



**CIRCOLARE INFORMATIVA 02/04**

Milano, 29 gennaio 2004

(Inoltro tramite servizio [e-f@ct](mailto:e-f@ct))

**OGGETTO:** BCR – Conferenza Annuale 18 e 19 marzo 2004 a Roma – Programma definitivo.

Il Segretario Generale

Prof. A. Carretta

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# Receivables Finance International – Europe

18 – 19 March 2004

Grand Hotel Parco Dei Principi, Rome

"Getting into factoring is easy.  
Staying profitable is much harder"

- Discover why strategic partnerships are providing the new revenue streams in factoring.
- Hear how proven management tools like 'Six Sigma' can help you to keep your clients.
- Protect your profits – your opportunity to take part in our biggest ever forum on factoring fraud.



SHAPING THE FUTURE  
OF FACTORING

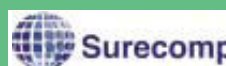
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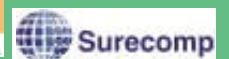
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Managing Directors, CEO's, Presidents, Heads of Operations, General Managers, International Managers, Heads of Sales, Country Managers, Receivables Finance Managers, Business Development Managers, National Sales Directors, Managers of Factoring Administration, Directors of Corporate Finance, Marketing Directors,

### from:

Factoring Companies, Business Finance Companies, Banks, Accountancy Firms/Intermediaries, Corporate Recovery Advisors, Law Firms, Discounters, Asset-Based Financiers.

### Attendee feedback from previous conferences:

*"extremely well organised, good speakers"*  
**Ted Ettershank, Lloyds TSB, UK.**

*"A good opportunity to introduce my team to other opinion formers in the industry"*  
**Stuart Holloway, RBS Commercial Services, UK.**

*"A thoroughly enjoyable and educational couple of days. Great location and well organised -Congratulations!"*  
**Greg O'Leary, Bank of Ireland, Ireland.**

### Rome:

The 2003 Conde Nast Readers chose Italy as their favourite country and Rome as their favourite city. Beloved for its frescoed ceilings, friendly locals and welcoming piazzas, the Eternal City beat off stiff competition from Paris, New York, Venice and Sydney, scoring 99.39 for aesthetics and architecture.

### Hotel:

The Grand Hotel Parco Dei Principi.

With the rooftops of the Vatican City visible beyond the neighbouring Botanical Gardens of the Villa Borghese, the Grand Hotel Parco dei Principi provides a secluded retreat nestled in the heart of the "Eternal City". The property has been painstakingly refurbished to its full Renaissance glory and all its 185 rooms (including 40 suites - one of which is the "Royal Suite") boast sumptuous fabrics and exquisite furnishings that lend the hotel its rarefied atmosphere. There is also a gym and fitness centre where guests may choose to work out the tensions of the day on state-of-the-art equipment, or just lie back and let the masseurs do the work for you! BCR have negotiated an exceptional rate of €230 per night. Please book directly with the hotel by contacting telephone number: + (39) 06 854421

Reservations Department, Grand Hotel Parco Dei Principi  
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To get the conference rate please ensure that you mention the BCR conference when booking.



## PRE-CONFERENCE DAY - March 17th

18:30

PRE-CONFERENCE WELCOME DRINKS RECEPTION

With kind support of Surecomp

## CONFERENCE DAY ONE - March 18th

09:05 - 09:10 Chairman's Introduction

**Jan Becher,**

Secretary General, International Factors Group, Belgium.

09:10 - 09:50

### Examining the Future of Factoring in Europe

- What is the future for factoring in Europe? Is cross-border business the key to future growth?
- Which are the markets that will provide the best opportunities for cross-border business over the next five years?
- How a strong brand can impact factoring success.
- Creating a strong brand in factoring.

**Dirk Driessens,**

Chief Executive Officer, Fortis Commercial Finance Holding N.V., Netherlands. Chairman FCI.

09:50 - 10:30

### Accelerating Market Growth and Acceptance Through the Development of a High Profile and Proactive Factoring Trade Association

- Examining the impact of a strong factoring association on industry development.
- Maximising PR exposure for your industry.
- Getting the government and the central bank on your side.
- The importance of creating a centralised role in education.

**Ann Horan,**

Managing Director, Bank of Ireland Commercial Finance, Ireland and Chairman FDA.



10:30 - 11:10 Morning Coffee

11:10 - 11:50

### Revolutionising Customer Relationships Through the Effective Implementation of Internet Technology

- Is the use of Internet technology a good choice for the factoring industry?
  - How does the client view the use of the Internet?
  - Examining the effectiveness of existing Internet applications in finance.
- What are the opportunities and threats in this use of the Internet?
- Assessing the French experience of electronic signatures and legal dematerialisation.

**Michel Aussavy,**

Chairman and Chief Executive Officer, GE FactoFrance, France.

11:50 - 12:40

### How to Improve Shareholder Value in Your Factoring Business

- Value drivers in the factoring business.
- Trends and emerging business models.
- The extended value chain: examples of integration between factoring and credit insurance.

**Robert Cagnoli,**

Principal, A.T Kearney, Italy.

12:40 - 14:10 Lunch

14:10 - 14:50

### Strategic Partnering – A Model for European Expansion

- Using strategic partnerships to exploit opportunities in Europe.
- Examining the rationale for European expansion.
- Case review of experience in Germany.

**Ted Ettershank,**

Managing Director, Lloyds TSB Commercial Finance, Managing Director, Lloyds TSB Asset Finance, UK.

**Martin Ward,**

Business Strategy Manager, Lloyds TSB Commercial Finance, UK.

14:50 - 15:30

### Creating Opportunities for Pan-European Asset-Based Lending Services

- Examining the added business potential in supplying pan-European receivables finance based services.
- Establishing an optimum structure for servicing pan-European clients.
- Developing an effective pan-European targeted marketing campaign.
- Overcoming the legal barriers.
- Managing risk in markets where minimal credit information is available.

**Alan McLaren,**

Managing Director, GMAC Commercial Finance, UK.

15:30 - 16:00 Tea Break

16:00 - 16:40

### Examining the Potential for Gaining Large Volume Business for Non-recourse Factoring in Client Inter-group Turnover

- Identifying the characteristics of distribution subsidiaries.
- Determining the alternative options for funding inter-group turnover (parent to subsidiary).
- Examining a common back-to-back factoring structure.

**Bernard Arnebold,**

Director, Deutsche Factoring Bank, Germany.

16:40 - 18:00 Champagne Roundtable- Informal Discussion Groups

Choose the table that suits you.

1. The future of cross-border factoring.
2. Improving customer relations.
3. Improving shareholder value.
4. Asset-based lending in Europe.
5. Getting client inter-group turnover.
6. EU enlargement.
7. Credit insurance and factoring.
8. Six Sigma in factoring.
9. Tackling fraud.
10. The future of international factoring in Italy.

## HPD Rome Party

Join HPD Software Ltd as their guest at this fabulous evening party with music, drink and food.

## CONFERENCE DAY TWO - March 19th

09:15 - 09:30 Chairman's Introduction

**Dirk Driessens,**

Chief Executive Officer, Fortis Commercial Finance Holding N.V., Netherlands. Chairman FCI.

