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Practical Issues of Supply Chain Finance - 06.11.2008

This one-day seminar/workshop is aimed at bank owned and independent, national and international factoring companies. It is designed to explain all the operational aspects of supply chain finance in some considerable detail, particularly from a financiers point of view. Practical Issues of Supply Chain Finance will be limited to just 30 delegates to encourage open discussion, one to one dialogue and a complete learning environment.

What is supply chain finance?

Supply chain finance is a combination of technology solutions and services that link buyers, their suppliers, distributors and financing providers. It is aimed at optimising visibility, financing costs, availability and delivery of cash.

Why did we decide to cover supply chain finance?

Supply chain finance has become an industry buzzword. We know from our Receivables Finance International Conferences that many factoring companies are very interested in this area and feel it may be an important potential market for them. Factors are under of growing market pressure, particularly from existing clients, to provide additional 'styles' of working capital finance solutions. Yet there is general confusion as to the essence of these 'styles': Reverse factoring, distribution finance, vendor financing, payables financing, trade payables backed financing, are all united under the umbrella term supply chain finance.

The aim of the seminar is to show factors a way to reach ability and expertise either to integrate into existing supply chain finance programs or create such programs themselves. During the seminar we delegates will learn the most efficient route to this market.

What is the format of the seminar?

The seminar provides one day of full immersion in the topic of supply chain finance.

Each speaking slot of will be followed by 25-30 minutes of discussion, during which every seminar participant will have a chance to question, discuss and get first hand information on any major aspect of building, operating and managing SCF programs, direct from experts in the field.

Who should attend?

Senior managers, in charge of: corporate strategic development, marketing and product line diversification, regional business development; sales; client service; reverse factoring; administration; risk management and corporate finance; from factoring companies, asset based lenders, invoice discounters and banks.

Sponsorship?

We are not inviting any sponsors or selling any speaking slots for this seminar. The event is purely about learning for operational implementation

Where will the seminar be held?

At one of the best locations in London. The Lanesborough Hotel - The ultimate in sumptuous and classical British styling, Hyde Park Coner, London SW1X 7 TA
T: 020 7259 5599 F:020 7259 5696



08:30 -9:00 Registration and Morning Refreshments

09:00 - 09:15 Chairman's Introduction:



Daniel Corsten, Professor of Operations & Technology Management at IE Business School in Madrid

Daniel Corsten is Professor of Operations & Technology Management at IE Business School in Madrid (Instituto de Empresa) and formerly Visiting Associate Professor of Operations & Technology Management at London Business School. He also taught and researched at the Wharton School at University of Pennsylvania (Philadelphia), INSEAD (Singapore and Fontainebleau) and Bocconi University (Milan).

Daniel's research is focused on supply chain management and (service) operations management in diverse industries such as retailing, computer, automotive, finance, pharmaceuticals, software and logistics services.

A leading academic in the Efficient Consumer Response movement, Daniel was Founding Editor of the ECR Journal and President of the ECR Research Foundation (2000-2006). He has co-authored award winning case studies on collaborative performance management and sustainable supply chains and has won several teaching awards. He is a regular speaker at international conferences and a consultant to Fortune 500 companies.

Daniel Corsten holds an MSc from the University of Cologne and a Ph.D. of the University of St. Gallen. Prior to his academic career he worked as International Marketing Manager at Bayer AG, Leverkusen and as Project Manager at Agfa AG, New Jersey.

09:15 - 10:00 Development and Future Trends in supply chain finance

- What is supply chain finance?
- Evolution of supply chain finance
- What are the suitable markets and industries and why?
- Migration of SCF procedures and technology to Europe. What are the drivers?
- Cooperation between bank and non-bank service providers



Sarah Jones, CEO, SCF Capital

Prior to joining SCF Capital, Sarah Jones was Director, EMEA treasury, Hewlett-Packard, where she was responsible for all aspects of treasury across the region including HP's shared service center based in the UK, which handled the daily cash management operations of 29 countries and the investment of the company's sizeable offshore cash portfolio.

Sarah is well known in the banking and treasury community for her thought leadership in financial supply chain management and secured the 2006 Eurofinance International Award for Treasury Excellence for HP for her work in this area. She has been chairperson of TWIST's Corporate Reference Council for a number of years and holds the MCT qualification from the UK Association of Corporate Treasurers.

10:00 - 10:45 Legal infrastructure

- Differing legal, accounting and commercial objectives of supplier, buyer and financier
- Legal structure of the reverse factoring approach (and alternatives)
- Issues for debt purchase cross-border
- Applicable law, jurisdiction and disputes
- Battle of forms between buyer and supplier
- Approach to master documentation
- Intercreditor issues and prior encumbrances
- Regulation of lenders in host country
- KYC and take-on issues
- Electronic purchase of invoices
- Key components of buyer-financier and buyer-supplier agreements

10:45 -11:10 Round Table discussion



David Breakell - Partner, DLA Piper

David is a partner in DLA Piper and heads up their Structured and Receivables Finance practice in London. He specialises in structured and asset-backed finance, including receivables financing and securitisation transactions. He acts for UK and US investment banks, UK clearing banks and other financial institutions. He is particularly known for advising on cross-border secured financing transactions. He is also active in trade finance and receivables portfolio acquisitions and disposals.

