



Facilitating Open Account – Receivables Finance

REGIONAL CONFERENCE

TRADE AND RECEIVABLES FINANCE SUMMIT IN THE CEE REGION

7-8 March 2023 | 13.00 - 13:00



IN PARTNERSHIP WITH



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SME Banking Club



EU Federation
Factoring & Commercial Finance



GTR Global
Trade Review



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About the event

FCI, in partnership with EBRD and the Croatian Chamber of Economy, has organised the Trade and Receivables Finance Summit in CEE, taking place on 7-8 March 2023 in Zagreb, focusing on Central and South-Eastern Europe.

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

Leading industry professionals from around the region will be gathering to discuss business and regulatory developments, the state of the economy in the region, Islamic International Factoring, the receivables finance industry in 2023 & beyond, as well as the digital evolution and the impact of ESG on the industry. Make sure you attend this event and be a part of the conversation.

WHO SHOULD ATTEND

This event has been created to educate and inform local and regional industry players on this specific form of financing and is hosted for:

- 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.

WHAT TO EXPECT



185+

ATTENDEES



80+

COMPANIES



120+

DECISION-MAKERS

REASONS TO ATTEND



INSIGHT



NETWORK



LEARN



EXCHANGE



INFLUENCE

TRADE AND RECEIVABLES FINANCE SUMMIT IN THE CEE REGION

TUESDAY 7 MARCH 2023 | 13:00 - 18:05

- | | |
|---------------|--|
| 13.00 - 13.30 | Registration and Welcome Coffee |
| 13.30 - 13.45 | Welcome Remarks Ms. Daniela Bonzanini, Chairman, FCI Ms. Renata Samodol, Executive Director, Prudential Supervision Area, Croatian National Bank |
| 13.45 - 14.00 | Overview of the World Factoring Industry and FCI Mr. Peter Mulroy, Secretary General, FCI |
| 14.00 - 14.20 | Overview of the Factoring Industry in CEE & SEE region Mr. Panos Papatheodorou, Head of Investment Committee, R.E.F. Real Economy Fund AIF V.C.I.C. Ltd. / Education Committee Chairman & Executive Committee Member, FCI |
| 14.20 - 14.40 | The State of the Economy in Central and Eastern Europe <ul style="list-style-type: none"> • The impact of macro-economic issues in trade and Receivables finance Mr. Goran Šaravanja, Chief Economist, Croatian Chamber of Economy |
| 14.40 - 14.55 | Presentation from EBRD Mr. Rudolf Putz, Head of Trade Facilitation Programme (TFP), European Bank for Reconstruction and Development (EBRD) Mr. Milot Ahma, Counsel, Financial Law Unit, European Bank for Reconstruction and Development (EBRD) |
| 14.55 - 15.40 | Panel Discussion <ul style="list-style-type: none"> • Factoring in Central and Eastern Europe • Challenges for trade finance in turbulent time Moderator: Mr. Cagatay Baydar, Chairman, TEB Faktoring, Turkey, Vice Chairman, FCI Panelists: <ul style="list-style-type: none"> • Ms. Dorota Szcześniak, International Factoring Manager, Santander Factoring Sp. z o.o • Ms. Nives Rudez, Director, Factoring Department, OTP Banka, Croatia • Mr. Konstantinos Christodoulou, CEO, Piraeus Factoring Trade Claims Single Member S.A • Mr. Philippe Gresta, Head of International Relations, BNP Paribas Factor, France |
| 15.40 - 16.10 | Coffee Break & Group Photo |
| 16.10 - 16.55 | Panel Discussion on Understanding the Opportunities of Digitalisation Moderator: Ms. Olena Gryniuk, CEE Regional Director, SME Banking Club Panelists: <ul style="list-style-type: none"> • Mr. Karol Leszczyński, Product Development Manager, Comarch Factoring Platform • Mr. Georgios Koukis, International Business Development Director, Qualco • Mr. Federico Avellan Borgmeyer, Chief Partner Officer, Efcom, Germany |

Conference Programme

16.55 - 17.10

Update on Islamic International Factoring

Mr. Peter Mulroy, Secretary General, FCI

Mr. Ahmet Albayrak, Deputy CEO-Treasury & International Banking,
Kuveyt Türk Katılım Bankası A.Ş., Turkey

17.10 - 17.55

Panel Discussion on The Receivables Finance Industry in 2023 and beyond

Moderator: Ms. Betül Kurtulus, Regional Director of CEE, SEE and Middle East, FCI

Panelists:

- Ms. Monica Fernandez Barbero, International Factoring Manager, Caixabank SA
- Ms. Rada Savic, Commercial Manager GTB, OTP Banka Srbija, Serbia
- Mr. Mariusz Łukasiewicz, General Manager, BNP Paribas Faktoring Sp. z o.o.
- Mr. Gaszton Gál, Head of Corporate Products, CIB Bank Ltd, Hungary

17.55 - 18.05

Presentation by Gold Sponsor - CODIX

Ms. Yoana Miltenova, Senior Business and Application Expert, Presales Specialist, CODIX

18.05 - 18.15

Q&A and Day 1 Closing Remarks

Ms. Betül Kurtulus, Regional Director of CEE, SEE and Middle East, FCI

19.30

Dinner



Conference Programme

WEDNESDAY 8 MARCH 2023 | 09:00 - 13:00

| | |
|---------------|---|
| 08.30 - 09.00 | Day 2 Welcome Coffee |
| 09.00 - 09.20 | Presentation Update on the Legal and Regulatory Challenges Mr. Peter Mulroy, Secretary General, FCI |
| 09.20 - 09.40 | An Update about the EUF Initiatives on the Regulatory Challenges <ul style="list-style-type: none">• Latest news from EU Factoring sector Mr. Fausto Galmarini, Chairman, EUF |
| 09.40 - 10.25 | Panel Discussion on Technologies enabling business development in SCF Moderator: Ms. Monica Martin Blanco, SCF Consultant, FCI Panelists: <ul style="list-style-type: none">• Mr. Ilyas Khan, Global Head - Supplier Engagements, Supply Chain Finance, Citi, UK• Mr. Abi Oshodi, Associate Director - Platform Sales, DEMICA |
| 10.25 - 10.45 | Presentation on Environmental and Social Sustainability in Trade and Supply Chain Finance Mr. Anil Walia, EMEA Supply Chain Finance – Payables, Deutsche Bank Mr. Simon Peterman, CEE Factoring Coordination, Raiffeisen Factor Bank AG, Austria |
| 10.45 - 11.15 | Coffee Break |
| 11.15 - 11.45 | Panel Discussion on Development of Trade Finance in SEE Moderator: Mr. Panos Papatheodorou, Head of Investment Committee, R.E.F. Real Economy Fund AIF V.C.I.C. Ltd. / Education Committee Chairman & Executive Committee Member, FCI Panelists: <ul style="list-style-type: none">• Ms. Suzanna Tunteva, President of the Supervisory Board, Faktortrust, North Macedonia• Ms. Afroditi Stavraki, Senior Risk Officer, Hellenic Bank, Cyprus• Ms. Darina Sontag, Head of Financial Institutions and Partners, Central and Eastern Europe, Coface, Czech Republic |
| 11.45 - 12.30 | Panel Discussion on Digital Innovations in Receivables Finance <ul style="list-style-type: none">• What's new in funding? Moderator: Mr. Cagatay Baydar, Chairman, TEB Faktoring, Turkey, Vice Chairman, FCI Panelists: <ul style="list-style-type: none">• Mr. Igor Zaks, Co-founder and Chief Risk Officer, 40Seas• Mr. Sergii Demchuk, Board Member & Head of Expansion, Flexidea• Ms. Claudia Cuzuban-Perri, Regional Commercial Director Southern Europe, DACH, Czech Republic and MENA, Lendscape |
| 12.30 - 12.45 | Sharing experience on a special Trade Finance Deal Ms. Aysen Cetintas, Education Director, FCI, will sit down with Ms. Tamar Gugushvili, Head-Trade Finance & Documentary Op. Spec., TBC Bank, Georgia |
| 12.45 - 12.50 | Q&A and Conference Closing Remarks Mr. Peter Mulroy, Secretary General, FCI |

