



With the kind partnership of



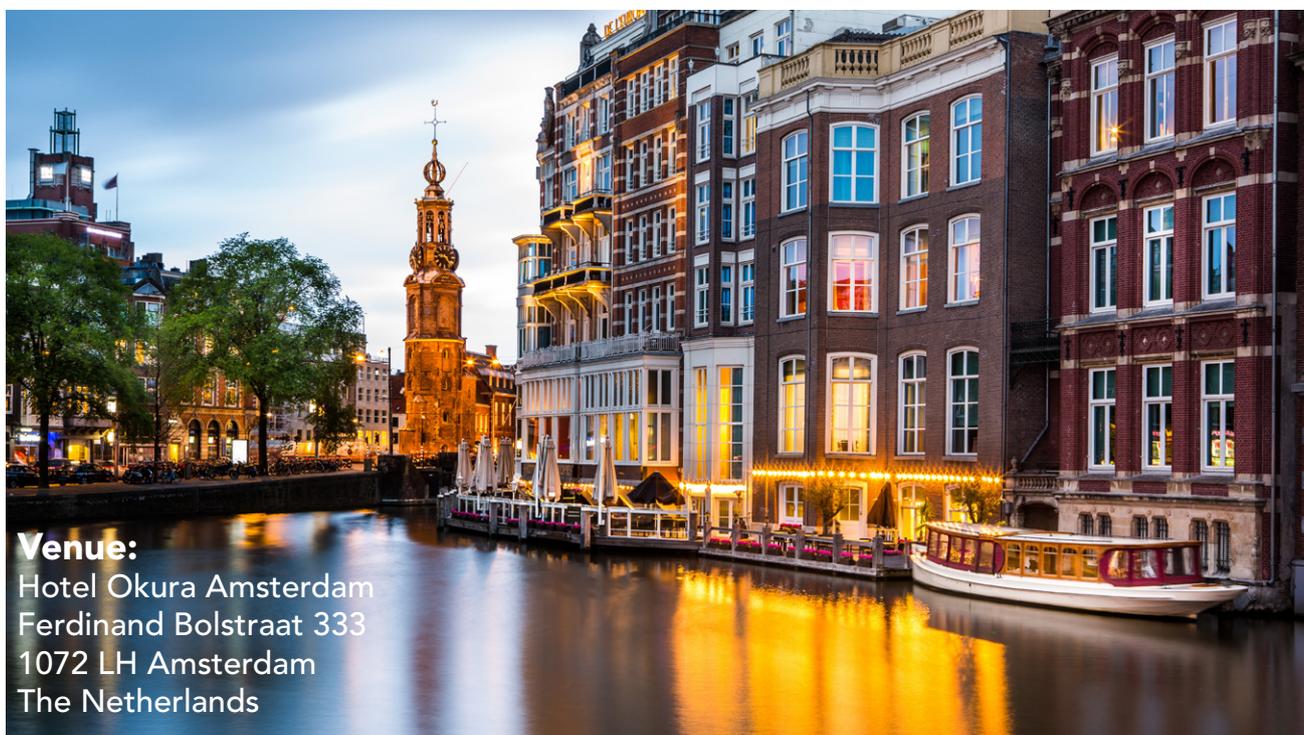
The unique IT Solution for Commercial Finance and SCF

BULGARIA FRANCE MEXICO USA SPAIN TUNISIA VIETNAM

# FCI 50<sup>th</sup> Annual Meeting

The only opportunity to meet your correspondents globally in one place!

AMSTERDAM, THE NETHERLANDS / 10-15 JUNE 2018



**Venue:**

Hotel Okura Amsterdam  
Ferdinand Bolstraat 333  
1072 LH Amsterdam  
The Netherlands

Name badge lanyards Sponsor



Event App Sponsor



Welcome Dinner Sponsors



FCI Museum Sponsor



Networking day Sponsor



Monday break Sponsor



Farewell Dinner Sponsors

Dutch Members





The 50th Annual Meeting of FCI will take place in Amsterdam, the Netherlands, from Sunday 10 June until Friday 15 June 2018. Amsterdam was chosen as the venue for this special anniversary meeting, as FCI was founded in 1968 in this city with the establishment of the FCI Secretariat.

