FCI

Facilitating Open Account – Receivables Finance

REGIONAL PROMOTIONAL CONFERENCE

Global Factoring Summit Mumbai

27 February 2024 | 15:00 - 22:00
President Hotel, Mumbai, India



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As the FCI Executive Committee will meet in Mumbai in February, we have organised a half-day Factoring Summit to meet with senior executives from the industry and government officials taking place on the afternoon of 27 February 2024.

After the welcome speeches, there will be some panel discussions on topical subjects with members of the Executive Committee, local banks and factoring companies. We have also organised a roundtable discussion afterwards to discuss the current hot topics. The Summit will end with a cocktail reception and group dinner ensuring there is ample networking opportunites amongst attendees. This event will give all in attendance the chance to speak directly with the FCI Executive Committee and industry officials.

WHO SHOULD ATTEND

This event has been created to educate and inform local and regional industry players on the development of the industry in India and is ideal for:

- FCI Members
- Banks
- Non-Bank Financial Institutions
- Official Industry Organisations
- Regulatory and Governmental Authorities
- Non-FCI Members, by Invitation only

Facilitating Open Account – Receivables Finance

FCI is the Global Representative Body for Factoring and Financing of Open Account Domestic andInternational Trade Receivables. FCI was set up in 1968 as a non-profit global association. With close to 400 member companies in more than 90 countries today, 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 organisation, 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 or contact fci@fci.nl
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TUESDAY 27 FEBRUARY 2024: 14.30 - 22.00

Programme

14.30 - 15.00	**Registration & Welcome Coffee**
15.00 - 15.05	**Welcome by the FCI Chairman** Mr. Çağatay Baydar, FCI Chairman
15.05 - 15.15	**Opening Remarks** Mr. Peter Mulroy, Secretary General, FCI Mr. Neal Harm, Deputy Secretary General, FCI
15.15 - 15.30	**Remarks by Officials** Mr. Pushpesh Tyagi, MD & CEO, India Exim Finserve IFSC Private Limited (Exim Finserve) Mr. Supriyo Bhattacharjee, Chief General Manager - Head of the Department of Banking Regulation and Development, International Financial Services Centres Authority (IFSCA)
15.30 - 16.10	**Panel Discussion on Best Practices in Different Markets** **Moderator:** Mr. Neal Harm, Deputy Secretary General, FCI **Panellists:** • **CEE/SEE Market -** Mr. Çağatay Baydar, Chairman, FCI; Board of Directors Chairman, TEB Faktoring, Turkey • **America/Asia Markets -** Ms. Chenyue Mao, Vice-Chairman, FCI; Managing Director, Wells Fargo Bank, USA • **European Market -** Ms. Monica Fernandez Barbero, Executive Committee Member, FCI; Head of International Factoring, Caixabank, Spain • **SSEA Market -** Ms. Daniela Bonzanini, Executive Committee Member, FCI; Head of International, Banca IFIS, Italy
16.10 - 16.50	**Panel Discussion on Risk Mitigation Tools of Trade Receivables** **Moderator:** Mr. Peter Mulroy, Secretary General, FCI **Panellists:** • Mr. Ravi Valecha, CEO, India Factoring and Finance Solutions, India • Mr. Neil Shonhard, CEO, MonetaGo, Singapore • Mr. Arun Soundarajan, CEO and Country Head India, Atradius, India • Mr. Rishi Kant Tiwari, Regional Head-West (India), Federation of Indian Export Organisations (FIEO), India
16.50 - 17.00	**A Word from our Sponsor - CODIX** Ms. Tsvetana Georgieva, Business and Application Expert, CODIX
17.00 - 17.30	**Group Photo, Coffee Break & Networking**
17.30 - 17.40	**Experience in implementing a state-of-the-art receivables finance software application in India** Mr. Federico Avellan Borgmeyer, Chief Partner Officer, efcom
17.40 - 17.50	**The Importance of incorporating ESG in Supply Chain Finance** Ms. Aparna Soni Bhalla, Consultant, The Asian Development Bank (ADB)
17.50 - 19.00	**Round Table Discussions** **Moderator per table:** FCI Executive Committee
19.00 - 19.10	**A Word from our Sponsor - Vayana TradeXchange** Mr. Kalyan Basu, Managing Director & CEO, Vayana TradeXchange
19.10 - 19.20	**A Word from our Sponsor - Drip Capital** Mr. Piyush Dabriwal, Director of Growth India, Drip Capital
19.20 - 22.00	**Cocktail Reception & Dinner**

DRESS CODE
Smart casual

REGISTRATION
This event is by Invite only.
Registration is restricted to only 3 representatives per company.

