



Aan: Connekt
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Verslag uitdragen SCF in het buitenland en propositie

Achtergrond

Eén van de ambities van binnen de actielijn Supply Chain Finance (SCF) is om wereldwijd koploper te zijn op het gebied van SCF kennis. Om deze ambitie waar te maken is het van belang om de Nederlandse SCF kennis over te dragen aan het buitenland. De SCF propositie is in Duitsland en België op evenementen uitgedragen en er in het internationale Freight Business Journal gepubliceerd.

Duitsland, 14 juni 2016

Met Fraunhofer heeft TKI Dinalog en de SCF Community regelmatig contact over SCF. Ook is Fraunhofer vertegenwoordigd in de board van de Community. Op 14 juni heeft er een event plaatsgevonden in samen met Innopay, Fraunhofer en de SCF community. Michiel Steeman en Douwe Lycklama (beide stuurgroep SCF NL) hebben presentaties gegeven. Martijn Siebrand heeft vanuit de buitenlandpromotie actielijn geholpen met totstandkoming van de dag en met het regelen van de sprekers.

Bijeenkomst (*Informatie in Engels*)

Large part of market is unaddressed

Supply Chain Finance typically revolves around a big buyer, providing his good credit rating for selected suppliers, also referred to as reversed factoring. Over the past decades this has become a proven concept, however limited in its practical reach. Not all buyers offer SCF and not all sellers are eligible for this. Unfulfilled needs and therefore an unaddressed market is the result, especially in the SME domain, which usually represents more than 90% of all companies in European economies.

Using digital infrastructures towards Inclusive Supply Chain Finance

This open space conference explores ways to make Supply Chain Finance accessible for all actors in the supply chain, so that a large part of the economy can benefit from the synchronization of material, information and financial flows. This implies advancing today's most common buyer driven model, towards a model that allows unilateral participation by sellers and buyers, also using technology based new financial services offered by new players (Fintechs). Similar to the pervasiveness of email, mobile communications, cloud computing and banking services which address all sectors of the economy in an infrastructural fashion.

Today's digital technologies, infrastructures and regulations in the field of invoicing, digital identity, blockchain, risk management and cloud services might prove a good basis for the further extension of supply chain finance, contributing to improved liquidity and efficiency of companies along Supply Chains. A development certainly of high interest for governments looking for healthy and stable economies. Digital technologies in addition provide the basis for smart finance approaches, which aim at enabling decentral autonomy of financial transactions and other financial processes. Combining Smart Finance processes with the new inclusive Supply Chain approach iSCF could prove as the game changer in the future of Financial Supply Chain Management.

Involve all stakeholders

During this one-day interactive event we will address the most important dimensions on realizing the vision of 'inclusive supply chain finance' (iSCF). These include stakeholder analysis and incentives,

new propositions and business cases, both from the viewpoint of society as well as individual stakeholders. Concepts to be discussed include:

1. Various forms of supply chain financing: reverse factoring, asset finance (invoices, capital goods, stocks) and overdrafts
2. Availability of big and small data: the sharing of data between actors in the supply chain, such that these become risk mitigators and improve visibility of goods and finance
3. Availability and outlook of digital infrastructures, including blockchain
4. Smart Finance solutions as enabler of autonomous supply chains
5. Management of risks, regulations and standards and the opportunity data gives in this field

This first conference on iSCF is important for all stakeholders in this field, including financiers, technology platforms, invoicing providers, ERP providers, public policy makers and regulators, the academic world, corporates, SMEs and explicitly also entrepreneurs and start-ups in the field.

