

TRADE FINANCE AND FACTORING CONFERENCE 2026

13 October 2026 | Tirana Marriott Hotel

Shaping the Future of Trade Finance in Albania

Innovation ♦ Inclusion ♦ Sustainability

DRAFT AGENDA

MORNING PROGRAMME

09:30 - 10:00	Registration and Welcome Coffee
10:00 - 10:35	Opening and Welcome Remarks <i>Blendi Salaj, Master of the Conference</i> • Nicholas A. Rana, Chairman, ICC Albania • Delina Ibrahimaj, Minister of Economy and Innovation, Albania (tbc) • Hannes Takacs, Head of Albania, EBRD
10:40 - 11:00	EBRD Trade Facilitation Programme <i>Presentation by Shona Tatchell, Director and Head of TFP</i>
11:05 - 11:50	PANEL DISCUSSION Connecting Albania to Global Trade: Perspectives from Issuing and Confirming Banks Trade flows Banking partnerships Trade finance solutions Risk appetite Correspondent banking MDB support <i>Moderated by Ikbol Hakimov, Principal Banker, Trade Facilitation Programme, EBRD, UK</i> • <i>Suela Bokshi, Chief Operations Officer and Member of Executive Directorate, Union Bank Albania</i> • <i>Paola Dhami, Trade Finance Office, Corporate & SME Division, Tirana Bank Albania</i> • <i>Zuzana Franz, Managing Director, Head of International Banking Sales III, ODDO BHF, Germany</i> • <i>Simon Lackner, Director, Trade Finance, Raiffeisen Bank International AG, Austria</i> • <i>Ferid Shijaku, Member of Management Board, Manager of Business Banking Division, OTP Bank Albania</i>
11:55 - 12:15	PRESENTATION Unlocking Green Trade: Opportunities, Challenges and Lessons from EBRD's Green TFP • <i>Dimitris Ponitikakos, Principal, Green Financial Systems, EBRD</i> • <i>Julie Malinur, Analyst, Green Financial Systems, EBRD</i>
12:20 - 12:35	Coffee Break
12:40 - 13:25	PANEL DISCUSSION Trade Finance as a catalyst for international trade and economic growth Global trends Closing the trade finance gap SME competitiveness ICC standards Future opportunities <i>Moderated by Vin O'Brien, Director, ICC UAE</i> • <i>Alda Dautaj Kriqi, Head of Trade Finance & Digital Lending, Raiffeisen Bank Albania</i> • <i>ICC Banking Commission representative, Paris (tbc)</i> • <i>Company representative, Albania (tbc)</i> • <i>Representative from MEI</i>
13:30 - 14:30	Lunch Break

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AFTERNOON PROGRAMME

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| 14:35 - 14:50 | Transforming the Bill of Lading
<i>Presentation by Vincent O'Brien, Director, ICC UAE</i> |
| 14:50 - 15:35 | PANEL DISCUSSION
Digital Transformation of Trade Finance: AI, Fintech and the Future of Global Trade
AI & automation Fintech Electronic trade documents Paperless trade Digital identity & KYC Interoperability Cross-border ecosystems

<i>Moderated by Dr. Maria Mogilnaya, Digital trade and fintech adviser, United Kingdom</i> <ul style="list-style-type: none">• Ledia Bregu, Director, Payment Systems, Accounting and Finance Department, Bank of Albania• Wayne Mills, Founder and Managing Director at Atom Advisory, United Kingdom• Representative from Customs• Artur Paço, General Manager, MSC Shipping Albania (tbc) |
| 15:40 - 16:25 | PANEL DISCUSSION
Unlocking the Potential of Factoring: Factoring as a Strategic Financing Solution for Business Growth
Receivables finance Export & cross-border factoring SME internationalisation Market trends Legal & operational considerations

<i>Moderated by Milot Ahma, Principal Counsel, EBRD, UK</i> <ul style="list-style-type: none">• Admir Imami, Group CEO, Zvilo, United Kingdom• Spyros Tsolis, Regional Director, FCI, Greece• Dorin Rama, CEO, Crimson Finance Fund Albania |
| 16:30 | Closing remarks and Networking drinks |

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