



Swiss Cooperation Office in Vietnam

THE 10th APEC FIDN CONFERENCE:

MODERNIZATION OF SECURED TRANSACTIONS REGIME FOR WAREHOUSE FINANCE DEVELOPMENT IN VIETNAM

December 7, 2021

In Partnership with: **National Registration Agency for Secured Transactions
Ministry of Justice**

OPENING REMARKS



Creating Markets, Creating Opportunities



PHAM TUAN NGOC

Director General, the National Registration Agency for Secured Transactions, Ministry of Justice (NRAST/MOJ)

Pham Tuan Ngoc is currently General Director of the National Registration Agency for Secured Transactions, Vietnam Ministry of Justice. The Agency is in charge of advising and assisting the Minister of Justice in performing uniform state management over registration of security interests, including the organizational management, guiding, and instructing the Centers for Registration of Transactions and Assets under the Agency to register and provide information on movable security interests (except for aircrafts and sea-going ships), contract registration, and information exchange on registration of security measures and other cases as prescribed by law.

Ngoc has 37 years of working in the Justice sector, nearly 20 years of work in the field of registration of security interests, is one of the people who laid the foundation and made significant contribution to the formation and development of the National Registration Agency for Secured Transactions.



WERNER GRUBER

Head of Cooperation, SECO, Switzerland

Werner Gruber – Head of Cooperation, Swiss Cooperation Office, Embassy of Switzerland in Vietnam, since July 1, 2021. From 2016-2020, Mr. Gruber was the Executive Director of Switzerland at the World Bank Group in Washington D.C. He looks back at a long experience in multilateral and bilateral economic development cooperation. He acted as Chief Negotiator for Switzerland in the founding process of the Asian Infrastructure Investment Bank (AIIB), was a Board Director of the European Bank for Reconstruction and Development (EBRD) in London, and before was the Head of Operations at Economic Cooperation and Development in the State Secretariat for Economic Affairs (SECO). Mr. Gruber holds a Doctorate in Public Economics from the University of Fribourg, Switzerland



KYLE FRANCIS KELHOFER

IFC Country Manager for Vietnam, Cambodia and Laos

Based in Hanoi, Kyle Kelhofer is International Finance Corporation's Country Manager for Vietnam, Cambodia, and Lao PDR, developing and overseeing IFC's strategy and business as well as managing key client relationships in the three countries. He has had nearly 20 years working experience with IFC in various capacities across different regions: microfinance program in Africa and energy-efficiency financing in Eastern Europe and the Middle East; led IFC's first subnational financing project in Eastern Europe and Mexico; support the growing country program in Ghana and later contributed to regional efforts as Corporate Global Finance Hub Leader; spearheading efforts to scale up IFC's operation in Bangladesh, Bhutan, and Nepal.

Kyle holds a Bachelor's degree in mathematics from Dartmouth College and a Master's degree in international economics and finance from the University of California, Santa Barbara.

MORNING SESSION



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NGUYEN HONG HAI

Deputy Director General, NRAFT/MOJ

Mr. Nguyen Hong Hai is the expert in civil law, including in the performance of secured civil obligations. Currently, he is the Deputy Director General of the National Registration Agency for Secured Transactions (NRAFT), which is under the Ministry of Justice of Vietnam. He is leading and managing the tasks relating to development and improvement of regulatory framework and strategies on the performance of secured civil obligations and registration of security rights.



SANDEEP SABHARWAL

**CEO, Sohan Lal Commodity Management Pvt. Ltd. (SLCM) ,
India**

Mr. Sandeep Sabharwal is the Group CEO of SLCM since its incorporation in 2009. He has driven it from a single warehouse at one location to a **network** of more than **7500 warehouses** with a **throughput** of more than **1,844.93 Million MT** as on **28th Nov 2021**

The Group was conceptualized with the thought of redefining the sector and has demonstrated the capability in rolling out efficient products and services for the betterment of agri-logistics environment. Be it the process “AGRI REACH” (Patent Pending) which reduces post-harvest losses from 10% to merely 0.5% or “Kissandhan” (Group’s wholly owned NBFC) which has changed the paradigm of agriculture financing & brought real “Financial Inclusion” in the country.

Sandeep has more than three decades of diversified and rich experience in the areas like commodity procurement and storage, commodities market and trading, processing, warehousing & financial services in the agriculture sector. He has been at the forefront for advocating policy change with the Government & relevant Industry Chambers. He has been an eminent speaker in several National & International Seminars & other Industry Associations for more than two decades.

Under Mr. Sabharwal’s leadership, the group has been conferred with more than **50 international and national Awards & Accolades, so far across different category**. Besides, he has been awarded with Certification on US Warehouse Receipt System from The Norman Borlaug Institute for International Agriculture and The Texas A & M University. Sandeep is an MBA from FMS, Delhi & prior to SLCM, he has managed businesses across the agriculture ecosystem.



