



HKICPA Seminars: Corporate Risk Management Series (August to October 2016)



Risks are inevitable to any business. Credit risk, currency risk, fraud risk, inventory risk, legal risk, security risk..... and the list goes on. To achieve success, businesses have to avoid being hampered by risks – this makes risk management paramountly important.

HKICPA will continue to launch the Corporate Risk Management Series of seminars from August to October 2016. Experts in different fields will share their insights and experiences on different types of risks your businesses may be exposed to and the risk management strategies and measures your businesses can adopt. Do not miss the chance to get yourself and your businesses prepared for risks that can spring up anytime.

Topic/ Programme code	Date and time	CPD hours	Language	Speakers
Credit Management: Balance Sheet Protection and Trade Risk Mitigation (S160811S)	Thursday, 11 August 2016 6:30 p.m. – 9:00 p.m.	2.5	Cantonese	Ms. Joyce Chan Partner, International Risk Consultants (Asia) Ltd.
Business Credit Risk Portfolio Setup and Management (S160908S)	Thursday, 8 September 2016 6:30 p.m. – 8:30 p.m.	2	Cantonese	Mr. Edward Lau Director, Roma Credit and Risk Evaluation Limited Mr. Andy Poon Enterprise Consultant, Roma Credit and Risk Evaluation Limited
Effective Risk Management: Dealing with Regulatory Investigations and Disciplinary Actions (S161005S)	Wednesday, 5 October 2016 6:30 p.m. – 8:30 p.m.	2	English	Mr. David Smyth Partner, RPC Mr. Antony Sassi Partner, RPC Mr. Samuel Hung Associate, RPC

Venue Hong Kong Institute of CPAs,
27/F, Wu Chung House, 213 Queen's Road East, Wanchai, Hong Kong

Format Seminar

Fee (for each)	2 hours	2.5 hours
	HKICPA member or student:	HK\$190
Online enrolment:	HK\$180	HK\$320
IA/ HKIAAT member or student:	HK\$190	HK\$320
Non-member:	HK\$330	HK\$550

Participants Persons who are interested in knowing more about risk management in different areas

Competency* Risk management

Rating* Intermediate level

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



About the programme

Credit Management: Balance Sheet Protection and Trade Risk Mitigation (S160811S)

Course outline

Receivables account for an average of 40% of a company's balance sheet assets while about one out of ten invoices is delinquent. Given the slowdown in global trade and the prevailing high level of corporate risks, particularly in Asia, it is of vital importance to treat receivables as an asset to be professionally managed and protected. Application of the right choice of credit management tool would mitigate the risk of bad debt and at the same time, make the receivables more valuable as collateral to lending institutions.

In this seminar, the speaker will cover:

- Days Sales Outstanding (DSO) improvement with credit policy
- Credit assessment, overdue monitoring and debt collection
- Self-insurance vs. credit insurance vs. factoring; and role of broker
- Structured trade risks protection and financing

Speaker

Ms. Joyce Chan, Partner, International Risk Consultants (Asia) Ltd.

Ms. Chan is a professional consultant with extensive experience in international trade, credit risk management and trade finance. She previously served as top management posts in Hong Kong Export Credit Insurance Corporation, UPS Group and Johnson Electric Group responsible for credit insurance, factoring business and China advisory.



About the programme

Business Credit Risk Portfolio Setup and Management (S1609085)

Course outline

Credit control aims to improve cash flow and minimize risks of a corporation. It plays a crucial role in every business, but it can also 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 reasonable cost. Credit scoring is perhaps one of the most practical approaches to differentiating the good from the bad and ultimately reduces potential risk regardless of the size of portfolio.

In this seminar, the speakers will cover:

Part I

- The importance of credit control to business survivals
- Credit control practice and payment survey review
- Translating credit management objectives to sales professionals

Part II

- Credit scoring and portfolio analysis
- Elementary to credit scorecard development
- Rule-based credit control policy and collection procedures

Speakers

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

Mr. Lau is the Director of Roma Credit and Risk Evaluation Limited, a member of Roma Group Limited. He has been active in the area of credit risk portfolio management and commercial credit policy setup and execution. Mr. Lau has extensive experience in risk management advisory and consultancy service to commercial sectors.

Prior to joining Roma in 2013, Mr. Lau worked in subsidiaries of Australia Stock Exchange (ASX) and an US multinational company focusing on risk management and credit scoring development. He holds double Master Degree in Corporate Finance (Investment) and Logistics (Procurement and Supply Chain) and a Bachelor Degree in Science.