This special golden anniversary will provide an opportunity to look back and celebrate the rise of factoring and receivables finance over the past 50 years but also look ahead to the next 50 years, to gauge the direction of the industry and discuss and debate the most important developments such as:

- The rise of **fintechs/blockchain technology** and their possible benefits and potential threats to the industry;
- The impact of **Basel regulatory capital requirements** and the use of credit insurance as a risk mitigation tool and their combined effect on capital adequacy;
- The importance of implementing a robust **compliance framework** in a factoring operation;
- The benefits of establishing a **Supply Chain Finance (SCF)** platform inside your factoring operation;
- The implementation of an **SCF operating system within FCI** to facilitate the activation of business by supporting the on-boarding process of anchor buyers and their suppliers, both on a domestic and cross border basis.

The Netherlands, also known informally as Holland, is a country in Western Europe with a population of seventeen million.

The Netherlands is a founding member of the EU, Eurozone, G-10, NATO, OECD and WTO, as well as being a part of the Schengen Area and the trilateral Benelux Union.

We hope that the Annual Meeting will be attended by both the **group of chief executives** as well as those **executives in charge of international factoring**. The FCI Annual Meeting opens with a welcome dinner on Sunday 10 June and closes with a farewell dinner on Thursday 14 June. This allows attendees to benefit fully from networking opportunities. All social activities during the Annual Meeting are open to all delegates, including sponsors, observers and potential new members, to maximize the networking opportunities.

We have known for many years that the presence of the spouses greatly improves the working climate and it is hoped therefore that many of the delegates will be accompanied to enjoy the very interesting **spouses' program**. It remains one of the very good traditions within FCI!

This Annual Meeting marks a very special occasion, FCI's 50th golden anniversary, and as such, we have planned many exciting events and some surprises for the attendees throughout the week. We hope you can join us to celebrate together this **important milestone**.

## PROGRAMME AT A GLANCE

10-14 June

Sunday 10	<b>Arrival</b> <b>Welcome Dinner (18:00-21:00)</b>
Monday 11	<b>Conference Day 1 (09:00 - 17:00)</b> Welcome address by the Chairman of FCI Keynote Addresses Presentation by the Secretary General of FCI Workshops  <b>Evening Free</b>
Tuesday 12	<b>Conference Day 2 (09:00 - 16:00)</b> Regional presentations Panel discussions Technical Committees presentations  <b>Networking casual dinner (18:30 - 22:00)</b> Cocktail Cruise and Dinner at Scheepvaartmuseum
Wednesday 13	<b>Conference Day 3 (09:00 - 14:00)</b> Membership Forum FCI Council Meeting Bilateral discussions  <b>Regional Meetings (18:00 - 20:00)</b> (by invitation only)
Thursday 14	<b>Full networking day (08:30 - 16:00)</b>  <b>Farewell dinner (18:30 - 22:30)</b> Cocktails and dinner at Concertgebouw

## CONFERENCE PROGRAM SUNDAY 10 JUNE 18.30 – 21:30

### 09.00 – 16.00: **Executive Committee Meeting**

Only for Executive Committee

### 10.00 – 18.00: **Registration**

In the lobby near the reception desk (you will be handed your FCI detailed delegates programme and nametag)

For late arrivals, i.e. after 6 pm on Sunday, the nametag can be obtained from the FCI staff at the dinner location, or near the plenum room the next morning, at the start of the conference.

### 18.00 – 21.00: **Welcome Cocktail and dinner**

#### The Marble Hall of KIT

KIT Royal Tropical Institute is an independent centre of expertise, education, intercultural cooperation and hospitality dedicated to sustainable development. Based on a national heritage site in Amsterdam, KIT was founded in 1910 as the 'Colonial Institute' to study the tropics and to promote trade and industry in the colonial territories of the Netherlands.

Since 1926, KIT has been housed in a historic, neo-renaissance building. The building has been designated as a national monument and is richly adorned with decorative features and symbols referring to different cultures of the world and the colonial history of the Netherlands.

