

**IX ANNUAL RECEIVABLES FINANCE INTERNATIONAL  
FACTORING CONFERENCE AND EXHIBITION**

# LONDON

INTERCONTINENTAL HOTEL PARK LANE  
19 - 20 MARCH 2009



**BRIDGING TROUBLED WATERS**

Organised by BCR Publishing



**SEE INSIDES SPECIAL COUNTER CRISIS OFFER**

In partnership with:



**Surecomp**  
driving global trade



**WHO SHOULD ATTEND**



**SENIOR MANAGERS**

in corporate strategic development, marketing and product diversification, client relations, international business, risk management, sales and corporate finance

**FROM**

factoring companies, asset based lenders, banks, invoice discounters, trade finance companies, accounting firms/intermediaries and corporate recovery advisors

**REASONS TO ATTEND**



**FACTORS**

understand the issues in crisis decision making · update yourself with the latest market developments · network with the most senior industry executives in Europe and beyond

**SERVICE PROVIDERS**

benefit from the opportunity to demonstrate the latest developments in your services to existing and potential users and help them to find the right solutions

**RISK MANAGEMENT, CORPORATE RECOVERY AND ACCOUNTING FIRMS**

keep up with a rapidly changing market place and arm yourself with contacts to grow your business

**LOCATION AND VENUE**



**LONDON**

If London contained only its landmarks - Buckingham Palace, Big Ben, the Tower of London - it would still rank as one of the world's top destinations. But England's capital is much more. It's about British bobbies, black cabs, bright red buses and two thousand years of rich history. A city that loves to be explored, London beckons with great museums, royal pageantry, traditional pubs, world-class restaurants and quirky historical hideaways.

And getting there is so easy: there are five international airports serving London, with Eurostar providing direct access to the heart of the city from the continent.

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Once the site of a royal residence, the InterContinental London is now the epitome of modern elegance. With 447 luxury rooms and suites, it is one of London's finest hotels. Located in one of London's most prestigious roads, Park Lane, in the heart of Mayfair, the Hotel is perfectly located to explore London's numerous attractions. Buckingham Palace can be seen from the Hotel and other famous landmarks including the Tower of London, Big Ben and Trafalgar Square are within striking distance.

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**UNBEATABLE OFFER**

**LET'S BEAT THE CRISIS:**

With everyone tightening their belts in response to the current crisis, BCR is delighted to be able to offer a truly exceptional COUNTER CRISIS measure to help to bring you to this important meeting:

With every delegate ticket bought, attendees will be entitled to bring along a colleague **ABSOLUTELY FREE\***.

\*This offer is valid until 28 February and only for factors, invoice discounters and ABL companies. Colleagues must be from the same company.

MARCH 18th

**19:00 WELCOME DRINKS RECEPTION**

Sponsored by 3i Infotech

MARCH 19th - CONFERENCE DAY ONE

**09:00 - 09:15 Conference Opening Remarks:**

Michael Bickers, Managing Director, BCR Publishing Ltd, UK

**09:15 - 09:30 Chairman's Introduction:**

Tim Corbett - Managing Director, Fortis Commercial Finance UK, Chairman Asset Based Finance Association

**09:30 - 10:10 Reviewing the dynamics of the global factoring markets**

- How is European international factoring performing in comparison to the rest of the world?
- What is the effect of the crisis on the emerging markets in Europe, Asia and South America?
- How are international factoring services evolving?
- What trends can we expect from international factoring in 2009?

**Jeroen Kohnstamm, Secretary General, Factors Chain International, The Netherlands**



Jeroen Kohnstamm is Secretary General of Factors Chain International. He travels extensively to coordinate the worldwide activities of FCI and to expand the geographical coverage of the group. As industry specialist, Jeroen has assisted numerous governments in evaluating and introducing the factoring concept, for both domestic and international trade. Jeroen worked for several years in Canada in the Bank of Montreal's International Division before returning to Holland in 1972 to join Factors Chain International.

