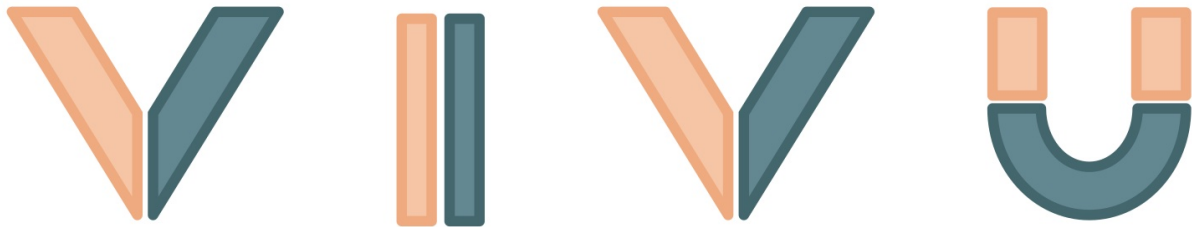


VIVU memo #1



May 23th, 2022

Edited: June 5th, 2022

To cc'ed friends:

tldr; about 10 mins read, just read this first one in full, the subsequent ones you can do away with just reading this tldr; lmk any questions (allow me 2 days to response).

I promise this is not a scam (oh well can't hurt to make sure my mlm voice doesn't give it away). The purpose of this first written document is for me to collect my thought and signal the start of something important to me.

As you all know I am currently a graduate student and spending the majority of my time pursuing my research interests. Outside of that sphere, this effort represents a collection of some of my plans that I am hoping you all can be a part of, in one form or another. Basically these are parts of a picture that I recently realized I have always wanted to paint.

As (almost if not) all of you, my financial picture currently looks something like this: a limited salary coming at the end of every month, (tracked or untracked) spendings that left a couple hundreds or thousands \$ cashflow that are put into an emergency fund (with probably sub 1% interest rate), stock brokerage accounts/retirement accounts, followed by alternative investment such as real estate if you are financially mature enough. I want to put those emergency funds to use.

As the first step, I am working on my first real estate deal. This is something brand new to me, but this is something that I have been looking for a way in. I spent the majority of my limited brain cells during my recent road trip in between scenic stops to structure my thoughts about how to communicate this to you.

Here is my offer: let me use your emergency funds. For this first deal, I am using as a learning opportunity, and shouldering all the risks and rewards. Invest your emergency funds to me as a form of investment bonds. In returns, I want you to have access to the full transparency of my learning through this deal, with the hope that for subsequent deals you can join me as equity partners. **In short, your action items are:**

1. **Just ignore everything here**, no offense taken at all!! I will let you know how things go once in a while when we meet if that interests you!
2. **Invest either \$5,000 or \$10,000 as a bond to me**, 5 years term (progressive rates 1%, 3%, 5%, 7%, 9%), 1-year lock-up with quarterly withdrawals allowed subsequently. This is, as I envision, a risk-free way for you to assess the futility of my efforts, and hopefully encourage you to join me as equity partner in subsequent deals. I expect to provide you with full updates every 6 months or so, together with the progress of the current deal with full transparency.

Now here is the part where trust is needed, since I understand this is your emergency funds, if you indeed have an emergency, I will help you figure it out (even if you need to withdraw like half of the money on month 2 because you need to fly back to Asia urgently). Here are the ways I see the pros and cons for you to join me:

Pros:

- Work with me to build something!
- No risk at all, even if this first deal falls through you will still get the profits of the bond.
- Access to diversification opportunities (real estate in Da Nang, Vietnam, read below)
- Access to future opportunities. I'm slowly building a team on the ground.

Cons:

- Potential short-term lock up of the money. Pros: Remember though in case of emergency you still have full access to the money and potentially more, since I'm committed to be your emergency fund regardless of how much you want to put in.

Now let's talk about the first deal details. Remember for this first one you will at most be an interested observers, not being subjected to any real risks, but also no rewards (besides the profit from the bond interest). I'm hoping to show you a good - and measurable in a few years - rewards : risks ratio.



An Thuong, Da Nang, Vietnam. Coordinates: 16°02'52.7"N 108°14'33.1"E

Summary: my family has a 50 m2 plot of land in the An Thuong district (colloquially known as the Foreigner District). About 7-minute walk to the My Khe beach, close to some famous temples, 30-minute drive to Hoi An Old Quarters (another concentrated tourist area). Most importantly, this is an area of heavy tourist foot traffic, and it is a high-priority governmental urban development zone (read potentially a lot of appreciation). We acquired the plot for about 7 billion VND (about \$300,000), with the proper red certificate of land use. Currently there is an old town house on the plot.

