



Investor letter 2/2020

17.6.2020

## **DEAR CUSTOMER,**

The VN index return was –13.4% this year on the date of this letter. PYN Elite’s value has also declined by roughly 8% YTD.

Events in financial markets has been exciting this spring. The dramatic fluctuating upward and downward days were quite extraordinary, while even prime-time TV news reports kept us up to date with the slick movements in oil prices. In addition to stocks and oil, also foreign exchange rates kept seesawing faster than boats in the legendary Sulkava Rowing Race (the most famous local rowing competition in Finland).

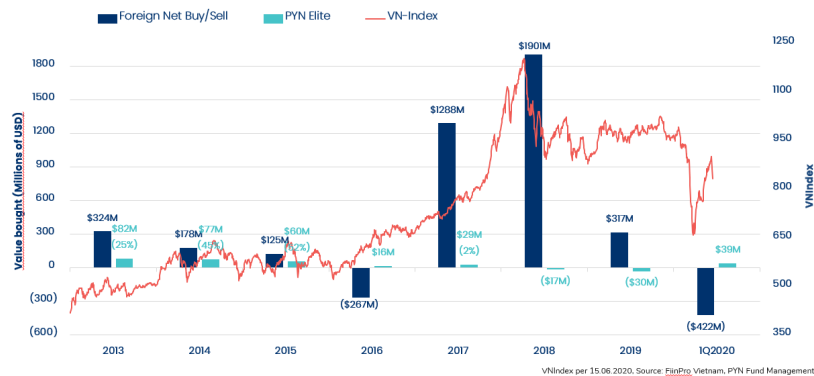
As always after stock sell offs, it has been sad to take a tally of all the things you missed out on, but the comforting fact is that everyone has missed out on many reallocation opportunities. You should be satisfied if you have, at least in part, been able to seize the opportunities available on the stock market. For a professional investor, a stock market crash should always bolster and improve the long-term returns because sell-off seasons also open up the market for advantageous trade-offs. Challenging market situations are just another day on the job for investors and will remain a recurring phenomenon in the coming years as well.

As for our target market, Vietnam, the key findings are as follows:

- 1) In March, Vietnam’s stock market took a beating and plummeted, along with other markets, even though the underlying economic situation is very strong in Vietnam and the country has continuously enjoyed brisk economic growth.
- 2) The companies’ low debt levels and the fact that the Vietnamese stock market was already priced low at the start of 2020 did not prevent a sell-off. The market had declined from its April 2018 level of 1,200 index points to less than 1,000 by the end of 2019, all the while the listed companies reported growing earnings over the same period. The VN Index took a hard beating, bottoming out at 660 points, but it has already rebounded and on date of this letter ranges between 800 and 900 points.

This investor letter is accompanied by a fresh PYN Elite presentation. As you can see on slide 13, foreign investors sold off a record number of Vietnamese stocks, to the value of USD 422 million, in a very short time, while PYN Elite bought more, totaling a net increase of USD 39 million. The sell-offs by foreign investors started in late February and continued until early May, but the tide has now turned and the foreign investors have started buying again during the recent weeks.

## PYN Elite proportion of foreign net buy/sell in Vietnam



PYN Elite fund has played a significant role in foreign net purchases in Vietnam from 2013-2015. Since then PYN Elite fund's net buying has moderated and other foreign funds has been more actively net buying Vietnamese equities. During the spring of 2020, the situation was again the other way around.

See the graph in the PYN Elite presentation, slide 13.

The key changes in PYN Elite's portfolio since the late fall of 2019 were the purchase of the bank stock CTG Vietin Bank, amounting now 9% of the entire portfolio. Other significant new allocations include POW, an energy company now taking up 5.6% of our portfolio. Other new positions include ACV, the Vietnamese airport operator, with a stake of 4.8% in the portfolio, the air cargo company SCS with 3.6% and the LPB bank with 2.2%. Another important allocation increase was on the car and moped company VEA, making it the most important single stock in the PYN Elite portfolio, at 11.2%. We also bought some more of the housing developer NLG's stock. Slide 4 of the PYN Elite presentation shows a fresh list of our top 12 holdings complete with target share prices.

## Top Holdings



Company	2019	2020E	202E	PYN Elite upside (€)	Company	2019	2020E	202E	PYN Elite upside (€)
<b>VEA: VEA 11.2% (42 000)</b>	Revenue 4 488 Earnings 7 214 Market Cap 59 796 Equity 26 640	3 589 4 955 55 810* 24 552	11 000 10 500 120 000 40 000	115 %	<b>ACV: Airports of Vietnam 4.8% (€2 000)</b>	Revenue 19 329 Earnings 7 510 Market Cap 163 275 Equity 36 704	10 094 2 051 134 974* 36 796	25 000 15 000 240 000 60 000	78 %
<b>HDB: HD Bank 9.6% (27 300)</b>	Revenue 9 747 Earnings 3 605 Market Cap 27 027 Equity 19 073	12 623 4 024 26 370* 23 100	18 000 5 800 80 000 30 000	203 %	<b>NLG: Nam Long 4.2% (24 700)</b>	Revenue 2 546 Earnings 893 Market Cap 6 887 Equity 5 055	1 812 912 6 368* 5 953	8 000 900 14 000 8 000	127 %
<b>TPE: TP Bank 9.6% (20 300)</b>	Revenue 5 633 Earnings 3 084 Market Cap 17 399 Equity 13 075	6 603 3 376 16 576* 16 460	10 000 4 800 52 000 25 000	214 %	<b>SCS: Saigon Cargo 3.6% (123 000)</b>	Revenue 748 Earnings 431 Market Cap 6 044 Equity 1 004	725 366 6 242* 1 022	1 400 700 12 000 2 000	92 %
<b>CTG: Vietinbank 9.0% (22 300)</b>	Revenue 33 199 Earnings 7 600 Market Cap 77 819 Equity 76 793	34 125 7 351 83 032* 84 100	45 000 13 000 200 000 100 000	141 %	<b>CEO: CEO Group 3.5% (9 300)</b>	Revenue 4 550 Earnings 448 Market Cap 2 419 Equity 2 982	3 156 134 2 350* 3 000	8 000 700 8 000 6 000	234 %
<b>POW: PV Power 5.6% (10 500)</b>	Revenue 35 374 Earnings 2 466 Market Cap 26 814 Equity 26 887	33 959 2 301 24 590* 28 581	42 000 3 500 48 000 35 000	95 %	<b>KDH: Khang Dien 3.0% (23 000)</b>	Revenue 2 813 Earnings 870 Market Cap 14 645 Equity 7 625	4 153 1 086 12 065* 8 349	7 000 1 200 18 000 10 000	49 %
<b>MWG: Mobile World 5.1% (€2 500)</b>	Revenue 102 174 Earnings 3 834 Market Cap 50 467 Equity 12 336	110 187 3 424 37 357* 15 293	180 000 5 500 100 000 22 000	168 %	<b>PAN: PAN Group 2.9% (21 000)</b>	Revenue 7 813 Earnings 257 Market Cap 4 845 Equity 3 788	7 600 210 4 391* 5 374	16 000 600 7 000 6 000	59 %

Top holdings per 15 June 2020. Company figures in bn VND.  
202E: Shows our target market cap, revenue, profits and equity within the next few years (3-5 y).  
\* MCap on 15 June 2020

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See the table in the PYN Elite presentation, slide 4.

## KEY ALLOCATIONS

Ticker	Weight in Portfolio 31.10.2019		Weight in Portfolio 15.6.2020
CTG	0.0%	→	9.0%
LPB	0.0%	→	2.2%
POW	0.0%	→	5.6%
ACV	0.0%	→	4.8%
SCS	0.0%	→	3.6%
VEA	8.5%	→	11.2%
NLG	3.1%	→	4.2%

### BANKS: CTG, HDB, TPB, LPB and VIB

The banks today account for 31% of the PYN Elite portfolio and their values can, in our view, even double within the next couple of years. The Vietnamese banks lagged behind the VN Index in 2018 and 2019, and their stocks were affordably priced already in January 2020, before the sell-off triggered by the COVID-19 epidemic. The banking stocks stood their ground well during the first weeks of the decline but crashed in the later stages of the crisis, when predictions of a severe overall impact on Vietnam's economy and a sudden possible increase in bad debts became an issue.

