

FCI ONLINE CONFERENCE:

# ONLINE CONFERENCE ON ISLAMIC INTERNATIONAL FACTORING

Online - 13 September 2021 - 11:00 KSA time



**Venue:**

Online - Zoom

Free registration

**Media Partner**



CIBE

- 11.00 – 11.10: **Welcome Remarks**
- Eng Nasser Al- Thekair, GM Trade & Business Development, ITFC
  - Patrick de Villepin, Chairman, FCI
- 11.10 – 12.10: **Presentation with Q&A**
- The World of Factoring & Receivables Finance**
- Mr. Peter Mulroy, Secretary General, FCI
- ▷ Global & Regional Industry Overview
  - ▷ What is Islamic International Factoring?
  - ▷ Factoring during crisis times: COVID-19 pandemic
  - ▷ How the operational workflow of islamic factoring works?
- Mr. Basel Al Hussain, Dubai Branch Manager, ITFC
- ▷ Key figures of Islamic finance
  - ▷ General principles of Islamic Finance and Islamic International factoring
  - ▷ Benefits of Islamic international factoring versus Conventional factoring, balance sheet effect and others
  - ▷ Benefits of Islamic International Factoring for Islamic and non-Islamic financial institutions
- Mr. Yüce Uyanik, FCI Legal Committee Member
- ▷ Islamic International Factoring from the perspective of a conventional factor
  - ▷ Supplemental Agreement for Islamic International Factoring
- 12.10 – 12.15: **SHORT BREAK**
- 12.15 – 13.05: **Panel discussion**
- ▷ Unlocking the opportunities for growth with Islamic Finance, Innovating more financing solutions to SMEs
  - ▷ Financing supply chain through participation banking
  - ▷ Murabaha vs Factoring
- Moderator: Mr. Cagatay Baydar, General Manager, TEB Factoring, Member of FCI Executive Committee
- Panelists already confirmed:
- Mr. Ahmet Albayrak, Exec VP: Corporate & International Banking, Kuveyt Turk Katilim Bankasi AS, Turkey
  - Mr. Syed Waseque Ali, Managing Director, FSIB, Bangladesh
  - Mr. Harun Çelik, Regional Head of Trade Finance, ITFC
  - Mr. Joao Costa Pereira, International Business Advisor, Banco Ourinvest, Brazil
- 13.05 – 13.20: **Q&A session**
- 13.20 – 13.30: **Concluding Remarks**
- ITFC
  - FCI

# Practical Informations

## **FREE REGISTRATION**

## **REGISTRATION DEADLINE**

Please register by 9 September 2021 at the latest on [FCI website](#).

## **INFORMATION**

For all information, please contact the FCI Secretariat:

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# Biographies

## BIOGRAPHIES

Biographies are presented by alphabetical order

### Basel Al Hussain



Basel Al Hussain is ITFC's Dubai Branch Manager. He has 18 years of accumulated experience in corporate finance, with 10 years in Islamic Finance. He managed ITFC's Trade Finance portfolio in the Middle East. Basel tailored several financial solutions that were rewarded with international recognition awards from Islamic Finance News, Euromoney and Global Trade Review.

He is a Member of a task-force formed by the FCI – a Global Representative Body for Factoring and Financing of Open Account Domestic and International Trade Receivables, for the development of the General Rules for International Factoring Supplementary Agreement regulating the International Islamic Factoring transactions conducted by FCI network members.

He is also a member of the Products Quality Assurance Committee formed by the Saudi Export Development Authority to review and assess the Saudi EXIM Bank Financing Products. He has Credit Certification Program (Moody's), Certified Islamic Banker by CIBAFI, Certified Lender Business Banker (CLBB) by the Arab Academy for Banking and Financial Sciences (AABFS).

### Nasser Al Thekair



Nasser Al Thekair is the ITFC General Manager of the Trade & Business Development Department. He is responsible for leading the trade promotion and facilitation arm of the ITFC, growing the intra trade among MCs and enhancing the development impact. Additionally, He leads ITFC's efforts to develop new business lines and products, foster innovation, and build strategic relationships with key development partners to create new markets and mobilize resources for ITFC's trade development initiatives.

His main achievement in Islamic Finance relates to supervising the structuring of several transactions that won international recognition from Islamic Finance News, Euromoney and Global Trade Review. Nasser is a member of the Executive Committee of the Arab Africa Trade Bridges Program (AATB), and Trade Development Fund (TDFD), in addition he represents ITFC in the board of Aid for Trade Initiative for Arab States (AFTIAS).

