



The Investment Case for Vietnam: Asia's Last Tiger Emerging

BUILDING ON MACROECONOMIC SUCCESS

A refocusing of monetary policy in 2011 from “growth above everything” to the pursuit of long-term economic stability heralded a new era and has created a macroeconomic landscape encompassing:

- GDP growth of 7.1% in 2018: 6.9% expected in 2019
- Inflation rate has moderated from 4.7% y/y in June 2018 to 2.5% as of Sep 2019; well within <4% target
- Currency stability reinforced by daily setting of the reference rate
- Trade balance improvements driven by FDI into higher value-added production, particularly electronics
- Vietnam continues to negotiate bi-lateral and multi-party free trade agreements even as protectionism becomes more prevalent

THE INVESTMENT CASE

MACRO

- 93 million people with one of the highest literacy rates in the world (95%)
- Near-perfect demographics with ~ 60% under the age of 35
- A fast developing, urbanising nation moving up the value chain
- GDP growth sustainable at a minimum of 6.7% p.a. over each of the next 3 years
- Inflation remains below 3% annualised as of September 2019
- Trade surpluses now the norm with FDI & exports driving the economy
- One of the most stable currencies in the region thanks to disciplined monetary policy

MICRO

- Earnings growth of c20.0% in 2018, double-digit growth expected in 2020
- The market remains relatively cheap

THE RISKS

MACRO

- Currency depreciation beyond policy (1.5-2.0% p.a) possible as a result of USD strength / CNY weakness
- Emerging market contagion
- Trade wars

MARKET

- Increase in nominal market capitalisation not currently matched by free float
- IPOs (a catalyst for foreign demand for stocks in 2017 to 1Q 2018) have stalled after spectacular failures in 2018
- Access for foreign investors remains problematic due to foreign ownership limits

VALUATIONS: Regional & portfolio comparison

	<u>2018 PE</u>	<u>2019 PE</u>	<u>2020 PE</u>	<u>2019 Earnings Growth</u>	<u>2020 Earnings Growth</u>	<u>2018 GDP</u>	<u>2019 GDP</u>	<u>2020 GDP</u>
Viet Nam Index	15.0x	16.6x	13.8x	1.7%	20.6%	7.1%	6.7%	6.5%
PXP VEEF	12.6x	13.5x	12.0x	-13.7%*	12.3%			
PXP VSCF	10.5x	10.5x	9.0x	-2.9%	13.0%			
SE THAI	16.3x	16.4x	14.7x	11.2%	11.6%	4.1%	3.0%	3.2%
FTSE Malay KLCI	21.2x	16.2x	15.3x	16.2%	6.4%	4.7%	4.5%	4.3%
Jakarta Comp	21.1x	15.6x	13.8x	23.6%	12.6%	5.2%	5.0%	5.1%
PSEi - Philippines	18.4x	17.0x	15.4x	3.8%	10.7%	6.2%	5.9%	6.2%

*PXPVEEF earnings growth negatively impacted by HCM, with dilution from rights issue and likely weakness in comparatives against 2018 profits.
Excluding HCM, PXP VEEF EPS forecasts are -10.4% (2019) and 11.9% (2020)

ACCESSING THE MARKET

Closed end
Funds

Exchange
Traded Funds

Direct Equity
Access

Open-Ended
Funds

- Very few closed-end funds remain and are subject to pricing risk
- ETFs facilitate easy access and exit but cannot hold the higher quality stocks at the foreign ownership limit (with the exception of the local vehicle)
- Direct equity access is problematic due to the cumbersome trading code application process, foreign ownership limits and restricted stock coverage by the sell-side
- Open-ended funds, such as PXP VEEF & PXP VSCF, allow focus on the underlying assets instead of creating confusion between “discount” and “value” and will continue to provide liquidity when closed end funds may not

THE ROAD TO MSCI EMERGING MARKET STATUS

Vietnam seems determined to achieve re-classification from MSCI Frontier to MSCI Emerging Market status. Whilst market size & liquidity measures are probably sufficient, the country has further to go before achieving its goal.

Remaining requirements:

- Significantly improved access through real relaxation of foreign ownership restrictions
- Simultaneous bi-lingual publication of all corporate announcements

Time-frame:

- Annual market classification review in June each year (earliest June 2020)
- MSCI decision is announced one year later (earliest June 2021)
- Reclassification to EM from Frontier effective one year later (earliest June 2022)

Potential Impact:

- Approx. US\$1.6 trillion follows MSCI EMI; a 0.1% weighting might attract US\$ 1.6 billion of inflows (> 10 days current turnover & >2 times 2017 inflows); latest estimate would suggest a 0.7% weighting for Vietnam

