



**European Bank**  
for Reconstruction and Development



**FCI**

Facilitating Open Account – Receivables Finance

JOINT WORKSHOP

# Factoring Workshop in Moldova

30 November 2022 | 09:30 - 17:00  
Radisson Blu Leograd Hotel, Chişinău, Moldova



## ABOUT THE EVENT

The European Bank for Reconstruction and Development (EBRD) and FCI have partnered to bring you a 1-day Factoring Workshop. On 30 November 2022, EBRD and FCI will be heading to Chişinău, Moldova, to present an insightful and in-depth Factoring Workshop.

The workshop will not only give participants an understanding of the latest developments and trends within the industry but will allow them to discuss these with fellow industry professionals and create fruitful connections.

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## WHAT TO EXPECT

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

- EBRD Trade Facilitation Programme
- Receivables Finance and the Global Market
- The mechanics of Factoring and its advantages
- Legal aspects and benefits of a regulatory framework
- Risk Management and Mitigation

## WHO SHOULD ATTEND

This event has been created to educate and inform local and regional industry players on this specific form of financing and is hosted for:

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

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## ABOUT THE ORGANISERS



**The European Bank for Reconstruction and Development (EBRD)** was established to help build a new, post-Cold War era in Central and Eastern Europe. It has since played a historic role and gained unique expertise in fostering change in the region - and beyond - investing €170 billion in more than 6,400 projects.

The EBRD, owned by 71 countries, as well as the European Union and the European Investment Bank. The EBRD, is supporting the development of market economies and democracies.

Our values:

A clearly defined set of standards governs all our work as we strive to develop a healthy investment climate and promote environmentally and socially sound and sustainable development.

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

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**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 including to connect, educate and influence the industry globally.

For more information, visit [www.fci.nl](http://www.fci.nl) or contact [fcinfo@fci.nl](mailto:fcinfo@fci.nl)

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09.00 – 09.30	<b>Registration</b>
09.30 – 09.40	<b>Welcome and opening remarks</b> Mr. Octavian Armaşu, Governor of the National Bank of Moldova Ms. Angela Sax, Head of EBRD Moldova
09.40 – 09.50	<b>EBRD TFP Presentation</b> Ms. Irina Tyan, Principal Banker, EBRD
09.50 – 10.00	<b>Introduction to Receivables Finance and Global Market Overview</b> <ul style="list-style-type: none"><li>• Global &amp; Regional Industry Overview</li><li>• Risks, Opportunities and Challenges</li></ul> Ms. Betül Kurtulus, Regional Director of CEE, SEE and Middle East, FCI
10.00 – 11.00	<b>Presentation on Understanding Factoring</b> <ul style="list-style-type: none"><li>• What is Factoring?</li><li>• Why are O/A receivables finance solutions becoming more important?</li><li>• Factoring &amp; Invoice Finance Variations</li><li>• Mechanics of Factoring</li><li>• Factoring &amp; Loans</li><li>• Capital requirement for Factoring operations</li></ul> Ms. Ayşen Çetintaş, Education Director, FCI
11.00 – 11.20	<b>Group Photo, Coffee Break &amp; Networking</b>
11.20 – 11.35	<b>Road Map to Development of a Factoring Market in an Emerging Country</b> <ul style="list-style-type: none"><li>• Regulatory and Digital Infrastructure</li></ul> Ms. Betül Kurtulus, Regional Director of CEE, SEE and Middle East, FCI
11.35 – 12.05	<b>Advantages of Factoring and Comparison to Traditional Trade Finance</b> <ul style="list-style-type: none"><li>• Current challenges in accessing finance for SMEs, how Factoring benefits SMEs' growth</li><li>• Factoring as an alternative solution for the SMEs</li><li>• Advantages of Factoring and comparison to other forms of short-term financing for Trade</li><li>• Benefits of Factoring to MSMEs, large corporate &amp; financial institutions</li><li>• Benefits to Buyers, Benefits to Seller (SME &amp; Corporates)</li></ul> Ms. Ayşen Çetintaş, Education Director, FCI
12.05 – 12.35	<b>Taking Receivables Finance to the Next Level</b> What are the key aspects of a successful operation? Balance sheet data and sectoral evaluation <ul style="list-style-type: none"><li>• Who benefits from Factoring? Market / segment</li><li>• Understanding the pricing structure. Perception of pricing</li><li>• Sample market example of Turkey on Factoring Industry<ul style="list-style-type: none"><li>▶ Turnover growth, what are the dynamics behind</li><li>▶ Increase on Factoring receivables</li><li>▶ Profitability with comparison of banks &amp; NBFi</li><li>▶ ROE, ROA, NPL</li><li>▶ Leverage and Cross selling</li></ul></li></ul> Mr. Çağatay Baydar, Vice Chairman, FCI, Chairman of the Board of Directors, TEB Faktoring, Turkey

12.35 – 13.30	<b>Lunch</b>
13.30 – 14.00	<b>Legal Basics &amp; Benefits of a Regulatory Framework</b> <ul style="list-style-type: none"><li>• Policy overview on access to finance and financial inclusion in the local market</li><li>• Key elements of an enabling legal framework</li><li>• Key features of a Factoring law &amp; Factoring agreement</li></ul> <b>Ms. Isabelle Henry, Head of Legal and Litigation, Société Générale Factoring, France</b>
14.00 – 15.00	<b>Industry Suitability and Risk Management in Factoring</b> <ul style="list-style-type: none"><li>• Intro to Risk Management</li><li>• Factorability and most suitable business types, Industry suitability</li><li>• KYC, Seller Selection and Practical Issues</li><li>• Buyer Risk Assessment</li><li>• Frauds Detection &amp; Prevention</li><li>• Risk Monitoring and Mitigation in Factoring</li><li>• Risk approach &amp; difference from other banking products</li></ul> <b>Ms. Ayşen Çetintaş, Education Director, FCI</b>
15.00 – 15.30	<b>Coffee Break &amp; Networking</b>
15.30 – 16.00	<b>Factoring Risk Assessment in Practice</b> <b>Ms. Afroditi Stavraki, Senior Risk Officer, Hellenic Bank, Cyprus</b>
16.00 – 16.45	<b>Experiences and Case Studies</b> <ul style="list-style-type: none"><li>• Positive Experience from European Markets</li></ul> <b>Ms. Dorota Szcześniak, International factoring Manager, Santander Factoring Warszawa, Poland</b> <ul style="list-style-type: none"><li>• Ukrainian Market, The UATFF Experience</li></ul> <b>Mr. Vladislav Berezhny, Director of Trade and Structured Finance Department, JSC Credit Agricole Bank, Ukraine</b> <ul style="list-style-type: none"><li>• Case Study of Cross border Factoring Transaction with the support of EBRD - ArmSwissBank and TBC Bank</li></ul> <b>Ms. Tamar Gugushvili, Head of Trade Finance and Documentary Operations Unit, TBC Bank, Georgia</b> <b>Ms. Anzhela Barseghyan, Head of Corporate Service Department, ArmSwissBank, Armenia</b>
16.45 – 17.00	<b>Q&amp;A Session</b>
17.00	<b>Concluding Remarks</b>



## CONFERENCE LOCATION

**Radisson Blu Leograd Hotel**  
77 Mitropolit Varlaam, Chişinău, MD 2012, Moldova

Located in the heart of the city, the Radisson Blu Leograd Hotel Chişinău will be the venue for this workshop. Find out more about this stylish hotel and local attractions via [www.radissonhotels.com](http://www.radissonhotels.com).