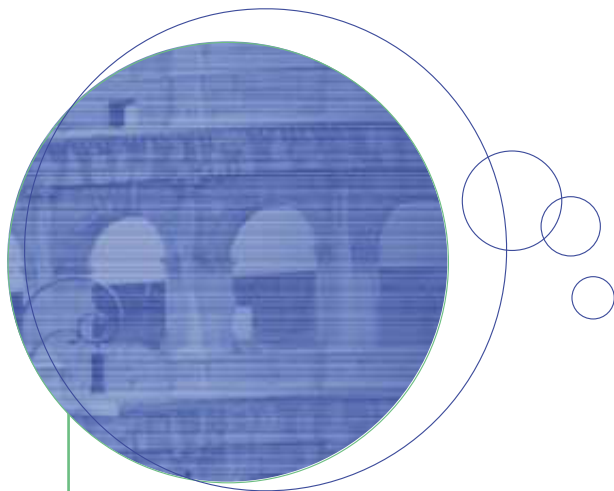
09:30 - 10:10

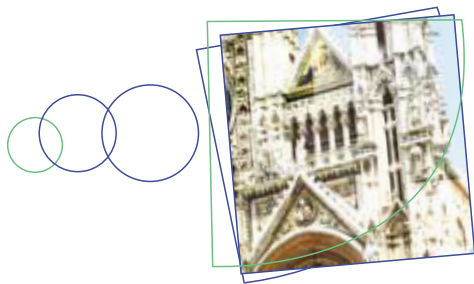
### Assessing the Future of International Factoring in Italy

- Analysing the efficacy of the current model for international factoring within banks.
- Advantages and disadvantages of being a non-bank international factor.
- Examining the best methods to accelerate international factoring volumes.
- Assessing the likely future of international factoring in Italy.

**Harry S. Biletta,**

Client Relations Manager, MSP Leasing & Factoring S.p.A, Italy.





10:10 - 10:50

### Preparing for the Impact of EU Enlargement on European Factoring

- Developments surrounding the accession countries.
- Evaluating the factoring opportunities provided by EU accession
  - to EU accession countries.
  - to other countries with clients selling to accession countries.
- How will credit limits be written and can premiums for central Europe be sustained?

**Theo Hibler,**

Managing Director, Intermarket Factoring Bank AG, Austria,  
Chairman Austrian Factoring Association.

10:50 - 11:30 Morning Coffee

11:30 - 12:10

### Understanding the Future Synergies for Credit Insurance and Receivables Finance

- Examining the background to the relationship between credit insurance and factors.
- What can be expected from future strategic alliances between factors and credit insurers?

**Dominique Charpentier,**

General Director, Etoile Group, Gerling NCM, France.

12:10 - 12:50

### Adding Value to Client Relationships in Factoring and Asset-based Lending

- Using powerful and proven management tools like Six Sigma to help clients solve business challenges.
- Examining the importance of meeting clients' service expectations.
- Why it is essential, for long-term gain, to invest time in understanding your clients' business.

**Gary Edwards,**

Chief Operating Officer, GE Corporate Financial Services Europe, UK.

12:50 - 13:30

### CIS Factoring Markets are Developing: How Much Business can we Expect and With Whom?

- Overview of economic situation in the CIS countries.
- Assessing the legal environment and level of political risk.
- International trade: volumes, industry sectors and direction.
- Examining the potential for factoring growth and development.
- How much business can EU factors expect from the CIS countries?

**Roman Ogonkov,**

Chief Manager, Factoring Division, NIKoil Financial Corporation.

13:30 - 14:50 Lunch

14:50 - 16:00

### The Great Fraud Forum

Fraud Panel Session with:

**Barbara Kohl,** German Factoring Association.

**Simon Boon,** DLA.

**Simon Michaels,** BDO Stoy Hayward.

**Robert Weekes,** Hammonds.

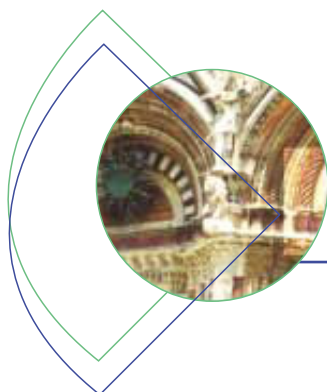
16:15 Close of Conference

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## Ann Horan

Managing Director, Bank of Ireland Commercial Finance & Chairman, FDA.

Ann is chairman of the UK and Ireland's Factors and Discounters Association and managing director of Bank of Ireland Finance, a subsidiary of the Bank of Ireland Group, which provides asset and commercial finance to business customers. Ann is a certified accountant, with an MSc in Finance and 27 years' experience in various aspects of the financial services industry. She is a director of the Institute of Bankers in Ireland, the Dean of their Retail Faculty.



