

# How to Avoid International Trade Risks, Bad Debt Crises and Seek Business Opportunities amid the Post-Pandemic Era

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**Hugo Ng** Asia-Pacific Leader, Data – Dun and Bradstreet (HK) Ltd

**Language: Cantonese**

The ongoing Covid-19 pandemic has been affecting the global economy for nearly two years. Although the world economy did not fall into recession, many businesses are operating at a faltering pace. Besides, due to the current strained international trade relations and the ever changing political and foreign policy preferences of different countries, many corporations are forced to increase their investment costs on market intelligences and risk management for the purpose of making right decisions and staying competitive in this challenging business environment. According to iQor RMS Collectability Index for the first half of 2021, the repayment ability of companies continues to show a downward trend across 18 major industries worldwide. Overall, the global economic outlook is still considering as "extremely high uncertain" when economic activities are closely engaged with the development of the pandemic.

In this seminar, speakers will explain how to use reliable data to make accurate judgments and prevent different types of business risks in an era of information overload. They will also explore how to use DnB Hong Kong's commercial credit database data, such as shipping data, on risk management and to find business opportunities. Furthermore, through iQor RMS Big Data Analytics of global debt collectability and trends, speakers will provide companies with risk prevention and market trends, and explore the strategies on debt recovery management for international trade.

## Content of seminar:

1. Risks in business world
  - Fraud, credit risk, supplier risk, cyber risk, and third-party risk
2. How can data set be used on risk prevention? The following data element will be elaborated:
  - Entity data
  - Firmographic data
  - Trade data
  - Litigation data
  - Family tree/ UBO (Ultimate Beneficial Owner) data
  - Financial data
  - Shipping data
3. Application and case sharing of the above data sets
4. iQor RMS Collectability Index of 18 major industries around the world – 2021 first half-year
5. iQor RMS big data analysis of global debt collectability and trend
6. Effective debt recovery processes, practices and techniques

## Language:

Cantonese

## Date and Time:

18 November 2021  
(15:00 to 17:30)

## Fee:

Booking through RMS:  
only HK\$380 per person

## Venue:

HKGCC Chamber Theatre  
22/F United Centre

## Speaker(s) :

### **Norris Chan, Senior Consultant, Receivable Management Services (HK) Ltd**

Norris Chan has over 30 years of hands-on experience in the debt collection industry. As a veteran debt receivable practitioner, Chan and his team have managed portfolios exceeding billions of US dollars. He is a popular speaker and has conducted over a thousand seminars in Greater China.

### **Hugo Ng, Asia-Pacific Leader, Data – Dun and Bradstreet (HK) Ltd**

Hugo Ng is passionate about data and has deep insights on data. He has extensive experiences in data management, business management and process, including sales, corporate development, operations, marketing, professional services, business strategy and product development.

BOOKING FORM (Fax: 2201 8288) -----

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Enquiry: Wing Lau      Tel: 2201 8296      wing.lau@iqor.com

Company:

Contact Person:

Tel:

Email:

Name of attendee: Mr/Ms

Position:

Email:

### **PAYMENT BY**



Cheque:

HK\$

(payable to **The Hong Kong General Chamber of Commerce**)

Please post to **Ms Cathy Chan, HKGCC, 22/F United Centre, 95 Queensway, HK**



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