

Quarterly Report

Q3 2011

September 30th, 2011

During the third quarter, Vietnam Equity Holding (VEH) unaudited NAV per share increased 18.7% compared to a 5.5% increase of the VN Index in EUR terms (The VN Index decreased a 1.1% in VND terms over the quarter). The share price of VEH fell to €1.00, a 2.0% drop during Q3. Since inception, VEH NAV declined 17.9%, while the VN Index lost 62.4% in EUR terms over the same period.

Vietnam Property Holding (VPH) unaudited NAV per share decreased 10.1% in Q3. The share price of VPH fell to €1.02, a decrease of 26.1% during Q3. Since inception, VPH NAV per share decreased 27.4%.

	NAV per Share (€)	% Change in NAVPS			Share Price (€)	% Change in Share Price			Discount (%)	NAV (€)
		Quarterly	YTD	Since Inception		Quarterly	YTD	Since Inception		
VEH	1.92	18.7	-9.1	-17.9	1.00	-2.0	-47.4	-62.3	48.0	41,810,377
VPH	1.70	-10.1	-33.0	-27.4	1.02	-26.1	-39.6	-61.5	40.0	21,492,733

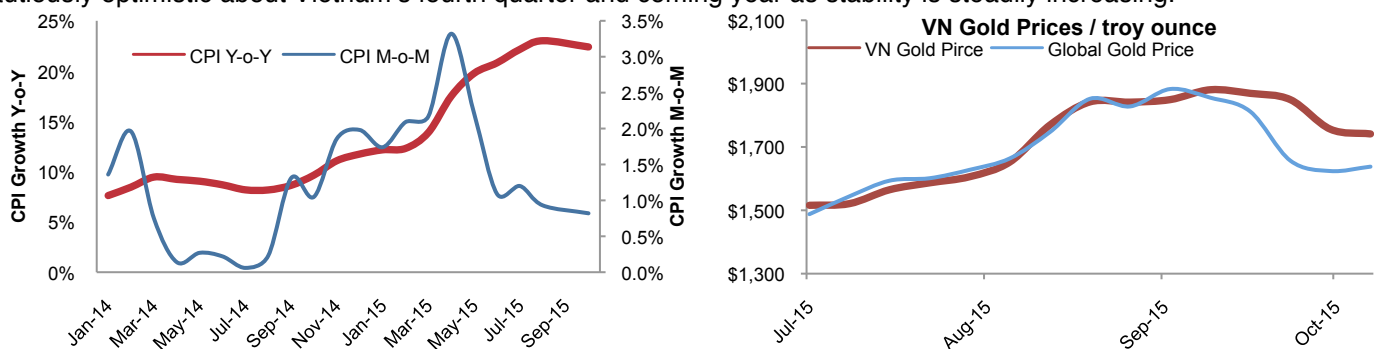
Summary

During Q1 and Q2 2011, the story coming out of Vietnam was accelerating growth of inflation and the government's response through high interest rates. As a result of these measures, Vietnam's GDP growth is estimated to reach 6.0% for 2011, lower than the average growth of 7.0% in 2000-2010. In Q3, the story shifted from out-of-control inflation to slowing inflation growth and speculation that credit growth may be loosened to keep the country from falling into stagflation. The possibility of easing raises concerns regarding a new round of inflationary pressure, particularly from the World Bank and IMF.

Inflation slowed sharply in Q3; evidencing a six month policy lag between the imposition of Resolution 11 and peak inflation. Annual inflation moved from 23% in August to 22.4% in September – a marginal decrease, but a significant decline in m-o-m from 1.2% in July to 0.36% in October. We project a continued downward trend to a yearly inflation growth rate of 19%. We believe that government will continue to restrain credit growth in order to maintain inflation to a 10-12% range for 2012. As a result of this slowing in inflation, the new State Bank of Vietnam (SBV) governor, Mr. Nguyen Van Binh – elected in July – proclaimed that he would work towards lowering lending rates to keep the country's economy from stalling while also keeping VND depreciation at less than 1% for the remainder of the year, all while making it clear that this was not a reversal of the current policy. Unfortunately, global economic forces may throw a curve ball at SBV plans.

The debate about raising the US debt ceiling, subsequent downgrading of US credit, paralysis in Congress, and the accelerating European debt crisis pushed global gold prices to new heights and volatility to similar levels. This development was magnified in Vietnam by a shortage of available gold with domestic gold prices soaring well above global prices on large speculation, sparking a rush towards the quasi-currency and US dollars, and out of VND causing it to depreciate. The SBV resorted to granting import quotas of gold to ease the pressure as well as supporting the VND by selling US dollars into the market. Underestimating the ease at which the Vietnamese shift investments, the SBV also imposed a deposit rate cap of 14% with the intention of lowering lending rates. Unfortunately, this pushed more money out of VND and into gold and USD as customers withdrew their deposits to find better/safer returns on their investments. This left smaller banks struggling to find liquidity and exposed the underlying weakness of the Vietnamese banking sector. A discussion about reforming/consolidating the banking system has recommenced.