Agenda



iSCF Conference Agenda

FRANKFURT AM MAIN, 14 JUNE 2016

Time	Item
9:00 AM	Registration & Coffee
10:05 AM	Conference Opening <i>Opening Speech: Dr. Stephan Bredt – Ministry of Economics, Energy, Transport and Regional Development</i>
10:20 AM	Key Note Speech <i>Prof. Dr. Michael Henke – Fraunhofer IML</i>
10:50 AM	Key Note Speech <i>Douwe Lucklama – Founding Partner Innopay</i>
11:20 AM	Coffee Break
11:35 AM	Applying Cryptotechnologies to trade finance <i>Thomas Egner – European Banking Association</i>
12:05 PM	Technology Layer <i>Steffen von Blumenthal – Bitkom</i>
12:35 PM	Smart Finance <i>Andreas Gerlach – Wincor Nixdorf</i>
01:05 PM	Lunch Break
02:00 PM	Supply Chain Finance Community & Fintechs <i>Michiel Steeman – Supply Chain Finance Community</i>
02:40 PM	Blockchains in FSCM <i>Dr. Axel T. Schulte – Fraunhofer IML</i>
03:10 PM	Standardization - Status Based Receivables Finance <i>Marcus Laube/Nils Jung – European E-Invoicing Service Providers Association/Innopay</i>
03:50 PM	Coffee Break
04:05 PM	Supply Chain Finance International <i>Prof. Dr. Peter Sachsenmeier – IMAG Information Management</i>
04:45 PM	Closing of conference day <i>Prof. Dr. Michael Henke – Fraunhofer IML</i>
05:15 PM	Drinks and Networking

Verslag

Er waren ongeveer 50 mensen uit senior management en wetenschapsposities aanwezig op de conferentie. Douwe Lucklama heeft een key note speech gegeven over de ontwikkelingen wereldwijd en in Nederland in het bijzonder. Michiel Steeman heeft de activiteiten van de SCF Community vanuit Nederland toegelicht in combinatie met Fintechs.

Met betrekking tot de samenwerking tussen Nederland en Duitsland op het gebied van Supply Chain Finance heeft deze activiteit de impuls gegeven dat de SCF Community volgend jaar een nieuw event zal organiseren samen met Fraunhofer in Duitsland.

België, 21 juni 2016

In België staat SCF nog in de kinderschoenen en er is geen gecoördineerde samenwerking zoals in Nederland. Met de SCF Community en collega's uit de SCF stuurgroep NL werken we eraan om ook het buitenland kennis te laten maken met de kennis en onderzoeken die hebben plaatsgevonden of nog lopen.

Op 21 juni hebben Michiel Steeman, Steven van der Hooft, Douwe Lycklama en Martijn Siebrand presentaties gegeven.

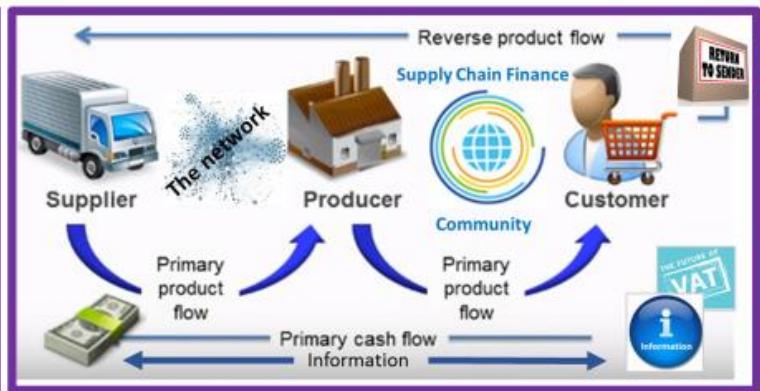


**VALUE
CHAIN**

FULL DAY SEMINAR

**Supply chain finance,
the cross point of
Procurement,
Logistics, Finance &
Digitalization**

21/06/16
Antwerp - Hangar 26, Stuurboord



Bijeenkomst

Supply chain finance the cross point of Logistic, Purchase Finance and Digitalization.
SCF is about optimization of profit and financing between corporations and the integration of financial processes with customers, suppliers and logistic and financial service providers, to create value for all participants. Join Tue 21st June the first Belgium Supply Chain Finance congress, a collaboration between Value Chain and BIMAC support by the SCF Community.

