



Facilitating Open Account – Receivables Finance

Conference on Evolution and Outlook of Receivables Finance in CEE & SEE

9-10 March 2022 - 13:30 GMT +1



In Partnership with:



European Bank
for Reconstruction and Development

**HUNGARIAN
FACTORING ASSOCIATION**

Hybrid - Physical Venue:

Mercure Budapest Korona
Hungary

Information:

FCI Secretariat
fci@fci.nl | +31-20-6270306

Gold Sponsors:



Silver Sponsors:



QUALCO



About the event

Factoring continues to grow successfully both in mature markets and in emerging markets. Through their control methods and permanent monitoring of the receivables on their clients' debtors, factoring companies are able to provide more financing than traditional lenders and, at the same time, limit their credit risks to a strict minimum. Factoring companies therefore play an important role in financing the economic activity, as well as during the financial crisis. Traditionally it is small and medium sized companies that benefit most from this financial instrument, but also more important companies use factoring for flexible growth finance or for restructuring purposes.

For the first in-person meeting since the pandemic, FCI, in partnership with EBRD and the Hungarian Factoring Association, has organised the Conference on Evolution and Outlook of Receivables Finance in CEE & SEE, taking place on 9-10 March 2022 in Budapest, focusing on Central and South-Eastern Europe.

The conference will allow participants to network in person and discuss the latest development of factoring and receivables finance in the region.

Leading industry professionals from around the world will be gathering to discuss business and regulatory developments, insurance & risk associated with factoring and payables finance and how to mitigate the risks, sustainability and technological developments like blockchain. Make sure you attend this event and be a part of the conversation.

Who should attend?

The Conference is aimed at an audience of professionals from the CEE - SEE region and beyond, particularly for the leaders of:

- Factoring companies
- Specialized banks and financial institutions
- Consulting firms
- Official organizations
- Companies offering their services to the world of factoring (lawyers, insurers, IT providers)
- Exporters and other companies interested by the world of factoring.

Programme

Wednesday 9 March 2022: 13:00 - 18:05 GMT +1

Conference moderated by Ms. Betül Kurtulus, Regional Director, FCI

13:00-13:30 **Registration & Welcome Coffee**

13:30-14:00 **Welcome Remarks**

- By Dr. Balázs Rákossy, State Secretary of Ministry of Finance, State Secretariat for Use of European Union Funds
- By Ms. Daniela Bonzanini, Chairwoman, FCI
- By Mr. Rudolf Putz, Head Trade Facilitation Programme (TFP), EBRD

14:00-14:20 **The State of the Economy in Central and Eastern Europe**

By Mr. László Wolf, Deputy CEO and Head of Corporate Division, OTP Bank

14:20-14:40 **Overview of the World Factoring Industry and FCI**

By Mr. Peter Mulroy, Secretary General, FCI

14:40-14:55 **Latest news from EU Factoring sector: NDOD**

By Mr. Fausto Galmarini, Vice Chairman, EUF

14:55-15:40 **Panel discussion: The future of the receivables finance market in the post-Covid recovery period in Central and Eastern Europe**

Moderator: Mr. Cagatay Baydar, Vice Chairman, FCI, Chairman of the Board of Directors, TEB Faktoring, Turkey

Panellists:

- Mr. Mariusz Łukasiewicz, General Manager, BNP Paribas Faktoring Sp. z o.o., Poland
- Ms. Rada Savic, Commercial Mgr. GTB, OTP Banka Srbija, Serbia
- Mr. Zdenek Bily, CEO, UniCredit Factoring Czech Republic and Slovakia

