

Lumen Vietnam Fund UCITS

Sustainable Value Investing in
Asia Most Dynamic Market

Singapore, November 2023



Beautiful Mui Ne Beach, about 220 kilometres from Ho Chi Minh central

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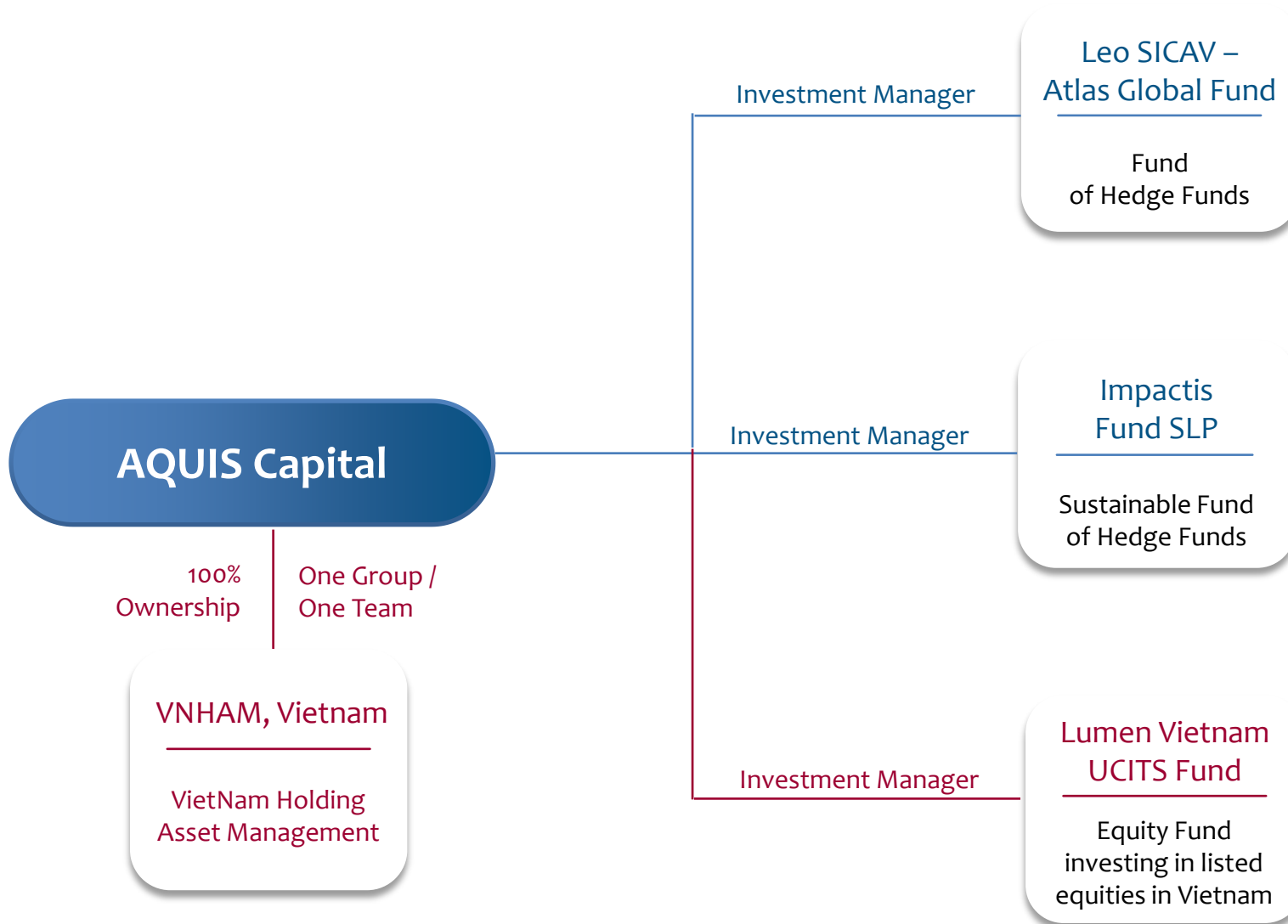


AQUIS Capital / VietNam Holding Asset Management

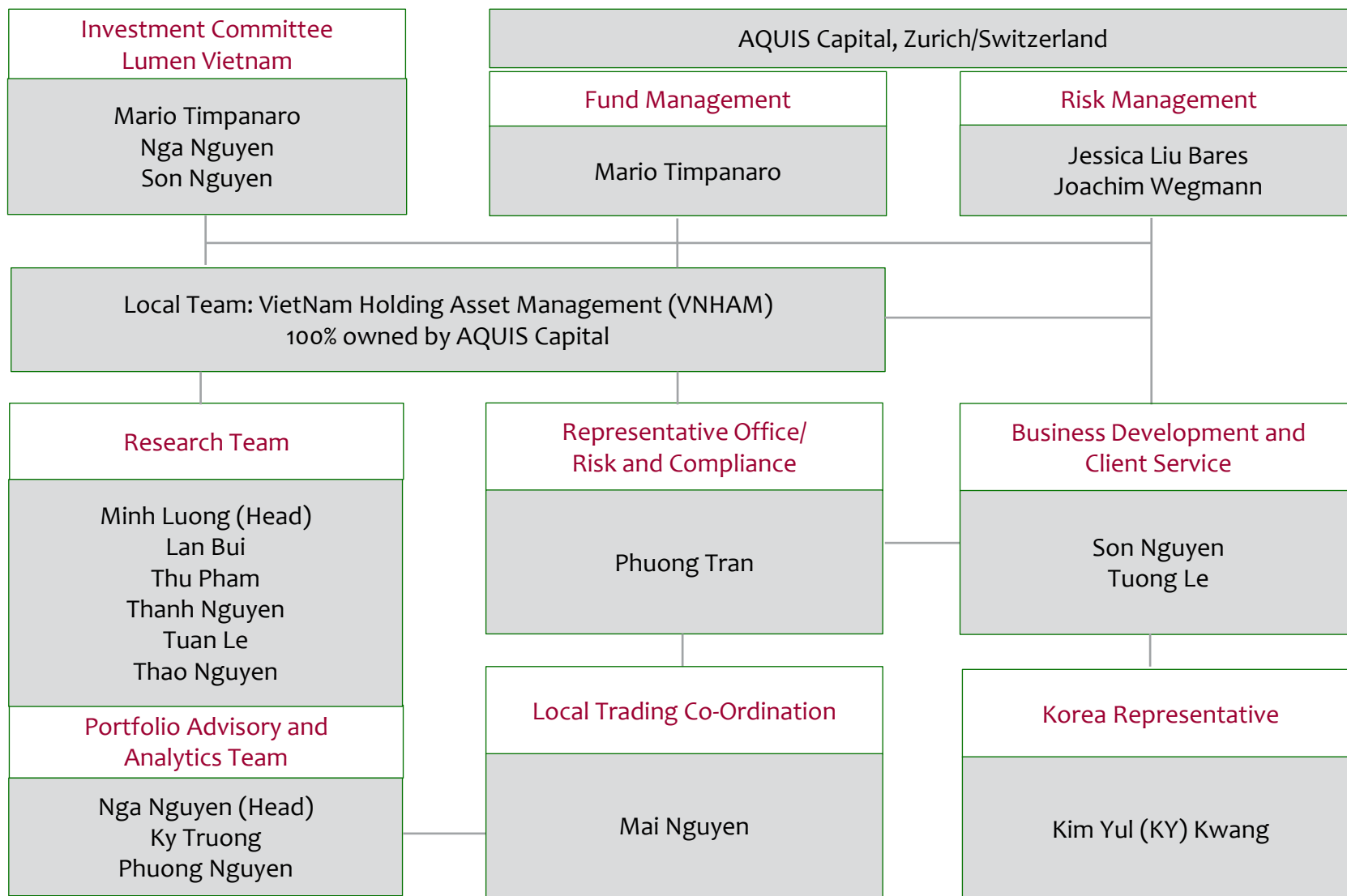
AQUIS Capital - Specialised and Active Asset Management Boutique

AQUIS Capital	
Headquarter with Subsidiary	Zurich, Switzerland Vietnam Holding Asset Management, Ho Chi Minh City, Vietnam
Number of Employees	21, whereas 9 in Zurich and 12 in Vietnam
Ownership	Management
AuM	USD 400mm
Investor Profile	Institutional Investors, Single & Multi Family Offices, EAM, Banks
Regulation Body	Swiss FINMA Asset Management for Collective Investment Schemes VSV Member of Swiss Association of Asset Managers
Membership	 
Corporate and Regulatory Auditor	BDO, Zürich

AQUIS Capital - Group and Funds Overview



Highly Skilled and Motivated Investment Team



A Committed Team dedicated for the Lumen Vietnam Fund



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The Country Vietnam





Ho Chi Minh city, the country's economic growth spearhead, overlooking Sai Gon river







Lumen Vietnam Fund UCITS

Lumen Vietnam Fund - Investor Friendly Key Terms

Investment Universe

Achieve long-term capital appreciation by investing in listed companies in Vietnam. The investment selection process screens for under-valued companies with high growth potential. The core part of the portfolio consist of small to medium size listed companies with attractive growth drivers and tactical allocation to undervalued large caps.

Investment Style

Actively managed, long-only with ESG and sustainable factors integration
Opportunistic and cyclical

Fund

- Launched on 2nd. March 2012, first UCITS Fund worldwide
- Daily liquidity
- EU-SFRD Art. 8 compliant
- AUM of more than USD 300mm

Markets

We invest in

- Improving macroeconomic / demographic trends
- Industries and companies that are overlooked and undervalued
- Focus on small and midcaps with tactical allocation into large caps

Research

Key Characteristics

- Local research team with deep fundamental research and modelling
- Long term undervalue entry levels and fair value exit targets
- Active portfolio management & trading combined with technical analysis

Lumen Vietnam Fund Timing, Timing, Timing

The nature of an Emerging Markets / Frontier Market Opportunity:

Higher return potential with higher risk.

