

IFG REGIONAL CONFERENCE:

Regional Conference on Factoring in Asia

International Conference On Factoring And Other
Receivables Finance Products

Singapore / Tuesday, 28 October 2014



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 client's debtors, Factoring Companies or Bank Factoring Divisions 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.**

IFG's Asian Chapter organizes a yearly 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.

The **compact format of the regional conferences** (one day + networking dinner) has received great feedback from delegates of the past editions.

The program of the conference is set up as an **interactive Master Class** with short presentations and lots of time for discussion. Topics will cover overviews of products, markets and risk aspects in combination with case studies and testimonials from successful factoring operations in Asia. Also legal and regulatory aspects will be discussed.

The conference offers attendees numerous opportunities to discuss issues of common interest with their peers.

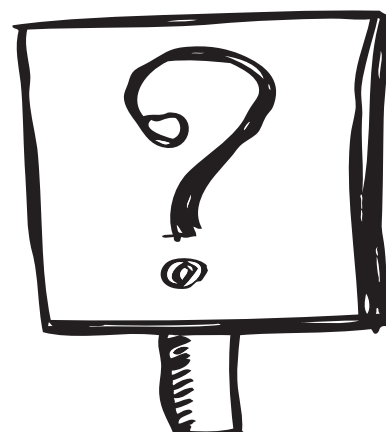
For more information and registration, please consult our website: www.ifgroup.com.

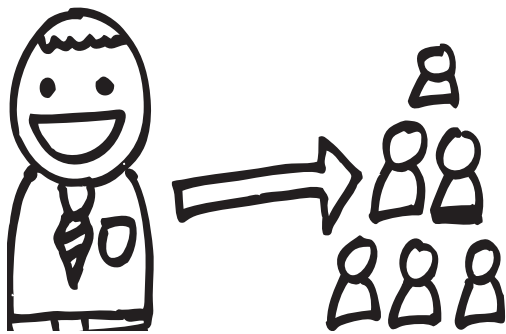
THE AUDIENCE

This hands-on conference is set up as an interactive "master class" and will give practical information and ideas about how to set up factoring activities successfully.

The conference will be particularly interesting for Factoring professionals from South-East Asia and for Banks who intend to launch factoring activities in Asia.

The conference is organized by IFG but is targeted both towards IFG members' and non-members.





Presentations

Case Studies

Asia comprises some of the fastest growing economies on the planet; it also is home to many start up and emerging invoice finance industries. Awareness, understanding and support are key for these developing markets.

The Asian Chapter is in place to help provide and co-ordinate that support.

Its mission is to promote factoring and IFG regionally. It therefore organizes events and activities which have a particular focus on regional issues and opportunities

Group discussions

Networking dinner

IFG is the Global Trade Association for the Factoring and Commercial Finance Industry, which serves and represents the interests of the factoring, commercial finance and asset based finance industry on a global basis.

Since 1963, IFG supports its Members in building their own factoring business and in performing successful international operations through its Two-Factor system connecting correspondent Factors in different countries.

It brings together all kinds of like-minded industry players, from start-ups in emerging markets to the largest providers in developed markets to network, educate and influence, with a common goal of building the reach and impact of the industry to support economies, growth and employment.

CONFERENCE PROGRAM TUESDAY 28 OCTOBER: 9.00 – 17.30

9.15 – 9.30:	Registration & Welcome Coffee
9.30 – 10.15:	What is going on in the World of (international) Factoring: <ul style="list-style-type: none">• Facts & Figures• Regional Differences• Product Variations By Erik Timmermans, representing B-zix bvba, Secretary General, IFG
10.15 - 11.00	Case Study: Overview of factoring and trade finance activities from a global player: Bibby Financial Services Speaker TBC
11.00 – 11.30:	COFFEE & TEA BREAK
11.30 – 13.00:	Case Study: Factoring in South East Asia; by IFS <ul style="list-style-type: none">• Modes of factoring in Singapore, Malaysia, Thailand & Indonesia• Other regional markets• The role of cross border factoring versus trade finance and open account via credit insurance
13.00 – 14.00:	LUNCH BREAK
14.00 – 14.45:	Case Study: The development of independent factoring activities in China: challenges and opportunities. By a representative from CFEC (Commercial Factoring Expertise Committee) TBC
14.45 - 15.30:	Improving the legal regulatory environment for Secured Lending & Supply chain Finance in Asia. By Tom Clarke, GE Capital Japan, and member of the APFF workgroup (Asia Pacific Financial Forum reporting to APEC)
15.30 – 16.00:	COFFEE BREAK
16.00 – 16.45:	Risk management in factoring: hidden risks and threats; how to detect and prevent them. By Mikhail Treyvish, Chairman IFG Asian Chapter
16.45 - 17.30	Sharing experiences: panel discussion with all speakers. Moderated by Mikhail Treyvish, Chairman IFG Asian Chapter





LOCATION

The conference will take place at the Marina Mandarin Singapore Hotel.

The Marina Mandarin offers top value with breathtaking views of the Marina Bay and financial district, as well as convenient access to the Marina Square Shopping Mall.

Directly opposite Suntec Convention & Exhibition Centre, the hotel is also within walking distance to attractions such as Gardens by the Bay, Singapore Flyer, The Esplanade- Theatres by the Bay and is perfectly situated right on the trackside of the annual Singapore Grand Prix Formula One race..

Please book your room at the Marina Mandarin Hotel directly: rates may vary from EUR 180,00 to EUR 220,00 per night, if booked fairly in advance.

TRANSFER

Please contact the hotel to organize your transfer from the airport to the hotel (Changi Airport 16km).

Marina Mandarin Singapore
6 Raffles Boulevard
Marina Square, Singapore 039594

Tel: (65) 6845 1000
Fax: (65) 6845 1001

Reservations:
resvn.marina@meritushotels.com
General Enquiries:
marina@meritushotels.com

<http://www.meritushotels.com/marina-mandarin-singapore/default-en.html>

FREE WiFi across the hotel.



REGISTRATION FEE

IFG Members € 175,00 per person

Non-Members € 300,00 per person

REGISTRATION FEE INCLUDES

- Dinner on 28 October
- Group lunch, coffee breaks and refreshments on 28 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.

Please book your room at the Marina Mandarin Hotel directly: rates may vary from EUR 180,00 to EUR 220,00 per night, if booked fairly in advance.

REGISTRATION DEADLINE

Please register by Friday 26 September 2014 at the latest.

INFORMATION

For all information, please contact the IFG Secretariat:

T: +32 (0)2 772 6969

F: +32 (0)2 772 6419

E: events@ifgroup.com

CANCELLATION POLICY

Any changes or cancellations MUST be made in writing.

- All cancellations 8 calendar weeks prior to the start date of the event will qualify for a full refund.
- Cancellations received between 8 to 4 calendar weeks prior to the start date of the event will be subject to a 50% refund or a 50% cancellation fee
- No refund is possible under any circumstances for cancellations received less than 4 calendar week prior to the start of the event : 100% of the registration fee will be due as cancellation fee
- 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 is 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. In case of cancellation of the event, there will be a full refund of already paid registration fees.



IFG MANIFESTO

1. We aim to create the international representative body for Factoring and Commercial Finance in both emerging and established markets worldwide.
2. Our global network facilitates trade, provides education, knowledge share and best practice nationally, regionally and internationally.
3. We connect service providers with members and align with like-minded organisations to facilitate broader industry reach.
4. We lobby on behalf of the industry - we promote and represent the industry working closely with regulators



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