



# Vietnam Finance and Capital Markets Conference

## HỘI THẢO THỊ TRƯỜNG VỐN VÀ TÀI CHÍNH VIỆT NAM

30 November, 2009, Melia Hotel, Hanoi  
Ngày 30 tháng 11 năm 2009, Khách sạn Melia, Hà Nội

### Rebound and Recovery

Monday 30 November

07:30 – 08:20	<b>Registration and Coffee</b>	<i>Grand Ballroom Foyer (1<sup>st</sup> floor)</i>
<b>All panel sessions will take place in the Grand Ballroom</b>		
08:20 – 08:30	Euromoney Opening Remarks: <b>Tony Shale</b> , Chief Executive Officer, Euromoney Institutional Investor, Asia	
08:30 – 08:40	Opening Keynote Address: <b>Vu Van Ninh</b> , Minister, Ministry of Finance	
08:40 – 09:55	<p><b>Panel I: Vietnam's Economic Outlook</b></p> <ul style="list-style-type: none"> <li>• How effective has the stimulus package been? Are further stimulus policy reforms expected? How strong is Vietnam's recovery and rebound compared to its regional peers?</li> <li>• With the economic crisis causing depressed asset valuations worldwide, many investors are looking to their home markets for attractive returns. Has this affected investment into Vietnam or does the fundamental Vietnam investment opportunity remain the same? What investment sectors present the greatest opportunity for investors?</li> <li>• The central bank has kept the base rate unchanged since February 2009, which has helped to slow inflation. Has the right balance been struck between maintaining economic growth and managing inflation?</li> <li>• What impact have the large changes in US dollar and Vietnamese dong demand had on currency stability and availability? What is the outlook for both inflation and currency stability? How should currencies in the region be managed?</li> <li>• How can the equitization process of the large SOEs support greater financial market liquidity?</li> </ul> <p>Introductory Speaker: <b>Nguyen Huu Tu</b>, Deputy Chief, Central Communist Party Committee Office</p> <p>Moderator: <b>Tony Shale</b>, Chief Executive Officer, Euromoney Institutional Investor, Asia</p> <p>Speakers:  <b>Ayumi Konishi</b>, Country Director for Vietnam, Asian Development Bank (ADB)  <b>Nguyen Dang Binh</b>, Deputy Director General, General National Economy Department, Ministry of Planning and Investment  <b>Ho Nam Nguyen</b>, Chief Executive Officer, Sacombank-SBS  <b>Vu Quang Thinh</b>, Chief Executive Officer, SGI Capital</p>	
09:55 – 10:10	Keynote Address: <b>Duy Hung Nguyen</b> , Chairman and Chief Executive Officer, Saigon Securities Inc.	
10:10 – 11:15	<p><b>Panel II: Debt Capital Markets</b></p> <ul style="list-style-type: none"> <li>• What policy and administrative changes are being introduced to improve the market's efficiency and effectiveness? What changes can be expected in the debt capital markets in 2010? What are the priority reform issues?</li> <li>• What transactions can be expected now that Decree 53/2009/ND-CP, which outlines the procedures for large Vietnamese SOEs to tap off-shore markets, has passed?</li> <li>• The syndicated loan-market continues to develop, with several large transactions in 2009. What opportunities</li> </ul>	

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	<p>and challenges are presented by this funding channel? What can be expected in 2010?</p> <ul style="list-style-type: none"> <li>• How have yields and tenors in Vietnam's domestic bond market been affected by the dislocation of the international markets? Are renewed inflation expectations affecting the attractiveness of bonds?</li> </ul>
	<p>Introductory Speaker: <b>Nguyen Ngoc Anh</b>, Deputy Director General, Banking and Financial Institutions Department, Ministry Of Finance</p>
	<p>Moderator: <b>Lawrence White</b>, Asia Editor, <i>Euromoney</i></p> <p>Speakers:</p> <p><b>Nguyen Duc Thai Han</b>, Vice President, Asia Commercial Bank Vietnam</p> <p><b>Nguyen Thien Bao</b>, Deputy Chief Executive Officer, PetroVietnam Finance Corporation (PVFC)</p> <p><b>Nguyen Thanh Huong</b>, Managing Director, Head of Investment Banking, Saigon Securities Inc. (SSI)</p> <p><b>Do Ngoc Quynh</b>, General Secretary, Vietnam Bond Market Association (VBMA)</p>
11:15 – 11:35	<p><b>Coffee Break</b> <span style="float: right;"><i>Grand Ballroom Foyer (1<sup>st</sup> floor)</i></span></p>
11:35 – 12:40	<p>Panel III: <b>Banking and Financial Sector Reform</b></p> <ul style="list-style-type: none"> <li>• The government is keen to expand and improve the banking and financial markets. What progress has been made so far? What further reforms need to be implemented?</li> <li>• What are the new roles and opportunities for state owned banks, joint stock banks, global banks and the new local banking franchises of the global banks? How have Vietnamese banks and other financial companies responded to increased competition within the financial sector? What are the plans of the leading Vietnamese banks?</li> <li>• What new types of products and services are being introduced to increase the financing options available to Vietnamese companies and the general population?</li> <li>• Where are the main opportunities for foreign investors in the financial sector? Which models of foreign investment have proven most successful?</li> <li>• Who are the current winners in Vietnam's banking sector and how will this sector evolve in the near future? What role are Vietnamese banks playing outside of Vietnam?</li> </ul> <p>Introductory Speaker: <b>Le Duc Cu</b>, Director, Banking Business Department, Banking Association of Vietnam</p> <p>Moderator: <b>William Pesek</b>, Asia Pacific Columnist, <i>Bloomberg</i></p> <p>Speakers:</p> <p><b>Pham Quoc Thanh</b>, Deputy General Director, ABBank</p> <p><b>Ly Xuan Hai</b>, President and Chief Executive Officer, Asia Commercial Bank Vietnam</p> <p><b>Dominic Scriven OBE</b>, Co-founder, Director, Dragon Capital Group Limited</p>
12:40 – 14:05	<p><b>Lunch sponsored by Asia Commercial Bank</b> <span style="float: right;"><i>Thang Long Ballroom (7<sup>th</sup> floor)</i></span></p>

