



The world's local bank

MALTA ASSOCIATION OF CREDIT MANAGEMENT

MACM - HSBC Seminar

SEMINAR

Thursday, 4th February 2010, 0900 to 1230

Radisson Blu Resort — St. Julian's, Malta

Financing International Business

The Seminar will focus on:

- *Doing business outside Malta*
- *International payments*
- *Managing markets risk*
- *Invoice financing*
- *International trade finance provided by HSBC Bank Malta Plc*

Malta is a small market economy, depending largely on imports and exports. The local business community trading internationally is faced by increased exposure to risk and therefore requires knowledge of how to get paid when exporting, as well as how to pay for the imports in an effective and efficient manner.

The scope of this Seminar is to address the various factors relating to International trade, mitigation of risks, and how the local business community can finance its trading activities when dealing with other businesses outside Malta. The delegates will also have the opportunity to learn more about the different banking trade services available.

This Conference is ideally suited for the Maltese business community, credit management practitioners, financial controllers, accountants, exporters, importers, ICM students and students of business, commerce and banking.

Delegates will be given:

- *Intuitive book published by MACM*
- *Conference Literature*
- *Refreshments*

Conference Fees:

MACM Member delegate	€15.00 + VAT
MACM Student	€15.00 + VAT
HSBC Customers	€15.00 + VAT
Others	€25.00 + VAT

This Conference is accredited **2 hours of structured CPE** and qualify for the attainment of Professional Competencies (Investment Business) in terms of the MIA CPE Regulations..

Registration at MACM by not later than 1st February 2010

Tel. 21423638/9 Fax. 21423640

info@macm.org.mt

www.macm.org.mt



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The Programme:

9:00 - 9:30	Registration / Welcome Coffee
9:30 - 9:40	Address & Introduction Dr Louis Bianchi <i>MACM President</i>
9:40 - 9:55	Doing business outside Malta By Mr Charles Cini <i>Senior International Banking Centre Manager</i>
9:55 - 10:10	International Payments By Mr Patrick Lanzon <i>Senior Payments & Cash Management Manager</i>
10:10 - 10:25	Managing Market Risk By Mr Andre' Vella <i>Senior Global Markets Business Manager</i>
10:25 - 10:40	Q&A Session 1.
10:40 - 11:30	Networking Coffee Break / Light Snacks
11:30 - 11:45	Receivable Finance in an Export Context By Mr Ray Brockdorff <i>Senior Invoice Finance Manager</i>
11:45 - 12:00	International Trade By Mr Gaetano Sammut <i>Senior Trade & Supply Chain Manager</i>
12:00 - 12:10	Concluding Speech By Mr Michel Cordina <i>Deputy Head Commercial Banking</i>
12:10 - 12:30	Q&A Session 2. / Forum / Close

Malta Association of Credit Management

86/2 Triq Ta Mellu, Mosta MST3785, Malta

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Speakers Profile

Mr. Charles Cini

Mr Cini heads the Bank's International Banking Centre which handles relationships with foreign owned international companies. The unit also acts as the reference point for opening of accounts with other HSBC offices globally. He has been in the banking sector for over 27 years working in different roles including trade, credit and treasury.

Mr. Patrick Lanzon

Mr. Lanzon currently heads up the Payments and Cash Management function with HSBC Bank Malta. His role is to support customer relationships requiring Payments and Card Acquiring support. He has been with the Bank for 41 years during which time he has covered various roles, more recently in business and customer support services.

Mr. Andre' Vella

Mr. Vella is a Senior Global Markets Business Manager within Treasury Department with main focus towards helping corporate customers mitigate market risk. He has been in the banking sector for 28 years performing duties in various roles, mainly Treasury related business.

Mr. Gaetano Sammut

Mr. Sammut is the Head of the Import and Export Finance department at HSBC Bank Malta. He has 32 years experience in the bank, and has worked mostly in Credit and Trade. He was the secretary of International Financial Services (IFS) Malta, and also a lecturer in Economics and Banking.

Mr. Raymond Brockdorff

Mr. Brockdorff heads the Bank's Invoice Finance business. Since launch in late 2006, the business has registered steady growth and today has more than 85 clients providing goods and services to over 8000 businesses across the island and overseas. He is effectively utilising his expertise gathered throughout his 25 years of service with the bank, mainly in credit related roles.

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Registration Form

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Preliminary bookings are accepted by fax or e-mail. However, full payment is required prior to the event, which has to be sent together with the completed Registration Form **by not later than Monday, 1st February 2010**. A fiscal receipt will be issued following remittance.

Substitution of delegates will be accepted, but cancellations or not showing up at the Conference will not be entitled to any refunds.

Company: _____

Address: _____

Tel: _____ Fax: _____

e-mail address: _____

Delegate(s): _____

Cheque no: _____ Dated: _____ Amount: € _____

(Kindly tick as appropriate: APS, BOV, Lombard, HSBC, Other

MIA CPE Certificate is required: Yes No

Signature: _____ Date: _____

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