FCI

Facilitating Open Account – Receivables Finance

EUFederation

Factoring & Commercial Finance

A JOINT INITIATIVE OF FCI & EUF

8th EU Factoring Summit

Hyatt Regency Cologne, Germany

20-21 April 2023



Gold Sponsors

codix

COMARCH

Silver Sponsors

LENDSCAPE

Lenvi



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 Eight Summit is a unique opportunity for Industry Leaders to network and address topics that really matter for the Factoring Industry.

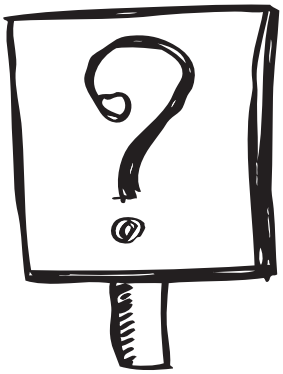
The programme will address the latest updates, promoting and celebrating the impact of the Factoring and Commercial Finance Industry which supports the real economy and employment in Europe.

- Get an update on the most recent evolutions on the European Factoring scene, both in terms of figures and products offered.
- Learn how sustainability and ESG impacts the factoring and Credit Insurance Industry?
- What does the factoring industry look like in Germany?
- What roused the factoring industry in 2022? Report from EUF Technical Committees.
- What are the revisions made by the EU Commission on late payment directive?
- The impact of e-invoicing, PSD revision and future EU initiatives in open finance?
- EBA point of view on Sustainability and ESG
- What are the views on the future of factoring from senior executives ?

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.

For more information, visit https://euf.eu.com
Follow us on LinkedIn

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
Follow us on LinkedIn | Facebook | Twitter

Conference Programme Thursday 20 April 2023 : 13:30 - 22:30

13.30-14.00	Welcome Coffee & Registration
14.00-14.10	Opening of the Summit By EUF Chairman, Mr. Fausto Galmarini
14.10-14.40	Welcome to Germany By Prof. Hartmann-Wendels, University of Cologne, Germany
14.40-15.00	The Factoring Industry in Europe in 2022 - Preliminary Statistics and Figures By Mrs. Magdalena Barczak, Chairwoman of the Economic and Statistics Committee
15.00-15.30	Factoring in Germany: An Update By Mr. Michael Menke, Member of the Board, Deutscher Factoring-Verband e.V. (DFV)
15.30-16.00	Coffee Break
16.00-16.30	Presentation on e-invoicing, PSD Revision and Future EU Initiatives on Open Finance By Mrs. Fratini Passi, Managing Director, CBI, Italy
16.30-17.15	What kept us awake at night in 2022: report from Legal and Prudential *Reports from the EUF Legal Committee and the EUF Prudential Risk Committee, focussing on inter alia developments in the areas of supervisory harmonisation, 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&A.* • Mr. Diego Tavecchia, Chairman of the EUF PRC Committee • Mrs. Magdalena Wessel, Chairwoman of the EUF Legal Committee
17.15-17.35	Presentation from the Gold Sponsors **CODIX** by Mr. Philipp Schmindinger, Head of German Branch **COMARCH** by Mr Karol Lezzczynski, Factoring Product Development Manager
17.35	Close of Day 1
19.00-22.00	Networking Dinner at Fruh Am Dom

Conference Programme Friday 21 April 2023: 09:00 - 14:00

09.00-09.20	EU Banking Sector Asset Quality & Market Developments in Non-Performing Loans (NPL) By Mr. Gaetano Chionsini, Head of Statistics, EBA

09.20-10.00 **Panel Discussion on Sustainability and ESG: the view from the Factoring and Credit Insurance Industry**

Chaired by Mr. Fausto Galmarini, Chairman of the EUF

Panelists:

- Mr. Dirk Hagener, Director Group Marketing & Communication, Atradius, Netherlands
- Mr. Wolfgang Reiser, CEO, BNP Paribas Factor GmbH, Germany
- Mr. Guglielmo Santella, Head of Communications and ESG - MMEA, Allianz Trade, Italy
- Mr. Christian Stoffel, CCO Northern Europe Region, Coface, Germany

10.00-10.20 **Building a Responsible Payment Culture in the EU: improving the Late Payment Directive**

By Mr. Roberto Zavatta, Economisti Associati

10.20-10.50 Coffee Break

10.50-11.15 **Mass Media, Financial Regulation and CRR Reform**

By Mr. Vincenzo Farina, Coordinator, EU Federation

11.15-11.45 **Presentation on The Sustainable Supply Chain Finance Opportunity**

By Mr. Luca Gelsomino, Academic Director, the Supply Chain Finance Community

11.45-12.30 **Panel Discussion on Where will we be by 2030?**

- What major change do you see in the industry's legal and regulatory landscape in the various EU countries?
- What does the future of e-invoicing and digitalisation in factoring look like?
- How would SCF evolve in the EU, following the recent fraud cases?
- How will the EU would look post the Russian-Ukrainian war?
- How much longer would interest rates increase and what will be the outcome?

Chaired by Mr. Peter Mulroy, Secretary General, FCI

Panelists already confirmed:

- Mr. Kevin Day, CEO, Lendscape, UK
- Mr. Mikko Malminen, Senior Manager, Transaction Banking, OP Corporate Bank, Finland
- Mr. Aurélien Viry, CEO, Société Générale Factoring, France

12.30-12.50 **Closing remarks**

By FCI Chairwoman, Ms. Daniela Bonzanini
By EUF Chairman, Mr. Fausto Galmarini

12.50-14.00 End of the Conference and Networking Lunch

LOCATION

The Summit will take place at the Hyatt Regency Cologne, Germany.

