

Lumen Vietnam Fund UCITS

Sustainable Value Investing in
Asia Most Dynamic Market

Hubbis Event

Thailand, 24 May 2023



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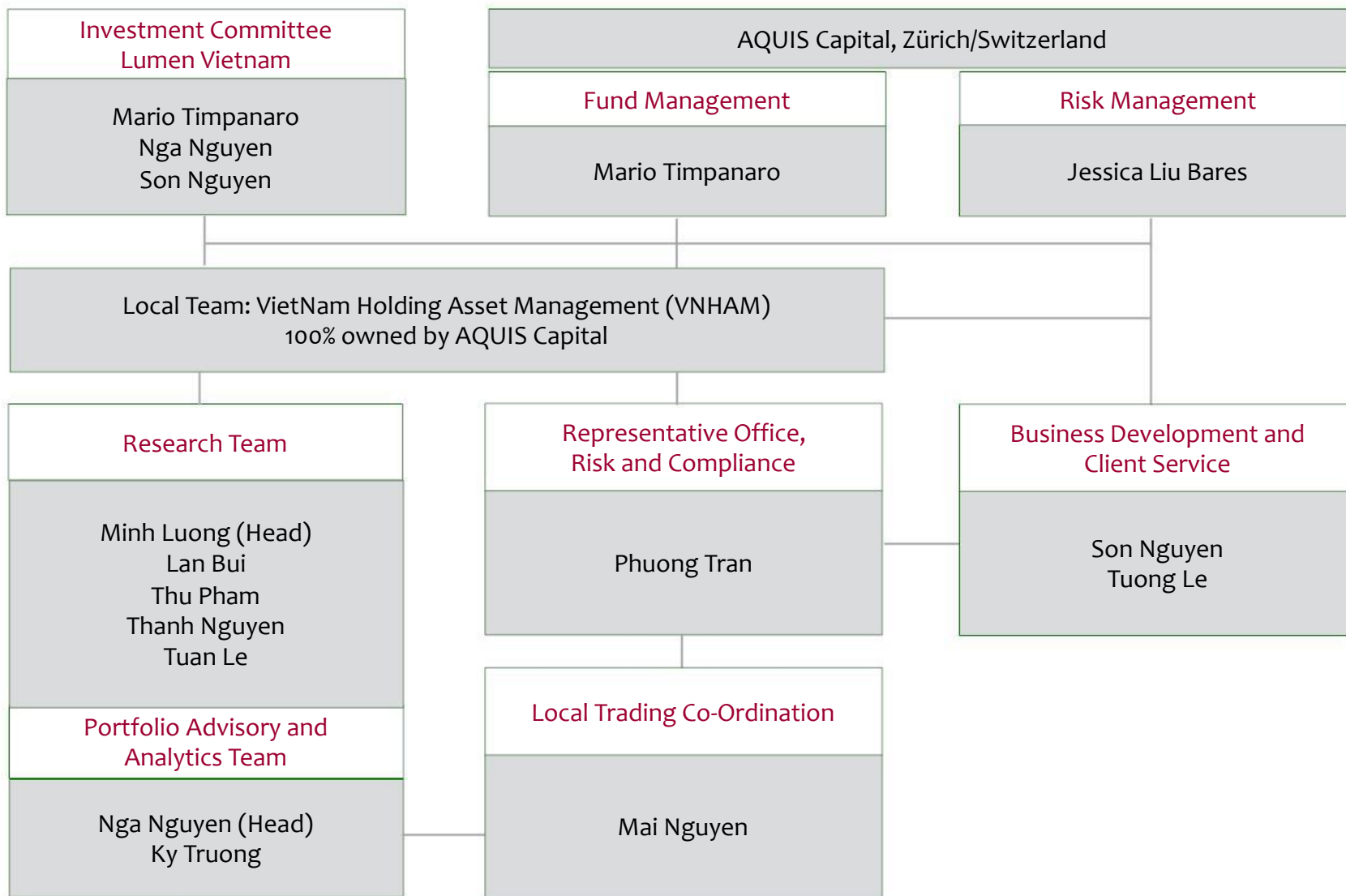


AQUIS Capital / VietNam Holding Asset Management - Introduction

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	18, whereas 9 in Zurich and 9 in Vietnam
Ownership	Management
Strategic Advisor	Hyposwiss Private Bank, Geneva
AuM	USD 350mm
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

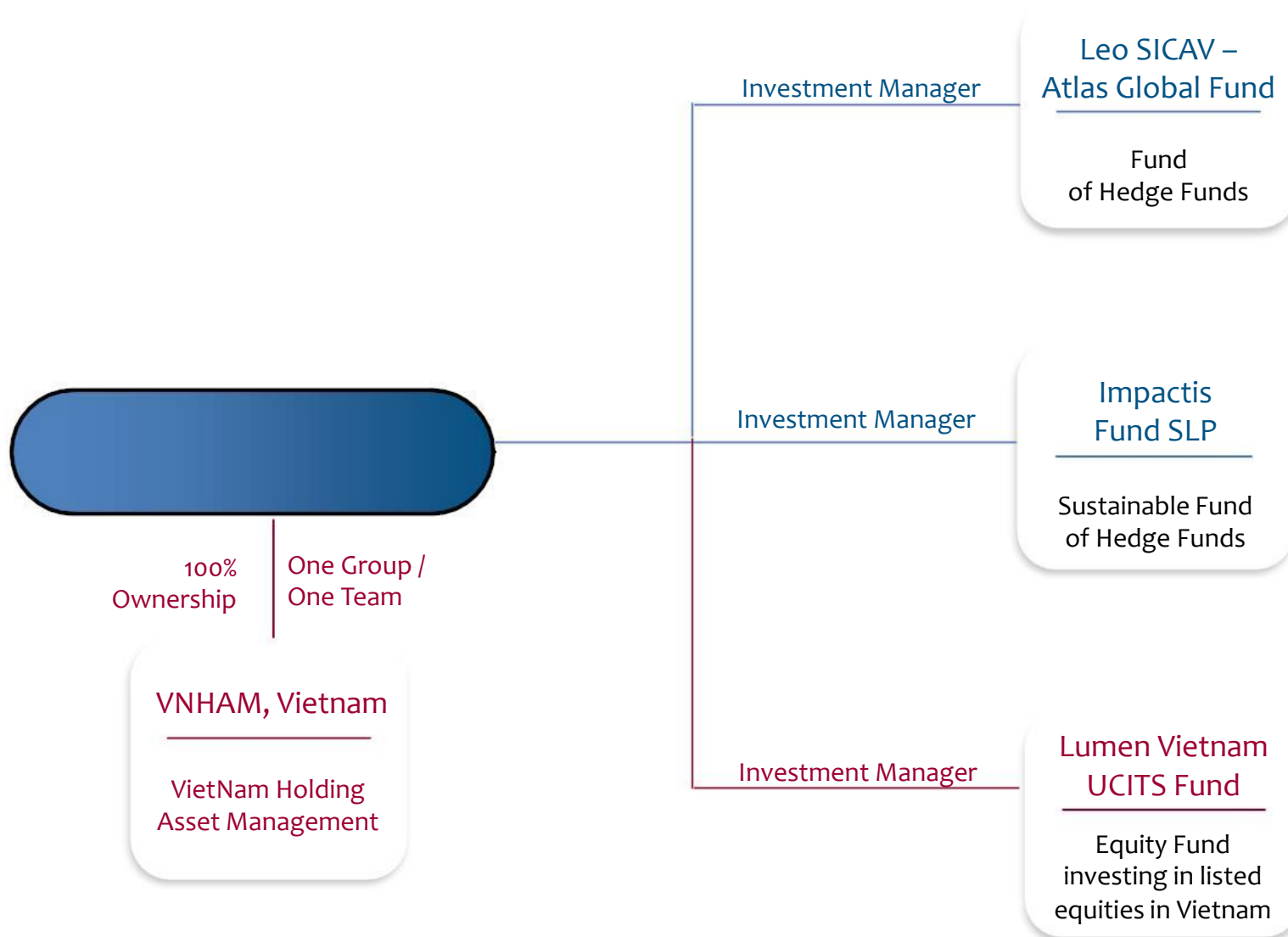
Organization Chart - Highly Skilled and Motivated Investment Team