The country's banking stocks have since then started to rebound, as the banks' outlooks have proven to remain positive even for 2020. According to the banks' guidance over recent days, we may well expect a 10% earnings growth for this year, while the expectation for a normal year would be about 25%.

One of our big banking positions is HDB, which trades at a P/E of 5.0 for 2021 and P/E 4.0 for 2022. HDB is a well-managed commercial bank for which we initially reduced our weighting, but as the price has decreased, we ended up increasing our position even more than we planned to in the outset.

TPB, another major stake in our portfolio, is smaller than HDB but also cheaper: the 2021 P/E stands at 4.6 and the 2022 P/E at 3.7. Compared to HDB, TPB is a more volatile stock because its price performance may remain moderate for years on end, but then it may suddenly anytime surprise us with a strong positive upswing.

BID, CTG and VCB are large banks owned by the state of Vietnam. VCB is the most highly valued one of them, at a P/B ratio of above 4. CTG and BID are very similar, while CTG's valuation ratios only amount to a half of BID's corresponding indicators—we expect the valuation gap between CTG and BID to close within the next two years. LPB and VIB are smaller, rather new bank holdings in our portfolio.

### **BIGGEST STOCK IN THE PORTFOLIO: VEA**

VEA is in the car and moped manufacturing business. We bought more shares during the epidemic, topping up VEA to more than 11% of our portfolio. VEA has a strong joint-venture manufacturing plants with Honda, Toyota and Ford. Mopeds remain an important business for the company. Vietnam's car ownership rate is only just starting to rise, while electric vehicles are expected to generate new growth later on. The company is big and has a solid cash flow, but it trades on the UPCOM list. We expect the company to seek to change this and to enter the stock market's main list within the next few years. The increased cash flow is also boosting the dividends to a yield level of more than 10% if the share price stays put. We believe that the excessive dividend yield will be adjusted through outperformance in the share price. This stock is one of our candidates for doubled valuations within three years.

### **NEW STOCKS: POW, ACV and SCS**

POW is Vietnam's biggest energy producer. The stock was sliding downwards already in the fall of 2019 due to temporary problems. The decline continued during the epidemic, enabling us to buy a stake in a quality company for an attractive price. We believe its problems will dissipate over the next few months.

ACV is Vietnam's highly solvent airport operator with an excellent long-term growth outlook. ACV's 2020 revenues will crash, but the company will report a positive cash flow even in this crisis year. We came onboard during the sell-off wave when a substantial block became available on the market and we managed to acquire it practically for a rock-bottom price, after tough price negotiations. A long hold is the intention for this stock, discounting 2020 as a 'lost year', even though Vietnam's domestic air traffic is already returning to normal and proposals have been made to open intra-Asian international routes. It is a true Vietnamese 'blue chip'.

The air cargo company SCS is the undisputed number one of its industry in Saigon. 2020 will be a difficult year for the company. While the regular international passenger flights stopped, SCS will still be able to make a healthy revenue and profit this year, thanks to the cargo fleet making up for the passenger fleet. We acquired the SCS stocks for our portfolio from a fund we knew previously, which had started to strip down its position already last fall. Once the joint impact of the sell-offs and the epidemic pushed the price low enough to be attractive to us, we decided to buy the seller's entire remaining block.

## KEY DIVESTMENTS

Key divestment events included the shedding down of the MWG stake from 17.1% to as low as 5.1%, a major change in our portfolio. Another substantial sale involved the infrastructure construction company CII, where we decreased our portfolio stake from 6.3% to 2.3% with relatively active measures.

Ticker	Weight in Portfolio 31.10.2019		Weight in Portfolio 15.6.2020
MWG	17.1%	→	5.1%
CII	6.3%	→	2.3%

## MWG

The cashing in of our MWG profits was very successfully timed and, in addition to the big unrealized returns included in the position, we also gained substantial premiums for the shares. The stock has since declined substantially due to the closures of retail stores linked with the epidemic, but it has also rebounded fairly well. MWG remains an interesting company and currently makes up roughly 5% of our portfolio. We are not very keen to buy these stocks back, not even at lower prices, if that would force us to pay premiums of more than 40% over the market price because of the full foreign ownership limits (FOL). The changes likely to take place in Vietnam's FOL regulation overall in the next few years also represent a risk linked with these premiums.

## CII AND MINOR COMPANIES

We have sold off some of the stock of the infrastructure builder CII because of the volatility of its business, as opportunities have presented themselves to replace it with stocks of better quality, in terms of their business logic. Similarly to CII, several small positions have also been sold due to various reasons. These include PTB and TNG, due to their export operations, which may encounter challenges in late cycle of this crises. The reason for selling off the VNE and HUT stocks was the uncertainty of their core business. We decided to end our exposure to DBC once the share price had a strong positive reaction to a hike in the price of pork. PC1 was successfully sold at upticking prices when a domestic player wanted to increase its holding. Furthermore, we see difficulties in predicting the profitability of the company's capex plans in wind energy production.

The financial position of Vietnamese companies is, according to our comparative study, fit to meet the growth challenges coming up over the next few years. A particular focus in our asset allocations this spring was the financial position of the companies, and we believe that the quality of our portfolio has improved. At the same time, we have been able to maintain our ambitious return targets. Slide 16 of the PYN Elite presentation shows the average gearing ratios of the biggest listed companies in various countries.



## Net Debt/Equity – Top 50 listed companies

Region	2014	2015	2016	2017	2018	2019	Q1 2020
Finland	41.8	29.1	22.7	21.0	27.1	38.9	44.6
<b>Vietnam</b>	<b>48.4</b>	<b>49.9</b>	<b>63.3</b>	<b>41.6</b>	<b>34.8</b>	<b>33.1</b>	<b>25.5</b>
EU	55.7	53.1	63.4	54.4	63.6	59.6	67.5
US	38.7	52.4	59.7	51.0	110.6	70.4	83.2
Average all	46.2	46.1	52.3	42.0	52.1	50.5	55.2

(\*) Figures are excluding Banks

Source: Bloomberg, [Fintpro](#), PYN Fund Management

Vietnamese companies are well prepared for fast growth even if financial markets turn to face more challenges in coming years.

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See the table in the PYN Elite presentation, slide 16.

Thank you for the new subscriptions in the Fund during this spring — I would like to wish you success for the second half of 2020.

Petri Deryng

PYN Elite

Portfolio Manager

**DISCLAIMER:****PYN Elite**

The PYN Elite (non-UCITS) Fund (hereinafter "PYN Elite Fund") is an alternative investment fund and a non-UCITS fund as referred to in the Finnish Act on Alternative Investment Fund Managers (162/2014, as amended), which is managed by the Finnish alternative investment fund manager PYN Fund Management Ltd.

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The attached publication contains general information about the PYN Elite Fund and PYN Fund Management Ltd but does not provide a complete description of the Fund or the risks associated with it.

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**Risks associated with investment activities**

The PYN Elite Fund invests in a concentrated portfolio of companies of a small to medium market capitalisation located in the Asian region. Share prices of such companies may be much more volatile and their trading liquidity much lower those of the shares of larger companies. The Fund must therefore be considered as a high-risk investment. The value of an investment may either rise or fall and investors are therefore at risk of losing part or all of the assets invested in the Fund.

**Limitation of liability**

The Fund may be closed or redemptions and subscriptions of its units suspended in accordance with the Fund's regulations. Neither the PYN Elite Fund nor PYN Fund Management Ltd guarantee the availability of the service. The Fund or PYN Fund Management Ltd accepts no liability for any financial loss or any direct or indirect damage which may result from an investment or other decision based on the attached material. Any dispute, controversy or claim arising out of or in connection with information regarding this fund shall be settled in accordance with Finnish law exclusively by Finnish courts.



