



## APEC FINANCIAL INFRASTRUCTURE DEVELOPMENT NETWORK (FIDN)

### AGENDA

#### Tenth FIDN Conference

### *Modernization of Secured Transactions Regime for Warehouse Finance Development in Vietnam*

December 7, 2021

ZOOM Link:

<https://worldbankgroup.zoom.us/j/95614877087?pwd=YUxSRFBSMmINR0NFNEhd2xFL1FNUT09>

Meeting ID: 956 1487 7087

Passcode: Vietnam21#

Organized by:

**APEC Business Advisory Council (ABAC)/Asia-Pacific Financial Forum (APFF)  
International Finance Corporation (IFC), World Bank Group**

In Partnership with:

**National Registration Agency for Secured Transactions, Ministry of Justice**

**8:30 – 9:00**      **Registration and Digital Check-In**  
*(All time indicated are Vietnam time)*

**9:00 – 9:30**      **OPENING REMARKS**

10 Mins      **Pham Tuan Ngoc**, *Director General, the National Registration Agency for Secured Transactions, Ministry of Justice (NRAST/MOJ)*

10 Mins      **Werner Gruber**, *Head of Cooperation, SECO, Switzerland*

10 Mins      **Kyle F. Kelhofer**, *Country Manager, IFC Vietnam, Cambodia and Lao PDR*

**9:30 – 12:15**      **MORNING SESSION**

*Moderator: Huyen Pham, Operations Officer, Financial Institutions Group Advisory Services, Asia Pacific, IFC*

9:30 – 9:50      **Nguyen Hong Hai**, *Deputy Director General, NRAST/MOJ*

Legal Provisions and Regulations on Inventory Secured Transactions in Vietnam

9:50 – 10:30      **Sandeep Sabharwal**, *CEO, SLCM Group, India*

Warehouse Finance and 3rd Party Collateral Management (I)

**10:30 – 10:40**      **Tea Break**

10:40 – 11:30      **Sandeep Sabharwal**, *CEO, SLCM Group*

Warehouse Finance and 3rd Party Collateral Management (II)

11:30 – 12:00      **Comments from Discussants:** How to Formalize and Scale up Warehouse Finance in Vietnam? How to Grow up a Professional Collateral Management Industry?

**Panos Varangis**, *Principal Operations Officer, Financial Institutions Group, IFC*

**Bob Trojan**, *President & CEO, Token Insights & Financial Services Insights, US; and, FIDN Sherpa*

**Jinchang Lai**, *Principal Operations Officer, Financial Institutions Group Advisory Services, Asia and Pacific, IFC; and FIDN Sherpa*

12:00 – 12:15      **Q&A**

**12:15 – 13:30**      **LUNCH BREAK**

**13:30 – 17:00**      **AFTERNOON SESSION**

*Moderator: Lin Huang, Financial Infrastructure Practice Lead, Financial Institutions Group Advisory Services, Asia Pacific, IFC*

13:30 – 13:50      **Thuy Ngo**, *Country Head of GTRF Sales, Global Trade and Receivables Finance, HSBC Bank (Vietnam) Ltd. (TBC)*

Commodity Finance and Key Challenges

13:50 – 14:50      **Nicholas Budd**, *Warehouse Finance Consultant, IFC*

Legal Structuring on Warehouse Finance (I)

**14:50 – 15:00 Tea Break**

15:00 – 15:30 **Nicholas Budd**, *Warehouse Finance Consultant, IFC*

Legal Structuring on Warehouse Finance (II)

15:30 – 16:30 **Comments and Contributions from Discussants:** How Lenders and Borrowers can Profit from a Win-Win Relationship in Warehouse Finance? How the Practice of SMA and CMA can be Grown up in Vietnam?

**Christopher Wohler**, *Commercial Distribution Finance Leader, Wells Fargo; and FIDN Sherpa*

**Nguyen Van Duy**, *Product Director, Loc Troi Group, Vietnam*

**Phan Thanh Nhon**, *Assistant to the General Director (in Real Estate Management), Loc Troi Group, Vietnam.*

**Andrea Fornaro**, *Managing Director, Pacorini Vietnam Co. Ltd.*

**Phuong Vi Lai**, *Strategic Business Development Director, SmartLog, Vietnam*

**Kirsten Li**, *Strategic Business Director, GLP Financial Services*

**Jinchang Lai**, *Principal Operations Officer, Financial Institutions Group Advisory Services, Asia and Pacific, IFC; and FIDN Sherpa*

16:30 – 16:45 Q&A

**16:45– 17:00 WRAP-UP AND CLOSING REMARKS**

16:45 – 16:55 **Julius Caesar Parrenas**, *APEC-APFF Coordinator; and, Senior Advisor, Daiwa Institute of Research, Japan*

16:55 – 17:00 **Hans Dellien**, *Senior Operations Officer, Country Anchor of Vietnam, Cambodia and Lao PDR, Financial Institutions Group, Asia and Pacific, IFC*