FCI Academy

Learn from the Global Leaders of Receivables Finance

FCI ACADEMY SEMINAR

International Factoring & Receivables Finance: Enhancing Business Stability & Growth

21-22 November 2024 | 09:00-16:45



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The FCI Academy is thrilled to announce its seminar, held in Mumbai on 21-22 November 2024. During the event, industry experts and thought leaders will cover the fundamental components of factoring. This will include discussions on various operations within the realm of international factoring, strategies for effective risk management, the integration of digital solutions in factoring processes, and the role of credit insurance in cross-border transactions. Additionally, there will be a dedicated session focusing on providing insights into the operational and legal frameworks of the FCI Two-Factor system.

As the factoring landscape rapidly evolves in India and the surrounding region, there is a growing demand for greater education on factoring and the Two-Factor system. Experience has shown that effective training is essential to support the sustained growth of the market and to safeguard against the risks of fraud.

KEY TAKEAWAYS

This workshop offers a unique platform for professionals to understand more in depth:

- **Factoring operations**: build an efficient structure.
- **Legal elements in Factoring**: the latest updates on what is important.
- **Credit Insurance & Factoring**: a valuable synergy between both to help the grow of the industry.
- **Digital solutions & innovations**: the use of digital ease the process and can help reducing risk.
- **The FCI Two-Factor framework**: doing safe cross-border transactions through FCI platform edifactoring.com

WHO SHOULD ATTEND

- **FCI Members in India and the neighbourhoud countries,**
- **IFSCA members,**
- **Other stakeholders interested to learn more about factoring, risk management,credit insurance and FCI Two-Factor platform.**

THURSDAY, 21 NOVEMBER 2024: 09:00-16:45

08.30 - 09.00	**Registration & Welcome Coffee**
09.00 - 09.30	**Welcome Remarks**
09.30 - 11.00	**Fundamentals of Factoring & Receivables Finance** *Factoring and receivables finance offer simple yet powerful alternatives to traditional financing. In this session, we delve into how these mechanisms work, who they benefit, and how they help businesses maintain steady cash flow without increasing debt.* **Mrs. Aysen Cetintas, Education Director, FCI**
11.00 - 11.30	**Coffee Break**
11.30 - 13.00	**Risk Management** *Understand and assess associated risks at all levels of a factoring transaction, being able to manage them effectively.* **Mr. Spyros Tsolis, Deputy Education Director, FCI**
13.00 - 14.00	**Lunch Break**
14.00 - 15.00	**Operational Insights: Key Processes in FCI's Two-Factor Business Models** *Grasp the operational flows involved in the FCI Two-Factor systems.* **Mrs. Aysen Cetintas, Education Director, FCI** **Mr. Spyros Tsolis, Deputy Education Director, FCI**
15.00 - 15.45	**Credit Insurance & Factoring: creating risk sharing synergies & opportunities** *In today's business landscape, managing risk and liquidity is crucial. This presentation explores how combining credit insurance with factoring not only mitigates risks associated with customer defaults but also optimizes cash flow. Learn how these tools work together to unlock growth and minimize financial uncertainty.* **Mr. Imran Khan, Country Manager, Allianz Trade, India**
15.45 - 16.00	**Coffee Break**
16.00 - 16.30	**The catalytic role of digitalisation in the Supply Chain Finance industry** **Mr. Federico Avellán Borgmeyer, Chief Partner Officer, efcom**
16.30 - 16.45	**Closing remarks of Day 1 & Q&A** **FCI representative**

FRIDAY, 22 NOVEMBER 2024: 09:00-16:45

- *Familiarize with the operational platform – edifactoring.com*
- *Understand the legal implications when doing business in the FCI framework*

09.30 - 10.30	**The FCI Two-Factor System:** • **Roles & Responsibilities** • **Selecting an Import Factor: The Due Diligence Process** • **FCI Legal Framework** Mrs. Aysen Cetintas, Education Director, FCI
10.30 - 10.35	**Codix Presentation** Mr. Laurent Tabouelle, COO, Codix
10.35 - 11.00	**Coffee Break**
11.00 - 13.00	**The FCI Two-Factor System** • **Negotiations between Export & Import Factors** • **Assuming the Credit Risk** • **Invoicing & Assignments** Mrs. Aysen Cetintas, Education Director, FCI Mr. Spyros Tsolis, Deputy Education Director, FCI
13.00 - 14.00	**Lunch Break**
14.00 - 15.30	**The FCI Two-Factor System** • **The Payment Process** • **Disputes** • **Edifactoring 2.0: Reporting & Segregation of Duties** Mrs. Aysen Cetintas, Education Director, FCI Mr. Spyros Tsolis, Deputy Education Director, FCI
15.30 - 16.00	**Coffee Break**
16.00 - 16.30	**Import Factoring Processes** Mr. Spyros Tsolis, Deputy Education Director, FCI
16.30 - 16.45	**Closing remarks – General Q&A** FCI representative

DRESS CODE
Smart casual

REGISTRATION

- FCI Members: €250 per person
- Non-Members: €350 per person

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 15 November 2024.