# **PYN ELITE**

PYN Elite – Presentation

June 2020



# PYN Elite – Facts

## PYN Elite Fund (non-UCITS)

Allocation Asia ex Japan

Fund Manager Petri Deryng

Founded 1999

Subscription/redemption Monthly

Min. investment 10 000 EUR

Currency Euro

Subscription/redemption fee 0 %\*

Management fee 1.0 %

Performance fee 12.0 % (HWM \*\*)

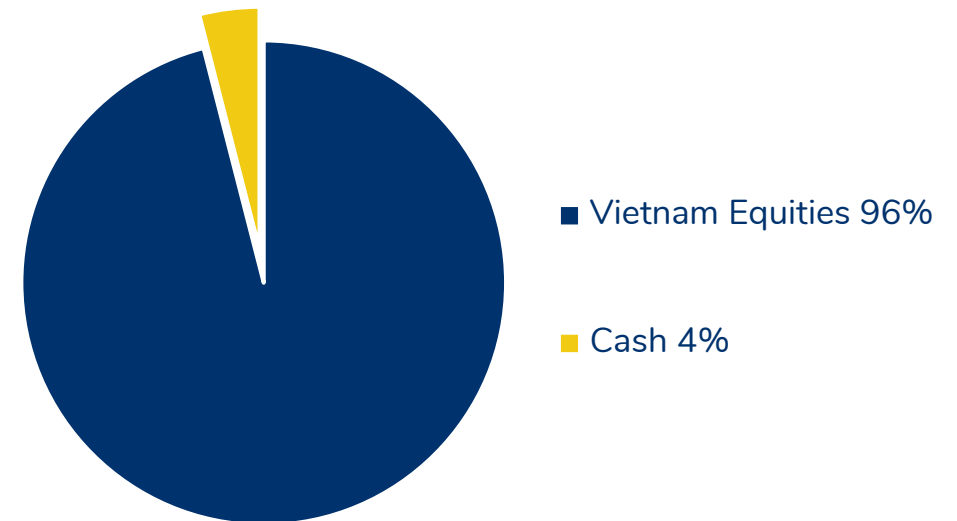
Assets (15.06.2020) 400 m EUR

Open-ended, Finland Domicile and licensed mutual equity fund (AIF) under EU regulations.

\* The subscription fee for subscriptions of 3M EUR or more is 5 %.

\*\* A fund-specific high watermark calculation is used in the calculation of the performance-based fee.

## Fund allocation



As of 15.06.2020

# PYN Elite Investment Strategy

## Fund

### **PYN Elite is**

- Long term
- Actively managed
- Long-only
- Asia, currently Vietnam focused allocation

## Markets

### **We invest in**

- Underperforming or undervalued markets in comparison to markets historical fair valuation
- Improving macroeconomic/demographic trends
- Industries and companies that are overlooked, contrarian and correction potential on valuation of share

## Research

### **Key Characteristics**

- Conducting regular company visits by portfolio manager and research team
- Long term undervalue entry levels and fair value exit targets
- Deep fundamental research and modeling

# Top Holdings

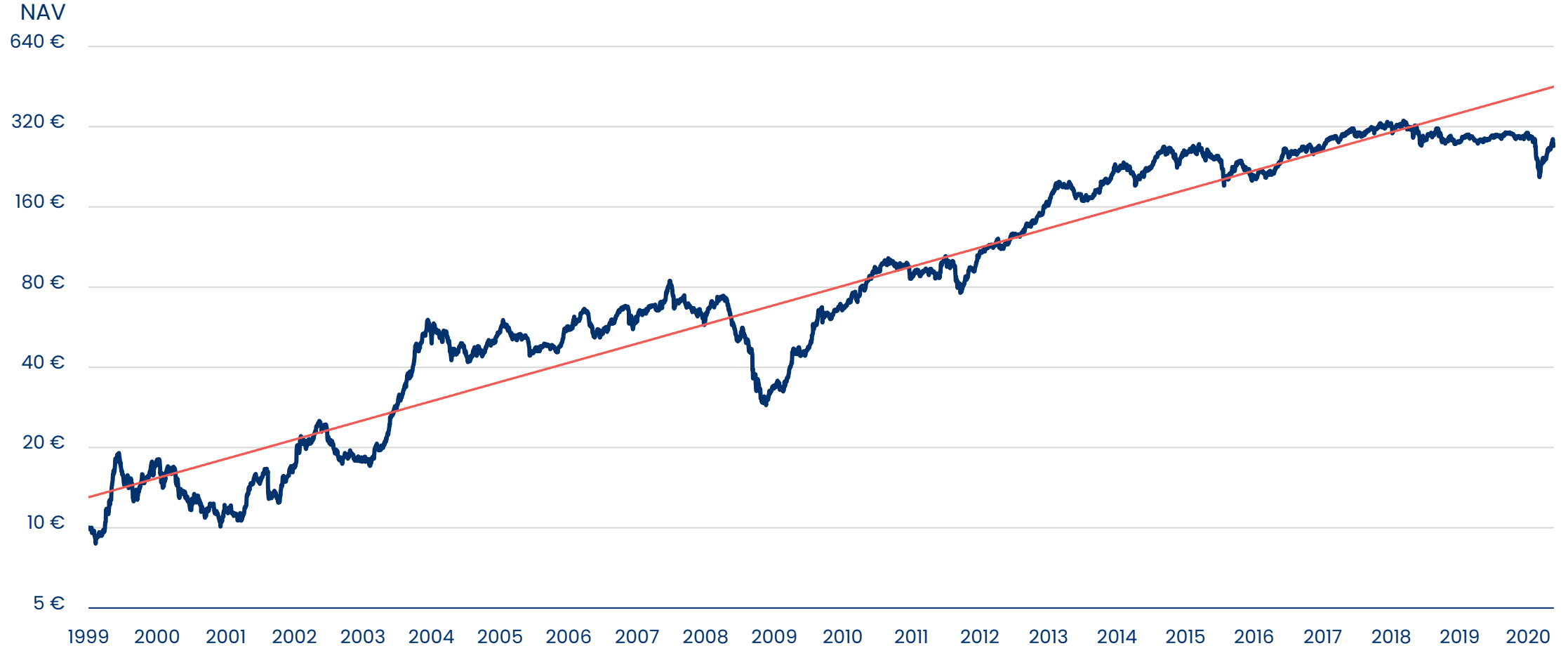
Company	2019	2020E	20EE	PYN Elite upside (E)	Company	2019	2020E	20EE	PYN Elite upside (E)
<b>VEA: VEAM 11.2% (42 000)</b>					<b>ACV: Airports of Vietnam 4.8% (62 000)</b>				
Revenue	4 488	3 589	11 000		Revenue	18 329	10 094	25 000	
Earnings	7 214	4 955	10 500		Earnings	7 510	2 051	12 000	
Market Cap	59 796	55 810*	120 000	115 %	Market Cap	163 275	134 974*	240 000	78 %
Equity	26 640	24 552	40 000		Equity	36 704	36 796	60 000	
<b>HDB: HD Bank 9.6% (27 300)</b>					<b>NLG: Nam Long 4.2% (24 700)</b>				
Revenue	9 747	12 623	18 000		Revenue	2 546	1 812	8 000	
Earnings	3 605	4 024	5 800		Earnings	893	912	900	
Market Cap	27 027	26 370*	80 000	203 %	Market Cap	6 867	6 168*	14 000	127 %
Equity	19 073	23 100	30 000		Equity	5 055	5 953	8 000	
<b>TPB: TP Bank 9.6% (20 300)</b>					<b>SCS: Saigon Cargo 3.6% (123 000)</b>				
Revenue	5 633	6 603	10 000		Revenue	748	725	1 400	
Earnings	3 094	3 376	4 800		Earnings	431	398	700	
Market Cap	17 399	16 576*	52 000	214 %	Market Cap	6 044	6 242*	12 000	92 %
Equity	13 075	16 450	25 000		Equity	1 004	1 022	2 000	
<b>CTG: Vietinbank 9.0% (22 300)</b>					<b>CEO: CEO Group 3.5% (9 300)</b>				
Revenue	33 199	34 125	45 000		Revenue	4 550	3 156	8 000	
Earnings	7 600	7 351	13 000		Earnings	448	134	700	
Market Cap	77 819	83 032*	200 000	141 %	Market Cap	2 419	2 393*	8 000	234 %
Equity	76 793	84 100	100 000		Equity	2 982	3 000	6 000	
<b>POW: PV Power 5.6% (10 500)</b>					<b>KDH: Khang Dien 3.0% (23 000)</b>				
Revenue	35 374	33 959	42 000		Revenue	2 813	4 153	7 000	
Earnings	2 406	2 301	3 500		Earnings	870	1 096	1 200	
Market Cap	26 814	24 590*	48 000	95 %	Market Cap	14 645	12 065*	18 000	49 %
Equity	26 887	28 581	35 000		Equity	7 625	8 349	10 000	
<b>MWG: Mobile World 5.1% (82 500)</b>					<b>PAN: PAN Group 2.9% (21 000)</b>				
Revenue	102 174	110 187	180 000		Revenue	7 813	7 600	16 000	
Earnings	3 834	3 424	5 500		Earnings	257	210	600	
Market Cap	50 467	37 357*	100 000	168 %	Market Cap	4 845	4 391*	7 000	59 %
Equity	12 136	15 293	22 000		Equity	3 788	5 374	6 000	

