

## TRAN THUY GIANG

Chief Representative, Vietnam Rep. Office

KT ZMICO Securities Company Limited

Mobile: +84 908 443 599

Email: thuygiang\_vn@yahoo.com



---

### EDUCATION

- **Public Policy, Master program, 2011-2012** (scholarship), Fulbright Economics Teaching Program (FETP), a joint program between Harvard Kennedy School and HCMC University of Economics
- **Fund Management License, 2006-2007**, State Securities Commission (SSC), Vietnam
- **Bachelor of Commerce, 2001-2003**, Macquarie University, Sydney, Australia.

### MEMBERSHIP

- Mediator of Vietnam International Commercial Mediation Center (VICMC)
- **Accredited Mediator**, Centre for Effective Dispute Resolution (CEDR), a London-based mediation and alternative dispute resolution body
- **Greater Mekong Sub-region Capital Market Collaborative Leadership Program (CMA-GMS), July-Aug 2018**, an executive program organized by the Stock Exchange of Thailand to promote regional collaboration amongst Greater Mekong sub-region countries (Cambodia, Laos PDR, Myanmar, Thailand, Vietnam and Yunnan province of the People's Republic of China)

### AREAS OF PRACTICE

- Securities investment and operation
- Foreign indirect investment
- Corporate governance

### EXPERIENCE

#### Chief Representative, Vietnam Rep. Office

*KT ZMICO Securities Company Limited*

*April 2014 - current*

KT ZMICO, a member of Krung Thai Bank Group, is fully licensed securities firm based in Bangkok, with operations in Laos, Myanmar and Vietnam.

#### Outline:

- Set up and in charge of the company's Vietnam Rep office: obtained Government's licensing, technical linkage with partners
- Supported the growth of client portfolio in Vietnam from minimal base to close to US\$200mn (M&A activities not included)
- Promoted in-bound capital flows through international investment events and regular dialogs between Vietnamese companies with investors and Thai supporting institutions, incl. the Stock Exchange of Thailand, rating agencies, banks...

### **Senior Advisor**

*Vina Securities Joint Stock Co.*

*Sep 2012 – March 2014*

The Company is a licensed broker, corporate advisory firm founded by VinaCapital Group. VinaSecurities partnered up with Australia-based Macquarie Capital in 2010 with the aim of providing capital markets transactions and M&A advisory in Vietnam.

Outline: as the liaison, supported VinaSecurities' strategic alliance with Macquarie Capital. Connected the group with local corporates (both private and listed), key institutional investors for IB opportunities.

#### Selected mandates:

- Co-bookrunner of a US\$50mn private placement for Petro Vietnam Drilling and Well Services JSC
- M&A strategy advisory for Nanogen Biopharmaceutical.

### **Managing Director**

*Tri Viet Consulting and Investment Company*

*April 2007 – Sep 2011*

Tri Viet is a boutique company providing M&A, equity placement and restructuring advisory to middle market enterprises.

Outline: Built the business from scratch and managed until eventual exit to a local buyer group. Successfully bridged various local enterprises with financial investors and corporate buyers.

#### Selected transactions:

- Sale of Phan Vu, Vietnam's largest supplier of pre-cast concrete products, to Japan Pile Corporation
- Acquisition of a local rubber company for US-based Hultec Group
- Trade sale of Tan Khoa, a local wine and spirit distributor to ABC Beverage, an US-based food and beverage investor

### **Senior Associate**

*Mekong Securities Company (MSC), Indochina Capital Group*

*Feb 2006 – Jan 2007*

MSC is a licensed broker, corporate advisory firm which was managed by Indochina Capital Group during 2005 – 2010.

Outline: Executed a wide IPO and listing mandate for Government-owned enterprises.

#### Selected mandates:

- Listing advisory for Southern Dry Cell and Storage Battery JSC (Pinaco)
- IPO advisory for members of Vietnam National Coal – Mineral Industries Group (Vinacomin)
- Structuring advisory for Navigos / Vietnamworks.

### **Associate Director**

*Quang Thuy Real Estate Limited Liability*

*May 2005 – Jan 2006*

The Company is a family-owned real estate developer with a focus in Northern area of Vietnam.

Outline: Carried out market research and preliminary study of a project in Cat Ba, Hai Phong.

### **Financial Analyst**

*BIDV Securities Co., Ltd (BSC)*

*Feb 2004 – Apr 2005*

BSC is a subsidiary of Bank for Investment and Development of Vietnam (BIDV). BSC was amongst the first securities companies in Vietnamese stock market in early 2000's.

Outline: Executed a wide range of IPO and listing mandates for Government-owned enterprises.

Selected mandates:

- Government's follow-on sale of Vietnam Dairy Products Company (VINAMILK)
- IPO advisory for Tuong An Vegetable Oil Co, Vitaly Ceramics Co
- Equitization for a number of Dong Thap enterprises: Petrol Trading Im-Ex Group, Sa Giang Co.
- Valuation and equitization advisory for Viettracimex Corporation

## **LANGUAGE**

- English
- Vietnamese