SCFS 27

13th Supply Chain Finance Summit

Focus on European markets

2-3 February 2027

London

Organised by

BCR

Agenda

Day One – 2 February 2027

08:30 – 09:00 **Registration**

09:00 – 09:05 **Opening and welcome, Chairman, BCR Publishing**

09:05 – 09:10 **Welcome remarks**

Alex Dell, Partner, Co-leader of Banking & Finance, **Mayer Brown**

09:10 – 09:20 **Chairperson's opening remarks**

Wayne Mills, Founder and Managing Director, **Atom Advisory**

09:20-09:50 **Keynote Address: Geopolitics and Global Trade - Navigating Uncertainty**

Geopolitical tensions, evolving trade policies, regional conflicts, and economic uncertainty are reshaping global trade and supply chains. As businesses adapt to changing trade corridors, sourcing strategies, and regulatory requirements, they must balance resilience, competitiveness, and growth in an increasingly fragmented global economy.

- •How are geopolitical developments reshaping global trade flows and international commerce?
- What impact are tariffs, sanctions, export controls, and evolving trade policies having on businesses and global markets?
- Building greater supply chain resilience in response to trade tensions, regional conflicts, shipping disruptions and natural disasters
- Which regions, trade corridors, and industries are emerging as winners - and losers - as global trade patterns continue to evolve?
- Leveraging AI, digital technologies and real-time data to anticipate geopolitical risks, enhance supply chain visibility and support faster sourcing and financing decisions

Roberto Foa, Director, **Sephira Institute**

Agenda

09:50 – 10:30 **Panel: The Evolving SCF Market**

The global SCF market continues to evolve in response to geopolitical uncertainty, changing trade patterns, shifting supply chains and rising demand for working capital optimisation. As organisations adapt to regionalisation, new sourcing strategies and changing economic conditions, banks, non-bank financiers and technology providers are reshaping their products, partnerships and funding models to support increasingly complex supply chains. This panel examines the current state of the SCF market, the key drivers of growth and the regional developments shaping today's industry.

- Assessing the evolution of the global SCF market and the macroeconomic, market and regulatory trends shaping its future
- Adapting SCF programmes to geopolitical uncertainty, inflation, higher interest rates and supply chain disruption
- Is nearshoring, reshoring, friendshoring and supply chain diversification still reshaping SCF strategies, and what new financing requirements are emerging across regional supplier networks?
- How does the European SCF market compare with other markets, and what best practices can be shared to support further development?
- Navigating fragmented and cross-border supply chains through innovative products, funding models and strategic partnerships
- Which regions, industries and supply chain models are creating the greatest opportunities for SCF today?

Moderator:

Betul Kurtulus, Deputy Secretary General, **FCI**

Speakers:

Ana Cristina Mellado, VP SCF Mexico & Latam, **J.P. Morgan**

Zsoka Koczan, Lead Economist, **EBRD**

Makiko Toyoda, Global Manager, **IFC**

Vikrant Yadav, Head of Origination, **Crown Agents Bank**

10:30 – 11:10 **Panel: Fintechs as Enablers of Modern SCF programmes – Driving Innovation, Competition, and Cooperation**

Fintechs have become key enablers of modern SCF by digitising and streamlining financing processes while connecting buyers, suppliers, funders and technology ecosystems. Through partnerships with banks, institutional investors and corporates, fintechs are expanding access to working capital, improving customer experience and accelerating innovation across the SCF market.

- Exploring how are fintechs reshaping the SCF market through new platform models, embedded finance and innovative business models
- Strengthening collaboration between fintechs, banks, institutional investors and alternative capital providers to expand access to working capital
- Where are fintechs creating the greatest value for buyers, suppliers and funders?
- Leveraging technology, including AI, automation and data analytics, to enhance customer experience, improve operational efficiency and strengthen financing decisions
- What challenges do fintechs face as they scale internationally, and where are the greatest opportunities for future growth?

