



# MACM

MALTA ASSOCIATION OF CREDIT MANAGEMENT

## MACM Annual Credit Conference

International Economic Turmoil  
The effect on Trade and Credit



21<sup>st</sup> February 2023  
Trident Park, Mrieħel





# MACM

MALTA ASSOCIATION OF CREDIT MANAGEMENT

## Registration Form

**MACM Annual Credit Conference  
International Economic Turmoil  
The effect on Trade and Credit  
Tuesday 21st February 2023**

**Conference Fees:**

**MACM** €85.00 *incl VAT*  
**Non-Members** €115.00 *incl VAT*

Preliminary bookings are accepted by telephone 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 **Friday, 17th February 2023**. A fiscal receipt will be issued following remittance.

**Substitution of delegates will be accepted but cancellations or not showing up for the Seminar will not be entitled to any refund**

Delegates' Names:

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Company Name:

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Address:

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VAT Number: \_\_\_\_\_

Tel: \_\_\_\_\_

e-mail: \_\_\_\_\_

Cheque No. \_\_\_\_\_ Dated \_\_\_\_\_ Amount € \_\_\_\_\_

Payments by cheques are to be made payable to Malta Association of Credit Management

Signature: \_\_\_\_\_

\_\_\_\_\_ Date

*The personal data of the participants, including name, telephone number, e-mail address and other details are held by MACM for account and order administration, to facilitate better communication, for security purposes, and subject to the provisions of the GDPR and any other applicable law.*

# The Programme

**8:30 – 9:00**

**Registration/Coffee**

**9:00 – 9:15**

**MACM President's Welcome Speech  
– Mr Charles Xuereb**

**9:15 – 9:45**

**Economic Scenario – Mr Giovanni Bartolotta  
(APS Bank Plc)**

- ✓ The War in Ukraine
- ✓ Fuel Prices
- ✓ Inflation & Interest Rates
- ✓ Business loans and Mortgages
- ✓ Commodities prices
- ✓ Consumer sentiment

**9:45 – 10:15**

**Insolvency Law in Malta – Dr Kevan Azzopardi (MBR)**

EU Directive 2019/1023 - on preventive restructuring frameworks, on the discharge of debt and disqualifications, and measures to increase the efficiency of procedures concerning restructuring, insolvency, and discharge of debt.

The Maltese Insolvency law regime distinguishes between bankruptcies of a person or a commercial partnership other than a company which is regulated under the Commercial Code and bankruptcy of a company which is regulated by the Companies Act.

- ✓ Consequences of Insolvencies
- ✓ Proceedings
- ✓ Bankruptcy Proceedings

**10:15 – 10:45**

**Networking Coffee**

**10:45 – 11:15**

**Granting and Managing Credit in these difficult times – Mr Glen Bullivant**

- ✓ Screening prospective customers
- ✓ Analysing the credit worthiness of customers
- ✓ Setting credit terms and credit limits
- ✓ Managing the credit function
- ✓ Negotiating with credit customers
- ✓ When to push the red button

**11:15 – 11:45**

**The current challenges in recruitment for managing credit and cash flow – Mr Joseph Farrugia (MEA)**

- ✓ HR issues
- ✓ Skills and competences
- ✓ New and changing work practices
- ✓ The cost of HR
- ✓ The Availability of skilled employees in the field of Credit Management
- ✓ Foreign employees and the application for approval

**11:45 – 12:15**

**KYC & AML Screening – Ms Elena Tabone (FIAU)**

- ✓ Understanding the need of KYC & AML Screening
- ✓ Which businesses are required by law to screen customers?
- ✓ What should businesses look for when screening customers?

**12:15 – 12:45**

**KYC and AML Supporting Systems  
– Ms Maria Evangelou (Infocredit World Malta)**

- ✓ KYC, Due Diligence & AML Screening Solutions provided by MACM to Maltese businesses

**12:45 – 14:15**

**Networking lunch**

**14:15 – 14:45**

**Credit Insurance – Gerasimos Tzeis (Atradius)**

- ✓ What is credit Insurance?
- ✓ Which business transactions can be insured?
- ✓ What is required from the creditor prior to granting credit to customers?
- ✓ How does credit insurance work in case of late payment or bad debt?

**14:45 – 15:15**

**Building Resilience & Wellbeing – Mr Patrick Psaila**

In today's complex, rapidly changing, and often very challenging work reality, our sense of wellbeing and mental health can be seriously threatened. The objective of this session is to promote awareness, understanding and good practice in building psychological resilience to help us deal effectively with stress and prevent burnout. The session will enable you to learn how to develop personal resilience and wellbeing at the workplace and in your personal life to maximise your potential and bring out the best of your abilities. This session will emphasize emotional, cognitive, physical, and spiritual wellness, which are the cornerstones of resilience. The session will also encourage you to explore various approaches that boost resilience and as a result enhance your personal effectiveness, adaptation to change, and overall wellbeing.

