

M&A 2015 Vietnam

Ho Chi Minh City, August 06, 2015

COUNTDOWN TO THE NEXT MARKET BOOM





Vietnam M&A 2015 Vietnam HO CHI MINH CITY, AUGUST 6, 2015 COUNTDOWN TO THE NEXT MARKET BOOM



500+ DELEGATES

Vietnam M&A Forum is a premium platform
for leaders and experts from:

- The Ministry of Planning and Investment (MPI)
- The Ministry of Finance (MOF)
- The State Bank of Vietnam (SBV)
- The States Securities Commission (SSC)
- Fund and asset management companies
- Insurers
- Securities firms
- Listed companies
- SOEs, private companies
- Start-up companies
- Commercial banks, financial institutions
- Business associations
- Investors, portfolio managers
- Academies, economic institutions
- Others.



INTRODUCTION

Vietnam has been reportedly engaged in the second wave of M&A, which is expected to take place from 2014 to 2018 with an aggregate volume of US\$20 billion. This process has been triggered since 2014 by a series of major acquisitions of both foreign and domestic giants, including large Vietnamese SOEs.

With the market set to peak up again after breaking a record of almost US\$5 billion in 2012, senior officials, veteran experts and prominent analysts will gather at Vietnam M&A Forum 2015 to examine the ongoing capital flows and M&A trends, particularly in the most vibrant sectors like retail, banking and finance, under the theme “Countdown to the next market boom”.

Vietnam M&A Forum 2015, scheduled for August 6, 2015, will encompass the M&A Conference, the M&A Deal Award, the Gala Dinner, and the MAF EXPO - Dealmakers Private Meeting. On this occasion, the annual special publication M&A Outlook will also be published.

On behalf of the Forum’s Organising Board, *Vietnam Investment Review* and *AVM Vietnam*, we would like to sincerely thank the Ministry of Planning and Investment, government agencies, domestic and international organisations, business communities, Vietnamese and international experts for valuable supports and sponsorship for the Forum over the past six year.

ORGANIZING COMMITTEE

CONFERENCE AGENDA

VIETNAM M&A FORUM 2015 • 6/8/2015 | Gem Center,

MORNING SESSION

INVESTMENT CONNECTION PROGRAM

Exchange among businesses and Investment funds

AFTERNOON SESSION

13:00 Register

13:30 Opening session

- Welcome Address: Representative of the Ministry of Planning & Investment.
- Welcome Address: Head of Organization Board of Vietnam M&A Forum.

14:00 **TOPIC 1: SEARCHING FOR THE NEW WAVE OF M&A**

- Looking back on the movement of M&A capital flows into Vietnam over time. Is there a new capital flow for Vietnam through M&A activities?
- Opportunities for capital inflows from Japan, Korea, Thailand and other ASEAN countries.
- Evaluation of the M&A capital inflows from the United States and the Europe.

Main Points: Opportunities for Japanese investors in the coming time.

15:30 Networking Break

16:00 **TOPIC 2: OPPORTUNITIES FOR THE MARKET BOOM**

- Opportunities for M&A activities and investment in Vietnam in the future. What are the quality deals for international investors?

- Assessment of opportunities of the equityization progress when the Vietnamese government decided to strongly promote the divestment in new sectors such as seaports, airports, large-scale state-owned enterprises.

- Building start-ups for re-selling - a new trend and opportunity for businesses in Vietnam.

Main Points:

- M&A in Vietnam's retail: opportunities in the 90-million people market
- Are there still opportunities for foreign investors in the banking and financial sector in Vietnam?

17:20

TOPIC 3: EXPERIENCES: SELLING A BUSINESS: HOW TO ATTRACT AND SPEND THE CAPITAL

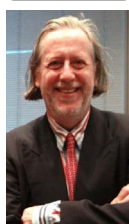
- Experience on how to optimize the selling of companies: time of sale, price, effective method of closing the deal.
- How to attract capital for M&A strategy? What sources will fund your transactions: foreign capital, bank loan or shares purchase?
- Effective way to use resources for new transactions.

18:30

Networking

19:00

Gala Dinner & M&A Award Ceremony



INTERNATIONAL M&A COURSE

TOPIC: DOING DEALS WITH JAPANESE INVESTORS

07 – 08/08/2015

ĐƠN VỊ CỔ PHẦN HÓA TIÊU

THE BEST



DEAL AWARDS

INTRODUCTION

The annual M&A Awards are part of the Forum to nominate and honor the best M&A deals, best M&A consulting firms, and companies with best M&A strategies. The Awards are aimed to provide investors and market participants with a snapshot of Vietnam's M&A market in 2014 and the best performers.

AWARDS

Deals and companies

- The Best Merger deals
- The Best Acquisition deals
- The Best Transferred Project deals
- The Best Private Placement deals
- The Best M&A Strategies

Consulting firms

- Securities firms
- M&A Consulting firms
- Law firms

SCHEDULE

15/03/2015

Appealing for nominations

30/06/2015

Nomination closed. Short-list finalised.

15/07/2015

Announcement of the evaluation result.

06/08/2015

Vietnam Best M&A Deal and Advisory firm Awards Ceremony



MAF EXPO

INTRODUCTION OF MAF EXPO 2015

The MAF EXPO – Dealmakers Private Meeting is a constituent of Vietnam M&A 2015 Forum, particularly customised as a private meeting for domestic and international investors to promote businesses and projects, and discuss cooperation and investment opportunities in Vietnam. Foreign investors come from Europe, the USA, Japan, Hong Kong, Singapore and India.

DEALMAKERS PRIVATE MEETING

- Exhibition, introduction of companies, projects and investment opportunities
- Private luncheon (August 6) and Networking party - Gala Dinner (August 6)
- Close session for exchanging investment ideas (Aug 6)
- Private connecting areas for Forum and MAF Expo participants

ATTENDANCES

- Vietnamese and foreign investors
- State owned corporations and enterprises
- Public and listed companies
- Real estate companies
- Fund management companies
- Auditing and financial services providers
- Law firms

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