



Facilitating Open Account - Receivables Finance

Facilitating Global Trade

Building bridges
to explore new
opportunities in
open account

Building bridges between businesses

Trade, especially cross-border trade accessing large, potentially untapped markets, can be fantastically rewarding. Yet there are many barriers facing SMEs, not least of which is access to finance and cash flow.

With over EUR 300 billion financed to SMEs as well as to larger corporates, the global receivables finance Industry is financing the heart of the economy to support economic growth, export and employment.

As a member of FCI you benefit from the proven expertise of the leading Industry association in the global receivables finance sector.

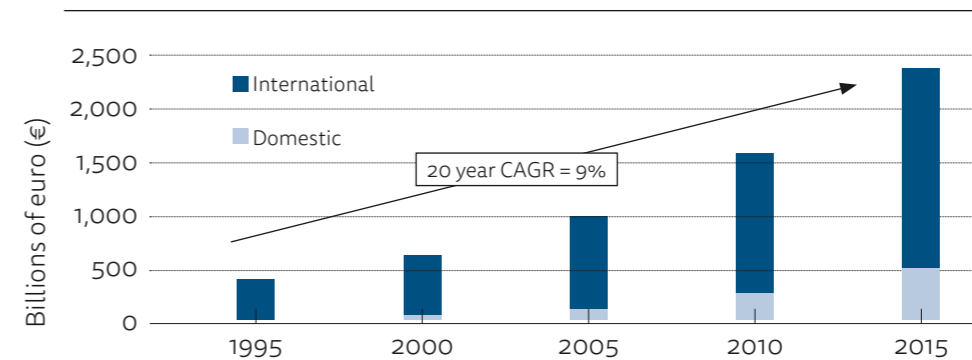
Set up in 1968 as an umbrella organisation for independent factoring companies around the world.

400+
MEMBERS
ONE GLOBAL CENTER

In 2016 the activities of IFG (International Factors Group) were integrated into FCI.

90+
COUNTRIES
CROSS-BORDER FACTORING

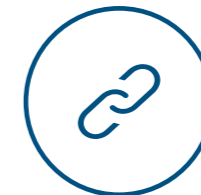
Global Factoring Volume 1995 – 2015



“The Industry has grown four times faster than the world economy over the last 30 years.”



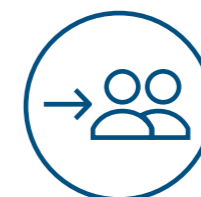
We Support you in driving your business. Thanks to our decades of experience in the industry we are able to anticipate future trends and needs – and can facilitate access to new products that meet them. We then work with our members to ensure you are able to market such products effectively to your factoring clients – for example through our two-factor-platform, which is an efficient, core deliverable to enhance your business.



We Connect members to each other. Together we are stronger, and some of the best business opportunities come through personal connections. Thanks to the large global membership, the networking opportunities are unparalleled.



We Share expertise through education and marketing. The skills required in our Industry are constantly evolving. We work to ensure that the skill sets of all our members are kept up to date and best practice is shared throughout the network.



We Influence key stakeholders through communication and lobbying. The challenges facing our Industry are not insignificant. We represent the interests of our members and the Industry as a whole by investing in comprehensive communication programs and targeted lobbying activities.

Building bridges that span borders

Whether your company is a traditional factor or an asset-based lender specialised in invoice discounting or offering trade finance solutions, you need professional support to conduct your international business safely and efficiently.

Receivables Finance is the core focus of our association and includes not only Factoring and Invoice Discounting, but other Supply Chain Finance techniques as well.

WE FACILITATE AND PROMOTE

We are a business network that facilitates and promotes export-import Factoring activities between our members primarily (but not exclusively) through the two-factor-system. We ensure that our members meet high quality standards in terms of respect of business rules (GRIF) and communication tools (EDIFACTORING) as well as in terms of financial stability and compliance.

ACCESS TO THE STRONGEST PLAYERS IN 90+ COUNTRIES

Acting as an Export Factor, your company has access to the Import Factoring services of the strongest players in the Industry in over 90 countries, offering you (and your export clients):

- Up to 100% protection against credit risks.