THE VIEW FROM PHAN XI PANG

Core elements are in place

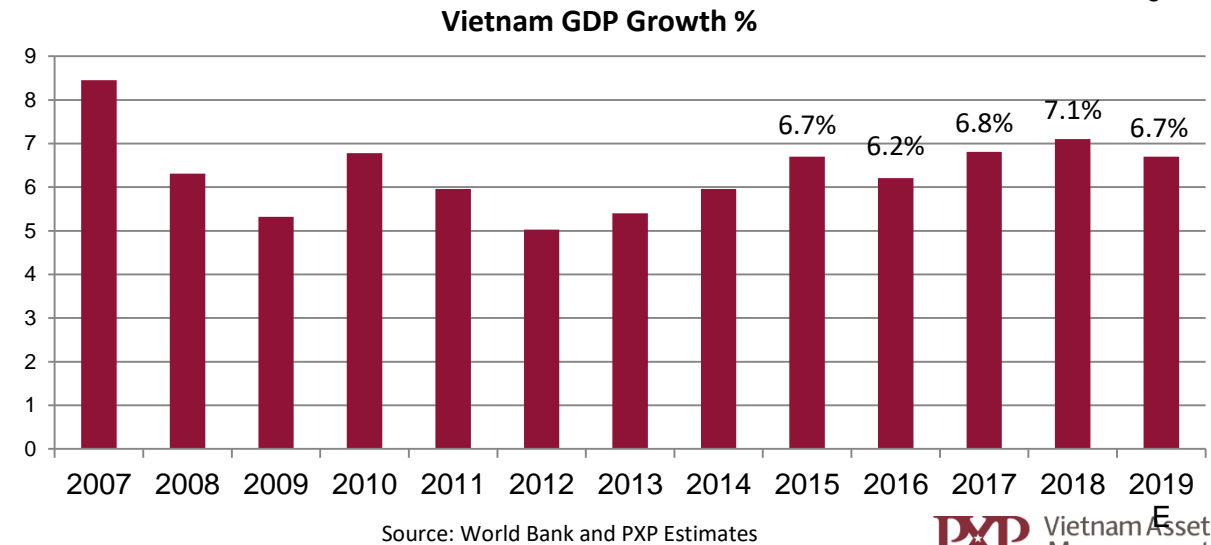
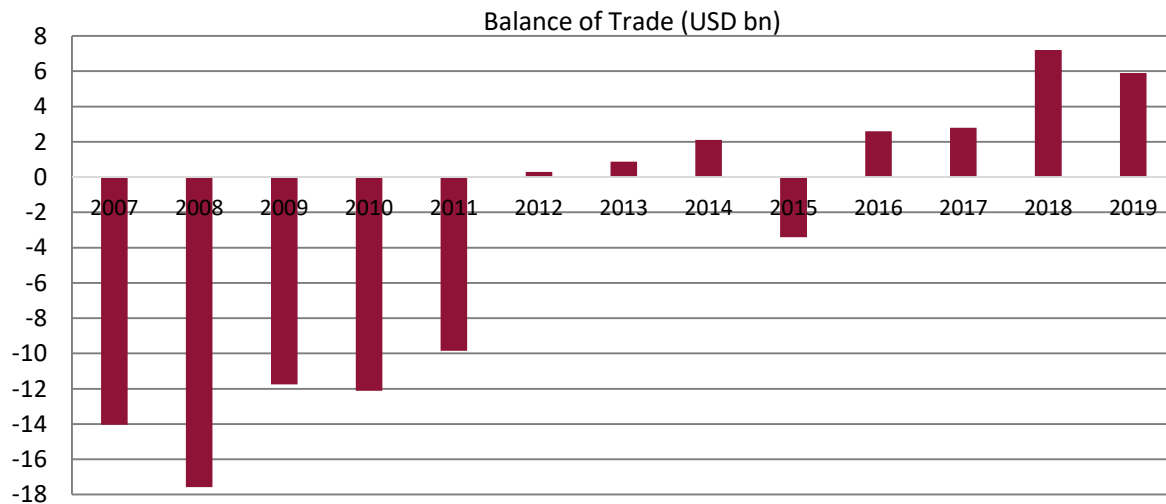
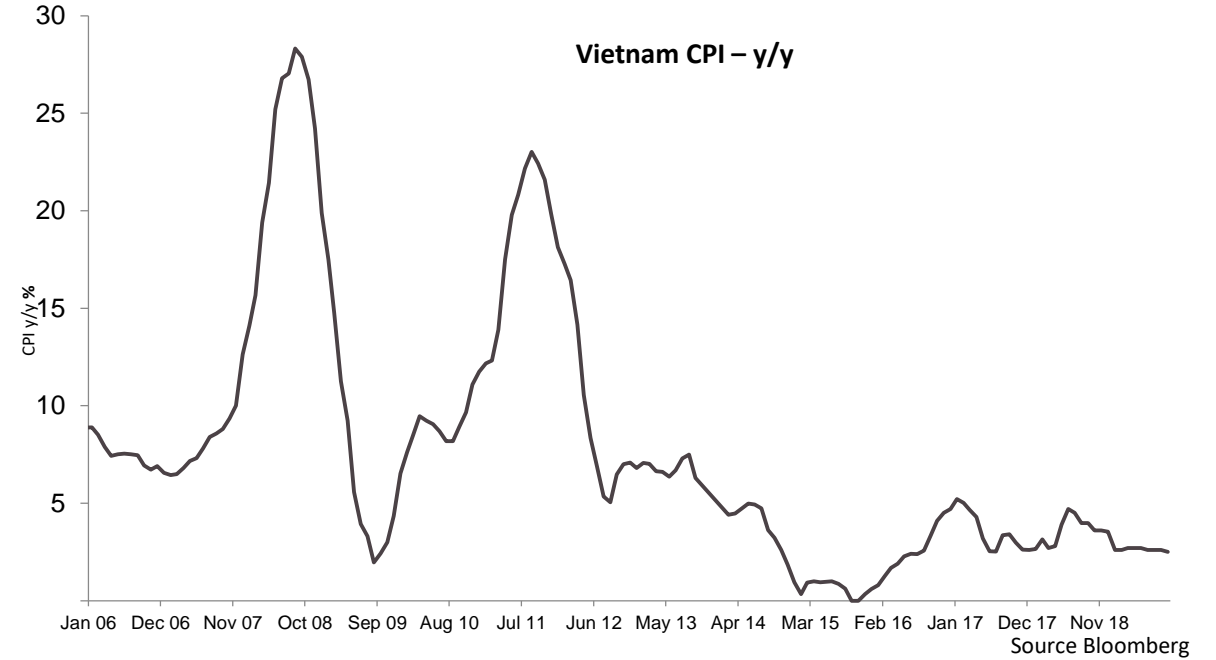
- Supportive macroeconomic environment
- Political stability
- Decent earnings outlook for 2020