PANOS VARANGIS

Principal Operations Officer, Financial Institutions Group, IFC

Panos Varangis joined the FIG team in July 2020, as a principal operations officer and global lead in agricultural finance. Prior to that Panos was the Head for agricultural finance in the Finance, Competitiveness and Innovation, Global Practice at the World Bank. Since 2014, Panos has been involved in projects around the globe that facilitate financing for farmers and Agribusiness SMEs by working on public policy issues and financial products that involve the private sector. Prior to that Panos led IFC's advisory work to facilitate access to finance for SMEs, agribusiness and farmers and improve risk management. Before joining IFC, Panos served as the Deputy CEO of the Agricultural Bank of Greece (2004-2009) and was a member of the board of directors of Agrotiki Insurance and Mindbank, an SME bank in Romania (subsidiary of ABG). From 1987 to 2004, he worked at the World Bank in various positions at the International Commodities Division, the International Trade Division, the Bank's Research Department and at the Agricultural and Rural Development Department where he oversaw a global program on commodity risk management and index insurance. Panos holds a Ph.D. in Economics from Columbia University in New York.



BOB TROJAN

President & CEO, Token Insights & Financial Services Insights, US; and FIDN Sherpa

Mr. Trojan is an international SME/commercial lending and disruptive technology expert, thought leader and speaker. He is Founder and CEO of Token Insights and Financial Services Insights, his advisory firms that specialize in global strategy, FinTech, RegTech, and regulatory/legislative affairs, including secured transaction reform. From 2012-2017, Mr. Trojan was the CEO of the Commercial Finance Association (CFA) now SFNet, the global trade organization representing 250+ banks and finance companies in the asset-based lending, supply chain finance, trade finance, and factoring business. CFA members represented approximately \$600 Billion in this type of financing each year.

In addition to his work as Sherpa/Co-Sherpa on various regional work streams, Mr. Trojan also serves as official Observer on several UN-aligned Working Groups (Secured Transactions, MSME Finance, Digital Assets, Factoring, and Warehouse Receipts), was appointed to advise the US Secretary of Commerce on its Trade Finance Advisory Council and engages regularly with the international community on capacity building.

Previously, Mr. Trojan held various senior positions at CIT, a global \$65+ billion secured/asset-based lending, factoring and equipment leasing company, including chief of staff and senior operations advisor to the Vice Chairman.



JINCHANGLAI

Principal Operations Officer, Financial Institutions Group Advisory Services, Asia and Pacific, IFC; and FIDN Sherpa

Jinchang Lai is currently a Principal Operations Officer, Financial Institutions Group Advisory Services, Asia & Pacific, International Finance Corporation (IFC), World Bank Group. He was previously a Lead Financial Sector Specialist and Lead for Financial Infrastructure, East Asia & Pacific; and Head of IFC Chengdu Office and 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 regional 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 34 years' experience in financial services, private sector investment, and policy reforms in both Asia and Africa. During 2011-16, he was a Board member of the largest MFI in China.

In recent years, he has actively supported APEC agenda on financial infrastructure reform, trade & supply chain finance and Fintech market development. He is currently one of the leaders of the Asia-Pacific Financial Infrastructure Development Network (FIDN).



MODERATOR

HUYEN PHAM

Operations Officer, Financial Institutions Group Advisory Services, Asia Pacific, IFC

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.

AFTERNOON SESSION



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THUY T.T NGO

Country Head of GTRF Sales, Global Trade and Receivables Finance, HSBC Bank (Vietnam) Ltd. (TBC)

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.



NICHOLAS BUDD

Warehouse Finance Consultant, IFC

Nicholas Budd is a retired partner of international law firms White & Case and Dentons specializing in trade and commodity finance. He has worked with the major international banks, commodity trading companies and many other major industrial, mining and agri-business clients. From 1979 to 1985 he was the managing director of Collateral Trust Corporation, a collateral management company jointly owned by SGS and Citibank that operated in 26 countries. He is a member of the expert group for the United Nations Conference on International Trade Law (UNCITRAL) in the areas of secured transactions and warehouse receipts. Mr. Budd has acted as a consultant to the Common Fund for Commodities, the United Nations Office for Project Services (UNOPS), European Bank for Reconstruction and Development, UNCTAD, IFC and USAID in connection with law reform and modernization projects concerning warehouse receipts and commodity exchanges in China, Senegal, Côte d'Ivoire, Kenya, Uganda, Malawi, Ghana, Tanzania, Zimbabwe, Ethiopia, Zambia, Nigeria, Russia, Ukraine, and the Pacific Islands. Mr. Budd lives in France and is admitted to practice before the United States Federal Courts and is a member of the California State Bar and the Barreau de Paris.



