

2012 THUNDERBIRD SOUTHEAST ASIA PRIVATE EQUITY CONFERENCE

Sustained Growth Amidst Tumultuous Times

September 20 -21, 2012

Sheraton Saigon Hotel & Towers, Vietnam

CONFERENCE AGENDA**Thursday, September 20, 2012**7:30-8:30 **CONFERENCE REGISTRATION & BREAKFAST**8:30-8:55 **WELCOME**

Ryan Galloway, Conference Chair, Vietnam; Co-chair, US & Asia, Thunderbird Global

Thanh Minh Nguyen, Editor in Chief, Saigon Entrepreneur Newspaper

9:00-9:45 **Economic Outlook and State of the Industry in Southeast Asia***What is the outlook for Southeast Asia? What are key initiatives in the region? What are key priorities and what is being done to attract investment to the region? What will be the key driving forces for the economy through the next decade?*

Moderator: Brian T. Neubert, Economic Session Chief, US Consulate General HCMC

Panelists: Dominic Scriven, CEO & Founder, Dragon Capital
Louis Taylor, CEO – Vietnam, Cambodia & Laos, Standard Chartered Bank
James M. Roberts, Research Fellow for Economic Freedom and Growth, The Heritage Foundation.9:50-10:15 **NETWORKING & REFRESHMENTS**10:15-11:00 **Venture & Growth Capital Investing in Southeast Asia***Who are the GPs for venture in Southeast Asia, and what have been their results? How does venture really impact Southeast Asia? What are the normal industries for venture in Southeast Asia? Can GPs effect a venture-to-growth follow on strategy?*

Moderator: Trong Phuc Than, Managing Director, DFJ VinaCapital

Panelists: Christopher Zobrist, Founder and President, SAVVi Investors Forum
Marcus Yeung, CEO, ConceptBank Pte. Ltd, Singapore
Anirban Lahiri, Associate Director, BankInvest11:05-11:50 **Buyout & Distressed Investing Opportunities in Southeast Asia***How much value can GPs drive from buyout and distressed investing? Without the legal framework to fallback on, what are strategies to effect buyouts and turnarounds in Southeast Asia? How much of a role do GPs play in the operational change management in these situations?*

Moderator: David Do, Managing Director, Vietnam Investment Group

Panelists: Chandrakant Mohanty, Founder/CIO, Fundamental Value Partners
Baron Ah Moo, CEO, Kalan Capital
Seck Yee Chung, Partner, Baker & McKenzie (Vietnam) Ltd12:00-13:30 **LUNCH**

Hosted by: Auxesia Holdings

13:30-14:15 Fund Raising for Southeast Asia

In light of the Eurozone difficulties, where can GPs in Southeast Asia can turn for fresh capital? What are the most popular industries and investment thesis? Have the demands of LPs increased in Southeast Asia as they have in the US and Europe? Has Asia's rise in wealth created a proportionate rise of capital inflows into Southeast Asia PE?

Moderator: James Seymour, Director, Pontefract Global

Panelists: Bill Stoops, CIO, Dragon Capital

John Cook, Chairman, Rock Lake Associates

Dan Gay, Managing Director, Kensington Capital

14:15-15:00 Fund Manager & Team Selection

What are the fundamental components in a team in Southeast Asia? What skills do GPs need to include to set themselves apart from other funds in the region? What are the missteps for fund managers and teams to avoid when they are seeking funding? Are there requirements for teams different depending upon the country the fund will operate in?

Moderator: Geoff (Chester) Woolley, Founding Partner, Dominion Venture

Panelists: David Plate, CEO, AGlobal Partners

Simon Andrews, Regional Manager for Cambodia, Lao PDR, Vietnam, Thailand and Myanmar, IFC

Varun Sood, Co-Founder & Managing Partner, Capvent AG

15:15-15:45 NETWORKING & REFRESHMENTS**15:45-16:30 Risk Management**

Do funds in Southeast Asia have any risk from the Eurozone difficulties? How do funds price both inflation and currency risk over the long term? How can funds price the inherent regulatory and governmental risk in the region? Are PRI products appropriate for the region, or does the cost outweigh the benefit?

Moderator: Todd J. Peterson, Counsel, Edwards Wildman Palmer LLP

Panelists: Michael Grimm, Financial Advisor, Delphos International

Chris Muessel, Partner, VDB Loi

Sesto E. Vecchi, Managing Laywer, Russin & Vecchi

Thinh Xuan Than, Director, Tax & Advisory Services, Ernst & Young Vietnam Ltd

16:30-17:15 Country Focus: Myanmar

Ken Steven, Managing Partner, Leopard Capital

Jack Kelly, Managing Partner, Myanmar Blue Ocean Services.

