



# FCI

Facilitating Open Account – Receivables Finance



## FCI Academy

Learn from the Global Leaders of Receivables Finance



REGIONAL CONFERENCE

# Regional Conference on Factoring, Receivables Finance and Credit Insurance in Southern Africa

22-23 April 2024 | 09:00 - 17:00  
Meikles Hotel, Harare, Zimbabwe



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# The 2024 Regional Conference in Africa, hosted by FCI and the African Export Import Bank (Afreximbank), is set to take place on 22-23 April 2024 in Harare, Zimbabwe. The conference will focus on Factoring, Receivables Finance, and Credit Insurance in Southern Africa.

Join fellow industry-leading peers and government officials to discuss the world of Factoring, highlighting what, where and how to use this product, the legal and regulatory requirements, the Credit Insurance Landscape, how the digital world plays

## WHO SHOULD ATTEND

The conference is aimed at an audience of professionals from the African region and beyond, and particularly towards the leaders of:

- Factoring companies
- Banks & Financial institutions
- Regulators and lawmakers
- Government agencies & Official organisations
- SMEs
- Industry Suppliers (lawyers, insurers, IT providers)
- Consulting firms
- Exporters and other companies interested by the world of factoring

## THEME AND KEY TOPICS

*“Empowering Economic Growth Through Innovative Factoring & Receivables Finance Solutions”*

Key topics which will be discussed at this event include:

- Challenges and Opportunities of Factoring in Africa
- The importance of implementing a facilitative Legal and Regulatory Environment
- The various Supply Chain Finance tools available
- Key Success Elements and case studies on setting up Factoring Activities
- Afreximbank’s various initiatives for Factoring
- Understanding the mechanisms and key elements of Credit Insurance
- Using Factoring and Credit Insurance together to strengthen business growth & ensure long-term success



## About the Hosts



**African Export-Import Bank (Afreximbank)** is a Pan-African multilateral financial institution mandated to finance and promote intra Africa and extra-African trade. For over 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 September 2023, Afreximbank's total assets and guarantees stood at USD 31.5 billion, and its shareholder funds amounted to USD 5.85 billion. The Bank disbursed more than USD 100 billion between 2016 and 2023 through various interventions for the advancement of the continent.

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](http://www.afreximbank.com)



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 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](http://www.fci.nl)



## MONDAY 22 APRIL 2024 | 09:00 - 19:00

09.00 - 09.30	<b>Registration &amp; Welcome Coffee</b>
09.30 - 10.00	<b>Opening Remarks</b> Mrs. Kanayo Awani – Executive Vice President, Intra-African Trade Bank, Afreximbank; Chair of the Africa Chapter of FCI Mr. Neal Harm, Secretary General, FCI
10.00 - 10.30	<b>Welcome Statement and Official Opening</b> Dr. J. T. Chipika, Deputy Governor of Reserve Bank of Zimbabwe, Republic of Zimbabwe
10.30 - 10.45	<b>Group Photo</b>
10.45 - 11.15	<b>Coffee Break &amp; Networking</b>
11.15 - 11.35	<b>World of Factoring and 2023 Global Statistics</b> Mr. Neal Harm, Secretary General, FCI
11.35 - 11.55	<b>Factoring in Africa: Challenges and Opportunities</b> Mr. Nassourou Aminou, Regional Manager Africa, FCI
11.55 - 12.40	<b>Fundamentals of Factoring &amp; Receivables Finance</b> <ul style="list-style-type: none"> <li>• What is factoring?</li> <li>• Mechanics of cross border Factoring and reverse factoring</li> <li>• Role of Import Factor and Export Factor</li> <li>• EdiFactoring.com</li> <li>• Advantages of Factoring and comparison with traditional trade finance.</li> <li>• Case studies</li> </ul> Ms. Aysen Cetintas, Education Director, FCI Mr. Nassourou Aminou, Regional Manager Africa, FCI
12.40 - 13.00	<b>Q&amp;A</b> <b>Moderator:</b> Mr. Frederick Seidu, Senior Specialist – Trade and Corporate Finance, Intra-African Trade Initiative, Afreximbank
13.00 - 14.00	<b>Networking Lunch</b>
14.00 - 14.45	<b>Towards a Facilitative Legal &amp; Regulatory Environment for Factoring in Africa</b> <b>Moderator:</b> Dr. Enga Kamení, Senior Manager, Legal Services, Afreximbank <b>Panellists:</b> <ul style="list-style-type: none"> <li>• Ms. Chido Pamela Mafongoya, Senior Associate, Dhaka Lightfoot and Stone Attorneys</li> <li>• Ms. Milanda Manjengwah, Managing Partner, Dube, Manikai &amp; Hwacha Legal Practitioners (DMH)</li> <li>• Mr. Isaak Manikai, Associate, Dube, Manikai &amp; Hwacha Legal Practitioners (DMH)</li> </ul>
14.45 - 15.25	<b>Key Success Elements in Setting up Factoring Activities and FCIreverse</b> Best Practice Examples at the Country Level from Turkey & Egypt Ms. Aysen Cetintas, Education Director, FCI
15.25 - 15.45	<b>Coffee Break &amp; Networking</b>