CANCELLATIONS
Any change or cancellation MUST be made in writing to 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

The Workshop will take place in Mumbai.

The Orchid Hotel Mumbai

Mumbai 70/C,
Nehru RoadI Adjacent to Domestic Airport Vile Parle (E)
Mumbai 400099, MaharashtraI
India

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.

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 FCI Academy

FCI Academy
Learn from the Global Leaders of Receivables Finance

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
Follow us on LinkedIn

About FCI

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 to400 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 correspondentfactoring 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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INTRODUCING THE PRESENTERS

Federico AVELLÁN BORGMEYER



Chief Partner Officer, efcom

With nearly 30 years banking technology experience, and factoring solutions in different "C" positions, Federico is the strategic architect and now executer for efcom's new global marketing & sales approach.

"Along with our partners and clients across all geographies, we help design, implement and operate profitable and sustainable financial businesses, leveraging on our extensive industry know-how and state-of-the-art technology. We have helped clients to grow from scratch to become now market leading 40 Billion Euro factoring Heavy-Weights with less than 100 employees or become niche champions with 2 staff running multi-million factoring businesses. At the same token, we help develop industries and 'make new markets', such as 'SME-financing' or 'factoring as a service'. Talk to us!".

Federico is also Senior Partner at the Amontis Consulting Group, Executive Board Member at Sevar AG, Board Member at Meshed Systems and holds an MS from Technische Universität Berlin, MBA Visiting Scholarship from University of Illinois and lectures Entrepreneurship at the Computer Science Department at University of Applied Sciences in Darmstadt. He speaks Spanish, English and German.

Aysen Cetintas



FCI Education Director

Aysen Çetintas is the Education Director of FCI, specialist in receivables finance and speaker at international conferences. She joined FCI in 2008, in charge of FCI's education programmes. Her area of responsibility encompasses implementing the FCI strategy, by giving dedicated focus to the development and implementation of the educational tools for the chain, organising all FCI courses and related workshops/seminars, conducting training events and guiding new members in the process of setting up for the international factoring business. Aysen has 30 years of experience in the factoring and receivables finance industry at managerial level in various factoring companies and banks. She has a BA degree in Political Science and International Relations from Bosphorus University, Istanbul, Turkey.

Spyros Tsolis



FCI Deputy Education Director

Spyros Tsolis has been the FCI Education Officer since May 2017 and the FCI Deputy Education Director since January 2020. He, along with the FCI Education Director, is responsible for the execution of the FCI Education Strategy and Policy including the development and maintenance of all FCI courses, workshops/seminars, tailor-made training programmes, FCI manuals, internal educational projects, assistance to new members, special educational projects with global development organisations. He represents FCI in International Conferences and also delivers factoring specific trainings in cooperation with Development Banks and other Financial Institutions.

Spyros has 20 years of factoring experience, having been deeply involved in International Factoring Business & FCI during his professional career. Previously, he was working for Eurobank Factors SA, Greece, a leading Factor in SE Europe as Head of International Activities responsible for the Factoring Network Strategy of Eurobank Group.

INTRODUCING THE PRESENTERS

Imran KHAN

Country Manager, Allianz Trade

Laurent TABOUELLE



COO, Codix

Laurent is Chief Operatiosn Officer of CODIX Group, the international provider, editor and integrator of the iMX solution. The iMX Commercial Finance software supports all aspects of Corporate/Commercial Finance, including PO Finance, Factoring (international/two-way, reverse/NAFIN, classical, etc.), Invoice Discounting, Asset-Based Lending, and Supply Chain/Inventory Finance and Leasing, the solution also embeds advanced Debt Collection capabilities. With a staff of 800+ business and technical experts located in 16 countries, CODIX delivers its iMX solution worldwide to clients of various sizes from SMEs to international groups, always with comprehensive implementation services, such as system customization, on-site training and assistance, expert-level business recommendations and project management. Laurent's entire career has been in IT for the financial/SCF industry, first as the Business/Systems analyst, then as Projects & Products Manager, leading to various Management roles, and Codix Group COO since 2010.