A Committed Team dedicated for the Lumen Vietnam Fund



AQUIS Capital - Group and Funds Overview



2

The Country Vietnam



Vietnam - The Rising Dragon

Demographics



99.4mm
Population
15th in the world



32.5 years
Median Age
One of the youngest in ASEAN



85%
Ethnic Kinh
Stable socio-political environment



95%
Literacy rate
2nd highest among top 10 investible FM countries



74.2%
Internet penetration
High growth in digital economy and e-commerce



3.5%
Urbanization rate
Rapidly increasing

Politics



One-party system
The Communist Party of Vietnam
Broad support for legitimized one-party system since the Liberation of Saigon (Ho Chi Minh city now) in April 1975

Economy



8.02%
2022 GDP growth
Among the highest in the world



USD 24bn
2022 FDI influx
The 2nd largest share in ASEAN



USD 413.8bn
Nominal GDP



2x GDP
Total trade
Increasingly open economy



USD 23bn
Internet economy size
Est. CAGR of +31% from 2022 to 2025



4.4bn barrels
(62 production years)
Top 30 in the world
6 oil rigs and 3 refineries from none right after the Vietnam War (1975)



USD 4,163
2022 GDP per capita
High and stable growth



3.2%
2022 Inflation
Stable macroeconomic



15
FTAs concluded
2 FTAs in negotiations



3.7mm in 2022 (~20% of pre-Covid)
Tourist arrivals
Tourism sector around 5% of GDP | Full re-opening in October 2021



27mm metric tons of rice production
Top 2 in Southeast Asia
Self-sufficient with high gross national agricultural products



Exports
Smartphones and accessories
Computers and electrical products
Machinery and equipment
Textiles and footwear
Seafood
Wood and wooden products







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 allocations to undervalued large caps.

Investment Style

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

Fund

- Launched on 02 March 2012, first UCITS Fund worldwide
- Daily liquidity
- EU-SFRD Art. 8 compliant
- AUM of more than USD 270mm

Markets

We invest in

- Improving macroeconomic / demographic trends
- Industries and companies that are overlooked and undervalued
- Small and midcaps, and tactical allocations 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 and trading combined with technical analysis

Lumen Vietnam Fund - Outstanding long-term performance

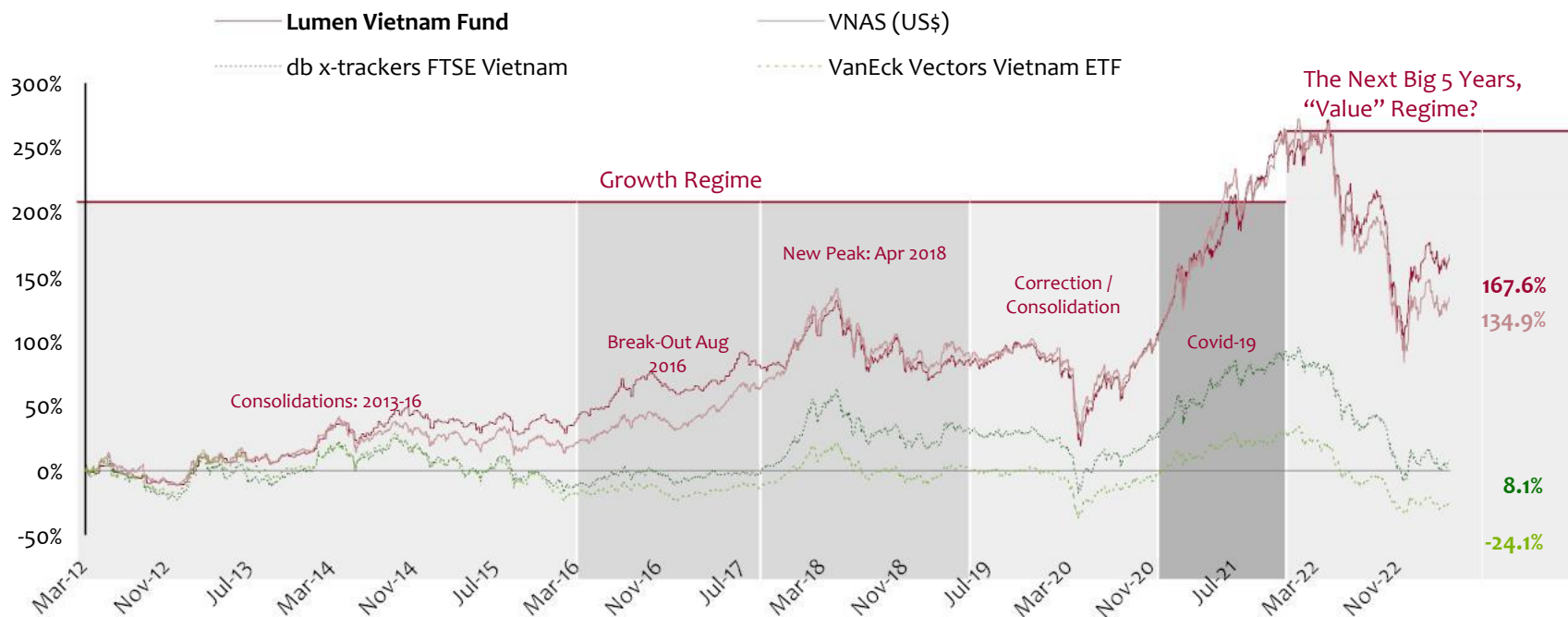
Attractive performance over the long term

Historic performance, per calendar year in %, Fund inception 02.03.2012

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
2023	11.41	-8.43	5.66	-0.08	1.18								8.99
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 & ETFs



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

Lumen Vietnam Fund - Diversification Benefits

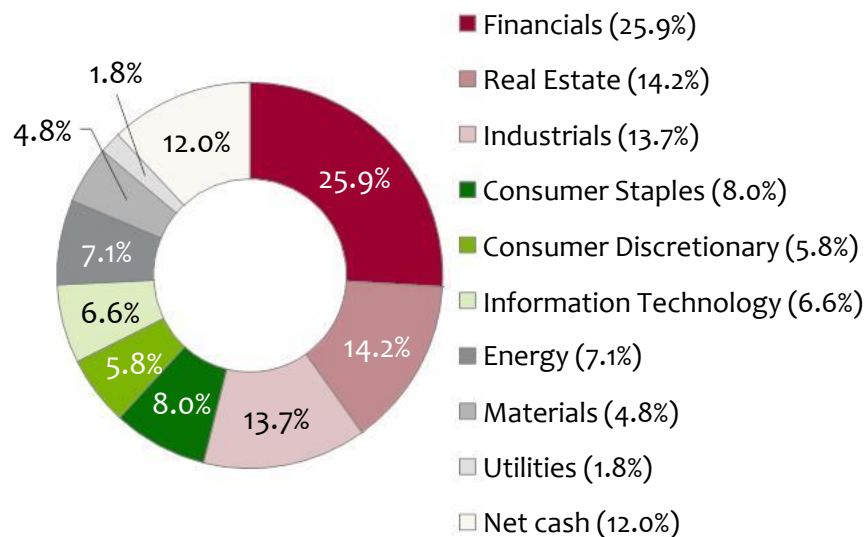
Lumen Vietnam shows low correlation to MSCI Emerging Markets, MSCI World, S&P and EURO STOXX Indices increasing diversification benefits for investors portfolio.