15.45 - 16.30	<p><b>Panel Discussion on Opportunities and Challenges facing the Factoring &amp; Receivables Finance industry in the Southern Africa Region</b></p> <p><b>Moderator:</b> Ms. Lina Iyok, Manager - Trade Finance, Afreximbank</p> <p><b>Panellists:</b></p> <ul style="list-style-type: none"> <li>Mr. William Murwisi, Managing Director, Olympia Factors Commerciale, Botswana</li> <li>Mr. Stewart G. M. Mumba, Head - Trade Finance and Working Capital, Atlas Mara Zambia</li> <li>Mr. Tinashe Tamba, CEO, Harare Receivables Exchange, Zimbabwe</li> </ul>
16.30 - 16.50	<p><b>Factoring as a Catalyst for Small and Medium Enterprises Development and Intra-African Trade</b></p> <p>Mr. Barassou Diawara, Senior Knowledge Management Expert, The African Capacity Building Foundation (ACBF)</p>
16.50 - 17.15	<p><b>Q&amp;A</b></p> <p><b>Moderator:</b> Mr. Nassourou Aminou, Regional Manager Africa, FCI</p>
17.15	<b>End of Day 1</b>
17.30 - 19.00	<b>Evening Cocktail Reception</b>

## TUESDAY 23 APRIL 2024 | 09:00 - 17:00

09.00 - 09.30	<p><b>Presentation: Afreximbank initiatives for Factoring</b></p> <p>Mr. Frederick Seidu, Senior Specialist, Intra-African Trade, Afreximbank</p>
09.30 - 10.00	<p><b>Panel Discussion on how Financial Services Regulators can promote Factoring and exploit the opportunities brought by the AfCFTA</b></p> <p><b>Moderator:</b> Mr. William Murwisi, Managing Director, Olympia Factors Commerciale</p> <p><b>Panellists:</b></p> <ul style="list-style-type: none"> <li>Mr. Tatenda Marume, Manager - Export Development, ZimTrade</li> <li>Mr. Washington Murungu, Head of Business Banking and Corporate Banker, Nedbank Zimbabwe</li> <li>Mr. Ernest Matiza, Deputy Director, Financial Market, Reserve Bank of Zimbabwe (RBZ)</li> <li>Ms. Chidochashe Ncube, Legal Manager, Zimbabwe Investment and Development Agency (ZIDA)</li> </ul>
10.00 - 10.10	<p><b>Presentation on Setting up a Receivables Finance Platform by EFCOM</b></p> <p>Mr. Federico Avellan Borgmeyer, Chief Partner Officer, efcom</p>
10.10 - 10.40	<p><b>Factoring Experience in Southern Africa Region</b></p> <p>Mr. James Msipa, Managing Director, Quest Finance Services</p>
10.40 - 11.00	<p><b>Q&amp;A</b></p> <p><b>Moderator:</b> Mr. Avant Gotene, Head of Factoring Department, Banque Postale Du Congo; Africa Ambassador, FCI</p>
11.00 - 11.20	<b>Coffee Break &amp; Networking</b>

11.20 - 12.00	<p><b>Panel Discussion on Factoring, a critical tool for providing liquidity and access to finance for SMEs</b></p> <p><b>Moderator:</b> Mr. Hugues Kamewe Tsafack, Financial Sector Advisor, MFW4A</p> <p><b>Panellists:</b></p> <ul style="list-style-type: none"> <li>• Mr. James Msipa, Managing Director, Quest Financial Services, Zimbabwe</li> <li>• Mr. Louis Hofmeijer, Co-Founder and Director, Ubunteq Financial Services, Zambia</li> <li>• Mr. Neal Harm, Secretary General, FCI</li> <li>• Mr. Oswald Kuyler, Chief Operating Officer, MonetaGo</li> </ul>
12.00 - 12.30	<p><b>Q&amp;A</b></p> <p><b>Moderator:</b> Mr. Andrew Masuwa, Head-Client Relations Southern Africa, Afreximbank</p>
12.30 - 13.30	<p><b>Networking Lunch</b></p>