Period	Total Performance
Since inception March 2012 – 30 September 2023	+195.1%
April 2020 – 30 September 2023	+148.1%
November 2022 – 30 September 2023	+29.9%

Lumen Vietnam Fund - Outstanding long-term performance

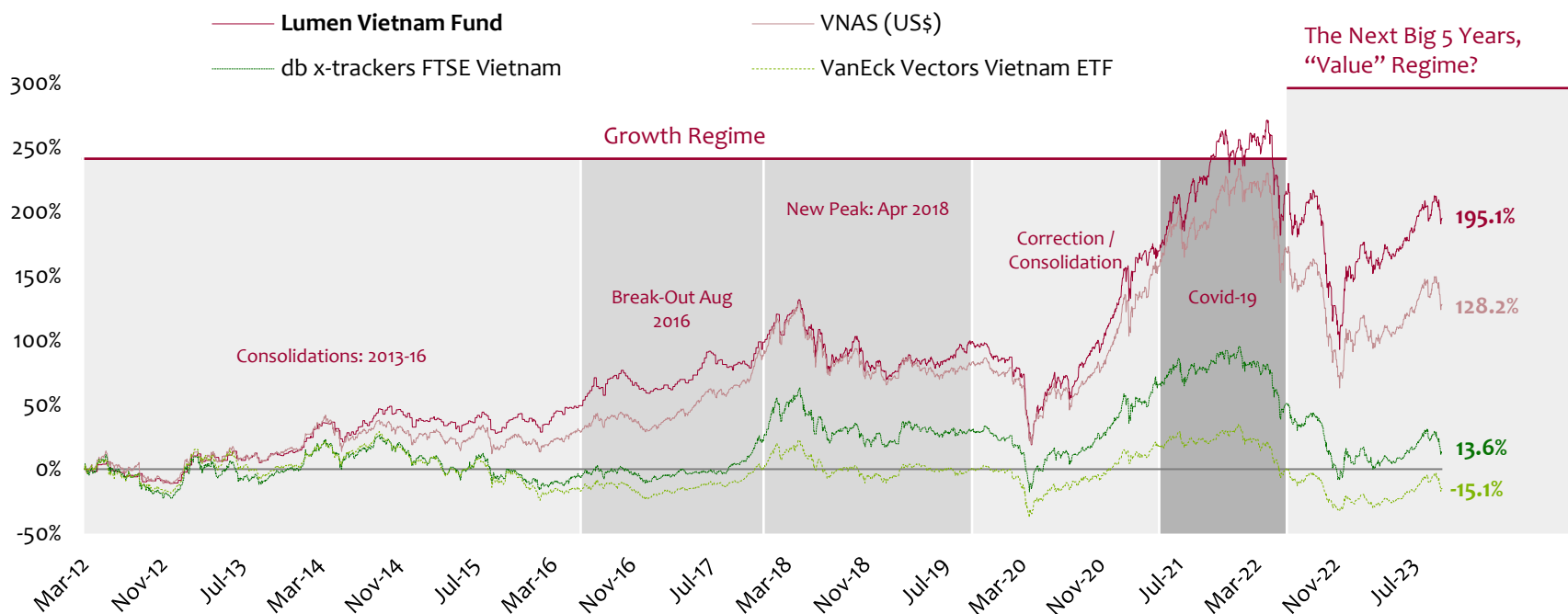
Attractive performance over the long term

Historic performance, per calendar year in %, fund inception on 02 March 2012

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
2023	11.41	-8.43	5.66	-0.08	2.34	3.84	7.66	0.60	-4.1				18.89
2022	-0.25	1.70	2.91	-10.00	-4.22	-7.86	2.65	4.92	-14.19	-15.26	5.70	3.38	-29.04
2021	2.82	9.53	0.42	2.03	7.45	6.86	-1.00	4.70	2.26	8.09	-0.54	-0.90	49.61
2020	-5.49	-2.40	-30.54	24.68	10.71	-0.74	-4.50	16.00	5.30	1.65	10.54	9.47	25.95
2019	0.20	3.07	0.73	0.87	-1.74	1.34	2.10	3.11	2.18	-0.86	-4.50	-0.95	5.42
2018	7.64	-0.87	3.32	-7.75	-8.07	-1.04	-1.16	3.45	4.89	-10.16	-2.26	-1.28	-13.99
2017	0.94	0.49	4.17	-0.18	4.48	8.27	-3.69	-2.98	2.25	-1.37	7.62	5.31	27.46
2016	-2.91	4.26	2.98	1.87	1.41	7.89	1.48	4.47	3.46	-4.77	-3.60	-1.03	15.78
2015	-0.53	0.60	-3.39	1.98	-1.23	0.99	4.95	-8.68	1.57	5.52	-0.73	-0.04	0.22
2014	8.50	8.64	0.41	-2.96	-2.51	1.17	4.53	5.91	1.57	0.16	-3.85	-1.56	20.75
2013	7.91	8.27	-4.34	-0.71	4.57	-2.52	0.21	-3.10	4.47	1.27	2.02	1.00	19.74
2012			-1.77	5.87	-4.97	-1.36	-2.22	-5.42	0.79	0.35	-2.19	7.34	-4.26

Lumen Vietnam Fund - The Value Added of Active Investment

Lumen Vietnam Fund performance since inception vs. Vietnam All Share TR Index and ETFs



- ① Vietnamese Market ready for “Next 5 Big Years” as actual market and political environment presents as “Goldilocks” moment
- ① Lumen Vietnam is a “Sustainable Value” investment with “high growth potential” proposal
- ① On a long-term basis Lumen Vietnam has consistently outperformed investable ETF by a wide margin
- ① The longest track record among the UCITS funds
- ① Best performing UCITS fund in the last 3 years.

Lumen Vietnam Fund - Diversification Benefits

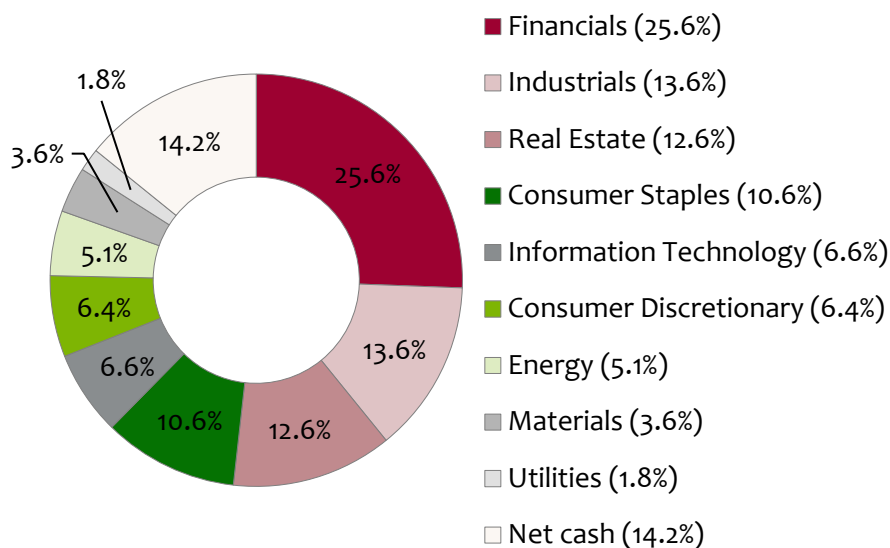
Lumen Vietnam shows low correlation to MSCI Emerging Markets, MSCI World, S&P and EURO STOXX Indices increasing diversification benefits for investors portfolio.

	LVF	VNAS	MSCI EM	MSCI FM	MSCI World	S&P	EURO STOXX	SHCOMP	SENSEX	STI
LVF		0.93	0.35	0.55	0.32	0.28	0.28	0.26	0.27	0.36
VNAS	0.93		0.34	0.56	0.32	0.29	0.28	0.24	0.22	0.34
MSCI EM	0.35	0.34		0.53	0.74	0.64	0.70	0.51	0.68	0.78
MSCI FM	0.55	0.56	0.53		0.53	0.47	0.54	0.29	0.39	0.53
MSCI World	0.32	0.32	0.74	0.53		0.97	0.86	0.31	0.59	0.70
S&P	0.28	0.29	0.64	0.47	0.97		0.75	0.28	0.53	0.60
EURO STOXX	0.28	0.27	0.70	0.54	0.86	0.75		0.30	0.58	0.69
SHCOMP	0.26	0.24	0.51	0.29	0.31	0.28	0.30		0.22	0.39
SENSEX	0.27	0.22	0.68	0.39	0.59	0.53	0.58	0.22		0.57
STI	0.36	0.34	0.78	0.53	0.70	0.60	0.69	0.39	0.57	

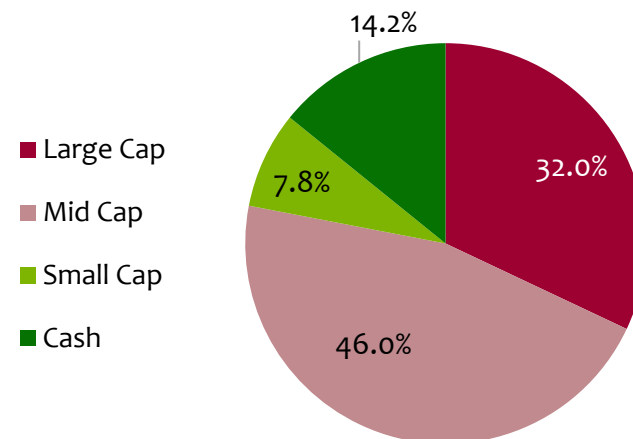
Lumen Vietnam - Portfolio Positioning

Lumen Vietnam Fund portfolio construction based on healthy company fundamentals and strong earnings outlook

Portfolio Sector Allocation



Strategic Allocation into Small- and Mid-cap* stock



- Strategic and core allocations in Small-cap and Mid-cap stocks
- Active sector rotation and rebalancing depending on market cycles and valuations
- Tactical and opportunistic allocations to large-cap tickers at reasonable valuations
- Focus on outstanding business performance with strong leadership position, to be projected over 2-3 years



Country Macro and *Why Vietnam?*

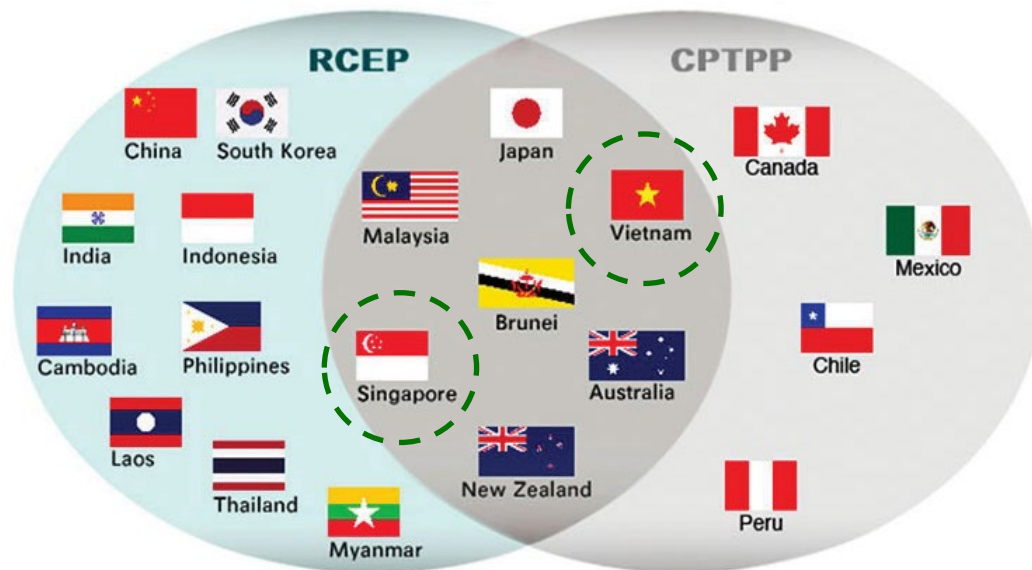
Singapore – Vietnam - Important trade partners



