

# Transforming Factoring & Invoice Finance

*Meeting the 'alternative finance' challenge head on*

London | Reed Smith  
November 17, 2015



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## EVENT INFORMATION

### WHY ATTEND

*"Arguably the most timely and business critical event for the business finance sector in years"*

This BCR business finance conference will focus on how factors, invoice discounters and commercial finance providers can re-examine business models to confront the current explosion of new working capital financing options and technologies available, especially from the online platforms.

Themes discussed will include:

- » Whether invoice finance providers can really afford to sit tight
- » Evaluating the latest new platforms and technologies, including collaborative approaches
- » Assessing the real funding needs of SMEs – how can alternative finance bridge this gap?
- » Tackling obstacles faced in terms of securing new business

As always, networking will form an integral part of the event.

### WHO WILL BE THERE

- » Heads of Receivables Finance
- » Heads of Factoring & Invoice Discounting
- » Heads of Asset Finance
- » Heads of Commercial Finance
- » Product Development Managers
- » Client Relationship Managers
- » Heads of Trade and Working Capital
- » Heads of Open Accounts
- » Credit and risk advisors
- » Brokers, consultants and legal advisors
- » Invoice discounters and 'Altfin' platforms
- » B2B SMEs (FREE TO ATTEND)

To get involved, please contact:

**Malou Lindholm**, Director, BCR Publishing

T: +44 (0) 20 8466 6987

E: malou.lindholm@bcrapub.com

### DELEGATE BENEFITS

BCR are pleased to offer all attendees a complimentary copy of:

- » World Supply Chain Finance Report 2015
- » Receivables Finance Technology Handbook 2015



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### VENUE DETAILS

**Venue:** Reed Smith  
20 Primrose Street  
London  
EC2A 2RS

**Tel:** +44 (0)20 3116 3000

**Web:** www.reedsmith.com/London-England



## Conference: Tuesday, November 17, 2015

### 08:30 REGISTRATION AND COFFEE

#### 09:00 Chairman's opening remarks

Mike Baliman, Independent consultant and host, London Fintech Podcast

#### 09:15 Pinpointing the critical industry trends and current evolutionary challenges

Jeff Longhurst, CEO, ABFA

Irene Graham, Executive Director, BBA

Craig Iley, Managing Director Business Banking, Atom Bank

Perry Burns, Managing Director, Working Capital Partners

- » Is alternative finance/fintech really a marketing phenomenon or are many platforms simply back office processes? What are the real fintechs doing and would that really impact the commercial finance industry?
- » 'Alternative finance' platforms – threat or opportunity or both?
- » Can the alternative finance platforms really deliver what they say they are going to deliver? The due diligence and debt conundrum
- » A clash of cultures –whole turnover v selective invoice finance debate. Do factors compete or collaborate? Is whole turnover of invoice finance now a mainstream product and not an 'alternative'?
- » The government 'push' for alternative lending facilities – what difference is it really making
- » How to grow the invoice finance industry and client base in the face of new competition: is the industry now perceived as main stream and so should it market itself differently?
- » How are the new platforms affecting independent factors compared to bank owned lenders?



### 10:00 PANEL DISCUSSION

#### A fresh take on business finance: The AltFin / 'fintech' challenge - reducing the 'hassle factor'

**Moderator:** Tony Morgan, CEO, VERUS 360

**George Shapiro**, CEO and Chairman, The Interface Financial Group  
*Earlier this year Assetz Capital, a peer-to-peer platform for secured transactions, forged a partnership with a major US provider of invoice finance to SMEs – Interface Financial Group. They are building a range of credit products including a new Invoice Finance account, and also a market place of peer-to-peer investment products. In this session, the CEO of IFG will explain how the model works, and why they believe this is an improvement on traditional lending*

**Oliver Gabbay**, COO, Aztec Exchange

*Aztec Exchange is an online platform launched in May 2013 to enable SMEs in emerging markets and credit-constrained developed markets, particularly in Europe, to sell invoices that they have issued to large foreign companies and their local subsidiaries. 200 suppliers are registered to sell invoices on the platform since going live in June 2013 and they have capacity for US\$30 billion of trade receivables annually.*

