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=YUxSRFBSMmlNR0NFNEhld2xFL1FNUT09

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
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| 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             |
| 9:30 – 9:50 | Nguyen Hong Hai, Deputy Director General, NRAST/MOJ  
Legal Provisions and Regulations on Inventory Secured Transactions in Vietnam |
| 10:30 – 10:40 | Tea Break                      |
| 10:40 – 11:30 | Sandeep Sabharwal, CEO, SLCM Group, India  
Warehouse Finance and 3rd Party Collateral Management (I) |
| 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            |
| 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 Wohlert, 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