

IN-SIGHT

Connecting and Supporting the Open Account Receivables Finance Industry Worldwide

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EXECUTIVE SUMMARY



GWENDOLINE DE VIRON

Head of Marketing and
Communication

Dear Reader,

Welcome to the latest edition of In-Sight,

The latest edition of InSight provides a comprehensive overview of key developments in the global open account receivables finance industry.

Chairman Çağatay Baydar reflects on 2024's growth and outlines FCI's key priorities for 2025, including strengthening global supply chains, advancing digital trade, and promoting sustainable finance. He highlights the importance of the 57th Annual Meeting in Rio de Janeiro as a key industry gathering. Secretary General, Neal Harm, discusses FCI's expansion efforts, market opportunities, and regulatory developments in regions such as Egypt, Bangladesh, and India, emphasising the importance of liquidity and investment in receivables finance.

Connect

Betül Kurtulus explores economic developments in Southern Europe, where Spain, Greece, Italy, and Portugal show strong trade finance potential. Spain leads in GDP growth, while Italy strengthens its export-driven industries, presenting significant factoring opportunities. Alberto Wyderka reviews the first-ever FCI Regional Conference in Miami, highlighting the role of digitalisation, AI-driven risk management, and financial inclusion in expanding supply chain finance in the Americas. Lin Hui discusses how automation, blockchain, and AI are transforming treasury management, enabling better cash optimisation and risk mitigation for businesses and financial institutions. You can read insights from FCI's workshop in Northern Africa, organised with Afreximbank and the Egyptian Factoring Federation, which aims to accelerate factoring adoption and grow Africa's market to €250 billion. The section concludes with an introduction to new members from Egypt, Mexico, India, Kazakhstan, and the UK, reinforcing FCI's global reach.

Educate

Ayşen Çetintaş reports on the successful factoring training workshop in Türkiye, organised by FCI Academy and the Association of Financial Institutions, focusing on international factoring, risk management, and legal frameworks. Spyros Tsolis presents key takeaways from the FCI Academy and ADB workshop in Bangladesh, where participants explored digitalisation, Edifactoring 2.0, and international factoring standards to strengthen trade finance in the region.

Influence

Tom Vanacker discusses the increasing complexity of e-invoicing regulations across Europe, emphasising the importance of compliance with country-specific systems in France, Germany, Italy, and Poland, as well as the EU's VAT in the Digital Age (ViDA) directive. FCI continues to expand its industry influence through key partnerships and events, including high-level meetings with Saudi Arabia's Central Bank, Uzbekistan's Central Bank, and financial institutions across Europe, MENA, and Asia.

Looking ahead, FCI remains committed to fostering global trade finance innovation, with the 57th Annual Meeting in Rio de Janeiro set to be a key milestone for the industry.

Enjoy the reading!

Gwendoline

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ÇAĞATAY BAYDAR
Chairman of FCI

WELCOME FROM ÇAĞATAY BAYDAR Chairman of FCI

Dear Members and Colleagues,

As we step into 2025, I would like to take a moment to thank our members for their continued support and active participation throughout 2024. Your engagement has been instrumental in driving FCI forward, strengthening our network, and advancing the global factoring and receivables finance industry.

Reflecting on 2024 & Transitioning to 2025

The past year has been one of growth, collaboration, and innovation. From our partnerships with key Multilateral Development Banks to the expansion of FCI Academy's educational initiatives, we have reinforced our commitment to developing the industry and providing invaluable resources to our members.

As we transition into 2025, we look forward to an exciting calendar of FCI events designed to foster meaningful connections, enhance industry knowledge, and drive business opportunities. Our 57th Annual Meeting in Rio de Janeiro will be a highlight of the year, offering a prime opportunity to meet the right people at the right time and place. I encourage all members and industry players to participate and leverage the power of our global network.

Key Industry Trends for 2025

Looking ahead, three critical themes will shape the trade finance landscape:

Global Supply Chains - The role of trade finance in supply chain management remains paramount, particularly as companies restructure their operations to navigate evolving economic landscapes. Financing and risk management will play a crucial role in these shifts. FCI's educational initiatives, including the upcoming Webinar on FCIreverse – EDIreverse Opportunities, will continue to equip members with the necessary tools to adapt and thrive.

Digital Trade - The rise of e-commerce and digital payment systems is transforming trade finance. Digital solutions are accelerating payment processes, improving access to trade financing, and enhancing fraud prevention mechanisms. FCI's guidance, developed in collaboration with Multilateral Development Banks, will support governments and financial bodies in implementing robust frameworks for digital trade. Additionally, our upcoming Import-Export Factoring Networking E-vent will provide a platform to explore new opportunities in the digital trade landscape.

Sustainable and Inclusive Trade - Sustainability remains at the forefront of global trade finance strategies. Implementing green and socially responsible trade practices will be a key objective for 2025 and beyond. Fintech solutions are playing an increasingly vital role in this transition. FCI is committed to supporting our sponsor members by providing marketing assistance and visibility within our global network.

Looking Forward

Collaboration is the cornerstone of our success. As we embark on this new year, I encourage you to engage in FCI's initiatives, participate in our events, and leverage our vast network to create new opportunities. Together, we can shape the future of receivables finance and drive sustainable growth for the industry.

I look forward to seeing you all in Rio and at our many events throughout the year.

Warm regards,
Çağatay Baydar

IMPORT-EXPORT FACTORING NETWORKING E-VENT

2 April 2025 | Cvent, Online | FCI Members only



Facilitating Open Account - Receivables Finance

Your Network is Your Net Worth

Join FCI's Import-Export Factoring Networking E-vent, the premier online gathering designed exclusively for FCI members. This is your chance to build valuable business connections, explore new market opportunities, and engage with global factoring professionals—all from the comfort of your office!



**EXPAND YOUR BUSINESS.
CONNECT GLOBALLY.
GROW YOUR OPPORTUNITIES.**

**REGISTER NOW AND
SECURE YOUR SPOT!**



NEAL HARM
Secretary General

A WORD FROM THE SG

In my last article and in my recent presentations, I equate FCI's Network to an airport which connects each of us across the world. I may have jinxed myself with that article and analogy as I had a few challenging trips recently with a delayed flight ending with an unplanned overnight in an airport lounge. From the stage in Seoul last June to my most recent presentation in Miami, I always highlight and focus on Return on Investment or ROI. The challenge of travel is my "I" or investment in FCI and our future. It is my commitment to grow FCI and this Network that we use every day.

