



Facilitating Open Account – Receivables Finance

REGIONAL PROMOTIONAL CONFERENCE

# The Digital Revolution of Receivables Finance in GIFT City

27-28 February 2023 | 13:00 - 13:00 | Gift City Club, GIFT City, India

FACILITATING FINANCIAL REGULATOR - IFSCA



## GOLD SPONSORS



## SILVER SPONSORS



## KNOWLEDGE PARTNER



## MEDIA PARTNERS



FCI along with our facilitating financial regulator, IFSCA, is proud to announce the return to in-person events for the South & South East Asian region with the upcoming conference on The Digital Revolution of Receivables Finance in GIFT City. This conference will take place on 27-28 February 2023 at the Gift City Club in GIFT City, India.

GIFT City is a planned business district in the state of Gujarat, India. It is the new business destination offering a competitive edge to Financial services and Technology related activities. Join FCI and over 150 fellow industry peers and governmental officials to discuss all things factoring and receivables finance, highlighting digitalisation and featuring MOU signings, panel discussions and

## 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 & potential members
- Specialised banks and financial institutions
- Consulting firms
- Official organisations
- Regulatory and Governmental authorities
- Companies offering their services to the world of factoring (lawyers, insurers, IT providers)
- Exporters and other companies interested by the world of factoring

## WHAT TO EXPECT



**90+**

ATTENDEES



**45+**

COMPANIES



**75+**

DECISION-MAKERS

## REASONS TO ATTEND



INSIGHT



NETWORK



LEARN



EXCHANGE



INFLUENCE

## MONDAY 27 FEBRUARY 2023: 13.00 - 17.30

12.00 - 13.00	<b>Registration &amp; Networking Lunch</b>
13.00 - 13.10	<b>Welcome Remarks</b> Mr. Peter Mulroy, Secretary General, FCI
13.10 - 13.25	<b>Keynote</b> Mr. Injeti Srinivas, Chairperson, IFSCA
13.25 - 13.40	<b>Opportunities in GIFT IFSC</b> Mr. Dipesh Shah, Executive Director - Development, IFSCA
13.40 - 14.10	<b>Overview of the Global Factoring Industry and FCI</b> Mr. Peter Mulroy, Secretary General, FCI
14.10 - 14.55	<b>Panel Discussion on Receivables as an Investable Asset Class</b> Moderator: Mr. João Costa Pereira, Trade Desk, Banco Ourinvest / Marketing Committee Member, FCI Panelists: <ul style="list-style-type: none"> <li>• Mr. Jinchang Lai, Principal Operations Officer, Asia and Pacific, Financial Institutions Group, IFC - International Finance Corporation</li> <li>• Mr. Ranadeep Mookerjee, Regional Head Structured Trade Sales, ICICI Bank</li> <li>• Mr. Pramit Joshi, Senior Director, Credlix</li> </ul>
14.55 - 15.30	<b>Group Photo, Coffee Break &amp; Networking</b>
15.30 - 16.00	<b>Panel Discussion on Factoring Platforms, Market Places &amp; Supporting Technology</b> Moderator: Mr. Ashutosh Sharma, General Manager - Development, IFSCA Panelists: <ul style="list-style-type: none"> <li>• Mr. Kalyan Basu, Managing Director &amp; CEO, Vayana TradeXchange</li> <li>• Dr. Azam Pasha, CEO &amp; Co-Founder, Maalexi</li> <li>• Mr. Federico Avellan Borgmeyer, Chief Partner Officer, Efcom</li> <li>• Mr. Ketan Gaikwad, Director, RXIL Global</li> </ul>
16.00 - 16.15	<b>Q&amp;A Session</b> Mr. Thompson Lui, Regional Manager South and South East Asia, FCI
16.15 - 16.30	<b>A word from our Gold Sponsor, CODIX</b> Mr. Laurent Tabouelle, COO, CODIX
16.30 - 16.40	<b>A word from our Gold Sponsor, ICICI Bank</b> Mr. Anupam Verma, CEO - International Banking Unit, GIFT CITY & Head - International Financial Institution Group, ICICI Bank
16.40 - 16.50	<b>A word from our Gold Sponsor, Credlix</b> Mr. Rahul Garg, CEO & Founder, Credlix
16.50 - 17.00	<b>A word from our Gold Sponsor, Vayana TradeXchange</b> Mr. Kalyan Basu, Managing Director & CEO, Vayana TradeXchange Mr. Vinod Parmar, Director, Vayana TradeXchange
17.00 - 17.20	<b>360tf Survey Insights</b> Mr. Pankaj Mundra, Co-Founder & Chairman, 360tf
17.20 - 17.30	<b>Day 1 Closing Remarks</b> Mr. Thompson Lui, Regional Manager South and South East Asia, FCI
18.30 - 21.00	<b>Dinner</b>