With views of Cologne Cathedral, Old Town and the Rhine River, Hyatt Regency Cologne is perfect for your trip to Cologne. Centrally located and next to the Cologne fair, guests enjoy exclusive service, spacious rooms and diverse cuisine. The innovative Meeting Campus is ideal for meetings and conferences. The Deutz train station is within easy walking distance.

TRANSFER

FROM THE AIRPORT COLOGNE/BONN (CGN)

- By train ca. 12 min (ca. € 3)
- by taxi ca. 20 min (ca. € 35)

FROM THE TRAIN CENTRAL STATION

- By train ca. 10 min (ca. € 2)
- By taxi ca. 10 min (ca. € 10 Euro)
- On foot ca. 10 min via Hohenzollern Bridge. The Hotel is located on the right side after the bridge.

Hyatt Regency Cologne
Kennedy-Ufer 2A,
Cologne, 50679
Germany
Tel: +49 (0) 221 8281 234

ROOM RATES

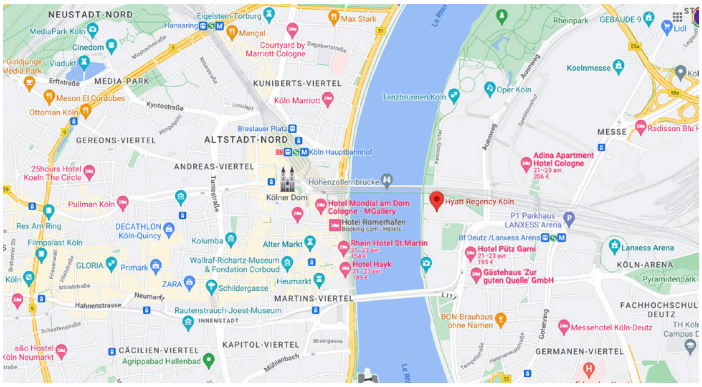
Room including breakfast*:

Single use	€209
Double use	€234

The price is per room, per night, inclusive of breakfast and VAT. Cultural tax is not included and can be avoided by filling out the official form.

Please book your hotel room by calling the reservation department on + 49 (0) 221 8281 234. **Ask to book for the FCI event with the reservation number XVBA**. This needs to be mentioned to benefit from the above rate. You will need to provide a valid credit card. Please book your room **before 17 March 2023** to benefit from this rate.

To be exempted of the culture tax of 5%, the employer needs to fill in a certificate either online here or by filling in this document (and bring it with you).









REGISTRATION FEE

FCI-EUF Members (and EUF members' member € 450 per person
Non-Members € 700 per person
+ VAT 21% if applicable

For registration, please click here

REGISTRATION FEE INCLUDES

- Meeting package including conference facilities and hand-outs
- Distribution of pre and post conference documents
- Group lunch, coffee breaks and refreshments
- Group dinner on 20 April
- Acces to the networking App

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

REGISTRATION DEADLINE

29 March 2023

INFORMATION

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

T: +31 20 6270 306

E: fci@fci.nl or info@euf.eu.com

CANCELLATION POLICY

Any changes or cancellations MUST be made in writing.

- All cancellations received before 21 February 2023 will qualify for a full refund.
- All cancellations received between 22 February and 1 April 2023 will qualify a 50% discount.
- No refund is possible under any circumstances for cancellations received after 1 April 2023: 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.



About our Gold Sponsors

CCODIX is an international software company, which has developed iMX – the event-driven enterprise management system. iMX an all-in-one software package for any kind of commercial finance activity: Factoring (traditional, reverse, international), Purchase Order Finance, Invoice Discounting (ID), ABL, Inventory Finance, Supply Chain Finance, Credit Insurance, Loans, Leasing, etc.

CODIX now operates in 16 countries and its top-level multi-disciplinary team of over 890 professionals is dedicated to the implementation, maintenance and constant evolution of the company's unique product – iMX. With full multilingual and multicurrency abilities, and based on the latest available technologies, iMX includes all the most advanced business functionalities to cover any need of a commercial finance company. The software is currently used in 28 languages by more than 50 000 users in 50 countries.

For more information, visit www.codix.eu

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

Our Media Partners

About our Silver Sponsors

Cash flow is the lifeblood of all businesses, and at Lendscape, we work to support and improve SME finance globally, through technology partnerships, collaboration and innovation. Award-winning Lendscape is a leading technology vendor for secure lending, currently deployed by over 100 finance providers across the UK, EMEA, North America, APAC, and Sub-Saharan Africa. Our vision is to develop new capabilities that support secured business lending by streamlining banks' and lenders' systems and reducing risk, whilst simplifying and accelerating "invoice to funding" time. Lendscape is a cloud-first business process management solution for factoring, invoice finance, supply chain finance and asset finance. Our customer portfolio spans over 50 markets and includes some of the world's greatest brands in banking and financial services.
For more information, visit https://www.lendscape.com

Founded in 2023, Lenvi is a fintech specialising in B2B consumer and commercial lending software and solutions. It combines global expertise, market insight and end-to-end services to provide loan management software, risk management software, mortgage and loan servicing, standby servicing, and Know Your Customer (KYC). Lenvi is part of Equiniti and was formed from EQ Credit Services, EQ Riskfactor and EQ KYC Solutions.
For more information, visit https://equiniti.com/uk/about/