

REGIONAL CONFERENCE ON FACTORING IN AFRICA

Domestic and International Factoring:
Alternative tools for SME financing in Africa

DAKAR, SENEGAL / 7-8 February 2018



Venue:
Radisson Blu Hotel, Dakar Sea Plaza
Route de la Corniche Ouest
BP 16868 Dakar Fann
Senegal



Factoring continues to grow successfully both in mature markets and in emerging markets.

Through their control methods and permanent monitoring of the receivables on their clients' debtors, factoring companies or factoring divisions of banks are able to provide more financing than traditional lenders, and at the same time limit their credit risks to a strict minimum.

Factoring therefore plays an important role in financing the economic activity, also during the financial crisis.

Traditionally it is small and medium-sized companies that benefit most from this financial instrument, but also more important companies use factoring for flexible growth finance or for restructuring purposes.

About FCI:

FCI was set up in 1968 as an umbrella organisation for independent factoring companies around the world. Today, FCI has grown into the world's representative factoring network and association with 400 members in 90 countries with member transactions representing nearly 90% of the world's international correspondent factoring volume. Today, FCI is truly the global representative body for the Factoring & Receivables Finance 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.

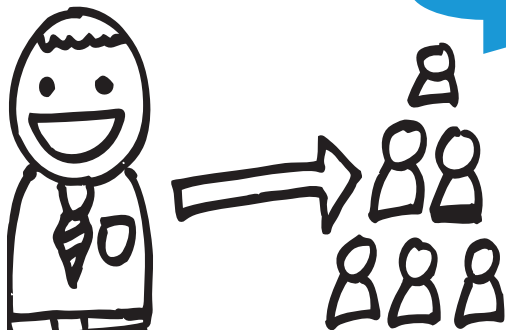
About Afreximbank:

African Export-Import Bank ("Afreximbank" or the "Bank") is a pan-African multilateral trade finance institution created in 1993 under the auspices of the African Development Bank.

Afreximbank's vision is: "To be the Trade Finance Bank for Africa" with its mission being: "To stimulate a consistent expansion and diversification of African trade, so as to rapidly increase Africa's share of global trade; and in doing so, to operate as a first-class, profit-oriented, socially responsible financial institution and a "Centre of Excellence in African Trade Matters."

The mandate of the Bank is to finance and promote Intra- and Extra-African Trade using three broad services:

- Credit (Trade & Project Financing);
- Risk Bearing (Guarantees & Credit Insurance); and
- Trade Information & Advisory Services.



Presentations



Panel discussions

Group discussions

FCI's African Chapter decided to organize a Regional event, focusing on a regional view on factoring, offering attendees a unique opportunity, not only to discuss the current state of the industry, new challenges and products & markets development, but also to network with players from the same region.

It is generally recognised that Africa and the Middle East present some of the most exciting global opportunities for economic development and expansion. Our Industry is capable of providing support to this growth but knowledge and capability need to be developed and shared. The African Chapter is in place to help support this expansion and skills creation at a regional level.

Topics will cover the World of Factoring, FCI, cross-border factoring opportunities for the West African Region, factoring in Africa, practical workshop and case studies.

The conference offers attendees numerous opportunities to discuss issues of common interest with their peers, Afreximbank and FCI representing very experienced Factoring executive.

OBJECTIVES

The aim of the meeting is to allow senior executives from African banks, government officials, regulators and entrepreneurs interested in starting a factoring activity, to learn about international factoring, its benefits and growth opportunities. The idea is to bring support and additional focus on cross border open account and supply chain finance services to the region.

THE AUDIENCE

The conference is aimed at an audience of professionals from the African region and beyond, and particularly towards the leaders of:

- Factoring companies,
- Banks,
- Financial institutions,
- Regulators and law makers,
- Government agencies,
- Official organizations ,
- SMEs,
- Companies offering their services to the world of factoring (lawyers, insurers, IT providers),
- Consulting firms,
- Exporters and other companies interested by the world of factoring.

