Webinar 2
Main services in factoring

Tuesday 6 October 2020
09.30-11.00 BST / 10.30-12.00 CEST / 11.30-13.00 EEST / 14.30-16.00 CAST

What will the session cover?
- Full domestic and international factoring
- Invoice discounting
- Asset based lending
- Other variants

Fundamentals of Factoring and Payables Finance

The EBRD’s Trade Facilitation Programme is organising 10 webinars on the foundations of factoring and payables finance.

The webinars will show banks and factoring companies across the EBRD regions how to introduce and manage factoring and payables finance as a new product, as well as how to finance it and market it to SMEs.

Moderator

John Bugeja
Managing Director, Trade Advisory Network

John is a trade, supply chain and invoice finance specialist with more than 40 years’ experience in senior leadership roles at Barclays, HSBC, Lloyds Bank, NatWest and Royal Bank of Scotland. He also co-authored The London Institute of Banking & Finance’s Certificate in Supply Chain Finance (CSCF).

Speakers

John Beaney
Director, Product and Propostitions, Global Trade and Receivables Finance, HSBC

John has 30 years’ experience in receivables finance and is responsible for key aspects of HSBC’s global receivables finance business, including policy, insurance, capital models and training.

Simon Peterman
Manager, CEE Factoring Coordination, Raiffeisen Bank International

Simon has over 15 years of experience in factoring and is responsible for the development and coordination of factoring at Raiffeisen Bank International across 14 countries in central and eastern Europe.

Did you know?
The EBRD’s Trade Facilitation Programme provides short-term cash advances to selected banks and factoring companies across the EBRD regions. The proceeds are on-lent to local exporters, importers and distributors for the purposes of financing foreign trade transactions and factoring operations.