**Alex Fenton**, Director, GapCap

*As the invoice finance space is becoming increasingly competitive, self styled 'new kids on the block' like GapCap are picking up momentum. The company does not operate a peer-to-peer, market-based model like MarketInvoice or Platform Black, but argue they provide a new approach to cash flow financing through 'stock-option' financing which creates a true partnership with businesses.*

**Lea Veran**, CMO, FINEXKAP

*The fifth largest accountancy firm in the world, BDO, has recently partnered with French invoice financing platform Finexkap. The agreement will help BDO France's customers access financing solutions quickly through an innovative factoring solution. In this session, Cédric Teissier will explain how the tie up is meant to work and why collaborative approaches like this is helping to reshape the business funding options for SMEs*

**Simon Leech**, CEO, Validis

*Simon has an extensive track record of leading and growing technology services businesses. As Trouble Shooter at Microsoft, Simon restructured the sales operation in the company's Mid-Market EMEA division. Prior to Microsoft, Simon worked at Accenture where he spent five years working on large-scale custom-built software development projects. Simon holds a BA degree in Business Studies from the Dublin Business School. Simon joined Validis as CEO in 2013.*

The emergence of new lending platforms, not just relating to the invoice finance industry, are reshaping both supply and demand. This panel will be a lively discussion about how much of the market share is coming the 'traditional' and 'newer' invoice finance platforms' way as a result of the explosion in new financing options across the board. Topics to be covered include:

- » How will invoice finance and SME lending be affected if this rate of growth continues?
- » How are the alternative finance platforms managing risk?
- » Size of clients as differentiator
- » The broker's viewpoint

### 11:30 MORNING COFFEE

#### 11:50 Raising the bar for the customer experience: Providing solutions, not products

**Richard Saulet**, Managing Director SME Finance, Metro Bank

**Lasma Orlovska**, Head of open account products, Barclays

**Martine Catton**, Sales Director, Catalyst Invoice Finance

**Ari Last**, Head of Partnerships, MarketInvoice

Arguably, the new platforms give customers what they want - or do they? If relationship is the key, can this be achieved in any meaningful way from a platform? Do business model and mission statement need to be revisited to see if they still apply in today's fast changing market environment?

- » Transparency, charges, pricing, access, ABFA standards
- » New and evolving technologies with potential to disrupt and transform
- » Case study: NatWest new single invoice product pushed via bank managers
- » Case study: Are new structures backed by credit insurance policies a threat to factoring?
- » Exploring the potential impact of 'new' offerings such as purchase order finance

**12:40 LUNCH****13:30 CASE STUDY**

Mark Runiewicz, CEO, Trade and Export Finance

**Case study: what are the real funding needs of SMEs and how can altfin sector bridge this gap? Are providers just pitching their wares without giving what the borrowers need?**

**14:15 Meeting the growth in demand for international receivables & cross-border trade**

John Bugeja, Managing Director, Trade Advisory Network

Lesley Batchelor, Director-General, Institute of Export

Paul Croucher, Head of Trade Finance and Insurance Solutions, UK Export Finance

Gabriel Cole, Managing Director, BBA

A discussion on why the industry does not seem to be delivering cross-border solutions despite a significant increase in demand for trade finance and a clear growth in cross-border open account trade. Is it the case that a significant number of major and minor funders do not like, or have the capacity, or capability, or willingness to effectively manage export receivables? What opportunities are being missed? What can be done to address this?

- » The client perspective: 'It is all about the funding'
- » Managing fraud & risk in export transactions
- » Analysing the buyer's creditworthiness and operating soft and hard collections
- » Direct versus two factor – examining the pros and cons
- » pre-shipment/pre-invoice/purchase order finance linked to invoice finance as the source of repayment
- » What are the growth markets and where are the biggest opportunities?

