

“SUPPLY CHAIN FINANCE”

(Sun. – Wed.) 10th – 13th October 2021, 12:30PM – 03:30PM

Within its continuous pursue to introduce the main training programs related investment companies work, Investment Studies Center (ISC) @ Union of Investment Companies, in collaboration with Euromoney are delighted to invite you to a professional program according to the following details:

استمراراً من مركز دراسات الاستثمار لدى اتحاد شركات الاستثمار في تقديم البرامج التدريبية الأساسية لعمل شركات الاستثمار، يسرنا وبالتعاون مع يورو موني الإعلان عن تنظيم برنامج تدريبي مهني ودعوتكم للمشاركة فيه، وفقاً للتفاصيل الآتية:

Program:	Supply Chain Finance	البرنامج:
Instructor:	Andre Lanser	المحاضر:
Dates:	10 th – 13 th October 2021	التاريخ:
Timing:	12:30PM – 03:30PM	الوقت:
Venue:	Online Virtual Training	المكان:

Course Details, Registration & Fees تفاصيل البرنامج، التسجيل والرسوم

<http://unioninvest.org/upcomingevents.aspx>

Registration is open according to availability

UIC Members	KWD 400	أعضاء الاتحاد
Non-Members	KWD 470	غير أعضاء الاتحاد





Supply Chain Finance

10 - 13 October 2021

12:30PM – 03:30PM

Supply Chain Finance

Course Objectives

By the end of these **virtual live sessions**, participants will understand the following:

- What supply chain is, what it's not and how it works
- The fundamental processes which drive supply chain finance
- The key performance indicators or metrics for working capital
- Be able to structure supply chain finance

Course description

This highly interactive set of sessions, albeit virtually, will be practical, with real life examples and case studies and exercises to demonstrate the principles.

Target audience

The following participants will benefit from this series of modules:

- Bankers
- Auditors
- Financiers
- Lawyers
- Trade finance practitioners

Day 1 (Three Hours)

Cash Conversion Cycle (CCC)

Session 1 – Introduction

- Cash flow management
- Advantages of managing cash flow
- Cash conversion period

Session 2 - Business Processes

- The business cycle and how it is financed
- Working capital
- Working capital cycle
- Working capital management
- The three processes of working capital:
 - The forecast to fulfil process ("F2F")
 - The procure to pay process ("P2P")
 - The order to cash process ("O2C")
- Customer objectives in managing working capital

Session 3 - Working Capital Metrics

- DSO: days sales outstanding
- DIO: days inventory outstanding
- DPO: days payable outstanding
- Cash to cash cycle ("C2C")
- Causes of F2F problems
- Main solutions to F2F problems
- Causes of P2P problems
- Main solutions to P2P problems
- Causes of O2C problems
- Main solutions to O2C problems
- Financing any gaps in the cycle
- Setting limits on the facility

Day 2 (Three Hours)

How to Structure the Facility

Session 4 – Introduction

- Who and what needs financing and why
- Working capital financing:
 - Confidential invoice discounting
 - Factoring
 - Supplier finance
- Optimisation:
 - Payables
 - Receivables
 - Liquidity management

Session 5 – Case Study

Participants will be given a company with working capital funding requirements and will be required to calculate how much debt the bank should loan the company

Session 6 - Evaluation of Risk in the Operating Cycle

- Business risk - what is the nature and viability of the business assets?
- Financial Risk - how much outside financing is required to complete the operating cycle?
- Performance Risk - how well are expenses controlled?
- Management Risk - management are the key to identifying and minimising all risks in a business - are they capable and experienced?