Vietnam has a very difficult fourth quarter ahead of it even with the inflation issue easing. Though the fourth quarter and beginning of the subsequent year are typically periods of higher consumption, we are confident that inflation has moderated, barring any unforeseeable destabilizing events. We are also confident that the SBV will come close to accomplishing its goal of keeping VND depreciation at less than 1% for the rest of the year. It is likely that the SBV will either negligibly break its commitment for this year or announce a large devaluation at the beginning of next year due to continued FX instability and maturing dollar denominated loans taken out in the beginning months of 2011. Overall, we are cautiously optimistic about Vietnam's fourth quarter and coming year as stability is steadily increasing.



Equity Market Overview

The VN Index (VNI) experienced significant volatility during the third quarter as it first fell to lows previously seen in May (and rarely before that), then climbed to multi-month highs before falling again to close out the quarter with only a 1.1% decrease in VND terms (a 5.5% gain in EUR terms). From trough to peak, the VNI gained 25% in the space of 4 weeks before falling back to where it started. Volume on the VNI varied from anemic to strong and averaged about 27mn shares traded per day with foreign investors being net sellers for the quarter.

The initial fall through July can be attributed to volatility in the global setting due to the EU and US crises as well as a negative market sentiment due to rising inflation in Vietnam. The sharp fall in early August can be blamed on the instability in gold prices, but amidst the chaos, optimism spread in the market after the election of the new State Bank of Vietnam governor and his promises for lower lending rates and more liquidity. However, this optimism petered out when investors started to realize that a decrease in interest rates, even if it happened, would not have an immediately positive effect. Perhaps in an attempt to temper the optimism during the market rally, the IMF released a statement saying that the SBV should refrain from lowering interest rates as it would undo all of the progress made towards economic stability. By the end of September, the VNI was back at end of June levels.

Another factor that led to the strong rally was the liberalization of trading practices by the State Securities Commission (SSC) allowing the opening of multiple brokerage accounts and same day buying and selling of stocks in the same securities account. We believe that it took investors and institutions a couple weeks to figure out how to best utilize these new capabilities before contributing to the large increase in liquidity and the strong but temporary rally in the stock market.

Looking forward, we are worried that a lack of liquidity will continue to affect the market. The depreciation of the VND as well as a stronger, healthier banking system are factors that the SBV must deal with in order to prompt future sustainable growth in the stock market. However, the slowing of inflation is a critical factor that demonstrates that the Government's efforts in stabilizing the macroeconomic situation through Resolution 11 has attained initial results, thus we are optimistic that improvements in the macroeconomic setting will continue and eventually lead to a rally in the near future. Nevertheless, we forecast that the equity market will not improve until the macroeconomy is on sure footing, and this could take a while.

The VN Index – Q3 2011



Source: Bloomberg

Foreign Investors Net Buy on HOSE

Date	Volume (Mn Shares)	Value (US\$ Mn)
Q3 2011	-32.7	-50.5
Sep – 2011	-33.6	-47.8
Aug – 2011	2.3	-9.1
Jul – 2011	-1.4	6.5
Q2 2011	8.4	75.7
Jun – 2011	-17.1	38.5
May – 2011	7.0	-0.7
Apr – 2011	18.5	38.0
Q1 2011	46.1	73.2

Source: HOSE (www.hsx.vn)

Real Estate Market Overview

The real estate market continued to underperform in the third quarter due to high interest rates and the restriction of credit to the real estate sector in order to slow the growth of inflation. In addition to the low liquidity in the market, several segments continue to be oversupplied, most notably the office and apartment segments. In the apartment segment, many developers have started heavily promoting their projects by offering large discounts and incentives to entice customers to purchase entire units up-front, in one payment. These efforts have not shown immediate success, as it remains difficult to find customers with the kind of capital or access to bank loans to purchase the units.

It is becoming clearer that the high rate of inflation has significantly cut into the purchasing power of the public, and this has hurt the retail segment. Official statistics show that retail sales have grown 22.8% y-o-y, however the General Statistics Office of Vietnam (GSO) has stated that real retail sales have only grown 3.9% when accounting for inflation. This low growth, in addition to an increase of space available for retail sales, has negatively affected this traditional mainstay of the Vietnam market.

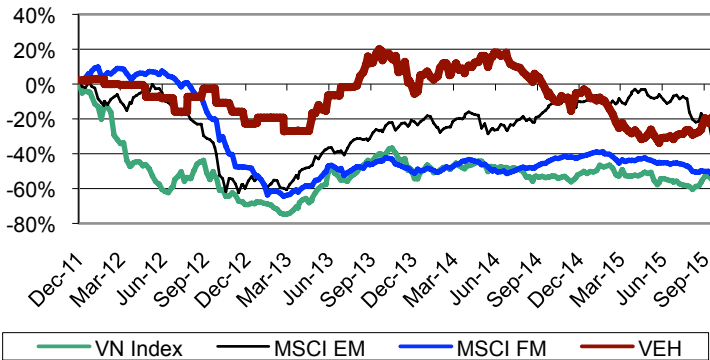
Listed real estate stocks predictably also underperformed throughout the quarter due to low liquidity and a perception that the problems of the real estate market extend to all participants. Even companies with substantial cash and without debt have taken a hit despite the fact that they are inherently healthier than their bloated counterparts searching for ways to offload units.