**10:10 - 10:50 Bringing back trading confidence - profiting from a recession**

- Crisis decision making - back to fundamentals in setting appropriate funding levels for clients
- Helping hands in turbulent times: using a downturn to optimise your relationship with your client, including selected case studies
- Launching new products and services: what are the pros and cons of doing this in a recession and within an increasingly global environment
- Making hay while the sun doesn't shine: positive pricing strategies in an economic down-turn and meeting unprecedented demand from small and medium size businesses
- Partnering with key stakeholders to support the economy and send a positive signal to restore confidence to the market: Government organisations, KBIs, SMEs or industry associations



**Speaker - Thierry Willieme, Chief Executive Officer - GE FactoFrance, France**

Thierry Willieme is CEO of GE FactoFrance and also Chairman of Cofacredit, GE Corporate Finance Bank SAS, GE Corporate Banking Europe SAS, GE Capital SAS and a board member of Association Francaise des Societes Financieres. He joined GE-FactoFrance in 2003. He was previously a member of the IBM FRANCE Executive Committee, Director of IBM Global Financing for IBM in France, Belgium and Luxembourg and Chief Executive Officer of the French Subsidiary: IBM France Financement. Prior to this, Thierry was Manager of the IBM Small and Medium Business division in France, where he served as Sales Representative, Sales Manager and Branch Office Manager.

**10:50 - 11:20 Morning Refreshments**

**11:20 - 12:00 Providing liquidity to SMEs by using receivable finance to turn risky SME loans to investment grade risk**

- Tapping into an enormous potential market - of the \$1 trillion credit-insured accounts receivable in Europe, only 15% are financed.
- Creating new and unexploited synergies by packaging credit insurance, confirmations and receivables finance.
- Getting these credit products to market in the credit crunch - what are the optimum methods?



**John Sculley, Managing Partner, SCF Capital**

Mr Sculley is a former CEO of Pepsi-Cola Company and CEO of Apple Computer. He was chosen 'Marketing Man of the Year' by both Advertising Age and AdWeek Magazine. He was selected as Marketing 'CEO of the Decade' by Financial News Network and CEO of the Year by Financial News magazine. Since leaving Apple, Mr Sculley has very successfully focused on investing in early stage transformational companies. The common theme in all of Mr Sculley's companies is taking advantage of technology innovation to enable "game changing" strategies in established industries that are ripe for transformation. A graduate of Brown University, Mr Sculley received an MBA from Wharton Business School, and holds a PhD honoris causa from Johns Hopkins University.

**12:00 - 12:40 Happy days? What are the pros and cons for factors and asset-based lenders in a credit crisis?**

- How is customer quality and behaviour changing in the current environment
- Maximising the exploitation of increased demand for factoring and invoice discounting during the credit squeeze
- Resisting the liquidity crisis - which are better positioned - independents or bank subsidiaries?
- How has the bank bailout schemes affected factors? Is there a loss of confidence from SMEs?



**Speaker - Tim Corbett, Managing Director, Fortis Commercial Finance UK, Chairman Asset Based Finance Association, UK**

Tim Corbett joined Fortis Commercial Finance as Managing Director in January 2004. He has been involved in the receivables finance industry /asset based lending industry for over 26 years, with more than 20 years at Board level. As a Fellow of the Chartered Institute of Marketing, Tim has been able to apply his knowledge to the various roles that he has held. Whilst the focus of his career has been client facing, particularly during his 15 years with Barclays Commercial Services, he has also held full responsibility for all aspects of risk, including a period as Risk Director at International Factors (now GMAC Commercial Finance).



**Speaker - Kate Sharp, Chief Executive Officer, Asset Based Finance Association (ABFA), UK**

Kate Sharp has over 30 years experience in the Financial Services industry, more than 18 of which have been in the Invoice Finance and Asset Based Lending industry. In 2003 Kate was appointed Chief Executive of the Factors and Discounters Association (FDA) and has spent the past five years building the capability and the reputation of the Association; developing the range and quality of the services provided in line with the rapid developments of the industry it serves. In July 2007 the FDA became the Asset Based Finance Association, a formal acknowledgement of the changing nature of the financial offerings from members. Kate is an honorary fellow of the ICM and a director of the JMLSG.

