

FCI 55th ANNUAL MEETING

marrakech 2023

Mövenpick Hotel Mansour Eddahbi
& Palais des Congrès Marrakech

29 OCTOBER - 2 NOVEMBER



Back to Business, Back to Basics

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The 55th Annual Meeting will take place in Marrakech, Morocco from Sunday 29 October until Thursday 2 November 2023.

The theme of this Annual Meeting will be **Back to Business, Back to Basics**, highlighting the **impact of the past and how receivables finance evolves and adapts for the future**. **Law, fraud prevention, Development Bank guarantees, FCI platforms, marketplaces and ESG** are themes that will be discussed. We have prepared a special agenda with an exciting list of speakers and made more time for bilateral meetings, all located in a very nice environment.

For the second time in the history of FCI, after Cape Town in 2016, **FCI organises its Annual Meeting in Africa: in Marrakech, Morocco**. It was chosen as the location for this Annual Meeting for its easy access from all over the world and its factoring activity (we have 7 members in Morocco). **Marrakech, a former imperial city in Western Morocco, is a major economic centre and home to mosques, palaces and gardens**. The Medina is a densely packed, walled medieval city dating to the Berber Empire. A symbol of the city, and visible for miles, is the Moorish minaret of 12th-century Koutoubia Mosque.

The Annual Meeting is a great opportunity to network and discuss current issues within the Factoring and Receivables Finance Industry. The Meeting will feature insightful presentations by international industry pioneers, in-depth panel discussions on a range of topics by leading industry professionals, and global and regional statistic updates. In addition, the Meeting is well known for its plentiful networking opportunities, and Marrakech will provide a backdrop for all of these networking sessions while providing some incredible sightseeing.

We hope that the Annual Meeting will be attended by both CEOs/ Managing Directors as well as those executives in charge of International and Reverse factoring/Supply Chain Finance business units. **The FCI Annual Meeting opens with a welcome dinner on Sunday 29 October and closes with a networking outing on Thursday 2 November**. This allows attendees to benefit fully from networking opportunities throughout the week. All social activities during the Annual Meeting are open to all registered delegates, including sponsors, observers and potential new members, to maximise the networking offering.

Lastly, it is a fact that the presence of spouses/partners/family members is greatly improving the overall experience and it is hoped, that many of the delegates will be accompanied to enjoy the very interesting spouses' programme. It remains one of the very good traditions within FCI!

PROGRAMME AT A GLANCE

29 October - 2 November

19.00 - 22.00

ARRIVAL - **WELCOME DINNER**

SUNDAY

09.00 - 16.10

CONFERENCE **DAY 1**

- Opening addresses by the FCI Secretary General and Chairwoman.
- Presentations by the Speakers.
- Roundtables Discussions.
- Export & Import Factors Speed-dating.

EVENING FREE

09.00 - 16.00

CONFERENCE **DAY 2**

- Presentations.
- Panel discussions.
- Regional reports and Round Table discussions.
- Technical Committees Report.
- Membership Forum.

19.00 - 22.00

NETWORKING CASUAL DINNER

At Palais Soleiman.

TUESDAY

09.00 - 14.00

CONFERENCE **DAY 3**

- FCI Council Meeting.
- Bilateral Discussions.
- Executive Committee Meeting.

19.30 - 22.30

AWARD DINNER

At Palm Grove.

WEDNESDAY

09.00 - 17.00

FULL **NETWORKING DAY**

THURSDAY

CONFERENCE PROGRAMME

SUNDAY 29 OCTOBER

Arrival

12.00 - 18.00

REGISTRATION

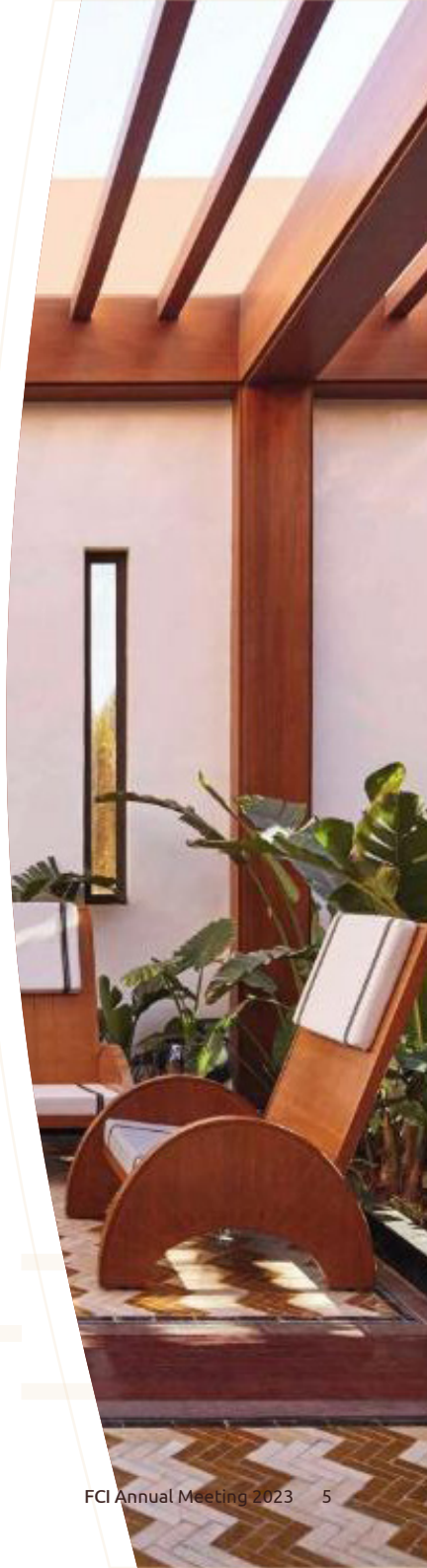
In the lobby (you will be handed your FCI nametag).

