

# Building Bridges to Vietnam

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

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CONFERENCE SPONSORS

**HATHAWAY-NGUYEN**



CAPITAL MANAGEMENT, INC. [www.hathaway-nguyen.com](http://www.hathaway-nguyen.com)

Hathaway-Nguyen Capital Management, Inc. is a capital markets advisor which is focused on investment opportunities in Vietnam. Our vision is to create a collaborative framework that will bridge investors in the United States with companies in Vietnam. The rapid economic development in Vietnam requires increased levels of foreign direct investment. Through our investment funds, we provide the needed capital for Vietnamese companies to grow their businesses. As the markets and economy in Vietnam develops, employment opportunities will expand which will help improve the standard of living for the people. Additionally, this wealth building process in Vietnam is creating a large middle class of consumers. U.S. investors and companies, who collaborate with us, will have an opportunity to identify products and services that will be demanded by this exploding contingent of consumers in a country of 85 million people. This vision of collaboration, which benefits all parties involved, is the essence of our holistic approach and our firm's philosophy when committing capital to Vietnam.

[www.vietnomics.com](http://www.vietnomics.com) **Vietnomics**  
*US-Vietnam Partnership Advisors*

Vietnomics is a business, government, and media relations consulting and research firm that helps Wisconsin and other U.S. businesses, agencies, and nonprofit organizations build relationships with Vietnam partners. We build bridges between Vietnam and the United States by providing investing opportunities, creating cultural exchanges, building goodwill, developing business relationships and assisting with education and health needs. Vietnomics works with its strategic partners to assist with sourcing: importing and exporting; and investing (public equity, private equity and real estate) needs for people looking for higher growth and more stability than in China and elsewhere in Asia.

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

**DuaneMorris**

Duane Morris LLP, one of the 100 largest law firms in the world, is a full-service firm of more than 650 lawyers. With a growing presence in Asia and in representing Asian company interests in the United States, Duane Morris' Corporate Practice Group provides practical and creative legal counsel, while assisting clients in complying with applicable legal, regulatory and other requirements. In our Asian markets – Hanoi, Singapore, and Ho Chi Minh City – we offer clients access to legal services in markets throughout the Asia Pacific region and the rest of the world. The firm's attorneys in Vietnam represent a range of clients, including multinational corporations with operations in Asia, as well as businesses seeking to establish investments in Asia. Duane Morris also can leverage its global platform to facilitate Asia-based companies' entry into markets in the United States, Latin America, the United Kingdom and elsewhere.



**ROTH** Financing Innovation [www.rothcp.com](http://www.rothcp.com)

ROTH Capital Partners is a full service investment banking firm dedicated to the small and micro-cap market. Headquartered in Newport Beach, with offices in Los Angeles, San Diego, Seattle, Salt Lake City, Massachusetts, Maryland, New York City, and Shanghai, China, ROTH offers a wide array of services to both corporate and institutional clients, including: initial public offerings, follow-ons, PIPEs, private placements, mergers and acquisitions, investment research, and institutional sales and trading. The firm is best known for finding, funding and fostering the growth of emerging companies.

ROTH has raised over \$10 billion for small and micro cap public companies and completed over 135 merger, acquisition and advisory assignments. Since year 2000, ROTH has been a leading placement agent for the number of PIPE transactions; raising over \$2 billion for its clients. ROTH received top 20 IPO aftermarket performance rankings for six consecutive years from 1994 to 1999. It is a member of the Financial Industry Regulatory Authority ("FINRA"), and the Securities Investor Protection Corporation (SIPC).

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Institute of World Affairs [www.iwa.uwm.edu](http://www.iwa.uwm.edu)

The Institute of World Affairs was established in 1960 and is dedicated to advancing and disseminating knowledge required for a globally aware and responsible citizenry.

- A globally aware citizen knows about important global issues, people and countries.
- A globally responsible citizen understands the worldwide implications of the choices they make as a voter, consumer, and a community member and is able to act based on that understanding.
- IWA advances knowledge through applied research, writing, and teaching.
- IWA disseminates knowledge through public events, web casting and other on-line resources, a weekly public television program, radio broadcasts, conferences, opinion pieces and other publications. IWA's programs reach a diverse group of constituencies.
- IWA promotes and facilitates dialogue through online discussions and live town hall format programs.

[www.commerce.state.wi.us/](http://www.commerce.state.wi.us/)



The Department of Commerce (Commerce) was established in 1996 through the consolidation of various independent state organizations. It provides development assistance in areas such as marketing, business and community finance, exporting, small business advocacy, and manufacturing assessments. The department also issues professional credentials for the construction trades and administers safety and building codes. Commerce also regulates petroleum products and tank systems and administers the Petroleum Environmental Clean-up Fund.

Commerce's vision is to make Wisconsin the best place to live and do business. Its mission is to drive retention and creation of quality jobs and promote safe, healthy communities.



UNIVERSITY OF WISCONSIN-MADISON  
**Center for World Affairs  
and the Global Economy**



**WISCONSIN**  
SCHOOL of BUSINESS

CENTER  
for  
INTERNATIONAL BUSINESS  
EDUCATION AND RESEARCH

<http://wage.wisc.edu/>

<http://www.bus.wisc.edu/ciber>

The Center for International Business Education and Research (CIBER) at the University of Wisconsin-Madison School of Business joined the nationwide network of 31 CIBERs in the fall of 1998. It serves students, faculty and the business community throughout the upper Midwest. Specific objectives include introducing global dimensions to all aspects of business education, research and outreach; integrating business education with international components of other academic programs on campus; and strengthening alliances with the international business community.

The Center for World Affairs and the Global Economy (WAGE) at the University of Wisconsin-Madison is a research center focused on the study of contemporary processes of globalization and international economic integration. In bringing together faculty from the social sciences, law, business, agriculture and consumer sciences, WAGE bridges departmental and school boundaries at UW-Madison and serves as a hub for coordinating campus research efforts around globalization. WAGE also is a major conduit by which UW-Madison research findings are disseminated to the citizens and businesses of the state of Wisconsin.

## Milwaukee World Trade Association [www.mwta.com](http://www.mwta.com)

The MWTA is a membership driven organization that links companies and individuals with common interests: the expansion of international business, exchange of experiences, increasing member knowledge and expertise in international sales and services.

Going global takes vision and hard work. You need to know about overseas business opportunities, learn how to tap into effective distribution channels and understand the unique cultural and legal nuances of geographic markets. What you need is the Milwaukee World Trade Association, which holds monthly meetings on international trade, and features a network of 300 corporate and 1,200 individual members. MWTA meetings cover a variety of topics, including cultural training; logistics; legal and taxation issues; international finance; distributors, agents and joint ventures; and import/export challenges. In addition, the MWTA sponsors ethnic dinners highlighting the culture and cuisine of various countries and the annual Wisconsin International Trade Conference, which focuses on import/export issues.