



HKICPA seminar:

## Credit Management: Balance Sheet Protection and Trade Risk Mitigation

Programme Code: S140807S

Many companies have their receivables grown at a faster pace than business and affect cash flow by diverting capital required from other aspects of running the business. 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 also make the receivables more valuable as collateral to lending institutions.

Topics include:

- Days Sales Outstanding (DSO) improvement with credit policy
- assessing credit information on clients, handling collections and litigation
- receivable financing, payable financing, structured trade financing
- local and international credit insurance vs factoring; and role of broker
- credit management when doing business in Greater China - this includes some suggested procedures on credit control in monitoring plants/ branches set up in Greater China, and also areas of concern on domestic sales/exports

**Date** Thursday, 7 August 2014

**Time** 6:30 p.m. – 9:30 p.m.

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

**Format** Seminar including case studies

**Language** Cantonese

**Fee** HK\$430 for HKICPA member or student; and IA/ HKIAAT member or student  
HK\$420 for online enrolment  
HK\$700 for non-member

**Objectives**

- Overview various choices of credit management tools
- Improve balance sheet management

**Speaker** **Ms. Joyce Chan**, Executive Director, International Risk Consultants (Asia) Ltd.

Ms. Chan has 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 advice.

**Participants** Auditors, CEOs, CFOs, Head of Sales & Marketing

**Competency** Accounting and financial reporting;  
Risk management;  
Corporate finance

**Rating** Intermediate Level (Please refer to the [Institute's online CPD Learning Resource Centre](#))

**CPD hours** 3



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 just log on to "My CPA" at  
<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

**Please click here for online enrolment  
 (for HKICPA members only)**

Payment & Enrolment Status Enquiry: 2287 7381  
 e-mail: [finance@hkicpa.org.hk](mailto:finance@hkicpa.org.hk)  
 Fax : 2893 9853

Course Information Enquiry:  
 2287 7386 / 2287 7253  
 e-mail: [cpd@hkicpa.org.hk](mailto: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 <sup>*(2)</sup> (Block Letters)	Programme Code	Fee (HK\$)	
	No.	Status (1)						
1								
2								
3								
4								
							Total (HK\$)	

\* Email address is for enrolment confirmation purpose. Please refer to note (2) for details.

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 : \_\_\_\_\_

**Payment Method** (Please tick the appropriate box)

Cheque (no. \_\_\_\_\_) payable to "Hong Kong Institute of Certified Public Accountants" or "HKICPA" <sup>(6)</sup>

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I would like to have an official receipt. (Remarks: Official receipt will be sent to your email address provided above).

- 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.
  - Successful applicants will receive confirmation of registration by email at least 3 working days before the event. Unsuccessful applicants will also be notified around the same time. If you have not heard from the Institute regarding your registration 2 working days before the event and if you have other enquiries related to the programme, please make enquiry at 2287 7386 or 2287 7253.
  - 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.
  - Please issue SEPARATE CHEQUE for each event.
  - NO REFUND/CANCELLATION will be entertained after the application is processed.
  - 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.
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  - No unauthorized audio or video recording is allowed at CPD events.

For payment by cheque, please fill-in your postal address for refund in case the event is full or cancelled.  
 (Remarks: For payment by credit card, refund will be made directly to your credit card.)

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