Nonperforming loans are becoming a serious concern as they put many small banks in a difficult financial position. Many of these banks were started to benefit from the rise of the property market and are now facing a crisis of liquidity as developers fall behind on their loans due to low sales volume and high interest rates. The deposit rate cap imposed by the SBV is a main factor behind the exposure of weakness as customers dissatisfied with the low deposit rate withdraw their savings to invest in other assets, generally gold. The response has been calls for consolidation of the sector, not an easy undertaking but a necessary one.

Given that it took six months from the implementation of Resolution 11 to cause a deceleration of inflation, we can conservatively predict that the same amount of time will be needed for the property market to somewhat recover from its current troubles, and that is for the segments that are not oversupplied. Several segments continue to hold their strength, most notably villas and townhouses, and affordable housing. The ease of access to mortgages has been increasing, however the high interest rates are keeping people away from loans for real estate. Thus, we predict that the real estate market will continue to see low rates of absorption into 2012 until interest rates start to decrease. At this point, a large pent-up demand for housing will emerge.

Vietnam Equity Holding (VEH) Performance

In Q3 2011, Vietnam Equity Holding (VEH)'s NAV per share increased 18.7% to €1.92 from €1.62 at the end of Q2 2011, compared to a 5.5% gain in the VN Index in Euro terms. Since inception, VEH's NAV has declined 17.9% versus a 62.4% decline of the VN Index in EUR terms.

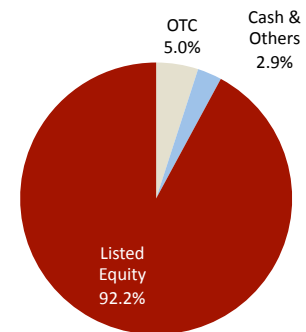
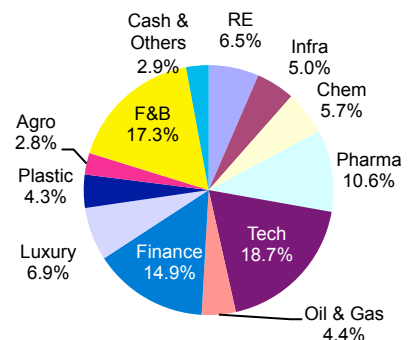


VEH Strategy

VEH remains predominantly invested in listed equities, which represent 92% of the total NAV, while 5% is invested in the OTC market.

VEH's strategy is to source reasonably priced small-to-mid cap companies that demonstrate high growth potential. VEH prefers companies with significant exposure to the domestic market that can capitalize on the strong growth of Vietnamese middle class consumption.

Portfolio by Sector and Asset Allocation



Performance (%)	Q2 2011	Q3 2011	YTD	12 Months Prior	Inception
VEH NAV	-3.5	18.7	-9.1	-11.8	-17.9
VEH Share Price	-24.4	-2.0	-47.4	-35.9	-62.3
VN Index in EUR	-6.6	5.5	-17.1	-10.3	-62.4
MSCI EM Index in EUR	-4.4	-16.8	-23.6	-16.6	-21.7
MSCI FM Index in EUR	-5.1	-5.0	-20.4	-12.5	-47.2

	May-11	Jun-11	Jul-11	Aug-11	Sep-11
Total NAV	33,658,625	35,229,661	37,204,150	38,317,898	41,810,377
NAV per Share (€)	1.55	1.62	1.71	1.76	1.92

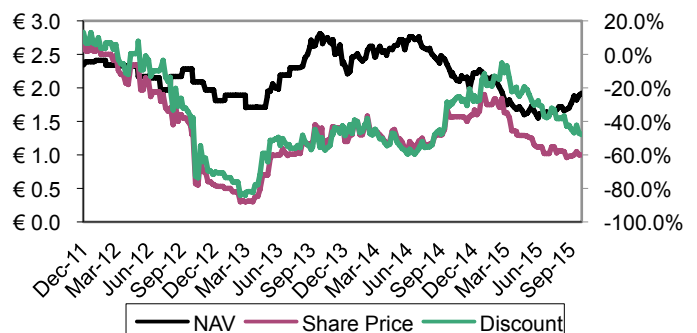
VEH Portfolio Performance

VEH outperformed the VN Index in EUR terms during Q3 due to a rise in large-cap portfolio prices caused by heavy investment flows into this limited number of liquid stocks to mitigate the risks accompanying a volatile market. Currently, VEH's top holdings are several of these blue-chip stocks, thus, the fund was ideally positioned to take advantage of this investment concentration.

About Vietnam Equity Holding

Vietnam Equity Holding (VEH) is an investment fund established as a closed-end company listed on the Frankfurt Stock Exchange and Xetra. The objective of VEH is to maximize capital appreciation by making equity investments in promising listed, pre-listing and private companies in Vietnam. VEH was ranked as the No. 1 performing Vietnam focused equity fund in 2008 by LCF Rothschild. For more information, please visit www.saigonam.com

Structure	Cayman Islands registered closed-end fund
Funds launch	November 2007
Duration	5 Years (subject to shareholder vote for extension)
Fiscal Year End	31 December
Listed	Frankfurt Stock Exchange (FSE) and Xetra
NAV Frequency	Monthly
Management Fee	2% of NAV
Performance Fee	20% of gains over 8% hurdle with high water mark
Investment Manager	Saigon Asset Management
Auditor	Grant Thornton
Legal Counsel	Reed Smith LLP / Appleby
Administrator Custodian	Deutsche Bank (Cayman) Ltd Deutsche Bank AG, Ho Chi Minh City Branch
Clearing/Settlement	Euroclear or Clearstream
Market Makers	886 AG +49 6101 98861 18, www.886ag.de LCF Rothschild +44 207 845 5900, www.lcfr.co.uk
Bloomberg	3MS:GR
Reuters	3MS.DE
ISIN	KYG936251043
German Securities	AOM12V



VEH Top Portfolio Holdings

1. Vinamilk (VNM)

Vinamilk is the largest dairy company in Vietnam with 39% market share (2010). The company has consistently delivered a solid performance over the last 5 years with revenue growth around 20%, profit growth around 40%. VNM is the only Vietnamese company that is listed in Forbes Asia list "Best Under A Billion."