Top holdings per 15 June 2020. Company figures in bn. VND

20EE: Shows our target market cap, revenue, profits and equity within the next few years (3-5 y.)

\* MCap on 15 June 2020

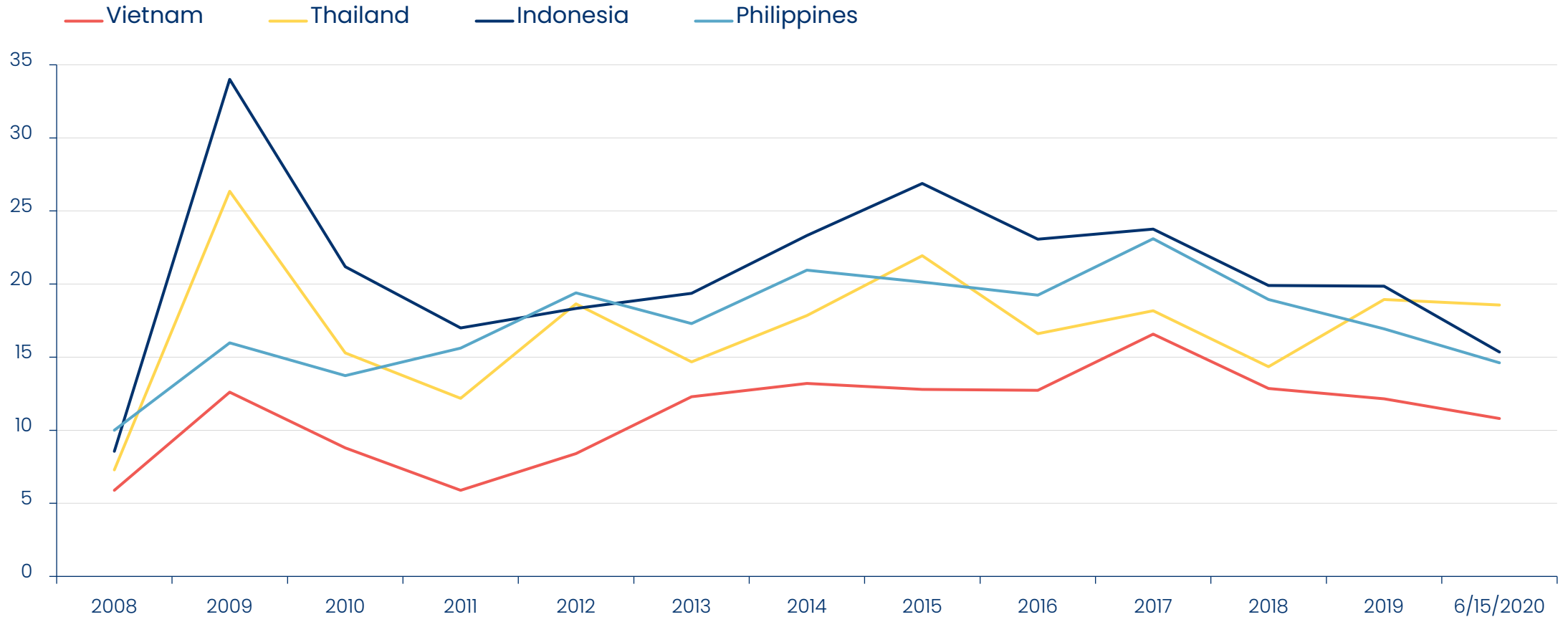
# PYN Elite Performance on Log Scale



Source: PYN Fund Management

PYN Elite fund was established in Feb 1999 at 10 Euros per unit. Since inception, its unit value has increased 27-fold to above 270 Euros. Compounded annual returns are at 16.7%.



# Vietnam Price to Earnings vs. Emerging Markets



Per 15.06.2020, Source: Bloomberg

Vietnam's VNX All-Shares Index trades at a weighted P/E ratio of 10.8. The index include 404 companies from the Ho Chi Minh and the Hanoi stock exchanges. Vietnamese small and medium cap stocks trade at around P/E 9.3.

