The 4th APEC Supply Chain Finance Conference:

*How to Develop a Supply Chain Finance Market in the Context of Emerging Economies?*

**Time:** 8.00 am – 17.30, November 11, 2019  
**Venue:** Sheraton Saigon Hotel, 88 Dong Khoi, D1, Ho Chi Minh City

**HA THU GIANG, Deputy Director, Credit Department, State Bank of Vietnam**

Ms. Ha Thu Giang is the Deputy Director of Credit Department of State Bank of Vietnam (SBV). She has more than 16 years’ experience in banking, especially in the making of credit policies and mechanisms for industries. Ms. Giang and her colleagues in Credit Department currently advise the SBV’s Board of Director on the formulation and implementation of credit programs and policies for the development of agriculture and rural areas. Among them, there is the financing policy to encourage agricultural production linkage and value chain, contributing to the success of the project “Agricultural restructuring towards raising added-value and sustainable development”

**JONAS GRUNDER, Deputy Head of Cooperation, State Secretariat for Economic Affairs (SECO), Switzerland**

Mr. Grunder has joined SECO Vietnam since July 2017. Mr. Grunder is currently managing and monitoring SECO’s economic development cooperation program in Vietnam and specially focusing on SECO’s activities in the fields of financial sector support, private sector development and trade promotion.  
Prior to joining SECO team in Vietnam, Mr. Grunder held several positions at SECO’s headquarters in Berne, including the position as Policy Advisor and Program Manager within the Economic Cooperation and Development Division at the State Secretory for Economic Affairs (SECO) from 2011 to June 2017.  
Holding previous positions, Mr. Grunder was mainly in charge of (i) being Switzerland’s Focal Point for all issues related to the Asian Development Bank as well as to the Asian Infrastructure Investment Bank (AIIB); (ii) formulating and coordinating Swiss positions related to ADB and AIIB investment projects, strategies and policies; (iii) supporting Switzerland’s Alternate Director in the Board of Directors at the AIIB; (iv) managing a project portfolio within SECO’s trade promotion team focusing on promoting market access for sustainable produced goods and services in SECO’s partner countries.
JINCHANG LAI, Lead Financial Sector Specialist, and Lead for Financial Infrastructure, Finance & Markets, East Asia & Pacific, IFC, World Bank Group

Jinchang Lai is a Lead Financial Sector Specialist, and the Financial Infrastructure Lead for East Asia and Pacific, International Finance Corporation (IFC), World Bank Group. He was previously the Head of IFC Chengdu Office and the Deputy General Manager of IFC Advisory Services for China and Mongolia. Before 2002, he managed the Private Sector Investment Operations Division in the African Development Bank; and successively worked as Senior Country Economist, Principal Program Coordinator, Special Assistant to VP Operations, and Chief Investment Officer in the Bank during 1992-2000. He was also appointed as a Board member in a bank and in a Pan-Africa SME support facility. Prior to 1992, he was with the People’s Bank of China as a Research Officer and Section Head. He has more than 32 years’ experience in financial services, private sector investment, and policy reforms in both Asia and Africa. During 2011-16, he was also a Board member of the largest MFI in China. In recent years, he has actively supported APEC agenda on financial infrastructure reforms, trade & supply chain finance and Fintech market development. He is currently one of the leaders of the Asia-Pacific Financial Infrastructure Development Network (FIDN).

SESSION I: TRADE AND SUPPLY CHAIN FINANCE MARKET DEVELOPMENT IN VIETNAM AND THE REGION

CHRISTOPHER J. WOHLERT, Business Leader, Commercial Distribution Finance, Asia, Wells Fargo Bank, N.A.