It is likely that Vinamilk's sales growth will remain high well into the future due to demographic factors (i.e. young adults getting married and having children), Vietnam's current low per capita milk consumption (about 1/5 the world average), and the strong brand name Vinamilk has built.

Vinamilk attained revenue growth of 5% q-o-q in Q3 though the gross margin declined due to rising raw material input costs. Net income and EPS also fell due to this decline in gross margin. Sales for the year have grown 35% due to volume growth of about 15% and price increase of 20%. Vinamilk paid its first cash dividend at the end of Q3 at VND 2,000/share and a total cash payment of VND 740bn. The company will also offer bonus shares to existing shareholders at a ratio of 2:1 in early December 2011.

Vinamilk's successful joint-venture with Miraka Limited (New Zealand) culminated in the high-quality powdered milk factory coming into operation at the end of August 2011. Other factories in Vietnam are also being built to continue to increase Vinamilk's capacity.

2. FPT Corporation (FPT)

FPT dominates Vietnam's technology industry with four core businesses: Systems Integration, Telecommunications, Software Outsourcing, and IT & Mobile Phone Distribution. Achieving a net earnings growth rate of 20% per annum over the last 10 years, the company also has one of the most highly-respected management teams in Vietnam. The company is trading at a trailing P/E ratio 5of 7.1.

In Q3 of 2011, the company's q-o-q revenue fell approximately 8% due to a 14% decline in its Distribution business and a 19% decline in its IS business. Gross margin increased slightly as the high-margin Telecom and Software businesses took a larger percentage of the total sales for the quarter. Y-o-Y growth is still strong at 12% due to high growth during earlier quarters in all of its businesses. The company has had significant growth in Japan, APAC, and USA, though predictably, expenses increased with this growth in international markets, especially with the appreciation of Japan's Yen.

FPT is currently reviewing plans to repurchase VND 1,000bn bonds with warrants at the end of the year at a negotiated price with bond holders. The company is still in the process of recovering its VND 708bn deposit for the EVN Telecom deal, and it is likely that FPT will recover most of it in Q4 2011 when EVN Telecom is transferred to Viettel, a major telecommunications company.

VNM Key Share Data @ 30 September 2011

Market Capitalization (\$mn)	2,319
Share Price 30 September 2011 (VND)	125,000
Share Price 30 June 2011 (VND)	109,000
Trailing P/E	11.7
Outstanding shares (mn)	371
Dividend Yield 2011 (%) ^(*)	2%
52-week High ^(**) (VND)	131,000
52-week Low ^(**) (VND)	82,000
Average Daily Volume ^(**)	70,806

(*) Based on cash dividend payment plan in AGM 2011
(**) Bloomberg

Income Statement Summary (billion VND)

	Q2 2011	Q3 2011
Revenue	5,420	5,697
COGS	3,719	4,024
Gross profit	1,702	1,673
Gross margin	31.4%	29.3%
Operating Profit	1,169	1,049
Operating margin	22%	18%
Net profit	1,107	1,062
Net margin	20.4%	18.6%

FPT Key Share Data @ 30 September 2011

Market Capitalization (\$mn)	556
Share Price 30 September 2011 (VND)	51,500
Share Price 30 June 2011 (VND)	48,000
Trailing P/E	7.1
Outstanding shares (mn)	216
Dividend Yield 2011 (%) ^(*)	3%
52-week High ^(**) (VND)	73,800
52-week Low ^(**) (VND)	40,500
Average Daily Volume ^(**)	264,567

(*) Based on cash dividend payment plan in AGM 2011
(**) Bloomberg

Income Statement Summary (billion VND)

	Q2 2011	Q3 2011
Revenue	7,115	6,532
COGS	5,824	5,228
Gross profit	1,291	1,244
Gross margin	18.1%	19.0%
Operating Profit	656	579
Operating margin	9.2%	9.0%
Net profit	553	540
Net margin	7.7%	8.2%

VEH Top Portfolio Holdings

3. *Hau Giang Pharmaceutical Joint Stock Company (DHG)*

DHG is the top company in Vietnam's pharmaceutical industry with 11% market share of locally manufactured drugs. The company owns a wide distribution network with 9 subsidiaries, 30 branches, 2 agencies and 61 drug stores located throughout Vietnam as well as a portfolio of strong brand names including Hapacol (paracetamol), Aticef (antibiotic) and Eugica (herbal remedy), etc. For the last 5 years DHG's sales growth outpaced the industry and the company ran out of production capacity sooner than anticipated. In September 2011, the company was listed as one of the top performing SME's in Asia-Pacific by Forbes magazine.

