

FCI ACADEMY WEBINARS

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# Legal Aspects in Receivables Finance & Factoring: Global Standards & the General Rules for International Factoring (GRIF)

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6-7 April 2022 - 10:00-13:00 CET



**Venue:**

Online: Webex

**Information:**

FCI Secretariat:

Email: [fci@fci.nl](mailto:fci@fci.nl) Tel: +31-20-6270306



The FCI Education and Legal Committees are pleased to announce a new training addressing the key areas in the international factoring business flow and related legal considerations with a special focus on the respective GRIF articles.

The format for this training will combine presentations and discussion sessions with Q&A sessions, practical examples, and genuine cases. Senior experts from the FCI Legal Committee will act as presenters and instructors in all sessions of the training.

The Training is primarily meant for all FCI members and “observers” in Europe, Caucasus, Middle East and North Africa, but will also be open, as usual, for attendants from other parts of the world. Because of the scope of the training, attendants should have a direct interest in understanding the business flow and the legal considerations thereof.

### Who should attend?

This training will benefit those involved in:

- new businesses,
  - operations,
  - risk monitoring,
  - legal,
  - litigation departments,
  - credit underwriting,
  - compliance,
  - and external lawyers if appropriate,
- who wish to develop their existing knowledge of the legal aspects in factoring and receivables finance.

### Learning Objective

- Learn the components of a factoring agreement
- Understand the fraud and its legal implications in the post-pandemic era
- Recognise the key steps in the business flow and have the insights of the related GRIF Articles

### Format

All participants are expected to actively participate in the session by using the various interactive tools of the webinar platform. A Q&A session shall follow after each panel, answering all questions (on an best effort basis).

“Very interesting and enriching webinar. It has helped us to have a clearer view on the Legal aspects on International Factoring, the risk we may face as import/export factor and how to manager and cope with there risks ”

## ONLINE CONFERENCE PROGRAM WEDNESDAY 6 APRIL 2022: 10.00 - 13.00 CET

- 10.00 – 10.05      **Welcome Remarks**  
Ms. Aysen Centintas, Education Director, FCI
- 10.05 – 10.40      **Components of a Factoring Agreement**  
Mr. Richard Stehl, Chairman, Otterbourg P.C.
- 10.40 – 11.30      **Understanding the General Rules for International Factoring**  
→ Preliminary and Firm Approvals  
→ Assignment of Receivables  
Mr. Yüce Uyanık, Consultant and Legal Committee Member
- 11.30 – 11.40      **Break**
- 11.40 – 12.30      **Understanding the General Rules for International Factoring**  
→ Credit Risk and Mutual Obligations  
Mr. Yüce Uyanık, Consultant and Legal Committee Member
- 12.30 – 13.00      **Q&A and Discussion**

## ONLINE CONFERENCE PROGRAM THURSDAY 7 APRIL 2022: 10.00 - 13.00 CET

- 10.00 – 10.45      **Client fraud happens!**  
“Be aware, don’t get trapped, react fast”  
Mrs. Isabelle Henry, Head of Legal and Litigation, Société Générale Factoring
- 10.45 – 11.30      **Understanding the General Rules for International Factoring**  
→ Collection of Receivables  
→ Transfer of Funds  
Mr. Yüce Uyanık, Consultant and Legal Committee Member
- 11.30 – 11.40      **Break**
- 11.40 – 12.30      **Understanding the General Rules for International Factoring**  
→ Dispute  
→ Warranties, Breaches and Indemnities  
Mr. Yüce Uyanık, Consultant and Legal Committee Member
- 12.30 – 13.00      **Q&A and Discussion**

## IMPORTANT INFORMATION

### EQUIPMENT AND FACILITIES YOU WILL NEED

In order to attend the Webinar Sessions, you will need a minimum set up that includes the following:

- **A quiet & comfortable space**  
You must ensure that you are attending the event from a quiet and comfortable space.
- **A computer**  
It is obviously a requirement to have a computer to attend the webinar. If you're using a laptop, make sure that is plugged into the mains - don't rely on your batteries. We would recommend a minimum of 1 GB of RAM and preferably more than that. You obviously need a browser to connect to the software (Google Chrome is strongly recommended), and a good sound card.
- **Fast internet connection**  
You will also need fast broadband connection to the Internet. As a participant, you need a fast download speed. We suggest your Internet connection should be hard wired via a LAN connection, or Ethernet cable.
- **High-quality headset**  
Please be aware you are accessing the webinar via VOIP and to get the best from the session you we recommend you use a headset with microphone

### REGISTRATIONS

Registrations will be handled on a "first come, first served" basis. Please use the [online registration form on the FCI website](#) and make sure that it reaches the FCI Secretariat as soon as possible and certainly not later than **Friday, 1 April 2022**. After receipt of your registration form, the FCI Secretariat will send you an invoice, which will serve at the same time as a confirmation of the registration.

### REGISTRATION FEE AND PAYMENT

The registration fee for the webinar is €250 per delegate.

Every third delegate from the same company will have a free registration.

