VIETNAM HOLDING

VietNam Holding Ltd. (VNH) is a value investor, aiming to generate high risk-adjusted returns by combining rigorous financial analysis with interactive sustainability research. Its current investment themes are agriculture, domestic consumption and urbanization. VNH is listed on both the London and the Frankfurt stock exchanges.

## **Vietnam News**

The VNAS index rose 2.7% in May to 554.9, which in dollar terms was a 1.7% rise after the second 1% devaluation of the year took place during the month. This was a relatively good performance in the context of a 4.6% monthly fall for the MSCI Frontier Emerging Market Index and a flat MSCI World. Economic momentum has remained robust, with continued strong data releases suggesting that second quarter GDP growth will likely better the 6.0% reported for both full year 2014 and first quarter 2015. First quarter corporate results have generally been good. Banking sector credit growth is estimated to have been 4.5% year-to-date to 31 May, an encouraging figure compared to recent years.

However, there are three areas of incipient concern to monitor. First, a sizeable trade deficit is opening up for the first time since 2011 - now running at an annualised rate of some 3.5% of GDP.

Regional Valuation and Dividend Yield Comparison				
	P/E trailing	Price to Book	Dividend Yield	
Indonesia	23.2	2.6	2.0	
China	22.9	2.7	1.4	
India	22.2	3.0	1.4	
Philippines	21.0	2.8	1.8	
Thailand	19.9	2.0	3.0	
Malaysia	16.3	1.7	3.3	
Vietnam: VNAS	12.1	1.4	3.0	

Source: Bloomberg.

#### **VNH Insights**

VNH's NAV was up 0.2% from last month at USD 2.049, putting the calendar year-to-date performance at -0.5%, versus a flat YTD performance for the VNAS. We remain of the opinion that the outlook for the fund and the overall market is brighter for the remainder of 2015 and into 2016. This assessment is based on the improving growth outlook across multiple sectors of the stock market, including manufacturing, property, and banking, together with still-modest valuations - starting with a trailing price-earnings ratio of 12.1x for the VNAS Index. As ever, policy making has the power to make or break the market in Vietnam, and we believe the direction of movement here clearly provides a positive rather than a negative. In banking, the Government's

### **Fund Facts**

Domicile Admission Exchanges

Management Fee

Performance Fee LSE Ticker Bloomberg Ticker ISIN 15 June 2006 London AIM Frankfurt Entry Standard 2.00% for NAV < \$100M 1.75% for NAV > \$100-150M 1.50% for NAV > \$150M 15% (hurdle rate 5%) VNH VNH LN Equity KYG9361X1043

Cayman Islands

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31 May 2015

## **Fund Statistics**

Total NAV USD 122,710,532	NAV per share USD 2.049
Shares in issue <b>59,898,239</b>	Treasury shares 7,537,500
Equity investments 94.17%	Number of investments 23

On one hand it is driven mainly by surging machinery, equipment, and industrial materials imports, to be viewed positively; on the other hand, vehicle imports are nearly trebling YoY and account for nearly a third of the total YTD deficit.

Second, government finances may not be as sound as expected, following historic data revisions; the 2015 fiscal deficit, originally projected by the Finance Ministry at 4.5% of GDP, is a subject of greater uncertainty than before. This has not been helped by talk of the Government considering to "borrow" FX reserves for local infrastructure spending. Third, the monetary sphere: local government bond yields are rising from their recent lows, by ca. 50bps for five-year paper to ca. 6%, and the Central Bank's recent promise of no further dong devaluation this year appears an imprudent one to make.



meandering strategy in the right direction is making for a gradual improvement in the sector's non-performing-loan affliction. Free trade agreements, especially the TPP, will be of particular stimulus to Vietnam, not only in a direct economic sense, but also in the enforced reforms and new attitudes that they impose on the country. Every incremental movement on foreign ownership limits in the stock market will rightly be taken positively. Finally, although the pace and extent of privatisation remain disappointing, there is no chance of reversal here and the best bet remains that improvement will be seen; only 33 of a targeted 289 are as yet approved, but the Prime Minister is agitating for greater progress.

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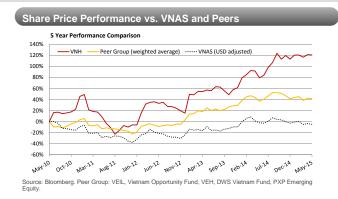
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NAV per Share Performance	
Last month	0.20%
Year-to-date	-0.49%
Last 12 months	7.33%
Portfolio Statistics	
P/E (trailing)	11.21x
Dividend yield	3.02%
PEG (trailing)	0.75
PEG (forward)	0.66
Beta	0.80
Median market cap / investment (USD million)	144.54

Peer Group (weighted average)

- ETFs (weighted average)

Share Price / Discount	
Share Price Performance	
Last month	-0.28%
Year-to-date	3.54%
Last 12 months	23.16%
Sharpe ratio	0.68
Alpha	0.40
Beta	0.29
Market capitalisation (USD million)	105.12
Share Price Discount to NAV	
VNH	14.35%
Peer Group weighted average	21.16%
Operating Expense Ratio (12 month rolling)	2.98%



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5 Year Performance Compariso

VNAS (USD adjusted)

VNH

80%

60%

40%

20%

0%

-20%

-40%

-60%

-80%

NAV Performance vs. VNAS and Peers

# **Industry Allocation**



- Health Care (16.4%) Food & Beverage (11.6%)
- Retail (11.5%) Real Estate (11.3%)
- Industrial Goods & Services (9.2%)
- Construction & Materials (8.4%)
- Telecommunications (6.7%)
- Automobiles & Parts (6.2%)
- Banks (4.5%)
- Personal & Household Goods (3.2%) Oil & Gas (2.9%)
- Travel & Leisure (2.3%)

# **Top 10 Holdings**

Investee Company	Market	Percent of NAV
Traphaco	HOSE	8.00%
Phu Nhuan Jewelry	HOSE	6.72%
FPT Corporation	HOSE	6.67%
Viconship	HOSE	6.26%
Danang Rubber	HOSE	6.25%
Binh Minh Plastic	HOSE	6.17%
Vinamilk	HOSE	5.93%
Hau Giang Pharma	HOSE	5.79%
Hung Vuong Corporation	HOSE	5.65%
Thien Long Group	HOSE	4.81%

### London Stock Exchange Market Makers

Winterflood
Jefferies
JPM Cazenov
Investec

Richard Browne +44 203 100 0251 Michele White +44 207 898 7127 Steven Cheshire +44 207 155 8063 Peter Brown +44 207 597 5063

Stifel Nicolaus Numis Securities LCF Rothschild finnCap

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