

Factoring and Receivables Finance Training Webinar

Factoring as an alternative tool for financing SMEs and Big Corporates Boosting the potential of Trade Finance for Banks and NBFIs

6 October 2021 - 11:00 AST time (GMT+3)



Venue

Online - Zoom

In Collaboration with

GTR
SAUDI
ARABIA
2021 **VIRTUAL**

Registration

Free - Open to All

[Click here to register](#)

Information

FCI Secretariat

fci@fci.nl | +31-20-6270306

Gold Sponsor



Be part of the solution

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, small and medium-sized companies benefit from this financial instrument mostly, but also corporates and multinationals use factoring as a tool for flexible growth, financing or for restructuring purposes.

For this webinar, FCI joined its forces with GTR to promote factoring in Saudi Arabia. The webinar takes place after the GTR Saudi Arabia event.

Who should attend?

FCI members and prospects from Saudi Arabia in charge or that are going to be in charge of trade finance and factoring operations:

- Banks
- Factoring companies and non-bank financial institutions
- SCF Fintech Companies
- Government regulators, central banks
- Importers & exporters

Objective

The objective of the training is to get familiarized with all aspects of factoring as an alternative tool for financing, with a particular focus on the Saudi Arabia region. FCI trainers and industry experts from the region and abroad will explain the operational system, benefits, and opportunities of the product as well as the legal and regulatory framework for factoring.

Format

All participants are expected to actively participate in the session by using the various interactive tools of the webinar platform. The day will end with a Q&A session answering all questions, on a best-effort basis.

Wednesday, 6 October 2021: 11.00 - 14.45 GMT +3

- 11:00-11:05** **Opening and Welcome remarks**
By Ms. Daniela Bonzanini, FCI Chairwoman
- 11:05-11:35** **Presentation on FCI, the Evolution of Factoring and Receivables Finance, Opportunities and Challenges**
 - Global & Regional Industry Overview
 - Opportunities and Challenges
 - Factoring during crisis times: COVID-19 pandemicBy Mr. Peter Mulroy, Secretary General, FCI
- 11:35-12:05** **Definition and the Mechanics of Factoring: Domestic, International and Reverse Factoring as Financing Solutions for Small and Medium-Sized Enterprises (SMEs)**
 - What is Factoring
 - Domestic, International Factoring & Reverse
 - Factoring flows
 - Factoring & SMEs: a "key" financial solution
 - Benefits and advantagesBy Ms. Aysen Cetintas, Education Director, FCI
- 12:05-12:10** **Break**
- 12:10-12:30** **Factoring – Opening Potential for Banks and Corporations to Increase their Market Share**

Listen to why Banks & Corporates recognize the unique benefits of Factoring for their risk control & cash flow improvement respectively. Factoring volumes continue to grow steadily, enjoying the lowest LGD ratio among credit facilities.

By Mr. Cagatay Baydar, General Manager, TEB Factoring (BNP Group), Vice-Chairman of FCI Executive Committee
- 12:30-12:55** **Key Success Elements in Setting up Factoring Activities, Role of FCI and Advantages of FCI Membership**
 - What are the main areas to assess & analyze during the set-up process? How do you structure your operations including legal, risk & business development?
 - How FCI supports its members & the industry in all needed areas of concern, including legal, education, promotion, etc.By Mr. Spyros Tsolis, Deputy Education Director, FCI

12:55-13:05

IT Solutions, Technology and edifactoring.com

- IT is an integral part of factoring operations. What should be the main functions of factoring software?
- Edifactoring.com: a secured trading network

By Mr. Ciprian Radu, Manager Business and IT Solutions, FCI

13:05-13:10

CODIX Presentation

13:10-13:15

Break

13:15-13:45

Legal and Regulatory Aspects of Conventional and Islamic Factoring

What are the main areas of differentiation between Conventional & Islamic Factoring? How do these apply in factoring operations?

