



FCIB's ANNUAL  
**INTERNATIONAL  
CREDIT AND RISK MANAGEMENT  
SUMMIT & EXPO**

The Crowne Plaza, Northwood  
**Dublin, Ireland**  
16-18 September 2018

**Exhibition & Sponsorship**

OPPORTUNITIES ABOUND TO  
SHOWCASE YOUR COMPANY AT  
**FCIB'S DUBLIN SUMMIT**



[www.fcibglobal.com](http://www.fcibglobal.com)



## Exhibition & Sponsorship Opportunities

Increase your company's visibility and turn sales leads into profits at **FCIB's Annual International Credit and Risk Management Summit in Dublin**, where decision-makers gather for the premier international credit industry event of the year.

Summit attendees seek to learn about the latest and **most effective techniques, practices and systems to reduce credit risk and improve AR metrics and their enterprise productivity**. With mounting pressure to improve working capital and supply chain finance, FCIB members are empowered to recommend, authorize or purchase your products and services.

Take advantage of this opportunity to meet them face to face. **Your investment will be worth it.**

Note: All amounts are shown in U.S dollars and payment will be taken in U.S. dollars as per exchange rate at time of payment.

## Exhibit Pricing

**Approximately 3 x 2 meter space, USD \$2,266**

The price for each exhibition space includes:

- One complimentary conference registration, which includes entrance to all educational sessions and networking events: Welcome Reception, Luncheons and Dinner. **Additional representatives from your company may register at a fee of USD \$700 each.**
- Listing on the Summit web page and in the Summit programme, including your company's logo linked to your company's website.
- Exposure and advertising through FCIB's pre-conference marketing and post-conference coverage in *Business Credit* magazine, which is mailed to 13,000 credit professionals worldwide.
- An invitation for you to demonstrate your involvement in and commitment to the credit and finance profession through the *Exhibitor Value Advantage Program* (details on next page).

## FCIB's Summit and Expo is Your Forum to:

- Influence the decision-makers, the credit and financial executives, who purchase your products.
- Showcase your products or services in areas such as software, outsourcing, credit reporting, receivables management, credit insurance, working capital and supply chain management, and banking and financial services.
- Make a lasting impression at the *only* European expo designed to meet the needs of global business credit professionals.
- Establish relationships with new customers and strengthen connections with existing customers.
- Demonstrate the benefits your products or services can provide to FCIB members in meeting their targeted revenue, AR metrics, productivity and profit goals.

## Exhibitor "Added Value" Program

To demonstrate your commitment to the credit community, as a Summit exhibitor, you may invite up to three of your most-valued clients at the special registration rate of **USD \$600**. Invitations should only be extended to those involved in day-to-day export trade credit management and who are not existing members of FCIB.

## Additional Opportunities for Your Company

### Be the Sponsor of the Sunday Evening Welcome Event

An excellent way to position your company as the Summit opens! Your company will be first to welcome FCIB members, guests and speakers to the Summit.

**USD \$7,400**

### Sponsor the Keynote Speaker

The microphone is yours to welcome the attendees to the Summit and introduce the opening speaker!

**USD \$5,102**

### Sponsor a Networking Lunch

Treat the attendees to their networking lunch on either Monday or Tuesday.

**USD \$4,533 (each)**

### Sponsor the Monday Evening Networking Dinner

Greet, treat and address the attendees at the highly rated Summit dinner event.

**USD \$8,500**

### Sponsor a Coffee & Refreshment Break

Monday morning, Monday afternoon or Tuesday morning

**USD \$2,266 (each)**

#### As a sponsor, you will enjoy having:

- Your company logo on the FCIB Summit website, which links to your website.
- Your company logo on all programme materials, including email marketing messages sent to FCIB members and prospects (up to 30,000 contacts).
- Your company signage at the Summit.
- Recognition in *Business Credit* magazine post-conference.
- Praise, recognition and thanks from the podium at the conference.
- Your company logos displayed throughout the conference.
- A complimentary registration for a representative from your company.
- Additional representatives from your company may register at a fee of **USD \$700 each**.



