

# **FACTORS AND ACTORS**

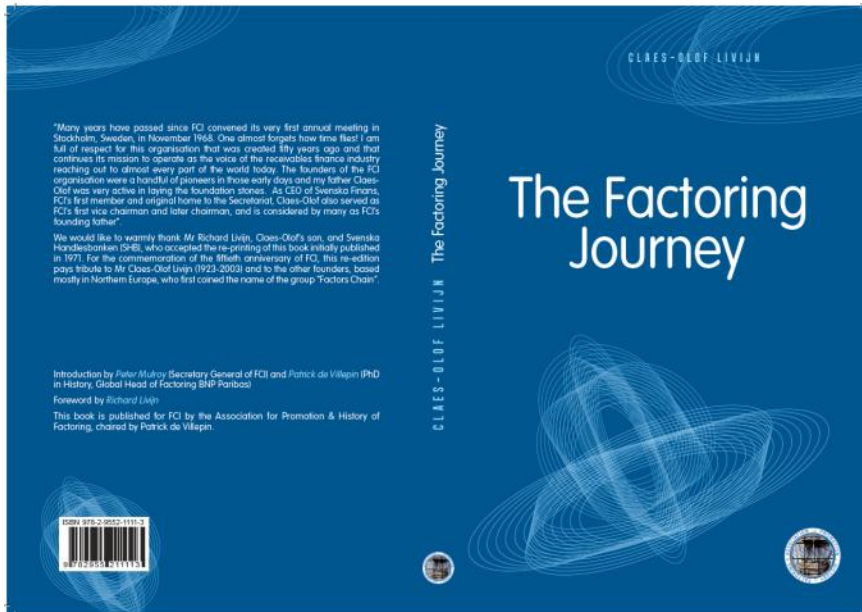
## **A Global Perspective on the Present, Past and Future of Factoring**

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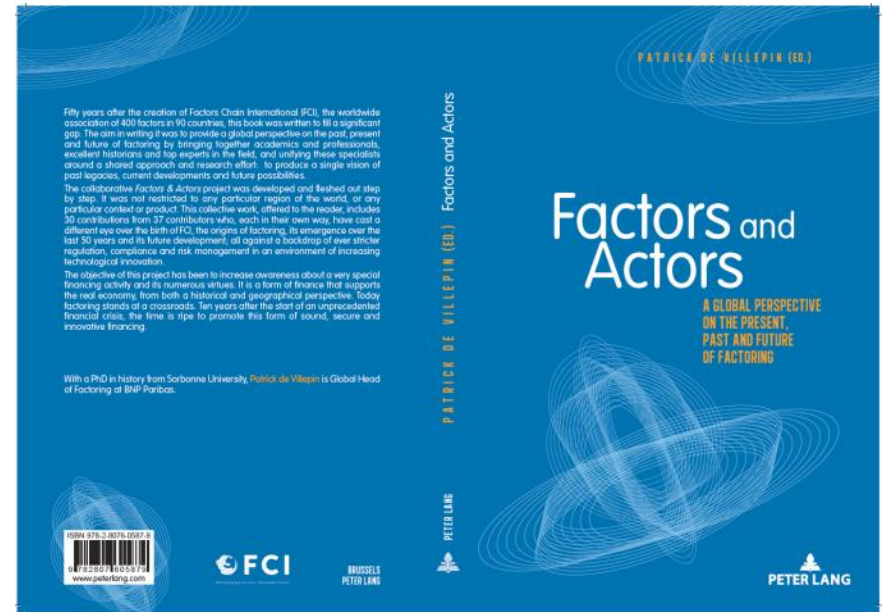
Patrick de Villepin

# A DOUBLE RELEASE!

## RE-EDITION OF OUR FOUNDER'S BOOK



## A BRAND NEW PROJECT



# THE PROJECT

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- A collective adventure, on top of day to day job
- First transversal factoring survey across continents
- A 2 years project dedicated to the FCI 50th anniversary
- 30 chapters, 37 contributors from 15 countries, 400 pages
- A special seminar with historians, hundred of calls & mails...

# I- WHAT DO WE LEARN FROM THE PAST?

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- Roots: factoring did not exist during Antiquity
- 1450: Blackwell Hall Factor (UK), emergence of the business
- 1889/1920s: Old Line Factoring (USA), appearance of the product
- 1963: IFG, the first international chain for factoring
- 1964: Informal association of Northern European factoring companies
- 1968-2018: FCI, 50 years of success

## II- WHERE ARE WE IN THE PRESENT?

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- A strong dynamic CAGR growth
- O/A vs LCs, a positive contribution to international development
- Secured financing, strong regulatory framework & compliant business
- Lessons to learn from fraud/collapse cases all over the world: from Parmalat (IT) to Carillion (UK)...
- An American product base, well established in Europe, booming in Asia, emerging in Africa

# III- WHAT DO WE EXPECT FOR THE FUTURE?

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- Will factoring still exist in ten years?
- Factoring & Working capital solutions
- What about invoices?
- Innovation, transformations & factoring 2.0
- Should we fear fintechs disruption?

# CONCLUSION: TEN PROPOSALS TO PROMOTE FACTORING

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- 1- Ensure a fair regulatory environment for factoring
- 2- Better recognize factoring by governments, central banks & corporates
- 3- Harmonise solvency/liquidity regulatory conditions
- 4- Promote credit insurance as risk mitigation vehicle
- 5- Push full notification factoring for SMEs worldwide
- 6- Improve coordination between working capital & securitisation
- 8- Extend ABL in Continental Europe
- 9- Contribute to digital & innovative factoring 2.0
- 9- Build a blockchain solution for FCI import/export correspondent factoring
- 10- Promote factoring education as key differentiator