

European Factoring Conference

Madrid

16-17 March 2006

The Westin Palace Hotel, Madrid, Spain



Turning globalisation into cash

BCR's 6th Receivables Finance International Conference & Exhibition (RFlx) will:

- Provide the inside knowledge and information on what's new in factoring in 2006 to give you vital competitive advantage
 - Give you access to important industry leaders to share knowledge and experiences with you
- Offer you new vision, stimulate your thinking, develop your business's potential and, ultimately, increase your profits
 - Provide you with outstanding networking opportunities throughout the conference and give you the chance to meet the right people and do the deals that matter to your business.

Organiser:



Publishers of the World Factoring Yearbook and factorscan.com

SPONSORS AND EXHIBITORS:



Receivables Finance International

PRE-CONFERENCE DAY – MARCH 15th

18.30 – 20.30 WELCOME DRINKS RECEPTION
Sponsored by Eurofactor

CONFERENCE DAY ONE – March 16th

09:05 – 09:10
Conference Opening Remarks

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

09:10 – 09:55
Chairman's Introduction

An evolving market place – examining the
global trends for factoring

- Assessing the most recent global statistics for factoring
- Identifying the growth markets
- Cross-border activity – are factors keeping up with developments in the international trade environment?

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. FCI now has 179 factoring companies in 54 countries and has become the world's leading factoring network with a yearly volume of factored trade receivables in excess of EUR 371 billion. As an industry specialist, Jeroen has assisted numerous governments in evaluating and introducing the factoring concept, for both domestic and international trade. He has addressed audiences globally on factoring and international trade.

Jeroen received a bachelor degree in Economics at the University of Amsterdam and holds an M.B.A. from the Wharton School of Finance (University of Pennsylvania).

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.

09:55 – 10:35

Developing opportunities for factoring
in Spain

- Analysing the recent strong and sustained growth in factoring
- Evolutions and deviations from the traditional factoring concept
- Examining the significance of factoring to suppliers
- Assessing international factoring

Speaker: Josep Selles, Director General,
Eurofactor Spain.



Josep Selles is Director General of Eurofactor Hispania EFC. S.A.(group Credit Agricole) since May 2005. He is a member of the Executive Committee of Factors

Chain International and was previously a member of the Executive Committee of the Spanish Factoring Association.

Josep studied public relations in the University of Barcelona and he received a Masters from IESE. He is also a Professor of Business in Barcelona.

Josep was manager of the factoring, confirming and forfaiting department in Banco Sabadell S.A. before joining Eurofactor in May 2005.

10:35 – 11:15
Morning Refreshments

11:15 – 11:55

Building bridges

- Taking a new brand to new and existing markets
- Building and maintaining reputations
- The importance of attaching values and constructing solutions
- Structuring transactions and stretching the boundaries
- Designing new concepts and crossing borders

Speaker: Alan McLaren, Joint Managing
Director, Landsbanki Commercial Finance, UK.



Alan McLaren is joint managing director of Landsbanki Commercial Finance. A qualified Chartered Accountant; he was previously Managing Director of GMAC

Commercial Finance, managing a team of 250 people, including its European subsidiaries. He has worked in the Commercial Finance Industry for over 20 years.

Over the last 10 years, Alan has been at the forefront of pioneering the development of asset based lending in the UK and Europe.

Speaker: Brent Osborne, Joint Managing
Director, Landsbanki Commercial Finance, UK.



Brent Osborne is joint managing director of Landsbanki Commercial Finance. He has over 19 years experience in the corporate finance sector, from

mainstream banking through to the specialisation of delivering asset based and structured lending solutions across the globe. He also oversaw the set-up of finance, banking operations and entry to market in Poland and Germany during his role as European Sales & Marketing Director.

Brent has historically managed portfolio and sales & marketing functions, the latter will be his main responsibility at Landsbanki Commercial Finance as well as being a member of the executive management team.



al 2006 - Conference Programme - M

11:55-12:35

Breathing new life into the German factoring market

- Evaluating the potential for undisclosed business
- Are the banks posing a real threat to factor's middle range market

Speaker: Klaus Taube, CEO of EUROFACTOR AG.