15:40-16:10 **Coffee Break**



Wednesday 9 March 2022: 13:00 - 18:05 GMT +1

- 16:10-16:50** **Panel Discussion: Factoring in The Balkans**
Moderator: Mr. Michael Bickers, Managing Director, BCR Publishing Ltd
Panellist:
- Ms. Suzanna Tunteva, President of the Supervisory Board, Faktortrust, North Macedonia
 - Ms. Tanja Kursar, Head of factoring , AOFI, President of Section for Factoring Development at the Serbian Chamber of Commerce
 - Ms. Nives Rudez, Director, Factoring Department, OTP Banka, Croatia
 - Ms. Afroditi Stavrakı, Senior Risk Officer, Hellenic Bank, Cyprus
- 16:50-17:00** **Presentation from CODIX**
By Mr. Laurent Tabouelle, Managing Director, Codix
- 17:00-17:15** **Update on Supply Chain Finance – Accounting treatments, Education and FCIreverse**
- By Ms. Monica Martin Blanco, SCF Consultant, FCI
 - By Mr. Simon Peterman, CEE Factoring Coordination, Raiffeisen Factorbank AG
- 17:15-17:55** **Panel Discussion: How can digital and innovative solutions contribute to the effective development of factoring Industry**
- Will technology change the future of Factoring?
 - Opportunities & Challenges
 - Blockchain
 - Fintechs
- Moderator: Ms. Olena Gryniuk, CEE Regional Director, SME Banking Club
Panellist:
- Mr. Ognjen Kurtic, Chief Technical Officer and co-founder, Finspot Doo, Serbia
 - Ms. Claudia Perri, Regional Commercial Director, HPD Lendscape
 - Mr. Karol Leszczyński, Product Development Manager, Comarch Factoring Platform
 - Mr. Georgios Koukis, International Business Development Director, Qualco
- 18:00-18:05** **Conclusion of Day 1**
- 18:15-19:00** **Networking Cocktail in MyBridge Lounge (Mercure Hotel)**

Programme

Thursday 10 March 2022: 09:00 - 13:00 GMT +1

Conference moderated by Ms. Betül Kurtulus, Regional Director, FCI

09:00-09:20 **Presentation on updates regarding Credit Insurance, Factoring Model Law, and issues about Accounting Treatment and Transparency in Reverse Factoring**

By Mr. Peter Mulroy, Secretary General, FCI

09:20-10:05 **Panel Discussion: Fraud and Risk Management in Receivables Finance**

- What alternative solutions do we have for dealing with fraud?
- Review of recent fraud cases in the sector and lessons learned from FCI members

Moderator: Mr. Jens Hoter, CEO, Eurofactor GmbH, Germany

Panellists:

- Mr. Federico Avellan Borgmeyer, Chief Partner Officer, efcom, Germany
- Ms. Aleksandra Valasuteanu, Head of Factoring, UniCredit Bank SA, Romania
- Mr. Igor Zaks, President, Tenzor
- Mr. George Karagiannopoulos, CEO, Eurobank Factors, Greece

10:05-10:20 **Presentation from FCI Academy**

By Ms. Aysen Cetintas, Education Director, FCI

By Mr. Spyros Tsois, Deputy Education Director, FCI

10:20-10:50 **Coffee Break**



Thursday 10 March 2022: 09:00 - 13:00 GMT +1

- 10:50-11:05** **Sharing Experience on Islamic Factoring**
Ms. Daniela Bonzanini (FCI Chairwoman) will sit down with
Mr. Ahmet Albayrak, Deputy CEO-Treasury & Intl. Banking, Kuveyt Türk
Katilim Bankasi A.Ş., Turkey
- 11:05-11:15** **(Dis) Loyalty of fraudsters.**
Sharing information about fraud in finance sector as effective
protection against fraud for factoring companies in Poland.
Ms. Marzena Jabłońska, Product Manager, BIK, Poland
- 11:15-11:30** **Case study of cross-border factoring transaction with the support of**
EBRD - Armswissbank and TBC Bank
Ms. Tamar Gugushvili, Head-Trade Finance & Documentary Op. Spec., TBC
Bank, Georgia
Ms. Anzhela Barseghyan, Head of Corporate Services Department,
ArmSwissBank, Armenia
- 11:30-11:50** **Q&A Session**
- 11:50-12:40** **Panel Discussion: Sustainable Finance in SME Lending, new trends in**
Trade, ESG and Green Financing
Moderator: Mr. Simon Peterman, CEE Factoring Coordination, Raiffeisen
Factorbank AG, Austria
Panellists:
 - Mr. Balázs Vanek, Deputy Director, South- and East Europe, Atradius
Crédito y Caución S.A. de Seguros y Reaseguros
 - Mr. Philippe Gresta, Head of International Relations, BNP Paribas
Factor, France
 - Ms. Dorota Szcześniak, International Factoring Manager, Santander
Factoring, Warszawa
 - Ms. Marina Dzhulai, Project Manager, Ukrainian Alliance for Trade
Finance and Factoring
- 12:50-12:55** **Conclusion of Day 2 | Close of Conference**
- 12:55-14:00** **Networking Lunch**

Important Information

Dress Code

Smart casual clothing.

