INDOCHINA CAPITAL
Investing in Vietnam's Future

MONTHLY NEWSLETTER November 2025

Indochina Capital is one of Vietnam's leading investment firms. Founded in 1999, ICC has two divisions:

Asset management:	Exclusive focuses on listed Vietnam equities
Real estate:	Property development, investment, and advisory

Indochina Equity Model Portfolio

Portfolio Manager	Diep Nguyen (14 years managing the strategy)
Number of Investments	14
Median Portfolio Market Cap	$4.59 bn

Strategy

The firm's long-term active fundamental investment philosophy is supported by bottom-up company analysis complemented by a top-down overlay. The success of ICC's high conviction and disciplined strategy hinges upon close and consistent engagement with its portfolio companies.

	2025f	2026f
EPS Growth	30.88%	36.63%
P/E Ratio	30.96	20.63

Performance

	1 Month	YTD	3 Year (CAGR)	5 Year (CAGR)	10 Year (CAGR)
Indochina Capital	**-0.74%**	**10.66%**	**15.65%**	**10.84%**	**12.25%**
VN Index	2.88%	29.14%	14.78%	8.20%	9.67%
MSCI FM	0.79%	35.21%	14.48%	5.88%	3.56%
MSCI EM	-2.47%	27.10%	12.03%	2.55%	5.32%
S&P 500	0.13%	16.45%	18.85%	13.59%	12.65%

Manager's Comment

- ***The VN-Index*** advanced to 1,691 in November on the back of shrinking liquidity. The market was driven by a few selected large caps, notably the Vingroup stocks.
- The VN-Index's gain in November was primarily driven by Vingroup stocks (VIC, VHM, VRE), while the broader market declined by 1.14% on average. ***Our portfolio recorded an average loss of 0.74%***, reflecting our underweight of the Vingroup stocks (7.01% vs. 18.71% in the VN-Index).
- Seasonally tight liquidity may drag until Tet holidays (February 2026) and may exert negative impact on the overall stock market. However, the longer-term outlook remains intact with continued expansionary fiscal and monetary policies to enable Vietnam's ambitious GDP growth target of 10% pa.

Top 10 Holdings (68% of NAV)

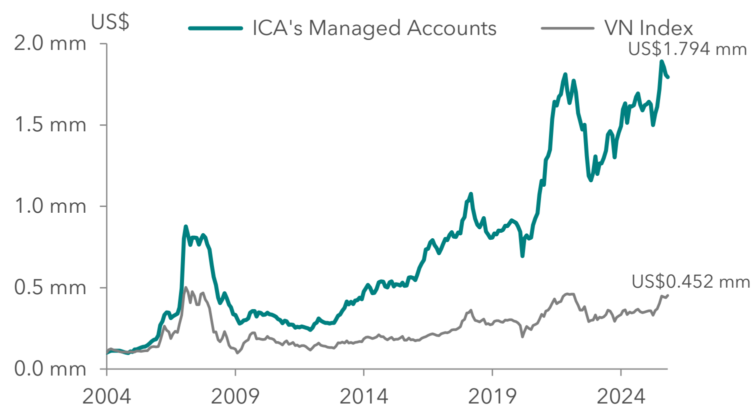
Ticker	Sector	NAV%	VN Index%	% Change
BAF	Cons. Staples	13.49%	0.13%	-1.56%
MWG	Cons. Discretionary	10.39%	1.58%	-3.27%
TCB	Banks	6.69%	3.19%	-3.85%
TCX	Financials	6.23%	1.45%	3.87%
VCB	Banks	5.55%	6.40%	-3.69%
MSN	Cons. Staples	5.51%	1.49%	-2.76%
DHC	Materials	5.37%	0.04%	-3.04%
HPG	Materials	5.31%	2.72%	-0.56%
FPT	Infor. Technology	5.01%	2.21%	-6.54%
NVL	Real Estate	4.42%	0.40%	8.42%

Sector	Weight	VN Index Weight
Cons. Staples	18.99%	5.95%
Banks	14.98%	33.77%
Materials	10.67%	6.25%
Cons. Discretionary	10.39%	5.23%
Real Estate	9.60%	25.21%
Financials	6.23%	5.55%
Infor. Technology	5.01%	2.48%
Industrials	2.92%	9.12%
Others	0.00%	6.44%
Cash	21.20%	0.00%

Information

Structure	SMA
Strategy Inception	January 2004
NAV Frequency	Monthly
Fees	1.5% + 15% HWM
Administrator	Indochina Capital Advisor
Custodian	Deutsche Bank AG

Performance Since Inception vs VN Index



** Calculated based on US$100,000 invested with ICA since inception (2004) versus invested in the VN Index*

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If you would like to arrange a call with the Portfolio Team, please contact Diep Nguyen.