08.30-09.00	<b>Welcome Coffee</b>
09.00 - 09.35	<b>The Mechanics of Factoring in FCI</b> Ms. Chung Huei (Sarah) PON, International Relationship Manager, Unicredit Factoring Spa / Marketing Committee Chairwoman, FCI
09.35 - 10.10	<b>The FCI framework, how the platforms work in FCI</b> Mr. João Costa Pereira, Trade Desk, Banco Ourinvest / Marketing Committee Member, FCI
10.10 - 10.30	<b>Case Studies</b> Mr. Danny Hsu, Assistant VP-Factoring Product Team Head, Taishin International Bank / Marketing Committee Member, FCI
10.30 - 10.55	<b>Coffee Break &amp; Networking</b>
10.55 - 11.10	<b>An update from FCI Academy</b> Ms. Aysen Cetintas, Education Director, FCI
11.10 - 11.30	<b>Running through the Role Play</b> Narrator: Mr. João Costa Pereira, Trade Desk, Banco Ourinvest / Marketing Committee Member, FCI, Brazil Role players: <ul style="list-style-type: none"> <li>• <i>Import Factor:</i> Ms. Chung Huei (Sarah) PON, International Relationship Manager, Unicredit Factoring Spa / Marketing Committee Chairwoman, FCI, Italy</li> <li>• <i>Importer:</i> Mr. Danny Hsu, Assistant VP-Factoring Product Team Head, Taishin International Bank / Marketing Committee Member, FCI, Taiwan</li> <li>• <i>Export Factor:</i> Mr. Ananda Sengupta, Head Credit, Distributions &amp; Portfolio Management - International Financial Institutions and Sovereign, ICICI Bank, India</li> <li>• <i>Exporter:</i> Mr. Rahul Poddar, Senior Manager, Arvind Limited, India</li> </ul>
11.30 - 12.00	<b>Panel Discussion on Regulation &amp; Legal framework</b> Moderator: Mr. Danny Hsu, Assistant VP-Factoring Product Team Head, Taishin International Bank / Marketing Committee Member, FCI Panelists: <ul style="list-style-type: none"> <li>• Mr. Ravi Valecha, CEO, India Factoring &amp; Finance Solutions</li> <li>• Mr. Raj Khosa, Senior Consultant, IFSCA</li> <li>• Ms. Manjusha Tailong, AGM - Client Relation, MNS Credit Management Group</li> </ul>
12.00 - 12.10	<b>Q&amp;A Session with the Audience</b> Mr. Thompson Lui, Regional Manager South and South East Asia, FCI
12.10 - 12.50	<b>Sharing Experiences from the Global Practitioners</b> <ul style="list-style-type: none"> <li>• Mr. Peter Mulroy, Secretary General, FCI</li> <li>• Ms. Chung Huei (Sarah) PON, International Relationship Manager, Unicredit Factoring Spa / Marketing Committee Chairwoman, FCI</li> <li>• Mr. João Costa Pereira, Trade Desk, Banco Ourinvest / Marketing Committee Member, FCI</li> <li>• Mr. Danny Hsu, Assistant VP-Factoring Product Team Head, Taishin International Bank / Marketing Committee Member, FCI</li> <li>• Mr. Thompson Lui, Regional Manager South and South East Asia, FCI</li> </ul>
12.50 - 13.00	<b>Concluding Remarks</b>

## DRESS CODE

Smart casual clothing.

