



Facilitating Open Account – Receivables Finance

CO-HOSTED BY AFREXIMBANK & FCI, SUPPORTED BY BEAC NATIONAL OFFICE (REPUBLIC OF CONGO)

# REGIONAL PROMOTION CONFERENCE ON FACTORING AND RECEIVABLES FINANCE IN CENTRAL AFRICA

Grand Hotel De Kintele, Brazzaville, Republic of Congo  
12-13 May 2022

Sessions in English will be translated in French



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Factoring continues to grow successfully both in mature and in emerging markets. Through their control methods and permanent monitoring of the receivables of their clients, factoring companies or factoring divisions/departments of banks are able to provide more financing than traditional lenders to Small and Medium-sized Enterprises (SMEs) and at the same time limit their credit risk to acceptable levels.

Companies use Factoring as a flexible source of financing as it facilitates the much-needed access to finance by corporates and SMEs thereby improving their competitiveness based on the focus on Open Account Trade and the Two-Factor System, which have proven to be most effective during periods of financial and economic challenges.

A typical service provided by a Factor includes investigating the creditworthiness of the seller's buyers, assuming credit risk on those same buyers and providing credit protection against the debtor default and/or bankruptcy.

Ultimately, the Factor provides the seller a guarantee of the debtors' inability to pay, prompt collection of accounts receivable, manages the receivables ledger, and provides financing through immediate cash advances against outstanding and assigned receivables.

## WHAT TO EXPECT FROM THE CONFERENCE?

FCI's African Chapter decided to organize a regional event, focusing on a regional view on factoring, offering attendees a unique opportunity, not only to discuss the current state of the industry, new challenges and products & markets development, but also to network with players from the same region.

It is generally recognised that Africa presents some of the most exciting global opportunities for economic development and expansion. Our industry is capable of providing support to this growth but knowledge and capability need to be developed and shared. The African Chapter is in place to help support this expansion and skills creation at a regional level.

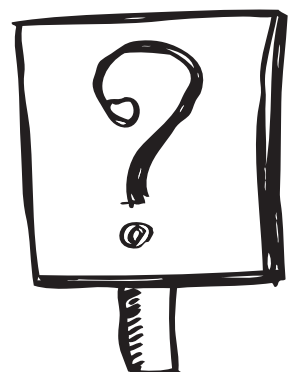
Topics will cover the World of Factoring, FCI, cross-border factoring opportunities for the Central African Region, factoring in Africa, and case studies.

The conference offers attendees numerous opportunities to discuss issues of common interest with their peers, Afreximbank and FCI representing very experienced Factoring executives.

## WHO SHOULD ATTEND?

The conference is aimed at an audience of senior executives from the Central African region and beyond, and particularly towards the leaders of:

- Factoring companies,
- Banks,
- Financial institutions,
- Regulators and law makers,
- Government agencies,
- Official organizations ,
- Companies offering their services to the world of factoring (lawyers, insurers, IT providers),
- Consulting firms.



# THE HOSTS



African Export-Import Bank (Afreximbank) is a Pan-African multilateral financial institution mandated to finance and promote intra-and extra-African trade. Afreximbank deploys innovative structures to deliver financing solutions that support the transformation of the structure of Africa's trade, accelerating industrialization and intra-regional trade, thereby boosting economic expansion in Africa. A stalwart supporter of the African Continental Free Trade Agreement (AfCFTA), Afreximbank has launched a Pan-African Payment and

Settlement System (PAPSS) that was adopted by the African Union (AU) as the payment and settlement platform to underpin the implementation of the AfCFTA. Afreximbank is working with the AU and the AfCFTA Secretariat to develop an Adjustment Facility to support countries in effectively participating in the AfCFTA. At the end of 2021, the Bank's total assets and guarantees stood at US\$24.8 billion, and its shareholder funds amounted to US\$4 billion. Afreximbank disbursed more than US\$51 billion between 2016 and 2021. The Bank has ratings assigned by GCR (international scale) (A-), Moody's (Baa1), Japan Credit Rating Agency (JCR) (A-) and Fitch (BBB-). The Bank is headquartered in Cairo, Egypt.

For more information, visit [www.afreximbank.com](http://www.afreximbank.com)

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Facilitating Open Account – Receivables Finance

FCI is the Global Representative Body for Factoring and Financing of Open Account Domestic and International Trade Receivables. FCI was set up in 1968 as a non-profit global association. With today close to 400 member companies in more than 90 countries, FCI offers a unique network for cooperation in cross-border factoring.

