



## Credit risk analysis: What is the payment behaviour of Chinese enterprises?

Programme Code: S100611S

### Speakers

**Xavier Farcot**, Deputy Regional Managing Director, Greater China, Coface

Mr. Farcot is responsible for underwriting and claims of the group in Greater China, managing a team of risk and claims specialists located in Hong Kong, Taiwan and China. He has been with Coface since 1981, and stationed in Hong Kong since 2001. Over his years with Coface, Mr. Farcot has worked in a number of positions within various departments including market survey insurance, human resources, finance and administration, and subsequently the short-term risks underwriting department. Prior to joining Coface, he worked for Renault in the UK in their Management Control Office.

Mr. Farcot graduated from the European Business School in 1981 with a Diploma in Finance.

**Kenneth Lam**, Deputy Regional Manager, Risk, Greater China, Coface

Mr. Lam assists the Deputy Regional Managing Director to manage a team of over 20 risk and claims specialists in the Greater China region. Besides managing a profitable risk portfolio of clients in Greater China region, he is also responsible for conducting credit research and analysis on corporates where Coface has key exposures.

Mr. Lam joined Coface as a credit analyst in 1998. Before being promoted to the present position, he supervised the business information division of Coface Greater China Services Limited for 6 years.

Prior to Coface, Mr. Lam worked as a credit analyst in a computer trading company in the United States. He graduated from the University of Southern California, United States in 1997 with a Business Degree in Finance. He also earned his Master Degree in Finance from Columbia Southern University in 2006.

### Date

Friday, 11 June 2010

### Time

6:30 p.m. – 8:00 p.m.

### Venue

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

### Enrolment fee

HK\$190 for HKICPA member or student; and IA/HKIAAT's member or student

HK\$180 for online enrolment

HK\$330 for non-member

### Language

English

### Format

Seminar including experience sharing

### Competency

General Business and Professional Knowledge, Leadership and Business Strategy\*

### Rating

Foundation / Intermediate Level\* - General awareness of the competency. Apply the knowledge in a limited range of situations. / Sound understanding of the knowledge area. The ability to apply knowledge and skills to a range of situations and able to deal with new situations.

### Target audience

CEOs, Presidents and Directors, Finance Directors, Corporate Treasurers, Company secretaries, Finance & Accounting Managers, Accountants

### CPD credit

1.5 hours

### About the programme

China is one of the fastest-growing major economies in the past 30 years with an average annual GDP growth rate above 10% and an impressive 8.7% GDP growth in a very difficult year of 2009. Credit risks of Chinese enterprises may be ignored behind this booming scene. Have you ever been concerned about the possibility of payment delay and default of your Chinese buyers? This course will give you information on the current situation of the credit risks of Chinese enterprises.

The speakers will share with members the result of a corporate payment survey of 1,000 Chinese enterprises and a 2009 industry analysis in China. Participants will learn:

- What are the common payment terms of Chinese enterprises?
- What is the payment behaviour of Chinese enterprises?
- How serious is the overdue and default situation in the China market?
- Which types of company are the most risky to trade with?
- Which industries are more risky in China?

\* Please refer [here](#) for descriptions of other competencies and ratings.