TECHNICAL ASPECTS IN OPEN ACCOUNT RECEIVABLES FINANCE SEMINAR

SOLUTIONS FOR CONTINUED GROWTH IN CHALLENGING TIMES

8-9 March 2023 | 14.00 - 13.15
Hilton Garden Inn, Zagreb, Croatia



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About the seminar

Following the Regional Conference on Factoring in the CEE Region, FCI Academy will host the Technical Aspects in Open Account Receivables Finance Seminar on 8-9 March 2023 at the Hilton Garden Inn in Zagreb, Croatia.

Effective cash flow is essential for any business to thrive in an increasingly competitive marketplace. Receivables financing arrangements, in which companies assign their receivables for liquidity, are becoming increasingly important to sustain growth, especially during challenging times.

This one-day seminar will guide you through the world of receivables finance including: the different products & variations of supply chain finance; risk management and insurance considerations in receivables deal structuring; invoice discounting, factoring, payables finance and reverse factoring.

The comprehensive program provides insights into the priorities influencing SMEs' financial choices and showcases the latest technology-enabled business development models.

WHO SHOULD ATTEND

This event has been created to educate and inform local and regional industry players on this specific form of financing and is hosted for:

- 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.

REASONS TO ATTEND



TECHNICAL ASPECTS IN OPEN ACCOUNT RECEIVABLES FINANCE SEMINAR

SOLUTIONS FOR CONTINUED GROWTH IN CHALLENGING TIMES

WEDNESDAY 8 MARCH 2023 | 14:00 - 18.00

| | |
|---------------|--|
| 13.30 - 14.00 | Registration & Welcome Coffee |
| 14.00 - 14.15 | Opening & Welcome Remarks Mr. Panos Papatheodorou, Head of Investment Committee, R.E.F. Real Economy Fund AIF V.C.I.C. Ltd. / Education Committee Chairman & Executive Committee Member, FCI Mr. Peter Mulroy, Secretary General, FCI |
| 14.15 - 15.15 | Open Account Receivables Finance Products Ms. Aysen Cetintas, Education Director, FCI Mr. Spyros Tsois, Deputy Education Director, FCI |
| 15.15 - 16.00 | Payables Finance (Reverse Factoring) Ms. Monica Martin Blanco, Supply Chain Finance Consultant, FCI |
| 16.00 - 16.30 | Coffee Break |
| 16.30 - 17.30 | Benefits of Factoring and Reverse Factoring for Corporates & SMEs Mr. Panos Papatheodorou, Head of Investment Committee, R.E.F. Real Economy Fund AIF V.C.I.C. Ltd. / Education Committee Chairman & Executive Committee Member, FCI Ms. Rada Savic, Commercial Manager GTB, OTP Banka Srbija, Serbia Ms. Dorota Szcześniak, International Factoring Manager, Santander Factoring Sp. z o.o. Ms. Monica Martin Blanco, Supply Chain Finance Consultant, FCI |
| 17.30 - 17.45 | Q&A |
| 17.45 - 18.00 | Concluding Remarks Ms. Nives Rudez, Director, Factoring Department, OTP Banka, Croatia |
| 18.30 - 20.00 | Cocktails |