Klaus Taube, CEO of EUROFACTOR AG, has almost 30 years of experience in executive management within the bank retrospectively factoring business.

He has worked for the big banks SEB BANK AG (previously BfG BANK AG) and DRESDNER BANK AG and has demonstrated success in all aspects of building-up business (corporate accounts, strong sales organizations), strategic planning and team building.

He joined EUROFACTOR GmbH (previously CL Factoring GmbH), Munich, as head of the sales department in 2000. In 2001, when EUROFACTOR changed its legal form into a public company, Klaus Taube became one of the Managing Directors of the company.

As co-head of EUROFACTOR AG, Mr. Taube completely re-organised the marketing and service department.

12:35 - 14:00

Lunch

14:00 - 14:50

Analysing strategic marketing using an internet-based approach

- Examining factoring/asset based lending in the United States
- Exploring the challenges to be faced in industry
- Understanding the objectives of managing client relationships
- Evaluating website development
 - What is the role of a website and what are its marketing goals in industry?
- Identifying the trends and success factors in CRM and E-business

Speaker: Mark Mandula, Principal, Vice President, United Capital Funding Corp, USA.



Mr. Mandula currently serves as Principal & Vice President of United Capital Funding Corp.; a Florida based firm providing professional specialised funding for firms nationally utilising accounts receivables as collateral.

Prior to ownership in United Capital Funding Corp., Mr. Mandula serviced as owner and CEO of several specialized financial service firms. He also served as Executive Vice President and Principal in an investment banking firm that was involved in over 500 Merger & Acquisitions transactions in the financial services industry. He has published or coauthored several books on Strategic Planning Process, and valuation techniques in the M&A process. He has also had articles published in Mergers and Acquisitions: The Journal of Corporate Venture; ABA Banking Journal and other financial industry publications.

14:50 - 15:30

Adapting to Market Dynamics in Central Europe to ensure continued rapid expansion

- Understanding the reasons for substantial growth potential in central Europe
- Keeping pace and dealing with increasing competitive forces
- Optimising the factoring benefits message to SMEs within a central European business culture

Speaker: Elżbieta Urbańska, President Board of Directors, Polfactor SA, Poland.



Elżbieta Urbańska was appointed President of Board of Directors of Polfactor SA, one of Poland's leading factoring companies (shareholders: BRE Bank SA and Intermarket AG) in 2003.

Elżbieta studied at Silesian University, Poland and is a graduate of Warsaw School of Economics and Strategic Management of Services Programme of INSEAD.

Elżbieta worked for foreign trade companies Centrozap SA and Stalexport SA as a sales officer. She started her career with BRE Bank SA (owned by Commerzbank AG) in 1995, as Accounts Manager in corporate banking and, subsequently, Director of Small & Medium Enterprises business line and Director of Large Enterprises business line.

15:30 - 16:00

Afternoon Refreshments

16:00 - 16:40

Assessing the important changes in recent cross-border factoring

- What could be the major trends for the coming years?
- Examining the underlying reasons for these trends

Speaker: Erik Timmermans, Secretary General, International Factors Group, Belgium.



Erik Timmermans was appointed Secretary General of the IF-Group in August 2005.

For 19 years he worked at International Factors Belgium in various sales, marketing and general management positions.

His main role at the IF-Group, apart from the general management of the Secretariat, is to create value for members, partners and sponsors by developing the services and the geographical scope of the group.

16:40 - 18:00

CHAMPAGNE ROUNDTABLE INFORMAL DISCUSSION GROUPS

1. Global trends in factoring
2. Taking a brand to new markets
3. The future of cross-border trade
4. Factoring in central Europe
5. Reverse factoring
6. Internet-based marketing
7. Significant developments in cross-border trade
8. Development of Spanish factoring
9. Syndicated deals in Europe
10. Delivering service quality

19:00 - 22:00

HPD FACTORS AND DISCOUNTERS MADRID PARTY

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

CONFERENCE DAY TWO - MARCH 17th

09:00 - 09:15

Chairman's Introduction

Erik Timmermans, Secretary General, International Factors Group, Belgium.

09:15 - 09:55

Examining the key relationship between delivering service quality and bottom line profit

- The increasingly competitive environment - how is this affecting service quality?
- Assessing the major impact that a modest reduction in churn rate can have on income
- Providing optimum service quality to your clients - the key elements that you should never forget

Speaker: Paul DeDomenico, Senior Managing Director Europe, Working Capital Solutions GE Commercial Finance.



Paul DeDomenico is Senior Managing Director for Working Capital Solutions GE Commercial Finance. Working Capital

Solutions is a global provider of working capital finance and service solutions for GE and multi-national corporations. Its business is headquartered in Bergen Op Zoom, The Netherlands with locations throughout Europe, USA, Canada, and Asia.

Madrid, 16th – 17th March 2006

09:55 – 10:35

Understanding the challenges and opportunities for syndicated receivables finance in Europe

- Examining the different methods of syndication – risk shares, sub-participations and full syndications
- Contrasting syndicating receivables finance and syndicating loans
- Addressing the challenges of syndicating receivables integrated finance and asset-based loan facilities
- What are the trends in syndicating cross-border finance transactions?
- Exploring the issues to be faced in selling-down syndications

Speaker: Andrew Knight, Partner, Speechly Bircham, UK.



Andrew Knight is head of finance law at City firm Speechly Bircham. He advises banks and other lending institutions, handling asset-based lending and receivables finance,

acquisition finance and restructurings, as well as a loan and factoring book sales and purchases.

A significant part of Andrew's practice involves cross-border asset-based loans, and his publicly-disclosed clients include Landsbanki Commercial Finance, Lloyds TSB Commercial Finance, GMAC Commercial Finance and Venture Structured Finance. He also acts for certain US asset-based lenders including LaSalle Bank.

10:35 – 11:10

Morning Refreshments

11:10 – 11:50

Is Europe's factoring industry about to be turned on its head?

- Preparing for vast, new and untapped reverse factoring business seams
- How data-capturing technology is about to revolutionise the factoring proposition
- Embracing the new concepts versus the danger of complacency. What is at stake for factors?

Speaker: Shane Maine, Managing Partner, Activation Capital Partners, Canada.



Shane Maine is a Managing Partner with Activation Capital Partners. He was former Chairman and Management Consultant to Ventures North International Inc. and to PSA International Inc., both venture capital firms.

Shane was responsible for the launch, financing and growth of a number of companies in the information technology and financial services markets in Canada, the United States and Europe. Shane has extensive experience in establishing and developing partnerships with large corporations, growing companies, both organically and through acquisition, and accessing financing through both venture capital and public markets.

11:50 – 12:40

Is the Baltic States becoming another emerging hot spot for factoring growth and investment?

- Examining the background to the Baltic State Markets
- Determining the optimum product mix for influencing continued fast expansion
- Effectively managing client convenience without compromising risk
- Assessing the importance of developing the E-commerce concept for factoring
- Is the Baltic States factoring market ripe for foreign investment?

Speaker: Ivar Kõllo, Director of factoring & stock financing division, Hansa Liising Eesti AS, Estonia.



Ivar Kõllo is director of factoring & stock financing division in Hansa Liising Eesti A.S., Estonia. Areas of responsibilities include arranging the co-operation plus factoring product development at pan-Baltic level.

Hansa Liising Eesti AS as part of Hansabank group, is a FCI member since May 1998 (previously Hansa Capital). Hansabank has identified the three Baltic countries as its home market, and has a committed strategy for Baltic expansion. The Group also serves niche segments in Russia, where it operates in Moscow, St. Petersburg and the Kaliningrad regions.

Ivar Kõllo received a Bachelor of Arts degree in international business from Concordia International University Estonia in 2000.

Ivar Kõllo worked for two years for Falck Group as department head prior to joining Hansa.

12:40 – 14:20

Lunch

14:20 – 15:50

Panel Session: What opportunities will globalisation bring to factors?

- E-Commerce making the world smaller for factors?
- To what extent can we expect a global legal structure for factoring contracts?
- The importance of understanding the cultural differences

15:50

CLOSING REMARKS AND END OF CONFERENCE

Conference organised by BCR Publishing

BCR Publishing have been providing high quality market information on global receivables finance since 1992. Our leading publications include World Factoring Yearbook, published in association with Factors Chain International, Factoring in the UK and the comprehensive global factoring website: www.factorscan.com

