

---

# Contents

---

iii..... **Preface**

Michael Bickers, *Editor*

1 ..... **Introduction**

Peter Mulroy, *Secretary General, FCI*

---

## Section I: Specialist Articles

6 ..... **Agility: the watchword in a post-pandemic world**

Kevin Day, *CEO, HPD Lendscape*

10 ..... **The role of technology in receivables finance risk management**

Michael Ellis, *Managing Director, EQ Riskfactor*

13 ..... **The sustainability challenge - reframing relationships for a better future**

Sibel Sirmagul, *Regional Head Product and Propositions, Global Trade and Receivables Finance, Europe, HSBC Bank Plc*

16 ..... **Brexit impact on UK receivables finance industry**

Sharon Williamson, *Head of Banking and Finance Litigation, Hill Dickinson LLP*

John Quicler, *Senior Associate, Banking and Finance Litigation, Hill Dickinson LLP*

---

# Contents

## Section II: Europe – Market Reviews

20	<b>Austria</b> Gerhard Prenner, <i>Member of Management Board, Raiffeisen Factor Bank AG</i>
24	<b>Croatia</b> Janko Gogolja, <i>President, UXOR Group Ltd.</i>
30	<b>Czech Republic</b> Karel Nováček, <i>Chairman of the Board of Directors &amp; CEO, Factoring České spořitelny, a.s.</i>
37	<b>Denmark</b> Christian Brandt, <i>Director Finance and Leasing, The Association of Danish Finance Houses</i>
41	<b>France</b> Françoise Palle Guillabert, <i>Chair, EU Federation</i> <i>Director General, French Association of Finance Companies (ASF)</i>
45	<b>Georgia</b> Vladimer Robakidze, <i>Corporate Business Director, JSC VTB Bank Georgia</i> Lika Dzneladze, <i>Head of Trade Finance Division, JSC VTB Bank Georgia</i>
50	<b>Germany</b> Jens Hoter, <i>CEO, Eurofactor GmbH</i>
54	<b>Greece</b> Harris Saridis, <i>Director of Business Development &amp; Relationship Management,</i> <i>Ethniki Factors Single Member S.A.</i>
59	<b>Hungary</b> Ferenc Csáki, <i>Head of Factoring Department, OTP Bank Plc.</i>
64	<b>Italy</b> Alessandro Carretta, <i>Secretary General, ASSIFACT - Italian Factoring Association</i> Diego Tavecchia, <i>Head of Research, Technical Committees and International Affairs,</i> <i>ASSIFACT - Italian Factoring Association</i>
69	<b>Kosovo</b> Florentina Idrizaj – Demi, <i>Corporate Customer Experience and Factoring Product Manager,</i> <i>Raiffeisen Bank Kosovo JSC</i> Merita Gjyshinca – Peja, <i>Head of Corporate Products Department, Raiffeisen Bank Kosovo JSC</i>
73	<b>Malta</b> Tiago Tropa Torres, <i>First Vice President, Mediterranean Factors, FIMBank plc</i>
77	<b>Netherlands</b> Franc A. Ensink, <i>Managing Director Netherlands and Belgium, Bibby Financial Services B.V.</i> Kasia Rytelewska, <i>Head of Operations, Bibby Financial Services B.V.</i>
83	<b>Poland</b> Dariusz Steć, <i>Executive Director, Polish Factors Association</i>

---

# Contents

---

87 .....	<b>Portugal</b> Vitor Graça, <i>Secretary General, Portuguese Leasing, Factoring and Renting Association</i>
90 .....	<b>Romania</b> Magdalena Zavelca, <i>Head of Factoring, BRD Groupe Société Générale</i>
95 .....	<b>Russia</b> Corneliu Robu, <i>CEO, GPB-factoring</i>
99 .....	<b>Serbia</b> Tanja Kursar, <i>President of the Section for Factoring, Serbian Chamber of Commerce</i> <i>Head of Factoring, Serbian Export Credit and Insurance Agency – AOFI</i>
104 .....	<b>Slovenia</b> Roman Gomboc, <i>CEO, S-Factoring d.d.</i>
108 .....	<b>Spain</b> Roberto Gutiérrez, <i>CEO, Alvantia</i>
113 .....	<b>Switzerland</b> Daniel Trochsler, <i>CEO &amp; Chairman of the Board, KMU Finance Ltd St. Gallen</i> <i>Chairman, Swiss Factoring Association</i>
116 .....	<b>Turkey</b> Filiz Ünal, <i>Deputy Secretary General, Factoring, The Association of Financial Institutions</i>
122 .....	<b>UK</b> Lee Hopley, <i>Director, Economic Insight and Research, UK Finance</i> Matthew Davies, <i>Director, Invoice Finance and Asset Based Lending, UK Finance</i>
128 .....	<b>Ukraine</b> Svitlana Semenovych, <i>Trade Finance Expert, Trade Finance &amp; Factoring Department,</i> <i>Raiffeisen Bank JSC</i>

---

---

# Contents

---

## Section III: Africa – Market Reviews

134 ..... **Mauritius**

Jean-Mee Ernest, *Managing Director, MCB Factors*

140 ..... **South Africa**

Nompumelelo Karumbidza, *National Manager: Sales – Debtor Management, Nedbank Limited*

---

## Section IV: Americas – Market Reviews

146 ..... **Brazil**

João Costa Pereira, *International Business Advisor, Banco Ourinvest S.A.*

151 ..... **Canada**

Jim Bates, *President, Accord Financial Ltd.*

155 ..... **Chile**

Carlos Baudrand Saavedra, *CEO, Latam Trade Capital*

159 ..... **Colombia**

Maria Camila Muñoz, *CEO/Founder, Exponencial Confirming SAS*

164 ..... **Mexico**

Victor Portillo Sánchez, *Head of Products, Banco Monex*

169 ..... **Peru**

Jose Mario Escudero, *CCO, Latam Trade Capital*

173 ..... **USA**

Mark Mandula, *National Sales Manager, United Capital Funding Group, LLC*

Alina Hall, *Communication Specialist, United Capital Funding Group, LLC*

---

# Contents

## Section V: Asia – Market Reviews

180	<b>China</b> Chris Wohlert, <i>Business Leader, CDF Asia, Wells Fargo Commercial Distribution Finance</i>
185	<b>Hong Kong</b> Samantha Hiu Kwan Wong, <i>Head of Receivables Finance &amp; Global Trade, HSBC</i>
189	<b>India</b> Ravi Valecha, <i>CEO, India Factoring and Finance Solutions Pvt. Ltd.</i>
194	<b>Singapore</b> Alan Wong, <i>Managing Director Singapore &amp; Malaysia, Bibby Financial Services Singapore Pte Ltd.</i>
198	<b>Taiwan</b> Daphne Lee, <i>Head of Global Trade and Receivables Finance, HSBC Bank (Taiwan) Ltd.</i>
202	<b>UAE</b> Maham S. Siddique, <i>Head of Global Marketing, Tradewind Middle East Ltd.</i>

## Section VI: Australasia – Market Reviews

208	<b>Australia</b> Dave Smart, <i>Regional Sales Director, HPD Lendscape</i> Greg Woszczalski, <i>Executive Director, Grow Finance</i>
-----	--

## Section VII: Appendices

213	<b>Appendix I</b> Statistics 2020
221	<b>Appendix II</b> Prime Directory
231	<b>Appendix III</b> Global Directory

## Display Adverts

Inside Front Cover	<b>efcom</b>
4	<b>FCI</b>
9	<b>HPD Lendscape</b>
Outside Back Cover	<b>EQ Riskfactor</b>