VIETNAM HOLDING

30 April 2016 Investor Report

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's ordinary shares and warrants are listed on the London Stock Exchange's AIM.

Vietnam News

April was a good month for Vietnam, with the Vietnam All Share Index rising 4.7%, leaving it up 3% in the calendar year to date. The currency remains stable, up just under 1% year to date versus the dollar. By comparison the MSCI emerging and frontier indexes are both up some 6% year to date.

Despite the El Niño-induced downbeat first quarter GDP growth figure of 5.5%, most indicators for the Vietnamese macro-economy remain very positive. The year to date trade surplus as of mid-April is some USD 1.5bn, with good growth in exports of the higher-end items like mobile phones and machinery of over 20% and 15% respectively. Banking sector loan growth appears likely to hit the high teens for the second straight year.

While Vietnamese interest rates have lifted off their cyclebottom set within the last 12 months, they have only done so

Regional Valuation and Dividend Yield Comparison				
	P/E trailing	Price to Book	Dividend Yield	
Indonesia	23.9	2.4	2.0	
Philippines	21.6	2.5	1.8	
India	19.6	2.7	1.6	
Thailand	19.4	1.8	3.4	
Malaysia	18.3	1.6	3.2	
China	16.1	1.6	2.1	
Vietnam: VNAS	12.1	1.5	3.5	

Source: Bloomberg.

VNH Insights

VNH's NAV per share rose 2.0% on the month and is up 5.3% year to date at USD 2.351. Amid the above mentioned buoyant growth in Vietnam, there are plenty of stocks for us to consider as beneficiaries, but there is also the reminder that growth does not necessarily mean profit. For example, the banks - which our portfolio remains largely absent of - continue to face the headwinds of continual provisioning for the 2011-14 slow-motion NPL crisis, the spectre of large equity capital dilution, and the pressures of coming Basel standards adherence. At some point these factors will be fully discounted and sector buying opportunities will develop, but we haven't reached it yet. Another example is the food retailing space, where massive

Fund StatisticsTotal NAVUSD 131,849,742NAV per shareUSD 2.351Shares in issue56,094,051Treasury shares10,407,642Equity investments99.12%Number of investments27

very softly: by 30 basis points on deposit rates to 6.0% on average, and by just a few basis points on lending rates to 9.4% on average. Industrial production growth remains solid at 7.3% year to date, so too foreign direct investment disbursals growth at 12% and real retail sales growth at 7.5%. Continued FDI interest from Thailand remains a notable observation, with a recently announced purchase of Big C by Central Group for EUR 1bn.

Although the IMF has recently cited Vietnam's rising public sector indebtedness (around 64% of GDP) as a concern, we take the view that this will act to spur faster privatisation progress. We also note the entire economy's modest overall debt ratios, with total credit to GDP of about 110-120% looking pretty good alongside ratios of c. 250% (China, UK, US, South Korea, Switzerland, Eurozone), 200% (Malaysia), and 160% (Thailand).



investments by several groups (VIC, MWG, Lotte) are set to change the face of retailing in Vietnam, but where, amidst this heavy competition, profits could be thin.

Some day before 2020 Vietnam will most likely join the MSCI emerging markets index, unleashing a new wave of investment funds to its stock market. Rather than daydreaming on that thought, the authorities in Vietnam will hopefully concentrate on a key fundamental: privatize significant stakes in the biggest and best state owned enterprises. This will lift Vietnam to emerging market status more than any other single factor.

Fund Facts

Domicile Admission Stock Exchange

Management Fee

Performance Fee LSE Ticker Bloomberg Ticker ISIN Cayman Islands 15 June 2006 London AIM 2.00% for NAV < \$100M

2.00% 101 NAV \$ \$100-150M 1.55% (or NAV > \$100-150M 1.50% (or NAV > \$150M 15% (hurdle rate 5%) VNH VNH LN Equity KYG9361X1043 AIM Nominated Adviser

Smith & Williamson Corporate Finance Limited Azhic Basirov +44 20 7131 4000

AIM Broker

Winterflood Investment Trusts Neil Langford +44 20 3100 0301 Administrator & Custodian Standard Chartered Bank 7 Changi Business Park Crescent, Level 3, Securities Services, Singapore 486028

Investment Manager VietNam Holding Asset Management Ltd. Tel: +41 43 500 2810 investorrelations@vnham.com

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NAV per Share Performance	
Last month	1.95%
Year-to-date	5.33%
Last 12 months	14.96%
Portfolio Statistics	
P/E (trailing)	12.14%
Dividend yield	3.11%
PEG (trailing)	0.9
PEG (forward)	0.80
Beta	0.70
Median market cap / investment (USD million)	130.4

Share Price / Discount	
Share Price Performance	
Last month	0.76%
Year-to-date	4.04%
Last 12 months	13.35%
Sharpe ratio	1.18
Alpha	0.25
Beta	0.58
Market capitalisation (USD million)	111.91
Share Price Discount to NAV	
VNH	15.14%
Peer Group weighted average	19.52%
Operating Expense Batio (12 month rolling)	2.99%



NAV Performance vs. VNAS and Peers 5 Year NAV Performance 1609 Vietnam Holding Peer Group (weighted average) 120% ····· VNAS USD adjusted ETFs (weighted average) 80% 40% 0% -409 -809 APT-12 AUE 1 Der 1 April AUE 2 Der 2 April AUE 3 Der 3 April AUE 1 Der 1 April AUE 1 Der 1 April AUE 1 Der 1 April Der 1 April Source: Bloomberg. Peer Group: VEIL, Vietnam Opportunity Fund, VEH, DWS Vietnam Fund, PXP Emerging Equity. ETFs: Market Vectors Vietnam ETF and db x-trackers FTSE Vietnam ETF.





- Health Care (16.1%)
 Retail (15.6%)
- Industrial Goods & Services (14.6%)
- Real Estate (12.3%)
- Construction & Materials (12.0%)
- Food & Beverage (10.3%)
- Telecommunications (7.5%)
- Automobiles & Parts (4.7%)
 Personal & Household Goods (3.7%)
- Travel & Leisure (1.7%)
- Banks (0.6%)

Top 10 Holdings

Investee Company	Market	Percent of NAV
Traphaco	HOSE	9.98%
Phu Nhuan Jewelry	HOSE	7.99%
Vinamilk	HOSE	7.71%
FPT Corporation	HOSE	7.55%
Binh Minh Plastic	HOSE	7.21%
Viconship	HOSE	6.39%
Thien Long Group	HOSE	5.92%
Hoa Phat Group	HOSE	5.08%
Danang Rubber	HOSE	4.65%
Khang Dien House	HOSE	3.89%

London Stock Exchange Market Makers

Winterflood
Jefferies
JPM Cazenove
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 Shayne Barge +44 207 710 7665 David Cumming +44 207 260 1376 Johnny Hewitson +44 207 845 5960 James Simpson +44 207 220 0558



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