



Facilitating Open Account – Receivables Finance

REGIONAL CONFERENCE

16TH CEE & SEE REGIONAL CONFERENCE ON FACTORING & SUPPLY CHAIN FINANCE & FCI ACADEMY - LENVI MASTERCLASS ON FRAUD MANAGEMENT

7-8 October 2025 | Hilton Sofia, Bulgaria



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About the event

The 16th CEE & SEE Regional Conference on Factoring & Supply Chain Finance, will take place on 7–8 October 2025 in Sofia, Bulgaria. This event provides a dynamic platform for industry professionals to exchange views, explore emerging trends, and strengthen cross-border cooperation within the region.

More than just a date on the calendar, this is one of the leading regional forums for the factoring and receivables finance community. It brings together senior executives, experts, and newcomers alike from across the region to deepen expertise and build meaningful business connections.

Whether you're a veteran in the industry or just entering the field, the conference offers unparalleled learning, visibility, and networking opportunities, making it an essential event for all those active in factoring and supply chain finance across the region.

FCI Academy -Lenvi Masterclass

Before the conference starts on 7 October, FCI Academy & Lenvi will host a Masterclass on fraud management. It will delve into the latest trends in fraud affecting the factoring sector. From strategic prevention methods to real-life cases studies, industry experts will provide actionable guidance to strengthen your defenses and stay one step ahead in today's increasingly digital world.

WHO SHOULD ATTEND

This conference has been designed to educate and connect key stakeholders in the factoring and receivables finance industry. It brings together a diverse audience, including:

- Factoring companies and specialised providers
- Banks and non bank financial institutions
- Consulting firms and advisory professionals
- Industry associations and official organisations
- Legal, insurance, and technology service providers
- Exporters, importers, and corporates interested in factoring

WHAT TO EXPECT



140+
ATTENDEES



80+
COMPANIES



100+
DECISION-MAKERS

Masterclass Programme

TUESDAY 7 OCTOBER 2025 | 09:00-22:00

LENVI & FCI ACADEMY MASTERCLASS ON FRAUD MANAGEMENT

09.00 - 09.30	Registration and Welcome Coffee
09.30 - 09.40	Welcome Remarks & Introduction to the Masterclass Mrs. Aysen Cetintas, Education Director, FCI
09.40 - 10.00	The Fraud Landscape <i>This session will look at the wider threat of fraud, what it looks like generally, look at a few well known examples, then focus more closely on what it looks like for Factoring, and how we remain vigilant against the risks.</i> Mr. Ian Miller, Senior Consultant, Lenvi Riskfactor
10.00 - 10.10	The Importance of Pre-Disbursement Checks <i>Importance of pre-disbursement checks and how central receivables registries can support lenders and help to identify any issues before a receivables is funded.</i> Mr. Ian Milne, Executive Director, Monetago
10.10 - 10.25	Staying Ahead of the Curve: Managing Fraud Risks in the Factoring Framework Mrs. Aysen Cetintas, Education Director, FCI
10.25 - 11.05	Panel Session & Q&A - Fraud in Factoring <i>This panel, consisting of experienced risk managers from Factoring industry, will cover topics such as:</i> • How Fraud and Credit Risks in general have evolved • What strategies seen and developed over the years to combat • Case-based insights: real life fraud incidents and how they were managed • How fraud techniques are expected to evolve as digitalisation speeds up, Moderated by Mr. Ian Miller, Senior Consultant, Lenvi Riskfactor Panellists: • Mr. Vincent McCue, Managing Director, Marsh, UK • Mrs. Lidia Kurowska, International Sales Manager, ABN AMRO Commercial Finance, Germany • Mrs. Antonia Symeonidou, Operations Manager, Real Economy Fund, Cyprus
11.05 - 11.30	Coffee Break
11.30 - 12.15	Case Study & Guidelines for Successful Fraud Management <i>A series of case studies looking at real-life examples of fraud, reviewing why and how they were perpetrated, what key signs were missed, what could have been done to prevent losses.</i>
12.15 - 12.25	Q&A Session
12.25 - 12.30	Closing Remarks Ms. Aysen Cetinas, Education Director, FCI

