



Facilitating Open Account – Receivables Finance



A JOINT INITIATIVE OF FCI - EUF

# Fifth EU Factoring and Commercial Finance Summit

Sana Lisboa Hotel, Lisbon, Portugal / 21-22 March 2019



Gold sponsor:



The unique IT Solution for  
Commercial Finance and SCF

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The EU Factoring and 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 who support 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 fifth Summit is a unique opportunity for Industry Leaders to network and address topics that really matter for the Factoring Industry.

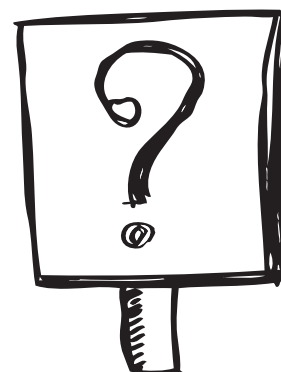
The programme will address the latest updates, promoting and celebrating the impact of the Factoring and Commercial Finance Industry who support the real economy and employment in Europe.

- Get an update on the most recent evolutions on the European Factoring scene, both in terms of figures as in terms of products offered.
- Discover the findings of the updated EUF White Paper.
- Fintech, Blockchain, new technologies... take a look behind the buzz and get informed about initiatives that can really influence your Industry.
- How will the Factoring Industry look after Brexit? Get the views from the big players of the Industry.
- What are the consequences of CRR/ Basel III?
- Discover the Poland and Italy case regarding split payment.
- What is the factoring industry like in Portugal?
- What roused the factoring industry in 2018? Report from EUF Technical Committees.

### 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
- Teachers, Researchers and Professionals with an interest in the finance of business in Europe
- Supply Chain Finance companies
- Companies offering their services to the world of factoring (lawyers, insurers, IT providers)



# 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 close to 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. 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 THURSDAY 21 MARCH 2019: 13.30 – 17.55

- 13h30-14h00: WELCOME COFFEE & REGISTRATION
- 14h00-14h10: **Opening of the Summit**  
Françoise Palle Guillabert, Chairperson of the EUF
- 14h10-14h40: **Welcome to Portugal**  
Prof Ricardo Reis, Director of the Centre for Applied Studies of the Catolica Lisbon, School of Business and Economics, Portugal
- 14h40-15h00: **The Factoring Industry in Europe in 2018: preliminary Statistics and Figures**  
Magdalena Barczak, Chairman of the Economic and Statistics Committee
- 15h00-15h30: **Factoring in Portugal**  
José Tavares de Almeida, Secretary General, ALF, Portugal
- 15h30-16h00: COFFEE BREAK
- 16h00-17h00: **CRR/ Basel III and Credit Insurance**  
Moderator John Brehcist  
Panellists already confirmed:
  - Madeleine Best, Head of Distribution - Northern Europe, Euler Hermes, United Kingdom
  - Stephen Pegge, Managing Director Commercial Finance, UK Finance
  - Magdalena Wessel, Legal Department, Deutscher Factoring-Verband
- 17h00-17h45: **What kept us awake at night in 2018: report from Legal, Prudential and Economics & Statistics Committee, e-invoicing Chairpersons Followed by Q&A**
  - Magdalena Barczak, Chairman of the Economic and Statistics Committee
  - Diego Tavecchia, Chairman of the PRC Committee
  - Magdalena Wessel, Chairman of the Legal Committee
  - Andrzej Zbikowski, E-invoicing representative from the EUF ExCom
- 17h45-17h55: **Presentation from the Gold sponsor CODIX**  
Laurent Tabouelle, Managing Director, Codix
- 20h00-22h30: DINNER IN THE RESTAURANT TERRAÇO DO MARQUÊS

## CONFERENCE PROGRAM FRIDAY 22 MARCH 2019: 09.00 – 14:00

- 9h00 – 9h30: **White Paper: Update**  
John Brehcist, EUF coordinator
- 9h30-10h30: **Fintech / Digitalization / Blockchain / New technologies including case study**  
Moderator: Diego Tavecchia  
Panellists already confirmed:
  - Mattia Ciprian, Co-founder & President, modefinance, Italy
  - Tomasz Domagalski, CEO, Finea, Poland
  - Louis-Marie Durand, Director, Euralia
  - José Morera, CEO Tech4Fin, Datacomp/Tech4Fin, Portugal
- 10h30-10h40: **Presentation from the Gold Sponsor Alvantia**  
José Antonio Garrote, Business Manager, Alvantia, Spain
- 10h40-11h00: COFFEE BREAK
- 11h00-11h30: **Split payment: Italy and Poland cases**  
Fausto Galmarini, EUF ExCom member, Banca Sistema, Italy  
Andrzej Zbikowski, EUF ExCom member, ING Commercial Finance, Poland
- 11h30-12h25: **Brexit : EU market after Brexit**  
**Strategic Panel with some key industry players**  
Moderated by Françoise Palle-Guillabert, Chairperson of EUF ExCom  
Panellists already confirmed:
  - Richard Carter, CEO Europe & Asia, Bibby Financial Services Limited, UK
  - Patrick de Villepin, Global Head Factoring and Chairman, BNP Paribas Factor, France
  - Bill Diviney, Senior Economist, ABN AMRO, The Netherlands
  - Fausto Galmarini, Head of Institutional Relations, Banca Sistema, Italy
  - Uwe Mueller, Managing Director, Deutsche Factoring Bank, Germany
- 12h25-12h30: **Closing Remarks**  
Çagatay Baydar, FCI Chairman
- 12h30-14h00: END OF THE CONFERENCE AND NETWORKING LUNCH



