

VIET CAPITAL VIETNAM ACCESS DAY



Learn. Network. Be Inspired. >>

15-16-17-18 March 2016
The Reverie Hotel,
22-36 Nguyen Hue Boulevard, District 1
Ho Chi Minh City, Vietnam

www.vcsc.com.vn/vad

2016

Agenda

CONFERENCE - 15 MARCH

Timeslot	Ballroom - 5F	Junior Room - 5F	Room 3 - 8F	Room 4 - 8F
08h00 - 09h00	08h00 Registration & Coffee 08h50 Opening Remarks Michel Tosto, Viet Capital Securities			
09h00 - 10h00	09h00 Welcoming address Nguyen Thanh Phuong, Viet Capital Securities 09h05 Banking: Towards Basel II Panel Moderator: Long Ngo, Viet Capital Securities Panelists: Citibank Vietcombank (VCB) Asia Commercial Bank (ACB) Military Bank (MBB) Baker & McKenzie Law Firm 09h50 Economy - What to Expect in 2016 Aaron Batten, Asia Development Bank	DAG Dong A Group Presentation Plastics Doors \$20mn		
10h00 - 11h00	10h15 Tea Break 10h40 Real Estate - 2016 Fearless Forecasts Marc Townsend, CBRE Vietnam	TLG Thien Long Group Presentation Office Equipment \$124mn	GTN Thong Nhat Group Presentation Agriculture \$120mn	
11h00 - 12h00	11h00 Vietnam's Changing Infrastructure Landscape Panel Moderator: Anirban Lahiri, Viet Capital Securities Panelists: DN Legal Ho Chi Minh City Infrastructure (CII) Nhon Trach Power 2 (NT2) Gemadept (GMD) Asia Development Bank CBRE Vietnam McKinsey & Company	KDH Khang Dien Group Presentation Real Estate \$172mn	HSG Hoa Sen Group Presentation Steel \$177mn	
12h00 - 13h00	Lunch (included) - 4 th / 6 th Floor >> See your BADGE to know which floor you are on			
13h00 - 14h00	Vietjet Air Group Presentation Air Transport Private	Real Estate Masterclass Viet Capital Research Manager	TRA Traphaco Group Presentation Pharma \$100mn	
14h00 - 15h00	VIC VinGroup Group Presentation Real Estate \$5.0bn	VCB Vietcombank Group Presentation Bank \$3.8bn	KBC Kinh Bac Group Presentation Infrastructure \$272mn	
15h00 - 16h00	Noaland Group Presentation Real Estate Private	Strategy Masterclass Barry Weisblatt, Head of Research	MBB Military Bank Group Presentation Bank \$1.1 bn	NT2 Nhon Trach 2 Group Presentation Power \$327mn
16h00 - 17h00	MWG Mobile World Group Presentation Retail \$496mn	DGW Digiworld Group Presentation Retail \$41 mn	ACB ACB Group Presentation Bank \$800mn	GMD Gemadept Group Presentation Logistics \$213mn
19h30	Networking Cocktail - *THE* Main Night Air 360 Sky Bar, Rooftop, Ben Thanh Tower, 136 - 138 Le Thi Hong Gam, District 1, HCMC			

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CONFERENCE - 16 MARCH

Timeslot	Ballroom - 5F	Junior Room - 5F	Room 3 - 8F	Room 4 - 8F
08h00 - 09h00	08h00 Registration & Coffee			
09h00 - 10h00	09h00 Perspective on Earnings Growth Barry Weisblatt, Viet Capital Securities 09h10 Vietnam Consumer Trends in 2016 Ralf Matthaes, Infocus Market Research 09h30 E-Commerce in Vietnam Panel Moderator: Mr. Pho Pham, IDG Ventures Vietnam Panelist: Hotdeal.vn and Vinabook.com Top Mot VNG Corporation UBER	Energy Masterclass Viet Capital Research Manager		
10h00 - 11h00	10h30 Tea Break 10h30 Vietnam's Next Workforce Generation Nicola Connolly, Connolly Consultancy Group 10h45 Understanding TPP Virginia B. Foote, Bay Global Strategies	DPM DPM Fertilizers Group Presentation O&G \$484mn		
11h00 - 12h00	11h00 How can Vietnam Benefit from TPP? Panel Moderator: Barry Weisblatt, Viet Capital Securities Panelists: Bay Global Strategies Nafoods (NAF) DFDL Law Firm Consulate General of the United States in HCMC Century Synthetic Fiber (STK) Thanh Cong Group (TCM)	Diligo Group Presentation Household \$7mn		
12h00 - 13h00	Lunch (included) - 4 th / 6 th Floor >> See your BADGE to know which floor you are on			
13h00 - 14h00	Consumers Masterclass Viet Capital Research Manager	NAF Nafoods Group Presentation Consumer \$38mn	PNJ Phu Nhuan Jewelry Group Presentation Consumer \$199mn	
14h00 - 15h00	Banking Masterclass Viet Capital Research Manager	MSN Masan Group Presentation Conglomerate \$2.5bn	VHC Vinh Hoan Group Presentation Fisheries \$123mn	
15h00 - 16h00	Logistics Masterclass Viet Capital Research Manager	FPT FPT Group Presentation IT / Consumer \$850mn	STK Century Fiber Group Presentation Synthetic Fiber \$61mn	CTD Coteccons Group Presentation Construction \$323mn
16h00 - 17h00	Son Kim Land Group Presentation Real Estate Private	VNM Vinamilk Group Presentation Consumer \$7.0bn	CII HCMC Infrastructure Group Presentation Infrastructure \$250mn	GAS PV Gas Group Presentation O&G \$3.6bn