Deal size: \$100,000. I am contributing \$10,000 of my own money, and sourcing the rest from external sources, including through this memo. The money will be used to tear down the current old townhouse, and rebuild a more legit 6.5-story establishment. I am structuring the deal to contribute these \$100,000 in exchange for the right to own and operate 2.5-story after capital breakeven.

Proposed operation: I am negotiating with my dad, but draft terms give his team sole operating right until capital breakeven point within 5 years, with bond disbursement possible starting 1 year post fund-commencement (currently June 15th, 2022). Subsequently, I will both own and retain operating rights to 2.5 out of 6.5 stories.

Expected cashflow: no direct cashflow or right to operate until capital-breakeven; post capital-breakeven, in the simplest scenario, rent will conservatively be about 50 million VND a month for the entire building (about 20 million per month for my 2.5-story portion.)

Expected time to capital breakeven: about 3 years.

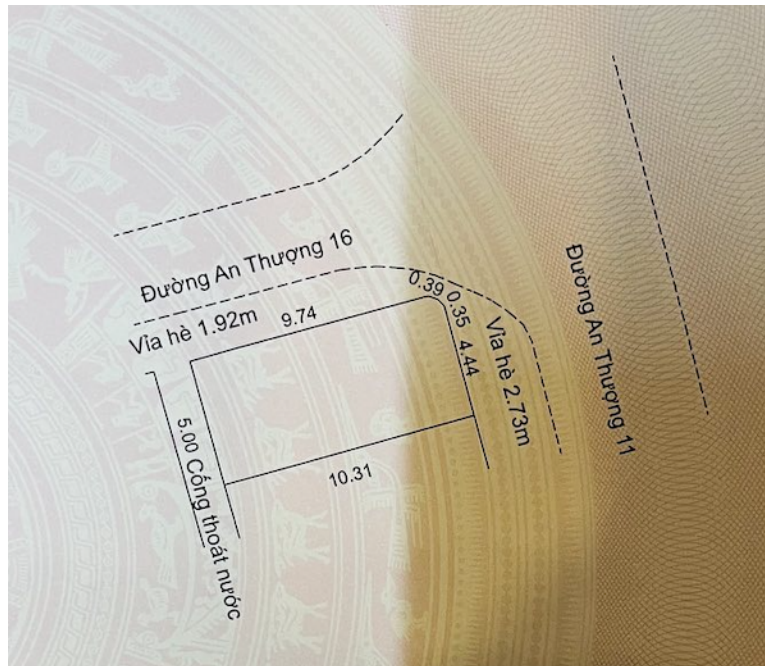


Figure 1.1. Deal #1 layout as shown on red certificate of ownership.

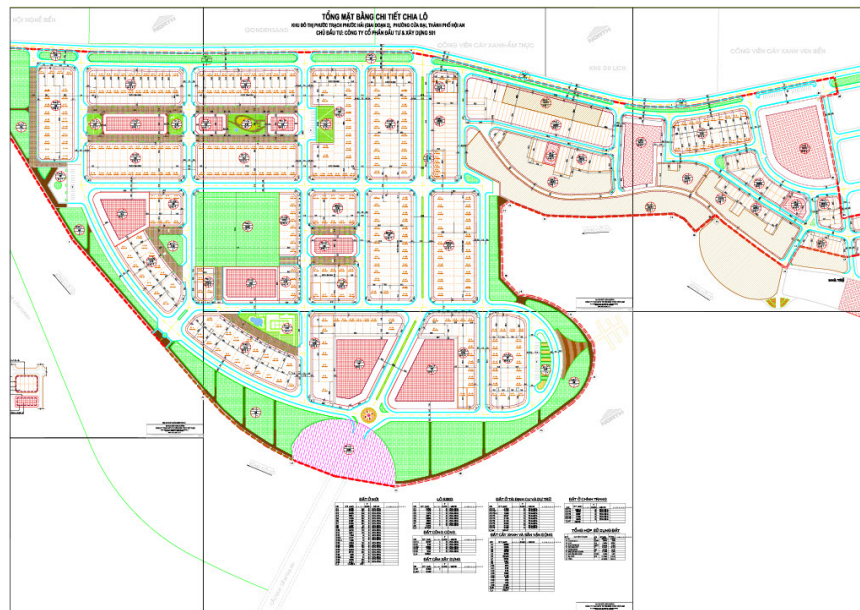


Figure 1.2. Da Nang's urban development plan.

As I mentioned, this is my first deal and I am taking it one step at a time, but I'm hoping to build something bigger here, and it would be fun to learn together and have people to

keep me accountable. The initial rate of these deals that I do will be pretty sparse, about once every year - 2 years, so if you are interested *wink*.

Let me know what you think! Since I'm sending this out in batches, please respond within one week, and I'm only sending this to people I can trust and potentially be in it together so keep this in the dl for now please.

First of many,

vivu la vida

HV