

Vietnam Holding Ltd (VNH LN)

CORP

331p price, **-6.5%** discount, **0%** yield, **£78m** market cap, **24m** Shares in issue**The Company's investment objective is to achieve long-term capital appreciation by investing in a diversified portfolio of companies that have high growth potential at an attractive valuation.**

News

VNH's Fund Manager, Dynam Capital, maintains a strong conviction in Vietnam's macroeconomic outlook, viewing it as one of the most attractive among both emerging and frontier markets.

The 46% reciprocal tariff on Vietnamese imports has been temporarily lifted from 10 April to 9 July. During this period, the standard 10% baseline tariff is expected to apply.

They believe the Vietnamese government will take advantage of this 90-day window to strengthen trade ties with the US, potentially by ramping up imports of goods like liquefied natural gas (LNG), lowering both tariff and non-tariff barriers on American products, and ensuring that goods routed through Vietnam undergo meaningful value-adding processes rather than simple relabelling or repackaging.

For now, with a uniform 10% tariff in place (excluding China), the competitive landscape remains balanced. As such, there is currently no incentive for manufacturers to relocate operations away from Vietnam.

Why Vietnam?

- 1) Vietnam remains one of the fastest-growing economies globally, with GDP growth of 5.1% in 2023, an estimated ~7% in 2024, and a government target of 6.5–7.0% for 2025. This robust economic momentum is underpinned by highly favourable demographics — a youthful population of 100 million with a median age of 32.5 years — and a rapidly expanding middle class, positioning Vietnam as a compelling long-term growth market.
- 2) The portfolio themes of industrialisation, domestic consumption and urbanisation are enduring, powerful and whilst not immune from any tariff disruption, are fundamentals that are expected to continue to drive the excellent performance shareholders have enjoyed over the last five years. In the short term of course, the share price has fallen from around 410p at the end of February, briefly touching 270p, but settling more recently around 330p.
- 3) The discount experience of the company, a couple of recent days aside, has been very positive and in sharp contrast to the other listed Vietnamese funds. The successful introduction (Sept. 2024) of an annual redemption facility where 100% of shares can be tendered is a mark of the highest corporate governance and is very supportive of the discount.

Portfolio (30 April 2025)

Top 10 Holdings x%	NAV %	Sector	
1 FPT Corp	10.5	39%	Banks
2 Techcom Bank	9.2	16%	Retail
3 Mobile World Corp	9.2	11%	Industrial Goods & Services
4 MB Bank	8.0	11%	Telecommunications
5 Asia Commercial Bank	7.5	9%	Real Estate
6 Sacom Bank	6.4	5%	Financial Services
7 Hoa Phat Group	5.7	1%	Energy
8 FPT Digital Retail	4.4	1%	Construction & Materials
9 Sai Gon VRG Investment	3.1	0%	Utilities
10 Khang Dien House	3.1	8%	Cash

Performance – 5y: VNH vs the benchmark



Source: Bloomberg

Notes: * Cavendish is contractually engaged and paid by the issuer to produce this material on an ongoing basis and it is made available at the same time to any person wishing to receive it. All fund portfolio data is sourced from the Company, and is as of 30 April 2025, unless otherwise stated.

Fund Summary

- Vietnam-based Fund Manager that invests in high-growth companies in Vietnam (currently 100% listed equities; max 20% unlisted permitted)
- Portfolio themes focus on domestic consumption, industrialisation and urbanisation
- High conviction (c. 23 holdings), nimble, unconstrained, market-cap agnostic (zero gearing)
- Seeks earnings growth at a reasonable price (GARP) from quality companies
- Top-down and bottom-up approach with strong ESG emphasis. PRI signatory since 2009

The Fund Manager:
Dynam Capital Limited



13-strong investment team

Vu Quang Thinh, Dynam Capital Co-founder, CIO, CEO
(Portfolio Manager since 4 July 2011)



- Responsible for the day-to-day running of the portfolio
- **30 years'** experience in Vietnam
- **12 years'** corporate restructuring experience, including heading up Management Consulting at KPMG Vietnam
- BSc of Mathematical Economics, Hanoi Economic University
- MBA Washington State University