**12:40 - 14:00 Lunch**

**14:00 - 14:40 Examining the major challenges and opportunities for international factoring in turbulent times**

- Different markets, different crisis? - Examining regional differences in how the recession is affecting factors
- Assessing the most profitable locations for international trade?
- Understanding the effects of transportation costs on the disposition of buyers and suppliers.
- Reviewing the implications of international factoring services in a recession.
- Lowering the barriers for direct export-import factoring development
- Developing optimal partnerships with credit insurers
- Easing the flow of international trade - ways to help your client in the current climate



**Speaker - Dirk Van Strijthem, CEO, KBC Commercial Finance NV, Belgium**

Dirk Van Strijthem worked for Price Waterhouse in Brussels, Budapest and London and then Kredietbank before joining KBC in 1997. He became KBC Group General Manager Group Strategy before being appointed CEO KBC Commercial Finance. KBC Commercial Finance offers credit management solutions to companies based in Belgium, the Netherlands, Germany, the Czech Republic and Slovakia, and intends to cover most countries in western- and central Europe, following the geographical footprint of the KBC Group.

**14:40 - 15:15 Interactive panel discussion and Q & A on managing the effects of a severe economic downturn:**

**'BRAINSTORMING' TOPICS:**

- Non-recourse issues
- Liquidity/funding issues
- Client credit quality
- Debt collection/debtor quality
- New sources of revenue
- Pricing issues

**Thierry Willieme, Chief Executive Officer - GE FactoFrance, France**

**Margrith Lutschg-Emmenegger, President, Fimbank, Malta**

**Ed Frederiks - Managing Director, ING Commercial Finance, The Netherlands**

**15:15 - 15:40 Afternoon Refreshments**

**15:40 - 16:20 Crises client management: why you now need to think differently**

- Analysing client failure and categorising your client risk
- Are you far too exposed with some of your clients? Looking for potential high risk scenarios
- Damage limitation: when a client goes down, prioritising your recovery procedures
- Monitoring your clients: recognising why even the most subtle triggers for client failure is imperative



**Ed Frederiks - Managing Director, ING Commercial Finance, The Netherlands**

Ed joined ING more than 37 years ago and worked in various positions within the bank. Some ten years ago he joined ING Lease as member of the board and up to 2008 as managing director of ING Car Lease. He has been an active member of both the Dutch and European association of leasing companies. In 2008 he assumed the responsibility for ING Commercial Finance with operations in 7 countries throughout Europe.

**16:20 - 17:00 ROUNDTABLE INFORMAL DISCUSSION GROUPS**

Choose the table that suits you

1. Topic - international factoring
2. Topic - crisis management
3. Topic - managing client risk
4. Topic - supply chain finance
5. Topic - refinancing a factoring business
6. Topic - creating synergies with other trade finance products
7. Topic - tackling fraud
8. Topic - global strategies

MARCH 20th - CONFERENCE DAY TWO

**09:30 - 09:40 Chairman's Introduction:**

*Thierry Willieme - Chief Executive Officer- GE FactoFrance*

**09:40 - 10:20 Partnering with other trade finance products: expanding the opportunities for factoring**

- Developing the model for the factors to play a key role in supply chain financing
- Examining factoring services in relation to L/Cs, forfaiting, short-term credit insurance in terms of demand and availability in the current environment.
- Comparing trade finance products - creating awareness of the potential synergies for combining.



**Speaker: Margrith Lutschg-Emmenegger, President, Fimbank, Malta**

*Margrith Lutschg-Emmenegger began her career with Barclays Bank, then with Midland Bank Aval in London before joining West Merchant Bank (now WestLB AG), where she had global responsibility for forfeiting and factoring. She joined trade finance bank, Fimbank, in 2003 as Executive Vice President and was appointed President in 2004. Fimbank has offices in UK, Brazil, US, Turkey, Russia, Singapore, Egypt and Dubai. Mrs. Lutschg-Emmenegger was educated in Switzerland. She is a member of the Board of the Swiss Association of Forfaiters in and a founding Chairman of the Association of Forfaiters in the Americas. In 1999, Mrs. Lutschg-Emmenegger co-founded the International Forfaiting Association. She has written numerous articles on Forfaiting including a book, published in 1998 by Euromoney, entitled "A Guide to Forfaiting". She has also been a regular speaker on the subject for many years travelling around the World teaching audiences the benefits of trade finance*