Further gains should precede re-designation as “MSCI Emerging” assuming:

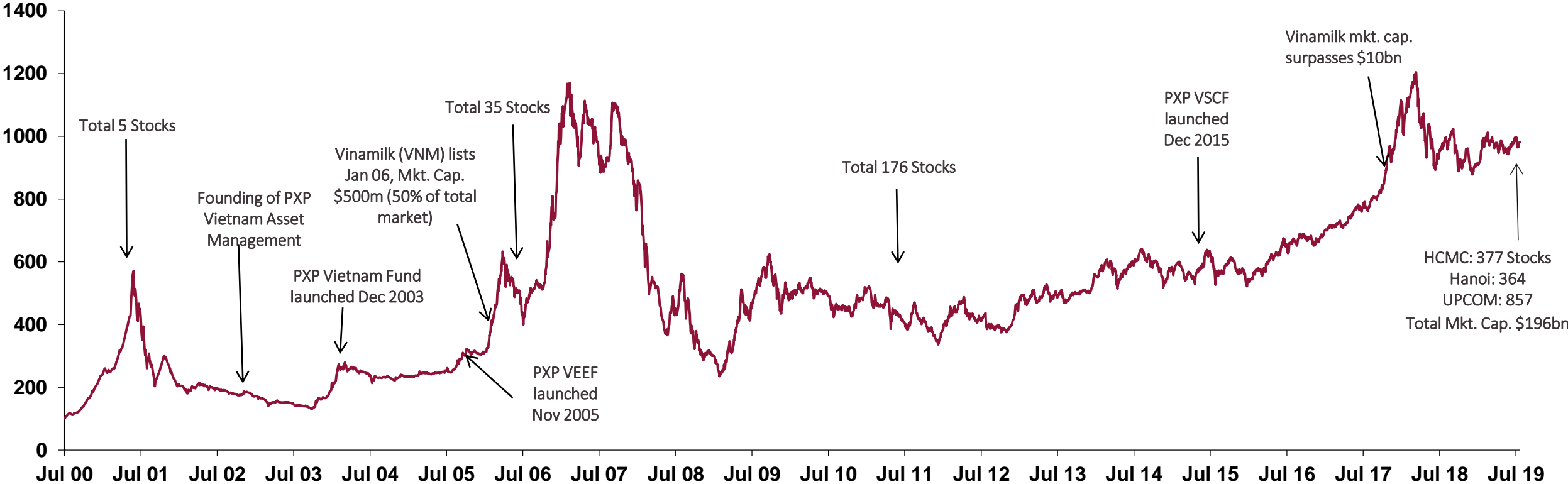
- Increased free-float through public primary & secondary offerings
- Improved access through encouraging relaxation of foreign ownership restrictions after rationalisation of conflicting legislation via a new Securities Law (draft released in October 2018)

Although disappointed by its omission in recent years, possibly due to a lack of sustained progress in free-float expansion and the glacial progress of improvement in foreign access, we see few other realistic alternatives for re-designation.

APPENDIX A: Macro data



APPENDIX B: The life-cycle to date of the VN Index



Ho Chi Minh City Stock Exchange opens (2 stocks, \$35m Mkt. Cap.)

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