THURSDAY 9 MARCH 2023 | 09:00 - 13:15

| | |
|---------------|---|
| 08.30 - 09.00 | Welcome Coffee |
| 09.00 - 11.00 | Risk Management in Traditional & Reverse Factoring (Seller Risks, Buyer Risks, Frauds & Disputes) Ms. Aysen Cetintas, Education Director, FCI Ms. Monica Martin Blanco, Supply Chain Finance Consultant, FCI Mr. Spyros Tsois, Deputy Education Director, FCI |
| 11.00 - 11.30 | Coffee Break |
| 11.30 - 12.00 | Role of Trade Credit Insurance as a collaborator & risk mitigator Mr. Alexandros Kontopoulos, CEO, NBG Factors Ms. Darina Sontag, Head of Financial Institutions and Partners, Central and Eastern Europe, Coface, Czech Republic |
| 12.00-12.30 | Development of Import Factoring – Challenges & Opportunities Mr. Philippe Gresta, Head of International Relations, BNP Paribas Factor, France |
| 12.30 - 13.00 | New Technologies enabling business development in Supply Chain Finance Mr. Federico Avellan Borgmeyer, Chief Partner Officer, Ecom |
| 13.00 - 13.15 | Q&A and Closing Remarks Ms. Aysen Cetintas, Education Director, FCI |

DRESS CODE

Smart casual clothing.

REGISTRATION

Conference only

- FCI, EBRD Members or Fee-paying Members of the CCE: EUR €250 per person
- Non-Members: EUR €300 per person

Education Seminar only

- FCI, EBRD Members or Fee-paying Members of the CCE: EUR €200 per person
- Non-Members: EUR €250 per person

Conference & Education Seminar

- FCI, EBRD Members or Fee-paying Members of the CCE: EUR €400 per person
- Non-Members: EUR €450 per person

The registration fee includes:

- *Evening reception for registered event*
- *Coffee breaks and refreshments for registered event*
- *Meeting package including conference facilities and hand-outs for registered event*
- *Distribution of pre and post conference documents for registered event*
- *Access to the networking platform and FCI App*

[**Click here to book**](#)

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

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

Please register by 28 February at the latest.

CANCELLATIONS

Any change or cancellation **MUST** be made in writing.

- FCI accepts cancellations before or on 20 February without penalty. For cancellations received after 20 February 2023, the full registration fee is due.
- There will be no charges for name changes

Programme details or the actual organization of the event are subject to changes depending on the number of participants. A final programme and confirmation will be sent to the participants 7 calendar days before the event.



LOCATION

Zagreb, Croatia's northwestern capital, is distinguished by its 18th- and 19th-century Austro-Hungarian architecture. At its center, Upper Town is the site of the Gothic, twin-spired Zagreb Cathedral and 13th-century St. Mark's Church, with a colorfully tiled roof. Zagreb is an international trade and business centre, as well as an essential transport hub placed at the crossroads of Central Europe, the Mediterranean and the Southeast Europe.

HILTON GARDEN INN ZAGREB

Radnička cesta 21, 10000, Zagreb, Croatia

Tel: +385 1 6042 730

Hilton Garden Inn Zagreb offers modern rooms and pays special attention to comfort, with decoration and carefully selected details giving focus to the rest and creative work of each guest. In addition to a spacious bedroom and modern bathrooms, you also have a mini fridge to fill with your favourite sweets or cool your favourite drink. Free high-speed internet is available in all rooms and all hotel areas.

Accommodation prices:

- Standard room per night - EUR 125

Room rate includes accommodation in a Standard room for one person with buffet breakfast, HSIA (high-speed internet access) in the room and hotel, and access to the fitness studio. All rates are inclusive of VAT. City tax in the amount of 12 HRK per person per night is not included.

Parking:

- 10 HRK (EUR 1.32) per hour
- 100 HRK (EUR 13.27) per day

Please book your hotel accommodation via the Hilton Garden Inn website [here](#).

Please note: All accommodation must be booked by the registered attendee or the registered attendee's company. FCI will not be booking any rooms on behalf of attendees. Accommodation is not included in the ticket price for the conference.

TRANSFER

Franjo Tuđman Airport Zagreb is situated approximately 12km away from the Hilton Garden Inn Zagreb. You can book a taxi or buy a ticket for the buss to travel from the airport to the hotel.

