

A JOINT INITIATIVE BETWEEN IFG - FCI - EUF

First EU Factoring and Commercial Finance Summit

Brussels, Belgium / 27 January 2015



WITH THE KIND SPONSORING OF:





Meet key EU decision makers, Members of EU Parliament, Industry Leaders and colleagues at this unique first gathering of industry and legislators. 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 IS THE PURPOSE OF THE CONFERENCE?

The First EU Factoring and Commercial Finance Summit Conference will provide attendees the opportunity to meet key EU decision makers, Members of the European Parliament and Industry Leaders in a unique and compelling environment.

This historic Conference and Dinner will for the very first time allow members of the EUF, International Factors Group, Factors Chain International and other key participants to meet and share knowledge, ideas and understanding with European lawmakers and regulators.

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.

The format of a half-day meeting followed by a networking dinner offers outstanding value with an intensive, in-depth and informative programme.

This Conference is a must for anyone who is serious about the future of the Factoring and Commercial Finance Industry in Europe.

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:

- CEOs of IFG and FCI members
- CEOs of Industry providers who are members of National Associations represented by the EUF
- CEOs of Industry providers 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.



IFG is the global Trade Association for the Factoring and Commercial Finance Industry, which serves and represents the interests of the factoring, commercial finance and asset based finance industry on a global basis.

Since 1963, IFG supports its Members in building their own business and in performing successful international operations through its Two-Factor system connecting together correspondent Factors in different countries.

It brings together all kinds of like-minded Industry players, from start-ups in emerging markets to the largest providers in developed markets to network, educate and influence, with a common goal of building the reach and impact of the Industry to support economies, growth and employment.

We work to provide an industry framework to:

- **CONNECT:** We connect service providers with Members and align with like-minded organisations to facilitate broader Industry reach.
- **EDUCATE:** We inform, educate and support the industry in order to set standards and best practice.
- **INFLUENCE:** We lobby on behalf of the Industry – we promote and defend the Industry working closely with regulators and governments worldwide.



FCI is a global network of leading Factoring companies, whose common aim is to facilitate international trade through factoring and related financial services. FCI's mission is to become the worldwide standard for international Factoring. FCI helps its members achieve competitive advantage in international trade finance services through:

- A global network of first-class Factoring companies
- Modern and effective communication systems, to enable them to conduct their businesses in a cost-efficient way
- A reliable legal framework to protect exporters and importers
- Standard procedures, aimed at maintaining a universal quality
- A package of training programs
- Worldwide promotion aimed at positioning international Factoring as the preferred method of trade finance

CONFERENCE PROGRAM TUESDAY 27 JANUARY: 13.00 – 22:00 (1)

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

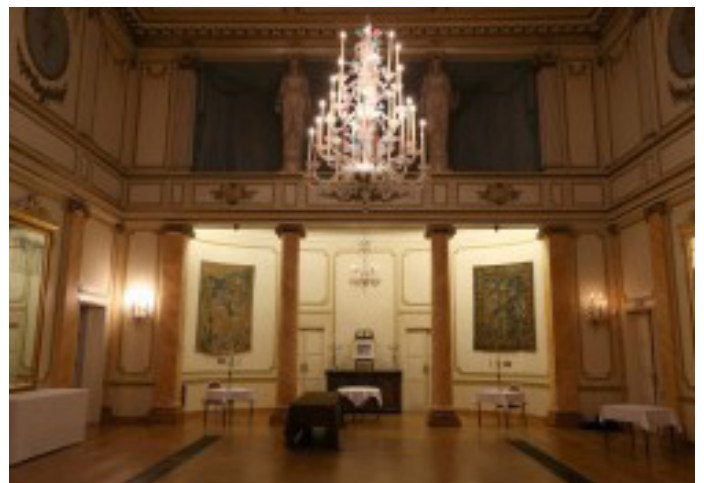
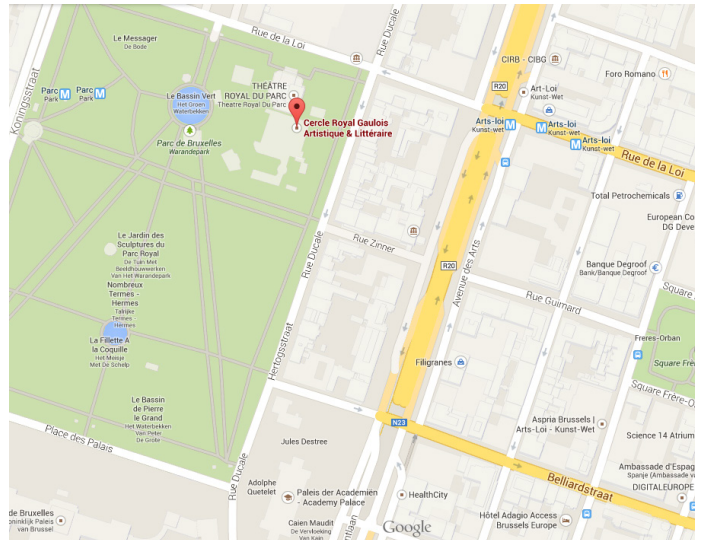
- 13.00 – 14.00: REGISTRATION & LUNCH
- 14.00 – 14.10: **Welcome & Introductions**
- John Gielen, Chairman of EUF
 - Daniela Bonzanini, Chairman of FCI
 - Margrith Lütschg-Emmenegger, Chairman of IFG
- 14.10 – 14.50: **Update on the EU Economy**
Peter De Keyzer, Chief Economist of BNP Paribas Fortis
- 14.50 – 15.30: **Update on the market evolution for Factoring in the EU and country comparisons:**
- Turnovers
 - Penetration rates
 - Different Products
 - Legal & Regulatory Environments
- John Brehcist, EUF Coordinator
 - Diego Tavecchia, Chairman of the EUF Economics & Statistics Committee
- 15.30 – 16.00: COFFEE BREAK
- 16.00 – 16.40: **Update and discussion on Legal & Regulatory issues affecting the industry**
- Magdalena Wessel, Chairman of EUF Legal Committee
 - Peter Mulroy, Chairman of EUF Prudential & Regulatory Committee
 - Sophie Delair, Advisor, EURALIA
- 16.40 – 17.20: **Panel on challenges/opportunities for the Factoring Industry in Europe**
- Patrick de Villepin, BNP Paribas Factor
 - Adrian Rigby or Steve Box, HSBC
 - Luuc Mannaerts, ABN AMRO Com Fin
 - Peter Mulroy, FCI
 - Erik Timmermans, IFG
- 17.20 – 17.30: **Closing of the Industry Summit**



