



VINGROUP Corporate Presentation

June 2022

Important Notice

IMPORTANT: The information contained herein is preliminary and subject to change without notice, its accuracy is not guaranteed, has not been independently verified and may not contain all material information concerning Vingroup Joint Stock Company (the "Company") and its subsidiaries (the "Group"). You should not rely upon it or use it to form the basis for any investment decision or commitment whatsoever.

None of the Company, its shareholders, or any of their respective affiliates, directors, officers, employees, agents, advisers or any other person makes any representation or warranty (express or implied) or accepts any responsibility or liability for the accuracy or completeness of this presentation or any or all of the information in this presentation or otherwise made available. It is not the intention to provide, and you may not rely on these materials as providing, a complete or comprehensive analysis of the financial or trading position or prospects of the Group. No part of this presentation shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. Further, nothing in this presentation should be construed as constituting legal, business, tax or financial advice. You should conduct such independent investigations and analysis of the Group as you deem necessary or appropriate in order to make an independent determination of the suitability, merits and consequences of investment in the Company.

This presentation contains "forward-looking statements". These forward-looking statements involve known and unknown risks and uncertainties, many of which are beyond the Company's control and all of which are based on management's current beliefs and expectations about future events. Forward-looking statements are sometimes identified by the use of forward-looking terminology such as "believe", "expects", "may", "will", "could", "should", "shall", "risk", "intends", "estimates", "aims", "targets", "plans", "predicts", "continues", "assumes", "positioned" or "anticipates" or the negative thereof, other variations thereon or comparable terminology. These forward-looking statements include all matters that are not historical facts. Forward-looking statements are not guarantees of future performance. These forward-looking statements speak only as at the date of this presentation, and none of the company, its shareholders, or any of their respective affiliates, directors, officers, employees, agents, advisers or any other person undertakes to update or revise any forward-looking statements as a result of new information or to reflect future events or circumstances.



