

VAM Private Client Portfolios

VAM Private Client Portfolios are an innovative solution for clients who seek a customized portfolio of debt and equity investments in Vietnam's financial markets. The VAM team are uniquely poised in Vietnam's fund management industry to profile each client's specific investment objective and risk appetite to provide the perfect balance for every client.

The Right Balance For ...

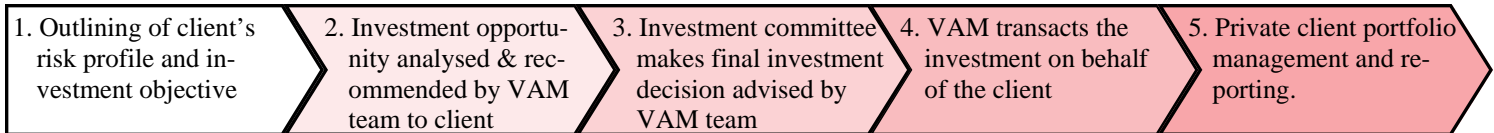
... **Private Bankers, Family Offices, HNWI's, and Institutions** who find the current Vietnam product offerings are too generic to meet their investment mandates and criteria in terms of control, investment process, holding period, etc.

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 a very active or a more passive role in the management of his or her VAM Private Client Portfolio. In general, the management process proceeds as follows:



Why VAM?

VAM is an offshore asset and wealth manager focusing exclusively on investment in Vietnam, and the company is strategically backed by Dubai Investment Group and UOB KayHian. For the following reasons, the company has distinguished itself in the field:

- Best in class on-the-ground expertise enabling the 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)
- VAM's investment funds have an established track record in town
- Successful prior track record managing private client portfolios
- Best in class international standard risk management and compliance

Why Vietnam?

Vietnam has been a poster child of success socially, politically and economically for more than 20 years since the country embarked upon a market-oriented economic path. In general, the following four factors will be the drivers for Vietnam's continued growth and success, with expectations that the country will continue to grow at a rate well above the norm:

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

However, when comparing Vietnam to more developed markets, risks associated with political instability, 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 13 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 7 years asset management experience. Having gained her professional experience from the likes of BankInvest, DBS Asset Management, and JP Morgan in Singapore, Thu leads the investment team at VAM. Prior to her professional experience, Thu was a top student at the National University of Singapore, winning numerous academic awards.



Contact VAM

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

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