I
ALWAYS
HIGHLIGHT
AND FOCUS ON
RETURN ON
INVESTMENT

This investment of travel has led me to see significant opportunities in the market for FCI these past few months. **Egypt** has new members to FCI along with a resurgence in the focus on factoring due to recent regulatory changes. In **Bangladesh**, there is a growing appetite for open account trade and our members are coming together to build a community to support education and advocacy in the market. **India** is building a foundation in GIFT City where FCI is being asked to participate in the growth at the regulatory level while members are starting to actively transact on edifactoring. The **Emirates** through the MENA committee is bringing the FIs together to drive open account trade. In the Americas, FCI partnered with FIBA and the Secured Finance Network to host our first regional event in the market. It was very well received, and the first of many. Next month I will be in **China** to kick-off the China Committee of FCI. I will finish my travels with the **European** Factoring Summit in Copenhagen. This has been a great way for FCI to start the first quarter of 2025 as I touch the market with each Regional Director!

In addition to the specific market opportunities, I have met with funding providers in Multilateral Development Banks as well as the private sector members that see the value in receivables as an investable asset class. The value to FCI and its membership is liquidity. It means that markets that need liquidity will have an opportunity to access that liquidity for its clients. To support this initiative, FCI must promote the value and quality of our Network. FCI has historically seen less than 3% dilution and .04% (4 Basis points) impairment across the portfolio! We need to share this message with our credit partners, regulators, and future members. This shows incredible strength in our portfolio and product.

The start to 2025 has already brought a Return on Investment to FCI. There are several firsts for FCI. One such first is that two Fintechs, FactorLink and 360tf, have applied and been accepted to move from Affiliate to Associate Member. They each have a slightly different model. However, they are both variants to the traditional FCI model. Get to know them during the Annual Meeting – listen to their story. The common thread for FCI in both of their stories is they are providing working capital to SMEs in their given markets. More importantly, they are doing it within the 4 Corner Model to include an Import Factor of the buyer.

Another first that we will highlight during the FCI Annual Meeting, is the double-digit growth in Members that are moving from Associate to Full Members. It will be the most in the history of FCI in a single year. Why? Because the FCI team is focusing on the Network. We are reaching out to members and helping them connect across the network. We are talking to them about solutions

in the market to support them and their clients.

The Network of FCI also allows our members to react to the changing markets. We are seeing trading partners and trading routes moving and changing faster than almost any time in history. There is an obvious focal point on the United States from this, but this is more than just one country, it is global. In 2023/2024, there were over 2 billion votes across 50 countries that resulted in significant shifts away from incumbent parties, driven by a mix of political and economic challenges. As a result of these shifts, nearly 3,000 trade-restricting measures were imposed this past year – almost triple the number in 2019.

THE
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THIS IS THE
POWER OF THE
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NETWORK IS HERE TO
SUPPORT YOU AND
YOUR CLIENTS

These market shifts and how you react to them is why the **FCI NETWORK** is so important. As your clients focus on new import or export markets, they are going to want your advice and consultation. This is the power of the Network. You can trust that the FCI Network is here to support you and your clients.





FCI

57th

ANNUAL MEETING

Facilitating Open Account – Receivables Finance

22nd - 26th JUNE 2025
RIO DE JANEIRO, BRAZIL

Connecting the Global Trade & Receivables Finance Network *- Be a Part of It*

The Annual Meeting offers a great chance to connect with industry colleagues and take part in discussions about the latest developments within the Factoring and Receivables Finance Industry. Participants can expect to gain valuable insights from experts through insightful presentations, engaging in-depth panel discussions led by top professionals, and staying updated with global statistical updates.

In addition, the Meeting is well known for its plentiful networking opportunities, and Rio de Janeiro will provide a beautiful backdrop for all of these networking sessions while offering some incredible sightseeing on the last day. Don't miss out on this opportunity to gain valuable insights and make meaningful connections.

26+

HOURS OF
NETWORKING

250+

HIGH-LEVEL
ATTENDEES

Scan the QR code to find out
more or visit fci.nl



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SOUTHERN EUROPE'S ECONOMIC DEVELOPMENTS: UNLOCKING TRADE FINANCE OPPORTUNITIES



BETÜL KURTULUS
Director of Strategic Marketing
& Business Development

The southern regions of Europe, particularly Spain, Greece, Italy, and Portugal, are experiencing significant economic changes. These countries are demonstrating noteworthy economic performance and debt management developments, offering substantial opportunities from a trade finance perspective.

THE
SOUTHERN
REGIONS OF
EUROPE ARE
OFFERING
SUBSTANTIAL
OPPORTUNITIES FROM
A TRADE FINANCE
PERSPECTIVE

Spain: According to "The Economist," Spain is set to be the best-performing wealthy nation in the world in 2024. The country has not only expanded its economic base but is also exhibiting strong growth at a rate of 3.2%, outperforming its Eurozone peers (Source: National Statistics Institute - INE). Spanish banks play a critical role in providing trade finance to exporting firms. The growth in Spain's foreign trade volume also leads to increased demand for risk management and trade insurance services.

Greece: Greece is continuing its transformation from the crisis and making progress in overcoming past challenges related to an €8 billion loan maturing in 2028. The decline in borrowing interest rates indicates efforts to ensure financial

stability. Greek companies are increasingly turning to trade finance instruments to access international markets. However, past economic crises may lead some banks to adopt a cautious approach.

Economic Outlook for Portugal: As of 2023, Portugal's GDP stands at \$255 billion, with an expected increase of \$62 billion between 2023 and 2028. The rapid growth in employment and a robust tourism sector are creating opportunities in trade finance. Local firms are seeking trade finance solutions to support their exports. Additionally, the expected economic recovery in 2024 and 2025 may result in imports outpacing exports. However, when we look at the statistics for factoring operations in these regions, we can see significant players and robust turnover figures, particularly in Spain, Greece, and Italy, while Portugal shows growth potential.

Italy: Italy, being the second-largest exporter in Europe, presents significant opportunities from a trade finance perspective. Italian firms have a strong presence in the textiles, automotive, and machinery sectors. Italian banks may explore innovative products to enhance trade finance solutions for SMEs (Small and Medium Enterprises). The country's international connections necessitate financing strategies that mitigate trade-related risks. Additionally, factoring operations are expected to grow alongside the increase in trade as companies look to leverage their receivables for immediate liquidity.

Overall Situation in the Eurozone: The overall GDP growth rate in the Eurozone has averaged 0.38% from 1995 to 2024. The GDP growth rate reached an all-time high of 11.70% in the third quarter of 2020, followed by a record low of -11.10% in the second quarter of the same year, showing significant volatility. Furthermore, according to a report by Unicredit Group, GDP in the

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Eurozone is projected to grow by 0.9% in 2025, indicating potential increases in demand for trade finance.

Conclusion: The economies of Spain, Greece, Italy, and Portugal show promising growth rates and financial reliability compared to other Southern European countries. Additionally, innovative solutions and digitalisation in the trade finance field are supporting the development of trade and increasing the need for financing. As trade continues to rise, we anticipate that factoring operations will also experience significant growth, especially in Portugal and other developing countries in Europe. FCI always aims to work collaboratively with all stakeholders to support trade and address regional trade finance gaps. The GDP forecasts for 2025 will be an important indicator of these countries' economic landscapes and the overall health of the Eurozone.

