

NOVEMBER 23rd 2011

8.30am - 12.30pm

LEGEND HOTEL SAIGON

2A-4A Ton Duc Thang Street, District 1, Ho Chi Minh City, Vietnam



THE 3RD ANNUAL REAL ESTATE MARKET INTEL VIETNAM 2011 SEMINAR

*CREDIT CRUNCH:
Where from Here for the Vietnam Real Estate market?*

MEDIA SPONSOR:

IN PARTNERSHIP WITH:



* The seminar will be conducted in English, with simultaneous Vietnamese translation.

PROGRAM

8:30am IT'S OFFICIAL - THE MARKET'S NOT DEAD

MARC TOWNSEND - MANAGING DIRECTOR OF CBRE

- Vietnam Market Overview & Update
- Which real estate sectors are currently high performers and which have underperformed?
- What are the challenges?
- Strategies to ensure future success and Ways to move forward

9:30am A VIEW FROM A STOCKBROKER THAT COVERS LISTED REAL ESTATE COMPANIES

MICHAEL KOKALARI - CFA HEAD OF RESEARCH

KIM ENG VIETNAM SECURITIES JSC

10:30am REAL ESTATE LENDING IN VIETNAM - KEY RISKS

TOM NGUYEN - HEAD OF LEGAL, VIETNAM, CAMBODIA & LAOS - STANDARD CHARTERED BANK

11:15am > 11:30am COFFEE BREAK

11:30am REAL ESTATE PROJECTS IN VIETNAM: CASE STUDIES IN RESOLVING LEGAL & REGULATORY ISSUES

EDWIN VANDERBRUGGEN - MANAGING DIRECTOR, TAX & CUSTOMS PRACTICE GROUP

CHAU TA - HEAD OF VIETNAM REAL ESTATE PRACTICE GROUP

DFDL MEKONG

- Practical impact of Decree 11 and how it will influence the real estate market trend?
- Overview of other recent/existing laws that have been put in place that assist real estate investments
- What will be the opportunities, current pitfalls and key challenges for investors/owners/developers and how to overcome these challenges?
- Revisit Splitting of A Project Into Parts: Legal & Tax, Practical. Other Options?
- Tax aspects for revaluation of real estate in the cases of mergers, split, capital contribution
- Tax aspects in connection with real estate transfer - controversies and risks for taxpayers:
 - * Deduction of land value for VAT calculation purposes;
 - * Allocation of Land Use Right to apartments in high rise buildings;
 - * Scope of application of current regulations? Retroactive effect?
- Real estate financing and tax impact

12:30pm CLOSE OF PROGRAM

SPEAKERS

MARC TOWNSEND MANAGING DIRECTOR OF CB RICHARD ELLIS (VIETNAM)



Marc Townsend is the Managing Director of CB Richard Ellis (Vietnam) Co, Ltd. He is responsible for servicing the property requirements of multi-national corporations in Vietnam and the implementation of property management systems into new and existing developments, including presentations to new clients. Mr. Townsend is an active speaker on Vietnam's real estate market including investment and development throughout Southeast Asia.

CB Richard Ellis Group, Inc. (NYSE:CBG), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services firm (in terms of 2009 revenue). The Company has more than 29,000 employees (excluding affiliates), and serves real estate owners, investors and occupiers through more than 300 offices (excluding affiliates) worldwide.

CB Richard Ellis offers strategic advice and execution for property sales and leasing; corporate services; property, facilities and project management; mortgage banking; appraisal and valuation; development services; investment management; and research and consulting. CB Richard Ellis has been named a BusinessWeek 50 "best in class" company three years in a row and a Fortune 100 fastest growing company two years in a row.



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MICHAEL KOKALARI CFA HEAD OF RESEARCH, KIM ENG VIETNAM SECURITIES JSC



Kokalari has worked in Vietnam for three years, most recently as the CIO and Head of Research at a local, \$125 million AUM fund manager. Before coming to Vietnam Kokalari was an investment banker for 15 years, managing multi-billion dollar derivatives portfolio at First Boston, JP Morgan Chase, Lehman Brothers, Paribas and WestLB, in London and Tokyo. Kokalari is the co-author of the CFA Institute's Guide to Credit Risk and a contributor to the 2010 book, "Risk Management, Foundations for a Changing World". Other contributors to that book include Nobel Prize winners Robert Merton of Harvard and William Sharpe of Stanford, as well as Professor Andrew Lo of Massachusetts Institute of Technology.