- FCI Members: FREE
- Non-Members: EUR (€)100 per person

The registration fee includes:

- Evening reception and Dinner on 27 February 2024
- Coffee breaks and refreshments on 27 February 2024
- 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.

REGISTRATION DEADLINE
Please register by 17 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 2024, the full registration fee is due.
- There will be no charges for name changes. No changes to the name or details of an attendee will be accepted after 20 February 2024.

Programme details or the actual organisation 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
PRESIDENT MUMBAI
90, Cuffe Parade, 400005, Mumbai, India
Tel: +91 22 6665 0808

CONTACT US
For any questions or more information, please contact the FCI Secretariat via email at fci@fci.nl or call us on +31-20-6270306.



About our 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 890 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

IMMERSE YOURSELF IN THE FASCINATING WORLD OF EFCOM

efcom is a leading provider of factoring software. We serve more than 40 renowned factoring institutes across eleven countries. We have 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 allover Europe. With efOnline, we offer customers a web-based application that permits highly efficient communication and comprises various practice-oriented features.

6 REASONS TO CHOOSE EFCOM SOFTWARE:

1. Stellar transparency
2. Top performance
3. Super smart
4. Future-ready by design
5. Maximum scalability
6. Reliable migration performance

For more information, visit www.efcom.de

India Factoring and Finance Solutions Pvt. Ltd. operates as a leading Factoring services provider in Indian Factoring market. With a team of experts, we provide customized solutions for account receivables to business enterprises in India.

Established in December 2009, the main objective of the Company is to continue to be a leading provider of Factoring Services in India with key focus on Micro, Small and Medium Enterprises as an initiative towards financial inclusion. Our aim is to enable enterprises avail optimal solutions for account receivables management which includes finance, collections and credit protection – especially for exports.

We operate under the regulations of Reserve Bank of India with license as Non-Bank Financial Institution – Factor.

We are a full member of FCI – the world's leading association of Factoring companies, with over 400 members in 90 countries.

For more information, visit www.indiafactoring.in

About our Sponsors

MonetaGo empowers finance and trade industries to solve for systemic risks through privacy preserving digitization and fraud mitigation at scale. The award-winning Secure Financing system, built to scale at the global level to support multiple use cases, positions MonetaGo as the world's foremost provider of fraud prevention technology. Recent events around the world show that fraud can be perpetrated over long periods of time, to be discovered only when disruptions to operations occur causing fraudsters to be unable to repay their financiers. Closed ecosystems and standalone in-country solutions can only mitigate risk within narrowly defined digital islands or domestic boundaries and do not address global, cross-border risk. 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 underserved sectors, all while maintaining the privacy and enabling critical real-time decision-making.

For more information, visit www.monetago.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. Vayana TradeXchange is part of Vayana Network, 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 to over 2 hundred thousand MSMEs for 1000 plus supply chain programs in 25 different sectors through its multiple financer network of large public and private sector banks in India. The company is backed by strong institutional investors.

For more information, visit www.vayanatradexchange.com

Drip Capital is a global fintech firm that specializes in invoice-backed, collateral-free trade finance solutions for companies engaged in cross-border trade. The company has facilitated more than $5 Billion in global trade, worked with 6,000+ buyers and sellers across 100+ countries and has offices in the United States, India and Mexico. Drip Capital's online portal and digital-first processes allow global traders to address their working capital gaps by leveraging our factoring and supply chain finance solutions.

For more information, visit www.dripcapital.com

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