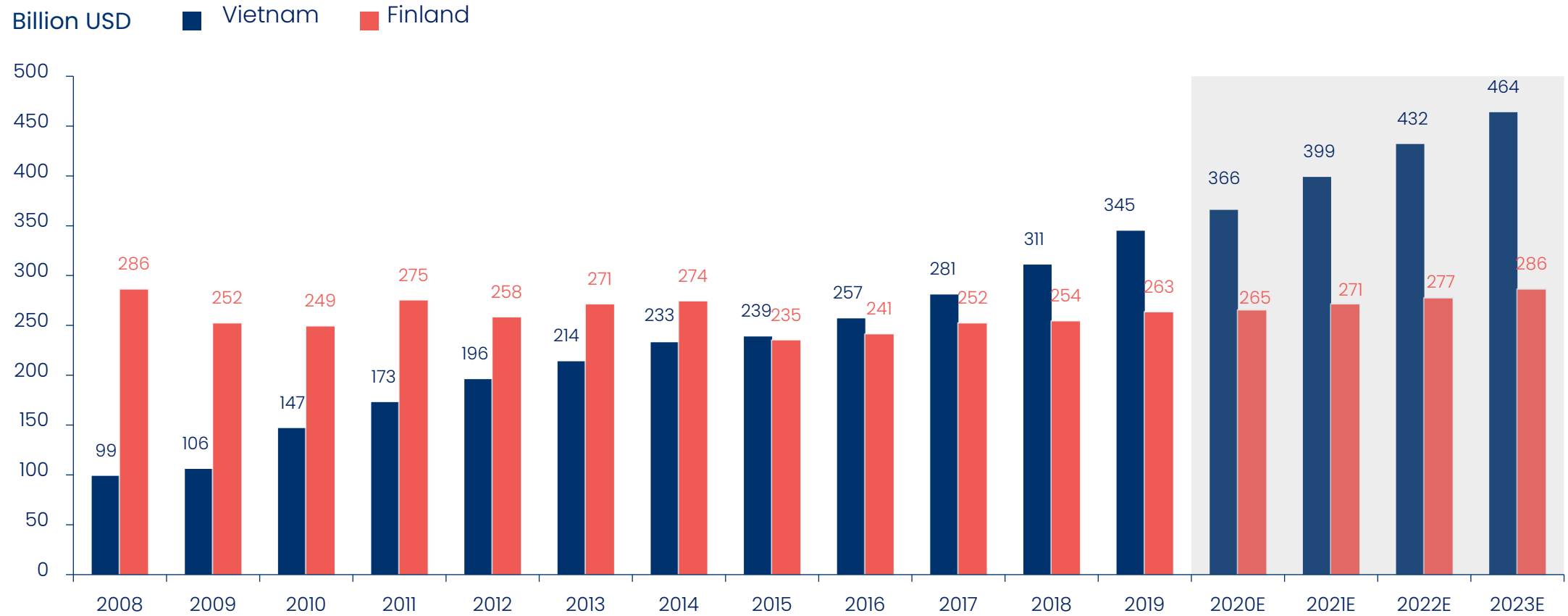
# CAGR Vietnam vs. Thailand 2013–2019

Industry		CAGR % 2013–2019			
Banks	HDB , TPB, CTG	+44 %	Revenue growth	+7 %	KBank, KKP
		+37 %	Profit growth	+2 %	
Housing	NLG, KDH	+49 %	Revenue growth	-1 %	LPN, AP
		+150 %	Profit growth	-1 %	
Construction	CII, FCN	+17 %	Revenue growth	+9 %	CKP, STEC, SEAFCO, BEM
		+13 %	Profit growth	+14 %	
Hotel Developer	CEO	+73 %	Revenue growth	+14 %	ERW, MINT
		+67 %	Profit growth	+3 %	
Brokers	VND	+34 %	Revenue growth	-11 %	MBKE
		+21 %	Profit growth	-25 %	
Food Industry	PAN	+53 %	Revenue growth	+5 %	CPF
		+152 %	Profit growth	+17 %	
Retail	MWG	+49 %	Revenue growth	+10 %	CPALL, HPRO
		+57 %	Profit growth	+12 %	

Source: Bloomberg, PYN Fund Management

Our recent study compares PYN Elite’s key Vietnamese holdings to comparable peer companies in Thailand. Surprisingly, Thailand’s domestic businesses have achieved rather dismal growth in this time period. By contrast, Vietnam’s growth numbers are extremely strong. Remark: Vietnam’s bank and property crises in years 2009-2012 set a very low base for the CAGR growth comparison.

# Vietnam GDP vs Finland GDP 2008–2023

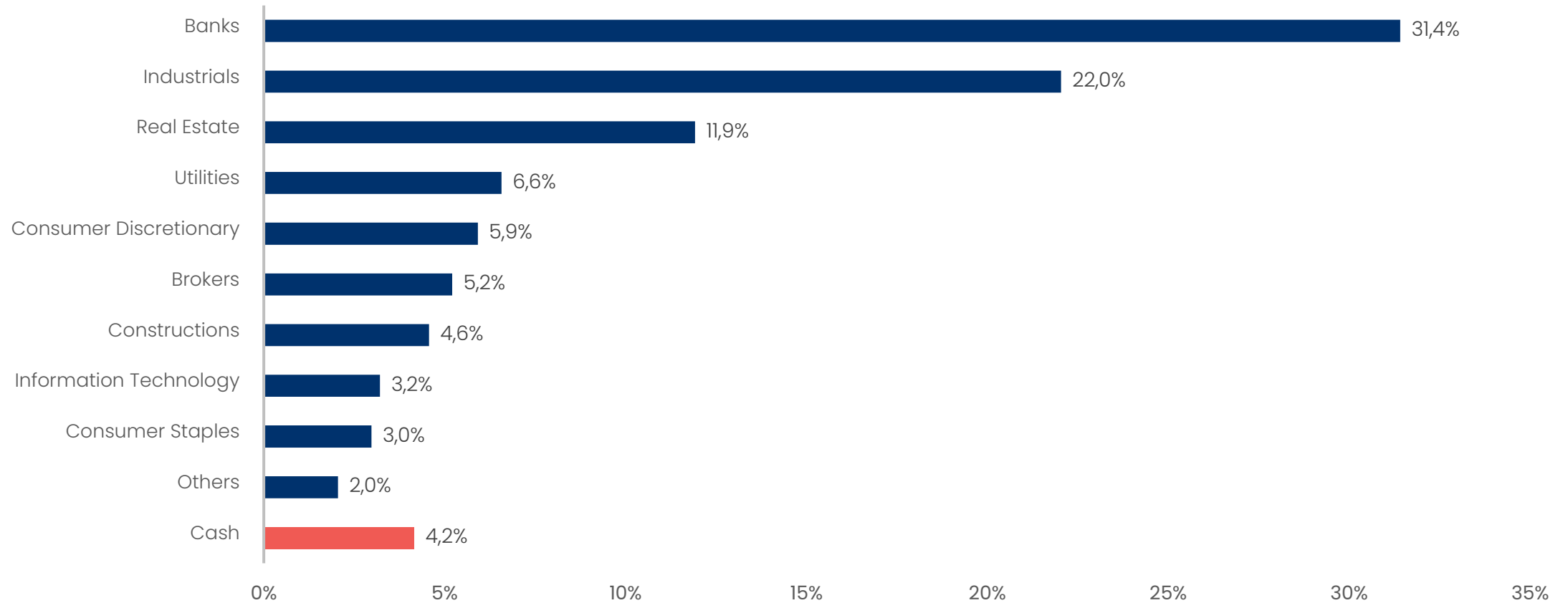


Source: World Bank, GS VNO, PYN Fund Management

Vietnam’s GDP is poised for strong growth. Due to Covid-19, we expect Vietnam GDP growth to reach 3% in 2020, though Vietnam maintains average GDP growth target of 7% per year for 2021 – 25.

Vietnam’s GDP period 2011 – 17 was revised by the General Statistics Office of Vietnam by an average of 25.4% higher on Dec 13, 2019.

