

# VIET CAPITAL VIETNAM ACCESS DAY

23-24 October 2012  
InterContinental Hotel , Ho Chi Minh City, Vietnam

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## Agenda

### DAY 1

- 8:15 Registration and coffee
- 9:00 **Opening remarks**  
Mr Michel Tosto, Head of Institutional Sales, Viet Capital Securities
- 9:10 **Welcoming address**  
Ms Nguyen Thanh Phuong, Chairwoman of Viet Capital
- 9:20 **Presentation on the Economy**  
Mr Vu Thanh Tu, Head of Research, Viet Capital Securities
- 9:45 **Panel I: Challenges for Vietnam's Economy**  
Mr Vu Thanh Tu, Head of Research, Viet Capital Securities  
Mr Sanjay Kalra, Country Head, IMF  
Mr Tomoyuki Kimura, Country Head, ADB  
Mr Marco Breu, Managing Partner / CEO, McKinsey & Company  
State Bank of Vietnam. Deputy General Director
- What opportunities and challenges is the government shift from growth to stability posing for investors?
  - Will the SBV succeed in keeping inflation under control in the second half of this year? What is the outlook for the Dong?
  - Will Vietnam trade deficit continue to stabilise in the near term?
  - How are the interrelated problems of bank solvency and real estate values being tackled?
  - How much of a threat is slow growth in China and a slow economic recovery in the US and Europe to Vietnam economy?
  - How is increasing inter-dependency amongst regional economies affecting Vietnam economy?
- 10:30 *Coffee Break*
- 11:15 **Panel II: Legal Challenges to Economic Development**  
Mr Jérôme Buzenet, Managing Partner, DFDL  
Mr Tony Foster, Managing Partner, Freshfields Bruckhaus Deringer  
Mr Mark Fraser, Managing Partner, Frasers International Lawyers  
Mr Kevin B. Hawkins, Managing Partner, Mayer Brown JSM  
Mr Seck Yee Chung. Partner, Baker & Mckenzie
- What are the key legal issues that make it difficult for foreign and domestic investors to grow in Vietnam?
  - How quickly is the WTO implemented? Are there key aspects where you see issues today or in the near future?
  - What does Vietnam do well? How does it compare to the region?
  - How detrimental are current laws to foreign investments in the retail sector?
  - What promising key legal development are expected in the near future?
- 12:00 *Lunch (included)*
- 13:30 **Presentation on Vietnamese Consumerism**  
Mr Ralf Matthaes, Managing Director, Taylor Nelson Sofres (TNS)

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### DAY 1 (continue)

- 14:00 **Panel III: Retail/FMCG**  
Mr Ralf Matthaes, Managing Director, Taylor Nelson Sofres (TNS)  
Mr Dao The Vinh, CEO, Golden Gate (Sumo BBQ, Kichi Kichi, Ashima)  
Mr Andrew Nguyen, CEO, IFB Holdings (Pizza Hut, Subway, Coffee Bean)  
Masan Group (MSN)
  - What steps are being taken towards developing Vietnam's retail sector into a more efficient and productive industry?
  - How are shifting demographic patterns affecting this sector's outlook?
  - Which companies are increasing their 'share of wallet' with Vietnamese consumers?
  - What progress is being made towards developing stronger distribution channels for the retail sector?
  - How has branding evolved and where do you think it is standing today?
  - How has the retail sector combated the challenge of escalating inflation?
- 14:45 **Panel IV: Agriculture**  
Mr Prakash Jhanwer, Regional Controller, Olam  
Mr Nguyen Ba Chu, CEO, Société de Bourbon Tay Ninh (HSX: SBT)  
Ms Nguyen Thi Le Hong, Chairwoman & General Director, Proconco Animal Feed  
Ms Truong Thi Le Khanh, Chairwoman & CEO, Vinh Hoan Seafood (VHC)  
Mr Cao Hoai Duong, CEO, Petrovietnam Fertilizer and Chemicals Corporation (DPM)
  - How is Vietnam's agricultural sector responding to increasing domestic demand?
  - How can Vietnam build globally competitive agro-based brands and businesses?
  - What steps are being taken to develop sustainable agricultural practices in Vietnam?
  - What funding requirements does the agricultural sector have?
  - How can investors capitalise on these?
  - Who are the 'stand out' companies in this sector?
- 15:30 *Coffee Break*
- 16:15 **Panel V: IT/Media Convergence**  
Mr Henry B. Nguyen, Managing Partner, IDG Ventures Vietnam  
Mr Ralf Matthaes, Managing Director, Taylor Nelson Sofres (TNS) Media  
Mr Le Hong Minh, Founder and CEO, VNG Corporation  
Mr Phan Sao Nam, CEO, VTC Online  
Mr Vuong Vu Thang, Founder and COO, VC Corporation
  - How important is becoming online content compared to traditional medias?
  - What has been the trend in the past few years? Where do you foresee it going in the next 5 years?
  - What proportion of an advertiser wallet goes for online/mobile advertising?
  - What are the main difficulties in obtaining financing for companies in the sector?
  - The sector seems very fragmented, do you foresee consolidations?
  - Who are the 'stand out' companies in this sector?
- 17:00 **Close of day one**  
Mr Michel Tosto, Head of Institutional Sales, Viet Capital Securities
- 19:00 **Gala Dinner** hosted by Ms Nguyen Thanh Phuong, Chairwoman of Viet Capital  
By invitation, maximum 2 per company.

