



Facilitating Open Account – Receivables Finance



FINANCIAL &
INTERNATIONAL
BUSINESS
ASSOCIATION

REGIONAL CONFERENCE

SUPPORTING SMEs WITHIN THE FINANCIAL SUPPLY CHAIN THROUGH FACTORING & SCF

25-26 February 2025 | Coral Gables, Miami, USA



MAIN SPONSOR



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About the event

FCI, in partnership with Financial and International Business Association (Fiba), has organised the Conference on Supporting SMEs within the Financial Supply Chain through Factoring & SCF, taking place on 25-26 February 2025 in Miami, focusing on the Americas & Caribbean.

The conference will allow participants to network in person and discuss the region's latest developments in factoring and supply chain finance (SCF).

Leading industry experts from across the region will cover a wide range of topics, including regulatory landscape, compliance, General rules of International Factoring (GRIF), liquidity in trade finance, SMEs strengthening, legal agreements in SCF, financing the four-corner model, technology, basics of trade finance, symbiotic relationship between credit insurance and factoring. The conference is also a great place to network with peers during networking time and the cocktail reception.

WHO SHOULD ATTEND

This event has been created to educate and inform local and regional industry players on this specific form of financing and is hosted for:

- Factoring companies
- Banks and financial institutions
- Consulting firms
- Official organizations
- Companies offering their services to the world of factoring (lawyers, insurers, IT providers)
- Exporters and other companies interested by the world of factoring.

REASONS TO ATTEND



INSIGHT



NETWORK



LEARN



EXCHANGE



INFLUENCE

Conference Programme

TUESDAY 25 FEBRUARY 2025 | 09:30 - 18:30

09.30 - 10.00 **Registration and Welcome Coffee**

10.00 - 10.15 **Opening and Welcome Remarks**
Mr. Çagatay Baydar, Chairman, FCI
Mrs. Monica Vazquez, Chairwoman, FIBA

10.15 - 10.45 **The International Factoring Industry and its Impact on Trade**
Mr. Neal Harm, Secretary General, FCI

10.45 - 11.30 **Presentation: The Role of Multilateral Banks in Financial Inclusion and for SCF Development**
How do multilateral development banks finance supply chains? Which are the vision of the challenges and trends affecting global supply chains. How can they influence SCF solutions? How should companies and financial institutions prepare for future changes and opportunities?
By Mrs. Nathalie Louat, Global Director, Trade and Supply Chain Finance, IFC

11.30 - 12.00 **Coffee Break & Group Photo**

12.00 - 13.00 **Presentation: The Regulatory Landscape for SCF & Factoring Evolution – Legal Framework**
Factoring's matured regulatory and legal frameworks have created a clear landscape for SCF. SCF utilizes the legal framework of factoring to purchase, confirm, and pay for the Suppliers Receivable that is a payable from the Buyer's balance sheet. Treating the invoice as a payable vs funded debt is critical in ensuring the quality of the SCF programme. This session will highlight the role that the Supplier, Supplier's FI, Buyer, and Buyer's FI plays to develop a secure and clean financial transaction for all parties.
Mr. Richard L. Stehl, Otterbourg P.C, Chairman of the FCI Legal Committee

13.00 - 14.15 **Lunch Break**

14.15 - 15.00 **Presentation: Compliance & Best Practices for Risk Mitigation**
Unlock the secrets to mastering compliance and risk management in financial operations. This session is your guide to the best practices that mitigate potential risks, emphasizing the critical importance of adhering to regulatory standards for sustained success.
Ms. Heidy M. Duarte, Principal Risk Advisory Services, Kaufman Executive Director, Rossin
Mr. Alexander Fortich, Chief Risk Officer, Stern International Bank

15.00 - 15.30 **Coffee Break**

Conference Programme

15.30 - 16.15

FCI General Rules for International Factoring – the Global Legal Standard for Open Account Receivables Finance Transactions

Explore FCI's robust international factoring model, meticulously designed to finance exporters while safeguarding against risk. This session will also provide an in-depth look at FCI's rules and the innovative Edifactoring.com platform, essential tools for navigating the global trade finance landscape.

Mr. Richard L. Stehl, Otterbourg P.C, Chairman of the FCI Legal Committee

16.15 - 16.45

Q&A and Closing Remarks - Day 1

Mr. Neal Harm, Secretary General, FCI

17.00 - 18.30

Networking Reception

Conference Programme

WEDNESDAY 26 FEBRUARY 2025 | 09:00 - 16:00

08.30 - 09.00 **Welcome Coffee**

09.00 - 09.15 **Opening Remarks**

Mr. Neal Harm, Secretary General, FCI

Mr. David Schwartz, President & CEO, FIBA

09.15 - 10.00 **Leveraging AI to Optimize Working Capital and Transform SCF**

Unlocking Supply Chain Finance (SCF) liquidity by harnessing Data Analytics and AI. This session will equip you with cutting-edge strategies to optimize these financial assets, ultimately enhancing your organization's performance and stability in supply chain operations.

