



Training on Risk Management and Legal Considerations in Factoring and Receivables Finance

Beijing, China, 18-19 October 2018



Grand Hayatt Beijing
Oriental Plaza,
1 East Chang An Avenue
Beijing
China



The FCI Education and Legal Committees are pleased to offer a new training in a combined structure, addressing all key areas in risk management and related legal considerations with a special focus on the respective GRIF articles.

OBJECTIVES

The objective of the training is to get familiarized with the legal considerations and risk management in factoring. The attendees will get a better understanding of the GRIF but also on the processes to prevent and handle the risk in factoring operations.

FORMAT

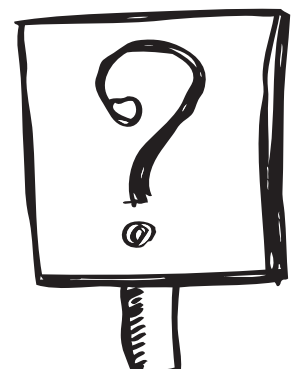
The format for this training will combine plenum presentations followed by group discussions with Q&A sessions, practical examples and genuine cases. Industry experts and members of the Legal and Education Committees will act as presenters and instructors in all sessions of the training.

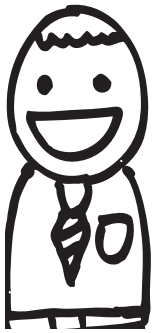
WHO SHOULD ATTEND?

The Training is primarily meant for all FCI members and “observers” in Asia, but will also be open, as usual, for attendants from other parts of the world. Because of the scope of the Training, attendants should have a direct interest in understanding risk management and the legal considerations thereof.

This training will benefit those involved in new businesses, operations, risk monitoring, legal, litigation departments, credit underwriting, compliance and external lawyers if appropriate, who wish to develop their existing knowledge of risk management and the legal ramifications.

DON'T MISS THIS UNIQUE OPPORTUNITY TO MEET WITH AND LISTEN TO THE SENIOR PROFESSIONALS FROM THE FACTORING INDUSTRY AND EXCHANGE VIEWS WITH YOUR FELLOW COLLEAGUES.





Presentations



Panel discussions

Q & A

ABOUT FCI

FCI was set up in 1968 as an umbrella organization for independent factoring companies around the world. Today it has grown into the world's representative factoring network and association with close to 400 members in 90 countries.

When FCI started, domestic factoring was only available in North America and in a few European countries. The concept of cross-border factoring was still new and restricted by its lack of geographic reach. Recognising the potential for international factoring, the founding FCI members realised that an umbrella organisation was needed, firstly to introduce factoring in countries where it was not yet available, and secondly to develop a framework for international factoring, which would allow factoring companies in the country of the exporter and the importer to work closely together.

FCI's Vision is to be the Global Association for the Open Account Receivables Finance Industry.

FCI Mission Statement:

- Receivables Finance is the core focus of the association and includes Factoring, Invoice Discounting and other Supply Chain Finance solutions.
- FCI has two main activities and value propositions:
 1. FCI facilitates and promotes International Factoring through a Correspondent Factoring platform.
 2. FCI is the Global Industry Association for Open Account Receivables Finance
 - FCI actively supports the growth of the Industry and works jointly with policy makers and stakeholders worldwide
 - FCI promotes best industry practices through education
 - FCI publishes Information & Statistics about the Industry
 - FCI endorses financial stability, the prevention of financial crime and respect for regulatory compliance and conduct

Training Programme Thursday 18 October 2018 09:00 - 20:00

08.30-09.00:	Registration
09.00-10.30	Plenum session Seller Risk Management and Legal Considerations <ul style="list-style-type: none">• Seller Selection and On-boarding Process• Factoring Criteria• Approval Process• GRIF Articles
10.30-10.35	Group Photo
10.35-11.00	Coffee break
11.00-12.30	Group discussions in breakout rooms
12.30-14.00	Luncheon
14.00-15.30	Plenum session Seller Risk Management and Legal Considerations <ul style="list-style-type: none">• Seller Control Process• Monitoring the Changes• Detecting Fraud• Preventing Fraud• Invoice Verification• GRIF Articles
15.30-16.00	Coffee Break
16.00-17.30	Group discussions in breakout rooms
18.00-20.00	Drinks and dinner all delegates

Training Programme Friday 19 October 2018 09:00 - 17:00

09.00-10.30	Plenum session Buyer Risk Management and Legal Considerations <ul style="list-style-type: none">• Assessment of the Buyer• Buyer Risk Control and Credit Cover• Monitoring Buyer Risk• Detecting Buyer Fraud• GRIF Articles
10.30-11.00	Coffee break
11.00-12.30	Group discussions in breakout rooms
12.30-13.00	Luncheon
13.30-15.00	Plenum session Operational Risk Management and Legal Considerations <ul style="list-style-type: none">• Preventing and Handling Disputes• Breaches of Warranty• Operational Risks• GRIF Articles
15.00-15.30	Coffee Break
15.30-16.30	Group discussions in breakout rooms
16.30-17.00	Plenum session for Q&A, feedback and wrap-up

IMPORTANT INFORMATION

REGISTRATIONS

Please use the on-line registration form on the [FCI website](#) (or use the enclosed registration form) and make sure that it reaches the FCI Secretariat as soon as possible and certainly not later than 1 October 2018.

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.

LOCATION

Grand Hayatt Beijing
Oriental Plaza,
1 East Chang An Avenue
Beijing
China

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 Beijing.

REGISTRATION FEE AND PAYMENT

The registration fee for the training is Euro 450 per delegate and includes the conference facilities, conference materials, coffee breaks and lunches on both days and dinner on Thursday 18 October. The fee does not include hotel accommodation.

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 1 October 2018 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 1 October 2018 without penalty. For cancellations received after 1 October 2018, the full registration fee is due.