

5th FECMA Pan - European Credit Congress

Credit Management in Challenging Times

Hybrid Edition | Divani Caravel Hotel | Athens, Greece



14-15
June
2023

HOSTED BY



H.A.
RI.
MA.

HELLENIC ASSOCIATION
OF RISK MANAGERS

Hybrid Edition

European Credit Congress

15th -16th June 2023 | Athens | Greece

We invite you to participate in the

5th FECMA Pan - European Credit Congress

Attendees are involved in:

Credit Risk	Counterparty Credit
Credit Officer	Financial Counterpart
Credit Risk Analysis	Model Risk
Credit Research	Model Validation
Credit Risk Control	Funds Transfer
Credit Risk Models	Financial Institution
Credit Risk Review	Risk
Credit Model Strategy	IFRS9 Regulations
Credit Risk Systems	Portfolio Strategy
Credit Analysis	Regulatory Strategy
Capital Management	Risk Portfolio Models

The Hellenic Association of Risk Managers (H.A.RI.MA.) and Federation of European Credit Management Associations (FECMA) invites you to a two-day congress for credit managers.

Key Topics

- Key risks for companies operating in European markets, including Greece
- Practices worth to adopt or avoid
- The most effective metrics and tools for securing trade credit risk
- Credit risk main parameters, exposure, default and recovery
- Sustainable Finance and ESG criteria - Relation with credit risk
- How AI-Powered tech is transforming the credit risk process
- How big data analytics can make credit risk assessment more efficient and accurate



WELCOME



Ludo Theunissen

President of FECMA – Federation of European Credit Management Association,
President of the Instituut Voor Kredietmanagement (Ivkm), Belgium

Ludo Theunissen holds degrees in engineering (Ghent University) and Management (Vlerick Business School). In his career he combined academic and business assignments. He has worked for large multinational organizations (Volkswagen, Unisys) as well as for SME's in Belgium and abroad. He is founder and president of the Instituut voor Kredietmanagement, the Belgian association for Credit managers, and an active member of the FECMA council.

He is professor at Ghent University and has also been active as a professor at Vlerick Business School, Antwerp Management School and the Belgian Royal Military Academy. He is active as a consultant and lecturer in different countries on topics such as Financial Statement Analysis, Credit Management, Investment analysis.



Nicolas Gouzelos

Chairman of Hellenic Association of Risk Managers

Nikolas Gouzelos holds a BSc in Business Administration from Trinity and an MBA with a major in Marketing from Kingston University. He has held managerial positions in large Greek and multinational companies such as Kosmocar, Ford Motor Hellas, Citibank, Societe Generale, AON and Groupama.

At the beginning of 2017, he assumed the duties of President & CEO of Infobank Hellastat A.E. and since January 2020 is Director of the ICAP Risk Training Institute. He is also a founding member and the chairman of the Hellenic Association of Risk Managers (H.A.RI.MA.).

AGENDA

DAY 1 | Wednesday, 14th June 2023

- | | |
|---------------|---|
| 13:00 – 14:00 | <i>Registration</i> |
| 14:00 – 14:15 | Welcome speech – Credit management in Europe
Ludo Theunissen , President of FECMA – Federation of European Credit Management Association President of the Instituut Voor Kredietmanagement (Ivkm), Belgium |
| | Welcome to Greece – program
Nicolas Gouzelos , Chairman of Hellenic Association of Risk Managers (H.A.RI.MA) |
| 14:15 – 14:40 | Geoeconomics outlook |
| 14:40 – 15:05 | Global / European Trade Credit evolution |
| 15:05 – 15:25 | Factoring Market: Global Market Size, Forecast, Insights, and Competitive Landscape |
| 15:25 – 15:35 | Credit Management as a development factor |
| 15:35 – 15:45 | Credit risk Indexes in Stock Exchange |
| 15:45 – 16:15 | <i>Coffee Break</i> |
| 16:15 – 17:15 | Panel Discussion : Global / European trade credit management |
| 17:15 – 17:45 | B2C Credit Excellence |
| 18:45 | <i>Evening cocktail & Gala dinner</i> |

EVENING COCKTAIL & GALA DINNER



Networking at the congress is not only about meetings in the hotel's foyer. Evening cocktail and gala dinner will take place at the **DIVANI CARAVEL Hotel at HORIZON Rm (Roof Garden)**. We invite you to participate in the evening cocktail party and gala dinner! Traditional Greek dancers performing (Syrtaki and many other traditional Greek Dance) and making a show for 1 hour with people participate & learning to dance or Greek Mythology Themed Dancers Show.



We invite you!

