

CONFERENCE PROGRAMME

Factoring and Supply Chain Finance in Western Balkans

Economic, Business and Regulatory Perspectives

29 April 2025 | 09:00 - 16:30
Skopje Marriott Hotel, Skopje, North Macedonia



Join the EBRD Trade Facilitation Programme (TFP), Legal Transition Programme (LTP) and FCI on 29 April 2025 in Skopje, North Macedonia, for an exclusive Conference on Factoring and Supply Chain Finance in Western Balkans: Economic, Business, and Regulatory Perspectives. This event will bring together banks, regulators, policymakers, corporates, SMEs, and industry experts to discuss key macroeconomic trends, regulatory developments, and market opportunities.

Through insightful presentations, expert panels, and networking opportunities, attendees will gain valuable knowledge on regional trade flows, regulatory aspects, experience sharing, digitalisation in factoring, and strategies to enhance SME access to finance. Don't miss this opportunity to be part of the conversation shaping the future of trade finance in the region.

WHO SHOULD ATTEND

The workshop is designed for:

- EBRD Partner Banks
- Banks & financial institutions from the region
- SME and Corporates

WHAT TO EXPECT

Key topics which will be discussed at this event include:

- Macroeconomic and Trade Trends in the Western Balkans
- Challenges and Development of Factoring & Supply Chain Finance
- Regulatory Framework and Policy Reforms
- Digitalisation and Technology in Factoring



About the Hosts



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 €180 billion in more than 6,800 projects. The EBRD, is owned by 72 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



The EBRD's Trade Facilitation Programme (TFP) was developed to promote and facilitate international trade to, from and within central and Eastern Europe, the Commonwealth of Independent States (CIS) and the southern and eastern Mediterranean (SEMED) region.

Under the TFP, guarantees are provided to international commercial banks (confirming banks), thereby covering the political and commercial payment risk of transactions undertaken by issuing banks in the EBRD regions. The TFP also facilitates trade by providing loans to partner banks to finance the trade transactions of their customers.

For more information, visit www.ebrd.com/tfp



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 close to 400 member companies in more than 90 countries today, 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 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

Conference Programme Tuesday, 29 April 2025: 09:00 - 17:00

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|-------------|--|
| 09.00-09.30 | Welcome Coffee & Registration |
| 09.30-09.50 | Welcome and Opening Remarks
Mr. Naum Ribaroski, Associate Director, Senior Banker, Skopje, EBRD
Mr. Marc Hübsch, non-resident Ambassador of Luxembourg to North Macedonia |
| 09.50-10.20 | Presentation on Macroeconomic Trends and Trade Flows Among the Economies in the Western Balkans
Mr. Peter Tabak, Associate Director, Regional Lead Economist, CES&P, EBRD |
| 10.20-10.50 | Presentation on Influence of Broader Economic Conditions, Inflation, Interest Rates, and Regional Trade Dynamics on Factoring and Supply Chain Finance
Mrs. Betül Kurtulus, Director of Strategic Marketing & Business Development, FCI |
| 10.50-11.20 | Group Picture & Coffee Break |
| 11.20-12.05 | Panel on Advancing Factoring & Supply Chain Finance: Regional Trends & Success Stories
Moderator: Mr. Spyros Tsolis, Regional Director CEE & SEE, FCI
Panelists: <ul style="list-style-type: none">• Mr. Alexandros Kontopoulos, Chief Executive Officer, NBG Factors• Mr. Bogdan Rosu, President, Romanian Factoring Association, Director, Next Capital Finance IFN• Mr. Milan Sekulic, Head of Trade & Correspondent Banking, UniCredit Bank ad Serbia JSC Belgrade• Mr. Stefan Pavicevic, Senior Associate in Factoring Department, Development Bank of Montenegro |
| 12.05-12.50 | Panel on Growth opportunities and challenges of Factoring & Supply Chain Finance in Western Balkans
Moderator: Mrs. Angara Enkhbayar, Associate Banker - TFP, EBRD
Panelists: <ul style="list-style-type: none">• Mr. Admir Imami, Chief Executive Officer, Zvilo• Mr. Igor Dimitrov, President of the Management Board, Silk Road Bank• Mr. Fatos Ibrahim, Head of Corporate Products and Solutions, Raiffeisen Bank Kosovo J.S.C.• Mr. Darko Stefanofski, Manager of CI & Factoring Department, Development Bank of North Macedonia |

Programme

12.50-13.05	The Role of UNIDROIT Model Law on Factoring in Facilitating Factoring Reform in the Western Balkans Mr. William Brydie-Watson, Senior Legal Officer, UNIDROIT
13.05-14.00	Lunch Break
14.00-14.40	Panel on From Reform to Impact: The Past, Present and Future of Factoring Reforms in the Western Balkans Moderator by: Mr. Milot Ahma, Principal Counsel, LTT, EBRD Panelists already confirmed: • Mr. Nikola Babić, Partner, Moravčević Vojnović i Partneri (in cooperation with Schonherr) • Mrs. Tatjana Shishkovska, Partner, Polenak Law Firm
14.40-15.00	EBRD's Supply Chain Solutions and Support for SMEs on Integrating to Value Chains Mrs. Egla Ballta, Associate Director, Regional RSF Coordinator, SME F&D CSEE, EBRD
15.00-15.15	Q&A Session
15.15-16.15	Presentation on Digitalisation in Factoring: • Receivables Recording Solutions for Fraud Prevention • Mr. Ian Milne, Executive Director, Monetago • Mrs. Filiz Unal, Deputy Secretary General, Association of Financial Institutions of Turkey • Digital Solutions in Factoring & SCF • Mr. George Koukis, International Business Development Director, Qualco • Digitalisation on SME financing • Mr. Serden Kecioglu, Managing Director Türkiye, C2FO
16.15-16.30	Q&A Session
16.30-16.40	Concluding remarks Mr. Milot Ahma, Principal Counsel, LTT, EBRD

Important Information

DRESS CODE

Smart casual

REGISTRATION

This event is by invitation only and is **Free of Charge** but limited to 2 representatives per company.

The registration includes:

- Coffee and Lunch breaks, and refreshments as indicated in the brochure on 29 April 2025
- Meeting package includes conference facilities and hand-outs
- Distribution of post conference documents

[Click here to book](#)

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

REGISTRATION DEADLINE

Please register by 18 April 2025.

VENUE

Skopje Marriott Hotel

str, Plostad Makedonija 7,
Skopje 1000
North Macedonia

CONTACT US

For any questions or more information, please contact:

- The FCI Secretariat via email at fcj@fcj.nl or call us on +31-20-6270306.