For late arrivals, i.e. after 6 pm on Sunday, the nametag can be obtained at the entrance of the venue, or at the FCI table in the Palais des Congrès the next morning, from 08.30.

19.00 - 22.00

WELCOME COCKTAIL AND DINNER IN THE JAMRA RESTAURANT AT MOVENPICK HOTEL

Sponsored by Local Members.



CONFERENCE PROGRAMME

MONDAY 30 OCTOBER

01 day
09.00 - 16.10

9.00 - 9.10

OPENING BY FCI SECRETARY GENERAL

Mr. Peter Mulroy, FCI, The Netherlands

9.10 - 9.15

WELCOME SPEAKER

Prof. Benedict Oramah, President, Afreximbank, Egypt

9.15 - 9.30

OPENING SPEAKER

Ms. Nadia Fettah, Minister of Economy and Finance, Morocco

9.30 - 09.50

ECONOMIC OUTLOOK - MOROCCO & AFRICA

Mr. Mamoun Tahri-Joutei, Central Director - Economic Intelligence and Sustainable Development, Bank of Africa, Morocco

9.50 - 10.00

SPEAKER FROM **THE AFRICAN DEVELOPMENT BANK**

Mr. Ahmed Attout, Ag. Director, Financial Sector Development, African Development Bank

10.00 - 10.10

ISLAMIC FINANCE SOLUTION FOR THE FACTORING INDUSTRY

Eng. Hani Salem Sonbol, CEO, International Islamic Trade Finance Corporation (ITFC)

10.10 - 10.30

CHAIRWOMAN'S SPEECH

Ms. Daniela Bonzanini

10.30 - 10.40

GROUP PHOTO

10.40 - 11.05

COFFEE BREAK

11.05 - 11.30

“THE YEAR IN REVIEW”

Mr. Peter Mulroy, Secretary General, FCI, The Netherlands

11.30 - 12.05

FACTORING LEGAL AND REGULATORY FRAMEWORK SESSION: THE LAUNCH OF THE UNIDROIT FACTORING MODEL LAW (FML), THE IFC/WORLD BANK REGULATORY GUIDE AND THE FCI LEGAL STUDY

- **LAUNCH OF THE NEW MODEL LAW ON FACTORING:** THE FIRST INTERNATIONAL UNIFORM LEGAL FRAMEWORK

- Mr. Jose Ignacio Tirado, Secretary General, UNIDROIT
- Mr. William Brydie-Watson, Senior Legal Officer, UNIDROIT

- **REGULATORY GUIDE**

The IFC (member of the World Bank Group) has developed an in-depth Guide of the factoring industry from a regulatory perspective, but also sewing in the practical aspects and challenges that the industry faces globally. This document will allow any central bank/regulator to glean from the Guide the most important elements when developing regulatory oversight concerning the factoring industry.

- Mr. Qamar Salem, CEO, SME Finance Forum (IFC/World Bank Group)

- **LAUNCH OF FCI LEGAL STUDY**

The unique overview analysis of the legal and regulatory environments of 90 countries in the world. The study is complimentary to the one prepared by the EU Federation on EU countries. It allows you to find important legal information by country all in one place.

- Ms. Isabelle Henry, Member of FCI Legal Committee
- Ms. Magdalena Wessel, Chairwoman of EUF Legal Committee

12.05 - 12.30

PANEL DISCUSSION ON THE **FUTURE OF THE INDUSTRY**: WHERE WILL WE BE BY 2030?

The panel will discuss how the industry is evolving, how legal regulatory changes will influence the future of the industry and predictions for 2030.

Moderated by the Mr. Neal Harm, Deputy Secretary General, FCI.

Panelists already confirmed:

- Mr. Ravi Valecha, CEO, India Factoring & Finance Solutions
- Mr. Mark S. Mandula, Senior Vice President, United Capital Funding, USA
- Mr. Philippe Pougeard, Deputy CEO, Société Générale Factoring, France

12.30 - 12.35

GOLD SPONSORS PRESENTATION

Mr. Laurent Tabouelle, COO, Codix

12.35 - 14.00

BUFFET LUNCHEON

14.00 - 16.10

ROUNDTABLES **DISCUSSIONS / BREAKOUT**

Audience split into 3 groups (two in English and one in French), presenters will be move from room, each topic lasting 40 minutes.

- **International Factoring**: a deep dive into the unique features and functions of international factoring case studies (on edifactoring.com) as presented by the candidates for Best Deal of the Year. Roundtable to follow to discuss the deals, the structures, challenges using FCI platform.

