

VinaCapital marks 15 years of investing in Vietnam at 2018 Investor Conference

HO CHI MINH CITY, 11 October 2018 – More than 130 guests gathered at the Park Hyatt Saigon this morning for the start of VinaCapital’s 2018 Investor Conference. Over the course of the two-day conference, guests will hear updates from the managers of VinaCapital’s key funds, as well as a range of speakers from companies operating in some of the country’s most promising sectors, including technology, property, logistics, healthcare, banking, and manufacturing. Additionally, the potential leading role Vietnamese companies could play in the growing global digital economy will be discussed by Sean Maher, Founder of Entext Economics.

“I am happy to welcome the record number of attendees to our conference. Many have attended in the past, but this year sees a number of new investors, underscoring Vietnam’s continued and growing attractiveness among the international financial community,” said Don Lam, Co-Founder and CEO of VinaCapital.

VinaCapital: 15 years, USD4 billion invested across 100+ companies and projects

This year’s investor conference also marks VinaCapital’s 15th anniversary. In the past decade and a half, VinaCapital has invested more than USD4 billion in more than 100 companies and projects. These investments have been via listed and private equity, venture capital, and real estate development. Additionally, VinaCapital built one of Vietnam’s first wealth management businesses, designed to offer increasingly affluent Vietnamese investors with alternative investment products. Today that part of the business has assets under management of approximately USD100 million.

Reflecting on the past 15 years, Mr. Lam stated, “Since VinaCapital opened its doors in 2003, the pace of change in Vietnam has been extraordinary. While the country’s economic potential has been long talked about, it’s really just in the past few years that it has started to realize that and develop in a strong and sustainable way.”

Andy Ho, VinaCapital’s Chief Investment Officer, noted that the opportunity to assist Vietnamese companies grow is one of the most satisfying elements of VinaCapital’s work: “Helping promising businesses grow and succeed – whether they are tech startups or more traditional companies – is one of the most exciting parts of what we do.”

Mr. Le Duc Nghia, Chief Executive Officer of An Cuong Woodworking JSC, said:

“VinaCapital has been invested in An Cuong for over three years and they have played an important role as both an investor and board member in helping the company further develop its business and attract new customers. They have also brought in outside advisors to help us grow into a more international company. VinaCapital has been and continues to be a valued and trusted partner to An Cuong.”

Dr. Nguyen Huu Tung, CEO of Tam Tri Medical JSC (and former CEO of Hoan My), noted:

“VinaCapital and its financial partner invested in Hoan My when we were financially weak. But they saw our potential and worked with us over a two-year period to put the company on sound financial footing. As a result of VinaCapital’s involvement, we were able to sell the majority of our six-hospital business at a very healthy valuation.”

Mr. Tran Le Nguyen, CEO of Kido Group, commented:

“VinaCapital and Kido have grown together. They were the first outside investor in our family-run confectionary company Kinh Do 15 years ago, and we were their first significant investment. They helped us acquire the Wall’s ice cream brand from Unilever and begin our transformation into one of

Vietnam's top consumer brands. VinaCapital continues to play an important role in Kido as we further grow our business."

On the property development side of the business, VinaCapital has been at the forefront of a number of notable projects in the country, including the Metropole Hotel in Hanoi; Danang Integrated Resort Development (Greg Norman Golf, Ocean Estates) and Azura condominium projects in Danang; Nine South Estates, Dai Phuoc Lotus, and the Garland in HCMC, to name a few. The company is also the driving force behind Hoiana, a USD4 billion integrated resort currently under construction in Quang Nam province in partnership with Suncity Group and other investors. Once completed, the project will feature three hotels, villas, restaurants, entertainment venues, and shopping, a casino, a full range of outdoor activities, and a golf course designed by the renowned Robert Trent Jones II. Additionally, the project will have an on-site hospitality training school. Once complete, Hoiana will employ thousands of local residents. Phase one is set to open in 2019.

In 2006, the VinaCapital Foundation was established with the goal of bettering the lives of underprivileged Vietnamese children through health and educational programs. Among the foundation's key programs are: A Brighter Path (which provides education, skills, and mentoring ethnic minority girls); Heartbeat Vietnam (which funds life-saving heart surgeries for children with congenital defects); Critical Response and Survive to Thrive (equipping clinics and hospitals with pediatric and neonatal care equipment, and staff with training).

"Perhaps the most gratifying part of the past decade has been to see the tremendous impact the VinaCapital Foundation has had on the lives of Vietnam's children and their families. VCF has directly improved the lives of over 377,000 people across Vietnam, and our researches estimate that nearly 6 million people have indirectly benefited from VCF's high value programs. None of this would be possible without the dedication of the foundation's staff and the enormous generosity of companies large and small, Vietnamese and foreign alike," said Mr. Lam.

"VinaCapital's achievements over the past 15 years are due to the work of more than one person. They come from the trust our investors and business partners place in us, and from the experienced and smart group of people who work here," said Mr. Lam. "The journey hasn't always been an easy one, but it certainly has been exhilarating, and I am looking forward to the company achieving a lot more over the next 15 years and beyond."

About VinaCapital

Founded in 2003, VinaCapital is a leading investment management and real estate development firm headquartered in Vietnam, with a diversified portfolio of USD1.8 billion in assets under management. The firm has two closed-ended funds that trade on the London Stock Exchange: the VinaCapital Vietnam Opportunity Fund Limited, which trades on the Main Market, and VinaLand Limited which trades on the AIM. VinaCapital also manages the Forum One - VCG Partners Vietnam Fund, one of Vietnam's largest open-ended UCITS-compliant funds, the Vietnam Access Fund, numerous segregated accounts, and three domestic funds. VinaCapital has joint ventures with Draper Fisher Jurvetson in venture capital (DFJV), and Warburg Pincus in hospitality and lodging (Lodgis). VinaCapital's expertise spans a full range of asset classes including capital markets, private equity, real estate, venture capital, and fixed income.

For more information about VinaCapital, please visit www.vinacapital.com.