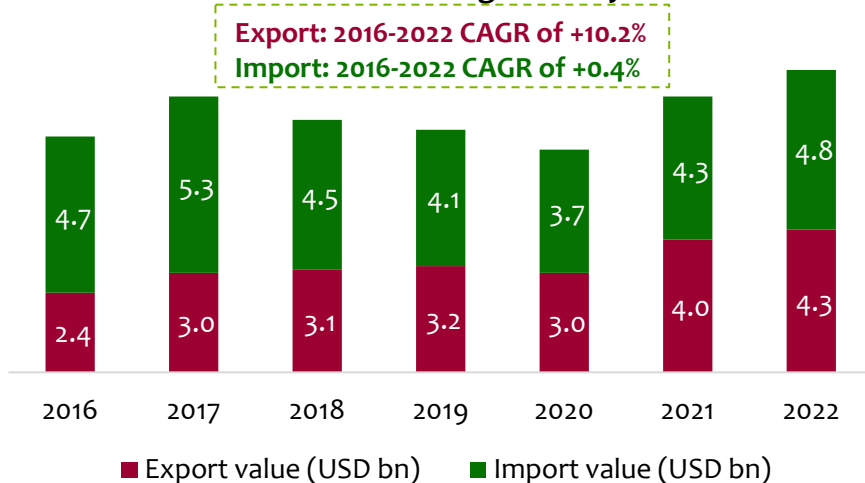
50 years of Diplomatic Relations (since 1973)

10 years of Strategic Partnership (since 2013)

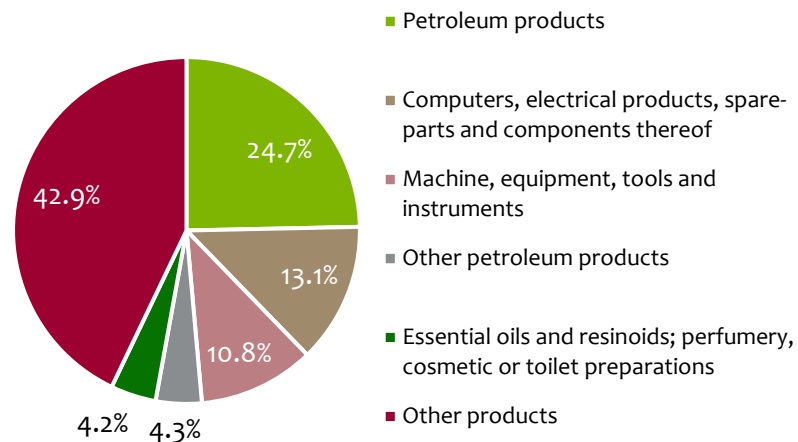
Asia-Pacific Regional Trade Groups



Singapore has been an important trade partner with an annual trade turnover maintaining at nearly USD 10bn



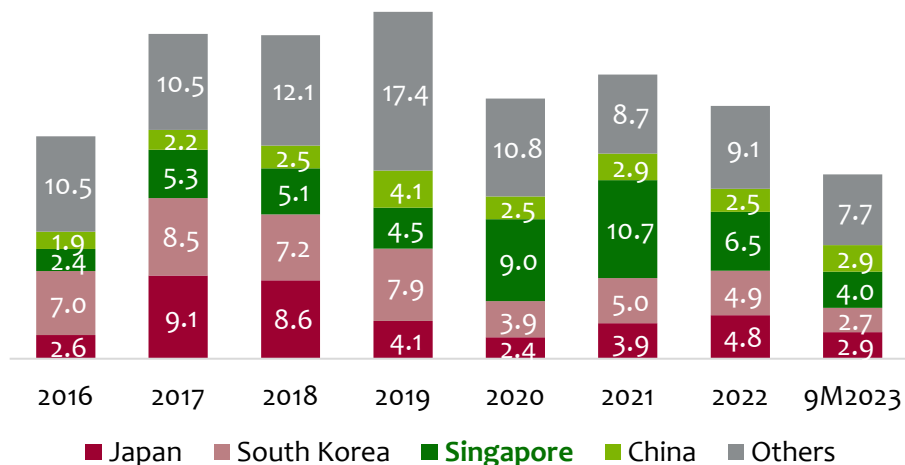
Top trading product categories between Singapore and Vietnam in 9M2023 (%)



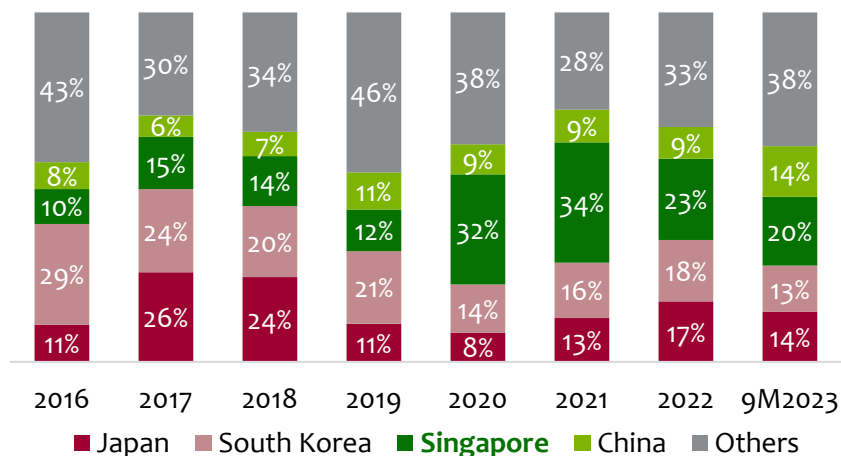
Singapore as Vietnam's biggest FDI investor

Singapore has been making up 20% of Vietnam's total FDIs since 2016. Singapore has been also Vietnam's biggest FDI partner since 2020.

Vietnam's major FDI investors (USD bn)



Vietnam's major FDI investors (% of total)



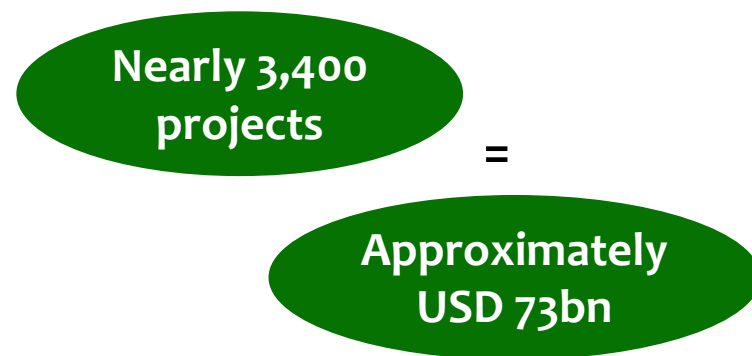
Prominent FDI investments from Singapore



Bac Lieu Liquefied Natural Gas (LNG)
Capex: USD 4bn
Location: Bac Lieu

Long An I & II LNG Project
Capex: USD 3.1bn
Location: Long An

Singapore's registered FDIs into Vietnam from 1988 to 9M2023



Singapore's dynamic investments in both Vietnam's public and private equities



A collection of logos for Singaporean companies and funds, including GIC, TEMASEK, F&N, THOMSON MEDICAL, Jardine Cycle & Carriage, TEPCO Renewable Power, Keppel Land, CapitaLand, mapleiree, and sembcorp.

A collection of logos for Vietnamese companies and funds, including UNG, VINHOMES, FV HOSPITAL, Vietcombank, MASAN GROUP, GOLDEN GATE RESTAURANT GROUP, REE Corporation, Vinamilk (EST 1976), GHN Express, THACO, and Ahamove.

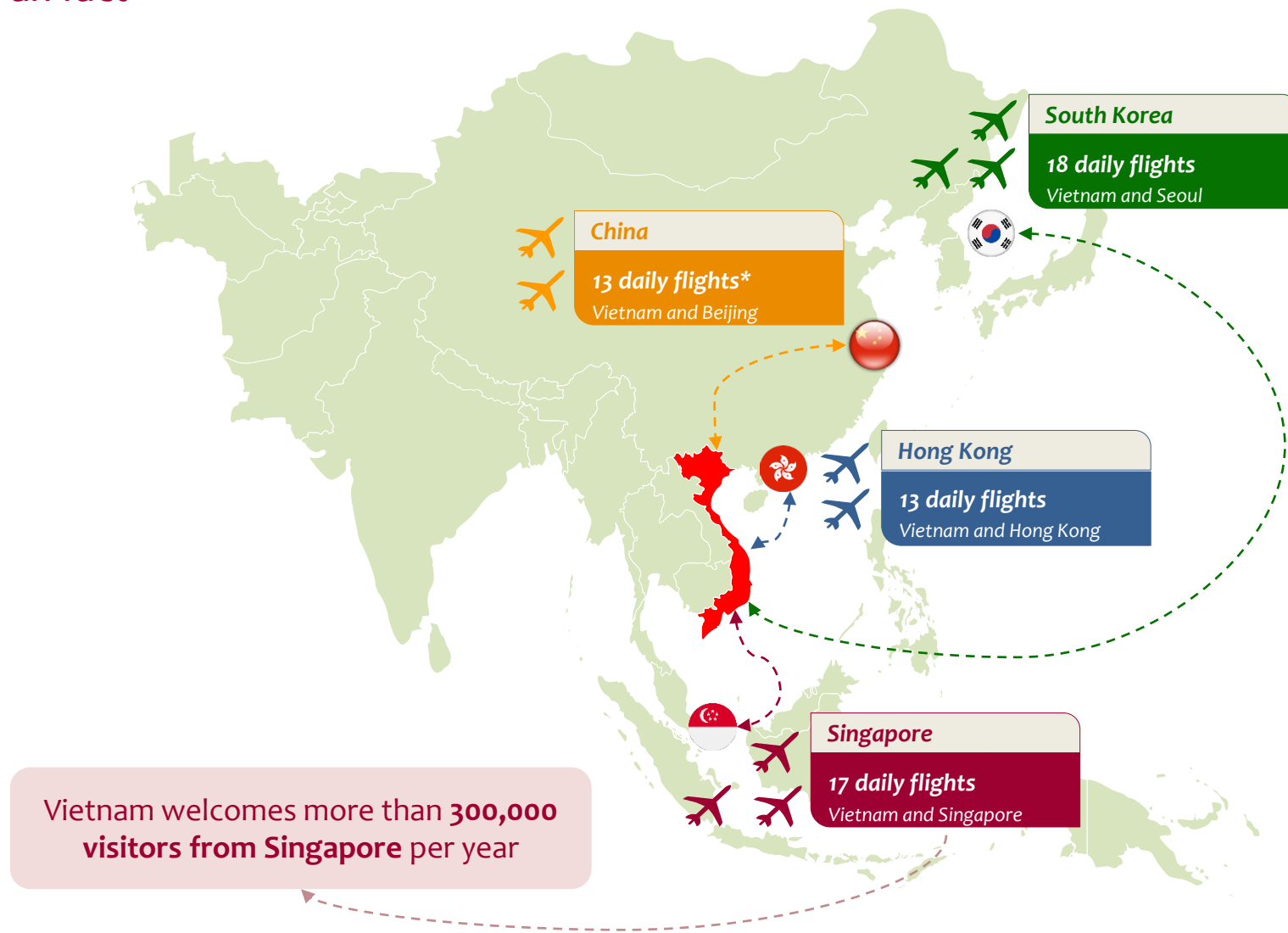
Expanding Vietnam Singapore Industrial Park (VSIP) as the relationship symbol

