



Maximizing Returns and Minimizing Risks in Rapid Growth ASEAN Economies

2 March 2016 ♦ 8:00AM – 12:30PM ♦ Fairmont Makati



CRL Hong Kong

AGENDA

8:00 am	Welcome Remarks	Atty. Jude Ocampo, Partner, Ocampo & Suralvo Law Offices
8:10 am	Keynote	Mr. Eduardo Francisco, President, BDO Capital and Investment Corporation
8:25 am	Maximizing Returns and Minimizing Risks in your Investments in Myanmar, Vietnam and Indonesia	<ul style="list-style-type: none">▪ Mr. William Greenlee, Partner, DFDL Myanmar▪ Ms. Tran Thi Vu Hanh, Partner, DFDL Vietnam▪ Mr. Marcus Collins, Partner, DFDL Indonesia
9:55 am	Networking Break	
10:15 am	Political Risk Insurance	Mr. Giovanni Vacchelli, Managing Director, Consortium Resources Ltd. Hong Kong, a MIGA Partner Company
10:45 am	Project Finance in the Mekong	Ms. Audray Souche, Partner, DFDL Thailand
11:15 am	Roundtable Discussion	<ul style="list-style-type: none">▪ Mr. Giovanni Vacchelli▪ Mr. Marcus Collins, Partner, DFDL Indonesia▪ Mr. Paolo Francisco, PhD, Executive Director, Asian Institute of Management Policy Center
12:25 am	Closing	Atty. Jude Ocampo, Partner, Ocampo & Suralvo Law Offices

SPEAKERS



Eduardo V. Francisco

President
BDO Capital and Investment Corporation

Mr. Francisco is President of BDO Capital & Investment Corporation, the investment banking arm of BDO Unibank, Inc. He is also the Co-Chairman of the Capital Market Development Council (CMDC) of the Philippines, Vice Chairman for International Association of Financial Executives Institutes (IAFEI), Treasurer/Trading Nominee of BDO Securities Corp, and Chairman of Averon Holdings Corp.

He also sits on the boards of Management Association of the Philippines (MAP), UP-Development Center for Finance (UPDCF), FINEX Research & Development Foundation, Inc. AFC Merchant Bank, CIBI Foundation, Valle Verde Country Club, Inc. (VVCC), Makati Sports Club, Inc. (MSCI), Institute of Corporate Directors (ICD), and International School of Manila. He is also a fellow of the Shareholders Association of the Philippines (SharePhil), and a member of Makati Business Club (MBC), Rotary Makati West and the Sante Barley Triathlon Team.

He was formerly the President of the Management Association of the Philippines (MAP), Financial Executives Institute of the Philippines (FINEX) Wharton-Penn Club, Federation of Valle Verde Associations, First Valle Verde Association Inc. and BDO Securities Corporation. He was also a previous member of Capital Markets Committee of the Bankers Association of the Philippines and the Strategic Advisory Committee of the Philippine Stock Exchange and the Makati Business Development Council. He was also previously on the boards of Foundation for Filipino Entrepreneurs (FFE), LGU Guarantee Corp., Investment Houses Association of the Philippines (IHAP) and BDO Strategic Corp.

Mr. Francisco has worked with other financial institutions in New York and Hong Kong. He holds a Master's degree in Business Administration from the Wharton School of the University of Pennsylvania and Bachelor's degree in Business Administration from the University of the Philippines. He is also a recipient of the Distinguished Alumnus Award from the U.P. College of Business Administration. He is married to Maura Criselda Castro Francisco and has 2 children, Isabel Marie and Gabriel Antonio.



Atty. Jude Ocampo

Partner, Ocampo & Suralvo Law Offices
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Jude is a Philippine attorney specializing in tax and corporate law.

He holds a Master of Laws degree from Harvard University and a Master of Business Administration degree (Finance and Supply Chain Management) from the UNC Chapel Hill's Kenan-Flagler Business School. He is a graduate of and a former lecturer at the University of the Philippines College of Law.

A corporate and tax lawyer with 15 years of experience in the Philippines and abroad, he was a tax lawyer at Sycip Gorres Velayo & Co. (Ernst & Young Philippines), an international tax director with Ernst & Young (Hungary), a tax principal at KPMG Manabat San Agustin & Co. (Philippines), and a partner in the tax and legal department of Deloitte (Commonwealth of Independent States). He was most recently a regional tax director and deputy head of regional tax of DFDL, an international law firm focusing on high-growth Asian markets.

He specializes in mergers and acquisitions, international corporate structuring, and international tax. Jude has assisted a number of global and ASEAN multinationals in multi-jurisdictional reorganizations.

He also served in the Philippine government. From 2004 to 2005, he was Assistant Secretary for Legal Affairs of the Republic's Trade and Industry Department and Finance Department.



William D. Greenlee Jr.

