FCI

Facilitating Open Account – Receivables Finance

FCI Academy

Learn from the Global Leaders of Receivables Finance

REGIONAL CONFERENCE

ADVANCING FACTORING IN INDIA: GLOBAL INSIGHTS, LOCAL OPPORTUNITIES

26-27 October 2026 | JIO World Convention Centre



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About the event

FCI is pleased to present Advancing Factoring in India: Global Insights, Local Opportunities, taking place on 26-27 October 2026 in Mumbai, India. The conference will bring together senior representatives from banks, financial institutions, regulators, technology providers, insurers & international experts to explore the next stage of development for factoring and receivables finance in one of the world's fastest-growing economies.

As India strengthens its position in global trade, expands its digital infrastructure and seeks new ways to finance MSMEs and supply chains, receivables-based finance is becoming an increasingly important tool for supporting growth. The conference will examine how domestic and international factoring, supply chain finance, risk-sharing solutions and digital innovation can help unlock new opportunities for Indian businesses and financial institutions.

Over two days, participants will gain practical insights from industry leaders and international specialists on market development, regulatory frameworks, legal foundations, risk management, fraud prevention, technology platforms and successful global market models. The event will provide a unique forum to connect local opportunities with global best practices and support the continued growth of a strong and internationally connected factoring market in India.

WHO SHOULD ATTEND

This conference has been designed to educate and connect key stakeholders in the factoring and receivables finance industry. It brings together a diverse audience, including:

- Factoring companies and specialised providers
- Banks and non bank financial institutions
- Consulting firms and advisory professionals
- Industry associations and official organisations
- Legal, insurance, and technology service providers
- Exporters, importers, and corporates interested in factoring

WHAT TO EXPECT



150+
ATTENDEES



80+
COMPANIES



100+
DECISION-MAKERS

Conference Programme

MONDAY 26 OCTOBER 2026 | 10:00-18:20

India in the New global Trade Landscape

10.00 - 10.30 **Registration and Welcome Coffee**

10.30 - 10.40 **Opening Ceremony**

10.40 - 10.45 **Welcome Remarks**

Mrs. Chenyue Mao, Chair, FCI

10.45 - 11.00 **FCI and the Global Factoring & Open Account Trade Finance Industry: Connecting India to International Markets**

- *The global factoring and open account receivables finance market*
- *FCI's international network and the Two-Factor System*
- *GRIF and Edifactoring.com*
- *Opportunities for Indian financial institutions to connect with international markets*

Mrs. Betül Kurtulus, Secretary General, FCI

11.00 - 11.20 **Keynote Address - India's Financial Sector and the Next Phase of Global Integration**

Ms. Riddhi Bhandari, Chief General Manager, IFSCA

11.20 - 11.35 **Opening / Special Address - Indian Banks' Association**

Shri Atul Kumar Goel, Chief Executive, IBA

11.35 - 12.00 **Economic Keynote - India in a Changing Global Trade Environment**

- *India's growth outlook and changing position in global trade*
- *New trade corridors, supply chains and export opportunities*
- *The MSME financing gap and changing working-capital needs*
- *Why receivables-based finance matters for the next phase of growth*

Mrs. Rumki Majumdar, Director, Macroeconomist, Leads Economics Research and Insights Deloitte India

12.00 - 12.40 **Headline Panel - Financing India's Next Growth Chapter: Factoring, Receivables and Payables Finance**

- *Where are the biggest opportunities for factoring, receivables finance and payables finance in India today?*
- *How will India's economic growth, trade expansion and changing supply chains create new demand?*
- *Financing MSMEs, exporters, suppliers and large corporate ecosystems*
- *Moving more working-capital finance from traditional lending towards transaction-based and receivables-based solutions*

- *Domestic versus cross-border opportunities and the role of international factoring*
- *What banks, factors and other market participants need to do now to capture the next phase of growth*