Vietnam Singapore Industrial Park (VSIP)



- ✓ A joint venture between **Sembcorp (Singapore)** and **Becamex IDC (Vietnam)** since 1996
- ✓ **14 industrial parks** with 11,000 hectares across **10 major manufacturing provinces** in Vietnam
- ✓ **Home of more than USD 18bn FDIs** of nearly **900 projects**

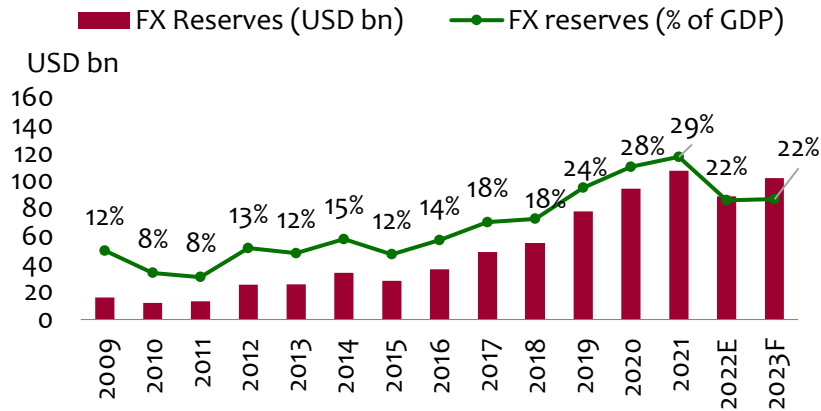
Fun fact



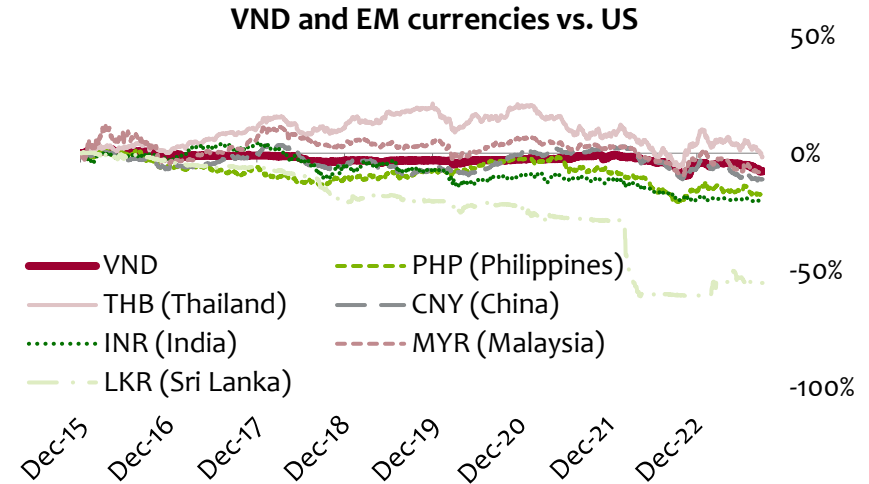
* Total daily flights are the number of direct flights, operated by national carriers, including Vietnam Airlines (Vietnam), Singapore Airlines (Singapore), Air China (China), Korean Air (South Korea), and Cathay Pacific (Hong Kong), to connect both Ha Noi capital and Ho Chi Minh city with capital cities of Singapore, China, South Korea, and Hong Kong.

Comfortable Foreign Reserve and Stable Vietnam Dong (VND)

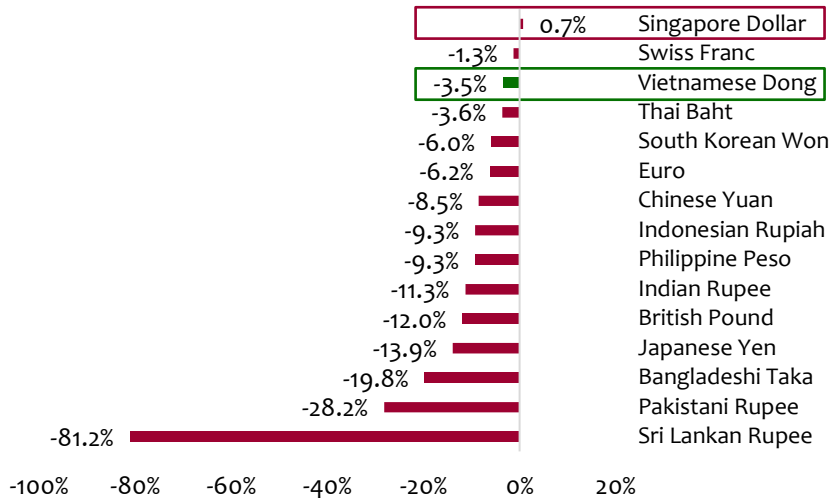
FX reserves at adequate level



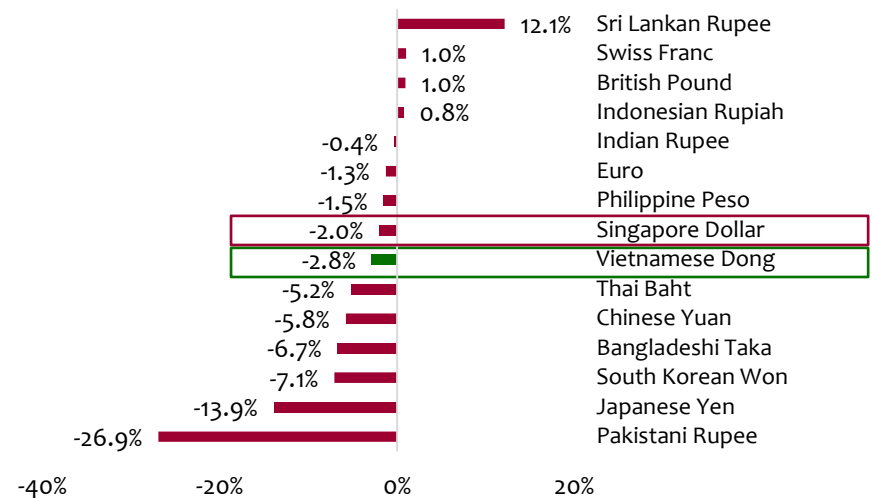
VND remains stable vs. USD compared to other EM



USD vs. the World: FX Movements in 2022



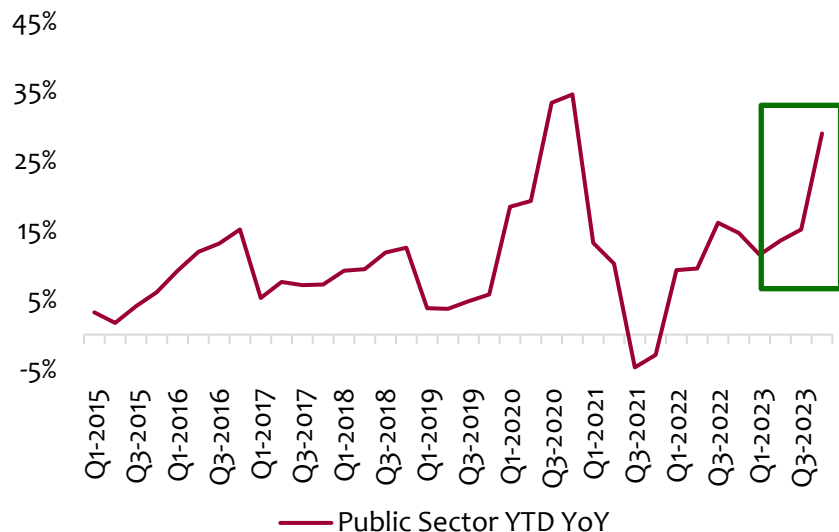
USD vs. the World: FX Movements in YTD 2023



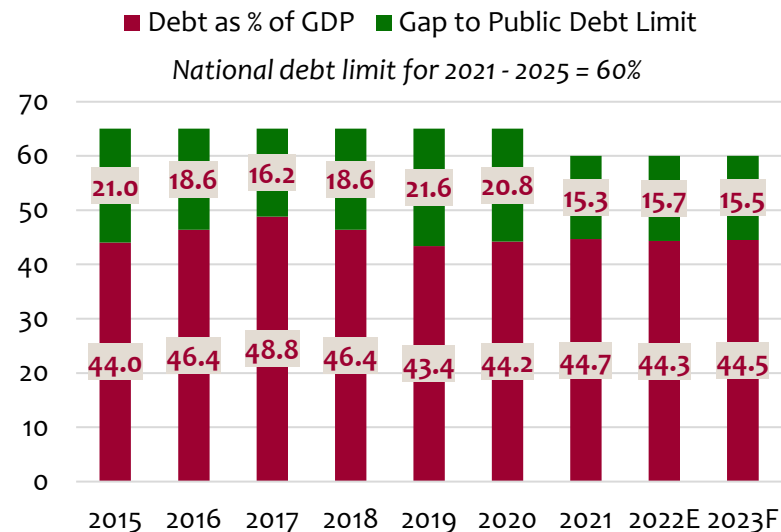
Source: State Bank of Vietnam (SBV), Bloomberg, and VNHAM, as of 30 September 2023

