



FACTORING WORKSHOP ON ACHIEVING SUCCESS THROUGH FACTORING

AFRICAN EXPORT-IMPORT BANK

HAVE A PLEASANT TIME



PROGRAMME OF EVENTS

A ONE-DAY WORKSHOP

ON

“ACHIEVING SUCCESS THROUGH FACTORING”

ORGANIZED BY

**AFRICAN EXPORT-IMPORT BANK
(AFREXIMBANK)**

FRIDAY, DECEMBER 2, 2011

**LA PALM BEACH HOTEL
ACCRA, GHANA**



PROGRAMME OF EVENTS

8.00 – 9.00	REGISTRATION / TEA & COFFEE BREAK	
09.00 - 09:20	Opening Remarks	Mr. J-L EKRA <i>President</i> <i>Afreximbank</i>
09:20 – 10:20	World of Factoring: History Evolution, Facts & Figures, Trends Factoring in Africa – development to date; market need; opportunities Different Factoring Products Role of the IFG The Two-Factor System: a tool for developing international factoring activities	Erik Timmermans
10:20 – 11.00	Key Marketing Aspects Factorability: suitable industry sectors Lead generation Co-operation with Parent bank network (internal marketing) Assessment of the Prospective Client: Importance of Field Audits	Peter Brinsley
11:15 – 12:30	Key Success Factors in Organization of Factoring Operations Structuring your Factoring Department Day-to- Day Management of the Relationship IT Tools	Peter Brinsley & Erik Timmermans
12:30 – 13:45	LUNCH	
13:45 – 14:45	Management of Risk and Response to Change Policy guidelines – Defining Parameters Managing the Credit Risk Different Types of Risk and Mitigation Strategies Types of Fraud and Fraud Minimization Maximizing Recoveries and Exit Strategies	Peter Brinsley
14:45 – 15:00	TEA & COFFEE BREAK	
15:00 - 15:30	Mauritania Leasing presentation: experience in offering factoring	Mr. Ebe Ould Ebe
15:45-16:15	Blend Financial Limited presentation: Building Factoring Business Platform.	Blend Financial Services Ltd
16:15 – 16:30	Questions & Answers Panel Session,	Presenters and delegates
16:00	Closing remarks and End of Seminar	Afreximbank
18:00	Closing Dinner hosted by Blend Financial Services.	Blend Financial Ltd.

Terms and Conditions



Date:

Workshop: Friday, December 2, 2011.

Venue:

La Palm Beach Hotel
Accra, Ghana

Fee:

Conference and Workshop: US\$ 500. Fee covers tuition, lunch, refreshments, and conference documentation.

Conference Language:

Bilingual (English and French)

Payment:

Payments may be made by cash, bank draft or travellers' cheques made payable to Afreximbank in US dollars. To pay by bank transfer, please ask your bank to include the delegate's name in the transfer instructions. Transfers should be made to: Standard Chartered Bank, London, *Account Number 0102703142450*. Payments not received before the event may result in entry being denied. Afreximbank will not be held liable for non arrival of your registration confirmation. Please call Afreximbank if delays occur.

Cancellations:

Cancellations must be received in writing by 17:00hrs on 20th November, 2011. It is regretted that no refunds will be made or invoices cancelled after 25th November, 2011 and the full registration fee will be payable. Substitutions may be made at any time.

It may be necessary for reasons beyond the control of Afreximbank to alter the content and timing of the programme or the identity of the speakers.

All enquiries and entries should be directed to:

Mrs. Kanayo Awani

African Export-Import Bank
(Afreximbank)

72 (B) El Maahad El Eshteraky Street - Heliopolis, Cairo - Egypt

Tel: (202) 245 64100

Fax:(202) 245 64110 / 245 15008

E-mail: mwahib@afreximbank.com