Moderated by Mr. Ravi Valecha, Executive Committee Member, FCI; CEO, India Factoring and Finance Solutions

Panelists:

- **Mrs. Malika Juneja, Head of Trade and Working Capital India, CITI**
- **Mr. Saurabh Bhansali, Trade Product Head, DBS India**
- **Mr. Kiranprasad Susarla, National Head-Trade Product, Yes Bank**

12.40 - 13.00 **Safe Trade: From Digital Invoices to Trusted and Financeable Receivables**

- *E-invoicing and invoice / receivables registries*
- *Verification, duplicate financing and fraud prevention*
- *Digital identity, data sharing and interoperability*
- *Turning digital infrastructure into greater trust and financing capacity*

Mr. Neil Shonhard, CEO, MonetaGo

13.00 - 14.00 **Networking Lunch**

14.00 - 14.20 **The Legal Foundations of International Factoring**

- *Assignment of receivables and legal certainty*
- *International legal standards and the FCI legal framework*
- *GRIF and the legal foundations supporting cross-border factoring*

Mr. Richard Stehl, Chairman Legal Committee, FCI; Chairman Otterbourg

14.20 - 14.50 **Regulation as an Enabler: Creating the Framework for Factoring Growth**

- *Recent regulatory developments in India and GIFT City*
- *Prudential treatment of factoring and receivables finance*
- *Credit risk protection, assignment and enabling market infrastructure*
- *What is needed to support greater domestic and international factoring*

Ms. Riddhi Bhandari, Chief General Manager, IFSCA

14.50 - 15.30 **From Domestic Factoring to International Factoring: The FCI Two-Factor System**

- *How the Export Factor and Import Factor work together*
- *Credit assessment, credit risk protection and collection*
- *A/R administration, GRIF and Edifactoring.com*
- *Overcoming legal, language and collection barriers in cross-border open account trade*

Mrs. Aysen Cetintas, Education Director, FCI

15.30 - 16.20 **Business Case of Factoring in India: from Basics to Use of Modern Factoring Software**

- *How the Factoring company is structured for optimization*
- *From the current transactions to a business opportunity*
- *Challenge on setting up factoring software*
- *Benefits obtained*

Mr. Laurent Tabouelle, COO, Codix

Mr. Ravi Valecha, CEO, India Factoring and Finance Solutions

Mr. Laxminarayan Gupta, Product Head, India Factoring and Finance Solutions

16.20 - 16.45 **Coffee Break & Group Photo**

16.45 - 17.15 **Sharing the Risk: Credit Protection, Insurance, Guarantees and New Financing Capacity**

- *Trade credit insurance and credit risk protection*
- *Guarantees, MDBs, ECAs and risk-sharing structures*
- *How risk distribution can expand financing capacity for SMEs and exporters*

Moderated by Mrs. Betül Kurtulus, Secretary General, FCI

Panelists:

- **Mr. Richard Wullf, Executive Director, ICISA**
- **Mr. Abhishek Jain, General Manager, ECGC**

17.15 - 17.20 **Day 1 Closing Remarks**

17.20 - 18.20 **Networking Reception**

TUESDAY 27 OCTOBER 2026 | 08:30 - 13:30

08.30 - 09.00 **Welcome Coffee**

09.00 - 09.50 **Risk Management in Factoring: From Early Warning Signs to Fraud Prevention**

- *Buyer creditworthiness and continuous monitoring*
- *Verification of invoices and underlying transactions*
- *Early warning signs, collection and dispute management*
- *Fraud prevention and practical risk mitigation*
- *Case study*

Mrs. Aysen Cetintas, Education Director, FCI

Mr. Federico Avellan Borgmeyer, Chief Partner Officer, efcom

09.50 - 10.20 **Building a Successful Factoring Market in India: Lessons from Other Markets**

Moderated by Mrs. Aysen Cetintas, Education Director, FCI

Panelists:

- **Mr. Puneet Singh Bhutani, Business Head North, India Factoring**
- **Mr. Pramit Joshi, Director, Moglix**
- **Mrs. Hirva Mamtora, MD & CEO, India Exim Finserve**

10.20 - 10.50 **Coffee Break & Networking**

10.50 - 11.35 **Leaders' Roundtable - What Will It Take to Scale Factoring in India?**

- *What is still preventing scale?*
- *Risk appetite and internal product ownership*
- *Technology, operations and client awareness*
- *Skills, education, regulatory infrastructure and international connectivity*

Moderated by Mrs. Betül Kurtulus, Secretary General, FCI

Panelists:

- **Mr. Tarandeep Singh Lamba, Executive Director - Head of Trade Products, SCB India**
- **Mr. Akshay Bhardwaj, Trade Credit, Trade Finance, Political Risks, Structured Finance and Sureties, Marsh India**
- **Mr. Richard Wullf, Executive Director, ICISA**

11.35 - 11.45 **Introducing BharatTradeNet - India's Cross Border Trust Infrastructure**

Mr. Manish Gadia, Chief Product Officer, IBDIC (India Banks' Digital Infrastructure Company)

11.45 - 12.10 **India 2030: Building a Strong and Internationally Connected Factoring Market**

- *What would a successful Indian factoring market look like in three to four years?*
- *How can more Indian SMEs and exporters access receivables finance?*
- *What regulatory, digital and institutional changes would make the biggest difference?*
- *How can Indian institutions connect more deeply with international factoring networks?*

Moderated by Mr. Kishor Pradhan, CEO, Global Trade Consultancy Services

Panelists:

- **Mr. Manish Gadia, Chief Product Officer, IBDIC (India Banks' Digital Infrastructure Company)**
- **Mrs. Feride Bennett, VP, International Business Development Officer, Rosenthal Capital Group, USA**

12.10 - 12.20 **Closing Remarks**

Mrs. Betül Kurtulus, Secretary General, FCI

12.20 - 13.20 **Networking Lunch & End of the Conference**

Important Information

DRESS CODE
Smart casual clothing.

REGISTRATION

- FCI Members:
  - First registration €250 per person, from second registration for the same company (same invoicing details), €150 per person
- Non-Members:
  - €350 per person, from second registration for the same company (same invoicing details), €200 per person

The registration fee includes:
- *Coffee breaks and refreshments as noted in the agenda for registered event*
- *Access to conference facilities and hand-outs for registered event*
- *Distribution of pre and post conference documents for registered event*
- *Access to the networking platform and FCI App*

Click here to book

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

REGISTRATION DEADLINE
Please register by 22 October 2026 at the latest (registration extended!).

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.



LOCATION

Mumbai is India's financial capital and one of Asia's most vibrant commercial centres. Home to leading financial institutions, multinational corporations and a thriving entrepreneurial ecosystem, the city serves as a gateway to international trade and investment. Its dynamic blend of business, culture and innovation makes it the ideal location for exploring the future of factoring, receivables finance and global trade connectivity. This unique setting provides participants with an opportunity to engage in meaningful discussions while experiencing one of the world's most energetic and fast-growing business hubs.

JIO WORLD CONVENTION CENTRE (JWCC)

Jio World Convention Centre
G Block, Bandra Kurla Complex (BKC)
Bandra East, Mumbai 400098
Maharashtra, India

Jio World Convention Centre is India's premier convention and exhibition venue, located in the heart of Mumbai's financial and business district, Bandra Kurla Complex (BKC). Designed to host world-class conferences, exhibitions and corporate events, the venue combines state-of-the-art facilities with contemporary Indian design, making it one of the country's most prestigious meeting destinations. The Centre forms part of the larger Jio World Centre development and offers exceptional event infrastructure, flexible meeting spaces and easy access from all parts of Mumbai.

