AFREXIMBANK

FCI
Facilitating Open Account – Receivables Finance

ICISA
INTERNATIONAL CREDIT INSURANCE & SURETY ASSOCIATION

FCI Academy
Learn from the Global Leaders of Receivables Finance

AFREXIMBANK ACADEMY
AFRACAD

REGIONAL CONFERENCE

Regional Conference on Factoring, Receivables Finance and Credit Insurance in Africa

26-27 May 2025 | 09:00 - 17:00
Abuja, Nigeria



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Banque Postale du Congo

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The Standard of Factoring Software

NEXIM
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The 2025 Regional Conference on Factoring, Receivables Finance and Credit Insurance, hosted by FCI, the African Export Import Bank (Afreximbank) and ICISA, is set to take place on 26-27 May 2025 in Abuja, Nigeria.

Join fellow industry-leading peers and government officials to discuss the world of Factoring, highlighting what, where and how to use this product, the legal and regulatory requirements, the Credit Insurance Landscape, how the digital world plays a role in this industry, and so much more.

THEME AND KEY TOPICS

"Bridging Gaps, Enhancing Trade and Empowering SMEs through innovative Factoring and Receivables Finance Solutions""

Key topics which will be discussed at this event include:

- Overview of the factoring market in Nigeria and global trends
- Legal frameworks and the Afreximbank Model Law on Factoring
- Technology's role in modern factoring and supply chain finance
- Factoring as a tool to empower SMEs and boost intra-African trade
- Fundamentals and synergies of credit insurance with factoring
- Support from regulators and institutions

Download the App

FCI APP

THE BUSINESS NETWORK IN THE PALM OF YOUR HANDS

The FCI mobile app provides a simple and convenient way to connect and chat with other event attendees; view the agenda, list of attendees, speakers & sponsors; download session documents & presentations; and so much more...

Download the app
Scan the QR code below to download the app on your device.

IOS
Scan this QR code or search "FCI Network" in the App Store.

Android
Scan this QR code and download it.

PWA (online version)
Scan this QR code and save it to your home screen.

To log into our app, you can use the same credentials that you use to log into our website.
If you wish to know more about our app and what you can do on it, head to **fci.nl/fci-app**

About the Hosts

African Export-Import Bank (Afreximbank) is a Pan-African multilateral financial institution mandated to finance and promote intra Africa and extra-African trade. For over 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 to effectively participate in the AfCFTA. At the end of September 2023, Afreximbank's total assets and guarantees stood at USD 31.5 billion, and its shareholder funds amounted to USD 5.85 billion. The Bank disbursed more than USD 100 billion between 2016 and 2023 through various interventions for the advancement of the continent.

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").

For more information, visit: www.afreximbank.com

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 close to 400 member companies in more than 90 countries today, FCI offers a unique network for cooperation in cross-border factoring. Member transactions represent nearly 60% of the world's international correspondent factoring volume.

FCI is a non-exclusive organisation, open to any company which is providing Factoring Services or plans to setup Factoring Activities but also to service providers to the industry.

FCI offers three major areas of activities:

- CONNECT: the Business network supports cross-border factoring activities through which its members cooperate as export and import factors
- EDUCATE: FCI promotes and develops best practices in both domestic and international factoring and related Open Account Finance products
- INFLUENCE: FCI promotes and defends the Industry with stakeholders and policymakers worldwide

