



# STOCK AS COLLATERAL FOR LENDING

28th March, 2012  
**LONDON**

## COURSE DETAILS

### LOCATION

The course will be held at the Hilton Metropole, 225 Edgware Road, London W21JU.

Tel: 0207 402 4141  
[www.hiltonlondonmet.com/location](http://www.hiltonlondonmet.com/location)

Registration will be at 8.45am for a 9.15am start and will close at 5pm.

### DURATION

1 day

### COST

£325 Members  
£490 Non Members

### MAXIMUM NUMBER

24

### DRESS CODE

Smart casual

### WHO SHOULD ATTEND

This course is aimed at New Business Development, Risk and Underwriting and Client and Portfolio Managers who are engaged in, or who are considering, lending against stock.

### WHAT STUDENTS WILL LEARN

- How to identify new business opportunities
- Where the risks are and how can they be managed
- Managing the collateral
- The risks and benefits of different types of stock
- Stock appraisal and availability
- The importance of managing the stock
- The impact of insolvency
- The exit options
- Case studies and break out discussion groups

### COURSE CONTENT

The topics to be covered will include:

- The relationship between invoice discounting and lending against stock
- Collateral management
- Identifying the risks involved in using stock collateral

**PLEASE BOOK ONLINE AT**  
[www.abfa.org.uk/publicdb/select\\_event.asp](http://www.abfa.org.uk/publicdb/select_event.asp)

## GUEST SPEAKERS

### Elaine Shelley, GoIndustry

Elaine leads the National Asset Based Lending sales team at GoIndustry Dovebid which provides asset valuation and disposal services on a global basis. She is involved in numerous UK and cross border reviews and valuations across a wide range of industries for a wide range of tangible and intangible assets, with her focus on ABL lead transactions, ongoing monitoring and recovery of assets. Prior to joining GoIndustry, Elaine worked in audit and risk advisory roles at PWC, Baker Tilly and ABL Resources in addition to GMAC Commercial Finance.

### Ian Dyer, GoIndustry

Ian heads up the Inventory Valuation team at GoIndustry Dovebid, which cover numerous UK and cross border valuations across a wide range of industries. Ian is also involved on the recovery side, working with both IP's and lender pre and post instruction to achieve the best outcome. Prior to joining GoIndustry, Ian worked in a similar role with Edward Symmons and as a Management Accountant / Finance analyst in a range of industries.

### Alan Couzins, Leumi ABL

Alan is Operations Director at Leumi ABL and has 27 years' experience in every operational area of the factoring, invoice discounting and asset-based lending industry. He is responsible for all operational aspects of the asset based lending portfolio at Leumi ABL. Alan was previously at RBS Invoice Finance where he was responsible for structuring Asset Based Lending and Syndication transactions for RBS Invoice Finance. Prior to that Alan was at Kroll in their Corporate Advisory & Restructuring Group.

“Excellent course.... Liked the case studies and the ‘war’ stories....”

“An excellent course which fully met my expectations in terms of objectives...”

“Knowledgeable trainers and excellent examples of actual deals”

“Very worthwhile, thank you.”

### CANCELLATION POLICY FOR DAY COURSES

- Any changes or cancellations to bookings must be made in writing (email is acceptable).
- All cancellations must be received at the ABFA 45 working days before the start of the Course to qualify for a full refund.
- Written cancellations 30 working days before the start of the Course will be subject to a 50% refund.
- No refund is possible for any cancellations made after 30 working days from the start of the Course.
- We are happy to welcome a substitute delegate at any time.



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