FCI

Facilitating Open Account – Receivables Finance

REGIONAL CONFERENCE

15TH CEE & SEE REGIONAL CONFERENCE ON FACTORING & SUPPLY CHAIN FINANCE

24-25 October | Grand Hotel Prague Towers, Prague, Czech Republic



IN PARTNERSHIP WITH

česká leasingová a finanční asociace

European Bank for Reconstruction and Development

INSTITUTIONAL PARTNERS

BACEE Banking Association for Central and Eastern Europe

EUFederation Factoring & Commercial Finance

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About the event

FCI, in partnership with EBRD and the Czech Leasing and Finance Association, has organised the 15th CEE & SEE Regional Conference on Factoring & Supply Chain Finance, taking place on 24-25 October in Prague, focusing on Central and South-Eastern Europe.

The conference will allow participants to network in person and discuss the region's latest developments in factoring and receivables finance.

Leading industry experts from across the region will cover a wide range of topics, including market growth and competition, economic and geopolitical factors, regulatory changes and compliance, financial inclusion, digitisation and technology integration, the impact of AI on customer experience and service quality, risk management and credit insurance, access to trade finance for small and medium-sized enterprises (SMEs), supply chain finance integration, and sustainability and green factoring.

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
- Specialised banks and financial institutions
- Consulting firms
- Official organisations
- 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

THURSDAY 24 OCTOBER 2024 | 13:00 - 22:00

13.00 - 13.30 **Registration and Welcome Coffee**

13.30 - 13.50 **Welcome Remarks**
Mr. Çagatay Baydar, Chairman, FCI; Chairman, TEB Faktoring, BNP Group, Turkey
Mr. Tomáš Nidetzký, Chairman of the Board of Directors of the National Development Bank (NRB)

13.50 - 14.15 **The State of the Economy in Central and Eastern Europe (CEE) & Q&A**
Join us for an insightful discussion on the current state of the CEE economy. Explore the macroeconomic and geopolitical challenges shaping the region and discover strategies to strengthen CEE as a resilient trade and supply chain hub. This session offers valuable perspectives on navigating and thriving in this economic landscape.
Mr. Vít Mikušek, Macroeconomic Analyst, Raiffeisen Bank, Czech Republic

14.15 - 14.40 **Overview of the World Factoring Industry and FCI**
This will feature the latest evolution of factoring in the world and the power of FCI. A focus will be done on the advantages of the FCI platform edifactoring while highlighting our powerful products including POM, RESCUE, Invoice verification...
Mr. Neal Harm, Secretary General, FCI

14.40 - 15.05 **Adapting to Regulatory Evolution: Implications and Strategies for the Region Trade**
The European Federation for Factoring and Commercial Finance (EUF) has done impressive work in defending the Factoring Industry in Europe. It includes NDoD, Late Payment Regulation, Late Payment Directive... Its Chairman will update the audience with the latest initiatives and developments for the Factoring Industry.
Mr. Fausto Galmarini, Chairman, EU Federation

15.05 - 15.50 **Panel Discussion on Essentials for Building Strong and Resilient Factoring and Supply Chain Models: What More is needed in the CEE & SEE Region**
We will explore the unique requirements of the Central and South East European markets, with experienced professionals from the region sharing their insights on the critical steps necessary to establish robust factoring and supply chain finance models tailored to the local landscape. This is a must-attend discussion for anyone looking to gain valuable strategies and knowledge to drive business success and resilience in these dynamic and evolving markets.
Moderator: Mr. Jens Hoter, Branch Manager, Crédit Agricole Leasing & Factoring SA, Germany
Panellists:
- **Mrs. Rada Savic, GTB Directorate Director, OTP Banka Srbija**
- **Mr. Dilawar Khan, Managing Director - Head of Supply Chain Finance, MUFG Bank, UK**
- **Mr. Karel Nováček, CEO, Factoring České spořitelny, Czech Republic**

15.50 - 16.00

Empowering SME Financing through Digital Transformation: The Role of Invoice Registration System in Fraud Prevention and Export Financing

Financial institutions need to strategically plan their investments to align with a comprehensive digital transformation strategy, driven by shifting customer expectations, emerging trends, and regulatory demands.