**15:15 – 15:45**

**Networking Coffee break**

**15:45 – 17:00**

**Round-table Discussion**

- ✓ Lessons learnt from Covid-19 – Joseph Farrugia
- ✓ Law Courts – Have they changed? – Dr Stefan Camilleri
- ✓ Managing Credit and Cash Flow – Glen Bullivant
- ✓ Collection of Dues – Richard Padovani

**17:00**

**Closing**

## Venue:

# Why at Trident Park, Mriehel?

Situated opposite the historic 17th Century Wignacourt Aqueduct in the Central Business District, Trident Park consists of seven low-density and low-rise, terraced office buildings, all of which are intersected by gardens, courtyards and terraces, taking inspiration from typical Maltese palazzos and their central courtyard, all whilst remaining sensitive to the architectural importance of the iconic landmark colonnade, part of the original façade of the Farsons Brewery.



## TRIDENT PARK

The campus was designed and built to meet the strictest of environmental codes and introduces state-of-the-art environmental technologies, including those for the cooling and heating of the buildings, with an emphasis natural lighting and ventilation, while minimising the environmental footprint to create a genuine and vibrant green office campus and world-class business destination. It offers flexible office spaces complemented by eateries, a gym, medical services and a child-care centre.

The main entrance to the Farsons Brewery and the original boardroom were carefully restored and the structure extended to further accommodate a conference hall catering for up to 170 persons. Trident Park is honoured to host MACM as its first patrons of its newly opened conference facilities.

## Speakers:

### Mr Charles Xuereb

Charles is Chief Executive Officer of Trident Estates plc. Since 2017 and is responsible for the group's property interests.

Charles started his professional career with PricewaterhouseCoopers. He joined Simonds Farsons Cisk plc ("SFC") in 1995 as Chief Accountant of Food Chain Group and between 2005 and 2017 served as the Chief Financial Officer of SFC, being responsible for the Group's overall financial management, direction and governance as well as the Group's Credit Control, Information Technology and Business Services. He was a member of the Group Executive Board and sat on the board of a number of companies.

Charles is a Certified Public Accountant, a Fellow of the Malta Institute of Accountants, a member of the Malta Institute of Management and was elected President of the Malta Association of Credit Management in 2013, a position he still holds to date.



### Mr Giovanni Bartolotta

Giovanni joined APS Bank as Chief Risk Officer in September 2018. Prior to joining the Bank, he spent 10 years in London working for major global investment banks, including Kleinwort Benson, JP Morgan Chase & Co. and Bear Stearns International. He then moved to Malta where he spent fourteen years at FIMBank p.l.c., as Executive Vice President and Global Head of Risk. Mr. Bartolotta holds a B.A. in Economics from Bocconi University of Milan.



### Dr Kevan Azzopardi

Dr Kevan Azzopardi has been appointed as Official Receiver in February 2012. In his role, Dr Azzopardi practices in the field of restructuring, dissolution and winding up of companies by the Court on cases which often involve cross-border elements. He is a member of the Executive Committee of the Malta Business Registry.

Dr Azzopardi is lead in a team of experts appointed by the Ministry for Justice, Culture & Local Government, in the area of Insolvency Law dealing with Government Policy and the reform of insolvency and commercial matters, as well as implementation of European Union Directives which in turn lead to the enactment in December 2022 of three important Acts in the field of insolvency and bankruptcy law. He has chaired the Working Party on Civil Law Matters, on insolvency, restructuring and second chance during the Maltese Presidency of the Council of the European Union, for the launch and negotiation of the proposed Insolvency Directive in January 2017. Dr Azzopardi is involved as an expert on insolvency and represents Malta in the UNCITRAL Working Group IV since 2016. He is a regular speaker in these areas both locally and internationally.

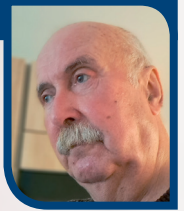
Prior to his involvement in the area of insolvency, he held office as Eurojust National Correspondent for a two year period since August 2006, promoting judicial cooperation between European Union Member States in criminal matters under the European Judicial Network. He was a Member of the Refugee Appeals Board appointed in terms of the Refugees Act, Cap 420 of the Laws of Malta, between 2013 and 2019.

A law graduate of the University of Malta, Dr Azzopardi has been a visiting lecturer thereat in the area of Education Law with a focus on Contract and Liability in Tort, and Policy implementation since 2009, and in Company and Commercial Law since August 2013. He is an Examiner within the Department of Commercial Law at the University of Malta. He was admitted to the bar and holds a warrant conferred in January 2007 and has since then been actively involved in litigation within the Maltese Courts and Tribunals.



## Mr Glen Bullivant

Fellow, Chartered Institute of Credit Management - Member of Executive Board and Advisory Council, Chairman of Technical Committee, member of Education Committee, Honorary Treasurer, and Vice President, CICM. Holder of a CICM Meritorious Service Award. Member of FECMA Council. Over 50 years in the credit management profession covering national and international roles in credit management, accounts receivable, accounts payable, procurement and supply chain. Part time lecturer, public speaker and author.



## Mr Joseph Farrugia

Mr Joseph Farrugia has occupied the post of Director General of the Malta Employers' Association since 2001. He is also a visiting lecturer at the Department of Marketing at the University of Malta.

