

# Supplier Risk Forum

Paris, 2023



# Welcome remarks



**GEORGY SICAIRE**

Head of Sales Corporates Europe & Africa  
Moody's Analytics

# Company Overview

# MOODY'S

## MOODY'S INVESTORS SERVICE



Global integrated risk assessment firm providing credit rating opinions, analytical solutions and insights that empower organizations to make better, faster decisions

## MOODY'S ANALYTICS



Independent provider of credit rating opinions and related information for over 120 years

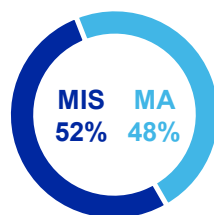


Proven ratings accuracy and deeply experienced analysts



Expanded sales and marketing activities in Commercial group

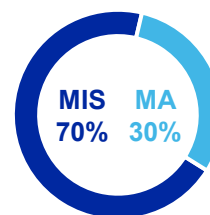
Revenue of  
\$5.7 billion



Adjusted  
Operating  
Margin<sup>1</sup>

MIS  
53.8%      MA  
27.0%

Adjusted Operating  
Income of \$2.4 billion



Our financial intelligence and analytical tools help customers effectively manage various types of risks, enabling them to make better, faster decisions



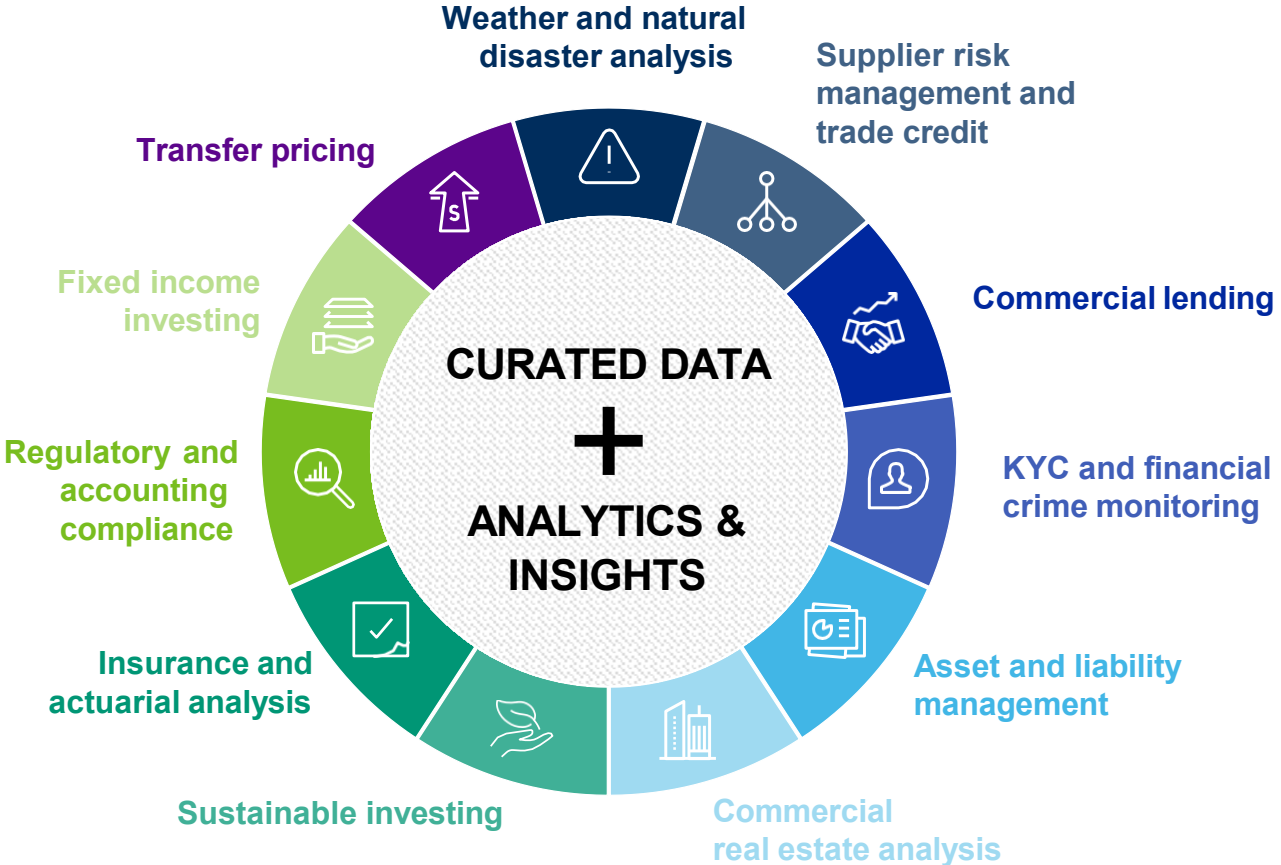
Our integrated and modular risk offering provides a holistic view of risk to serve a variety of use cases