AS
TRADE
CONTINUES TO
RISE, WE ANTICIPATE
THAT FACTORING
OPERATIONS WILL ALSO
EXPERIENCE
SIGNIFICANT
GROWTH



10TH EUROPEAN FACTORING SUMMIT

10-11 April 2025 | Copenhagen, Denmark

The leading event for factoring & commercial finance professionals in Europe!
Join industry leaders, policymakers, and experts representing over 98% of the European factoring market for two days of insightful discussions, networking, and innovation.

Key topics include:

- The state of the European factoring market in 2024
- Factoring in Denmark & its role in regional trade finance
- Regulatory & legal updates shaping the industry
- Digital transformation & fintech innovations in factoring
- Supply Chain Finance & sustainable finance
- Insights from top industry executives on the future of factoring

**LAST YEAR'S EVENT REACHED FULL CAPACITY EARLY
—DON'T MISS OUT!**

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A DEFINING MOMENT FOR FACTORING & SCF IN THE AMERICAS



ALBERTO WYDERKA
Regional Director Americas

On 25-26 February 2025, we had the incredible opportunity to host our first-ever Regional Conference in the Americas, in partnership with the Financial & International Business Association (FIBA), in Miami. This landmark event brought together industry leaders, financial institutions, and technology providers, all eager to discuss the evolving landscape of factoring and supply chain finance (SCF) in the region.

From the moment our Chairman, Çagatay Baydar, and FIBA President & CEO, David Schwartz opened the event, it was clear that this would be a conference to remember. Over the course of two days, we explored financial inclusion, regulatory shifts, risk mitigation, and the transformative role of technology in SCF. Our Secretary General, Neal Harm, shared a compelling global overview of factoring, reinforcing how SCF continues to be a powerful driver of business growth worldwide.

Expanding Factoring & SCF in the Americas

One of the biggest takeaways from this conference was the sheer potential for SCF growth in the Americas. The discussions underscored some critical areas for expansion:

- Multilateral banks are playing a key role in financial inclusion, particularly in helping SMEs gain access to much-needed capital.
- Regulatory frameworks continue to evolve, and financial institutions must balance compliance with the flexibility needed to foster innovation.
- AI and digitalisation are transforming trade finance, with data analytics and automation revolutionising working capital management.

A recurring theme was the urgent need for enhanced SCF solutions beyond traditional banking models. Many SMEs in the region still struggle to access affordable financing, yet factoring presents a viable path to financial stability, allowing businesses to unlock liquidity, mitigate risk, and expand into new markets.

Technology & Risk Management at the Forefront

It's no surprise that technology took centre stage at this event. With the rise of AI-driven analytics, automation, and digital platforms, it's clear that SCF is entering a new era of efficiency and risk mitigation.

We heard from industry experts about how cutting-edge innovations are enabling faster transactions, reducing fraud, and enhancing financial decision-making. At the same time, risk management remains a top priority, with thought leaders sharing best practices for navigating financial uncertainty and evolving regulations. The key takeaway? Balancing innovation with compliance is crucial to ensuring that SCF remains a trusted and sustainable financing model.

Strengthening Industry Collaboration

Beyond the insightful discussions, this event was a true testament to the power of collaboration. One of the most valuable aspects of this conference was the networking opportunities, where industry professionals came together to exchange ideas, explore new business opportunities,

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and strengthen existing relationships.

Factoring, at its core, is built on trust and strong partnerships, and this conference underscored just how vital cross-sector collaboration is in driving growth and innovation in SCF.

We extend our sincere gratitude to FIBA for their unwavering support in making this event a success. Their expertise and dedication to strengthening the financial sector in the Americas played a key role in ensuring that our discussions were high-impact and action-driven.

Looking Ahead

As we reflect on this successful event, we're already looking ahead to FCI's 57th Annual Meeting in Rio de Janeiro from 22-26 June 2025. This flagship global gathering will build upon the momentum we've created here in Miami, bringing together over 200 factoring and SCF experts, financial institutions, and industry leaders to continue shaping the future of trade finance.

A huge thank you to our sponsors, partners, and speakers—your contributions helped make this conference an outstanding success. We look forward to keeping the conversation going in Rio!



THIS EVENT
WAS A TRUE
TESTAMENT TO THE
POWER OF
COLLABORATION.

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TECHNOLOGY, TREASURY MANAGEMENT AND FCI MECHANISM



LIN HUI
Regional Director North East Asia

In today's era of rapid technological advancement, treasury management has also undergone a fundamental transformation. Organisations seeking to remain competitive cannot underestimate the importance of technology in cash optimisation, especially in working capital management.

Effective working capital management ensures a company has sufficient liquidity to meet its short-term obligations. It involves careful monitoring of accounts receivable, inventory, and accounts payable, along with ongoing communication with banks to identify potential risks associated with their bank accounts. The traditional approach is staff-intensive, costly, and prone to error.

However, with the introduction of advanced technologies such as automation, blockchain, and AI, companies can now have more advanced tools to manage their entire treasury and financial processes properly. It's not just about streamlining processes but also about reducing costs, automating tasks, and providing insights that help the business run smoothly. Thus, treasury roles have shifted from operational tasks to providing strategic insights, enhancing risk management, and advising senior management on decision-making.

This new scope of responsibilities has further led treasury professionals to explore expanding their tech stack beyond ERP systems and investing in treasury management software.

ERP systems are comprehensive software solutions that integrate various business processes and functions across organisational departments. These systems typically include modules for supply chain management, manufacturing, human resources, finance, accounting, and more. ERP systems aim to improve efficiency, visibility, and decision-making by providing a centralised database and a set of tools to manage core business operations. Some treasury functions may be present, but they are not specifically designed for treasury professionals.

TREASURY MANAGEMENT SOFTWARE FOCUSES ON AGGREGATING A LARGE VOLUME OF FINANCIAL DATA FROM VARIOUS SOURCES, TO PROVIDE A REAL-TIME, OVERALL VIEW OF CASH FLOW

Treasury management software is specifically built to address the unique needs of the treasury team. It focuses on aggregating a large volume of financial data from various sources, such as banks, ERP, and other financial systems, to provide a real-time, overall view of cash flow.

It is estimated that Chinese companies with more than 10 billion RMB in sales have invested in their treasury management software. In contrast to ERP, treasury management systems need to be integrated with data from outside the organisation. Primarily, this is the bank. So, naturally, banks are getting into the treasury management system business, developing advanced tools and platforms to avoid falling behind in this new arms race.