Speakers: representatives of finalists of the Best Deal of the Year Award

- **Fraud prevention and rise of new technologies** (AI, machine learning...): how technology can be used to identify future fraud behaviour followed by roundtable to brainstorm. How are tools like artificial intelligence and machine learning impacting on the factoring world and how can companies in the industry utilize these tools?

Speakers:

- Mr. Karol Leszczynski, Factoring Product Development Manager, Comarch
- Mr. George Koukis, International Business Development Director / Senior Business Consultant, Factoring & SCF, Qualco
- Mr. Richard Hawkins, CEO, Atlantic Risk Management Services Limited, UK
- Mr. Neil Shonhard, CEO, MonetaGo

- **Rise of alternative Forms of Capital and Funding to support the Industry: Receivables Exchanges, Market places and FCI Platform:** The global factoring and receivables finance industry has added nearly €1 Trillion in new volume in the past two years, hence the necessity to find alternative sources of capital is paramount. The rise of receivables-based rated funds and market players like receivables exchanges and marketplaces are having an impact. For example, based on the successful development of TREDS in India, the Central Bank of GIFT City IFSCA has launched the very first regulated Global Receivables Exchange. This session will dive into the many dimensions of alternative sources of capital available to the industry. We will also discuss new entrants into the marketplace that is supporting the growth of international factoring. This will be an in-depth discussion on the rise of receivables as an investable asset class.

Speakers:

- Mr. Wayne Mills, Managing Director, Atom Advisory Limited, UK
- Mr. Imohimi Aig-Imoukhuede, CEO, Fiducia, Nigeria
- Ms. Lenna Russ, Chief Revenue Officer, Tradeteq, UK
- Mr. Ketan Gaikwad, Director, RXIL Global IFSC Limited, India

- **Comment faire du business en Afrique? How to do business in the African region?** (Session in French) La session en français va couvrir les mêmes thèmes que les sessions en anglais tels que l'affacturage international, la prévention de la fraude et les nouvelles places de marché mais avec une orientation sur les spécificités de l'Afrique. Les participants pourront également entendre et discuter sur l'assurance crédit pour l'affacturage, l'initiative de Afreximbank sur les places de marché mais aussi comment diminuer les risques de crédit pour les factors import. Des professionnels de l'affacturage parlant français animeront les discussions. Les tables rondes seront un mix de présentations et de discussion avec les participants présents.

Speakers:

- Mr. Philippe Gresta, Head of International Relations, BNP Paribas Factor, France
- Mr. Nassourou Aminou, Regional Manager Africa, FCI
- Dr. Enga Kameni, Senior Manager - Legal Services, Afreximbank
- Mr. Christopher Hart, Director, Lenvi Riskfactor, UK
- Ms. Isabelle Henry, Member of FCI Legal Committee

16.15 - 18.00

EXPORT FACTORS - IMPORT FACTORS

Speed-dating (by registration only) and time for bilateral meetings.

EVENING FREE

By invitation only:

16.30 - 22.00

AFRICA CHAPTER MEETING

AFRICA NIGHT

CONFERENCE PROGRAMME

TUESDAY 31 OCTOBER

02 day
09.00 - 22.00

9.00 - 9.10

PRESENTATION FROM SME FINANCE FORUM

Mr. Qamar Salem, CEO, SME Finance Forum

9.10 - 9.20

TESTIMONIAL ON SETTING UP FCIREVERSE

State Bank of Mauritius representatives

9.20 - 9.30

FIT PROJECT

Mr. Oswald Kuyler, Chief Operating Officer, Monetago, Singapore

9.30 - 10.00

PANEL DISCUSSION

- THE CHALLENGING ENVIRONMENT IS IMPACTING THE CREDIT INSURANCE SECTOR, BOTH FROM A **RISK & REGULATORY PERSPECTIVE**
- THE IMPACT OF THE RISE OF **ESG AND GREEN FACTORING** ON THE INDUSTRY
- THE EVOLUTION OF **RECEIVABLES AS AN INVESTABLE ASSET CLASS (RIAC)** AND THE SIGNIFICANT OPPORTUNITIES FOR FUTURE INVESTORS

Moderated by Mr. Deepesh Patel, Director, Partnership and Marketing, Trade Finance Global
Panelists:

- Mr. Richard Wulff, Executive Director, ICISA
- Mr. Anurag Chaudhary, Pinnacle Trade Finance, UK
- Mr. Mark S. Mandula, Senior Vice President, United Capital Funding, USA

10.00 - 10.30

NEW SERVICES PANEL: HOW DEVELOPMENT BANK GUARANTEE SCHEMES ARE SUPPORTING THE FACTORING INDUSTRY

Moderator: Ms. Doaa Hafez, General Manager, Head of Technical Function, Egypt Factors, Egypt
Panelists:

- Mr. Rudolf Putz, Head of Trade Facilitation Programme (TFP), European Bank for Reconstruction and Development (EBRD)
- Mr. Eric Monchu Intong, Regional Chief Operating Officer - Anglophone West Africa, African Export-Import Bank (Afreximbank)
- Mr. Basel As'Ad Alhussien, Senior Manager, Private Sector & Finance Adviser Trade & Business Development, ITFC