CONFERENCE PROGRAM TUESDAY 27 JANUARY: 13.00 – 22.00 (2)

Stakeholders Event, Cercle Gaulois

- 18.30: TRANSFER FROM RENAISSANCE HOTEL TO CERCLE GAULOIS FOR DINNER
- 19.00: Welcome Cocktail / Networking
- 19.30 - 22:00: Seated dinner
- 19.30: Welcome by John Gielen, Chairman of EUF
- 19.40: Keynote speech by EU politician (TBC)
- 22:00: END OF THE CONFERENCE



LOCATION

The summit will take place at the elegant Renaissance Brussels Hotel, located in Brussels, close to EU Parliament .

This hotel is the perfect place for this Summit.

The hotel can be reached from Brussels airport (15km).

Memorable for its casual sophistication, quirky blend of architecture, trendy cafés and famed historic sites, Brussels, Belgium, is regarded as one of the most unusual European cities. Equally unique is the renowned Renaissance Brussels Hotel located in the European Quarter near chic Avenue Louise boutiques, the European Parliament and Grand Place.

TRANSFER

Taxi from Brussels airport (+/- 45€) or contact the hotel to organize limousine transfer.

Renaissance Brussels Hotel

Rue du Parnasse 19,
1050 Brussels
Belgium

T: +32 2 505 2000

F: +32 2 505 2400

W: www.renaissancebrussels.com

Room Rates

Double Room Single use with breakfast: 179€

Double Room Double use with breakfast: 199€

The above rate are excluding the city tax of 7,58€ per room per night

The above rate is valid till 12 December 2014; after this date, it will be based on availability and rate. Book your room following this link:

http://www.marriott.com/meeting-event-hotels/group-corporate-travel/groupCorp.mi?resLinkData=IF-G%5Ebrubr%60ifgifga%60179%60EUR%60false%60/26/15%601/28/15%6012/12/14&app=resvlink&stop_mobi=yes



REGISTRATION FEE

IFG-FCI-EUF Members € 450,00 per person

Non-Members € 600,00 per person

+ VAT 21%

Early Bird Booking by 27 November 2014:
10% Discount

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
- Dinner

Accommodation, travel and personal expenses are not included in the registration pack. Please book your room following this link:

http://www.marriott.com/meeting-event-hotels/group-corporate-travel/groupCorp.mi?resLinkData=IFG%5Ebrubr%60ifgifga%60179%60EUR%60fals%601/26/15%601/28/15%6012/12/14&app=resv-link&stop_mobi=yes

REGISTRATION DEADLINE

Please register by 27 December 2014 at the latest.

INFORMATION

For all information, please contact the IFG Secretariat:

T: +32 (0)2 772 6969

F: +32 (0)2 772 6419

E: summit@euf.eu.com

CANCELLATION POLICY

Any changes or cancellations MUST be made in writing.

- All cancellations received before 27 November 2014 will qualify for a full refund
- Cancellations received between 28 November and 27 December 2014 will be subject to a 50% refund or a 50% cancellation fee.
- No refund is possible under any circumstances for cancellations received after 27 December 2014: 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.