Agenda

08:30 – 09:00	Welcome & registration	
09:00 – 09:45	Introduction on Supply Chain Finance	Prof. Michiel Steeman (President of the board of the Supply Chain Finance Community) 
09:45 – 10:45	The impact of new business models (SaaS, E-commerce, Share-Economy, etc.) on Working capital and Corporate Financing	Mr. Jos Feyaerts (Guide for the digitalization of the financial supply chain, Guest lecturer KUL) 
10:45 – 11:15	Coffee break	
11:15 – 12:00	The digitalization of the supply chain is about collaboration and the exchange of status. "2016 the year the invoice talks back"	Mr. Douwe Lycklama (Member of the advisory board EPCA Payment and Founder of Innopay) 
12:00 – 13:00	A snapshot of some new technics for Working Capital Finance (Dynamic Discounting, Trade Finance, Invoice marketplaces etc.)	Moderated by Jos Feyaerts and contributions from Thomas Peeters (SWIFT),
13:00 – 14:00	Walking Lunch and live demos	

14:00 – 14:40	"Supply Chain Finance research, developments and outlook in the Netherlands. What can it mean for Belgium?"	Mr. Martijn Siebrand (DINALOG, Dutch Institute for Advanced Logistics)	
14:40 – 15:10	<u>Business case 1:</u> "Digitising" Trade Finance	Mr. André Casterman (Trade Finance, Chief Marketing Officer at INTIX, Member of the Banking Executive Committee of ICC)	
15:10 – 15:40	<u>Business case 2:</u> Digital collaboration within the supply chain Procter & Gamble	P&G and Nallian	
15:40 – 16:00	Coffee break		
16:00 – 16:30	<u>Business case 3:</u> The transition from a conventional business model to a SAAS model in an industrial environment.	Mr. Michel Van Maercke (General Manager of Trimble Transport & Logistics Division - Asia Pacific & EMEA)	
16:30 – 17:30	<u>Business case 4:</u> Business Game; The Cool Connection - Supply Chain Finance – intro to the Business Simulation: about the physical and the financial supply chain	Mr. Steven van der Hooft (Partner of Inchainge)	
17:30 – 17:45	Wrap-up + The value of a Supply Chain Finance Community	Prof. Michiel Steeman (President of the board of the Supply Chain Finance Community)	
17:45 – 19:00	Networking reception		

