



**Capitalizing on Post-Recovery Growth:
Effective Financial, Taxation and Treasury Management
for Foreign Invested Enterprises in Vietnam**

**Wednesday 11th November 2009
Legend Hotel, Ho Chi Minh City**

“Vietnam economy is in solid recovery”

With the global crisis over, foreign investors can look forward to another phase of sustained business expansion in Vietnam. Months of pending demands are soon to be unleashed with increasing consumer confidence, and lower post-crisis asset prices hold attractive P/E for expansion through mergers and acquisition.

Seasoned foreign investors realise that business success in Vietnam requires a solid understanding and effective management of corporate finance, treasury and taxation in the Vietnamese context. Many hard lessons have been learned from managing the crisis.

Which financing methods would be best to sustain continued growth? How best to manage working capital in Vietnam? What are the taxation and exchange control considerations in equity and debt financing? Which holding structure would be tax-optimal, and what are the consolidation rules? What are the foreign exchange trends, and how should one manage the associated foreign exchange risks?

This conference presents an international panel of distinguished speakers who will share their insights on what it takes to effectively manage company's financials in the post-recovery period.

Drawing from in-depth analysis and industry experience, the sessions also highlight contemporary approaches to foreign risk management, recruitment and retention of finance staff and finance outsourcing.

Tips on foreign exchange strategies and cross border tax planning!

Hot Topics!

- Taxation and exchange control considerations of equity and loan financing
- Cash and working capital management for sustainable growth
- Foreign exchange risk – VND near term projections, risk assessment and risk management programs for foreign investment enterprises
- Taxation of Mergers & Acquisition
- Offshore holding structure, double taxation agreements and contemporary developments
- Financial Reporting and Consolidation for subsidiaries in Vietnam – VAS and IFRS
- Corporate planning from the global perspective – professional advice and outsourcing financial management
- Finance Recruitment and Human Resources Issues



Who Should Attend

- General Directors, Country Managers and Chief Representatives
- CFOs, Chief Accountants and Finance Managers
- Managers involved in corporate affairs, treasury and legal
- Business consultants, auditors and tax advisors

Speakers and Panelists

(in alphabetical order)

Arun Kumar

Senior Manager, VIETVALUES Audit and Consulting Group

Daniel Armstrong

General Director, Commonwealth Bank of Australia, Vietnam

James Mendelssohn

Chief Executive, MSI Global Alliance

Kevin Lam

Managing Consultant, Peligo Advanced Learning Academy

Lim Chor Ghee

Partner, VIETVALUES Audit and Consulting Group

Neil M Russell

General Manager, First Alliances Vietnam

Rowan Luke

Head of Treasury, Commonwealth Bank of Australia, Vietnam

Tran Khanh Lam

Managing Partner, VIETVALUES Audit and Consulting Group

Profile of Speakers / Consultants

Arun Kumar

A Chartered Accountant with the Institute of Chartered Accountants of India, Arun has many years of working experience in auditing with Big 4 accounting firms in Vietnam and Yemen. He has also worked as the management accountant with Le Meridien leisure and hospitality group in Dubai, UAE and has gained his internship with a chartered accounting firm in New Delhi, India.

Arun is well versed with the preparation and review of financial statements in International Financial Reporting Standards (IFRS) and International Accounting Standards (IAS) in addition to Vietnamese Accounting Standards (VAS).

He assumes the position of Senior Audit Manager with VIETVALUES Audit and Consulting Group in November 2009.

Daniel Armstrong

Danny Armstrong is the General Director and Country Head for the Commonwealth Bank in Vietnam. He arrived in Ho Chi Minh City with his wife and three young daughters in August 2006. Since then he has been working on securing the Bank's first branch license and preparing the branch for its August 2008 opening.

Danny is a long-serving employee of the Commonwealth Bank, starting his career in 1982. Since then he has worked in a variety of leadership roles within the branch network, business and corporate banking and Head Office.