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14:05 – 15:10	<p><b>Panel IV: Infrastructure Financing Models</b></p> <ul style="list-style-type: none"> <li>• The government has announced plans to issue \$1.2bn in bonds in 2009 to fund infrastructure projects. What other instruments are available for project financing and risk management? How effective are they? What are the priority projects and, realistically, how will these be funded?</li> <li>• Has the potential role of PPPs changed over the global financial crisis? What international models are applicable for Vietnam?</li> <li>• The role of project finance actors has changed in the post-crisis world. How is that reflected in Vietnam's projects?</li> </ul>
	<p>Introductory Speaker: <b>Tran Van Ta</b>, Vice Chairman and Chief Executive Officer, State Capital and Investment Corporation</p>
	<p>Moderator: <b>William Pesek</b>, Asia Pacific Columnist, <i>Bloomberg</i></p> <p>Speakers:</p> <p><b>Stuart Dean</b>, President, GE ASEAN</p> <p><b>Ngo Quang Trung</b>, Deputy Director General, Hanoi Investment Fund for Development (HANIF)</p> <p><b>Simon Andrews</b>, Regional Manager for Vietnam, Cambodia, Lao PDR and Thailand, International Finance Corporation (IFC)</p>
15:10 – 15:25	<p>Address: <b>Peter R. Ryder</b>, Co-Chairman and Chief Executive Officer, Indochina Capital Corporation</p>
15:25 – 15:45	<p><b>Coffee Break</b> <span style="float: right;"><i>Grand Ballroom Foyer (1<sup>st</sup> floor)</i></span></p>
15:45 – 16:50	<p><b>Panel V: Equity Capital Markets – Portfolio Investment</b></p> <ul style="list-style-type: none"> <li>• How will global liquidity, improvements in risk appetite, falling core markets volatility and rebounding commodity prices contribute to the growth of Vietnam's equity markets? Are any policy changes expected? What is a realistic medium term valuation for Vietnam?</li> <li>• How has the financial crisis affected FDI and FII? What measures are being taken to improve FDI and FII inflow as the global economy recovers?</li> <li>• How full is the domestic deal-flow pipeline? What role will SOE equitization play in the market?</li> <li>• How are the origins and type of portfolio flows into Vietnam changing and evolving? What are the new growth areas? What role will the growing area of sustainable investment play in Vietnam's future?</li> <li>• What role do funds have in bringing Vietnamese opportunities to the global investor base and provide liquidity and access? How are they key drivers of liquidity and market access?</li> </ul>
	<p>Introductory Speaker: <b>Dr Nguyen Doan Hung</b>, Vice Chairman, State Securities Commission (SSC); Chairman, Ho Chi Minh Stock Exchange (HOSE)</p>

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	<p>Moderator: <b>Lawrence White</b>, Asia Editor, <i>Euromoney</i></p> <p>Speakers:</p> <p><b>Tran Van Dzung</b>, Chief Executive Officer, Hanoi Stock Exchange</p> <p><b>Louis Nguyen</b>, Chairman and Chief Executive Officer, Saigon Asset Management (SAM)</p> <p><b>Le Le Hang</b>, Managing Director, Head of Research and Investment Advisory, Saigon Securities Inc. (SSI)</p> <p><b>Nguyen Quoc Khanh</b>, Board Member and Head of the Audit Committee, VietNam Holding Limited</p> <p><b>Andy Ho</b>, Managing Director and Head of Investment, VinaCapital Group</p>
16:50 – 17:00	Closing Comments: <b>Tony Shale</b> , Chief Executive Officer, Euromoney Institutional Investor, Asia
17:00	<b>Close of Conference</b>

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