TRANSFER

By Air

The nearest airport is Chhatrapati Shivaji Maharaj International Airport (CSMIA), Mumbai's international gateway. The Convention Centre is approximately 30 minutes by car, depending on traffic conditions, and is conveniently accessible by taxi and ride-hailing services.

By Metro

The BKC Metro Station (Aqua Line 3) is located within walking distance of the venue, approximately 7-10 minutes on foot, providing a convenient connection to other parts of Mumbai.

By Train

The closest railway stations are Bandra, Kurla and Santacruz, all of which are located approximately 10-20 minutes by taxi from the Convention Centre

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. Today, with over 350 member companies in more than 90 countries, FCI offers a unique network for cooperation in cross-border factoring. Member transactions represent nearly 40% 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 policy makers worldwide

For more information, visit www.fci.nl or contact fci@fci.nl
Follow us on LinkedIn | Facebook

About FCI Academy

FCI Academy

Learn from the Global Leaders of Receivables Finance

Education is a key element for the future development and professionalisation of the factoring & receivables finance industry. **FCI Academy** constitutes the most complete education programme on Factoring & Receivables Finance, providing a wide range of globally recognised and accredited educational offerings that aim to support personal, corporate and market development globally.

FCI Academy in numbers:

- 14,500+ students who have successfully completed FCI Academy online courses
- 3,500+ delegates join FCI workshops and webinars on various topics
- 57 years of accumulated knowledge to create a complete educational offering

For more information, visit www.fci.nl/academy
Follow us on LinkedIn

About our Main Sponsor



CODIX is the software company offering iMX – the all-in-one, event-driven solution for commercial finance, leasing and debt collection. Trusted by leading banks and global companies, iMX supports a wide range of industries: Factoring, SCF, Leasing, Consumer Finance, Collections, Credit Insurance and more.

Fully customizable and multilingual, based on cutting-edge and yet proven technologies, iMX streamlines the entire lifecycle from onboarding to finance, accounting, and recovery – on-premises or in the cloud. With its full suite of built-in tools, APIs, and automation, CODIX solution boosts efficiency, reduces costs, and enhances risk control. iMX is used in 50+ countries by 50,000+ users.

For more information, visit www.codix.eu

About our Gold Sponsors

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/en/factsheets

MonetaGo is a financial technology company that created Secure Financing. This global digital platform leverages existing financial networks and new proprietary technology to prevent duplicate financing in real-time. Our business activities align with worldwide political and regulatory mandates to empower institutions to extend their books of business into new markets and to underserved sectors. The company's platforms have been live since March 2018. The prevention of fraud helps accelerate growth all while maintaining privacy and allowing critical real-time decision making, enabling financial institutions to address the trillions of dollars lost each year due to inaccessible data and a lack of information sharing.

HOW IT WORKS - Countless instances of scandals trace back to duplicate financing - where multiple banks unknowingly finance the same authentic or fabricated documents - as there was no preventative nor collaborative detection mechanism in place. Fraud in trade finance is a pervasive, global problem that costs companies billions every year. Fraud can be perpetrated over long periods of time, only discovered when a fraudster is finally unable to repay their financiers. The Secure Financing network acts as a unified data repository across participants. The platform's Fingerprinting functionality creates a digital fingerprint that guarantees privacy while enabling detection of exact or partial matches between documents in the network.

TECHNOLOGY - MonetaGo works with our partners to create proprietary solutions that harness best-in-class technology including the financial industry's leading enterprise protocols. Our platforms are specifically designed to easily integrate with existing systems, not to 'rip and replace' existing digital infrastructure. Our solutions are regulator and user-friendly, compliant with current regulations, and ready to easily deploy in heavily regulated environments either through the web or host-to-host API.

To learn more, visit our website www.monetago.com

Our Media Partners

Our Institutional Partner

For information on sponsorships or partnerships, please contact Gwendoline de Viron deviron@fci.nl.