



**ASSIFACT**

Associazione Italiana per il Factoring

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**Comitato esecutivo del 17 gennaio 2017**

**Punto 6 all' ODG  
Varie ed eventuali**

**ALLEGATO 6.1  
Programma Summit EUFF-FCI 25-26 gennaio 2017**



Facilitating Open Account – Receivables Finance



A JOINT INITIATIVE BETWEEN FCI - EUF

# Third EU Factoring and Commercial Finance Summit

Madrid, Spain / 25-26 January 2017



With the kind sponsoring of:



Gold sponsor



The EU Factoring & Commercial Finance 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 in supporting 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 third Summit is a unique opportunity for Industry Leaders to network and address topics that really matter for the Factoring Industry.

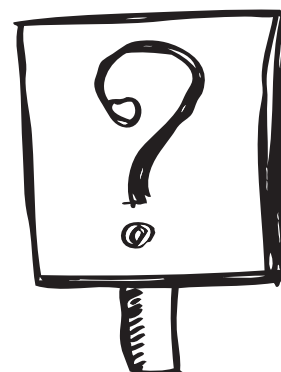
The programme will address the latest updates, promoting and celebrating the impact of the Factoring and Commercial Finance Industry in supporting the real economy and employment in Europe.

- Get an update on the most recent evolutions in the European Factoring scene, both in terms of figures as in terms of products offered.
- Thinking about Reverse Factoring and Supply Chain Finance? Learn how it works in the real world and discover a new FCI initiative in this space.
- What is going on in Europe after Brexit? How will this influence the environment for Factoring?
- Get updated on Regulations influencing the Factoring Industry in Europe and discuss with your peers how to address these.
- Fintech, Blockchain, ... take a look behind the buzz and get informed about initiatives that can really influence your industry.

### WHO SHOULD ATTEND?

Anyone who needs to be up to speed 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
- Academics, Researchers and Professionals with an interest in the finance of business in Europe



# 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.



Facilitating Open Account – Receivables Finance

**FCI** was set up in 1968 as an umbrella organisation for independent factoring companies around the world. Today it has grown into the world's representative factoring network and association with more than 400 members in 90 countries.

When FCI started, domestic factoring was only available in North America and in a few European countries. The concept of cross-border factoring was still new and restricted by its lack of geographic

reach. Recognising the potential for international factoring, the founding FCI members realised that an umbrella organisation was needed, firstly to introduce factoring in countries where it was not yet available, and secondly to develop a framework for international factoring, which would allow factoring companies in the country of the exporter and the importer to work closely together.

In 2016 the activities of IFG (International Factors Group) were integrated into FCI. Today, FCI is truly the global representative body for the Factoring & Receivables Finance 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

