

# 2010 Southeast Asia Private Equity Conference | Oct. 19-21, 2010

Maximizing Returns Through Southeast Asian Partnerships

Sheraton Saigon Hotel & Towers  
Ho Chi Minh City, Viet Nam

## 2010 DRAFT CONFERENCE AGENDA

### Southeast Asia Private Equity Conference

#### Tuesday, October 19, 2010 Pre-Conference Event: Small and Medium Enterprise Seminar

*NOTE: Pre-conference workshops are open to conference participants and registered SMEs*

- 9:00–10:15     **PRIVATE EQUITY 101**  
*What is private equity and how can it help your business grow? What is the difference between private equity, venture capital, and Angel investing? What should an entrepreneur expect when raising private equity for their business? What value does the PE firm bring? Is there a downside to accepting private equity?*  
*Confirmed*     Moderator: Gary Gibbons, Ph.D., Academic Director, Thunderbird Global Private Equity Center  
Panelists:  
*Invited*         Linh Thai, Director, DFJ VinaCapital
- 10:15–10:45     **NETWORKING & REFRESHMENTS**
- 10:45–12:00     **ANGEL CAPITAL & SRI**  
*What sorts of companies are most successful in attracting private capital in Southeast Asia? What companies qualify for SRI? What exactly is meant by socially responsible investment? What can you do to prepare your company for angel capital? Where do you find them?*  
*Confirmed*     Moderator: Ryan Galloway, Chairman, Auxesia Holdings; TPEC Chair– Viet Nam  
Panelists:  
*Confirmed*     Stewart Davies, Business Development, SmallGiants  
*Confirmed*     Eric Mousset, CEO, T.C.E. Co., Ltd  
*Confirmed*     Jamey Hadden, Managing Director, Vietnam Biomass
- 12:00–1:45     **LUNCH**
- 2:00–3:15        **GETTING FUNDED: STRATEGIES FROM INSIDERS**  
*How can you prepare your company for funding? What sort of financing is available for companies? What is the difference between debt and equity? How do you determine your valuation? What is the best strategy in negotiating the terms of the agreement?*  
*Confirmed*     Moderator: Dr. David Young, Founder & CEO, Shield Corporate Finance  
Panelists:  
*Confirmed*     Mark Gillin, Founder & Chairman, American Indochina Management Ltd (AIM)  
*Confirmed*     Dean Page, CEO, Foreya Partners  
*Confirmed*     Kenneth Stevens, Managing Partner, Leopard Capital

EXTERNAL DRAFT —CONFIDENTIAL V20

3:15–3:45 **NETWORKING & REFRESHMENTS**

*Hosted by: Foreya Partners*

3:45–5:00 **OPPORTUNITY IN INORGANICS: M&A AND SOE DIVESTITURES**

*What is the current progress towards equitization? Has the gradualism approach stunted the rapid deployment of private capital? Where are the greatest opportunities in SOE divestitures? What sort of partners is the government looking for? Which industries are more attractive to foreign buyers? What about for domestic sellers?*

*Confirmed* Moderator: Frederick Burke, Partner, Baker & McKenzie

Panelists:

*Confirmed* Matthew Lourey, Advisory Services Director, Grant Thornton (Vietnam)

*Confirmed* Tran Van Ta, CEO & Vice Minister, State Capital Investment Corporation

*Confirmed* Juerg Vontobel, Founder, VietNam Holding Ltd.

6:00–7:00 **WELCOME RECEPTION (Invite Only)**

*Hosted by: CB Richard Ellis*

7:00–9:00 **CHAIRMAN'S DINNER (Invite Only)**

*Hosted by: CB Richard Ellis*

*Held at Le Caprice at The Landmark, one of Saigon's finest restaurants offers fine French cuisine and also a wonderful view of the city while you enjoy your meal. Mr. Dang Huy Dong will discuss the economic climate of contemporary Viet Nam, and what the future holds for this rapidly developing nation.*

*Confirmed* Dang Huy Dong, Vice Minister– Ministry of Planning and Investment, Socialist Republic of Viet Nam

