

# Key Information Document

This document provides you with key information about this investment product. It is not marketing material. The information is required by law to help you understand the nature, risks, costs, potential gains and losses of this product and to help you compare it with other products.

PRIP: VinaLand Limited

ISIN: KYG936361016

LEI No.: 213800YF4Z7F11H1XT20

PRIP Manufacturer: VinaCapital Investment Management Limited

Website: <http://vnl-fund.com> Call: 00 84 28 3821 9930 for more information.

Competent Authority for the purposes of supervision of the KID in the UK: Financial Conduct Authority

This document was produced: 27 December 2017

You are about to purchase a product that is not simple and may be difficult to understand.

**Type:** VinaLand Limited (the "Company") was incorporated in the Cayman Islands on 31 August 2005, as a company limited by shares. VinaLand Limited is a closed-ended investment company traded on the AIM Market of the London Stock Exchange. The AIM ticker is VNL and its ISIN number is KYG936361016 and LEI No.: 213800YF4Z7F11H1XT20

**Objectives:** No new investments will be made and the development of projects will be limited to those currently being developed; where the continued development is expected to enhance returns to shareholders when the investments are eventually sold. In addition, the Company will seek to realise its remaining property portfolio at the best possible value and in a reasonable timeframe. Following a return of the majority of the distributable proceeds to shareholders it is currently anticipated that shareholder approval would be sought at that time to de-list the Company from AIM and place the Company into voluntary liquidation.

**Target Returns:** The board expects to return distributable proceeds to shareholders as the orderly realisation of the Company's investment portfolio progresses.

**Intended retail investor:** Sophisticated investors with an understanding of the risks inherent in property investment in emerging market jurisdictions and an ability to potentially accept the total loss of all capital invested in the Company. The Company's shares are traded on the London Stock Exchange and are subject to market pricing. The quoted offer price is at any time higher than the quoted bid price.

**Term:** The Company does not have a fixed life.

## What are the risks and what could I get in return?

### Risk Indicator



The risk indicator assumes you keep the product until December 2019.

The summary risk indicator is a guide to the level of risk of this product compared to other products. It shows how likely it is that the product will lose money because of movements in the markets or because we are not able to pay you.

We have classified this product as 6 out of 7, which is the second highest risk class.

This rates the potential losses from future performance at a high level, and poor market conditions are very likely to impact our capacity to pay you.

Be aware of currency risk. You will receive payments in a different currency, so the final return you will get depends on the exchange rate between the two currencies. This risk

Further details of the risks relevant to the Company are set out in its annual report and financial statements which are available at <http://vnl-fund.com>.

This product does not include any protection from future market performance, so you could lose some or all of your investment.

is not considered in the indicator shown above.

#### Performance Scenarios

Investment £10,000

| Scenarios                    |  | 1 year  | 2 years<br>(Recommended holding period) |
|------------------------------|--|---------|---|
| <b>Stress scenario</b>       | <b>What you might get back after costs</b> | £9,655  | £9,311                                  |
|                              | Average return each year                   | -3.5%   | -3.5%                                   |
| <b>Unfavourable scenario</b> | <b>What you might get back after costs</b> | £11,900 | £14,262                                 |
|                              | Average return each year                   | 19.0%   | 19.4%                                   |
| <b>Moderate scenario</b>     | <b>What you might get back after costs</b> | £12,879 | £16,737                                 |
|                              | Average return each year                   | 28.8%   | 29.4%                                   |
| <b>Favourable scenario</b>   | <b>What you might get back after costs</b> | £14,009 | £19,833                                 |
|                              | Average return each year                   | 40.1%   | 40.8%                                   |

This table shows the money you could get back over the recommended holding period under different scenarios assuming that you invest £10,000.

The scenarios shown illustrate how your investment could perform. You can compare them with the scenarios of other products.

The scenarios presented are an estimate of future performance based on evidence from the past on how the value of this investment varies, and are not an exact indicator. What you get will vary depending on how the market performs and how long you keep the investment/ product.

The stress scenario shows what you might get back in extreme market circumstances, and it does not take into account the situation where we are not able to pay you.

The figures shown include all the costs of the product itself, but may not include all the costs that you pay to your advisor or distributor. The figures do not take into account your personal tax situation, which may also affect how much you get back.

#### What happens if VinaLand Limited is unable to pay out?

The value of the shares in the product is directly impacted by the solvency status of VinaLand Limited. There are no investor compensation or guarantee schemes available to investors should VinaLand Limited be unable to pay out.

#### What are the costs?

##### Costs over time

The Reduction in Yield (RIY) shows what impact the total costs you pay will have on the investment return you might get. The total costs take into account one-off, ongoing and incidental costs.

The amounts shown here are the cumulative costs of the product itself, for three different holding periods. The figures assume you invest £10,000. The figures are estimates and may change in the future.

The person selling you or advising you about this product may charge you other costs. If so, this person will provide you with information about these costs, and show you the impact that all costs will have on your investment over time.

| Scenarios                       | If you cash in after 1 year | If you cash in at the end of the recommended holding period |
|---------------------------------|-----------------------------|---|
| <b>Total costs</b>              | £251                        | £502  |
| Impact on return (RIY) per year | 2.51%                       | 2.51%   |

### Composition of costs

The table below shows:

- the impact each year of the different types of costs on the investment return you might get at the end of the recommended holding period;
- the meaning of the different cost categories.

#### This table shows the impact on return per year

|                         |                                    |       |  |
|-------------------------|------------------------------------|-------|--|
| <b>One-off costs</b>    | <b>Entry costs</b>                 | None  |  |
|                         | <b>Exit costs</b>                  | None  | No costs are applicable on exiting your investment when it matures.                      |
| <b>On-going costs</b>   | <b>Portfolio transaction costs</b> | 0.34% | The impact of the costs of us buying and selling underlying investments for the product. |
|                         | <b>Other on-going costs</b>        | 2.17% | The impact of the costs that we take each year for managing your investments.            |
| <b>Incidental costs</b> | <b>Performance fees</b>            | None  | No performance fees apply to the product.  |
|                         | <b>Carried interests</b>           | None  | No carried interests apply to the product.   |

### How long should I hold it and can I take money out early?

The recommended holding period for the product is two years, however, the shares trade continuously on the London Stock Exchange and are not bound by any prescribed redemption or sale restrictions.

### How can I complain?

As a shareholder of the Company you do not have the right to complain to the Financial Ombudsman Service about the management of the Company. Any complaints concerning this fund or the key information document should be sent to: -

ir@vinacapital.com

C/o 17th Floor, Sun Wah Tower 115 Nguyen Hue, Dist. 1 Vietnam

<http://vinacapital.com/>

### Other relevant information

The cost, performance and risk calculations included in this key information document follow the methodology prescribed by EU rules.

Depending upon how you buy your shares you may incur other costs, including broker commission.

Further information relevant to VNL is available on the Company's website (<http://vnl-fund.com>) including the Annual and Interim Reports.