



# FCI

Facilitating Open Account – Receivables Finance

# 53<sup>rd</sup> ANNUAL MEETING

# 2021

VIRTUAL EVENT  
22-23 SEPTEMBER 2021



## ABOUT THE EVENT

FCI's 53rd Annual Meeting will be the place to be in September for all Open Account Receivables Finance professionals. This year, FCI has invested in a virtual platform that allows attendees to experience an innovative and interactive version of the old in-person event.

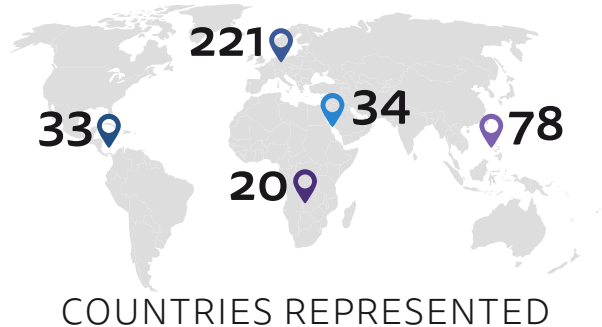
The Annual Meeting is a great opportunity to network with your peers globally while discussing the current trends and challenges in the world of global Factoring and Receivables Finance. The meeting will address many important issues relevant for you and your company and includes strategic and official Members meetings.

## PREVIOUS YEARS

  
**500+**  
ATTENDEES

  
**270+**  
COMPANIES

  
**200+**  
DECISION-MAKERS



## WHO SHOULD ATTEND

If you are one of the below, chief executives as well as those executives in charge of international factoring, make sure you do not miss out on this industry-shifting event.

- Bank & Non-Bank Financial Institutions
- Factoring Companies
- Industry Service Providers ( IT companies, law firms, etc.)
- Multi-lateral banks and inter-governmental organisations
- Regulators, Risk Managers, Insurers
- All stakeholders in the receivables finance industry.

## ABOUT THE PLATFORM

This year's Annual Meeting will be held virtually through an interactive and immersive virtual platform. Think Virtual Reality - without the headset.

Attendees will be able to message through the chat feature, access downloadable on-demand content, watch the live sessions featuring regional updates, keynote speeches from leading industry experts and panel discussions as well as get involved in the live Q&A's and watch the replay if a session is missed.

## KEY TOPICS



TECHNOLOGY



CREDIT INSURANCE



FRAUD



FUNDING



ASSET MANAGEMENT

## KEY FEATURES



INSIGHT



NETWORK



LEARN



EXCHANGE



INFLUENCE

## CONTACT US

To find out more and register to attend this event, contact the FCI Secretariat via email [fci@fci.nl](mailto:fci@fci.nl) or on [+31 20 6270306](tel:+31206270306).

Follow us on social media and the official event hashtag, [#FCIAnnualMeeting](https://twitter.com/FCIAnnualMeeting).





# SPEAKERS & PANELLISTS



**Emily Adendorff**  
Associate  
**Ziada Credit Solutions LTD**



**Steven Beck**  
Head of Trade & Supply Chain Finance  
**Asian Development Bank (ADB)**



**Daniela Bonzanini**  
Chair Education Committee  
**FCI**



**Bertrand De Cominges Lombos**  
Managing Director – Global Head Trade Finance Investments  
**Santander Asset Management**