10.30 - 11.00

COFFEE BREAK

11.00 - 12.30

REGIONAL REPORTS & PANELS

- **AMERICAS REGION**

Mr. Alberto Wyderka, Regional Director Americas, FCI

- **EUROPEAN & THE MIDDLE EAST REGION**

- Presentation on CEE, SEE and the Middle East:

Mrs. Betül Kurtulus, Regional Director Central East and South East Europe and the Middle East, FCI

- Presentation on Western Europe:

Mr. Peter Mulroy, Secretary General, FCI

- Followed by a panel discussion on Europe with Panelists:

- Mr. Bernd Renz, Commercial Director (Factoring), Targobank AG, Germany
- Mr. Fausto Galmarini, Chairman, EU Federation
- Mr. Alexandros Kontopoulos, CEO, Ethniki Factors Single Member S.A., Greece

- **AFRICA REGION**

Mr. Nassourou Aminou, Regional Manager Africa, FCI

- Followed by a panel discussion on Africa and the Middle East

Moderated by Mrs. Lina Iyok, Manager - Trade Finance (Factoring & Forfaiting), Afreximbank

Panelists already confirmed:

- Mr. Gavin Tarr, Head of Debtor Finance, FNB Commercial, Structured Finance Solutions
- Mr. Omar Lazrak, Secretary General, Attijari Factoring, Morocco
- Mr. Sulaiman Al-Shaibani, Underwriting Manager, Credit Oman

- **ASIA REGION**

Mr. Lin Hui, Regional Director North East Asia, FCI

Mr. Thompson Lui, Regional Manager South and South East Asia, FCI

The situation of China by Mr. Zhou Gengqiang, Deputy Secretary General, China Banking Association, China

12.30 - 14.00

BUFFET LUNCHEON

Ambassadors Lunch (by invitation only)

14.00 - 14.30

TECHNICAL COMMITTEES REPORTS

- Business & IT Solutions Committee (ComCom)
- Compliance Committee
- Education Committee (EdCom)
- Legal Committee (LegCom)
- Marketing and Communication Committee (MarCom)
- Supply Chain Finance Committee (SCF Com)

14.30 - 15.15

SPECIAL BRAINSTORMING SESSION ON EDIFACTORING: WITH THE SIGNIFICANT INVESTMENT MADE IN THE NEW EDIFACTORING 2.0 PLATFORM COUPLED WITH FCI'S STRONG PROPRIETARY RULES, IS FCI BETTER POSITIONED TODAY TO PLAY A MORE SIGNIFICANT ROLE IN FINANCING INTERNATIONAL OPEN ACCOUNT TRADE?

This brainstorming session will discuss the concept of buyer and supplier on-boarding in edifactoring for both traditional and reverse factoring. It will include:

- Results from member and ambassadors survey
- Demo of the potential Edifactoring 3.0 platform
- Brainstorming session about the needs of the members:
 - > Digitalisation of traditional and reverse factoring
 - > Transparency of the transaction
 - > Authentication of the invoice

Introduction by Mr. François Zielemans, Managing Director, Centric

- > Moderator: Mr Jonathan Croft, Société Générale, Member of FCI Business & IT Solutions Committee

15.15 - 16.30

MEMBERSHIP FORUM

- Overview from Monday's Workshops Discussions
- Discussion of FCI Council Agenda
- Voting for best deal of the year and the marking award

16.30 - 18.00

TIME FOR BILATERAL MEETINGS

19.00 - 22.00

COCKTAIL RECEPTION AND DINNER

Depart at 19.00 for a cultural evening at Palais Soleiman.

Until the early 1970's, The Palais Soleiman was the property of one of the last tribal leaders in the Atlas mountains of Morocco. In 1971, the Palace was bought by Mustapha Segueni, a businessman from Casablanca who fell in love with this magnificent mansion. Over the years, a lack of maintenance had the place lose much of its glory required the new owner to start a complete restoration, which later allowed the organisation of some of the greatest parties in town. Later in the 1980's, he also dedicated this venue to the organization of classical music concerts.

In 2004, Driss Segueni (an alumni of the Lausanne Hospitality School) replaced his late father and maintained the tradition of patronage while reorienting the activities into the most prestigious of guest table.

CONFERENCE PROGRAMME

WEDNESDAY 1 NOVEMBER

03 day
09.00 - 22.30

09.00 - 12.30

COUNCIL MEETING

- Voting on selected Legal Matters
- Voting for new ExCom
- New Members' Presentations

12.30 - 14.00

BUFFET LUNCHEON

Observer Lunch (by invitation only)

14.00 - 16.00

EXECUTIVE COMMITTEE MEETING

Only for Executive Committee

14.00 - 18.00

FREE FOR BILATERAL MEETINGS

16.30 - 17.30

CAN THE PROBLEM OF FRAUD BE SOLVED BY INDIVIDUAL PARTIES? OR BETTER SOLVED WITH A COLLABORATIVE APPROACH? SPECIAL SESSION ORGANISED BY MONETAGO

A session with Kevin Day (Landscape), Ravi Valecha (India Factoring), Peter Mulroy (FCI), Federico Avellan Borgmeyer (efcom) and Neil Shonhard (Monetago).