EDWIN VANDERBRUGGEN MANAGING DIRECTOR, TAX & CUSTOMS PRACTICE GROUP, DFDL MEKONG



Edwin is the Managing Director of Tax & Customs Practice Group of DFDL Mekong. 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, 5 years in Vietnam. 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. He speaks Dutch, German, English, French and Thai.

CHAU TA HEAD OF THE VIETNAM REAL ESTATE PRACTICE GROUP, DFDL MEKONG



Chau is highly experienced in real estate legal matters in Vietnam. Her practical legal experience with property projects allows her, as head of the Vietnam Real Estate Practice Group, to provide hands-on advice on real estate licensing, green field investment and transfer of property investments projects, construction and zoning and other related issues. She is qualified Australian lawyer holding a Masters of International Law (Honors), University of Sydney, Sydney Australia, Bachelor of Arts (majoring Japanese and Government) and Bachelor of Laws (Honors), University of Sydney, Sydney, Australia. She speaks English, Vietnamese and conversational Japanese.

Founded in 1994, DFDL Mekong is the first leading international law firm specialized in emerging markets with a pan regional legal and tax expertise developed throughout the Mekong region (Cambodia, Lao PDR, Thailand, Myanmar, Vietnam), Singapore, Bangladesh and Indonesia, with a dedicated focus on other jurisdictions in Asia and the Middle East. With a team of over 250 foreign and local lawyers, advisers and support staff working closely together within a fast growing network of 11 offices in Asia, DFDL has acquired an outstanding reputation in providing seamlessly integrated and solution-oriented legal and tax services to establish, structure and protect our client's business interests.



TOM NGUYEN HEAD OF LEGAL, VIETNAM, CAMBODIA & LAOS - STANDARD CHARTERED BANK



Tom is an English law solicitor supporting Standard Chartered Bank's wholesale banking business in Vietnam, Laos and Cambodia. Tom joined the bank in November 2009 having trained at Lovell White Durrant and spent much of his career working within the banking and corporate finance sectors. During his secondment with VTB Bank Europe plc (formerly Moscow Narodny Bank) in London and career with Clifford Chance (London and Moscow), he specialised in asset, commodity and project finance, acting both for borrowers and bank syndicates active in Central Europe, Africa, Asia, and the Middle East. Tom is also heavily involved in the areas of real estate finance and structured products and has acted for borrowers and lenders on a variety of cross-border secured and unsecured financing transactions.



REGISTRATION FORM

Places are limited we recommend that you confirm your attendance as soon as possible by email:
mai.nguyen@dfdlmekong.com or fax the completed registration form to Ms. Mai at: +84 8 39100 073

* The seminar will be conducted in English, with simultaneous Vietnamese translation.

DATE

DELEGATE 1

Company

Address

Name

Position

Email

Mobile

DELEGATE 2

Name

Position

Email

Mobile

REGISTRATION FEES

Fee including all sessions, documentation, morning coffee at The Legend Hotel Saigon

1 DELEGATE

Register and pay before 7 Nov 2011

US\$70 + 10% VAT

Register and pay after 7 Nov 2011

US\$80 + 10% VAT

Group of 3 delegates discount 10%

Please tick here if you request Vietnamese translation
(Cabin translation booth and wireless head set):

PAYMENT

*Bank Transfer to:

Account Name: LE AN Communication Co., Ltd.
(Công ty TNHH Truyền Thông Lê An)
Account number: 8007 3609 (VND)
Bank: Asia Commercial Bank (ACB)
Branch: Nha Rong
Swift Code: ASCBVNVX

*By Cash to:

3rd Floor, Unit 310, PetroVietnam Tower, 1-5 Le Duan Boulevard,
District 1, Ho Chi Minh City, Vietnam
(Please use lifts G-H to go up to our office)

PAYMENT NEEDS TO BE MADE LATEST 4 DAYS AFTER REGISTRATION.

TO REGISTER

Please complete this form and send it to:
mai.nguyen@dfdlmekong.com

DFDL Mekong at :

Fax +84 8 39100 073
Phone +84 8 39100 072
Mobile +84 908 863 118

REGISTER BEFORE 31 OCT 2011 TO SAVE!!!

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