

**CIRCOLARE INFORMATIVA 54/17**

Milano, 18 dicembre 2017

**OGGETTO: FCI LEGAL SEMINAR on Legal Issues in Receivables Finance**

Milan, Italy, 21-22 March 2018

Cordiali saluti

 Il Segretario Generale  
 Prof. Alessandro Carretta

<b>DISTRIBUZIONE</b>			
<b>ASSOCIATI ORDINARI E CORRISPONDENTI</b>		<b>ASSOCIATI SOSTENITORI</b>	
<b>AOSTA FACTOR</b>	Marziano BOSIO	<b>ARCARES</b>	Willy BURKHARDT
<b>BANCA CARIGE</b>	Walter CAPPO	<b>FS2A</b>	Francesco SACCHI
<b>BANCA FARMAFACTORING</b>	Massimiliano BELINGHERI	<b>GIOVANARDI POTOTSCHNIG &amp; ASSOCIATI STUDIO LEGALE</b>	Segreteria Generale
<b>BANCA IFIS</b>	Alberto STACCIONE Raffaele ZINGONE	<b>LA SCALA STUDIO LEGALE</b>	Luciana CIPOLLA
<b>BANCA SISTEMA</b>	Marco POMPEO Fausto GALMARINI	<b>SCIUMEEÈ Avvocati e Commercialisti</b>	Paolo SCIUMEEq
<b>BANCO di DESIO e della BRIANZA</b>	Giuseppe CASTIGLIA	<b>SEFIN</b>	Claudia NEGRI
<b>BARCLAYS BANK</b>	Alessandro RICCO	<b>STUDIO LEG. FUMAGALLI, GRANDO e ASS.</b>	Francesco LOI
<b>BCC FACTORING</b>	DIREZIONE GENERALE Carlo NAPOLEONI	<b>STUDIO LEG. LUPI E ASSOCIATI</b>	Massimo LUPI
<b>BURGO FACTOR</b>	Ugo BERTINI		
<b>CLARIS FACTOR</b>	Paolo Massimo MURARI		
<b>CREDEMFACTOR</b>	Luciano BRAGLIA		
<b>CREDIT AGRICOLE EUROFACTOR</b>	Gianluca BORRELLI		
<b>EMIL-RO FACTOR</b>	Paolo LICCIARDELLO Vittorio GIUSTINIANI		
<b>EXPRIVIA Digital Financial Solution</b>	Gianluigi RIVA		
<b>FACTORCOOP</b>	Franco TAPPARO		
<b>FACTORIT</b>	Antonio DE MARTINI		
<b>FERCREDIT</b>	Giacomo PORRECA Stefano PIERINI		
<b>FIDIS</b>	Andrea FAINA		
<b>GE CAPITAL FUNDING SERVICES</b>	Emiliano VERNIERO		
<b>GENERALFINANCE</b>	Massimo GIANOLLI		
<b>IBM ITALIA SERVIZI FINANZIARI</b>	Bruno PASERO		
<b>IFITALIA</b>	Gianluca LAURIA		
<b>MBFACTA</b>	Enrico BUZZONI		
<b>MEDIOCREDITO ITALIANO</b>	Teresio TESTA Stefano CAPPELLARI		
<b>MPS Leasing &amp; Factoring</b>	Enzo NICOLI		
<b>SACE FCT</b>	Paolo ALFIERI		
<b>SERFACTORING</b>	Sergio MEREGHETTI		
<b>SG FACTORING</b>	Carlo MESCIERI		
<b>UBI FACTOR</b>	Sergio PASSONI		
<b>UNICREDIT FACTORING</b>	Roberto FIORINI		

Si trasmette, per opportuna informativa agli Associati, la proposta di FCI relativa ad un nuovo seminario legale **Legal Issues in Receivables Finance+**, con focus sulle **General Rules of International Factoring (GRIF)**, che si terrà a Milano nei giorni 21 e 22 Marzo 2018.

Nell'allegata brochure trovate le informazioni di dettaglio sull'evento e sulle modalità di iscrizione.

Le registrazioni sono già aperte sul sito di FCI ([www.fci.nl](http://www.fci.nl)) e su FCI Private Net e sono da effettuarsi prima del 23 febbraio 2018.



Facilitating Open Account – Receivables Finance

FCI SEMINAR  
IN COOPERATION WITH



# LEGAL SEMINAR on Legal Issues in Receivables Finance

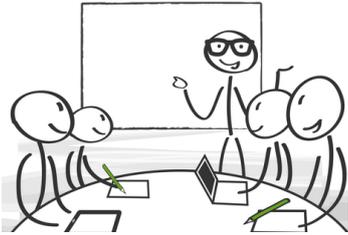
Milan, Italy, 21-22 March 2018



**Sessions:** Wednesday 21 March 2018: 09:00 - 21:00 Welcome, plenum session,  
group discussions and dinner  
Thursday 22 March 2018 : 09:00 - 17:00 Plenum session and Group discussions

**Venue:**

**GRUPPO BANCA SISTEMA**  
Corso Monforte 20  
20122 Milano  
T +39 02 80280364  
[www.bancasistema.it](http://www.bancasistema.it)



As a follow up to earlier legal seminars, the FCI Legal Committee is pleased to offer a new seminar “Legal Issues in Receivables Finance”. The programme will cover all key areas of the legal scheme with a special focus on everything there is to know about the General Rules of International Factoring (GRIF), the background of certain articles and the implications for day-to-day business.