Our flexible analytical tools can be tailored to key risk areas and related workflows

# Moody's as an Integrated Risk Assessment Business

Selection of Use Cases Addressable by Moody's Solutions



**\$40B+**

Current Addressable Market



Helping customers make **Better Decisions**

## Curated Data<sup>1</sup>

**Entities**  
450+ million  
public & private entities

**Securities**  
~\$73 trillion  
rated debt

**Economies**  
556+ million  
economic, financial and demographic time series













**Properties**  
20+ million  
commercial real estate properties

**People**  
17+ million  
risk profiles

**Physical risk**  
3+ million  
scores on global facilities

1. Figures shown are as of March 31, 2022.

# Major Challenges for Supply Chain

 <p>Supplier performance and disruption risk</p>	 <p>Materials shortages and price increases pre-dating the pandemic</p>	 <p>Unprecedented demand planning difficulty</p>	 <p>Perilous complexity of sanctions, anti-corruption and other areas of compliance</p>
 <p>Labor shortage and increased competition for skilled resources</p>	 <p>Geopolitics (e.g., Russia / Ukraine, China vs nearshoring / friendshoring) leading to low supply / high prices</p>	 <p>Deteriorating global economy</p>	 <p>Inflation is complicating price negotiations with suppliers</p>
 <p>Need for additional inventory of important materials</p>	 <p>Cyber attacks on suppliers and threats to sensitive data, documents and drawings</p>	 <p>Limited visibility into suppliers and the products, services and materials they deliver</p>	 <p>Environmental and social responsibility performance and susceptibility to climate disasters</p>

# Key Investments in Supplier Risk Expertise



**2017**  
**Bureau van Dijk**  
A database of 450+ million entities



**2019**  
**Vigeo Eiris**  
ESG evaluation for companies globally



**acquiremedia**

**2020**  
**Acquire Media**  
Aggregator of thousands of news sources

**2019**  
**427**  
Global physical risk assessment



**2020**  
**RDC**  
PEPs, sanctions and adverse media

**2021**  
**RMS**  
Leader in Climate & Natural Disaster Risk




**2021**  
**Cortera**  
Largest database of B2B trade payments in North America – invaluable for assessing private companies' financial risk



**2021**  
**BitSight**  
Partnership: Cyber risk & security ratings

Agenda

Supplier Risk Forum 2023

- 
- 14:30 – 14:40 Welcome & Introduction
- 14:40 – 15:20 Winning Through Disruption: A look at how Lenovo excelled through all the disruptions in the past 3 years
- 15:20 – 16:00 Panel Discussion: Supply Chain Transformation and Resiliency
- 16:00 – 16:30 Networking break
- 16:30 – 17:10 Panel Discussion : How to gain CEO's and Board's buy-in for investments in Supply Chain risk management
- 17:10 – 17:50 Panel Discussion : The Future of Supply Chain Risk
- 17:50 – 18:00 Closing remarks
- 18:00 – 19:00 Cocktail reception
- 19:00 End of Event

Keynote:

Winning Through Disruption: A look at how Lenovo excelled through all the disruptions in the past 3 years



**RENÉE URE**

Chief Operating Officer  
Lenovo Infrastructure Solutions Group



# Panel Discussion: Supply Chain Transformation and Resiliency



**SHRINDER TUMBER**

Supplier Due Diligence Manager  
Hitachi Rail



**VITALIANO TOBRUK**

Director, Supply Chain Risk Industry Practice Lead  
Moody's Analytics



**CAROLINA AZAR**

Senior Director – Product Strategy  
Moody's Analytics

# Supplier Risk Forum

## Networking break



# Moody's Analytics Communities



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Moody's Analytics Supplier Risk  
Online Community?