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### DAY 2

- 8:15 Registration and coffee
- 9:00 **Opening keynote address**  
Mr To Hai, CEO, Viet Capital Securities
- 9:10 **Presentation: Stock Market Development in the next 3-5 years**  
Mr Le Hai Tra, Market Development Department, Ho Chi Minh City Stock Exchange  
Mr Nguyen Son, Head of Market Development, State Securities Commission
- 9:30 **Panel I: Banking**  
Mr Nam Nguyen, Deputy CEO, Viet Capital Bank  
Mr Brett Krause, Managing Director / Country Officer, Citi  
Mr Tareq Muhmood, CEO, ANZ Bank  
Mr Marco Breu, Managing Partner / CEO, McKinsey & Company
- Which Vietnamese banks have emerged the strongest from the recent SBV-led bank consolidation exercise?
  - How severe are the liquidity risks facing the banking sector? How is this impacting industry in the country? What is being done to ease liquidity constraints on the real economy?
  - Will we continue to see the SBV force weaker banks to merge in the coming months? What obstacles will they need to overcome in order to do so successfully? How would further such mergers impact the markets?
  - Under what circumstances would the SBV loosen credit growth policies for the banking sector?
  - What opportunities would a government sell off of part of the state owned banks present to investors?
  - What knock-on effects is the squeeze on banking liquidity having on equity markets and other asset markets?
  - What role can foreign banks play in supporting growth in Vietnam?
- 10:15 *Coffee Break*
- 11:00 **Panel II: Real estate**  
Mr Tran Quyet Thang, Chairman Refico  
Mr Adam Bury, Head of Research, CBRE Vietnam  
Mr Nguyen Ba Duong, CEO/Chairman, Cotecon (CTD)  
Mr Le Minh Tuan, Deputy CEO, DIC Corp (DIG)  
Mr Nguyen Thuy Nhan, CEO, Binh Chanh Construction (BCI)
- The sector is still facing a shortage of capital. What are its principal funding requirements? How can the sector reduce its reliance on bank funding? What alternative funding sources are available?
  - What steps is the government taking to encourage the development of the real estate sector?
  - As the government tries to stimulate investment in the real estate sector, how are they changing the legal framework for investors?
  - How can Vietnam fulfill the demand for rental property development?
  - Which locations offer investors the best potential return?

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### DAY 2 (continue)

11:45 **Panel III: Health care**

Mr Tuan Pham, Managing Director , Viet Capital Asset Management

Mr Le Van Huong, Chairman, Japan and Vietnam Medical (JVC)

Ms Pham Thi Viet Nga, CEO, Hau Giang Pharmaceuticals (DHG)

Dr Nguyen Huu Tung, Chairman of Hoan My Group - Chairman of Hoan My Medical School

Mr. Lai Voon Hon, General Director, Hoa Lam Shangri-La Hi-tech Healthcare Park

- How is the sector looking like in terms of demand and supply? What is over/under supplied?
- What steps is the government taking to encourage the development of the sector?
- What are the main difficulties in operating in the sector? Would you have suggestions for streamlining?
- There has been several high-profile acquisitions in the past few years, do you think this will continue?
- How is the integration post-acquisition?

12:30 **Close of day two**

Mr Michel Tosto, Head of Institutional Sales, Viet Capital Securities

12:35 *Lunch (included)*

**End of the event.**

The rooms are available all day for breakout meetings with companies.

Cost: USD 800 per person. Free for invited guests.