Chris Wohlert is the Business Leader for the Commercial Distribution Finance platform in Asia for Wells Fargo. In this role, he leads the inventory financing and cross-border factoring business serving multinational manufacturers across a variety of industries in coordination with the Commercial Distribution Finance platforms in Wells Fargo globally. Mr. Wohlert has over twenty years of experience in the fields of commercial lending, inventory finance and factoring where he has managed and structured global financing programs across North America, South America, Europe, Middle East/Africa and Asia Pacific. He has spent twenty years at Wells Fargo Commercial Distribution Finance and its predecessor companies in roles of increasing responsibility in the areas of portfolio management, special assets, business development and leadership.

Mr. Wohlert is also an active member of the Asia Pacific Financial Forum, part of the APEC Finance Minister’s Process, where he serves as the leader for secured transaction reform for the Financial Infrastructure Development Network, launched in November 2015 as part of the Cebu Action Plan.
LEE KHENG LEONG, Regional Director, South & South East Asia, FCI

Lee Kheng Leong is the FCI regional director for South and South East Asia. Prior to becoming a regional director of FCI he was the Head of DBS regional factoring and subsequently became the Managing Director of Bibby Finance Services Singapore.

He acquired his factoring expertise in the early 1980s through training attachments with factoring companies in the US and UK. He was active in FCI activities and was a member of the marketing and education committee.

He was involved in providing factoring services to SME and large corporates.

As regional director he traveled widely to Asian countries to provide training to factors in the region on factoring and supply chain financing.

SANJAY CHAKRABARTY, Deputy Chief Executive Officer

Sanjay is the Head of Retail Banking for OCB. He moved to Vietnam 05 years ago to be the CEO of Prudential Finance. He also worked in Prudential Vietnam Assurance as Chief Commercial Officer before moving to OCB.

Before Vietnam, Sanjay spent many years working in Citibank across geographies. His most notable stints with Citi were in Korea and Japan spanning 10 years where he got the opportunity to work in different aspects of retail finance leveraging the highly developed technology infrastructure of these markets.

Now with over 21 years of experience in both developed and emerging markets, Sanjay is focused on developing technology enabled product and process platforms that lead to clear customer value proposition.

He is a growth hacker who can identify transformative opportunities in diverse markets and then execute against them.

PAULA MARIA LEYNES FELIPE, Lead, Risk Management Advisory, Financial Institutions Group Advisory Services, IFC

Paula Leynes Felipe is the Asia Lead of Risk Management Advisory and Lead of the Vietnam Supply Chain Program, for IFC's Financial Institutions Group (FIG). Prior to joining IFC, Paula was in senior executive roles in commercial banking and credit risk management with the Philippine operations of HSBC and Standard Chartered. During the Asian Financial Crisis, Paula was appointed to head HSBC Philippines' Credit Control unit, to recover non-performing loans across conglomerates, commercial and SME businesses. She then went on to head Trade Services (import, export and domestic trade financing), then further promoted to Head of Commercial Banking, which covered large domestic corporates and SME Banking. She was also concurrently a member of the Board of Directors of subsidiary HSBC Savings Bank Philippines Inc.

In 2007, Paula joined Standard Chartered as General Manager of SME Banking in the Philippines, then took on the role of Country Credit Head for Consumer Banking. Based in Manila, Paula joined IFC in 2009 and has worked with clients across the Asia Pacific region including the Philippines, China, Myanmar, Indonesia, Cambodia, Mongolia, Laos, Vietnam, Papua New Guinea, Pakistan and Timor Leste.
Mr. Cai Yujiang, the founder and CEO of 1000link, was a graduate of the Beijing University of Technology with a Master's degree in Computer Engineering. With a wealth of experience in Logistics Informatization, he is a distinguished expert of the China Logistics and Purchasing Federation. In the course of his career, he has been Project Manager of Shenzhen Yuanwang Software, Vice General Manager of Logistics E-Commerce Department and VGM of Supply Chain System Business Department of SZEDI Electronic Data Exchange Co., Ltd., founder of Shenzhen WanLink Technology Limited (established in 2007) and founder of 10000link (in 2008), a smart resource platform for supply chain finance providing such services as media, publication, training, thought leadership and brokerage. He is also the Editor-in-Chief of several leading industry publications, e.g. Supply Chain Finance in China, Digital Supply Chain Finance, Logistics Finance in China, B2B Supply Chain Finance for Commodities, Supply Chain in Shenzhen, Ecology Map of Supply Chain Finance, Ecology Map of Logistics Finance, Supply Chain Innovation in China, Research Report of Supply Chain Finance, etc.