For more information, visit www.fci.nl

MONDAY 26 MAY 2025 | 09:00 - 19:00

09.00 - 09.30	**Registration**
09.30 - 09.50	**Opening Remarks** Mrs. Kanayo Awani, Executive Vice President Intra-African Trade and Export Development, Afreximbank; Chair of the Africa Chapter, FCI Mr. Neal Harm, Secretary General, FCI Mr. Richard Wulff, Executive Director, International Credit Insurance and Surety Association (ICISA)
09.50 - 10.10	**Goodwill Remarks** Senator Adetokunbo Abiru, FCA Chairman, Senate Committee on Banking, Insurance and other Financial Institution Hon. Mohammed Bello El-Rufai, Chairman, House Committee on Banking Regulations
10.10 - 10.30	**Welcome Statement and Official Opening** Mr. Olayemi Cardoso, Governor of Central Bank of Nigeria
10.30 - 10.45	**Group Photo**
10.45 - 11.15	**Coffee Break & Networking**
11.15 - 11.40	**Factoring Landscape in Nigeria** Mr. Hope Yongo, Technical Adviser to MD/CE, NEXIM
11.40 - 12.00	**World of Factoring, 2024 global statistics** Mr. Neal Harm, Secretary General, FCI
12.00 - 12.35	**Fundamentals of Factoring & Receivables Finance and Reverse Factoring** • What is factoring? • Mechanics of cross border Factoring and reverse factoring • Role of Import Factor and Export Factor • EdiFactoring.com, • Advantages of Factoring and comparison with traditional trade finance. • Case studies Ms. Aysen Cetintas, Education Director, FCI
12.35 - 12.45	**Q&A** **Moderator:** Afreximbank
12.45 - 13.05	**Sponsors Presentation** Mrs. Moji Hunponu-Wusu, Founder, Woodhall Capital Ltd, Nigeria Mr. Laurent Tabouelle, COO, Codix
13.05 - 14.00	**Networking Lunch**

14.00 - 14.45	**Panel discussion:** • **Towards a Facilitative Legal and Regulatory Environment for Factoring in Africa** • **Model Law on Factoring and its Impact on the Market after its Adoption** **Moderator:** Dr. Enga Kameni, Head, Banking Legal Services, Afreximbank **Panellists:** • Mr. Osaro Eghobamien, SAN, Managing Partner, Perchstone & Graeys • Ms. Joy Azumara, Head, Legal & Strategic Partnership, FIDUCIA • Ms. Folasade Olusanya, Co Managing Partner, Jackson Etti & Edu Law Firm • Mr. Viavo Hunponu, Principal Partner, Blackstone Legal Advisory Services
14.45 - 15.15	**Presentation: Key Success Elements in Setting up Factoring Activities and FCIreverse** **Best Practice Examples at the Country Level (Turkey & Egypt)** Ms. Aysen Cetintas, Education Director, FCI
15.15 - 15.45	**Coffee Break & Networking**
15.45 - 16.30	**Panel discussion on Current Barriers and Opportunities to accessing Domestic and International Factoring industry in Nigeria and West African Region** **Moderator:** Ms. Lina Iyok, Senior Manager Trade Finance and Correspondent Banking, Afreximbank **Panellists:** • Mr. Akinwande Pearse, Technical Advisor, GIZ • Dr. Ebiekure Jasper Eradiri, President, All African Association for Small & Medium Enterprises (AAASME) • Mr. Victor Okafor, Group Heas of Transaction Banking Services, Access Bank, Nigeria
16.30 - 16.50	**Presentation: Factoring as a Catalyst for Small and Medium Enterprises Development and Intra-African Trade** Mr. Neal Harm, Secretary General, FCI
16.50 - 17.15	**Q&A** **Moderator:** Mr. Neal Harm, Secretary General, FCI
17.15	**End of Day 1**
17.15 - 19.15	**Evening Cocktail Reception**

TUESDAY 27 MAY 2025 | 09:00 - 17:00

09.00 - 09.30 **Presentation: Afreximbank initiatives for Factoring**
Mr. Frederick Seidu, Senior Manager, Trade Investment and Corporate Finance, Afreximbank

09.30 - 10.00 **Panel discussion on How Financial Services Regulators can promote Factoring and exploit the opportunities brought by AfCFTA**
Moderator: Ms. Joy Azumara, Head, Legal & Strategic Partnership, FIDUCIA
Panellists:
- Mr. Hope Yongo, Technical Adviser to MD/CE, NEXIM
- Mr. Korede Adeyemi, MD/CEO, Edge Plus Capital Ltd
- Mr. Akuka M. Chukwuemeka, Deputy Director, Financial Policy and Regulation Department, Central Bank of Nigeria

