#### VINGROUP JOINT STOCK COMPANY

THE SOCIALIST REPUBLIC OF VIETNAM

Hanoi. 03 December 2019

Independence - Freedom - Happiness

No: 789/2019/CV-TGD-VINGROUP

## DISCLOSURE OF INFORMATION ON THE ELECTRONIC INFORMATION PORTAL OF THE STATE SECURITIES COMMISSION AND HO CHI MINH STOCK EXCHANGE

To: - The State Securities Commission

- Ho Chi Minh Stock Exchange

- Company's name: VINGROUP JOINT STOCK COMPANY

- Ticker symbol: VIC

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- The person making the disclosure of information: **Mr. Nguyen Viet Quang**

- Title: Vice Chairman and Chief Executive Officer

Type of information disclosed:  $\boxtimes$  24-hour  $\square$  72-hour  $\square$  extraordinary  $\square$  as requested  $\square$ periodic

The content of information disclosure:

Press release on "Vingroup and Masan to cooperate, Masan Consumer aims to become the leading Consumer Goods & Retail Corporation in Vietnam" (attached hereto).

This information is disclosed on the Company's website via: *www.vingroup.net/en*, under the News and Events section.

We hereby certify that the above information is true and correct and we are fully responsible before the law with regards to the information disclosed.

# ON BEHALF OF VINGROUP JOINT STOCK COMPANY

(signed)

NGUYEN VIET QUANG Vice Chairman and Chief Executive Officer

#### PRESS RELEASE

#### Vingroup and Masan to cooperate, Masan Consumer aims to become the leading Consumer Goods & Retail Corporation in Vietnam

On 3 December 2019, Vingroup JSC (HOSE: VIC) and Masan Group Corporation (HOSE: MSN) have agreed to proceed with negotiations of binding documents in relation to a potential share swap in relation to VinCommerce and VinEco. The cooperation aims to leverage the operations of the principals and create a premier consumer & retail business in Vietnam. At present, the parties are in the process of conducting further discussions prior to entering into a legally binding agreement.

The parties are proposing to merge VinCommerce Joint Stock Company, Vingroup's retail business, VinEco, Vingroup's agriculture business and Masan Consumer Holdings, Masan's consumer business, to form a consumer and retail company. Vingroup and potentially other minority shareholders will swap shares in VinCommerce into shares of the new company posttransaction. Masan Group will have operational control and Vingroup will continue to be a shareholder.

If the transaction is completed, the new company will have a distribution network of 2,600 VinMart & VinMart+ stores in 50 cities and provinces with millions of customers, 14 high-tech farms of VinEco, and with expertise and resources from 20 years of experience in consumer goods from Masan.

After 5 years of operation, VinCommerce and VinEco has validated Vingroup's mission of building the largest retail platform in Vietnam operating to international standards. VinCommerce has been competing on an equal footing with leading foreign players, and has gained market share for Vietnamese companies. It also supported domestic suppliers to grow through its distribution network.

VinEco also achieved its target of inspiring domestic companies to invest in the high-tech agriculture segment, supporting small-scale agricultural companies to promote clean agriculture, and to ensure the long-term health of the Vietnamese people.

With the desire to bring VinCommerce and VinEco to new heights, and focus resources for our Industrial - Technology segment, Vingroup proposed to cooperate with Masan. The cooperation will maximize the partners's core competencies, and help to collectively develop a new enterprise with outstanding values, and a Vietnamese consumer-retail company with regional scale.

"Vingroup has completed its mission to create the pioneering and most effective clean agriculture and retail system in Vietnam. And now we will carry this flag to continue our mission to serve consumers, while ensuring a fair retail market for Vietnamese manufacturers. At the same time, the proposed absorption of VinCommerce and VinEco into Masan Group not only resonates and enhances the value of Masan's core competencies, but also helps us to quickly achieve our goal of becoming the leading domestic retail and consumer group, and our aim of extending our boundaries to the world." – said Mr. Truong Cong Thang (Chairman of Board of Directors of Masan Consumer) about the proposed partnership between Vietnam's largest retailer and largest consumer manufacturing company.

Following the proposed transaction, it is contemplated that Masan Consumer Holdings will maintain the existing supplier policies of VinCommerce, all VinCommerce customers will continue to enjoy Vingroup's privileges, especially VinID card privileges for customers and the employees of VinMart & VinMart+ will continue to enjoy the benefits they have from Vingroup with additional benefits of being employees of Masan

For Vingroup, the transaction helps the Group to free up resources from the leadership and management system to focus on the Technology and Industrials segments, solidifying our determination to become the leading Technology – Industry – Service and Trading group in Vietnam with a global mission.

### **Reference Information**

**VinCommerce** is a subsidiary of Vingroup, which currently owns the VinMart & VinMart+ consumer retail network with the largest scale and fastest growth in Vietnam, and VinEco, a trusted brand for clean and safe vegetables.

VinCommerce has continuously received prestigious domestic and international awards, such as maintaining the position of the most trusted retailer in Vietnam in 2018 and 2019, the Asian Green Retailers 2019 award, and the Asian Responsible Business 2019 award.

Established in 2013, Masan Consumer Holdings is a subsidiary of Masan Group Corporation, operating in the field of consumer goods including food and beverages with many famous and reputable brands in the market such as Chin-su, Nam Ngu, Vinacafe, among others.