### OBJECTIVES

With several presentations by industry experts the Training will also provide the attendees with a deeper understanding of the most recent developments in UNCITRAL, FCIreverse and Shariah-Compliant Factoring.

### WHO SHOULD ATTEND?

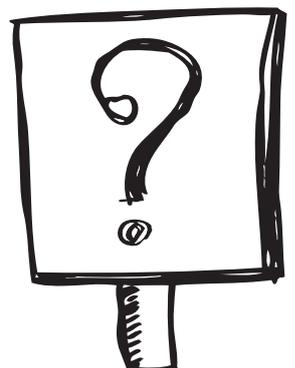
This training will benefit those involved in **new businesses, operations, risk monitoring, legal, compliance, litigation departments and external lawyers** if appropriate, who wish to develop their existing knowledge of legal matters in Factoring and the GRIF.

The Training is primarily meant for all FCI members and non-FCI member (observers) in Europe, but will also be open, as usual, for attendants from other parts of the world. Because of the scope of the Training, attendants should have a direct interest in understanding the finer details of the FCI GRIF.

**THIS TRAINING IS A “MUST ATTEND” EVENT FOR ALL FCI MEMBERS IN MATURE AND EMERGING MARKETS.**

### STYLE AND CONTENTS

The format for this Seminar will combine plenum presentations with Q&A sessions and smaller group discussions with practical examples and genuine cases. Members of the FCI Legal Committee and guests speakers will act as presenters and instructors in all sessions of the training.



## **CONFERENCE PROGRAM WEDNESDAY 21 MARCH 2018: 09:00 - 21:00**

08.30-09.00	Welcome coffee and registration
09.00-10.30	Plenum session
10.35	GROUP PHOTO
10.35-11.00	Coffee break in Foyer
11.00-12.30	Group discussions and Q&A
12.30-14.00	Luncheon
14.00-15.30	Plenum session
15.30-16.00	Coffee break in Foyer
16.00-17.30	Group discussions and Q&A
18.00-21.00	Drinks and dinner

## **CONFERENCE PROGRAM THURSDAY 22 MARCH 2018 : 09.00 – 17:00**

09.00-10.30	Plenum session
10.30-11.00	Coffee break in Foyer
11.00-12.30	Group discussions and Q&A
12.30-13.30	Buffet luncheon
13.30-14.45	Plenum session
14.45-15.15	Coffee break in Foyer
15.15-16.30	Group discussions and Q&A
16.30-17.00	Plenum session for Q&A, feedback and wrap-up
END OF TRAINING	

# IMPORTANT INFORMATION

## REGISTRATIONS

Please use the on-line registration form on the [FCI Private Net](#), (or use the enclosed registration form) and register as soon as possible and certainly before Friday, 23 February 2018. After receipt of your registration, the FCI Secretariat will send you an invoice, which will serve at the same time as a confirmation of the registration.

## LOCATION

The seminar is hosted by Gruppo Banca Sistema  
Corso Monforte 20  
20122 Milano  
T +39 02 80280364  
[www.bancasistema.it](http://www.bancasistema.it)

Please note, no hotel accommodation will be arranged for the delegates by FCI.

## DRESS CODE AND CLIMATE

Smart casual clothing, throughout the seminar.

## CONFERENCE DOCUMENTS AND DELEGATES PROGRAMME

Practical information and your "homework" will be sent out by e-mail two weeks before the meeting. Detailed delegates programmes will be distributed in Milan.

## REGISTRATION FEE AND PAYMENT

The registration fee for the training is Euro 550 per delegate and includes dinner/luncheons/ coffee breaks during the conference days, use of the conference rooms and conference materials..

After receipt of the invoice, the registration fee is to be paid by bank transfer (NO cheques), quoting the invoice number, to:

FCI	
IBAN/ Account number:	NL04ABNA0540245771
Bank:	ABN AMRO, Amsterdam, the Netherlands
SWIFT Code:	ABNANL2A
VAT number:	NL801484169B01

NOTE: Registration fees must have been paid two weeks prior to the start of the seminar, or your company takes the risk that delegates on a "waiting list" will be given the chance to attend instead.

## CANCELLATIONS

FCI accepts cancellations before or on Friday 23 February 2018 without penalty. For cancellations received after that date, the full registration fee is due.



Facilitating Open Account – Receivables Finance

REGISTRATION DEADLINE IS  
**FRIDAY, 23 February 2018**

Use on-line registration on [FCI Private Net](#)

E-mail:  
[fci@fci.nl](mailto:fci@fci.nl)

# REGISTRATION FORM

## LEGAL SEMINAR on Legal Issues in Receivables Finance

**Dates:** 21-22 MARCH 2018

**Location:** Gruppo Banca Sistema, MILAN, ITALY

### COMPANY

Company Name:

Factor code:

### DELEGATE 1

Title:  Mr.  Mrs.  Ms.

Family name:

First Name:

Position:

Branch office / Department:

E-mail:

Years of experience in current position:

### DELEGATE 2

Title:  Mr.  Mrs.  Ms.

Family name:

First Name:

Position:

Branch office / Department:

E-mail:

Years of experience in current position:

### Registration fee:

EUR 550 per delegate. An invoice will be sent to you upon receipt of your registration. The invoice will serve as confirmation of your registration. Please quote the invoice number when remitting the registration fee.

Name (CAPITAL LETTERS):

Date:

Signature (Mandatory):