The history of the Institute dates back to 1864 with the foundation in Haarlem of the Colonial Museum. This museum had scientific and educational objectives. Its collection consisted of anthropological and cultural artefacts and products from the East Indian archipelago.

From 1871 the museum also performed research aimed at enhancing the production and processing of tropical products such as coffee beans, rotan and paraffin.

Dutch trade in Indonesia led to increased public interest in ethnology and in the way of life of people of the Tropics – and their welfare.

The decolonization period resulted in a broadening of the Institute's mission, from studying the 'Dutch Overseas Territories', to the tropics in general, covering cultural, economic and hygiene issues.

In 1950 – two years after the independence of Indonesia – the name of the Institute was changed to Royal Tropical Institute (Koninklijk Instituut voor de Tropen – nowadays KIT).





## Details of Monday afternoon workshops:

	Room 1	Room 2	Room 3
<b>Session 1</b> <b>14.00-14.40</b>	Intro to FCIreverse	Digital Evolution: The Rise of Blockchain, Fintechs and E-Invoicing	Rise of Regulations impacting the Industry
<b>Session 2</b> <b>14.50-15.30</b>	Intro to FCIreverse	Islamic Factoring and the Supplemental Agreement	Digital Evolution: The Rise of Blockchain, Fintechs and E-Invoicing
<b>Session 3</b> <b>15.40-16.20</b>	Intro to FCIreverse	Islamic Factoring and the Supplemental Agreement	Rise of Regulations impacting the Industry

## CONFERENCE PROGRAM TUESDAY 12 JUNE: 09.00 – 22.30

- 07.00 – 08.45: FCI Buffet breakfast
- 09:00-09:45: Panel on The future: what will the Industry look like in 10 years' time
- 09:45-10:45: Regional presentations
- 09:45-10.00 Europe
  - 10.00-10.15 Africa
  - 10.15-10.30 Asia
  - 10.30-10.45 Americas
- 10:45-11:15: Coffee break
- 11:15-12:00: Panel on: How the Factoring & Credit Insurance Relationship is Evolving; Opportunities and Threats
- 12:00-12:45: Reports on SCF and the IFRS9
- 12.45 - 14.00: BUFFET LUNCHEON  
Ambassadors Lunch (by invitation only)
- 14.00 - 14.20: Advocacy Report
- 14.20 - 15.30: Presentations by FCI Technical Committees with Q&A
- 15.30 - 16.30: Awards Ceremony
- 16:30 - 18:00 Coffee break and time for bilateral discussions
- 18.30 - 22.00 **Cocktail Cruise and Dinner**  
Depart at 18.30 hours by boats from the quay of the Okura Hotel to the Scheepvaartmuseum.  
A canal boat cruise is always a fun way of seeing the city of Amsterdam and a "must-do" when in the city. Views from the canals are completely different from

# Day 4

those when walking or biking on the side walks and roads. During the one hour trip, the boats will pass by the FCI Secretariat in the center of the city. Drinks will be served on board.

The Scheepvaartmuseum (National Maritime Museum) is a beautifully imposing and impressive building in the heart of Amsterdam. The museum shows how our culture has been shaped by the sea. "Het Open Pleyn", the spectacularly glass-covered inner courtyard is the venue for the dinner.



## CONFERENCE PROGRAM WEDNESDAY 13 JUNE: 09.00 – 16.00

- 07.00 – 08.45: **FCI Buffet breakfast**
- 09:00 – 12.30: **Plenum Sessions:**
- Membership Forum
  - Council Meeting
- 12.30 - 14.00: **BUFFET LUNCHEON**  
Lunch for Observers & Newly Joined Members (by invitation only)
- 14.00 - 16.00: **Executive Committee Meeting** (Executive Committee only).
- 14.00 onwards: **Free for bilateral meetings**
- 18.00 – 20.00: **Regional nights** (by invitation only)  
Africa: Afreximbank  
Asia: CFEC/CBA



Scheepvaartmuseum, venue for Tuesday night dinner



07.00 – 08.15: FCI Buffet breakfast

08:30 – 16.00: Full networking day

A full day of networking with visits to some highlights in Amsterdam and surrounding area. For logistical reasons, the entire group will be split into several smaller groups and do alternate routings. For everyone the following highlights are included:

- **A visit to either the Rijksmuseum, or the Van Gogh Museum (to be indicated in the registration form)**

*Rijksmuseum* – the collection includes the best of Holland’s art and history. The museum features the golden ages of the Netherlands at the time when the country dominated the sea. The museum re opened its doors April 13, 2013 after an extensive renovation period. All four hundred highlights from the Golden Age are exhibited together in a surprising composition. Take a walk along the famous Nachtwacht, the dollhouses of Petronella in combination with crockery, glassware and furniture from the Golden Age.