- Ms. Isabelle Henry, FCI Legal Committee Member, Deputy General Counsel, Société Générale, France
- Mr. Yüce Uyanık, FCI Legal Committee Member

13:45-14:30

Panel Discussion & Q&A: Current status and Roadmap to Development of the Factoring Market in Saudi Arabia

- Opportunities & Challenges facing the Receivables and Payables Finance industry
- How has the pandemic changed access to financing?
- Which financial instruments became more popular and what are the needs of the international and domestic corporates in the current economic situation?
- Innovating and providing more financing solutions to SMEs and Corporates in Saudi Arabia
- Compliance and due diligence in SME financing

Moderator: Ms. Betül Kurtulus, Regional Director FCI

Panellists:

- Ms. Fatma CINAR – International Relations Manager, Participation Banks Association of Turkey
- Ms. Heba ALSHAHRANI, Head of Compliance, Morabaha Merenah Finance Company
- Mr. Raed Al Ghamdi, Finance Supervisor, Finance Companies Supervision Department, Saudi Central Bank
- Mr. David LESLIE, General Manager of Global Trade and Receivable Finance, The Saudi British Bank (SABB)

14:30-14:40

Q&A Session

14:40-14:45

Closing Remarks

By FCI

Important Information

Equipment and facilities you will need

In order to attend the Webinar Sessions, you will need a minimum set-up that includes the following:

- A quiet & comfortable space
You must ensure that you are attending the event in a quiet and comfortable space.
- A computer
It is obviously a requirement to have a computer to attend the webinar. If you're using a laptop, make sure that is plugged into the mains - don't rely on your batteries. We would recommend a minimum of 1 GB of RAM and preferably more than that. You obviously need a browser to connect to the software (Google Chrome is strongly recommended), and a good sound card.
- Fast Internet Connection
You will also need a fast broadband connection to the Internet. As a participant, you need a fast download speed. We suggest your Internet connection should be hard-wired via a LAN connection, or Ethernet cable.
- High-quality headset
Please be aware you are accessing the webinar via VOIP and to get the best from the session you we recommend you use a headset with a microphone

Registrations

Registration is free of charge.

Please register online via the [FCI website](#) before Monday 4 October 2021, 10:00 GMT +4.

Please note that if it's your first visit to FCI website or if you cleared the cookies since last visit, the website will first ask to choose your profile before reaching the registration form.

All participants shall receive a personal invitation at their email address, providing the link to join the sessions.

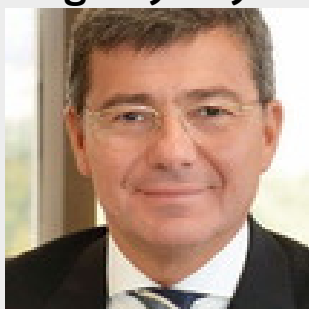
For any questions or more information, please contact the FCI Secretariat via email at fci@fci.nl or call us on +31-20-6270306.

This event has been sponsored by



Be part of the solution

Cagatay Baydar



Çağatay Baydar has 33 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.

Aysen Cetintas



Aysen Çetintas is the Education Director of FCI, a specialist in receivables finance and a speaker at international conferences. She joined FCI in 2008, in charge of FCI’s education programmes. Her area of responsibility encompasses implementing the FCI strategy, by giving dedicated focus to the development and implementation of the educational tools for the chain, organising all FCI courses and related workshops/ seminars, conducting training events and guiding new members in the process of setting up for the international factoring business. Aysen has 30 years of experience in the factoring and receivables finance industry at the managerial level in various factoring companies and banks. She has a BA degree in Political Science and International Relations from Bosphorus University, Istanbul, Turkey.

Betul Kurtulus



Betül Kurtuluş has 25 years’ experience in the Factoring and Leasing industry. She started her career at Anderson Consulting and joined the factoring industry in 1992. Prior to Strateji Factoring, Betül worked at Toprak Banking Group. Until 2018, she has been General Manager at Strateji Factoring, also a Board Member of Yatirim Leasing.

Betül Kurtuluş served as a Board Member of the Association of Financial Institutions of Turkey since 2016. The association consists of three major industries, Factoring, Leasing, and Consumer Finance, with a member of 103 finance companies.

Since January 2019, she has been appointed as a Regional Director responsible for Central, Eastern, and South-Eastern Europe and the Middle East. She has a university degree in Economics.

Isabelle Henry



Isabelle Henry is General Counsel of Société Générale Factoring, the factoring subsidiary of Société Générale Group.

She has 18 years’ experience in Corporate Finance, out of which over 15 years in domestic and international factoring, as well as Supply Chain Finance. She holds a master’s law degree from Sorbonne University and a master’s law degree from Université Catholique de Louvain (Belgium).