LIN YUAN, Assistant GM, CRC (Tianjin) Movables Interest Registry Co., Ltd.

CRC (Tianjin) company is a subsidiary of Credit Reference Center, People’s Bank of China. Since joined the company in 2012, Ms. Lin has been engaged in the research and practice of Accounts Receivables financing service in China under the guidance of PBoC. At the end of 2013, CRC established a public AR financing service platform as a financial infrastructure, which focuses on broadening the financing channels available to SMEs. Ms. Lin is one of the core members of development and promotion team for the platform. Now she is leading a group which is responsible for function optimization and business research regarding the platform.

HOAN VU, Vice President, Country Trade Market Manager, Treasury & Trade Solutions, CitiBank Vietnam

Hoan Vu is seasoned banking executive with twenty years of experience in trade business. She currently is Country Trade Head at Citi Vietnam. In this role, Hoan leads the trade business and is working with various stakeholders in delivering trade growth across different business segments, i.e. Financial Institutions, Multi-national Groups, Local Corporates and Commercial Banking. With her leadership, Supply Chain Finance is the main focus and successful programs had been set-up for multiple buyer programs, and bring Citi as the first player in the market.

Prior to this role, Hoan played different functions at Standard Chartered Vietnam, including Trade Product Manager, Head of Trade Finance for SME Banking, Segmentation, Process and Governance for Commercial Banking.

Hoan started her banking career since 1999 at HSBC Vietnam as Trade expert. Since then she has successfully worked in a broad range of roles within trade area including operation, sales, product, business management as well as project management.
SESSION II: PANEL DISCUSSION – OPPORTUNITIES AND CHALLENGES OF SCALING UP THE SUPPLY CHAIN FINANCE MARKET IN VIETNAM

HUYEN PHAM, Senior Financial Sector Specialist, Finance, Competitiveness and Innovation, World Bank Group (WBG)

Huyen Pham is based in Vietnam. She has great working experience with both public and private sectors in Asia countries, including Vietnam, Lao PDR, Cambodia, Myanmar and India.

Joining International Finance Corporation, a member of WBG in 2005, Huyen Pham has worked extensively on financial infrastructure regulatory and policy. She has strong knowledge on Credit Information, Secured Transactions, Alternative Dispute Resolutions, Insolvency and Bankruptcy, Payments System, Capital Market, Micro-finance, and Program Portfolio Management.

Huyen Pham is a frequent speaker at various international and domestic conferences.

Prior joining WBG, she had eight years working experience for UNDP and DANIDA on Vietnam’s legal and regulatory reform projects, providing capacity building for the National Assembly, the Supreme People's Court, the Supreme People's Procuracy and the Ministry of Justice.

Huyen Pham is the Lawyer and holds LLM and MBA degrees.

TRAN KIM LIEN, CEO and Chairman and General Director of Vietnam Plant Seed Joint Stock Company (Vinaseed Group)

Ms. Tran Kim Lien, Chairman and CEO of Vietnam National Seed Corporation (Vinaseed Group), has been honored by Forbes as the 50 most influential women in Vietnam. Vinaseed Group, under the direction of Ms. Lien, is also one of the 10 Vietnamese enterprises named in Forbes' list of Top 200 enterprises under 1 billion USD in Asia.

