



CENTRAL BANK OF EGYPT
Egyptian Banking Institute



Introduction to **Factoring**

Target Audience:

Employees in Financial Institutions and Banks, especially Marketing/Credit/Risk/Legal & Operations departments..

Course Description:

Factoring is one of the non-banking financial instruments which provides working capital and accelerates its cycle. It is a tailor-made package of services designed to secure the receivables collection and improve cash flow, thereby offering a competitive edge in markets, both domestically and internationally. Factoring activity is defined as purchase by the factoring company of present and future financial rights resulting from selling of goods or services and providing other services related to management of such rights.

With collaboration of EBI This comprehensive workshop aims at enriching participants' knowledge and skills in the area of factoring. Participants will have an overview on the Egyptian market, competition, and prospects.

They will cover the definition, benefits, operations and processes, sales, and marketing as well as risk management & legal issues involved in factoring.

Therefore, this training workshop is considered a must take in order to ensure a world-class team working on factoring in the different financial institutions.

Course Objectives:

- Define Factoring
- Explain How to build up a factoring company.
- Identify Product Tailoring
- Determine Risk Aspects

Course Outline:

Session One

Introduction to Factoring

- Factoring Definition
- Different Types of Factoring
- Functions of Factoring
- Factoring History - How & where it started.
- Factoring in Egypt

How does Factoring work?

- How does factoring benefit all parties?
- Who to Factor?
- How does it work?
- Battle between banks and factoring!

Session Two

How to build up a factoring company?

- Required departments.
- Each department's role with the organization.

Product Tailoring

- A specific need for a specific product.
- Detailed types of factoring.

Session Three

Product Tailoring (Cont')

- How to operate each product type?
- Requirements for documentation & funds execution

Session Four

Risk Aspects

- Credit & Financial assessment.
- Operational Risk.
- External Risk.

Assessment Strategy:

Participants will be informally assessed on their interaction during sessions and their participation in exercises

Course Language:

English

Instructor Biography

Mrs. Mariam Atteya is former Head of Factoring at Cairo Leasing Corporation, one of Banque du Caire companies.

She has accumulated over 14 years of progressive professional experience in Banks & Financial Institutions.

She started her career at Egypt Factors, one of the pioneer companies working in the Factoring field and then held different positions within Operations, Clients Relation, Marketing & Credit departments in ADIB, EG Bank, Bank Audi & ABK, AUR Lease which enabled her to gain a rich diversified experience in Factoring, Leasing & Banking.

She has worked in the field of factoring for more than 8 years and she was the founder of the Factoring Division in BM Lease & CLC companies. Mariam holds a BA in Accounting from the Faculty of Commerce, English Section– Cairo University, Advanced Diploma in International Factoring from FCI, Credit Certificate from EBI and an MBA from ESLSCA Business School




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