

17 March 2016

Dear All,

We have spent much of the past two days attending the generally excellent Vietnam Access Day (sic). Whilst several companies that we don't own struggled to answer even the simplest questions - Q: Are you making any money?; A: I can't tell you that as we haven't been audited yet: A: What, ever? You have been in business for over 4 years - our core more than justified our faith in them as paragons of transparency and good corporate governance.

The IR Manager of Vinamilk, for example, was very bullish on their path to restriction-free foreign ownership by the end of April. We followed up with "you need 75% of shares to vote in favour of the amendment of the charter in order to remove the FO limit. To get that majority the government (ie. SCIC) will need to vote their 45% in favour. Do you know which way they are going to vote?" Answer: "SCIC sit on the Board. If they had not been in favour we wouldn't be doing this." That, to me, suggests that this is essentially a done deal since we find it extremely unlikely that any foreign shareholders (49% of the total) or any of the employees (3%) will be against limit removal. We have already voted our shares in favour, so they only need another 74.5% of votes in order to succeed. The deadline is 31 March and results will be announced the following week.

Whilst the Vinamilk share price hasn't yet reacted with the fireworks we expect once the move is confirmed the warm feeling around the market pushed the index through the 580 level this morning and we expect improved access to the stock to result in further strong gains, weakening the hand of the chartists who have been staunch defenders of the 650 level for the past 8 years by the time the gate is open. We think it is time to be getting seriously bullish on this market once again.

Onwards and upwards.

Best,  
Kevin

**Kevin Snowball**

**Chief Executive Officer**

**PXP Vietnam Asset Management Limited**  
**Vietnam Representative Office**  
**6th Floor, Opera View Building**  
**161 Dong Khoi, District 1**  
**Ho Chi Minh City, Vietnam**

**Tel. No: + (848) 3827 6040**  
**Fax No: + (848) 3827 6043**  
**Mobile: + (84) 918 299 980**  
[www.pxpam.com](http://www.pxpam.com)



**Representative Office**  
6<sup>th</sup> Floor, Opera View  
161 Dong Khoi  
District 1  
Ho Chi Minh City  
Vietnam

Tel: (84-8) 3 827 6040  
Fax: (84-8) 3 827 6043  
[www.pxpam.com](http://www.pxpam.com)

This factsheet is prepared on behalf of PXP Vietnam Emerging Equity Fund (the "Fund") by PXP Vietnam Asset Management Limited, and is solely communicated to, and directed only at persons who are investment professionals, high net worth companies or others who are entitled to be given the factsheet under the law of the jurisdiction in which it is given. Persons receiving this factsheet should note that past performance is no guide to the future and, in particular, that the past returns of the Vietnamese stock market, or of companies listed on it, are no guarantee of the future returns of PXP Vietnam Emerging Equity Fund. This factsheet and the information contained herein must not be acted on or relied on for any purpose whatsoever. This factsheet is strictly confidential and may not be copied or distributed or passed on by recipient. No understanding representation or warranty or other assurance, express or implied, is made or given by any person to the accuracy, fairness or completeness of the information or opinions contained in this factsheet and no responsibility or liability is accepted for any such information or opinions. It is the responsibility of every person reading this document to satisfy himself as to the full observance of the laws of any relevant country, including obtaining any government or other consent which may be required or observing any other formality which needs to be observed in that country.