

Sofia SM Seminar

Tuesday, November 22nd 2005

- 09.15** **Registration**
- 09.45** **Welcome and Introduction to the day**
Roberto Giannantoni, Credit Bureau & Fraud Services Director, EMEA, Experian-Scorex
- 10.00** **The increase in financial intermediation in the Bulgarian market: challenges and opportunities for the banking sector. The need for creditworthy assessment.**
Levon Hampartzoumian, Chairman of the Executive Board, Association of Commercial Banks
- 10.30** **Bulgaria's economy: A macroeconomic perspective**
Latchezar Bogdanov, Managing Partner, Industry Watch Group
- 11.00** **Anti-money laundering tools and methodologies**
Carlos Gaviola, Business Development Director, Experian-Scorex
- 11.30** **Coffee break**
- 11.45** **Strategic Origination Management: A practical experience from the Bulgarian market**
Giovanni Leone, Head of Credit & Risk Management, Bulbank
- 12.15** **The creditworthy assessment of new applicants: the benefits of scoring**
Yann Dautais, Manager, Experian-Scorex
- 12.45** **Lunch**
- 14.00** **Statistics and Automation in Origination phase: Febo Solution**
Yann Dautais, Manager, Experian-Scorex
- 14.30** **The Experian-Scorex Bulgarian Credit Bureau (ESBCB): perspective and strategic opportunities**
Roberto Giannantoni, Credit Bureau & Fraud Services Director, EMEA, Experian-Scorex
- 15.00** **Tools and methodologies for preventing fraud and criminal intent**
Carlos Gaviola, Business Development Director, Experian-Scorex
- 15.30** **Conclusions & wrap up**
Roberto Giannantoni, Credit Bureau & Fraud Services Director, EMEA, Experian-Scorex