**10:20 - 11:00 Getting to the new frontiers - refinancing a factoring business**

- Refinancing options in Russia: a case study
- Changes in asset quality during financial turmoil. In what underlying assets do investors still believe?
- Pros and cons of different types of refinancing:
  - Financing from the parent bank
  - Syndicated loans
  - Bonds and notes
  - Securitisation
  - Re-factoring (or back-to-back factoring)
  - Syndicated factoring
- Structuring and placing strategies:
  - Maintaining the quality of the portfolio of receivables, with a deteriorating client base
  - Enhancing issuer's credit rating
  - Pricing strategies



**Speaker: Mikhail Treyvish, Chairman of the Board and CEO National Factoring Company, Chairman of IFG, Russia**

*Mikhail is one of the pioneers of factoring in Russia. His career in factoring started in 1995 with Rossiyskiy Credit Bank where he worked as Head of the Factoring Department. In August 2002 he was appointed Chief Executive Director of NIKoil IBG Bank. He was elected the President of the East European Factoring Association in June 2001. On April 1, 2004 Mikhail was appointed the Chairman of the Board and CEO of the Commercial Bank National Factoring Company "Uralsib-NIKoil", which was later renamed National Factoring Company. Since 2004, Mr. Treyvish has been a Member of the Board of Directors of IFG and in June 2008, was elected Chairman.*

**11:00 - 11:30 Morning Refreshments**

**11:30 - 12:10 Preparing for a surge in fraud: countering the rise in activity**

- Is factoring fraud growing as the economy slides?
- Could we be facing a potential fraud epidemic?
- Recent developments in fraud activity.
- How have fraud techniques changed for the past 2-3 years?
- Identifying fraud scenarios quickly
- Comparing the optimum fraud detection techniques



**Roger McCourt is a partner at DLA Piper**

*He specialises in financial litigation acting for many of the major names in the financial services industry. He regularly advises clients in the asset based lending and receivables finance sector on issues relating to responding to fraud and fraud prevention.*

**12:10 - 12:50 Why are factors turning to global strategies again?**

- Is the global profile for international strategies changing?
- Identifying the most promising new markets
- Examining economies of scale and cross-selling opportunities in an international network
- Critical efficiency issues in setting up new operations



**Speaker: Valery Girault, Socgen, Deputy Director, France**

**12:50 - 14:20 Lunch**

**14:20 - 15:00 Brave new world: rethinking risk**

- Examining a change in risk perception among factors
- Changing mythology vs. changing assumptions: Has client quality really deteriorated?
- Changes in risk assessing models for new clients
- Rethinking risk weighting
- Time for reinforcing the due diligence process?
- Assessing changes in ability to absorb risk
- What are the effects of market uncertainty on the use of credit insurance



**Speaker: Franz Michel, Member of the Board of Management, General Manager, Coface, Germany**

*Franz Michel joined Coface in 2000 and built up a factoring facility, which brought the company to the leading position in the German factoring market; he took over responsibility for the departments of factoring, debt collection and financial services of Coface Finanz. On 1 April 2008 he was appointed Member of the Board of Management, Coface Deutschland AG. Before joining Coface, Franz Michel, worked as managing director of DG Diskontbank GmbH.*

**15:00 - 15:10 Conference Closing Remarks:**

*Michael Bickers, Managing Director, BCR Publishing Ltd, UK*

END OF CONFERENCE

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- Unbeatable market intelligence with a year's subscription to [www.factorscan.com](http://www.factorscan.com), offering single site-multiple user access
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Normally this package would cost £5240. However, we are offering the package at a crisis-thumping £2900. And with Sterling being at its lowest rate in years, exchange rates have never been so favourable.

If you need further details related to this offer, contact Nicholas Comrie at [ncomie@bcrapub.co.uk](mailto:ncomie@bcrapub.co.uk) or +44 (0) 208 466 6987



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- I wish to buy \_\_\_\_\_ delegate tickets at £995/€1190 each.
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