

5th FECMA Pan - European Credit Congress

# Credit Management in Challenging Times

Hybrid Edition | Divani Caravel Hotel | Athens, Greece



14-15  
June  
2023

HOSTED BY



**H.A.  
RI.  
MA.**

HELLENIC ASSOCIATION  
OF RISK MANAGERS

Hybrid Edition

# 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
- 14:15 – 14:25** **Welcome speech – program**  
**Nicolas Gouzelos**, Chairman of Hellenic Association of Risk Managers (H.A.RI.MA)
- 14:25 – 14:45** **“It is all about inflation”**  
**Dr. Lorié John**, Chief Economist, Atradius
- 14:45 – 15:05** **“The Credit Insurance Market in times of ESG, Artificial Intelligence and Web3”**  
**Wittgen Burkhard**, Global Head of Innovation & Developing Markets – Credit Solutions, AON
- 15:05 – 15:15** **“International Trade Risk Analysis | New Challenges - New Risks”**  
**Dimitris Karavasilis**, Managing Director, DK Consultants
- 15:15 – 15:25** **“Flexible Underwriting - a key factor to success”**  
**Haris Panagiotopoulos**, Manager - Risk Services, Atradius Greece
- 15:25 – 15:35** **“Managing risks in international business”**  
**Panagiotis Hassapis**, Executive Vice President, SEVE - Greek Exporters Association
- 15:35 – 15:45** **“Factoring Market: Global and National Market Size, Forecast, Insights, and methods for Assessing Credit Risk”**  
**Kontopoulos Alexandros**, CEO, NBG FACTORS S.A - Vice Chairman Of The Board, Hellenic Factors Association
- 15:45 – 15:55** **“The Mechanics of Sustainable Finance & the role of HDBI”**  
**Dr. Haris Lambropoulos**, President, Hellenic Development Bank of Investments S.A.
- 15:55 – 16:05** **“European project on Late payments”**  
**Armodios Yannidis**, CEO, VITEX S.A., President HACI, Hellenic Association of Chemical Industries, Vice President, EENE Hellenic Entrepreneurs Association, Member of the Board of Essentially Greek
- 16:05 – 16:35** **Coffee Break**
- 16:35 – 17:35** **“Lessons Learned and going forward Strategies”- FECMA Panel**  
**Moderator: Ludo Theunissen**, President of FECMA – Federation of European Credit Management Association | President of the Instituut Voor Kredietmanagement (Ivkm), Belgium  
**Alberto Cotti**, President, Acmi - Associazione Credit Manager Italia  
**Péter Szentirmay**, Chairman of the Hungarian Credit Management Association  
**Michael Samonas**, General Manager & Group CFO, SIDMA S.A., Board Member, H.A.RI.MA.  
**Vincent-Bruno Larger**, Secrétaire General, AFDCC
- 17:35 – 18:05** **H.A.R.I.M.A. Certificate Granting Ceremony**
- 19:00** **Evening cocktail & Gala dinner**

# AGENDA

## DAY 2 | Thursday, 15th June 2023

- 08:30 – 09:00** Registration
- 09:00 – 09:30** **“Here We Go Again - We Must Do Better”**  
Glen Bullivant, Owner, Glen S Bullivant Partnership
- 09:30 – 09:50** **“The nature of Credit Risk for Athex Group as the local Capital Market Operator”**  
Manos Koufopoulos, Group Chief Risk Officer at Athens Exchange Group
- 09:50 – 10:00** **“Aon Credit Solutions: Grow Trade, Unlock Capital, Secure Receivables”**  
Yiannis Gionis, Manager / Trade Credit and Surety, AON Greece
- 10:00 – 11:15** **Panel Discussion : “Overcoming credit & other contemporary challenges for better Access to Finance”**  
Moderator: Konstantinos Lefkaditis, Head of Banking Sector, Mazars in Greece  
Kitty Iosifidou, Head of Risk Management, HDBI  
George Kouroumalos, Chief Risk Officer, Attica Bank  
George Oikonomou, Senior Manager Analytics, Senior Manager Analytics, CRIF  
Katerina Koniari, Chief Risk Officer (CRO) - Head of Risk Management General Division, Export Credit Greece S.A.  
John Charalambakis, Ph.D, Managing Director, BlackSummit Financial Group Inc
- 11:15 – 11:35** Coffee Break
- 11:35 – 11:55** **“Financial Modelling & Forecasting and B2C challenges”**  
Dimitris Karlis, Professor of Statistics AUEB/Calculus Analytics
- 11:55 – 12:55** **Panel Discussion : “Effective Credit Policies for better Financial Results”**  
Moderator: Epameinondas Chandros, Director Transformation & Risk, Attica Group  
George Roussos, CFO, Dixons South East Europe  
Aristodimos Antonopoulos, Credit Control Manager, Athenian Brewery S.A.  
George Tsinidis (TBC), Credit Control & Treasury Director, NOVA  
Themistoklis D. Koudounis, CFO, CETRACORE - JETOIL SA
- 12:55 – 14:10** **Panel Discussion : “Public Data, ESG & Credit Risk - Global”**  
Moderator: Ingrid Riehl, BIIA (Business Information Industry Association Asia Pacific - Middle East Ltd.)  
Giorgio Baldassarri, S&P Global Market Intelligence  
Gianluca D’Angelo, Worldbox Business Intelligence  
Gertjan Kaart, CEO BE/NL/DE, Creditsafe  
Antoun Massaad, CEO and Co-Founder, Cedar Rose International Service Ltd., (in person)  
Kaushal Sampat, Founder, Rubix Data Sciences Pvt. Ltd. (virtual)
- 14:10 – 15:10** Lunch
- 14:10 – 15:25** **“The path from Data to Decision”**  
Nicolaidis Socratis, CFO & Enterprise Value Lead, Accenture Strategy & Consulting
- 15:25 – 15:40** **“Working Capital Management: Receivables Discounting Dashboards”**  
Dimitrios Drangiotis, Trade Finance and Lending - Assistant Vice President, Deutsche Bank AG Corporate Bank
- 15:40 – 16:40** **Panel Discussion : “Debt Collection trends”**  
Moderator: Nicos Ioannou, General Manager, Infocredit Group  
Mateusz Sobolewski, MBA, Head of Client Relations RK Legal, Euro Collect Net Member  
Edouard Beauvois, Co-Founder & CEO, AiVidens  
Irimi Houda, EMEA Credit & Collection Manager, Calderys  
Emmanouil Lekakis, Business Consultant – Director ESEDA
- 16:40 – 17:00** **Closing speech - Ludo Theunissen**



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Participations for  
FECMA ASSOCIATION'S MEMBERS are  
**FREE OF CHARGE**

### Physical Registration

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

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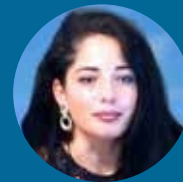
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CONTACT FOR PARTNERS - SPONSORS - ATTENDEES



Grigorios Leonidis  
Managing Director

T: +30 210 92 21 717 M: +30 697 998 2965  
gleonidis@cleon.gr



Konstantina Christina Vratanou  
Conferences Producer

T: +30 210 92 21 717 M: +30 697 288 0537  
kvratanou@cleon.gr



Katerina Liarakou  
Conferences Executive

T: 210 92 21 717  
kliarakou@cleon.gr

**DETAILS & REGISTRATION: <https://congree.fecma.eu/>**