

Vietnam Oil & Gas: Strategic Perspectives

Presented by Mr. Alexander Wood, Vice Chairman, AWR Lloyd
Date: 27th March 2015

VIET CAPITAL
VIETNAM
ACCESS DAY
2015



From March 26th to 27th 2015, Viet Capital Securities hosted a two-day “Vietnam Access Day” event at the InterContinental Hotel in Ho Chi Minh City, Vietnam. The event was Vietnam’s largest corporate access event with over 200 investors, a range of companies seeking to meet investors, and expert presentations. The main theme of the event focused on understanding challenges and opportunities associated with Vietnam’s economic development, regional integration, financial institutions, role in the global financial sphere, energy needs and overall investment climate.

In discussing these topics, the event brought together business leaders from across the finance spectrum in Vietnam, including speakers from the Ho Chi Minh City Stock Exchange, Citibank Vietnam, and Viet Capital Securities. The event brought together speakers from large established players in finance, but also individuals involved with venture capitalism, technology entrepreneurship, real estate, and law, including companies such as IDG Ventures, the Vietnam Communications Corporation, CBRE and Baker & McKenzie.

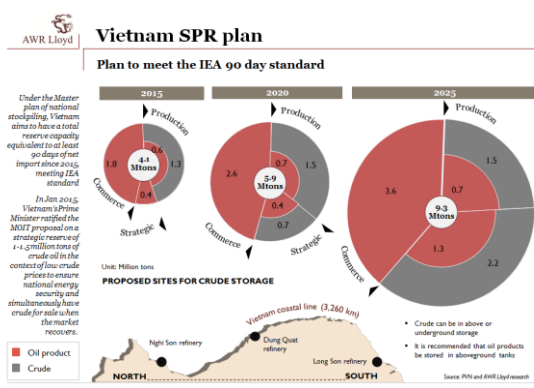
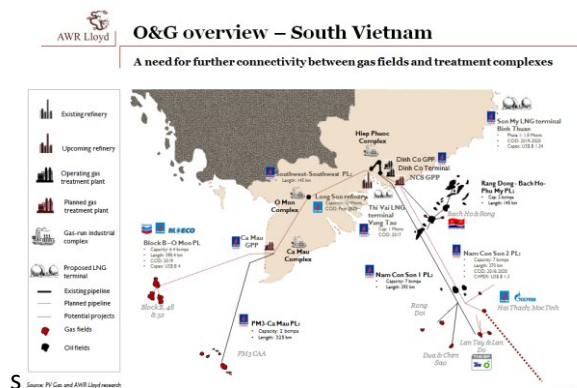
For the event, AWR Lloyd examined the current state of Vietnam’s oil and gas sectors through a presentation entitled “Vietnam Oil & Gas: Strategic Perspectives”. Starting with a look at oil and gas demand to 2025 and reserves, we highlighted ways in which increasing domestic demand could shape the country’s midstream and downstream sectors. A key message was the need to open up the oil and gas industry to competition and foreign investment to develop the infrastructure, consumer access, and synergies required to achieve the sales needed to support new projects, such as the multiple oil refining projects that are in the pipeline.

AWR Lloyd went on to highlight key challenges related to oil and gas supply logistics, potential supply disruptions, and other pressing risks. Having discussed these challenges, we went on to provide a range of solutions that might comprise a long-

term oil and gas supply risk mitigation strategy. Key themes underscoring these solutions included energy diversification, investment in Vietnam's resources, balance in geo-strategic relationships, and emergency contingency planning along the lines of an IEA standard Strategic Petroleum Reserves programme.

The presentation concluded with an analysis of Vietnamese listed oil and gas companies and the impacts of privatization. On the whole, given Vietnam's strong growth in oil and gas consumption and the associated investment projects, there is reason to expect positive growth premiums for related listed companies. Indeed, given the ongoing privatization of state-owned enterprises, Vietnam's oil and gas sector remains dynamic and one to watch over the next few years as more companies are privatized or opened up further to private investors and the public markets.

We look forward to participating in Vietnam Access Day events in the future.



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2015

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25 - 26 - 27 March 2015
InterContinental Hotel,
39 Le Duan, District 1
Ho Chi Minh City, Vietnam
www.vcsc.com.vn/vad

Agenda

* Site Visits on March 25 – See last page for schedule

CONFERENCE - 26 MARCH

- 8:15 **Registration and Coffee**
- 9:00 **Opening Remarks**
Mr. Michel Tosto, Managing Director, Institutional Sales & Brokerage, Viet Capital Securities
- 9:10 **Welcoming Address**
Ms. Nguyen Thanh Phuong, Chairwoman, Viet Capital
- 9:20 **Upcoming Stock Market Development**
Mr. Le Hai Tra, Deputy CEO, Ho Chi Minh City Stock Exchange
- 9:40 **Vietnam's Regional Integration Beyond TPP**
Mr. Frederick Burke, Principal, Baker & McKenzie
- 10:10 **Vietnam Consumers Today**
Mr. Ralf Matthaes, Director, Infocus Vietnam
- 10:40 **Tech Entrepreneurship in Vietnam**
Mr. Henry B. Nguyen, Managing General Partner, IDG Ventures Vietnam; Chairman, McDonald's Vietnam
- 11:00 **Panel: Tech Entrepreneurship in Vietnam**
Moderator:
Mr. Henry B. Nguyen, Managing General Partner, IDG Ventures Vietnam; Chairman, McDonald's Vietnam
Panelists:
Mr. Le Hong Minh, Founder and CEO, VNG Corporation
Mr. Phan Sao Nam, CEO, VTC Online
Mr. Nguyen The Tan, Co-Founder, VC Corporation
- 12:00 *Lunch (included)*
- 13:00
- 14:00
- 15:00 **CORPORATE MEETINGS**
- 16:00
- 17:00
- 18:00 **Networking Cocktail**
Open to all event participants

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CONFERENCE - 27 MARCH

- 8:15 **Registration and Coffee**
- 9:00 **Opening Keynote Address**
Mr. To Hai, CEO, Viet Capital Securities
- 9:10 **Vietnam's Economy: What to Expect in 2015**
Mr. Nguyen Xuan Thanh, Director, Fulbright Economics Teaching Program
Fulbright is a partnership between the University of Economics, Ho Chi Minh City, and the Harvard Kennedy School, Cambridge
- 9:40 **Real Estate: Is the Recovery Real?**
Mr. Marc Townsend, Managing Director, CBRE Vietnam
- 10:10 **Panel 2: Banking: Sounding foreign and domestic banks on Vietnam banking landscape**
Moderator:
Mr. Long Ngo, Senior Research Manager, Viet Capital Securities
Panelists:
Mr. Asim Rana, Head of Commercial and Investment Banking, Citibank Vietnam
Mr. Vijay Maheshwari, CFO, Asia Commercial Bank Vietnam
Mr. Do Duy Hung, CEO, Viet Capital Bank
- 11:10 **Vietnam Oil & Gas: Strategic Perspectives**
Mr. Alexander Wood, Vice Chairman, AWR Lloyd
- 12:00 *Lunch*
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SITE VISITS - 25 MARCH

Morning

Novaland Group

Real Estate Site Visits: Sunrise City, Lexington
Residence, Tropic Garden

Vingroup (VIC)

Real Estate Site Visit: Vinhomes Central Park
Supermarket Chain Visit: VinMart

Afternoon

Mobile World (MWG)

Retail Store Visits

FPT (FPT)

Retail Store Visits

Phu Nhuan Jewelry (PNJ)

Retail Store Visits