In 2000, Danny took up a head office role in the Bank's business customer strategy and marketing area and later ran the sales and service support area for business banking nationally.

Following a three year role as adviser to the Banks former CEO, Danny joined the International Financial Services division in 2005, leading the project team responsible for establishing the Ho Chi Minh City branch.

Danny was born in Melbourne in 1965 and educated at St Thomas More College, Monash University and Macquarie University. He holds Bachelor of Business (Banking & Finance) and Master of Business Administration Degrees. He is also a graduate of the Australian Institute of Company Directors' Diploma and Advanced Diploma courses.



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James Mendelssohn

James Mendelssohn is the Chief Executive of MSI Global Alliance, an international association of over 250 law and accounting firms, operating in 100 countries worldwide.

A British citizen and law graduate from Cambridge University, James' background includes key management positions at international firms Neville Russell (now Mazars) and Spicer & Oppenheim (now Nexia International), as well as running his own business and co-founding the Professional Services Marketing Group. James also holds an MBA from the University of Bath, the thesis for which focused on 'Management Structures in International Networks'.

Kevin Lam

Kevin has more than 15 years of international tax and business advisory experience in public accounting and commerce within the region. He is a member of the Malaysian Institute of Certified Public Accountants.

His regional involvements included attachments with two of the Big-4 accounting firms Malaysia, Singapore, Vietnam and Papua New Guinea. He spent the last two years with one of the Big-4 accounting firms based in Vietnam.

Kevin has extensive experience in international tax advisory and corporate tax planning, transfer pricing and tax due diligence.

Lim Chor Ghee

Chor Ghee is a Partner of VIETVALUES Audit and Consulting Group.

He is regularly invited to speak at conferences and workshops in Singapore, Hong Kong, Malaysia, Vietnam, Bangladesh and Sri Lanka, and is an Adjunct Associate Professor (Finance and Accounting) with the Management and Science University of Malaysia.

Prior to coming to Vietnam, he was the Vice President for a multinational company listed in Hong Kong with turnover of more than US\$ 1.5 billion in 2001. At that time, he managed the group's legal and corporate affairs for business operations in more than 15 countries. Earlier, he trained with international accounting firms Coopers & Lybrand and Price Waterhouse.

He graduated with MBA (Herriot Watt, UK), Master of International Studies (Sydney), Post Graduate Certificate in Electronic Business (USQ) and Bachelor of Commerce (Melbourne), and is a professional member of CPA Australia, Malaysian Institute of Accountants, Chartered Institute of Taxation (Malaysia), Academy of International Business (USA) and Malaysian National Computer Confederation.

Neil Russell

Neil has had more than 15 years of experience in the HR industry. He started his recruitment career in Britain in 1993. He joined Bo' Le' as the Country Representative for Thailand in 2000 before joining Manpower in 2003 as Operations Manager of Permanent Services Division (recruitment). Neil was promoted to Operations Director in 2006 to take over the management of its contracting business, managing over 3,000 contractors for their major global clients in Thailand. In 2008, Neil joined a Dubai-based HR consultancy and corporate training company to provide human capital related consulting services and training, and he was concurrently the Managing Consultant/Partner for a UK search firm based in Middle East, conducting executive search in Middle East for multinationals.

Neil joined FA May 2009 as General Manager, overseeing the recruitment and HR Outsourcing Solutions divisions.

Rowan Luke

Rowan Luke is Head of Treasury for the Commonwealth Bank in Vietnam. He joined the team here in Ho Chi Minh City since 2008, responsible for the Bank's strategy and business in Treasury and Corporate segment.

Rowan is a long-serving employee of the Commonwealth Bank, starting his career in 1995. Since then he has worked in a variety of roles in treasury area of the Bank, covering securities origination for a number of global clients not only in Australia but also in the region. Before working with the team in Vietnam, Rowan served the role of Regional Head of Global Markets Asia based in Hong Kong and Singapore, covering markets in Japan, Korea, China, India and Indonesia.

