VIETNAM

VietNam Holding Ltd. (VNH) is a growth investor aiming to achieve long-term capital appreciation by focusing on high-growth companies in Vietnam that demonstrate strong environmental, social and corporate governance awareness. Its current high conviction investment themes are domestic consumption and urbanization. VNH's ordinary shares are listed on the Premium Segment of the main market of the London Stock Exchange.

## Portfolio Information

|  |  |
| :--- | ---: |
| Total Asset Value (USD) | $144,225,434.9$ |
| Shares in Issue | $53,031,608$ |
| NAV/share | 2.720 |
| Cash | $4.4 \%$ |
| Number of investments | 24 |
| Capitalization (USD m) | 124.6 |
| Median Portfolio Market Cap (USD m) | 348.9 |
| Share Price Discount to NAV | $13.6 \%$ |
| Total Expense Ratio (12M rolling) | $2.7 \%$ |
| 30-Day Avg Trading Value (USD) | 126,892 |
| P/E Ratio (12M Trailing) | 12.4 x |
| Dividend Yield | $2.5 \%$ |
| Forward PEG (2018-2020) | $0.6 x$ |
| EPS Growth (2018-2020 CAGR) | $18.7 \%$ |


| Market Statistics | VNASTR | VN30TR |
| :--- | ---: | ---: |
| Index | 961.7 | 980.8 |
| Monthly change (USD) | $0.0 \%$ | $-0.5 \%$ |
| YTD change (USD) | $7.3 \%$ | $5.3 \%$ |
| YOY change (USD) | $-18.2 \%$ | $-22.2 \%$ |


| P/E Ratio (12M Trailing) | 13.7 | 13.6 |
| :--- | ---: | ---: |
| P/B Ratio | 2.1 | 2.4 |
| Dividend Yield | 1.6 | 1.2 |
| Market capitalization (USD bn) | 120.3 | 103.3 |
| 30-Day Avg Trading Value (USD m) | 147.4 | 88.5 |
| 30-Day Avg Trading Value (Shs m) | 160.8 | 53.9 |

Performance

|  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Figures in \% |  |  |  |  |  |  |
| VNH NAV per share | -2.3 | YTD | 1 YR | 3 YR | 5 YR | 5 YR CAGR |
| VNH Share price | -0.1 | -24.4 | 18.0 | 35.3 | 6.2 |  |
| VNAS (USD) | -0.1 | 0.9 | -21.9 | 18.8 | 53.7 | 9.0 |
| VN30 (USD) | -0.5 | 7.2 | -19.6 | 47.8 | 30.1 | 5.4 |
| MSCI EM Index | 0.7 | 9.2 | -23.4 | 51.3 | 22.0 | 4.1 |

Source: Bloomberg, Dynam Capital Ltd. Data for VNAS Total Return and VN30 Total Return (including dividends) is available after July 242015 . For consistency, figures reflect the respective simple index and not total return. Total return adds $2-3 \%$ to annual index performance reflecting the index dividend yield.

## Manager Commentary

The Fund's NAV per share declined 2.3\% during March, underperforming the domestic indices. The main positive contributors were Saigon Cargo Services (+9.6\%, 8.2\% of NAV) and Phu Nhuan Jewelry (+3.2\%, 10.7\% of NAV). The main detractors were Yeah1 (-58.4\%, 0.9\% of NAV) and Viet Capital Securities ( $-14.1 \%, 5.4 \%$ of NAV). The sharp and sudden decline in Yeah1 was due to investors reevaluating the stock on the news of a significant contract loss with YouTube over content violations. Despite management's efforts at meeting with YouTube officials in the US, buying back shares and exiting the Thai business thought initially to be at the heart of the controversy with YouTube, the damage was done. A stock which already had domestic investors confused or uncertain on its business model was punished heavily in the wake of management's inability to put in the necessary disciplines and controls. The stock is in the intensive care section of the portfolio, and we reduced the position as the issues unfolded and faith in management weakened. The Fund is looking to add a few new positions in the months ahead.

The macro picture remains bright: the trade surplus returned during the month (USD 0.6 billion YTD), inflation is under control at $2.7 \%$ and the Vietnam Dong stable. FDI commitment levels are strong as Vietnam continues to attract global manufacturers.

During the month the Fund moved its listing to the Premium Segment of the main market of the London Stock Exchange and migrated its domicile from Cayman to Guernsey. The Board's share buy-back mandate is still in place, and during the month the discount to NAV narrowed slightly. The Fund's share price rose 2.2\% during the month on a USD basis and $4.4 \%$ on a GBP basis (the Fund's shares are now quoted in GBP).

The Manager met with several investors during the month in Ho Chi Minh City and the UK and will visit more investors in the UK in mid-May and in Switzerland in October. Please do get in contact if you would like to schedule a meeting.

VIETNAM
Investor Report
HOLDING
29 March 2019

Sector Weights


Rolling 5yr


| Vietnam Macro | $\mathbf{2 0 1 8}$ | YTD |
| :--- | ---: | ---: |
| GDP Growth | $7.1 \%$ | $6.8 \%$ |
| CPI (YOY) | $\mathbf{3 . 0 \%}$ | $2.7 \%$ |
| FX Rate (USD / VND) | 23,195 | 23,204 |
| FX Rate YTD Change (\%) | $2.1 \%$ | $0.0 \%$ |
|  | 244.7 | 58.5 |
| Export (USD bn) | 237.5 | 58.0 |
| Import (USD bn) | 7.2 | 0.5 |
| Trade Balance (USD bn) | 35.5 | 10.8 |
| FDI commitments (USD bn) | 19.1 | 4.1 |
| FDI disbursement (USD bn) | 3,046 | 785 |
| FDI no. of new project approvals |  |  |
|  | Dec 2018 | YTD |
|  | $12.7 \%$ | $12.0 \%$ |
| Retail sales growth (Nominal YOY) | 53.8 | 51.9 |
| Purchasing Managers' Index (Nikkei) |  |  |


| Top 10 Company | Sector | Nav \% |
| :--- | :--- | ---: |
| Phu Nhuan Jewelry JSC | Retail | 10.7 |
| FPT Corp | Telecommunications | 9.1 |
| Sai Gon Cargo Service Corp | Industrial | 8.2 |
| Khang Dien House | Real Estate | 7.6 |
| MB Bank | Banks | 6.4 |
| Mobile World Corp | Retail | 5.9 |
| Viet Capital Securities JSC | Financial Services | 5.4 |
| Hoa Phat Group | Industrial | 5.4 |
| Van Phu - Invest | Real Estate | 5.3 |
| Thien Long Group Corp | Retail | 4.9 |
| Total |  | $\mathbf{6 8 . 9}$ |

Share Price - NAV per Share - Buybacks


Fund Information

| Structure | Closed-End Fund |
| :---: | :---: |
| Listed | London Stock Exchange |
| LSE Ticker | VNH |
| Inception Date | 30 June 2006 |
| NAV Frequency | Daily Starting from Jan 2018 |
| Management Fee | 1.50\% on NAV below USD 300m |
|  | 1.25\% on NAV USD 300-600m |
|  | 1.00\% on NAV above USD 600 m |
| Performance Fee | 12\% (hurdle rate 8\%) |
| Nominated Advisor | finnCap |
| Administration \& Custodian | Standard Chartered Bank |
| ISIN | GG00BJQZ9H10 |
| Bloomberg Ticker | VNH LN Equity |
| Clearing | Crest / Euroclear / Clearstream |
| Settlement | BIC Code: SCBLSGSG |
| Quotation | LSE direct feed VNH LN |

## Disclaimer

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