Session 7 - The Operating Cycle of a Business and how it is financed

- An overview designed to stimulate participants into thinking how a business cycle works and how it is financed
- **Exercise:** Looking at the business risks, financial statements and management issues relating to an assigned case study company. Participants will critique these factors and the implications for lending

Session 8: Products and Solutions

- Working Capital finance
- Receivables financing
- Reverse factoring
- Approved payables financing
- Discounting

Day 3 (Three Hours)

Session 9: Supply Chain Finance Industry

- Market constituents
- Market enablers
- Market challenges
- Value propositions
- Objectives of Supply Chain Finance:
 - **Improved financials** - increased sales, return on invested capital(ROIC) and modified free cash flow (MFCF)
 - **Improved customer service** - customer confidence, ease of doing business and simplifying hi possibilities
 - **Improved processes** - improved close rate, planning effectiveness and program prioritization and deliver

Session 10 – Variations of Supply Chain Finance

- Accounts Payable:
 - Approved payable finance (Reverse factoring)
 - Dynamic discounting
- Receivable Finance:
 - Receivable purchase
 - Invoice discounting
 - Factoring
 - Forfeiting
- Other Supply Chain Finance:
 - Pre-shipment or purchase order-based finance
 - Inventory finance (warehouse finance)

Session 11 – Success Factors in Supply Chain Finance

- Strategies, goals and financing decisions
- Marketing the structure
- Who do we partner with – the key risks

- Selecting the right structure
- Supplier on-boarding

Day 4 (Three Hours)

Session 12 – Fee Structure for SCF

- Overview of fee structure
- Transfer of title:
 - The buyer and supplier
 - Type of legal instrument for collateral
 - Underlying instrument used for the financing
- Limits and thresholds – decision constraints
- Payments conditions and trigger dates

Session 13 - Buyer Centric Supply Chain Finance solutions

- Corporate payment options
- Corporate systems
- Implementing a buyer-led SCF program

Session 14 - Seller Centric Supply Chain Finance solutions

- Traditional – factoring, distributor finance and non-traditional
- Credit enhancing receivables for SCF
- Exchanges for receivables do not credit enhanced

Session 15 – Digitization in Supply Chain Finance

- Elements of a collaborative supply chain
- Technologies transforming supply chain finance:
 - Analytics – big data and artificial intelligence
 - Managed services and platforms
 - Standardizations and interfaces
 - Digital infrastructure
- Supply chain finance actors
- Technology and business model innovations
- Leveraging technology in supply chain finance instruments
- Delivery of supply chain finance – IT

Session 16 – Summary and Close

Andre Lanser Bio

Andre is a consulting trainer as well as a corporate finance practitioner and he has delivered courses around the world in the areas of Credit, Corporate Finance, Valuation and Financial Modelling both for Corporates and Banks. Andre originally qualified as a Chartered Accountant, completing articles with PricewaterhouseCoopers. He started his career with a subsidiary of Commercial Union, involved in the steel manufacturing industry. His experience ranged from systems implementation, credit assessment of the highly risky construction industry customers, heading up the finance functions to successfully turning the business around and then selling the company through a trade sale. He later joined Commercial Union in the investment back-office function, reengineering the investment back office and later headed-up a team who implemented a new investment management system for both the back office and the front office.

His commercial experience includes restructuring and turning around a Steel Manufacturing operation, consulting to a Pharmaceutical company involved in medical devices for both Government and Private Hospitals and an in depth knowledge of the citrus industry, consulting to South African Airways and extensive work at Hanover Acceptances property company, Dorrington in London.

His career then spanned over 15 years in the Venture Capital and Private Equity arena, where he has gained a vast amount of experience in the corporate analysis and valuation field. He is a specialist in developing and training finance related courses, including corporate credit related topics, credit analysis and cash flow analysis with a special focus on the banking sector, derivatives, and financial modeling courses. His training experience spans a period of more than 15 years.

For DCGT Andre has successfully written/delivered courses for clients such as Arrow Pharmaceutical, Shell Oil, IBM, Komerčni Banka, Societe Generale, Fortis Bank, Raiffeisen Group, Islamic Development Bank, Banco Santander, Standard Bank, Westpac, Commercial Bank of Qatar, Bank of Cyprus, ING, Bank of Cyprus, Rabobank, Eurohypo, Standard Chartered, Erste Bank and numerous others throughout the globe. Specific work in the Gulf Region: Islamic Development Bank, Saudi Airline and SABIC in Saudi Arabia. Financial reporting and IFRS training to banks in the Emirates, Qatar and Kuwait, which include Noor Islamic Bank, NBK and QNB. He is a trainer for the South African market for Continuing Professional Development (CPD) in IFRS.