**Wednesday, October 20, 2010**

7:30–8:30 **CONFERENCE REGISTRATION & BREAKFAST**

*Hosted by: CITYSTAR Private Equity Asia Pte. Ltd.*

8:30–8:40 **WELCOME & CALL TO ORDER**

*Conference Chairman Marshall Parke, Partner, Lexington Partners welcomes our global partners to the Thunderbird Southeast Asia Private Equity Investing Conference. We will learn briefly about the macro-economic environment and why Southeast Asia is a valuable diversification location for global investors.*

8:45–10:00 **STATE OF THE INDUSTRY IN SOUTHEAST ASIA**

*Fireside Chat: What are key initiatives in the region? What is the outlook for Southeast Asia? What are key priorities and what is being done to attract investment to the region? How has Southeast Asia performed through the global recession? What will be the key driving forces for the economy through the next decade?*

*Confirmed* Moderator: Jason Folkmanis, Reporter, Bloomberg

Panelists:

*Confirmed* Phouthaxay Sivilay, Director General, Bank and Financial Institution Supervision Department, Lao People's Democratic Republic

*Confirmed* H. E. Dr. Ros Seilava, Deputy Secretary General, Ministry of Economics & Finance, Royal Government of Cambodia

*Confirmed* Dr. John Vong, Adviser to CEO, Sacombank Viet Nam

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10:00–11:15 **CO-INVESTMENT STRATEGIES: LOCAL PARTNER CRITERIA FOR OPTIMUM RETURNS**

*What are key determinants when selecting a local partner? Are local relationships imperative in Southeast Asia? How is the relationship managed? Are you actively involved in the investment selection? As the local partner, how do you view the relationship? What is most important to you when communicating with potential LPs?*

*Confirmed* Moderator: Joshua Kahn, Director, Hamilton Lane

Panelists:

*Confirmed* David Do, Managing Director, Vietnam Investments (VI) Group

*Confirmed* TBD\_ Aureos Capital

*Confirmed* E. Brooke Whitaker, Director, IDFC Capital–Singapore

11:15–11:45 **NETWORKING & REFRESHMENTS**

*Hosted by: Thai Duong Capital*

11:45–1:00 **SOUTHEAST ASIAN PRIVATE EQUITY INVESTMENT REGULATORY FRAMEWORKS**

*As private equity is facing increasing regulation in Europe and the U.S., what sorts of measures are affecting the asset class in Southeast Asia? How transparent is the PE industry in Southeast Asia? What sort of accounting standards apply and statutory auditing requirements exist in the region? What sort of tax incentives exist for domestic venture capital firms?*

*Confirmed* Moderator: Marcel Meyer, Partner, PricewaterhouseCoopers

Panelists:

*Confirmed* Rachan Reddy, Managing Partner, IDG Ventures Viet Nam

*Confirmed* Bretton G. Sciaroni, Senior Partner, Sciaroni & Associates

*Confirmed* Andy Ho, Managing Director & Head of Investment, VinaCapital

1:00–2:00 **LUNCH**

*Hosted by: PricewaterhouseCoopers*

2:00–3:15 **INTER-SOUTHEAST ASIAN AND SOUTHEAST ASIAN OUTBOUND INVESTMENT**

*What is the outlook for cross-border M&A in the region? What are the biggest impediments to cross-border investment? Which markets are the most appealing? What are the most difficult items to consider from pre- to post-deal? How important is managing human capital during the process? From the buy-side, what are the biggest determinants when considering an investment?*

Moderator:

Panelists:

*Confirmed* Douglas Clayton, Chief Executive Officer, Leopard Capital

*Confirmed* Chris Freund, Managing Partner, Mekong Capital

*Confirmed* Josephine Price, Managing Director and Chief Investment Advisor, Chepstow Capital

3:15–3:45 **NETWORKING & REFRESHMENTS:**

*Hosted by: Saigon Capital*

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3:45–5:00 **OPPORTUNITIES IN ENERGY, AGRIBUSINESS, AND INFRASTRUCTURE**

Moderator:

Panelists:

*Invited* Tony Hsun, Managing Director, VinaCapital– Viet Nam Infrastructure Limited

*Confirmed* Andy Tse, Managing Director, AIF Capital

*Invited* Mark Leslie, Vice President ASEAN, AES Climate Solutions

5:00–6:00 **COCKTAIL RECEPTION**

*Hosted by:*

6:00 **DINNER**

*Hosted by: CT&D*

**Thursday, October 21, 2010**

*Conference Registration & Breakfast*

7:30–8:30 ***Registration & Continental Breakfast***

*Atrium*

*Hosted by:*

8:15 **CALL TO ORDER**

*Confirmed* John Cook, Chairman, Rock Lake Associates; Chairman Emeritus, TPEC Advisory Board

8:30–9:30 **REAL ESTATE: NAVIGATING THE WAVE**

*How has global tightening in the debt markets affecting real estate investing in Southeast Asia? What are the current trends in the debt–equity ratio? Which markets promise the highest returns? Catering which segments? What risk–adjusted returns are investors expecting?*

*Confirmed* Moderator: John Cordova, Counsel, Clifford Chance LLP

*Confirmed* Marc Townsend, Managing Director, CB Richard Ellis

*Confirmed* Alpha Chen, International Marketing Director, CT&D Group

*Confirmed* Etienne Chenevier, Director–Asia, City Star Private Equity

9:30–10:00 **NETWORKING & REFRESHMENTS**

*Hosted by: Sciaroni & Associates*

10:00–11:15 **SOUTHEAST ASIAN FUND SOURCING: SEEKING LPs, HNWI, SECONDARIES, AND FAMILY WEALTH OFFICES**

*Which institutional limited partners are most interested in Southeast Asia? How are regional opportunities being pitched to U.S. and European LPs? How are institutions benchmarking regional GPs to optimize performance? Does the region have the manager depth to handle increased allocations from institutional investors?*

*Confirmed* Moderator: Nikhil Singh, Director, Indochina Capital

Panelists:

*Confirmed* Marshall Parke, Partner, Lexington Partners

*Invited* Maninder Saluja, Co–Head, Emerging Markets Private Equity Group, Quilvest

*Confirmed* John Cook, Chairman, Rock Lake Associates; Chairman Emeritus, Thunderbird Private Equity Center

*Invited* Pawan Chaturvedi, Partner & Head of Asia, Altius Associates

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11:15–12:30 **LUNCH**

*Hosted by:*

1:00–2:15 **DUE DILIGENCE & RISK MANAGEMENT IN SOUTHEAST ASIAN COUNTRIES**

*In light of the economic recession, what are some of the changes in due diligence? Are investors looking at particular elements of deals that they did not consider before? What remains to be the greatest risk for investors? How important is manager expertise when choosing a partner?*

Moderator:

Panelists:

*Confirmed* Helen Wong, CEO & Founder, Lapis Global Limited

*Confirmed* Pote Videt, Managing Director, Lombard Investments

2:15–3:30 **NETWORKING & REFRESHMENTS:**

*Hosted by: Dragon Capital*

3:30–4:45 **EXIT STRATEGIES: SMEs, MNCs, AND BEYOND**

*What are the most attractive exchanges in the region? What benefits exist for listing on Lao's exchange? What about the Cambodian securities exchange? What is the preferred exit for the region: IPO or M&A? What are the biggest impediments for a listing company to go public? How liquid is the market?*

*Confirmed* Moderator: Brian T. Neubert, Economic Officer, U.S. Consulate General, Ho Chi Minh City

Panelists:

*Confirmed* Vo Sang Xuan Vinh, General Director, Saigon Capital

*Confirmed* Vathana Daralay, Acting President, Lao's Securities and Exchange Commission

*Confirmed* Dominic Scriven, Chief Executive Officer, Dragon Capital

*Confirmed* H.E. Kao Thach, Deputy Director General, Securities and Exchange Commission of Cambodia

5:00–7:00 **COCKTAIL RECEPTION**

*Hosted by: Lexington Partners*