Mr. Oliver Belin, CEO & Founder, Calculum

Mr. Richard Coasby, Senior Vice President and Business Head, Trade Finance Solutions, Mitsubishi HC Capital

10.00 - 10.30 **Presentation: The role of Technology. CODIX's Solution for SCF and the added value to FCI's "edifactoring.com" Platform**

Step beyond a typical sales pitch as Codix demonstrates how its solutions meet the challenges of digitalization and AI-driven innovation in supply chain finance. Learn how these technologies integrate with the FCI platform to enhance factoring between correspondents (Two-Factor System) and streamline internal processes.

Mr. Billy Quinn, Managing Director, Codix USA

10.30 - 11.00 **Coffee Break**

11.00 - 11.45 **Panel Discussion: How SMEs Are Strengthened Through SCF: Growth and Inclusion - Effects on Nearshoring and Deep Financing**

Discover the transformative power of SCF in empowering small and medium-sized enterprises (SMEs). This dynamic panel will delve into how SCF fosters growth and inclusion, supports nearshoring initiatives, and scales to deep finance, while also exploring the potential for groundbreaking innovation.

Moderator: Mr. Shalako Wiener, Chair of Trade Finance Committee, FIBA, Director, Higher Bridge Capital

Panelists:

- Mr. Victor Portillo, Director of Specialized Banking and Business Banking Products, BanCoppel, Mexico
- Mrs. Maria Camila Munoz, CEO,/Founder, Exponencial Confirming, Colombia
- Mr. Hernan Mayol, Country Head and General Manager USA, International Division, Banco de Reservas

11.45 - 12.30 **Panel Discussion: Financing in the SCF "Four Corner Model" and in the "Factoring between Correspondents: Two-Factor System"**

Conference Programme

Join this insightful panel as we dissect the core financing structures in Supply Chain Finance. By comparing the four-corner model with the two-factor system, we'll reveal their essential roles in facilitating international trade and finance, offering you a clear understanding of these key mechanisms.

Moderator: Mrs. Chenyue Mao, Managing Director, Wells Fargo Bank, Member of the FCI Executive Committee.

Panelists:

- Mr. Çagatay Baydar, Chairman of TEB Faktoring A.S, Turkey, Chairman of FCI Executive Committee
- Mrs. Daniela Bonzanini, Head of International, Banca Ifis, Member of the FCI Executive Committee
- Mr. Joao Costa Pereira, Head of Trade Finance, OuriBank S.A. – Banco Múltiplo, Brazil, Member of the FCI Executive Committee

12.30 - 13.45

Lunch Break

13.45 - 14.30

Panel Discussion: Reapproaching Trade Finance: Back to Basics

Revisit the core principles of trade finance in this essential panel discussion. By focusing on the basics, we'll explore how these foundational concepts can address today's challenges and lead to more effective global financial strategies.

Moderated by Mr. Alberto Wyderka, Regional Director Americas, FCI

Panelists:

- Mr. Neal Harm, Secretary General, FCI
- Mr. Shalako Wiener, Chair of Trade Finance Committee, FIBA, Director, Higher Bridge Capital
- Mrs. Marina Azzara, Co-Leader of the Digitalization of International Trade in Argentina, ICC, Argentina

14.30 - 15.15

The Role of PO Finance in the Supply Chain Ecosystem

A practical look at how factoring and PO Finance can work together for SME's seeking additional liquidity, including the structural considerations of these products, and how they work in conjunction with existing senior debt financing..

Moderated by Mr. Paul Schuldiner, Executive Vice President, Rosenthal & Rosenthal

Panelists:

- Mr. Bryan Ballowe, Co-Founder and Managing Partner, TradeCap Partners
- Mr. Thomas Siska, Senior Vice President, Commercial Finance for eCapital Corp
- Mr. Gary Krasna, Of Counsel, Mandelbaum Barrett P.C.

15.15 - 16.00

Q&A, Wrap up and Closing Remarks.

TBC

16.00

End of the event

Important Information

DRESS CODE

Smart casual clothing.

REGISTRATION

Please register on FCI website. Once you have filled in the form, you will receive a proforma invoice. The conference registration will not be finalised before the registration fee is paid.

- FCI & Fiba Members: US\$850 per person
- Latin America FCI & Fiba Members: US\$750 per person (ask your Regional Director for the discount code)
- Non-Members: US\$950 per person

The registration fee includes:

- *Evening reception for registered event*
- *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*

[Click here to book](#)

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 February 2025 at the latest.

