

Workshop on Factoring

Jointly organize by FCI and BIBM
Supported by the Bangladesh Central Bank

Dhaka, Bangladesh, 9 September 2019



Venue:

Pan Pacific Sonargaon Dhaka

107 Kazi Nazrul Islam Ave,
Dhaka 1215,
Bangladesh

With the kind sponsoring of



The World Trade Organization has already confirmed the strong positive correlation between Factoring finance and SME growth on a global level using relevant data obtained from FCI and International Trade Associations.

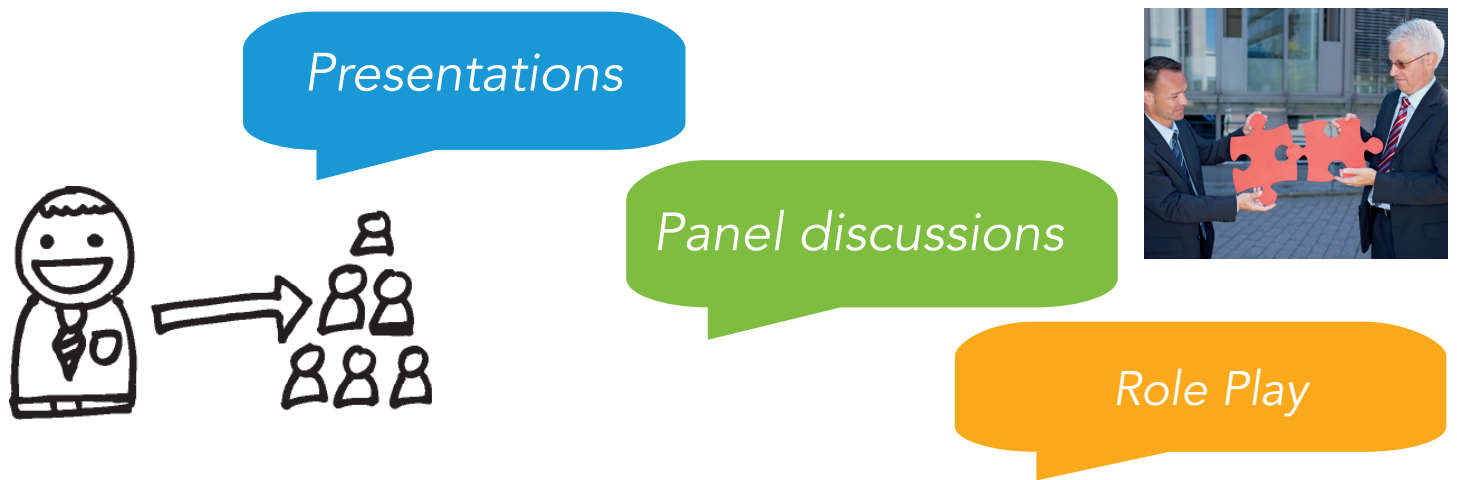
"The growth of factoring has a positive significant impact on global trade of SMEs. Relatively conservative estimates indicate that a 10 % increase in factoring would result in 1 % in additional SME trade".

Marc Auboin, WTO

FCI Annual Meeting, Cape Town, October 2016

Factoring continues to grow successfully both in mature markets and in emerging markets. Through their control methods and permanent monitoring of the receivables on their clients' debtors, factoring companies are able to provide more financing than traditional lenders and, at the same time, limit their credit risks to a strict minimum. Factoring companies therefore play an important role in financing the economic activity, as well as during the financial crisis. Traditionally it is small and medium-sized companies that benefit most from this financial instrument, but also more important companies use factoring for flexible growth finance or for restructuring purposes.





THE AUDIENCE

The Conference is aimed at an audience of professionals from Bangladesh, and particularly towards the leaders of:

- Factoring companies,
- Supply Chain Finance companies,
- Specialized banks and financial institutions.