Mr Farrugia has extensive experience in marketing consultancy and human resources management. Between 2010 and 2013 he served as President of the Malta College of Arts, Science and Technology, which is the major vocational education institution in Malta.

Mr. Farrugia sits on the board of directors of JobsPlus, the Employment Relations Board and represents the MEA on the Malta Council for Economic and Social Development. He also represents employers on panels of the Industrial Tribunal.

He has represented Maltese employers on a number of international fora, amongst them the Board of Directors of the European Foundation for the Improvement in Living and Working Conditions, the European Social Fund, SGI Europe and the International Organisation of Employers.

Mr Farrugia is known in cultural circles as an artist. He has organised numerous exhibitions of his paintings in various venues in Malta and abroad.



## Elena Tabone

Elena Tabone, joined the FIAU in 2015 as a Compliance Officer. Throughout the years, she has been actively involved in the supervision of financial institutions and DNFBPs from an AML/CFT perspective. She has contributed extensively to the enhancement of the FIAU's supervisory framework, ensuring its continuous development in line with European and international requirements, as well as to cater more effectively for the ML/FT risks arising from the sectors falling within the FIAU's supervisory remit. Throughout her roles at the FIAU Ms Tabone was also responsible for the implementation of the Compliance and Supervision Platform for Assessing Risk System (CASPAR) and for risk assessing subject persons.

Ms Tabone currently heads the Enforcement Section of the FIAU. The Enforcement Section is responsible for the proper application of administrative measures imposed on subject persons by the FIAU's Compliance Monitoring Committee and for following up on remedial action plans presented by subject persons to ensure compliance with the AML/CFT legislative provisions.

Ms Tabone obtained a Bachelor of Commerce (Hons) degree in Insurance and Finance from the University of Malta in 2014 and attained the CAMS qualification in 2020. Prior to joining the FIAU, she worked as a Commercial Claims Handler with a leading Maltese insurance broker.



## Maria Evangelou

Maria is a chartered certified accountant by profession, specialized in the areas of Prevention and Detection of Fraud and Money Laundering.

Her professional career started in 2014 as part of the Audit, Assurance and Deals Department of a Big Four Audit Firm. In 2017, she joined Infocredit Group in which she is now leading the International Compliance Advisory Department. She handles a wide clientele portfolio, including some of the largest betting and gaming firms in Europe, banks and other financial institutions, Regulators and Others mainly located in Europe and the Middle East regions.

Maria is also member of the Association of Chartered Certified Accountants and the Institute of Certified Public Accountants of Cyprus.



## Gerasimos Tzeis

Gerasimos studied Mathematics at the University of Ioannina (B.Sc. in Mathematics) and he then completed his post-graduate studies in Actuarial Science at the Cass Business School of London / former City University (Diploma & M.Sc. in Actuarial Science).

From 1998 to 2003 he worked in various positions at the Hellenic branch of Gerling Konzern Speziale.

In 2004 he took over the position of the Managing Director at the Hellenic branch of Atradius Crédito y Caución S.A., which he holds until now.



## Patrick Psaila



Patrick Psaila is a warranted psychologist, training consultant and coach with 24 years of experience working with organisations. His area of specialization is in personal and professional development for managers and leaders in organisations, with a particular interest in leadership, emotional intelligence and adaptability. Over the years he has designed and delivered customized training and development programmes for hundreds of cross-industry organisations. He has also coached and mentored leaders at all levels in various businesses. In 2015 he founded PsyPotential Ltd, a company specializing in work psychology and human factors in leadership. He regards PsyPotential as one of his main sources of meaning and purpose with a mission to humanize the workplace and build leaders that will shape a better future for organisations. Today he is the managing partner of a small but powerful team of professionals with a business ethos that puts purpose before profit, and benchmarks success through the positive impact it has on clients.

## Dr Stefan Camilleri



Stefan is a founding partner in the legal practice named Camilleri Cassar Advocates. He commenced his career as an associate with the law firm Jos. A Schembri & Associates in 1998 - the firm then changed its name to SDC Advocates following Stefan's admission to partnership. In August 2012 Stefan retired from partnership and set up office as a sole practitioner. Stefan has a vast experience in litigation – his client representation before the Court of Law and Tribunals spans over more than twenty five years. Stefan's area of practice ranges from litigation in civil and commercial matters, contract law, insurance, debt recovery, family law, property law and conveyancing. Stefan is also a qualified arbitrator and acts as an arbitrator on both domestic and international arbitrations.

Stefan was elected to sit on the committee for the Chamber of Advocates since the year 2000 and has been re-elected by his peers ever since. He has occupied many posts as committee member and currently holds the post of General Secretary, a post he has held for the past five years.

Stefan sits on the board of the Commission for the Administration of Justice, a position which he has held since 2005. The function of the said board is to hear complaints that are brought against lawyers by the public. He regularly is asked to lecture law students on legal ethics and is appointed by the Faculty of Laws of the University of Malta to act as an examiner on legal ethics.

Stefan is also a representative of the Malta Chamber of Advocates on the Council of Bars and Law Societies of Europe (CCBE), a post he has held since 2008.

### In collaboration with



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