10.00 - 10.20 **Presentation: How Factoring or SCF Workflow look like end-to-end**
Mr. Federico Avellan Borgmeyer, Chief Partner Officer, efcom

10.20 - 10.55 **Presentations: Importance of Technology in Supply Chain Finance and evaluating appropriate Technology**
- Mr. Phil Boyall, Director, Corporate & Transactional Banking, Oracle
- Mr. Mustapha Suberu, Co-founder / CEO, Capsa Technology
- Mr. Chukwuka Amadife, CEO, Fiducia International

10.55 - 11.15 **Panel discussion on Factoring Experience in Africa**
Moderator: Mr. Adebayo Adewolu, CEO, Trium Ltd, Nigeria
Panellists:
- Mrs. Moji Hunponu-Wusu, Founder, Woodhall Capital Ltd, Nigeria
- Mr. Avant Gotene, Director of Factoring and Trade Finance, Banque Postale du Congo

11.15 - 11.45 **Coffee Break & Networking**

11.45 - 12.00 **Fraud and Technology**
Mr. Ian Milne, Executive Director, MonetaGo

12.00 - 12.10 **Q&A**
Moderator: Ms. Aysen Cetintas, Education Director, FCI

CREDIT INSURANCE WORKSHOP

12.10 - 12.40 **Presentation: Introduction to Fundamentals of Credit Insurance & Mechanisms**
Mr. Richard Wulff, Executive Director, International Credit Insurance and Surety Association (ICISA)

12.40 - 13.10	**Presentation: Symbiotic Relationship between Factoring and Credit Insurance** Ms. Aysen Cetintas, Education Director, FCI
13.10 - 14.10	**Networking Lunch**
14.10 - 14.40	**Presentation: The Africa Experience - How to underwrite customer / debtor credit risk in Africa** Mr. Menso Kwint, Head of Underwriting, Lombard Insurance Company
14.40 - 15.25	**Panel Discussion on Challenges of obtaining Credit Insurance in Factoring and Practical Solutions** **Moderator:** Mr. Richard Wulff, Executive Director, International Credit Insurance and Surety Association (ICISA) **Panellists:** • Mr. Menso Kwint, Head of Underwriting, Lombard Insurance Company • Mr. Pieter Dingemans, Managing Director Credit Specialties for IMEA region, Marsh • Mr. Soji Oni, Controller, Technical, Nigeria Insurers Association (NIA) • Mr. Wale Adeneye, Executive Director, Technicak Operations, Coronation Insurance
15.25 - 15.55	**Presentation: Starting a local credit insurance operation** Mr Benjamin Leforestier, Trade Credit Solution Specialist, Tinubu Mrs. Fanny Beaumont, Trade Credit Solution Specialist, Tinubu
15.55 - 16.10	**Q&A** **Moderator:** Mr. Richard Wulff, Executive Director, International Credit Insurance and Surety Association (ICISA)
16.10 - 16.20	**Closing remarks** Mr. Alain-Thierry Mbongue, Ag. RCOO Anglophone West Africa, Afreximbank
16.20 - 17.00	**Networking coffee**
17.00	**End of Conference**

Important Information

DRESS CODE
Smart casual

REGISTRATION
This event is **Free of Charge**

The registration includes:

- Evening reception on 26 May 2025
- Coffee and Lunch breaks, and refreshments on 26-27 May 2025
- Meeting package includes conference facilities and hand-outs
- Distribution of pre and post conference documents
- Access to the Official Event App for networking

Click here to book

Accommodation, travel and personal expenses are not included in the registration.

REGISTRATION DEADLINE
Please register by 20 May 2025.

CANCELLATIONS
Any change or cancellation MUST be made in writing.

