



Facilitating Open Account – Receivables Finance

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FCI 51st Annual Meeting

The only opportunity to meet your correspondents globally in one place!

HOTEL INTERCONTINENTAL SAIGON, HO CHI MINH CITY, VIETNAM
9-14 JUNE 2019



Institutional Partner:



Creating Markets, Creating Opportunities

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The 51st Annual Meeting of FCI will take place in Ho Chi Minh City, Vietnam, from Sunday 9 June until Friday 14 June 2019. Vietnam was chosen as the venue for this Annual Meeting, in part due to the geo-political position of Vietnam, their growing factoring industry and economy, and their leadership position in the ASEAN trade agreement.

This annual meeting will gauge the direction of the industry and discuss and debate the most important developments, such as:

- the rise of **fintechs/blockchain** technology and their possible benefits and potential threats to the Receivables Finance industry;
- the impact of **Basel regulatory capital requirements and the use of credit insurance** as a risk mitigation tool and their combined effect on capital adequacy;
- the benefits of establishing a **Supply Chain Finance (SCF) platform** inside a bank/receivables finance operation;
- and the launch of **FCIreverse**, FCI's proprietary global community reverse factoring network, that will allow members to on-board anchor buyers and their domestic and international suppliers.

FCI has also announced many changes within its organization,

- from the launch of its new **SCF service**
- to the further decentralization of its offices, appointing three **new regional directors**: for East Asia, based in Shanghai; for Central, Eastern, Southeastern Europe & the Middle East, based in Istanbul; and for Africa, based in Cairo.
- Furthermore, the appointment of a **SCF consultant** to help with the on-boarding process of our members onto FCIreverse,
- and finally the announcement of the recruitment of a new **IT Director and a new Director of Administration**.
- FCI will also invest in a **new cross border communication system**, that may be based on a distributed ledger technology platform. All will be discussed during the event.

This is the first time FCI has organised an annual meeting in this country. We have prepared a unique agenda, have created more time to establish bilateral meetings, all in a very unique and beautiful setting.

Our conference hotel is the Intercontinental Saigon. Please note that FCI has made a block booking for the guest rooms. In the registration form, you must fill in your hotel requirements to allow FCI to do the booking for you. FCI has always emphasised the importance of this networking event, and we feel that staying in the same conference hotel facilitates networking and the ease in setting up appointments. Please do not contact the hotel yourself!

We hope that the annual meeting will be attended by both the group of **chief executives as well as those executives in charge of international factoring**. The FCI annual meeting opens with a welcome dinner on Sunday 9 June and closes with a farewell dinner on Thursday 14 June. This allows attendees to benefit fully from networking opportunities. All social activities during the annual meeting are open to all delegates, including sponsors, observers and potential new members, to maximize the networking opportunities.

Finally, we have known for many years that the presence of the spouses greatly improves the working climate and it is hoped therefore that many of the delegates will be accompanied to enjoy the very interesting spouses' program. It remains one of the very good traditions within FCI!

PROGRAMME AT A GLANCE

9-14 June

Sunday	Arrival Welcome Dinner (18.00-21.00)
Monday	Conference Day 1 (09.00 - 17.00) Welcome address by the Chairman of FCI Keynote Addresses Presentation by the Secretary General of FCI Workshops Evening Free
Tuesday	Conference Day 2 (09.00 - 16.30) Panel discussions Technical Committees presentations Membership Forum Networking casual dinner (18.30 - 22.00) BINH QUOI Village
Wednesday	Conference Day 3 (09.00 - 14.00) FCI Council Meeting Bilateral discussions
Thursday	Full networking day (08.30 - 14.00) Farewell dinner (19.00 - 22.30) Cocktails and dinner in the Reunification Palace



CONFERENCE PROGRAM SUNDAY 9 JUNE 18.00 – 21.00

09.00 - 16.00: **Executive Committee Meeting**

Only for Executive Committee

10.00 - 18.00: **Registration**

In the lobby near the reception desk (you will be handed your FCI detailed delegates programme and nametag)

For late arrivals, i.e. after 6 pm on Sunday, the nametag can be obtained at the entrance of the venue, 1st floor of the hotel, or near the plenum room the next morning, at the start of the conference.

