

Seminar on Risk Management and Legal Considerations in Factoring and Receivables Finance

Istanbul, Turkey, 21-22 October 2019



DenizBank A.S.

Büyükdere Cad. No: 141
Esentepe Sisli -ISTANBUL
Turkey

With the kind sponsoring of:





The FCI Education and Legal Committees are pleased to offer a new training in a combined structure, addressing all key areas in risk management and related legal considerations with a special focus on the respective GRIF articles.

OBJECTIVES

The objective of the seminar is to get familiarized with the legal considerations and risk management in factoring. The attendees will get a better understanding of the GRIF but also on the processes to prevent and handle the risk in factoring operations.

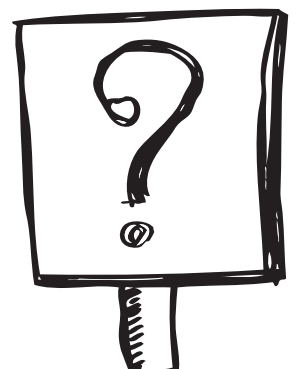
FORMAT

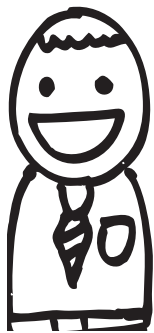
The format of this training will combine plenum presentations followed by group discussions with Q&A sessions, practical examples and genuine cases. Industry experts and members of the Legal and Education Committees will act as presenters and instructors in all sessions of the training.

WHO SHOULD ATTEND?

This training will benefit those involved in new businesses, operations, risk monitoring, legal, litigation departments, credit underwriting, compliance and external lawyers if appropriate, who wish to develop their existing knowledge of risk management and the legal ramifications.

DON'T MISS THIS UNIQUE OPPORTUNITY TO MEET WITH AND LISTEN TO THE SENIOR PROFESSIONALS FROM THE FACTORING INDUSTRY AND EXCHANGE VIEWS WITH YOUR FELLOW COLLEAGUES.





Presentations



Group discussions

Q & A

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

Training Programme Monday 21 October 2019 09:00 - 21:00

08.30-09.00:	Registration
09.00-10.30	Plenum session Seller Risk Management and Legal Considerations <ul style="list-style-type: none">• Seller Selection and On-boarding Process• Factoring Criteria• Approval Process• GRIF Articles
10.30-10.35	Group Photo
10.35-11.00	Coffee break
11.00-12.30	Group discussions in breakout rooms
12.30-14.00	Luncheon
14.00-15.30	Plenum session Seller Risk Management and Legal Considerations <ul style="list-style-type: none">• Seller Control Process• Monitoring the Changes• Detecting Fraud• Preventing Fraud• Invoice Verification• GRIF Articles
15.30-16.00	Coffee Break
16.00-17.30	Group discussions in breakout rooms
18.30-21.00	Drinks and dinner sponsored by HPD Lendscape

Training Programme Tuesday 22 October 2019 09:00 - 17:00

09.00-10.30	Plenum session Buyer Risk Management and Legal Considerations <ul style="list-style-type: none">• Assessment of the Buyer• Buyer Risk Control and Credit Cover• Monitoring Buyer Risk• Detecting Buyer Fraud• GRIF Articles
10.30-11.00	Coffee break
11.00-12.30	Group discussions in breakout rooms
12.30-13.30	Luncheon
13.30-15.00	Plenum session Operational Risk Management and Legal Considerations <ul style="list-style-type: none">• Preventing and Handling Disputes• Breaches of Warranty• Operational Risks• GRIF Articles
15.00-15.30	Coffee Break
15.30-16.45	Group discussions in breakout rooms
16.45-17.00	Plenum session for Q&A, feedback and wrap-up

SPEAKERS/GROUPEADERS

FCI EDUCATION & LEGAL COMMITTEES

Ms. Daniela Bonzanini	Head of International, Banca IFIS S.p.A.
Mr. Yüce Uyanık	Consultant, IFA Egitim

FCI SECRETARIAT

Ms. Aysen ÇETINTAS	Education Director, Seminar Leader
Mr. Spyros TSOLIS	Education Officer
Ms. Betül KURTULUS	CEE/SEE/ME Regional Chapter Director

IMPORTANT INFORMATION

REGISTRATIONS

Registrations will be handled on a **"first come, first served" basis**. Please use the enclosed registration form (or use the on-line registration form on the [FCI Private Net](#)) and make sure that it reaches the FCI Secretariat as soon as possible and certainly **not later than Monday, 7 October 2019**. After receipt of your registration form, the FCI Secretariat will send you an 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

DenizBank A.S.
Büyükdere Cad. No: 141
Esentepe Sisli -ISTANBUL
Turkey

HOTEL

Please note, no hotel accommodation will be arranged for the delegates by FCI, but we have arranged a special rate for FCI at:

Wyndham Grand Istanbul Levent

Tel +90-212-3861000

Esentepe Mah.Büyükdere Cad.
No:177-183 34394 Sisli-Istanbul

<https://www.wyndhamhotels.com/wyndham-grand/istanbul-turkey/wyndham-istanbul-levent/overview>

Single Deluxe Room : € 135 + KDV (8%)

Double Deluxe Room : € 155 + KDV (8%)

- The above stated rates are inclusive of buffet breakfast at main restaurant, exclusive of 8% VAT.
- The above stated room rates are net and non-commissionable.
- Any increase in VAT will be reflected in the rates above stated rates and the hotel reserves the right to increase the quoted price in case of any additional applicable taxes.

