



CONFERENCE PROGRAMME

Regional Trade Finance and Factoring Conference for Banks and Corporates

20-21 October 2022 | 09:30 - 16:00
The Biltmore Tbilisi Hotel, Georgia



THURSDAY 20 OCTOBER 2022: 09.30 - 17.30

FACTORING AS AN ALTERNATIVE TOOL OF FINANCING

- 09.00 – 09.30 **Registration**
- 09.30 – 10.00 **Welcome and opening remarks by ICC, EBRD, NBG & FCI**
Mr. Papuna Lezhava, Member of the Board, Vice-Governor, NBG
Ms. Catarina Bjorlin Hansen, Director - Regional Head Caucasus, EBRD
Ms. Daniela Bonzanini, Chairwoman, FCI
Mr. Fady Asly, Chairman, ICC Georgia, Special representative of ICC Global Secretary General in Caucasia and Central Asia
- 10.00 – 10.45 **Presentations by ICC**
Traditional Trade Finance – Trends and Recent Cases
- The Impact of the Lockdowns on Trade Finance
 - International Standard Demand Guarantee Practice (ISDGP)
 - Legal Cases on Documentary Credits
 - Legal Cases on Guarantees and Standbys
 - Digitalisation of Trade in Practice
 - Review SWIFT formats – Category 7
- Mr. Vincent O'Brien, Director, ICC UAE
- 10.45 – 11.15 **Group Picture and Coffee Break**
- 11.15 – 12.30 **Presentations by ICC (continued...)**
Traditional Trade Finance – Trends and Recent Cases
Mr. Vincent O'Brien, Director, ICC UAE
- 12.30 – 13.30 **Lunch**
- 13.30 – 14.00 **The World of Factoring, Receivables Finance and FCI**
Overview of the industry worldwide
Mr. Peter Mulroy, Secretary General, FCI
- 14.00 – 14.30 **Presentation on Understanding Factoring**
- What is Factoring?
 - Why are O/A receivables finance solutions becoming more important?
 - Factoring & Invoice Finance Variations
 - Factoring & Loans
 - Capital requirement for factoring operations, different country examples
- Ms. Aysen Cetintas, Education Director, FCI
- 14.30 – 15.00 **Factoring organization structure of banks and non-bank financial institutions, Best practice examples**
Benefits of Factoring for Banks & NBFIs
- What is the market share of non-bank financial institutions? Why do these companies substitute the banks?

- What is the reason behind the success of factoring companies with bank partnerships? What were the reasons behind this?
- Benefits of Factoring for banks and FIs

Ms. Betul Kurtulus, Regional Director of CEE, SEE and Middle East, FCI

15.00 – 15.30

Coffee Break

15.30 – 16.00

The case for Factoring as an alternative tool for financing

Advantages of Factoring and comparison to traditional trade finance

Why Factoring is an attractive product for banks/NBFIs to offer?

- Who benefits from Factoring? Market / segment
- Understanding the pricing structure Perception of pricing
- Sample market example of Turkey on factoring Industry
 - ▶ Factoring products
 - ▶ Turnover growth, what are the dynamics behind
 - ▶ Increase on Factoring receivables
 - ▶ Profitability with comparison of banks and NBFIs
 - ▶ ROE
 - ▶ ROA
 - ▶ NPL
 - ▶ Leverage

Mr. Cagatay Baydar, Vice Chairman, FCI , Chairman of the Board of Directors, TEB Faktoring, Turkey

16.00 – 16.45

How to analyze credit risk on factoring transactions? Why do we need a different perspective of risk analysis from the other types of credits?

Seller Risk Management

- Intro to Risk Management
- KYC, Seller Selection and Practical Issues
- Frauds Detection & Prevention

Ms. Aysen Cetintas, Education Director, FCI

Buyer Risk Management

- Buyer Risk Assessment
- Dispute Prevention and Handling

Ms. Aleksandra Valasuteanu, Head of Factoring Department, UniCredit Bank, Romania