18.00 - 21.00: **Welcome Cocktail and dinner in the Intercontinental Hotel**



CONFERENCE PROGRAM MONDAY 10 JUNE: 09.00 - 17.00

- 07.00 - 08.45: FCI Buffet breakfast
- 09.00 - 09.05: Opening by FCI Secretary General
Mr. Peter Mulroy, FCI, The Netherlands
- 09.05 - 09.20: Welcome Address by the FCI Chairman
Mr. Çagatay Baydar
- 09.20 - 10.00: Opening Speaker
TBA
- 10.00 - 10.40: Keynote Speaker
TBA
- 10.40 - 10.45: GROUP PHOTO
- 10.45 - 11.15: COFFEE BREAK
- 11.15 - 11.55: "The Year in Review"
Mr. Peter Mulroy, FCI, The Netherlands
- 11.55 - 12.30: Presentation on FCIreverse
Supply Chain Finance (SCF) Committee
- 12.30 - 12.35: Presentation by the Global Sponsor, CODIX
- 12.35 - 14.00: BUFFET LUNCHEON
- 14.00 - 15.00: Regional panel discussion by the FCI Regional Directors for Africa, the Americas, Asia-NE, Asia South/SE, Europe & ME
Followed by Q&A
Moderated by Peter Mulroy, Secretary General
- 15.00 - 15.30: COFFEE BREAK
- 15.30 - 17.00: WORKSHOPS IN THREE ROOMS
- The launch of FCIreverse: Next Steps
 - The evolution of Islamic Factoring
 - Risk distribution in Receivables Finance
- EVENING FREE

CONFERENCE PROGRAM TUESDAY 11 JUNE: 09.00 - 22.00

- 07.00 - 08.45: FCI Buffet breakfast
- 09.00 - 09.45: The future of FCI and cross border factoring, including the outcome from discussions with Industry Executives
- 09.45 - 10.30: Editors' panel - the evolution of Receivables Finance from their point of view
- 10.30 - 11.00: COFFEE BREAK
- 11.00 - 11.45: Impact of technology - ABCD: AI/Blockchain/Cloud Computing/Big Data
- 11.45 - 12.30: Technical Committee Reports
- 12.30 - 14.00: BUFFET LUNCHEON
- 14.00 - 16.30: Membership Forum in Grand ballroom, to include
- Overview from Monday's workshops Discussions
 - Discussion of FCI Council Agenda
 - New members' presentations
- 18.00 - 22.00: Cocktails and dinner
Depart at 18.00 for a cultural evening at BINH QUOI Village.
We will enjoy an hour's boat ride on the Saigon river, while drinks and snacks are being served. Dinner will be served at Binh Quoi Village, while enjoying typical Vietnamese handicrafts, song and dance.



CONFERENCE PROGRAM WEDNESDAY 12 JUNE: 09.00 – 14.00

- 07.00 - 08.45: FCI Buffet breakfast
- 09.00 - 12.30: Council Meeting in Grand ballroom, to include
- Voting on selected legal matters
 - Awards for Best Students and for Best Factoring Companies
 - Election of new FCI Executive Committee
- 12.30 - 14.00: BUFFET LUNCHEON
- 14.00 - 16.00: Executive Committee Meeting (Executive Committee only).
- 14.00 onwards: Free for bilateral meetings
- 18.00 - 20.00: Reserved for Regional Nights (by invitation only)

Dinner at private initiative



CONFERENCE PROGRAM THURSDAY 13 JUNE: 08.30 – 22.30

07.00 – 08.15: **FCI Buffet breakfast**

08:30 – +/-14.00: **Networking day in Ho Chi Minh City**

For logistical reasons, the entire group will be split into several smaller groups and do alternate routings. For everyone the following highlights are included:

The famous Le Van Duyet Temple, which plays a big role in the lives of the local population. The gardens allow for a traditional activity such as Vovinam – an abbreviation for Vietnam Mix Martial Art. Here we will have a chance to see how this is performed.

Afterwards, we drive to the History Museum to learn the general history of Vietnam from the old stone to modern time with the huge collection of sculptures, followed by a visit to the Post office, recognized as a symbol of the city built by French in the colonial authority time. Last but not least, we will enjoy the Water puppet show – the authentic traditional art of Vietnam since the 11th century.

Lunch will be served in a Vietnamese cuisine restaurant, after which return to the hotel is arranged.



