



Facilitating Open Account – Receivables Finance



A JOINT INITIATIVE OF FCI – EUF

# 7th EU Factoring Summit

Hybrid: NH Collection Roma Centro, Rome, Italy & cvent platform

4-5 April 2022



Gold sponsor



CANADA USA MEXICO UK MAROCCO SPAIN FRANCE  
GERMANY AUSTRIA TUNISIA CZECH REPUBLIC ROMANIA  
BULGARIA VIETNAM COLOMBIA

Silver sponsor





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 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 Seventh 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 which supports the real economy and employment in Europe.

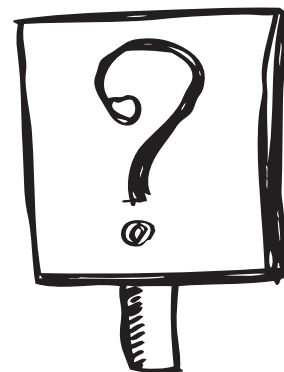
- Get an update on the most recent evolutions on the European Factoring scene, both in terms of figures as in terms of products offered.
- Understand from the panelists the definition of Default Regulations: What are the implications and actions?
- What is the factoring industry like in Italy?
- What roused the factoring industry in 2021? Report from EUF Technical Committees.
- What are the consequences of the late payment directive?
- What are some key take-away for the updated Legal Study?
- Where are going the Fintech Developments and Technology?
- What is the digital finance agenda of the EU Commission?

The event will be available for both onsite and online participants. Online participants will have access to a platform that will broadcast the event taking place in Rome and allow them to network with others attendees.

### 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.



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 policy makers worldwide

For more information, visit [www.fci.nl](http://www.fci.nl)  
Follow us on [LinkedIn](#) | [Facebook](#) | [Twitter](#)

## Conference Programme Monday 4 April 2022 13:30 - 22:30

13.30-14.00	Welcome Coffee & Registration
14.00-14.10	<b>Opening of the Summit</b> By EUF Chairwoman, Ms. Françoise Palle Guillabert
14.10-14.40	<b>Welcome to Rome</b> By Mr. Giovanni Sabatini, General Manager of A.B.I. – Italian Banking Association
14.40-15.00	<b>The Factoring Industry in Europe in 2021 - preliminary Statistics and Figures</b> By Ms. Magdalena Barczak, Chairman of the Economic and Statistics Committee
15.00-15.30	<b>Factoring in Italy: An Update</b> By Mr. Fausto Galmarini, Chairman of Assifact Italy; Vice Chair of the EUF
15.30-16.00	Coffee break
16.00-16.25	<b>Non-Banking Lending and new Financial Players in the EU</b> By Mr. Pietro Penza, Partner and Head of Risk Consulting & Financial Services, PWC Italy
16.25-16.55	<b>Late Payment Directive - an update</b> By Ms. Antonella Correra, Senior Policy Officer, European Commission
16.55-17.40	<b>What kept us awake at night in 2021</b> <i>Reports from the EUF Legal Committee and the EUF Prudential Risk Committee, focussing on inter alia developments in the areas of supervisory harmonization, late payments and default as well as the EU-wide implementation of Basel III including credit insurance as credit risk mitigation techniques, followed by Q&amp;A.</i> <ul style="list-style-type: none"><li>• Mr. Diego Tavecchia, Chairman of the PRC Committee</li><li>• Ms. Magdalena Wessel, Chairman of the Legal Committee</li></ul>
17.40-17.50	<b>Presentation from the Gold Sponsor</b> By Codix
17.50	Close of Day 1
20.00-22.30	Networking Dinner

