The 4th APEC Supply Chain Finance Conference:

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

Time:
November 11, 2019

Venue:
Sheraton Saigon Hotel, 88 Dong Khoi, District 1, Ho Chi Minh City, Vietnam

Organized by:
State Bank of Vietnam (SBV)
APEC Business Advisory Council (ABAC)
International Finance Corporation (IFC), World Bank Group (WBG)

In Partnership with:
The State Secretariat for Economic Affairs (SECO)
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<th>Time</th>
<th>Session</th>
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<td>8:00 – 8:30</td>
<td>Registration</td>
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<td>8:30 – 9:00</td>
<td><strong>OPENING REMARKS</strong></td>
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<tr>
<td>10 Mins</td>
<td><strong>Ha Thu Giang</strong>, Deputy Director, Credit Department of SBV</td>
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<td>10 Mins</td>
<td><strong>Jonas Grunder</strong>, Deputy Head of Cooperation, SECO</td>
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<td>10 Mins</td>
<td><strong>Jinchang Lai</strong>, EAP Lead of Financial Infrastructure, Lead Financial Sector Specialist, IFC</td>
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<td>9:00 – 10:20</td>
<td><strong>SESSION I: Trade and Supply Chain Finance Market Development in Vietnam and the Region</strong></td>
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<td>As usual, the event will start with a review of the current landscape in trade and supply chain finance market development in the Asia-Pacific Region including Vietnam. What are the new progresses and trends over the last year? Are Fintechs re-shaping the market? Which emerging APEC economies have been active in this space? How their governments have promoted the growth of an innovative trade &amp; supply chain finance market to support SMEs, traders and agri-business operators? What experience and lessons are useful for Vietnam and other developing APEC economies?</td>
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<td>10 Mins</td>
<td><strong>Christopher Wohlert</strong>, Commercial Distribution Finance Leader, Wells Fargo</td>
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<td><strong>Kheng Leong Lee</strong>, Regional Director, South &amp; South East Asia, Factoring Trade Finance (FCI)</td>
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<td><strong>Sanjay Chakrabarty</strong>, Deputy CEO, Retail Banking, Orient Commercial Bank (OCB)</td>
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<td><strong>Paula Maria Leynes Felipe</strong>, Lead, Risk Management Advisory, Financial Institutions Group Advisory Services, IFC</td>
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<td><strong>Yujiang Cai</strong>, Founder &amp; CEO, 10000Link</td>
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<td><strong>Lin Yuan</strong>, Assistant GM, CRC (Tianjin) Movables Interest Registry Co., Ltd.</td>
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<td><strong>Hoan Vu</strong>, Vice President, Country Trade Market Manager, Treasury &amp; Trade Solutions, Citibank N.A., Vietnam</td>
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<td>10 Mins</td>
<td><strong>Commentator: Jinchang Lai</strong>, EAP Lead of Financial Infrastructure, Lead Financial Sector Specialist, IFC</td>
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<td>10:20 – 10:30</td>
<td><strong>Tea Break</strong></td>
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<td>10:30 – 12:00</td>
<td><strong>SESSION II: Panel Discussion -- Opportunities and Challenges of Scaling Up the Supply Chain Finance Market in Vietnam</strong></td>
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<td>Specific to Vietnam, given the recent surge in foreign direct investment, what are the new opportunities in supply chain finance (SCF) for the financial institutions, lead firms, and SME suppliers &amp; distributors? What have been the main obstacles and the missing parts in the market? Are the lead firms based in the country coming on board? How could the financial authorities and other relevant government agencies further promote the development of a SCF market in Vietnam?</td>
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Moderator: Huyen Pham, Senior Financial Sector Specialist, IFC

Tran Kim Lien, CEO and Chairwoman, National Seed Company

Nguyen Ngoc Thinh, CEO, Tien Thinh Co. Ltd.,

Tho Nguyen, CFO, Maxport Limited Company

Mohammad Mudasser, Practice Lead of Working Capital Advisory Services, PwC Vietnam

Tran Hoai Phuong, Deputy Director, Commercial Banking HO, Ho Chi Minh City Development Joint Stock Commercial Bank (HD Bank)

Nguyen Tran Nam, Co-Founder/CEO, Easyfin Technology Solution JSC

12:00 – 13:00 Lunch

13:00 – 14:45 SESSION III: Agri Supply Chain Finance

Agri finance has been a policy priority for Vietnam and most other developing APEC economies. How the concept and models of supply chain finance can be applied to the agricultural sector? What have been the experience of the existing agri SCF programs in Vietnam and the Region? Who are potentially the main players in Vietnam? What are some of the particular issues and difficulties in providing receivables and inventory (warehouse) finance to rural MSMEs and agri-businesses? What support will be needed from the various government authorities?

Moderator: Hans Dellien, Regional Agri Finance Specialist, East Asia & Pacific, IFC

Tran Cong Thang, Director General, Institute of Policy and Strategy for Agriculture and Rural Development

Dang Thi Thanh Hong, Division of Credit Policies for Agriculture, Credit Department, SBV

Justin Liu, Vice President, CreditEase

Ryan Galloway, Chief Growth Officer, Nafoods Group JSC

Hoang Van Viet, Lecturer at the School of Economics, University of Economics Ho Chi Minh City

Srinath Keshavan, Chief Executive, Trade Risk Consulting Pte. Ltd.

David Whitehead, Head of VBF’s Agri Business Working Group, Chairman of Mavin Group Vietnam

14:45 – 15:00 Tea Break

15:00 – 16:30 SESSION IV: Support Services for Supply Chain Finance

Supply chain finance is fundamentally about leveraging linkages and optimizing the comparative strengths of different chain players. A SCF player cannot operate alone. What are the typical 3rd party support services required for a dynamic SCF eco-system? Are these generally available in Vietnam and other developing APEC economies? What more can be done
to nurture the development of such services (e.g., electronic platforms, collateral management companies, credit enhancers, funders, etc.)?

10 Mins **Moderator: Jinchang Lai, EAP Lead of Financial Infrastructure, Lead Financial Sector Specialist, IFC**

10 Mins **Tuan Phung**, Partner, VCI legal

10 Mins **Huynh Thanh Linh**, Deputy CEO, Saigon Express Company

10 Mins **Trung Vo**, CEO, E-loan.vn

10 Mins **Krishna Chaitanya**, Working Capital Management Services, PwC Malaysia

10 Mins **Gerald Huang**, Senior Vice President, Premium Technology, USA

10 Mins **Thuy Ngo**, Country Head of GTRF Sales, Global Trade and Receivables Finance, HSBC Bank (Vietnam) Limited

10 Mins **Nikhilesh Goel**, Co-founder, Validus Capital

**16:30 – 17:15** Q&A

**17:15 – 17:30** CLOSING REMARKS

5 Mins **Christopher Wohlert**, Champion of the Financial Infrastructure Development Network (FIDN), APEC-ABAC

5 Mins **Jinchang Lai**, EAP Lead of Financial Infrastructure, Lead Financial Sector Specialist, IFC
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