Ms. Tran Kim Lien said at NDH Talk 10, "starting from a company with no capacity, no science and technology, working capital of only VND 6 billion are all in debt." At the same time, standing on the verge of bankruptcy and risk merging into another unit. Vinaseed becomes an agricultural corporation with the largest scale and market share of Vietnam's seed industry, with a consumption output (in 2018) of over 80,000 tons of seeds, an 80% structure of copyrighted products, dominating 20% market share. An achievement with significant contribution from the branding process.

NGUYEN NGOC THINH, CEO, Tien Thinh Co. Ltd.,

Mr. Nguyen Tien Thinh is the General Director of TIEN THINH Trading Production Service Co., Ltd. Having more than 10 years of experience in Vietnam’s supporting industry, he led Tien Thinh to join the global supply chain, in contact with leading corporations. Tien Thinh company has been a manufacturer of magnet wire for more than 30 years. The company aims to become an innovative and proactive business that can successfully adapt to
changing markets. We constantly explore new opportunities and provide quality products in order to make life better and make customers’ dream come true.

Tien Thinh company is currently a reliable partner of numerous big names, for example, Toyota, Samsung, Canon, Brother, Sumitomo, Mitsui, Furukawa, Hitachi …

**THO NGUYEN, CFO, Maxport Limited Company**

Mrs. Tho Hoang Nguyen is the CFO of Maxport. She oversees and is responsible for finance, accounting and taxation activities at Maxport. Prior to joining Maxport, Tho had 15 years of experience working at international accounting firms i.e. PwC and Grant Thornton.

She holds an MBA & also a degree in Economics from Foreign Trade University of Vietnam. She is also the member of ACCA UK since June 2005.

**MOHAMMAD MUDASSER, Practice Lead, Working Capital Management, PwC Vietnam**

Mudasser has >10 years of working experience in various industries across the globe, including banking and financial services, Transportation and Logistics, Industrial and Consumer Goods, Services (IT and non IT), Oil and Gas and engineering, procurement & construction sectors.

Prior to joining PwC Vietnam, Mudasser was instrumental in setting up the working capital practice in India for one of the world’s largest professional services firm. He has wealth of experience in operations and finance, and specifically around trade financing initiatives companies can undertake.

He has also been a supply chain and operational excellence consultant with a major business consulting firm and has significant shop floor experience, improving productivity, reducing costs and releasing cash.

**TRAN HOAI PHUONG, Deputy Head, Commercial Banking, HDBank**

Phuong is in charge of overseeing Transaction banking – Trade, Cash and Supply Chain, FDI banking, Business Support & Development in his current position. With over 25 years of experience in front lines in different banking models, from Standard Chartered to Citi and BNP Paribas as Head of Corporate Coverage or Deputy GD at a few local banks, he can enrich his different transactional banking perspectives with tracked records into an ever-dynamic growing market place as of now. The interesting exposure with global banks have been helpful for supply chain financing modelling but the times with local banks are useful for understanding and evaluating the SME clients’ characteristics in view of balancing the model approach with the specific risks aspects – one of the keys to manage supply chain financing in a dynamic and sustainable manners.
NGUYEN TRAN NAM (MARTIN NGUYEN), Deputy CEO, Fast Capital Solution JSC.

Mr. Nam has been working in IT, banking and finance industries for over 10 years. He was managing transaction banking systems of an international bank and a local bank in VN for over 8 years, where he delivered many new digital products and solutions to both retail and corporate customers, especially SME segment. His expertise is a combination of sales, IT & banking/financial knowledge, which enables him to work flawlessly with business customers, bank’s managers and technology department. He is based in HCM City.