Low Government Indebtedness Providing Room for Big Government Stimulus

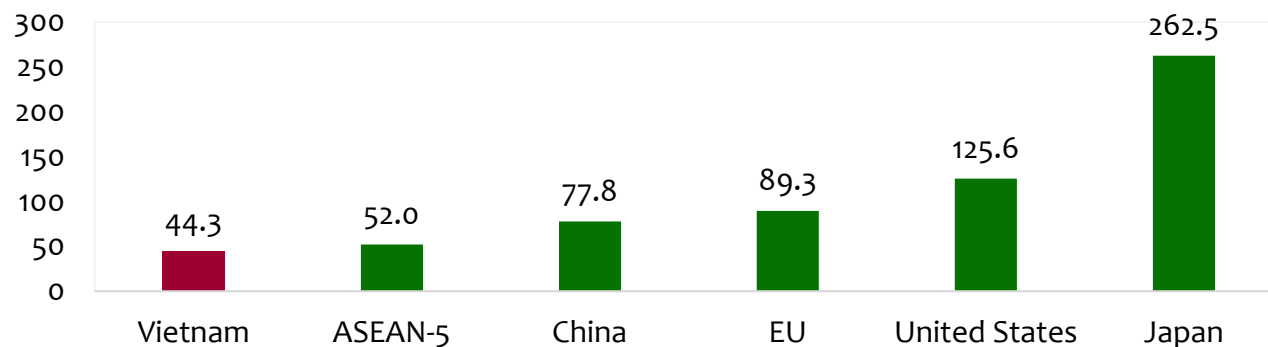
Accelerated public investment



Plenty of room for public spending



Government gross debt to GDP (%) (2022E)*

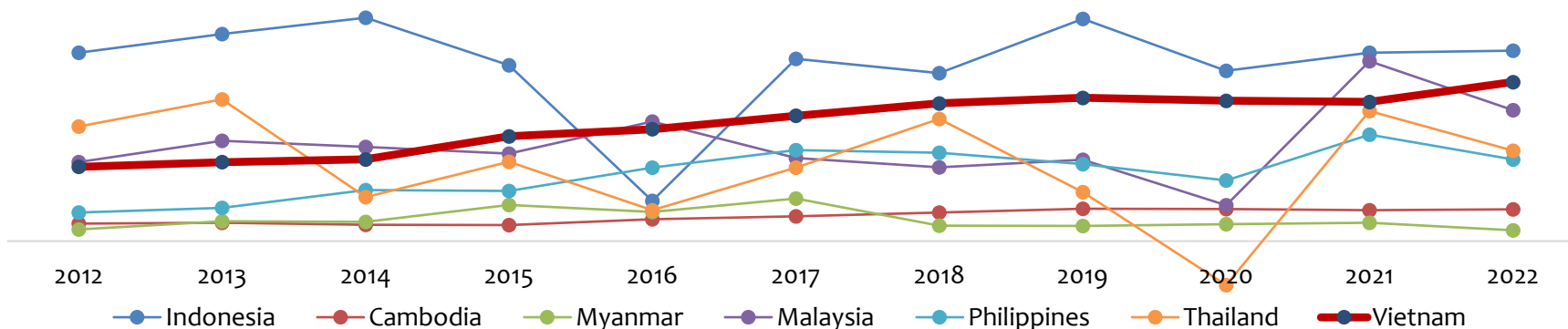


*: For Vietnam, the figure is public debt to GDP. The rest is general government gross debt to GDP.

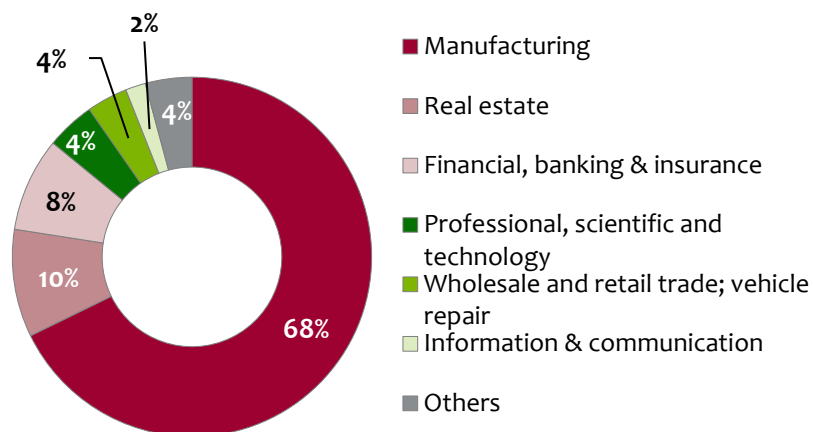
Home of Resilient and Diversified FDI Partners

Vietnam's annual FDI inflows was solid with a 10-year CAGR of +7.9%, which outpaced the ASEAN's average figure of +3.9%. The country has consistently welcomed a yearly influx of at least USD 20bn since 2018.

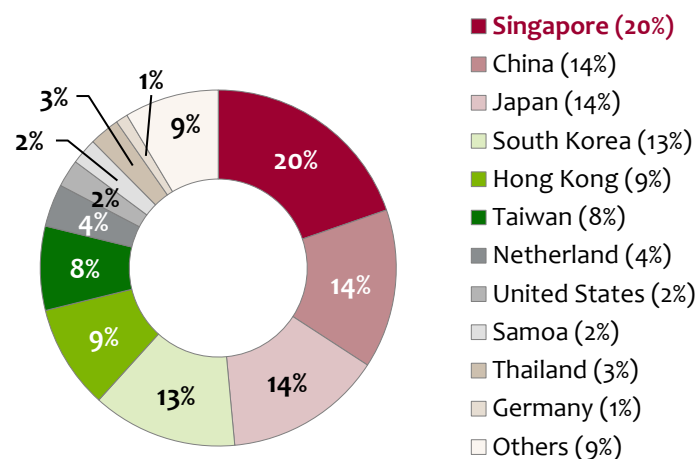
FDI inflows into ASEAN countries, 2012 – 2022 (USD bn)



FDI by Industries (%), 9M2023



FDI by Investing countries (%), 9M2023



Stable Growth in an Uncertain World

GDP % change	2020	2021	2022	2023F	2024F
WORLD	(3.0)	6.2	3.4	2.7	2.7
US	(2.8)	5.9	2.1	1.3	0.5
Eurozone	(6.1)	5.3	3.5	0.5	1.0
Japan	(4.3)	2.4	1.1	1.4	1.0
UK	(9.3)	8.5	4.3	0.4	1.0
China	2.2	8.4	3.0	5.0	5.2
ASEAN-6	(3.7)	4.1	5.7	4.3	4.7
Singapore	(3.9)	8.9	3.6	0.8	2.2
Indonesia	(2.1)	3.7	5.3	5.0	5.2
Thailand	(6.2)	1.6	2.6	4.0	3.6
Malaysia	(5.5)	3.1	8.7	4.5	4.3
Philippines	(9.5)	5.7	7.6	5.5	6.2
Vietnam	2.9	2.6	8.0	6.0	6.5

Vietnam credit rating by S&P, Moody's, and Fitch

Date	S&P	Moody's	Fitch
6 Sep 2022		Ba2	
27 May 2022	BB+		
24 May 2021	BB ●		
1 Apr 2021			BB ●
19 Mar 2021		Ba3 ●	
8 Apr 2020			BB
18 Dec 2019		Ba3 ●	
9 May 2019			BB ●
5 Apr 2019	BB		
10 Aug 2018		Ba3	
15 May 2018			BB
18 May 2017			BB- ●
28 Apr 2017		B1 ●	
3 Nov 2014			BB-
29 Jul 2014		B1	
23 Jan 2014			B+ ●
28 Sep 2012		B2	

● : a positive outlook | ● : a negative outlook

- Ⓢ Potential US and EURO-Zone recession and global slowdown.
- Ⓢ ASEAN countries emerge as a bustling growth engine - likely growing faster than China (+4%) for a second consecutive year.
- Ⓢ GDP growth of Vietnam is expected to be at 6%, the highest among ASEAN countries.
- Ⓢ Vietnam's economy is expected to move to the 19th position in the rankings of the World Economic League Table in 2035, according to the Centre for Economics and Business Research.

Lumen Vietnam - Opportunity Drivers for 2023 and Beyond

Opportunity Driver 1: Attractive Valuations relative its Asian-Peers

The country offers reasonable stock market valuations when comparing to those of other Asian countries and worldwide.

→ We expect the gap will be narrowed due to Vietnam's market outperformance.

Opportunity Driver 2: Macro Growth, China PlusOne and Government Stimulus

Vietnam continues to deliver impressive economy growth in Asia. Its currency has been much more stable than others amidst global turbulences driven by high inflation and US interest hikes. Decent foreign USD reserves has been a great help in keeping its exchange rate in check.

China PlusOne Strategy: Vietnam is the largest beneficiary of trade and supply shift. Over the last 15 years, Vietnam has grown from the lowest position to become the second largest exporter within ASEAN. This is supported by friendly government policies toward FDI's, young labor force, competitive, cost and proximity to China.

Vietnam launched a 10% GDP stimulus package in the next five years. This stimulus may add further 1% GDP growth p.a. This in time as other ASEAN countries are reducing their economic stimulus.

Opportunity Driver 3: Emerging Markets Status Upgrade

The country's upgrade to Emerging Market status is expected in 2024. Reclassification may trigger a market rally driven by increased foreign fund flow. In case of a MSCI upgrade, it is estimated that Vietnam should have a weight of 4% to 6% in the MSCI Asia Index, and a six-month leading time is often expected.

