



Learn from the Global Leaders of Receivables Finance

FCI ACADEMY WORKSHOP

# Workshop on Legal Matters in Factoring & Supply Chain Finance

24 October 2024 | 09:00-12:30  
Grand Hotel Towers, Prague, Czech Republic



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# The FCI Academy is hosting the Workshop on Legal Matters in Factoring & Supply Chain Finance, in conjunction with the FCI 15th CEE & SEE Regional Conference. This workshop will take place on 24 October 2024 in Prague, and will allow attendees to deepen their understanding of legal issues in the fields of factoring and supply chain finance.

This year's workshop will feature sessions on key legal topics shaping the future of factoring and supply chain finance.

Attendees will explore the FCI Legal Rules for the Two-Factor system, gain insights into the evolving legal landscape in the European Union, and learn best practices for structuring effective legal agreements in SCF. These sessions offer valuable knowledge for professionals seeking to navigate legal complexities and enhance their competitive edge in global trade.

## KEY TAKEAWAYS

This workshop offers a unique platform for professionals to:

- **Enhance their knowledge** of legal frameworks and regulations in factoring and supply chain finance.
- **Engage with industry experts** and gain insights into best practices.
- **Network with peers** from across the CEE & SEE regions.
- **Stay updated** on the latest legal developments and reforms.
- **Accelerate business growth** by connecting with fellow members, sharing experiences, and expanding knowledge, leading to new opportunities and strategic partnerships.

## WHO SHOULD ATTEND

- **Legal Professionals:** Lawyers and legal consultants specialising in banking, finance, and commercial law. In-house counsel for financial institutions, banks, and corporations involved in factoring and supply chain finance.
- **Finance Professionals:** Credit managers, financial officers, and risk managers working in institutions that provide factoring and supply chain finance services. Treasury professionals from corporations that use or plan to use factoring or supply chain finance.
- **Banking and Financial Institution Executives:** Senior management and decision-makers from banks and non-banking financial companies (NBFCs) involved in providing or regulating factoring and supply chain finance services. Compliance officers ensuring adherence to legal and regulatory requirements.
- **Supply Chain Managers:** Professionals managing supply chains who need to understand the legal implications of financing through factoring or supply chain finance.
- **Policy Makers and Regulators:** Government officials and regulators involved in drafting or enforcing laws related to factoring and supply chain finance.

## THURSDAY, 24 OCTOBER 2024: 09:00-12:30

09.00 - 09.30 **Registration & Welcome Coffee**

09.30 - 09.40 **Welcome Remarks**

09.40 - 10.10 **FCI Legal Rules – The Global Legal Standard for Open Account Receivables Finance Transactions**

*Gain a broad understanding of the FCI Legal Rules for the Two-Factor system, the recognised global framework that supports open account receivables finance transactions. This session will highlight how these rules benefit all parties involved, mitigate legal risks, and enhance trust in cross-border trade. Ideal for professionals in global trade, finance, and legal sectors, this discussion will provide essential insights for navigating the international factoring landscape effectively.*

10.10 - 10.45 **Legal Reforms in the EU**

*The European Union is undergoing significant legal trade reforms that are set to reshape the continent's economic and regulatory landscape. This session will provide a comprehensive overview of these reforms, examining their implications for international trade, market access, and business practices within the EU. We will also briefly explore the UNIDROIT Model Law. Attendees will gain valuable insights into the new legal frameworks, how to ensure compliance, and strategies for leveraging these reforms to enhance their competitive edge.*

**By Mr. Christian Faber, Partner, Bette Westenberger Brink**

10.45 - 11.15 **Coffee Break**

11.15 - 12.15 **Legal Agreements in SCF: Balancing Operational & Legal Aspects**

*In the dynamic world of SCF, crafting the right legal agreements is essential for balancing operational efficiency with legal protection. This session will provide an in-depth look at how to structure agreements that support both your business objectives and legal requirements. We will explore best practices for drafting contracts that mitigate risks, ensure compliance, and enhance the overall effectiveness of your SCF strategies. This presentation is tailored for finance professionals, legal experts, and business leaders looking to optimise their supply chain operations while safeguarding their legal interests.*

**By Ms. Mónica Martín Blanco, SCF Consultant**

12.15 - 12.30 **Q&A and Closing remarks**

## DRESS CODE

Smart casual

## REGISTRATION

### Workshop

- FCI Members: €150 per person
- Non-Members: €200 per person

Attendees who have registered for the 15th CEE & SEE Regional Conference on Factoring qualify for a discount on this Workshop. Please reference your Conference registration confirmation email for the discount code. The discount will only be applied if this code is used.

