



Facilitating Open Account – Receivables Finance



A JOINT INITIATIVE OF FCI & EUF

9th European Factoring Summit

Raiffeisen Bank International, Vienna, Austria

21-22 March 2024



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

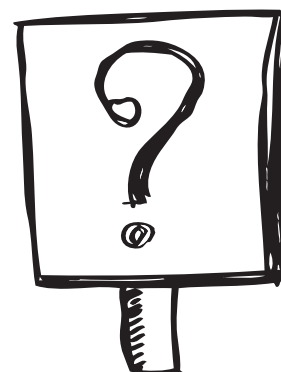
The programme will address the latest updates, promoting and celebrating the impact of the Factoring and Commercial Finance Industry which supports the real economy and employment in Europe.

- Get an update on the most recent evolutions on the European Factoring scene, both in terms of figures and products offered.
- Factoring towards International Commerce
- What does the factoring industry look like in Austria?
- What roused the factoring industry in 2023? Report from EUF Technical Committees.
- Panel discussion on the Late Payment Regulation?
- How is the future seen by senior executives?
- Factoring for sustainable development
- Factoring in the age of AI

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 21 March 2024 : 13:30 - 22:00

- | | |
|-------------|---|
| 13.30-14.00 | Welcome Coffee & Registration |
| 14.00-14.10 | Opening of the Summit
By EUF Chairman, Mr. Fausto Galmarini |
| 14.10-14.45 | Welcome to Austria
By Dr. Franz Rudorfer, Senior Head of Banking, Austrian Economic Chamber, Austria |
| 14.45-15.05 | The Factoring Industry in Europe in 2023 - Preliminary Statistics and Figures
By Mrs. Magdalena Barczak, Chairwoman of the Economic and Statistics Committee |
| 15.05-15.20 | Factoring in Austria: An Update
By Mr. Sebastian Erich, President, Österreichischer Factoring Verband, Austria |
| 15.20-15.50 | Coffee Break |
| 15.50-16.45 | What kept us awake at night in 2023: report from Legal, Prudential and ESG
<i>Reports from the EUF Committees focussing on inter alia developments in the areas of ESG, supervisory harmonisation, late payments and default as well as the EU-wide implementation of Basel III including credit insurance as credit risk mitigation techniques, ESG, followed by Q&A.</i> <ul style="list-style-type: none">• Mr. Antoine de Chabot, Chairman of the EUF ESG Committee• Mr. Diego Tavecchia, Chairman of the EUF PRC Committee• Mrs. Magdalena Wessel, Chairwoman of the EUF Legal Committee |
| 16.45-17.00 | Factoring towards International Commerce: UNIDROIT Model Law on Factoring
By Mr. Ignacio Tirado, Secretary-General, UNIDROIT |
| 17.00-17.45 | Panel Discussion: Digital evolution in Trade and Commercial Financing and what to expect from the future
Moderated by Betül Kurtulus, Regional director CEE, SEE and the Middle East, FCI
Panellists: <ul style="list-style-type: none">• Mr. Rudolf Putz, Head Trade Facilitation Programme (TFP), EBRD• Mr. Karol Leszczynski, Factoring Product Development Manager, Comarch, Poland• Mr. Patrick Scharwenka, Chief Product Officer, Navax, Austria• Mr. Dirk Fehring, Senior Director SCF, Group Transaction Banking, Raiffeisen Bank International |

17.45-17.55	Presentation from Codix Mr. Philipp Schmidinger, Head of Codix Germany, CODIX
19.00-22.00	Networking Dinner at Stadtwirt

Conference Programme Friday 22 March 2024: 09:00 - 14:00

09.00-09.30	Panel on Factoring for Sustainable Development Moderated by Mr. Antoine de Chabot, Chairman of the EUF ESG Committee Panellists: <ul style="list-style-type: none">• Mr. Othmar Karas, Member of the European Parliament• Mr. Fabien Le Tennier, Policy Expert, Sustainable Finance, EBA• Mr. Pierre-Olivier Maes, International Development and Sustainability Manager, BNP Paribas Factoring, France• Mr. Aurélien Viry, CEO, Société Générale Factoring, France
09.30-09.45	The Outlook on the Economy, trends & developments Mrs. Dorota Strauch, Deputy Head of Economics Department & CEE Coverage Lead, Raiffeisen Research, Austria
09.45-10.00	EU Commission Proposal for Late Payment Regulation: Rationale and Expectations Ms. Antonella Correra, Senior Policy Officer, European Commission
10.00-10.45	Panel discussion on Late Payment Regulation Moderated by Mrs. Magdalena Wessel, EUF Vice-Chair, Chairwoman of the EUF Legal Committee Panellists: <ul style="list-style-type: none">• Mr. Niccolo Ciulli, Adviser, Competitiveness and Commercial Relations, EuroCommerce• Ms. Antonella Correra, Senior Policy Officer, European Commission• Mr. Christian Hausherr, Chair of GSCFF, Product Manager for SCF, Deutsche Bank• Dr. Agnes Balthasar-Wach, Consultant Department of Legal Policy, Austrian Economic Chambers (WKO), Austria