SESSION III: AGRI SUPPLY CHAIN FINANCE

HANS DELLIEN, Regional Agri Finance Specialist, East Asia & Pacific, IFC

Mr. Dellien is the Agrifinance Specialist for EAP at IFC, his role is to support Financial Institutions and Fintech’s in the region with the design and implementation of loan products, risk assessment technologies, and strategic partners to provide financial services to farmers and Agribusinesses. Mr. Dellien has supported banks and Fintech companies in China, Indonesia, Vietnam and the Philippines. Before joining IFC, Mr. Dellien was the Director of Microfinance Products at Women’s World Banking and coordinated technical services to micro finance institutions and Banks in Africa, Asia, and Latin America. Mr. Dellien supported commercial banks interested in expanding financial services into rural areas. In China he led a team that worked with HSBC to introduce microfinance and agricultural loans in 5 provinces in Central China. Prior joining WWB, Mr. Dellien worked 5 years for the International Project Consultants (IPC-Gmbh) a German consulting firm associated to PRO-CREDIT Holding. Mr. Dellien has a master’s degree in Agricultural Economics and Rural Finance from the Ohio State University.

TRAN CONG THANG, Director General, Institute of Policy and Strategy for Agriculture and Rural Development

Dr. Tran Cong Thang is the Director General of Institute of Policy and Strategy for Agriculture and Rural Development (IPSARD) - major think tank of the Ministry of Agriculture and Rural Development (MARD) of Vietnam in the field of policy and strategy of agricultural sector.

He graduated from University of Western Australia as PhD in agricultural economics. He has been working in agricultural sectors for 20 years. His major is market research and policy analysis.

He participates different researches related to market and commodity research, value chain, food security and economic integration. He has been involving the formulation of different policies and strategies for agriculture and rural development in Vietnam such as coffee sustainable strategy, rice restructuring strategy, economic integration strategy for agriculture in Vietnam, master agriculture plan for Mekong river delta, strategy for attracting private sector in agriculture, strategy for agricultural export promotion, master plan for developing the modern agricultural wholesale market for Vietnam to 2020 and orientation to 2030.
DANG THI THANH HONG, Division of Credit Policies for Agriculture, Credit Department, SBV

Ms. Dang Thi Thanh Hong, Deputy Head of Credit Department of Agricultural Sector - Credit Department of Economic sectors, State Bank of Vietnam. Ms. Hong has 11 years’ experience in banking, especially in researching and developing credit policies for the fields of agriculture and rural areas. Currently, Ms. Hong is in charge of advising Department Directors and SBV Board of Management in development and implementation of credit programs for agriculture and rural areas; including incentive lending programs for high-tech applications, clean agriculture, lending in agricultural production, and supporting in reduction of loss in agriculture, and projects on restructuring the agriculture sector.

JUSTIN LIU, Vice President, CreditEase

Liu Zhiyong (Justin Liu), Vice President of CreditEase, once studied at Xi’an International Studies University, China Foreign Affairs University, United Nations Institute for Training and Research, Shanghai Advanced Institute of Finance. In 2000, he was recruited into Ministry of Foreign Affairs of P. R. China as the provincial outstanding graduate of Shaanxi Province, and held the post of Deputy Head of Multilateral Economic and Financial Cooperation Office of International Department, Division Head of International Economic Department, and was rewarded “Top 10 Outstanding Youth” in 2007. He served as the Deputy Head of Foreign Affairs Office of Beijing Chaoyang District People’s Government since 2012. In 2014, he was the Executive Director of Plateau Capital. From 2017, he joined CreditEase as Vice President. In 2018 & 2019, he was appointed as the Marketing Councilor of Shanghai Advanced Institute of Finance, and rewarded “Youth Elite of International Business Talent” by Beijing Chaoyang District People Government respectively.