Banks' participation lowers the treasury management threshold so that SMEs can also benefit from it, thus substantially increasing the penetration and coverage of treasury management services, ultimately making treasury management an infrastructure for all businesses to access the banking services of the future. The level of granular detail and specialisation empower owners/treasurers to make informed decisions regarding:

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- **Liquidity:** Optimising cash positions to avoid idle funds and ensure sufficient resources for upcoming needs.
- **Forecasting:** Creating accurate cash flow projections based on real-time data and historical trends.
- **Risk Management:** Proactively identifying and mitigating potential risks associated with cash flow fluctuations.

It is important to note that a simple data link between a single bank and a single business does not achieve the true sense of data integration required for treasury management. A critical step to accomplish it is to achieve a bank-to-bank data integration on transactions between a business and all its customers and suppliers, thus securing a closed loop of data for all flows of money in and out.

It may sound like a complex undertaking, but if you understand the principles of the FCI mechanism, you can see its approach and significance. A treasury management infrastructure based on the FCI mechanism will help banks:

- **Anti-fraud:** mutually reinforcing controls by FCI mechanism.
- **Impairment rate:** reduced to the FCI average of 0.042%.
- And ultimately, to increase revenues and profits.

Technology is undoubtedly transforming treasury management, and global banks are actively embracing this trend. The treasury management process as an infrastructure for future banking services is accelerating. The game rules of banking are changing.

FCI members should have a first-mover advantage in this race compared with other banks. We must remain vigilant and take proactive action to strengthen close communication and cooperation among members at this moment, push forward the building-up of a Treasury Management Infrastructure with the FCI mechanism, and turn our edge into a final win.

**FCI
MEMBERS
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BANKS**



CONNECT

ADVANCING FACTORING IN NORTHERN AFRICA: FCI HOSTS WORKSHOP IN PARTNERSHIP WITH AFREXIMBANK AND EFF

In pursuit of the growth and transformation of Small and Medium Enterprises (SMEs) across Africa, FCI, the world's largest network of factoring companies, in collaboration with the African Export-Import Bank (Afreximbank) and the Egyptian Factoring Federation (EFF), successfully hosted a two-day Workshop on International Factoring for Northern Africa.

Held in Cairo, Egypt, from 10 to 11 December, the workshop served as a high-impact capacity-building initiative designed to enhance factoring knowledge and adoption in the region. The event provided participants with a highly technical and intensive programme focused on boosting the uptake of factoring—particularly export factoring—by leveraging the combined expertise of FCI, Afreximbank, and the EFF.

Delivering the opening remarks, Mrs. Kanayo Awani, Afreximbank's Executive Vice President, Intra-African Trade and Export Development, FCI Executive Committee Member, and Chairperson of FCI's Africa Chapter, highlighted the significance of the training. She noted that it provided a unique opportunity for industry professionals to explore the latest trends, opportunities, and regulatory developments shaping the region's factoring landscape. Through expert-led sessions, case studies, and interactive discussions, attendees gained practical insights into best practices for factoring operations, risk management, and legal frameworks—ensuring a well-rounded understanding of both domestic and international factoring strategies.

Mrs. Awani pointed to the substantial growth in Africa's factoring industry, with volumes tripling since 2010 to reach €42 billion across 18 countries. She also noted that as of the end of 2023, 46 African factoring companies were members of FCI, representing 10% of the total FCI network. Despite these strides, factoring volumes in Africa accounted for only 1.2% of the global total in 2023. She underscored the need for further expansion, setting an ambitious target to grow Africa's factoring volume to at least €250 billion—10% of the continent's GDP in 2023. She stressed that achieving this goal would require increased technical training and capability-building for both emerging and established factoring companies.

Dr. Islam Azzam, Vice-Chairman of Egypt's Financial Regulatory Authority (FRA), commended Egypt's progress in the factoring sector, citing the FRA's issuance of 39 licenses between 2019 and 2023—up from just seven in 2018. He emphasized Egypt's commitment to financial inclusion and access to non-banking financial instruments. Dr. Azzam also highlighted key fintech regulations introduced by the FRA, including a regulatory sandbox for fintech startups, digital identity and Know-Your-Customer (KYC) protocols, and a broader framework for integrating fintech into non-banking financial services.



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Speaking at the opening ceremony, FCI Chairman, Mr. Çağatay Baydar, reinforced the importance of the workshop in driving factoring adoption in the region. He noted that the event enabled enterprises to explore regulatory developments, industry trends, and success stories in international factoring and supply chain finance within the global trade finance landscape. Mr. Baydar expressed gratitude to Afreximbank for its ongoing collaboration with FCI in advancing awareness and adoption of factoring in Africa and the Caribbean.

FCI, alongside Afreximbank and its partners, remains committed to fostering factoring development in Africa. This workshop follows similar initiatives previously held in Senegal, Nigeria, and Zimbabwe, as well as a widely attended webinar that engaged participants across the Caribbean region.

Attending the Factoring workshop was an eye-opening experience that exceeded my expectations. The comprehensive sessions and engaging discussions provided me with invaluable insights and practical knowledge. The expertise of the speakers, coupled with the interactive format, made complex concepts accessible and applicable. I particularly appreciated the hands-on activities, which deepened my understanding and enhanced my skills in this area. I highly recommend attending it to anyone looking to expand their knowledge and expertise in this field. Ahmed Shouman, Globalcorp Finance

It was very exciting to meet all the Factoring experts in one event, It really added to my experience and knowledge, as well as the networking. Mohamed Hassan, Trend Egypt

The American University in Cairo
Onsi Sawiris School of Business

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Factoring Open Access - Technological Partner

**CERTIFICATE OF
TRADE FINANCE IN AFRICA**

GROW YOUR BUSINESS; GO INTRACONTINENTAL

APPLY NOW

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NEW MEMBERS

One of the key reasons we exist is to connect people in the industry – creating business opportunities, networking, and relationships that last.

Since the last newsletter, the FCI family has grown with the following Members. Today FCI counts 386 members! We still have a lot of prospects that will soon join FCI.

Beltone Leasing
& Factoring

ASSOCIATE

EGYPT

Beltone Leasing and Factoring platform enables companies to unlock critical growth capital and accelerate cashflows through tailored, convenient leasing and factoring solutions and advisory services with confidence that supports long-term relationships.

It is one of the fastest-growing companies operating in the leasing segment in Egypt. From a paid-in capital perspective, the largest leasing company in Egypt stands at EGP 1 billion. It was awarded a factoring license from the Financial Regulatory Authority in September 2023. The company offers pioneering financing options to small and medium-sized enterprises and major corporations across strategic sectors.

Find out more about Beltone Leasing & Factoring by visiting their website [here](#).

BANORTE

ASSOCIATE

MEXICO

ARRENDADORA Y FACTOR BANORTE, S.A. DE C.V., SOCIEDAD FINANCIERA DE OBJETO MULTIPLE, ENTIDAD REGULADA, GRUPO FINANCIERO BANORTE

Arrendadora y Factor Banorte is a subsidiary of Grupo Financiero Banorte which has over 125 years of experience. Grupo Financiero Banorte is the largest Mexican financial group in Mexico and the one with the broadest business diversification, deep knowledge of the local marketplace, and comprehensive capabilities to provide a wide array of banking services and financial institutions.

