

MAY 20TH 2011,

Marina Bay Sands Hotel, Singapore

10 Bayfront Avenue, Singapore 018956



 **DFDLMEKONG**
LEGAL AND TAX ADVISERS

IN PARTNERSHIP WITH :

 **VictoryCapital**  **VinaCapital**  **ANZ Royal**  **CBRE**
CB RICHARD ELLIS  **sh**
STEPHENSON HARWOOD

THE NEW STOCK EXCHANGES IN LAOS AND CAMBODIA

FOREIGN INVESTORS CONFERENCE

THE EVENT IS SUPPORTED BY Lao Securities Exchange Securities and Exchange Commission of Cambodia Singapore Business Federation International Enterprise Singapore



INTRODUCTION

As the stock exchanges in Laos and Cambodia are opening for business, foreign investors look into the new opportunities that are created by this milestone. Investment in two of South-East Asia's promising emerging markets grows into a new and exciting phase. This conference is specifically designed to meet the needs of foreign investors into Laos and Cambodia.

In cooperation with the Lao Stock Exchange and with the Securities Exchange Commission of Cambodia, this conference offers the valuable practical and legal information, business networking opportunities and government liaison that foreign investors need to explore the region's newest securities markets.

The one-day conference features regulators and policy makers, lawyers, accounting firms and security advisers and brokers.

Break-away sessions offer specific information on important issues such as IPO procedures, due diligence, and tax implications while sector briefings focus on investment in the power sector, telecommunication, agriculture, manufacturing and financial services.

PROGRAM

MORNING (LAOS) MAY 20TH 2011

- 9.00 – 9.05** OPENING OF THE CONFERENCE
- 9.05 – 9.15** KEYNOTE ADDRESS: *Mr. Dethphouvang Moularat*, Chairman & CEO of Lao Securities Exchange
- 9.15 – 10.00** PIPELINE: Companies that are considering to list in Lao PDR, analysis, comments
- 10.00 – 10.45** PANEL: The most attractive Industry Sectors in Lao PDR
- 10.45 – 11.15** Break
- 11.15 – 12.00** PANEL OF PROFESSIONAL CONSULTANTS: Key Legal, Accounting & Tax Issues for IPO and Investment in Lao PDR
- 12.00 – 13.15** Networking Luncheon with LSX and SECC

AFTERNOON (CAMBODIA) MAY 20TH 2011

- 13.15 – 13.25** KEYNOTE ADDRESS: *H.E. Mr. KAO Thach*, Deputy Director General of Securities and Exchange Commission of Cambodia
- 13.25 – 14.10** PIPELINE: Companies that are considering to list in Cambodia, analysis, comments
- 14.10 – 14.40** Break
- 14.40 – 15.25** PANEL: The most attractive Industry Sectors in Cambodia
- 15.25 – 16.05** PANEL OF PROFESSIONAL CONSULTANTS: Key Legal, Accounting & Tax Issues for IPO and Investment in Cambodia

BREAK-AWAY WORKSHOPS

- 16.05 – 16.50** **WORKSHOP 1:** *Daniel Parkes*, Country Manager CB Richard Ellis Cambodia, the importance of ensuring credible property asset valuations in the armory of SEC and how to avoid the mistakes of new stock markets in other emerging economies.
WORKSHOP 2: *Stephen Higgins*, CEO of ANZ Royal Bank, The business environment in Cambodia from a banker's perspective
- 16.50 – 17.20** CLOSING SESSION AND CLOSING RECEPTION, PHOTO'S

SPEAKERS & PARTNERS

■ DANIEL PARKES

CB Richard Ellis Cambodia

Country Manager

Daniel Parkes is Country Manager in charge of all CBRE's business in Cambodia, charged with the goal of expanding CBRE's profile and client base to replicate those services provided across the global network of offices.

As the main point of contact for Cambodia, Daniel reports to regional head of Indochina David Simister.