19.30 - 22.30

AWARDS DINNER AT PALM GROVE

Depart at 19:30.

The Palm Grove Venue is located 20 minutes from down town, the guests will experience a real Moroccan dinner outside accompanied by musical and entertainment experience.

- Factor of the Year Awards
- Best Deal of the Year Awards
- Best Student of the Year Awards
- Ambassador of the Year Awards
- Marketing Award (new award based on how companies promote factoring)
- Lifetime Achievement Award

CONFERENCE PROGRAMME

THURSDAY 2 NOVEMBER

08.45 - 17.00

NETWORKING DAY

For logistical reasons, the entire group will be split into several smaller groups and do alternate routings. Highlights of the day are:

- The Majorelle Garden: peaceful haven, located in the heart of the city of Marrakech)
- Yves Saint Laurent Museum: Dedicated to the work of the legendary French fashion designer, the museum of over 4,000 square metres is adjacent to the famous Jardin Majorelle. The permanent exhibition showcases Yves Saint-Laurent's work within an original scenography.
- Koutoubia Mosque
- Bahia Palace: "Bahia": literally, the marvellous, the brilliant, this name probably refers to the favourite wife of Ba ahmed, the grand vizier who had the palace built.
- Lunch at Les Jardins Du Lotus
- Souks: To get an idea of the richness of the Marrakech handicraft and to give you the knowledge of its 40 000 craftsmen, nothing beats a stroll in the souks of the medina among the most famous of Morocco for their diversity and the atmosphere.
- Old Medina

END OF THE ANNUAL MEETING



SPOUSE PROGRAMME

MONDAY -WEDNESDAY

Spouse

09.00 - 16.00

The group will be split in several groups for practical reasons. All the groups will have done the same activities at the end of the programme.

09.00 - 16.00

SPOUSE PROGRAM

Departure at 09.00 from the hotel, return latest by 16.00

DAY 1 OR 2: *Perfume workshop and Amina gardens visit with lunch at Kasbah Bab Ourika*

- Perfume museum workshop,
- Anima gardens,
- Lunch at Kasbah Bab Ourika (Situating in the spectacular Atlas Mountains),
-

DAY 1 OR 2: *Horse carriage tour at Medina and SPA with lunch at Beldi Country Club*

- Horse carriage tour by Medina,
- Badii Palace,
- Hammam and massage at Beldi Country Club,
- Lunch at Beldi Country Club
- Pool access - gardens and Souk at Beldi Country Club

DAY 3: *Full day vintage cars experience with lunch at Agafay desert*

- Domaine retro visit,
- Vintage cars tour with driver
- Lunch at Le Bedouin Agafay Desert Camp



PRACTICAL INFORMATION



LOCATION

**Mövenpick Hotel Mansour Eddahbi
& Palais des Congrès Marrakech**
Avenue Mohammed VI
Hivernage, 40000
Marrakech | Morocco

<https://movenpick.accor.com/>

ROOMS

Available rooms at the FCI preferred rate, (breakfast included)*:

- Superior King Room (single or double rate) MAD 2,650,- (+/-EUR 245).
- Deluxe Room with King Bed MAD 3,200,- (+/-EUR 295).

Hotel Reservation Terms & Conditions

Once you send the registration form to FCI including a room booking, you commit to the hotel reservation terms and conditions below.

- *Prices are offered for reference purposes only.
- Rates are quoted per room per night, including breakfast and are inclusive of 10% VAT.
- These rates are applicable for FCI group only.
- Room rates are subject to MAD 28.60 (+/-EUR €2,58) daily city tax per person.
- Hotel check-in time is 15:00 local time, and check-out 12:00 local time.
- Please note for early check-in, an extra room night charge is applicable.
- A late check-out is subject to room availability and one additional night charge.
- All hotel and service charges are collected upon checkout by the hotel.
- The price is valid for nights from 26 October - 03 November 2023.



INFORMATION

For all information, please contact the FCI Secretariat:
Email: fci@fci.nl / Tel: +31-20-6270306



TRAVEL

Mövenpick Hotel Mansour Eddahbi Marrakech is located on Avenue Mohammed VI, in the city centre, near the Medina and just 4 km away from the international airport.



DRESS CODE

Sunday dinner	Smart Casual
Monday opening session	Business attire
Monday afternoon to Wednesday meetings	Smart casual
Tuesday evening	Smart casual
Award dinner	Festive/local attire
Thursday network	Smart casual
Spouses tours (Monday/Tuesday/Wednesday)	Smart casual



VISAS

Morocco is a welcoming destination but there are a few things that must be done in preparing for your trip. Please ensure you have a passport that is valid for at least six months from the time you enter Morocco. Majority of countries can enter Morocco without a visa; however, some travellers may be required to apply for one before travelling. To find out if you need to apply or are exempt, visit www.acces-maroc.ma/#/



WEATHER

Morocco Weather - November

Marrakech has warm weather all year round as it's so close to the Sahara Desert. November's still nice and hot, although it's cooler than summer. The average high temperature during November is 23°C but in the evening the temperature may drop.