David Breakell read law at Oxford University and took his articles with a City law firm.

11:10 - 11:30 - Morning Refreshments

11:30 - 12:15 What are the key considerations for an SCF program and differences between other forms of invoice financing?

- SCF compared to other invoice financing - brief overview of commonalities and differences, buyer objectives and drivers
- Identifying the core characteristics of SCF platforms
- Requirements for effective administration when running an SCF program
 - Platform functionality
 - Understanding the data/money flows and systems integration within the buyer/supplier/financier loop
 - Critical internal processes related to an SCF program
- Case study illustrating the issues of on-boarding and SCF system set up

12:15 - 12:40 Round Table discussion



Phillip Kerle, Chief Executive Officer

Prior to joining Demica, Phillip served as a senior member of the executive management team at J.M. Huber Corporation and has 25 years international business experience across Europe, Asia and the United States. Phillip previously co-founded two companies, Embrace Pte. Ltd, Singapore and Paradigm Alliance Pty. Ltd, Sydney, the latter a provider of credit consulting to financial institutions in Asia. Phillip has also held senior positions with First Pacific in Hong Kong, Schlumberger in London and Touche Ross in Los Angeles.

Phillip was admitted as a solicitor in Sydney, Australia and has an LLM from Boston University.



Avarina Miller, Senior Vice President

Avarina has over 17 years financial services experience across both international debt and equity markets. She previously held business development positions with JP Morgan and Bankers Trust for capital markets and securities services in Europe and Africa. Prior to that, Avarina worked with NHL, one of the first originators of securitisations in the UK. Avarina is a graduate of the University of Toronto

12:40 - 13:50 Lunch

13:50 -14:35 Creating an SCF program (case study)

- Why start a SCF program?
- What are the main features of the SCF program?
- The main criteria for choosing an IT platform provider
- Operational specifics of each major stage of the SCF introduction
- How did the project technical requirements transform while working with the platform provider?
- What were the key considerations and main challenges for providing a solution?
- Costs and ways to keep them down
- Marketing the SCF program

14:35 - 15:00 Round Table discussion



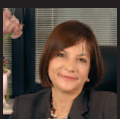
Lex Greensill - Vice President, Morgan Stanley, Fixed Income

Lex is a Vice President at Morgan Stanley and heads their Supply Chain Finance business, TReFS. He is a Solicitor of the Supreme Court of England and Wales and the Supreme Court of Queensland. Lex also holds a Masters of Business Administration from Manchester Business School.

15:00 - 15:45 Adapting supply chain finance models for factors (case study)

- Is there a difference between supply chain finance and reverse factoring?
- What does a factor need to start an SCF programme?
- IT platforms: what should they contain
- IT platforms in-house vs outsourced
- Reverse marketing: how to reach big buyers
- Can factors get enough receivables to enter the securitisation market?

15:45 - 16:05 Round Table discussion



Rengin Ekmekcioglu, Managing Director, Fortis Commercial Finance Turkey

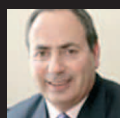
Rengin has over 20 years banking and commercial finance experience, 12 of which at Managing Director/General Manager level. Rengin was elected President of the Turkish Factoring Association for two consecutive terms from 1999-2004. She was vice chairman of FCI between 2000 and 2004. She was appointed Managing Director of Fortis Commercial Finance Turkey in February 2008.

16:05 - 16:20 - Afternoon refreshments

16:20 - 17:05 - Marketing and Sales

- Marketing channels:
- Reverse marketing - making debtors your Clients
- Cross sales to bank clients
- Working in alliance with IT providers
- Identification of opportunities and challenges for buyers
- Overcoming the difficulties in adaptation of the small suppliers to new order
- Benefits for suppliers in addition to cost saving and working capital availability
- Education and training
- Technical support
- Pricing

17:05 - 17:30 - Round Table Discussion



Lionel Taylor, Head of Regional Trade Product and Trade Advisory, UK & Ireland, RBS, UK

Lionel is a senior manager within the international banking division of RBS and also sits on the bank's corporate markets steering committee for cooperation with the Bank of China. His team is responsible for the management and development of the bank's international trade products, supply chain finance initiatives and associated delivery channels. Lionel has extensive trade and corporate finance experience, gained with major European and US financial institutions. He is a great advocate of trade finance and in recent years has been at the forefront of the development of financial supply chain thinking.

17:30 - 17:40 - Seminar Closing Remarks

End of the seminar

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