RYAN GALLOWAY, Chief Growth Officer, Nafods Group JSC

Ryan Galloway serves as a member of the board directors and Chief Growth Officer for Nafods Group, overseeing all export revenue and fundraising activities. During his 12 months tenure, Nafods increased revenue from 27 million in 2018 to 31 million USD in the first three quarters of 2019, increased its share price from 10,000 VND to 23,000 VND, and secured an 8 million USD private preferred share placement from International Finance Corporation. Prior to Nafods Group, Ryan was a business model co-founder at iCare Benefits, leading both enterprise acquisition and fundraising: his teams acquired 1,400 enterprise customers over 24 months, and raised 150 million USD in equity and institutional debt over a 5 years period. Ryan has a Juris Doctor from Case Western Reserve University and an MBA from Thunderbird Global School of Management. He speaks fluent Vietnamese and conversational Japanese.
HOANG VAN VIET, Lecturer at the School of Economics, University of Economics Ho Chi Minh City

Dr. Viet (Van) Hoang is a lecturer at the School of Economics, University of Economics Ho Chi Minh City. He completed his PhD in Development Economics, Master in Business and Marketing Management, and Diploma in Agricultural Economics. Viet has been working on various research projects in food value chains, agricultural and resource economics, food consumer behavior, agricultural competitiveness, cooperative economics, contract farming, international economics, and sustainable and rural development. He mainly provides training and classes for agricultural and resource economics, international economics, and research methodology. Viet also has published academic studies on the double-blind peer review journals. Previously, Viet has over seven years experiences in sale and marketing managing and leading positions in international and local companies such as TOTO Vietnam, Saigon Rita – Kohler Vietnam, and Duc Khai Group.

SRINATH KESHAVAN, Chief Executive, Trade Risk Consulting Pte. Ltd.

Srinath Keshavan has 40 years’ experience in International Trade and Banking/Finance. He was a commercial banker in Hong Kong before leading the Trade Finance & Risk function at several commodity trading firms in Singapore. He now offers his expertise in the capacity of a trainer and consultant. His expertise lies in Structured Trade & Commodity Finance, Trade Finance Banking Practice, Transactional Credit Analysis, Financial Crime Compliance & Relationship Management. Srinath is based in Singapore.

DAVID WHITEHEAD - Chairman, Mavin Group (Head of Vietnam Business Forum Agribusiness Working Group)

David first came to Vietnam in 2003 to interview, select and offer students places and scholarships at Australian Universities. In Australia, David worked at RMIT University, Monash University and the Box Hill Institute of Technology. In May 2005 he moved to live and work in Vietnam and located in Hanoi.

He is the Chairman of the Mavin Group, a large fully integrated farm to table agribusiness headquartered in Hanoi with feedmills, veterinary medicine and food manufacturing plants and farms throughout Vietnam.

He is also Country Manager of Allied Pickfords Vietnam, one of the largest international logistics, freight and moving companies.

He is a Director of Auscham Vietnam, and Head of the VBF Agribusiness Working Group.

David has experience and expertise in many fields from education to business, management, logistics, agribusiness, marketing, media and tourism.
SESSION IV: SUPPORT SERVICES FOR SUPPLY CHAIN FINANCE

HUYNH THANH LINH, Deputy CEO, Saigon Express Company

As a proactive person, Mr. Huynh Thanh Linh always feels strongly attached to the logistics sector - a potential market for development, opening up numerous opportunities as well as some unique challenges. In early 2014, Mr. Linh co-founded Saigon Express Service Trading Co., Ltd and continually implemented a variety of effective strategies for development in business. His faculty for quickly identifying market trends transformed Saigon Express profoundly, from an amateur in providing packing and moving service into an expert in warehousing under the brand name SEC Warehouse.

“SEC Warehouse focuses on providing effective storage solutions for customers. We always assign a high priority to service quality due to its important role in business survival. SEC Warehouse attends to the safety of goods in storage while fulfilling customer needs for a convenient and cost-saving service”. Thanks to the strict adherence to Mr. Linh’s principle, SEC Warehouse always ensures every customer using our services feels well satisfied.

Up to date, SEC Warehouse has developed a strong warehouse system with a scale of over 20,000 square meters in Ho Chi Minh City and Hanoi. In the future, SEC Warehouse intends to bring its warehouse system to all major cities across the country.