Please send your booking request to

Mr. Emre Aktas

Email : emre.aktas@wyndhamgrandlevent.com or 24@wyndhamgrandlevent.com

TRANSPORTATION TO AND FROM THE AIRPORT

Istanbul International Airport, located in Tayakadın/Arnavutköy is 40km from the hotel. Taxis from the airport cost €25-30 (one way).

DRESS CODE

Smart casual clothing.

CONFERENCE DOCUMENTS AND DELEGATES PROGRAMME

Practical information and your “homework” will be sent out by e-mail two weeks before the meeting. Detailed delegates programmes will be distributed in Istanbul.

FLIGHT RESERVATIONS AND VISAS

In order to take advantage of reduced rates, please book your flights far in advance. For those of you who need visas to enter Turkey, apply timely. The registration fee for the seminar cannot be reimbursed and/or is still due, even if no visa is obtained before the conference date.

REGISTRATION FEE AND PAYMENT

The registration fee for the seminar is **€400 per delegate** and includes dinner/luncheons/ 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.

EARLY BIRD: for registrations received up until and included Monday 9 September: 25% reduction: €300 per delegate

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: NL04ABNA0540245771

Bank: ABN AMRO, Amsterdam, the Netherlands

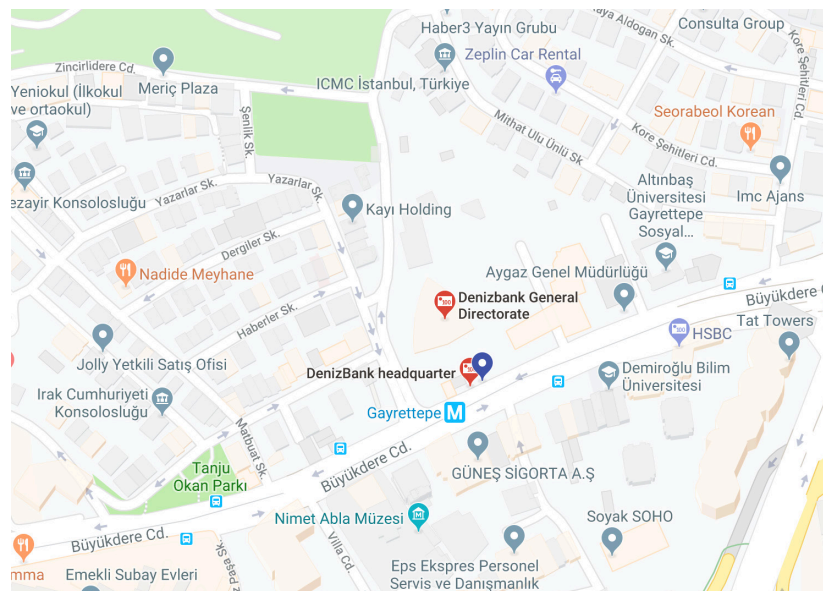
SWIFT Code: ABNANL2A

VAT number: NL801484169B01

NOTE: Registration fees must have been paid prior to 7 October 2019 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 Monday 7 October 2019 without penalty. For cancellations received after Monday 7 October 2019, the full registration fee is due.





Facilitating Open Account – Receivables Finance

Registration deadline is: 7 October 2019

Use on-line registration on [FCI website](#)

E-mail:

fci@fci.nl

REGISTRATION FORM

Seminar on Risk Management and Legal Considerations in Factoring and Receivables Finance

Dates: 21-22 October 2019

Location: Deniz Factoring, Istanbul, Turkey

COMPANY

Company Name: _____ Factor code: _____

Address (for non-Member): _____

City: _____ Zip Code: _____ Country: _____

VAT No: _____

DELEGATE 1

Title: ☐ Mr. ☐ Mrs. ☐ Ms. _____ Surname: _____ First Name: _____

Position: _____ Branch office / Department: _____

E-mail: _____ Years of experience in current position: _____

Special wishes for meals for health or religious reasons: _____

DELEGATE 2

Title: ☐ Mr. ☐ Mrs. ☐ Ms. _____ Surname: _____ First Name: _____

Position: _____ Branch office / Department: _____

E-mail: _____ Years of experience in current position: _____

Special wishes for meals for health or religious reasons: _____

PLEASE TICK THE APPROPRIATE BOX(ES):

Please register the delegate(s) to:

- ☐ Training on Risk Management and Legal Considerations Euro 400
- ☐ Early Bird: 25% discount if you register up until and included 9 September 2019

By participating in the conference, you grant FCI the right to use images, your name/title/company name and/or biography, taken as photographs, written and/or video material at the conference, and reproduce them in news or event whether in print, electronic or other media, including the FCI websites and social media.

CANCELLATION POLICY:

Any change or cancellation MUST be made in writing.

- FCI accepts cancellations until Monday 7 October 2019 without penalty. For cancellations received after Monday 7 October 2019, the full registration fee is due.
- There will be no charges for name changes.

The FCI Secretariat will send an email with a pdf version of the invoice to you upon receipt of your registration form, confirming your attendance. Payment can be made by credit card or by bank transfer quoting the invoice number.

Name (CAPITAL LETTERS): _____ Date: _____

Signature (Mandatory): _____