To expand its capacity DHG has completed the land filling for its new factory at Tan Phu Thanh industrial park and has settled the land acquisition costs and other expenses. This new factory is expected to come into operation in early September 2012.

In Q3 of 2011, revenue fell 3% due to sales volume drop. Gross margin fell during the quarter to 46% due to soaring input costs and flat prices. The selling expenses/Sales was further reduced from 25% in Q1, to 20% in Q2, and finally 18% in Q3 due to a 12% cut in marketing activities. Sales are forecasted to grow through the rest of the year from volume growth and price increases. However, net income and EPS are projected to grow more slowly than sales growth due to rising input costs.

4. *Sacombank (STB)*

Sacombank is the 4th largest bank in Vietnam and the second largest privately owned bank after Asia Commercial Bank (ACB) and widely perceived as being one of the two best managed banks in Vietnam, the other being ACB. It is one of the most aggressive banks and has expanded assets by over 60% CAGR for the last 4 years. It has the largest retail network with over 250 offices nationwide and a very strong customer base, and is planning to open its first branch in Cambodia in early October.

In Q3 2011, net interest income increased 18%, though net income and EPS were flat. The bank has started to set aside for bad debts as the number of overdue loans tripled during the quarter, though it still has the lowest ratio of NPLs at 0.6%.

In July 2011, the SBV approved for STB to increase its chartered capital from VND 9,179 billion to VND 10,740 billion by issuing additional shares at ratio 100:15 to existing shareholders and 100:2 to employees at par.

DHG Key Share Data @ 30 September 2011

Market Capitalization (\$mn)	216
Share Price 30 September 2011 (VND)	66,500
Share Price 30 June 2011 (VND)	57,000
Trailing P/E	9.7
Outstanding shares (mn)	65
Dividend Yield 2011 (%) ^(*)	4%
52-week High ^(**) (VND)	69,500
52-week Low ^(**) (VND)	42,300
Average Daily Volume ^(**)	23,903

^(*) Based on cash dividend payment plan in AGM 2011
^(**) Bloomberg

Income Statement Summary (billion VND)

	Q2 2011	Q3 2011
Revenue	584	567
COGS	298	306
Gross profit	286	262
Gross margin	48.9%	46.2%
Operating Profit	125	113
Operating margin	21.4%	20.0%
Net profit	121	102
Net margin	20.7%	17.9%

STB Key Share Data @ 30 September 2011

Market Capitalization (\$mn)	656
Share Price 30 September 2011 (VND)	14,300
Share Price 30 June 2011 (VND)	12,000
Trailing P/E	7.7
Outstanding shares (mn)	918
Dividend Yield 2011 (%) ^(*)	10%
52-week High ^(**) (VND)	15,400
52-week Low ^(**) (VND)	10,100
Average Daily Volume ^(**)	1,500,588

^(*) Based on cash dividend payment plan in AGM 2011
^(**) Bloomberg

Income Statement Summary (billion VND)

	Q2 2011	Q3 2011
Revenue	-	-
COGS	-	-
Gross profit	1,535	1,805
Gross margin	33.5%	18%
Operating Profit	789	814
Net profit	516	439

VEH Top Portfolio Holdings

5. Phu Nhuan Jewelry JSC. (PNJ)

Phu Nhuan Jewelry JSC. (PNJ) is an up and coming Vietnamese jewelry brand and is already the second largest jewelry company in Vietnam, after Saigon Jewelry company (SJC). The company has three product lines targeting the “mass market” segment: PNJ Gold (mass market), PNJ Silver (youth market), and Cao Fine (exclusive market). With Vietnam’s only mass production jewelry factory and a nationwide distribution network of 138 outlets and over 3,000 distributors, PNJ is on a strong growth path. In September 2011, PNJ’s Chairwoman and CEO was selected as one of the top 24 CEOs in Vietnam by Ernst & Young.

This quarter, PNJ benefitted from the increase in gold trade stemming from the rise in global gold prices and continuing inflation. Many Vietnamese have invested in gold due to its obvious economic value as demand for the commodity rises while mitigates their loss of purchasing power with the VND.

To curb the gold trade, the SBV has issued a Decree effective December 1st 2011, which stipulates that only SJC is permitted to produce gold bars. All other jewelry companies must trade the bars they already own or bars produced by SJC, thus we expect to see a fall in the gross margin in the coming quarter.

However, PNJ’s products have mass appeal and have attracted the attention of foreigners after being added to the FTSE Vietnam All-Share Index, fueling future appeal for this stock.

PNJ Key Share Data @ 30 September 2011

Market Capitalization (\$mn)	117
Share Price 30 September 2011 (VND)	39,000
Share Price 30 June 2011 (VND)	27,600
Trailing P/E	10.5
Outstanding shares (mn)	60
Dividend Yield 2011 (%) ^(*)	6%
52-week High ^(**) (VND)	39,000
52-week Low ^(**) (VND)	19,700
Average Daily Volume ^(**)	117,193

