

**MOU BETWEEN BURSA MALAYSIA & HANOI SECURITIES TRADING CENTRE (HSTC)  
AND CROSS BORDER LISTING SEMINAR  
MONDAY, 16 APRIL 2007**

**SPEECH BY**

**BY DATO' YUSLI MOHAMED YUSOFF**

**CHIEF EXECUTIVE OFFICER OF BURSA MALAYSIA BERHAD**

A very good morning

Mr. Pham Viet Muon, Vice Chairman of the Government Office

Mr. Vu Bang, Chairman of the State Securities Commission of Vietnam

Mr Tran Van Dzung, Managing Director of Hanoi Securities Trading Centre

Members of the media,

Ladies and gentlemen.

It gives me and my colleagues immense pleasure to be here in Vietnam and we would like to express our appreciation of your warm welcome and hospitality.

Bursa Malaysia believes strongly in the value of developing strategic alliances with industry partners globally. Some of you may be aware that we are interested in working closely with our neighbouring exchanges to participate in the long-term growth of Asia's emerging equity markets. Today is a very significant day for us as we establish bilateral alliances through the signing of a Memorandum of Understanding between Bursa Malaysia and Hanoi Securities Trading Centre. In a short while, all of you will witness the formalisation of this MOU that seeks to foster long-term cooperation between the two exchanges.

This MOU with Hanoi Securities Trading Centre represents the basis for a relationship with the potential to deliver many mutual benefits with one of ASEAN's fastest growing exchanges. The signing of this agreement aims to strengthen the relationship that already exists between Bursa Malaysia and Vietnam. As you may know, last year, we signed an MOU with Ho Chi Minh City Securities Trading Center to collaborate in the development of the securities markets within Malaysia and Vietnam. And today, we are extending the relationship further through an MOU that establishes a platform for long term cooperation between Bursa Malaysia and Hanoi Securities Trading Centre with the mutual aim of developing and growing the securities markets within Malaysia and Vietnam. This agreement



is also poised to stimulate economic growth within the two countries. We hope our exchange of ideas will allow us to assist each other in the international equity marketplace, particularly in generating greater global interest in ASEAN securities as well as cooperating to improve market liquidity in both the Malaysian and Vietnamese markets.

Ladies and gentlemen,

Today we are also collaborating with the State Securities Commission of Vietnam in showcasing the benefits of cross-regional listings to all of you who are present here this morning. We have observed from a distance the potential growth of the Vietnamese capital market under the guidance of the State Securities Commission of Vietnam. In order to support the continuation of this business growth explosion and fully tap the ability for economies to reach their maximum growth and generate maximum return, exploring opportunities outside set boundaries is a key consideration.

As a dynamic stock exchange, Bursa Malaysia offers a liberalized financial market for cross border listing which would enhance the diversity of our exchange's offerings and promote cross-border linkages with other markets. For cross listed companies, the liberalization enables them better access to a bigger capital base across the region for wider investor reach. It also offers better regional valuation, which strengthens a company's regional presence and elevates its competitiveness.

In order to give Vietnamese based companies the opportunity to benefit from a cost-attractive listing destination which offers quality investor reach, I am pleased to announce that we will waive listing fees for the first 10 Vietnamese companies to be listed on Bursa Malaysia. In addition, these 10 companies will be included at no cost in our CMDF- Bursa Research Scheme, where independent reports prepared by globally recognized research houses are made available for free on the Bursa Malaysia website and are accessed and analysed by a substantial number of foreign retail and institutional investors.

We are very much committed to make Bursa Malaysia an attractive listing destination for regional companies looking to expand their businesses internationally as we currently have one of the lowest listing fees in the region. With a diversified market of over 1,000 companies listed on our exchange, coupled with our plans to put in place attractive platforms to position ourselves as a conduit to Middle Eastern funds, all these measures will make Bursa Malaysia an attractive proposition for regional companies.

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Ladies and gentlemen,

On behalf of Bursa Malaysia, I look forward to our partnership being of mutual benefit to the growth and development of both our economies. Both Bursa Malaysia and the Hanoi Securities Trading Centre could promote integration through harmonizing and aligning our market practices and standards with the international investment community. Having common standards is key to developing a common gateway into tapping competitive international markets.

On that note, I would like to thank Mr. Pham Viet Muon, Vice Chairman of the Government Office, Mr. Vu Bang, Chairman of the State Securities Commission of Vietnam and Mr Tran Van Dzung, Managing Director of Hanoi Securities Trading Centre for the interest and trust in Bursa Malaysia. We certainly look forward to successful endeavours together.

Thank you.