- Local collection services through member companies based in the same country as the debtors: differences in language, time zones and legal environment are no longer an issue.

As an Import Factor, your company offers its services to a network of the best factoring companies: the correspondents of FCI worldwide.

DIRECT EXPORT SOLUTIONS

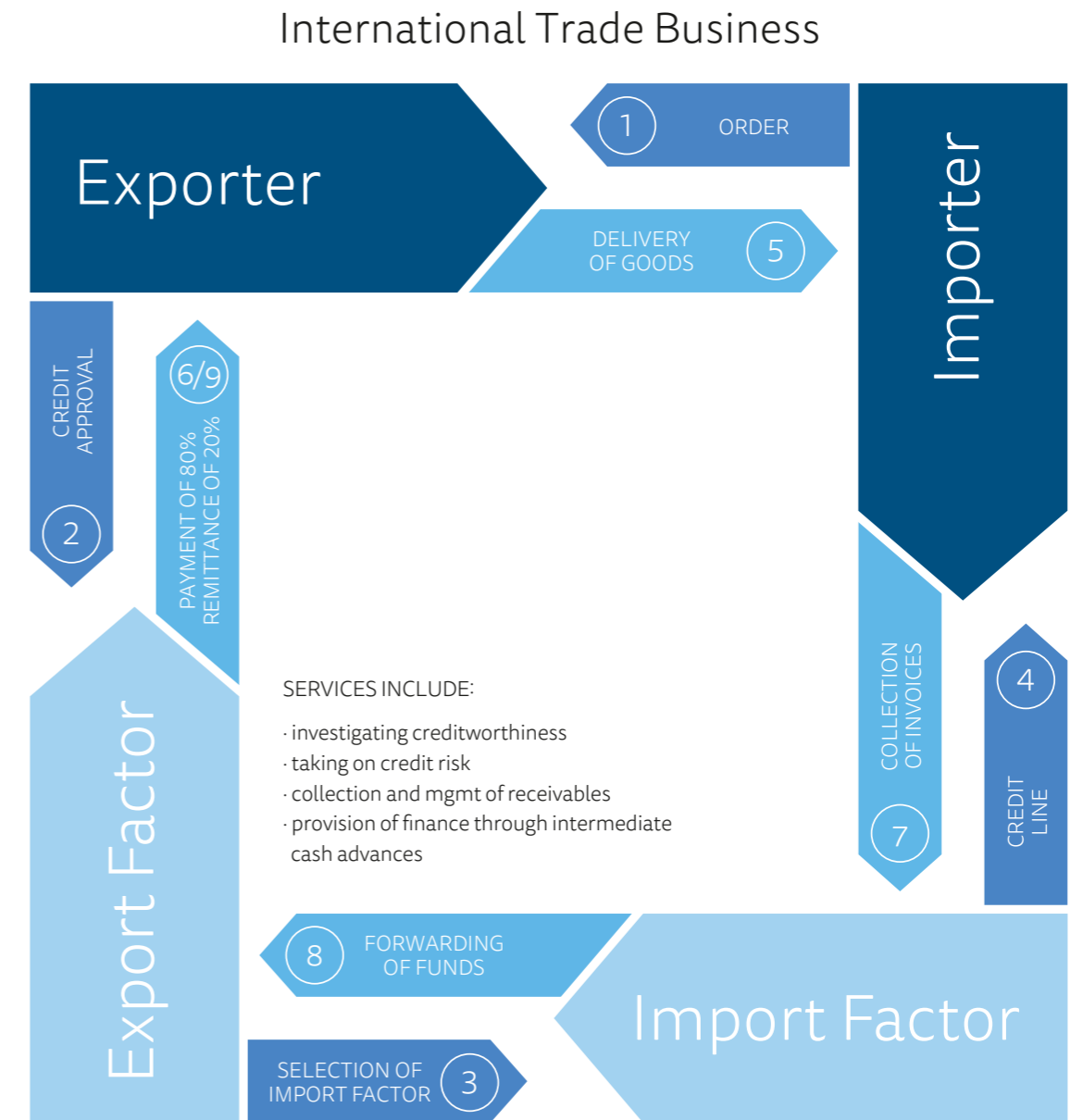
Perhaps your company prefers to offer direct export solutions to its clients, requiring access to third party solution providers such as credit insurance or collection agencies.