## Conference Programme Tuesday 5 April 2022: 09:00 - 14:00

- |             |   |
|-------------|---|
| 09.00-09.45 | <b>The Digital Finance Agenda of The EU Commission</b><br>By Mr. Louis-Marie Durand, Director, Euralia  |
| 09.45-10.15 | <b>Presentation on Digitisation: Technology and Fintech developments in Norway</b><br>By Mr. Eskil Myrmo, BRA Bank  |
| 10.15-10.45 | Coffee Break  |
| 10.45-11.45 | <b>Panel Discussion on the Definition of Default Regulations - Implications and Actions</b><br>Chaired by Mr. Diego Tavecchia, Chairman of the PRC Committee<br>Panelists already confirmed: <ul style="list-style-type: none"><li>• Ms. Françoise Pallé-Guillabert, Director General, ASF, France</li><li>• Ms. Gaia Cioci, Senior Director, CRIF, Italy</li><li>• Mr. Vitor Graça, Secretary General, ALF, Portugal</li></ul> |
| 11.45-12.05 | <b>A close-up to the utilization of new technologies in the Supply Chain Finance Sector</b><br>By Mr. Pablo Mansilla, Legal Adviser, Spanish Factoring Association  |
| 12.05-12.20 | <b>EUF Legal Study</b><br>By Ms. Magdalena Wessel, Chairman of the Legal Committee  |
| 12.20-12.45 | <b>Q&amp;A and Closing remarks</b><br>By FCI Chairwoman, Ms. Daniela Bonzanini  |
| 12.45-14.00 | End of the Conference and Networking Lunch  |



## LOCATION

For the **onsite participants**, the Summit will take place at the NH Collection Roma Centro in Rome.

Located in the renowned business and elegant residential district of Prati, the NH Collection Roma Centro is surrounded not only by fashionable boutiques but by some of Rome's top attractions including the Vatican. This recently renovated hotel is a modern hub set among the Prati's tree-lined avenues in Italy's historical metropolis.

For **online participants**, you will be able to join the conference on event platform. Details to connect will be sent a few days before the conference.

## TRANSFER

### FROM THE AIRPORT

- Taxi: It's a 33 minutes trip and is around €60.

### FROM THE TRAIN STATION

- From Lepanto metro stop: to walk few steps
- Closest metro station: Lepanto
- Ticket (100 min): 1.50€ Ticket (24 H): 7.00€

## NH Collection Roma Centro

Via dei Gracchi, 324,  
00192 Rome  
Italy  
Tel: +39 06 328481

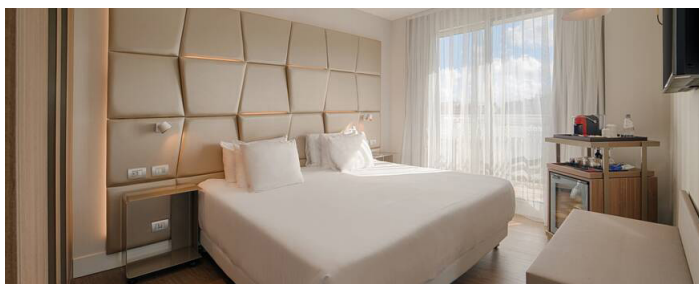
## ROOM RATES

Room including breakfast\*:

Single use	€155
Double use	€175

The price is per room, per night, inclusive of breakfast and 10% VAT. 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 3 March: <https://www.nh-hotels.com/event/eu-factoring-summit>



## REGISTRATION FEE

### *Onsite participation*

FCI-EUF Members € 450 per person

Non-Members € 700 per person

+ VAT 21% if applicable

*Online Participation* € 250 per person +  
VAT 21% if applicable

For registration, please click [here](#)

## REGISTRATION FEE INCLUDES

### *For all participants:*

- Meeting package including conference facilities and hand-outs
- Distribution of pre and post conference documents

### *For onsite participants:*

- Group lunch, coffee breaks and refreshments
- Group dinner on 4 April

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

### *For online participants:*

- Access to cvent platform to attend the conference and ask questions to the speakers
- Possibility to set up online appointments on cvent platform to discuss with other attendees

## REGISTRATION DEADLINE

14 March 2022

## INFORMATION

For all information, please contact the EUF and FCI Secretariat:

T: +31 20 6270 306

E: [fci@fci.nl](mailto:fci@fci.nl) or [info@euf.eu.com](mailto:info@euf.eu.com)

## CANCELLATION POLICY

Any changes or cancellations MUST be made in writing.

- All cancellations received before 14 March 2022 will qualify for a full refund
- No refund is possible under any circumstances for cancellations received after 14 March 2022: 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.



## Institutional Partners



## Media Partners



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