19.00 - 22:30: **Farewell Cocktails and Dinner at the Reunification Palace**

Depart at 19.00 hours for Farewell Cocktails and Dinner in the Reunification Palace.

We depart by "Xich Lo", the special means of transportation which was commonly used in Indochina during the colonial period in 19th century. This kind of "moving armchair" transportation was originally used for the wealthy people in Saigon for decades.

The Reunification palace was built in 1872 by the French as the Norodom Palace, which was used for the French Governors as the head-quarters of Indochina, the building was later used by the South Vietnamese Government as the presidential palace. Since then the Palace has witnessed many changes of the Vietnam's history. This is the most well-known historical site in Saigon.



SPOUSE PROGRAMME DURING CONFERENCE DAYS

MONDAY 11 JUNE: 09.00-15.00

07.00 – 08.45: **FCI Buffet breakfast**

A Vietnamese culinary experience: we literally wake up today with the smell and taste of traditional Vietnamese coffee at a cozy local shop. At the same time learning the history of coffee in Vietnam from the chef or expert.

After coffee, we move to Ben Thanh market, one of the most bustling places located right in the city centre, where you can enjoy the lively scenic of local lifestyle. On arrival, meet our Chef at the gate for the short class learning about the specific ingredients for daily life Vietnamese cooking.

From the market, we go to Grain Studio, created and trained by Luke Nguyen, a renowned Australian chef who is recognized as a food expert professional all around the world, for the cooking demonstration of the traditional Vietnamese dish.



After the demonstration, we will enjoy the tasty food from Xu Restaurant Chef for lunch.

Located in the Soviet era building utilized by the Ministry of Information and Culture, Xu Restaurant & lounge has been open for just over a year and heralds a new direction in Saigon's bar and restaurant scene. This creation by an Australian Viet Kieu with good sense of style.

After lunch, transfer back to the hotel.

TUESDAY 11 JUNE: 09.00-22.00

07.00 – 08.45: **FCI Buffet breakfast**

Vietnam arts and crafts: We first visit the Fine Art Museum to explore with a local expert, the fine arts collection. Afterwards, we will visit a gallery to see famous paintings from Vietnamese artists in the modern times.

From the gallery we will head for a factory of Lacquerware – one of the most popular and traditional products of Vietnam – to witness the process of lacquerware.

Next will be a drive to another side of the city where we can see a special area for silver-making. We will make a short visit to a workshop, and learn about the history of this traditional handicraft in Vietnam.

Around noon we'll go back to the city for lunch at Hoi An Sense restaurant.

The distinctive architecture and traditional patterns entirely made from the 300 years old of Lim wood. Distinctive menu features Hoi An's delicacies with delicious homemade rice flour rolls and dumplings.

After lunch, transfer back to the hotel.



18.30 - 22.00: See delegates programme (Cocktail and dinner at BINH QUOI Village)

SPOUSE PROGRAMME DURING CONFERENCE DAYS

Spouse

WEDNESDAY 12 JUNE: 09.00-15.00

07.00 – 08.45: FCI Buffet breakfast

Vietnam wellness and spa: First we visit Tao Dan Park-well known as the "lungs of the city", to feel the fresh air, walk around and watch Taichi crew practicing. The Vietnamese people maintain their good health and make themselves stress-free by practicing Tai Chi every morning.

Heading to China town, another side of the city where half a million Chinese live and do business, where we will visit the one of the oldest Chinese temples Thien Hau.

On the way back to the city, stop by Fito museum to explore the unique original collection of tools used in traditional herb medicine.

Lunch will be served at Chopstick Restaurant.

Once the home of Mr Tran Van Huong, the Vice President of the Southern Vietnamese Government before 1975, The Chopsticks resonates with stories of the people who visited its famous owner. Many of the original features of the villa have been retained in the renovation: beautiful wrought iron gates and windows, the garden entry, the sweeping staircase, earthy timber work and the soft, natural light. The food is authentic Vietnamese: delicious, fresh flavours, quality ingredients, imaginative menus all showcase the best of traditional cuisine. After lunch, transfer back to the hotel.



Dinner at private initiative

THURSDAY 14 JUNE: 08.30 – 22.30

07.00 – 08.15: FCI Buffet breakfast

08:30 – 14.00: See delegates programme (Networking day)

19.00 - 22.30: See delegates programme (Farewell Cocktails and Dinner in the Reunification Palace)

PRACTICAL INFORMATION

CLIMATE

Southern Vietnam in general and Ho Chi Minh City in particular has a tropical climate, which means, warm and sunny but also humid.

