



International Chamber of Commerce

The world business organization

Trade, cash and finance: *Making forfaiting work for you*

Date

16 March 2005

Venue

BNP Paribas

5 avenue Kléber, 75116 Paris, France

Objective

Forfaiting allows exporters and suppliers to convert trade receivables into cash on non recourse terms, provides credit to importers, and gives banks and finance houses an opportunity to service export/import clients and to profit from market trading in receivables.

This technique has been particularly associated with capital goods exports, a sector that is currently reviving, though markets are also developing in new directions. Practitioners estimate that more than 300 banks around the world play a major role in forfaiting operations, and that the annual volume of transactions may be somewhere in the region of US\$ 50-100 billion. European institutions have the biggest slice of these markets, followed by the Americas. Forfaiting is just beginning to develop in Asia.

This one day conference aims to bring together major international providers and users of forfaiting services. Bankers, corporations and investors attending will obtain up-to-the-minute information on strategies, market trends and techniques. The conference will help both providers and users to attract new clients and to optimise their management of financing resources and cash flows in the context of forfaiting.

Discussions will focus on

- How can banks and other financial institutions structure their forfaiting operations to obtain maximum profit and liquidity from providing finance to clients and from trading receivables?
- What are some of the most attractive opportunities to invest in forfaiting assets?
- How can corporations, including exporters and importers, use forfaiting services to boost their business and improve cash flow?
- How are techniques developing in response to new demands?
- Where are the markets growing?

Participants

Discussion topics will be of particular interest to bankers, representatives of specialized financial institutions and institutions with investment portfolios, exporters and importers, corporate counsels, lawyers, business people looking to forfaiting as a means of financing some of their deals, and to business professionals wishing to acquire and increase their knowledge of forfaiting techniques.

Hosted by



With the support of

- **International Forfaiting Association (IFA)**

MORNING

09.30-10.00

Welcome and overview

What is forfaiting, where is it most used? What are some of the main market trends and what parties are involved in forfaiting deals? How does forfaiting work, what is the technique most used for, and how is it changing? How does forfaiting relate to other trade finance and payments techniques such as documentary credits?

10.00-12.00

Banking strategies

Banks adopt different strategic approaches to forfaiting business. Some concentrate on primary forfaiting as a service to corporate clients, while others integrate primary business with market trading. At the same time the markets are moving geographically, with Asia developing rapidly from a low base. Practitioners examine these different approaches including strategies for regional markets in Asia and the Americas. Plus panel discussion with participation from the floor.

12.15-14.00

Contact lunch

AFTERNOON

14.00-15.30

Corporate strategies

How can businesses make use of forfaiting to finance their trade deals, including export/import sales? How can they offer the most attractive financing packages to potential customers and improve liquidity and cash flow? How to shop around for the best forfaiting offer and obtain the optimal mix of different financing procedures, including forfaiting and documentary credits, for trade deals? What are the different requirements of medium size enterprises and major multinationals?

15.30-15.45

Contact break

15.45-17.00

Forfaiting techniques – optimising performance

How are primary forfaiting operations structured? What are the main points to cover and the principal pitfalls to avoid? What are the main legal issues and cases? What are the guidelines for secondary market trading established by the International Forfaiting Association (IFA)? What is the relevance of the ICC's UCP 500 to forfaiting procedures?

17.00-17.15

Concluding remarks

Discussion leaders

- **Salvatore Chiappinelli**, Chief Executive Officer, SFC Swiss Forfaiting Company, Switzerland
- **Sean Edwards**, In-house Counsel, Sumitomo Matsui Banking Corporation, UK
- **Norbert Fritsch**, Head of Forfaiting, Hypovereinsbank (HVB), Germany
- **Lucio Matassoni**, Chairman, International Forfaiting Association (IFA)
- **Julio Morejon**, Vice-President, Specialized Trade Finance, Standard, Miami, USA
- **Michael Rowe**, Trade finance writer; former ICC Legal Attaché, Paris
- **Tom Turney**, Director, Forfaiting and Risk Distribution, HSBC Group, UK
- **Daniel Vignial**, Head of Trade Finance, Calyon Bank, Paris, France
- **Geoffrey Wynne**, Partner, Denton Wilde Sapte, London, UK
- **Senior executive from BNP Paribas**, Paris, France

Registration form

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Register online
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Event

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Participant
information

Title (Mr/Dr/Mrs/etc.)

Family name First/given name

Position

Company

Address

City/state Zip/postal code

Country E-mail

Phone (.....) Fax (.....)

(Please check the appropriate box)

650 Euros for ICC/IFA members

750 Euros for non-members

Contribution
to costs

The contribution to costs covers all conference activities, including documentation, a lunch and contact breaks. All fees are exclusive of travel and accommodation.

Should you need an invoice, please check

Method
of payment

By credit card: American Express Euro/MasterCard Visa

Card number Expiry date

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40% of the registration fee will be refunded for any cancellation received in writing by ICC Conferences prior to **Wednesday 16 February 2005**. No refund can be made for cancellations received after this date. You are welcome to send a substitute at any time. Please inform us if you plan to send a substitute. Updated registration materials will be required.

Date Signature

The information you provide on this form will be used to compile the participants list for this event. By providing this information, you consent to ICC storing it in its data base for the sole use of the ICC International Secretariat. You may have access to this information and request to have it deleted or corrected at any time by contacting ICC Conferences.

International Chamber of Commerce

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Logistical Note

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Working language English

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Registration

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Participants are responsible for making their own travel and hotel arrangements. A list of hotels in Paris, with which ICC has negotiated preferential room rates, will be sent upon receipt of the registration form, together with the contribution to costs.

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Programme Consultant **Michael Rowe**, Trade finance writer, micro@club-internet.fr



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