- FCI accepts cancellations before or on 20 May 2025 without penalty.
- In the case of no-show without cancellation, we will invoice you EUR 250.
- There will be no charges for name changes. No changes to the name or details of an attendee will be accepted after 20 May 2025.

Programme details or the actual organisation of the event are subject to changes depending on the number of participants. A final programme and confirmation will be sent to the participants 7 calendar days before the event.

LOCATION
AFREXIMBANK AFRICA TRADE CENTRE, ABUJA
Plot 1573, off Ralph Shodeinde Street,
Central Business District,
Abuja 900001
Nigeria
https://g.co/kgs/Nn1yR2Q

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 our Gold Sponsors

CODIX is an international software company, which has developed iMX – the event-driven enterprise management system. iMX an all-in-one software package for any kind of commercial finance activity: Factoring (traditional, reverse, international), Purchase Order Finance, Invoice Discounting (ID), ABL, Inventory Finance, Supply Chain Finance, Credit Insurance, Loans, Leasing, etc. CODIX now operates in 16 countries and its top-level multi-disciplinary team of over 890 professionals is dedicated to the implementation, maintenance and constant evolution of the company's unique product – iMX. With full multilingual and multicurrency abilities, and based on the latest available technologies, iMX includes all the most advanced business functionalities to cover any need of a commercial finance company. The software is currently used in 28 languages by more than 50 000 users in 50 countries.

For more information, visit www.codix.eu

efcom is a leading provider of receivables finance solutions and serves more than 50 renowned factoring institutions and banks in over 15 countries. Our customers process a factoring volume of 200 billion euros with our software–this is one of the largest volumes in the whole Europe.
We stand for scalable software solutions from the cloud that can be used at any time, from anywhere and from all devices. We also offer maximum security, use the latest technologies such as AI and blockchain and have innovative features engineered in Germany. Finally, our solutions are also able to implement Sharia-compliant financial processes in the area of Islamic factoring.
For more information, visit www.efcom.de

Oracle Financial Services provides solutions for retail banking, corporate banking, payments, asset management and insurance. We empower banks to deliver next generation financial services. Leveraging integrated digital and data platforms banks can undertake customer-centric transformations, collaborative innovations and drive efficiencies.

Delivering best of breed componentized solutions across cash management, trade and supply chain finance, credit and lending, treasury, payments and revenue management, Oracle enables full spectrum corporate banking. Our digitized, end-to-end, front-to-back solution for Supply Chain Finance supports the full lifecycle of supply chain finance and factoring across receivables and payables. It also offers supplier-and buyer-centric financing. When deployed on-premises or on the Cloud, corporate banks gain the flexibility needed to help their client's optimize their supply chain operations, facilitate an efficient flow of capital and reduce transaction risk.

For more information, visit https://www.oracle.com/financial-services/

MonetaGo empowers finance and trade industries to solve for systemic risks through privacy preserving digitization and fraud mitigation at scale. The award-winning Secure Financing system, built to scale at the global level to support multiple use cases, positions MonetaGo as the world's foremost provider of fraud prevention technology.

Recent events around the world show that fraud can be perpetrated over long periods of time, to be discovered only when disruptions to operations occur causing fraudsters to be unable to repay their financiers. Closed ecosystems and standalone in-country solutions can only mitigate risk within narrowly defined digital islands or domestic boundaries and do not address global, cross-border risk. By reducing fraud in trade finance, MonetaGo's business activities align with worldwide political and regulatory mandates that empower institutions to sustain supply chains and extend their books of business into new markets and underserved sectors, all while maintaining the privacy and enabling critical real-time decision-making.

For more information, visit www.monetago.com

Created in March 2012, **Banque Postale du Congo (BPC)** is the combined result of the will and determination of the Congolese government to erect a local bank that would be close to the population. With its share capital held at 80% by the Minister of finance and 20% by post office , BPC had received the roadmap to smooth the path of financial inclusion within the country.