10.45-11.15	Coffee Break
11.15-11.45	Upcoming changes in the area of AML/CFT By Dr. Joachim Kaetzler, Partner, CMS Hasche Sigle
11.45-12.00	Factoring & Supply Chain Finance in the Age of AI: Opportunities and Challenges By Mr. Prof Federico Caniato, Politecnico di Milano, Italy
12.00-12.45	Panel Discussion on Where will we be by 2030? <ul style="list-style-type: none">• Partnership with Bank & Fintech,• Marketplace• Syndication of Factoring Chaired by Mr. Neal Harm, Secretary General, FCI Panellists: <ul style="list-style-type: none">• Mr. Kevin Day, CEO, Lendscape• Mr. Stefano Giovannone, Head of Commercial Banking Products, Corporate & SME Department, Intensa Sanpaolo, Italy• Mr. George Karagiannopoulos, CEO, Eurobank Factors Single Member, Greece• Mr. Ian Miller, Senior Consultant, Lenvi Riskfactor
12.45-13.00	Closing remarks By FCI Chairman, Mr. Çagatay Baydar
13.00-14.00	End of the Conference and Networking Lunch



LOCATION

The Summit will take place at Raiffeisen Bank International in Vienna, Austria.

Adjacent to the Stadtpark, it's 16 minutes from the airport. Walk 12 minutes to St. Stephen's Cathedral or explore the Naschmarkt, just 2.5 km from our door.

Raiffeisen Bank International

Am Stadtpark 9,
1030 Vienna
Austria

Suggested hotel 300 meter from the Bank:

Hilton Vienna Park. We have negotiated for attendees 15% discount on public rate. Please book through a special booking link [here](#).

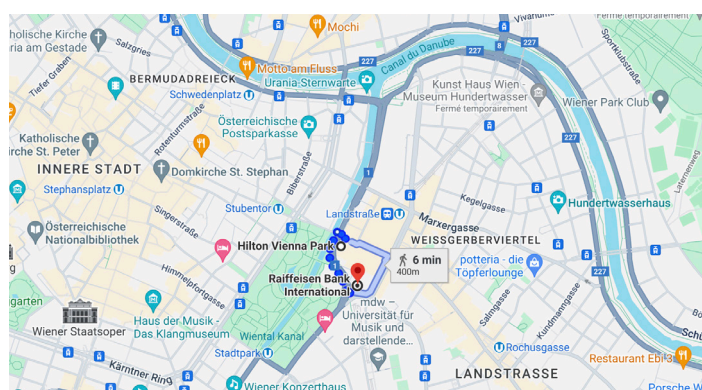
TRANSFER

FROM THE AIRPORT VIENNA

- 18 km

Hilton Vienna Park

Am Stadtpark 1
Vienna, A - 1030,
Austria



REGISTRATION FEE

FCI-EUF Members (and EUF members' member) € 450 per person

Non-Members € 700 per person

+ VAT 21% if applicable

Attendees registering to the [Masterclass: De-risking SCF through Digitalisation](#)

taking place on 21 March in the morning, can receive 25€ discount on the masterclass by using the discount code received by email while registering to the European Summit. If you forget to use the discount code, you won't have the discount.

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 21 March
- Access to the networking App

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

REGISTRATION DEADLINE

1st March 2024

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 January 2024 will qualify for a full refund.
- All cancellations received between 22 January and 1 March 2024 will qualify a 50% discount.
- No refund is possible under any circumstances for cancellations received after 1 March 2024: 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.

Programme details or the actual organization of the event is 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. In case of cancellation of the event, there will be a full refund of already paid registration fees.



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About our Gold Sponsors



CODIX 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 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

About our Gold Sponsors



LENSCAPE

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 1995, Lenvi Riskfactor is a global portfolio management solution for the receivables finance industry. It is used by lenders to manage in-life risk and reduce the cost managing a portfolio.

Our unique risk metrics analyse your portfolio and instantly highlight any unusual behaviour so that you can take action and investigate the highest risk accounts. The technology improves efficiency across your business and greatly improves existing risk management processes saving you time and helping you to grow your portfolio. For more information visit - <https://www.lenvi.com/solutions/risk-management-software/>

About our Silver Sponsor



Finwave is a FinTech Company specialized in vertical solutions for the financial market and develops end-to-end projects in the fields of factoring, leasing, consumer credit, UTP/NPL, securities, banking, funds, wealth management, compliance.

It is made up of 5 divisions which, through latest generation proprietary platforms and integrated teams of specialists, create advanced IT ecosystems capable of responding to any need for automation, process optimization, security, saving and increased competitiveness of premium organizations.

We support financial and credit institutions, asset management companies, funds, custodian banks, of every size and organizational complexity, in a modular and scalable digital transformation process, offering constant and personalized technical and consultancy support. Finwave is a strategic asset of Apax Partners, a global leader in investments in high-potential companies in the information technology field and today it is a company with over 500 collaborators and a turnover of over 50 million €. For more information visit - <https://www.finwave.it/en>

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