Grupo Financiero Banorte deeply understands that the global trade flows are undergoing a major paradigm shift, and there is a need for companies to relocate production and supply chains close to the centers of final consumption, leading investors and companies to look for strategies such as nearshoring as part of their expansion and economic growth plans in Mexico. Thanks to its local nature, Grupo Financiero Banorte responds in a more agile and adequate way to the local needs faced in the Mexican market on a daily basis. Its team will offer tailor-made solutions for you in a shorter time than the market average.

Arrendadora y Factor Banorte stands out as an innovative leader with a proven track record in designing and adapting factoring and leasing solutions to meet its customers changing needs. Recently, Arrendadora y Factor Banorte took a significant step by becoming a member of FCI as an Export Factor. This membership strengthens its ability to offer international factoring services, further diversifying its product portfolio and enhancing its support for export companies in their global operations.

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Recognized for its innovative and customer-focused approach, Arrendadora y Factor provides tailor-made solutions for their client needs. With a strong commitment to excellence, Arrendadora y Factor Banorte has become a strategic partner for Mexican business seeking to optimize cash flow, improve financial management and strengthen their position in both domestic and international markets.

Find out more about Arrendadora y Factor Banorte by visiting their website [here](#).



INDIA

Established in 1985, Kotak Mahindra Group is one of India's leading financial services conglomerates. In February 2003, Kotak Mahindra Finance Ltd. (KMFL), the Group's flagship company, received banking license from the Reserve Bank of India (RBI), becoming the first non-banking finance company in India to convert into a bank - Kotak Mahindra Bank Limited.

The Bank has four Strategic Business Units – Consumer Banking, Corporate Banking, Commercial Banking, and Treasury, which cater to retail and corporate customers across urban and rural India. The premise of Kotak Mahindra Group's business model is concentrated India, diversified financial services. The bold vision that underscores the Group's growth is an inclusive one, with a host of products and services designed to address the needs of the unbanked and insufficiently banked. As on 31st December 2024, Kotak Mahindra Bank Ltd has a national footprint of 2,068 branches and 3,337 ATMs (incl. cash recyclers), and branches in GIFT City and DIFC (Dubai).

Find out more about Kotak Mahindra Bank Limited by visiting their website [here](#).



KAZAKHSTAN

Light-version is the online factoring platform enabling to buy and sell outstanding accounts receivables. Light-version turns international payments to local payments to its customers.

Originally, light-version has been developing since 2017 as a verification platform to provide factoring companies with precise delivery data to build fraud-free and paperless factoring businesses. Our solution made it possible to deal with clients with the lowest credit quality possible just securely buying accounts receivables eventually paid by well established companies. Also, light-version developed factoring automation system to make the factoring process also running without manual operations. 8 factoring companies use light-version software for full stack factoring operations starting from client-factor web application all the way to sophisticated adjustable reports and funding operations for factoring companies.

In 2020 Light-version launched factoring exchange acting as a central counterpart to buy and sell account receivables. This exchange platform allows customers to use light-version as a one-stop shop to evaluate counterparty risk and sell any accounts receivables. Light-version at any given moment has got zero factoring portfolio, rather we resell each and every receivable we buy from our client. We work with banks and factoring companies world-wide each having unique risk appetite and debtor profile. This gives our client an opportunity to sell almost all receivables, which

CONNECT

we channel to the most suitable partner.

Being the only Kazakhstan factoring company with developed international factoring Light-version focuses on serving cross border trade around the world. International factoring accounts for more than 80% of Light-version operations. Light-version team is happy to join FCI to contribute to global trade of receivables and promote nonrecourse factoring as the most convenient way to settle for international trade.

Find out more about Light-version by visiting their website [here](#).



UNITED
KINGDOM

MUFG Bank, Ltd has a global network spanning around 40 countries. Outside of Japan, the bank offers an extensive scope of corporate and investment banking products and services to businesses, governments, and individuals worldwide. MUFG Bank is a member of Mitsubishi UFJ Financial Group, Inc. (MUFG) which is one of the world's leading financial groups. Headquartered in Tokyo and with over 360 years of history, MUFG has a presence in approximately 2,000 locations with about 120,000 employees. MUFG offers services including commercial banking, trust banking, securities, credit cards, consumer finance, asset management, and leasing. The Group aims to "be the world's most trusted financial group" through close collaboration among our operating companies and flexibly respond to all of the financial needs of our customers. MUFG's shares trade on the Tokyo, Nagoya, and New York stock exchanges.

Our Offering - MUFG Bank, Ltd offers a comprehensive suite of working capital products including: recourse, non-recourse factoring, reverse factoring, receivables discounting, securitization and inventory financing etc. tailored to meet our client's needs. As a new member of the FCI network, MUFG Bank is keen to leverage our wide international footprint, with a strong presence across Asia, North Americas, Western Europe and the Middle East to support FCI members and our clients.

MUFG's Commitment to Empower a Brighter Future - MUFG Bank's goal is to enable growth and innovation through providing effective financial solutions, fostering sustainable trade relationships and being a reliable partner for clients globally. At MUFG, we are committed to empowering a brighter future, guided by core values of integrity, responsibility and professionalism. Find out more about MUFG Bank Ltd. by visiting their website [here](#).

We wish all our new members lots of success!

Other Members who joined more recently will be included in the next issue of In-Sight.

FOUNDATION COURSE ON FACTORING

FCI MEMBER EXCLUSIVE



COURSE OVERVIEW

The "FCI Foundation Course on Factoring" is the most popular, globally recognised e-learning course in Factoring. It is the first step in FCI's "Career Path" route. In this course, students will gain an in-depth understanding of the key elements in factoring and receivables finance.

- Overview of factoring and history of the industry & FCI
- Major variations of factoring
- Benefits, methods and mechanism
- Seller selection & management
- Risk elements of factoring



WHO SHOULD ENROL

New and recent entrants to the industry and practitioners employed by FCI Members in all departments with less than 12 months factoring experience.



CERTIFICATION

FCI Bronze Certificate on Factoring

Next step: Intermediate Course on Factoring

Available in English, Chinese & Spanish
Registration Deadline: 27 March 2025 | Course Start Date: 2 April 2025

LIBF — Accredited Learning Programme

ENROL FOR TERM 2

EDUCATE

FROM GLOBAL INSIGHTS TO LOCAL IMPACT - THE STORY BEHIND TÜRKİYE'S FACTORING TRAINING WORKSHOP



AYSEN ÇETINTAS
Education Director

Likemanyothersectors,thefactoringindustryinTürkiyeisundergoingasignificanttransformation. As global trade expands and financial services become increasingly sophisticated, the demand for well-educated professionals in the factoring industry has never been greater. Education is not just a tool for knowledge transfer but a catalyst for innovation, efficiency, and growth.