## About FCIB

The Finance, Credit and International Business association is the premier resource for international credit information, professional development and education. FCIB is dedicated to continually providing the forum for international credit and risk management professionals to stay abreast of the latest, most effective techniques and practices needed for sound credit and financial management. FCIB's powerful network supports and connects more than 1,100 credit professionals worldwide. Through daily access to business credit intelligence, expertise, unique educational and networking opportunities, FCIB enables its members to:

- Tap into a vast network of experts
- Increase their capacity to troubleshoot export credit collection problems
- Improve their collection effectiveness
- Mitigate risk
- Protect accounts receivable
- Reduce DSO
- Safely increase sales and boost the bottom line



A SAMPLING OF

# Attendees, Speakers AND Panellists

FROM PAST SUMMITS

ABC-Amega, Inc. • ABIT GmbH • Abu Dhabi Islamic Bank, DIC Branch • Activ Innovation GmbH • Advanced Energy Industries, Inc. • AdvancePierre Foods, Inc. • Afton Chemical Limited • Agfa Graphics • Allnex Belgium SA • Al-Nabaa Commercial Services (NCS Collection) • Alstom (Switzerland) Ltd. • American International Group, Inc. (AIG) • Amgen Europe B.V. • Anachron BV • ArcelorMittal Paris • Ariston Thermo S.p.A. • Artesyn Embedded Technologies • Atradius Credit Insurance N.V. • Bamberger Polymers (Europe), B.V. • BASF SE • Bayer AG • Berne Union - International Union of Credit & Investment Insurers • BNP Paribas Fortis • Borealis Polymers NV • Borouge Pte Ltd. • Bosch Software Innovations GmbH • BP Aromatics Limited NV • BP Aromatics Limited NV • BP Chemicals Limited • BP Europe SE • Buergel Wirtschaftsinformationen GmbH & Co. KG • Bureau van Dijk • Cabot S.A., Specialty Chemicals Coordination Center • Cedar Rose International Services Ltd. • Chevron Products UK Limited • Clariant International Ltd. • Coface Global Solutions • Co-Pilot Limited • Covidien ECE S.r.o. • Credimundi • Creditsafe Nederland B.V. • De Dree Avocats • Deutsche Bank AG • Dow Corning Europe SA • DSM Business Services BV • Ducroire/Delcredere SA.NV • EBV Elektronik GmbH & Co. KG • Elkem AS • Elsevier B.V. • Emerson Process Management Shared Services Ltd. • EOS KSI Inkasso Deutschland GmbH • Euler Hermes C/o Alliance Insurance • European Commission • Experian • Export Assistance and Development • Export Guarantee and Insurance Corporation • F. Hoffmann-La Roche AG • Finacity Corporation • Fokus Bank, Norwegian Branch of Danske Bank A/S • Freudenberg & Co. • Gambro Lundia AB • GE Healthcare Europe GmbH • George Y. Yiangou LLC, Advocates - Legal Consultants • GloBIS - Global Business Information Services, Inc. • GSK Export Ltd. • Helena Chemical Company • Hitachi Data Systems (Polska) Sp. Z.o.o. • Hitachi Data Systems Corporation • Honeywell NV • INC Research Inc. • INEOS Belgium NV • ING Commercial Banking • Innospec Limited • International Flavours & Fragrances (Nederland) B.V. • Intrum Justitia AG • ASI Ashland Specialty Ingredients • JPMorgan Europe Limited • JTI S.A. • Kanzlei Dr. Hemmerling • Katun Benelux B.V. • Knauf Insulation Holding GmbH • Law Office Schulze • Lightbridge Communications Corporation • Linet Spol S.r.o. • Malakut Insurance Brokers (UAE) • Markel International • Marsh GmbH • MARWAS AG • Mitsubishi International GmbH • Moreton Smith International Ltd. • Novartis • Novartis Pharma Services AG • Oracle Corporation • Osterman & Company, Inc. • Outsource Partners International Private Limited • Owens Corning Fiberglass • Philip Sidney • PPG Industries Czech Republic S.r.o. • Profin Trade Finance & Services, Inc. • Raiffeisen Bank International AG • Ricoh International B.V. • Rio Tinto Iron & Titanium GmbH • Robert Half International • Royal Boskalis Westminster N.V. • S&P Capital IQ • Sabic • SABIC Asia Pacific Pte. Ltd. • SES • SHS VIVEON AG • Skoda Auto A.S. • Standard & Poor's Valuation and Risk Strategies • Styron Europe GmbH • Syngenta Crop Protection AG • T3P Limited • Tessenderlo Chemie SA • The Association of Credit for Central and Eastern Europe S.r.o. (ACCÉE) • The Saudi Fund for Development, Saudi Export Program • Tinubu Square • TNT Express • Trade Technologies, Inc. • UPM-Kymmene Corporation • Valeant Pharmaceuticals / Bausch & Lomb • Varian Medical Systems International AG • Veritas Petroleum Services • Voller Rechtsanwälte • Western Digital GmbH • Willis Ltd.



