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WORKSHOP



Workshop on International Factoring for Northern Africa

10-11 December 2024 | 09:00 - 16:00 EEST | Hyatt Regency Cairo West, Egypt



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Join us in Cairo for a transformative two-day workshop, hosted by FCI and the Egyptian Factoring Federation (EFF), focusing on international factoring and supply chain finance across Northern Africa. This exclusive event will provide senior executives and industry professionals with a unique opportunity to explore the latest trends, opportunities, and regulatory developments within the region's

factoring landscape.

Featuring expert-led sessions, case studies, and interactive discussions, the workshop will cover key topics such as factoring solutions and implementation, overcoming challenges in cross-border trade, and supply chain finance (SCF). Participants will also delve into best practices for factoring operations, risk management, and legal aspects, ensuring a well-rounded understanding of both domestic and international factoring strategies.

This event is essential for those looking to strengthen their knowledge, expand their professional networking, and gain actionable insights from industry leaders. Secure your place today and position yourself at the forefront of the Northern African factoring market.

What to expect

The programme will address International Factoring and setting up factoring operations.

- Get an update on FCI and the Global Market Overview
- Understand the various Afreximbank Initiatives for factoring & the Legal & Regulatory environment of Factoring in Africa
- Discover success stories in international factoring implementations
- Understanding factoring and Supply Chain Finance, including its variations
- Learn about FCI Two-Factor System and its potential
- Credit risk underwriting & risk mitigation in Factoring.

Who should attend?

Anyone who needs and wants to learn about the factoring and supply chain finance industry, including:

- Managers and operational staff of EFF and FCI members
- Team managers and executives of newly created Factoring divisions / companies
- Banks and financial institutions willing to start factoring operations
- Managers and operational from credit insurance companies
- Companies offering their services to the world of factoring (lawyers, insurers, IT providers)

THE ORGANISERS



Established as a non-profit independent entity. In accordance with the decision of the Board of Directors of the Financial Regulatory Authority No. 150 of 2019 dated November 21, 2019 and includes companies working in the field of financial factoring in Egypt. The EFF is Contributing in the development of financial factoring activities, raising awareness of it, and adopting initiatives that support the factoring activities. We Communicate with international and regional federations to exchange experiences in financial factoring activities. We are Ensuring that the factoring federation members implement the code of ethics and the rules regulating the obligations and rights of the members. The EFF is Organizing training courses with the aim to develop the skills of workers in the financial factoring activities, whether through the Federation or through other parties. We Work to protect the rights of members and remove obstacles that may obstruct/delay the performance of their work.

www.factoringfederation-eg.org



Facilitating Open Account – Receivables Finance

FCI was set up in 1968 as a non-profit global association for factoring companies around the world. Today, FCI has grown into the world's representative factoring and receivables finance association and business network with close to 400 members in 95 countries. Today, FCI is truly the global representative body for the Factoring & Receivables Finance Industry. FCI offers three primary pillars of support to the Industry:

CONNECT: the Business network aids its members by providing a legal and messaging platform to execute cross-border factoring activities between both 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 policy makers worldwide.

www.fci.nl



African Export-Import Bank (Afreximbank) is a Pan-African multilateral financial institution mandated to finance and promote intra-and extra-African trade. For more than 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 effectively participating in the AfCFTA. At the end of December 2023, Afreximbank's total assets and guarantees stood at over US\$37.3 billion, and its shareholder funds amounted to US\$6.1 billion. The Bank disbursed more than US\$104 billion between 2016 and 2023. 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"). The Bank is headquartered in Cairo, Egypt. For more information, visit: www.afreximbank.com

TUESDAY 10 DECEMBER 2024 | 09:00 - 16:00

Executives Masterclass

- 08.30 - 09.00** **Registration & Welcome Coffee/tea**
- 09.00 - 09.20** **Opening Remarks**
 Dr. Islam Azzam, Vice Chairman, Financial Regulatory Authority (FRA), Egypt
 Mrs. Kanayo Awani, Executive Vice President, Intra-African Trade Bank, Afreximbank
 Mr. Hatem Samir, Chairman, Egyptian Factoring Federation
 Mr. Çagatay Baydar, Chairman, FCI
- 09.20 - 09.35** **Egyptian Macroeconomic and Regulatory Overview**
The opportunities for factoring and supply chain finance
 Mrs. Mariam Beshay, Chief Investor Relation Officer, GlobalCorp
- 09.35 - 09.55** **Overview of the World Factoring Industry & FCI**
 Mr. Neal Harm, Secretary General, FCI
- 09.55 - 10.15** **Success Stories on International Factoring Implementations**
 Mr. Çagatay Baydar, Chairman, FCI
- 10.15 - 10.55** **Round-table Discussion between C-level executives and Industry Expert**
 Moderated by Mr. Neal Harm, Secretary General, FCI
 Panelists:
- Mr. Ahmed El Kholy, CEO, Commercial International Finance Company
 - Mr. Ahmed Ossama, Managing Director, Drive Factoring
 - Ms. Dyala Saeed, CEO, GlobalCorp
 - Mr. Ahmed Shaheen, CEO, Egypt Factors
- 10.55 - 11.25** **Coffee/ Tea Break & Group Picture**

Module I: Understanding Factoring

- 11.25 - 11.55** **Factoring & SCF Definitions and Mechanisms, Variations and Characteristics, Islamic International Factoring**
 Mrs. Aysen Çetintas, Education Director, FCI
- 11.55 - 12.25** **Factoring & SCF Key Benefits vs. other Trade Finance Solutions**
 Mr. Spyros Tsohis, Deputy Education Director, FCI
- 12.25 - 12.40** **Credit Risk Underwriting and Risks Mitigation in Factoring**
 Mrs. Aysen Çetintas, Education Director, FCI

