



FCI

Facilitating Open Account – Receivables Finance



REGIONAL CONFERENCE ON FACTORING AND RECEIVABLES FINANCE IN SOUTHERN AFRICA

Domestic and International Factoring:
Alternative tools for SMEs Financing in Africa

GABORONE, BOTSWANA, 12-13 MARCH 2019

Free attendance



Venue:
Avani Hotel
Chuma Drive
Gaborone
Botswana

In partnership with:





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 or factoring divisions of banks are able to provide more financing than traditional lenders, and at the same time limit their credit risks to a strict minimum.

Factoring therefore plays an important role in financing the economic activity, also 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.

About FCI:

FCI was set up in 1968 as an umbrella organisation for independent factoring companies around the world. Today, FCI has grown into the world's representative factoring network and association with close to 400 members in 90 countries with member transactions representing nearly 90% of the world's international correspondent factoring volume. Today, FCI is truly the global representative body for the Factoring & Receivables Finance Industry.

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.

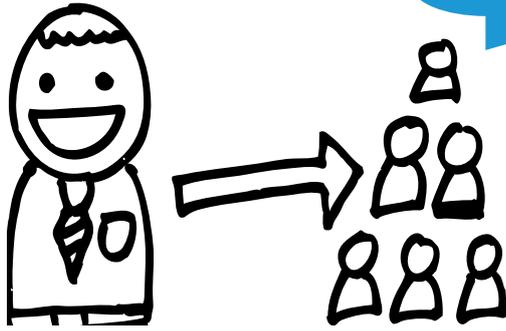
About Afreximbank:

African Export-Import Bank ("Afreximbank" or the "Bank") is a pan-African multilateral trade finance institution created in 1993 under the auspices of the African Development Bank.

Afreximbank's vision is: "To be the Trade Finance Bank for Africa" with its mission being: "To stimulate a consistent expansion and diversification of African trade, so as to rapidly increase Africa's share of global trade; and in doing so, to operate as a first-class, profit-oriented, socially responsible financial institution and a "Centre of Excellence in African Trade Matters."

The mandate of the Bank is to finance and promote Intra- and Extra-African Trade using three broad services:

- Credit (Trade & Project Financing);
- Risk Bearing (Guarantees & Credit Insurance); and
- Trade Information & Advisory Services.



Presentations



Panel discussions

Success Stories

FCI's African Chapter decided to organize a regional event, focusing on a regional view on factoring, offering attendees a unique opportunity, not only to discuss the current state of the industry, new challenges and products & markets development, but also to network with players from the same region.

It is generally recognised that Africa presents some of the most exciting global opportunities for economic development and expansion. Our industry is capable of providing support to this growth but knowledge and capability need to be developed and shared. The African Chapter is in place to help support this expansion and skills creation at a regional level.

Topics will cover the World of Factoring, FCI, cross-border factoring opportunities for the Southern African Region, factoring in Africa, practical workshop and case studies.

The conference offers attendees numerous opportunities to discuss issues of common interest with their peers, Afreximbank and FCI representing very experienced Factoring executives.

OBJECTIVES

The aim of the meeting is to allow senior executives from African banks, government officials, regulators and entrepreneurs interested in starting a factoring activity, to learn about international factoring, its benefits and growth opportunities. The idea is to bring support and additional focus on cross border open account and supply chain finance services to the region.

THE AUDIENCE

The conference is aimed at an audience of **senior executives** from the African region and beyond, and particularly towards the leaders of:

- Factoring companies,
- Banks,
- Financial institutions,
- Regulators and law makers,
- Government agencies,
- Official organizations ,
- SMEs,
- Companies offering their services to the world of factoring (lawyers, insurers, IT providers),
- Consulting firms,
- Exporters and other companies interested in the world of factoring.

Places are limited, FCI reserves the right to limit the number of participants by company.

CONFERENCE PROGRAM TUESDAY 12 MARCH: 09:00-17:00 (1)

- 08.30 – 09.00: Registration
- 09.00 – 09.15: Opening Statement
Hon. O.K.Matambo, Minister of Finance, Economic and Development Planning (TBC)
- 09.15 – 09.45: Welcome Remarks:
Mrs. Kanayo Awani, Managing Director - Intra-African Trade Initiative, Afreximbank and Chair of the Africa Chapter of FCI
Mr. Peter Mulroy, Secretary General, FCI
- 09.45 – 10.00: Group Photo
- 10.00 – 10.30: COFFEE BREAK
- 10.30 – 11.30: Presentation: The World of Factoring, Receivables Finance and FCI
Mr. Peter Mulroy, Secretary General, FCI
Ms. Aysen Çetintas, Education Director, FCI
- 11.30 – 12.15: Panel Discussion and Q&A
- Opportunities, and challenges facing the receivables finance industry.
 - Innovating and providing more financing solutions to SME's
- Moderator: Mr Keletsositse Olebile, CEO, Botswana Investment & Trade Centre
- Panelists:
- Mr. William T. Murwisi, Managing Director, Olympia Factors Commerciale (Pty) , Botswana
 - Mr. Tinashe Tamba, HRE , Chief Trading Officer, Zimbabwe
 - Ms. Tebogo Giddie, Head of Transactional Banking Products & Services, Stanbic Botswana
- 12.15 – 12.25: Q&A
- 12.25 – 13.00: Presentation: Mechanics of Cross Border Factoring.
- What is international Factoring – Schematic/Diagram
 - Mechanics of International Factoring
 - Correspondent Factoring System
 - Role of Import Factor and Export Factor
 - Edifactoring.com
 - Advantages of international Factoring and comparison with traditional trade finance
- Ms. Aysen Çetintas, Education Director, FCI