Rowan was born in Melbourne and educated at University of Melbourne. He holds Bachelor of Commerce and Master of Commerce Degrees (both with first class of honours). He achieved a number of awards from Commonwealth Bank including Deal Maker of the Year, 2002; Most Client Focused Award, 2005; CEO Service Award Winner, 2005.

Tran Khanh Lam

Lam is a founding partner of VIETVALUES Audit and Consulting Group. Lam has more than 14 years of working experience in the audit and accounting profession. He has worked for international accounting firm Ernst & Young (Vietnam) as well as a state-owned audit firm. Lam's involvements range from statutory annual financial statement audits and reviews, investment capital report audits and reviews, internal control reviews and consultations, and internal audit outsourcing.

Lam is a Certified Public Auditor (Registered Auditor) and Certified Public Valuer (Registered Valuer) licensed by the Ministry of Finance Vietnam, and is a member of Vietnam Accountants Association (VAA) and Vietnam Association of Certified Public Auditor (VACPA). He graduated with Master of Accounting and Audit, and bachelor degrees in Accounting and Audit and English Language. He is currently a PhD candidate in accounting and audit with the Ho Chi Minh Economic University.

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AGENDA

0815 – 0830	Registration
0830 – 0845	Welcome and introduction to speakers / panel
0845– 0930	<p>Financing growth</p> <ul style="list-style-type: none"> • Equity injection, loans from head office and commercial loans in Vietnam in the context of Investment Law • Corporate structure, taxation and profit repatriation strategies • Cash and working capital management for sustainable growth <p>Speaker: Chor Ghee</p>
0930 – 1000	Coffee break and networking
1000 – 1045	<p>Foreign Exchange Risk Management</p> <ul style="list-style-type: none"> • Near term foreign exchange projections • Foreign exchange risks for FIEs in Vietnam • Management of foreign exchange risks <p>Speaker: Rowan Luke</p>
1045 – 1130	<p>Tax Planning Strategies for Corporate Growth</p> <ul style="list-style-type: none"> • Tax impacts on different methods of financing • Taxation of M&A • Offshore holding structures and double taxation agreements <p>Speaker: Kevin Lam</p>
1130 – 1200	<p>Financial Reporting and Consolidation for subsidiaries in Vietnam</p> <ul style="list-style-type: none"> • What are the typical challenges in consolidating Vietnam subsidiaries? • Practical comparisons of Vietnam Accounting Standards and IFRS <p>Speaker: Arun Kumar</p>
1200 – 1330	Lunch and Networking
1330 – 1415	<p>First Panel Discussion Managing Business Expansion: Financial / Treasury Management and Tax Planning</p> <p>Chair: James Mendelssohn Panel: Danny Armstrong, Chor Ghee, Kevin Lam</p>
1415 – 1500	<p>Corporate planning from the global perspective</p> <ul style="list-style-type: none"> • Getting the right professional advice • Financial Management – Outsource or In-House? <p>Speaker: James Mendelssohn</p>
1500- 1515	Coffee break
1515 – 1600	<p>Second Panel Discussion Finance Recruitment and Human Resources Issues</p> <p>Chair: Neil Russell Panel: Khanh Lam and Chor Ghee</p>



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Workshop : Effective Financial, Taxation and Treasury Management

Date : 11th November 2009 (08:00 – 16:30)

Venue : Legend Hotel, HCMC

Price : VND 3 million nett

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Position: _____

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Please fax/email us a copy of the TT form with the name and company of the person attending written on it.

NOTE:

Registration is only confirmed upon payment which must be made by **4th November 2009**.

No cancellation will be entertained after confirmation, but substitutes are allowed.

For more information and further enquiries please email Mr. Noel at noel@peligotraining.com

or call **Mr. Noel** or **Ms. Ha** at **+84(8) 3836 1340 / 49**