

TRADE FINANCE AND FACTORING CONFERENCE 2026

13 October 2026 | Tirana Marriott Hotel

Shaping the Future of Trade Finance in Albania

Innovation ♦ Inclusion ♦ Sustainability

AGENDA

MORNING PROGRAMME

09:30 - 10:00	Registration and Welcome Coffee
10:00 - 10:35	Opening and Welcome Remarks <i>Blendin Salaj and Vincent O'Brien, Masters of the Conference</i> • Nicholas A. Rana, Chairman, ICC Albania • Hannes Takacs, Head of Albania, EBRD
10:40 - 11:00	PRESENTATION EBRD Trade Facilitation Programme <i>Shona Tatchell, Director and Head of Trade Facilitation Programme, EBRD, UK</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>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 Pontikakos, Principal, Green Financial Systems, EBRD, UK</i> • <i>Julie Malinur, Analyst, Green Financial Systems, EBRD, UK</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 Vincent O'Brien, Director, ICC UAE</i> • <i>Alda Dautaj Kriqi, Head of Trade Finance & Digital Lending, Raiffeisen Bank Albania</i> • <i>Redi Dulaj, Chief Executive Officer, GSA Energy, Albania</i> • <i>Zuzana Franz, Managing Director, Head of International Banking Sales III, ODDO BHF, Germany</i> • <i>Xhoana Hudhra, Head of Sector, Directory of Business Promotion Policies, Ministry of Economy and Innovation</i>
13:30 - 14:30	Lunch Break

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AFTERNOON PROGRAMME

14:35 - 14:50	PRESENTATION Transforming the Bill of Lading <i>Vincent O'Brien, Director, ICC UAE</i>
14:55 - 15:45	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> • Besmir Beja, General Director, Albanian Customs • Ledia Bregu, Director, Payment Systems, Accounting and Finance Department, Bank of Albania • Wayne Mills, Founder and Managing Director at Atom Advisory, United Kingdom • Artur Paço, General Manager, MSC Shipping Albania
15:50 - 16:05	PRESENTATION Beyond Legal Reform: Creating Conditions for Post-Reform Uptake and Growth <i>Gian Piero Cigna, Head of the Financial Law Unit, EBRD, UK</i>
16:10 - 17:00	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> • Vjosa Kika, Regulatory Legal Lead, Zvilo, Kosovo • Eljona Koskija, Head of Corporate SME & SB Products, Intesa Sanpaolo Bank Albania • Dorin Rama, CEO, Crimson Finance Fund Albania • Spyros Tsolis, Regional Director, FCI, Greece
17:00	Closing remarks and Networking drinks

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