



Facilitating Open Account – Receivables Finance



A JOINT INITIATIVE OF FCI & EUF

# 10<sup>th</sup> European Factoring Summit

Tivoli Hotel & Congress Center, Copenhagen, Denmark

10-11 April 2025



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The European Factoring Summit is the only European Conference organised **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 10th Summit is a unique opportunity for Industry Leaders to network and address topics that really matter for the Factoring Industry.

Discover the Future of Factoring and Commercial Finance in Europe!

Join us for an insightful programme that highlights the latest developments, celebrates the achievements, and showcases the transformative impact of the Factoring and Commercial Finance Industry on Europe's economy and employment.

Key highlights include:

- A comprehensive update on recent trends in European Factoring, including figures and innovative products.
- An exploration of Denmark's Factoring landscape and its regional impact.
- A deep dive into the key challenges and milestones of 2024 through reports from EUF Technical Committees.
- The 2025 regional risk outlook and the unveiling of the EUF's Legal Study.
- Engaging panel discussions on the digital evolution of trade financing.
- The latest trends in EU payment performance, regulations, and supply chain finance.
- The launch of EUF updated Legal Study
- Panel on Export Factoring

## 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 organisation, 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)

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## Conference Programme Thursday, 10 April 2025: 13:30 - 22:00

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|-------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 13.30-14.00 | Welcome Coffee & Registration                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| 14.00-14.10 | <b>Opening of the Summit</b><br>EUF Chairman, Mr. Fausto Galmarini                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 14.10-14.40 | <b>Welcome to Denmark and its Factoring Landscape</b><br>Mr. Søren Larsen, Chairman of Factoring Sector, Finans og Leasing, Denmark                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 14.40-15.00 | <b>The Factoring Industry in Europe in 2024 - Preliminary Statistics and Figures</b><br>Mrs. Magdalena Barczak, Chairwoman of the Economic and Statistics Committee                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 15.00-15.20 | <b>2025 Risk Outlook in the Region</b><br>Mr. Jesper Faurby, Country Manager, Atradius Denmark                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| 15.20-15.30 | <b>Launch of EUF Legal Study</b><br>Mrs. Magdalena Wessel, Chairwoman of the EUF Legal Committee                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 15.30-16.00 | Coffee Break                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| 16.00-16.45 | <b>What kept us Awake at Night in 2024: Report from ESG, Legal and Prudential Committees</b><br><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&amp;A.</i> <ul style="list-style-type: none"><li>• Mr. Antoine de Chabot, Chairman of the EUF ESG Committee</li><li>• Mr. Diego Tavecchia, Chairman of the EUF PRC Committee</li><li>• Mrs. Magdalena Wessel, Chairwoman of the EUF Legal Committee</li></ul> |
| 16.45-17.30 | <b>Panel Discussion on Digital Evolution in Trade &amp; Commercial Financing and What to Expect from the Future</b><br>Moderated by Mr. Wayne Mills, Founder & Managing Director, Atom Advisory Limited<br>Panellists: <ul style="list-style-type: none"><li>• Mr. Marius Savin, Advisor - Trade &amp; Commercial Finance</li><li>• Mr. Petar Kasavica, Head of Factoring Unit, Banca Intesa Beograd</li><li>• Mr. Ian Miller, Senior Consultant, Lenvi</li></ul>                                                                                                                                                                                      |

- 17.30-18.00      **Presentation from Gold Sponsors**
- **CODIX**  
Mrs. Yoana Miltenova, Business and Application Expert, Codix
  - **e-Trusco: Fraud Prevention in the Current Factoring Environment**  
Mr. Wolfgang Goldammer, Managing Director, e-Trusco
  - **Comarch: a Journey through Software Factoring Implementation**  
Mr. Karol Leszczynski, Factoring Product Development Manager, Comarch
- 19.30-22.00      Networking Dinner at Restaurant Paafuglen in the Tivoli Parc
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## Conference Programme Friday, 11 April 2025: 09:00 - 13:45

- 09.00-09.30      **EU Payment Observatory: Trends and Developments on Payment Performance and Behaviour in Commercial Transactions in the EU**  
Mrs. Cinzia Alcidi, Senior Research Fellow, Head of the Economic Policy and Jobs & Skills Unit, CEPS
- 09.30-09.45      **Anti-Money Laundering Directive**  
Mr. Salvatore Marrone, AML Officer, Banca Sistema, Italy
- 09.45-10.30      **Panel Discussion on Supply Chain Finance (SCF)**  
Moderated by Mrs. Betül Kurtulus, Director of Strategic Marketing and Business Development  
Panellists:
  - Mr. Luca Gelsomino, Academic Director, Supply Chain Finance Community
  - Mr. Luis Augusto, Chairman, Portuguese Association of Leasing, Factoring and Renting (ALF)
  - Mr. Vincent McCue, Managing Director, Global Receivables & Supply Chain Finance Leader, Marsh
  - Mr. Antoine de Chabot, Chairman of the EUF ESG Committee
- 10.30-11.00      Coffee Break
- 11.00-11.30      **Prudential Regulation**  
Mr. Diego Tavecchia, Chairman of the PRC Committee  
Mr. Giovanni Pepe, Partner, Risk Regulatory Advisory, KPMG