CONFERENCE PROGRAM WEDNESDAY 7 FEBRUARY 2018: 09.00 – 17:00

08.30 – 09.00: Registration & Welcome Coffee

Session 1 : Introduction to The World of Factoring and FCI

09.00 – 09.15: Welcome Remarks by FCI

09.15 – 10.00: Opening Statement by Government Official TBC

10.00 – 10.30: Introduction to the World of Factoring

- Definition
- Types of Factoring
- Factoring figures in the World
- Benefits to SMEs

By Peter Mulroy, FCI Secretary General

10.30 – 11.00: COFFEE BREAK

Session 2 : Cross Border Factoring Opportunities for the West African Region

11.00 – 11.30: Developing Factoring Know-How through Education in Best Practices: An overview of FCI Education tools (with presentation of the new e-learning tool in French)

By Spyros Tsolis, FCI Education Officer

11.30 – 12.00: Mechanics and Advantages of FCI Cross-Border Factoring Platform

By Spyros Tsolis, FCI Education Officer

12.00 – 12.30: FCIreverse : Presentation of FCI new State of the art Reverse Factoring Product for Members

By Peter Mulroy, FCI Secretary General

12.30 - 14:00: LUNCH BREAK



CONFERENCE PROGRAM WEDNESDAY 7 FEBRUARY 2018: 09.00 – 17:00

Session 3 : Factoring in Africa: present & future

- 14.00 – 14.30: Factoring in Africa and Afreximbank's Support Initiatives
By a representative from Afreximbank
- 14:30 – 15.30: Panel with Regional Players/ FCI Members:
Their experience in developing factoring: barriers and opportunities
By TBC
- 15:30 – 16.00: COFFEE BREAK
- 16.00 – 16:30: Legal and Regulatory Framework for Factoring :
Presentation and discussion of Afreximbank Factoring Model Law
and Fiscal Implications on Factoring Transactions
By TBC
- 16:30 – 17.00: Credit Insurance as a Support Tool for Factoring
- 17:00 END OF DAY ONE

CONFERENCE PROGRAM THURSDAY 8 FEBRUARY 2018: 09.00 – 12:30

Session 4 : Success in Factoring: Practical Workshop and Case studies

- 09.00 – 10.30: Interactive Sessions on:
- *Case studies by African Banks / Factoring Companies:
How they have overcome challenges and opportunities for
Factoring in Africa*
 - *Importance of dedicated IT solutions for Factoring: presentation*
- 10:30 – 11.00: COFFEE BREAK
- 11.00 – 12.30: Second Part Interactive Sessions
- 12:30 NETWORKING LUNCH AND END OF THE CONFERENCE

LOCATION

The conference will take place at

Radisson Blu Hotel, Dakar, Sea Plaza

Route de la Corniche Ouest
BP 16868 Dakar Fann
Senegal

VISA

Several countries do not need a visa; others can obtain an e-visa. More information on [visa entry condition website](#)

REGISTRATION FEE

Free registration. In case of no-show without cancellation, we will invoice you EUR 250.

REGISTRATION INCLUDES

- Coffee breaks, lunch break and refreshments on 7-8 February 2018
- Meeting package including conference facilities and hand-outs
- Distribution of pre-and post-conference documents
- Simultaneous French translation

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

REGISTRATION DEADLINE

Please register by 15 January 2018

INFORMATION

For all information, please contact the FCI Secretariat, branch office Belgium:

T: +32 (0)2 772 6969

F: +32 (0)2 772 6419

E: events@fci.nl

CANCELLATION POLICY

Any change or cancellation MUST be made in writing before 5 February.

- No-show will be invoiced EUR 250,00

In the event that a speaker cancels his participation, every effort will be made to find a replacement presenter of equivalent experience.

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



REGISTRATION FORM

REGIONAL CONFERENCE ON FACTORING IN AFRICA

Dates: 7-8 February 2018

Location: Radisson Blu Dakar, Senegal

COMPANY

Company Name: _____ Factor code: _____

Address (for non-Member): _____

City: _____ Zip Code: _____ Country: _____

VAT No: _____

DELEGATE 1

Title: Mr. Mrs. Ms. Surname: _____ First Name: _____

Position: _____ Branch office / Department: _____

E-mail: _____ Years of experience in current position: _____

Special wishes for meals for health or religious reasons: _____

DELEGATE 2

Title: Mr. Mrs. Ms. Surname: _____ First Name: _____

Position: _____ Branch office / Department: _____

E-mail: _____ Years of experience in current position: _____

Special wishes for meals for health or religious reasons: _____

PLEASE TICK THE APPROPRIATE BOX(ES):

Please register my company to the Regional Conference on Factoring in Africa:

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Name (CAPITAL LETTERS): _____ Date: _____

Signature (Mandatory): _____