Mr. Andy Poon, Enterprise Consultant, Roma Credit and Risk Evaluation Limited

Mr. Poon is an Enterprise Consultant of Roma Credit and Risk Evaluation Limited, a member of Roma Group Limited. He has over 15 years of credit and risk management experience in working with businesses on the areas of credit control and developing customized scorecard to reduce credit risks.

Prior to joining Roma, Mr. Poon led a number of businesses including credit risk scoring, database management and business education in a well-known multinational information company. He had discussed and resolved credit control issues with over thousands of financial and credit control executives on a daily basis for the past 15 years. He had also been invited to an extensive number of public seminars and in-house workshops to share his experience in a variety of business topics including credit management.



About the programme

Effective Risk Management: Dealing with Regulatory Investigations and Disciplinary Actions (S161005S)

Course outline

With ever increasing regulatory activities in Hong Kong, professional accountants may have to devote substantial resources to deal with various regulators in Hong Kong, such as HKEx, SFC, Commercial Crime Bureau, ICAC, Financial Reporting Council and HKICPA. Managing their investigation or enquiries promptly and properly is essential from a risk management perspective.

This seminar will discuss the powers of the above regulators and the practical considerations to respond to their actions. Some of the issues may include secrecy restrictions imposed by legislation, documents to which legal professional privilege attaches and working papers kept in Mainland China.

The seminar will cover:

- Understand and manage the risks associated with handling regulatory requirements
- Discuss the practical aspects of dealing with liquidators
- Understand the different options when facing the regulators' disciplinary actions

Speakers

Mr. David Smyth, Partner, RPC

Mr. Smyth is a commercial disputes lawyer, with a particular focus on defending professionals and advising in relation to professional indemnity, financial lines and other special risks claims. He has considerable experience of acting for accountants, lawyers, surveyors, stockbrokers and insurance brokers in the defence of claims as well as in respect of disciplinary and other regulatory investigations. He also regularly provides general risk management advice to professional service firms.

He is a member of various organizations such as: the Board of Directors of the Hong Kong Solicitors Indemnity Fund Limited, the Law Society of Hong Kong Professional Indemnity Advisory Committee and the Audit Profession Reform Working Group of the HKICPA.

Mr. Antony Sassi, Partner, RPC

Mr. Sassi is a commercial disputes lawyer, with a particular focus on professional indemnity and financial lines matters. He has handled some of the highest value and complex claims across the region and dealt with a myriad of regulatory and disciplinary matters in Hong Kong in relation to a wide spectrum of professions including: accountants, lawyers (solicitors and barristers), brokers, financial advisors, property agents, surveyors and other construction professionals.

Mr. Samuel Hung, Associate, RPC

Mr. Hung focuses his practice on defending claims professionals, predominantly accountants and lawyers, and representing them in relation to regulatory investigations and disciplinary actions.



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<http://www.hkicpa.org.hk>

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 7253
 e-mail: cpd@hkicpa.org.hk

FOR OFFICE USE

Deadline: 7 working days before the date of the programme

No.	Membership		Full Name of Participant(s) (Block Letters)	Company	Email address ⁽²⁾ (Block Letters)	Programme Code	Fee (HK\$)	
	No.	Status (1)						
1								
2								
3								
4								
							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.
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Contact information is used solely for communication of this particular event, without update to your member profile.

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- Notes:**
- Membership Status: **NP** = Non-Practising, **P** = Practising, **IA** = International Affiliate, **S** = Student, **HKIAAT** = HKIAAT Student or Member, **GAA** = GAA Passport holder, **NM** = Non-Member.
 - 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.
 - NO ADMISSION TICKET will be issued. Please bring your HKICPA membership card or confirmation email for admission purpose.
 - All applications are on a first-come-first-served basis.
 - 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.
 - For credit card payment, the card should be valid with expiry date at least 1 month from the date of event.
 - Please issue SEPARATE CHEQUE for each event.
 - 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.
 - 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.
 - The Institute reserves the right to change the venue, date, speaker or to cancel the event due to unforeseen circumstances.
 - 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/>. Non-members may opt out of receiving such materials at any time by sending an email to the Institute at privacyofficer@hkicpa.org.hk or a letter to the Institute's privacy officer. For more information about the privacy policy of the Institute, please go to <http://www.hkicpa.org.hk/en/service-tools/privacy-policy/>.

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