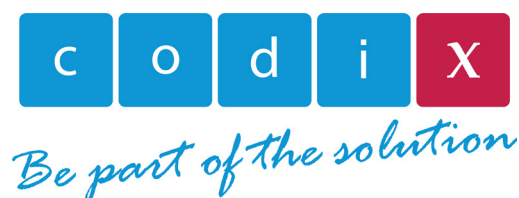


Regional Networking E-event Europe

Online - 26-27 January

**Venue:**

Online: cvent platform

Sponsors:



FCI is organising for members only four Virtual Regional Networking E-vents in the first half 2021, in order to allow members to connect with each other, network with new or existing correspondent members, discuss business opportunities, investigate new services and procedures, learn best practices, all in order to ultimately generate future new business. The first event is aimed at highlighting European members.

The event will commence with a 2-hour plenum session on Europe to present the latest developments and some highlights as well as a panel discussion. This will give an opportunity for members around the world to listen in on what's actually happening on the ground in our industry in the highlighted region. Afterwards, there will be two half-day sessions, whereby members globally can organize short 15-minute bilateral meetings with those other members located in the highlighted region, all organised via FCI's new specialized online platform.

The networking session is solely for the purpose of introducing yourselves with other existing members and to meet new members from the respective highlighted region. For this first event of the series, Members from around the world will be able to connect with the European members for a maximum 15-minute session, as a means of introduction and business development. It's a great means to make an introduction and to organize future discussions as well. It also means that one of the correspondents in the meeting has to be from the European region.

Members should be represented on the call by the following: general correspondents, at least one representative from the International Department senior management team, and preferably on senior executive from the trade finance division or executive management team of the member. Please block your calendars, especially during the 8-hour networking session..

CONFERENCE PROGRAM TUESDAY 26 JANUARY 2021 12:00 – 18:00 CET

- 12.00 – 12.10: **Introduction**
Mr. Peter Mulroy, Secretary General, FCI
- 12.10 – 12.20: **Keynote European Economist: An economic outlook for Europe in 2021**
Mr. Alexis Garatti, Head of Macroeconomic Research, Euler Hermes
- 12.20 – 12.30: **Overview of the region**
Mrs. Betül Kurtulus, Regional Director CEE, SEE and Middle East, FCI
- 12.30 – 12.45: **Regional Panel: Western Europe**
- Ms. Daniela Bonzanini, Head of International, BancaFIS, Italy, Moderator
 - Mr. Christian Eymery, Chairman of the Management Board, Deutsche Factoring Bank, Germany
 - Mr. John Beaney, Director - Product Management, HSBC, UK
 - Mr. Salman Khan Galindo, Portfolio Manager Trade Finance Investments, Santander Asset Management, UK
- 12.45 – 13.00: **Regional Panel: CEE**
- Mr. Andrzej Zbikowski, Advisor to the Board, ING Poland, Poland, Moderator
 - Mr. Boris Melnikov, CEO, Rosbank Factoring, Russia
 - Mr. Simon Peterman, CEE Factoring Coordinator, Raiffeisen Factor Bank, Austria
 - Ms. Alecsandra Valasuteanu, Head of Factoring, UniCredit Bank, Romania
- 13.00 – 13.15: **Regional Panel: SEE**
- Mr. Panos Papatheodorou, Executive Vice-President & CEO, Optima Factors, Greece, Moderator
 - Mr Arsen Paro, Senior Factoring Specialist, OTPbanka, Croatia
 - Ms. Tanja Kursar, Head of Factoring Department, AOFI, Serbia
 - Mrs. Helena Belinger, General Manager, NLB, Slovenia
- 13.15 – 13.25: **Impact of Regulations**
Mr. Diego Tavecchia, ASSIFACT, Italy, Chairman of EUF Prudential & Risk Committee
- 13.25 – 13.35: **What to expect in 2021: Update from EBRD**
Mr. Rudolf Putz, Head Trade Facilitation Programme (TFP), EBRD
- 13.35 – 13.50: **What are the latest IT Developments in the Factoring Industry?**
Moderated by Ciprian Radu, FCI Business and IT Solutions Manager
- Mr. Daniel Huszar, Head of Sales, efcom
 - Mr. Laurent Tabouelle, Managing Director, CODIX

Day 2

13.50 – 14.00: **Concluding Remark**
Mr. Patrick de Villepin, BNP Paribas Factoring Group CEO/FCI Chairman

14:00-18:00 **NETWORKING TIME ON CVENT PLATFORM**
Book your appointment with European (potential) correspondents

CONFERENCE PROGRAM WEDNESDAY 27 JANUARY: 09.00 – 13.00 CET

09.00 – 13.00: **NETWORKING TIME ON CVENT PLATFORM**
Book your appointment with European (potential) correspondents

REGISTRATION DEADLINE

Please register by 22 January 2021 at the latest on [FCI website](#).

INFORMATION

For all information, please contact the FCI Secretariat:

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