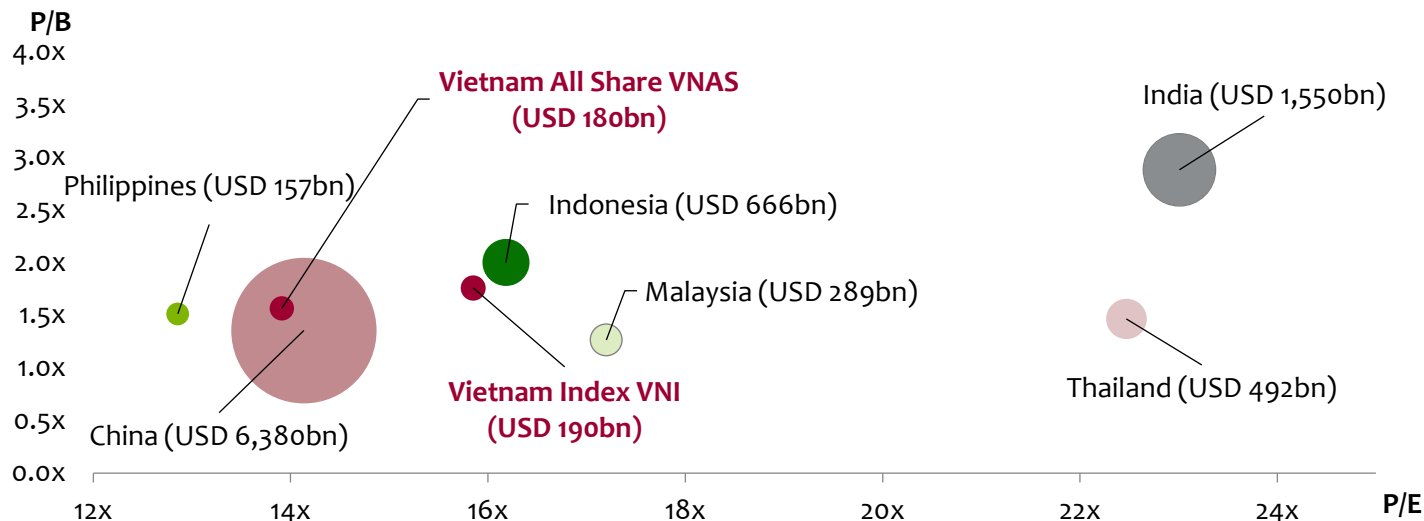
Opportunity Driver 1 - Unreasonable Discount to Other Asian Peers (1/2)

Vietnam's stock market remains attractive relative to its Asian-peers region

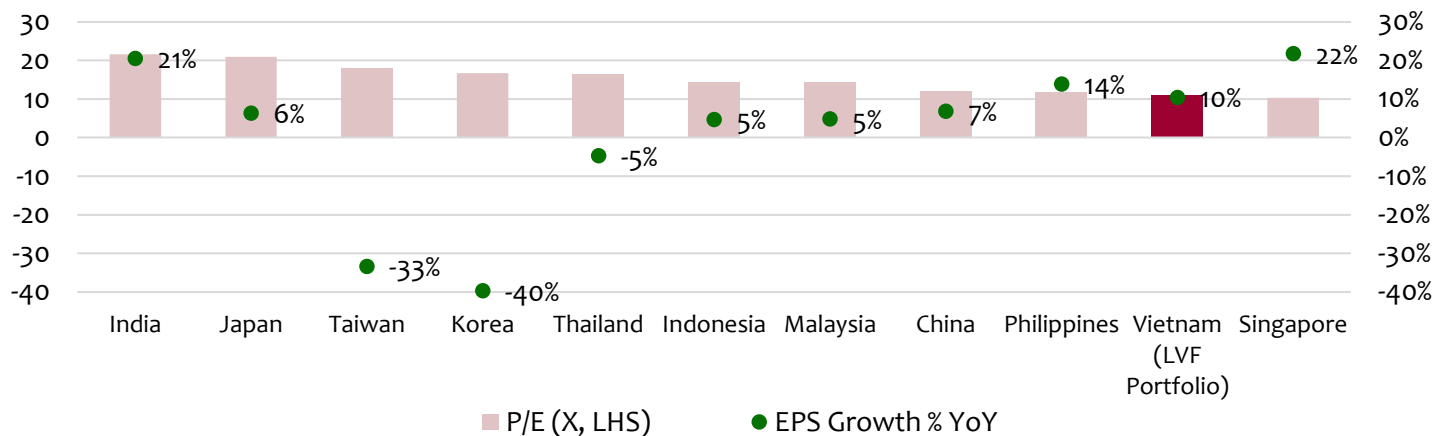
	Indonesia	Malaysia	Philippines	Thailand	Vietnam
Stock market in 3Q2023 (in USD)	1.5%	-10.7%	-5.3%	-16.4%	11.3%
Local currency against USD in 1H2023	0.7%	-6.6%	-1.5%	-5.7%	-2.8%
Forward 2023 P/E	14.4	14.3	11.9	16.4	11.5
Earnings growth forecast in 2023	4.2%	4.9%	13.6%	-4.6%	3.8%
Listed companies' average Net debt/Equity in 2022	15.6%	34.5%	52.5%	86.0%	19.4%
Bank sector earnings growth (2016-2021 CAGR)	9.9%	4.5%	9.2%	-1.2%	30.1%
Market capitalization of all listed companies (USD bn)	661	357	224	493	246
Number of listed companies	899	986	283	1,652	1,585
GDP growth forecast for 2023	5.0%	4.5%	5.5%	4.0%	6.0%
September 2023 inflation (YoY)	2.3%	2.0% (Aug 2023)	6.1%	0.3%	3.7%
Government gross debt on GDP (2022E)	40.9%	69.6%	59.3%	61.5%	44.3%
Foreign direct investment on GDP (5-year average)	1.9%	2.4%	2.7%	1.4%	4.8%
Export annual growth (2012-2022 CAGR)	3.6%	1.9%	4.8%	1.7%	11.6%
GDP in 2022, nominal (USD bn)	1,319	406	404	495	408
GDP in 2022 per capita, nominal (USD)	4,788	11,972	3,499	6,909	4,164

Opportunity Driver 1 - Vietnam Equity Market with Attractive Valuation (2/2)

On an earnings per share basis Vietnam's equity markets trade at discounts to ASEAN peers



Reasonable valuation (2023F P/E) and 2023F EPS growth to offer good upside



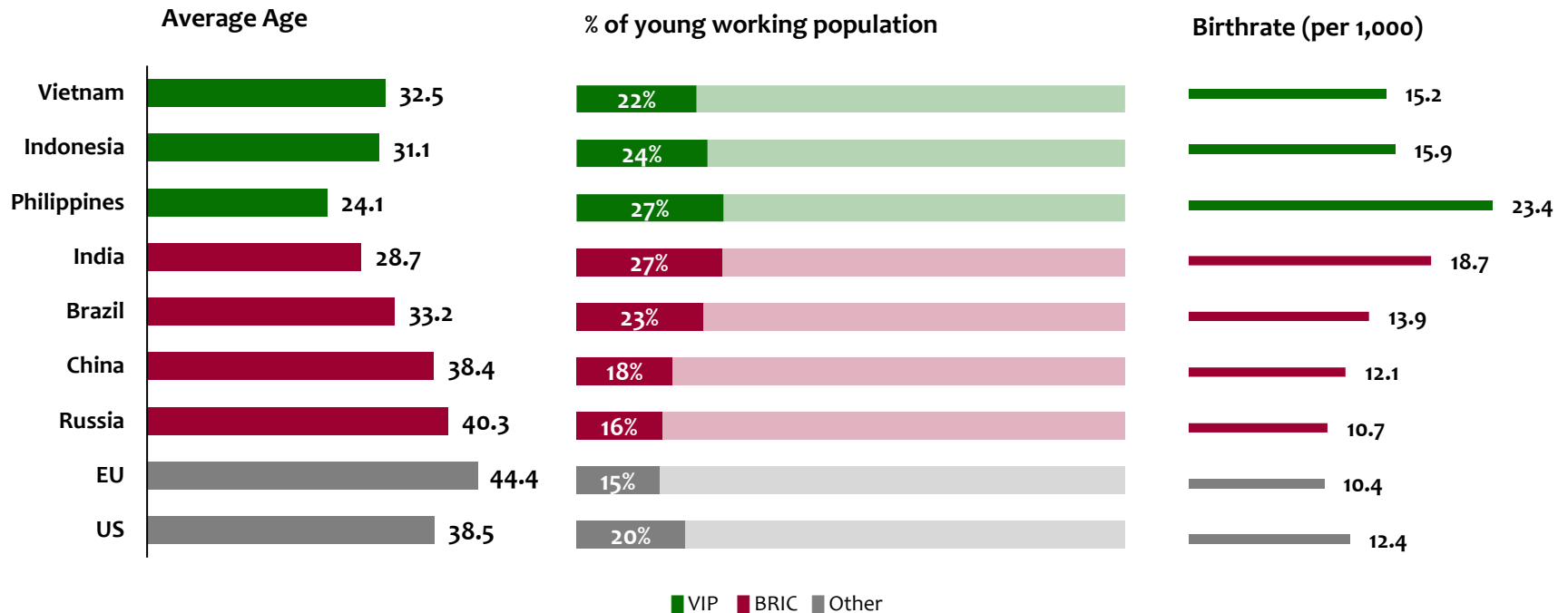
Opportunity Driver 2 - Highest Economic Growth in Asia and China PlusOne

- **China PlusOne Strategy:** Vietnam is largest beneficiary of trade and supply shift. Over the last 15 years, Vietnam has grown from the lowest position to become the 2nd. Largest exporter within ASEAN. This is supported by friendly government policies toward FDI's, young labor force, competitive cost and proximity to China
- Ongoing resumption of strong domestic consumption
- Domestic travel at peak since 2022 and international tourism back on a fast track
- Vietnam is planning for an estimated 10% GDP stimulus package over the next 5 years. This stimulus may add further 1% GDP growth p.a. This in time as other ASEAN countries are reducing their economic stimulus.
- High foreign USD reserves and stable exchange rate
- Revitalizing of supply chain, Vietnam is a strongly profiting from a normalization of the supply chain

China Uncertainty - Time for South-East Asia: From BRIC to VIP



China Uncertainty - Time for South-East Asia: From BRIC to VIP




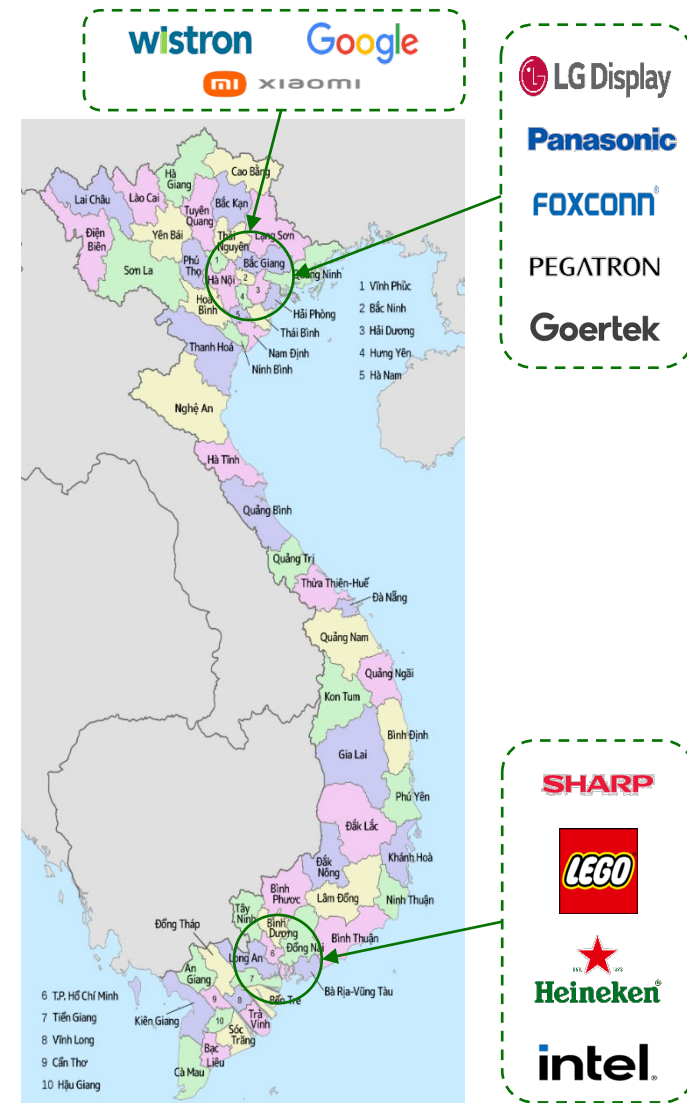
Demographic: VIP have young and growing populations, which have been turned into business opportunities of large consumer markets. In contrast, BRIC are starting to experience aging populations, which could negatively affect their economic growth and consumption patterns.