THE ORGANIZERS

FCI was set up in 1968 as an umbrella organisation for independent factoring companies around the world. Today, FCI is truly the global representative body for the Factoring & Receivables Finance Industry with close to 400 members in 90 countries.

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

BIBM (Bangladesh Institute of Bank Management)

BIBM is the national Training, Research, Consultancy and Education institute on banking and finance collectively owned by all banks that are in operation in the country. Registered under the Societies Act 1860, BIBM was established in 1974 with an initial primary focus of providing training to the officials of banks and financial institutions of Bangladesh in order to strengthen and update their skills. Since then more and more banks settings up their own training institutes to handle a significant part of their own objective based training needs, particularly those of their junior level officials. Currently, BIBM is engaged in offering training to the mid and senior level executives of banks. Over the years, BIBM has modified its training activities and broadened its operation to cover other areas of activities such as providing education in the form of degree- Masters in Bank Management (MBM) and Evening MBM (EMBM), carrying out research in banking & finance, holding seminars and roundtable discussions, offering training and research related consultancy services or aiding the banks in their recruitment.

CONFERENCE PROGRAM MONDAY 9 SEPTEMBER 08.30 – 14:00

08.30-09.00	Registration
09.00-09.25	Welcome addresses Peter Mulroy, Secretary General, FCI Special Guest Syed Mahbubur Rahman, Chairman, Association of Bankers, Bangladesh Ltd. and Managing Director & CEO, Dhaka Bank Ltd. Chief Guest Ahmed Jamal, Deputy Governor, Bangladesh Bank The Chair Md. Nazimuddin, Executive Director, Bangladesh Bank and Director General, BIBM
09.25-09.40	Refreshment
09.40-10.15	Introduction of FCI Peter Mulroy, Secretary General, FCI
10.15-10.35	FCI Fundamentals of Factoring Lee Kheng Leong, Regional Director South and South East Asia, FCI
10.35-11.05	Domestic and International Factoring Lee Kheng Leong, Regional Director South and South East Asia, FCI
11.05-11.20	FCI, the growth of international factoring globally Peter Mulroy, Secretary General, FCI
11.20-11.50	Supply Chain Financing- FCIreverse and Islamic Factoring Peter Mulroy, Secretary General, FCI
11.50-12.20	Tradewind and Factoring Cases Soheil Zali, Managing Director Bangladesh, Tradewind GmbH
12.20-12.50	Export finance in Bangladesh: Suggested reforms and role of Primadollar Naser Bukhtear Ahmed, Non-Executive Chairman, Primadollar Bangladesh
12.50-12.55	Export Factoring to the USA Vivek Sharma, Regional Trade Sales Manager, Wells Fargo Bank
12.55-13.35	Prayer and Lunch
13.35-14.10	Potential of Factoring in Bangladesh Prashanta Kumar Banerjee, Professor and Director BIBM, Bangladesh
14.10-14.35	Q&A End of the workshop

LOCATION

The conference will take place at :

Pan Pacific Sonargaon Dhaka

107 Kazi Nazrul Islam Ave,
Dhaka 1215,
Bangladesh

REGISTRATION

Registration fee: TAKA 5,000

Please register before the 1st September

To register, please send the registration form by email to banerjee1167@yahoo.com

INFORMATION

For all information, please contact Prashanta Kumar Banerjee banerjee1167@yahoo.com





FCI



Bangladesh Institute of Bank Management
বাংলাদেশ ইনস্টিটিউট অব ব্যাংক ম্যানেজমেন্ট

Facilitating Open Account – Receivables Finance

Please send the form duly filled
and signed to xxx:

E-mail:
banerjee1167@yahoo.com

REGISTRATION FORM

Workshop on Factoring

Dates: 09/09/2019

Location: Pan Pacific Sonargaon Dhaka

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: _____

☐ I register for the Workshop on Factoring on 9 September, TAKA 5,000

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Signature (Mandatory): _____