



**CIRCOLARE INFORMATIVA 14/06**

Milano, 11 ottobre 2006

**OGGETTO:** Conferenza “Exploring the Potential of European Factoring Business”

Il Segretario Generale  
Prof. A. Carretta

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**DISTRIBUZIONE:**

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Si trasmette in allegato l'invito alla partecipazione alla conferenza in oggetto, segnalando di seguito gli argomenti chiave trattati e i principali relatori che interverranno. Ulteriori e più dettagliate informazioni sono rinvenibili all'indirizzo web [http://www.jacobfleming.com/buxus/generate\\_page.php?page\\_id=320](http://www.jacobfleming.com/buxus/generate_page.php?page_id=320)

**Key topics:**

- Analyzing Current Developments in the Worldwide Factoring Industry
- International Factoring – A Legal Challenge
- Central & Eastern Europe – Expanding Markets?
- Factoring Business from Risk Perspective
- Strategies for Effective Invoice Management
- Independent Factoring Companies Vs Bank Divisions

**Key Speakers:**

- Jeroen Kohnstamm, Secretary General, Factors Chain International, Netherland
- Fausto Galmarini, Chief Executive Officer, Unicredit Factoring, Italy
- Theo Hibler, Chief Executive Officer, Intermarket Bank AG, Austria
- Martin Ward, International Director, Lloyds TSB Commercial Finance, United Kingdom
- Josep Sellés, General Manager, Eurofactor Spain, Spain
- Barbara Samuelsen, Senior Associate, Bitte-Brink Lawyers, Vice Managing Director of the German Factoring Association, Germany



## Exploring the Potential of European Factoring Business

29<sup>th</sup> & 30<sup>th</sup> November 2006, Prague



Dear ASSIFACT member,

We are proud to announce the “**Exploring Potential of European Factoring Business**,” conference, which will take place 29<sup>th</sup> & 30<sup>th</sup> November 2006, in Prague.

**Move your enterprise forward by being prepared to face new challenges in both domestic and international factoring business!**

As both international and domestic trade continue to increase, there is a great opportunity for the factoring industry to expand. Attend this event and learn how leading players generate more business by successful management of an asset-based lending, invoice & credit management. The program will feature topics on effective strategies in both domestic and cross-border invoice financing. You will have the chance to hear and discuss the latest trends on the European factoring market as well as the legal environment and the rising potential of the factoring business in the CEE region.

For more details and registration contact Matej Mutis at Jacob Fleming Group.

Email: [matej.mutis@jacobfleming.com](mailto:matej.mutis@jacobfleming.com)

Call: +421 258 252 731

Visit: [www.jacobfleming.com](http://www.jacobfleming.com)

If you think that this message might be interesting to your friends or colleagues, please feel free to forward it to them.

I look forward to seeing you in Prague.

Kind regards,  
Matej

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