



European Chamber of Commerce in Vietnam



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## EuroCham Business Briefing & Luncheon

### The Right Time to Invest? The Vietnamese Capital and M&A Markets in 2010/2011

Thursday 26th August 2010 in HCMC and Tuesday 31st August 2010 in Ha Noi

Since the early 2000s, the growth of the Vietnamese capital markets and the surge in Mergers and Acquisitions (M&A) activities has greatly contributed to the development of Vietnam. Over the past years, Vietnam has witnessed a continued growth in deal activity in all sectors, and transactions with increasingly more and larger domestic companies involved. With the Vietnamese economy now in recovery, both foreign and Vietnamese companies are showing an increasing interest for investment, both in M&A / Private Equity targets and generally into the growing Vietnamese capital markets, including stock and bond markets.

Is it the right time to invest into Vietnamese capital markets now? Which sectors would be the most attractive ones? Our Business Briefing will approach the topic from both an economic and a regulatory side: First, the briefing will explore the economic trends for the capital and M&A markets in Vietnam. Second, we will look at the regulatory framework for transactions in Vietnam, and potential obstacles when investing into the capital and M&A markets in Vietnam.



**Mr. Giles Cooper - Partner, Duane Morris LLC**  
*Speaker for HCMC & Hanoi events*

Giles Cooper is branch director for Duane Morris' HCMC office. Practicing in the area of corporate, commercial law with a focus on international law in South East Asia, Giles has over a decade's experience helping foreign investors in Vietnam particularly with major projects and construction, mergers and acquisitions, securities, contract negotiation, banking and finance, and employment law matters. Giles is a graduate of Victoria University in Wellington and the University of Canterbury in Christchurch, New Zealand. He is a barrister and solicitor of the High Court of New Zealand and a registered foreign lawyer in Vietnam.



**Mr. Adrian F. Cundy - Director, Head of Research**  
*VinaSecurities - Speaker for HCMC event*

With over 13 years of experience in emerging markets, Adrian has held leadership positions in equity & sector research and team & product management roles in both buy & sell-side investment environments. Coming to VN in 11/2007 as a consultant for IPA Financial, Adrian joined The VinaCapital Grp in 5/2008 as Director, Head of Research. Prior to VN, he was Head of Investment Specialists, Equities with Prudential Asset Management in HK & spending 5 years in Singapore as Head of Research, Asia and Regional Telecom Analyst for RCM Global Investors. He began his investment career in Asia, spending 5 years as a sell-side equity analyst in Indonesia after completing a B.A. in Economics from the University of Western Ontario in Canada.



**Mr. Mark Oakley - Special Counsel,**  
**Duane Morris LLC**  
*Speaker for HCMC & Hanoi events*

Mark Oakley is Special Counsel based in Duane Morris' HCMC office and practices in the area of mergers and acquisitions, corporate and commercial law, focusing on foreign direct investments into Vietnam. Before coming to VN, Mark worked in London, Singapore and the Middle East and advised multinational clients on various international transactions involving banking, structured finance, M&A, joint ventures, acquisition finance and commercial agreements. Mark is a solicitor of the Supreme Court of the Judicature of England and Wales and a registered foreign lawyer in Vietnam.



**Mr. Hoang Vu Binh - Director, Corporate Finance**  
*VinaSecurities - Speaker for Hanoi event*

Prior to joining VinaSecurities in 2007, Binh served as head of corporate finance at Vietcombank Securities for almost 3 years. He has been extensively involved in various landmark projects as a team leader in strategic sales: IPO of Eximbank; advisor for But Son Cement's IPO; divestiture and IPO of Sucrerie De Bourbon Tay Ninh; underwriting corporate bond issue of Song Da Corporation and Vietnam Steel Corporation; Project Financing Advisory for Vietnam Express's feasibility study of a VND 9,700b expressway on the Long Thanh – Dau Giay – HCMC corridor. Before, he worked for KPMG and the State Securities Commission. Binh has a Bachelor of Banking from National Economics University, Vietnam & an MBA from International University of Japan.

**HCMC: 11.00 - 14.00, Thursday, 26th Aug 2010**

at Caravelle Saigon, Ballroom 3F - 19 Lam Son Square, Dist. 1

Email: [events-hcmc@eurochamvn.org](mailto:events-hcmc@eurochamvn.org) - fax: 08.38272743

**Hanoi: 11.00 - 14.00, Tuesday, 31st Aug 2010**

at Sofitel Metropole, Thang Long Hall - 56 Ly Thai To, Ha Noi

Email: [linh@eurochamvn.org](mailto:linh@eurochamvn.org) - fax: 04.37152218

**Fee: (for both locations)**

Member & co-host: **VND650,000**

Non-member: **VND850,000**

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Member of: \_\_\_\_\_ Non-member:

**Co-hosts:**



All cancellations must be made 24 hours prior to the event otherwise 'no show' will be charged due to obligations with the venue.