CONFERENCE DOCUMENTS

All conference documents will be emailed to all delegates well before the Annual Meeting. With our new paper-free event goals, the conference documents will all be available via the app. Please make sure you give us your latest email address (on the registration form) for fast and correct communication. The agendas for Membership Forum and Council Meeting will also be uploaded on the FCI Private Website (Document Library) and on the FCI App.

For the conference app, and for the attendants list, we would appreciate receiving, by email only, digital pictures (jpg format) from every delegate. The photo must only show your face (similar to a passport photo). Delegates may also update their picture themselves on the App.



REGISTRATION

Please complete the registration on [FCI website](#) form before 15 October 2023; ensure that ALL information is given, as requested on the form. You will be liable for payment of hotel reservation according to the details you filled in the registration form in case of “no show” or delayed arrival. Once you send the registration form to FCI, you commit to the hotel reservation terms and conditions below.

Any changes **MUST** be made in writing to fcf@fcf.nl.

If you booked your hotel room, kindly note that the room types cannot be changed.

REGISTRATION FEE

The registration fee will be Euro 2,500 per delegate for member and Euro 2,700 per delegate for non-member. The fee includes the use of meeting rooms with technical equipment, the scheduled conference luncheons, the coffee and tea breaks and all social events as scheduled in the “Delegates Program”. Accommodation, travel and personal expenses are not included in the registration fee.

The registration fee for spouses/children is Euro 900, covering all social events as scheduled in both the group’s and the Spouses’ Program.

Please note, every delegate must pay for his/her own travel and accommodation.

PAYMENT OF FEE

The Annual Meeting registration will not be finalized before the registration fee is paid. Hotel reservations will not be confirmed until the registration remittance is received. In the case of non-payment, your registration will not be processed. There are only a few slots remaining for new registrations and your request will be placed in order of receipt on a first come, first serve basis, but the formal registration will only count once payment has been received.

We will not send a paper invoice unless requested. We will confirm the registration/hotel details in the email. Payment must be made, in Euro, either by credit card or by bank transfer quoting the invoice number, to:

Company name:	FCI
Bank:	ABN AMRO, Amsterdam, the Netherlands
Account number/IBAN:	NL04ABNA0540245771
SWIFT Code:	ABNANL2A
VAT number:	NL801484169B01

CANCELLATIONS

Once you have sent the registration form to FCI, you commit to the below cancellation policy.

Any changes or cancellations **MUST** be made in writing to fcf@fcf.nl.

- Due to the fact that the event takes place shortly, there will be no refunds provided.
- No refund is possible under any circumstance due to cancellations received 6 (six) weeks before the beginning of the event: 100% of the registration fee will be due as cancellation fee.

PLATINUM SPONSOR



ABOUT AFREXIMBANK

African Export-Import Bank (Afreximbank) is a Pan-African multilateral financial institution mandated to finance and promote intra-and extra-African trade. For 30 years, the Bank has been deploying 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. Working with the AfCFTA Secretariat and the AU, the Bank is setting up a US\$10 billion Adjustment Fund to support countries to effectively participate in the AfCFTA. At the end of 2022, Afreximbank's total assets and guarantees stood at over US\$31 billion, and its shareholder funds amounted to US\$5.2 billion. The Bank disbursed more than US\$86 billion between 2016 and 2022. Afreximbank has investment grade ratings assigned by GCR (international scale) (A), Moody's (Baa1), Japan Credit Rating Agency (JCR) (A-) and Fitch (BBB). Afreximbank has evolved into a group entity comprising the Bank, its impact fund subsidiary called the Fund for Export Development Africa (FEDA), and its insurance management subsidiary, AfrexInsure, (together, "the Group").

For more information, visit: www.afreximbank.com

GOLD SPONSOR



ABOUT CODIX

Imagine there is a software solution covering all aspects of Commercial Finance activities, allowing the financial institutions to shape and enrich their offerings without disturbing the internal users, nor their customers! A system which includes the most advanced business features, enabling all the business processes to be managed within a single technical structure that can easily be parameterized to meet each company's specific needs.

CODIX provides such an all-in-one software package which ensures a complete life-cycle support of all products under the Commercial Finance umbrella:

- Factoring (recourse, non-recourse, confidential, bulk, shadow ledgering)
- Invoice Discounting.
- Asset-Based Lending.
- Supply Chain Finance (reverse factoring, PO/shipment/inventory finance).
- And more.

Multi-lingual, multi-currency, multi-country, iMX is a powerful and flexible IT solution for small and large businesses with native integration of all the tools needed to improve global productivity: Extranet, Automatic Dialer, Document Management and Business Intelligence environment.

The Expert System of iMX – integrated business process modelling tool and workflow execution engine – automates even the most complex business processes. iMX also offers a fully featured web-based front-end for clients, front offices and external partners, while offering all possible productivity and communication instruments at the fingertips of the operations users, and opens to the outside world also through a constantly growing catalog of APIs.

CODIX top-level multi-disciplinary team of over 850 professionals in 16 countries is dedicated to the constant evolution of the company's unrivalled product – iMX. It is currently used in 28 languages by more than 50.000 users in 50 countries.

