



Facilitating Open Account – Receivables Finance

With the kind sponsoring of:

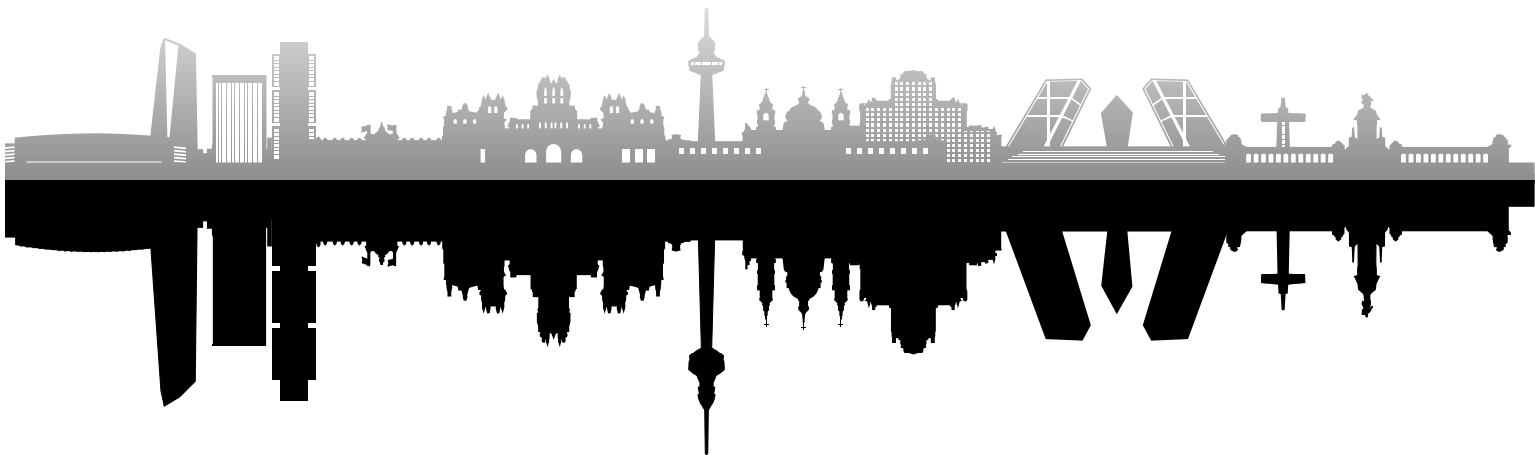
DEMICA

UNLOCK POTENTIAL

FCIreverse Forum

The First User Group Meeting

Madrid, Spain/ 17-18 October 2019



FCI REVERSE
POWERED BY DEMICA

Venue:

Caixabank
Paseo de la Castellana 51,
Madrid
Spain

FCI is organizing its first FCIreverse Forum, a Users conference in Madrid on 17-18th of October where everyone interested in the SCF / Reverse Factoring solution is invited to a day and a half hands-on seminar to discuss



the business opportunities. A series of free conference calls have been carried out over the past year in order to help our members identify potential anchor buyers and their suppliers, active in their markets with flows to other geographies supported by FCI members.

Since the Annual Meeting and the announcement of the signing of the MOU's by four of our members to become the first FCIreverse Users, there has been an increased level of interest from FCI and prospectuous members a as well. As these four FCI members begin to launch this opportunity, we have attracted French, South African, Chinese, Malaysian, Australian and Russian players as serious potential Users of the FCIreverse platform. Some outside players such as Development Banks are also starting to look at FCIreverse as the best solution to allow their respective markets to thrive in this growing field of payables finance/reverse factoring. They want to help SMEs and Corporates in their respective markets to encourage them to shift their business on open account terms without losing the coverage of a correspondent bank under a Letter of Credit.

For those FCI members that are taking their first steps in cross border supply chain finance, the Communication Committee has also developed and released new EDI messages that cover the needs of the members that were already operating SCF business and look to collaborate with export members who can also assist with the supplier on-boarding.