# PYN Elite portfolio by sector

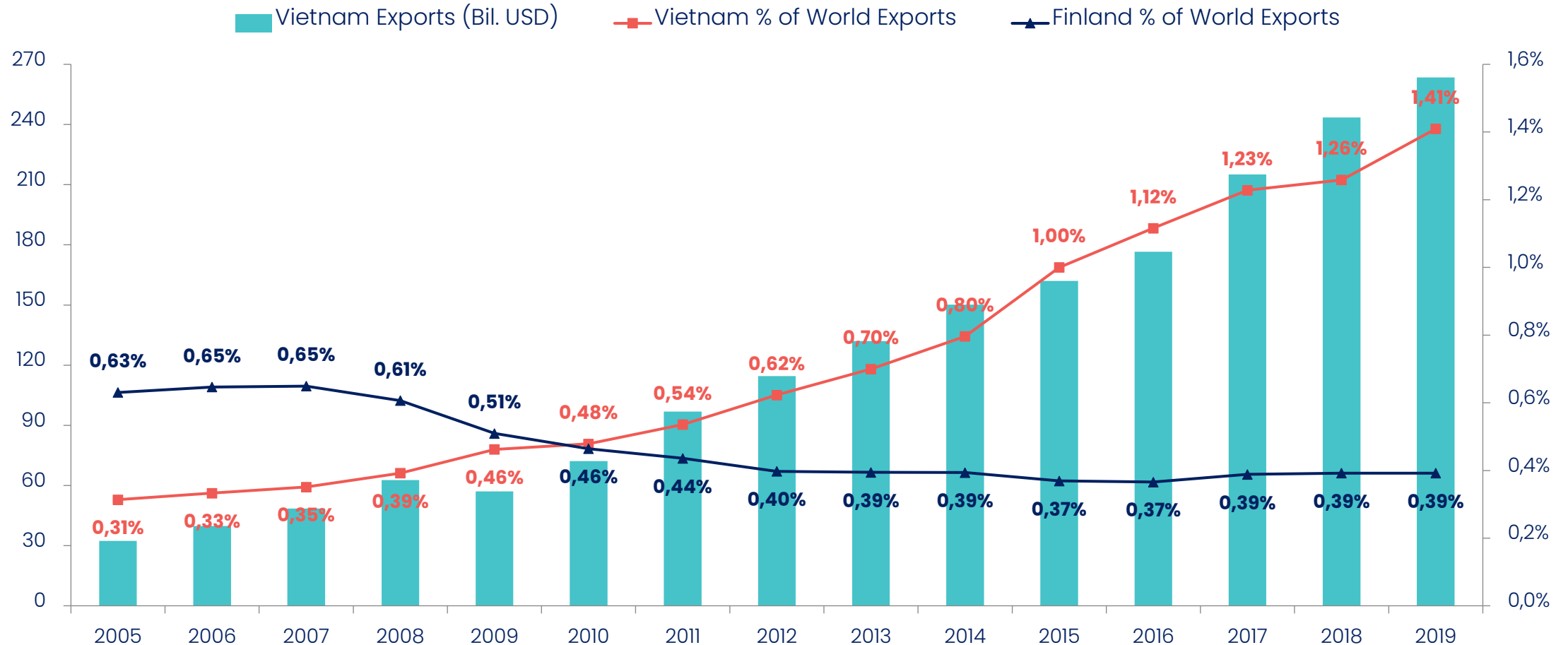


Per 15.06.2020, Source: PYN Fund Management

Banks are the largest portion in PYN Elite. Banks are poised for brisk business expansion and profit growth for coming years in Vietnam. Cash position includes our buffering for foreign exchange hedging contracts.



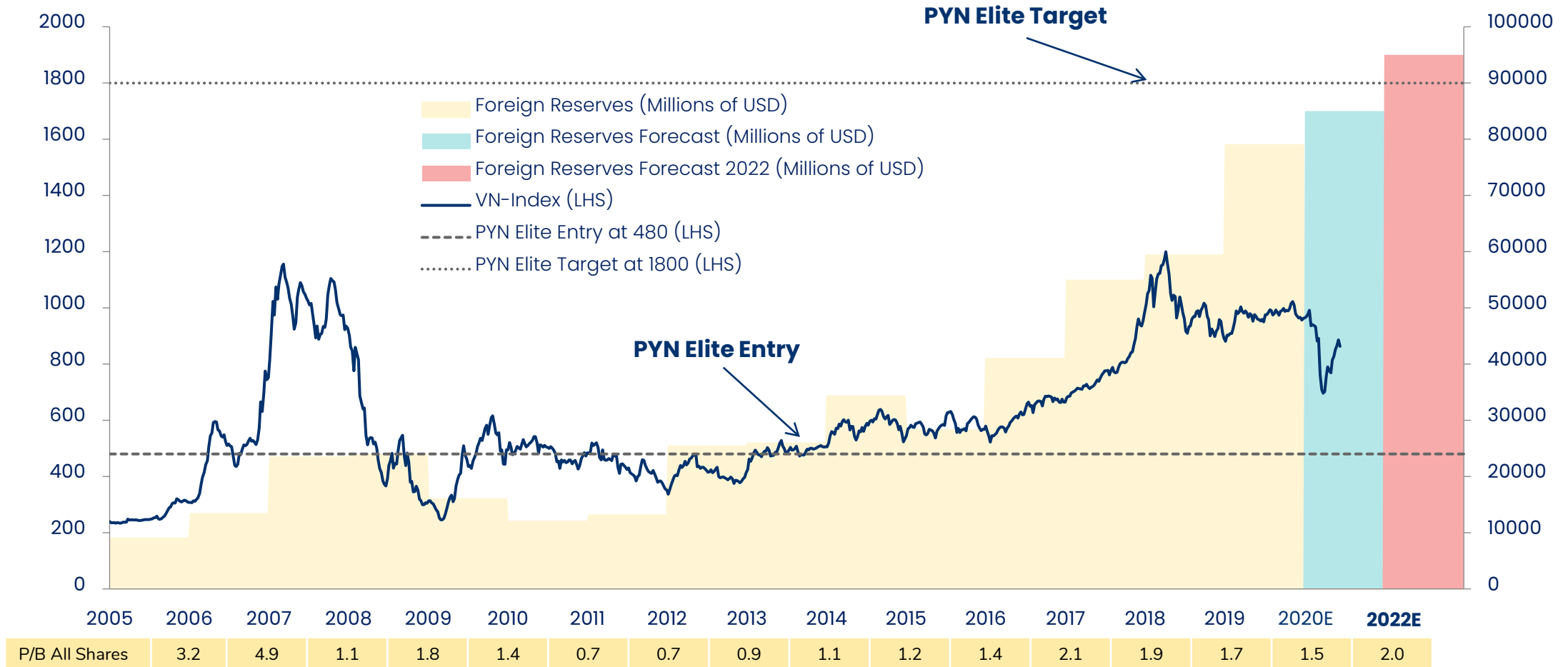
# Exports from Vietnam and Finland relative to World Exports



Source: IMF DOTS

Vietnam’s government has built an attractive platform for foreign direct investments. The manufacturing sector has achieved high competitiveness in world export markets and it continues to capture market share from other countries.

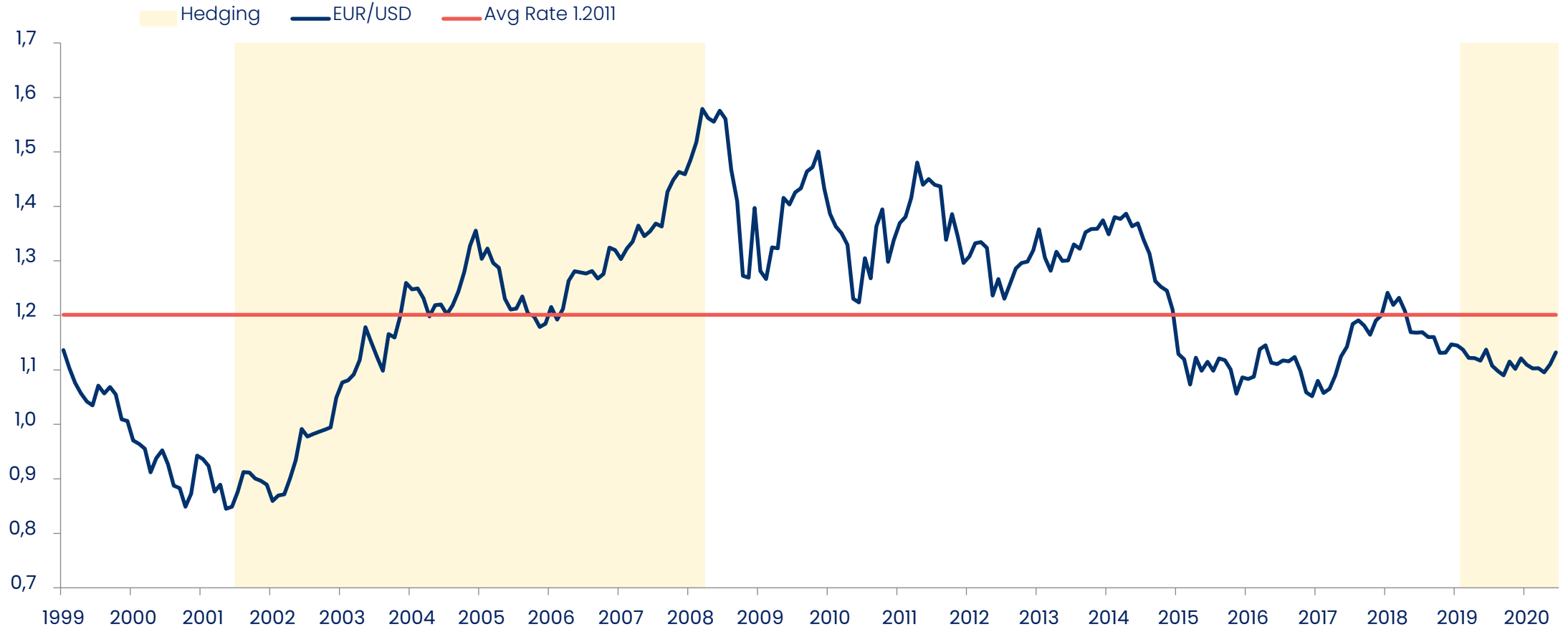
# Vietnam Stock Market and FX Reserves



VNIndex per 15.06.2020 Source: ADB, Bloomberg, PYN Fund Management

Forex reserves are accumulating and satisfactory forex reserves will correlate to Vietnam's country risk. Lower risk level will support higher equity valuation ratios in Vietnam.