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| 11.30-11.45 | <b>ViDA (VAT in the Digital Age) and electronic invoicing</b><br>Mr. Pierre Degonde, Partner, Euralia                                                                                                                                                                                                                                                                                  |
| 11.45-12.30 | <b>Panel Discussion with Senior Executive on International and Export Factoring</b><br>Chaired by Mr. Neal Harm, Secretary General, FCI<br>Panellists: <ul style="list-style-type: none"><li>• Mr. Alexandros Kontopoulos, CEO, Ethniki Factors Single Member, Greece, Chairman, HFA</li><li>• Mrs. Magdalena Wessel, Legal Department, Deutscher Factoring-Verband, Germany</li></ul> |
| 12.30-12.45 | <b>Closing remarks</b><br>FCI Chairman, Mr. Çagatay Baydar                                                                                                                                                                                                                                                                                                                             |
| 12.45-13.45 | End of the Conference and Networking Lunch                                                                                                                                                                                                                                                                                                                                             |

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## LOCATION

The Summit will take place at

### **Tivoli Hotel and Congress Center**

Arni Magnussons Gade 2

1577 Copenhagen, Denmark

(+45) 3268 4000

[tivolihotel@arp-hansen.dk](mailto:tivolihotel@arp-hansen.dk)

<https://www.tivolihotel.com>

## TRANSFER

FROM THE COPENHAGEN AIRPORT

12 km

## REGISTRATION FEE

- FCI-EUF Members (and EUF members' member) € 500 per person
  - Non-Members € 750 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 10 April
- Access to the networking App

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

## REGISTRATION DEADLINE

20 March 2025

## INFORMATION

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

T: +31 20 6270 306

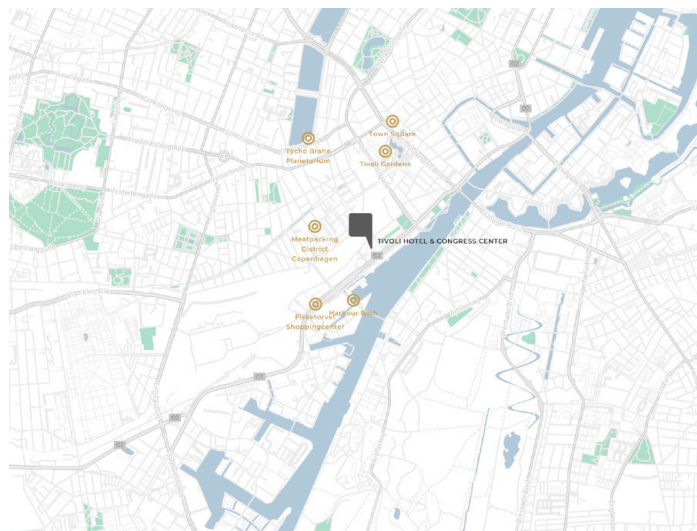
E: [fci@fci.nl](mailto:fci@fci.nl) or [info@euf.eu.com](mailto:info@euf.eu.com)

## CANCELLATION POLICY

Any changes or cancellations **MUST** be made in writing to [fci@fci.nl](mailto: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 leading up to the event: 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 organisation 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.



# 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](http://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](http://www.comarch.com)



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>

# About our Gold Sponsors



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/>

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Software for Proactive Fraud Prevention and Anti-Money Laundering in Factoring  
More information: <https://www.e-trusco.de/en>

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# About our Silver Sponsor



We are a passionate team that provides core software solutions to the financial servicing industry. Our versatile platform CLVR covers everything from credit solutions for BNPL, factoring, lending/ deposits, leasing, invoice to cash and debt collection.

With approximately 150 installations across Europe, Aptic continues to evolve and enhance our platform and solutions. Our clientele ranges from mid-sized enterprises to Tier 1 banks. We are committed to supporting both single-solution clients and those seeking a multi-purpose platform for rapid time-to-market (T2M) in new financial services and regions.

Founded in 2001 in Skövde, Sweden, Aptic AB has grown into a premier software company, delivering cutting-edge core solutions to the financial servicing industry. Our team of over 70 dedicated professionals ensures top-tier service delivery daily. Our headquarters are in Stockholm, with additional offices in Oslo, The Hague, and Skövde.

More information: [www.aptic.net](http://www.aptic.net)

## Our Institutional Partners



## Our Media Partners