## CONFERENCE PROGRAM WEDNESDAY 25 JANUARY: 18.00 – 20.00

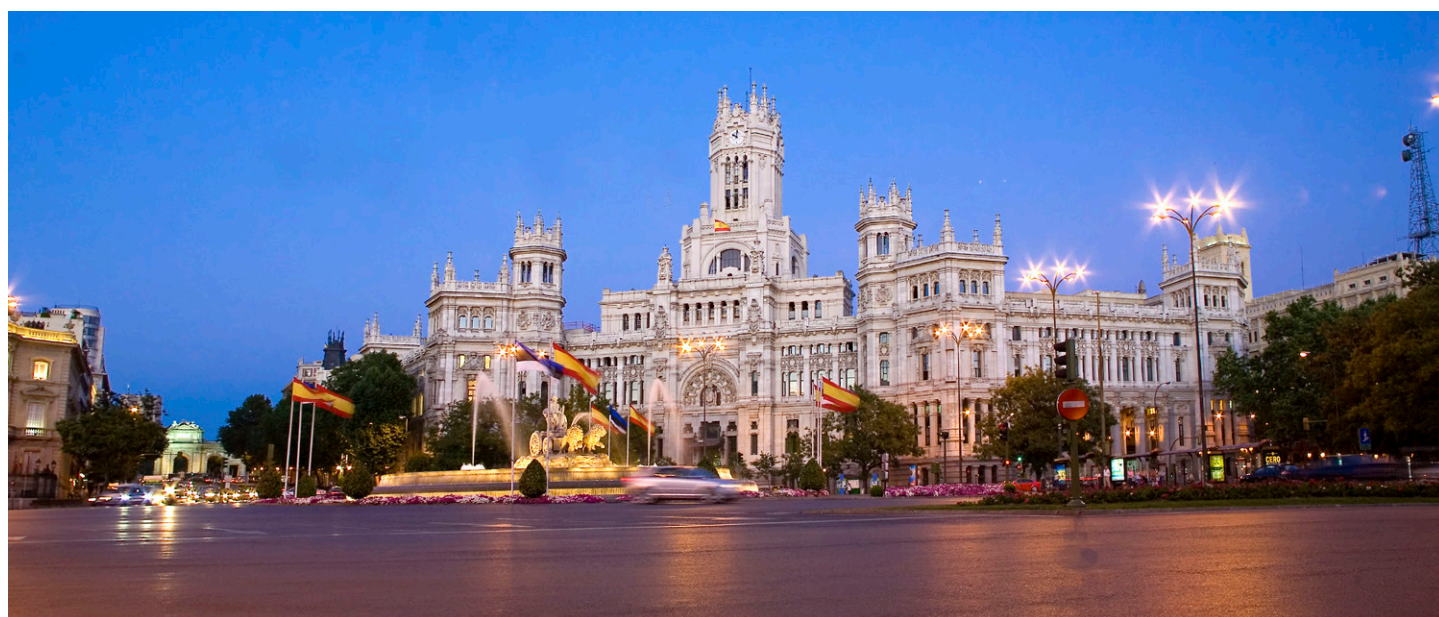
### CAIXABANK PRADO MADRID

- 17:50: Departure from the Westin Palace lobby
- 18.00 - 20:30: La Caixa in support of FCI and EUF has the pleasure to invite conference attendees for guided visit of the exhibition in CAIXAFORUM MADRID followed by a cocktail on the roof top
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## CONFERENCE PROGRAM THURSDAY 26 JANUARY: 08.30 – 16:40

*Industry Summit with representatives from Factoring & Invoice Finance Companies in EU*

- 08.30 – 09.00: REGISTRATION & WELCOME COFFEE
- 09.00 – 09.30: **The State of the Factoring Industry in Europe**  
Update on the industry's performance and an overview of key challenges and opportunities. Summary of EUF activities in 2016 and focus points for the future. Erik Timmermans (FCI), Chairman of EUF.  
By Erik Timmermans (FCI), Chairman of EUF
- 09.30 – 09.50: **The European political and regulatory landscape in 2017 at the time of Brexit**  
By Louis-Marie Durand, Senior Consultant Euralia
- 09.50 – 10.30: **Keynote speaker from EU stakeholder**  
By Pedro Comin, Deputy Director-General for Supervision, Bank of Spain
- 10.30 – 11.00: NETWORKING COFFEE BREAK





## CONFERENCE PROGRAM THURSDAY 26 JANUARY: 08.30 – 16:40 (2)

- 11.00 – 11.45: **Spain showing the way into Reverse Factoring: Overview of the Factoring/ Confirming Industry in Spain, followed by a presentation of the International Reverse Factoring / Supply Chain Finance Initiative from FCI**  
By Josep Selles, MD of Gedesco Spain, Member of the FCI Executive Committee and Chairman of FCI's SCF Committee.
- 11.45 – 12.30: **Update on the European Leasing Industry. Challenges & Opportunities. Leasing & Factoring : partners in advocacy?**  
By Leon Dhaene, Director General Eurofinas-Leaseurope
- 12.30 – 14.00: NETWORKING LUNCH
- 14.00 – 14.45: **Fintech : beyond the buzz. R3, Ripple, Trustbills, etc... : overview of some initiatives who may really influence the Factoring Industry**  
By Dirk Van Strijthem, CEO KBC Commercial Finance  
By André Casterman, CMO INTIX
- 14.45 – 15.30: **Legal & Regulatory Update for the factoring industry in Europe. First findings of the brand new EUF Study on Legal & Regulatory environments for Factoring in Europe.**  
Panelists:
  - Antoine de Chabot, ad interim Chairman of the EUF Legal Committee
  - Diego Tavecchia, Chairman of the EUF Prudential & Regulatory Committee
  - John Brehcist, EUF coordinator and researcher for the EUF Legal Study
- 15.30 – 16.00: **IFRS and its influence on Factoring : Panel discussion with accounting experts and representatives from the EUF ad hoc committee on IFRS.**  
Moderated by Diego Tavecchia, Chairman of the EUF Prudential & Regulatory Committee and Head of Technical Committess and International Affairs, Assifact, Italy  
Panelists:
  - Sebastian Erich, CEO, Intermarket Factoring, Austria
  - Anselmo Diaz, Director of Financial Reporting and CIR, Spanish Central Bank, Spain
  - Charlotte Lo, Director, Banking, Accounting Advisory, KPMG, UK
- 16.00 – 16.30: **Bringing it all together: Discussion Forum with all participants on the regulatory environment for Factoring in the EU**  
Introduced by Erik Timmermans, Chairman EUF and Françoise Palle-Guillabert, Vice-Chairman EUF
- 16.30 – 16.40: **Presentation from our sponsor CODIX**  
Laurent Tabouelle, Managing Director, CODIX, France
- 16.40: **Closing address, followed by networking coffee & tea**

## LOCATION

The Summit will take place at the Westin Palace Madrid, located in the center of Madrid.