Nasser holds a bachelor's degree in Engineering from King AbdulAziz University in Jeddah, Saudi Arabia, a Master's degree in Business Administration (MBA) from the University of Leicester School of Management, United Kingdom, Executive Education credentials from IMD, Lausanne, Switzerland and Corporate Director Certificate from Harvard Business School.

### Ahmet Albayrak



Born in Istanbul, Turkey in 1966, Dr. Albayrak graduated from Technical University of Istanbul as an industrial engineer in 1988. He received his MS degree (1993) from University of North Carolina at Pembroke in Organizational Leadership and Management, and PhD degree from Technical University of Istanbul, Management Department with his thesis on technology management in 2007. Joined in Islamic Banking Industry 33 years ago, Dr. Albayrak has been working for Kuwait Turkish Participation Bank as Executive

Vice President (EVP) since 2005. Until October 2012 he worked as COO of the bank ( responsible for IT, Operations, Admin, HR & Strategy), being effective onward from same date, he was assigned to Treasury and International Banking Group of the Bank as EVP and Deputy CEO. He has two board memberships at two subsidiaries of Kuveyt Turk, namely KT Asset Management Co. (as Chairman of the Board) in Istanbul and KT Bank AG in Germany (as Deputy Chairman of the Supervisory Board). He also served Turkish NGO's and Waqf's with different roles on their boards. Having a PhD as an Islamic Banker, he felt obliged to teach at the universities and wrote book chapters and articles on Islamic Banking specifically in Governance and Ethics. He is also editor of two books on Islamic Banking. Served Islamic Banking Association of Turkey within different committees including Treasury, HR, Ethics and Editorial Board for the Association's publications. Recently he has been assigned as a Board Member of AAOIFI Governance and Ethics Board. Married with Tuba Albayrak and has 3 children.

## Syed Waseque Ali



Mr. Syed Waseque Md Ali has been appointed as the Managing Director of First Security Islami Bank Limited since March 2015. Prior to this appointment, he was working as Managing Director (Current Charge) of the Bank. Mr. Ali, a seasoned banker having more than 37 years of extensive and versatile banking experience with diversified, welfare and next generation banking business, began his banking career with IFIC Bank Ltd. in 1983 as an Officer and stayed there till 1996. Afterwards, he served Dutch-Bangla Bank Ltd. for about a decade till 2008 and in the same year he joined First Security Islami Bank Ltd. as Senior Executive Vice President and was promoted to Deputy Managing Director in October 2011. Mr. Ali has obtained his Bachelor Degree in commerce and an MBA.

During his eventful Banking Career, he attended various local and international banking related workshops on product marketing, deposit mobilization, credit portfolio management, leadership, foreign trade, rules and guidelines of foreign trade organized by Bangladesh Institute of Bank Management (BIBM), various trade chambers, international banks, regulatory bodies etc.

## Cagatay Baydar



Çağatay Baydar has 35 years of professional experience in financial institutions, such as banking, factoring, leasing, real estate development and auditing. He has been working for the factoring industry for over 30 years, being one of the pioneers who introduced factoring to Turkey. Presently, he is leading TEB Factoring, the largest export factor of Turkey, 2nd biggest of the world and a joint venture of a world wide financial group, BNP Paribas. TEB Faktoring has been chosen seven times "The Best Export Factor" of the year by the members of FCI. Çağatay Baydar is the former chairman and actually the member of the Executive Committee of FCI, the biggest factoring chain of the world.

## Harun Çelik



Dr. Harun Celik, Senior Expert and Head of ITFC, Istanbul Regional Hub  
After studying economics at Bilkent University and the University of Virginia, Harun Celik started his career as an economist in the Union of Chambers of Turkey (TOBB).

Afterwards he moved to Jeddah, Saudi Arabia and joined the Islamic Development Bank's Trade Finance & Promotion Department and then ITFC- the International Islamic Trade Finance Corporation where he worked in different units including the Strategy, Business Innovation and Marketing Departments and managed trade finance portfolio relationships of ITFC with Bangladesh, Tajikistan, Turkey and Albania.

Mr. Celik also had experience in private sector in Turkey where he held managerial positions in companies in telecommunications and energy sector before he was appointed as the Regional Head of ITFC in the IDB Group's Istanbul Regional Hub in 2016. ITFC's Istanbul Hub is covering Turkey, Iran, Albania and CIS countries.