Valuations: VIP valuations are generally lower than BRIC ones. Therefore, VIP have remained attractive entrances for foreign investors.

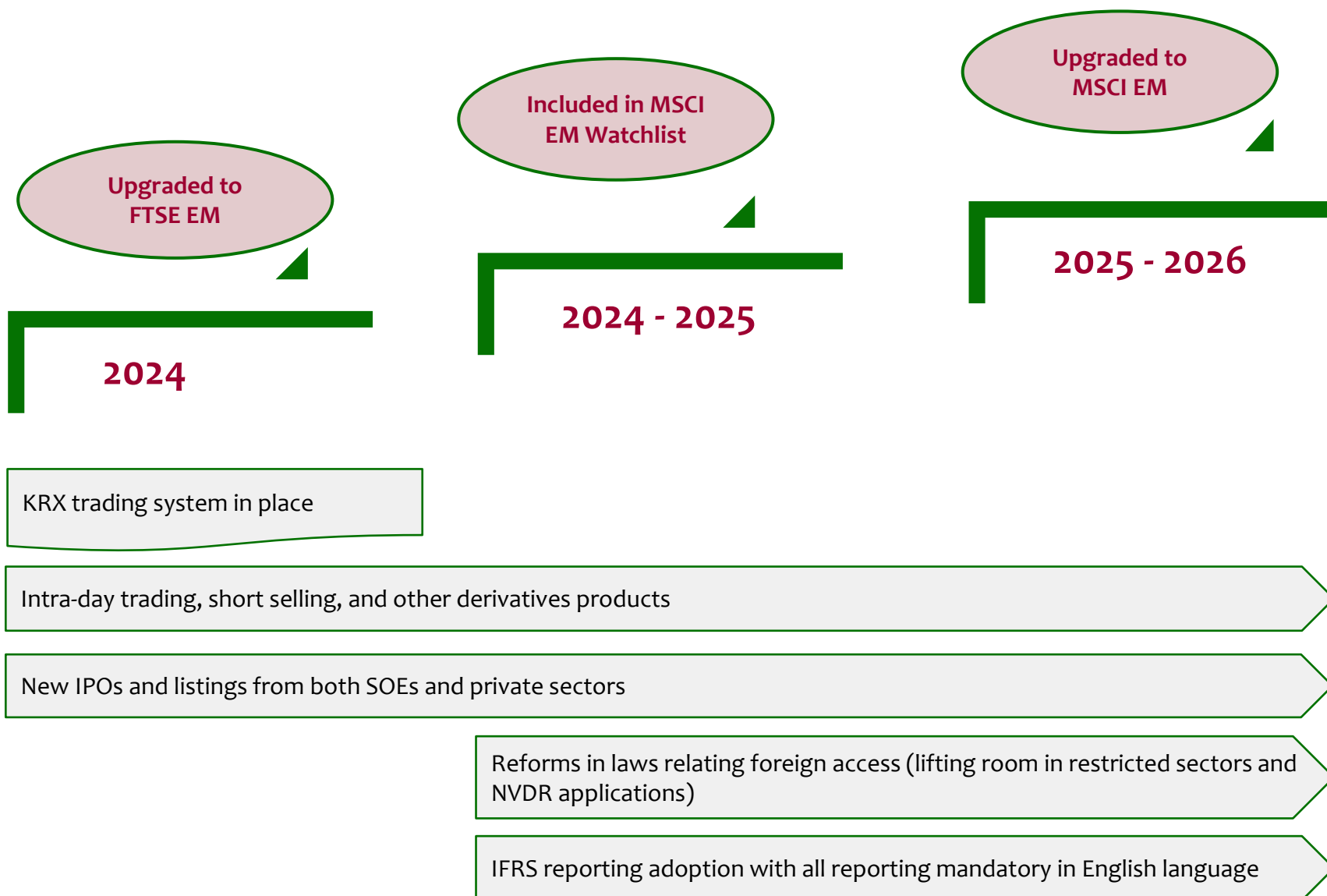
Opportunity Driver 2 - Supply Chain Re-Locations to Vietnam (2/2)

Foreign direct investments – a destination of choice for overseas manufacturers

	Phone production business with its partners in northern Vietnam	PEGATRON	An Apple assembly partner with a USD 1.0bn investment
	A USD 274mm investment from an Apple assembly partner from Taiwan	Goertek	A key AirPods assembler with a USD 260mm investment
	A relocation from Thailand to Vietnam for larger and more efficient plants	SHARP	A partly relocation of its notebook/PCs productions from China to Vietnam
	A 600ha industrial park in Bac Giang, pending for government's approval	LG Display	USD 410mm additional capital for expansion
	A USD 1.3bn investment into the first carbon neutral run factory	xiaomi	A USD 80mm factory in the northern Thai Nguyen province
	A USD 1.5bn investment, as the largest Assembly and Test facility in Intel's network around the world	Heineken	An increase of 45% in Heineken's total Vietnam production capacity (to 16mm hectoliter per year by 2025) in Vung Tau, at an investment cost USD 142mm