## REGISTRATION

- FCI or IFSCA Members: EUR €150 per person
- Non-Members: EUR €200 per person

### The registration fee includes:

- Evening reception on 27 February 2023
- Coffee breaks and refreshments on 27 - 28 February 2023
- Meeting package includes conference facilities and hand-outs
- Distribution of pre and post conference documents
- Access to the networking platform and FCI App

[Click here to book](#)

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

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

## REGISTRATION DEADLINE

Please register by 22 February at the latest.

## CANCELLATIONS

Any change or cancellation MUST be made in writing.

- FCI accepts cancellations before or on 17 February without penalty. For cancellations received after 17 February 2023, the full registration fee is due.
- There will be no charges for name changes

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



## LOCATION

GIFT City is an emerging global financial and IT services hub, a first of its kind in India, designed to be at or above par with globally benchmarked business districts. It is supported by state-of-the-art infrastructure encompassing all basic urban infrastructure elements along with an excellent external connectivity. Companies from Financial Services, Technology and all other services sector will be targeted as potential occupants within the city.

## GIFT CITY CLUB

Plot number 38, Tapas Marg, Gift City Club Rd, GIFT City, Gandhinagar, Gujarat, India  
Tel: +91 79 6171 0101

Gift City Club, a member of Radisson Individuals, is located in the historic city of Gandhinagar and is conveniently located near major transport hubs, such as the Sardar Vallabhbhai Patel International Airport. We deliver a dynamic, modern experience and provide the city's largest rooms, vibrant event spaces, and elegant dining options. All our rooms come with their own private balconies and include stunning views of the infinity pool or landscaped garden areas.

### Accommodation prices valid until 24 February 2023:

- Standard single room for 27 February 2023 - Rs 6,500
- Standard double room for 27 February 2023 - Rs 7,000

Room rate includes accommodation per night on single / double occupancy with buffet breakfast, HSIA (high-speed internet access), and a daily replenishment of four 500ml packaged drinking water bottles in the room. Above rates are exclusive of taxes. Up to 7499 the taxes will be 12% & on and above 7500 the taxes will be 18% or as per the Govt GST norms.

Please book your hotel accommodation with GIFT City Club by emailing [Mr. Rajnikant Patel](mailto:Mr. Rajnikant Patel), and mentioning that you are part of the "FCI GIFT City Conference".

Please note: All accommodation must be booked by the registered attendee or the registered attendee's company. FCI will not be booking any rooms on behalf of attendees. Accommodation is not included in the ticket price for the conference.

## TRANSFER

Ahmedabad Airport is situated approximately 8 miles away by car from GIFT City Club. You can book a taxi or liaise with the hotel to travel from the airport to the hotel.

## CONTACT US

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





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 setup 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 policymakers worldwide

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

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

## About our Facilitating Financial Regulator

The **International Financial Services Centres Authority** (IFSCA) has been established on April 27, 2020 under the International Financial Services Centres Authority Act, 2019. It is headquartered at GIFT City, Gandhinagar in Gujarat. The IFSCA is a unified authority for the development and regulation of financial products, financial services and financial institutions in the International Financial Services Centre (IFSC) in India. At present, the GIFT IFSC is the maiden international financial services centre in India. Prior to the establishment of IFSCA, the domestic financial regulators, namely, RBI, SEBI, PFRDA and IRDAI regulated the business in IFSC.

As the dynamic nature of business in the IFSCs requires a high degree of inter-regulatory coordination within the financial sector, the IFSCA has been established as a unified regulator with a holistic vision in order to promote ease of doing business in IFSC and provide world class regulatory environment. The main objective of the IFSCA is to develop a strong global connect and focus on the needs of the Indian economy as well as to serve as an international financial platform for the entire region and the global economy as a whole.