She has been working with FCI legal committee for many years and is also member of ASF (French factoring association) Legal Committee since 2010.

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.

Spyros Tsolis



Spyros Tsolis is the FCI Deputy Education Director responsible, along with the FCI Education Director, for the execution of the FCI Education Strategy and Policy including the development and maintenance of all FCI courses, workshops/seminars, tailor-made training programmes, FCI manuals, internal educational projects, assistance to new members, special educational projects with global development organisations. He represents FCI in International Conferences and also delivers factoring specific trainings in cooperation with Development Banks and other Financial Institutions.

Spyros has 20 years of factoring experience, having been deeply involved in International Factoring Business & FCI during his professional career. Previously, he was working for Eurobank Factors SA, Greece, a leading Factor in SE Europe as Head of International Activities responsible for the Factoring Network Strategy of Eurobank Group. He has also served as a member of the FCI Education Committee since 2013 and as a Vice-Chairman of the BoD at the Hellenic Factors Association.

Spyros has an MSc in International Trade and Finance from Lancaster University, UK and a BA in International Economics from Corvinus University of Budapest.

Yüce Uyanık



Former factoring executive. Now, part time instructor at two universities in Istanbul on Foreign Trade, Finance, Accounting, Logistics and Sales Management subjects. Owner of a training consultancy company on Selling, Management and soft skills. Author of two books on Foreign Trade Transactions (2005) and Financing, International Factoring Rules (2002) and several scientific articles on private Law. Member of the Legal committee of FCI since 2003."

Fatma Cinar



Mrs. Fatma Cinar is Director of International Relations and Corporate Communications Departments at Participation Banks Association of Turkey (TKBB) since August 2020. Previously she worked as the Head of the International Banking Department of an Islamic bank (Kuveyt Turk) in Turkey for more than 13 years. As an active practitioner, she has deep and wide expertise in Islamic Banking, International Relations, Correspondent Banking, Foreign Trade, Sustainability, Social Finance, Investment Banking, Cash Management, Clearing Services, Structured Finance, Trade Finance, Project Management, Country and Counterparty Limit Management, Business Strategy, and Corporate Communication.

She is conducting Project Management activities of the TKBB Participation Banking Strategy Report for Ecosystem and Communication strategies. She is actively developing an international network of TKBB and integrating the Turkish Participation Banking industry with global institutions. She is at the advisory board of Marmara University Islamic Economics and Finance (MUISEF) and acting also as International Relations Coordinator at the same institution. She is a member of the Impact Investing Advisory Board and Foreign Economic Relations Board.

She is Chief-in Editor at the bimonthly journal of TKBB named Participation Finance. She is also a global mentor at Teknopark Incubation Center. She also writes regularly on Islamic finance as a Turkey correspondent for Islamic Finance News publication.

She provides lectures at universities and international summer schools. She is a trainer also at the Participation Banks Association of Turkey with the relevant subjects. She graduated from the Business Administration and Industrial Engineering Departments of Istanbul University in 2005 and 2006. She is married and has a daughter.

Daniela Bonzanini



Daniela Bonzanini is the new FCI Chairwoman and Head of International of Banca IFIS Italy. Daniela is the former Chairwoman of the Education Committee. She has more than 30 years of experiences in international trade in international factoring. Her knowledge of the factoring industry have been of great contribution to the development and implementation of new projects mainly focused on innovative products and services. She is a speaker at international conferences. Bonzanini was the Chairwoman of FCI from 2013 till 2015.

Biographies

Heba Alshahrani



Heba Alshahrani is the Head of Compliance in Morabha Marinah and has experience in Compliance , Corporate governance and financial crimes and she is Certified Anti-Money Laundering Specialist and she has been working in Finance sector and insurance for the past 12 years . She has been known in setting up Compliance & AML frameworks.

David Leslie



David Leslie is the General Manager of the Global Trade and Receivables Finance business at Saudi British Bank (SABB), KSA's largest Trade bank. The Trade and Receivables finance area is that which provides financing and risk mitigation solutions to meet clients' international and domestic trade requirements including Factoring.

Prior to joining SABB, David has worked for 16 years around the wider HSBC Group in roles connected to International Trade in Asia, Europe, and the Americas. Originally from Canada, David holds MBAs from INSEAD and Tsinghua Universities.