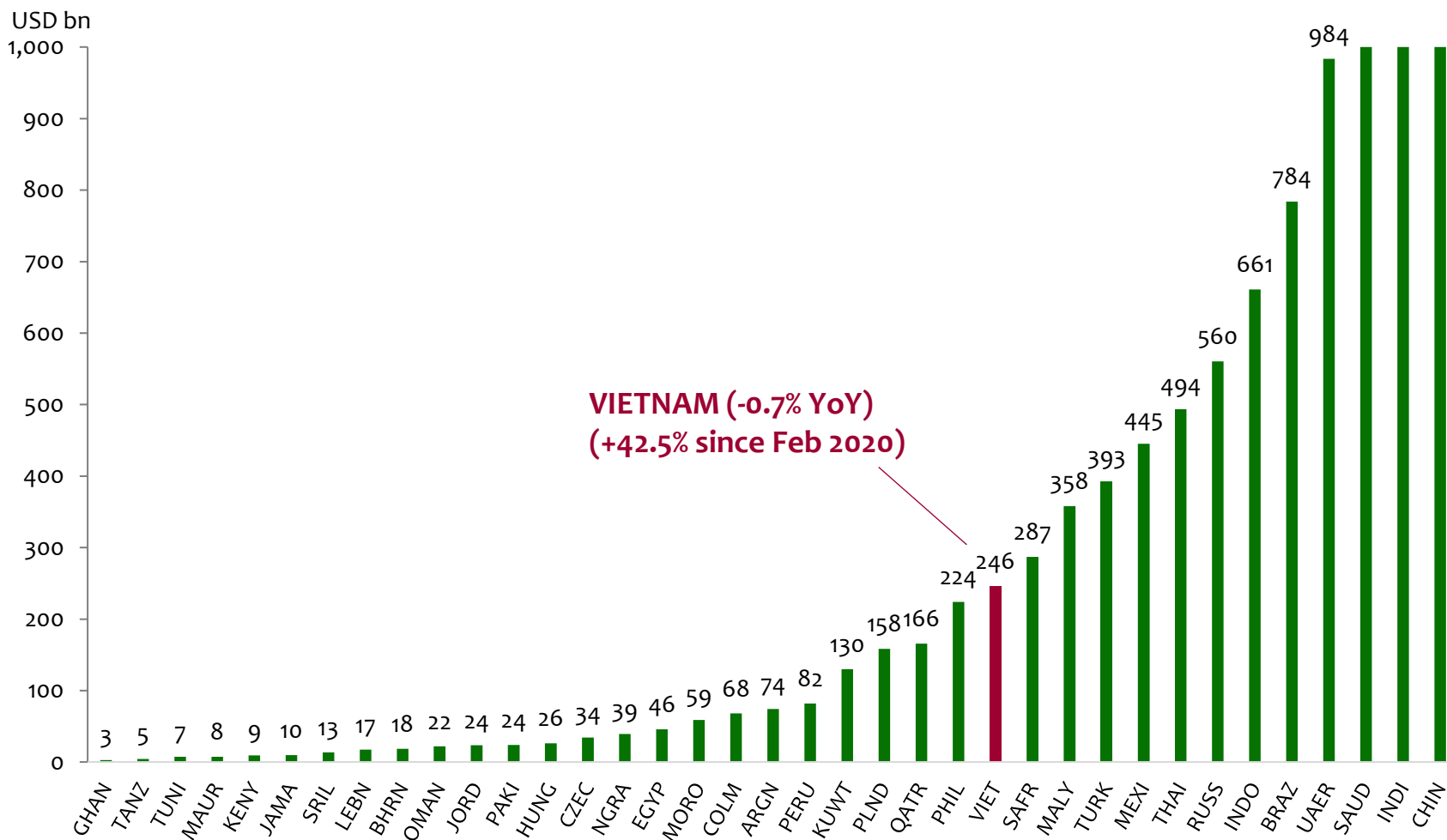


Equity Market - Market Upgrade to FTSE EM and MSCI EM timeline



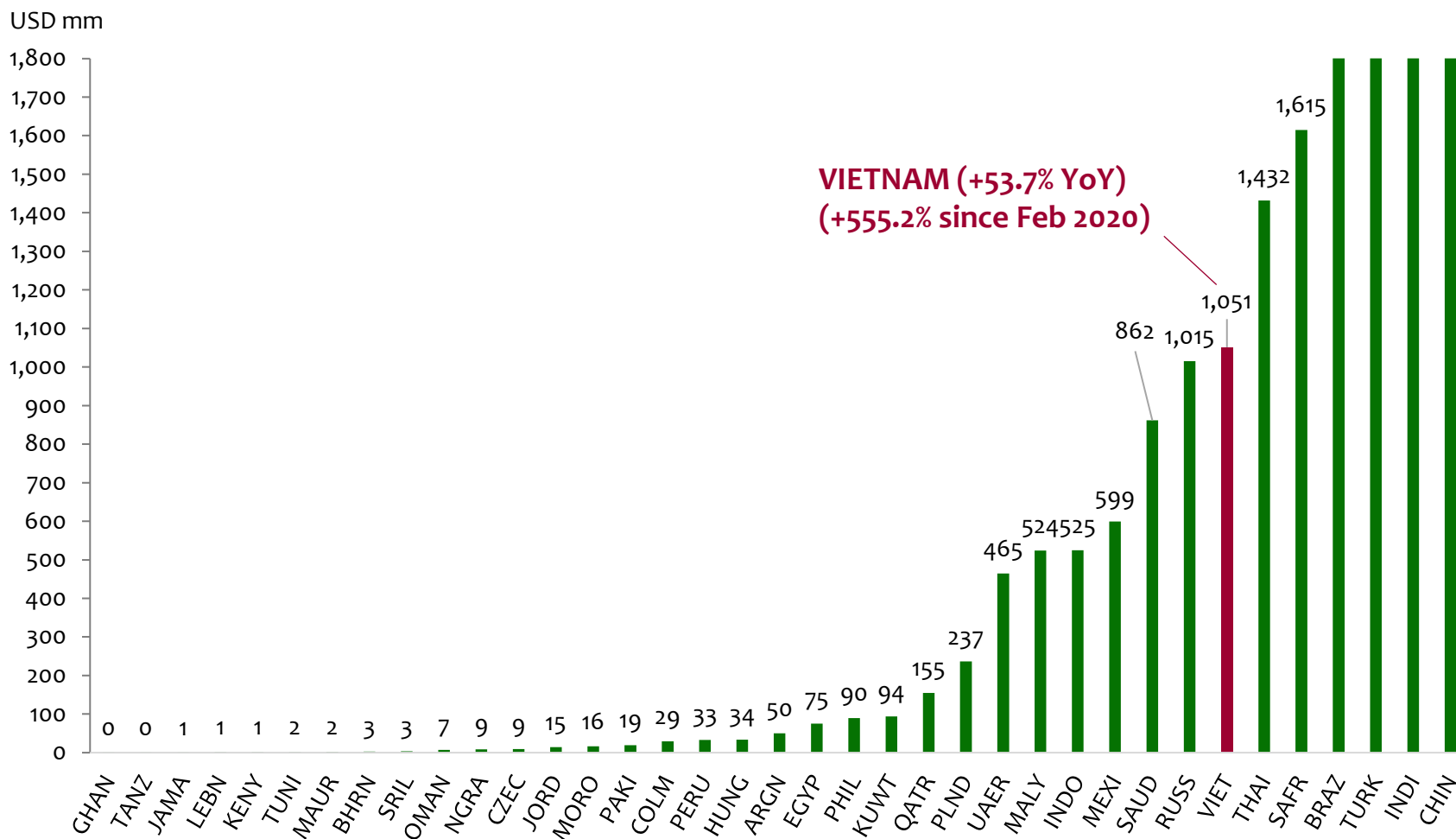
Market Capitalization - Not «Frontier»

Vietnam's Market Capitalization is higher than those of Emerging Markets/Emerging European countries such as Poland, Kuwait, and Pakistan.



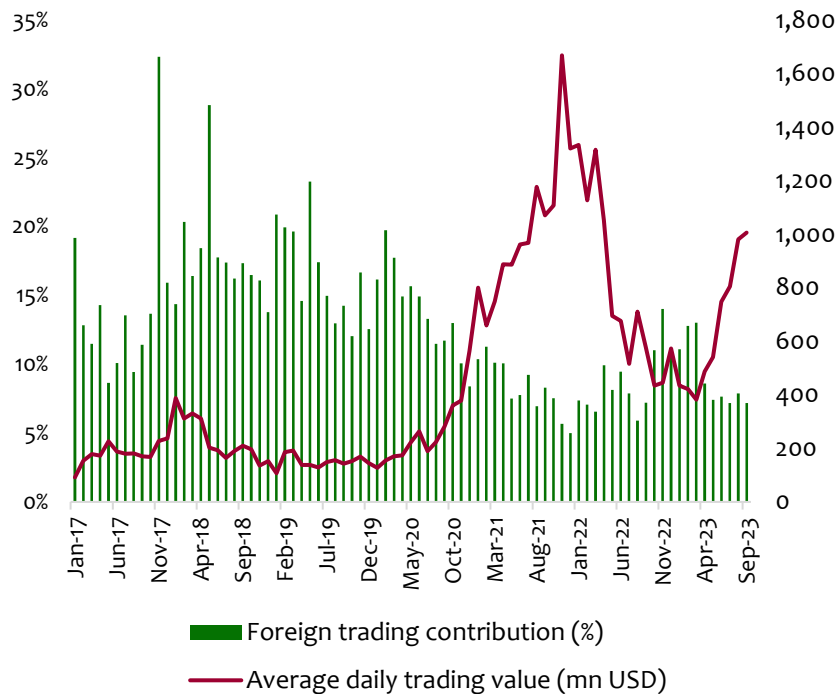
Market Liquidity - Not «Frontier», either

Vietnam's Market Liquidity is higher than those of Emerging Markets/Emerging European countries such as Poland, Philippines, UAE, and Kuwait.

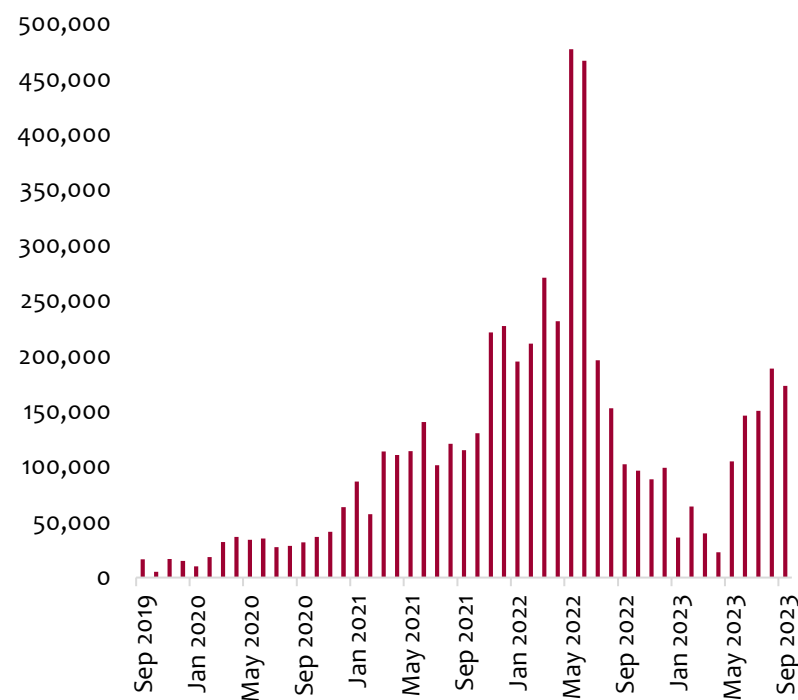


Increasing Market Liquidity - Domestic and Foreigners Back

Foreign investors vs. domestic investors



Monthly new securities trading accounts





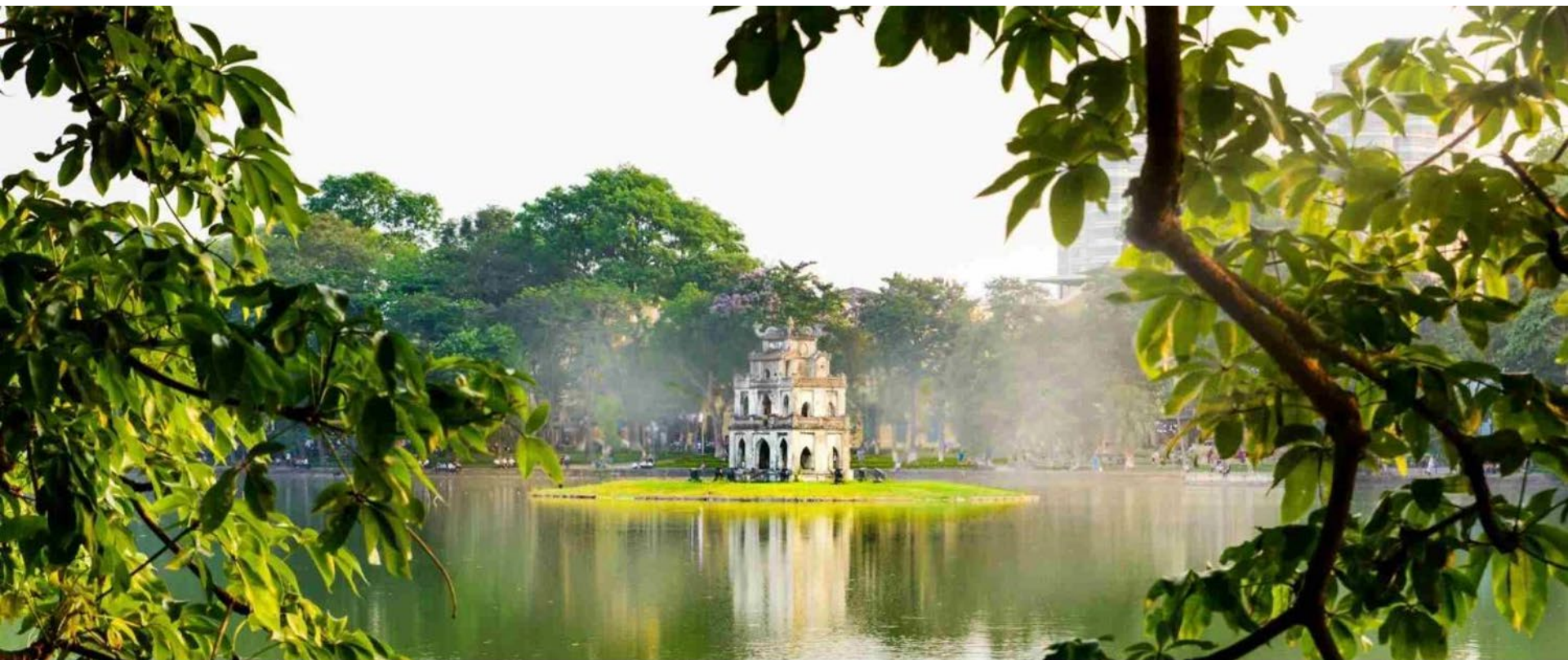
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