Scan me



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## Panel Discussion :

# How to gain CEO's and Board's buy-in for investments in Supply Chain risk management



**ANDREI QUINN-BARABANOV**

Senior Director,  
Supply Chain Risk Industry Practice Lead  
Moody's Analytics



**CHRISTOPH MOORMANN**













Supply Chain Risk Manager  
MAHLE International GmbH



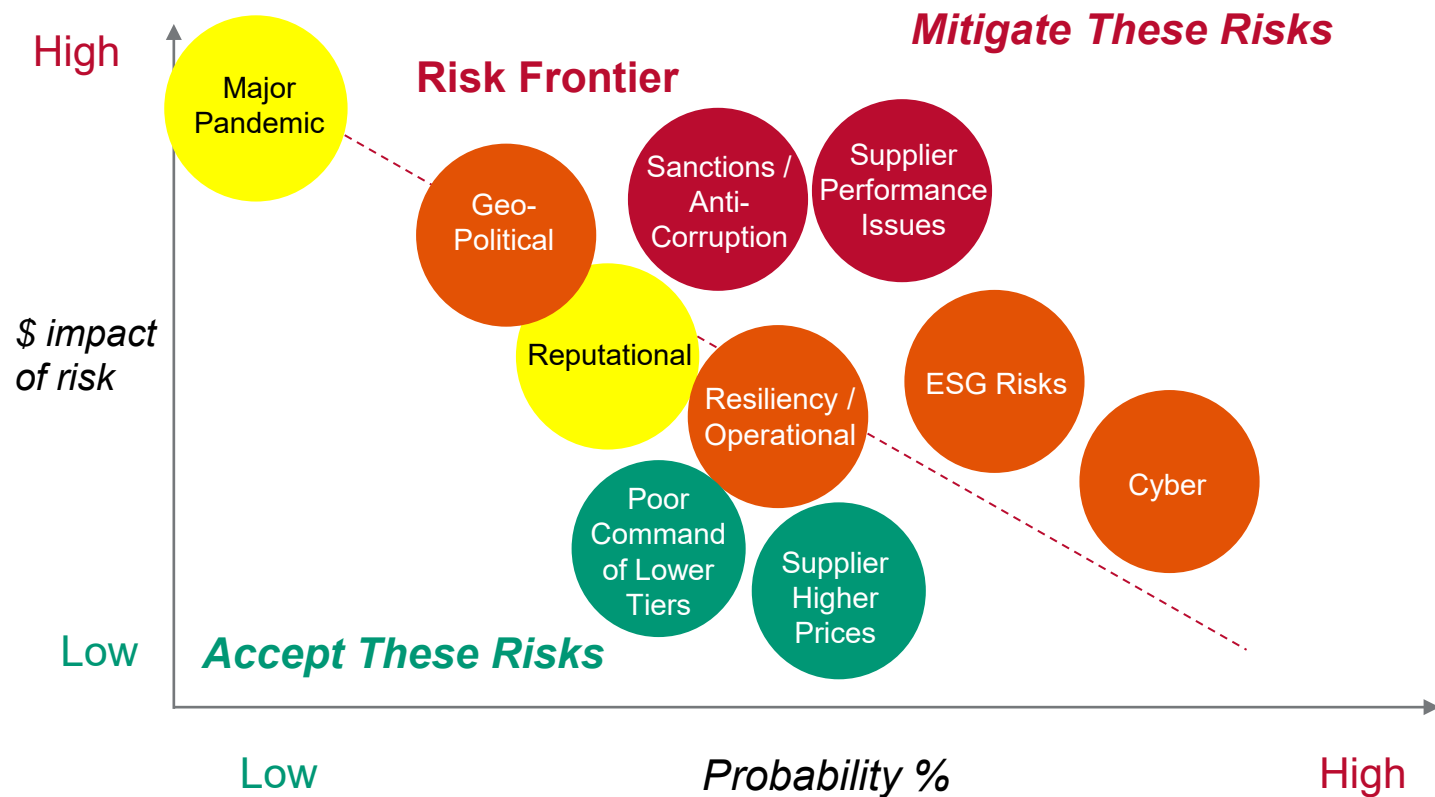
**MIGUEL VEGA**

Global Product Manager  
Jaggaer

# Major Challenges for Supply Chain

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# Prioritizing Supplier Risk: Risk Map Example



**This graph shows risks mapped by their impact and probability**

- » There are several ways to quantify risks and rank them by importance
- » Your key business decision is to determine where to draw your risk tolerance line
- » Your risk tolerance determines which risks are accepted (i.e., take no action) versus which risks need to be mitigated

# Panel Discussion : The Future of Supply Chain Risk



**SAI NIDAMARTY**

Co-Founder & CEO  
Trust Your Supplier



**FRANÇOIS-XAVIER  
GAUFROY**

Solution Consultant  
Ivalua



**JOHN DONIGIAN**

Senior Director of Supply Chain Strategy  
Moody's Analytics

# Chatham House Rules



Agreement that you can use the information from today's discussion, but please don't say who the speaker was or what organization they're part of.