	LVF	VNAS	MSCI EM	MSCI FM	MSCI World	S&P	EURO STOXX	SHCOMP	SENSEX
LVF		0.93	0.36	0.55	0.32	0.28	0.28	0.26	0.27
VNAS	0.93		0.34	0.55	0.32	0.29	0.28	0.24	0.22
MSCI EM	0.36	0.34		0.53	0.73	0.64	0.70	0.50	0.69
MSCI FM	0.55	0.55	0.53		0.53	0.47	0.54	0.28	0.39
MSCI World	0.32	0.32	0.73	0.53		0.97	0.86	0.31	0.59
S&P	0.28	0.29	0.64	0.47	0.97		0.74	0.27	0.53
EURO STOXX	0.28	0.28	0.70	0.54	0.86	0.74		0.29	0.59
SHCOMP	0.26	0.24	0.50	0.28	0.31	0.27	0.29		0.23
SENSEX	0.27	0.22	0.69	0.39	0.59	0.53	0.58	0.23	

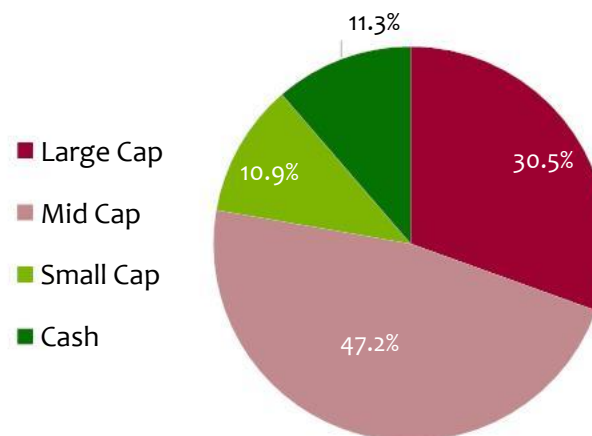
Lumen Vietnam - Portfolio Positioning

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

Portfolio Sector Allocation



Strategic Allocation into Small/Mid-Caps*



- ❑ Strategic and Core Allocation in Small and Midcap stocks
- ❑ Active Sector Rotation and Rebalancing depending on market cycle and valuations
- ❑ Tactical and opportunistic allocations to large caps at reasonable valuations
- ❑ Focus on outstanding business performance with strong leadership position projected over 2-3 years

*: Large: > USD 2.8bn, Mid: USD 250mm to 2.8bn, and Small: < USD 250mm



The Macro Picture and Why Vietnam ?



