



ASSOCIATION
OF FACTORING
COMPANIES

uniting factors

creating industry





- Association of factoring companies (AFC) was founded in 2007
- AFC is a professional union of member of the Russian factoring market
- AFC brings together seven factors in the status of members, associate members and about 15 members of the factoring market – in the status of candidate members.
- Members of AFC are leaders of the factoring market, they form lobby potential of the association in collaboration with Central Bank of Russia, State Duma, The Federation Council, the Ministry of Finance, the Ministry of Economic Development, FAS, Chamber of commerce and industry of RF, Russian Union of Industrialists and entrepreneurs, Association of Russian Banks, Association of regional banks (Russia).
- Turnover of the members of AFC comprises more than 60% of the market.
- Members of AFC provide factoring services in 60 cities of Russian Federation from Kaliningrad to Vladivostok.
- Members of AFC occupy leading positions on the Russian market of international factoring operations.
- AFC has the following organizations as partners: International factors group (IFG), East-European Factoring Association.

MEMBERSHIP IN THE PROFESSIONAL UNION (AFC) – IS AN INTANGIBLE ASSET THAT HELPS INCREASE THE VALUE OF THE FACTORING BUSINESS OF A BANK/COMPANY.

GENERAL INFORMATION ABOUT MEMBERS



Founded in 1999, pioneer of internal and international factoring in Russia. Is in top 3 by volume of operations (turnover in 2009 – 34,8 bn. rubles.)



Founded in 1995. Has been a member of factoring market since 2002. A leader of internal and international factoring markets in RF since 2008. (turnover in 2009 – 122 bn. rubles).



A member of Russian factoring market since 2005, subsidiary of the Bank BSGV (founded in 1864, operates in Russia since 1993), a leader by volume of factoring operations on the market of non-recourse factoring



Founded in 1993, entered Russian factoring market in 2004. One of the fastest growing factors in Russia. Consistently ranked in the top ten by the business turnover.



Founded in 1992, entered Russian factoring market in 2002. Has been in the top 5 factors by the volume of business since 2007. Has one of the best IT platforms and an extensive regional network.



Founded in 2010, a joint venture between IFC, FIM Bank and TCB. Start of operation – October of 2010. Plans to provide services in the segment of SMEs by European standards.

GENERAL INFORMATION ABOUT ASSOCIATED MEMBERS



Founded in 1991, entered factoring market in 2004. It has one of the biggest regional networks in RF (170 offices) and has a huge potential for growth of business operations.