Conference Programme

16TH CEE & SEE REGIONAL CONFERENCE ON FACTORING & SCF

12.30 - 13.30	Registration and Welcome Lunch
13.30 - 13.45	Welcome Remarks Mr. Çagatay Baydar, Vice-Chairman, FCI
13.45 - 14.15	The Global Trade Outlook Mr. Marc Auboin, Counsellor in the Economic Research and Statistics Division, World Trade Organization
14.15 - 14.35	Regional Macroeconomic Overview Mr. Petar Atanasov, Chief Economist, DSK Bank
14.35 - 15.05	Overview of the World Factoring Industry and FCI Mr. Neal Harm, Secretary General, FCI
15.05 - 15.15	Launch of "A Guide to Supply Chain Finance for Corporates"
15.15 - 15.55	Panel on SCF Programmes: Bridging the SME Finance Gap in the Region Moderator: Mr. Deepesh Patel, Managing Director, Trade Treasury Payments Panellists: • Mrs. Luminita Dumitrescu, Head of Trade Structuring & Advisory Product, ING, Romania • Mr. Mariusz Lukaszewicz, CEO, BNP Paribas Faktoring, Poland • Mrs. Rada Savic, GTB Directorate Director, OTP Banja Srbija, Serbia
15.55 - 16.40	Coffee Break & Group Photo
16.40 - 17.25	Panel on Factoring & SCF 2030: How Will Digital Evolution Reshape the Industry? Moderator: Mrs. Olena Gryniuk, CEO, WOA Digital Panellists: • Mr. Karol Leszczynski, Product Development Manager, Comarch • Mr. Federico Avellan Borgmeyer, Chief Partner Officer, efcorm • Mr. Wayne Mills, Founder & Managing Director, Atom Advisory Limited
17.25 - 17.40	Presentation by Dinner Sponsor - CODIX Mr. Laurent Tabouelle, COO, CODIX
17.40 - 18.00	Presentations by Gold Sponsors • Mr. George Koukis, International Business Development Director, Factoring & SCF Solutions, Qualco • Mr. Danail Petrov, Global Solutions Director, Software Group
19.20 - 22.30	Evening Reception/Dinner Sponsored by CODIX Meet in lobby at 19:20 for departure with bus to restaurant Vodenitsata

Conference Programme

WEDNESDAY 8 OCTOBER 2025 | 09:00 - 14:00

09.00 - 09.15	Support of Factoring and Reverse Factoring activities under the EBRD's Trade Facilitation Programme Mrs. Irina Tyan, Associate Director, Senior Banker, EBRD TFP
09.15 - 09.40	Latest Development in the EU by the EUF Mr. Fausto Galmarini, Chair, EU Federation
09.40 - 10.20	Panel on Credit Insurance & Factoring: Building Synergies in a Complex World Moderator: Mr. Ian Miller, Senior Consultant, Lenvi Riskfactor Panellists: • Mr. Alexandros Kontopoulos, CEO, Ethniki Factors Single Member, Greece • Mr. Vincent McCue, Managing Director, Marsh, UK • Mr. Vladimir Vachkov, Country Head, Atradius, Bulgaria
10.20 - 10.35	FCI Academy: The Importance of Capacity Building in our Industry Mrs. Aysen Cetintas, Education Director, FCI
10.35 - 11.15	Coffee Break
11.15 - 12.00	Panel on Cross-Border Factoring: Unlocking CEE & SEE Trade Corridors Moderator: Mrs. Betül Kurtulus, Director of Strategic Marketing & Business Development, FCI Panellists: • Mr. Lyubomir Dimitrov, Head of Factoring Department, Eurobank Bulgaria • Mr. Dimitris Tsagalis, Senior Relationship Manager, Piraeus Factoring, Greece • Mr. Stefan Ceapa, Deputy Head of Factoring, Banca Transilvania, Romania
12.00 - 12.40	Showcasing the Best Factoring Deals within the FCI Framework • FCIreverse Explained: The Reliable International Reverse Factorins Solution Powered by the FCI Network Mrs. Monica Fernandes Barbero, Chairwoman of FCI SCF Committee, International Factoring & SCF Manager, CaixaBank • The Two-Factor System Mr. Stephan Mett, Director Client Relationship Management, Credit Agricole Leasing & Factoring, Germany
12.40 - 12.50	Q&A session
12.50 - 13.00	Concluding Remarks Mr. Çagatay Baydar, Vice-Chairman, FCI
13.00 - 14.00	Networking Lunch & End of the Conference

Important Information

DRESS CODE

Smart casual clothing.

