

## Common investors' questions and our answers during Pandemic COVID-19

### Eastspring Investments Vietnam Navigator Fund (ENF)

Eastspring Investments Fund Management Limited Liability Company

(Eastspring Vietnam)

#### Question 1:

What is the fund strategy amid COVID-19 pandemic impact?

Answer:

As we know, the recent development of Covid-19 outbreak has negative impact to the global economy as the global supply chain has been interrupted and retail sales and demand across sectors have been strongly damaged. Under those stress, equity markets across countries and regions have plunged dramatically with a range of 25%-35% since beginning of 2020 as investors have raised their concerns on the declining global economy growth and market risks. Falling into the bear market trend globally, Vietnam equity market has dropped 31% in Q1 2020, especially collapsed in Mar 2020 when the epidemic began to spread globally.

Monitor of progress of the evolution of the COVID-19 pandemic and its impacts on capital market, stock market and the Vietnamese economy, as well as some major countries around the world. Currently, for ENF we allocate investment in equity at the conservative level (equity allocation was 39.1% of total asset as of 31 mar 2020), restructure equity portfolio in order to minimize the negative impact to the equity portfolio in the short term and to preserve investors' wealth.

#### Question 2:

What is the performance of ENF during COVID-19 impact?

Answer:

In the same trend of a declining equity market in overall, the net asset value (NAV) of ENF has dropped 14% in Q1 2020, which is less than the 31% decrease of the VNIndex in the same time.

#### Question 3:

Customers / investors of ENF - who have purchased and are holding ENF units - should redeem the fun units and swap their investment into other investment assets at this period of time?

Answer:

As an investment fund manager, from an individual perspective as well as a general theory of investment, we always advise our clients "don't put all your eggs in one basket". Customers should diversify their personal financial investments into various asset classes. Investment in mutual funds is only one of the options.

Investment in mutual funds should be oriented in long-term. Investors should carefully consider individual condition, risk appetite and other factors when deciding to invest in suitable mutual funds which should align with investors' expectation and towards long-term goals.

Question 4:

One advises that investors should now subscribe ENF because its NAV is currently quite low and when Pandemic COVID-19 is over and the economy recovers, investors will get profits. Is that right or wrong?

Answer:

As a normal person, we see the Pandemic COVID-19 is still under spreading at worldwide level. The Vietnamese Government has done good job in treating affirmative cases and preventing the spread to the community. We all want to have vaccines to prevent virus infection to the normal people and to have medicines to effectively treat the infected patients. The whole world is expecting this difficult time to pass over quickly.

In the view of the Fund Manager, we always work at our best effort in all market conditions for the benefit of our investors who have trusted and invested in the ENF.

Investors should consider carefully when investing in funds as this is a long-term investment vehicle, and investors should conduct self-assessment on their personal conditions and risk category of each fund with a view towards long-term investment.

Question 5:

Could you please give customers advice about whether to subscribe more ENF units at this moment?

Answer:

Subscription more or not is investors' own decisions. We do NOT provide any advice or recommend investors to subscribe or not subscribe ENF units at any time. The ENF Prospectus also contains clear statement that investors should consult with their own financial advisors before making decision to invest in ENF.

From the view that investment in mutual funds is for a long-term, investors should consider carefully their personal conditions to invest in multi-asset funds which further invest in equity, bonds and bank deposits. The multi-asset funds can probably be the solution to accommodate with high volatile markets and help investors with long-term investment objectives.

#### Question 6:

How investors can have belief and trust in investing in ENF at this moment, not other funds?

Answer:

Besides considering type of mutual funds, investors should also consider company reputation, personnel experience, fund performance of the company as well as other factors when making decision on investment. However, investors should note that fund management company's past performance is not a guarantee for future results, although this is a factor that helps customers have the trust for making investment decisions

Investors should assess risk appetite of different fund types such as equity funds, bond funds and multi-asset against investors' personal risk appetite, need and expectation when making investment decisions.

We would like to highlight the remarkable features of ENF for reference:

ENF is effective investment solution that can capture market trends to devise the most appropriate investment strategies. ENF invests in all equities, bonds and bank deposits. The Fund seeks investment opportunities in the Vietnamese market with a high "margin of safety", bringing benefits to investors in the medium and long term.

ENF aims to bring profits to its entire investment portfolio. The Fund not only invests in fixed income assets, but also focuses to allocate its investments in assets that can generate incomes from both fixed interests and price growth.

The ENF is highly flexible in allocating a balanced portfolio of stocks and bonds as a solution for growth and preservation of capital.

Eastspring Vietnam has a professional investment team with experience in fund asset allocation. In such a highly volatile market nowadays, it is the essential that quickly adoptable

investment decision can be made as reaction to the market movement. By investing in ENF, investors don't need to themselves conduct research, analysis or valuation of the fund's assets, but Eastspring Vietnam's investment professionals will do that and make appropriate decisions to allocate fund's assets when there is market volatility.

Eastspring Group and Eastspring Vietnam combine **deep understanding of Asian markets with global expertise** and operating under the principle of **"Experts in Asia. Invested in Your Future"**

#### Question 7:

How investors can contact and subscribe ENF if they have interest in the fund?

Answer:

During this period, the trade on ENF units are still being operated as normal. Investors who want to subscribe or redeem ENF units can contact any of distributors appointed by Eastspring Vietnam as listed below:

ACBS (ACB Securities Limited Company)

BSC (BIDV Securities JS. Company)

KIS (KIS Vietnam Securities Corporation)

SSI (SSI Securities Corporation)

VDSC (Viet Dragon Securities Corporation)

VCSC (Viet Capital Securities JS. Company)

VCBS (Vietcombank Securities Company Limited)

VNDR (VNDIRECT Securities Corporation)

For further information or inquiry about ENF, please visit the website [www.eastspring.com/vn](http://www.eastspring.com/vn) or email [cs.vn@eastspring.com](mailto:cs.vn@eastspring.com) (in case you are not able reach us via our telephone at (84-28) 3910 2848).