Factoring

Seller



Buyer

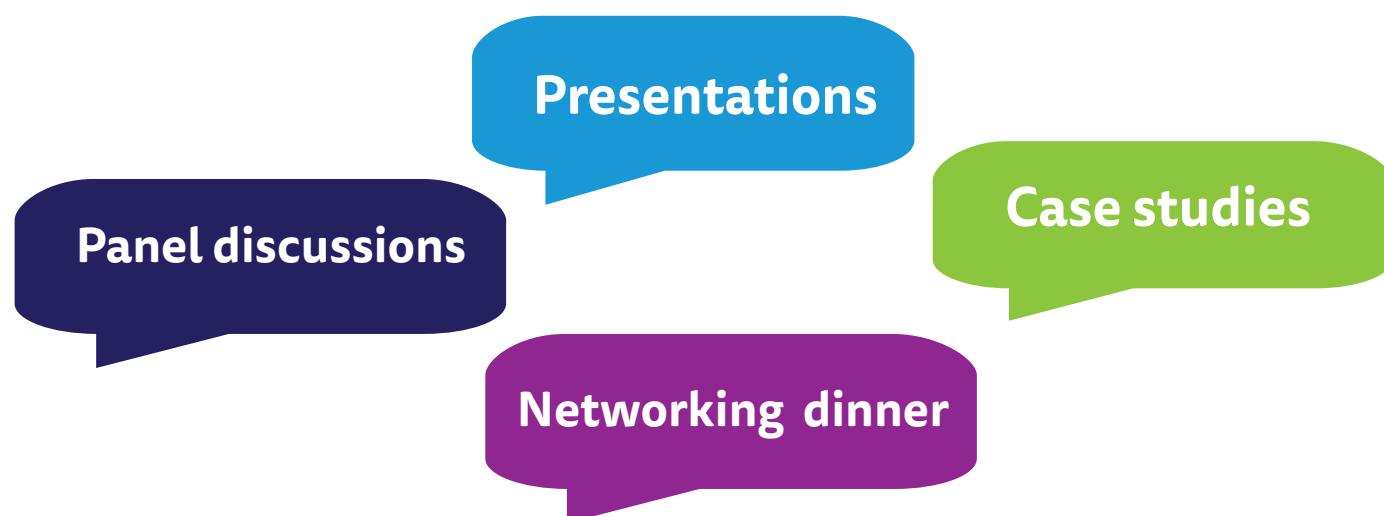
FCIreverse

Seller



Buyer

**The forum offers a mixture of presentations, panel discussions and experience from members using reverse factoring.
A networking dinner is organised on Thursday night.**



THE AUDIENCE

The Conference is aimed at an audience of professionals, particularly for the leaders of:

- FCI members
- Banks engaged already in SCF / Payable Finance / Reverse Factoring
- Specialized banks and financial institutions
- Factoring and Receivables finance companies

THE OBJECTIVE OF THE FORUM

The forum will allow you to better understand all the specific aspects and nuances in using FCIreverse. In addition, it will address how to implement FCIreverse in your organization. It will also help you understand various challenges in Foreign Supplier On-Boarding, issues relating to accounting treatment, and obstacles to achieve financial objectives relating to the business. It will also give you a chance to meet your peers and provide networking opportunities.

FCI was set up in 1968 as a non-profit association for banks and independent factoring companies around the world. FCI is the Global Representative Body for Factoring and Financing of Open Account Domestic and International Trade Receivables. With close to 400 member companies in 90 countries, FCI offers a unique network for cooperation in cross-border factoring.