AGENDA

DAY 2 | Tuesday, 15th June 2023

08:30 – 09:00

Registration

09:00 – 09:30

Credit management in 2023

09:30 – 10:00

European project on Late payments

10:00 – 10:30

Trade Credit Solutions' market

10:30 – 11:00

Coffee Break

11:00 – 12:00

Panel Discussion 1: Credit Intelligence & Business Information

12:00 – 13:15

Lunch

13:15 – 13:45

The path from Data to Decision

13:45 – 14:45

Panel Discussion 2: Debt Collection trends

14:45 – 15:15

Coffee Break

15:15 – 15:30

The new role of Credit Officer

15:30 – 15:45

Closing speech

Ludo Theunissen

President of FECMA – Federation of European Credit

Management Association | President of the Instituut Voor Kredietmanagement (Ivkm),

Belgium

ORGANIZERS

We are honoured to invite you to participate in the **FECMA 5th Pan-European Credit Management Congress**, which will be held on **15th and 16th June 2023 at DIVANI CARAVEL Hotel, Athens, Greece**. The vent will address “**Managing Credit in Europe**”, which is the diversity in the approach to managing trade credit in major European economies. The Congress will be an excellent opportunity to learn about the specifics of receivables management in Germany, France, Great Britain, Italy and many other countries throughout Europe.



FEDERATION OF EUROPEAN CREDIT MANAGEMENT ASSOCIATIONS

FECMA was established in 1986 on the initiative of the late Sir Roger Cork, one time Lord Mayor of London and President of the UK Institute of Credit Management as a not-for-profit organization to promote best practice in credit management across Europe and beyond. Membership of FECMA is made up of national credit management associations, who share the vision of promoting best practice by sharing their knowledge and expertise across national borders.

FECMA aims to:

- **exchange credit management knowledge, best practice and ethical standards between associations;**
- **share and promote research and pool the knowledge gained with each associations' own members;**
- **represent the credit management profession at a European level;**
- **provide support and guidance for members of all associations;**
- **support and collaborate with existing associations as appropriate and encourage the creation of credit management associations where none exist.**



Hellenic Association of Risk Managers (H.A.RI.MA.)

With 1/12/2019 as the date of signing the articles of association by the founding members, 12/12/2019 of filing them with the First Instance Court of Athens under Reg. No. 489461, and 16/12/2019 of commencement of business with the Tax Office of Kallithea, with TIN 997001960, the “Hellenic Association of Risk Managers” (H.A.RI.MA.) Nonprofit Company Under Civil Law was founded; an initiative by a group of senior managers who are involved in the broader field of risk management. The Association aspires to become the collective body of all Risk Management executives, irrespective of industry and employment specialty in Risk Management. The role of Risk Managers is extremely important for the business world and even more important for the Capital market, financial institutions, and insurance companies. The Association will come to the aid of their efforts, highlighting and upgrading their role by providing information, training and links to international organizations, as well as holding discussion with government and also with other relevant organizations. At the same time, the Association will contribute to more effective risk management by the market, by conducting research on the level of preparedness and response of organizations, to risk issues. The founding members have significant previous experience and technical expertise in Risk Management, in areas such as Financial, Credit, Insurance, Compliance, Market, Commercial, Procurement, Facility, Logistics, Governance, and Data & Cyber risks. The participation of renowned Risk Management academics – teachers completes the spectrum of representation of expert professionals in the Association. The Association, at least in the beginning, will not have any resources other than the subscription fees paid by its members. This means that everything relies on volunteering and the willingness of the members to offer to society.

15 European Member Associations in 17 countries



Bundesverband
Creditmanagement
Österreich (BvCM)



Instituut voor
Kredietmanagement
(IvKM)



Dansk Kredit Råd (Danish
Credit Management
Association)



Association of Credit
Management Switzerland
(ACMS)



Association Francaise
des Credit Managers et
Conseils (AFDCC)



Bundesverband Credit
Management e.V.



The Hungarian Credit
Management Association
(HMCA)



Svenska Kreditforeninge
The Swedish Credit
Association



ACMI - Association of
Credit Managers (Italy)



Malta Association of
Credit Management
(MACM)



Nederlandse Vereniging
voor Credit Management
(VvCM)



Polish Institute of Credit
Management (PICM)



Chartered Institute of
Credit Management
(CICM)



Hellenic Association
of Risk Managers
(H.A.RI.MA)