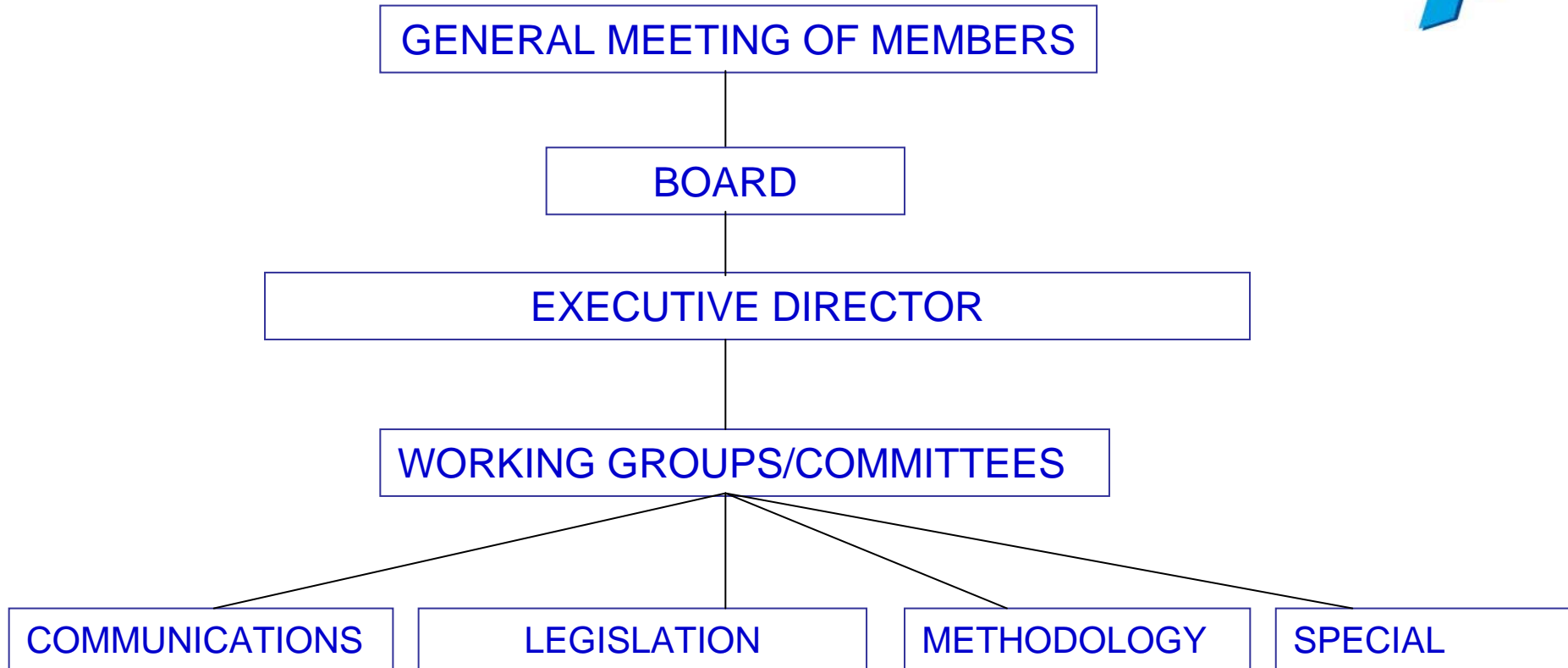


РУССКАЯ
ФАКТОРИНГОВАЯ
КОМПАНИЯ

Founded in 2008, implements a strategy of an independent factoring company. One of the leaders by the dynamics of portfolio growth (turnover in 2009 exceeds 2,5 billion rubles).

**ASSOCIATION OF FACTORING COMPANIES IS OPEN FOR NEW MEMBERS,
AS WELL AS FOR COOPERATION WITH INDUSTRIAL ASSOCIATIONS, UNIONS
AND PROFESSIONAL ASSOCIATIONS.**

STRUCTURE OF AFC AND PRINCIPLES OF MEMBERSHIP



• A member, associate member, a candidate member of the AFC may be any legal entity of any organizational-legal form, performing professional activities in the factoring market, interested in projects implemented by AFC.

• AFC member enjoys all the rights set forth in the Charter of the AFC and the law for members of nonprofit associations (unions), after paying the entrance / membership fees.



- AFC activity is aimed at the formation of common principles and approaches to factoring operations in Russia, including methodological, legal and ethical frameworks of the factoring business.
- Key priorities of AFC:
 - ✓ Protection of commercial interests of its members.
 - ✓ Promotion of factoring as a service / financial instrument.
 - ✓ Representation and defense of industry interests in government.
 - ✓ Formation of a single information field of the factoring market.
 - ✓ Exchange of experiences and best practices of doing business.
- Guided by these priorities in its activities AFC adheres to the following principles:
 - ✓ Open dialogue and equal opportunities for all members ;
 - ✓ Project-based approach to organization of work;
 - ✓ Best service for members ;
 - ✓ Synergy and pooling of resources of members to solve common problems.

**STRATEGIC GOAL OF AFC - CODIFICATION OF FACTORING IN
LEGISLATION AND CREATION OF A SELF-REGULATORY
ORGANIZATION OF THE FACTORING MARKET ON THE BASE OF
ASSOCIATION**

BENEFITS OF MEMBERSHIP



- LOBBYING OF BUSINESS INTERESTS IN WORK WITH CLIENTS, DEBTORS, REGULATORS, COURTS;
- PROMOTION OF THE BRAND AND PRODUCT, SUPPORT OF SALES, IMPROVEMENT OF IMAGE OF MANAGEMENT AND BUSINESS OF THE FACTOR WITHOUT SIGNIFICANT INCREASES IN COSTS (OUTSOURCING OF MARKETING FUNCTIONS);
- SHARING EXPERIENCES OF ORGANIZATION AND OPERATION OF BUSINESS, INTERNATIONAL AND INTERSECTORAL COMMUNICATIONS, DEALING WITH WORKFORCE;
- IMPROVING THE STATUS OF FACTORING UNIT IN BANK, INTENSIFICATION OF DEVELOPMENT OF FACTORING BUSINESS – EXPANDING THE CLIENT BASE, GROWTH AND DIVERSIFICATION OF THE PORTFOLIO.

BECOMING A MEMBER OF AFC TODAY WILL ALLOW YOU TO PARTICIPATE IN FORMING OF FACTORING MARKET AND WILL PROVIDE STRATEGIC PROTECTION AND DEVELOPMENT OF FACTORING BUSINESS IN THE FUTURE.



Since 2010 activities of AFC have been divided into interconnected blocks, consisting of projects implemented within the framework of AFC

Block «Organizational development»

Project «Increasing the number of members».

Project «Accounting». Aim – quarterly reports on projects of AFC to members of the Association.

Block «Communication and promotion»

Project «Statistics». Aim – quarterly reviews of factoring market.

Project «Information service». Aim – media reviews, arbitration practice, announcements twice a month to members in electronic form.

Project «Joint marketing»*. Aim – promotion of members on events, PR campaigns in regional Media, support of projects of Federal Media.

Project «Intersectoral collaboration»*. Aim – attraction of professional unions of clients/debtors, lobbying, presentation of members.

project «All-Russian census of factors». Aim – united relevant base of factors in RF, available to members of AFC.

Block «Legislation»

Project «Statute 254-P». Aim – Working group factors-regulator.

Project «Securitization». Aim – exclude changes to ch.43 from the second reading of the bill.

Project «Law on trade». Aim – scheme of work on factoring in the framework of the law on trade, approved by the regulator.

Block «Methodology»

Project «Support in courts». Process: at the request of members an examination of court orders is carried out, appeals are prepared, letters and other lobbying activities are used.

Project The study of business processes of factoring companies and banks. Purpose – knowledge base for classification of factoring services and the development of industrial standards.



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