



Európai
Bizottság

Cross-border business in the EU made easy

DISCOVER THE EU'S MEASURES TO
FACILITATE AND SIMPLIFY CROSS-BORDER
DEBT RECOVERY IN THE SINGLE MARKET

21 May 2014

DRAFT PROGRAMME

Chair: *The European Commission Representation (tbc)*

Venue: *Continental Hotel Zara, Dohány utca 42, 1074 Budapest, Hungary*

Interpretation: *Hungarian – English & English – Hungarian*

09:00 – 09:30	Registration, Welcome coffee
09:30 – 09:40	Welcome <i>The European Commission Representation (tbc)</i>
09:40 – 10:40	Pre-Contractual Issues and Contract Design Hugh Ward , Founding Solicitor, Hugh J. Ward & Co. Solicitors, Ireland
10:40 – 10:50	Q&A
10:50 – 11:20	Coffee break
11:20 -12:20	Internal management and payment monitoring Peter Szentirmay, President, Hungarian Credit Management Association
12:20 -12:30	Q&A
12:30 – 13:30	Enforcing claims against a foreign debtor in the EU: “The wicked borrows and does not pay back” Csongor István Nagy, LL.M., Ph.D., S.J.D., Associate professor of law and Head of the Department of Private International Law, University of Szeged
13:30 – 13:40	Q&A
13:40 -13:50	Closing remarks <i>The European Commission Representation (tbc)</i>
13:50	Lunch





Abstract of Presentation by Hugh Ward

1. Identifying the parties to the contract
2. Credit Check & possible Data Protection Issues
3. Contractual Jurisdiction
4. Make provision for late payments in the contract or incentivize early payment
 - a. Late Payment in Commercial Transactions Regulations 2011/7/EC
5. Reservation of Title, Liens, Guarantees or assignments over receivables.
6. Offset and retention rights

Abstract of Presentation by Peter Szentirmay

In the framework of the seminar Mr Szentirmay will speak about cross border trade credit risk from management and entrepreneur aspects. The crisis of recent years has substantially raised the profile of credit management. Credit managers are in the frontline, taking much more responsibility than ever. The focus will be put on the key success factors of the professional credit management and highlights on how it contributes to the profitability and success of the company. Not just by reducing bad debts, but even more by elaborating business strategies and supporting sales. The presentation covers the most important areas (organisation, collaboration, tools, guidelines, outsourcing, control, etc.) and shall give access to state of the art credit management and best practice.

Abstract of Presentation by Csongor István Nagy

The presentation addresses the problem of debt recovery and the judicial enforcement of cross-border claims. It presents, from a practical perspective, the EU provisions on enforcement and recognition of foreign judgments (Brussels I Regulation, European Enforcement Order for Uncontested Claims), the European Order for Payment Procedure and the European Small Claims Regulation.