Asociación de Gerentes
de Crédito AGC

CONFERENCE VENUE

TRANSFER OPTIONS

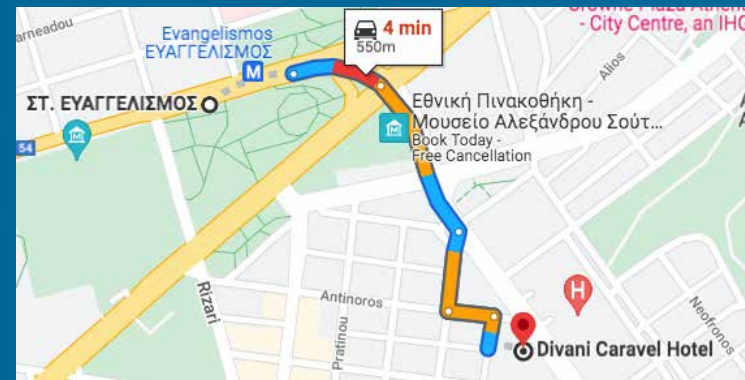
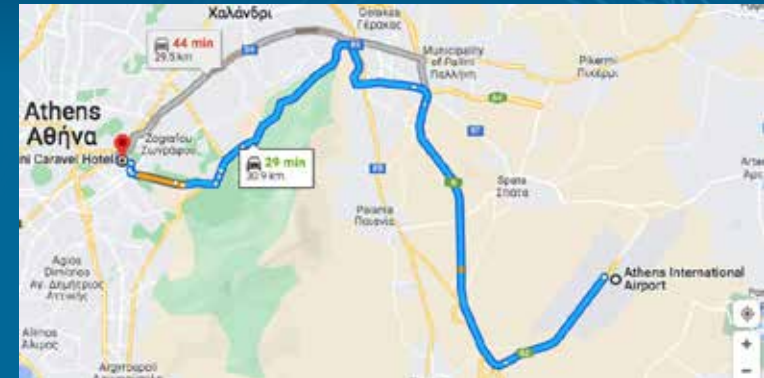
The 5th FECMA European Credit Management Congress will be held at **DIVANI CARAVEL HOTEL**, located in the **Center of Athens**



DIVANI CARAVEL HOTEL
Leof. Vasileos Alexandrou 2,
Athina 161 21



From
Divani Caravel
Hotel
To
Airport



From
Divani Caravel
Hotel
To
Subway

From
Divani Caravel
Hotel
To
Piraeus Port



ABOUT ATHENS



Athens (Athina), is emerging as **one of the most exciting and popular city break destinations** in Europe. The number of city break visitors to Athens increased by 600 percent between 2013 and 2018. These stats and facts about the city of Athens, and the surrounding Attica region, tell their own success story.

Athens is both the capital and largest city of Greece. With a **population** close to **four million**, it is also the **seventh largest city in the European Union**. Athens dominates and is the capital of the Attica region and is **one of the world's oldest cities**, with its recorded **history spanning over 3,400 years** and its earliest human presence beginning somewhere between the **11th and 7th millennia BC**.

In modern times, Athens is a large cosmopolitan metropolis and central to economic, financial, industrial, maritime, political and cultural life in Greece. In 2021, Athens' urban area hosted more than three and a half million people, which is around 35% of the entire population of Greece.

Creative and intellectual interchange are thriving in the city which combines the power of two ancient deities: Poseidon, who rules the sea, and Athena, whose knowledge is symbolized by the olive tree, which gives life. The city boasts a 70-kilometer coastline. **Athens Riviera's** secluded beaches, just 40 minutes from the Acropolis.

Visit here for more info about Athens:

<https://www.thisisathens.org/acvb/athens-stats-and-facts>

We could give you 100 reasons to choose Athens:

<https://www.thisisathens.org/acvb/top-reasons-to-choose-athens>

Others Features

The Weather: One of the most favorable and sunny corners of Europe, where for more than two thirds of the year, Greece basks under clear and sunny skies

Location: Short haul from most European countries / International Airports

The Greeks: Nice people, friendly, helpful and welcoming

Culture: Mediterranean culture, old customs. A unique combination of the old and the new in a spectacular Mediterranean setting

History & Art: From Stone Age to the Present, Unique archaeological sites, World Class and one-of-a-kind museums

Gastronomy: Traditional Greek to Nouveau Fusion Cuisine.

Shopping: Top designers, exquisite jewellery, fine antiques, high quality leather goods

Nightlife & Entertainment: Unbeatable night life including beachside bars, exceptional night clubs, traditional bouzoukia.

SPONSORS & PARTNERS

DIAMOND SPONSORS

PARTNERS

GOLD SPONSORS

SUPPORTING PARTNERS

SILVER SPONSORS

STRATEGIC PARTNERS

CONFERENCE REGISTRATION

Credit Management in Challenging Times

5th FECMA Pan-European Credit Congress

14th -15th June 2023 | Athens | Greece

Physical Registration

Participations for
FECMA ASSOCIATION'S MEMBERS are
FREE OF CHARGE

Physical Registration

Participations for
NON FECMA ASSOCIATION'S MEMBERS
295 € + VAT 24%

Digital Registration

For FECMA members
and non members
295 € + VAT 24%

CONTACT FOR PARTNERS AND SPONSORS



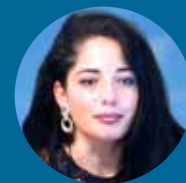
Grigorios Leonidis
Managing Director

T: +30 210 92 21 717 **M:** +30 697 998 2965
gleonidis@cleon.gr



Victoria Zoina
Conferences & Marketing Director

T: +30 210 92 21 717 **M:** +30 690 6753 912
vzoina@cleon.gr



Konstantina Christina Vratsanou
Conferences Producer

T: +30 210 92 21 717 **M:** +30 697 288 0537
kvratsanou@cleon.gr



Katerina Liarakou
Conferences Executive

T: 210 92 21 717
kliarakou@cleon.gr

DETAILS & REGISTRATION: <https://congree.fecma.eu/>