



European Bank
for Reconstruction and Development



Association of
Financial
Institutions

Factoring

Association of Financial Leasing
Factoring and
Financing Companies

FCI REGIONAL CONFERENCE:

Turkey: Bridging the Continents

International Regional Factoring Conference for the CEE, SEE and Middle East

In cooperation with FCI, the EBRD and Turkish Financial Institutions Association

Istanbul, Turkey / 8-9 October 2018



Media Partners:



Venue: Swissôtel, Vişnezade Mahallesi, Acısu Sokağı No:19, 34357 Beşiktaş/ İstanbul,
Turkey

Tel : +90 212 326 1100

<https://www.swissotel.com/hotels/istanbul/>



Being a hub for trade finance and international factoring connecting mature and developing markets, Turkey hosts a challenging event to bridge the factoring business world.

The Conference features sessions covering international and domestic factoring practices in Central Eastern Europe, South East Europe and the Middle East regions including legislative and

legal issues, market conditions, latest developments and future trends with key topics:

- Development of Islamic Factoring
- Importance for governmental support
- Creation of Supply Chain Finance (SCF) networks
- Open account trade finance facilities for SME's and Exporters
- Challenges and Opportunities in Factoring in Emerging Markets
- Rise in Technology and the effects of Digitalization
- Regulations impacting the relationship with Credit Insurance
- Regional perspectives from Central Eastern Europe, South East Europe & the Middle East

The Regional Conference is a great opportunity for attendees to network with players in the same region.

The European Bank for Reconstruction and Development (EBRD) has been supporting companies in central and eastern Europe since it was founded in 1991 to meet the challenge of rebuilding post-communist economies. Its mission is to foster the transition towards market-oriented economies and to promote private initiatives in countries committed to the principles of democracy. As an AAA-rated international financial institution, the EBRD's investments must meet strict environmental, social, governance and integrity standards, supporting sustainable development and transparency. The EBRD is owned by 66 countries from five continents, as well as the European Union and the European Investment Bank. The EBRD's clients operate in key economic sectors including financial institutions, infrastructure, energy and the general corporate sector, including agribusiness and ICT. As well as finance and technical assistance, the EBRD develops partnerships with an array of stakeholders in local and international business, investment and development communities to facilitate its work.

FCI was set up in 1968 as an umbrella organisation for independent factoring companies around the world. Today, FCI is truly the global representative body for the Factoring & Receivables Finance Industry with close to 400 members in 90 countries.

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

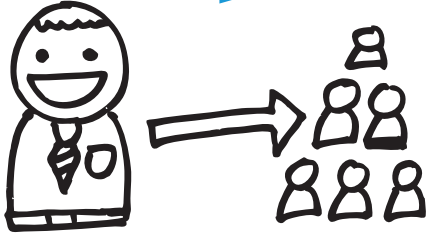
INFLUENCE : FCI promotes and defends the Industry with stakeholders and policy makers worldwide

The Financial Institutions Association (FIA) is a professional organization in the nature of a public institution being formed as a legal entity established in 2013 in accordance with the Law on Financial Leasing, Factoring and Financing Companies. As of the corporate structure, it is an umbrella organization for all Turkish leasing, factoring and finance companies. Today, FIA represents 60 factoring, 24 leasing and 14 finance companies.

Vision: To lead the increase of power and influence areas in the national and international area of the sectors they represent; by increasing the added value of financial institutions to the economy.

Mission: To contribute to the sustainable growth and healthy development of the financial leasing, factoring and finance companies sectors, to support the increase of the power of the international competitiveness of the relevant sectors and to ensure creation, placement and observance of their own occupational standards.

Presentations



Panel discussions



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 are able to provide more financing than traditional lenders and, at the same time, limit their credit risks to a strict minimum. Factoring companies therefore play 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. FCI launched recently a Supply Chain Finance (SCF) platform available to its members. It will allow FCI members to expand their service offering, both for domestic and international business, through FCI's unique global network of nearly 400 members in 90 countries.

THE AUDIENCE

The Conference is aimed at an audience of professionals from the CEE & Middle East Region and beyond, and particularly towards the leaders of:

- Factoring companies
- Supply Chain Finance companies
- Specialized banks and financial institutions
- Consulting firms
- Official organizations
- Companies offering their services to the world of factoring (lawyers, insurers, IT providers)
- Exporters and other companies interested by the world of factoring.