Member transactions represent nearly 60% of the world's international correspondent factoring volume. FCI is a non-exclusive organization, open to any company which is providing Factoring Services or plans to set up Factoring Activities but also to service providers to the 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

For more information, visit [www.fci.nl](http://www.fci.nl)

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# Day 1 Programme

## Conference Programme Thursday 12 May 2022 09:00 - 19:00

- |             |  |
|-------------|--|
| 09.00-09.30 | Welcome Coffee & Registration  |
| 09.30-10.40 | <p><b>Opening Remarks</b></p> <p>By Mrs. Kanayo Awani, Managing Director, Intra-African Trade Initiative, Afreximbank</p> <p>By Mr. Peter Mulroy, Secretary General, FCI</p> <p>By Mr. Calixte Tabangoli, CEO Banque Postale du Congo</p>  |
| 10.40-11.10 | <p><b>Keynote Address and Official Opening of the Conference</b></p> <p>By Mr Rigobert Roger Andely, Minister of Finance and Budget and Public Portfolio, Republic of Congo</p>  |
| 11.10-11.30 | Photo Session and Departure of the Keynote Speaker   |
| 11.30-11.45 | Networking Tea Break   |
| 11.45-12.30 | <p><b>Introduction to FCI, Techniques in Structuring Factoring Transactions</b></p> <p><i>Mechanics of Cross Border Factoring, Role of Import Factor and Export Factor, EdiFactoring.com, Advantages of international Factoring and comparison with traditional trade finance.</i></p> <p><i>This session is in English and will have simultaneous translation to French</i></p> <p>By Mr. Peter Mulroy, Secretary General FCI</p> |
| 12.30-13.15 | <p><b>Panel discussion on Opportunities, and Challenges facing the Factoring &amp; Receivables Finance industry in CEMAC</b></p> <p>Chaired by Mr. Mr. Nassourou Aminou, FCI Regional Manager Africa</p> <p>Panelists:</p> <ul style="list-style-type: none"><li>• Mr. Pierre Okala, CEO Lusi &amp; Co, Cameroon</li><li>• Mr. Épiphanie MASSENGO, LCB</li><li>• Société Générale</li><li>• UBA Congo</li></ul>                    |

# Day 1 Programme

## Conference Programme Thursday 12 May 2022 09:00 - 19:00

13.15-14.15	Networking Lunch
14.15-15.15	<p>Facilitative Legal and Regulatory Environment for Factoring in Congo</p> <p>Key Provisions of the Congo Factoring Law By Mr. Gatient Ondaye Obili, BEAC</p> <p>Legal Perspective on Factoring in France By Ms. Isabelle Henry, Head, Societe General Factoring</p> <p>Key Provisions of the Afreximbank Model Law on Factoring By Dr. Enga Kameni, Senior Manager Legal Services, Afreximbank</p>
15.15-16.00	<p>Key Success Elements in Setting up Factoring Activities, Role of FCI &amp; Advantages of FCI Membership, FCI Education, the Turkish experience</p> <p><i>This session is in English and will have simultaneous translation to French</i></p> <p>By Ms. Aysen Cetintas, Director for Education, FCI</p>
16.00-17.00	<p>Q&amp;A Session</p> <p>Moderated by Mr. Nassourou Aminou, FCI Regional Manager Africa</p>
17.00-17.15	Africa Chapter Ambassadors launch Ceremony
17.15-19.00	Networking Cocktails



# Day 2 Programme

## Conference Programme Friday 13 May 2022: 09:00 - 14:00

09.00-09.30	<b>Afreximbank Factoring Promotional Activities in Africa</b> By Mrs. Lina Iyok, Manager, Afreximbank
09.30-10.00	<b>Credit Insurance in Africa: the challenges and way forward</b> By TBC
10.00-11.00	<b>Panel Discussion on how factoring is helping SMEs. The challenges. The solutions.</b> Chaired by Mr. Avant Gotene, Head Factoring, BPC Panelists: <ul style="list-style-type: none"><li>• Mr. Dione Moussa, Managing Director, 3CE,</li><li>• Professor Bethuel Makasso, Director, Institut Supérieur de Gestion, University of Marien Gouabi</li><li>• Mr. Just Aymard Bilombo, Managing Director, Agrobil</li></ul> Conclusion by Ms. Aysen Cetintas, Director of Education, FCI
11.00-11.30	Networking Tea Break
11.30-12.00	<b>Factoring Experience in Central Africa Region, the Case of Banque Postale du Congo (BPC)</b> By Mr. Avant Gotene, Head of Factoring, BPC
12.00-12.45	<b>Q&amp;A Session</b> Moderated by Mr. Nassourou Aminou, FCI Regional Manager Africa
12.45-13.00	<b>Closing remarks</b> By Mr. Gatient Ondaye Obili, BEAC
13.00-14.30	End of Conference & Networking Lunch
14.30-16.00	Free for networking

## LOCATION

The event will take place at the Grand Hotel Kintele.

## REGISTRATION FEE

Event Participation Free

Please register via the FCI website to reserve your place.

For registration, please click [here](#)

## REGISTRATION FEE INCLUDES

- Meeting package including conference facilities and hand-outs
- Distribution of pre and post conference documents
- Group lunch, coffee breaks and refreshments
- Group Cocktails on 12 May

Accommodation, travel and personal expenses are not included in the registration pack.

## REGISTRATION DEADLINE

8 May 2022

## INFORMATION

For all information, please contact the FCI Secretariat:

T: +31 20 6270 306

E: [fci@fci.nl](mailto:fci@fci.nl)

## CANCELLATION POLICY

Any changes or cancellations MUST be made in writing.

- If you are unable to attend the conference, please let the FCI Secretariate know so we may offer your place to someone else as space is limited.

In the event that a speaker cancels his participation, every effort will be made to find a replacement presenter of equivalent experience.

Program details or the actual organization of the event is subject to changes depending on the number of participants. A final program and confirmation will be sent to the participants 7 calendar days before the event.



## Media Partners



Facilitating Open Account – Receivables Finance

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