Moderator:

Reena Doshi, Director Trade & Working Capital, **Barclays**

Speakers:

Olamide Olaofe, Executive Director, **Innovation & New Product Development, Rabobank**

John Anderson, Head of Relationship Management, **EMEA, C2FO**

11:10 – 11:40 **Networking Break**

Agenda

11:40 – 12:20 **Panel: Financing Global Shipping Supply Chains – The Next Frontier for Supply Chain Finance**

The global shipping industry facilitates over 80 per cent of international trade, yet its supply chains remain significantly underserved by traditional SCF solutions. As digital maritime platforms and embedded finance continue to evolve, new opportunities are emerging to unlock working capital across shipping companies, port agents, marine suppliers, logistics providers and other participants in the maritime ecosystem. This panel will explore how innovative financing solutions including port payables finance, freight receivables finance, procurement finance and trade credit can improve liquidity, strengthen supply chain resilience and optimise working capital.

- Why has shipping remained underserved by mainstream SCF?
- What financing opportunities exist throughout the maritime value chain?
- How can digital platforms improve financing visibility?
- How can investors participate in maritime receivable portfolios?
- How should banks evaluate maritime trade assets?

Moderator:

John Omoti, Senior Director of Trade Credit Solutions, **Marcura UK Limited**

Speakers:

Tristan Chapman, Head of Global Relationship Management, **ShipServ Limited UK**

Zack Carl, Senior Manager, **Gibson Capital**

Prof Nikos Nomikos, Professor of Shipping Finance, **Bayes Business School**

12:20 – 13:00 **Panel: Regulation and Transparency in SCF – Building Trust, Consistency, and Market Confidence**

As SCF continues to grow, regulatory scrutiny is playing an increasingly important role. Following several high-profile corporate failures involving SCF arrangements, regulators, investors and market participants are calling for greater transparency, clearer disclosure requirements, and more consistent accounting and reporting practices. At the same time, organisations must balance rising regulatory expectations with the need to preserve innovation, liquidity and access to finance. How the industry responds will play a critical role in shaping the future development of SCF.

- Navigating the evolving regulatory landscape shaping the future of SCF
- What are the key challenges surrounding transparency, disclosure and the classification of SCF obligations, and how can organisations improve reporting to build stakeholder confidence?
- Strengthening trust through greater consistency in accounting standards, reporting frameworks and market practices
- What role should regulators, corporates, financial institutions and industry bodies play in establishing common standards and promoting greater transparency across the SCF ecosystem?
- Looking ahead, what regulatory, accounting and market developments are likely to have the greatest impact on the future evolution of SCF?

Speakers:

Christian Hausherr, Product Management Trade Finance, **Deutsche Bank**

Markus Wohlgeschaffen, Executive Director, Head of Trade Finance & SCF Sales Multinationals, **DZ Bank AG**

13:00 – 14:00 **Lunch**

Agenda

14:00 – 14:40 **Panel: Digital Transformation in SCF - AI, Automation and Data-Driven Decision Making**

Artificial intelligence, automation and data analytics are transforming the delivery of SCF. Organisations are using digital technologies to automate processes, improve decision-making, strengthen risk management and enhance operational efficiency. As richer data becomes available, technology is enabling faster, more informed financing decisions throughout the supply chain.

- Accelerating the digital transformation of SCF through AI, automation and intelligent workflows
- How are organisations using AI, advanced analytics and better data to improve credit assessment, fraud detection, portfolio monitoring and financing decisions?
- What role do predictive analytics, machine learning and real-time monitoring play in supporting financing decisions, risk management and operational efficiency?
- How can organisations improve data quality, governance and transparency to maximise the value of digital SCF?
- Mitigating the risks of digitalisation, including cybersecurity, AI governance, fraud, data privacy and operational resilience
- What challenges remain in implementing AI-driven SCF at scale, and how can organisations accelerate successful adoption?

