



# FCI

Facilitating Open Account – Receivables Finance



## FCI Academy

Centre of Knowledge for Receivables Finance

# Regional Workshop on Factoring & Receivables Finance

## Elective Session on Islamic Finance and Islamic Factoring

With the kind  
collaboration of:



itfc

International  
Islamic Trade  
Finance Corporation

Dubai, UAE, 19-20 February 2020



With the kind sponsorship of:



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HPD  
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**Factoring & Receivables Finance role is becoming increasingly important among financial institutions and market regulators. The unique risk characteristics of the product along with its multiple benefits for SMEs & Large Corporates, position it as the fastest growing form of finance in many regions, especially in the emerging ones.**

FCI, with the support of its members in the United Arab Emirates, is organizing a comprehensive & integrated training program, aiming to provide all the knowledge needed for a promising start-up of factoring operations within a Financial Institution. The Middle East represents one of the most favorable regions for Factoring & Receivables Finance products as open account trade flows constantly grow not only with overseas countries but also intra-regional. Dubai, UAE, has been selected as the place of this event, representing also the most important trade hub in the region.

The Workshop will be followed by separate session on Islamic Finance & Islamic Factoring, organized by FCI in cooperation with the International Islamic Trade Finance Corporation (ITFC) highlighting the main principles of Islamic Finance, the types of Islamic Finance products as well as Islamic Factoring operational framework.

## **WHO SHOULD ATTEND?**

Due to the variety of topics, professionals from all functions (Sales, Risk, Operations, etc.) attending the event will benefit. Attendees will receive adequate knowledge on factoring that may further be conveyed internally to their teams.

## **FORMAT**

This Workshop will be presented by leading experts in receivables finance, and will include:

- Lecture style information sessions
- Practical real case study examples
- Question and answer session





*Presentations*



*Best Practices*



*Real Cases*



## ABOUT FCI

FCI was set up in 1968 as an umbrella organization for independent factoring companies around the world. Today it has grown into the world's representative factoring network and association with close to 400 members in 90 countries.

When FCI started, domestic factoring was only available in North America and in a few European countries. The concept of cross-border factoring was still new and restricted by its lack of geographic reach. Recognising the potential for international factoring, the founding FCI members realised that an umbrella organisation was needed, firstly to introduce factoring in countries where it was not yet available, and secondly to develop a framework for international factoring, which would allow factoring companies in the country of the exporter and the importer to work closely together.

**FCI's Vision** is to be the Global Association for the Open Account Receivables Finance Industry.

### **FCI Mission Statement:**

- Receivables Finance is the core focus of the association and includes Factoring, Invoice Discounting and other Supply Chain Finance solutions.
- FCI has two main activities and value propositions:
  1. FCI facilitates and promotes International Factoring through a Correspondent Factoring platform.
  2. FCI is the Global Industry Association for Open Account Receivables Finance
    - FCI actively supports the growth of the Industry and works jointly with policy makers and stakeholders worldwide
    - FCI promotes best industry practices through education
    - FCI publishes Information & Statistics about the Industry
    - FCI endorses financial stability, the prevention of financial crime and respect for regulatory compliance and conduct

## Wednesday 19 February 2020 09:00 - 17:00

|             |   |
|-------------|---|
| 08.30-09.00 | Registration  |
| 09.00-09.45 | <b>Factoring &amp; Receivables Finance, a Global Overview</b> <ul style="list-style-type: none"><li>• The growth of Factoring &amp; Receivables Finance – regional analysis</li><li>• Definitions &amp; Mechanics</li><li>• Benefits for SME's, Large Corporates, Financial Institutions</li></ul>  |
| 09.45-10.45 | <b>Positioning Factoring and Receivables Finance – PART I</b> <ul style="list-style-type: none"><li>• Products &amp; Variations<ul style="list-style-type: none"><li>• With and w/o recourse factoring</li><li>• Cross border factoring – direct/two-factor</li><li>• Maturity factoring</li><li>• Other products</li></ul></li><li>• Features &amp; Benefits</li></ul> |
| 10.45-11.10 | Group Photo Coffee break  |
| 11.10-11.45 | <b>Positioning Factoring and Receivables Finance – PART II</b> <ul style="list-style-type: none"><li>• Competition &amp; Complementary Products (credit insurance, L/C, invoice verification etc.)</li><li>• Lead Generation</li></ul>  |
| 11.45-12.25 | <b>Reverse Factoring &amp; FCIreverse</b>   |
| 12.25-12.30 | <b>Codix Presentation</b>   |
| 12.30-13.30 | Networking lunch  |
| 13.30-15.00 | <b>Risk Management in Factoring &amp; Receivables Finance – PART I</b> <ul style="list-style-type: none"><li>• Industry Suitability in Receivables Finance</li><li>• Seller selection criteria – KYC</li><li>• Buyer risks</li></ul>  |
| 15.00-15.30 | Coffee Break  |
| 15.30-17.00 | <b>Risk Management in Factoring &amp; Receivables Finance – PART II</b> <ul style="list-style-type: none"><li>• Dilution &amp; dispute issues</li><li>• Fraud risk management</li><li>• Risk Management cases</li></ul>   |
| 17.00-17.10 | <b>Tradewind Presentation</b>   |
| 17.10-17.20 | <b>HPD Presentation</b>   |

