



Facilitating Open Account – Receivables Finance

A JOINT INITIATIVE BETWEEN FCI - EUF

Fourth EU Factoring and Commercial Finance Summit

Athens, Greece / 6-7 March 2018



With the kind sponsoring of:



In partnership with:



European Bank
for Reconstruction and Development



The EU Factoring & Commercial Finance Summit is the only European Conference organized **by** the Factoring Industry **for** the Factoring Industry. Share latest updates and be involved in promoting and celebrating the impact of the Commercial Finance Industry in supporting the real economy and employment in Europe.

WHAT TO EXPECT FROM THE CONFERENCE?

FCI and EUF represent over 98% of all European market players. This fourth Summit is a unique opportunity for Industry Leaders to network and address topics that really matter for the Factoring Industry.

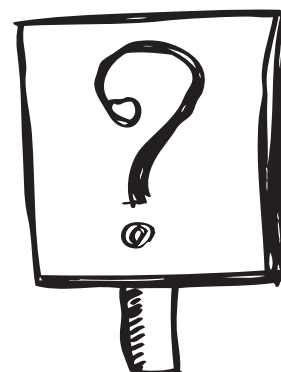
The programme will address the latest updates, promoting and celebrating the impact of the Factoring and Commercial Finance Industry in supporting the real economy and employment in Europe.

- Get an update on the most recent evolutions on the European Factoring scene, both in terms of figures as in terms of products offered.
- Thinking about Reverse Factoring and Supply Chain Finance? Learn how it works in the real world and discover a new FCI initiative in this space.
- Discover the findings of the updated comparative Legal Study of Factoring in Europe.
- Structuring Multi-Country Receivables Finance deals in a diverse Europe.
- Fintech, Blockchain, ... take a look behind the buzz and get informed about initiatives that can really influence your industry.
- How will the Factoring Industry look like in 2028? Get the views from big players of the industry.

WHO SHOULD ATTEND?

Anyone who needs to be up to speed with the latest trends and developments in the European Factoring and Commercial Finance Industry, including:

- Senior Managers of FCI members
- CEOs of Industry players who are members of National Associations represented by the EUF
- CEOs of Industry players from other European and interested countries
- Academics, Researchers and Professionals with an interest in the finance of business in Europe



THE ASSOCIATIONS



The EUF is the Representative Body for the Factoring and Commercial Finance Industry in the EU. It comprises National and International Industry Associations that are active in the EU.

The EUF seeks to engage with Government and legislators to enhance the availability of finance to business, with a particular emphasis on the SME community. The EUF acts as a platform between the Factoring and Commercial Finance Industry and key legislative decision makers across Europe, bringing together national experts to speak with one voice.

The EUF is a source of reference and expertise between the factoring and commercial finance industry and key legislative decision makers across Europe. Its aim is to provide legislators and policy makers with vital Industry information to inform, influence and assist with the direction of existing and future finance legislation. It seeks to ensure the continued provision of prudent, well-structured and reasonably priced finance to businesses across the EU.



Facilitating Open Account – Receivables Finance

FCI was set up in 1968 as an umbrella organisation for independent factoring companies around the world. Today it has grown into the world's representative factoring network and association with more than 400 members in 90 countries.

When FCI started, domestic factoring was only available in North America and in a few European countries. The concept of cross-border factoring was still new and restricted by its lack of geographic

reach. Recognising the potential for international factoring, the founding FCI members realised that an umbrella organisation was needed, firstly to introduce factoring in countries where it was not yet available, and secondly to develop a framework for international factoring, which would allow factoring companies in the country of the exporter and the importer to work closely together.

In 2016 the activities of IFG (International Factors Group) were integrated into FCI. Today, FCI is truly the global representative body for the Factoring & Receivables Finance Industry.

FCI offers three major areas of activities:

CONNECT : the Business network supports cross-border factoring activities through which its members cooperate as export and import factors

EDUCATE : FCI promotes and develops best practices in both domestic and international factoring and related Open Account Finance products

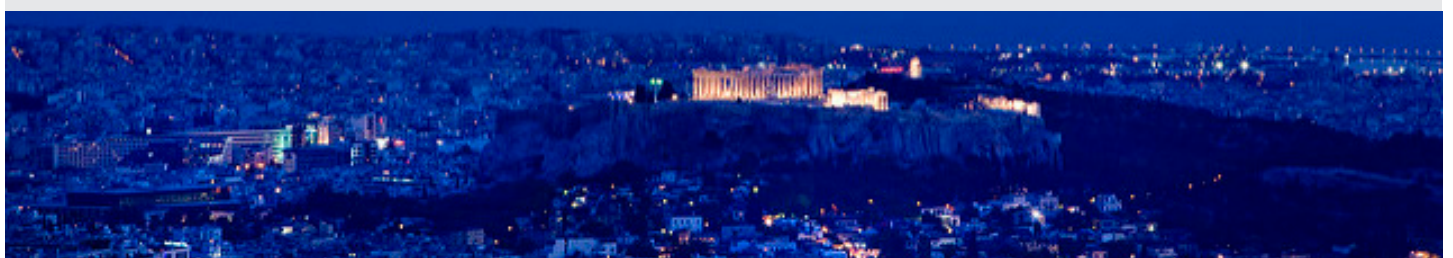
INFLUENCE : FCI promotes and defends the Industry with stakeholders and policy makers worldwide