CONFERENCE PROGRAM TUESDAY 12 MARCH: 09:00-17:00 (2)

- 13.00 - 14:00: LUNCH BREAK
- 14.00 – 14.45: **Panel Discussion and Q&A**
How can Cross-Border factoring participate in the promotion of the Economic growth and the Regional Integration of the SADC Countries?
Moderator: Mr. Teddy Ngidjol, Senior Manager, Trade and Structured Trade Finance, Afreximbank
Panelists already confirmed:
 - Mr. Aminou Nassrou, BW Factoring, Cameroon
 - Mr Kelositse Olebile, CEO, Botswana Investment & Trade Centre
 - Mr. Peter Van Der Krogt, CEO, Financial Access
- 14.45 – 14.55: **Q&A session**
- 14.55 – 15.10: **Presentation: Afreximbank initiatives for Factoring**
Omar Badr and Teddy Ngidjol, Afreximbank
- 15.10 – 15.35: **Presentation: FCIreverse**
Mr. Peter Mulroy, Secretary General, FCI
- 15.35 – 16.00: COFFEE BREAK
- 16.00 – 16:15: **Presentation by a Sponsor**
- 16.15 – 17.00: **Panel Discussion: The Legal and Regulatory Environment of Factoring in Africa**
Moderator: Dr. Enga Kameni, Lawyer, Afreximbank
Panelists already confirmed:
 - Mr. Lloyd Manokore , Manokore Attorneys, Zimbabwe
 - Ms. Seilanang Godisa, Parter, Khupe Attorneys, Botswana
 - Mr. Mothusi Kebafeletse, Deputy Director, Regulation-Lending Activities, NBFIRA
- 17.00 END OF DAY ONE
- 19.00 - 21.00: Sponsored dinner

CONFERENCE PROGRAM WEDNESDAY 13 MARCH: 09:00-15:00

- 09.00 - 09.30: **Success story of a Factoring Company in the SADC region**
Mr. Memeh Onyebuchi, Standard Chartered
- 09.30 – 10.00: **Risk Management in Factoring**
- Seller Selection
 - Buyer Control
 - Dispute and Fraud Management
- Mr. Peter Mulroy, Secretary General, FCI
- 10.00 – 10.30: **Presentation: Credit Insurance in Factoring**
Mr. Mohammed Lombard, Managing Director, Old Mutual Insurance Company, Botswana
- 10.30 – 11.00: COFFEE BREAK
- 11.00 – 11.30: **Presentation: Key Success Elements in setting up factoring activities / Role of FCI / Advantages of FCI membership**
- Legal & juridical environment
 - Systems/Communication platform
 - Network
- Mr. Peter Mulroy, Secretary General, FCI
- 11.30 – 12.00: **Panel Discussion: Factoring as a financing tool in Governments programs in support of SMEs. The Case of Botswana - Government Support**
Moderator:
Mrs. Emma Peloetletse, Accountant General, Republic of Botswana.
Already confirmed panelists :
- Mr. Andrew Madeswi, Operating officer, Citizen Entrepreneurial Development Authority (CEDA) Botswana
 - Ms. Kushatha Chilisa, Barclays Bank Botswana, Head of ESD
 - Mr. Cowell Habana, CEO, Botswana Export & Credit Insurance
- 12.00 – 12.30: **Presentation: The success story of Factoring in Turkey**
Ms. Aysen Çetintas, Education Director, FCI
- 12.30 – 13.30: LUNCH BREAK
- 13.30 – 14.15: **Case Studies – International factoring, Reverse factoring, Risk management**
Mr. Peter Mulroy, Secretary General, FCI
Ms. Aysen Çetintas, Education Director, FCI
- 14.15 – 14.35: **Q&A and case studies discussions**

CONFERENCE PROGRAM WEDNESDAY 13 MARCH: 09:00-15:00

- 14.35 – 14.45: **Brief Presentation on the COFIT (Certificate of Finance in International Trade)**
Mr. Teddy Ngidjol, Senior Manager, Trade and Structured Trade Finance, Afreximbank
- 14.45 - 15.00: **Closing Remarks**
Mr. Peter Mulroy, Secretary General, FCI
- 15.00 End of the conference

LOCATION

The conference will take place at

Avani Hotel

Chuma Drive
Gaborone
Botswana

We have secured room in the hotel for the attendees. Please book your room in the hotel for BWP 1350.00 per night including breakfast by sending an email to gaborone@avanihotels.com with the code "BB ID 1924450"

REGISTRATION FEE

Free attendance. In case of no-show without cancellation, you will be invoiced EUR 250.

REGISTRATION INCLUDES

- Coffee breaks, lunch break and refreshments on 12-13 March 2019
- Meeting package including conference facilities and hand-outs
- Distribution of pre-and post-conference documents
- Simultaneous French translation

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

REGISTRATION DEADLINE

Please register by 5 March 2019

VISA

Please check if you need a visa <http://www.gov.bw/Ministries--Authorities/Ministries/Ministry-of-Labour--Home-Affairs-MLHA/Tools--Services/Services--Forms/Requirements-for-VISA-application/>

INFORMATION

For all information, please contact the FCI Secretariat:

T: +31 20 627 0306

E: fci@fci.nl

CANCELLATION POLICY

Any change or cancellation MUST be made in writing before 5 March.

- No-show will be invoiced EUR 250,00

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.

