



The Canadian Chamber of Commerce in Vietnam
 La Chambre de Commerce du Canada au Vietnam
 Hiệp hội Doanh nghiệp Canada tại Việt Nam

PRIVATE EQUITY INVESTMENT IN VIETNAM: EMERGING TRENDS AND INVESTMENT STRUCTURES

11am - 2pm on Wednesday, Sept 16th

New World Hotel Saigon, 76 Le Lai St., Dist. 1

The market for private equity deals is heating up in Vietnam. This luncheon will gather leading experts from Vietnam's investment and business community to discuss the many issues surrounding private equity investment, including deal structures, legal changes and case studies. As private equity emerges as a legitimate asset class in Vietnam, this luncheon will give participants a solid understanding of the issues and options in Vietnam's ever-changing investment landscape.

GUEST SPEAKERS



Mr. Fred Burke *Managing Partner Baker & McKenzie LLP*

Fred has experience practicing in Private Equity; Mergers and Acquisitions; Securities; Banking & Finance; Venture Capital and Corporate & Commercial. He has twenty years' experience in the planning, negotiation and operation of foreign investment projects in Vietnam and China, as well as in the related issues of securities law, finance, construction, taxation, regulatory compliance, labor, intellectual property and technology transfer. Fred's cases include advising strategic investor bidders in the two largest equitizations in Vietnam, one in insurance (Bao Viet) the other in banking / securities (Vietcombank).



Mr. Stephen Gaskill *Advisory Partner PricewaterhouseCoopers*

Stephen is the Advisory Partner who leads the PwC advisory team of twenty five staff in Vietnam and has extensive experience of the Vietnam market gained over the course of 13 years located in the country. Stephen has spent most of his working life time in Vietnam in the accounting profession delivering auditing and advisory services to clients in the Private Equity, commercial and donor funded sectors. Stephen's main specialism is due diligence services having been involved in numerous such assignments for Private Equity clients such as Vinacapital, Bankinvest, Lombard and Prudential, as well as for inbound international commercial companies over the past thirteen years. He also has ongoing involvement in the delivery of PwC's corporate finance, valuation and strategy advice to a wide spectrum of international and local clients and inbound investment advice to new market entrants.



Mr. Andy Ho *Managing Director and Head of Investment VinaCapital*

Andy Ho is Managing Director and Head of Investment of VinaCapital Investment Management Ltd, where he oversees the capital market, private equity, fixed income and venture capital investment teams. Previously, Mr. Ho was Director of Investment at Prudential Vietnam's fund management company, where he managed the capital market portfolio and Prudential's bank investment strategy. He has also held management positions at Dell Ventures (the investment group of Dell Computer Corporation) and Ernst & Young. Mr. Ho is a leading authority on capital market investment, privatisations, and private equity deals and structures in Vietnam, where he has led private placement deals totaling over USD200 million.



Mr. Spencer White *CFA Co-Founder and Managing Partner D2 Capital Partners*

Spencer has spent the past two decades working in capital markets throughout Asia. He has successfully built and managed a number of different businesses within international investment banks, advised corporate clients in both emerging and developed markets and invested in a wide-spectrum of assets. D2 Capital is an independent, privately owned, investment and advisory partnership. It is active across the spectrum of investment assets whilst simultaneously applying the accumulated global capital market experience of its team to a diverse range of advisory situations. Prior to co-founding D2 Capital Partners Spencer was a Managing Director of Merrill Lynch and prior to that an Associate Director with AIB Govett Asset Management in London, specializing in emerging market investment opportunities.

Members & Co-host Members: \$40 USD Non-members: \$50 USD

Please register in advance through the CanCham Office as seating is limited

Tel : 08 3824 3754 Email : hcmc@canchamvietnam.org Add: Room 305, 3rd Floor, New World Hotel Saigon, 76 Le Lai St., Dist 1.

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