

Publication : Lianhe Zaobao
Heading : Local businesses who want to enter China and India markets must strengthen credit risk management
Date : June 14, 2010
Circulation : 176,000

Coface风险业务单位总经理： 本地企业要进入中印市场 须加强对信贷风险管理

随着中国与印度逐渐形成带领亚洲区域取得增长的领导地位，新加坡企业若要把握机会进入这两个市场，就须要直接或间接加强对信贷风险（credit risk）的管理。

法国信贷保险公司Coface风险业务单位总经理苏凯（Christophe Souquet）指出，各大企业都须要灌输“勿把信贷保险视为一种奢华”的知识。

他说：“2009年是各大公司采取保守作风的一年，它们只要求保留市场份额和客户，但2010年却是渡过危机后的一年，全球焦点转向亚洲，而亚洲公司却过于积极的提供过多的信贷给客户，导致自身风险被迫提高。”

他指出，由于全球的出口市场在去年面临萎缩，中国与印度市场都着重于各自的国内市场，因此各大公司的竞争也有所增加，导致各公司为突围而推出相对“优越”的贷款条件。

根据Coface在去年



苏凯：各大企业都须要灌输“勿把信贷保险视为一种奢华”的知识。

第四季度所进行的调查显示，在去年提供更长久信贷期限的中国企业上扬56%，而印度企业所提供的开放户头（open account）则增加10%至30%。这些现象意味着企业将面临更大的信贷违约风险。

该调查也显示，去年在中国所碰到的延期付款违约例子增加55%，而在印度更有高达95%的企业无法偿还贷款。

对于今年的展望，有80%的印度企业相信信

贷违约的频繁发生将在今年中至年底得到舒缓，而有超过半数的中国企业抱有相同的乐观想法。

该调查是针对905家印度公司和966家中国公司所进行，涉及领域包括制造业、贸易业、纺织业等。

苏凯表示，随着经济情况在各国逐渐好转，公司盈利也会随之好转，但对信贷的需求将会持续增加，因为国内的竞争会进而加剧。

Coface区域常务董事施派特尔（Jean-Claude Speitel）说：

“平衡企业增长和风险管理将会是各个企业在目前经济增长轨道中取得盈利的成功秘诀。”

他说，Coface所处理的两种主要信贷风险包括商业风险和政治风险。商业风险直接与公司产品的买家挂钩，指买家或许会发生信贷违约的风险，而政治风险则是针对买家所属国家的风险，即买家所处环境而非买家本身的风险。

As China and India take the lead as growth leaders in Asia, Singaporean companies who want to seize the opportunity to enter these markets need to strengthen their credit risk management, directly or indirectly.

Christophe Souquet, General Manager of the Risk Business Unit at Coface Singapore, pointed out that large enterprises need to be mindful of the fact that credit insurance is not a luxury.

“In 2009, major companies were conservative and only concerned about retaining their market share and clients. However, in 2010, a year after the crisis, these companies have turned their attention to Asia. As a result, Asian companies are giving out too much credit loans, and this increases their risk,” he said.

Coface, which has a 60-year track record in global export credit risk, conducted a series of Payment Surveys and found that 56% more companies in China are now offering longer credit terms to customers, while businesses in India have increased their sales of open accounts by 10 to 30% in the past year. These riskier forms of credit expose businesses to a greater risk of payment defaults, especially if the economic recovery slows down or stalls.

The survey also showed that businesses are still dealing with the aftermath of the economic crisis. Extended payment defaults in China increased by 55% last year, and up to 95% of Indian businesses have had customers who could not pay them.

In India, 80% of businesses are confident that payment defaults will ease by mid- to end-2010. A similar picture is emerging in China, with over 50% sharing a similarly positive outlook.

Jean-Claude Speitel, Regional Managing Director of Coface, said, “A balanced start up and proper risk management is the winning formula for businesses to make a profit in times of economic growth.”

He also highlighted the two types of credit risk that Coface offers - economic and country risk. Economic risk entails the risk of business consumers who might default on payments, and country risk pertains to the risk of the company's political climate and business environment.