Moderator:

Sean Edwards, Chairman, **ITFA**

Speakers:

Ashutosh Taparia, CEO, **CredAble**

14:40 – 15:10 **Panel: Lessons Learned from SCF Programmes – The Corporate Perspective**

While SCF is often discussed from the perspective of banks, technology providers and funders, its long-term success depends on the objectives and priorities of corporate buyers. Treasury, procurement and finance teams must align working capital goals with supplier relationships, implementation challenges and broader business strategy. This panel explores how corporates evaluate, implement and measure successful SCF programmes.

- What strategic objectives are driving corporates to adopt SCF today, and how have these priorities evolved?
- Aligning treasury, procurement, finance and accounts payable to build successful SCF programmes
- What organisational, commercial and change-management challenges do corporates face when implementing and scaling SCF programmes?
- Maximising supplier participation and engagement while delivering value for both buyers and suppliers
- How should corporates measure the success of an SCF programme beyond working capital, including supplier adoption, resilience, ESG performance and return on investment?

Moderator:

Wayne Mills, Founder and Managing Director, **Atom Advisory**

Speakers:

Friedemann Kirchhof, Head of Supply Chain Finance, **Siemens**

Baris Kokalp, Director of Treasury, **Sisecam**

15:00 – 15:30 **Networking break**

Agenda

15:30 – 16:10 **Panel: The Role of Credit Insurance in Scaling Trade and SCF**

As demand for trade and SCF continues to grow rapidly, credit insurance has become an increasingly important enabler of programme scalability, risk distribution and access to funding. By supporting banks, non-bank financiers and institutional investors in managing credit risk, credit insurance can expand financing capacity and facilitate access to trade and working capital for a broader range of corporates and suppliers. Increasingly, it is also playing a key role in extending SCF programmes beyond large investment-grade buyers to the mid-market, helping more businesses access to trade and working capital solutions that were previously difficult to obtain. This panel will explore the evolving role of credit insurance, the challenges of scaling insured SCF, and the partnerships needed to support future market growth.

- Maximising the value of credit insurance to increase funding capacity and support the growth of SCF programmes
- Leveraging technology to scale insured SCF programmes
- How can insurers, banks, non-bank financiers and institutional investors work together to extend insured SCF programmes to mid-market buyers while maintaining a sustainable risk appetite?
- What are the key enablers and constraints to expanding insured SCF for mid-market buyers, including underwriting capacity, pricing, portfolio diversification, data availability and ongoing risk monitoring?
- How should insurers and financiers respond when the credit quality of buyers deteriorates, or market conditions change? What approaches have proved most effective in managing risk while maintaining programme continuity?
- How is credit insurance enabling greater participation from institutional investors and private credit funds, and what impact is this having on the expansion of SCF programmes for mid-market buyers and the wider evolution of the market?

Moderator:

Mansour Davarian, Managing Director, Transaction Banking Solution**, Lloyds Banking Group**

Speakers:

Cruz González Agrelo, Managing Director, Credit Risk Solutions, **Willis Towers Watson**

Clara del Val, Regional Head, **Allianz Trade Speciality Credit**

16:10 –16:15 **Brand sponsor presentation**

16:15 – 17:00 **Panel: Delivering Successful SCF Programmes – From Implementation to Adoption**

The success of a SCF programme depends not only on its design but also on how quickly it can be implemented and how widely it is adopted. While organisations aim to launch programmes efficiently, achieving high supplier participation and utilisation is essential to delivering long-term value and maximising working capital benefits.

- What are the biggest challenges in implementing successful SCF programmes, and how can organisations accelerate deployment?
- How can buyers, banks, and technology providers drive supplier onboarding and increase programme utilisation?
- What role do ERP integration, digital platforms and collaboration play in improving operational efficiency and reducing implementation complexity?
- What metrics should organisations use to measure the success of an SCF programme beyond implementation, including supplier participation, utilisation, and working capital impact?
- How can organisations continuously optimise and expand SCF programmes after implementation to maximise long-term value?

