

Conference on Factoring as a Tool for Financing SME's

Cairo, Egypt, 26 September 2018



Venue:

The Nile Ritz-Carlton, Cairo

1113 Corniche El Nil

Cairo, 11221 Egypt

Phone: +20225778899



The World Trade Organization has already confirmed the strong positive correlation between Factoring finance and SME growth on a global level using relevant data obtained from FCI and International Trade Associations.

"The growth of factoring has a positive significant impact on global trade of SMEs. Relatively conservative estimates indicate that a 10 % increase in factoring would result in 1 % in additional SME trade".

Marc Auboin, WTO

FCI Annual Meeting, Cape Town, October 2016

Factoring is becoming a very important and more secure financing tool for Banks and Financial Institutions, that is also supported & promoted by local and regional Associations as well as by governments and central banks.

FCI, in cooperation with the **Egyptian Factoring Association (EFA)**, the **GIZ** and **AFREXIMBANK**, and under the patronage of the **Financial Regulatory Authority (FRA)**, is organizing a Conference on **"Factoring as a tool for financing SMEs"**, where Industry Experts with vast experience in Factoring & Receivables Finance (including members of the FCI Executive Committee) will present and discuss on the developments and prospects of Factoring, Receivables & Supply Chain Finance in the African and Middle East region.

In addition, International best practice will be shared with participants, focusing on how factoring has supported economic growth and SMEs.

It will also be a great opportunity to meet and network with Senior staff from the factoring industry, exchange views and share best practices from different markets.

Don't miss this unique opportunity, please register to this Conference by following this [link](#)!



THE ORGANIZERS

The 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.

EFA (Egyptian Factoring Association) mission's is to aim towards building a secure platform to facilitate the growth & the expansion of the Egyptian companies while creating an awareness of the benefits of factoring on both national and international levels.

The Association's Objectives are to serve members' interests through resolving relevant Factoring issues, to issue periodic and ad hoc bulletins and specialist newsletters covering the Factoring updates in Egypt and the world, and hold awareness sessions for the concerned members, to manage interactive activities between members and local and international Factoring institutions, to organize seminars, training courses and workshops to enhance the professional and technical skills of members and non-members, to resolve Factoring disputes between members and non-members, to launch and maintain a website for the Association to provide consultation for official governmental bodies and update factoring laws after obtaining from authorized bodies, to work in cooperation with and provide support to Factoring local and International institutions, to offer Factoring consultation to official bodies in relation to Factoring resolutions and laws.

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 more than 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

GIZ Egypt (German Development Cooperation in Egypt)

For more than 50 years the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) has been implementing projects in Egypt. We support the German Government and our Egyptian Partners in achieving their objectives for sustainable development. Together, we work to deliver flexible and effective solutions that sustainably improve the living conditions and offer people better prospects.

Promotion of Access to Financial Services for Small and Medium Enterprises (SMEs) in Egypt , PAFSME project consists of five main areas of intervention, bringing together relevant actors of the public and private sector: (1)Improving the legal and regulatory framework for NBFIs. The project provides technical assistance to the Egyptian Financial Regulatory Authority (FRA) - which is the political partner of the project - in order to support their effort to establish and enable a suitable legal and regulatory framework for SME finance in Egypt. (2) Strengthening the financial market infrastructure. In order to expand credit guarantee schemes and thus make providing financial services to SMEs more attractive.(3)Developing the capacities of selected NBFIs.(4) Improving access to finance for young enterprises (start-ups). (5) Promoting insurance for SMEs and their employees.

"Factoring as a tool for financing SME's "

**Under the Patronage of Dr. Mohamed Omran as the Chairman of
The Financial Regulatory Authority (FRA)**

26 September 2018

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| 08.00-09.00 | Registration and welcome refreshments |
| 09.00-09.30 | <p>Opening session:</p> <ul style="list-style-type: none">• EFA - Mr. Gamal Moharam, Chairman of the Egyptian Factoring Association's welcome remarks• FRA - Dr. Mohamed Omran as the Chairman of The Financial Regulatory Authority• FCI - Mr. Çagatay Baydar, Chairman of FCI• GIZ - Mr. Hayder El-Baghdadi, Head of Project, Promotion of Access to financial Services for SME's in Egypt (PAFSME)• Afreximbank - Mrs. Kanayo Awani, Managing Director, Intra African Trade Initiative and Chairperson of the Africa Chapter of FCI |
| 09.30-09.50 | <p>FCI and Global Market Overview</p> <p>Mr. Peter Mulroy, FCI Secretary General</p> |
| 10.00-11.00 | <p>Factoring Supply Chain</p> <p>Moderator: Mr. Gamal Moharam, Chairman of the Egyptian Factoring Association</p> <p>I. ACCESS TO FINANCE</p> <ul style="list-style-type: none">• Mr. Peter Mulroy – FCI Secretary General
"How factoring can help MSMEs"• Mr. Josep Selles – FCI Executive Committee Member
"FCIreverse – Introduction to FCI's Supply Chain Finance model"• Ms. Gwen Mwaba – Director and Global Head, Trade Finance, Afreximbank - TBC |
| 11.00-11.30 | Coffee break |
| 11.30-12.30 | <p>Factoring Supply Chain "Cont'd"</p> <ul style="list-style-type: none">• Mr. Alaa El Zoheiry – Chairman of the Insurance Federation of Egypt• Mr. Maged George, Chairman of Mamiba Care• Mr. Karim el dine Hamdy – Director Collateral Register – Iscore• Mr. Amr Kamal – Chairman - Egyptian Arab Land Bank• Mrs. Fatma Lotfy – CEO & Chairperson – EFG HERMES Factoring |

12.30-13.45

International Best Practice

Countries demonstrate **SUCCESSFUL EXPERIENCE** in Factoring

- Mr. Çagatay Baydar, FCI Chairman – Turkish experience
- Mr. Andrzej Zbikowski, FCI Executive Committee Member - Polish experience
- Mrs. SUN Jianbo, FCI Executive Committee Member - Chinese experience
- Mrs. Daniela Bonzanini, FCI Executive Committee Member - Italian experience
- Mr. Imededdine Cherif, CEO, Unifactor, Tunisia

13.45-14.00

Closing Remarks

Mr. Gamal Moharam, EFA

Mr. Peter Mulroy, FCI Secretary General

14.00-15.00

Lunch

End of the conference



LOCATION

The conference will take place at :

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REGISTRATION

Free registration. Please register on the following link:

<http://factoregypt.org/> (click on one day event)

INFORMATION

For all information, please contact EFA Secretariat:

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