Daniel is in his second year of his role in Cambodia. Previously he worked in the UK for 7 years. During his time in Cambodia Daniel has been involved in research & consultancy, acquisitions & disposals, valuation & advisory services and property management



CB RICHARD ELLIS

CB Richard Ellis has undertaken work in Cambodia since 1993 and established a permanent office in 2008. CB Richard Ellis is now Cambodia's market leader in real estate sales, lettings, research, valuation and property management with experience. We have a team of dedicated property professionals located in Phnom Penh, with regional offices providing support and expertise. Whichever one of our many services is required, our client is always at the centre of everything we do.

■ STEPHEN HIGGINS

ANZ Royal Bank

CEO

Stephen Higgins is CEO of ANZ Royal Bank Ltd, one of the largest banks in Cambodia. ANZ Royal Bank is majority owned by Australia and New Zealand Banking Group Ltd (ANZ).

Prior to his appointment as CEO of ANZ Royal Bank in May 2008, Stephen was Head of Investor Relations for ANZ, where he was responsible for ANZ's global investor relations program, working closely with ANZ's shareholders, debt investors, analysts, and market regulators. In an 18 year career with ANZ principally in Australia, Stephen has also worked in ANZ's Corporate Banking business and ANZ's leasing subsidiary. Stephen is Chairman of ANZ Laos.

In Cambodia, Stephen is the immediate past President of the Australian Business Association of Cambodia, and is Deputy Chair of the Government-Private Sector Working Group on Banking and Finance.

Stephen has a Bachelor of Economics from Monash University, a Masters of Applied Finance from Macquarie University, and an MBA from Melbourne Business School.



ANZ ROYAL BANK IN CAMBODIA

ANZ Royal has revolutionised the Cambodian financial market since opening in September 2005. The bank is a joint venture between Australia and New Zealand Banking Group Limited (ANZ), one of the largest banks in the world, and the Royal Group of Companies (RGC), one of Cambodia's largest. ANZ holds 55% of ANZ Royal; the remaining 45% is owned by RGC.

ANZ Royal was the first bank to offer a national network of ATMs as well as Internet Banking, providing a wide range of functionalities to support our philosophy of 'making life easy'.

In 2007, ANZ Royal Bank was awarded the Financial Insights Innovation Award by Financial Insights Asia Pacific based in Singapore, following the award given by the London publication "The Banker" as the Cambodian Bank of the Year in 2006.

IN PARTNERSHIP WITH :

■ EDWIN VANDERBRUGGEN

DFDL Mekong

Managing Director, Tax & Customs Practice Group

Edwin is a tax lawyer, author and academic advising enterprises, international organizations and government agencies on tax and customs issues. He has 20 years experience, 13 years of which in the region. He is "simply excellent at what he does" (Chambers Asia), "always available and switched-on" and "extremely knowledgeable" (Legal 500). He is a specialist at finding structuring solutions for investment projects and financial transactions, where he benefits from being able to work with both the tax and the legal issues.

Edwin published 7 textbooks on international taxation and numerous scholarly articles, some of which won scientific awards. Edwin taught at 6 different universities in Europe and in Asia, usually on international taxation, including a number of courses at the prestigious ITC of the University of Leyden.

■ WILLIAM GREENLEE, JR.

DFDL Mekong

Country Managing Director, Laos

William has a distinguished record of negotiating, structuring, documenting and managing large private equity and opportunity-fund companies and transactions. He has an extensive background in securities, international transactions, finance and corporate for industries that include banking, mining, electric power, manufacturing, property development and tourism. William holds a Juris Doctor (University of San Francisco, California).



DFDL MEKONG

DFDL Mekong is the first leading international law firm specialized in emerging markets with a pan regional tax and legal expertise developed throughout the Mekong region (Cambodia, Lao PDR, Thailand, Myanmar, Vietnam) and Singapore.