Speakers:

Carlos Eraso, Global Head Trade Payables, **Banco Santander**

Rada Savic, Head of Global Transactional Banking Directorate, **OTP Banka**

Friedemann Kirchhof, Head of Supply Chain Finance, **Siemens**

17:00 – 17:10 **Chairperson's Closing Remarks**

17:10 – 18:3 **Networking opportunities**

18:30 **Close of Day One**

Agenda

Day Two – 3 February 2027

08:00 – 09:00 **Registration and Breakfast**

09:00 – 09:10 **Chairperson's Opening Remarks**

09:10 – 09:50 **Panel: Empowering SMEs through SCF – Expanding Access, Driving Adoption, and Building Inclusive Supply Chains**

SMEs are the backbone of global supply chains, yet many continue to face barriers to accessing affordable financing. While SCF offers significant opportunities to improve liquidity and resilience, supplier adoption remains a key challenge. Expanding access, simplifying onboarding, and increasing awareness will be essential to building more inclusive and effective SCF programmes.

- What are the biggest barriers preventing SMEs from accessing SCF, and how can they be overcome?
- How can organisations simplify supplier onboarding and increase participation, particularly among smaller suppliers?
- What role can fintechs, digital onboarding, and embedded finance play in expanding access to working capital for SMEs?
- How can financial institutions and SCF providers manage risks while expanding access to affordable SCF solutions for SMEs?
- How can buyers, financial institutions, and technology providers work together to build more inclusive SCF programmes that deliver value across the entire supply chain?

Moderator:

Luca Gelsomino, Assistant Professor, **University of Groningen**

Speakers:

Hebe Wildi, Director Supply Chain Finance, **Lloyds Banking Group**

Markus Wohlgeschaffen, Executive Director, Head of Trade Finance & SCF Sales Multinationals, **DZ Bank AG**

09:50 – 10:30 **Panel: Sustainable SCF – Aligning Working Capital with ESG Goals**

As sustainability becomes a strategic priority for businesses, SCF is increasingly being used to advance environmental, social and governance (ESG) objectives while creating commercial value. By linking financing to sustainability performance, organisations can incentivise responsible business practices, strengthen supplier relationships, improve supply chain resilience and expand access to finance for suppliers. However, successfully implementing ESG-linked SCF requires credible sustainability metrics, transparent reporting and collaboration across the supply chain to ensure meaningful outcomes.

- How can SCF programmes support corporate ESG and sustainability objectives while delivering measurable commercial value?
- How have organisations implemented ESG-linked SCF programmes in practice, what challenges have they encountered, and what strategies have proved most effective in overcoming them?
- What role do financial incentives play in encouraging suppliers to improve their environmental and social performance, particularly among SMEs?
- How can organisations develop credible ESG metrics, reporting frameworks and governance processes to ensure transparency, measure impact, build stakeholder confidence and avoid greenwashing?
- How is ESG integration in SCF influencing supplier resilience, risk management and long-term value creation for both buyers and suppliers?
- What does the future of sustainable SCF look like, and how can collaboration between corporates, financial institutions, sustainability rating agencies, technology providers and regulators accelerate its adoption?

Moderator:

Christian Hausherr, Product Management Trade Finance, **Deutsche Bank**

Speakers:

Dexter Galvin, SVP & Climate Ambassador, **EcoVadis**

Clair Smith, Director, Head of Sustainable Trade Solutions, H**SBC**

Michiel Deurwaarder, Category Manager Finance, **Vattenfall**

Ines Campos, Global Head of Working Capital Solutions, **BBVA**

Agenda

10:30 – 11:10 **Panel: Taking Buyer-Centric SCF to Market**

Although buyer-centric SCF has become an established working capital solution, many eligible corporates have yet to implement programmes, while existing programmes often fail to achieve their full potential. As competition increases, banks, fintechs and technology providers must demonstrate value beyond financing by addressing corporate priorities, simplifying implementation and delivering measurable business outcomes. This panel explores the commercial strategies, partnerships and success factors required to accelerate the adoption and long-term growth of buyer-centric SCF.