## Ted Ettershank

Managing Director, Lloyds TSB Commercial Finance, Managing Director, Lloyds TSB Asset Finance.

Ted joined Lloyds TSB Commercial Finance as managing director in 1988. He is a past president of International Factoring Group and also Commercial Finance Association Europe and executive member of the FDA and the CFA in America. In 2002 he also assumed responsibility for running Lloyds TSB's small and medium ticket HP and leasing business.



## Dirk Driessens

Chief Executive Officer, Fortis Commercial Finance Holding N.V., Netherlands. Chairman FCI.

Dirk is responsible for the commercial finance activities within Fortis units in Belgium, the Netherlands, France, UK, Germany, Italy and Luxembourg. Dirk started his career with Belgo-Factors in 1976 and was appointed managing director in 1991. In 1997 he became responsible for the Business Line Commercial Banking-Factoring of Generale Bank. In 2000 he was appointed CEO of Fortis Commercial Finance Holding N.V. (FCF). He is a past chairman of the Belgian Factoring Association and in June 2003 was elected chairman of FCI. Dirk holds a degree in Applied Economics from the University of Antwerp, an MBA from the Flanders Business School-Northwestern University and studied Financial Services at Columbia University.



## Alan McLaren

Managing Director, GMAC Commercial Finance Plc.

Alan is a chartered accountant and became general manager of UCB Invoice Discounting Limited in 1990. UCB grew to become the largest independent receivables operation in the UK prior to its acquisition by the Bank of New York in 1997. The subsequent purchase of International Factors in 1998 created one of the UK's largest factoring and asset-based lending companies. In 1999 BNY International Limited was purchased by GMAC.



## Jan Becher

Secretary General, International Factors Group.

Jan was appointed secretary general for International Factors Group in 1999. The IFG network of factors comprises Members and Partners in more than 30 countries. Jan's career in factoring spans 25 years, beginning with senior positions in Denmark within International Factors, Forenede Faktors, Dansk Leasing, Custos Finance, and from 1989-99 Unifactor (now Nordea Finance Denmark) as managing director. Jan studied Political Science at Copenhagen University.



## Michel Aussavy

Chairman and Chief Executive GE FACTOFrance.

A graduate of Ecole Polytechnique, Michel joined the company in 1980 and was successively, executive vice president, managing director and since 1988, chairman and CEO. Michel is vice chairman of French Financial Companies Association and a Member of CCIP (Paris Chamber of Commerce) and a past chairman of Factors Chain International. GE Factofrance (a GE Commercial Finance company) is the French factoring market leader. The group financed €19.23bn of receivables last year and delivered €40m of net income.



## Roman Ogonkov

Chief Manager, Factoring Division, NIKoil Financial Corporation.

Roman started his career in 1994 with Chase Manhattan Bank International in Moscow. One of the pioneers of domestic factoring in Russia, in 1999 he moved to NIKoil IBG Bank, a leading player in Russian factoring. In March 2002 he was appointed managing director of Operational Factoring Company NIKoil, the first factoring company in Russia. Roman graduated from Moscow State Institute for International Relations (MGIMO University) with a master of economics.



## Bernhard Arnebold

Departmental Director, Manager Import / Correspondent-Network / New Business.

Bernhard is a member of the management of, and is responsible for, the import activities and the development of, cross-border deals. DFB is one of the largest factoring companies in Germany with cross-border business representing over 30% of the total factoring volume handled. DFB has received several awards from Factors Chain International for excellent service.



## Harry S. Biletta

Client Relations Manager, MSP Leasing & Factoring S.p.A.