It was not until 2019, when COVID-19 pandemic had reached its climax that factoring was designed at BPC to be the solution that would support the growth of entrepreneurs, particularly SMEs, who were affected by the aftermath of the coronavirus.The challenge has been conquered ; Banque Postale du Congo is now acknowledged as the bank close to the population, not just due to its extensive network of branches (34 branches scattered across the country) but also for its undisputed leadership in factoring within the Central African region.

For more information, visit https://banquepostale.cg/affacturage/

About our Cocktail Sponsors

The Nigerian Export-Import Bank (NEXIM) was established by Act 38 of 1991 as an Export Credit Agency (ECA) with its shareholding equally subscribed to by the Ministry of Finance Incorporated (MOFI) and the Central Bank of Nigeria (CBN). The Bank was established to drive the diversification of Nigeria's economy and strengthen the external sector by offering export finance and risk-bearing services, especially to the non-oil sector.

NEXIM broadly has three financing programmes - export credit facility, export credit guarantee facility and export credit insurance facility as well as the following as part of its developmental initiatives to support national export capacities and growth.

- Export / Financial Advisory
- Trade / Market Information and Advocacy
- Trade Facilitation / Export Capacity Development

With SMEs contributing about 60% of the Bank's loan portfolio and the recent diagnostic studies highlighting the huge potentials for factoring services in Nigeria, the Bank is collaborating with stakeholders to further boost access to finance for SMEs under the auspices of the Nigerian Factoring Working Group (NFWG). This is to facilitate the promotion of Factoring as a tool for enhancing SME financial inclusion.

For more information visit https://neximbank.com.ng

Woodhall Capital is a leading financial advisory and investment firm with a presence in Lagos, London, Dubai, and Abuja. The firm specializes in raising international funding, structuring complex financial transactions, and providing strategic financial advisory. With over $5 billion raised in international funding markets, Woodhall Capital is recognized for its deep market insight, strong global partnerships, and commitment to delivering innovative, sustainable financing solutions tailored to the African context.

For more information visit https://woodhallcap.com

About our Partners

The **Afreximbank Academy (AFRACAD)**, a learning, knowledge, and networking hub, was launched in October 2022 to help advance African trade through capacity-building and thought leadership, which are vital to navigating today's dynamic global trade scene. AFRACAD provides high impact and innovative learning solutions that facilitate the creation of an appealing, facilitative, and enabling trade environment on the African continent. AFRACAD provides evidence-based, proven learning experiences/solutions in trade-related matters to African and African diaspora, with the target audience including corporates and SMEs, Sovereigns and Parastatals, Financial institutions, Academic Institutions, and Afreximbank Staff. AFRACAD aims to equip you with the knowledge and the requisite skills critical to transforming Africa's trade and accelerating industrial development. This includes building capacity and readiness to conduct trade under Africa's single market, the African Continental Free Trade Agreement (AFCFTA).

For more information, visit www.afracad.com

FCI Academy constitutes the most complete education programmes on Factoring, Receivables Finance and Supply Chain Finance. With over 50 years of accumulated knowledge, the FCI Academy offers a wide range of globally recognised and accredited educational offerings that aim to support personal, corporate and market development globally.

Education is a key element for the future development and professionalisation of factoring & receivables finance and FCI Academy aims to be the leading knowledge hub for the industry.

For more information, visit www.fci.nl/academy

ICISA is the global trade associations representing trade credit insurers, sureties and their reinsurers. Our members operate worldwide and provide essential protection against the non-payment of trade receivables in the form of trade credit insurance, as well as securing the performance of obligations through surety bonds. ICISA trade credit insurance members facilitate domestic and export trade in markets across the globe. In 2023, ICISA members reported premium income of over EUR 8.1 bllion, which supported trade receivables worth some EUR 3.2 trillion. ICISA estimates that in 2023, over 15% of world trade was protected by some form of trade credit insurance making it an essential facilitator of trade and commerce.

Our Media Partner