



APEC FINANCIAL INFRASTRUCTURE DEVELOPMENT NETWORK (FIDN)

Eighth FIDN Conference

Financial Infrastructure Support for Post-Pandemic Economic Recovery in Asia Pacific

November 26, 2020

Venue:

**InterContinental Saigon Hotel, Hai Ba Trung and Le Duan Blvd. Corner, D1,
Ho Chi Minh City, Vietnam**

(Participants from Outside Vietnam Will Join Online)

Organized by:

State Bank of Vietnam (SBV)

APEC Business Advisory Council (ABAC)/Asia-Pacific Financial Forum (APFF)

International Finance Corporation (IFC), World Bank Group



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

9:00 – 9:30 **OPENING REMARKS**

- 10 Mins **Do Hoang Phong**, Director General, the National Credit Information Center, State Bank of Vietnam (SBV)
- 10 Mins **Jonas Grunder**, Deputy Head of Cooperation, SECO
- 05 Mins **Qamar Saleem**, Regional Manager, Financial Institutions Group Advisory Services, Asia and Pacific, IFC, World Bank Group
- 05 Mins **Kobsak Duangdee**, APFF Chair; ABAC Finance and Economics Working Group Co-Chair; and Secretary General, Thai Bankers' Association

9:30 – 11:00 **SESSION I: Recent Financial Infrastructure Reforms and Developments in the Region**

This first session will be a usual stock-taking of the recent financial infrastructure (*secured transactions framework, credit reporting system and data & analytics services*) and trade & supply chain finance (SCF) scene in the Asia Pacific Region. Any significant reforms and developments in the space of financial infrastructure over the past one year or so? How has financial infrastructure services adapted to the pandemic-affected realities of economic operations? How has the trade & SCF industry coped with the difficulties from COVID-19? What governments have done to support the trade & SCF players? How trade and supply chain finance can be an accelerator for post-pandemic economic recovery in Vietnam and other developing APEC Economies?

- 05 Mins **Moderator: Michael Turner**, President, PERC; and FIDN Sherpa
- 10 Mins **Le Anh Tuan**, Director of Research, Development and Marketing Division, National Credit Information Center, State Bank of Vietnam
- 10 Mins **Patrick D. Walker**, Research Director, Policy and Economic Research Council (PERC), USA
- 10 Mins **Pham Tuan Ngoc**, Director General, National Registration Agency for Secured Transactions, Ministry of Justice (NRAST), Vietnam
- 10 Mins **Kan Lin**, Research Fellow, Policy Research Bureau, China Banking and Insurance Commission (CBIRC), China
- 10 Mins **Thompson Lui**, Regional Manager, South and Southeast Asia, FCI

10 Mins **Lin Yin**, Executive Director, Head of Global Vendor Management, Transaction Banking, Standard Chartered Bank, Hong Kong

10 Mins **Yunkai Chen**, Vice President, Business Development and Solutions, Bairong, China

11:00 – 11:15 *Tea Break*

11:15 – 12:30 **SESSION II: The Enabling Environment for SCF Market Development**

In the last decade, an active SCF market has emerged in some developing APEC Economies but not yet in others? Why the difference? What are the essential enabling environment elements for a SCF market to function properly? What more could be done to scale up the market in the developing APEC Economies and in Vietnam? What should be the respective roles of financial regulators, government ministries, sector level organizations (e.g., business associations), bank and non-bank SCF providers, 3rd party support services (e.g., e-platforms) and the private sector in general?

05 Mins **Moderator: Tat Yeen Yap**, Former Head of Product Management Asia, Trade Finance & Services, Société General; Current South East Asia Leader of SCF Advisory and Consultant Trainer, ICC Academy

10 Mins **Christian Hausherr**, Product Manager, Supply Chain Finance EMEA, Deutsche Bank; Chair, Global Supply Chain Finance Forum; and, Technical Advisor, ICC Trade Register

10 Mins **Mohammad Mudasser**, Director, PwC Vietnam

10 Mins **Ellen Joyce L. Sufficiencia**, Officer-in-Charge, Center for Learning and Inclusion Advocacy, Bangko Sentral ng Pilipinas, Philippines

