

VietNam Holding Ltd (VNH) is a closed-end fund listed on the London Stock Exchange. VNH aims to achieve long-term capital appreciation by investing in high-growth companies in Vietnam. It has an actively managed, high conviction portfolio with integrated ESG. Core investment themes are domestic consumption, industrialisation and urbanization.

Fund overview		Portfolio			
Share price	156.0 pence	Number of investmer	nts	24	
NAV	197.8 pence	Median Portfolio Mar	ket Cap	\$440.2m	
	\$2.527	Foreign Ownership Li	mit stocks*	43%	
Discount / Premium	-21.1%				
Total Net Assets	\$128.5m	Thematic exposure			
Shares in Issue	51m	Industrialisation		36%	
		Consumer		26%	
Portfolio managers	Vu Quang Thinh	Urbanisation		25%	
	Craig Martin				
Investment Manager	Dynam Capital		2020F	2021F	
		EPS Growth	17.0%	20.6%	
Ticker	VNH	P/E Ratio	9.7	8.0	
Website	www.vietnamholding.com				
		* Percentage of portfolio i	n stocks at their Foreign O	wnership Limits	

Performance	į
USD (%)	

USD (%)	1 month	Year-to-date	5 year (CAGR)	10 year (CAGR)
Vietnam Holding NAV	-3.5	-8.9	4.1	5.7
Vietnam All Share Index	-3.0	-6.5	4.8	2.6

Source: Bloomberg, Dynam Capital Ltd. Data for VNAS Total Return (including dividends) is available after 24 July 2015. 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**

February saw a slight narrowing in the continuing sell-off in equities as investors sought to discriminate some sectors despite an overall fear of the impact of COVID-19. The Fund's NAV per share declined by 3.5% during the month, below the Vietnam All Share Index which fell by 3%. Yearto-date the Fund is down by 8.9 percent. Our top holding FPT (13.7% NAV) rose by 5.9% and Dat Xanh Group (DXG, 4.3% NAV) gained 2.5%. Saigon Cargo Services (SCS, 5% NAV) fell 14.2% on concerns of disrupted supply chains and Hoa Phat Group (HPG, 4.8% NAV) fell 7.3%. Vietnam's control measures against COVID-19 bore some fruit, and the 16 people initially infected were all cleared and released by the end of the month. On Friday 6<sup>th</sup> March, however, a Vietnamese national returning to Hanoi from Europe was diagnosed as having COVID-19, and this created a further cluster of 15 new infections. That, coupled with fear in Europe as Italy quarantined 16 million people and with significant volatility in commodity and equity prices globally, has depressed domestic investor sentiment.

On a brighter note, February saw the ratification by the EU of a Free Trade Agreement, Vietnam's 17<sup>th</sup>, a further validation of the country's willingness to trade with the world (already at 200% of GDP). Trade for the first two months of 2020 is up, albeit with a modest trade deficit.

The mid-term prospects for Vietnam remain strong, as it continues to attract investment from other parts of Asia as a manufacturing diversification strategy - 'China-plus-one'. South Korean manufacturers have been moving more production to Vietnam, and also announcing plans to invest in more R&D centres, a positive sign for Vietnam's growing technology and engineering sectors.

The Fund is positioned to benefit from the trend of consumerism, and modernization of the economy. This year we have been adding to some banking positions, which are looking cheap, and this has raised the average market capitalization to \$440m. Recently, Military Bank (MBB, 7% NAV) raised \$99m in a private placement of 64.3m new shares and 21.4m treasury shares to foreign institutional investors. Other than in these approved issuances, foreign investors would have to pay around 25% premium to its listed price to acquire MBB, which is at its Foreign Ownership Limited (FOL). During the month two new indices were created, to accommodate two domestic ETFs, one focused on the banking sector, and one on FOL stocks. We expect the eventual flows into these two ETFs to provide some positive lift to several stocks in our portfolio, which at 9.7x Price-to-Earnings is looking cheap.

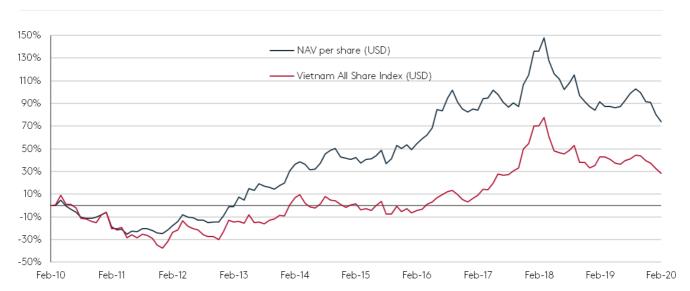
The Investment Manager will be in the UK and Europe from 24-31<sup>st</sup> March – do contact us to arrange a meeting.

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Top Ten Investments	NAV %	Comment
FPT	13.7	Leading software and IT services conglomerate: robust cash generation
Phu Nhuan Jewelry	11.7	Leading gold jewelry retailer: playing to fast growing discretionary spending
Mobile World	8.3	Preeminent modern retailer across several categories: rapid network expansion
MB Bank	7.0	Seventh largest bank by assets in Vietnam: attractively valued, well-managed
Khang Dien House	6.0	Leading domestic housing developer: strong track record and large landbank
Sai Gon Cargo	5.0	Duopolist in air cargo terminal operations: low capex and strong cash-flow
Hoa Phat Group	4.8	Leading domestic steel producer: fully integrated production facilities
ABA Cooltrans	4.7	Cold-chain logistics firm: high demand from rapidly growing modern trade sector
Dat Xanh Group	4.3	Leading brokerage and a property developer: low-cost landbank, sales expertise
Vincom Retail JSC	3.7	Dominant market share in shopping mall development: nationwide footprint
Total	69.2	

## **NAV Performance**



**Fund Information** 

Structure

Custodian

# Retail 23% Industrial Goods & Services 20% Real Estate 18% Telecommunications 14% Banks 11% Utilities 7% Personal & Household Goods 2% Oil & Gas 2% Food & Beverage 1%

Cash 2%

### Listed London Stock Exchange Ticker VNH ISIN GG00BJQZ9H10 BIC Code **SCBLSGSG** Launch 30 June 2006 NAV Frequency Daily Life Continuation vote in 2023 Management Fee 1.50% on NAV below \$300m 1.25% on NAV \$300-600m 1.00% on NAV above \$600m Incentive Fee 12% (hurdle rate 8%) Administrator Sanne Group (Guernsey)

Closed-end fund

Standard Chartered Bank

# Disclaimer

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