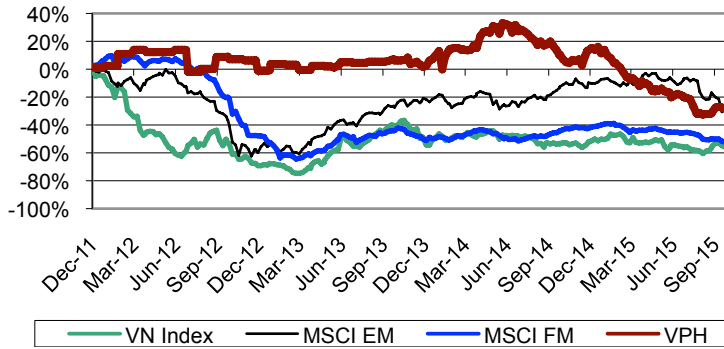
(*) Based on cash dividend payment plan in AGM 2011
 (**) Bloomberg

Income Statement Summary (billion VND)

	Q2 2011	Q3 2011
Revenue	4,542	6,498
COGS	4,402	6,301
Gross profit	141	197
Gross margin	3.1%	3.0%
Operating Profit	61	102
Operating margin	1.3%	1.1%
Net profit	54	51
Net margin	1.4%	1.6%

Vietnam Property Holding (VPH) Performance

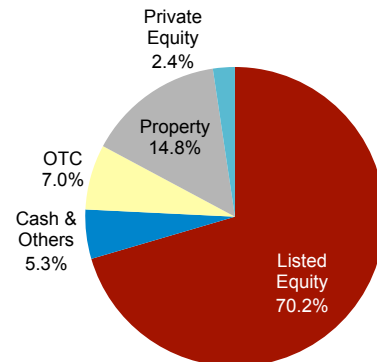
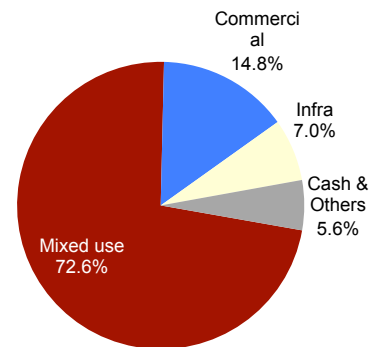
During Q3 2011, Vietnam Property Holding (VPH)'s NAV per share fell 10.1% to €1.70 from €1.89 at the end of Q2 2011. Since inception, VPH's NAV per share has decreased by 27.4% compared to a fall in the VN Index of 62.4% in EUR terms.



VPH Strategy

VPH's strategy remains unchanged with asset allocation dominated by listed real estate stocks. However, the Investment Manager is aggressively rebalancing the portfolio into highly liquid and undervalued micro and small cap real estate stocks. Selection requires strong fundamentals and favorable risk/reward ratios to capture potential upside gains in an anticipated start of a bull market.

Portfolio by Sector and Asset Allocation



Performance (%)	Q2 2011	Q3 2011	YTD	12 Months Prior	Inception
VPH NAV	-11.8	-10.1	-33.0	-34.1	-27.4
VPH Share Price	-14.8	-26.1	-39.6	-34.6	-61.5
VN Index in EUR	-6.6	5.5	-17.1	-10.3	-62.4
MSCI EM Index in EUR	-4.4	-16.8	-23.6	-16.6	-21.7
MSCI FM Index in EUR	-5.1	-5.0	-20.4	-12.5	-47.2

	May-11	Jun-11	Jul-11	Aug-11	Sep-11
Total NAV	24,587,357	23,897,650	20,049,121	20,460,475	21,492,733
NAV per Share (€)	1.95	1.89	1.59	1.62	1.70

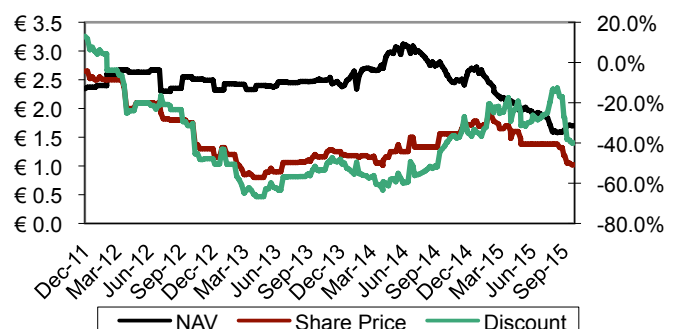
VPH Portfolio Performance

A 10.1% decrease in NAV in Q3 2011 was attributed to a decline in the market value of the listed portfolio. This was driven by negative market sentiment towards real estate because of regulations that restrict the growth of the sector and its sources of financing. These regulations have caused many real estate companies to fall into debt with the banks that were financing the projects.

About Vietnam Property Holding (VPH)

Vietnam Property Holding (VPH) is an investment fund established as a closed-end company listed on the Frankfurt Stock Exchange and Xetra. The objective of VPH is to maximize capital gains from investing in a diversified portfolio of real estate projects and companies in Vietnam. VPH was ranked as the No. 1 performing Vietnam focused real estate fund in 2009 by LCF Rothschild. For more information, please visit www.saigonam.com