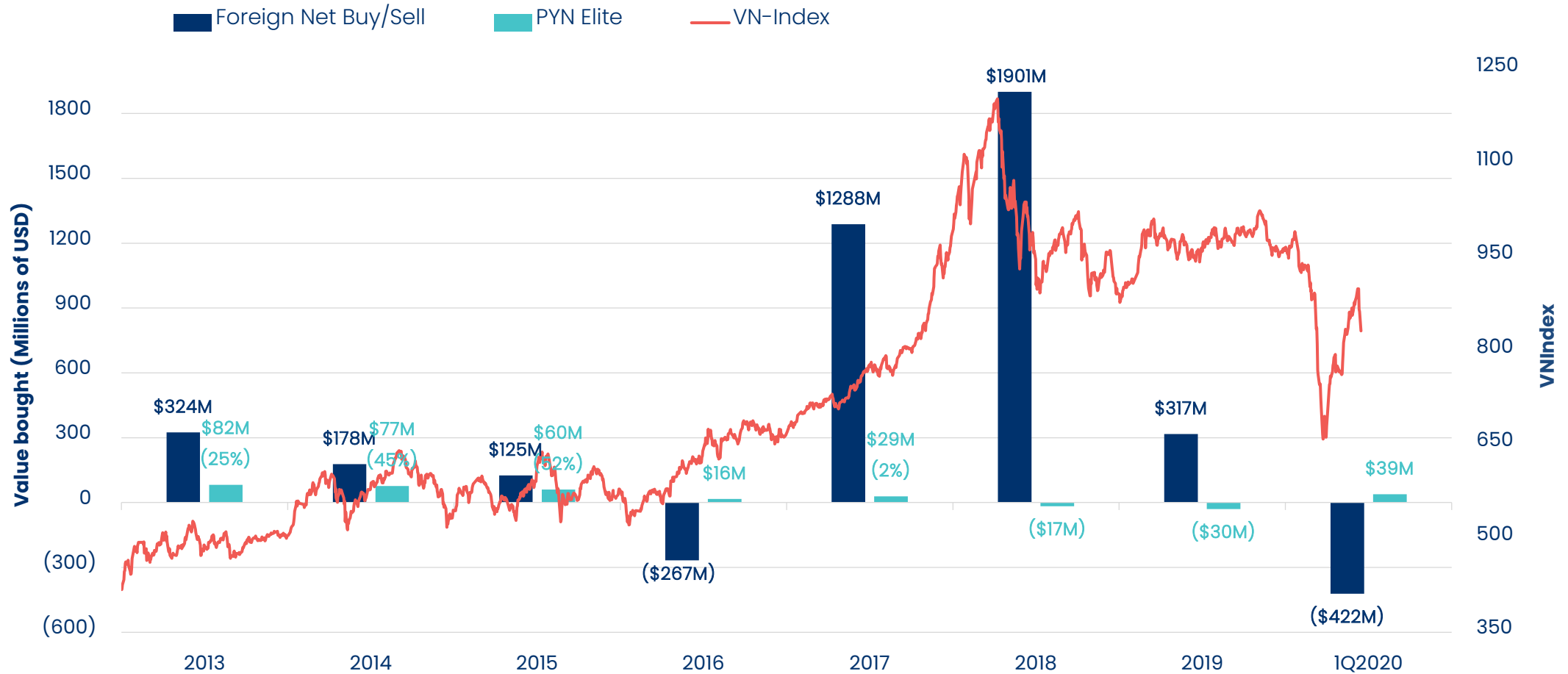
# EUR/USD Rate and PYN Elite Hedging



Per 15.06.2020 Source: Bloomberg, PYN Fund Management

PYN Elite returns are impacted by the strength or weakness of the Euro. Currency hedging has been used as a tool to protect our portfolio from potential Euro strengthening. During the 2001-2008 period, we were fully-hedged for our portfolio. 2008 – 2/2019 we kept the currencies open. PYN Elite portfolio has been fully-hedged again as from 26.2.2019.

# PYN Elite proportion of foreign net buy/sell in Vietnam



VNIndex per 15.06.2020, Source: FiinPro Vietnam, PYN Fund Management

PYN Elite fund has played a significant role in foreign net purchases in Vietnam from 2013-2015. Since then PYN Elite fund's net buying has moderated and other foreign funds has been more actively net buying Vietnamese equities. During the spring of 2020, the situation was again the other way around.