Networking dinner

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CONFERENCE PROGRAM MONDAY 8 OCTOBER 09.00 – 22:00

- 09:00-9:30: Registration & Welcome Coffee
- 09:30-09:45: FCI Chairman's Welcome,
Çagatay Baydar
- 09:45-10:45: Opening Speeches
- Chairman of the Financial Institutions Association, Adem Duman
 - Second Chairman of Banking Regulation and Supervision Agency, Yakup Asarkaya
 - Ministry of Treasury and Finance, TBC
- 10:45 - 11:15: COFFEE BREAK
- 11:15-12:15: Keynote Speakers
- FCI Market Overview by Peter Mulroy, FCI Secretary General
 - Funding Facilities for SME's in Emerging Markets by Marco Nindl, EBRD
- 12:15-13:30: LUNCH BREAK
- 13:30-14:00: Turkey, Middle East and CEE Region in FCI
Peter Mulroy, FCI Secretary General
- 14:00-14:45: Factoring in Turkey, Middle East and CEE Countries
- Updates from each representative on the factoring market in their region.
- Moderator: Daniela Bonzanini, Member of FCI ExCom, Head of International, Banca IFIS, Italy
- Panellists already confirmed:
- Simon Peterman, Chairman, CEE Chapter
 - Corneliu Robu, Head of Clients Relations, VTB, Russia
 - Filiz Unal, Deputy Secretary General, Financial Institutions Association, Turkey
 - Mark Smyth, Chief Investment Officer, Tawreeq Holdings, UAE
 - Omar Badr, Associate Client Relations, Afreximbank, Egypt
- 14:45-15:30: Opportunities and Threats: Developing factoring business in emerging markets
- What are these opportunities and threats?
 - Do local governments support the Industry through regulation and investment?
 - How is the awareness and usage level of SME's in receivable finance products? What could be done to increase their usage even more?

- Turkey's role in emerging markets

Moderator: Marco Nindl, EBRD

Panellists:

- Nergis Ayvaz, General Manager, QNB Finans Faktoring, Turkey
- Ana Kavtaradze, Director | Trade Finance Department, Bank of Georgia
- Panos Papatheodorou, Member of FCI ExCom, CEO, Laiki Factors & Forfaiters, Greece
- Nataliia Tykhovska, Executive Director, Corporate Department, State Export Import Bank of Ukraine (Ukreximbank)
- Tamara Khizanishvili, consultant in Corporate and Investment, TBC Bank, Georgia

15.30 – 16.00: COFFEE BREAK

16:00-17:15 **Islamic Factoring in FCI and in the Islamic World**

- What are the latest developments on International Islamic Factoring within FCI?
- Islamic Factoring practices in some countries (Dubai, Turkey, Malaysia...)
- How will Islamic Factoring effect the factoring industry globally?
- Is there any specific regulation for Islamic Factoring in Muslim countries?

Moderator: Yüce Uyanık, Legal Committee Member of FCI

Panellists:

- Dr. R. Ahmet Albayrak, Deputy CEO-Treasury and International Banking, Kuveyt Turk Bank, Turkey
- Mark Smyth, Chief Investment Officer, Tawreeq Holdings, UAE
- Ehsaan Ahmed, Head of GTS and Corporate Strategy, Noor Bank

17:15-17:30: **Closing Remarks Day 1**
Çagatay Baydar, FCI Chairman

17:30: **End of the day**

19:00-20:00: **Networking Cocktail**

20:00-22:00: **Gala Dinner**

CONFERENCE PROGRAM TUESDAY 9 OCTOBER: 09.00 – 16.15

- 09.00-09.30: WELCOME COFFEE
- 09.30-09.45: **Keynote Speaker: Overview on the Economy of Emerging Markets**
Prof. Dr. Kerem Alkin, Dean of Medipol University Business School,
Columnist at Sabah Newspaper
- 09.45-10.15: **Mechanics and Benefits of FCIreverse**
Josep Selles, Chairman of FCI SCF Committee
- 10.15-10.30: **FCIreverse Platform**
Mansour Davarian, Director, Demica, UK
- 10.30-11.00: **Trade Chain Finance Platform, the New Era for Turkey**
Yenal Gögebakan, Founding Partner, Cybersoft
- 11.00-11.30: COFFEE BREAK
- 11.30-12.15: **Importance of Digitalisation**
- Importance of Central Digital Systems for factoring transactions such as FCIreverse, Central Invoice Registry System, local SCF Platforms
 - Outlining the benefits of innovative new fintech solutions in mitigating risk for buyer and seller
 - How could blockchain technology support the future development of factoring?
- Moderator Michael Bickers, Managing Director, BCR Publishing
- Panellists already confirmed:
- Claudia Perri, Regional Commercial Director, HPD Software
 - Koray Kara, Assistant General Manager - Marketing and Business Development, Credit Bureau
 - Eduardo Braz, Factoring Specialist, Novabase
- 12.15-12.30: **IT Gold sponsors presentations**
- 12.30-13.45: LUNCH BREAK
- 13.45-15.05: **FCI Education**
Aysen Çetintas, Education Director of FCI

CONFERENCE PROGRAM TUESDAY 9 OCTOBER: 09.00 – 16.15 (contd)

- 15:05-15:50: **Credit Insurance and Factoring Cooperation: Beyond risk mitigation**
- Moderator: Çagatay Baydar, General Manager of TEB Faktoring and FCI Chairman
- Panellist already confirmed:
- Emre Özer, Country Manager, Coface Turkey
 - Fadıl Erten, CFO, Soktas Tekstil A.S., Turkey
 - Dr Selda Eke, Bahçeşehir University and İstanbul Kültür University, Turkey
- 15:50-16:00 **Closing Remarks Day 2**
Çagatay Baydar, FCI Chairman
- 16:00 **END OF THE CONFERENCE AND NETWORKING COFFEE**



LOCATION

Istanbul; one of the world's most ancient metropolises with its rich history and wonderful nature. With its 8.500 years of history, Istanbul is the former capital of Roman, Byzantine and Ottoman Empires. Separated to two continents, Asian and European, the city is an ideal example of the natural beauty.

