

Workshop on Online NPL Trading Platform — From Concept to Pilot

- **Dates:** 20–21 November 2025 (UTC+7, Vietnam Standard Time)
- **Format:** Online via MS Teams
- **Organizers:** ADB, KAMCO
- **Participants:** ZSAMC, BHZXAMC, VAMC, DATC, MAMCO, FPL, Baichang Technology Group, Agency for Regulation and Development of the Financial Market (FINREG) Kazakhstan

DAY 1 — 20 November 2025 (Thursday)

Theme: Common Understanding and Requirement Definition

Time (ICT)	Session / Activity	Lead / Expected Output
09:00–09:10	Opening Session	Welcome remarks and Presentation (<i>Ms. Inha Shin, ADB</i>) <ul style="list-style-type: none"> • Workshop objectives and deliverables • Overview of ADB’s research foundations: Road Map, Implementation Guide, and Pilot Project Concept Note
09:10–09:30	Proposals from leading members	<ul style="list-style-type: none"> • KAMCO: Exploring Cross-Border Scaling of the VAMC Consulting Project Model (<i>Mr. Sun Joon Choe</i>) • ZSAMC: Expanding IPAF’s role in Facilitating NPL Transactions across Asia (<i>Mr. Li Chuanquan</i>)
09:30–10:20	Case Study Round-up (Plenary)	Case presentations (10 min each) and Discussion : Review of institutions’ ongoing initiatives in online NPL platforms and related foreign investment opportunities <ul style="list-style-type: none"> • [ROK] KAMCO (<i>Mr. Sun Joon Choe</i>) • [VIE] VAMC (<i>Mr. Vu Ngoc Minh, VAMC</i>) • [PRC] Baichang Technology Group (<i>Mr. Zhenyu Huang</i>) • [KAZ] FINREG (<i>Mr. Ivan Moysov</i>) <p>→ Output: Lessons and relevance to Asia-Pacific.</p>
10:20–10:30	Break	
10:30–11:20	Country Snapshots (Lightning Talks)	Short interventions (5 min each) and Discussion : Share country experiences in foreign NPL investments – or, where cases are absent, identify key obstacles <ul style="list-style-type: none"> • [VIE] DATC (<i>Ms. Do Hong Trang</i>) • [PRC] BHZXAMC (<i>Mrs. Jiaomei Chai</i>) • [MON] MAMCO (<i>Mr. Bilguun Badamsuren</i>) • [KAZ] FPL (<i>Ms. Sagynysh Aitkhankyzy</i>)

Time (ICT)	Session / Activity	Lead / Expected Output
		→ Output: Key gaps and alignment opportunities.
11:20–13:00	Lunch Break	
13:00–14:20	In-Depth Thematic Sessions on Practical Challenges	<p>In-Depth Thematic Sessions on Practical Challenges (20 min per topic)</p> <ol style="list-style-type: none"> Governance & Ownership Model: Review and shortlist of options — (i) Joint AMC Consortium, (ii) ADB-hosted Platform, (iii) Network of Platforms, (iv) Third-party Operator, etc. Data & Disclosure Standards: Develop Regional Minimum Dataset (v1) based on KAMCO’s proposal. Define data validation, anonymization, and access control principles. Legal, Regulatory & FX/Tax Issues: Discuss Legal and Regulatory Issue and Cross-border Checklist covering KYC/AML, e-signature, FX, taxation, and arbitration. Technology & Operational Model: Outline IT infrastructure requirements and CAPEX. Discuss phased development, cloud/IDC options, and potential functions that could be enhanced through AI.
14:20–14:30	Wrap-up	

DAY 2 — 21 November 2025 (Friday)

Theme: Consensus Building and Pilot Design Finalization

Time (ICT)	Session / Activity	Lead / Expected Output
09:00–09:10	Recap & Agenda Overview	Summary of Day 1 outcomes and objectives for Day 2. <i>(Ms. Inha Shin, ADB)</i>
09:10–09:50	Pilot Design Finalization & Road Map Discussion	Confirm the pilot framework, including asset scope, dataset, participant roles, testing sequence, and KPIs. Define project milestones and the resource plan.
09:50–10:00	Break	
10:10–10:20	Consensus Note Adoption	Endorse the Consensus Note (v1) summarizing the agreed pilot design and implementation roadmap.
10:20–10:30	Closing & Next Steps	Closing remarks. Confirm the follow-up WG meeting and linkage to the IPAF Summit 2026.