



*The Premier investment solutions for sustainable prosperity*

# VIPS

*VinaCapital Investment Portfolio Services*

VinaCapital Investment Portfolio Services (VinaCapital VIPS) is a managed account product for Vietnamese and foreign high net-worth individuals, whose investments are managed under a particular strategy and maintained separately under a sub-account.



## INVESTMENT STRATEGY

- The portfolio consists entirely of listed equities and maximizes risk-adjusted returns for investors.
- The investment approach focuses on rigorous company fundamental research, leveraging our in-house research team and incorporating top-down macroeconomic and policy perspectives from the firm's analysts and senior leaders.

**VinaCapital Fund Management JSC**



## INVESTOR BENEFITS

- 1. Good chance of high returns with a strong track record:** VinaCapital has an established track record of delivering superior returns, outperforming the Vietnamese stock index over longer periods of time.
- 2. Managed risks:** The investment portfolio is structured to carefully balance risk and return.
- 3. Ownership of assets:** Each investor has a separate record of their sub-account under a general VIP aggregated account.
- 4. Dedicated service:** The portfolio is managed by experienced investment professionals who are supported by an in-house research team of 15 Vietnamese and foreign analysts.
- 5. Transparency and oversight:** Managed accounts are regulated by the State Securities Commission of Vietnam and overseen by independent custodian banks. Monthly reporting ensures investors are kept up-to-date on the portfolio's performance.



## TERMS AND CONDITIONS

<b>Minimum investment amount</b>	VND10 billion per contract
<b>Effective date</b>	The date on which the Mandated Assets are fully credited to the Custody Account.
<b>Investment term</b>	12 months and auto-renewal after that
<b>Return and principal settlement</b>	At the Termination Date
<b>Management fee</b>	1.5% p.a. of the Gross Asset Value of the Portfolio, collected on monthly basis
<b>Performance fee (*)</b>	Performance fee = 20% x ("NAV before Performance Fee at Calculation Date" – max ("Asset Threshold for Performance Fee Calculation", "HWM")) <i>Incurred if at the Calculation Date, NAV before Performance Fee is greater than "Asset Threshold for Performance Fee Calculation" and HWM. Calculation Date: the end of every 12-month period from Effective date and the Termination Date</i>
<b>Early withdrawal fee (applicable to first 12 months since effective date)</b>	1% (*) with notice at least thirty (30) calendar days prior to the Withdrawn/ Liquidation Date. <i>(*) On the value of the Mandated Assets withdrawn (or the entire value of the Mandated Assets at the time of termination in case of liquidation)</i>

(\*) To be explicit and detailed in contract; please see example illustrated underneath.

### Example of performance fee:

Period	Starting NAV	NAV before Performance Fee	HWM (*)	Asset Threshold for Performance Fee Calculation	Performance Fee	NAV after Performance Fee
1	100	120	100	110	20% (120 - 110) = 2	120 - 2 = 118
2	118	90	118	129.8	NA	90
3	90	125	118	99	20% (125 - 118) = 1.4	125 - 1.4 = 123.6
4	123.6	140	123.6	135.96	20% (140 - 135.96) = 0.81	140 - 0.81 = 139.19

(\*) High Water Mark is NAV after Performance Fee at the latest Calculation Date in which the Performance Fee is payable.



## PERFORMANCE

RETURN AS OF 30/09/2023	VIPS PORTFOLIO	VN-Index
YTD return	24.2%	14.6%
1-year net return	14.6%	1.9%
3 year annualized net return	23.2%	8.4%
3-year cumulative net return	87.0%	27.5%

(\*) All returns are net of management and performance fees