

5th FECMA Congress



Hosted by



HELLENIC ASSOCIATION
OF RISK MANAGERS

Credit Management in Challenging Times

5th FECMA Pan - European Credit Congress

14th -15th June 2023

Divani Caravel Hotel | Athens, Greece

Hybrid Edition

Invitation to Sponsorship

www.fecma.eu

5th FECMA Congress

Dear FECMA Supporter,

We are honoured to invite you to participate as a sponsor in the **FECMA 5th Pan-European Credit Management Congress, which will be held on 14th & 15th of June 2023 at Divani Caravel Hotel, Athens, Greece.**

We are offering you the opportunity to present your company and services to the high-profile credit management community who will be attending our event. By this invitation, you can cooperate with us and get involved in sponsoring activities to support FECMA and its Congress in Greece.

This event will be the fifth FECMA Pan-European Credit Management Congress with approx. **300 delegates** (physical presence) **from all over Europe and beyond**. As mentioned, in 2023 the event will be held in Athens/Greece, a distinguished and prestigious destination for European and international events.

Attendees are involved in :

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

For this event, FECMA has prepared **four sponsorship packages**, which offer attractive rates and service scope, making it possible for sponsors to reach the decision-makers in the credit industry in Europe. The sponsors of this major Credit Management Congress shall benefit from measurable advantages in the form of new contacts and clients.

Other sponsorship opportunities may be discussed with the organizers of this event.

From our experience, we are convinced that the sponsors' participation in the FECMA Pan-European Congress in Athens will result in effective promotion for your company.

The Pan-European FECMA Credit Management Congress offers sponsorship opportunities to position for the target group.

Service Packages include:

- **Diamond Partners**
- **Gold Partners**
- **Silver Partners**
- **Bronze Partners**

'Other forms of sponsorship by arrangement'.

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Sponsor Service Packages explained

Diamond Partners

Diamond Partner: € 9,500.00 + VAT

Benefits:

- Prominently placed exhibition booth at the Foyer (3m width, 2m depth, 2.5m height).
- Banner stand at the reception desk and more coverage of Diamond Sponsor's logo during the Conference.
- A dedicated advert featuring sponsor's logo will be produced and made available to all FECMA Members (16 European Countries) to be featured in their magazines, newsletters or websites where appropriate.
- Marketing provided by FECMA and its Members in 16 countries during the promotion campaign of the FECMA Pan-European Congress and follow-up of the event.
- Prominent placement and high visibility of your logo in the entire promotional mix (print and online) during the campaign of the FECMA Pan-European Congress.
- High-quality invitation brochure. Your logo and contact address in a prominent place.
- Event agenda. Corporate profile including contact address will be published in the event agenda.
- FECMA Website. Your logo linked to your website will be prominently displayed as Diamond Sponsor on the FECMA Website (www.fecma.eu) during the promotion campaign of the Congress and until December 2023.
- Public relations. Your company will be named in press releases / event reporting to the European financial and business press.
- Presentation slot (non-commercial) to be delivered by a representative of the Diamond Sponsor.
- 10 free guest of honour tickets. Only for financial decision makers, not applicable for consultants, accountants, lawyers etc., in order to invite target participants amongst clients. The ticket is valid for the entire conference (2 days including gala dinner).

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Sponsor Service Packages explained

Gold Partners

Gold Partner: € 7,500.00 + VAT

Benefits:

- Exhibition booth at the foyer (2.75m width, 1.25m depth, 2.0m height).
- Marketing provided by FECMA and its Members in 16 countries during the promotion campaign of the FECMA Pan-European Congress and follow-up of the event.
- Prominent placement and high visibility of your logo in the entire promotional mix (print and online) during the campaign of the FECMA Pan-European Congress.
- High-quality invitation brochure. Your logo and contact address in a prominent place.
- Event agenda. Corporate profile including contact address will be published in the event agenda.
- FECMA Website. Your logo linked to your website will be shown on the FECMA Website (www.fecma.eu) during the promotion campaign of the Congress and until December 2023.
- Public relations. Your company will be named in press releases / event reporting to the European financial and business press.
- Publicity in the European Credit Magazines / Newsletters published by the FECMA members (distributed in 16 European countries).
- Presentation slot (non-commercial) to be delivered by a representative of the Diamond Sponsor.
- 5 free guest of honour tickets. Only for financial decision makers, not applicable for consultants, accountants, lawyers etc., in order to invite target participants amongst clients. The ticket is valid for the entire conference (2 days including gala dinner).