CONFERENCE PROGRAM TUESDAY 6 MARCH: 13.00 – 17.30

- 09h00-11h00: EUF ExCom Meeting (only for EUF ExCom Members)
- 11h00-13h30: EUF Council Meeting with lunch (only on invitation for EUF Members)
- 13h30-14h00: WELCOME COFFEE & REGISTRATION
- 14h00-14h10 : **Opening of the Summit**
By the newly elected Chairperson of the EUF
- 14h10-14h40 : **Welcome to Greece**
Dr. Platon Monokorouos is Group Chief Economist of Eurobank Ergasias S.A., Greece
- 14h40-15h00 : **The Factoring Industry in Europe in 2017 : preliminary Statistics and Figures**
By Erik Timmermans, past Chairman of the EUF – Deputy Secretary General, FCI
- 15h00-15h30 : **Factoring in Greece : stable performance in difficult economic times**
By a representative of the Greek Factoring Association
- 15h30-16h00 : COFFEE BREAK
- 16h00-16h45 : **What kept us awake at night in 2017: report from Legal, Prudential and Economics & Statistics Committee, e-invoicing Chairpersons Followed by Q&A**
 - Magdalena Wessel, Chairman of the Legal Committee
 - Diego Tavecchia, Chairman of the PRC Committee
 - Magdalena Barczak, Chairman of the Economic and Statistics Committee
 - Andrzej Zbikowski, E-invoicing representative from the EUF ExCom
- 16h45-17h15 : **Helping the Factoring Industry to enter the space of reverse Factoring: presentation, demo and discussion on FCIreverse, the new FCI platform for Approved Payables Financing**
by Josep Selles, Member of FCI Executive Committee and Chairman of FCI's SCF Committee, Member of EUF Executive Committee
- 17h15-17h30 : **Developing your future top talent through education in Best Practices**
by Spyros Tsolis, FCI Education Officer
- 20h30 – 22h30 : Dinner, kindly sponsored by the Greek Factoring Association and NEUROSOFT

CONFERENCE PROGRAM WEDNESDAY 7 MARCH: 09.00 – 14:00 (2)

- 9h00 – 9h30 : **One Europe you said? Presentation on findings of the updated comparative Legal Study of Factoring in Europe**
By John Brehcist, EUF coordinator
- 9h30-9h45 : **Structuring Multi-Country Receivables Finance deals in a diverse Europe : how it can work and how Banks & Factoring Companies can work together : case study presentation**
By Tom Gevers, Director ABL Structuring ABN AMRO Commercial Finance, The Netherlands
- 9h45-10h30 : **Fintechs and Alternative Lenders: Competitors or Allies? How do their models work in practice? Can IT change the rules of the (risk) game?**
Panel with representatives of Fintech Players, moderated by John Brehcist, EUF coordinator
Panellists already confirmed :
 - Ms. Aiga Senftleben, General Counsel, Billie GmbH, Germany
 - Mr. Luca Bottone, CRO, Credimi, Italy
 - Mr. Marcin Pasenik, CEO, Invipay, Poland
- 10h30-11h00 : COFFEE BREAK
- 11h00-11h45 : **2 months left before GDPR: is the Factoring Industry entirely ready?**
Panel moderated by Maggie Wessel, Chairperson of EUF Legal Committee
Panel with specialists from EUF members and Andreas Bucker, Director General, FENCA (the European Federation of Collection Agencies)
- 11h45-12h30 : **How will the Factoring Industry look like in 2028? Strategic Panel with some key industry players**
Moderated by Françoise Palle-Guillabert, Member of EUF ExCom.
Panellists already confirmed:
 - Patrick de Villepin, BNP Paribas Factor and Chair of ASF-Factoring, France
 - Joachim Secker, Targo Commercial Finance and Chairman of DFV, Germany
 - Richard Carter, CEO Europe & Asia, Bibby Financial Services (Europe)
 - Fausto Galmarini, Chairman, Assifact, Italy
- 12h30-14h00 : end of the conference and networking lunch



LOCATION

The Summit will take place at the Hilton Athens Hotel, located in the center of Athens.