Deelnemers

Zie bijlage

Verslag



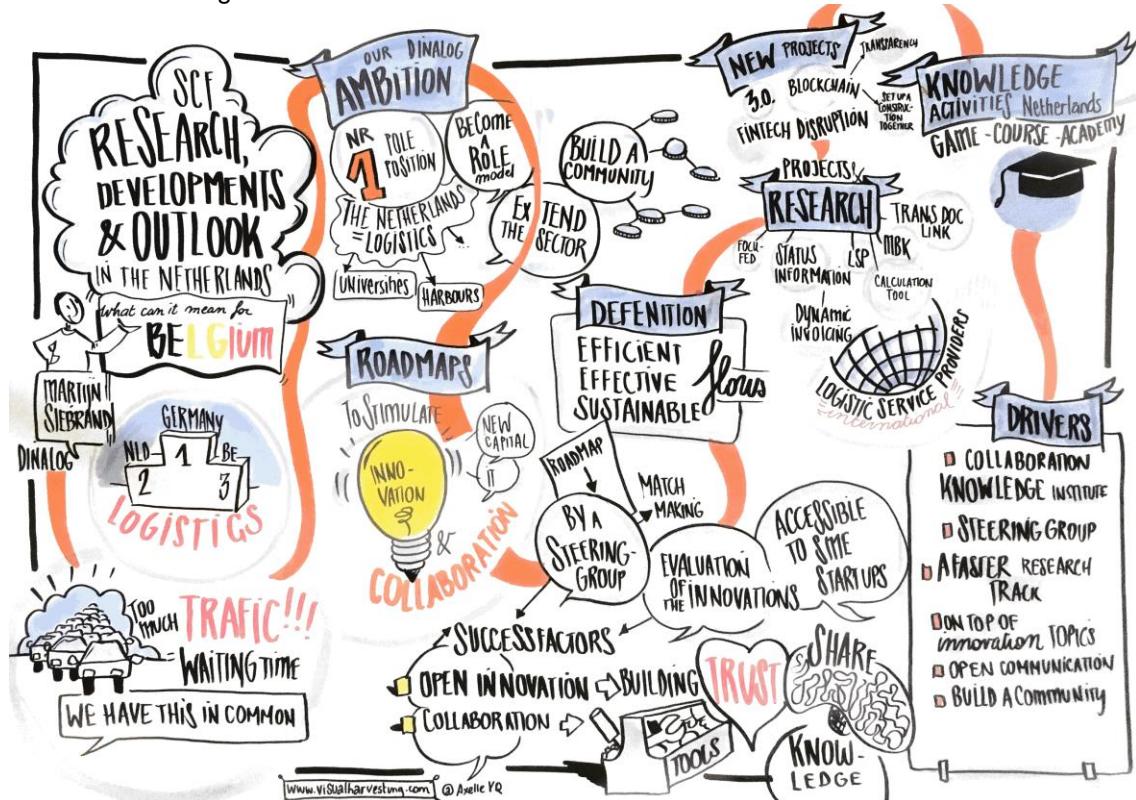
Volgen

Dinalog is explaining how Supply Chain Finance is supported by the government in The Netherlands #supplychainfinance



Van iedere sessie is een infographic gemaakt tijdens de presentatie. Voor de presentatie van Martijn Siebrand mbt SCF zie onderstaand. Gedurende de dag waren er ongeveer 80 aanwezigen. Van corporates tot aan studenten. SCF is een onderwerp dat bij bedrijven op de radar staat maar geen focus heeft vanuit de overheid in België. Als vervolg op de gegeven presentaties is Martijn Siebrand gevraagd aan te sluiten bij een Blockchain initiatief in België. Hier zal gekeken worden hoe de kennis gecombineerd kan worden om tot ketenoplossingen te komen voor meerdere partijen.

De dag heeft er verder voor gezorgd dat de onderzoeken en kennis die is opgedaan heeft bijgedragen aan het kennisniveau van Nederland. Duidelijk was tijdens deze dag dat Nederland een stuk verder is dan België met het onderwerp SCF. Er komt volgend jaar waarschijnlijk een nieuw seminar waar we ook deel van uit zullen gaan maken.



Research project gets the go ahead

The supply chain research project in the Netherlands revealed in FBJ 6 2015 has got the go-ahead. Companies involved include UK-based logistics service provider (LSP) Aztec, along with Swiss Post, Simon Hegele (a major player in Germany), Van Uden Logistics and Number One Logistics of Italy - together with the University of Warwick in the UK, the Fraunhofer Institute (Germany), Politecnico (Italy) and Windesheim (Netherlands). The Dutch Institute for Advanced Logistics, TKI-Dinalog, has also been involved in setting up the project. Windesheim is the project leader, and all the universities are members of the Supply Chain Finance Community.

The latter's programme manager for supply chain finance, Martijn Siebrand says that the first stage of the project will be to assess those supply chain finance solutions already available. Firms like DHL and UPS are known to be involved in this area, and some smaller LSPs as well. The ultimate aim of the research is to find out what supply chain finance solutions are suitable and what the possibilities are for LSPs to get involved in this area and to develop new business models.

Meanwhile, TKI-Dinalog is involved in other areas of supply chain finance. One is a pilot scheme to help LSPs gain a better understanding of what is happening to their invoices and obtain better, more definite information from their customers about when they will be paid. Armed with this information, LSPs could in turn gain more advantageous lending rates from their banks. It would also help solve or reduce the perennial problem of the 'missing invoice'. For example if you order something on the internet, you can track and trace the package; why is this not possible for invoices?

"We have tested if it would be possible for companies to open up their ERP systems to share this information," says Martijn Siebrand. "It sounds like a small thing, but it would make a big difference."



While this may already occur on a case by case basis, what he envisages is for it to become a routine event, facilitated by software systems, rather than on the basis of expensive phone calls. However, there could well be data protection issues to overcome, he concedes. There is interest from Germany and Italy to see if it could work in those countries as well.