**15:00 AFTERNOON TEA****15:30 Adjusting to the 'new normal in factoring & invoice finance: Who will the winners be?**

Lionel Taylor, Managing Director, Trade Advisory Network

Caroline Langron, Managing Director, Platform Black

Chetan Sahai, Business Development, GE Capital

Richard Whitehouse, Regional Sales Director, Aldermore

Laurent Tabouelle, Managing Director, Codix

The post crisis 'new normal' is demanding a radical re-think in the way traditional invoice finance is delivered, structured, priced and marketed. What is evident is that technology is increasingly enabling sellers to find more buyers and buyers to find more sellers of invoices. Alternative finance providers, e-invoicing players, platforms, banks, hedge funds, insurance companies are all jostling for position and variously trying integrate vertically - some upstream and some downstream in the AR financing space.

- » What are the obstacles that the tech players are facing to move into financing and for the banks to move to platform technology?
- » What are the practical considerations in making major strategic realignment?
- » Getting your team to understand the new environment
- » Considering the changes in the way business is managed in order to adapt and prosper in the new normal?
- » Could the players focused on the AP side (Buyers' suppliers) leverage their technology and onboarding processes to the AR side (Buyers' customers)?

**16:30 Chairman's closing remarks****16:45 CLOSE OF CONFERENCE****17:00 - 18:00 NETWORKING DRINKS RECEPTION**

## ABOUT BCR PUBLISHING



BCR Publishing is the world's leading knowledge provider in receivables finance. We create and deliver news, reports, in depth market intelligence and events covering factoring and invoice finance, supply chain finance, working capital management, alternative finance 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](http://www.bcrpub.com)

## TRFNEWS



'Trade and Receivables Finance News' is the only online news service dedicated to factoring, supply chain finance, working capital management and receivables securitisation. Stay informed with key industry developments through breaking news, in-depth features, and commentary from a range of global industry professionals.

In a progressive and challenging environment, make trfnews the essential resource for your business.

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## UPCOMING BCR EVENTS

### Supply Chain Finance Summit 2016

*Putting the building blocks in place for rapid growth in trade*

January 28-29, 2016, Frankfurt, Germany

The essential event for any business looking to supply chain finance to increase profitability and strengthen supply chains.

### Receivables Finance International 2016 ('RFIX)

*16th Annual receivables, factoring & supply chain finance convention*

March 9-10, 2016, Lisbon, Portugal

Well established market leading networking convention bringing together 150+ delegates from Europe, the Americas, Africa and Asia.

*"An excellent forum for sharing developments in receivables finance. I was especially pleased with how much the debates focused on the future of the industry"*

- Duncan Stevenson, Head of Legal, Fraud & Business Intelligence, RBS Invoice Finance, UK

*"Great initiative towards addressing industry issues through sharing of best practise"*

- Arup Roy, Head of Global Transaction Banking, Saudi Arabia British Bank, Saudi Arabia

[www.bcrconferences.com](http://www.bcrconferences.com)



**Mike Baliman**  
Independent consultant and host  
London Fintech Podcast



**Craig Iley**  
Managing Director Business Banking  
Atom Bank



**Lesley Batchelor**  
Director-General  
Institute of Export



**Simon Leech**  
CEO  
Validis



**John Bugeja**  
Managing Director  
Trade Advisory Network



**Jeff Longhurst**  
CEO  
ABFA



**Perry Burns**  
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Working Capital Partners



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CMO  
FINEXKAP



**Ari Last**  
Head of Partnerships  
Marketinvoice



**Richard Whitehouse**  
Regional Sales Director  
Aldermore



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Early Bird Discount (Save £100)  
I am booking before 24 September 2015      £695\*

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**Telephone:**      +44 (0)20 8466 6987  
**Post:**      3 Cobden Court, Wimpole Close, Bromley,  
 Kent, BR2 9JF, England

### DELEGATE INFORMATION

Title:  
 Mr       Mrs       Ms       Miss       Dr

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3. All speakers are correct at the time of printing, but are subject to variation without notice.
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