Partner; Managing Director, DFDL Myanmar
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William's practice focuses on M&A, corporate and project finance and securities. He is involved in negotiating, structuring, documenting and managing large transactions, private equity and opportunity-fund companies and other international companies throughout Asia. With a focus on Southeast Asia, William's clients include a range of industries including energy, mining, infrastructure, oil and gas, banking, telecommunications and tourism. William holds a B.A. degree from the University of Oregon in Asian Studies with a minor in East Asian Literature and Juris Doctor from the University of San Francisco, California. He is a member of the State Bar of California, State Bar of Nevada, State Bar of California International Law Section and the Inter-Pacific Bar Association.



Tran Thi Vu Hanh

Country Partner, DFDL Vietnam
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Hanh is a leading Vietnamese-qualified lawyer, with more than 14 years' experience of advising leading multinational clients and financial institutions on complex corporate law matters in Vietnam and Cambodia. Before joining DFDL in 2006, Hanh worked at the European Commission in Vietnam where she was responsible for the legal aspects of the EC's development projects in Vietnam, and prior to that she was the head of the corporate secretary division of KPMG Cambodia. Hanh advises clients predominantly on complex Project Finance, Real Estate and Corporate and Commercial matters. Some of the most significant transactions she has advised on include the Chinese state bank financing of USD 421 million as well as the refinancing to a telecom company in Cambodia, a major port project with project value worth approximately USD 300 million and, most recently, the acquisition of a stake in a Cambodian hydropower project by a major Chinese SOE. Hanh holds a Lawyer Certificate (Judicial Academy Institute of Vietnam), Master in International Business (University of Tours, France), Bachelor in Law (Hanoi National University) and a Bachelor in Foreign Languages – French and English (Hanoi Foreign Language College). She speaks Vietnamese, French and English.



Marcus Collins

Partner; Managing Director, DFDL Indonesia
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Based in Singapore, Marcus has more than 20 years of experience advising clients on investing and operating businesses in Southeast Asia. He has extensive experience advising on M&A, banking and finance, project finance (especially in relation to infrastructure development and renewable energy), debt restructuring/insolvency, real estate and commercial litigation and more generally foreign direct investment in Myanmar, Thailand and Indonesia. Marcus has an LL.M. from Cornell Law School and an LL.B. from Erasmus Universiteit, Rotterdam, The Netherlands. He is a member of the New York State Bar Association and is also admitted in Amsterdam, The Netherlands. He speaks English, Dutch, conversational Thai and German.



Giovanni Vacchelli

Managing Director, Consortium Resources Ltd. Hong Kong,
a MIGA Partner Company

Giovanni has had a long career with the International Finance Corporation (the IFC), first in East Asia - - in 1977 he opened the IFC office in Manila which at that time was a regional office covering ASEAN and Korea - - then as Director of the Latin America department, and later as Director of Cofinancing and Business Development Strategy, and as Director of the European Offices in London and Paris.

Since 1995 he has been in private practice as an advisor to corporations and financial institutions in the fields of project and corporate finance, M & A and business strategy, with mandates in Korea, Philippines, US, as well as in several countries in Europe and Africa. In the last few years he has focused on the business strategy and financing of solar energy development in Europe and the US.

Giovanni's Hong Kong based Consortium Resources Ltd. (CRL) has a collaboration agreement with the Multilateral Investment Guarantee Agency (MIGA, an institution of the World Bank Group) to assist in MIGA's country and political risk insurance activities (*).

Giovanni is Italian, lives in Europe and is a frequent visitor in Manila

(*) Please refer to MIGA's website www.miga.org for information on MIGA's policies and operations



Audray Souche

Partner; Deputy Managing Director, DFDL Thailand
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Audray is Deputy Country Managing Director of DFDL Thailand. She has been working in the region for more than 10 years, combining a general commercial/foreign investment experience with a specialized experience on projects with State/public organizations. In particular, she has been heavily involved on energy and project finance projects, providing advice on major project finance deals in Laos, Cambodia and Vietnam.



Jamil Paolo S. Francisco, PhD

Executive Director, Asian Institute of
Management Policy Center

Professor Jamil Paolo S. Francisco, PhD is on the core faculty of the Asian Institute of Management. He teaches business and international economics, strategy analysis, and environmental scanning for the MBA, MDM, and executive education programs. He is the Executive Director of the AIM Rizalino S. Navarro Policy Center for Competitiveness, formerly known as the AIM Policy Center. He is currently involved in several research projects on ASEAN economic integration, including a forthcoming book on ASEAN Champions: Emerging Stalwarts of Regional Integration that investigates the success factors behind some of the region's topperforming firms, and their outlook on the ASEAN Economic Community. Paolo has worked on a broad range of topics in the past including household adaptations to disasters, post-disaster recovery, environmental and resource economics, and financial markets. He has published in international academic journals such as the Singapore Economic Review and the International Journal of Consumer Studies. Prior to joining the Institute, Paolo was a lecturer at the Ateneo de Manila University, where he completed his Ph.D. in 2012. In 2014, he completed the prestigious GloColl executive program on Participant-Centered Learning in Harvard Business School.