# Global Events Continue to Impact Supply Chains

Creating risk for delivering on revenue and profitability goals



## Political

The U.S. -  
China Relationship



## Environmental

Weather



## Economic

Demand & Credit  
Risk



## Technology

Cybersecurity



## Regulatory/Legal

Compliance



## Social/Cultural

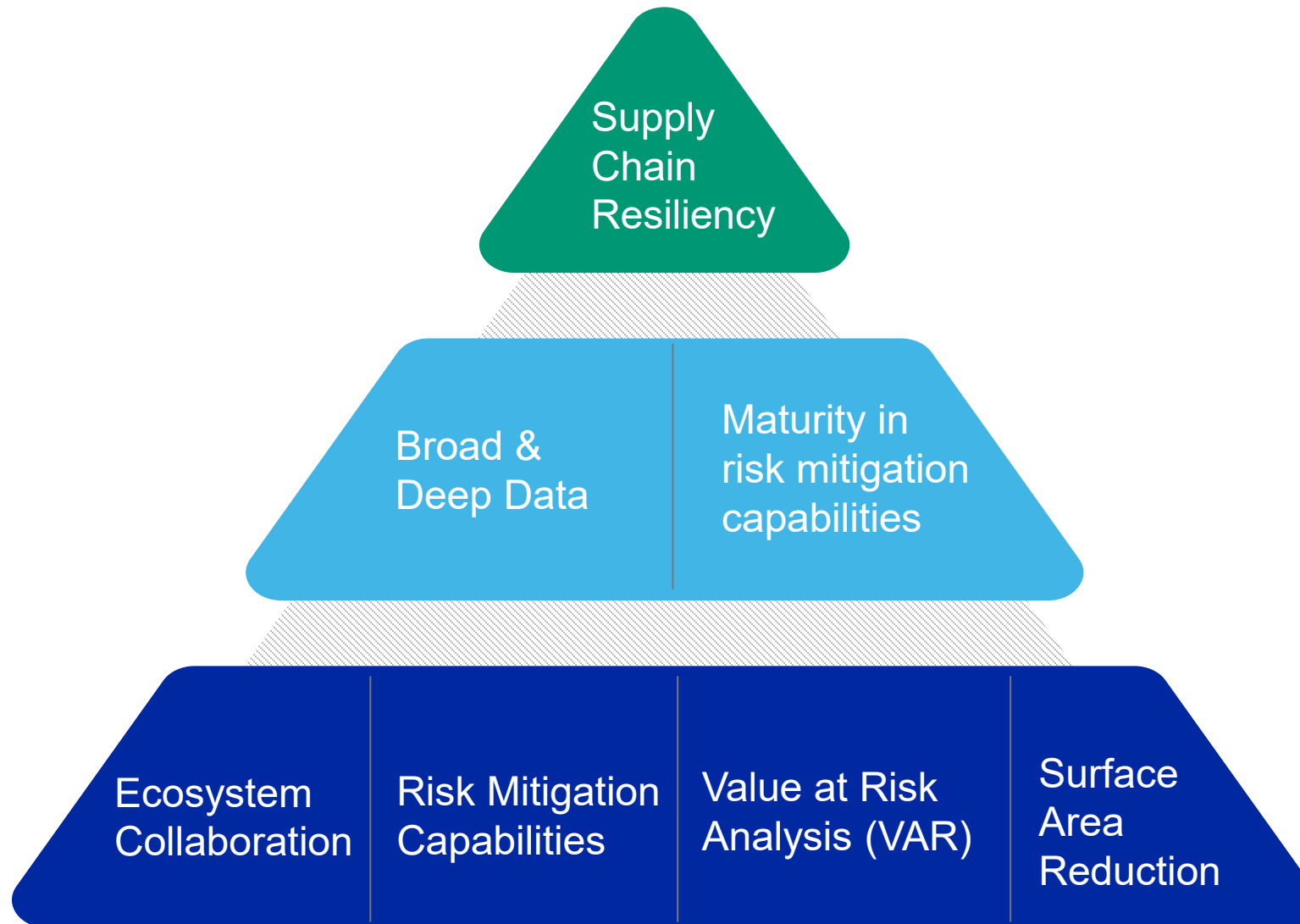
Cost of Living  
Crisis



## Trust/Ethics

Trade Barriers

# Resiliency is the key to managing supply chain risk



# Closing Remarks



**JAMES INGRAM**

Managing Director, Head of Sales for Europe & Africa  
Moody's Analytics

# Moody's Analytics Communities



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