Marvin Yeo, Managing Partner, FIDP

17:15-17:30: CLOSING

Ryan Galloway, Vice Chairman, Auxesia Holdings

18:00-19:00 COCKTAIL RECEPTION & CHAIRMAN'S DINNER

Hosted by: Kusto Group

Friday, September 21, 20127:30-8:30 **CONFERENCE REGISTRATION & BREAKFAST**8:40-9:25 **Deal Sourcing & Due Diligence Strategies (Lead-in: HSC)**

Where can fund managers expect to find deals over the next 12 months? What kind of deal flow can we expect from FMCG, manufacturing, and other sectors? Can private money into public companies be a viable option? What kind of changes to the regulatory environment could be helpful to investors doing due diligence in Southeast Asia?

Moderator: Johan Nyvene, CEO, Ho Chi Minh Securities Company (HSC)

Panelists: Bretton G. Sciaroni, Senior Partner, Sciaroni & Associates
Jay Boyle, Managing partner, ECFO Services Ltd.
Naohisa Fukutani, Managing Director, GCA Savvian Corporation

9:25-10:05 **Value Creation**

How active are GPs in their Southeast Asian investees? How do they effect that change: from the board or through operations? How relevant are buy-and-builds in the region? What are optimal strategies for organic growth through marketing, distribution, and payment terms?

Moderator: Chris Freund, Managing Partner, Mekong Capital

Panelists: Kien Pham, Chairman, Red Square Vietnam.
Nguyen The Duy, Investment Manager, CyberAgent Ventures, Inc. (CAV)
Matt Millard, CEO, Purple Asia

10:05-10:25 **NETWORKING & REFRESHMENTS**10:25-11:05 **Exit Strategy**

With many of Vietnam's funds ending an investment cycle, how and where are managers looking to exit? How can managers position themselves for trade sales to Japanese, American, and European corporates? Are public listing or MBOs a viable option in Vietnam, Thailand, Cambodia, and Lao? Could listing on foreign exchanges be an option?

Moderator: Ken Atkinson, Managing Partner, Grant Thornton Vietnam

Panelist Carl Gordon, Director Corporate Finance, KPMG Vietnam & Cambodia
Kevin B. Hawkins, Partner, Registered Foreign Lawyer (Vietnam), Mayer Brown JSM
Marc Djandji, Senior Vice President, Indochina Capital

11:15-12:15 **The Pitch: Businesses**

Linh Nguyen, Co-Founder, Cali Broken rice Restaurant chain
Minh Quoc Nguyen, CEO, Concung.com
Pawoot Pongvitayapanu, Co-Founder & Director, ZocialEyes -Thailand
Koon Kee Phua, Co- Founder & CEO, Aquarius Vietnam Co. Ltd.

12:15-13:30 **LUNCH**

Hosted by: Auxesia Holdings

Hot sectors and Investments**13:30-14:15 Consumer**

How do the tastes of consumers in the region differ? Can we expect big changes with the normalization of WTO tariffs in 2012? With ASEAN integration in 2015? How can GPs work with corporations to earn returns on investment? With Vietnam's consumer spending project to grow 75% over the next five years, what should people be looking to invest in?

Moderator: Kelly Wong, Group CFO, Kinh Do Corporation

Panelists Don Phan, Co-Founder, Zalora.vn
Richard Pham, Managing Director, Otsuka Thang Nutritional Co. Ltd
Mark McGrath, Development Agent, Subway
S. Timothy Seltzer, CFO & Director of Corporate Investments, Viet Thai International Joint Stock

14:15-15:00 Real Estate

What is the outlook for real estate in Southeast Asia after the financial crisis? What is the appropriate capital stack to ensure outsized returns? Distressed properties or greenfield development, where do the opportunities exist in the region? What are the greatest risks to investing? Regulation? Construction? Financial?

Moderator: Marc Townsend, Managing Director, CBRE

Panelists: Alex K K Loh, Chief President Representative, SP Setia
Daniel Shambaugh
Calvin Lam, Managing Director, Ingate Capital HCMC

15:00-15:30 NETWORKING & REFRESHMENTS**15:30-16:15 Manufacturing and Agribusiness**

Who is making Southeast Asia part of its supply chain, and how does the region develop local content to add value to these investors? As wages increase and the region flourishes, how do we mitigate inflationary pressures on commodities? What is the impact on the bottom line of the manufacturing and agribusiness industries?

Moderator: Mark G. Gillin, Managing Director, AIM Capital Management

Panelists: Antony Nezic, Managing Director, Saigon Asset Management
Daniel Kaye Mitchell JR, Director, Grandis Timber Ltd, Cambodia.
Ryan R. Bird, Owner, Son Cam Consulting Co. Ltd

16:15-17:00 Healthcare & Education

How are investors responding to the regions lack of hospitals and birthing centers? How can the use of technology help to serve the region's patients without increasing their cost? What are the most sustainable opportunities in education: primary, secondary, or graduate? How can educational institutions balance the needs of their students with investors?

Moderator: Dr. John Vong, Professor, James Cook University, Australia

Panelists: Warren Eng, Principal, ERC Institute Vietnam
Tuong Nguyen, CEO, Victoria Healthcare My My, JSC
Xuan Giao Nguyen, Director, Vietcapital

17:00-17:15 FINAL REMARKS:

Ryan Galloway, Vice Chairman, Auxesia Holdings