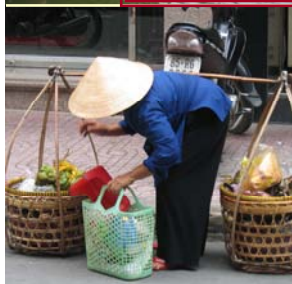


# Building Bridges to Vietnam

Investing & Business Partnerships with Asia's Most Dynamic Emerging Economy

Featuring: H.E. Le Cong Phung

Ambassador Extraordinary and Plenipotentiary of the Socialist Republic of Vietnam to the USA



**When:** May 15, 2008; 8:30 am—4:30 pm  
**Where:** Milwaukee Athletic Club  
758 N. Broadway, Milwaukee, WI 53202  
**Fees:** See registration form  
**RSVP/**  
**Questions:** [lynguyen@hathaway-nguyen.com](mailto:lynguyen@hathaway-nguyen.com) ; 262-912-6269

## ABOUT THE EVENT

With a population of more than 85 million and a median age of 26, Vietnam offers a young, educated workforce, and a destination market for goods and services. Over the last decade, it's GDP has averaged 7.5% annually, making Vietnam the second fastest growing free-market economy in the world. We are honored to be joined by H.E. Le Cong Phung, Ambassador of the Socialist Republic of Vietnam to the U.S. and panels of experts who will discuss how to invest and conduct business in Vietnam. Topics will include a discussion of the legal, regulatory and investment environment, case studies from manufacturers already active in this marketplace, as well as a description of opportunities in physical and IT infrastructure, real estate and equities.

## AGENDA

- 8:30am Registration
- 9:00am Panel Discussion-Bilateral Trade and Government Issues
- 10:15am Panel Discussion-Legal/Accounting Issues & Regulations
- 11:30am Lunch
- Keynote Remarks: Ambassador to the U.S. of the Socialist Republic of Vietnam, His Excellency Le Cong Phung**
- 1:00pm Panel Discussion-Real Estate/Equity Investing
- 2:00pm Panel Discussion-Experience of U.S. Companies in Vietnam
- 3:00pm Panel Discussion-Physical, IT Infrastructure

## SPONSORS

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**Milwaukee World Trade Association**





# Building Bridges to Vietnam

## Panel Discussions\*



### Panel Discussion #1: Bilateral Trade and Government Issues

The US-Vietnam Bilateral trade agreement signed in 2001 marked a new period of rapid economic development between our two nations. Learn about the details of this agreement and the results so far. What can be expected in the future? In addition, we will touch on macro-economic topics such as currency and trade, and identify growth industries. Presenters: Don Straszheim (Roth Capital), Ian Coxhead (UW-Madison, Dept. of Applied Economics), Beng Yeap (Wisconsin Department of Commerce), Ngo Van Thuan (Vietnam Embassy—Commercial Office).



### Panel Discussion #2: Legal/Accounting Issues & Regulations

What does it take to establish a business in Vietnam? What are the regulations for various industries? How do companies resolve disputes? How developed is Vietnam's accounting system? How transparent is it? What are some "red tape" issues that must be overcome? This panel discussion will provide answers to these questions and include a description of the legal steps needed to establish and run a business in Vietnam as well as key accounting and regulatory issues. Presenters: Andrew Odell (Duane Morris), Andrew Bailey (Grant Thornton-tentative).



### Panel Discussion #3: Equity/Real-Estate Investing

As a condition of its 2007 acceptance into the WTO, Vietnam has committed to privatizing eligible state-owned-enterprises (SOE's) and to opening almost all industries to foreign firms by 2010. This is a key catalyst to continued growth in the equity and real-estate markets. In this presentation, you will learn about public and private investment opportunities in equities and real estate. Presenters: Eric Berg (Lexington Langha), Henry Fahman (Providential Holdings), Rodney Hathaway (Hathaway-Nguyen Capital Management).



### Panel Discussion #4: Experience of U.S. Companies in Vietnam

There is no better way to learn about doing business in Vietnam than from those companies that are already there. This panel discussion offers executives an exclusive opportunity to learn about the market, challenges, and successes experienced by U.S. companies in Vietnam currently. This knowledge will help businesses and investors more effectively navigate the unique issues in Vietnam's dynamic market, and successfully cope with potential obstacles. Presenters: Scott Summerville (Rockwell Automation), Fluid Power Controls, Kohler-tentative.