Payment of small suppliers' invoices by big companies is a sensitive issue in the UK, with the latest revelations in the Tesco 'creative accounting' case in which it was claimed that the retailer substantially delayed payments, allegedly in order to massage its own profit margins. It's also a problem in the Netherlands, reveals Siebrand, who points out that there is a Government 'Pay Me Now' (www.betaalme.nu) initiative in which four large companies (so far) have pledged to facilitate early payments to smaller suppliers. If more big firms can be persuaded to join, it could go a long way to reducing uncertainty in the supply chain.

"Big firms do still delay payments. Pay Me Now has increased awareness of the issue," says Siebrand.

The Global Student Challenge (financial supply chain game) is continuing with 2,500 students, and 700 universities in 96 countries now involved, including Warwick and Cranfield. Players take on one of four roles - financial manager, supply chain manager, purchasing department and sales department - and have to contend with various events such

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Supply chain finance for the smaller firm

Insurer AIG and supplier finance specialist Prime Revenue have launched a new supply chain finance offering for mid-market, non-investment grade companies.

Supply Chain Finance from PrimeRevenue and AIG allows suppliers to take early payment less a small discount, while enabling buyers to standardise and potentially lengthen their payment terms. This provides low cost access to working capital on both sides of the transaction, say the partners.

They say that until now, supply chain finance has only been available to the largest, investment grade businesses whereas the new product will cater to mid-market, non-investment grade companies, by providing financing with the credit risk insured by AIG's trade credit insurance.

AIG's regional manager for EMEA trade credit, Nell Ross commented: "The inability to get access to low cost working capital can affect our clients and is holding back thousands of very well run businesses. Ultimately, it can have a significant impact on the economy as a whole."

Leading publicly-rated companies can borrow quickly and with favourable terms to take advantage of emerging market opportunities. Now, by combining PrimeRevenue's market-leading platform with AIG's Trade Credit underwriting expertise we're able to extend this advantage to many more businesses."

PrimeRevenue founder,

Rob Barnes, Founder, added: "PrimeRevenue has been serving the supply chain finance market for over a decade, with over \$120 billion flowing through our system in the last 12 months. We have seen first-hand the benefits that this approach can bring to businesses through unlocking cash flow and working capital to fund day-to-day operations and investment for the future. Our partnership with AIG means that these benefits are now available to a broader market of buyers and their suppliers."

The offering will be rolled out to other European countries and the US in coming months.

The two partners also unveiled research which they said showed that limited access to working capital finance and inflexible payment terms are hitting UK business. The YouGov poll of firms providing goods or services to large organisations found that 17% of their revenue is currently tied up in invoices with non-standard payment terms, suggesting that around £25bn is being withheld, UK-wide. Over three quarters of companies have been asked to accept longer payment terms, with 28% saying the problem has worsened in the past year.

Businesses also reported that on average 20% of their customers insist on terms longer than the norm, which in turn affects cash flow and increases administration. But one in five respondents also reported that they had lost business after denying customers longer payment terms.

Still a neglected area, says McKinsey

Supply-chain finance (SCF) is still in its infancy, according to report by management consultants McKinsey. (McKinsey on Payments Volume 8, Number 22, page 10.) The concept has received "surprisingly little senior management attention for a market that presents such large and growing opportunities," it says. However, specialist financial technology firms (fintechs) are changing how buyers and suppliers think about the market and are starting to challenge traditional providers

like the banks. Fintechs now account for around 10-15% of the SCF market and this is likely to accelerate.

Despite this, the report adds, SCF is big business: currently a lot of it takes place in Europe and the US but buyer programmes are growing rapidly in Asia and Latin America. Most programmes are in the automotive, manufacturing and retail sectors but there are significant opportunities waiting to be captured in technology and capital goods.

Bijlage

Deelnemers Belgian Supply Chain Finance Congress, 21 juni 2016

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Salvatore Carrubba
Enterprise accountmanagement
Tableau Software

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Student Master in Financial Management
Vlerick

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Krist Devuegele
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Basware Belgium

Jos Feyaerts
Digitalisation guide for your financial supply chain and supply chain finance
InCoPro BVBA

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Geoffrey Smolders
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