This hotel is the perfect place for this Summit, situated in the center of Athens with a view on Acropolis and the city. Meeting rooms offer day light.

TRANSFER

Taxi from Athens airport (30 km). Airport transfer by taxi is about 38€

Hilton Athens

46 VASSILISSIS SOFIAS AVENUE,
ATHENS, 11528,
GREECE

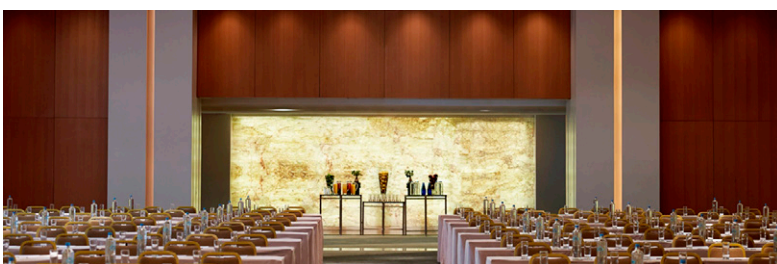
Room Rates

Delux room with breakfast*:

Single use	188€
Double use	209€

*Excluding 4€ tax

Please use the following link to book your hotel room: <http://eventsathilton.com/show/59ede87225ff7a318efd819b>



REGISTRATION FEE

FCI-EUF Members € 450,00 per person
Non-Members € 700,00 per person
+ VAT 21% if applicable

Multi-Booking as from 2 pax from the same company: 10% Discount

REGISTRATION FEE INCLUDES

- Meeting package including conference facilities and hand-outs
- Distribution of pre and post conference documents
- Group lunch, coffee breaks and refreshments
- Group dinner on the 6th March

Accommodation, travel and personal expenses are not included in the registration pack. Please book your room with the registration form available on our website

REGISTRATION DEADLINE

6 February 2018

INFORMATION

For all information, please contact the EUF Secretariat:

T: +32 (0)2 772 6969

F: +32 (0)2 772 6419

E: summit@euf.eu.com

CANCELLATION POLICY

Any changes or cancellations MUST be made in writing.

- All cancellations received before 6 January 2018 will qualify for a full refund
- Cancellations received between 6 January 2018 and 6 February 2018 will be subject to a 50% refund or a 50% cancellation fee.
- No refund is possible under any circumstances for cancellations received after 6 February 2018: 100% of the registration fee will be due as cancellation fee.

In the event that a speaker cancels his participation, every effort will be made to find a replacement presenter of equivalent experience. Program details or the actual organization of the event is subject to changes depending on the number of participants. A final program and confirmation will be sent to the participants 7 calendar days before the event. In case of cancellation of the event, there will be a full refund of already paid registration fees.





Facilitating Open Account – Receivables Finance



Please send the form duly filled and signed to the EUF secretariat:

E-mail:

summit@euf.eu.com

Fax:

(+32) 2.772.6419

REGISTRATION FORM

Fourth EU Factoring and Commercial Finance Summit

Dates: 06-07/03/2018

Location: Hilton Athens, Greece

COMPANY

Company Name:

Address:

City:

Zip Code:

Country:

VAT No:

PARTICIPANT

Title: Mr. Mrs. Ms.

Surname:

First Name:

Job Title:

Address if different from above:

City:

Zip Code:

Country:

Tel No:

E-mail:

Dietary requirements:

PLEASE TICK THE APPROPRIATE BOX(ES):

Please invoice my company with the total fee for participating at the EU Factoring and Commercial Finance Summit:

FCI-EUF Members €450 + VAT (where applicable)

Non-Members €700 + VAT (where applicable)

Multi-booking as from 2 pax from the same company 10% discount

CANCELLATION POLICY:

Any change or cancellation MUST be made in writing.

- All cancellations 8 calendar weeks prior to the start date of the event will qualify for a full refund.
- Cancellations received between 8 to 4 calendar weeks prior to the start date of the event will be subject to a 50% refund or a 50% cancellation fee
- No refund is possible under any circumstances for cancellations received less than 4 calendar week prior to the start of the event: 100% of the registration fee will be due as cancellation fee
- There will be no charges for name changes.

In the event that a speaker cancels his participation, every effort will be made to find a replacement presenter of equivalent experience. Program details or the actual organization of the event is subject to changes depending on the number of participants. A final program and confirmation will be sent to the participants 7 calendar days before the event. In case of cancellation of the event, there will be a full refund of already paid registration.

I HEREBY ACCEPT TERMS, CONDITIONS AND CANCELLATION POLICY:

Name (CAPITAL LETTERS):

Date:

Signature (Mandatory):