

RECEIVABLES FINANCE MASTERCLASS

exploiting the opportunities provided by receivables purchasing

REED SMITH | LONDON, UK
13TH OCTOBER 2015



In only one day out of the office you will be able to:

- ▶ Master the main components of receivables purchasing
 - Full recourse, non-recourse and limited recourse
 - Cross border discounting including multi-currency
 - Pricing and structuring for receivables finance arrangements
 - Supply chain finance models
- ▶ Know how to mitigate non-payment and other transaction risk through insurance
- ▶ Grasp the need-to-know legal and regulatory aspects of receivables purchasing arrangements

PARTNERS





INTRODUCTION

Effective cash management is essential for any business to thrive in an increasingly competitive marketplace. Receivables purchasing arrangements, in which companies sell their receivables for cash, is becoming increasingly important in providing solutions to cash flow management issues and increasing working capital efficiencies. However, there are important differences between receivables purchasing arrangements and bank debt, and it is essential that both providers and users of this form of finance understand how it operates.

A clearer understanding of receivables purchasing and its use in conjunction with loan financing has never been more important. This intensive one-day event will provide the fundamental information needed to exploit the opportunities provided by receivables purchasing.

If you have any questions related to this programme, please contact me directly.

I look forward to meeting you in person 13th October.

Kind regards



Malou Lindholm
Director, BCR Publishing
T: +44 (0)20 8466 6987
E: ml@bcrapub.com

ORGANISERS

BCR Publishing is the world's leading knowledge provider in receivables finance. We create and deliver news, expert articles, in depth market intelligence data and events covering factoring and invoice discounting, supply chain finance, working capital management and trade receivables securitisation.

BCR's clients and partners include most of the leading commercial banks, factors, invoice discounters, corporates, AltFin platforms, credit insurers, law firms, brokers and consultants and also the main industry trade bodies.

For more information please visit
www.bcrpub.com

REGISTER

3 easy ways to book:

- **Online:** www.bcrconferences.com
- **Call:** +44 (0)20 8466 6987
- **Fax:** +44 (0)208 466 0654

INFORMATION

Who should attend

This Masterclass will be of particular interest to:

- Financial professionals seeking in-depth knowledge of techniques for structuring these transactions and mitigating risks;
- Risk and compliance professionals seeking a greater understanding of the risk and opportunities in these transactions;
- Finance directors seeking a better understanding of the impact of these structures and the benefits and disadvantages of them, especially for SMEs;
- Legal advisers active in this market seeking to explore some of the important differences between invoice discounting and lending;
- Accountants interested in ways in which these techniques can be used for balance sheet enhancement.

Format

This masterclass is designed for people who already have a working knowledge of receivables purchasing arrangements. It focuses on legal, commercial and practical issues that arise in implementing these structures domestically and internationally. It is important that delegates come armed with questions and an enthusiasm to engage and share experiences.

Course materials

All masterclass attendees will receive

- A full pack of the masterclass handbook including slides
- FREE copy of World Supply Chain Report 2015
- FREE copy of Receivables Finance Technology Handbook 2015



Your expert speaker panel:

- **David Lacey**
Partner, Finance Group, Stephenson Harwood LLP
- **Gary Davies**
Chief Risk Officer - Europe, Bibby Financial Services
- **Robert Parson**
Partner Structured & Trade Finance, Reed Smith
- **Nick Stainthorpe**
Partner Structured Finance, Reed Smith
- **Alastair Malcolm**
CEO, XS Reserve Limited



Venue

Reed Smith
20 Primrose Street
London EC2A 2RS

PROGRAMME

09:00 Registration and Coffee

09:30 **Section I: Receivables purchasing arrangements**

While the principles of receivables purchasing are well established, there are many different ways in which these structures can be implemented, with corresponding benefits and disadvantages.

This section of the masterclass will analyse these components, identify the benefits and disadvantages of each of them and examine the different ways that they can be combined to meet the commercial needs of participants in this market.

We will consider in detail the following components:

- Full recourse, non-recourse and limited resource purchasing, including what risks should be borne by the purchaser and what risks should remain with the seller;
 - Cross-border discounting, including the use of multi-currency programmes;
 - Structuring the payment of the purchase price, including how the different structures are used depending on the nature of the receivables;
 - Supply-chain financing and its use in strengthening relationships between customers and their suppliers.
-

11:00 Morning coffee break

11:15 **Section II: Insurance**

The risk of non-payment of the receivable is the central risk in any receivables purchasing transaction. Insurances provides a valuable means of mitigating this risk. However, insurance is not a financial guarantee of payment and is governed by many, often arcane, rules. This section of the event will examine:

- Evaluating the scope of existing insured risks, and looking at new products/developments;
 - The obligations of full disclosure and ways of reducing the impact of conditionality;
 - Who has the benefit of the insurance, and how can this extend into the ABL and even the ABS markets;
 - How can the benefit of the insurance be passed from the seller to the purchaser;
 - Common terms in existing insurance contracts, and possible new constructs;
 - Frequent reasons for insurers to refuse claims, and ways of avoiding this.
-

12:45 Lunch

13:30 **Section III: Legal and Regulatory**

The legal structure of a receivables purchasing arrangement is quite different to that of a loan, although it generates a similar economic effect. This section of the event will consider:

- The importance of the "true sale" nature of the arrangements;
 - The re-characterisation risk;
 - The legal risks in undisclosed purchasing arrangements;
 - The operation of the collection account;
 - The problem of the non-assignable receivable;
 - Foreign law implications in cross-border purchasing;
 - Impact of insolvency;
 - The role of security;
 - Restrictions on receivables purchasing under lending documentation;
 - The role of the trust;
 - Conflicts with secured creditors; and
 - Reservation of title issues.
-

15:00 Afternoon coffee break

15:15 **Case Study and Q&A**

This final part of the Masterclass will apply the knowhow developed earlier in the day to a practical example of a receivables purchasing programme.