CENTRAL
RETAIL

ธนาคารกสิกรไทย
KASIKORNBANK 泰华农民银行





THAI WAH VIETNAM
COMPANY LIMITED



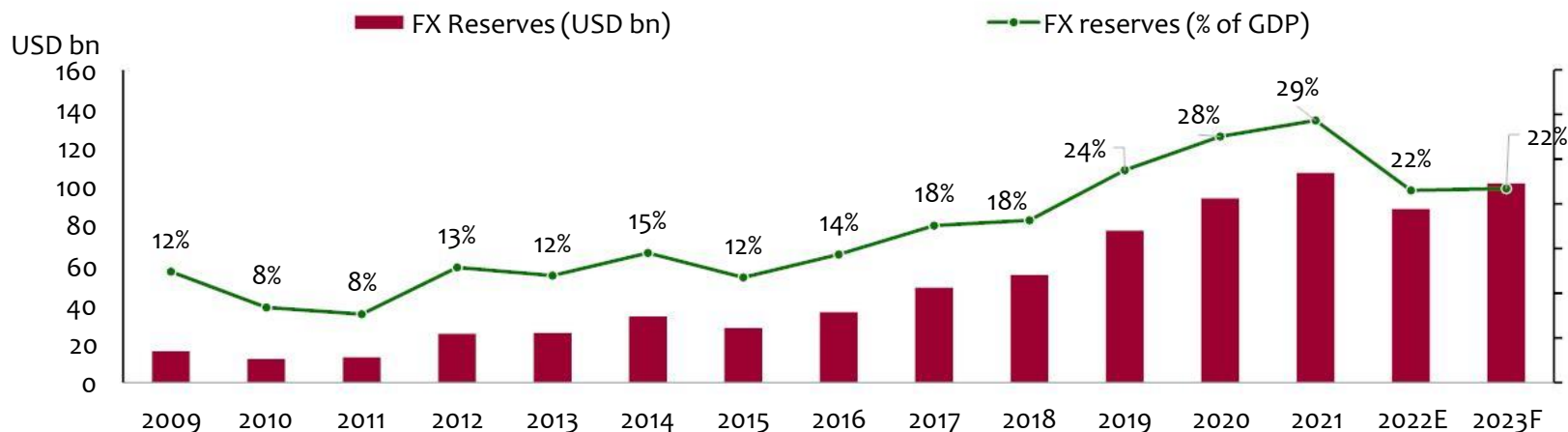
THAI WAH
VIỆT NAM
- BẾP VIỆT, CHẤT THÁI

VN.THAIWAH.COM

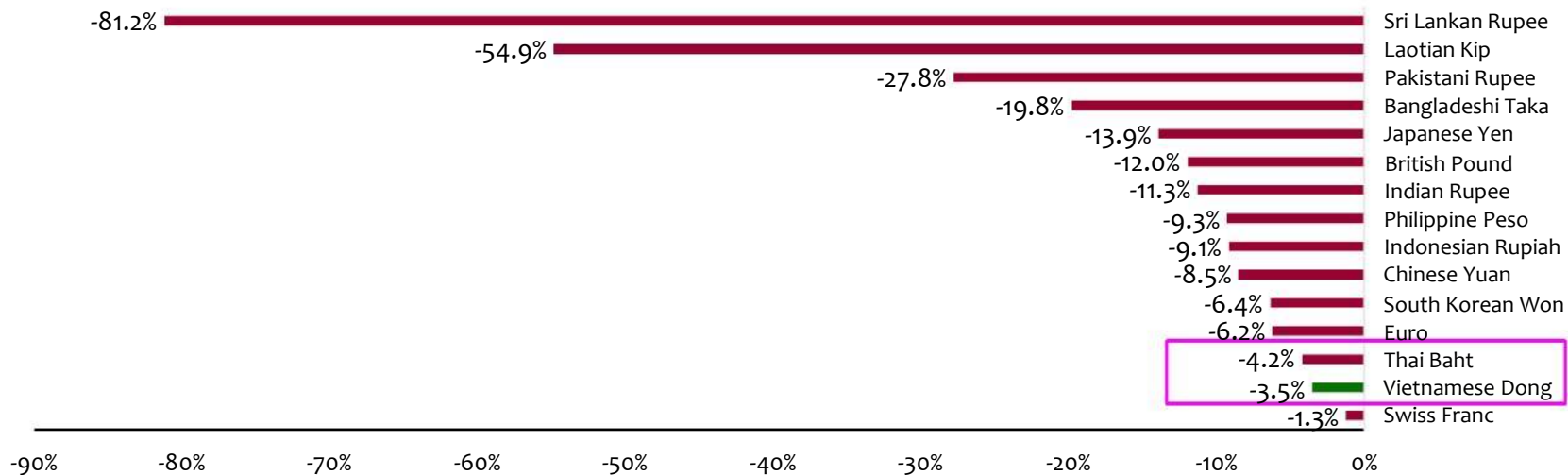


Vietnam Macro - High Foreign Reserve and Relative Stable VND vs. USD

FX Reserves at Adequate Level

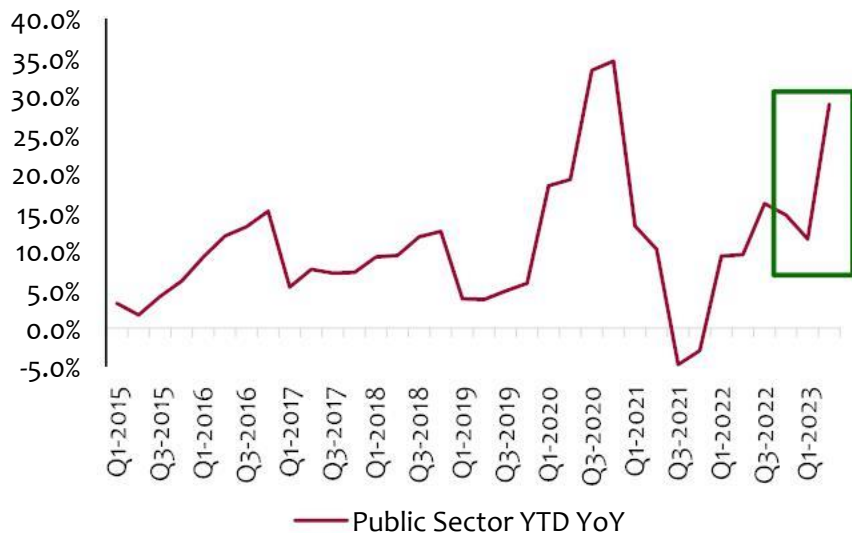


USD vs. the World: Impressive FX Movements in 2022

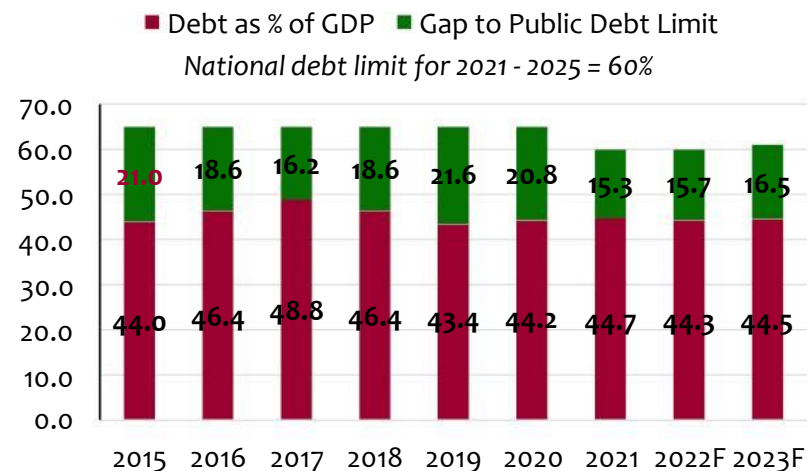


Vietnam Macro - Low Government Indebtedness as Room for Government Stimulus

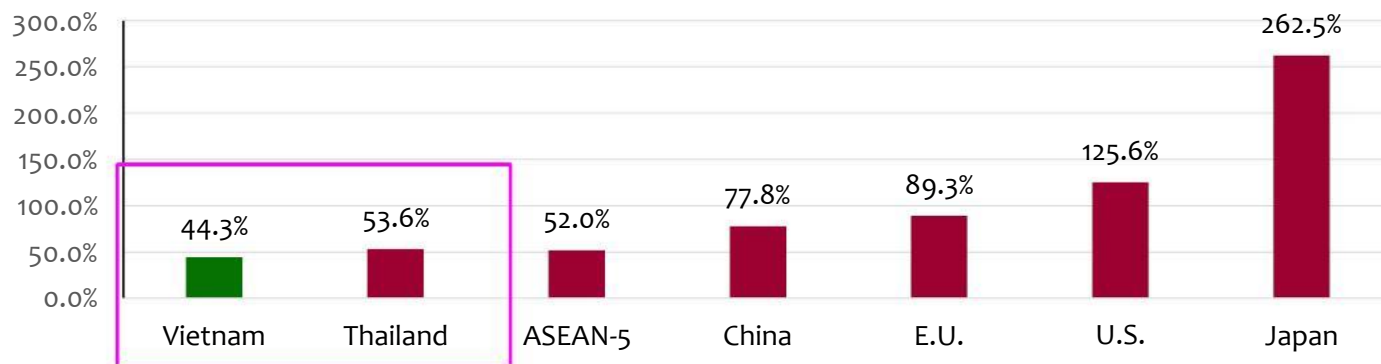
Accelerated public investment



Plenty of room for public spending



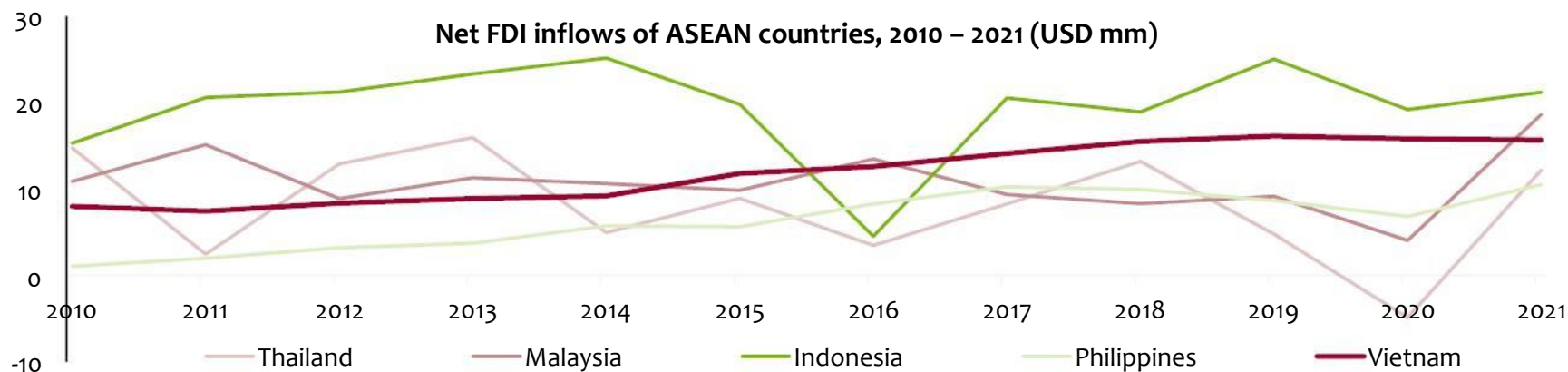
Government gross debt to GDP (%) (2022E)