CANCELLATIONS

Any changes or cancellations 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 organization 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.



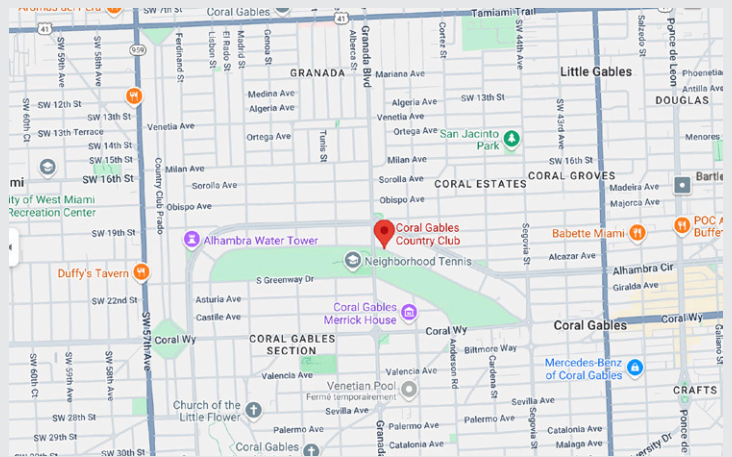
Important Information

LOCATION

The Coral Gables, Golf & Country Club
997 North Greenway Drive, Coral Gables,
FL 33134 Miami
USA

ACCOMMODATION

FCI doesn't have any accommodation arrangement. For information FCI Team will stay at Courtyard Miami Coconut Grove.



WEATHER

In February, the average daily temperature in Miami ranges between 64°F (18°C) and 78°F (26°C).

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

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 organization, 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 fcf@fci.nl

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About Fiba

Built on a legacy that spans over 40 years, **FIBA** is a non-profit trade association and international center for financial excellence. The Florida-based, and globally connected, organization's membership includes the largest financial institutions from Europe, the United States, Latin America, and the Caribbean. FIBA is recognized by the financial services industry, regulators, and law enforcement as a Center for Excellence for its knowledge and expertise in anti-money laundering compliance and its high-level education and training programs.

For more information, visit www.fiba.net

About our Main Sponsor



CODIX is the software company which has developed iMX – the event-driven enterprise management system. Its innovative blend of technologies optimizes the rapid

implementation of tools customized to meet the requirements of each client, making it the leading software in several industries.

CODIX now operates in 13 countries – France, Bulgaria, USA, Canada, Tunisia, Vietnam, Mexico, Spain, Germany, Czech Republic, Romania, Colombia and UK. The company's top-level multi-disciplinary team of over 780 professionals is dedicated to the implementation, maintenance and constant evolution of the company's unique product – iMX. The software is currently used in 28 languages by more than 50 000 users in 50 countries.

CODIX has become the leading software provider for Debt Collection, Commercial Finance, Factoring, Asset-Based Lending and Trade Finance IT systems.

For more information, visit www.codix.eu

About our Gold Sponsors



Rosenthal & Rosenthal

SINCE 1938

Rosenthal & Rosenthal (www.rosenthalinc.com) is the largest privately held factoring and finance company in the United States, offering domestic & international recourse & non-recourse factoring, notification and non-notification factoring, asset-based lending, and purchase order financing. A member of FCI since 1981, Rosenthal is pleased to evaluate opportunities together and offer

services tailored to the needs of clients and FCI members.

With over 85+ years of generational family leadership and experience, Rosenthal is now led by the third generation of the Rosenthal family. Loan size ranges from \$500,000 to \$30MM+, serving small to middle-market clients. As a privately held company, Rosenthal is committed to providing personalized service and flexible lending to clients across a broad range of industries. With offices in New York, California, Georgia, North Carolina, and Illinois, Rosenthal's team of nearly 220 commercial finance professionals covers the U.S. from coast to coast and nearly everywhere in between.

By offering an in-depth understanding of international trade and its complexities, Rosenthal provides its clients with the expertise and resources they need to safely expand their businesses into new markets. Our lending capabilities, sector expertise, and understanding of the international trade landscape, uniquely allows us to help companies take their businesses to the next level.

With unmatched financial capability and decades of experience, Rosenthal remains best in class for all of our clients' creative financing needs.

**WELLS
FARGO**

Wells Fargo Commercial Banking provides market-leading solutions, industry expertise, and in-sights to help enable our clients' growth and success, enhancing the communities we serve. We can tailor a comprehensive suite of services and solutions to help fit your situation, whether you're riding out seasonal sales fluctuations, expanding into overseas markets, or looking for ways to improve working capital

performance. Our vision is to satisfy our customers' financial needs and help them succeed financially.

About our Institutional Partners



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About our Media Partners



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