Vietnam Asset Management Limited

VAM Private Client Portfolios

VAM Private Client Portfolios are an innovative solution for clients who seek a customized portfolio of fixed income and equity investments in Vietnam. Combining global professional experience and local expertise, the VAM team is uniquely poised to provide each client with an optimized solution based on his/her specific investment objective and risk appetite.

The Right Balance For …

… **Private Bankers**, **Family Offices**, **HNWIs**, and **Institutions** who find the current Vietnam product offerings are too generic to meet their investment mandates and criteria in terms of control, investment process, holding period, etc.

Fees & Terms

- Minimum account size: US$1 million or VAM's discretion
- Management fee: 2% p.a.
- Performance fee: 15% on incremental profit, but on a high water-mark basis

Process

VAM Private Client Portfolios are flexibly designed on a case-by-case basis to account for the unique needs of each client. By design, the client may choose between an active or a more passive role in the management of his or her VAM Private Client Portfolio. In general, the management process is as follows:

1. Outlining of client's risk profile and investment objective
2. Analysing and recommending investment opportunity to client
3. Client's Investment committee makes final investment decision advised by VAM team
4. VAM transacts the investment on behalf of the client
5. Private client portfolio management and reporting.

Why VAM?

VAM is an offshore asset and wealth manager focusing exclusively on investment in Vietnam, and the company is strategically backed by UOB KayHian - the stock brokerage and corporate finance arm of Singapore's banking giant United Overseas Bank. For the following reasons, the company has distinguished itself in the field:

- Best in class on-the-ground expertise enabling VAM team to unlock hidden value in Vietnam's under-researched markets
- Only player in town with an in house company analysis and portfolio management system capable of managing customized account for private clients (VCAS)
- Among the best track records in fund management in Vietnam
- Successful track record managing private client portfolios
- International standard risk management and compliance

Why Vietnam?

Strong fundamentals with high growth potential:

- Extremely attractive population demographics
- Political stability & Government's "Friends to All" policy
- Resource richness & stability
- Low penetration rate for most goods & services

Why should you invest in Vietnam now ?

- Improving macroeconomic environment with inflation trending down, interest rates cut, Balance of Payments improving, currency stabilizing, banking system being reformed, etc.
- Attractive valuation compared to regional peers and being one of the best performing markets YTD worldwide.

However, when comparing Vietnam to more developed markets, risks associated with legal policy, currency, liquidity, regulation, accounting standard, etc. must be duly considered before any investment is undertaken.

Meet VAM Senior Managers

Nguyen Xuan Minh, CFA, CEO & CIO

Mr. Minh has over 14 years experience managing Asian public and private equity portfolios. Before founding VAM, Minh was Senior Vice President at Franklin Templeton as part of Mark Mobius's team, and co-managed more than $4 billion in Asian equities. Minh has two masters degrees, including one in securities investment.

Nguyen Hoai Thu, CFA, Head of Research / Investment Director

Ms. Thu has over 8 years asset management experience. Thu leads the investment team at VAM having gained her professional experience from the likes of BankInvest, DBS Asset Management, and JP Morgan in Singapore. Prior to her professional career, Thu was a top student at the National University of Singapore, winning numerous academic decorations.

Contact VAM

For more information on how to get started with your VAM Private Client Portfolio:

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