# PYN Elite Historical Performance

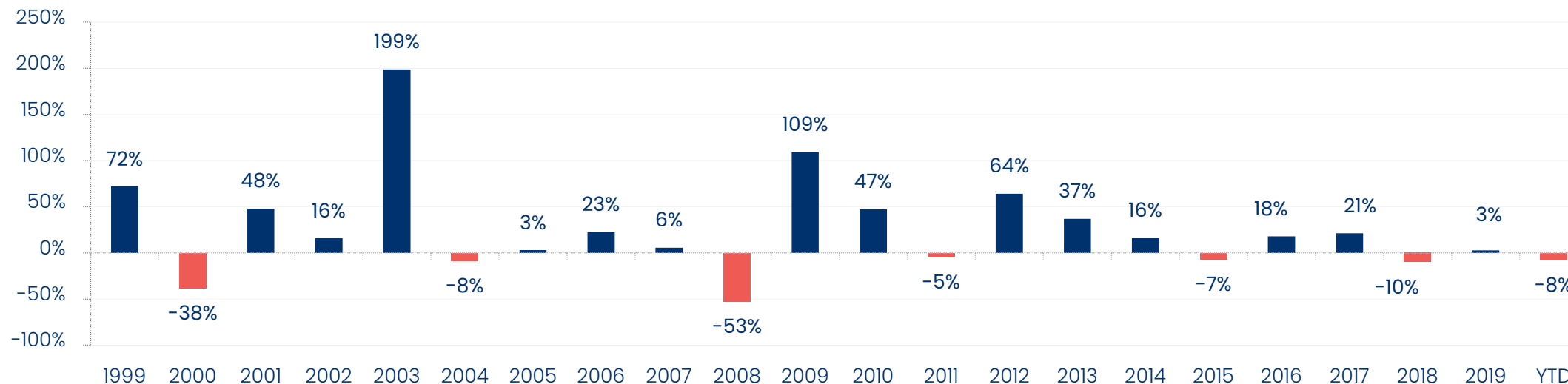


Cumulative Return Since Inception  
**+2 606%**

Average Annualized Return Since Inception  
**+16.7%**

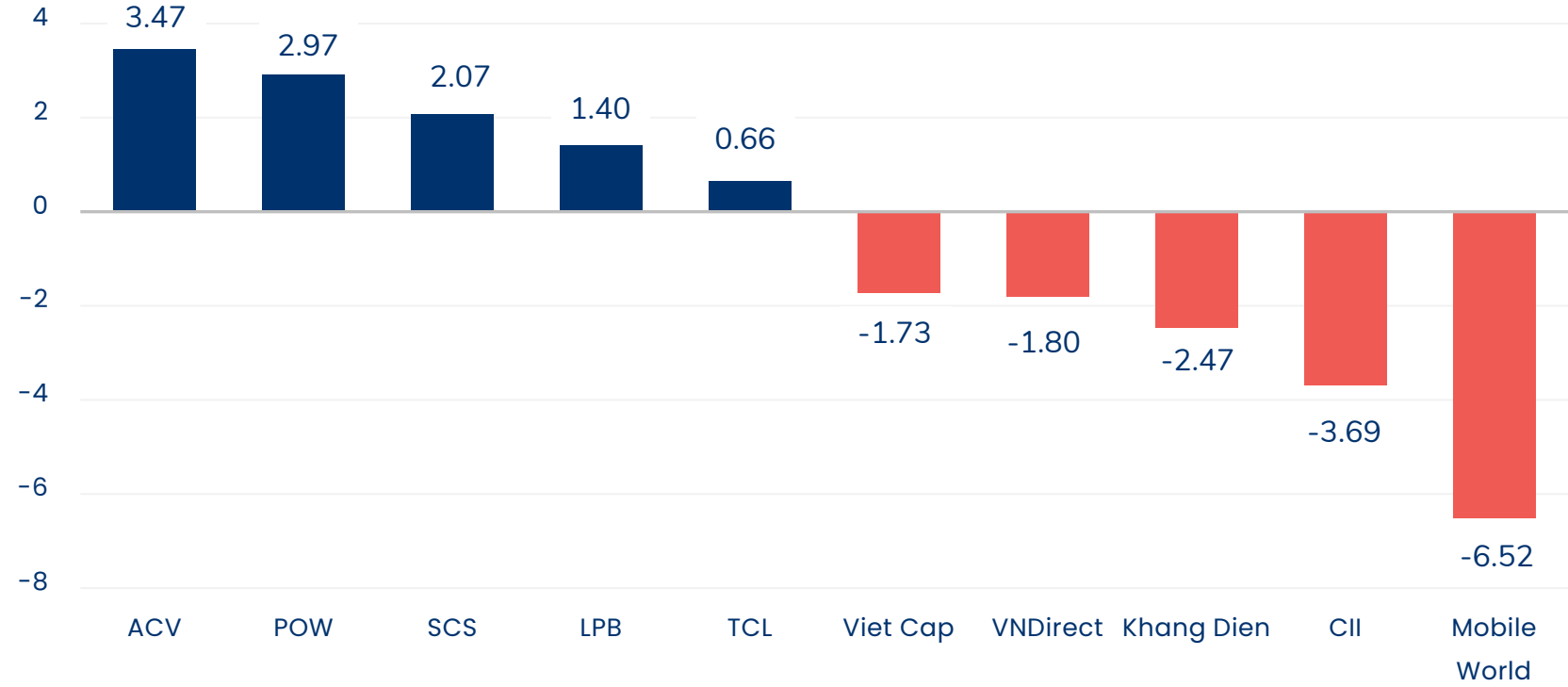
	Period	1999 - 2004	2005 - 2009	2010 - 2014	2014 - 2019	2020 YTD	Since Inception
PYN Elite Fund (EUR)	Period Aggregated Return %	398 %	31 %	267 %	23 %	-8 %	2 606 %
	Avg. annual return % (CAGR)	31 %	5 %	30 %	4 %	-16 %	16.7 %
MSCI Asia Ex Japan (EUR)	Period Aggregated Return %	21 %	57 %	38 %	32 %	-10 %	211 %
	Avg. annual return % (CAGR)	3 %	9 %	7 %	6 %	-20 %	5.5 %

YTD 15.06.2020 Source: Bloomberg, PYN Fund Management



# Top 5 Profit & Loss Year-to-Date

Million EUR



Per 15.06.2020, Source: PYN Fund Management

# Net Debt/Equity – Top 50 listed companies

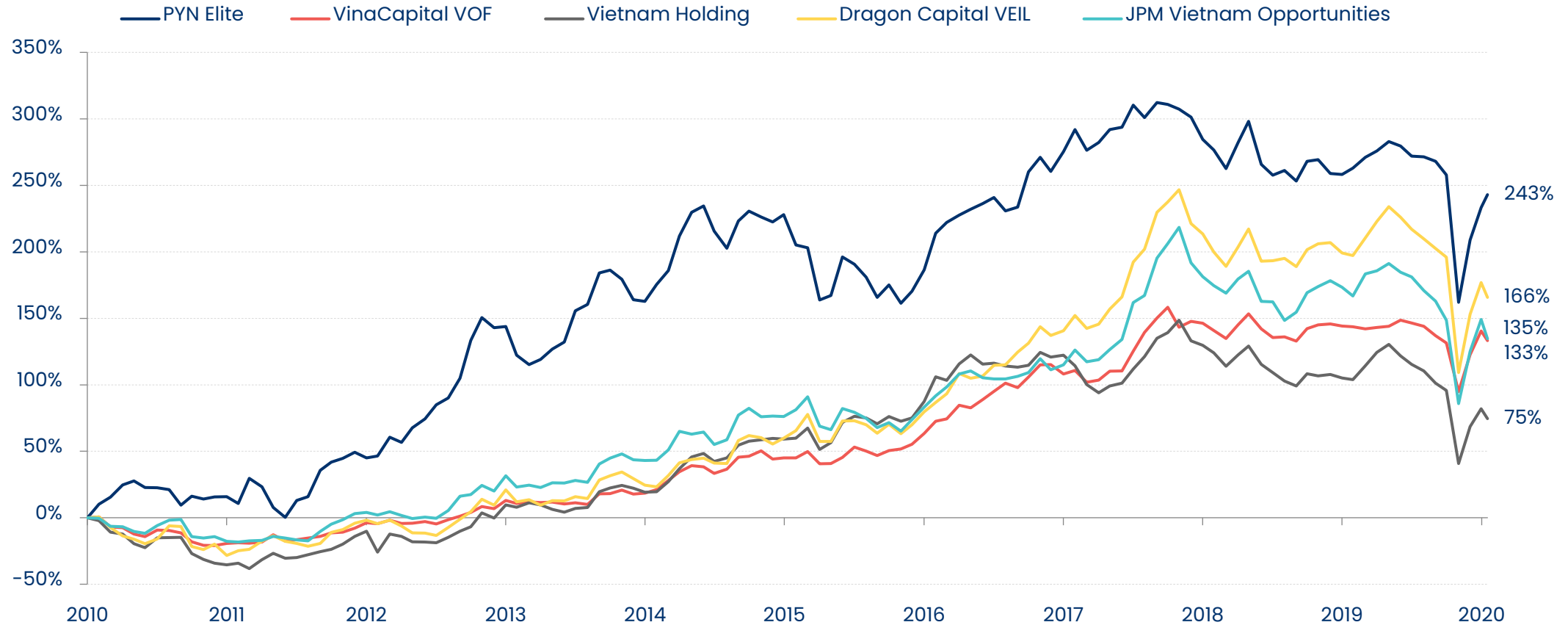
Region	2014	2015	2016	2017	2018	2019	Q1 2020
Finland	41.8	29.1	22.7	21.0	27.1	38.9	44.6
<b>Vietnam</b>	<b>48.4</b>	<b>49.9</b>	<b>63.3</b>	<b>41.6</b>	<b>34.8</b>	<b>33.1</b>	<b>25.5</b>
EU	55.7	53.1	63.4	54.4	63.6	59.6	67.5
US	38.7	52.4	59.7	51.0	110.6	70.4	83.2
Average all	46.2	46.1	52.3	42.0	52.1	50.5	55.2

(\*) Figures are excluding Banks

Source: Bloomberg, FiinPro, PYN Fund Management

Vietnamese companies are well prepared for fast growth even if financial markets turn to face more challenges in coming years.

# PYN Elite vs Vietnam Funds (in EUR)



Source: Bloomberg

PYN Elite fund has been able to combine macroeconomic analyses together with equity market valuations in timing when to enter a new market. This factor has favored PYN Elite fund switching from the Thai market to the Vietnam market in 2013, relative to Vietnam-only country funds.



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