The conference will take place at :

Swissôtel

Vişnezade Mahallesi, Acısu Sokağı
No:19,
34357 Beşiktaş/ Istanbul
Turkey

Swissotel The Bosphorus, Istanbul, is a five-star luxury hotel right in the centre of Istanbul on the European banks of the Bosphorus.

Room Rates

Standard Single	EUR 119
Standard Double	EUR 140

The rate are per room per night and inclusive of a buffet breakfast.

Please mention "FKB" or "FCI" when booking to get the rate.

The rate is valid until the 15 September after this date it will be upon availability.

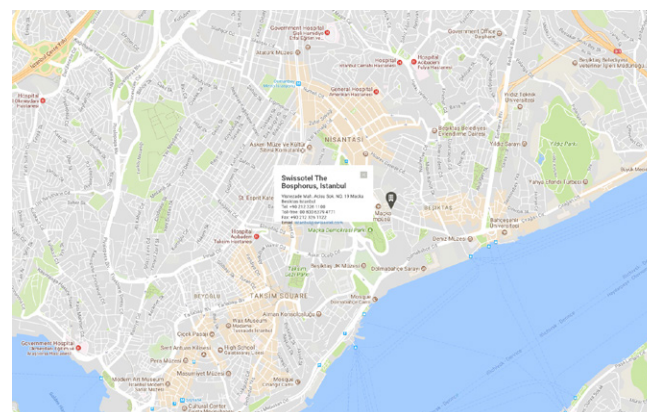
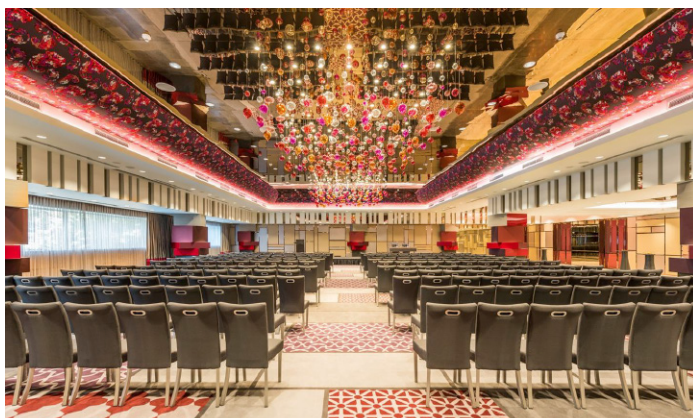
Please send an email to ugurcan.gurtekin@swissotel.com

TRANSFER

Take a taxi from the airport.

SPONSORING

There are three sponsorship categories; gold, silver and bronze. If you are interested in being a sponsor for this event please contact the FCI or FKB (FIA) Secretariat. The logos of sponsors will appear on all branding, digital and printed documents.



REGISTRATION FEE

EUR 200,00 per person

Multi-booking as from the second guest from the same company (and country): 10% discount: EUR 180,00 per person

REGISTRATION FEE INCLUDES

- Dinner on 8 October
- Coffee breaks, group lunch and refreshments on 8 and 9 October
- Meeting package including conference facilities and hand-outs
- Distribution of pre and post conference documents

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

REGISTRATION DEADLINE

Please register by 15 September at the latest.

CANCELLATION POLICY

Any change or cancellation MUST be made in writing.

- Registration fees will be reimbursed in full for cancellations received **before or on 9 September 2018**. No refunds can be made for cancellations received after that date.
- There will be no charges for name changes.

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 seven calendar days before the event. In case of cancellation of the event, there will be a full refund of already paid registrations.

INFORMATION

For all information, please contact the FCI Secretariat :

T: +32 (0)2 772 6969

F: +32 (0)2 772 6419

E: events@fci.nl

W: www.fci.nl

Or the Turkish Financial Institutions Association Secretariat:

T: +90 (212) 924 44 70

F: +90 (212) 285 24 39

E: fkf-faktoring@fkf.org.tr

& filiz.unal@fkf.org.tr

W: www.fkf.org.tr



REGISTRATION FORM

Turkey: Bridging the Continents

Supply Chain Finance and Turkey, CEE and ME Regional Event

Dates: 8-9/10/2018

Location: Swissôtel Istanbul, Turkey

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 invoice my company with the total fee for participating at the Conference Turkey: Bridging the Continents, Supply Chain Finance and CEE Regional Event:

- ☐ EUR 200,00 +VAT (where applicable)
☐ From the second attendee from the same company (and country) EUR 180 + VAT (where applicable)

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The FCI or FKB Secretariat will send an email with a scanned copy of the invoice to you upon receipt of your registration form and confirming your attendance. Invoices will not be sent by postal mail. Please quote the invoice number when remitting the registration fee.

Name (CAPITAL LETTERS): _____ Date: _____

Signature (Mandatory): _____

Strategic Partners



Facilitating Open Account – Receivables Finance

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