



Facilitating Open Account – Receivables Finance

In partnership with:



European Bank
for Reconstruction and Development

Resilience and Developments of Factoring in CEE & SEE Regions

The Ritz-Carlton Istanbul, Turkey

23 September 2022



With the kind sponsoring of:



Be part of the solution



In partnership with the EBRD, FCI is proud to announce the latest upcoming conference on the resilience and development of Factoring in CEE and SEE regions, hosted in Istanbul, Turkey. The event will take place on 23 September 2022, after the 2022 EBRD TFP Trade Finance Forum. This event will offer EBRD TFP members, FCI local members and industry professionals the opportunity to meet, network and discuss the latest developments in the region.

WHAT TO EXPECT FROM THE CONFERENCE?

Hear from industry experts, EBRD and FCI on the following topics:

- EBRD & FCI collaboration
- Export resilience in an environment of the heightened geopolitical risk
- Digital transformation in Receivables Finance
- Factoring Model Law
- Libor transition

WHO SHOULD ATTEND?

- FCI members from Turkey
- EBRD members
- Participations banks
- Potential members



Facilitating Open Account – Receivables Finance

About FCI

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

Follow us on [LinkedIn](#) | [Facebook](#) | [Twitter](#)

Conference Programme Friday 23 September 2022 09:30 - 14:30

09.00-09.30	Welcome Coffee & Registration
09.30-09.50	<p>Welcome and Opening Remarks Global Factoring Industry Trends By Peter Mulroy, Secretary General, FCI</p>
09.50-10.10	<p>EBRD & FCI Collaboration in CEE & SEE region By Irina Tyan, Principal Banker, EBRD TFP Business Leader for Factoring</p>
10.10-10.50	<p>Panel Discussion: Export resilience in an Environment of the heightened Geopolitical Risk The success story of Turkey Moderated by Michael Bickers, Managing Director, BCR Publishing Panelists:</p> <ul style="list-style-type: none"> • Cagatay Baydar, Chairman TEB Faktoring, Turkey, Vice-Chairman of FCI • Ahmet Albayrak, Deputy CEO - Treasury & International Banking, Kuveyt Türk Katilim Bankasi, Turkey • Nana Khurodze, Associate Director, Senior Banker, EBRD TFP
10.50-11.15	Coffee break
11.15-11.55	<p>Panel Discussion Digital Transformation in Receivables finance</p> <ul style="list-style-type: none"> • SME financing – how can digital and innovative solutions be promoted effectively globally? • What are the current digitalization technologies for SME financing • How are Fintechs becoming enablers in access to financing? • How to utilize technology to place it in your business successfully. • The critical business drivers around digitalization decisions • The need for collaboration, communication, and strategic leadership by the technologists <p>Moderated by Deepesh Patel, Director - Partnership and Marketing, Trade Finance Global (TFG), UK Panelists:</p> <ul style="list-style-type: none"> • Filiz Unal, Deputy Secretary General - Factoring, The Financial Institutions Association • Koray Kaya, Deputy General Manager, KKB and Findeks, Business Management Department • Ana Kavtaradze, Strategic Business Development Advisor, BasisBank
11.55-12.05	<p>Factoring Model Law By William Brydie-Watson, Senior Legal Officer, UNIDROIT</p>

Programme

- | | |
|-------------|---|
| 12.05-12.15 | Libor Transition
By Tim Moran, CME Term SOFR Consultant, CME Group |
| 12.15-12.25 | Presentation from the Sponsor CODIX
By Laurent Tabouelle, Managing Director, CODIX |
| 12.25-12.30 | Concluding Remarks
By Aysen Cetintas, Education Director, FCI |
| 12.30-13.30 | Networking Lunch |
| 13:30-14:30 | Update from Codix on software capabilities for the factoring / SCF Industry (in Turkish)
By Sibila Ivanova, Business Analyst, CODIX |

LOCATION

The conference will take place in the Ritz-Carlton Istanbul, Turkey, in the same hotel as the EBRD TFP Trade Finance Forum.

The Ritz-Carlton, Istanbul

Suzer Plaza, Elmadag
34367, Sisli, Istanbul
Turkey

REGISTRATION FEE

Two free registrations per company.

If you wish to register more than two representatives, you will be charged 100€ per additional registration.

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 and coffee break

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

REGISTRATION DEADLINE

14 September 2022

INFORMATION

For all information, please contact the FCI Secretariat:

T: +31 20 6270 306

E: fci@fci.nl

CANCELLATION POLICY

Any changes or cancellations MUST be made in writing.

- All cancellations received before 14 September 2022 will qualify for a full refund
- No refund is possible under any circumstances for cancellations received after 14 September 2022: 100% of the registration fee will be due as cancellation fee.

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 5 calendar days before the event. In case of cancellation of the event, there will be a full refund of already paid registration fees.

Media Partner:

