



East European Factoring Association
VII ANNUAL CONFERENCE
PRELIMINARY PROGRAM

Day 1 (Tuesday, September 11)

ARRIVALS	
18:00 - 19:00	Registration
19:00 – 22:00	WELCOME cocktail

Day 2 (Wednesday, September 12)

Session 1

	<i>Breakfast (included in room price)</i>	
9:30 – 10:00	<i>Morning coffee</i>	
10:00 – 10:20	Mikhail Treyvish President, East European Factoring Association	Welcoming speech
10:20 – 10:40	Igor Dodon Minister of Economy of Republic of Moldova	Moldova – current economic situation and outlook for the future
10:40 – 11:10	Oleg Damian Director, NFC-MOLDFACTOR SRL (Moldova)	Factoring in Moldova
11:10 – 11:50	<i>Coffee Break</i>	
11:50 – 12:20	Speaker to be confirmed later	
12:20 – 13:00	Rudolf Putz Head EBRD Trade Facilitation Programme, EBRD (Austria)	EBRD factoring facilitation programme
13:00-14:30	<i>Lunch</i>	



Session 2

14:30 – 14:50		Chairman's opening remarks
14:50 – 15:30	Chris Barrett Partner, PricewaterhouseCoopers (<i>Russia</i>)	Risk-management - some international experiences and recommendations on factoring risk management best practice
15:30 – 16:00	Kate Sharp CEO, Factors and Discounters Association (<i>UK</i>)	Building a successful industry association - lessons to learn for emerging markets
16:00 – 16:30	<i>Coffee Break</i>	
16:30 – 17:00	Speaker to be confirmed later	
17:00 – 18:15	Panel discussion: What makes a factoring company more competitive - the product range, the service level or the marketing activities	
	Evening at leisure	

Day 3 (Thursday, September 13)

Session 1

	<i>Breakfast (included in room price)</i>	
9:30 – 10:00	<i>Morning coffee</i>	
10:00 – 10:20	Erik Timmermans Secretary General, International Factors Group	Chairman's opening remarks



10:20 – 10:50	Ralf Bauer CEO, Lloyds TSB Commercial Finance (DE) (<i>Germany</i>)	Tailoring your product range according to your market environment
10:50 – 11:20	Lubomir Civin Chairman of the Board of Directors & CEO Factoring Ceske sporitelny, a.s. (<i>Czech Republic</i>)	An Asset Based Lending experience in Continental Europe
11:20 – 12:10	<i>Coffee Break</i>	
12:10 – 12:40	Mikhail Treyvish CEO, National Factoring Company (<i>Russia</i>)	Turn your competitor into your partner - Collaborative factoring products
12:40 – 14:00	<i>Lunch</i>	
18:30 – 23:00	Gala Dinner in the Mileshtii Mici wine Cellars - (gathering in the lobby at 18-30 and departure to the restaurant by bus)	

Day 4 (Friday, September 14)

DEPARTURES or OPTIONAL DAY TOUR	
10:00 – 12:00	<i>Chisinau city tour</i>
12:00 – 18:00	<i>Bus tour to historical complex “Orheiul Vechi” (lunch is included)</i>