



Facilitating Open Account – Receivables Finance



In cooperation with  
**International  
Finance  
Corporation**  
WORLD BANK GROUP

# Workshop on Solutions for Open Account Receivables Finance

Ho Chi Minh City, Vietnam, 10-12 October 2017



**Sessions:** Tuesday 10 October : 15:00 - 20:00 Introduction to Receivables Finance and dinner  
Wednesday 11 October : 09:00 - 17:00 Workshop  
Thursday 12 October : 09:00 - 17:00 Workshop

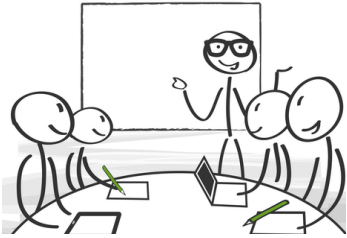
**Venue:**  
Renaissance Riverside Hotel Saigon  
8-15 Ton Duc Thang Street  
Ho Chi Minh City, Vietnam

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The unique IT Solution for  
Commercial Finance and SCF

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The Workshop is the only truly international comprehensive and integrated training on the theory and practice of the open account receivables finance products. Covering all key areas such as factoring, forfaiting, invoice discounting, supply chain finance, reverse factoring, asset based lending and many other products this workshop enables participants to gain knowledge on the most important issues within the Receivables Finance Industry.

## HIGHLIGHTS

- An introduction to the different forms of Receivables Finance
- Value of open account receivables
- Foundation skills in Receivables Finance management: Marketing, Sales, Risk Assessment and Monitoring

## AUDIENCE

The Workshop is aimed at professionals new to the industry and those who need to widen their knowledge and experience to progress within their organisation, and particularly towards:

- Sales, risk and compliance, operations professionals and lawyers within banks and financial institutions
- Managers about to move to positions that are more senior
- All staff at middle management level who want to see a bigger picture of the industry
- Anyone wishing to receive a thorough understanding of the essentials of receivables finance

The Workshop is primarily meant for all FCI members and non-members in Asia, but will also be open, as usual, for attendees from other parts of the world.

## FOR THE PARTICIPANT

Attending is great for acquiring market valuable skills and developing your career. As with all FCI educational events, you will also have ample opportunities to meet new colleagues, exchange experiences and discuss bilateral business.

## FOR THE EMPLOYER

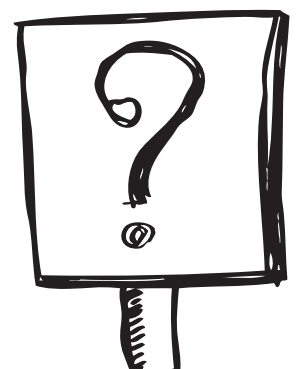
There's the knowledge that your participant will receive the highest level of input from a range of industry experts and will develop a skill set that's hugely valuable to you.

## STYLE AND CONTENTS

This Workshop will be presented by leading experts in receivables finance, and will include:

- Lecture style information sessions
- Practical real-life case study examples
- Question and answer sessions

The Workshop will start with an introduction session and networking dinner on Tuesday 10 October and will be followed by two full days training, Wednesday 11 October and Thursday 12 October.



## SPEAKERS

The workshop will be conducted by very experienced Receivables Finance professionals from Asia and Europe.

Don't miss the opportunity to learn from Experts in the Open Account Receivables Finance!

Let's meet the speakers\*

### AYSEN ÇETINTAS

Aysen Çetintas is the Education Director of FCI, specialist in receivables finance, speaker and trainer at international conferences, workshops and seminars. She joined FCI in 2008, in charge of FCI's education programmes. Her area of responsibility encompasses implementing the FCI strategy, 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 26 years of experience in the factoring and receivables finance industry with different responsibilities in various factoring companies and banks. She has a BA degree in Political Science and International Relations from Bosphorus University, Istanbul, Turkey.

### JOHN BREHCIST

John's consultancy Roundwindow specialises in Strategic Management Development, helping CEOs and their companies define and develop their strategy, structure, process and people. Clients range from start ups to market leaders in an increasing range of countries.

He is an Independent Director of NFC, a leading Russian ABL business.

Retained as a Consultant to FCI, he also acts as the Coordinator of the EU Federation for the Factoring and Commercial Finance Industry.

Previously the Head of Strategy and Research for Lloyds TSB Commercial Finance, a UK market leading ABL provider, he also has large scale invoice finance operational experience.

John has a Masters degree in Chemistry from Oxford University and a Distinction level Executive MBA from Warwick, one of the UK's leading Business Schools.

### DANIELA BONZANINI

Daniela Bonzanini is the Chairman of the Education Committee and Head of

International of Banca IFIS Italy. She has more than 30 years of experiences in international trade in international factoring. Her knowledge of the factoring industry have been of great contribution to the development and implementation of new projects mainly focused on innovative products and services. She is a speaker at international conferences. Bonzanini has been the Chairman of FCI from 2013 till 2015.