*Van Gogh Museum* - A visit to the Van Gogh Museum is a unique experience. The museum contains the largest collection of paintings by Vincent van Gogh in the world. This museum barely needs an introduction, Vincent van Gogh was one of the best impressionists that ever lived and his legacy lives on in Amsterdam. Keep track of the artist’s developments, or compare his paintings to works by other artists from the 19th century in the collection. The museum also holds an extensive offer of exhibitions on various subjects from 19th-century art history. During his ten-year artistic career, Van Gogh was highly prolific. A full 864 paintings and almost 1,200 drawings and prints have survived.

In addition to work by Van Gogh, the museum has a rich and varied collection of other 19th-century art. The artists represented include Impressionists, Post-Impressionists and others: Van Gogh’s friends and contemporaries, those who inspired him, and those who drew inspiration from him.

- After the museum visits, we depart for the **Zaanse Schans**. With its traditional green painted houses, warehouses and windmills the Zaanse Schans gives the feeling of having stepped back into the seventeenth or eighteenth centuries. However, this is not an open air museum but a colorful living and working neighborhood. The Zaanse Schans offers a magnificent view of the surrounding landscape as it was before and after the industrial revolution. You may want to visit the cheese farm and one the windmills, landmark buildings in this quaint village.



- Lunch will be served on the “**Prins van Oranje**” (Prince of Orange), a beautiful riverboat that will bring us back to the city of Amsterdam. The Prins van Oranje, used to be a passenger ship owned by the famous Dutch Shipping Company Alkmaar Packet. River boat the Prins van Oranje was built at the shipyard of the former Dutch Shipbuilding Company in Amsterdam in 1908.
- When back in Amsterdam, we will split up for some short walks through the city center. Amsterdam has many different faces – and a few facts stand out: the 165 canals with its 1281 bridges, more than 600,000 bicycles, the main canals with its luxurious mansions, the sparkling nightlife. De Jordaan might be seen as the most interesting and cosiest neighbourhood of Amsterdam. Everyone will feel at home in this most romantic area of the Netherlands.



18.30 - 22:30: **Farewell Cocktails and Dinner in the Concertgebouw.**

The Royal Concertgebouw offers a very stylish setting for an event in the heart of Amsterdam. The building is worldly renowned for its amazing acoustics, one of the best in the world. There will be a number of performances on the large stage, befitting the character of this 50th anniversary meeting!



## SPOUSE PROGRAMME DURING CONFERENCE DAYS

# Spouse

### MONDAY 11 JUNE: 09.00-15.00

07.00 – 08.45: **FCI Buffet breakfast**

Visit of two museums in the morning (the group will be split into two):

*The Grachtenhuis museum* is totally focused on Amsterdam's famous canals. For centuries money has been earned, art has been created, feasts celebrated and life has been enjoyed on the canals of Amsterdam. The story has been brought to life by the museum, it really showcases the history of the canals in a fun and interactive way.

*Our Lord in the Attic Museum*: a uniquely preserved seventeenth-century house from the Dutch Golden Age. Explore the narrow corridors and climb the stairs to historically furnished living rooms, kitchens and bedsteads, leading literally to the highpoint of the museum: an entire church in the attic. The Catholic Church was built on the top three floors of the canal house during the 1660s. It is an important example of a "schuilkerk", or "clandestine church" in which Catholics and other religious dissenters from the seventeenth century Dutch Reformed Church, unable to worship in public, held services.

Coffee break will be at *Restaurant-Café in de Waag*. Originally built in 1488, this characteristic monumental structure now houses Restaurant-Café In de Waag. This magnificent historic building with its constrained yet informal interior design is lit by 300 candles. A combination that ensures a unique atmosphere.