FCI is the Global Industry Association and centre of expertise in open account receivables finance products.

SUPPORT SERVICES

FCI connects its members with solution providers who are specialists in various services to support activities in Factoring, Invoice Discounting, Asset Based Lending and Supply Chain Finance.

The Two-Factor System



- | | | |
|--|--|---|
| ① Exporter receives purchase order | ④ Import Factor evaluates the importer and approves a credit limit | ⑦ Collections are carried out by the Import Factor |
| ② Exporter sends importer's information for credit approval | ⑤ Exporter makes shipment to importer | ⑧ Import Factor remits funds to Export Factor |
| ③ Export Factor checks the importer's creditworthiness through FCI partner | ⑥ Export Factor makes cash advance up to 80% of factored invoices | ⑨ Export Factor remits the 20% remaining Balance to Exporter's account less any charges |

One FCI member acts as the Export Factor – dealing with financing, credit management, sales ledger accounting, or a combination of these services – in the exporter's country. A second member, the Import Factor, handles credit line and collection in the buyer's territory.



Building Industry bridges

With the international receivables financing business growing at an exponential rate – over four times faster than the world economy – there has never been a more exciting time to be part of the Industry.

However, despite, and partly because of this growth, the Industry continues to face challenges ranging from differing laws and regulatory environments, varying levels of staff education and an enduring need to inform and influence stakeholders about the importance of the Industry.

The recent union between FCI and IFG, the two largest Factoring Industry associations has created an unparalleled champion for our members and our Industry. Our mission is to facilitate

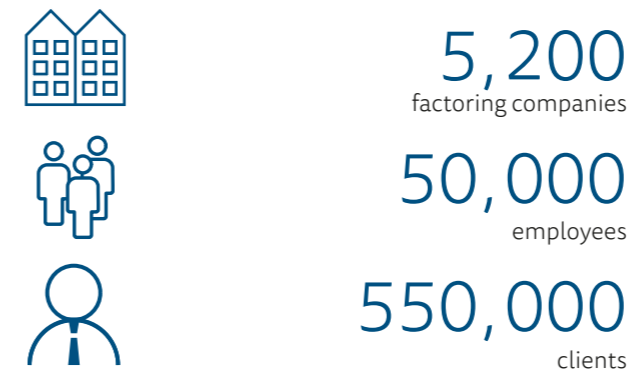
business, be an advocate for the Industry and educate about best practices in domestic and international open account trade finance activities.

THE VOICE OF THE INDUSTRY

As the leading association, representing over 75% of the global factoring Industry, only FCI has the global size, reach and expertise to advance the interests of both our members and the global receivables financing business as a whole.

Industry figures

The international receivables financing Industry has seen enormous growth over the last few years, and continues to expand at an impressive rate.



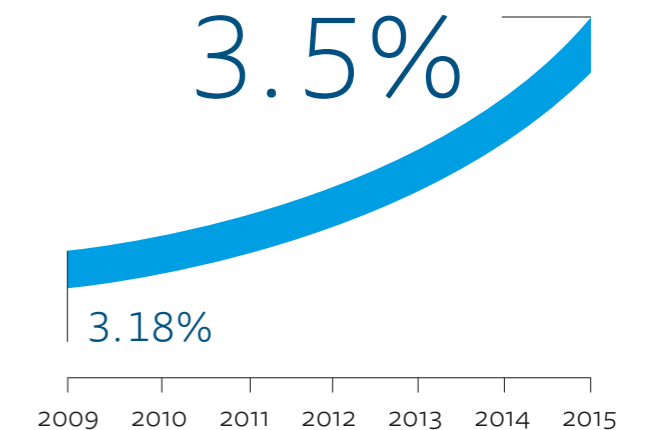
FCI Education Program

A key element of our mission is to provide education that raises the knowledge and skills of all our members. Between 2008 and 2015, the numbers speak for themselves.



