

FCI REGIONAL NETWORKING E-VENT:

Regional Networking E-vent Asia

Online - 2-3 March**Venue:**

Online: cvent platform, correspondents meeting on Zoom

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FCI is organising for members only four Virtual Regional Networking E-vents in the first half 2021, in order to allow members to connect with each other, network with new or existing correspondent members, discuss business opportunities, investigate new services and procedures, learn best practices, all in order to ultimately generate future new business. The second event is aimed at highlighting Asian members.

The event will commence with a 2.25-hour plenum session on Asian to present the latest developments and some highlights as well as a panel discussion. This will give an opportunity for members around the world to listen in on what's actually happening on the ground in our industry in the highlighted region. Afterwards, there will be two half-day sessions, whereby members globally can organize short 15-minute bilateral meetings with those other members located in the highlighted region, all organised via FCI's new specialized online platform.

The networking session is solely for the purpose of introducing yourselves with other existing members and to meet new members from the respective highlighted region. For this first event of the series, Members from around the world will be able to connect with the Asian members for a maximum 15-minute session, as a means of introduction and business development. It's a great means to make an introduction and to organize future discussions as well. It also means that one of the correspondents in the meeting has to be from the Asian region.

Members should be represented on the call by the following: general correspondents, at least one representative from the International Department senior management team, and preferably on senior executive from the trade finance division or executive management team of the member. Please block your calendars, especially during the 8-hour networking session..

CONFERENCE PROGRAM TUESDAY 2 March 2021 14:00 – 20:15 Beijing Time

- 14.05 – 14.10: **Introduction**
Mr. Peter Mulroy, Secretary General, FCI
- 14.10 – 14.20: **Keynote Asian Credit Insurance Executive: What happened in 2020 and an economic outlook for Asia in 2021**
Mr. Bernard Aw, Chief Economist for Asia-Pacific Region, Coface
- 14.21 – 14.36: **Overview of the region**
Mr. Lin Hui, Regional Director North East Asia, FCI
Mr. Thompson Lui, Regional Manager South & South East Asia, FCI
- 14.37 – 15.00: **Regional Panel: North East Asia**
- Mr. Jeroen Kohnstamm, former FCI Secretary General, Netherlands, moderator
 - Mr. Philip Cheng, previous senior positions in Factoring at HSBC and ICBC (Asia), Hong Kong
 - Mrs. Mandy Chien, Head of Product Development Dep., Taipei Fubon Commercial Bank Co., Taiwan
 - Ms. Sun Jianbo, General Manager International Business Dept, China Construction Bank, China
 - Mr. Richard Wulff, Executive Director, ICISA
- 15.01 – 15.24: **Regional Panel: Southeast Asia**
- Mr. Jinchang Lai, Principal Operations Officer, Asia Pacific, IFC
 - Mr. Amit Agarwal, Group Head of Open Account Trade, GTB, DBS Singapore
 - Mr. Ankur Bhatia, Executive Director-Group Head, SCB, Singapore
 - Mr. Ritesh Sampath, Senior Risk Underwriter, QBE Asia, Singapore
- 15.25 – 15.49: **Regional Panel: South Asia**
- Mr. Sunil Mascarenhas, Head of SCF, Asia Development Bank (ADB), Philippines, moderator
 - Mr. Prashanta Banerjee, Director, Bangladesh Institute of Bank Management (BIBM), Bangladesh
 - Mr. Sudarshan Sen, former Executive Director, Reserve Bank of India, India
 - Mr. Ravi Valecha, CEO, India Factoring, India
- 15.50 – 16.04: **What are the latest IT Developments in the Factoring Industry?**
Moderated by Ciprian Radu, FCI Business and IT Solutions Manager
- Mr. Laurent Tabouelle, Managing Director, CODIX
 - Mr. Kheng Leong Lee, Asia Pacific Representative, HPD Landscape
- 16.05 – 16.15: **Concluding Remark**
Mr. Patrick de Villepin, BNP Paribas Factoring Group CEO/FCI Chairman

16:15-20:15

NETWORKING TIME ON CVENT PLATFORM

Book your appointment with Asian (potential) correspondents

CONFERENCE PROGRAM WEDNESDAY 3 MARCH: 09.00 – 13.00 Beijing Time

09.00 – 13.00:

NETWORKING TIME ON CVENT PLATFORM

Book your appointment with Asian (potential) correspondents

REGISTRATION DEADLINE

Please register by 23 February 2021 at the latest on [FCI website](#).

INFORMATION

For all information, please contact the FCI Secretariat:

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