One essential component of this strategy is the implementation of Invoice Registration Systems. These systems, which begin with domestic applications, are crucial for enhancing SME access to finance and advancing the financial ecosystem. The Invoice Registration Center plays a pivotal role by facilitating faster and more diverse financing channels beyond traditional methods, particularly when supported by legal frameworks in the countries where they are deployed.

Mr. Neil Shonhard, CEO, MonetaGo

16.00 - 16.30

Coffee Break & Group Photo

16.30 - 17.10

Panel Discussion on Navigating New Trade Horizons: CEE's Path to Emerging Markets

Industry leaders will explore the exciting opportunities for Central and Eastern Europe in expanding export frontiers. We'll delve into the potential of emerging markets in Sub-Saharan Africa, Central Asia, and Ukraine, and discuss how collaborations with FCI, its members, and partners can unlock new trade possibilities. This session is for anyone looking to broaden their market reach and capitalise on the growing trade potential in these dynamic regions.

Moderator: Mr. Çagatay Baydar, Chairman, FCI; Chairman, TEB Faktoring, BNP Group, Turkey

Panellists:

- **Mrs. Irina Tyan, Principal Banker – Trade Facilitation Programme, EBRD**
- **Mrs. Lina Iyok, Manager Trade Finance, African Export-Import Bank, Egypt**
- **Mr. Aleksey Nikiforovich, Regional Lead, Europe, Central Asia and Turkey, Trade and Supply Chain Finance, International Finance Corporation (IFC)**



17.10 - 17.40

Panel Discussion on Leveraging Tradetech: Innovations and Collaborations Shaping the Future of European Trade Finance

This session will explore next-generation strategies in factoring and supply chain finance, highlighting the role of advanced technologies in revolutionising the industry. Learn from experts about the cutting-edge innovations and collaborative approaches that are driving the future of trade finance across Europe. This is an essential session for those eager to stay ahead in the evolving digital landscape of European trade.

Moderator: Mr. Neal Harm, Secretary General, FCI

Panellists:

- **Mr. George Koukis, International Business Development Director - Factoring & SCF, Qualco**
- **Mr. Karol Leszczyński, Product Development Manager, Comarch**
- **Ms. Almila Arikan Sarbanoglu, Director Working Capital - Receivables Finance, Kyriba**

17.40 - 17.50

Presentation by Gold Sponsor - CODIX

Mrs. Claudia Perri, Sales Director, CODIX

17.50 - 17.55

Day 1 Closing Remarks

19.30

Evening Reception/Dinner at Vinohradsky Parlament restaurant

FRIDAY 25 OCTOBER 2024 | 09:00 - 14:00

09.00 - 09.15

Presentation on Credit Insurance Update

Mrs. Gabriela Janeckova, Factors Banks and Structured Finance Manager, Coface, Czech Republic

09.15 - 10.00

Panel Discussion on Fraud and Risk Management in Receivables Finance

In this panel discussion, seasoned professionals will explore alternative solutions to tackle fraud in the industry. This session will include a review of recent fraud cases within the sector and the valuable lessons learned from FCI members. Gain practical knowledge and strategies to strengthen your approach to risk management and protect your business from potential threats. This is a must-attend session for those committed to safeguarding their receivables finance operations.

Moderator: Mr. Marcel Burtscher, Executive Board Member, Raiffeisen Factor Bank AG

Panellists:

- **Mr. Federico Avellán Borgmeyer, Chief Partner Officer, efcom**
- **Mr. Ian Miller, Senior Consultant, Lenvi RiskFactor**
- **Mr. Willy Burkhardt, CEO, Finwave**

10.00 - 10.10

Presentation from FCI Academy

Mrs. Aysen Cetintas, Education Director, FCI

10.10 - 10.20

Update on FCIreverse Factoring Offerings

Discover how FCI platforms empower members to perform reverse factoring transactions with ease and efficiency. You'll have the opportunity to learn first-hand how to initiate reverse factoring and take full advantage of these powerful tools. This session is ideal for those looking to leverage the benefits of reverse factoring within the FCI network.

