

**FACTORING CONFERENCE**  
**21 May 2019, Kiev, Ukraine**

**Venue: National Bank of Ukraine**  
Room 306, 9, Institutska street, Kyiv, Ukraine, 01601

**Agenda**

- 09.00 – 09.30**            **Registration**
- 09.30 – 09.45**            **Welcome Remarks**
- *Matteo Patrone, Managing Director, Eastern Europe & Caucasus, EBRD*
  - *Deputy Chairman, National Bank of Ukraine [TBC]*
- 09.45 - 11.00**            **Factoring markets comparative study – The EU**  
*By Spyros Tsolis, FCI Education Officer*
- Country legislation / market regulation
  - Risk management and risk mitigation solutions
  - Business and trade practices
  - The role of Education
  - IT solutions: an electronic documents flow (supplier- factor/bank - debtor)
- 11.00 – 11.30**            **Group Photo, Coffee Break and Networking**
- 11.30 – 13.00**            **Laying the grounds for a fertile factoring environment – The Polish success story**  
*By Andrzej Zbikowski, PFA Vice Chairman*
- History of the Polish Factors Association (“PFA”) in the context of factoring market evolution
  - PFA Role and instruments of influence on the market
  - Relations between PFA and regulator(s)
- 13.00 – 14.00**            **Networking Lunch**



**14.00 – 15.30**                    **The Current State of the Factoring Market in Ukraine**

*Part I – By **Olena Polyakova**, Counsel, Redcliffe Partners and **Ihor Olekhov**, Partner, Baker & McKenzie*

- Legal framework for factoring in Ukraine. Understanding of necessary changes to Ukrainian legislation
- Updating Factoring Rules: what, how and when?

*Part II – By **Igor Deynikov**, Project Manager for the development of electronic services, EDIN company*

- Opportunities, Solutions, Innovation in the market
- Revolutionary solution for the factoring market in Ukraine
- Use in electronic factoring of platform EDIN-DOCFLOW

**15.30 – 15.45**                    **Coffee Break and Networking**

**15.45 – 16.30**                    **Factoring in Ukraine – the way forward**

*Part I. By **Nataliia Tykhovska**, Executive Director, Corporate Division, JSC “Ukreximbank”*

- Survey of the current factoring market in Ukraine. Restart for development of factoring in Ukraine

*Part II. **Panel discussion “Collective efforts to develop efficient factoring market in Ukraine”***

**Moderator: Kamola Makhmudova, Senior Banker, EBRD**

- **Vladislav Berezhny**, Director, Correspondent Banking and Structured Finance Department, PJSC “CREDIT AGRICOLE BANK”
- **Ammar Al-Saleh**, Senior Counsel, EBRD
- **Nataliia Tykhovska**, Executive Director, Corporate Division, JSC “Ukreximbank”
- **Inna Shvetsova**, Leading factoring expert, Trade Finance Department, Raiffeisen Bank Aval
- **Representative from NBU** [TBC]

**16.30 – 17.00**                    **Closing remarks**

- **Alexander Pavlov**, Associate Director, Deputy Head Ukraine
- **Kamola Makhmudova**, Senior Banker, EBRD

**17.00**                                **End of Conference**