## Thursday 20 February 09:00 - 17:30

|             |   |
|-------------|---|
| 09.00-10.45 | Cross-border Factoring solutions <ul style="list-style-type: none"><li>• Direct Export Factoring</li><li>• FCI Two-Factor system<ul style="list-style-type: none"><li>• Features &amp; benefits</li><li>• Operational &amp; Legal Framework</li><li>• Success stories</li></ul></li></ul> |
| 10.45-11.00 | Coffee Break  |
| 11.00-11.45 | Import Factoring <ul style="list-style-type: none"><li>• Setting up an efficient import factoring framework</li><li>• Best practices</li></ul>  |
| 11.45-12.25 | Legal Considerations in Factoring   |
| 12.25-12.30 | Neurosoft Presentation  |
| 12.30-12.45 | Q & A   |
| 12.45-13.45 | Lunch   |

## Islamic Finance & Islamic Factoring

|             |   |
|-------------|---|
| 13.45-15.30 | Introduction about Islamic Finance<br>General Principles of Islamic Finance<br>Types of most used Islamic Finance Products  |
| 15.30-16.00 | Coffee Break  |
| 16.00-17.15 | Islamic Factoring: How it is different from conventional Factoring<br>Changes introduced in the GRIF Supplemental Agreement |
| 17.15-17.30 | Q&A and Certificates Ceremony   |

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## SPEAKERS INCLUDE

### FCI SECRETARIAT

Ms. Aysen ÇETINTAS

Education Director, Seminar Leader

Mr. Spyros TSOLIS

Deputy Education Director

Ms. Betül KURTULUS

Regional Director for CEE, SEE and the Middle East

### ITFC SENIOR EXECUTIVES



# IMPORTANT INFORMATION

## REGISTRATIONS

As we wish to limit the size of the group to 60 participants, registrations will be handled on a "first come, first served" basis. FCI reserves the right to close the registration once the limit is reached.

Please use the **on-line registration form** on the [FCI website](#) and make sure that it reaches the FCI Secretariat as soon as possible and certainly not later than ~~31 January 2020~~ 9 February 2020, EXTENDED DEADLINE.

After receipt of your registration, the FCI Secretariat will send you a pdf version of the invoice, which will serve at the same time as a confirmation of the registration. The fee does not include hotel accommodation.

## SEMINAR VENUE AND ADDRESS

Dubai Knowledge Park (King Salman Bin Abdulaziz Al Saud St - Dubai - United Arab Emirates)

Please note, no hotel accommodation will be arranged for the delegates by FCI.

## DRESS CODE

Smart casual clothing.

## CONFERENCE DOCUMENTS AND DELEGATES PROGRAMME

Practical information will be sent out by e-mail two weeks before the meeting. Detailed delegates programmes will be distributed in Dubai.

## REGISTRATION FEE AND PAYMENT

The registration fee for the **Regional Workshop on Factoring & Receivables Finance** is:

- €550 per delegate
- €500 from the second delegate from the same company

Registration fee includes luncheons and coffee breaks during the conference days, use of the meeting rooms and conference materials. Please note, every delegate must pay for his/her own travel and accommodation.

Payment of the fee can be made either by credit card, by clicking on the link in the confirmation email, or by bank transfer, quoting the invoice number, to the following bank account:

FCI

IBAN/ Account number: NLo4ABNA0540245771

Bank: ABN AMRO, Amsterdam, the Netherlands

SWIFT Code: ABNANL2A

VAT number: NL801484169B01

NOTE: Registration fees must have been paid prior to 31 January 2020 or your company takes the risk that delegates on a "waiting list" will be given the chance to attend instead.

## CANCELLATIONS

FCI accepts cancellations until 31 January 2020 without penalty. For cancellations received after 31 January 2020, the full registration fee is due.