Ms. Monica Fernandes Barbero, Chairwoman of FCI SCF Committee, International Factoring & SCF Manager, CaixaBank

10.20 - 10.55

Update on Islamic International Factoring

Since 2019, FCI, in collaboration with a dedicated working group and the ITFC, has crafted the Supplemental Agreement for Islamic International Factoring. This agreement opens up new business opportunities for FCI members within the Islamic world. Learn how signing this agreement can enable you to tap into this expanding market and explore the potential it holds for your business.

Moderator: Mrs. Betül Kurtulus, Regional Director Europe & Middle East, FCI

Panellists:

- **Mr. Basel Al Hussein, Senior Manager - Advisory, International Islamic Trade Finance Corporation (ITFC)**
- **Mr. Andrew Pierce, Managing Director, Head of Origination & Structuring - Securitised Products, MUFG Bank, UK**

10.55 - 11.25 **Coffee Break**

11.25 - 12.10 **Panel Discussion on Sustainable Finance in SME lending, new Trends in Trade Finance in Emerging Markets of CEE & SEE**

A panel of industry experts will explore the evolving strategies that are bridging trade finance gaps and driving liquidity and growth in the Central and South Eastern European region. Industry experts will share insights into the latest trends in sustainable finance and how these innovations are supporting SMEs in emerging markets. This is a must-attend session for those looking to uncover opportunities for sustainable growth.

Moderator : Mr. Deepesh Patel, Director - Partnership & Marketing, Trade Finance Global

Panellists:

- **Mr. Petr Luzar, Head of Corporate SME, VUB Banka, Czech Republic**
- **Mrs. Elif Nalbantoglu Çelebi, Regional Supply Chain Finance Manager, SME Finance Development, EBRD, UK**
- **Mr Mete Önol, Board Member, Tam Finans Faktoring, Turkey**

12.10 - 12.40 **Panel Discussion on ESG and Green financing**

This session will explore the growing demand from clients for sustainable finance solutions. As environmental, social, and governance (ESG) considerations become increasingly vital, market leaders will share best practices and strategies for integrating green financing into your offerings.

Moderator: Mr. Wayne Mills, Founder & Managing Director, Atom Advisory Limited

Panellists:

- **Mrs. Nana Khurodze, Associate Director - Trade Facilitation Programme, EBRD**
- **Mr. Petr Fiala, Head of Transaction Banking, Raiffeisen, Czech Republic**

12.40 - 12.55 **Q&A session**

12.55 - 13.00 **Concluding Remarks**

Mr. Neal Harm, Secretary General, FCI

13.00 - 14.00 **Networking Lunch**

DRESS CODE

Smart casual clothing.

REGISTRATION

Conference

- FCI, EBRD or Czech Leasing and Finance Association Members: €300 per person
- Non-Members: €350 per person

Registered conference attendees qualify for a discount on the Workshop on Legal Matters in Factoring & Supply Chain Finance. To be eligible, you must first register for the conference. A discount code for the workshop will be included in your conference registration confirmation, and the discount will only be applied when this code is used.

The registration fee includes:

- *Evening reception for registered event*
- *Coffee breaks and refreshments as noted in the agenda for registered event*
- *Access to 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 10 October 2024 at the latest.

CANCELLATIONS

Any changes or cancellations MUST be made in writing to fci@fci.nl.

- All cancellations received 2 months before the beginning of the event will qualify for a full refund
- All cancellations received between 2 months and 3 weeks before the beginning of the event will qualify for a 50% refund
- No refund is possible under any circumstances for cancellations received three weeks before the beginning of the event: 100% of the registration fee will be due as cancellation fee.

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

Prague is the capital and largest city of the Czech Republic and the historical capital of Bohemia. Situated on the Vltava river, Prague is home to about 1.4 million people. Prague is a political, cultural, and economic hub of Central Europe, with a rich history and Romanesque, Gothic, Renaissance and Baroque architectures.

GRAND HOTEL PRAGUE TOWER

Kongresová 1,
140 69 Praha 4
Czech Republic
Grand Hotel Prague Tower is a well-known 5-star Prague hotel since 1988. It has spacious rooms with the best views of the city, wide range of services and 25 conference rooms.

Accommodation:

FCI negotiated a discount on accommodation in the Grand Hotel Prague Tower, to receive 15% discount on the public price, please use the discount code ***IG15***

Please book your hotel accommodation 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

Prague Airport is situated approximately 25km away from the Grand Hotel Prague Towers. You can book a taxi or buy a ticket for the bus 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.