Appendix

Macro

Vietnam's economy remained resilient in November despite extreme weather disruptions. While retail activity softened, manufacturing strengthened and new export orders improved. Inflation inched up but stayed within target.

- ***November's Index of Industrial Production (IIP) rose by 2.34% MoM*** and ***10.76% YoY***. 11M IIP increased to 9.34% YoY (11M 2024: 8.36%, 10M 2025: 9.23%).
  - November's manufacturing grew by 3.09% MoM and 11.77% YoY, with strength across computers & electronics (+11.37% YoY), chemicals (+26.01%), metals (+29.38%), and textiles (+7.96%).
  - For the 11M period, manufacturing rose 10.58% YoY. Power generation (+6.54%), water supply and waste treatment (+8.37%), and mining (+0.85%) all recorded positive growth.
- ***The Manufacturing PMI eased slightly to 53.8 in November*** from 54.5 in October but still signaled solid, broad-based expansion for the fifth straight month.
  - New orders rose for the third straight month, driven by domestic demand. New export orders accelerated to a 15-month high, supported by improving demand from China and India.
  - Production expanded for the seventh consecutive month, though at a softer pace as typhoons and floods disrupted supply chains and delayed the completion of work.
  - Business confidence improved to a 17-month high, supported by expectation of better demand, ongoing recovery in export markets, and hopes for calmer weather conditions.
- ***11M exports rose by 16.1% YoY*** (11M 2024: +14.4%), ***imports 18.4% YoY*** (11M 2024: 16.4%). ***Vietnam*** recorded a YTD ***trade surplus*** of ***US$20.5 billion*** (11M 2024: US$24.3 billion).
  - Exports fell 7.1% MoM, possibly due more to adverse weather conditions than to weakening demand as new export orders rose sharply, while imports declined 3.7% MoM.
  - YoY, November exports grew 15.0%, weaker than the previous month's of 17.5%, driven by shipments of computers and electronics (+53.3% YoY) and cameras (+34.7% YoY). In contrast, textiles (-2.7% YoY) and footwear (-4.0% YoY) further contracted, reflecting the impact of higher U.S. tariffs and recent weather-related disruptions. Imports increased 16.0% YoY.
- ***Revenue from retail sales of goods and services softened in November***, ***flat MoM*** and ***up 7.15% YoY*** (October: 0.22% MoM and up 7.23% YoY). ***11M*** numbers increased by ***9.13% YoY.***
  - November's retail sales of goods grew by 6.0% YoY (October: 5.7% YoY), supported by post-flood replacement demand. Accommodation and food services (+13.6% YoY) and tourism revenue (+19.1% YoY) remained strong.
  - International arrivals reached 1.98 million, though growth eased to 15.6% YoY (October: +22.0%) as severe storms disrupted travel in central provinces. Visitor increases were from China (+37.6%), Europe (+60.0%), and the US (+17.1%).
- ***November CPI increased by 0.45% MoM*** and ***YoY inflation ticked up to 3.58%*** from 3.25% in October.

- Food prices were the primary driver of inflation (+0.95% MoM; +3.58% YoY), reflecting supply disruption by floods in the central provinces. By contrast, housing and utilities inflation decelerated, easing to 5.73% YoY from 6.76% in October.

- ***11M registered FDI*** reached ***US$33.7 billion (+7.4% YoY)*** while ***disbursed FDI*** reached ***US$23.6 billion (+8.9% YoY)***.
  - Manufacturing accounted for 55.0% of newly registered FDI, followed by real estate with approximately 17% contribution.

- ***Credit growth reached 16.56% YTD*** (11M 2024: +11.47%).
  - The mismatch between deposit growth (12.0% YTD) and soaring credit demand, especially towards the year-end, drove interbank rates up by nearly 100 bps to 5.40% as at November end. Average deposit rates and lending rates also surged by 50 – 100 bps.

- ***The USD/VND exchange rate*** rose to ***26,411 (+0.25% MoM and +3.37% YTD)***, while the DXY recorded a modest decline (-0.35% MoM)

Stock Market

- The VN-Index closed the month of November at 1,691, registering ***a monthly gain of 2.88%*** and ***a YTD gain of 29.14%*** in ***USD terms***.
  - The real estate sector (including Vingroup) posted significant gains (+19.8% MoM), followed by the oil and gas sector (+2.3% MoM) and the consumer and retail sectors (+1.3% MoM). In contrast, the banking sector retreated (-2.0% MoM) and materials posted a mild decline (-0.9% MoM).
- Liquidity ***fell by 35% MoM*** in November with a combined ***average daily trading value*** on the Ho Chi Minh and Hanoi Stock Exchanges of ***US$818 million***.
- ***Vietnam's listed market capitalization*** reached ***US$299 billion*** as of the month's end.