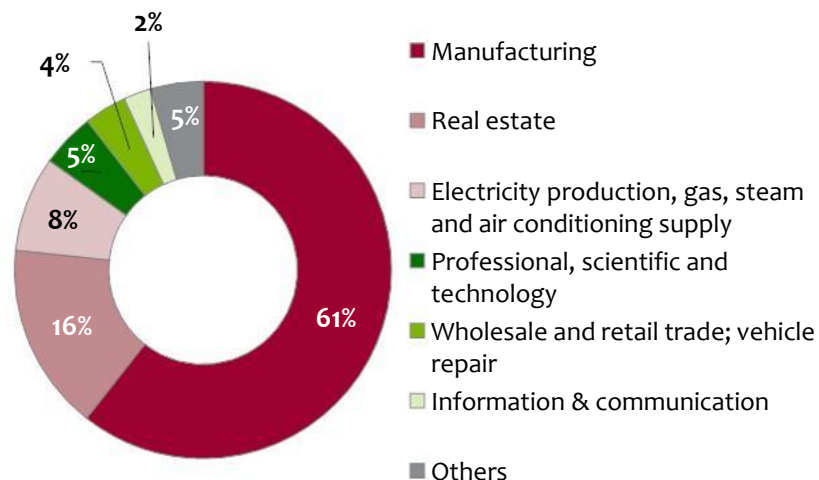
*: For Vietnam, the figure is public debt to GDP. The rest is general government gross debt to GDP .

Vietnam Macro - Resilient and Diversified FDI Partners

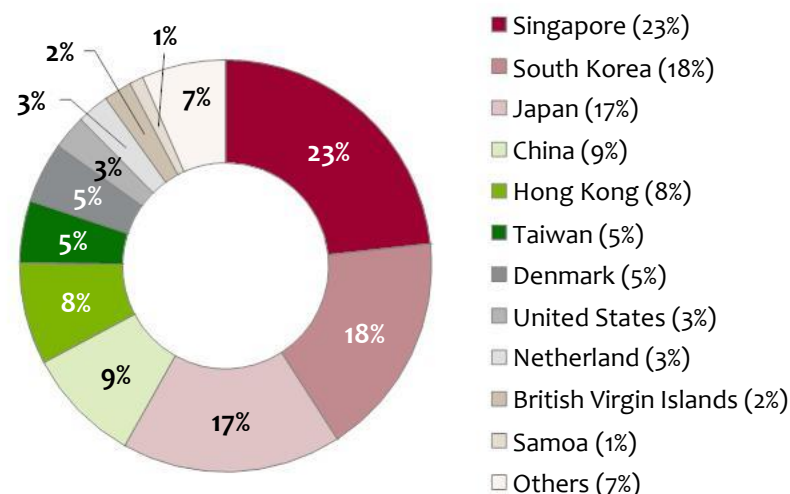
Vietnam's net FDI inflows was solid with a 10Y CAGR of 7.0%, outperforming the avg. growth in ASEAN countries, c. 1.5% CAGR



FDI by Industries, 2022



FDI by Investing countries, 2022



Lumen Vietnam - Opportunity Drivers for 2023 and Beyond

Opportunity Driver 1: Attractive Valuations relative its Asian-Peers

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

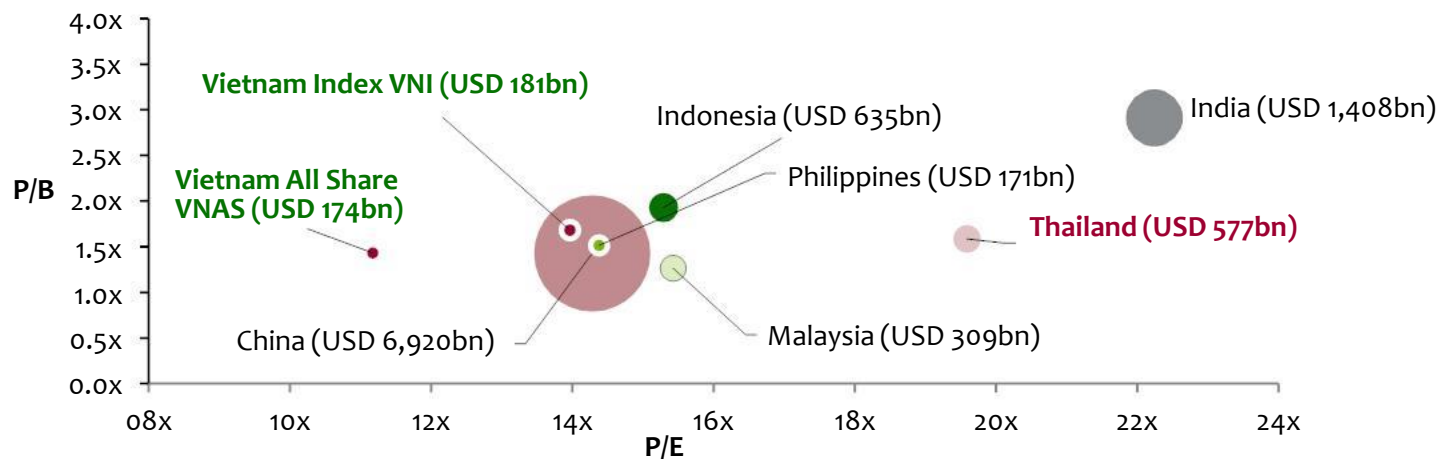
China PlusOne Strategy: Vietnam is the largest beneficiary of trade and supply shift. Over the last 15 years, Vietnam has grown from the lowest position to become the second largest exporter within ASEAN. This is supported by friendly government policies toward FDI's, young labor force, competitive,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

Vietnam launched a 4% GDP stimulus package in 2022-2023. This stimulus may add further 1% GDP growth p.a. This in time as other ASEAN countries are reducing their economic stimulus.

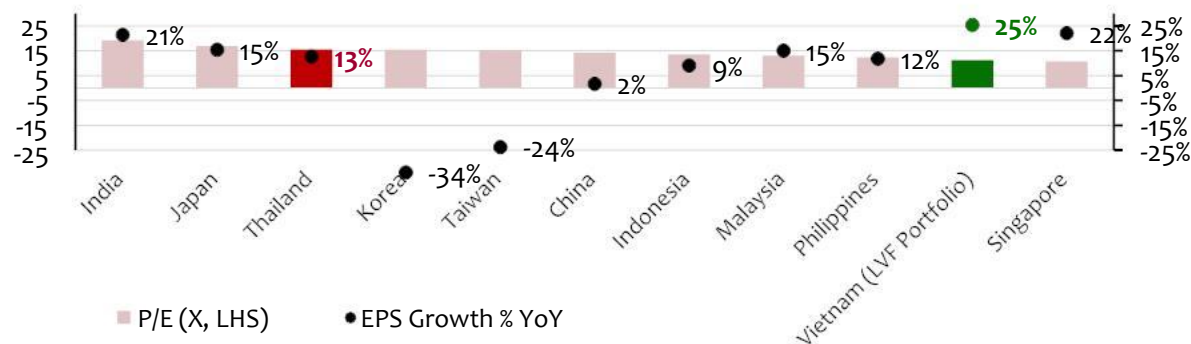
Opportunity Driver 3: Emerging Markets Status Upgrade