This hotel is the perfect place for this Summit.

The hotel can be reached from ADOLFO SUÁREZ MADRID-BARAJAS AIRPORT (17km).

Known for its hospitality since 1912, the iconic "Palace" hotel is conveniently located in the center of Madrid, in the "Triangle of Art", within walking distance of the city's most prestigious museums: Prado, Thyssen and Reina Sofia Museums, among others.

## TRANSFER

Taxi from Madrid airport (+/- 30min)

## The Westin Palace Madrid

Plaza de las Cortes, 7,  
Madrid, 28014,  
Spain

T: +34 (91) 3608000

W: <http://www.westinpalacemadrid.com/en>

### Room Rates

Delux room with breakfast:

Single use 199€

Double use 209€

Internet included via wifi, group rate valid 3 days pre and post event date subject to availability.

10% VAT not included

The above rate is valid till 30 November 2016; after this date, it will be based on availability and rate. Book your room using this link: <https://www.starwoodmeeting.com/events/start.action?id=1608013282&key=38049578>



## REGISTRATION FEE

FCI-EUF Members € 450,00 per person  
Non-Members € 700,00 per person  
+ VAT 21% if applicable

Multi-Booking as from 2 pax from  
the same company: 10% Discount

## REGISTRATION FEE INCLUDES

- Meeting package including conference facilities and hand-outs
- Distribution of pre and post conference documents
- Group lunch, coffee breaks and refreshments
- Welcome cocktail

Accommodation, travel and personal expenses are not included in the registration pack. Please book your room with the registration form available on our website

## REGISTRATION DEADLINE

24 December 2016

## INFORMATION

For all information, please contact the EUF Secretariat:

T: +32 (0)2 772 6969

F: +32 (0)2 772 6419

E: [summit@euf.eu.com](mailto:summit@euf.eu.com)

## CANCELLATION POLICY

Any changes or cancellations MUST be made in writing.

- All cancellations received before 28 November 2016 will qualify for a full refund
- Cancellations received between 28 November and 24 December 2016 will be subject to a 50% refund or a 50% cancellation fee.
- No refund is possible under any circumstances for cancellations received after 24 December 2016: 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. Program details or the actual organization of the event is subject to changes depending on the number of participants. A final program 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.







Facilitating Open Account – Receivables Finance



Please send the form duly filled  
and signed to the EUF secretariat:

E-mail:

summit@euf.eu.com

Fax:

(+32) 2.772.6419

# REGISTRATION FORM

## Third EU Factoring and Commercial Finance Summit

Dates: 25-26/01/2017

Location: The Westin Palace Madrid - Spain

### COMPANY

Company Name:

Address:

City:

Zip Code:

Country:

VAT No:

### PARTICIPANT

Title: ☐ Mr. ☐ Mrs. ☐ Ms.

Surname:

First Name:

Job Title:

Address if different from above:

City:

Zip Code:

Country:

Tel No:

E-mail:

Dietary requirements:

### PLEASE TICK THE APPROPRIATE BOX(ES):

Please invoice my company with the total fee for participating at the EU Factoring and Commercial Finance Summit:

- ☐ FCI-EUF Members 450 EUR + VAT (where applicable)  
☐ Non-Members 700 EUR + VAT (where applicable)  
☐ Multi-booking as from 2 pax from the same company 10% discount

### CANCELLATION POLICY:

#### Any change or cancellation MUST be made in writing.

- All cancellations 8 calendar weeks prior to the start date of the event will qualify for a full refund.
- Cancellations received between 8 to 4 calendar weeks prior to the start date of the event will be subject to a 50% refund or a 50% cancellation fee
- No refund is possible under any circumstances for cancellations received less than 4 calendar week prior to the start of the event: 100% of the registration fee will be due as cancellation fee
- There will be no charges for name changes.

In the event that a speaker cancels his participation, every effort will be made to find a replacement presenter of equivalent experience. Program details or the actual organization of the event is subject to changes depending on the number of participants. A final program 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.

### I HEREBY ACCEPT TERMS, CONDITIONS AND CANCELLATION POLICY:

Name (CAPITAL LETTERS):

Date:

Signature (Mandatory):