

## Rediscovering Vietnam's Real Estate Potential

22 September 2006  
Pacific Place Conference Centre, Hong Kong

Vietnam made remarkable progress in the 1990s. It was once one of the fastest growing economies in the world, attracting strong foreign investment in the real estate sector. However, three out of four real estate transactions are believed to take place in the unofficial market. Investors' interest started to wither due to bureaucracy, anomalies and legalities.

After an extended freeze, the real estate market in Vietnam is now showing signs of recovery. Recent changes in policies have been paving the way for the recovery. The Vietnamese Government is putting its effort into providing an appropriate legal foundation so investors can easily access, or withdraw from, the country's real estate market while also allowing for the establishment of a stable and predictable environment to develop the sector.

Johnson Stokes & Master and CB Richard Ellis have jointly organised a half-day seminar to help investors rediscover the potential of the Vietnam real estate market as well as to reveal proven strategies for making successful investments in Vietnam.

You are cordially invited to join us.

Please find details of the seminar below.

Time	Session
2.00pm - 2.30pm	<b>Registration</b>
2.30pm - 2.35pm	<b>Welcome</b> <i>Andrew MacGeoch, Partner, Johnson Stokes &amp; Master</i>
2.35pm - 3.00pm	<b>The Vietnam real estate market: the good, the bad and the ugly?</b> <i>Marc Townsend, Managing Director, CB Richard Ellis</i>
3.00pm - 3.45pm	<b>Structuring successful deals in Vietnam - An overview of key legal issues</b> <i>Dao Nguyen, Partner, Johnson Stokes &amp; Master</i>
3.45pm - 4.15pm	<b>Break</b>

4.15pm - 5.15pm	<b>Panel discussion</b> <b>Dao Nguyen</b> , <i>Partner, Johnson Stokes &amp; Master</i> <b>Marc Townsend</b> , <i>Managing Director, CB Richard Ellis</i> <b>Nick Brooke</b> , <i>Chairman, Professional Property Services Group</i> <b>Rick Mayo-Smith</b> , <i>Chief Executive, Indochina Capital</i> <b>Raymond Cheng</b> , <i>Director, The HK Chiap Hua Group</i> <b>Andrew MacGeoch</b> , <i>Partner, Johnson Stokes &amp; Master</i> (Moderator)
5.15pm - 5.20pm	<b>Closing</b>
5.20pm - 7.00pm	<b>Cocktail reception</b>

**The seminar is free of charge and is for invited guests only. Due to limited seating, registrations are available on a first-come, first served basis. Please [register](#) on or before 1 September 2006.**

For more information, please contact  
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CB RICHARD ELLIS

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**Salutation\*:**                      Dr      Mr      Mrs      Ms

**First Name \*:**

**Last Name \*:**

**Company \*:**

**Job Position \*:**

**Telephone \*:**

**Fax:**

**Office Address:**

**Email \*:**

\* required fields

Before submitting your registration, please click [here](#) to print a copy for your own reference.

For more information, please contact  
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