FCI offers three major areas of activities:

CONNECT : the Business network supports cross-border factoring activities through which its members cooperate as export and import factors

EDUCATE : FCI promotes and develops best practices in both domestic and international factoring and related Open Account Finance products

INFLUENCE : FCI promotes and defends the Industry with stakeholders and policy makers worldwide

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

CONFERENCE PROGRAM THURSDAY 17 OCTOBER 09.30 – 22:00

- 09.00 – 09.30: **Registration & Welcome Coffee**
- 09.30 – 10.00: **Welcome Remarks and FCI's vision in Supply Chain Finance (SCF)**
Peter Mulroy, Secretary General, FCI
- 10.00 – 10.30: **What FCIreverse is about and "How to Use this Forum"**
Mónica Martin Blanco, SCF Consultant, FCI
- 10.30 – 11.30: **CAIXA: Welcome, Trajectory in SCF and the future using FCIreverse**
Speaker TBD
- 11.30 – 12.00: **COFFEE BREAK**
- 12.00 – 13.00: **The Importance of SCF in the Economy of a Country and Evolution of the Solution, from Large Corporates to SME's**
Spanish Factoring Asociation
- 13.00 – 14.30: **NETWORKING LUNCH**
- 14.30 – 15.15: **How to set up an SCF / FCIreverse Programme (part 1)**
Joaquin Krijgsman
- 15.15 – 15.45: **Challenges of Accounting Treatment in SCF and the Impact of 4 Corner-Model**
Dick Korf, partner of the Capital Markets Accounting Advisory Group, KPMG, The Netherlands
- 15.45 – 16.15: **COFFEE BREAK**
- 16.15 – 17.00: **Payables Finance from the standpoint of the Corporate. The Use of Working Capital Optimization, a Successful Case.**
Luis Montesinos, Former Treasurer Sigma Foods
- 17.00 – 18.00: **Buyer panel**
- 19.30: **GROUP NETWORKING DINNER**

09.30 – 10.00:	Origination and Co-origination Efforts, Supporting FCI Members Speaker from Demica
10.00 – 11.00:	Key consideration for running SCF/FCIreverse business within banking / factoring organisation (part 2)
11.00 – 12.00:	FCI Member panel Discussion multi-topic
12.00 – 12.15:	Concluding Remarks Q & A Josep Selles, Chairman of the SCF Committee, FCI
12:15	Lunch and end of the forum

LOCATION

Caixabank
Paseo de la Castellana 51,
Madrid
Spain

HOTEL

FCI did not negotiate any rate with a local hotel. Attendees are responsible of their own accommodations. A hotel located close to Caixabank is Hotel Miguel Angel <https://www.hotelmiguelangel.com/en/>

AIRPORT

Aéroport Adolfo-Suárez de Madrid-Barajas is the main airport in Madrid, located 12 km from the City center.

REGISTRATION

Registration is only open to banks, factoring companies and development banks.

Free registration.

Registration includes:

- Coffee breaks and refreshments on 17-18 October and Group lunch on 17 October
- Dinner on 17 October
- Distribution of pre and post conference documents

Accommodation, travel and personal expenses are not included in the registration package.

REGISTRATION DEADLINE

Please register by 10 October 2019 at the latest.

INFORMATION

For all information, please contact the FCI Secretariat:

T: +31-20-6270306

E: fci@fci.nl

CANCELLATION POLICY

Any change or cancellation **MUST** be made in writing.

In the event that a speaker cancels his participation, every effort will be made to find a replacement presenter of equivalent experience.

Program details or the actual organization of the event are subject to changes depending on the number of participants. A final program and confirmation will be sent to the participants 7 calendar days before the event.



REGISTRATION FORM

FCIreverse Forum

Dates: 17-18/10/2019
Location: Caixabank, Madrid, Spain

Registrations are only open to banks, financial institutions and development banks. Any other candidacy will be evaluated upon FCI's discretion.

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:

- ☐ Please register the delegate(s) to FCIreverse Forum 17-18 October 2019 (free registration)
☐ I confirm the participation of the delegate(s) to the networking dinner on 17 October 2019

In the event that a speaker cancels his participation, every effort will be made to find a replacement presenter of equivalent experience. Program details or the actual organization of the event are subject to changes depending on the number of participants. A final program and confirmation will be sent to the participants 7 calendar days before the event. In case of cancellation of the event, there will be a full refund of already paid registration.

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.

The FCI Secretariat will send an email confirming your attendance.

Name (CAPITAL LETTERS): _____ Date: _____

Signature (Mandatory): _____