Mr. Celik holds a PhD degree with his thesis titled "Islamic Instruments for Agricultural Finance in Turkey and a Demand Analysis".

## Joao Costa Pereira



João COSTA PEREIRA, is a Portuguese citizen, based in São Paulo - Brazil, a senior banker specialized in Factoring and Trade Finance, providing advisory services to Banks and Corporates. He started his career in 1991, at Credit Lyonnais Bank with the Credit Risk and Corporate Banking department and then moved to Eurofactor, Credit Agricole Bank Group, as Business Development and Marketing Director, focused on receivables and trade finance solutions. In 2008 João joined FIMBank as Head of the Mediterranean Factoring division responsible for developing long term partnerships and commercial strategies that delivered profitable growth. In 2011, was appointed CEO of Brasilfactors in São Paulo, a new joint venture company from FIMBank, BICBANCO and IFC (World Bank Group), to offer domestic and cross border receivables finance and complementary trade services to Brazilian small and medium enterprises. João is regularly invited to write articles and speak at conferences about factoring, supply chain finance, and trade finance. He has an Economics degree from the "Lisbon Catholic School of Business & Economics", FCEE.

## Patrick de Villepin



Patrick de Villepin is Chairman of FCI since June 2019 and Factoring Global Head within BNP Paribas Group, fully invested in the Industry since 2003. Leader in Europe, BNP Paribas Factoring is the umbrella name for the Competence Centre (located in Brussels) and its 15 Factoring entities (13 in Europe, 2 out of Europe).

As Global Head, Patrick de Villepin is chairman of BNP Paribas Factor in France, Germany, the Netherlands and Portugal, of BNP Paribas Commercial Finance in UK, vice-chairman of Ifitalia and Board member of other entities.

Patrick holds a PHD in History (Sorbonne University), a diploma of Sciences Po. Paris & of École Nationale d'Administration (ENA). Auditor at the French

“Cour des comptes”, he has been working within BNP Paribas Group during the last 30 years. Today, he is chairman of the French Factoring Association (Commission affacturage de l'Association française des Sociétés Financières, ASF) since 2014 and member of the Board of ASF since 2015.

## Peter Mulroy



Peter Mulroy is Secretary General of FCI, the world's largest network of receivables finance and factoring companies, with its headquarters in Amsterdam, Netherlands.

Prior to joining FCI, Peter was previously Senior Vice President, International Regional Manager and Managing Director with CIT's Trade Finance unit in the US, a \$40+ Billion financial services company and one of FCI's original founding members. Peter also served on the management committee of CIT, supporting the global growth strategy of the company. Peter came to CIT through the acquisition of the factoring unit of SunTrust Bank, where he developed their international factoring business.

Peter is a past Chairman of FCI, and has served on the FCI Executive Committee for over a decade. Peter also served as Chairman of the Prudential Risk Committee of the EUF.

He has worked and lived previously in Europe and the Middle East. Peter received his Bachelor's Degree from Rutgers University in New Jersey, studied at the Universität Konstanz in Germany, and his MBA from Thunderbird, School of Global Management in Arizona.

## Yüce Uyanık



Yüce Uyanık is a member of the Legal Committee of FCI, a former factoring executive, instructor, training consultant and author with a Masters in Law degree.

After having served several international factoring companies, he worked as the CEO of four factoring companies and one leasing company until 2003.

His first book on the Code (in Turkish) was published by the Turkish Factoring Association in 2002 and is still the only book outlining the rules of international factoring. The book's uniqueness and success led to Yüce being invited onto the Legal Committee of FCI in 2003, on which he has served ever since.

In 2005, Yüce wrote the book *Dış Ticaret İşlemleri ve Finansmanı* (International Trade Methods and Financing) that was published by Boğaziçi University. He has also published several articles on legal matters such as expert witnessing, fixed asset depreciations in tax laws and on different factoring subjects as well as Islamic International Factoring, the latest product of FCI. He took part in the preparation and revision of many FCI documents including the preparation of the first drafts of "The GRIF with Commentary", "Supplemental Agreement for Islamic International Factoring" and "The General Rules for FCIreverse."

Yüce has been lecturing on international trade, finance and accounting at several universities in Turkey for twenty years. He has also given international legal seminars for FCI on the General Rules for International Factoring (GRIF) and Purchase Order Management (POM) in several countries of the World.