**Patrick de Villepin**  
Chairman  
**FCI**



**Thomas Dunn**  
Chairman  
**Orbian**



**Sevil Dincer**  
Chair Business & IT Solutions Committee  
**FCI**



**Sean Edwards**  
Managing Director Head of Legal – EMEA  
**SMBC Bank International plc**



**Alice Fulwood**  
American Finance Correspondent  
**The Economist**



**Marc Heller**  
President  
**CIT Commercial Services**



**Lin Hui**  
Regional Director North East Asia  
**FCI**



**Daria Johnen**  
Managing Director Global Product Head Open Account Solutions  
**HSBC**



**Betül Kurtulus**  
Regional Director CEE, SEE and The Middle East  
**FCI**



**Thompson Lui**  
Regional Manager South and South East Asia  
**FCI**



**Peter Mulroy**  
Secretary General  
**FCI**



**Nassourou Aminou**  
Regional Manager Africa  
**FCI**



**Bleming Nekati**  
Chief Trade Finance Officer  
**African Development Bank Group**



**John Oliver**  
Trade and Working Capital, Head of Open Account Client Management  
**Barclays**



**Deepesh Patel**  
Director, Partnerships and Marketing  
**Trade Finance Global (TFG)**



**Jim Paulsen**  
Chief Investment Strategist  
**The Leuthold Group**



**Marc-André Pépin**  
President  
**Invescap**



**Chung Huei (Sarah) Pon**  
Chair Marketing & Communication Committee  
**FCI**



**Rudolf Putz**  
Head Trade Facilitation Programme (TFP)  
**EBRD**



**Josep Selles**  
Chair SCF Committee  
**FCI**



**Robert Smith**  
Capital Markets Correspondent  
**Financial Times**



**Michael Sugirin**  
Global Head, Open Account Trade  
**SCB Singapore**



**Edward Wilde**  
Legal Committee Member  
**FCI**



**Alberto Wyderka**  
Regional Director Americas  
**FCI**



**Jiameng Yu**  
Head of Receivables Finance  
**Demica**



**Igor Zaks**  
President  
**Tenzor LTD**



**Renchun Zeng**  
CEO, Singapore Office  
**IFS Capital Limited**



## DAY 1 AGENDA

22 SEPTEMBER 2021 | 09:00 - 18:00 CET

**09:00am** Networking time for bilateral meetings on the platform

**12:00pm** Opening of FCI 53rd Virtual Annual Meeting 2021

*by Mr. Peter Mulory, Secretary General, FCI*

**12:05pm** FCI Chairman's Report

*by Mr. Patrick de Villepin, Chairman, FCI*

**12:15pm** Opening Speaker

*by Mr. Jim Paulsen, Chief Market Strategist, The Leuthold Group*

**12:30pm** The Year in Review

*by Mr. Peter Mulroy, Secretary General, FCI*

**12:45pm** Lecture on the evolution of technology in finance, and its application to receivables financing

*by Ms. Alice Fulwood, American finance correspondent, The Economist*

**12:55pm** Panel discussion: Will humans be replaced by robotics in factoring? How digitalization, artificial intelligence and big data are revolutionizing the receivables finance industry.

The session will cover the following topics:

- The use of advanced technology in all realms of invoice finance.
- The adoption of new technologies by Fintechs to onboard clients.
- The rise in AI & Big Data in preventing and monitoring fraudulent behaviour.
- The role & benefits of machine learning in an automated, digital underwriting infrastructure.

*Moderated by Ms. Alice Fulwood, American finance correspondent, The Economist*

*Panellists:*

- Ms. Daria Johnen, Managing Director, Global Product Head Open Account Solutions, HSBC, UK
- Mr. Michael Sugirin, Global Head - Open Account Trade, SCB Singapore, Singapore

**13:25pm** FCI new member presentations

# DAY 1 AGENDA

22 SEPTEMBER 2021 | 09:00 - 18:00 CET

**13:30pm Break**

## **FCI MEMBERSHIP FORUM - Members only**

**13:45pm Opening of the Membership Forum**

**13:55pm Membership Forum Agenda Discussions**

Agenda will be available to all FCI Members before the event.

**14:10pm Report by the Technical Committees**

- Compliance Committee  
*by Mr. Kyle Mota, Secretary of the Compliance Committee*
- Supply Chain Finance Committee  
*by Mr. Josep Selles, Chairman*
- Marketing & Communication Committee  
*by Ms. Chung Huei (Sarah) Pon, Chairman*
- Legal Committee  
*by Mr. Edward Wilde, Committee Member*
- Education Committee  
*by Ms. Daniela Bonzanini, Chairman*
- Business & IT Solutions Committee, including edifactoring 2.0 short demo  
*by Ms. Sevil Dincer, Chairman*

**14:45pm FCI new member presentations**

**14:50pm Presentations**

*by candidates standing for the Executive Committee*

**15:05pm Networking time for bilateral meetings on the platform**

**Voting opens**

**18:00pm Close of Day 1**



## DAY 2 AGENDA

23 SEPTEMBER 2021 | 08:00 - 16:00 CET

**08:45am** Voting closes

**09:00am** Networking time for bilateral meetings on the platform

**12:00pm** Opening Speaker

*By Mr. Robert Smith, Journalist, Financial Times*

**12:10pm** Panel Discussion with senior executives on the impact of COVID 19 and how the world will look like after COVID.

*Moderated by Mr. Patrick de Villepin, Chairman, FCI*

*Panellists:*

- *Mr. John Oliver, Trade and Working Capital, Head of Open Account Client Management, Barclays, UK*
- *Mr. Marc Heller, President, The CIT, USA*
- *Mr. Renchun Zeng, CEO Singapore Office, IFS Capital Limited, Singapore*

**12:40pm** Panel discussion: Post-mortem analysis on Greensill and other cases studies: examining the risk factors, the role of credit insurance and the challenges relating to arm's length funds

*Moderated by Mr. Deepesh Patel Director, Partnerships and Marketing, Trade Finance Global (TFG), UK*

*Panellists:*

- *Mr. Sean Edwards, Chairman, ITFA, UK*
- *Mr. Igor Zaks, President, Tenzor, Canada*
- *Mr. Thomas Dunn, Chairman, Orbian, UK*

**13:10pm** Panel discussion: Receivables Finance as an investable asset class

*Moderated by Mr. Bertrand De Cominges Lombos, Managing Director – Global head Trade Finance Investments, Santander Asset Management, Spain*

*Panellists:*

- *Mr. Marc-André Pépin, President, Invescap, Switzerland*
- *Ms. Emily Adendorff, Associate, Ziada Credit Solutions, Mauritius*
- *Ms. Jiameng Yu, Head of Receivables Finance, Demica, UK*

**13:30pm** FCI new member presentations

**13:35pm** Break

### FCI COUNCIL MEETING - Members only

**13:50pm** Roll call and verification of valid quorum

## DAY 2 AGENDA

23 SEPTEMBER 2021 | 08:00 - 16:00 CET

### 13:50pm Regional presentations

- CEE, SEE and The Middle East  
*by Ms. Betül Kurtulus, Regional Director*
- North-East Asia  
*by Mr. Lin Hui, Regional Director*
- South and South-East Asia  
*by Mr. Thompson Lui, Regional Manager*
- Americas  
*by Mr. Alberto Wyderka, Regional Director*
- Africa  
*by Mr. Nassourou Aminou, Regional Manager*
- Western Europe  
*by Mr. Peter Mulroy, Secretary-General*
- EU Federation  
*by Ms. Françoise Palle-Guillabert, Chair, EUF*

### 14:20pm Panel with Development Banks

Moderated by Mr. Peter Mulroy, Secretary General, FCI

Panellists:

- *Mr. Steven Beck, Head of Trade & Supply Chain Finance, Asian Development Bank (ADB), Philippines*
- *Mr. Bleming Nekati, Chief Trade Finance Officer, African Development Bank Group (AfDB), South Africa*
- *Mr. Rudolf Putz, Head Trade Facilitation Programme (TFP), EBRD, UK*

### 14:35pm FCI new member presentations

### FCI COUNCIL MEETING - Members only

#### 14:40pm Council Meeting

Agenda will be available to all FCI Members before the event.

#### 14:45pm Announcement of voting results for Executive Committee

#### 14:50pm Education and Business awards

Including commitment awards and regional awards

#### 15:10pm Networking time for bilateral meetings on the platform

#### 18:00pm Close of FCI 53rd Virtual Annual Meeting 2021



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## BECOME A SPONSOR

Sponsoring this global factoring event has a high impact on the visibility of your organisation. To enquire about sponsoring, contact us at [fci@fci.nl](mailto:fci@fci.nl).

## CONFERENCE DOCUMENTS

All conference documents will be emailed to all delegates before the Annual Meeting. Please make sure you register with your latest email address for further communication. The Membership Forum and Council Meeting agendas will be available on the FCI private Document Library and on the FCI app.

## REGISTRATION & PAYMENT

Please complete the online registration before 15 September 2021; ensure that ALL information is given, as requested on the form. [Click here](#) to fill out the online registration.

- Free registration for FCI members
- Registration fee for non-members is EUR 199.
  - EARLY BIRD: registration before 31 August is EUR 150.

Upon registration, you will receive an email confirming we received your registration. Please check your spams if you don't find it. In case you don't receive the confirmation, please contact us.

## CANCELLATIONS

Any changes or cancellations MUST be made in writing.

- All cancellations received before 15 September will qualify for a full refund;
- Cancellations made after 15 September are non-refundable, the full fee will apply.

## CONTACT US

To find out more and register to attend this event, contact the FCI Secretariat via email [fci@fci.nl](mailto:fci@fci.nl) or on [+31 20 6270306](tel:+31206270306).