## CREDIT INSURANCE WORKSHOP

13.30 - 14.00	<p><b>Introduction to Fundamentals of Credit Insurance &amp; Mechanisms</b></p> <p>Including Key elements for credit insurance</p> <p>Mr. Muhammad Lombard, Regional Manager, Marsh</p>
14.00 - 14.30	<p><b>The Southern Africa Experience - How to underwrite customer/debtor credit risk in Africa?</b></p> <p>Ms. Sekai Chirume, Managing Director, Export Credit Guarantee Corporation (ECGC)</p>
14.30 - 15.00	<p><b>Symbiotic Relationship between Factoring and Credit Insurance</b></p> <p>Synergies of Credit Insurance and Factoring</p> <p>Ms. Aysen Cetintas, Education Director, FCI</p> <p>Mr. Yusuf Vilakazi, Underwriting Specialist, Lombard Trade Credit</p>
15.00 - 15.45	<p><b>Coffee Break &amp; Networking</b></p>
15.45 - 16.30	<p><b>Panel Discussion on Challenges of obtaining Credit Insurance in Factoring and Practical Solutions</b></p> <p><b>Moderator:</b> Mr. Frederick Seidu, Senior Specialist, Intra-African Trade, Afreximbank</p> <p><b>Panellists:</b></p> <ul style="list-style-type: none"> <li>• Mr. Louis Hofmeijer, Co-Founder and Director, Ubunteq Financial Services, Zambia</li> <li>• Mr. Phibeon Mutibura, Executive for Wholesale &amp; Corporate Banking, CBZ, Zimbabwe</li> <li>• Mr. Yusuf Vilakazi, Underwriting Specialist, Lombard Trade Credit</li> <li>• Mr. Shepherd Tembo, General Manager, Zimnat, Zimbabwe</li> </ul>
16.30 - 16.50	<p><b>Q&amp;A</b></p> <p><b>Moderator:</b> Ms. Lina Iyok, Manager - Trade Finance, Afreximbank</p>
16.50 - 17.00	<p><b>Closing remarks</b></p> <p>Mr. Humphrey Nwugo, Regional Chief Operating Officer Southern Africa, Afreximbank</p>

## DRESS CODE

Smart casual

## REGISTRATION

This event is **Free of Charge**

### The registration includes:

- Evening reception on 22 April 2024
- Coffee and Lunch breaks, and refreshments on 22-23 April 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.

## REGISTRATION DEADLINE

Please register by 12 April 2024.

## CANCELLATIONS

Any change or cancellation **MUST** be made in writing.

- FCI accepts cancellations before or on 12 April 2024 without penalty.
- In the case of no-show without cancellation, we will invoice you EUR 250.
- There will be no charges for name changes. No changes to the name or details of an attendee will be accepted after 15 April 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

### MEIKLES HOTEL ZIMBABWE

Third Street and Jason Moyo Ave  
Harare, Zimbabwe

Tel: +263 24 270 7721

Room: TBC

If you wish to book your hotel room at the Meikles Hotel, we have secured a special discounted rate, which can be claimed via [this link](#). Alternatively, you can contact [Mr. Lovemore Nyamutowa](#) or [reservations@meikleshotel.com](mailto:reservations@meikleshotel.com) to make a reservation, quoting the discount code "CR153038".

## 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.



# About our Gold Sponsors



**Banque Postale du Congo** is a full-service financial institution dedicated to serving the diverse needs of individuals, businesses and organizations. Our goal is to provide our customers with the best possible banking experience, combining the latest technologies with the commitment to personal service that matches your ambitions.

With a range of products and services, including checking and savings accounts, loans and investment options, we have the financial solutions to meet your unique needs. Our knowledgeable and friendly staff is always available to help you and answer any questions you may have.

For more information, visit [www.banquepostale.cg](http://www.banquepostale.cg)



**CBZ Bank Limited** is a wholly owned subsidiary of the diversified and listed financial services group CBZ Holdings (CBZH). CBZH provides a complete range of financial services through various subsidiaries whose activities include banking, short and long term insurance, asset management, securities trading and property investments.

CBZ Bank Limited, the flagship of the group is a registered commercial bank offering a wide range of innovative banking and financial services solutions to personal and corporate customers.

For more information, visit [www.cbz.co.zw](http://www.cbz.co.zw)



**efcom** is a leading provider of receivables finance solutions and serves more than 50 renowned factoring institutions and banks in over 15 countries. Our customers process a factoring volume of 200 billion euros with our software—this is one of the largest volumes in the whole Europe.

