



## Credit Risk Management – Internal Control, Information & Portfolio Analysis

Program Code: SCPD18091901

Credit control aims to improve cash flow and minimize risks of a corporation. It plays a crucial role in every business, but it can be hugely time-consuming and perhaps costly. Effective credit control can strike a balance between maintaining a healthy cash flow and providing substantial credit control coverage at a reasonable cost. Credit scoring is perhaps one of the most practical approaches differentiating the good from the bad and ultimately reduces potential risk regardless of the size of portfolio.

In this seminar, the speakers will cover:

- Risk management & internal control in credit risk
- Credit scoring and portfolio analysis
- Elementary to credit scorecard development
- Rule-based credit control policy and collection procedures
- Case study – implementing credit policy to daily business process

**Date** **Wednesday, 19 September 2018**

**Time** **7:00 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\$150  
IA/ HKIAAT member or student: HK\$150  
Non-member: HK\$330

**Speaker** **Mr. Edward Lau**, Director, Roma Credit and Risk Evaluation Limited  
**Mr. Andy Poon**, Credit Management Consultant, Roma Credit and Risk Evaluation Limited & Crelogic Business Solutions Limited  
(Speakers' profiles are printed overleaf)

**Participants** Financial executives focused on Credit Control and AR collection

**Competency\*** Risk Management

**Rating\*** Intermediate Level

**CPD hours** 1.5

\* Please refer to the [Institute's online CPD Learning Resource Centre](#) for descriptions of competency and rating.

## **About the speakers**

**Mr. Edward Lau**, Director, Roma Credit and Risk Evaluation Limited

Mr. Lau is also the VP of the Roma Group (HKEX8072). His team focuses on providing advisory services for listed companies on the reporting of Environmental, Social and Governance (ESG), Internal Control and Risk Management.

Mr. Lau has been active in the area of corporate risk consultancy. He has extensive experience in ESG, internal control, risk management, credit control and corporate governance.

Prior to joining Roma, he worked in a subsidiary of Australia Stock Exchange (ASX) and a leading US multinational company focused on enterprise risk management (ERM).

Mr. Lau earned a Master degree in Corporate Finance, another Master degree in Strategic Purchasing & Supply Chain Management and a Bachelor degree in Science.

**Mr. Andy Poon**, Credit Management Consultant, Roma Credit and Risk Evaluation Limited & Crelogic Business Solutions Limited

Mr. Poon has been active in credit control and risk score development for over 20 years. He interviewed with over 1,000 financial & credit control executives for their credit control experience and previously led a team of credit scoring and database management in a well-known multinational information company.

He was also experience in holding public seminars at HKTDC, different trade associations and Hong Kong Open University, as well as conducting in-house customized workshops for hundreds of businesses in Hong Kong, assisting them to refine their credit control policy and collection procedures.



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