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BALLROOM - 15 MARCH

- 08:00** Registration and Coffee
- 08:50** **Opening Remarks**
Mr. Michel Tosto, Head of Institutional Sales & Brokerage, Viet Capital Securities
- 09:00** **Welcoming Address**
Ms. Nguyen Thanh Phuong, Chairwoman, Viet Capital Securities
- 09:10** **Banking – Towards Basel II**
Panel Moderator:
Mr. Long Ngo, Senior Manager, Research, Viet Capital Securities
Panelists:
Mr. David Cavanagh, Head of Bank Service Group, Asia, Citibank
Mr. Le Hoang Tung, Director, Strategic Planning and BOD Secretariat, Vietcombank (VCB)
Mr. Dam Van Tuan, Deputy CEO and Board Member, Asia Commercial Bank (ACB)
Mr. Nguyen Quang Tuan, Manager, Strategy Department - BOD Office, Military Bank (MBB)
Ms. Dang Linh Chi, Special Counsel, Baker & McKenzie Law Firm
- 09:50** **Vietnam's Economy – What to Expect in 2016**
Presentation
Mr. Aaron Batten, Country Economist, Asia Development Bank
- 10:15** *Tea Break*
- 10:40** **Real Estate – 2016 Fearless Forecasts**
Presentation
Mr. Marc Townsend, Managing Director, CBRE Vietnam
- 11:00** **Vietnam's Changing Infrastructure Landscape**
Panel Moderator:
Mr. Anirban Lahiri, Senior Manager, Research, Viet Capital Securities
Panelists:
Ms. Dao Nguyen, Managing Partner, DN Legal
Mr. Le Quoc Binh, CEO, Ho Chi Minh City Infrastructure (CII)
Mr. Hoang Xuan Quoc, CEO, Nhon Trach Power 2 (NT2)
Ms. Bui Thi Thu Huong, CFO, Gemadept (GMD)
Mr. Aaron Batten, Economist, Asia Development Bank
Mr. Marc Townsend, Managing Director, CBRE Vietnam
Mr. Marco Breu, Managing Partner, McKinsey & Company
- 12:00** *Lunch (included)*
- 13:00 - 17:00** **Corporate Meetings**
- 19:30** **Networking Cocktail - *THE* Main Night**
Air 360 Sky Bar, Rooftop, Ben Thanh Tower, 136 - 138 Le Thi Hong Gam, District 1, HCMC

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BALLROOM - 16 MARCH

- 08:00** Registration and Coffee
- 09:00** **Welcoming Address – Perspective on Earnings Growth**
Mr. Barry Weisblatt, Head of Research, Viet Capital Securities
- 09:10** **Vietnam Consumer Trends in 2016**
Presentation
Mr. Ralf Matthaes, Managing Director, Infocus Market Research
- 09:30** **E-Commerce in Vietnam – At an Inflection Point?**
Panel Moderator:
Mr. Pho Pham, Vice President, IDG Ventures Vietnam
Panelist:
Mr. An Nguyen, CEO and Founder of Hotdeal.vn and Vinabook.com
Mr. Tony Ngo, Co-founder and Board Member, Top Mot
Mr. Minh Le, CEO, VNG Corporation
Mr. Dzung Dang, Country Director, UBER
- 10:15** *Tea Break*
- 10:30** **Vietnam's Next Workforce Generation**
Presentation
Ms. Nicola Connolly, Managing Director, Connolly Consultancy Group
- 10:45** **Understanding TPP**
Presentation
Ms. Virginia B. Foote, President and CEO, Bay Global Strategies
- 11:00** **How can Vietnam Benefit from TPP?**
Panel Moderator:
Mr. Barry Weisblatt, Head of Research, Viet Capital Securities
Panelists:
Ms. Virginia B. Foote, President and CEO, Bay Global Strategies
Mr. Nguyen Manh Hung, Chairman and CEO, Nafoods (NAF)
Mr. Jérôme Buzenet, Partner and Managing Director, DFDL Law Firm
Mr. Nathan Lane, Economic Officer, Consulate General of the United States in HCMC
Mr. Dang Trieu Hoa, Chairman and CEO, Century Synthetic Fiber (STK)
Mr. Tran Nhu Tung, Board Member, Thanh Cong Group (TCM)
- 12:00** *Lunch (included)*
- 13:00 - 17:00** **Corporate Meetings**

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* All pick ups and drop offs from the Reverie Hotel

SITE VISIT - 17 MARCH

REAL ESTATE SHOPPING TOUR - DISTRICT 2

Organized by CBRE

07h30 sharp : Bus departs

11h30 : Bus returns

Project : Showroom Gateway, Nassim Sales Gallery, Vinhomes Central Park, Estella Height

MASAN (MSN) - NOODLE FACTORY VISIT

11h30 sharp : Bus departs

14h30 : Bus returns

**Note that there will be 3 buses for Masan and Vinamilk, one that goes to Masan and back, one that goes to Vinamilk and back, and one that goes to both and then back. Our guides will direct you to the right bus.*

VINAMILK (VNM) - MEGA FACTORY VISIT

13h30 sharp : Bus departs

18h45 : Bus returns

**Note that there will be 3 buses for Masan and Vinamilk, one that goes to Masan and back, one that goes to Vinamilk and back, and one that goes to both and then back. Our guides will direct you to the right bus.*

SITE VISIT - 18 MARCH

THIEN LONG GROUP (TLG) - FACTORY VISIT

08h00 sharp : Bus departs

11h30 : Bus returns

VIETJET AIR - HEADQUARTER VISIT

08h00 sharp : Bus departs

11h30 : Bus returns

REAL ESTATE SHOPPING TOUR - DISTRICT 7

Organized by CBRE

13h00 sharp : Bus departs

17h00 : Bus returns

Project : Riviera Point, Novaland Projects, PMH - VinaCapital Projects, Diamond Island