Lunch will be served at *Restaurant D'Vijff Vlieghe*. This restaurant on the Spuistraat in the city centre is a piece of art in its own. The 6 adjacent canal houses boast a whopping art and antique collection that will surely amaze you.

### TUESDAY 12 JUNE: 09.00-22.00

07.00 – 08.45: **FCI Buffet breakfast**

You will be toured around in antique, chauffeur-driven "2CV's". With 2 persons in the well-maintained 2CV's or as the Dutch call them 'lelijke eendjes' (ugly ducks) you will visit the *vicinity of Amsterdam*. Small roads with twists and turns through the beautiful landscape, picturesque villages and typical Dutch scenery.

Along the way you will stop for a cup of coffee or tea and pass *Fortress Uitermeer* for a delicious lunch.

Fortress Uitermeer is an old fortress that is included in the Nieuwe Hollandse Waterlinie and later the Stelling of Amsterdam – Defence line of Amsterdam. The goal of the fortress was to protect the land passages between Naardemeer and the Vecht. The two main passages were the Amsterdam – Amersfoort railway and the road from Hilversum to Weesp. The fortress could also support the neighbouring fortresses with its artillery. Furthermore it also protected the lock with which the land could be flooded.

After lunch you will drive back through the countryside before heading back to the hotel.

18.30 - 22.00: See delegates programme (Cocktail cruise and dinner at Scheepvaartmuseum)



**WEDNESDAY 13 JUNE: 09.00-16.00**

07.00 – 08.45: FCI Buffet breakfast

The Netherlands is famous for its 'Delfts Blauw' (Royal Delftware), and we will visit the "Porceleyne Fles" in the *city of Delft*.

This Royal Dutch Delftware Manufactory "De Porceleyne Fles", established in 1653, is the last remaining Delftware factory from the 17th century. The world famous Royal Delftware is still entirely hand-painted according to centuries-old tradition.

A visit to Royal Delft includes:

- A journey through the history of Blue Delft and Royal Delft and its development and production process.
- Master painter at work
- The dining room of Vermeer and the Dutch Royal family Chamber
- Museum with antique Delft pieces
- Ceramic rooms with building ceramics
- Historical courtyard
- Visit to the factory
- The showroom



After a cup of coffee or tea you will travel further to *The Hague*.

Here you will visit the *Binnenhof*, a complex of buildings in the city centre of The Hague, next to the Hofvijver lake. It houses the meeting place of both Chambers of the Parliament as well as the office of the Prime Minister of the Netherlands. Built primarily in the 13th century, the Gothic castle originally functioned as residence of the counts of Holland and became the political centre of the Dutch Republic in 1584. The Binnenhof is the oldest House of Parliament in the world still in use.



You also visit the *Art Museum Mauritshuis*. The museum houses the Royal Cabinet of Paintings which consists of 841 objects, mostly Dutch Golden Age paintings. The collections contains works by Rembrandt, Vermeer, Frans Hals and many others. Originally, the 17th century building was the residence of count John Maurice of Nassau.

Lunch will be at *Restaurant De Basiliek* which used to be located near a church, at that time they chose the name De Basiliek (The Basilica). The name basilica is an honorary title for churches, like the St. Peter's Basilica in Rome. And so, you can find a little piece of Rome in The Hague. Upon entering, the carpet is leading you to the modern kitchen equipped with the latest gadgets. Here are the dishes prepared from fresh and fair products.

**THURSDAY 14 JUNE: 08.30 – 22.30**

07.00 – 08.15: FCI Buffet breakfast

08:30 – 17.00: See delegates programme (Full networking day)

18.00 - 22.30: See delegates programme (Farewell Cocktails and Dinner in the Concertgebouw)

## PRACTICAL INFORMATION

### CLIMATE

June marks the beginning of summer in Amsterdam. June in Amsterdam can be very pleasant with average afternoon highs of 20°C (68°F). Rainfall is on the rise in June with the occasional thunderstorm mixed in as well.