- 12.40 - 13.00 **How much can a Factoring Software support and help my Operations Staff**
- Mr. Laurent Tabouelle, CCO, Codix
 - Mr. Eslam Ahmed, Business and Application Expert, Codix

13.00 - 13.30 **Coffee Break**

13.30 - 14.00 **Panel on Operations efficiency with Tech Innovation for Cross-border Factoring Operations**

Moderator Marius Savin, MD, Business Advice & Education

Panelists:

- Mr. Federico Avellán Borgmeyer, Chief Partner Officer, efcom
- Mr. Marwan El-Hibri, Senior Sales Consultant, Factoring & SCF, Qualco

Module II: Setting up Factoring Operations

14.00 - 14.30 **Organizational and Functions set-up for Factoring**

Factoring operational guide, Organisational chart and functions, key roles and responsibilities, address the business, credit, operational flows and controls, best practices.

Mr. Spyros Tsolis, Deputy Education Director, FCI

14.30 - 15.00 **Afreximbank Factoring Strategy and Credit Solutions**

Mr. Frederick Seidu, Senior Specialist, Afreximbank

15.00 - 15.30 **Day Wrap-up & Closing Remarks**

15.30 - 16.30 **Networking Lunch**

WEDNESDAY 11 DECEMBER 2024 | 09:00 - 16:00

Module III: International Factoring solutions and variations

- 09.00 - 09.30 **FCI Two-Factor System - Export - Import Factoring**
Mr. Spyros Tsolis, Deputy Education Director, FCI
- 09.30 - 10.15 **Direct Export Factoring - FCIreverse & SCF Variations**
Mrs. Aysen Çetintas, Education Director, FCI
- 10.15 - 10.45 **Challenges in setting up International and Domestic Factoring Activities**
Mr. Nassourou Aminou, Regional Manager, FCI will interview Mrs Doaa Hafez, FCI Executive Committee Member and GM, Head of Technical Functions, Alternate Head of Int. Factoring, Egypt Factors, Egypt
- 10.45 - 11.15 **Coffee/Tea Break**
- 11.15 - 11.35 **Navigating ICT Challenges in Financial Services: Solutions & Future Insights**
Mr. Mohamed Hassan, Business Development Director, Trend Egypt for Systems S.A.E.
- 11.35 - 11.55 **Panel on Opportunities and Benefits of SCF in Africa and the role to play by DFI's**
Mr. Nassourou Aminou, Regional Manager Africa, FCI, will be discussing with:
 - Mr. Fahd Diouri, Operation Officer - Financial Institution Group, IFC
- 11.55 - 12.25 **Legal and Regulatory Aspects in Factoring**
Types of agreements overview, validity and perfection of assignment, notification letters, assignment clauses, filings, registrations, ...
By Mr. Marius Savin, FinTech Advisor, Finwave
- 12.25 - 12.55 **Panel on Credit Insurance & Factoring: a World of Synergies**
Moderated by Mr. Richard Wulff, Secretary General, ICISA
Panelists:
 - Mr. Noaman Ashour, Country Manager, Coface, Egypt
 - Mr. Ahmed Rushdy Saad El Dein, Head of Credit Insurance, GIG, Egypt
- 12.55 - 13.10 **Q&A**
- 13.10 - 13.40 **Coffee Break**

Module IV: Factoring Case Studies and Best Practices

13.40 - 14.40	Sharing Factoring Best practise Case Studies - Domestic & International Factoring By FCI representatives and local experts: • Mr. Amr Badawy, Head of Legal Affairs, U Consumer Finance (ValU), Egypt • Mrs. Doaa Hafez, GM, Head of Technical Functions, Alternate Head of Int. Factoring, Egypt Factors, Egypt
14.40 - 15.10	Open Discussions with Participants and Q&A
15.10 - 15.40	Day Wrap-up, Satisfaction Survey & Closing Remarks
15.40 - 16.40	Networking Lunch

VENUE

LOCATION

The Conference will take place at the Hyatt Regency Cairo West.

HYATT REGENCY CAIRO WEST

Km 22, Cairo - Alexandria Desert Road,
Giza, 8655 Egypt

If you want to book a room in the Hyatt at preferential rate, please click here: <https://www.hyatt.com/en-US/group-booking/HBERC/G-FSDS>

REGISTRATION

REGISTRATION FEE

EGP 10,000 (EUR 190) for 2 participants per company

EGP 12,000 (EUR 230) for 3 participants per company

To register please click [here](#). Please note that the fee needs to be paid by credit card. You will receive a link to pay once you register. Your registration will be only confirmed once the paiement is received.

REGISTRATION FEE INCLUDES

- Meeting package including conference facilities and hand-outs
- Distribution of pre and post conference documents
- Group lunch, coffee breaks and refreshments

Travel and personal expenses are not included in the registration pack.

REGISTRATION DEADLINE

25 November 2024

INFORMATION

For all information, please contact **Ms. Rabab El Hifnawy**, Executive Director at the Egyptian Factoring Federation (EFF).

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E: relhifnawy@factoringfederation-eg.org

or FCI Secretariat: fci@fci.nl

In the event that a speaker cancels his participation, every effort will be made to find a replacement presenter of equivalent experience.

Programme details or the actual organization of the event is 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.