Structure	Cayman Islands registered closed-end funds
Funds launch	November 2007
Duration	5 Years (subject to shareholder vote for extension)
Fiscal Year End	31 December
Listed	Frankfurt Stock Exchange (FSE) and Xetra
NAV Frequency	Monthly
Management Fee	2% of NAV
Performance Fee	20% of gains over 8% hurdle with high water mark
Investment Manager	Saigon Asset Management
Auditor	Grant Thornton
Legal Counsel	Reed Smith LLP / Appleby
Administrator Custodian	Deutsche Bank (Cayman) Ltd Deutsche Bank AG, Ho Chi Minh City Branch
Clearing/Settlement	Euroclear or Clearstream
Market Makers	886 AG +49 6101 98861 18, www.886ag.de LCF Rothschild +44 207 845 5900, www.lcfr.co.uk
Bloomberg	3MS:GR
Reuters	3MS.DE
ISIN	KYG936251043
German Securities	A0M12V



VPH Portfolio Holding

1. NBB Investment Corporation (NBB)

NBB is a leading affordable property developer and infrastructure contractor affiliated with CIENCO 5, a state-owned construction company under the Ministry of Transportation. NBB is also the owner of large-scale projects in construction, titanium mining, hydro-power, and mineral water. The company owns over 100ha of cleared residential land acquired at low cost in attractive locations in HCMC, as well as 520ha of land in the process of compensation.

In Q3 of 2011, the revenue increased by 6% (q-o-q) due to better sales collection for the Carina project also resulting in gross margin increasing slightly from 24% in Q2 to 25% in Q3. Because NBB recorded a profit of VND 37bn by transferring 40% of equity position in NBB I project in Q2, net margin was pushed up to 40%, whereas in Q3 it came back down to 8%.

SAM actively acts as financial consultant to NBB for the purpose of seeking co-investment partners for the three projects in Quang Ngai and NBB II project in HCMC.

2. Vinaconex TDC – Mo Plaza, Property, Hanoi

Mo Plaza is a 25-storey mixed-use retail, office, and condo project located on a 14,700 square meter plot in the central business district of Hanoi. The construction will produce 86,000 square meters gross floor area (GFA), consisting of 24,000 square meters of retail space, 47,000 square meters of office space, and 90 condo units to be sold on a 50-year leasehold basis.

Construction is on schedule and using the proceeds from pre-sales, the five-storey retail podium and five levels of the office and apartment block were completed during Q3. Proceeds from pre-sales have been the primary means of finance, however in Q3, some debt was taken on to finance some operating expenses. This debt was fully paid off by October 2011, thus Mo Plaza is back to having no debt and is on track to be completed by September 2012.

Due to tough real estate market conditions from high lending rates and very little access to financing for real estate, there has been limited interest of tenants searching for office space in Mo Plaza. We expect that as macroeconomic conditions brighten, interest in Mo Plaza will pick up.

NBB Key Share Data @ 30 September 2011

Market Capitalization (\$mn)	43
Share Price 30 September 2011 (VND)	47,500
Share Price 30 June 2011 (VND)	64,500
Trailing P/E	12.6
Outstanding shares (mn)	18
Dividend Yield 2011 (%) ^(*)	3.4%
52-week High ^(**) (VND)	89,500
52-week Low ^(**) (VND)	39,500
Average Daily Volume ^(**)	11,482

^(*) Based on cash dividend payment plan in AGM 2011

^(**) Bloomberg

Income Statement Summary (billion VND)

	Q2 2011	Q3 2011
Revenue	78	82
COGS	59	62
Gross profit	18	20
Gross margin	24%	25%
Operating Profit	7	14
Operating margin	8%	17%
Net profit	34	7
Net margin	44%	8%

VPH Portfolio Holding

3. Century 21 JSC (C21)

C21 is a leading local property developer that has its historical roots in one of the most influential media groups in the country, Tuoi Tre newspaper. The company focuses on the development of affordable housing, operation of commercial and hospitality properties, and owns over 185ha of cleared residential land acquired at low cost in prime locations in HCMC. This includes one fully occupied grade C office building in District 3. The Company also owns 166ha of clear resort land near Nha Trang that includes the Thap Ba resort, a popular mineral bath resort. The project has a 24% CAGR and attracts more than 40% of all the tourists visiting Nha Trang.

In Q3 2011, the revenue decreased 39% (q-o-q) due to no revenue coming in from residential project Song Giong, and a slight decrease in revenue coming from office leases, though the company posted better performance at its resorts, Thap Ba and Mom Da Chim. Year-on-year, the company posted a 35% increase in revenue due to increased sales collection at the resorts and from earlier sales of the Song Giong project. Debt-to-assets ratio remains low at 0.2x and the company has no bank debt as of the end of Q3 2011.

4. Savimex (SAV)

Savimex is one of the leading wooden furniture manufacturers in Vietnam and is affiliated with SATRA, one of the largest state-owned trading groups. The company has a 34ha clear residential land bank, acquired at low cost. SAM has been actively engaged in restructuring the wooden furniture business and speeding up real estate project development for the 5.2ha Phu My condo project. SAM coordinated with SAV's management team to prepare a restructuring plan for approval by the BOD at the end of Feb 2011.

SAM has become an active member of the newly established restructuring board of SAV and is actively assisting the company in restructuring and increasing corporate governance. In addition to helping SAV recruit a CFO, SAM has interviewed and short-listed candidates to aid in restructuring the wooden furniture business. SAM is also actively preparing and implementing the marketing and sales effort for the remaining 42 condos in the Ngoc Lan project, to be launched by year-end 2011.