For more information, visit [www.ifsc.gov.in](http://www.ifsc.gov.in)

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

## About our Gold Sponsors



CODIX is an international software company, which has developed iMX – the event-driven enterprise management system. iMX an all-in-one software package for any kind of commercial finance activity: Factoring (traditional, reverse, international), Purchase Order Finance, Invoice Discounting (ID), ABL, Inventory Finance, Supply Chain Finance, Credit Insurance, Loans, Leasing, etc.

CODIX now operates in 16 countries and its top-level multi-disciplinary team of over 880 professionals is dedicated to the implementation, maintenance and constant evolution of the company's unique product – iMX. With full multilingual and multicurrency abilities, and based on the latest available technologies, iMX includes all the most advanced business functionalities to cover any need of a commercial finance company. The software is currently used in 28 languages by more than 50 000 users in 50 countries.

For more information, visit [www.codix.eu](http://www.codix.eu)



Credlix is a digital supply chain financing platform that enables fast and seamless transaction-led financial solutions for your suppliers, vendors and distribution network. Credlix creates a digital path with anchor organizations and onboard their vendors who seek early payments against their invoices. The financing can be structured through an organization's own funds/bank facilities or through an external lending institution.

At Credlix we have integrated the demonstrated expertise of Moglix at enabling end-to-end supply chain transformation for 1000 enterprises and 18,000 SMEs who make in India and South-East Asia and exports to 53 countries worldwide with intelligent financial technology to reimagine cash-flow lending.

Credlix takes a comprehensive view of your supply chain to provide financing solutions through its robust technology-driven platform and lending network. Our range of solutions connect all the integral stakeholders of the supply chain ecosystem - Enterprises, Suppliers, Distributors, Exporters, and Lenders. We are the platform built for people!

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

## About our Gold Sponsors



ICICI Bank Ltd is a leading private sector bank in India offering a diversified portfolio of financial products and services to retail, rural, small and medium enterprises, and corporate customers.

The Bank has an extensive network of branches and ATMs. It is at the forefront of offering state-of-the-art services through digital channels like mobile banking and internet banking, and leveraging emerging technologies.

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



Vayana TradeXchange (VTX) is an end-to-end digital exchange marketplace facilitating easy and affordable cross-border trade finance globally. It is registered and regulated by IFSCA, (International Financial Services Centres Authority) Gift City, Gandhinagar, India, the unified regulator set up under the IFSCA Act 2019 by the Govt of India. Vayana (IFSC) Pvt Ltd operates the VTX Platform under the broad framework put in place by IFSCA for setting up and operating International Trade Financing Services (ITFS) Platforms.

VTX enables Sellers (Exporters) and Buyers (Importers) across the globe to avail various types of trade finance products which helps them address their trade receivables and payables resulting in better management of cashflows. The unique feature of VTX is an auction-based dynamic rate discovery mechanism that helps the participants (Exporters/ Importers) get the best possible discounting rates from multiple financiers across the globe in a currency of their choice, just at the click of a button with no locational constraint. VTX ITFS Platform is the first and only FCI member which is live and in operation today under license from IFSCA. VTX is developing a strong global connect and focusing on the needs of the Indian economy as well as to serve as an international financial platform for the entire region and the global economy as a whole.

Vayana TradeXchange is part of Vayana Network which is the largest supply chain finance platform in India having a presence in USA, Singapore and Dubai. Vayana Network facilitates financing of more than USD 1 Billion month on month (more than all regulated domestic platforms put together in India) to over 2 hundred thousand MSMEs for 1000 plus supply chain programs in 25 different sectors through its multiple financier network of large public and private sector banks in India. The company is backed by strong institutional investors including IFC, March Capital, Marshall Wace, BII, PayU, Chiratae Ventures, Jungle Ventures and others.

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

## About our Silver Sponsors



efcom is a leading provider of factoring software. We serve more than 40 renowned factoring institutes across eleven countries. We have nearly 20 years of experience on the market. We consistently focus on our customers' needs: accuracy, transparency, speed, adaptability and safety play central roles in our applications.