### Panel Discussion#5: Physical and IT Infrastructure

The continued build-out of the physical and IT Infrastructure in Vietnam will be vital to its success on the world market. To support and attract the large amounts of foreign direct investment that have already been made over the last decade, the government has invested heavily in the country's physical and IT Infrastructure. This panel discussion will give an overview of the current infrastructure landscape in Vietnam as well as outline future needs and opportunities. Presenters: Thomas Johnson (DotVN), Tim Fahman (Cavico), Michael Le (Somotsoft), Nguyen Manh Hung (Vietnam Trade Center—NY)



\*Presenters' Biographies are available at [www.Hathaway-Nguyen.com](http://www.Hathaway-Nguyen.com).

# **Building Bridges to Vietnam**

Investing & Business Partnerships with Asia's Most Dynamic Emerging Economy

15 May 2008

## **Biography of H.E. LE CONG PHUNG Ambassador Extraordinary and Plenipotentiary of the Socialist Republic of Viet Nam to the United States of America**



Mr. Le Cong Phung is a career diplomat. He was appointed by President Nguyen Minh Triet as Ambassador Extraordinary and Plenipotentiary of the Socialist Republic of Vietnam to the United States of America in October 2007. Prior to his appointment, Mr. Le Cong Phung was the First Deputy Foreign Minister, the Ministry of Foreign Affairs' second ranking official, assisting Deputy Prime Minister and Foreign Minister in the conduct of Vietnam's foreign policy. He served as Deputy Foreign Minister between 2001 and 2004 and Assistant Foreign Minister from 1999 until 2000. From 2000 through 2004, he acted as Chairman of the Committee on Border Affairs and as Chairman of the National Commission for UNESCO.

During his 37-year career, Ambassador Le Cong Phung served in various foreign service posts in England (1974-1977), China (1978-1980), Indonesia (1984-1987) and as Ambassador to Thailand (1993-1997).

Ambassador Le Cong Phung was born in on February 20, 1948 in Thanh Hoa Province, Vietnam. He graduated from the College of Diplomacy of Vietnam in 1971. He speaks fluent English and French. He and his wife, Nguyen Thi Nhan, have two sons.

# REGISTRATION FORM BUILDING BRIDGES TO VIETNAM

May 15, 2008, 8:30 am—4:30 pm  
Milwaukee Athletic Club  
758 N. Broadway  
Milwaukee, WI 53202

**Registration Fee:**

Full-day Conference: \$60 per person (includes lunch)

Luncheon only: \$30 per person

Networking Reception: \$40 per person ; 5:00-7:00 pm at the Milwaukee Art Museum  
700 N. Art Museum Dr., Milwaukee WI 53202



space is limited, registration includes museum admission (open til 8:00pm)

Total Tickets Needed: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Name/Title (for Name Tag)

Phone

E-Mail

1.

Event(s) Attending:	Full Day _____	Luncheon_____	Reception_____
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2.

Event(s) Attending:	Full Day _____	Luncheon_____	Reception_____
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3.

Event(s) Attending:	Full Day _____	Luncheon_____	Reception_____
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Questions: Please contact Ms. Ly Nguyen  
lynguyen@hathaway-nguyen.com or 262-912-6269

Please enclose full payment for the requested number of registrations by submitting a check made payable to: Hathaway-Nguyen Capital Management, Inc. Mail this completed registration form and check to:

Hathaway-Nguyen Capital Management  
Attn: Building Bridges to Vietnam Event  
528C Wells Street  
Delafield, WI 53018

**\*\*Registration must be received no later than May 9th, 2008\*\***

**BUILDING BRIDGES TO VIETNAM  
MAY 15, 2008**

Recommended Hotels :

**Milwaukee Athletic Club**

758 N. Broadway

Milwaukee, WI 53202

414-273-5080

[www.macwi.org](http://www.macwi.org)

Special rate: \$125

Request Hathaway-Nguyen Block of Rooms

**Hotel Metro**

411 E Mason St

Milwaukee, WI 53202

414-272-1937

[www.hotelmetero.com](http://www.hotelmetero.com)

Special rate: \$179

**InterContinental Hotel**

139 E Kilbourn Avenue

Milwaukee, WI 53202

(414) 276-8686

[www.intercontinentalmilwaukee.com](http://www.intercontinentalmilwaukee.com)

Rate: \$229

**Note:**

Space is limited, please mention the conference to get the special rate. Special pricing ends on May 1st. (The Pfister Hotel and Hilton are currently full for May 14, 2008).