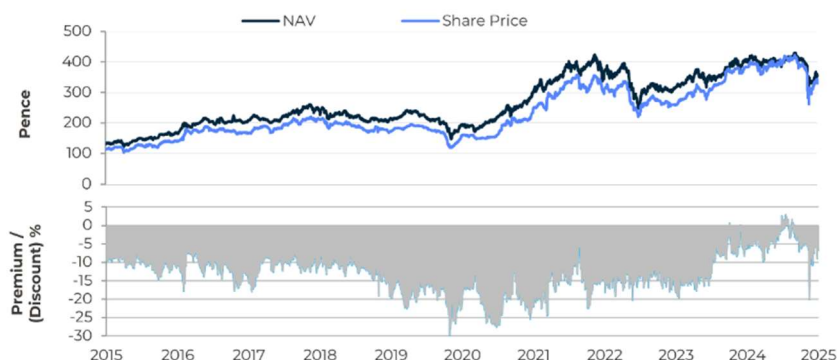
Craig Martin, Dynam Capital Co-founder, Chairman



- **25 years+** business building and investing in emerging markets
- Was co-CEO of CapAsia, a pan-Asian Private Equity firm
- Previously Head of Private Equity at Prudential Vietnam
- Member of founding team of Standard Chartered Private Equity
- Masters of Engineering, University of York, MBA INSEAD

Board of Directors (year of appointment); all independent and non-executive

- Mr Hiroshi Funaki, *Chairman* (2017)
- Ms Saiko Tajima (2019)
- Mr Philip Scales (2017)
- Ms Connie Hoang Mi Vu (2024)



Source: Morningstar as at 23 May 2025

KEY INFORMATION

Legal structure	Closed-end Investment Co
Traded / Domicile	LSE Main Market / Guernsey
Inception	15 June 2006
Annual mgmt fee (on NAV)	1.75% below \$300m 1.50% above \$300-600m 1.00% above \$600m
Performance fee	None
NAV frequency	Daily
Financial YE	30 th June
Dividend policy	No income distributions
Gearing	Nil
Discount Control	Share buybacks
Continuation Vote	Annual AGM (Sep-Nov)
Redemption Facility**	100% Annually

***Redemption for long-time holders (over two years) will be free of charge, while shares held for less than two years will be subject to a 2-3% redemption fee paid to the fund, benefiting the remaining shareholders. Shares held for less than six months will not be eligible for redemption.*

Large Shareholders	March 2025
DEGLORA Sarl (Since 16 Sept 2021)	17.50%
Utilico Emerging Markets Trust (Since 20 Jan 2023)	5.66%
EdenTree Investment Management (Since 01 Jun 2022)	5.08%
Discover Investment Company (Since 19 May 2023)	4.83%

Total returns, %	6m	1yr	3yr	5yr
VNH NAV GBP	-11	-11	2	83
VNH price GBP	-19	-14	6	105
Vietnam All Share Index	-2	-4	-6	35
MSCI Frontier Markets	5	10	13	36
MSCI Emerging Markets	1	4	14	31

Source: Bloomberg as at 23 May 2025

Financial reports and further documents and information: www.vietnamholding.com

*This publication is not a Research report, it is an Equity Sales document.

Justin Zawoda-Martin
Head of Sales

+44 (0) 20 7397 1923
jzawodamartin@cavendish.com

Daniel Balabanoff
Sales

+44 (0) 20 7397 1909
dbalabanoff@cavendish.com

Pauline Tribe
Sales

+44 (0) 20 7220 0517
ptribe@cavendish.com

Lacey Beckett
Corporate Broking

+44 (0) 20 7397 1914
lbeckett@cavendish.com

Oscar Valeur-Adu
Corporate Broking

+44 (0) 20 7397 1918
ovaleuradu@cavendish.com

Cavendish

One Bartholomew Close
London EC1A 7BL
Tel 020 7220 0500

Web www.cavendish.com

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