

AVCJ Private Equity & Venture Forum

Global Perspective, Local Opportunity



2019
SERIES

Vietnam Forum

May 23, 2019 | Park Hyatt Saigon, Ho Chi Minh City

Now in its 3rd year, the AVCJ Vietnam Forum will continue to focus on the strengthening Vietnamese economy, which is attracting even more significant interest from investors looking to capitalize on the private equity, venture capital and real estate opportunities in this promising market.

Chosen by over 200 attendees in 2018, the AVCJ Vietnam Forum is where senior business leaders from across Vietnam, Asia and the rest of the world meet for a day of discussions and debate on domestic, regional and global investment issues.



Demographics of the AVCJ Vietnam Forum:

200+
Attendees

30+
Expert speakers

10
Countries

140+
Organisations

70+
Senior industry professionals



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CPD CERTIFICATION
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AVCJ Vietnam Forum is now a CPD certified event
6.5 CPD points can be claimed after attending the Forum

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Forum at a glance

The AVCJ Vietnam Forum will focus on the Vietnamese economy, which is attracting significant interest from investors looking to capitalize on the private equity, venture capital and real estate and other opportunities in this promising market.

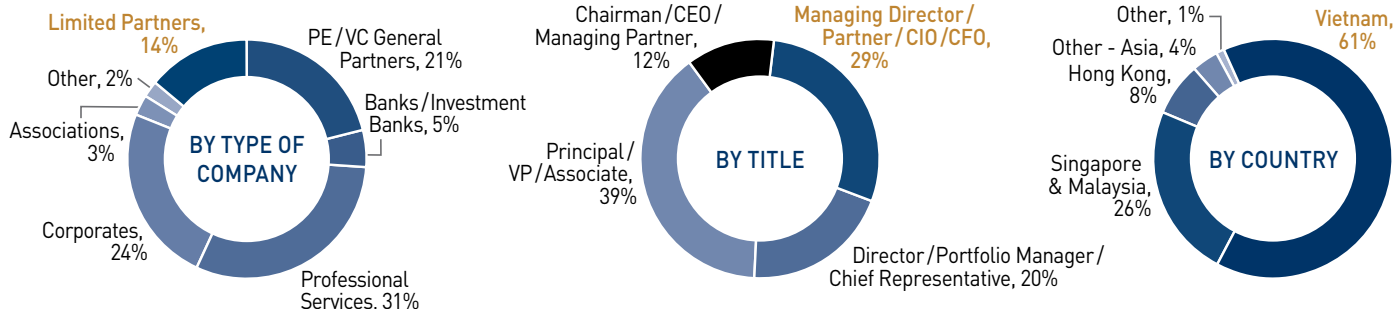
Topic areas to be addressed:

- Private market outlook for Vietnam and the rest of Asia
- Cross-border deal making: challenges and opportunities
- The rise of corporate investors in the ecosystem
- The evolving consumer landscape
- The latest opportunities in real estate
- Venture capital and value creation

Organisations that have previously attended AVCJ Vietnam include:

- 500 Startups
- ABB Merchant Banking
- Adams Street Partners
- Akin Gump Strauss Hauer & Feld
- Alberta (Canada) Singapore Office
- Alibaba Group
- Allens
- Alpha King Real Estate Development Jointstock Company
- AntBuddy
- Aon Risk Solutions
- Asia Counsel Vietnam Law Company
- Baker Mckenzie
- BDA Partners
- BEENEXT
- Brunswick Group
- CapitalLand Vietnam
- CDH Investments
- CEEC Vietnam
- Central Group
- CIMB Investment Bank
- Clermont
- Clover Montessori
- Control Risks
- Credit Agricole CIB
- CVC Capital Partners
- Dairy Farm – Guardian Vietnam
- DaouKiwoom Group
- DEG
- Deloitte
- DN Legal
- Doosan Heavy Industries & Construction
- Dragon Capital
- Dream Incubator (Japan)
- Duxton Asset Management
- Ecotruck
- EMPEA
- Entrepid
- Epikurean Resorts
- EPOMI
- Eversheds Sutherland
- Excelsior Capital Asia
- Frasers Law Company
- Freshfields Bruckhaus Deringer
- Gem Hotels Group
- Gerson Lehrman Group Singapore
- GoBear
- GO-JEK
- GrabPay
- Grant Thornton
- Hanwha Asset Management
- Hebronstar Venture
- Hendale Capital
- HKBAV
- Ho Chi Minh City Securities Corporation (HSC)
- Hochiminh Stock Exchange
- Hogan Lovells
- Hogan Lovells Lee & Lee
- Hotel Mazin Lafayette Endowment Fund
- HSC Securities Corporation
- Hung Vuong Assurance Company
- IDG Ventures Vietnam
- IMG Group
- International Finance Corporation (IFC)
- Intralinks
- JD.com
- JupViec
- Khazanah Nasional Berhad
- Kiwoom Investments
- Kiwoom Securities
- KPMG
- Kukdong Oil & Chem
- KV Asia
- KWAP
- LGT Capital Partners
- LNT & Partners Law Firm
- Locus Capital Partners
- Marsh
- Mayer Brown JSM (Vietnam)
- Mekong Business Initiative – Asian Development Bank
- Mekong Capital
- Navigos Group Vietnam JSC
- Navis Capital Partners
- NewQuest Capital Partners
- Northstar Group
- Nu Advisory
- Nullabor Holdings
- Openspace Ventures
- Orion
- Pafilia Property Developers
- Partners Group (Singapore)
- Patamar Capital
- PEB Steel
- Phoenix Holdings
- Proterra Investment Partners
- PwC (Vietnam)
- responsAbility Investments
- Rever
- Reynolds Porter Chamberlain
- RSM Vietnam
- Russin & Vecchi
- Saigon Securities
- San Marco Capital
- Scommerce
- SeABank Ho Chi Minh
- Seedcom
- Shinhan Financial Group
- Sonus
- SOPEC
- SSI Investment Banking
- Standard Chartered Bank
- Standard Chartered Private Equity Managers
- Steadfast Group
- Sumitomo Corporation Asia & Oceania
- Tael Partners
- Tale.city
- The Abraaj Group
- The Carlyle Group
- The Executive Centre
- Tiki Corporation
- Tiki.vn
- Tor Investment Management
- TricorIAG Fund Administration
- Triip.me
- U.S. Consulate Ho Chi Minh City
- Van Khanh Corporation
- Venture North Law
- VietFund Management
- Vietnam Australia International School
- Vietnam Investments Group
- Vietnam Oman Investment
- VIISA Fund / FPT Ventures
- VinaCapital
- Vinataba – Philip Morris Limited, Ho Chi Minh City Branch
- Walkers
- WeFit
- White & Case
- Women of Vietnam

Breakdown of 2018 Forum:



Supporting Organisations



Supporting Media



Speakers

Leading GPs and LPs confirmed are:



Nguyen Cong Ai
Partner
KPMG



Amit Anand
Founding Partner
JUNGLE VENTURES



JinA Bae
Head of Corporate Venture
HANWHA ASSET
MANAGEMENT



Shane Chesson
Partner
OPENSOURCE VENTURES



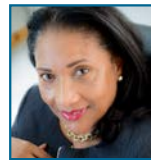
Ryan Collins
Managing Director
MASSMUTUAL VENTURES



Andy Ho
Chief Investment Officer
VINACAPITAL



Neal Kok
Principal
KKR



Sherrie Ortiz-Fahie
Director
BVI HOUSE ASIA



Steven R. Okun
CEO, APAC Advisors & ASEAN
Representative
EMPEA



Chad Ovel
Partner
MEKONG CAPITAL



Andrew Thompson
Head of Private Equity Asia Pacific,
Head of Deal Advisory
KPMG



Yotaro Tokuo
Principal
ADVANTAGE PARTNERS



Pete Vo
Managing Director
CVC CAPITAL PARTNERS

Programme

Thursday, May 23, 2019

08.00 Registration and refreshments

08.55 Welcome address

09.00 Opening keynote address

09.30 Vietnam's private markets: 2019 and beyond

As Vietnam's economy advances and consumer opportunity expands, private market investor sentiment has accelerated more rapidly than actual investment. Nevertheless, signs are showing that a tipping point may be on the horizon. This is supported by a series of recent private equity deals which reveal a maturation process on several fronts. A senior investor panel will discuss:

- What is the current and future role of private equity in the Vietnamese economy?
- How do LPs and GPs view Vietnam against the rest of the region?
- What is the landscape for deal-flow, execution, and exits?
- How to work with entrepreneurs, co-investors, LPs, and government officials to create win-win situations?

10:30 Networking coffee break

11:00 Cross-border deal making: Challenges and opportunities

Vietnam is already a significant beneficiary of trade uncertainties in the region; and this is only intensifying in markets that have historically been the destination of choice for strategic offshore operations. It is predicted that cross-border deal making will increase as manufacturing powerhouses, as well as regional and global investors, shift their facilities to Vietnam or increase investment in the country. A panel of experts will discuss:

- What is the outlook affecting cross-border activity?
- How will the new competition law improve cross-border deals?
- What are the key deal-breakers in transactions: valuation, due diligence, and post deal?
- What execution challenges exist in cross-border transactions?

11:45 Fireside chat

12:15 Networking lunch

13:15 Corporate investors on the rise

The role of corporate investors, including SOEs, private conglomerates, and regional players, has changed significantly. From private equity beneficiaries in their infancy, to strong partners in co-investments and exits, these companies have grown into leading enterprises. Now, many have created dedicated investment platforms and sector-focused funds to leverage their industry expertise. How will this trend impact the evolution of Vietnamese private equity? Our panel of corporate investors and corporate spinout funds evaluate the opportunities and challenges ahead.