### KHENG LEONG LEE

Lee Kheng Leong is FCI's Asia Chapter Director. Prior to joining FCI, Kheng Leong worked in DBS from 1978 to 2012. He started DBS Factors an independent Factoring company which was a subsidiary for DBS Bank. In 2001 DBS Factors was absorbed into DBS Bank and he was the SVP and Head of regional factoring till 2012. He became the Managing Director of Bibby Financial Services (Singapore) Pte Ltd from 2012 to Dec 2014. In Jul 2015, he was appointed the Asia Chapter Director of FCI. He acquired his factoring knowledge through training attachment with factors in the US and UK. Kheng Leong was also active in many FCI activities and he was a member of the marketing committee and education committee. When he was in DBS he was involved in the training of new factors in China, Taiwan, India and Indonesia.

### SPYROS TSOLIS

Spyros Tsolis is the FCI Education Officer since May 2017. He has more than 16 years of factoring experience, having been deeply involved in International Factoring & FCI during his professional career. Previously, he was working for Eurobank Factors S.A. as Head of International Activities and was already active as a member in the FCI Education Committee since 2013. Spyros has an MSc in International Trade and Finance from Lancaster University, UK and a BA in International Economics from Corvinus University of Budapest.

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

## **CONFERENCE PROGRAM TUESDAY 10 OCTOBER 2017 : 15:00 - 20:00**

- 15.00-15.30 Welcome and registration
- 15.30-17.30 Introduction to Receivables Finance and Global Market Overview  
Receivables Finance History and Evolution
- 18.00-20.00 Drinks and Networking Dinner

## **CONFERENCE PROGRAM WEDNESDAY 11 OCTOBER 2017 : 09.00 – 17:00**

- 09.00-12.30 Legal Considerations  
Receivables Finance and Asset Based Finance Products
- 12.30-14.00 Lunch
- 14.00-17.00 Supply Chain Financing Solutions – Trade Finance Environment  
International Factoring: FCI Two-Factor Model and FCIreverse

## **CONFERENCE PROGRAM THURSDAY 12 OCTOBER 2017 : 09.00 – 17:00**

- 09.00-12.30 Industry Suitability for Receivables Finance & Lead Generation  
Risk Management: KYC-Seller Selection and Buyer Risk Assessment
- 12.30-14.00 Lunch
- 14.00-17.00 Account Management  
Risk Monitoring in Receivables Finance  
Managing Fraud and Disputes

END OF WORKSHOP

# IMPORTANT INFORMATION

## REGISTRATIONS

Please use the on-line registration form on the [FCI Private Net](#), (or use the enclosed registration form) and make sure that it reaches the FCI Secretariat as soon as possible and certainly not later than **15 September 2017**. 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.

## VENUE

Renaissance Riverside Hotel Saigon  
8-15 Ton Duc Thang Street  
Ho Chi Minh City, Vietnam

[Book your group rate at the Renaissance Riverside Hotel Saigon here](#)

## DRESS CODE

Smart casual clothing

## CONFERENCE DOCUMENTS AND DELEGATES PROGRAMME

Practical information will be sent out by e-mail two weeks before the meeting. Detailed delegates programmes will be distributed in Ho Chi Minh City .

## REGISTRATION FEE AND PAYMENT

The registration fee for the training is Euro 250 per delegate and includes the conference facilities, conference materials, coffee breaks and lunches on both days and dinner on Tuesday 10 October.

After receipt of the invoice, the registration fee is to be paid by bank transfer (NO cheques), quoting the invoice number, to:

FCI

IBAN/ Account number: NL04ABNA0540245771

Bank: ABN AMRO, Amsterdam, the Netherlands

SWIFT Code: ABNANL2A

VAT number: NL801484169B01

NOTE: Registration fees must have been paid prior to 15 September 2017 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 15 September 2017 without penalty. For cancellations received after 15 September 2017, the full registration fee is due.



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REGISTRATION DEADLINE IS  
**15 September 2017**

Use on-line registration on FCI Private Net

E-mail:

fci@fci.nl

# REGISTRATION FORM

## Workshop on Solutions for Open Account Receivables Finance

Dates: 10-12/10/2017

Location: Renaissance Riverside Hotel Saigon, Ho Chi Minh City, Vietnam

### COMPANY

Company Name:

Factor code:

### DELEGATE 1

Title:  Mr.  Mrs.  Ms.

Family name:

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.

Family name:

First Name:

Position:

Branch office / Department:

E-mail:

Years of experience in current position:

Special wishes for meals for health or religious reasons:

### DELEGATE 3

Title:  Mr.  Mrs.  Ms.

Family name:

First Name:

Position:

Branch office / Department:

E-mail:

Years of experience in current position:

Special wishes for meals for health or religious reasons:

Registration fee per delegate: Euro 250. The FCI Secretariat will send an email with the invoice to you upon receipt of your registration form, confirming your attendance. Please quote the invoice number when remitting the registration fee.

Name (CAPITAL LETTERS):

Date:

Signature (Mandatory):