### VISAS

For a number of countries, a visa to the Netherlands is required. Please check with the Royal Netherlands Embassy and/or Consulate in your country.

### TRAVEL

Taxis are available at the taxi stands at the arrival level of Schiphol Airport. The distance to the hotel is about 15 kilometers and depending on traffic takes about 30 minutes. Costs are approx EUR 40.

### DRESS CODE

Sunday dinner	suit and tie/festive
Monday opening session	business attire
Monday afternoon to Wednesday meetings	smart casual
Tuesday evening	smart casual
Thursday tour	smart casual
Farewell dinner	black tie* or suit with bow tie
Spouses tours (Monday/Tuesday/Wednesday)	smart casual

\* Black tie:

Ladies: a long formal gown or a shorter fancy cocktail dress that is black tie appropriate

Gentlemen: a dinner jacket (also known as a tuxedo jacket) and matching trousers, bow tie, and cummerbund or waistcoat, black shoes

## CONFERENCE DOCUMENTS

All conference documents will be emailed to all delegates well before the annual meeting. Please make sure you give us your latest email address (on the registration form) for fast and correct communication. The agendas for Membership Forum and Council Meeting will also be uploaded on the FCI Private Net.

*NOTE: For the conference app, and for the attendants list, we would appreciate receiving, by email only, digital pictures (jpg format) from every delegate/spouse/child. The photo must only show your face (similar to a passport photo).*



## LOCATION

Hotel Okura Amsterdam  
Ferdinand Bolstraat 333  
1072 LH Amsterdam  
The Netherlands  
<https://www.okura.nl/en/>  
T +31-20 678 7111  
F +31 20 671 2344

## Rooms - No more room available as from registrations after 1st May

If you registered to the conference before 1st May, the following conditions for the room booking are valid:

- Rates are in EUROS, and are per night.
- Rate includes 6% VAT but is subject to 6.05% city tax;
- Rate includes access to Nagomi Health club
- Rate includes high speed internet
- Two adults allowed per guest room and one (under the age of 11) may accompany the two adults
- Rate includes buffet breakfast on the conference days (Mon/Tue/Wed/Thu) for hotel guests only
- Rates are valid 3 days before and 3 days after conference

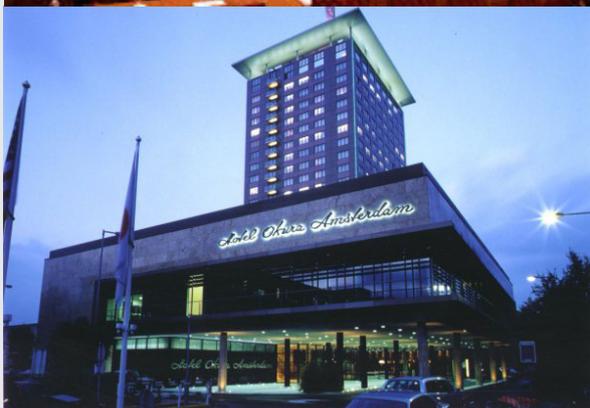
## Check-in/check-out and rates for early arrival and/or late check-out

Check-in time 15.00 hours; check-out time 12.00 hours.

Please note that the hotels will not automatically grant requests for complimentary early check-in, while (complimentary) late check-out is only at request at time of stay.

- Early check-in: for arrivals prior to 15.00 hours - an additional room night.
- Late check-out until 18.00 - extra charge of 50% of the room rate, subject to availability;
- after 18.00 – an additional room night, subject to availability
- NOTE: In case you wish to have a guaranteed early check-in, i.e. early arrival prior to 15.00 hours, please tick the box on the registration form. In that case, your room will be booked from the night before, and you pay one additional night

The hotel bill for accommodation and all private expenses like, bar, telephone, etc., must be settled by delegates themselves directly with the hotel upon departure. The hotel accepts cash and all major credit cards. FCI will confirm the hotel booking. In case of later arrival or earlier departure, the cancellation costs for the room will be charged to the guest account.



## REGISTRATION FEE

Please ensure that ALL information is given, as requested on the form

If we receive your registration form without arrival and departure dates, the hotel reservation for you will be made for arrival on Sunday 10 June and departure on Friday 15 June 2018. You will be liable for payment of those 5 nights in case of "no show" or delayed arrival.