We stand for scalable software solutions from the cloud that can be used at any time, from anywhere and from all devices. We also offer maximum security, use the latest technologies such as AI and blockchain and have innovative features engineered in Germany. Finally, our solutions are also able to implement Sharia-compliant financial processes in the area of Islamic factoring.

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



**NMB Bank Limited** is a Zimbabwean based investment holding company whose principal subsidiary is NMB Bank Limited, a registered commercial bank. Its only other active subsidiary is Stewart Holdings (Private) Limited, an equities holding company. The Group has a dual listing on the Zimbabwean Stock Exchange and the London Stock Exchange.

Our Vision: To be the leading financial services group in our chosen markets.

Our Mission: To provide premium financial services to existing and potential high net-worth individuals and businesses and uniquely branded technology enabled products to SMEs and the broader market.

For more information, visit [www.nmbz.co.zw](http://www.nmbz.co.zw)





**Quest Financial Services (QFS)** is registered as a microfinance institution registered with the Reserve Bank of Zimbabwe. Quest provides credit solutions to several clusters including:

(i) Factoring and Receivables Finance. Quest has partnered with Afreximbank and established a line of credit to help promote intra African trade and beyond. The facility is available to local exporting companies who require working capital financing, and available to importing clients alike who also require working capital support. This is a growth area for the organisation and the Zimbabwean economy where this financial tool is available to increase the capacity of our local economic players. The company is also very active in the domestic receivables finance space, providing the much-needed working capital to small businesses that supply large Corporates.

(ii) Rural finance. Carried out in partnership with international organisations like FAO, DFID, and USAID, Quest has over the years been active in agricultural value chain financing as well as mechanisation across several rural districts in Zimbabwe.

(iii) SME lending. QFS is active in working capital financing for SMEs, products on offer include vanilla loans and invoice discounting.

(iv) Micro leasing. Our lending effort also includes micro leasing for machinery, household furniture, electronic gadgets and mobile phones. We are also seeing an increased uptake for solar power units.

(v) Consumer Loans. Quest is very active in the consumer loans space, providing payday to payday loans to finance , school fees, funeral expenses and personal home improvement loans.

Quest Financial Services has the capacity and skill sets to provide solution to your working capital and financing needs.

For more information, visit [www.quest-fin.com](http://www.quest-fin.com)



**Vista Group (Vista)** is a financial services holding company with the objective of building a world-class pan-African financial institution group and contributing to economic and financial inclusion in Africa.

Vista has entered into strategic partnerships with various global financial institutions to drive its growth strategy by focusing on MSME (SME banking,

leasing, mesofinance, banking on women), trade and supply chain finance, bancassurance increasing profitability while controlling operating costs and mitigating risks.

Vista is focused on maximising the opportunities in its respective markets to become the financial institution of choice through innovative banking and insurance products.

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

## About our Silver Sponsors



**CABS** is an established and strong brand name in the financial retail market in Zimbabwe. The Society offers a diverse range of financial products and services that includes transaction and savings accounts, mobile banking, mortgage loans, money market investments, term deposits and pay-roll loans.

These are delivered through the largest branch network in the country which is linked to CABS on-line real time banking system.

For more information, visit [www.cabs.co.zw](http://www.cabs.co.zw)



**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](http://www.monetago.com)

## About our Supporting Sponsor



**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](http://www.codix.eu)

## About our Partners



The **Afreximbank Academy (AFRACAD)**, a learning, knowledge, and networking hub, was launched in October 2022 to help advance African trade through capacity-building and thought leadership, which are vital to navigating today's dynamic global trade scene. AFRACAD provides high impact and innovative learning solutions that facilitate the creation of an appealing, facilitative, and enabling trade environment on the African continent. AFRACAD provides evidence-based, proven learning experiences/solutions in trade-related matters to African and African diaspora, with the target audience

including corporates and SMEs, Sovereigns and Parastatals, Financial institutions, Academic Institutions, and Afreximbank Staff. AFRACAD aims to equip you with the knowledge and the requisite skills critical to transforming Africa's trade and accelerating industrial development. This includes building capacity and readiness to conduct trade under Africa's single market, the African Continental Free Trade Agreement (AFCFTA).

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



**FCI Academy** constitutes the most complete education programmes on Factoring, Receivables Finance and Supply Chain Finance. With over 50 years of accumulated knowledge, the FCI Academy offers a wide range of globally recognised and accredited educational offerings that aim to support personal, corporate and market development globally.

Education is a key element for the future development and professionalisation of factoring & receivables finance and FCI Academy aims to be the leading knowledge hub for the industry.

For more information, visit [www.fci.nl/academy](http://www.fci.nl/academy)

## Our Media Partners