CHRISTOPHER WOHLERT
Business Leader, Commercial Distribution Finance, Asia,
Wells Fargo & Company

Chris Wohler 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.

Chris has decades 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 more than 20 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.

Chris is an active member of the Asia Pacific Financial Forum, which is part of the APEC Finance Minister's Process, where he serves as the leader for secured transaction reform for the Financial Infrastructure Development Network. This was launched in November 2015 as part of the Cebu Action Plan.



PHAN THANH NHON

**Assistant to the General Director (in Real Estate Management),
Loc Troi Group, Vietnam**

Mr. Phan Thanh Nhon is Assistant to the General Director, in charge of Real Estate Management. He has many year experience in Banking, Finance, Real Estate Management. He holds an MBA Degree.



ANDREA FORNARO

Managing Director, Pacorini Vietnam Co. Ltd

Andrea Fornaro is Managing Director of PGS ASIA Warehousing and Logistics, based in Singapore. He joined Pacorini Group since 2003, covering managerial positions in Brazil and Vietnam. He was formerly employed in soft commodities factories with technical responsibilities in Mexico, Egypt and Europe.



PHUONG VI LAI

Strategic Business Development Director, SmartLog, Vietnam

Ms. Lai Do Phuong Vi is the Strategic Business Development Director of SmartLog. She has 17-year experience working in Logistics at Executive levels for APL Logistics, UPS Express, DHL eCommerce and Smartlog Vietnam. She holds Executive MBA decree from UQAM university, Canada.



KIRSTEN LI

Strategic Business Director, GLP Financial Services

Kirsten is responsible for building strategic relationships with clients along the supply chain for multiple industry sectors. She is also driving the development of innovation business, e.g. renewable energy finance and robotics as a service for GLP Financing Holding.

She has 10+ years of experience in the financial services industry around the world. Prior to joining GLP, Kirsten served as the Vice President of Strategy and M&A at First Abu Dhabi Bank. She also spent 5 years with the Boston Consulting Group where she specialized in strategic planning for banks and insurers.



JINCHANGLAI

Principal Operations Officer, Financial Institutions Group Advisory Services, Asia and Pacific, IFC; and FIDN Sherpa

Jinchang Lai is currently a Principal Operations Officer, Financial Institutions Group Advisory Services, Asia & Pacific, International Finance Corporation (IFC), World Bank Group. He was previously a Lead Financial Sector Specialist and Lead for Financial Infrastructure, East Asia & Pacific; and Head of IFC Chengdu Office and 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 regional 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 34 years' experience in financial services, private sector investment, and policy reforms in both Asia and Africa. During 2011-16, he was a Board member of the largest MFI in China.

In recent years, he has actively supported APEC agenda on financial infrastructure reform, trade & supply chain finance and Fintech market development. He is currently one of the leaders of the Asia-Pacific Financial Infrastructure Development Network (FIDN).



MODERATOR

LIN HUANG

**Financial Infrastructure Practice Lead, Financial Institutions
Group Advisory Services, Asia Pacific, IFC**

Lin joined IFC in 2001 and led a number of technical assistance and policy reform in the areas of credit reporting, secured transactions reform and movables finance development, risk management and asset and liability management of commercial banks, microfinance. In the area of microfinance, she managed the technical assistance work for multiple microfinance institutions in China. She also led a number of research works including SME Mapping in Sichuan and Zhejiang provinces, SME financing, the sustainable development of China's private sector, industrial clusters of Sichuan.

WRAP-UP AND CLOSING REMARKS



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JULIUS CAESAR PARRENAS

APEC-APFF Coordinator and Senior Advisor

Daiwa Institute of Research, Japan

Julius Caesar Parreñas is Senior Advisor of the Daiwa Institute of Research at the Daiwa Securities Group. He coordinates the Asia-Pacific Financial Forum (APFF) and represents the APEC Business Advisory Council (ABAC) in the APEC Finance Ministers' Process. Previous to this, he had served as Senior Advisor at Mizuho Bank, Nomura Research Institute and Nomura Securities, Advisor on International Affairs of the Bank of Tokyo-Mitsubishi UFJ, Ltd and Senior Advisory Fellow of the Institute for International Monetary Affairs in Tokyo. He received his Ph.D., magna cum laude, from the Ludwig Maximilian University in Munich, Germany. He has authored over 100 publications on finance and economics.



HANS DELLIEN

Senior Operations Officer, Country Anchor of Vietnam, Cambodia and Lao PDR, Financial Institutions Group, Asia and Pacific, IFC

Mr. Dellien is the Senior Operations Officer, Country Anchor of Vietnam, Cambodia and Lao PDR, Financial Institutions Group, Asia and Pacific 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.