



Facilitating Open Account – Receivables Finance

Online Regional Conference

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# SUPPLY CHAIN FINANCE AND FACTORING IN SAUDI ARABIA: DRIVING REGIONAL GROWTH

7 April 2026 | Online on Zoom

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MEDIA PARTNERS



## About the event

**FCI will host a high-level online regional conference, bringing together banks, financial institutions, regulators, insurers and industry solution providers to explore the next phase of development for factoring and supply chain finance in Saudi Arabia.**

As the Kingdom advances under Vision 2030 and trade flows continue to expand, receivables and payables finance are becoming essential tools to support SME growth, optimise liquidity and strengthen trade ecosystems. The online conference will provide a platform to examine how international best practices and proven models can be effectively adapted to the Saudi market, within its regulatory and Shariah-compliant framework.

The programme combines strategic insight with practical application, addressing macroeconomic trends, market opportunities and implementation challenges across the full ecosystem — including regulatory and legal frameworks, risk mitigation through credit insurance, and the role of technology and digitalisation in driving efficiency and scale.

Through expert panels and cross-sector dialogue, participants will gain actionable insights to develop, expand and future-proof receivables finance solutions, positioning themselves at the forefront of working capital innovation in the Kingdom.

### WHO SHOULD ATTEND

This online conference is designed for senior decision-makers and practitioners involved in working capital, trade finance and SME financing across Saudi Arabia and the region. It is relevant for:

- Banks and financial institutions (trade finance, SME, corporate and structured finance teams)
- Credit insurance companies and insurance brokerage firms
- Regulators and supervisory authorities
- Fintech providers and technology platforms active in receivables and payables finance
- Consulting and advisory firms
- Law firms specialising in banking, finance and structured transactions
- Corporates, exporters and large buyers exploring working capital optimisation solutions

# Online Conference Programme

## TUESDAY 7 APRIL 2026 | 09:30 - 12:25

- 09.30 - 09.35 **Welcome Remarks by FCI**  
Mrs. Chenyue Mao, Chair, FCI
- 09.35 - 09.50 **Keynote Address: Macroeconomic Outlook, Trade Flows and Vision 2030 Priorities**  
  - Overview of the Saudi macroeconomic environment
  - Trade flows and supply chain dynamics
  - SME financing gaps
  - Role of receivables and payables finance**Mr. Simon Jon Williams, Managing Director, Chief Economist CEEMEA, HSBC**
- 09.50 - 10.00 **World of Factoring – Global Statistics and Market Trends**  
  - Overview of global factoring and receivables finance volumes
  - Key growth markets and regional comparisons
  - Position of Saudi Arabia and the GCC within the global factoring landscape
  - Strategic implications for market development in Saudi Arabia and the wider GCC region**Mrs. Betül Kurtulus, Deputy Secretary General, FCI**
- 10.00 - 10.20 **Panel on Opportunities and Barriers to Factoring in Saudi Arabia and GCC**  
  - Domestic and cross-border factoring challenges and growth opportunities**Moderated by Mr. Wayne Mills, Founder & Managing Director, Atom Advisory**  
**Panelists:**
  - **Mr. Anjum Mirza, Head of Structured Trade Finance & SCF, Riyadh Bank**
  - **Mr. Reda Ezzat, Senior Vice President, Head of Structured Trade Finance - Global Transaction Banking, Mashreq**
- 10.20 - 10.50 **Panel on Regulatory and Legal Framework for Receivables Finance**  
  - Regulatory framework
  - Licensing requirements, compliance standards
  - Assignment of receivables
  - The role of recording centres in secured transactions and fraud detection
  - Alignment with international best practices**Moderator: Mr. Marek Dubovec, Member of FCI Legal Committee**  
**Panelists:**
  - **Mr. Ian Milne, Director, Monetago**

# Online Conference Programme

- Mr. William Brydie-Watson, Senior Legal Advisor, UNIDROIT

10.50 - 11.05

## Coffee Break

11.05 - 11.25

## Panel on Shariah-Compliant Receivables and Payables Finance

- Key Shariah principles applicable to receivables and payables finance
- Islamic alternatives to conventional structures
- Overview of international Islamic factoring under the FCI framework
- Structuring challenges and market acceptance in Saudi Arabia

**Moderator:** Mrs. Aysen Cetintas, Education Director, FCI

### Panelists:

- Mrs. Fatma Eser Cinar, Deputy Secretary General, Participation Banks Association of Türkiye
- Mr. Basel As'Ad Alhussien, Senior Manager, Private Sect. & Fin. Adv. Trade & Business Development

11.25 - 11.50

## Panel on Factoring & Credit Insurance

- How credit insurance enhances factoring and receivables finance programmes
- The role of insurance in buyer-led programmes, including reverse factoring and broader SCF solutions
- Risk mitigation, portfolio protection and capital optimisation for financial institutions
- Supporting cross-border trade and SME onboarding through insured structures
- Practical examples of insured receivables and payables finance transactions

**Moderator:** Mr. Ian Miller, Senior Consultant, Lenvi Riskfactor

### Panelists:

- Mr. Vincent McCue, Managing Director, Marsh UK
- Mr. Zishan Iqbal, Manager, Asia Region Division, Business Development Department, ICIEC

11.50 - 12.20

## Panel on Technology and Digitalisation in Factoring

**Moderator:** Mrs. Pamela Mar, Managing Director, Digital Standards Initiative, ICC

### Panelists:

- Mr. Laurent Tabouelle, COO, Codix
- Mr. Marwan El Hibri, Senior Sales Consultant, Qualco Technology

12.20 - 12.25

## Closing Remarks

Mrs. Betül Kurtulus, Deputy Secretary General, FCI

# Important Information

## REGISTRATION

Please register via the FCI website. Registration is free of charge but limited to participants from the region

*The registration fee includes:*

- Access to online conference and hand-outs for registered event
- Distribution of pre and post conference documents for registered event

[Click here to book](#)

*Please note that if it's your first visit to the FCI website or you have cleared the cookies since the last visit, the website will ask you to first choose your profile before reaching the registration form.*

## REGISTRATION DEADLINE

Please register by 2 April 2026 at the latest.

## CONTACT US

For any questions or more information, please contact the FCI Secretariat via email at [fci@fci.nl](mailto:fci@fci.nl) or call us on +31-20-6270306.

## EQUIPMENT & FACILITY REQUIREMENTS

In order to attend the Webinar, you will need a minimum set up that includes:

- **A quiet & comfortable space**  
You must ensure that you are attending the event from a quiet and comfortable space.
- **A computer**  
It is obviously a requirement to have a computer to attend the webinar. If you're using a laptop, make sure that is plugged into the mains - don't rely on your batteries. We would recommend a minimum of 1 GB of RAM and preferably more than that. You obviously need a browser to connect to the software (Google Chrome is strongly recommended), and a good sound card.
- **Fast internet connection**  
You will also need fast broadband connection to the Internet. As a participant, you need a fast download speed. We suggest your Internet connection should be hard wired via a LAN connection, or Ethernet cable.
- **High-quality headset**  
Please be aware you are accessing the webinar via VOIP and to get the best from the session you we recommend you use a headset with microphone





Facilitating Open Account – Receivables Finance

**FCI** is the Global Representative Body for Factoring and Financing of Open Account Domestic and International Trade Receivables. FCI was set up in 1968 as a non-profit global association. With today close to 400 member companies in more than 90 countries, 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 organization, 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](http://www.fci.nl) or contact [fcf@fci.nl](mailto:fcf@fci.nl)

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