Harry has worked in the factoring industry for over 26 years and was chairman of the FCI Communication-Committee during the development of its EDI-based communication systems. Although the specific role throughout his career has been within the International Department his expertise has often been of great value in the setting up of factoring companies and departments. MPS Leasing & Factoring was established in 2001 as a result of the merge of the factoring and leasing divisions of Banca Monte dei Paschi di Siena and Merchant Leasing & Factoring and the company manages factoring and leasing activities for the entire Monte Paschi Group.



## Theo Hibler

Chairman & CEO Intermarket Bank AG.

Theo has been in factoring for over 25 years and has driven Intermarket's pioneering and leading expansion into central Europe, in addition to CEO of Intermarket and as chairman of the supervisory boards of all other companies of the group. Intermarket Bank AG is the market leader in Austria as are the group companies Transfinance in Czech Republic and Magyar Factor in Hungary. The other two group members, Polfactor and Transfinance Slovakia are major players on their respective markets.



## Gary Edwards

Chief Operating Officer, GE Commercial Finance Services, Europe.

Gary joined Arbutnot Factors in 1984 as a management trainee, with roles in collections, credit and client management. He moved to Barclays Commercial Services as new business underwriting manager and subsequently director international factoring and director Invoice Discounting Division. He served four years as a member of FCI Marketing Committee. Gary joined GE Commercial Finance Europe in 1997, where he started a greenfield invoice discounting and asset-based lending business in 1998.



## Dominique Charpentier

Atradius Factoring Director, Etoile Group Chief Executive Officer.

Dominique is responsible for factoring within Atradius (formerly Gerling NCM) Group. He is also the chief executive officer of Etoile, an Atradius subsidiary group of companies involved in bonding and factoring in France. Before joining Atradius, he was the chairman of SFF, the French factoring subsidiary of Euler, which merged with SLIFAC and other European factoring subsidiaries of Credit Lyonnais to create Eurofactor. Dominique chaired International Factors Group from 2001 to 2003, and has also held executive positions in finance within credit insurance, banking and corporate sectors.

## Fraud Panel

Simon Boon, Partner, Banking and Finance Litigation Group, DLA.

Prior to DLA, Simon was a founding partner of niche receivables financing firm Wildes. Simon is a leading UK expert in receivables financing; for over 20 years specialising in the recovery of monies for asset-based lending, factoring and discounting companies and undertakes fraud investigations and insolvency litigation. He works closely with receivers, liquidators, administrators and trustees in bankruptcy, dealing with claims under fraud insurance policies and the recovery of misappropriated assets.

Robert Weekes, Partner, Finance Law, Hammonds.

After studying at University College of Wales, Robert qualified with Wilde and Partners, becoming a partner in 1990. During this time he was lead litigation partner within finance law dealing primarily with factoring, invoice discounting and asset-based lending. Advising clients on their security, undertaking portfolio reviews, dealing with commercial litigation in particular in relation to fraud, personal guarantees and indemnities. Robert moved to global law firm Hammonds as a partner in 2001 where his recent experience has included investigating a substantial invoice discounting fraud.

Barbara Kohl, German Factoring Association and Bette - Brink Lawyers.

Barbara has been a lawyer for Bette-Brink since 1999 advising banking, leasing, factoring and financing companies. In 2002 she became vice managing director of German Factoring Association. Barbara studied at Johann Wolfgang v. Goethe University and Johannes Gutenberg University in Mainz, majoring in fiscal and tax law and European law. Barbara trained at the law firm Beiten, Burckhardt, Mittl & Wegener in Prague and has published numerous articles on factoring.

Simon Michaels, Senior Partner, BDO Stoy Hayward.

Simon is head of BDO Stoy Hayward's London Restructuring and Recovery Unit. He has broad experience in advising underperforming businesses both in the UK and abroad. He also works with banks and asset-based lenders, providing business reviews, turnarounds and reconstructions, as well as taking formal insolvency appointments. Simon presents regularly on risk management, working capital management and viability.

# Exhibitors



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☐ Yes, I will be attending Receivables Finance International - Europe 2004 at a cost of **£895 (€1375) + VAT** per delegate. Space is limited, so book early to avoid disappointment.

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