CONFERENCE PROGRAMME

Central Asia Factoring and Supply Chain Finance

Unlocking Trade Finance: Factoring & Supply Chain Solutions for Central Asia

23-24 October 2025 | 09:00 - 17:00
Hyatt Regency Tashkent, Tashkent, Uzbekistan

Simultaneous translation English - Russian

Join the EBRD Trade Facilitation Programme (TFP) and FCI on 23–24 October 2025 in Tashkent, Uzbekistan, for an exclusive Conference Central Asia Factoring and Supply Chain Finance: Unlocking Trade Finance: Factoring & Supply Chain Solutions for Central Asia.

This high-level event will bring together banks, regulators, policymakers, corporates, SMEs, and industry leaders to explore macroeconomic trends, regulatory developments, and new market opportunities.

Through expert presentations, panel discussions, and targeted networking, participants will gain insights into regional trade flows, digitalisation in factoring, and innovative strategies to expand SME access to finance. Don't miss this opportunity to shape the future of trade finance in Central Asia.

WHO SHOULD ATTEND

The workshop is designed for:

- EBRD Partner Banks
- Banks & financial institutions from the region
- SME and Corporates

WHAT TO EXPECT

Key topics include:

- Macroeconomic and Trade Trends in Central Asia
- Opportunities and Challenges in Factoring & Supply Chain Finance
- Regulatory Frameworks and Policy Developments
- Digitalisation and Technology in Trade Finance

About the Hosts

The European Bank for Reconstruction and Development (EBRD) was established to help build a new, post-Cold War era in Central and Eastern Europe. It has since played a historic role and gained unique expertise in fostering change in the region - and beyond - investing €180 billion in more than 6,800 projects. The EBRD, is owned by 72 countries, as well as the European Union and the European Investment Bank. The EBRD, is supporting the development of market economies and democracies.

Our values: A clearly defined set of standards governs all our work as we strive to develop a healthy investment climate and promote environmentally and socially sound and sustainable development.

For more information, visit www.ebrd.com

The EBRD's Trade Facilitation Programme (TFP) was developed to promote and facilitate international trade to, from and within central and Eastern Europe, the Commonwealth of Independent States (CIS) and the southern and eastern Mediterranean (SEMED) region.

Under the TFP, guarantees are provided to international commercial banks (confirming banks), thereby covering the political and commercial payment risk of transactions undertaken by issuing banks in the EBRD regions. The TFP also facilitates trade by providing loans to partner banks to finance the trade transactions of their customers.

For more information, visit www.ebrd.com/tfp

Facilitating Open Account – Receivables Finance

FCI is the Global Representative Body for Factoring and Financing of Open Account Domestic andInternational Trade Receivables. FCI was set up in 1968 as a non-profit global association. With close to 400 member companies in more than 90 countries today, FCI offers a unique network for cooperation in cross-border factoring. Member transactions represent nearly 60% of the world's international correspondent factoring volume. FCI is a non-exclusive organisation, open to any company which is providing Factoring Services or plans to setup Factoring Activities but also to service providers to the industry.

FCI offers three major areas of activities:

- CONNECT: the Business network supports cross-border factoring activities through which its members cooperate as export and import factors
- EDUCATE: FCI promotes and develops best practices in both domestic and international factoring and related Open Account Finance products
- INFLUENCE: FCI promotes and defends the Industry with stakeholders and policymakers worldwide

For more information, visit www.fci.nl

Conference Programme Thursday, 23 October 2025: 09:00 - 17:00

09.00-09.30	Welcome Coffee & Registration
09.30-09.50	**Welcome and Opening Remarks** • Mrs. Khurshida Uzakova, Financial Institutions Principal Banker, EBRD • Mr. Abrorkhuja Turdaliev, Deputy Chairman, the Central Bank of Uzbekistan • Mrs. Betül Kurtulus, Director of Strategic Marketing & Business Development, FCI
09.50-10.20	**Uzbekistan & Central Asia: Macroeconomic Landscape & Trade Flows** Mrs. Ana Kresic, Associate Director, Regional Policy Lead, CA & Mongolia, EBRD
10.20-11.00	**Fundamentals of Factoring & Reverse Factoring** Mrs. Aysen Cetintas, Education Director, FCI
11.00-11.30	Group Picture & Coffee Break
11.30-12.15	**Panel: Current Environment to Accessing Trade Finance** Moderator: Mrs. Nana Khurodze, Associate Director, Senior Banker, TFP, EBRD Panelists: • Mrs. Ketevan Antidze, Head of the Representative Office Tashkent, Commerzbank • Mr. Hamdambek Jumaniyozov, Head of Trade Finance, Ipak Yuli Bank • Mrs. Svetlana Kolchina, Head of Factoring, Ipoteka-Bank • Mr. Diyar Lomanow, Credit Operations Specialist, Rysgal • Mrs. Ankita Pandey, Relationship Manager, ADB • Mr. Muminjon Umarov, Trade Finance Specialist Banking Products Sales Department, Bank " Arvand"
12.15-13.00	**Factoring as a Strategic Tool for Financing** • Mrs. Betül Kurtulus, Director of Strategic Marketing & Business Development, FCI • Mr. Giorgi Cherkezishvili, Head of Secretariat, ICS, Georgia • Mrs. Ana Kavtaradze, Senior Executive Advisor, Global Banking, Trade & Supply Chain Finance
13.00-14.00	Lunch Break