Delivered in both SaaS/Cloud or On-premise model, with various levels of customization adapted to our clients' context and demands, CODIX unique product – iMX, is designed to further enhance your business efficiency!

SILVER SPONSORS

COMARCH

ABOUT COMARCH

Since 1993, Comarch has been carrying out IT projects in 100 countries, partnering with leading Polish and global brands across vital sectors of the economy, including finance, telecommunications, banking, insurance, trade, services, and more. Comarch's IT services have been utilized by tens of thousands of well-known brands in over 100 countries on 6 continents. This includes companies such as Allianz, Auchan, BNP Paribas, BP, Carrefour, Heathrow Airport, Heineken, ING, LG U+, Orange, Telefónica, T-Mobile, and Vodafone.

A Reputable Provider of Factoring Software

With Factoring Platform Comarch offers bank and factoring institution customers straightforward and functional receivables financing solutions that can be easily adjusted to their present business needs.

Comarch Factoring Platform incorporates a dedicated customer service tool, an advanced settlement engine, and multi-channel access to factoring services. The system's microservice-based architecture enables banks and factors to consistently enhance the system and adapt it to evolving market demands. By supporting end-to-end processes, the solution effectively reduces costs and workloads for factoring companies.

For more information, visit <https://www.comarch.com/finance/banking/comarch-factoring/>

ABOUT QUALCO

QUALCO

QUALCO is an international Fintech solutions provider that enables clients in over 35 countries to realize value through the provision of operational platforms, data insights, digital experiences, and domain knowledge.

Streamline and scale your end to end Receivable and Payable Finance operations

Our technology comprises enterprise-class, highly scalable, end-to-end software solutions that help our clients automate, streamline and standardise their operations. We make sense of your data by bringing predictive insights to your decisions to constantly improve results.

ProximaPlus: A comprehensive, modular platform for Factoring and Supply Chain Finance

ProximaPlus is a modular, end-to-end Factoring and Supply Chain Finance (SCF) platform to manage the Receivables Finance business. It streamlines operations and minimises the time and cost of new factoring products implementations by combining the flexibility required by business users with the efficiency required by administrators.

Kyberas: Invoice Reconciliation & Dynamic Discounting

Kyberas is a robust platform that enables buyers and suppliers to easily initiate and manage the whole dynamic discounting process by harnessing the power of blockchain technology. Through Kyberas, the involved parties can reach swiftly an agreement online through some simple steps.

More information on qualco.eu

SILVER SPONSORS



ABOUT SOLIFI

Solifi is a leading global organization delivering a solid financial technology foundation for equipment, working capital, wholesale, and automotive finance firms. At Solifi, we believe that commerce is only as strong as the system it runs on. Our mission is to reshape finance technology by bringing together proven solutions into a singular powerful technology platform designed to help you protect and scale your business. We guard your company by being precise and reliable, we guide you to success by combining powerful technology with proven expertise, and we help you grow by unleashing the potential of your business. For more information, please visit www.solifi.com.



BRONZE SPONSORS



ABOUT CENTRIC

There's a good chance you've encountered Centric – and often, like when you pay in the shop or when you apply for a passport. Countless organisations and their customers count on our technological solutions, high-quality IT services, and qualified professionals every day. We help our clients do what they are good at so they can continue to grow. Together, we ensure that vital processes in our society run smoothly at all times.



ABOUT EFCOM

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.



ABOUT LEADSCAPE

Landscape is the world's leading technology provider for all forms of secured finance. With over 45 years of experience and in-depth industry understanding, our dynamic team has designed, developed, and delivered secured lending technology to over 50 markets and some of the world's most prestigious banking and financial services providers.

We support a range of working capital and asset finance solutions such as factoring, invoice discounting, supply chain finance and asset-based lending as well as asset finance and many other forms of specialist finance.

Website: www.landscape.com

BRONZE SPONSORS



ABOUT LENVI

Founded in 2023, Lenvi is a fintech specialising in B2B consumer and commercial lending software and solutions. It combines global expertise, market insight and end-to-end services to provide loan management software, risk management software, mortgage and loan servicing, standby servicing, and Know Your Customer (KYC). Lenvi is part of Equiniti and was formed from EQ Credit Services, EQ Riskfactor and EQ KYC Solutions.



ABOUT MIZRAHI TEFAHOT BANK

Mizrahi Tefahot established in 1923 and today is the number 3 Bank in Israel. With total assets of USD 120.08 billion, ROE of 22.4% (for the period ending in March 31, 2023) and over 206 branches in Israel and abroad (including Branches in London and Los Angeles), UMTB is the fastest growing bank in Israel. UMTB is rated by Fitch with a long-term IDR rating of A with Stable outlook, and short-term rating of F1+. UMTB has been a member of FCI since 2012, it has an expertise especially professionally in risk mitigation on registered companies located in Israel or under Israeli ownership control, extensive access to the Israeli hi-tech sector and mega infrastructure projects. UMTB'S Trade Finance & International Activity Sector is a " **One Stop creative Shop** " for all your needs.



ABOUT MONETAGO

MonetaGo provides the first-ever global solution to duplicate financing fraud in trade finance, and is the world's foremost provider of such technology to prevent both domestic and cross-border duplicate financing.