VISAS

For the majority of countries, a visa to Vietnam is required. Please check with the Vietnamese diplomatic/consular representatives in your country.

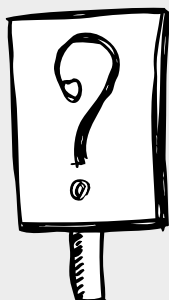
TRAVEL

The fare to most hotels in District 1 should be around 150,000 – 170,000 VND and you will have to pay extra 10,000 VND to cover the Airport surcharge. The Mai Linh taxi company has a counter that is on your right after you clear customs.

DRESS CODE

Sunday dinner	suit and tie/festive
Monday opening session	business attire
Monday afternoon to Wednesday meetings	smart casual
Tuesday evening	smart casual
Thursday tour	smart casual
Farewell dinner	suit and tie/festive
Spouses tours (Monday/Tuesday/Wednesday)	smart casual

Note that both the welcome and farewell functions will be held in airconditioned areas; you may wish to take this into account for your choice of clothing.



CONFERENCE DOCUMENTS

All conference documents will be emailed to all delegates well before the annual meeting. Please make sure you give us your latest email address (on the registration form) for fast and correct communication. The agendas for Membership Forum and Council Meeting will also be uploaded on the FCI Private Net.

For the conference app, and for the attendants list, we would appreciate receiving, by email only, digital pictures (jpg format) from every delegate/spouse/child. The photo must only show your face (similar to a passport photo).

INFORMATION

For all information, please contact the FCI Secretariat:

Email: fci@fci.nl

Tel: +31-20-6270306

In Vietnam, FCI works with a local company to help arrange the delegates' and spouses' programs. We have asked this company to prepare some additional tours, which can be taken either before or after the FCI meeting. See [attached link for all details](#). Note that all these tours are outside of the scope of FCI and need to be arranged with the company Indochine Heritage separately. Apart from these tours, you may approach Indochine Heritage for custom-made tours, by emailing them at:

ichtravel@indochinaheritage.com.

LOCATION

Hotel Intercontinental Saigon

Corner Hai BA Trung & Le Duan Boulevard,
District 1
Ho Chi Minh City
Vietnam

<https://www.intercontinental.com/saigon>

T+ 84 8 3520 9999

F +84 8 3520 9955

The hotel is located at the heart of the city's commercial and cultural district, within walking distance from the colonial sights of Notre Dame Cathedral and the old Saigon Post Office, and a few minutes away from famous landmarks such as the Reunification Palace, the City Hall and the Opera House.

Rooms

FCI will make the hotel reservations for all delegates and has reserved all guestrooms. DO NOT contact the hotel directly. Reserved rooms are guaranteed and must be paid in the event of "no show", or if no proper and timely cancellation has been given to the hotel via the FCI Secretariat.

Hotel bookings must be for a minimum of 5 nights, i.e. check-in on Sunday 9 June and check-out of Friday 14 June as FCI has contracted the rooms at the Hotel Intercontinental for the full duration of the annual meeting.

Accommodation rates:

	Single/double
Deluxe room	USD 180++/USD 195++
Executive Club room	USD 250++/USD 265++
1 bedroom apartment	USD 200++/USD 215++



- Rates are in USD, per night.
- Rates are subject to 5% service charge and 10% VAT;
- Rate includes breakfast(s) and high speed internet

Check-in and check-out times and rates for early arrival and/or late check-out Check-in time 15.00 hours; check-out time 12.00 hours.

NOTE: Rooms required before 15.00 hours on the day of arrival on confirmed basis must be pre-booked. An additional one night room charge will be levied.

In case you wish to have this confirmed **early check-in**, you must tick the box on the registration form. In that case, your room will be booked from the night before, and you pay one additional night.

Late check-out:

until 18.00 - extra charge of 50% of the room rate, subject to availability;

after 18.00 – an additional room night, subject to availability

Please note that the hotels will not automatically grant requests for complimentary early check-in, while (complimentary) late check-out is only at request at time of stay.

The hotel bill for accommodation and all private expenses like, bar, telephone, etc., must be settled by delegates themselves directly with the hotel upon departure. The hotel accepts cash and all major credit cards. FCI will confirm the hotel booking. In case of later arrival or earlier departure, the cancellation costs for the room will be charged to the guest account.