Opportunity Drive 1 - Vietnamese Equity Market with Attractive Valuation

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

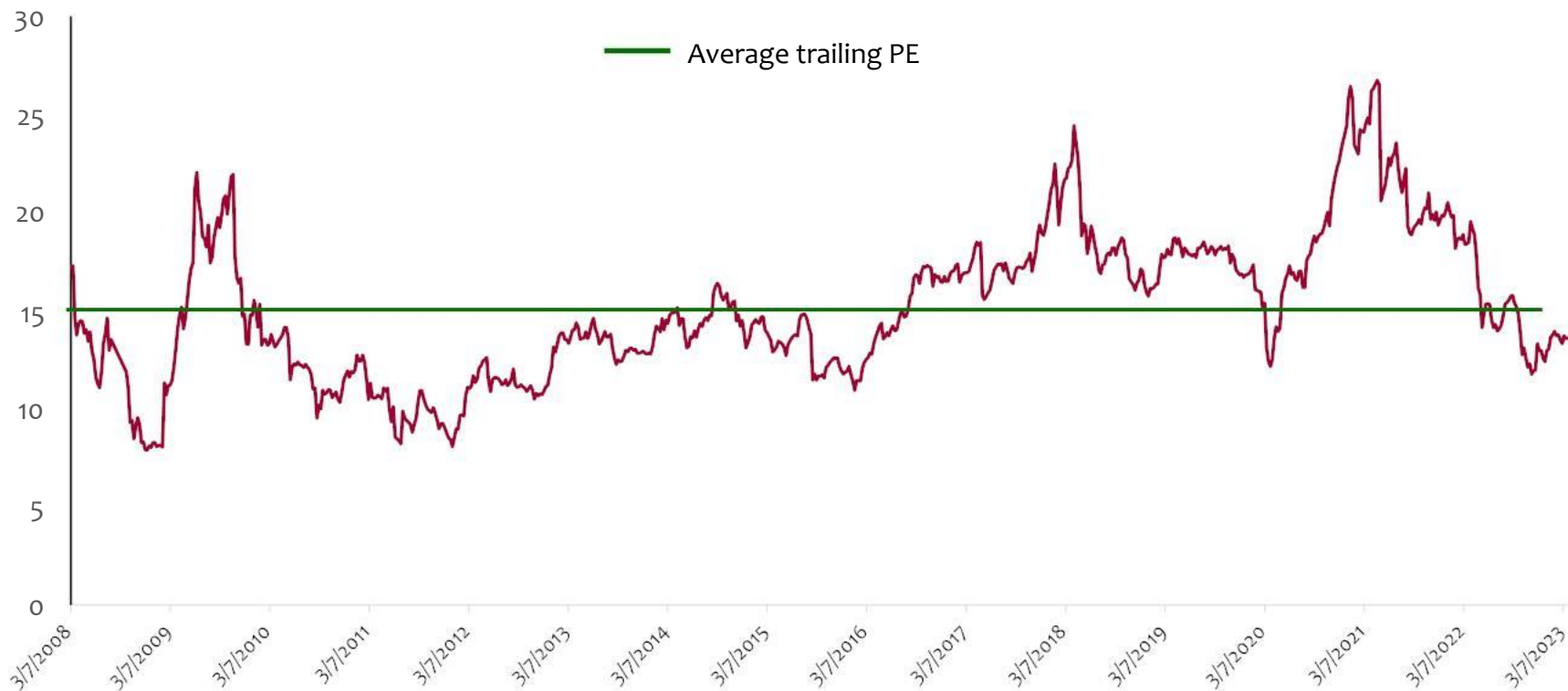


Reasonable valuation and high EPS growth to offer good upside
2023 Forward P/E and EPS Growth



Lumen Vietnam - Outlook: Valuation at 10-Years Low - Good Entry Point!!!

VN Index 12M Trailing PE



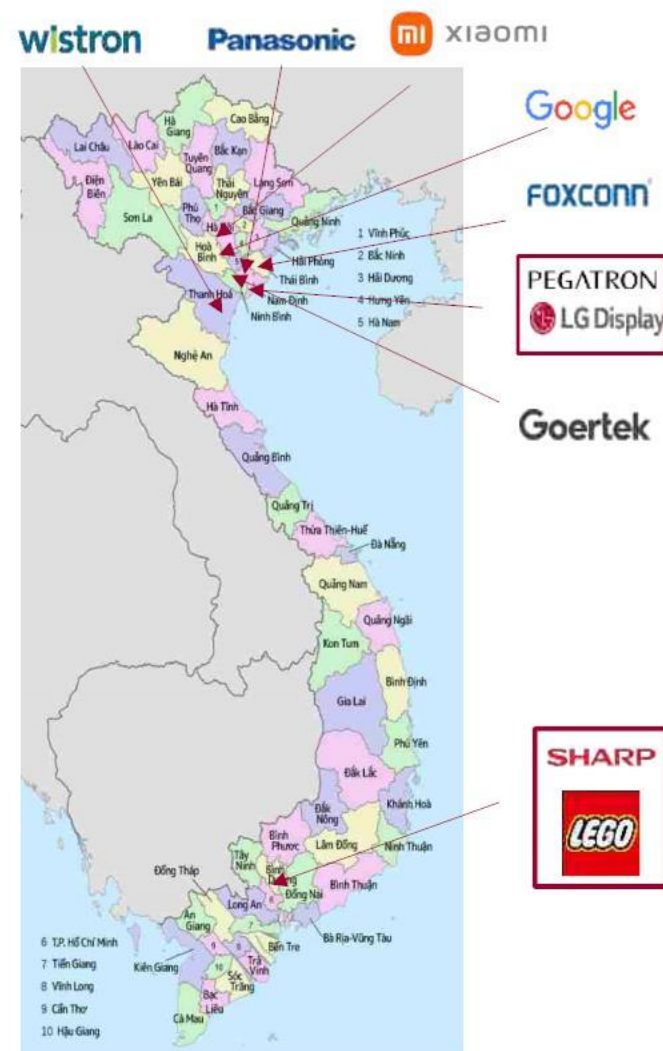
Lumen Vietnam - China Uncertainty: Time for South-East Asia: From BRICS to VIPS



