



MEKONG CAPITAL – 3Q16 NEWSLETTER  
for the period ended 30 September 2016



## NEW INVESTMENT

### ABA CORPORATION



Sector: Cold-chain logistics service

[www.aba.com.vn](http://www.aba.com.vn)



In July, Mekong Enterprise Fund III completed an investment of \$6 million in ABA Corporation. ABA started in 2008 as a temperature controlled transport provider throughout of Vietnam.

ABA's transport business is divided into three key business segments: (a) temperature controlled transportation services; (b) delivery services; and (c) distribution services.

## DIVESTMENTS

### PARTIAL DIVESTMENT FROM MOBILE WORLD



Sector: Retail of Mobile,  
Consumer Electronics and FMCG

[www.thegioididong.com](http://www.thegioididong.com)

[www.dienmayxanh.com](http://www.dienmayxanh.com)

[www.bachhoaxanh.com](http://www.bachhoaxanh.com)

Mekong Enterprise Fund II made several divestments of its shares of MobileWorld during the 2nd quarter. In July the fund sold 2.5 million shares, and in September the Fund sold an additional 2.7 million shares. By the end of September, the Fund continued to hold 10.8 million shares, representing 7.39% of the company's shares.

## SPOTLIGHT ON INVESTEE COMPANIES

### MOBILEWORLD

MOBILEWORLD NET PROFIT UP

**65.1%** YOY



Sector: Retail of Mobile,  
Consumer Electronics and FMCG

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For the first 9 months of 2016, MobileWorld's net profit was up 65.1% compared to the same period in 2015. This profit growth was mostly driven by new store openings, given that MobileWorld opened 419 stores in the first 9 months of 2016, bringing the total to 1,052 stores.

Google [map it](#)



## TRAPHACO

CONTINUE EXPANDING  
DISTRIBUTION NETWORK WITH  
**22,391** PHARMACIES

**Traphaco**

Sector: *Pharmaceutical*

[www.traphaco.com.vn](http://www.traphaco.com.vn)



Traphaco continued expand the reach of its unique distribution network. At the end of Q3, the company is now selling directly to 22,391 individual pharmacies, representing 55% of the total number of pharmacies nationwide. The company reported YTD net profit of VND140 billion, a growth rate of 23%. Key growth drivers came from increases in revenue of blockbuster products such as Cebraton (+26%) and Hoat Huyet Duong Nao (+13%) as well as contribution from high growth Green Health Product group (27% of total revenue).

\*at parent company level

[Google map it](#)

## WRAP & ROLL

OPENED **3** NEW RESTAURANTS

**WRAP&ROLL**  
Nét riêng cuốn Việt

Sector: *Restaurant Chain*

[www.wrap-roll.com](http://www.wrap-roll.com)



During 3Q16, Wrap & Roll opened 3 new restaurants in Ho Chi Minh City, including 2 restaurants in the prime locations in the city center: Takashimaya, Huynh Thuc Khang Street, and Aeon Mall, raising network to 10 restaurants. The new logo and new store setup were launched to make Wrap & Roll brand fresh and modern. Visibility of the stores has also been significantly improved to attract traffic. The menu was renewed to offer more dishes including more protein dishes to make a full meal and more vegetarian dishes for vegetarian diet.

[Google map it](#)

## VIETNAM AUSTRALIA INTERNATIONAL SCHOOL ("VAS")

TOTAL NUMBER OF STUDENTS  
INCREASED **18%**



Sector: K-12 Education  
[www.vas.edu.vn](http://www.vas.edu.vn)



VAS achieved a net increase of 940 students, increasing its number of students by 18% to 6,300 students for the 2016/2017 school year.

[Google](#) [map it](#)

## ABA CORPORATION ACQUIRED A COLD STORAGE WAREHOUSE



Sector: Cold-chain logistics service  
[www.aba.com.vn](http://www.aba.com.vn)



In August, the company entered into the cold storage business through the acquisition of the largest commercial cold storage in Hanoi. The cold storage facility provides, cross-docking and other value added services. The company is now rapidly evolving towards providing an integrated cold chain logistics service to the Vietnam market.

[Google](#) [map it](#)

## PERFORMANCE OF LISTED INVESTEE COMPANIES CURRENTLY HELD BY MEKONG CAPITAL'S FUNDS

Company Name	Trading Code	Share Price (26 Oct 16) (VND)	2016 YTD Share Price Performance (against 31 Dec 15)	2016 Net Profit Estimate (VND Billion) <sup>(1)</sup>	2016 P/E ratio Estimate	2016 Net Profit Growth Rate Estimate (%) <sup>(2)</sup>	Percent held by Mekong's funds (26 Oct 16)
<b>Traphaco</b>	TRA	115,000	82% <sup>(3)</sup>	226	17.6	25%	24.99%
<b>Phu Nhuan Jewelry</b>	PNJ	69,000	61%	584	11.6	265%	3.52%
<b>MobileWorld</b>	MWG	144,000	83%	1,699	12.4	58%	5.46%

### Note:

(1) 2016 net profit estimate is Mekong Capital's internal estimate that does not represent the official targets of investee companies or estimates from the management teams of those companies. Mekong Capital's estimate is subject to frequent changes as new information becomes public.

(2) This is calculated based on the audited net profit data of the investee companies for the year ended 31 December 2015.

(3) This is calculated against the split-adjusted share price following the 10:4 share split of Traphaco in June 2016.

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