16.45 – 17.00

Factoring Risk Assessment in Practice

Ms. Afroditi Stavvaki, Senior Risk Officer, Hellenic Bank, Cyprus

17.00 – 17.15

Q&A Session

17.15

Closing of Day 1

17.15 – 19.15

Cocktail Reception

FRIDAY 21 OCTOBER 2022: 09.30 - 17.00

FACTORING AND SUPPLY CHAIN FINANCE

09.00 – 09.30

Registration

09.30 – 09.40

Opening by FCI & EBRD

09.40 – 10.10

Mechanics of Domestic and International Factoring

- Domestic Factoring
- Two-Factor System
- FCIreverse

Ms. Aysen Cetintas, Education Director, FCI

10.10 – 10.40

Factoring as an alternative solution for the SMEs

- Advantages of factoring and comparison to other types of loan
 - Benefits of factoring to MSMEs, large corporate and financial institutions
- ▶ Benefits to Buyers
 - ▶ Benefits to Seller (SME & Corporates)

Ms. Aysen Cetintas, Education Director, FCI

Ms. Betul Kurtulus, Regional Director of CEE, SEE and Middle East, FCI

10.40 – 11.00

Coffee Break

11.00 – 12.00

Best practices: Panel Discussion on Factoring in different Client Segments

- Practical examples why factoring is an attractive product for banks/ NBFIs to offer (explanation of the business case for factoring)
- Best practice of SME and MMSE financing
- With Practical examples on how factoring benefits SMEs' growth

Moderator: Ms. Nana Khurodze, Associate Director, Senior Banker, EBRD

Panelists:

- Ms. Rada Savic, Commercial Manager GTB, OTP Banka Srbija, Serbia
- Mr. Mete Onol, CFO & Deputy CEO, Tam Faktoring, Turkey
- Ms. Deniz Kizilkaya, Executive Vice President, Bien Trading AS & Qua Trading AS, Turkey

12.00 – 12.20

Case Study of Cross border Factoring Transaction with the support of EBRD -ArmswissBank and TBC bank

Moderator: Ms. Nana Khurodze, Associate Director, Senior Banker, EBRD

Panelists:

Ms. Tamar Gugusvili, Head of Trade Finance and Documentary Operations Unit, TBC Bank, Georgia

Ms. Anzhela Barseghayn, Head of Corporate Service Department, ArmSwissBank, Armenia

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| 12.20 – 12.30 | Q&A Session |
| 12.30 – 13.30 | Lunch |
| 13.30 – 14.30 | Client Experiences: Panel Discussion <ul style="list-style-type: none">• Client experience from A leading company in Turkey specialized in manufacturing of pig, ductile and aluminum castings supplied to automotive, heavy commercial vehicles, construction, and agricultural machinery industry• Client experience in agriculture or Government receivables• Seller /buyer experience from Textile industry <p>Moderator: Ms. Tamara Khizanishvili, Head of Factoring Department, TBC Bank Georgia</p> <p>Panelists:</p> <ul style="list-style-type: none">• Ms. Sibel Binici, CFO, Döktaş Dökümcülük Ticaret ve San. A.Ş., Turkey• Mr. Harris Saridis, Director of Business Development, Ethniki Factors, Greece |
| 14.30 – 15.00 | Presentation on Road map to development of factoring market in an emerging country The Support of EBRD <ul style="list-style-type: none">• Benefits of healthy financial ecosystem and the need for digital infrastructure• Benefits of a legal and regulatory framework for Factoring <p>Moderator: Ms. Betül Kurtulus, Regional Director of CEE, SEE and Middle East, FCI</p> <p>Panelists:</p> <p>Mr. Giorgi Cherkezishvili, Chair of Investor’s Council of Georgia Ms. Nana Khurodze, Associate Director, Senior Banker, EBRD</p> |
| 15.00 – 15.15 | Coffee Break |
| 15.15 – 15.45 | Panel discussion on Digitalization in Business Development <ul style="list-style-type: none">• What kind of developments do we need for a daily association of work from the FI and clients’ perspectives?• What is FI ‘s concerns/difficulties about technology? <p>Moderator: Ms. Pikria Kekelia, Head of Trade and Structured Finance Department, Bank of Georgia</p> <p>Panelists:</p> <ul style="list-style-type: none">• Mr. Federico Avellan Borgmeyer, Chief Partner Officer, efcom, Germany• Mr. Simon Peterman, CEE Factoring Coordinator, Raiffeisen Factor Bank, Austria• Mr. Karol Leszczynski, Factoring Product Development Manager, Comarch, Poland |
| 15.45 – 16.00 | Q&A Session |
| 16.00 | Concluding Remarks by EBRD & FCI |