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Sponsor Service Packages explained

Silver Partners

Silver Partner: € 4,500.00 + VAT

Benefits:

- Exhibition booth at the foyer (2.75m width, 1.25m depth, 2.0m height).
- Marketing provided by FECMA and its Members in 16 countries during the promotion campaign of the FECMA Pan-European Congress and follow-up of the event.
- Prominent placement and high visibility of your logo in the entire promotional mix (print and online) during the campaign of the FECMA Pan-European Congress.
- High-quality invitation brochure. Your logo and contact address in a prominent place.
- Event agenda. Corporate profile including contact address will be published in the event agenda.
- FECMA Website. Your logo linked to your website will be shown on the FECMA Website (www.fecma.eu) during the promotion campaign of the Congress and until December 2023.
- Public relations. Your company will be named in press releases / event reporting to the European financial and business press.
- Publicity in the European Credit Magazines / Newsletters published by the FECMA members (distributed in 16 European countries).
- 3 free guest of honour tickets. Only for financial decision makers, not applicable for consultants, accountants, lawyers etc., in order to invite target participants amongst clients. The ticket is valid for the entire conference (2 days including gala dinner).

Sponsor Service Packages explained

Bronze Partners

Bronze Partner: € 2,500.00 + VAT

Benefits:

- Exhibition booth at the foyer (2.75m width, 1.25m depth, 2.0m height).
- Marketing provided by FECMA and its Members in 16 countries during the promotion campaign of the FECMA Pan-European Congress and follow-up of the event.
- Prominent placement and high visibility of your logo in the entire promotional mix (print and online) during the campaign of the FECMA Pan-European Congress.
- High-quality invitation brochure. Your logo and contact address in a prominent place.
- Event agenda. Corporate profile including contact address will be published in the event agenda.
- FECMA Website. Your logo linked to your website will be shown on the FECMA Website (www.fecma.eu) during the promotion campaign of the Congress and until December 2023.
- Public relations. Your company will be named in press releases / event reporting to the European financial and business press.
- Publicity in the European Credit Magazines / Newsletters published by the FECMA members (distributed in 16 European countries).
- 1 free guest of honour tickets. Only for financial decision makers, not applicable for consultants, accountants, lawyers etc., in order to invite target participants amongst clients. The ticket is valid for the entire conference (2 days including gala dinner).

Previous Sponsors

5th FECMA Congress



Company Watch

**EuroCollectNet
Lawyers**

International Debt Recovery



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Agenda

DAY 1 | Wednesday, 14th June 2023

- 13:00 – 14:00 *Registration*
- 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 *Coffee Break*
- 16:15 – 17:15 Panel Discussion: Global / European trade credit management
- 17:15 – 17:45 B2C Credit Excellence
- 18:45 *Evening cocktail & Gala dinner*

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Agenda

DAY 2 | Tuesday, 15th June 2023

08:30 – 09:00	<i>Registration</i>
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	<i>Coffee Break</i>
11:00 – 12:00	Panel Discussion 1: Credit Intelligence & Business Information
12:00 – 13:15	<i>Lunch</i>
13:15 – 13:45	The path from Data to Decision
13:45 – 14:45	Panel Discussion 2: Debt Collection trends
14:45 – 15:15	<i>Coffee Break</i>
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

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FECMA Members

Physical Registration

Participations for
FECMA ASSOCIATION'S MEMBERS are
FREE OF CHARGE

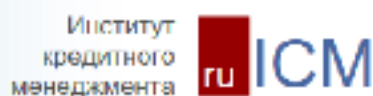
Physical Registration

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

Digital Registration

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

15 NATIONAL ASSOCIATIONS INCLUDED



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Why 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.

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Managing Credit in Europe

5th FECMA Pan-European Credit Congress

14th -15th June 2023 | Athens | Greece

For further details about the Sponsor Service Packages:

CONTACT FOR PARTNERS AND SPONSORS



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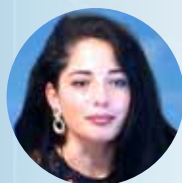
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DETAILS & REGISTRATION:

<https://congree.fecma.eu/>