- How are leading providers identifying, engaging and converting potential corporate buyers into successful SCF programmes?
- Which value propositions resonate most strongly with CFOs, treasurers, procurement leaders and accounts payable teams when evaluating buyer-centric SCF?
- How important are digital onboarding, implementation speed, user experience and ecosystem integration in winning new mandates and ensuring programme success?
- How can banks, fintechs and technology providers differentiate themselves in an increasingly competitive and mature SCF market?
- Positioning buyer-centric SCF as a strategic business solution rather than a financing product

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Moderator:

Vitor Graça, Secretary General, **ALF**

Speakers:

Tara Everts, Director Trade Structuring and Advisory, **ING**

Arpana Amin, Global Product Head of Supply Chain Finance, **HSBC**

Gilbert Cordier, Director - Head of Sales International, **Societe Generale Factoring**

11:10 – 11:40 **Networking Break**

11:40 –12:10 **Panel: Building a Connected SCF Ecosystem – Data, Integration and Interoperability**

SCF increasingly depends on seamless connectivity between banks, fintechs, ERP providers, procurement systems, payment networks and credit insurers. However, fragmented technologies, inconsistent data standards and limited interoperability continue to hinder scalability and adoption. Creating a connected ecosystem will require greater collaboration, standardisation and high-quality data across the entire value chain.

- Addressing integration and interoperability barriers to accelerate the adoption of SCF
- How can banks, fintechs, ERP providers and technology partners collaborate to create a more connected digital ecosystem?
- What role do APIs, ISO 20022, digital identity and common data standards play in enabling greater interoperability, data quality and automation across the SCF ecosystem?
- Improving interoperability, transparency and financing decisions through high-quality, real-time data
- How can organisations improve data sharing, governance and quality while managing cybersecurity, fraud, operational and third-party risks, and ensuring regulatory compliance?
- What will the next generation of connected SCF ecosystems look like?

Speakers:

Luca Gelsomino, Assistant Professor, **University of Groningen**

Agenda

12:10 – 12:45 **Panel: Expanding Access and Defining the Future of SCF**

This panel explores how SCF will evolve over the coming decade, examining new funding models, broader market access, regulatory developments and strategic partnerships that will shape the future growth and resilience of the SCF ecosystem.

- How will banks, institutional investors, private credit funds and alternative capital providers finance increasingly regionalised and diversified global supply chains?
- Expanding SCF beyond large investment-grade buyers and first-tier suppliers to support mid-market companies and lower-tier suppliers
- What role will securitisation, institutional investment, private credit and other alternative funding structures play in scaling the next generation of SCF programmes?
- Unlocking new partnerships, funding, and business models to drive the future evolution of SCF
- How will regulatory developments influence innovation, access and market growth?
- What will define the next stage of the SCF market over the coming decade, and how will resilience, financial inclusion and digital ecosystems shape its future?

Speakers:

Eugenio Cavenaghi, Managing Director, Head of GTB Origination EMEA New Markets, **Banco Santander**

Mariella Sontoro, Head of Trade & Supply Chain Finance, **Intesa Sanpaolo**

Dilawar Khan, Managing Director, EMEA Head of Supply Chain Finance, **MUFG**

13:00 – 14:00 **Networking lunch**

14:00 – 15:00 **Roundtable discussions**

15:00 – 15:40 **Brief summary from facilitators of the table discussions**

15:40 – 15:50 **Conference Round Up, Chairman, BCR Publishing**

15:50 – 16:00 **Chairperson's Closing Remarks**

16:00 **Close of conference**

Registration

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