REGISTRATION

Please complete the registration form before 1 May 2019; ensure that ALL information is given, as requested on the form. If we receive your registration form without arrival and departure dates, the hotel reservation for you will be made for arrival on Sunday 9 June and departure on Friday 14 June 2019. You will be liable for payment of those 5 nights in case of "no show" or delayed arrival.

REGISTRATION FEE

The registration fee will be **EUR 1,550**. The fee includes the use of meeting rooms with technical equipment, the scheduled conference luncheons, the coffee and tea breaks and all social events as scheduled in the "delegates program". Accommodation, travel and personal expenses are not included in the registration fee.

The registration fee for **spouses/children is EUR 600**, covering all social events as scheduled in both the group's and the spouses' program.

PLEASE NOTE, EVERY DELEGATE MUST PAY FOR HIS/HER OWN TRAVEL AND ACCOMMODATION.

Payment of Fee

Upon registration, the invoice will be emailed to you. We will not send an original invoice unless requested. We will confirm the registration/hotel details in the email. Please wait with making your payment until you have received our email with the confirmation details and the scan of the invoice. You may pay by credit card, in that case press the button in the email. When making a banktransfer, please quote the invoice number. We will NOT confirm subsequent receipt!

Bank transfers must be made, in Euro, **quoting the invoice number**, to:

Bank:	FCI ABN AMRO, Amsterdam, the Netherlands
Account number/IBAN:	NL04ABNA0540245771
SWIFT Code:	ABNANL2A
VAT number:	NL801484169B01

CANCELLATIONS

Any changes or cancellations MUST be made in writing.

- All cancellations received before 1 April 2019 will qualify for a full refund;
- Cancellations received between 1 April 2019 and 30 April 2019 will be subject to a 50% refund or a 50% cancellation fee.
- No refund is possible under any circumstances for cancellations received after 30 April 2019: 100% of the registration fee will be due as cancellation fee.



Please send the form duly filled and signed to the FCI secretariat:

E-mail: fci@fci.nl

Facilitating Open Account – Receivables Finance

REGISTRATION FORM

FCI ANNUAL MEETING 2019

HO CHI MINH CITY, VIETNAM

Dates: 9-14 June 2019
Location: Hotel Intercontinental Saigon

COMPANY

Company Name: _____ Factor code: _____
For non-Member: Address: _____
City: _____ Zip Code: _____ Country: _____
VAT No: _____

DELEGATE: please send us by email a digital picture (passport style) for each participant (for attendant list & conference app).

DELEGATE

Title: Mr. Mrs. Ms. Family name: _____ First Name: _____
Position: _____ Branch office / Department: _____
E-mail: _____
Special wishes for meals for health or religious reasons: _____

ACCOMPANIED BY SPOUSE AND/OR CHILDREN

Title: Mr. Mrs. Ms. Family name (if different): _____ First Name: _____
Special wishes for meals for health or religious reasons: _____
Child 1 (name and age) _____
Child 2 (name and age) _____

HOTEL ROOM

ARRIVAL IN THE HOTEL	Date	Time
DEPARTURE FROM THE HOTEL	Date	Time

Deluxe room single USD 180++ double USD 195++ One bedroom apartment single USD 200++ double USD 215++
Executive Club single USD 250++ double USD 265++

Guaranteed early check-in before 15.00 hours
Please tick this box if you wish to have a guaranteed early check-in before 15.00 hours; the room will then be blocked for you from the night before to guarantee early check-in, but you will need to pay one additional night!
 No hotel room reservation required

Note: If you do not state arrival/departure date, or tick any of the above options, a Deluxe Room will be reserved for you for arrival on Sunday 9 June and departure on Friday 14 June 2019.

Registration fee(s) - EUR 1,550 per delegate; EUR 600 per accompanying person.
An invoice will be sent to you upon receipt of your registration. The invoice will serve as confirmation of your registration and hotel accommodation. When remitting the payment, quote the invoice number.

By participating in the conference, you grant FCI the right to use images, your name/title/company name and/or biography, taken as photographs, written and/or video material at the conference, and reproduce them in news or event whether in print, electronic or other media, including the FCI websites and social media.

Name (TYPED IN): _____ Date: _____
Signature (Mandatory): _____