Corporate Risk Management Series:
Effective Credit Risk Management for International Trade

Companies are always exposed to different level of credit risk due to insufficient business information or lack of systematic and realistic credit policy. Hence, credit control measures must be taken and reviewed constantly in order to reduce credit risk and ultimately maximize the profit of a trade deal.

In this seminar, the speakers will share how to strengthen the credit risk management during the whole sales process with the use of business information, and also share some real cases they experienced and the ways to minimize the risk through systematic credit policy.

Topics include:
- An overview of credit risk for Hong Kong's major export markets
- The relationship between business information and credit risk management process
- The use of business information to identify credit risk
- Ways to manage possible credit risk during international trade process
- Case studies – actions for different business situations

Date	Tuesday, 8 May 2018
Time	6:30 p.m. - 8:30 p.m.
Venue	Hong Kong Institute of CPAs, 27/F., Wu Chung House, 213 Queen's Road East, Wanchai, Hong Kong
Format	Seminar
Language	Cantonese
Fee	HKICPA member or student: HK$190 (online enrolment: HK$180)
	IA/ HKIAAT member or student: HK$190
	Non-member: HK$330
Speakers	**Ms. Fion Fok**
	Deputy General Manager, Hong Kong & South China Region, CRIF Hong Kong Limited
	Mr. Raymond Lam
	Financial Controller, Omron Electronics Asia Limited
	(Speakers' profiles are printed overleaf)
Participants	Business executives; CFOs; Directors; Accounting and finance professionals
Competency*	Risk management
Rating*	Foundation level
CPD hours	2
Programme code	SCPD18050801

* Please refer to the Institute's online CPD Learning Resource Centre for descriptions of competency and rating.

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Ms. Fion Fok

Deputy General Manager, Hong Kong & South China Region, CRIF Hong Kong Limited

Ms. Fok is responsible for developing CRIF's Business Information business in Hong Kong and South China Region. She has over 10 years of extensive experience in the field of credit and risk management solution to support enterprises' business growth. Before joining CRIF, she has worked for D&B and EOS, which are one of the leading international providers of business information solution and financial services respectively.

Mr. Raymond Lam

Financial Controller, Omron Electronics Asia Limited

Mr. Lam is an experienced financial controller with demonstrated history of working in various sectors and sizeable multinational companies in the past 20 years. He has specialized in managerial finance and credit risk management in the last 10 years. He is familiar with international trading practice as well and has track records in development of sound and effective evaluation model. It enables corporates to judge customer's financial status and credit risk in different perspectives to support business growth.

CPA Hong Kong Institute of **Certified Public Accountants** 香港會計師公會

HKICPA Event Enrolment Form (For Support Programme)

Finance & Operations Department,
Hong Kong Institute of CPAs,
37/F, Wu Chung House, 213 Queen's Road East, Hong Kong

Payment & Enrolment Status Enquiry: 2287 7381 e-mail: finance@hkicpa.org.hk Fax : 2893 9853	Course Information Enquiry: 2287 7386 / 2287 7230 e-mail: cpd@hkicpa.org.hk	**FOR OFFICE USE**

Deadline: 7 working days before the date of the programme

No.	Membership No.	Status (1)	Full Name of Participant(s) (Block Letters)	Company	Email address (2) (Block Letters)	Programme Code	Fee (HK$)
1							
2							
3							
						Total (HK$)	

❐ I am unemployed and not working. I am planning to rejoin the workforce.
The Institute reserves the right to allocate places to enable the enjoyment of more members in this event.
The Institute's decision is final. Applicant must submit the enrolment form 10 working days before the event.

Contact Person : _____ Tel No. : _____ Fax No. : _____ E-mail : _____
Contact information is used solely for communication of this particular event, without update to your member profile.

Payment Method *(Please tick the appropriate box)*

❑ Cheque (no._____) payable to "Hong Kong Institute of Certified Public Accountants" or "HKICPA" (7)

❑ BOC HKICPA VISA ❑ BOC HKICPA UnionPay card ❑ Other VISA / MasterCard	
Card Number:	Card Expiry Date (MM/YY):
Cardholder's Name (block letters):	Cardholder's Signature:	Date:

Payment receipt will be sent to your email address provided above once the payment is confirmed.

Notes:
1. Membership Status: **NP** = Non-Practising, **P** = Practising, **IA** = International Affiliate, **S** = Student, **HKIAAT** = HKIAAT Student or Member, **GAA** = GAA Passport holder, **NM** = Non-Member.
2. Confirmation of enrolment will be sent to you via email. You can check your enrolment status at "MyCPA" at www.hkicpa.org.hk. Unsuccessful enrolment will be notified with full refund.
3. NO ADMISSION TICKET will be issued. Please bring your HKICPA membership card or confirmation email for admission purpose.
4. All applications are on a first-come-first-served basis.
5. Application by fax will ONLY be accepted when payment is made by credit card. Cash is strictly not accepted. Please ensure all the particulars relating to payment are completed, otherwise the application cannot be processed. There is NO need to send in the enrolment form again if it has already been faxed to the Institute.
6. For credit card payment, the card should be valid with expiry date at least 1 month from the date of event.
7. Please issue SEPARATE CHEQUE for each event.
8. In normal circumstances, the event fee is non-refundable or non-transferrable upon receipt of payment by HKICPA. Should the event be cancelled or postponed due to unforeseeable circumstances, refund will be made according to your payment method. For credit card payment, refund will be made directly to your credit card account. For cheque payment, refund will be mailed to your correspondence address.
9. All scheduled events will be cancelled and postponed to a date to be announced in the event of typhoon signal no. 8 or above or if a Black Rainstorm warning is hoisted. For details of bad weather arrangement for CPD programmes, please refer to the Institute's homepage.
10. The Institute reserves the right to change the venue, date, speaker or to cancel the event due to unforeseen circumstances.
11. No unauthorized audio or video recording is allowed at CPD events.

Personal Data: Your personal data collected from the enrolment process and administration of courses/events/activities will be used for the purpose of the administration of the course on which you are enrolled. Such data collected may be accessible by the Institute's officers, persons or committees processing the application and related matters. In addition, the Institute may use the collected data for statistical research and analysis. The Institute intends to use the personal data of your name, email address and correspondence address to inform you, where relevant, of members' benefits, goods, services, facilities and events organized or provided by the Institute or other organizations. Members and registered students may opt out of receiving such materials at any time by logging in via the following link https://www.hkicpa.org.hk/en/members-area/comm-preference/.
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