## LOCATION

The Summit will take place at the Sana Lisboa Hotel.

Right in the heart of Lisbon - close to the emblematic Square of Marquês de Pombal and Avenida da Liberdade - SANA Lisboa Hotel is a modern hotel offering spacious rooms with contemporary decor and equipped with all conveniences, whether your stay is for business or pleasure.

The hotel is in an excellent location on the very central Fontes Pereira de Melo Avenue, within walking distance of both the business and the historic city centre.

## TRANSFER

Transfer from Lisbon Airport is easy. You have several options:

- Taxi – Price: €12 to €20
- Aerobus 1 – Price: €3.60.
- Bus 744 – Price: €1,85. (All buses stop in front of SANA Lisboa)

## Sana Lisboa Hotel

Av. Fontes Pereira de Melo, 8  
1069-310 Lisboa  
Portugal

## Room Rates

Room including breakfast\*:

Single use €135

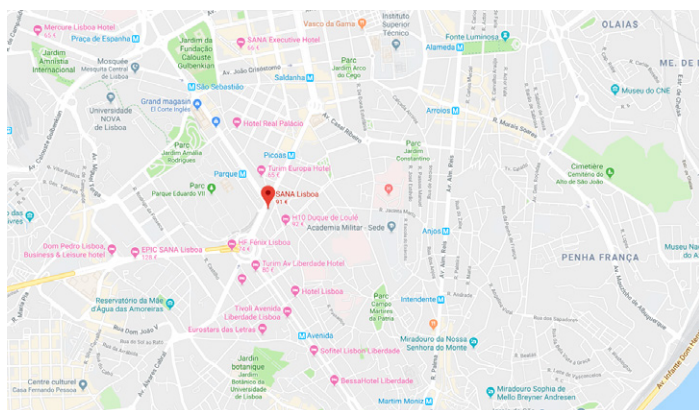
Double use €150

\*Excluding €2 tax

The price is per room, per night, inclusive breakfast buffet, VAT and service charges. In case of a change in the current VAT the accommodation rate will be adjusted accordingly.

Please use the following link to book your hotel room before 27 February:

<https://reservations.travelclick.com/95349?groupID=2457544>



## REGISTRATION FEE

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

Multi-Booking: From the second person from the same company (in the same country): 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 21 March

Accommodation, travel and personal expenses are not included in the registration pack.

## REGISTRATION DEADLINE

Extended deadline for registration  
8 March 2019

## INFORMATION

For all information, please contact the EUF Secretariat:

T: +31 20 6270 306

E: [summit@euf.eu](mailto:summit@euf.eu)

## CANCELLATION POLICY

Any changes or cancellations MUST be made in writing.

- All cancellations received before 21 February 2019 will qualify for a full refund
- No refund is possible under any circumstances for cancellations received after 21 February 2019: 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.



# REGISTRATION FORM

## Fifth EU Factoring and Commercial Finance Summit

**Dates:** 21-22/03/2019**Location:** Sana Lisboa Hotel, Portugal**COMPANY**

Company Name:

Address:

City:

Zip Code:

Country:

VAT No:

**PARTICIPANT 1**Title: ☐ Mr. ☐ Mrs. ☐ Ms.

Surname:

First Name:

Job Title:

Tel No:

E-mail:

Dietary requirements:

**PARTICIPANT 2**Title: ☐ Mr. ☐ Mrs. ☐ Ms.

Surname:

First Name:

Job Title:

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: From 2 pax from the same company 10% discount

Please book your room in the hotel through this link: <https://reservations.travelclick.com/95349?groupID=2457544>**CANCELLATION POLICY:****Any change or cancellation MUST be made in writing.**

- All cancellations received before 21 February 2019 will qualify for a full refund
- No refund is possible under any circumstances for cancellations received after 21 February 2019: 100% of the registration fee will be due as cancellation fee.
- There will be no charges for changes to participants.

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.

By participating in the conference, you grant FCI the right to use images, your name/title/company name and/or biography, taken as photographs, written and/or video material at the conference, and reproduce them in news or event whether in print, electronic or other media, including the FCI websites and social media.

**I HEREBY ACCEPT TERMS, CONDITIONS AND CANCELLATION POLICY:**

Name (CAPITAL LETTERS):

Date:

Signature (Mandatory):