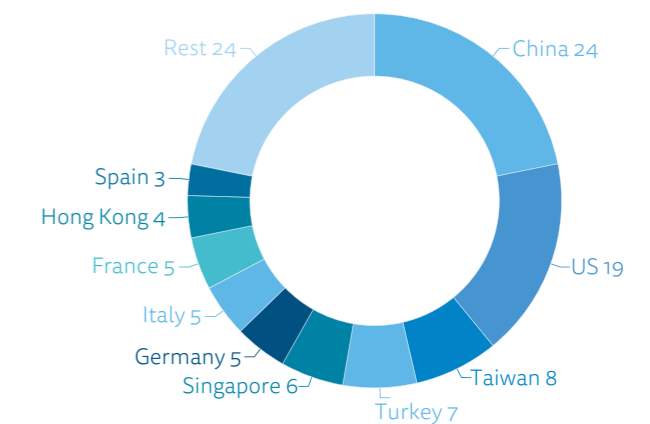
GDP Penetration 2009 to 2015

The GDP penetration ratio is the proportion of Gross Domestic Product that the Factoring Industry turnover represents. It provides a mechanism to compare the relative levels of market penetration from one country to another, and here to the average for the world.

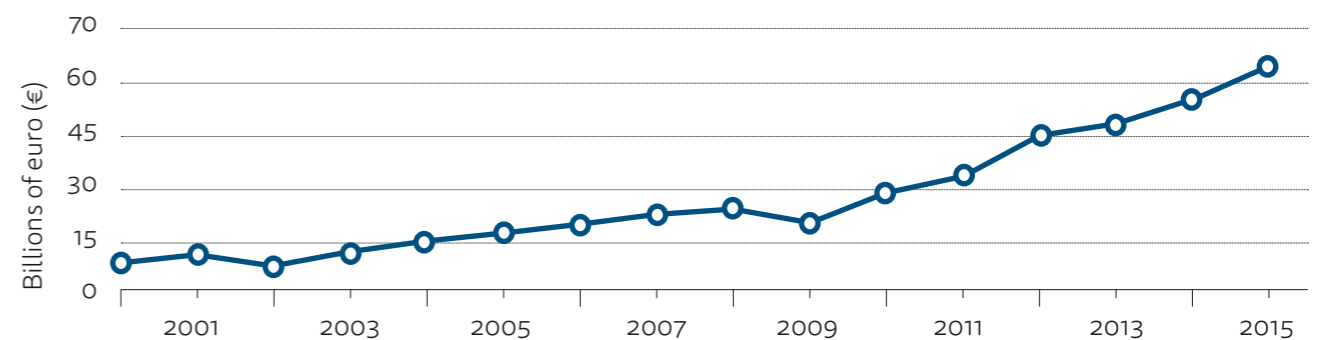


Two-Factor business

Share of FCI+ifg Two-Factor business



FCI Two-Factor volume growth in billions of euro (2015)



Find out more about the benefits of becoming a member of FCI, and how we can help you grow your business at:
www.fci.nl

Convinced already? We are an open association and welcome members from across the world. In order to maintain our high standards of reputation and service quality, we require proof of certain minimum standards before approving membership. To discover the benefits of the FCI Membership and apply to become a member, visit:

<https://fci.nl/en/members/become-a-member>



Facilitating Open Account – Receivables Finance

FCI Head Office
Keizersgracht 559
1017 DR Amsterdam
Netherlands
T: +31-20-627 0306
F: +31-20-625 7628

FCI Brussels Office
Avenue Reine Astrid 452
1950 Kraainem
Belgium
T: +32-2-772 6969
F: +32-2-772 6419

E: education@fci.nl
www.fci.nl