- Are corporate investors more strategically or financially focused, and what are their investment approaches?
- How different are corporate investors from GPs in operational value creation, deal selection, and exits?
- How are these up-and-coming managers gaining traction from LPs?
- Where do corporate investors and spinout managers fit in the private equity ecosystem? Can they be synergistic instead of competitive?

14:00 The evolving consumer landscape

As deal sizes inflate and new openings emerge in a winding value chain, Vietnam's consumer economy has started attracting a wider range of investors. Private equity is uniquely positioned to exploit this opportunity, with Vietnamese companies finally reaching the size where their growth capital requirements are attracting large strategic investors and international private equity.

- Which technology shifts are changing the digital landscape?
- Which sectors are hot: retail, F&B, logistics, financial services, healthcare, and education?
- What is the role of the nascent middle class and increasingly disposable income in driving growth?
- What is the appetite for consumer-driven businesses?

14:45 Networking coffee break

15:30 Real estate in the mix

With the private equity houses in Vietnam—unlike other markets—using a hybrid model with a strong real estate mix, it is no surprise that the sector is getting plenty of attention from investors. With a strong shift in urbanisation, the property market is still underdeveloped and is one of the most promising in Asia. Leading experts will discuss:

- What is the sector outlook?
- What are the challenges and opportunities?
- How is the entertainment and leisure segment shaping up?
- How does it compare with the rest of the region?

16:15 Venture capital: Taking the lead?

With interest in Vietnam heating up and venture capital firms helping entrepreneurs find gaps in various sectors such as healthcare, education, finance, and logistics, the industry is growing steadily and has the potential to even take the lead in the region. An experienced panel will discuss:

- How is the venture capital landscape developing?
- What does value creation mean in a Vietnamese venture capital context?
- What is the role of fintech in the digital economy?
- Where does Vietnam fit in the Southeast Asian ecosystem?

17:00 Close of conference and cocktail reception



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If you have a discount code, please insert:

Booking details

Email this form to book@avcj.com

Early bird rate (on or before Apr 12 2019)	Standard rate (after Apr 12 2019)
<input type="checkbox"/> US\$799 Save US\$200	<input type="checkbox"/> US\$999

Fees include refreshments, luncheon, evening reception and all conference documents.

Registration details

Please complete your details below in BLOCK CAPITALS or attach your business card.

Mr/Mrs/Ms	First name	Last name
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Job title		
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Company		
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Address		
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City	Country	Post/zip code
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Telephone	Fax	E-mail
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I plan to attend the Cocktail reception on Thursday, May 23 at 17:00		Yes <input type="checkbox"/> No <input type="checkbox"/>
I would like to receive a CPD certificate with information of attendance		Yes <input type="checkbox"/> No <input type="checkbox"/>

Payment details

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Cancellation/refund policy: A cancellation charge of US\$300 is applicable to written cancellations received on or before May 9 2019. No refund will be made for cancellations after the date due to our advance guaranty obligations and administration costs. A substitute delegate is welcome but the organiser MUST be notified in advance of the meeting to avoid incurring a charge. Substitutions may NOT be made at the meeting.

Pay in advance: We will include registrants' names on the official delegate list if we have received your registration fees by May 16 2019. All payments should be made immediately. Regrettably, no entrance will be permitted for payments not received in advance.

Venue and Accommodation

Park Hyatt Saigon

Address: 2 Lam Son Square, District 1, Ho Chi Minh City (Saigon), Vietnam
Tel: +84 8 3824 1234 / Website: <https://saigon.park.hyatt.com/en/hotel/home.html>

A limited number of rooms at the Hotel have been reserved at a special rate for AVCJ Forum participants on a first-come first-served basis. Please book your room directly with the hotel and identify yourself as an AVCJ Forum participant to qualify for the rate

Park Room - USD230 +5% service charge and 10% VAT per room per night

(this rate includes internet and one buffet breakfast served in the Opera Restaurant).

Note: Room rate is subject to room availability, service charge and VAT are not included.

(Please note AVCJ Private Equity & Venture Forum does not bear the responsibility for participants' travel and accommodation arrangements.)

Terms & conditions: - To cancel your room, please contact the hotel directly (Mr Nam Nguyen) before May 1 2019. Late cancellation after May 1 2019 or no-show will incur total nights' stay charges as penalty. - Credit card details are required in order to confirm the reservation(s) on a guaranteed basis. - Bookings are made after May 1 2019 will be subject to hotel's availability

E-mail your details to
hainam.nguyen@hyatt.com

Hotel Reservation form:
Please click [HERE](#)

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Contact us

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