Payment of the fee can be made either by credit card, by clicking on the link in the confirmation email, or by bank transfer, quoting the invoice number, to the following bank account:

#### FCI

IBAN/ Account number:	NL04ABNA0540245771
Bank:	ABN AMRO, Amsterdam, the Netherlands
SWIFT Code:	ABNANL2A
VAT number:	NL801484169B01

**NOTE:** Registration fees must have been paid by **Friday, 1 April 2022** prior to the start of the webinar, or your company takes the risk that delegates on a "waiting list" will be given the chance to attend instead.

### CANCELLATIONS

FCI accepts cancellations before or on **Friday, 1 April 2022** without penalty. For cancellations received after that date, the full registration fee is due.

## BIOGRAPHIES

### Aysen Cetintas



Aysen Çetintas is the Education Director of FCI, specialist in receivables finance and speaker at international conferences. She joined FCI in 2008, in charge of FCI's education programmes. Her area of responsibility encompasses implementing the FCI strategy, by giving dedicated focus to the development and implementation of the educational tools for the chain, organising all FCI courses and related workshops/seminars, conducting training events and guiding new members in the process of setting up for the international factoring business. Aysen has 30 years of experience in the factoring and receivables finance industry at managerial level in various factoring companies and banks. She has a BA degree in Political Science and International Relations from Bosphorus University, Istanbul, Turkey.

### Isabelle Henry



Isabelle Henry is General Counsel of Société Générale Factoring, the factoring subsidiary of Société Générale Group.

She has 18 years' experience in Corporate Finance, out of which over 15 years in domestic and international factoring, as well as Supply Chain Finance.

She holds a master's law degree from Sorbonne University and a master's law degree from Université Catholique de Louvain (Belgium).

She has been working with FCI legal committee for many years and is also member of ASF (French factoring association) Legal Committee since 2010.

### Richard Stehl



Richard L. Stehl is the Chairman of Otterbourg P.C. and is a member of the Finance Department.

Mr. Stehl represents banks, finance companies, hedge funds, factors and insurance companies in connection with the documentation of domestic and international secured lending arrangements, including accounts purchase, asset-based, cash flow, middle market, leveraged, unitranche, and first and second lien loan transactions. Mr. Stehl also frequently represents secured lenders in bankruptcies and workouts and portfolio and business unit acquisitions and dispositions.

Prior to joining Otterbourg, Mr. Stehl served as the Briefing Attorney to the Honorable Leif M. Clark, United States Bankruptcy Judge for the United States Bankruptcy Court, Western District of Texas. He has published legal articles in the areas of bankruptcy law, secured lending and management and is an active member of the Association of Commercial Finance Attorneys, the Turnaround Management Association, the Association for Corporate Growth and the New York State Bar Association. Mr. Stehl was selected for inclusion each year since 2010 as a New York Super Lawyer by Super Lawyers Magazine. Mr. Stehl speaks frequently on topics relating to secured financing. He is an Observer to the Legal Committee of Factors Chain International, and he is an advisor to the World Bank on secured lending and bankruptcy matters.

# Biographies

Mr. Stehl has a Bachelors of Business Administration from Adelphi University, a Masters in Business Administration from Hofstra University School of Business, a Juris Doctorate from St. John's University School of Law and a Masters of Laws from New York University School of Law.

Mr. Stehl is deeply involved in many charitable causes. He is a member of the Board of Governors of Opportunity International, a microfinance charity which promotes entrepreneurialism and economic growth in Third World countries. He serves as a Director of FourBlock Foundation, a charitable organization that trains and assists veterans to successfully transition from their military careers to the private sector, and he also works with Green Dot Public Schools, helping to transform public education by bringing passionate educators to inner city students. He is also an active member of Hope for the Warriors, Needlers Foundation, National Jewish Health Foundation and Ort America, among others. In 2014, Mr. Stehl was honored with the Community Achievement Award by Ort America.

## Yüce Uyanık



Yüce Uyanık is a member of the Legal Committee of FCI, a former factoring executive, instructor, training consultant and author with a Masters in Law (LL.M.) degree.

After having served several international factoring companies, he worked as the CEO of four factoring companies and one leasing company until 2003.

His first book on the Code (in Turkish) was published by the Turkish Factoring Association in 2002 and was the only book outlining the rules of international factoring until his most recent one, Understanding the General Rules for International Factoring: A Comprehensive Guide has been published by FCI in 2021. The book's uniqueness and success led to Yüce being invited onto the Legal Committee of FCI in 2003, on which he has served ever since.

In 2005, Yüce wrote the book *Dış Ticaret İşlemleri ve Finansmanı* (International Trade Methods and Financing) that was published by Boğaziçi University. He has also published several articles on legal matters such as expert witnessing, fixed asset depreciations in tax laws and on different factoring subjects as well as Islamic International Factoring, the latest product of FCI. He took part in the preparation and revision of many FCI documents including the preparation of the first drafts of "The GRIF with Commentary", "Supplemental Agreement for Islamic International Factoring" and "The General Rules for FCIreverse."

Yüce has been lecturing on international trade, finance and accounting at several universities in Turkey for twenty-two years. He has also given international legal seminars for FCI on the General Rules for International Factoring (GRIF) and Purchase Order Management (POM) in several countries of the World.