10 Mins **Hui Lin**, Regional Director, Northeast Asia, FCI

10 Mins **Thomas Beurthey**, Managing Director, Dibee

12:30 – 13:30 *Lunch*

13:30 – 15:00 **SESSION III: Role of Non-Deposit-Taking Lenders (NDTLs) in SME Finance and SCF**

In good credit markets, there are around 10 times more NDTLs than the number of banks. Commercial NDTLs (e.g., factoring companies, finance companies) are the key players in SME finance and SCF. They tend to be nimble, innovative and use movable assets, and are more willing to go down to the lower market segments and leverage technologies. They are necessary for supporting those SMEs which may not be accepted by the deposit-taking lenders, particularly in the new world of digital economy. Yet not all developing APEC Economies have managed to grow up a competent NDTL

industry. Why so? What should the governments and the APEC organizations do to stimulate further NDTL industry development? What would be an adequate regulatory regime that can attract private sector investment in NDTLs? Why larger banks have multiple NDTL subsidiaries in most economies?

- 05 Mins **Moderator: Hans Dellien**, Senior Operations Officer and Agri Finance Lead, Financial Institutions Group Advisory Services, Asia Pacific, IFC
- 10 Mins **Christopher Wohler**t, Commercial Distribution Finance Leader, Wells Fargo; and FIDN Sherpa
- 10 Mins **Jinchang Lai**, Principal Operations Officer and Financial Infrastructure Lead, Financial Institutions Group Advisory Services, Asia Pacific, IFC; and FIDN Sherpa
- 10 Mins **Xiaojie Chen**, Executive Director and Lead Researcher, Institute for Research in Factoring and New Finance, Shenzhen Factors Association (SZFA), China
- 10 Mins **Kheng Leong Lee**, Former CEO of a NDTL, and current Asia Pacific Representative, HPD LendScape, Singapore
- 10 Mins **Can Van Luc**, Chief Economist, and President of Training and Research Institute, Bank for Investment and Development of Vietnam (BIDV)

15:00 – 15:15 *Tea Break*

15:15 – 17:00 **SESSION IV: Development of An Interoperable National Digital Identity and KYC Infrastructure for a Digital Future**

Interoperable, secure and common digital identity solutions and KYC services have been seen as key foundations for digital economy and digital finance. This is particularly relevant for a post-pandemic context where the share of remote transactions will likely increase significantly, and thus the need to establish trust among parties in digital transactions. Credit reporting services providers (CRSPs) have been beefing up their offerings in this area. New data & data analytics companies are also innovating relevant products in recent years. In supply chain finance, it can be a challenge for SCF players to carry out KYC on a high number of suppliers and distributors without the support of third party solutions providers. What can CRSPs, data & analytics firms and SCF e-platforms each offer? What should governments do to embrace digital economy and finance and adopt an interoperable digital identity and KYC infrastructure? How can a public-private partnership be built effectively in this area in the APEC Economies?

- 05 Mins **Moderator: Huyen Pham**, Operations Officer, Financial Institutions Group Advisory Services, Asia Pacific, IFC
- 10 Mins **Boonsun Prasitsumrit**, CEO, National Digital ID Company, Thailand

- 10 Mins **Le Anh Tuan**, Director of Research, Development and Marketing Division, National Credit Information Center, State Bank of Vietnam
- 10 Mins **Jean Yang**, Fintech Chief Expert, Tongdun, China
- 10 Mins **Gerald Sun**, Vice President, Government Engagement, Asia Pacific, Mastercard
- 10 Mins **Gianluca Pizzituti**, CEO, VeloTrade
- 10 Mins **Pham Thanh Lam**, Co-founder of TrueID, VNG CORPORATION
- 10 Mins **Nguyen Quang Thuan**, CEO and Founder of FiinGroup JSC, Vietnam
- 10 Mins **Vu Ngan Ha**, Business Strategy Director, Vina Digital Finance Platform Ltd. Company

17:00 – 17:30 CLOSING REMARKS

- 10 Mins **Julius Caesar Parrenas**, APEC-APFF Coordinator; and, Senior Advisor, Mizuho Bank
- 10 Mins **Do Hoang Phong**, Director General, the National Credit Information Center, State Bank of Vietnam (SBV)
- 10 Mins **Jinchang Lai**, Principal Operations Officer and Financial Infrastructure Lead, Financial Institutions Group Advisory Services, Asia Pacific, IFC; and FIDN Sherpa