Q3 2011 revenue increased 62% over Q2 2011 due to an increase in furniture sales to Japan also leading to a y-o-y revenue increase of 27%. Q3 gross margin also increased to 12% due to this increase in sales however, inflation causing input prices to rise coupled with a change in the labor compensation policy has pushed y-o-y gross margin down to 11% from 16%. Overall, the increase in exports to the Japanese market has led to a healthy increase in revenue.

C21 Key Share Data @ 30 September 2011

Market Capitalization (\$mn)	17
Share Price 30 September 2011 (VND)	17,600
Share Price 30 June 2011 (VND)	27,000
Trailing P/E	4.6
Outstanding shares (mn)	19.3
Dividend Yield 2011 (%) ^(*)	9%
52-week High ^(**) (VND)	28,000
52-week Low ^(**) (VND)	15,700
Average Daily Volume ^(**)	23,353

(*) Based on cash dividend payment plan in AGM 2011
(**) Bloomberg

Income Statement Summary (billion VND)

	Q2 2011	Q3 2011
Revenue	60	37
COGS	18	12
Gross profit	42	25
Gross margin	71%	68%
Operating Profit	35	17
Operating margin	59%	46%
Net profit	27	12
Net margin	45%	34%

SAV Key Share Data @ 30 September 2011

Market Capitalization (\$mn)	11
Share Price 30 September 2011 (VND)	22,800
Share Price 30 June 2011 (VND)	28,500
Trailing P/E	94.4
Outstanding shares (mn)	9.9
Dividend Yield 2011 (%) ^(*)	4.4%
52-week High ^(**) (VND)	35,600
52-week Low ^(**) (VND)	17,200
Average Daily Volume ^(**)	2,509

(*) Based on cash dividend payment plan in AGM 2011
(**) Bloomberg

Income Statement Summary (billion VND)

	Q2 2011	Q3 2011
Revenue	77	124
COGS	70	109
Gross profit	7	15
Gross margin	9%	12%
Operating Profit	-7	2
Operating margin	-9%	1%
Net profit	0	0.9
Net margin	-1%	1%

VPH Portfolio Holding

5. Phu My Bridge Corporation (PMC) – OTC Investment

The Phu My Bridge Corporation is the project owner of the Phu My Bridge, the largest suspension bridge in South Vietnam linking District 2 and District 7 of HCMC. Because the bridge cuts an hour off the drive from the port area to downtown HCMC and connects the east and west of southern Vietnam, the Government took an active role in this key Build Operate Transfer (BOT) infrastructure project.

The issue about the condition and upkeep of the approach roads to the bridge has not been resolved and has resulted in no change of the amount of vehicles using the bridge q-o-q. There is currently a disagreement between PMC and the City Government over whether the upkeep of the road should be deducted from the advance payment the City Government owes to PMC.

A new regulation on the movement of over-sized trucks (>2.5 tons) within the city is to be put in effect on November 1st 2011, and will restrict their movement in a way that would benefit the Phu My Bridge. These over-sized trucks will not be allowed to pass through District 4 and then over the Saigon Bridge during the hours of 6am-12am and thus must pass over the Phu My Bridge, resulting in an increase in traffic.

PMC Key Share Data @ 30 September 2011

Market Capitalization (\$mn)	59
Share Price 30 September 2011 (VND)	15,900
Share Price 30 June 2011 (VND)	15,900
Trailing P/E	-
Outstanding shares (mn)	75
Dividend Yield 2011 (%) ^(*)	0
52-week High ^(**) (VND)	-
52-week Low ^(**) (VND)	-
Average Daily Volume ^(**)	-

(*) Based on cash dividend payment plan in AGM 2011
 (**) Bloomberg

Income Statement Summary (billion VND)

	Q2 2011	Q3 2011
Revenue	17	18
COGS	3	3
Gross profit	14	15
Gross margin	82%	82%
Operating Profit	10	11
Operating margin	62%	64%
Net profit	4	0.3
Net margin	21%	2%

About Saigon Asset Management

Established in 2007 and based in Ho Chi Minh City, SAM manages Vietnam Equity Holding (VEH) and Vietnam Property Holding (VPH), and employs over twenty professionals with diverse international financial backgrounds and proven track records.

- **Inception:** August 2007
- **AUM at Inception:** US\$125mn
- **Incorporated:** Cayman Islands
- **Main Office:** Ho Chi Minh City, Vietnam
- **Business Models:**
 - Fund Management
 - Trading and Investment, US-Vietnam (2012)
- **Track Record and Pertinent Info:**
 - Vietnam Equity Holding (VEH)
 - No. 1 performing equity fund in 2008 (*) and best performing equity fund since 2007
 - Focus on small to mid cap equities
 - Key Portfolio Holdings: VNM, FPT, DHJ, STB, PNJ
 - Vietnam Property Holding (VPH)
 - No. 1 performing property fund in 2009 (*)
 - Focus on listed real estate companies with large land banks
 - Key Portfolio Holdings: NBB, Mo Plaza, C21, SAV, PMC
- **Management:**
 - Louis Nguyen – Chairman & CEO
 - Peter Dinning – Senior Managing Director of Real Estate Investment
 - Henrik (Hien) Vu – Managing Director of Real Estate Investment
 - Chinh Hoang – Director of Equity Investment
 - Huy Do – Executive Vice Chairman
 - Kevin Flaherty – Managing Director of Energy & Natural Resources Investments
 - Antony Nezcic – Director of Economics