

CORPORATE FUNDING

OUR CORPORATE FUNDING SOLUTIONS

- USD Convertible Loan
- USD Corporate Loan with Bank Guarantee
- VND Bond with Bank Guarantee

USD

USD CONVERTIBLE LOAN

- ✓ Lender: Foreign bank
- ✓ Facility: Corporate loan (USD 30-60m)
- ✓ Maturity: 3 years (extendable)
- ✓ Borrower: listed companies seeking capital for new projects
- ✓ Security: company's cash flows and/or shares

USD

USD CORPORATE LOAN WITH BG

- ✓ Lender: Foreign bank
- ✓ Facility: Corporate loan (USD 30-60m)
- ✓ Maturity: 3 years (extendable)
- ✓ Borrower: listed companies seeking capital for new projects
- ✓ Security: Guarantee of local bank (BIDV/VCB/VTB)

VND

VND CORPORATE BOND WITH BG

- ✓ Facility: Corporate bond (VND 500b)
- ✓ Maturity: 5 years (fixed)
- ✓ Borrower: listed companies seeking capital for new projects
- ✓ Security: Guarantee of foreign bank

IRR CALCULATIONS: AN EXAMPLE

Unit: USD

Loan drawdown date	30 Sep 2017	Amortization schedule	
Loan maturity date	31 Mar 2020	Month	Amount (%)
		12	10%
LIBOR	1.31%	18	10%
Margin	5.00%	24	15%
Interest	6.31%	30	65%
Facility amount:			
Base	30,000,000		
Greenshoe	No		
Total	30,000,000		100%

Dates	Outstanding principal	Amortization	Principal	Interest	Amortization	Redemption premium	Cash Flow
30 Sep 2017	30,000,000		(30,000,000)				(30,000,000)
31 Dec 2017	30,000,000			483,767	–		483,767
31 Mar 2018	30,000,000			473,250	–		473,250
30 Jun 2018	30,000,000			478,508	–		478,508
30 Sep 2018	27,000,000	(3,000,000)		483,767	3,000,000	188,938	3,672,705
31 Dec 2018	27,000,000			435,390	–		435,390
31 Mar 2019	24,000,000	(3,000,000)		425,925	3,000,000	384,763	3,810,688
30 Jun 2019	24,000,000			382,807	–		382,807
30 Sep 2019	19,500,000	(4,500,000)		387,013	4,500,000	798,404	5,685,417
31 Dec 2019	19,500,000			314,448	–		314,448
31 Mar 2020		(19,500,000)		311,030	19,500,000	4,488,922	24,299,952
XIRR							14.90%