Webinar 4
Factoring operations

Tuesday 20 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?
- Assignment
- Charging structures
- Client payment process
- Accounting policies
- Credit control

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

Peter Brinsley
Director, Point Forward

Peter is the owner of a consultancy providing advice on receivables finance worldwide. He has more than 30 years’ experience in factoring, receivables finance, movable assets and supply chain finance at ABN AMRO, Atradius, Fortis Bank and Royal Bank of Scotland.

Speakers

Alecsandra Valasuteanu
Head, Factoring, UniCredit Bank Romania

Alecsandra works at one of the leading providers of factoring, forfaiting and supply chain finance solutions in Romania. She has been a member of the Management Board of the Romanian Factoring Association since 2011.

John Oliver
Head, Client Management, Open Account Products, Barclays Bank

John has over 30 years’ experience across various roles at Barclays Bank. Currently he looks after the product set, including off-balance financing, asset-based lending, confidential invoice discounting and factoring, which is offered to 3,000 clients.

Did you know?
The EBRD’s Trade Facilitation Programme has 14 factoring facilities with banks in Armenia, Bulgaria, Georgia, Greece, Romania, Serbia and Ukraine and has so far supported over D700 million worth of domestic and international factoring transactions. Several of the banks are also active FCI members.