[Click here to book](#)

### *The registration fee includes:*

- Coffee breaks and refreshments as noted in the agenda for registered event
- Access to conference facilities and hand-outs for registered event
- Distribution of pre and post conference documents for registered event
- Access to the networking platform and FCI App

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 10 October 2024.

## CANCELLATIONS

Any change or cancellation MUST be made in writing to [fci@fci.nl](mailto:fci@fci.nl).

- All cancellations received 2 months before the beginning of the event will qualify for a full refund
- All cancellations received between 2 months and 3 weeks before the beginning of the event will qualify for a 50% refund
- No refund is possible under any circumstances for cancellations received three weeks before the beginning of the event: 100% of the registration fee will be due as cancellation fee.

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

Prague is the capital and largest city of the Czech Republic and the historical capital of Bohemia. Situated on the Vltava river, Prague is home to about 1.4 million people. Prague is a political, cultural, and economic hub of Central Europe, with a rich history and Romanesque, Gothic, Renaissance and Baroque architectures.

## GRAND HOTEL PRAGUE TOWER

Kongresová 1,  
140 69 Praha 4  
Czech Republic

Grand Hotel Prague Tower is a well-known 5-star Prague hotel since 1988. It has spacious rooms with the best views of the city, wide range of services and 25 conference rooms.

## Accommodation:

FCI negotiated a discount on accommodation in the Grand Hotel Prague Tower, to receive 15% discount on the public price, please use the discount code **"IG15"**

Please book your hotel accommodation [here](#).

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.

## TRANSFERS

Prague Airport is situated approximately 25km away from the Grand Hotel Prague Towers. You can book a taxi or buy a ticket for the bus to travel from the airport to the hotel.

## CONTACT US

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



## About FCI Academy



Education is a key element for the future development and professionalisation of the factoring & receivables finance industry. **FCI Academy** constitutes the most complete education programme on Factoring & Receivables Finance, providing a wide range of globally recognised and accredited educational offerings that aim to support personal, corporate and market development globally.

FCI Academy in numbers:

- 13,000+ students who have successfully completed FCI Academy online courses
- 3,200+ delegates join FCI workshops and webinars on various topics
- 54 years of accumulated knowledge to create a complete educational offering

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

Follow us on [LinkedIn](#)

## About FCI



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 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) or contact [fcf@fci.nl](mailto:fcf@fci.nl)

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## INTRODUCING THE PRESENTERS



### **Christian Faber**

Partner, Bette Westenberger Brink

Christian Faber is partner at law firm Bette Westenberger Brink. He is advising the global factoring industry for 15 years on product development, cross-border transactions, securitization and risk management. He worked in corporate banking at Deutsche Bank, holds a specialist license in banking and capital markets law and is founder and CEO of the digital tool AdvoWhistle, used by over 500 clients for risk management.



### **Mónica Martín Blanco**

SCF Consultant

Mónica Martín Blanco is a Lawyer and Supply Chain Finance Specialist, born and raised in Spain. Mónica holds an MD in Law and International Commerce by the Universidad Autónoma de Madrid and the International Chamber of Commerce. She worked for 24 years in Santander Group where reverse factoring was actually invented and she held various roles in the international and legal department always related to SCF products and was responsible for the expansion of the product in Latam, Europe and Asia. She decided to jump into consultancy arena and has helped since then to build, promote and advocate for FCI's reverse factoring solution, FCInverse. She is also a proud consultant for ADB and IFC and has helped central banks and private institutions in developing Supply Chain Finance products in multiple regions including South-East and Central Asia, Latin America, North and Sub-Saharan Africa. She is the Spanish representative for the industry at the Legal Committee of the European Federation in front of the European Commission.