Opportunity Drive 2 - Supply Chain Re-Location to Vietnam

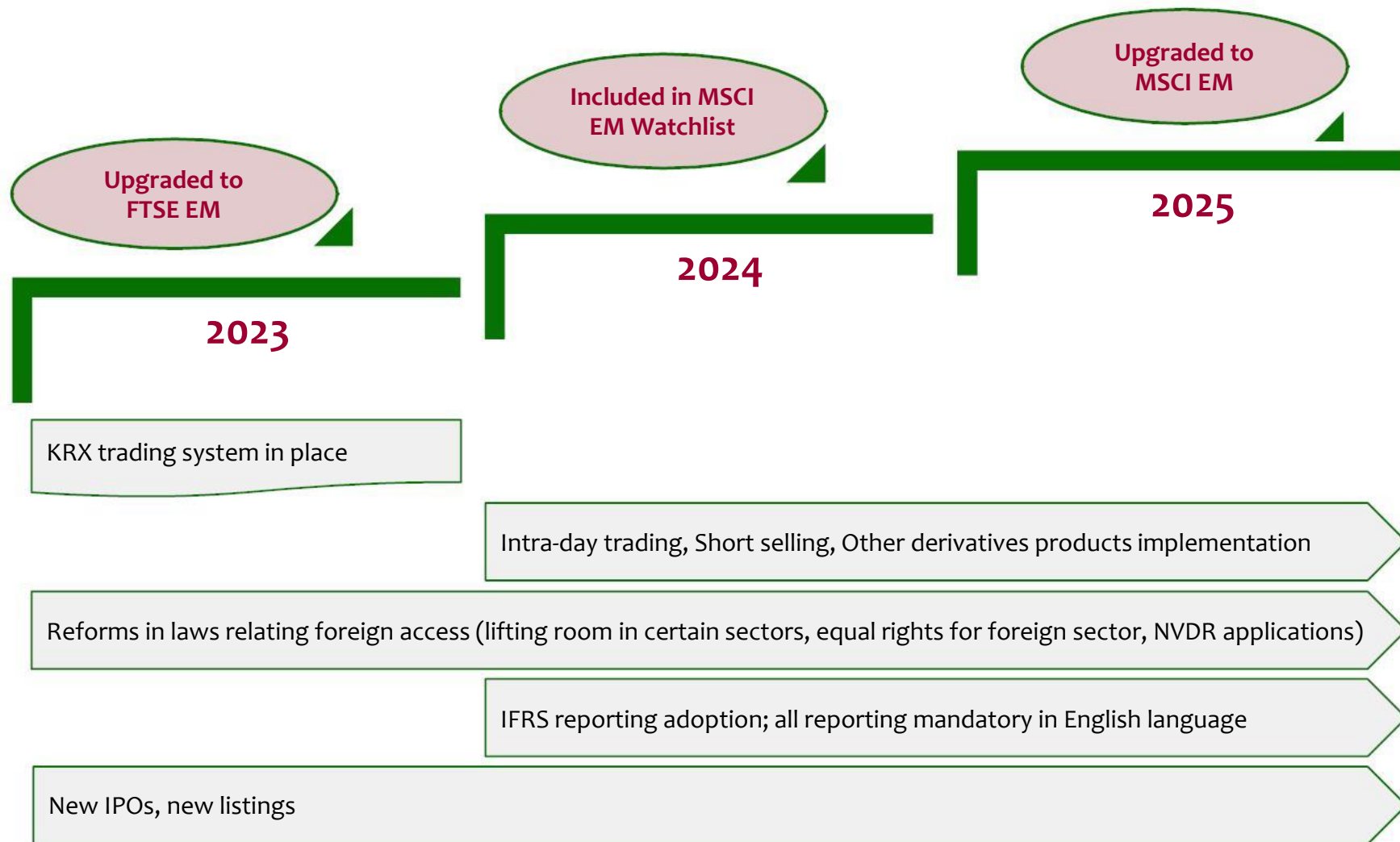
Foreign Direct Investment – a destination of choice for overseas manufacturers

	<p>Started producing Pixel 4a with its partners in northern Vietnam</p>		<p>An Apple assembly partner with a USD 1.0bn investment</p>
	<p>A USD 274mm investment from an Apple assembly partner from Taiwan</p>		<p>A key AirPods assembler with a USD 260mm investment</p>
	<p>Move from Thailand to Vietnam for larger and more efficient plant</p>		<p>Moved a part of its production of notebook PCs from China to Vietnam</p>
	<p>Plan a 600ha industrial park in Bac Giang, pending for government's approval</p>		<p>USD 410mm additional capital for expansion</p>
	<p>A USD 1.3 bn investment into the first carbon neutral run factory</p>		<p>Made in Vietnam by DBG Technology, an USD 80mm factory in the northern province of Thai Nguyen</p>



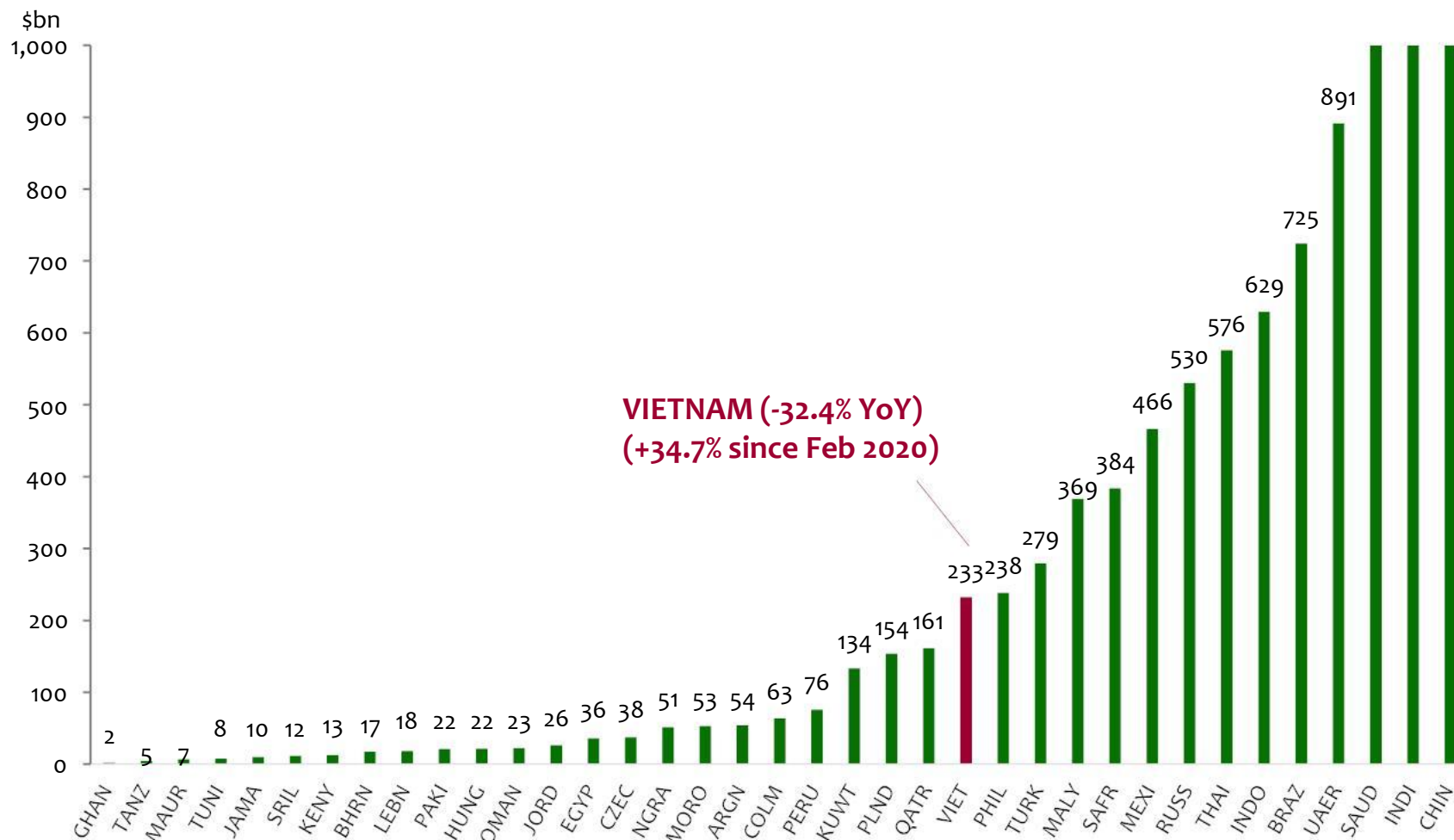
Opportunity Drive 3 - Market upgrade into FTSE EM and MSCI EM in 2-3 years