To meet the educational needs of all industry players, FCI Academy, in partnership with the Association of Financial Institutions (AFI), successfully hosted the **Factoring Training Workshop** in Istanbul on **14-15 and 21-22 January 2025**. The event brought together industry professionals from various banks and factoring companies to explore modern factoring practices, innovative strategies, and international standards.

The four-day workshop gave participants a comprehensive understanding of factoring techniques, including risk management, reverse factoring, supply chain finance, and Islamic factoring. The curriculum was designed and delivered by leading industry experts, ensuring a high-quality educational experience.

Key Achievements

- **Enhanced Knowledge Base:** Attendees gained in-depth knowledge of domestic and international factoring principles and practices.
- **Practical Insights:** Real-world case studies and success stories helped bridge theory with practice.
- **Networking Opportunities:** The event facilitated meaningful connections between professionals among industry stakeholders.
- **Legal Frameworks:** Participants developed a solid understanding of GRIF (General Rules for International Factoring) and other legal aspects relevant to domestic and cross-border transactions.



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EDUCATE

Feedback from attendees was overwhelmingly positive. Many participants appreciated the practical approach and the opportunity to engage directly with industry experts. They highlighted the interactive sessions as a valuable component of the workshop.

The workshop featured insightful presentations from **Mr. Yüce Uyanık**, LL.M., Legal Committee Member, FCI and **Ms. Ayşen Cetintas**, Education Director, FCI.

Education is the foundation upon which the future of Türkiye's factoring industry will be built. By prioritising continuous learning and development, the industry can maintain its competitive edge, foster innovation, and support the country's economic growth in the global marketplace.

Educational initiatives, such as the Factoring Training Workshop hosted by FCI Academy and the Association of Financial Institutions (AFI) in January 2025, demonstrate the industry's commitment to professional development. FCI Academy continues to develop similar training programmes in other developing and emerging markets.



EDUCATE

FCI ACADEMY & ADB WORKSHOP, DHAKA, BANGLADESH, 3-4 FEBRUARY 2025



SPYROS TSOLIS
Regional Director

The recent workshop, co-hosted by FCI Academy and the Asian Development Bank Trade and Supply Chain Finance Programme (ADB TSCFP) in Dhaka, Bangladesh, was a resounding success. The event brought together industry professionals from across the region and served as a vital platform for exploring innovative solutions to enhance open account trade and tackle key challenges in the trade finance sector.

Participants engaged in expert-led sessions that covered essential topics such as risk management, digitalisation, and the legal frameworks supporting open account trade. One of the workshop's highlights was the in-depth exploration of FCI's Two-Factor system, Edifactoring 2.0, and the General Rules for International Factoring (GRIF), which provided attendees with practical insights into cutting-edge tools that can streamline operations and enhance business efficiency.

The event fostered dynamic discussions and knowledge sharing, with attendees benefiting from the expertise of global and regional leaders in the trade finance industry. The interactive format encouraged meaningful dialogue, allowing participants to exchange best practices and explore innovative approaches to business growth.

Despite the macroeconomic challenges, Bangladesh has demonstrated remarkable trade performance in recent years, emerging as a key player in global commerce. With a rapidly expanding export sector, particularly in textiles and ready-made garments, the country continues to make significant strides in trade finance and supply chain development. Bangladesh's trade sector's resilience and adaptability underscore its importance in the global market.

Whether newcomers to factoring or seasoned professionals seeking advanced knowledge, attendees left the workshop with valuable takeaways, expanded professional networks, and a deeper understanding of the evolving landscape of receivables finance.

We extend our gratitude to all speakers, participants, and partners for making this workshop an enriching experience. As trade finance continues to evolve, events like these play a crucial role in equipping industry professionals with the tools and insights needed to navigate the future successfully.



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EDUCATE

Discover some testimonials:

"The ADB-FCI Academy workshop on 'Expanding Horizons: Securing Open Account Trade with Factoring' was a very well-structured and insightful event. The sessions provided a indeep dive into the global factoring landscape, risk management, and the evolving role of supply chain finance. The expert-led discussions, particularly on regulatory frameworks and FCI solutions, were highly relevant and practical. This workshop has significantly enhanced my understanding and will undoubtedly add value to my professional role. I highly recommend it to trade finance professionals looking to stay ahead in the evolving world of open account trade." S M Sultan Kabir, CDCS, CSDG, HBL Bangladesh

"We appreciate your workshop was very much remarkable." Md. Khalekuzzaman Talukder, BASIC Bank Limited

"I am feeling lucky to attend in such a program. You have done a lot of works to make the program fruitful and helpful in our banking sector that was really amazing. Finally all of the presenters were more skilled and too punctual. Hope for the best of your journey." MD. SAIFUL ISLAM, Bangladesh Financial Intelligence Unit, Deputy Director

"FCI workshop is very fruitful in understanding factoring." Md. Tofael Uddin Azhar, Bank Asia PLC, Assistant Vice President

"It was a very wonderful workshop. It helped to increase my understanding regarding the very little known subject. Thank you all." Ratan Kumar Basak, Mercantile Bank PLC., Assistant Vice President

"In a market like Bangladesh factoring for export Spector can be a game changer." Wasim Ibne Halim, Prime Bank PLC, Executive Vice President



INFLUENCE

E-INVOICING: HOW TO SIMPLIFY THE COMPLEXITY AND TO REDUCE THE RISKS OF GETTING IT WRONG



TOM VANACKER
Unifiedpost Group

With compliance rules tightening across Europe, the pressure is mounting. Factoring companies operate in a high-stakes environment where an invoice is not just a document but a financial asset backing every transaction. But in today's rapidly evolving regulatory landscape, ensuring that an invoice is 100% compliant is becoming increasingly complex. For factoring companies, a non-compliant invoice is not just an operational headache but a direct risk to the recoverability of funds.

E-Invoicing is a mechanism that supports fast, secure, and compliant transactions. Factoring companies need a robust, automated solution with real-time compliance checks (legal, VAT, formats), traceability, and secure digital certificates via Qualified Trusted Service Providers (QTSP) to ensure data integrity and protection against invoice fraud.

However, e-Invoicing regulations and mandates vary widely across Europe and even more if we look at global scale. While the well-known Peppol network might seem like a standardised solution, thanks to its transportation layer and structured document formats, the reality is the opposite. Peppol has been taken as a framework, with countries implementing it with various adjustments on a country-to-country basis. In contrast, other countries opt for a totally different model for e-invoicing, leading to a scattered and complex e-Invoicing landscape. Transportation methods and technical formats are very different, even like the requirements for archiving and signing methods, resulting in diverse trust and security levels for the entire e-Invoicing process.

