

Date






22 – 23 March 2023

Venue




Hyatt Regency Phnom Penh
#55 Street 178 Sangkat Chey Chumnas, Khan Doun Penh, Phnom Penh, Cambodia

Dress Code

Business Attire

EVENT SCHEDULE					
DAY 1 – Wednesday, 22 March 2023 [8:30 AM - 6:30 PM]					
Session	Time		Activity / Topic	Speaker	Duration
	08:30	09:00	Registration and Welcome Coffee		
0	09:00	09:15	Event Introduction	Jyotsana Varma, Cambodia Country Director, ADB	15 mins
1	09:15	09:30	Overview of Trade and Supply Chain Finance program <ul style="list-style-type: none"> Presentation of overall activity of TSCFP (products and TAs) The Importance of Trade in achieving SDGs 	Roberto Leva, ADB TSCFP	15 mins
2	09:30	10:00	Overview of Cambodia economy and the potential of Trade <ul style="list-style-type: none"> Country statistics, economy, trading partners 	Poullang Doung, Senior Economics Officer, ADB – Cambodia Resident Mission	30 mins
3	10:00	10:45	Trade Finance in Cambodia <ul style="list-style-type: none"> Global Trade & Finance Trends SWIFT Regional Trade Messaging Insights Cambodia Trade Challenges and Opportunities 	Vincent O'Brien, ICC Panellists: <ul style="list-style-type: none"> Zhiger Atchabarov, Chief Operating Officer ABA Bank Parth Borkotoky, CEO & Founder, Azaylla 	45 mins
	10:45	11:00	Coffee Break		
4	11:00	12:00	Financing International Trade – the Fundamentals <ul style="list-style-type: none"> International Contracts & Incoterms 2020 Cross Border Payment and Finance Options Commercial, Bank and Country Risks Documentary Credit Foundation Workflow 	Vincent O'Brien, ICC	60 mins
	12:00	01:00	Lunch Break		
5	01:00	02:00	Documentary Credits Case Study in Action <ul style="list-style-type: none"> Practical case on import transaction Focus: <ul style="list-style-type: none"> Product details, risk components 	Roger Packham, ADB TSCFP	60 mins
6	02:00	03:00	Trade Loans – basics and case study <ul style="list-style-type: none"> Presentation on use of short-term trade loans to support working capital needs 	Roger Packham, ADB TSCFP	60 mins
	03:00	03:15	Coffee Break		
7	03:15	04:15	Bank Guarantees and Standby Letters of Credit <ul style="list-style-type: none"> Trends in the use of Guarantees and Standbys Workflow and International Rules Standby Letters of Credit and Open Account Trade How the ADB Standby LC supports Trade Transactions 	Vincent O'Brien, ICC	60 mins
8	04:15	04:30	Wrap up	Roberto Leva, ADB TSCFP	15 mins
	04:30	06:30	Networking Session at FiveFive Rooftop Restaurant (Outdoor)		

DAY 2 – Thursday, 23 March 2023 [8:30 AM - 4:00 PM]

Session	Time		Activity / Topic	Speaker	Duration
	08:30	09:00	Registration and Welcome Coffee		
1	09:00	10:00	How to establish a successful Trade Finance Business <ul style="list-style-type: none">• Key Components of a Successful Trade Business• Benefits for banks: why Trade Finance is low risk The keys to success (Six “S”)• Trade Cycle Analysis• How to set up a trade facility (Case Studies/Exercises)	Roger Packham, ADB TSCFP	60mins
2	10:00	11:00	Panel Session <ul style="list-style-type: none">• Presentation from international banks on current trade finance market practices in neighboring countries.	Moderator: Roberto Leva, ADB TSCFP Panellist: <ul style="list-style-type: none">• Do Thanh Hang, Vice President Trade Operations Center, BIDV• Nakarin Sakorn, First Vice President, Financial Institute Relationship Management, Kasikorn Bank• Sarah Nguyen, Director, Head of Correspondent Banking, Standard Chartered Bank Vietnam	60 mins
	11:00	11:15	Coffee Break		
3	11:15	12:15	Trade Sales and Business Development <ul style="list-style-type: none">• Why are trade finance products better than overdrafts?• Types of Trade Facilities• Benefits for Customers• Risk factors to be evaluated for a trade finance transaction• Capital requirements• Trade Finance Success Stories in supporting SMEs	Roger Packham, ADB TSCFP Vincent O’Brien, ICC	60 mins
	12:15	01:15	Lunch Break		
4	01:15	02:00	Supply Chain Finance <ul style="list-style-type: none">• Introduction to Supply Chain Financing• Update on ABC and ADB efforts on regulations• Presentation of live deal in the region	Speakers: <ul style="list-style-type: none">• Vincent O’Brien, ICC• Aparna Soni Bhalla, ADB TSCFP• Azeem Jamshed Azmi, CIMB Bank	45 mins
5	02:00	04:00	Workshop / Case Studies	Roger Packham, ADB TSCFP Vincent O’Brien, ICC	120 mins
	04:00	04:30	Closing Session		30 mins

ON-SITE CONTACTS

Technical Contents of the Workshop	<ul style="list-style-type: none">• Roberto Leva Relationship Manager, ADB TSCFP rleva@adb.org, WhatsApp: +63999 999 2484
Logistics & Admin	<ul style="list-style-type: none">• Jules Guiang jguiang.consultant@adb.org, WhatsApp: +63917 546 9472