TRUNG VO, CEO, E-loan.vn

He plays the role of outlining the vision and business activities at eLoan.vn, with more than 15 years -experience in managing multiple businesses, especially ones in banking and finance. Being an enthusiast in startups and Fintech, in 2003, he started his career as Big Customer Manager at PepsiCo Vietnam, JSC - a subsidiary of US-based PepsiCo, Inc. He was responsible for working with the partners of modern distribution channels (supermarkets, airports, entertainment centers, etc.) He was then transferred to Department of New Business Development at Pepsi, supporting the development of sports beverages and refreshments that match Vietnamese consumers.

Before founding eLoan, he was Deputy General Director and Risk Management Director at Nam A Bank, Ho Chi Minh City, Vietnam from 2015 to 2017. He also worked as Deputy General Director at Ocean Bank from 2008 to 2015, where he was in charge of all business activities, with the aims of expanding the brand network, human resources, investment, credit and risk management. From 2006 to 2008, he joined Phuong Nam Bank in Ho Chi Minh City, Vietnam as Deputy General Director, in charge of Department of Investment and Foreign Affairs and completing USD 100 millions’ worth of transactions in M&A and financial investments.

He holds a Master of Business Administration in University of California State, East Bay.
KRISHNA CHAITANYA, Working Capital Management Services, PwC, Malaysia

Krishna has 10 years of management consulting experience for various clients and PE firms in Malaysia, Middle East and India across major industry verticals that include Retail & Consumer, FMCG, Engineering & Construction, Industrial Products, Manufacturing and Professional Services.


Prior to joining PwC, Krishna was instrumental in setting up the working capital practice in India for one of the world’s largest professional services firm.

GERALD HUANG, Senior Vice President, Premium Technology, USA

Gerald is the Senior Vice President responsible for supply chain finance strategy worldwide. He joined Premium in 2009 to develop and support the financial supply chain solutions product suite 'FinShare'. Prior to his current role, he has served as the Global Head of Support as well as the Head of Asia Pacific region. Gerald works closely with clients to formulate financial supply chain strategies, leveraging his deep knowledge in trade finance and technology. He has over 30 years of experience in banking, financial markets, and financial services with expertise in technology-based solutions to help firms achieve strategic and mission-critical business objectives.

THUY NGO, Country Head of GTRF Sales, Global Trade and Receivables Finance, HSBC Bank (Vietnam) Limited

Thuy Ngo is Country Head of Sales, Trade & Receivables Finance for HSBC Vietnam. In her role, she is responsible for managing and growing the Bank’s Trade and Supply chain franchise across the country from 2016.

Thuy Ngo joined HSBC Vietnam in July 2007 and have strong experiences in working at HSBC oversea like Philippine in 2014, Singapore in 2018. She also has experiences of working with Mizuho Vietnam and some International Trading or Furniture Manufacturing Corporation before joining HSBC Vietnam.

NIKHILESH GOEL, Co-founder, Validus Capital

Bringing over 13 years of Private Equity and Corporate Finance experience across Southeast Asia, Nikhilesh’s expertise includes debt and equity financing across diverse sectors, as well as portfolio management and value creation at SME companies. He founded the M&A Advisory practice at Taipan Partners, focusing on consumer and tech sector deals across South East Asia. Prior to Validus, he led M&A deals for Masan Group and developed key experience in portfolio management and capital raising for various companies as an Investment Manager at Avigo Capital Partners.
At Validus, Nikhilesh runs the overall business operations and has played a key role in driving successful fundraising rounds, as well as forged strategic partnerships with key industry partners such as Visa and Temasek Holdings’ Vertex Ventures.

Nikhilesh holds a Bachelor of Engineering Degree and an MBA in Finance. A regular speaker at events and conferences, Nikhilesh often shares his views and insights on Fintech and SME Lending, and has been published in the media including Tech In Asia, e27, The Business Times, and MONEYFM 89.3. He is also the winner of Top 10 FinTech Leaders at Singapore FinTech Awards 2019.