REGISTRATION

Conference

- FCI Members:
 - early bird until 15 July: €399 per person,
 - after 15 July 2025 €449 per person
- Non-Members:
 - early bird until 15 July: €499 per person,
 - after 15 July 2025 €549 per person

All registered attendees also have free access to the Lenvi & FCI Academy Masterclass on Fraud Management

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 23 September 2025 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.



Important Information

LOCATION

Sofia is the capital and largest city of Bulgaria. It is situated in the Sofia Valley at the foot of the Vitosha mountain, in the western part of the country. It is the economic hub of Bulgaria and home to most major Bulgarian and international companies operating in the country, as well as the Bulgarian National Bank and the Bulgarian Stock Exchange.

HILTON SOFIA

1 Bulgaria Blvd,
1421 Sofia,
Bulgaria,

Hilton Sofia is in South Park, across from the National Palace of Culture, with Vitosha Mountain as a backdrop. It's close to the Earth and Man National Museum, and the Alexander Nevsky Cathedral is two kilometers away. Boyana Church and Sofia International Airport are within 10 km.

Accommodation:

FCI negotiated a discount on accommodation in the Hilton Sofia at 363.78 BGN, to receive this rate, please book your hotel accommodation [here](#).

Please note: All accommodation must be booked by the registered attendee or the registered attendee's company. FCI does not book any rooms on behalf of attendees. Accommodation is not included in the ticket price for the conference.

TRANSFER

Sofia Airport is situated approximately 10km away from the Hilton Sofia. 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.





Facilitating Open Account – Receivables Finance

About FCI

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 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 policy makers worldwide

For more information, visit www.fci.nl or contact fcf@fcf.nl

Follow us on [LinkedIn](#) | [Facebook](#)



About FCI Academy

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:

- 14,500+ students who have successfully completed FCI Academy online courses
- 3,500+ delegates join FCI workshops and webinars on various topics
- 57 years of accumulated knowledge to create a complete educational offering

For more information, visit www.fci.nl/academy

Follow us on [LinkedIn](#)

About our Dinner Sponsor



CODIX is the software company offering iMX – the all-in-one, event-driven solution for commercial finance, leasing and debt collection. Trusted by leading banks and global companies, iMX supports a wide range of industries:

Factoring, SCF, Leasing, Consumer Finance, Collections, Credit Insurance and more.

Fully customizable and multilingual, based on cutting-edge and yet proven technologies, iMX streamlines the entire lifecycle from onboarding to finance, accounting, and recovery – on-premises or in the cloud. With its full suite of built-in tools, APIs, and automation, CODIX solution boosts efficiency, reduces costs, and enhances risk control. iMX is used in 50+ countries by 50,000+ users.

For more information, visit www.codix.eu

About our Gold Sponsors

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



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



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.

For more information visit - <https://www.qualco.eu>



Software Group is a global technology company specialized in digitalization and integration solutions for institutions that provide financial services. Founded in 2009 and headquartered in Sofia, Bulgaria, it currently serves a worldwide client base in more than 70 countries from 9 regional offices located in Australia, Bulgaria, Egypt,

Ghana, India, Kenya, Mexico, the Philippines and the USA. Software Group's portfolio includes the future-proof DigiWave Digital Banking Platform, and ready-made solutions such as mobile wallet, agency banking, a flagship digital factoring and supply chain finance platform, and more. Some of Software Group's customers are organizations such as Bill & Melinda Gates Foundation, MasterCard & MasterCard Foundation, International Finance Corporation (IFC), the World Bank, Asia Development Bank, 7 of the 10 biggest Microfinance networks, Asia Confederation of Credit Unions (ACCU), Allianz Bank Bulgaria, Atlantic Bank, Bank South Pacific, Commercial International Bank Egypt, and others. Learn more at: <https://www.softwaregroup.com>

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