

The Administration Office
The ABFA
Boston House
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Richmond, TW9 1QE

Please return to:



Tel: 020 8332 9955
Fax: 020 8332 2585
Website: www.abfa.org.uk

"An excellent course"

"Excellent intro to stock financing.
Covers in detail risks and structure,
an ideal knowledge base to refer to."



DETAILS

- Duration:** 1 day
- Location:** The course will be held at:
MWB Oxford Street,
77 Oxford Street,
London, W1D 2ES
Tel. 080 8100 1800
- Full details and directions will be sent to delegates on registration and are also available on the website. The course will start at 9am and will close at 5pm.
- Cost:** £325 Members
£490 Non-Members
(This includes course materials and refreshments)
- Maximum numbers:** 24 people
- How to book:** Please book online at www.abfa.org.uk/publicdb/select_event.asp or complete the enclosed booking form and return along with your payment (made payable to ABFA).

A stack of several purple plastic chairs is shown on the right side of the page, with the ABFA logo on a purple sign attached to the top chair.

Stock as Collateral for Lending Course

14th April, 2010
LONDON



BOOKING FORM

Stock as Collateral for Lending Course
MWB Oxford Street, London 14th April, 2010



GUEST SPEAKERS

Elaine Shelley, GoIndustry

Elaine leads the National Asset Based Lending sales team at GoIndustry Dovebid which provide 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.

Alan Couzins, Leumi ABL

Alan, Operations Director at LeumiABL, is responsible for all operational aspects of the asset based lending portfolio at LeumiABL. 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. Alan has 24 years experience in every operational area of the factoring, invoice discounting and asset-based lending industry. Before joining Kroll Alan held senior portfolio management positions within GE Commercial Finance, GMAC Commercial Finance, Bank of America and International Factors.

DETAILS

Who should attend?

The 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 will students learn?

Students will gain a greater understanding of the relationship between invoice discounting and lending against inventory. The course will look at identifying risks involved with using inventory as collateral for lending and collateral management.

Course content:

Topics to be covered include:

- The relationship between invoice discounting and inventory lending
- How to identify new business opportunities
- Where the risks are and how can they be managed
- Managing the collateral
- The impact of insolvency
- The different types of inventory; their risks and benefits
- Inventory appraisal and availability
- The importance of managing the inventory
- The exit options
- Case studies and break out discussion groups

Contact Name _____

Company _____

Address _____

Postcode _____

Telephone _____

E-mail _____

Delegate

Name _____ Job Title _____

Email _____

Delegate

Name _____ Job Title _____

Email _____

Delegate

Name _____ Job Title _____

Email _____

Delegate

Name _____ Job Title _____

Email _____

A pre-assessment questionnaire and joining instructions will be sent directly to delegates. These documents are also available on the website. Course material will be given out during the Workshop.

Bookings and Payment

VAT at the current rate is applicable for ABFA courses

Fee _____ Per Person

£ _____

Total VAT at the current rate £ _____

Grand total payment enclosed £ _____

Please make your payment payable to: **ABFA**

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 days before the start of the Course to qualify for a full refund.
- Written cancellations 30 days before the start of the Course will be subject to a 50% refund.
- No refund is possible for any cancellations made after 30 days from the start of the Course.
- We are happy to welcome a substitute attendee at any time.

Consent Clause

I hereby give my explicit consent (and have obtained the explicit consent from the people I have named on this form) to the ABFA, and any data processors they may use processing the personal data provided on this form, for the purposes set out at the beginning of the form.

P.T.O.