



Facilitating Open Account – Receivables Finance



A JOINT INITIATIVE OF FCI - EUF

EU Factoring Summit in the COVID World

Online - Webex / 6 November 2020 10:00-12:00



Free registration

Please register [here](#) before 5 November 14:00 CET



The EU Factoring and Commercial Finance Summit is the only European Conference organized **by** the Factoring Industry **for** the Factoring Industry.

Share latest updates on factoring which supports 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 online Summit is a unique opportunity for Industry Leaders to listen to 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 which supports the real economy and employment in Europe.

- Highlight of EUF in 2019/2020.
- The Factoring Industry in EU: 2019 final and 2020 first half preliminary statistics
- Global Factoring Industry: 2019 and 2020 performance
- A panel discussion on the impact of COVID-19 in the EU
- Presentations on EUF main advocacy issues: Prudential and legal topics
- Closing remarks by FCI Chairman

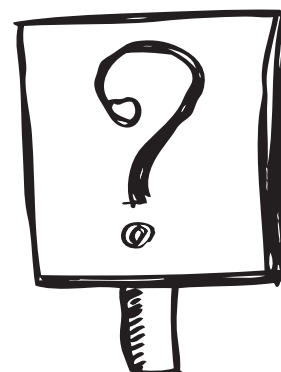
REGISTRATION

Free registration [here](#). Please register before Thursday 5 November 14:00 CET

WHO SHOULD ATTEND?

Anyone who needs to be up to date 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.



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.

Facilitating Open Account – Receivables Finance

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

Summit Programme Friday 6 November 2020 10:00 - 12:00

- 10.00-10.15 **Opening of the Summit & highlight of EUF in 2019/2020**
Mrs. Françoise Palte Guillabert, Chairperson of the EUF
- 10.15-10.25 **The Factoring Industry in EU: 2019 final and 2020 first half preliminary statistics**
Mrs. Magdalena Barczak, Chairman of the Economic and Statistics Committee
- 10.25-10.30 **Global Factoring Industry: 2019 and 2020 performance**
Mr. Peter Mulroy, FCI Secretary General
- 10.30-11.30 **The impact of COVID-19 in EU – a panel discussion**
- European level
 - State level: credit insurance protective umbrella
 - Special PO finance governments programs
 - Other specialised government initiatives supporting the factoring industry
- Chaired by Mr. Patrick de Villepin, FCI Chairman, Head of Factoring BNP Paribas
- Panelists:
- Mr. Louis Marie Durand, Director, Euralia
 - Mr. Fausto Galmarini, Chairman, Assifact, Vice Chair of the EUF
 - Mrs. Magdalena Wessel, Chairman EUF Legal Committee, Vice Chair of the EUF
 - Mr. Andrzej Zbikowski, Vice President, Polish Factor Association
- 11.30-11.45 **EUF main advocacy issues**
- Prudential (EBA Guidelines on loan origination and monitoring, Definition of Default, Basel 3..)
- Mr. Diego Tavecchia, Chairman of the PRC Committee
- Legal (AML, European Commission Study on Supply Chain Finance...),
- Mrs. Magdalena Wessel, Chairman EUF Legal Committee, Vice Chair of the EUF
- 11.45-12.00 **Q&A and Closing remarks**
- Mr. Patrick de Villepin, FCI Chairman