### THE REGISTRATION FEE IS EURO 1,950.

The fee includes the use of meeting rooms with technical equipment, the scheduled conference luncheons, the coffee and tea breaks and all social events as scheduled in the "delegates program". Accommodation, travel and personal expenses are not included in the registration fee.

The registration fee for **spouses/children is EUR 600** (no early bird applicable), covering all social events as scheduled in both the group's and the spouses' program.

PLEASE NOTE, EVERY DELEGATE MUST PAY FOR HIS/HER OWN TRAVEL AND ACCOMMODATION.

### Payment of Fee

Upon registration, the invoice will be emailed to you. We will not send an original invoice unless requested. We will confirm the registration details in the email. Please wait with making your payment until you have received our email with the confirmation details and the scan of the invoice. When making your transfer, please quote the invoice number. We will NOT confirm subsequent receipt!

The registration fee is to be paid by bank transfer, in Euro, **quoting the invoice number**, to:

Bank:	FCI
Account number/IBAN:	ABN AMRO, Amsterdam, the Netherlands
SWIFT Code:	NL04ABNA0540245771
VAT number:	ABNANL2A
	NL801484169B01

### CANCELLATIONS

Any changes or cancellations MUST be made in writing.

- All cancellations received before 1 March 2018 will qualify for a full refund;
- Cancellations received between 1 March 2018 and 30 March 2018 will be subject to a 50% refund or a 50% cancellation fee.
- No refund is possible under any circumstances for cancellations received after 30 March 2018: 100% of the registration fee will be due as cancellation fee.

### INFORMATION

For all information, please contact the FCI Secretariat:

Email: [fcinfo@fci.nl](mailto:fcinfo@fci.nl)

Tel: +31-20-6270306



Please send the form duly filled and signed to the FCI secretariat:

E-mail:  
fci@fci.nl

# REGISTRATION FORM

## FCI ANNUAL MEETING 2018

### AMSTERDAM, THE NETHERLANDS

Dates: 10-15 June 2018  
Location: Okura Hotel Amsterdam

#### COMPANY

Company Name: \_\_\_\_\_ Factor code: \_\_\_\_\_  
For non-Member: Address: \_\_\_\_\_  
City: \_\_\_\_\_ Zip Code: \_\_\_\_\_ Country: \_\_\_\_\_  
VAT No: \_\_\_\_\_

DELEGATE: please send us by email a digital picture (passport style) for each participant (for attendant list & conference app).

#### DELEGATE

Title:  Mr.  Mrs.  Ms. Family name: \_\_\_\_\_ First Name: \_\_\_\_\_  
Position: \_\_\_\_\_ Branch office / Department: \_\_\_\_\_  
E-mail: \_\_\_\_\_  
Special wishes for meals for health or religious reasons: \_\_\_\_\_

#### ACCOMPANIED BY SPOUSE AND/OR CHILDREN

Title:  Mr.  Mrs.  Ms. Family name (if different): \_\_\_\_\_ First Name: \_\_\_\_\_  
Special wishes for meals for health or religious reasons: \_\_\_\_\_  
Child 1 (name and age) \_\_\_\_\_  
Child 2 (name and age) \_\_\_\_\_

#### THURSDAY NETWORKING DAY

Rijksmuseum  Van Gogh museum

#### CANCELLATION POLICY:

- All cancellations received before 1 March 2018 will qualify for a full refund;
- Cancellations received between 1 March 2018 and 30 March 2018 will be subject to a 50% refund or a 50% cancellation fee.
- No refund is possible under any circumstances for cancellations received after 30 March 2018: 100% of the registration fee will be due as cancellation fee.

Registration fee(s) (EUR 1,950 per delegate. EUR 600 per accompanying person (no early bird possible)), total EUR \_\_\_\_\_

An invoice will be sent to you upon receipt of your registration. The invoice will serve as confirmation of your registration. Please quote the invoice number when remitting the registration fee.

Name (TYPED IN): \_\_\_\_\_ Date: \_\_\_\_\_  
Signature (Mandatory): \_\_\_\_\_