



Facilitating Open Account – Receivables Finance

FCI AFRICA CHAPTER



Africa Chapter Factoring Workshop

Africa Chapter Annual General Meeting

Online - Webex / 3 December 2020 14:00-17:45 Cairo Time (13:00-16:45 CET)



Free registration

Please register [here](#) before 2 December 16:00 Cairo Time

Factoring continues to grow successfully in both mature and emerging markets.

Through their control methods and permanent monitoring of Receivables due from 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 economic activities, even during financial crises.

Generally, it is small and medium-sized companies that benefit most from this financial instrument, however larger companies also use factoring for flexible growth, finance or for restructuring purposes.

FCI's Africa Chapter is organising an Africa-focused event, offering attendees a unique opportunity to discuss the current state of the industry, new challenges, products, markets development and opportunities.

It is generally recognised that Africa presents some of the most exciting global opportunities for economic development and expansion. Factoring is capable of providing support to this growth. However, there is need to create awareness and build knowledge and skills in the product. By continuously organising workshops and seminars on factoring, the Africa Chapter of FCI is thus playing an important role in supporting the development and promotion of factoring as well as the creation of awareness and skills in the product for African factors and businesses.

WHAT TO EXPECT FROM THE WORKSHOP?

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

After the workshop, the members of the FCI Africa Chapter are invited to attend the 10th Africa Chapter Annual General Meeting.

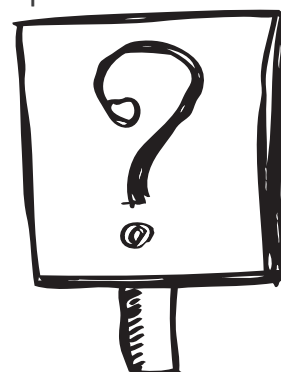
REGISTRATION

Free registration [here](#). Please register before Wednesday 2 December 16:00 Cairo

WHO SHOULD ATTEND?

The workshop targets senior executives from Africa and beyond, and particularly leaders of:

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



THE ORGANISERS



Facilitating Open Account – Receivables Finance

FCI was set up in 1968 as an umbrella organisation 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 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



The African Export-Import Bank (Afreximbank) is a Pan-African multilateral financial institution with the mandate of financing and promoting intra- and extra-African trade. Afreximbank was established in October 1993 and owned by African governments, the African Development Bank and other African multilateral financial institutions as well as African and non-African public and private investors. The Bank was established under two constitutive documents, an Agreement signed by member states, which confers on the Bank the status of an international organization, and a Charter signed by all Shareholders, which governs its corporate structure and operations.

Afreximbank deploys innovative structures to deliver financing solutions that are supporting the transformation of the structure of Africa's trade, accelerating industrialization and intra-regional trade, thereby sustaining economic expansion in Africa. At the end of 2019, the Bank's total assets and guarantees stood at USD\$15.5 billion and its shareholders funds amounted to US\$2.8 billion. Voted "African Bank of the Year" in 2019, the Bank disbursed more than US\$38 billion between 2016 and 2020. Afreximbank has ratings assigned by GCR (international scale) (A-), Moody's (Baa1) and Fitch (BBB-). The Bank is headquartered in Cairo, Egypt.

The Bank implements its mandate using three broad services:

- Credit (Trade and Project Finance)
- Risk Bearing (Guarantees)
- Trade Information and Advisory Services

Workshop Programme Thursday 3 December 2020 14:00 - 15:50 (Cairo Time)

Moderated by Aysen Cetintas, Education Director, FCI

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|-------------|---|
| 14.00-14.05 | Welcome Remarks
Mrs. Kanayo Awani, Managing Director, Intra-African Trade Initiative, Afreximbank |
| 14.05-14.20 | The phenomenal factoring growth story: A look back in time, our industry today in this COVID era, and where we are heading tomorrow...
Mr. Peter Mulroy, Secretary General, FCI |
| 14.20-14.35 | Evolution of Factoring in Africa
Dr. Barassou Diawara, Senior Knowledge Expert, Africa Capacity Building Foundation (ACBF) |
| 14.35-15.35 | Panel Discussion: Factoring in Africa
Moderated by Mr. Hugues Kamewe, Financial Sector Advisor, Making Finance Work 4 Africa
Panelists: <ul style="list-style-type: none">• Mr. Khadim Ba, CEO, Locafrique, Senegal• Mr. Niraj Rambaccussing, Head, SBM Factors, Mauritius• Mr. David Cory, Head Debtor Management/Business Banking, Nedbank, South Africa• Mr. Ahmed Shaheen, CEO, Egypt Factors• Mr. Tinashe Tamba, CEO, Harare Receivables Exchange, Zimbabwe |
| 15.35-15.45 | Q & A Session |
| 15.45-15.50 | Break |

The workshop is followed by the Africa Chapter Annual General Assembly

10th Africa Chapter Annual General Assembly Thursday 3 December 2020 15:50-17:45 (Cairo Time)

Moderated by Enga Kameni, Manager-Legal Services, Afreximbank

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| 15.50-16.00 | Opening Remarks from the Chairperson of the Africa Chapter
Mrs. Kanayo Awani, Managing Director, Intra-African Trade Initiative, Afreximbank |
| 16.00-17.40 | Annual General Meeting <ul style="list-style-type: none">• Review and Adoption of the Agenda• Review and Adoption of the minutes of the 9th Annual Meeting of the Africa Chapter held in Ho Chi Minh City, Vietnam (June 2019)• Matters Arising from the 9th Annual Meeting of the Africa Chapter• Annual Report of Africa Chapter Committee to Members:<ul style="list-style-type: none">▷ Key Achievements - FLACS▷ Proposed Africa Chapter 2021 Activities Plan▷ FCI Membership Mobilisation▷ FCI Membership Fees▷ FCI Mentoring and Education Programme▷ Status update – FCI Africa Regional Manager▷ FCI 5-year Strategic Plan• Q & A Session• Date and venue of the next meeting• Any other business |
| 17.40-17.45 | Closing Remarks |
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Free registration [here](#) before Wednesday 2 December 16:00 CET