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 to400 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 correspondentfactoring volume.

FCI is a non-exclusive organisation, 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 memberscooperate as export and import factors
- EDUCATE: FCI promotes and develops best practices in both domestic and international factoring andrelated 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
Follow us on LinkedIn | Facebook

About FCI Academy

Learn from the Global Leaders of Receivables Finance

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



The Czech Leasing and Finance Association (CLFA) is an interest-based association of financial institutions providing financial services in the Czech Republic in the field of financial and operating leasing, loans for households and businesses and factoring. Since its foundation in 1991, it has been promoting their common interests.

CLFA is also a partner of the state authorities in the preparation of new legislation, addressing issues of the relevant sectors of the financial market and promotes the implementation of the code of ethics of member companies. It is also a member of a number of international financial federations such as Leaseurope, Eurofinas and EUF. It currently has 34 members.

For more information, visit www.clfa.cz
Follow us on LinkedIn



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
Follow us on LinkedIn | Facebook | Twitter

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 780professionals is dedicated to the implementation, maintenance and constant evolution of the company's uniqueproduct – 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

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

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efcom is a leading provider of receivables finance solutions and serves more than 50 renowned factoring institutions and banks in over 15 countries. Our customers process a factoring volume of 200 billion euros with our software–this is one of the largest volumes in the whole Europe.

We stand for scalable software solutions from the cloud that can be used at any time, from anywhere and from all devices. We also offer maximum security, use the latest technologies such as AI and blockchain and have innovative features engineered in Germany. Finally, our solutions are also able to implement Sharia-compliant financial processes in the area of Islamic factoring.

For more information visit - www.efcom.de/en/factsheets

About our Gold Sponsors

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 €.

Visit our website: https://www.finwave.it/en

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/

QUALCO is an international Fintech solutions provider that enables clients in over 35 countries to realize value through the provision of operational platforms, data insights, digital experiences, and domain knowledge.

Streamline and scale your end to end Receivable and Payable Finance operations

Our technology comprises enterprise-class, highly scalable, end-to-end software solutions that help our clients automate, streamline and standardise their operations. We make sense of your data by bringing predictive insights to your decisions to constantly improve results.

ProximaPlus: A comprehensive, modular platform for Factoring and Supply Chain Finance

ProximaPlus is a modular, end-to-end Factoring and Supply Chain Finance (SCF) platform to manage the Receivables Finance business. It streamlines operations and minimises the time and cost of new factoring products implementations by combining the flexibility required by business users with the efficiency required by administrators.

Kyberas: Invoice Reconciliation & Dynamic Discounting

Kyberas is a robust platform that enables buyers and suppliers to easily initiate and manage the whole dynamic discounting process by harnessing the power of blockchain technology. Through Kyberas, the involved parties can reach swiftly an agreement online through some simple steps.

About our Silver Sponsor

MonetaGo is a provider of best-in-class fraud detection and prevention solutions. Its Secure Financing systems enables banks, traditional financiers, non-bank financial institutions, fintechs, and trade finance funds to check for duplication and authentication of financing requests linked to invoices, bills of lading, air waybills, warehouse receipts, purchase orders, and other trade-related documents.

Since entering full production in 2018, Secure Financing has processed millions of transactions and has been integrated into Swift's API-enabled infrastructure as the first third-party service on Swift, providing its member institutions with an important tool to combat duplicate financing fraud in trade and supply chain finance. Secure Financing is available to all financiers globally via Swift, API, web-based UI and partners.

MonetaGo and its Secure Financing solution have won numerous accolades including Best Tradetech-Compliance & Risk at the TFG Trade, Treasury & Payments Awards 2023, Best Fintech in Trade at the GTR Leaders in Trade Awards 2023, Best Fintech Startup in Trade at the GTR Leaders in Trade Awards 2022, Best Solution in Trade Finance at the AMTD DigFin Innovation Awards during the Hong Kong Fintech Week 2021 and Most Effective Bank-Fintech Partnership at the IBS Intelligence Global Fintech Innovation Awards 2021. For further information, please visit monetago.com.

Our Institutional Partners

Our Media Partners

For information on sponsorships or partnerships, please contact Gwendoline de Viron deviron@fci.nl.