Expected timeline



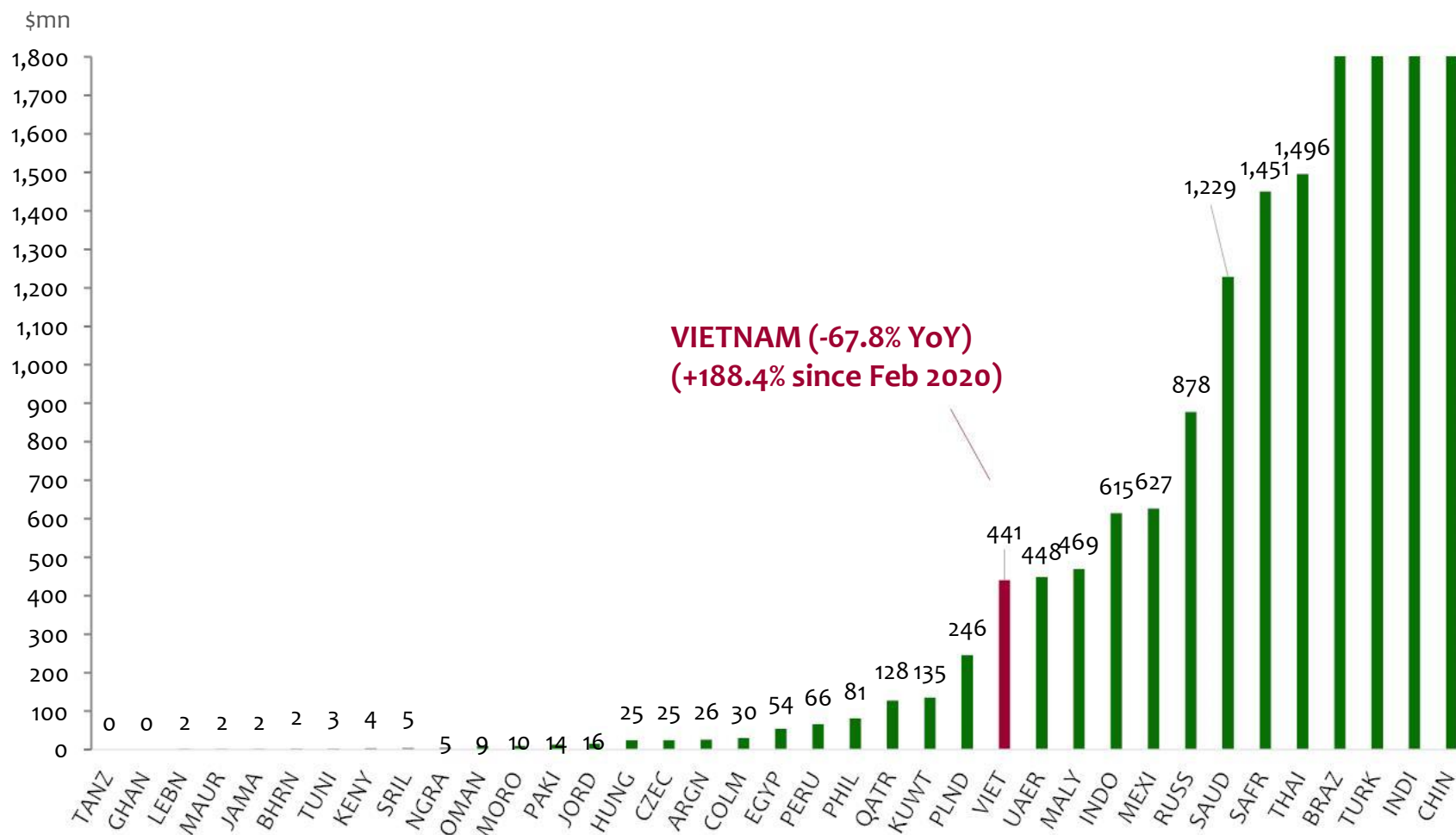
Market Capitalisation - Not «Frontier»

Vietnam's Market Capitalisation is higher than some Emerging Markets/Emerging European countries such as Poland, Kuwait, Pakistan etc.



Market Liquidity - Not «Frontier», either

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





Contact

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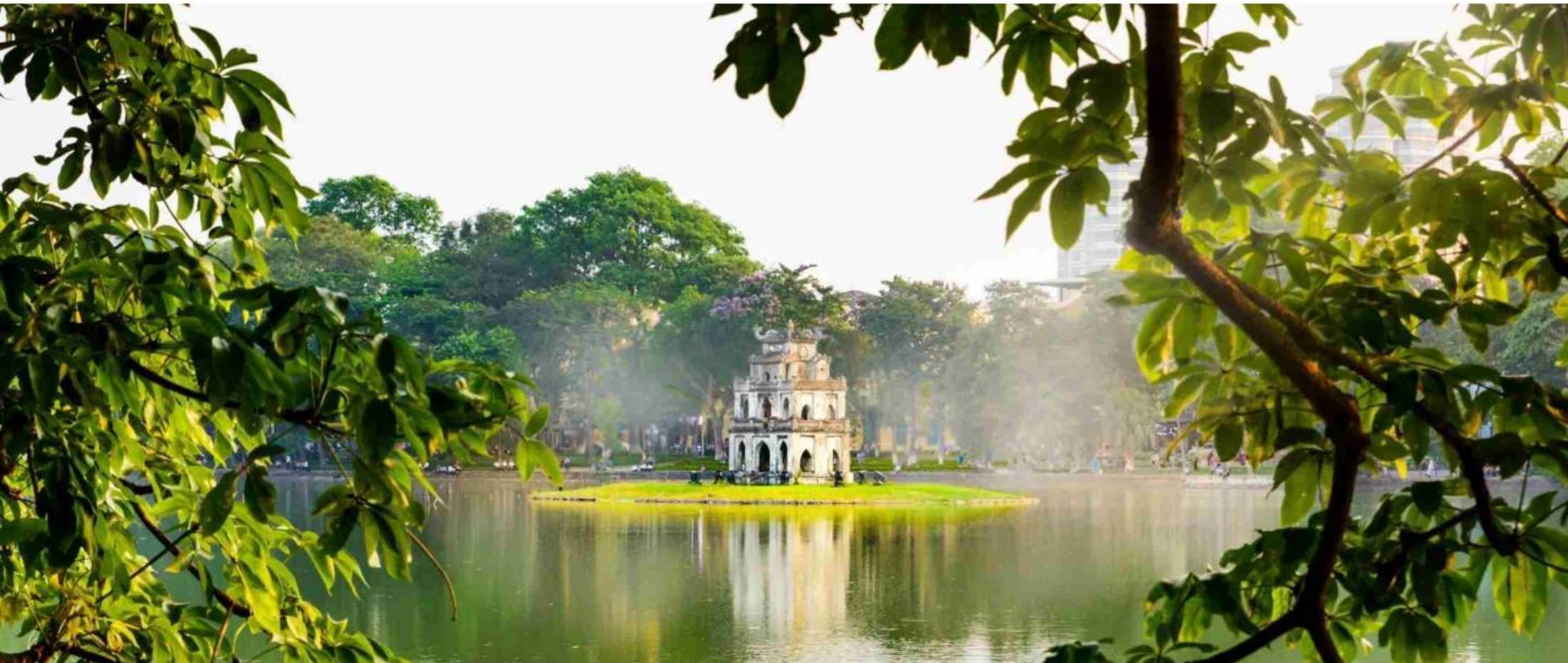
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