Registration

On-site attendance

FCI Member - EBRD Partner Banks - Hungarian Factoring Association members: EUR €200.00 per person

Non-Member: EUR 250 per person

Online attendance

Online participation: EUR 150 per person

REGISTRATION FEE INCLUDES

For on-site attendees:

- Evening reception on 9 March
- Coffee breaks and refreshments on 9-10 March 2022 & Group lunch on 10 March
- Meeting package including conference facilities and hand-outs

For online attendees:

- access to a proprietary platform to look the sessions, meet the sponsors and network

For all attendees:

- Distribution of pre and post conference documents
- Access to the networking platform and FCI App

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

Please book your seat for the event via the official [FCI event website](#)*.

*Please note that if it's your first visit to the FCI website or you have cleared the cookies since the last visit, the website will ask you to first choose your profile before reaching the registration form.

Registration deadline

EXTENDED DEADLINE: Please register by 25 February at the latest

Cancellations

Any change or cancellation MUST be made in writing.

- FCI accepts cancellations before or on 16 February without penalty. For cancellations received after 16 February 2022, the full registration fee is due.
- There will be no charges for name changes.

In case the situation with the COVID do not allow you to travel, you can change from on-site to online attendance

Program details or the actual organization of the event are 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.

Important Information

Location

Budapest is the capital and most populous city of Hungary. It is the ninth-largest city in the European Union by population within city limits; the city has an estimated population of 1,752,286 over a land area of about 525 square kilometres (203 square miles). Budapest is both a city and county.

Mercure Budapest Korona hotel

Kecskemeti utca 14

NTAK: SZ19000369, szálloda

1053 BUDAPEST

HUNGARY

Tel: +3614868800

Fax: (+36)1/3183867

Contact email: H1765@ACCOR.COM

FCI has arranged special rate for delegates, valid for the nights of 8 to 11 March 2022

Single 89 EUR per night

Above rates include buffet breakfast, the VAT (according to prevailing provisions) and the local tax. The use of free WIFI is also included.

The rates are valid only if the participants book via e-mail with the filled out registration form here.

Check-in: 3:00 pm

Checkout: 12:00 pm

Transfer

Budapest Ferihegy Airport is situated 20km away.

Contact us

For any questions or more information, please contact the FCI Secretariat via email at fcf@fcf.nl or call us on +31-20-6270306.



Important Information

COVID-19 Safety Procedures

Before arrival check

Current Travel Status - Hungary (subject to change)

The 'EU Digital COVID Certificate' (EUDCC) is considered equivalent Hungary's immunity card.

Travellers can enter Hungary without restrictions if their EUDCC contains one of the following:

- Proof of vaccination
- Accepted vaccines: vaccines authorised by the European Medicines Agency (EMA); vaccines authorised for emergency use by the World Health Organization (WHO); vaccines authorised and used in Hungary.
- Validity: 1 year
- Proof of recovery from COVID-19. Validity: between 15 and 180 days after the first positive test result.
- Negative result to a molecular (PCR) test. Validity: 72 hours.

Upon arrival checklist

- ✓ Please wear a mask when moving around the venue
- ✓ Sanitise your hands using the hand sanitiser provided at the conference entrance
- ✓ Collect your badge and colour sticker
- **Green sticker:** Handshake - you are happy to shake hands with fellow attendees, however, we recommend you limit handshakes and sanitise your hands regularly
- **Orange sticker:** Elbows only - you are still being cautious
- **Red sticker:** Social distancing - you prefer no contact

Upon entering the event you will need to check-in at the registration desk where you will be provided with your name badge. Please have your business card ready to hand in at registration. For security reasons, please wear your badge at all times.