Panel members will discuss how the principles described above are applied in practice based on a case study that highlights the day-to-day issues that arise in invoice discounting. Delegates will be encouraged to contribute their experience to this process. The case study will provide a practical demonstration of how the issues discussed in the earlier sessions arise and how they are dealt with.

The case study will illustrate how different techniques may be used to address common problems and examine how to select the best one for the circumstances.

16:45 Close of Masterclass

SPEAKER FACULTY



Gary Davies, Chief Risk Officer - Europe, Bibby Financial Services

Gary Davies is Chief Risk and Operations Officer – Europe, for Bibby Financial Services (BFS), a leading independent business funder which provides £730m of funding to companies from their bases in 16 countries worldwide.

Gary joined BFS in 2011 after 25 successful years at Barclays and brings a wealth of experience from sales, risk and operations and has structured many large and international deals within Barclays which resulted in a £2bn+ portfolio

In his current role with BFS, Gary deals with day to day risk and operations comprising application of the risk framework including sanctioning and structuring of new business, live client portfolio and recoveries oversight, regional funding and credit insurance provision, operational risk reporting and internal audit assurance, business improvement – systems and processes, development of legal and governance frameworks.



David Lacey, Partner, Stephenson Harwood (Leader)

David has wide-ranging experience of receivables-based financing; and the particular issues that arise in debt purchase arrangements. His work has included advising on implementing invoice discounting structures in various industry sectors, preparing standard documentation for high volume discounting structures and bespoke cross-border European discounting structures. David has also advised banks and other finance providers on the use of discounting structures in conjunction with traditional debt structures.



Alastair is the co-founder and CEO of XS Reserve Ltd. He created and pioneered the concept of Excess of Loss credit insurance more than thirty years ago. The product has now been widely imitated and used by most domestic and export credit insurers around the world as an alternative to the more traditional 'whole turnover' cover.

Prior to his entry into the world of credit insurance, Alastair had qualified as a Chartered Accountant (FCA). He had originally joined Cooper Bros, which is now part of PwC, the leading firm of accountants.

His long career in credit insurance started with Aon, the international insurance broker, before he developed XoL credit. The product was widely marketed by PanFinancial Insurance, a company founded by Alastair with capital from the Continental, Skandia and Yasuda insurance companies.

Alastair has also worked with many of the leading captive managers, specialising in self-insurance programmes to cover trade credit risk.



Robert Parson, Partner, Reed Smith

Robert is a partner at Reed Smith where he focuses on commodity and trade finance law, structuring deals and complex cross-border financing arrangements for many of the world's major banks, traders, exporters and other participants in the global trade market. Robert is named in the current editions of Legal 500 and Chambers as a leading individual in Trade Finance.



Nick Stainthorpe, Partner, Reed Smith

Nick is a finance partner who focuses on receivables finance and structured finance. He regularly advises on supply chain finance, alternative finance transactions involving p2p platforms and securitisation (particularly trade receivables securitisation). He participates actively in industry bodies and speaks regularly at events on matters such as the implications of regulation on the financial services sector. His clients include funds, banks and alternative capital providers.

REGISTRATION

- Online: www.bcrconferences.com
- Call: +44 (0)20 8466 6987
- Fax: +44 (0)20 8466 0654

RECEIVABLES FINANCE MASTERCLASS

REED SMITH | LONDON, UK

13TH OCTOBER 2015

PRICING

Standard rate £595

Early Bird Discount (Save £100)
I am booking before 12 September 2015 £495

PAYMENT DETAILS

- Please invoice me
 Payment via credit card



Card Number

Expiry date

/ MM/YY

CW

Cardholder's name

Company VAT number

Cardholder's signature

Cardholder's address

DELEGATE INFORMATION

Title

Mr Mrs Ms Miss Dr

First name

Last name

Job title

Department

Organisation

Address

Postcode/Zip

Country

Telephone

Fax

Email

Signature

BCR Publishing Terms and Conditions

1. Bookings can be submitted at any stage prior to the event, subject to availability.
2. Payment must be received in full prior to the conference. All payments must be made prior to the event or within 20 days of booking, whichever is the sooner.
3. All speakers are correct at the time of printing, but are subject to variation without notice.
4. If the delegate cancels after the booking has been accepted, the delegate will be liable for the following charges: • Cancellations notified over 14 days prior to the event will incur an administration fee of 10% of the full amount. • For cancellations received less than 14 days prior to the event, the full delegate rate must be paid and no refunds will be available.
5. All bookings submitted by e-mail, fax, post or over the telephone are subject to these booking conditions.
6. All cancellations must be received in writing. 7. BCR Publishing will not be held liable for circumstances beyond its control which lead to the cancellation or variation of the programme.

All changes to bookings must be notified in writing to leigh.richards@bcrpub.com