CONTACT US

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





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 setup 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 or contact fci@fci.nl

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About FCI Academy



Education is a key element for the future development and professionalisation of the factoring & receivables finance industry. **FCI Academy** constitutes the most complete education programme on Factoring & Receivables Finance, providing a wide range of globally recognised and accredited educational offerings that aim to support personal, corporate and market development globally.

FCI Academy in numbers:

- 13,000+ students who have successfully completed FCI Academy online courses
- 3,200+ delegates join FCI workshops and webinars on various topics
- 54 years of accumulated knowledge to create a complete educational offering

For more information, visit www.fci.nl/academy

Follow us on [LinkedIn](#)

About our Partners



European Bank
for Reconstruction and Development

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 €170 billion in more than 6,400 projects.

The EBRD, owned by 71 countries, as well as the European Union and the European Investment Bank The EBRD, is supporting the development of market economies and democracies.

Our values:

A clearly defined set of standards governs all our work as we strive to develop a healthy investment climate and promote environmentally and socially sound and sustainable development.

For more information, visit www.ebrd.com
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**CROATIAN
CHAMBER OF
ECONOMY**

The Croatian Chamber of Economy is the largest business network in Croatia that promotes the interests of its members before state authorities and connects key sectors of the Croatian economy through a system of county chambers, communities and associations, international representative offices and membership in international chambers.

Focusing on its members, the Chamber provides a wide range of services aimed at strengthening the capacity of Croatian entrepreneurs and increasing the competitiveness of the entire economy.

For more information, visit www.hgk.hr
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About our Gold Sponsors



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

About our Gold Sponsors



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

For more information, visit www.efcom.de



Qualco Group is a leader in designing and delivering technology solutions and tech-driven services, aiming to optimise the finances of businesses and individuals.

For more information, visit www.qualco.eu

For information on sponsorships or partnerships, please contact Betül Kurtulus, FCI Regional Director, at kurtulus@fci.nl or Tanya Naysmith, Marketing Officer, at naysmith@fci.nl.

About our Silver Sponsors

COMARCH

Comarch was founded in 1993 in Kraków, Poland and it's been listed on the Warsaw Stock Exchange since 1999. It's one of the biggest IT companies in Europe and carries out projects for the leading Polish and global brands in the most important sectors of the economy, including telecommunications, finance, banking, insurance, trade and services, infrastructure, public administration, industry, healthcare, and in the sector of small and medium-sized enterprises. With products such as Comarch Cloud Factoring and Comarch Factoring Platform, it provides bank and factoring institution customers with an accessible and functional receivables financing experience that is scalable to the current requirements of their business.

For more information, visit www.comarch.com



LENSCAPE

Landscape is the world's leading technology vendor for all forms of secured finance. With over 45 years of experience and in-depth industry understanding, our dynamic team has designed, developed, and delivered secured lending technology to over 50 markets and some of the world's most prestigious banking and financial services providers.

Our secured lending platform, Landscape, supports a range of working capital and asset finance solutions such as factoring, invoice discounting, supply chain finance, asset-based lending as well as asset finance and many other forms of specialist finance.

For more information, visit www.landscape.com.



As the 4th bank on the Croatian financial market with head office in Split, we offer a complete portfolio of banking services country-wide in six business centres through the network of 111 branches and 440 ATM's. OTP banka is a part of a strong and reputable financial group stemming from the strongest Hungarian Bank, presently the fastest growing banking group in Central and Eastern Europe. OTP Group operates in eleven countries in the Central and Eastern Europe. OTP bank's overall strategy and undertaken activities are driven by our clients' benefits and interests. We are focused on further development and progression of our business activities, with permanent digitalisation of all our processes, services and products. Besides that, we set a goal to incorporate sustainability throughout all our activities.

For more information, visit www.otpbanka.hr

About our Supporting Partners

INSTITUTIONAL PARTNERS



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