Last but not least, the VAT e-reporting requirements vary too, with some models being more centralised and others being decentralised. An important term to follow is also the ViDA ("VAT in the Digital Age") regulation, which forces the whole EU region to shift from paper and non-paper invoices to fully structured e-Invoices and near-real-time tax reporting by 2030, which represents a fundamental change in the way taxes will be reported and monitored in Europe, impacting over 50 million businesses, from small to large.

Let's look at some examples of some key EU economies.

In France, the B2B issuance of e-Invoices will be made mandatory in September 2026 for larger companies and in September 2027 for Small and Medium Enterprises (SMEs). However, starting September 2026, receiving e-Invoices will be mandatory for every company. The e-invoicing platform will be a local e-invoice scheme with Partner Dematerialization Platforms (PDPs), a private service provider that will ensure compliance and should get certified. E-invoices must be EN16931 compliant (EU norm for e-invoices), with three different syntaxes: UBL (Universal Business Language), CII (Cross Industry Invoice) and a hybrid format named Factur-X.

In Germany, B2B e-invoicing kicked in as of January 2025, whereby every company can send e-invoices. Starting from January 2027, every company with revenue over EUR 800k annually must send e-invoices. As of 2028, a full obligation for B2B e-invoicing will start. E-invoices must be structured using EN16931-compliant syntaxes, a raw data format XRechnung, and a PDF-

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based ZUGFeRD 2.3.

In Poland, the government has planned the mandatory B2B e-Invoicing for 2026. They have built a centralised platform named KseF ("Krajowy System e-Faktur") for issuing, storing, and accessing e-Invoices, which must be issued in a Polish-specific structured XML format, which is designed to align with the EU standard EN 16931. The mandate will be introduced in February 2026 for companies with turnover exceeding PLN 200 million, while from April 2026 for all other taxpayers.

In Italy, B2B e-invoicing has been regulated since January 2019 through SDI ("Sistema di Interscambio"), the government's centralised e-invoicing and tax registration platform. Invoices must be sent only via SDI in the Italian national standard FatturaPA (EN 16931 compliant).

4 examples of key EU economies and 4 quite different e-Invoicing systems. The French model, however, seems to be the most future-proof from a trust, security and compliance point of view. However, to cope with this ever-growing international complexity and avoid related risks, factoring companies and their clients should partner with certified and trusted service providers. The use of such specialist providers should even become a new criterion of factorability within the world of receivables finance, as missing compliance will certainly endanger the recoverability of funds.

Furthermore, factoring is tightly linked to the EU Directive 2011/7/EU, also known as the Late Payments Directive, which aims to combat late payments in commercial transactions. But even minor discrepancies in VAT calculations, missing metadata, or improperly structured data files could render an invoice invalid, hence increasing the risks of payment delays and even more of disputes, tax penalties, or losses.

In essence, the ultimate goal is to create a streamlined, secure, and compliant ecosystem for e-invoicing-based finance. As we all know, this is heavily linked to government-driven initiatives and regulations. One thing is sure, however: you never know when those government legislative programmes really pop in, but once they do, they come in big. Therefore, it is absolutely crucial for businesses and their financiers to be on this "train of change" in a timely manner.

This is exactly what we, as Unifiedpost, facilitate via our flagship platform Banqup, enabling compliant e-invoicing services across Europe and even globally, with end-to-end security and data integrity and with seamless integrations, reducing your risks as a factoring company. Banqup is an all-in-one SaaS platform, combining e-Invoicing, e-Payment, and e-Reporting, with the option to link funding solutions to it.



unifiedpost
GROUP



banqup

INFLUENCE

FCI SPREADING ITS WINGS: MEETING BOTH ONLINE AND IN-PERSON WITH PARTNERS, PROSPECTS, ORGANISATIONS

More than ever, FCI has been partnering with organisations to promote factoring and boost the industry. FCI Directors were invited to speak at other organisations' events. Below is what has happened over the past three months.

DECEMBER 2024

4 December | Tailor-made Training for Saudi Central Bank (SAMA)



FCI Academy conducted a three-day customised training session for the Saudi Central Bank (SAMA), led by Spyros Tsolis. The programme focused on Factoring and Supply Chain Finance (SCF), supporting SAMA's regulatory initiatives in line with Saudi Vision 2030 to empower SMEs. The training was honoured by the presence of H.E. Vice Governor for Supervision & Technology, Mr. Khaled Al-Daher, and H.E. Deputy Governor of Financial

Innovation, Mr. Yazeed Alnafjan, who emphasised the significance of SCF development. With 40 professionals participating, the session fostered a unified understanding of SCF and strengthened the foundation for future industry growth.

5 December | IFC-FCI Conference Exploring Receivables and Payable Finance in Uzbekistan

FCI and the IFC jointly hosted the Exploring Receivables and Payables Finance conference at the Central Bank of Uzbekistan, bringing together industry leaders to discuss the development of factoring in the region. A key highlight was a joint interview with FCI Chairman Çağatay Baydar and Central Bank of Uzbekistan Deputy Chairman Abrorkhuja Turdaliev, in which they explored the role of factoring in strengthening financial infrastructure and its impact on Uzbekistan and Central Asia.

Their Editorial Assistant, Mahika Ravi Shankar, also shared insights about Uzbekistan's SMEs and supply chain finance based on a panel featuring Çağatay Baydar, Chairman of FCI, Neil McKain, Uzbekistan's Country Director for IFC, and Fevzi Tayfun Kucuk, SCF Technology Consultant at IFC. Read more [here](#).



INFLUENCE

11-13 December | Member Meetings in Egypt

Neal Harm and Nassourou Aminou visited Egypt to engage with key industry players. They met with Egypt Factors and GlobalCorp to discuss market trends, industry challenges, and opportunities to expand factoring in the region. These meetings reinforced FCI's commitment to supporting factoring growth and fostering collaboration in Egypt.



16 December | Berne Union Yearbook 2024

Dive into the Berne Union Yearbook 2024 and read Betül Kurtulus's insightful contribution. Her article explores the powerful synergy between factoring and credit insurance, highlighting key trends and innovations driving global trade stability. Read more [here](#).

14-20 December | COTFIA 2024 - Course 6

FCI was proud to contribute to the successful completion of COTFIA Course 6: Commercial Finance & Practical Applications at The American University in Cairo. Over six intensive days, participants delved into receivables finance, exploring key topics such as factoring, reverse factoring, risk management, and legal frameworks. A highlight of the course was the business simulation exercise, where attendees applied what they had learned in a real-world scenario. With contributions from FCI's Aysen Cetintas, Spyros Tsois, Neal Harm, and other global experts, the course fostered collaboration and deep industry insights.