With a team of over 250 foreign and local lawyers, advisers and support staff working closely together within a network of 9 offices in the region. We provide personalized and cost-effective legal, tax and consulting services and solutions with particular expertise.

DFDL OFFICES IN THE REGION

- Phnom Penh, Cambodia
- Vientiane, Laos
- Hanoi and Ho Chi Minh City, Vietnam
- Bangkok, Phuket and Koh Samui, Thailand
- Yangon, Myanmar
- Singapore

DFDL MEKONG EXPERTISE

- Energy and Infrastructure Projects
- Real Estate & Construction
- Taxation
- Corporate and Commercial Transactions
- English law governed Transactions

DFDL Mekong was established in 1994 and has an outstanding reputation for their work in foreign direct investments, financing and secondary sales & acquisitions and Independent research refers to DFDL as one of Asia's fastest growing Law Firm. Our experts are committed to provide international standards innovative tax and legal solutions though the whole Mekong region and beyond.

Find more about DFDL : www.dfdlmekong.com

■ MR. SIMON LUU

Victory Capital

Country Manager

Cambodia

Simon Joined VictoryCapital in August 2010 as Country Manager, prior to that he was Head of Corporate Affairs with ANZ Royal Bank. Simon's 22 years career incorporates Insurance, Petroleum and Banking industries, predominantly in Cambodia and Canada. Before joining ANZ Royal Bank, he was Country manager, Global Lubricants with Chevron Cambodia.

He holds a Bachelor Degree of Business & Administration from Quebec University in Montreal, Canada, and a variety of Certificates in Marketing and Management from Asian Institute of management (AIM) in the Philippines.

■ MR. KHANH VU

VinaCapital

Director

Singapore Office

Khanh Vu heads the VinaCapital office in Singapore, and sits on the investment committee of VinaCapital's new private equity LP fund. He has 15 years of experience, including eight years with Macquarie Bank in their asset management and investment banking groups. Khanh has a Masters in Commerce from the University of New South Wales, and is a Fellow of the Financial Services Institute of Australia.

VictoryCapital

VinaCapital

VinaCapital is the leading investment management and real estate development firm focused on Vietnam, with a diversified portfolio of almost USD2 billion in assets under management. VinaCapital was founded in 2003 and boasts a team of managing directors who bring extensive international finance and investment experience to the firm.

VinaCapital manages three closed-end funds trading on the AIM Market of the London Stock Exchange. These funds, at a combined net asset value (NAV) of USD1.7 billion as of December 2010, make VinaCapital the largest asset manager focused on Vietnam and its neighbouring countries.

VinaCapital has offices in Ho Chi Minh City, Hanoi, Danang, Nha Trang, Phnom Penh (Cambodia) and Singapore. More information about VinaCapital is available at

www.vinacapital.com

■ **MATTHEW GORMAN**
Stephenson Harwood, Singapore

Partner, Head of Corporate

He has over 15 years experience of providing strategic advice to public and private companies across Europe and Asia on a range of matters including IPOs, joint ventures, corporate restructurings, mergers and acquisitions and private equity and venture capital deals.

Matthew has built up considerable expertise in advising companies, international financial institutions and intermediaries on capital markets transactions. In particular he has advised over 20 Asian companies on their IPOs on both AIM and the Main Market of the London Stock Exchange.

Matthew has represented clients from a wide spectrum of industries and has particular expertise in transportation, hotels & leisure, energy, media and technology. Within Asia he has undertaken a number of cross-border deals involving parties from markets across the region including Singapore, Malaysia, China, Thailand, Cambodia, Vietnam and Indonesia.



Stephenson Harwood is a full service international law firm, with over 100 partners and 500 staff worldwide. We act for a wide range of listed and private companies, institutions and individuals.

We have seven offices across Europe and Asia: Guangzhou, Hong Kong, London, Paris, Piraeus, Shanghai and Singapore. Through our network of offices and strong local law firm relationships, we offer clients commercially-focused legal advice across the globe.

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