# SCHEDULE OF SUMMIT EVENTS

**16, 17, 18 September 2018**

(EXPO closes at 13.00 on Tuesday, 18 September.)

## Sunday, 16 September

15.00–17.00 **Exhibitor Set-up**  
19.00–20.30 **Welcome Reception & Expo Area Open**

## Monday, 17 September

08.00–08.45 **Expo Area Open, featuring coffee and refreshments**  
09.00–10.00 **Session**  
10.00–10.30 **Expo Area Open, featuring coffee and refreshments**  
10.30–12.30 **Sessions**  
12.30–14.00 **Networking Luncheon**  
14.00–15.00 **Session**  
15.00–15.30 **Expo Area Open, featuring coffee and refreshments**  
15.30–17.30 **Sessions**  
19.00–22.30 **Networking Dinner**

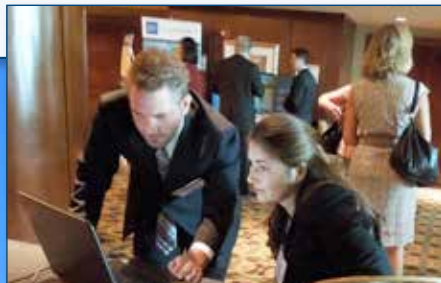
## Tuesday, 18 September

08.00–08.30 **Expo Area Open, featuring coffee and refreshments**  
09.00–10.30 **Sessions**  
10.30–10.45 **Expo Area Open, featuring coffee and refreshments**  
10.45–12.30 **Sessions**  
12.30–13.30 **Luncheon & Farewells**

## Exhibitor Guidelines

- All exhibition stands, table top displays and marketing materials must be set up by 17.00 on Sunday, 16 September. Exhibitors should be in their areas in time for the Welcome Reception.
- Exhibition stands may not be dismantled before the closing luncheon begins at 13.00 on Tuesday, 18 September.
- Exhibitors are respectfully asked to commit to the exhibition schedule to help ensure that the Summit is a success for all involved.
- Location of space at the Crowne Plaza Hotel - TBA.
- Delegates attending the Summit will be served coffee and refreshments in the expo area.

The hotel will accept shipments of material **no more than 3 days** prior to Summit (on or after 12 September). FCIB will provide a floor plan of the expo area to exhibitors on or about 6 September. Exhibitors should bring outbound shipping labels to ensure that the hotel can easily assist in arranging for material pickup. Additionally, exhibitors will receive a list of attendees three days prior to the conference. FCIB's Code of Conduct precludes the publishing of delegate email addresses and phone numbers.



## Need more information?

Please contact FCIB's director of Europe, Middle East and Asia, Noelin Hawkins, for more information. You may reach Noelin by email at [noelinh@fcibglobal.com](mailto:noelinh@fcibglobal.com) or by phone +44 (0) 121 445 6891.

FCIB reserves the right to determine the eligibility of any company or product for inclusion in the Summit.



**FCIB**  
The Finance, Credit & International  
Business Association

[www.fcibglobal.com](http://www.fcibglobal.com)



# FCIB 2018 ICRM Summit Exhibitor/Sponsor Application Form

Exhibition Pricing: USD \$2,266 (approximately 3 x 2 meter space)

**Please reserve an expo space in the name of:**

Company: \_\_\_\_\_

**Tell us about the contact for exhibitor logistics and details:**

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Telephone Number: \_\_\_\_\_ Email Address: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

**Tell us about the person who will represent your company at the Summit:**

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Telephone Number: \_\_\_\_\_ Mobile Phone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

**Will you send additional representatives from your company? If so, you may register them to attend the Summit for a fee of USD \$700 each:**

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Telephone Number: \_\_\_\_\_ Mobile Phone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

**We would be honored to sponsor the following Summit activity:**

Sunday Night Welcome Reception – USD \$7,400

Monday Evening Networking Dinner – USD \$8,500

Keynote Speaker – USD \$5,102

Coffee Break (3 available) – USD \$2,266 each

Networking Lunch – USD \$4,533

Monday morning

Monday

Monday afternoon

Tuesday

Tuesday morning

**Payment Arrangements**

Please contact me for payment by credit card.

Please send me an invoice (with payment by wire transfer details).

An FCIB staff member will contact the person noted above as responsible for the exhibitor logistics and details to make payment arrangements. FCIB can send an invoice, complete with wire transfer details, or alternatively, an FCIB staff member can accept credit card payment details.

Please return this form by fax to +410.740.5574 or by email to [fcib\\_global@fcibglobal.com](mailto:fcib_global@fcibglobal.com).