Our flagship product is the software ef3. It comprises many practice-oriented functions that can be sensibly supplemented by various modules. ef3 currently handles nearly 130 billion Euro in factoring volume – it's among the biggest volumes all over Europe. With efOnline, we offer customers a web-based application that permits highly efficient communication and comprises various practice-oriented features.

For more information, visit [www.efcom.de](http://www.efcom.de)



MNS Credit Management Group, a leading global debt collection agency for India since 1999, provides professional services in commercial debt collection, business information reports, and legal consultation globally.

MNS has a proven track record of successfully assisting creditors in managing their past-due invoices, credit, and receivables, wherever they are situated. It has also established itself as a long-standing member of the world's largest and most extensive network of collection professionals. Following ethical, fair, and internationally recognised debt collection practices for over two decades, MNS is proud to provide the best technical expertise, soft skills, and human resource practices to assist its clients.

MNS Reports can facilitate Factoring Companies for assessing limits for the exporter, and its worldwide network of Associates can be leveraged for Import Factor and promoting business of Factoring Companies. In the case of overdue factor accounts, MNS's core strength of Debt Collection can provide amicable recovery solutions at very competitive terms and conditions.

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

## About our Silver Sponsors



Veefin Solutions Pvt Ltd is a SaaS pricing-based start-up delivering white-labelled Supply Chain Finance (SCF) technology to financial institutions, fintechs, B2B marketplaces, and corporates across the globe.

It has a full-stack platform offering anchor/vendor/dealer onboarding, credit underwriting, and transaction management services across the broadest range of SCF products (incl Embedded finance and Deep Tier Vendor Financing - lower-tier vendors avail finance based on Tier 1 approved invoices). The platform significantly reduces the implementation time and brings it down to weeks instead of months as required by other technology solutions.

Veefin aims to provide SCF technology to the most number of financial institutions globally. Veefin's clientele includes multiple BFSIs across the globe - Indian Bank, IndusInd Bank, Yes Bank, Aditya Birla Finance, City Bank (Bangladesh), Riyad Bank, BRAC Bank, Bangladesh to name a few.

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

## About our Knowledge Partner



At 360tf, we analysed the Global Trade gap, understood what businesses longed for and what banks would like support on, and built a platform to connect the two groups digitally to make the best deals happen. Backed by over a decade of Trade Finance expertise, 360tf is a NIMAI group endeavour focused on building a novel ecosphere that instantly connects businesses and financial institutions across the globe digitally to fund trade flows at the best of terms.

The strong reception 360tf has been receiving on social media and the ready acceptance from the market demonstrates the value the platform brings to its constituents across 40+ geographies. 360tf is rapidly becoming the preferred partner in meeting trade finance requirements of all corporates across the globe irrespective of their size or current banking arrangements.

We take pride in continuously upgrading our product stack with solutions that meet real-world problems innovatively. Our latest additions covering Factoring & underwriting of cross-border trade for our corporates integrate perfectly with our price and bank discovery services helping deliver added functionality and value to them through a tried and tested familiar platform.

For more information, visit [www.360tf.trade](http://www.360tf.trade)

# About our Supporting Partners



Formed in 1992, BCR is the leading provider of news, market intelligence, events and training for the global receivables finance industry.

Working with industry leading organisations, experts, governments and universities, BCR Publications delivers expertise in factoring, receivables and supply chain finance to a global audience.

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



Established in 2002, Global Trade Review (GTR) is a world-class independent publishing and events company, offering a one-stop shop of news, events and services for companies and individuals involved in global trade.

GTR's editorial team provides high-quality journalism and unrivalled coverage of the trade, export, commodity and supply chain finance markets, as well as the political risk and trade credit insurance, treasury and fintech sectors.

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



Trade Finance Global (TFG) is the leading B2B fintech in trade finance. TFG's data-led origination platform connects companies with innovative trade and receivables finance solutions from over 300 financial institutions.

This is combined with TFG's award-winning content, informing a global audience of 160k monthly readers (6.2m impressions) – across app, podcasts, videos, magazines and research.

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