



AGENDA

Annual Meeting 2009
St. Petersburg, Russia



Monday 12 October 2009 - DEVELOPMENT OF IFG		
9.30-11.00	OPENING SESSION	
	Welcome address	Mikhail Treyvish NFC Russia -Chairman IFG
	Russia : present situation and future expectations	Speaker to be confirmed
	Report on IFG 2008-2009 and presentation of budget and board proposals	Erik Timmermans Secretary General IFG
	Presentation of candidacies for committees	
	Voting session Members' Annual Meeting	
11.00-11.30	COFFEE BREAK AND MEETING WITH SPONSORS	
11.30-13.00	REGIONAL DEVELOPMENT : PANEL & GROUP DISCUSSION	
	IFG's development in Central and East Europe and Asia activities, challenges, future plans	Mikhail Treyvish, Chairman IFG and member of Asian Chapter and CEE Chapter
	IFG's development in Latin America : activities, challenges, future plans	Carlos Baudrand First Factors Chile, Chairman Latin America Chapter
	IFG's development in Africa : activities, challenges, future plans	Dr Oramah Afrexim Bank Egypt, Chairman Africa - Mideast Chapter
	Interactive Panel Discussion	
13.00-14.00	LUNCH	
14.00-15.30	2-FACTOR ACTIVITIES : PANEL & GROUP DISCUSSION	
	How to increase Two-Factor business successfully? How to deal with Counter-party risks?	Josep Selles (Eurofactor Spain), Chairman Marketing & Development Com.
	Developing necessary skills in two-factor activity: presentation of IFG's brand new e-learning course	Alberto Monza (IFItalia), member of education committee
	How to transfer knowledge between members : mentoring and internship program	Fernando Gonzalez (First Factors Chile), member of M.& D. Com.
	What can we do together to improve Two-Factor business?	Interactive Panel Discussion
15.30-16.00	COFFEE BREAK AND MEETING WITH SPONSORS	
16.00-17.30	TRADE ASSOCIATION ACTIVITIES : PANEL & GROUP DISCUSSION	
	Education as a strategic tool. Introduction of the IFG Academy	Peter Brinsley (Venture Finance UK), Chairman of Education Committee
	Importance of Industry Information: Global Industry Activity Report, News sharing, Forum...	Filiz Unal (Garanti Factor Turkey), member of M. & D. Com.
	The growing importance of Lobbying & Industry Representation.	John Gielen, Board Member IFG and Chairman EU Forum
	More regulation in our industry? Recent changes in Germany	Dr Ulrich Brink, Lawyer
	What can we do together to develop the industry in general?	Interactive Panel Discussion
18.00-19.30	NEW MEMBERS' PRESENTATION COCKTAIL	
19.30	FREE EVENING	

Tuesday 13 October 2009 - DEVELOPMENT OF THE INDUSTRY

9.30-11.00	CHALLENGES & OPPORTUNITIES IN DIFFICULT TIMES (MODERATED by BOB LEFROY, Editor Business Money)	
	Crisis, what crisis? How to benefit from opportunities the financial crisis offers our industry.	Speaker to be confirmed
	Sailing through stormy waters. Lessons learned.	Jan Berent Heukensfeldt-Jansen (IFN Finance)
	How does the future look for independent Factors?	David Robertson (Bibby Group of Factors)
	Topic to be confirmed	Philippe Zamaron (Eurofactor Group)
	Interactive Panel Discussion	
11.00-11.30	COFFEE BREAK AND MEETING WITH SPONSORS	
11.30-13.00	EMERGING FACTORING MARKETS: A WOBBLY ROAD TO SUCCESS? (MODERATED BY MIKHAIL TREYVISH, CHAIRMAN IFG)	
	Which countries offer the strongest opportunities? How can EBRD & IFG co-operate?	Rudolph Putz, EBRD
	Being the factoring pioneer in emerging markets: is it worth the trouble? Lessons learned	Roman Ogonkov, CEO of NFC Russia
	Launching a network of factoring companies in CEEC. Why and how?	Gerhard Prenner, MD Raiffeisen Factorbank Austria
	Potential and difficulties for factoring in China	Speaker to be confirmed
	Interactive Panel Discussion	
13.00-14.00	LUNCH	
14.00-15.30	WHAT DIFFERENCE DOES I.T. MAKE? (MODERATED BY DIRK VAN STRIJTHEM, CEO KBC COMMERCIAL FINANCE BELGIUM)	
	Computer Assisted Fraud Prevention : some examples from the frontline	John Smith (Risk Factor UK)
	Cash is King : how factoring software can do more for your clients	Oliver Rölle (efcom Germany)
	Right-sizing : do all factoring companies need the same software?	Tony Davison (HPD UK)
	Interactive Panel Discussion	
15.30-16.00	COFFEE BREAK AND MEETING WITH SPONSORS	
16.00-17.30	RISKS AND HOW TO MITIGATE THEM (MODERATED BY CENGIZ UCBASARAN, CEO GARANTI FACTORING TURKEY)	
	Recent war stories in fraud and lessons learned from them	Speaker to be confirmed
	Credit Insurance and Factoring : "je t'aime, moi non plus..." (I love you, me neither...)	Senior Representative from Coface
	Managing Risk in Troubled Times	Richard Hawkins (Atlantic Risk Management)
	Counterparty Risk in two-factor environment : contractual possibilities for mitigation	Speaker to be confirmed
	Interactive Panel Discussion	
19.00	LEAVE FOR GALA & AWARD DINNER	

Wednesday 14 October 2009 - NETWORKING DAY	
	Discovering St Petersburg : Full day of Networking and bilateral contacts
Thursday 15 October 2009 - SHAREHOLDERS ASSEMBLY AND CLOSING	
9.30-11.00	Presentation of results of Voting Session Trade Association
	Discussion on Board Proposals
	Presentation of Board Candidacies
	Presentation of Candidacies Chairman and Vice-Chairman
	Voting session
11.00-11.30	COFFEE BREAK AND MEETING WITH SPONSORS
11.30-12.30	RESULTS VOTING SESSION CLOSING REMARKS NEW CHAIRMAN
12.30-14.00	LUNCH AND FAREWELL