Entering the conference room and networking

- ✓ While networking with fellow attendees, please look out for the coloured wrist bands and respect their social distancing
- ✓ Please listen to directions from hotel and FCI staff as you move about the venue
- ✓ The room has been professionally cleaned prior to your arrival by the venue and between each session
- ✓ Wash your hands regularly with the hand sanitiser provided on each exhibition stand and throughout the venue.

About FCI



Facilitating Open Account – Receivables Finance

FCI is the Global Representative Body for Factoring and Financing of Open Account Domestic and International Trade Receivables. FCI was set up in 1968 as a non-profit global association. With today close to 400 member companies in more than 90 countries, FCI offers a unique network for cooperation in cross-border factoring. Member transactions represent nearly 60% of the world's international correspondent factoring volume.

FCI is a non-exclusive organization, open to any company which is providing Factoring Services or plans to set up Factoring Activities but also to service providers to the 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 policymakers worldwide

For more information, visit www.fci.nl

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About Our Partners



The European Bank for Reconstruction and Development (EBRD) was established to help build a new, post-Cold War era in Central and Eastern Europe. It has since played a historic role and gained unique expertise in fostering change in the region - and beyond -, investing more than €145 billion in a total of over 5,700 projects.

The EBRD, owned by 64 countries and two intergovernmental institutions, is supporting the development of market economies and democracies.

For more information, visit www.ebrd.com



The Hungarian Factoring Association was established in mid-2003. Currently, it has 19 associate members, credit institutions and financial enterprises.

Nowadays factoring in Hungary is far from being a marginal financial service, on contrary, it is a substantial constituent of short-term financing. Estimated by the Hungarian Factoring Association financing by factoring currently provides approximately 10 % of short-term bank loans to SMEs.

For more information, visit www.faktoringszovetseg.hu

About Our Gold Sponsors



GOLD SPONSOR

CODIX is the software company which has developed iMX – the event-driven enterprise management system. Its innovative blend of technologies optimizes the rapid implementation of tools customized to meet the requirements of each client, making it the leading software in several industries.

CODIX now operates in 13 countries – France, Bulgaria, USA, Canada, Tunisia, Vietnam, Mexico, Spain, Germany, Czech Republic, Romania, Colombia and UK. The company's top-level multi-disciplinary team of over 780 professionals is dedicated to the implementation, maintenance and constant evolution of the company's unique product – iMX. The software is currently used in 28 languages by more than 50 000 users in 50 countries.

CODIX has become the leading software provider for Debt Collection, Commercial Finance, Factoring, Asset-Based Lending and Trade Finance IT systems

For more information, visit www.codix.eu



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IMMERSE YOURSELF IN THE FASCINATING WORLD OF EFCOM

efcom is a leading provider of factoring software. We serve more than 40 renowned factoring institutes across eleven countries. We have 20 years of experience on the market. We consistently focus on our customers' needs: accuracy, transparency, speed, adaptability and safety play central roles in our applications. Our flagship product is the software ef3. It comprises many practice-oriented functions that can be sensibly supplemented by various modules. ef3 currently handles nearly 130 billion Euro in factoring volume – it's among the biggest volumes all over Europe. With efOnline, we offer customers a web-based application that permits highly efficient communication and comprises various practice-oriented features.

6 REASONS TO CHOOSE EFCOM SOFTWARE:

- | | |
|-------------------------|-----------------------------------|
| 1. Stellar transparency | 4. Future-ready by design |
| 2. Top performance | 5. Maximum scalability |
| 3. Super smart | 6. Reliable migration performance |

For more information, visit www.efcom.de

About Our Silver Sponsors



SILVER SPONSOR

We have developed the Charlie-India data exchange platform on which we built our flagship product Invoice HUB, which is a white-label e-invoicing solution for banks, invoicing service providers and enterprises.

For more information, visit www.charlieindia.org



SILVER SPONSOR

HPD Lendscape is an international software provider of a specialist platform that delivers ABF solutions to its users through its flagship product, Lendscape. The product offers holistic working capital financing solutions.

For more information, visit www.hpdlandscape.com



SILVER SPONSOR

QUALCO is an international Fintech solutions provider that enables clients to realise value through the provision of operational platforms, data insights, digital experiences, and domain knowledge.

For more information, visit www.qualco.eu

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INSTITUTIONAL PARTNER



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