JANUARY 2025

29-30 January | 11th Annual Supply Chain Finance Summit



FCI was a proud supporting partner of BCR Publishing's 11th Annual Supply Chain Finance Summit in Madrid. Executive Committee Member Mónica Fernández Barbero and Regional Director A. Betül Kurtulus represented FCI, actively participating in discussions on the latest trends and developments in supply chain finance. Their contributions reinforced FCI's role in shaping the industry's future and strengthening its global network.

INFLUENCE

FEBRUARY 2025

3-15 February | Secretary General Trip to Bangladesh, Singapore & India

Bangladesh: Neal's visit to Dhaka centred on fostering relationships with FCI members and supporting industry growth through education. He attended a private dinner with key members and participated in the ADB-FCI Academy Workshop, focusing on capacity building and the development of factoring and supply chain finance in Bangladesh.

Singapore: During his visit to Singapore, Neal engaged with leading financial and fintech institutions, including OLEA, DBS, SMBC, IFS Capital, SCB, Maybank, LendScape, and Monetago. These meetings facilitated discussions on the future of receivables finance, risk mitigation, and digital transformation in trade finance, further strengthening FCI's partnerships across Asia.



India: Neal Harm's visit to India included high-level meetings with key financial institutions such as India Exim Finserve, SBI, ICICI Bank, AXIS Bank, RXIL, and M1 NXT. Discussions focused on regulatory developments, factoring growth, and collaboration opportunities to support India's expanding financial ecosystem. During his visit, he also met with Ashutosh Sharma at the IFSCA offices, alongside the 360tf team, reinforcing FCI's commitment to regional collaboration in the region.

12 February | 360tf Gift City Networking Event

FCI was proud to support our member 360tf at their Networking Event in Gift City, India, where Neal Harm participated as the Chief Guest. The event provided a valuable platform for industry leaders to connect and discuss the evolving role of trade finance in India and beyond.



13-14 February | Vayana Trade Finance Summit 2025

FCI was pleased to support the Vayana Trade Finance Summit 2025, an event that brought together key stakeholders to discuss the future of cross-border trade finance. With the support of IFSCA, FCI, and ITFA, the summit highlighted GIFT City's growing role as a global trade finance hub. Industry leaders, regulators, and financiers engaged in insightful discussions on innovation and collaboration, reinforcing the importance of building stronger alliances to drive the global trade finance ecosystem forward.



17 February | ICC Global Banking Commission Meeting 2025

Neal Harm and Betul Kurtulus attended the ICC Global Banking Commission Meeting 2025 in Dubai, where they engaged in insightful discussions on the future of trade finance. They had the opportunity to connect with key industry leaders, including Shona Tatchell from EBRD, reinforcing FCI's commitment to driving innovation and collaboration in the global trade finance ecosystem.

INFLUENCE

18-19 February | GTR MENA 2025

Neal Harm, Betul Kurtulus and FCI's MENA Regional Committee actively engaged at the GTR MENA Conference in Dubai. They presented a panel discussion while at the conference, exploring how digitalisation is transforming trade finance through regulatory support, e-invoicing, and electronic registry systems to enhance transaction security and efficiency. Speakers, including Neal Harm, Reda Ezzat (Mashreq Bank), Asli Karapinar (Schneider Electric), Syed Khurrum Zaeem (Standard Chartered Bank), Zul Javaid (Haifin), and Ahmad Hamam (Abu Dhabi Commercial Bank), discussed the role of legal frameworks, the adoption of the Model Law on Electronic Transferable Records (MLETR), and global collaboration in driving digital financial solutions.



19 February | MENA Regional Committee Meeting



One year ago, FCI launched the MENA Regional Committee to drive regional innovation and collaboration in trade finance. To mark this milestone, the committee held a dedicated meeting in Dubai, discussing key regional developments, industry trends, and initiatives to strengthen factoring and receivables finance in MENA. Their commitment to advancing trade finance through collaboration, digitalisation, and best practices remains

stronger than ever.

19 February | SMEFF Supply Chain Finance Innovation Hub Solutions Clinic

Neal Harm joined an engaging discussion with the SME Finance Forum, Managed by the IFC (International Finance Corporation) at their SMEFF Supply Chain Finance Innovation Hub Solutions Clinic on "A Model Enabling Environment in Scaling SCF for SMEs and Challenges to Overcome." Neal provided key insights into the regulatory pillars in SCF for SMEs, highlighting the importance of legal and financial infrastructure in fostering sustainable SCF growth worldwide. The session featured global case studies from Morocco, Mexico, and Europe, with industry leaders sharing their experiences developing robust SCF frameworks.



Stay tuned to know more about all our activities, follow us on [LinkedIn](#) or [Facebook](#).



FCI

Facilitating Open Account – Receivables Finance

IMPORTANT DATES

We are excited to share our upcoming events and important dates.



NAVIGATING TRADE FINANCE: BUILDING AWARENESS FOR ACCESSIBILITY

13-14 March 2025 | Tbilisi, Georgia
By invite only

An event focused on enhancing trade finance understanding and promoting accessibility for businesses of all sizes.



WEBINAR ON FCIREVERSE – EDIREVERSE OPPORTUNITIES

25 March & 8 May 2025 | Online
FCI Members only

This webinar is designed to help members successfully promote and commercialise the FCIREVERSE solution within Edifacting 2.0, while covering essential technical aspects.



FCI ACADEMY TERM 2

2 April 2025 | Online
FCI Members only

The "FCI Foundation Course in Factoring" is the most popular, globally recognised e-learning course in Factoring. It is the first step in FCI's "Career Path" route.



IMPORT-EXPORT FACTORING NETWORKING E-VENT

2 April 2025 | Cvent, Online
FCI Members only

This webinar offers FCI members a keynote session and five hours of bilateral networking.



10TH EUROPEAN FACTORING SUMMIT

10-11 April 2025 | Copenhagen, Denmark
Open to All

A key event for Europe's factoring industry, offering insights on trends, regulations, and networking with top industry leaders.



EBRD TFP & FCI REGIONAL CONFERENCE

29 April 2025 | Skopje, North Macedonia
Open to All

A collaborative Regional Conference hosted by EBRD TFP and FCI, in Skopje. More details will be shared soon.



EBRD TFP, FCI & ITFA WORKSHOP

13 May 2025 | London, UK
Open to All

A collaborative workshop focusing on trade finance, risk mitigation, and supply chain finance with expert-led discussions.



CERTIFICATE OF TRADE FINANCE IN AFRICA (COTFIA) 2025

15 June 2025 | Cairo, Egypt
Admission Criteria Applies
Afreximbank Grant available

A certification programme designed to enhance trade finance knowledge and skills tailored to Africa's dynamic market.



57TH ANNUAL MEETING - RIO

22-26 June 2025 | Rio de Janeiro, Brazil
Open to All

Connecting the Global Trade Finance Network

Join industry leaders for FCI's flagship event, featuring keynotes, panel discussions, and unmatched networking opportunities.

To explore our full calendar, please visit fci.nl/events



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