By reducing fraud in trade finance, MonetaGo's business activities align with worldwide political and regulatory mandates that empower institutions to sustain supply chains and extend their books of business into new markets and to underserved sectors, all while maintaining privacy and enabling critical real-time decision making.

BRONZE SPONSORS



ABOUT THE CIT

CIT Commercial Services primarily conducts business through The CIT Group/Commercial Services, Inc., a subsidiary of First-Citizens Bank & Trust Company (Member FDIC). Headquartered in Raleigh, N.C., and now celebrating the 125th anniversary of its founding, First Citizens has built a unique legacy of strength, stability and long-term thinking that has spanned generations. First Citizens offers an array of general banking services including a network of more than 550 branches in 23 states and commercial banking expertise delivering best-in-class lending, leasing and other financial services coast to coast. Parent company First Citizens BancShares, Inc. (NASDAQ: FCNCA) is a top 20 U.S. financial institution with more than \$200 billion in assets.



ABOUT THE COLLECTION LAW GROUP

The Collection Law Group ("TCLG") is a group of experienced commercial collection lawyers who work on a contingency basis to collect past due amounts from commercial debtors located in the United States. TCLG works with creditors in a variety of industries, with a particular expertise in helping finance companies and factoring organizations collect past due amounts quickly, efficiently and cost effectively. TCLG's "Attorney Driven Collection Approach" combines the best of collection agencies with the best of law firms, giving TCLG clients higher recovery rates than other collection alternatives. When you hire TCLG for your collection needs, you do so with no financial risk as TCLG only earns a fee when they successfully collect on behalf of their clients. To find out more about how TCLG's collection approach can help your organization, reach out to Brad R. Magill, Esq, TCLG's Managing Lawyer, at 888-304-4347 or brmagill@tclginc.com.

BRONZE SPONSORS

TRADETEQ

ABOUT TRADETEQ

Tradeteq is the leading provider of data, technology and software to the trade finance and private credit industry. Founded in London in 2016, Tradeteq has built the marketplace infrastructure to power private credit investments and help investment managers and asset sellers efficiently connect, interact, and transact.

Tradeteq's team delivers deep cross-disciplined knowledge together with client focus and understanding. Its digital platform enables it to be a true innovation partner to clients, significantly accelerating their pace of technology adoption while reducing complexity and costs. Tradeteq is the official technology partner of the Trade Finance Distribution Initiative, the industry-led group that sets the standards for global trade finance distribution



ABOUT WELLS FARGO

Wells Fargo Commercial Banking provides market-leading solutions, industry expertise, and insights to help enable our clients' growth and success, enhancing the communities we serve. We can tailor a comprehensive suite of services and solutions to help fit your situation, whether you're riding out seasonal sales fluctuations, expanding into overseas markets, or looking for ways to improve working capital performance. Our vision is to satisfy our customers' financial needs and help them succeed financially.

LOCAL SPONSORS



ABOUT ATTIJARIWAF A FACTORING

As a leader in the Moroccan factoring market, Attijari Factoring Morocco is a subsidiary created in 1994 and a 100% owned by Attijariwafa bank group. With its universal banking model, its pan-African dimension, the complementarity of its businesses and its solid expertise, our Group is an international key player in the financial sector. Our main strategic pillars revolve around Customer Experience, Innovation, African Dynamics and ESG responsibilities, allowing us to serve our 11 million individual, professional, corporate and institutional customers throughout our 26 countries of presence in Africa, Europe, Asia and the Middle East.

Attijari Factoring Morocco offers a wide range of factoring solutions, including domestic factoring, import, export and supply chain finance.



ABOUT BANK OF AFRICA

Founded in 1959, BANK OF AFRICA is a leading pan-african financial services group. Capitalizing on its ownership by O Capital group, regional leader involved in diverse business sectors with high-growth potential, BANK OF AFRICA is a universal bank with a highly diversified range of operations including retail, commercial, investment banking and specialized financial services such as leasing, factoring, consumer credit and debt recovery. Present in 31 countries including 20 in Africa, the group perpetuates itself through a continental strategy while maintaining an international vocation as it is well positioned in Africa, Europe, Asia and north America. It's today the 3rd largest Moroccan banking institution with over 15200 professionals across its different subsidiaries.

LOCAL SPONSORS



ABOUT **BANQUE CENTRALE POPULAIRE**

BCP group is one of the leading banking institutions in Morocco. It draws its strength from its values of solidarity and its unique organization in Morocco. The Group is made up of 8 Banques Populaires Régionales (BPR) with a cooperative orientation, the Banque Centrale Populaire (BCP), the central institution of the Group -a public limited company listed on the Stock Exchange-, foundations and several subsidiaries in Morocco and abroad. The Group is present in 32 countries around the world. It is, in Morocco, the leading deposits collector and a major actor in the financing of the economy.



ABOUT **MAROC FACTORING**

Established in June 1988, Maroc Factoring, a subsidiary of the BANK OF AFRICA Group, is the first factoring company in Africa and the Arab world.

This affiliation provides it with a strong foundation both in Morocco and internationally.

More information: <http://marocfactoring.ma>



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MEDIA PARTNERS



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