14.00-14.45 **Technology in Trade Finance (showcase, digitalisation trends)**

- Mr. Ian Milne, Executive Director, Monetago
- Mr. Aziz Kakhkharov, Sales, efcom
- Didox representative
- Ozplanet representative

14.45-15.20 **Fraud Prevention & Risk Controls**

Mrs. Aysen Cetintas, Education Director, FCI

15.20-15.40 Coffee Break

15.40-16.30 **Panel: Taking Stock of Regional Legal and Regulatory Developments in 2025**

Moderator by: Mr. Milot Ahma, Principal Counsel, LTT, EBRD

Panelists:

- Mr. Serhiy Savchuk, Director Department of Methodology for Non-Banking Financial Institutions, National Bank of Ukrain
- Mr. Husniddin Ochildiyev, Partner Banking and Finance, Centil Law

16.30-17.00 **Wrap-Up & Networking Drinks**

Conference Programme Friday, 24 October 2025: 09:00 - 17:00

09.30-10.10 **Global Factoring Market, Islamic Supply Chain Finance and Factoring & Islamic International Factoring**

- Mrs. Betül Kurtulus, Director of Strategic Marketing & Business Development, FCI
- Mr. Basel As'Ad Alhussien, Senior Manager, Private Sect. & Fin. Adv. Trade & Business Development, International Islamic Trade Finance Corporation

10.10-10.50 **Enabling the Implementation of Factoring Laws and Regulations**

- Mr. Milot Ahma, Principal Counsel, LTT, EBRD
- Mr. William Brydie-Watson, Senior Legal Officer, UNIDROIT
- Mr. Hryhorii Lehenchenk, Chief Technology Officer (CTO), Prozorro.Sale
- Mr. Altug Cetinbas, Director, Association of Financial Institutions, Türkiye

10.50-11.10 Coffee Break

11.10-11.50 **Innovative Financing for MSMEs**

- Mr. Mete Önol, CFO, TamFinans, Türkiye
- Mr. Karol Leszczynski, Product Development Manager, Comarch

11.50-12.45	**Marketing & Positioning of Factoring** • Mrs. Betül Kurtulus, Director of Strategic Marketing & Business Development, FCI • Mr. Çagatay Baydar, Vice Chairman, FCI; Chairman, TEB Faktoring, Turkey • Mr. Akbarkhon Ibrokhimov, Deputy Director FI and IR Department, SQB
12.45-13.05	**General Overview of Supply Chain Finance Products and Services of the EBRD** Mr. Umar Abbaskhanov, Analyst • SME F&D, Financial Products, EBRD
13.05-14.05	Lunch Break
14.05-14.30	**Case Studies: Successful Factoring & SCF Implementations** • Mrs. Aysen Cetintas, Education Director, FCI • Mr. Stephan Mett, Director Client Relationship Management, Credit Agricole Leasing & Factoring, Germany • Mrs. Dorota Szczesniak, Pinnacle, Member of FCI SCF Committee
14.30-15.15	**Roundtable Discussion: Central Asia's Roadmap** Moderated by Mrs. Aysen Cetintas, Education Director, FCI Panelists: • Mr. Azamat Ibraimov, Financial Institutions Associate Director, Senior Banker, EBRD • Mrs. Madina Nurmatova, Project Manager| Central Asia, IFC • Mr. Basel As'Ad Alhussien, Senior Manager, Private Sect. & Fin. Adv. Trade & Business Development, International Islamic Trade Finance Corporation (ITFC)
15.15-15.30	**Closing Remarks** Mrs. Aysen Cetintas, Education Director, FCI
15.30-16.00	Networking time

Important Information

DRESS CODE
Smart casual

REGISTRATION
This event is by invitation only and is **Free of Charge but limited to 2 representatives per company.**

The registration includes:
- Coffee and Lunch breaks, and refreshments as indicated in the brochure on 23-24 October 2025
- Meeting package includes conference facilities and hand-outs
- Distribution of post conference documents

Click here to book

Accommodation, travel and personal expenses are not included in the registration.

REGISTRATION DEADLINE
Please register by 19 October 2025.

VENUE
Hyatt Regency Tashkent
1 A, Navoi Avenue Tashkent,
Uzbekistan

TRANSLATION
Simultaneous translation English to Russian will be provided.

CONTACT US
For any questions or more information, please contact:
- The FCI Secretariat via email at fci@fci.nl or call us on +31-20-6270306.