Table of Contents

1

About Vingroup

2

Key Competitive Advantages

3

Covid-19 Update

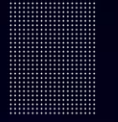
4

FY2022 Outlook

5

Financial Highlights

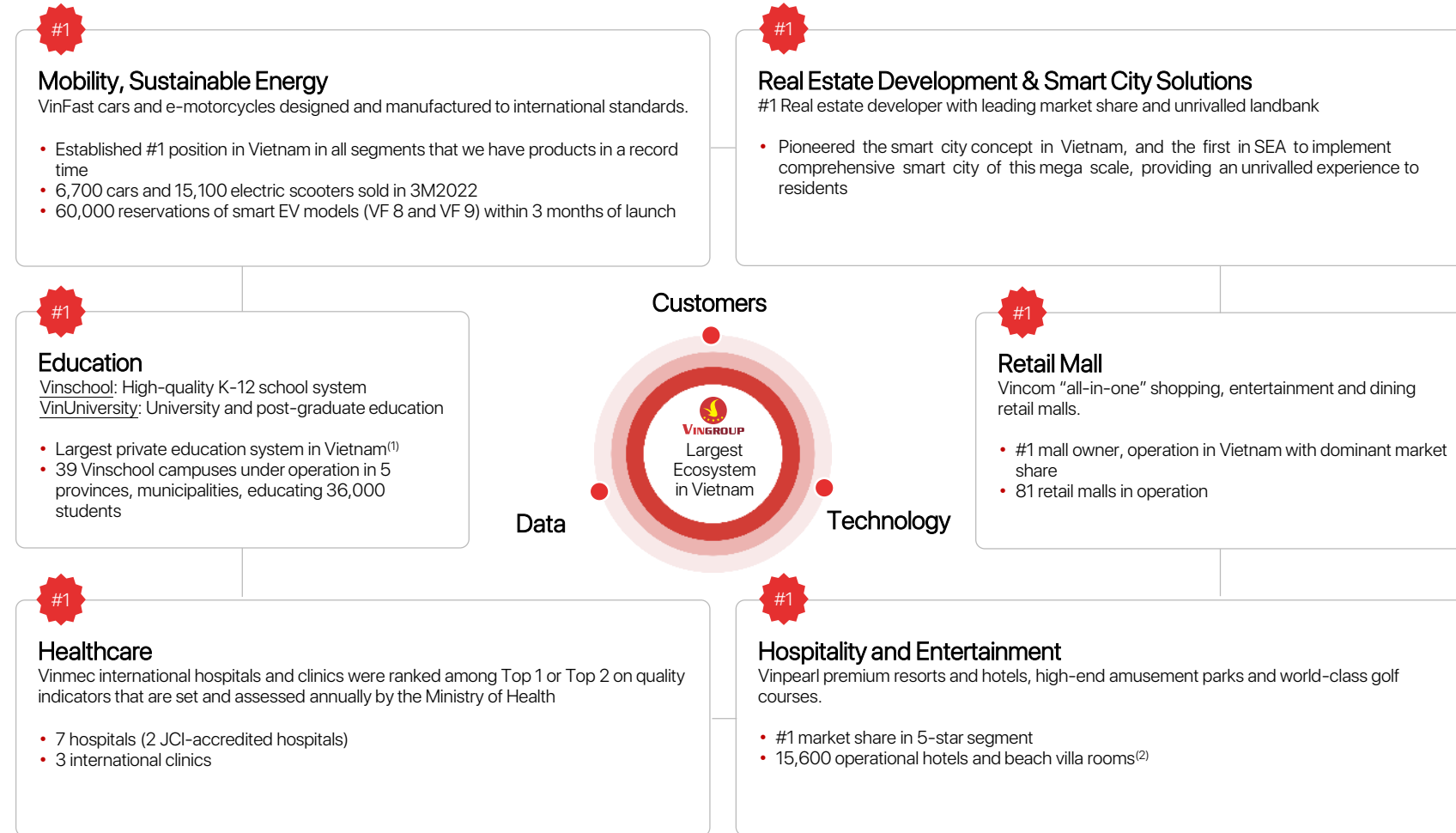
About Vingroup



Unique and Dominant, Comprehensive Live-Work-Play Ecosystem

Vingroup businesses are categorized into three pillars:

- Industrials & Technology
- Real Estate & Services
- Social Enterprises



The Largest Conglomerate in Vietnam, Asia's Next Tiger Economy

1.5%⁽¹⁾

of nominal GDP
contributed by consolidated revenue of
Vingroup companies in 2021

Nationwide operations

in all provinces and municipalities

US\$28.0bn⁽²⁾

combined market cap

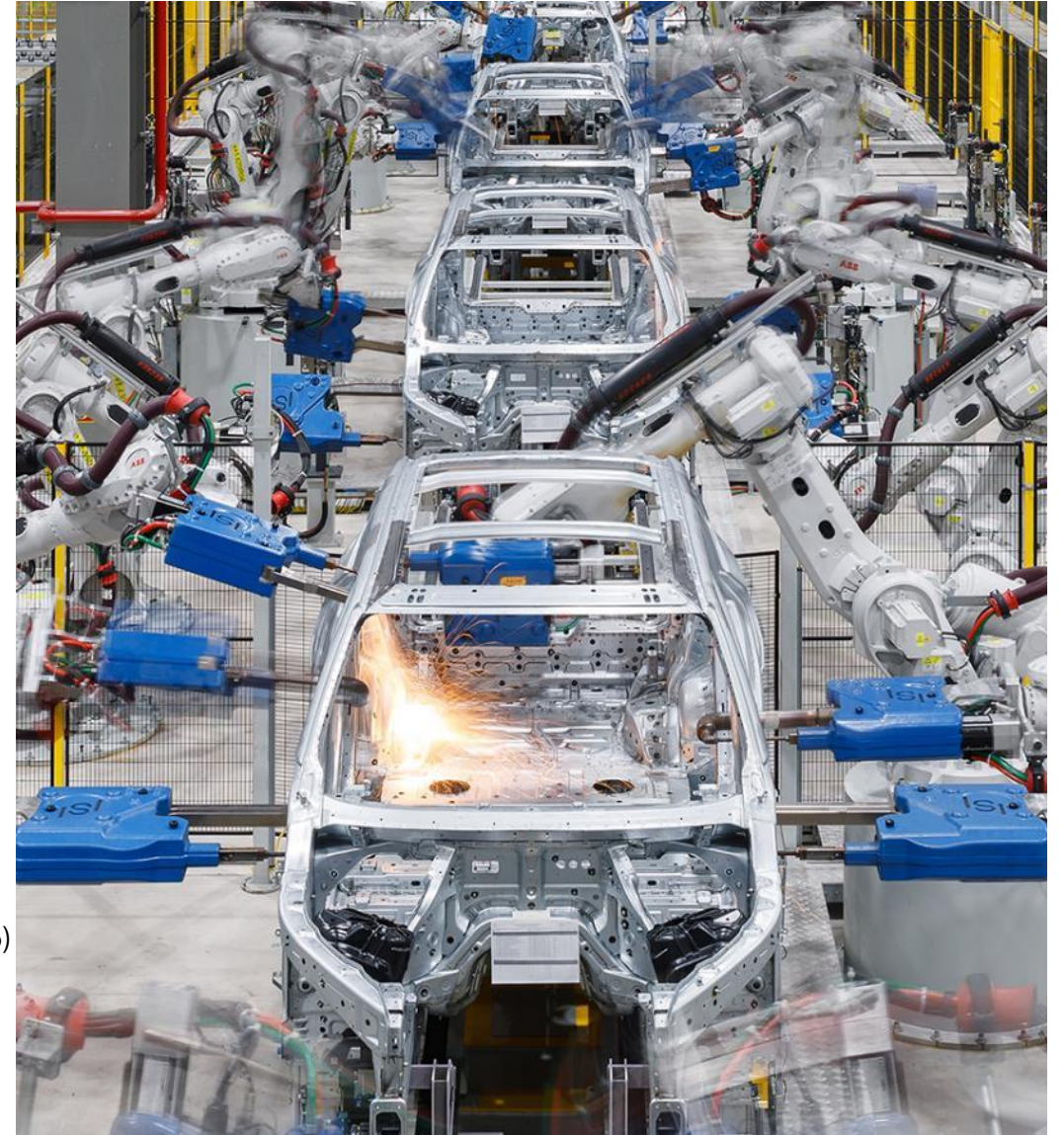
41,500 employees⁽⁴⁾

Largest private Vietnamese corporate employer

13.4%⁽³⁾

of VN Index

**World's top 2,000
largest public companies**⁽⁵⁾

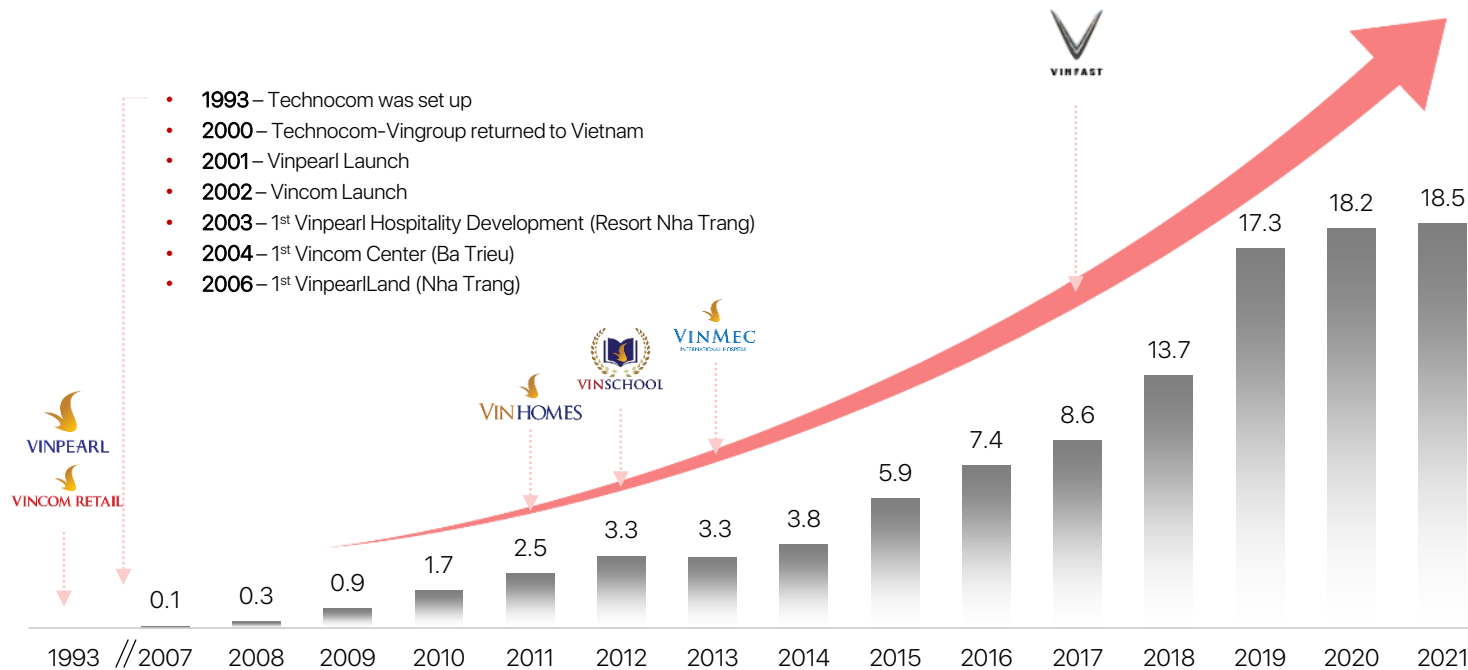


VinFast manufacturing complex, Dinh Vu, Cat Hai, Hai Phong, Vietnam

Track Record of Developing New Businesses Into Market Leaders

US\$5.2bn raised through equity transactions in the last 4 years⁽¹⁾

Total Assets (US\$bn)⁽²⁾

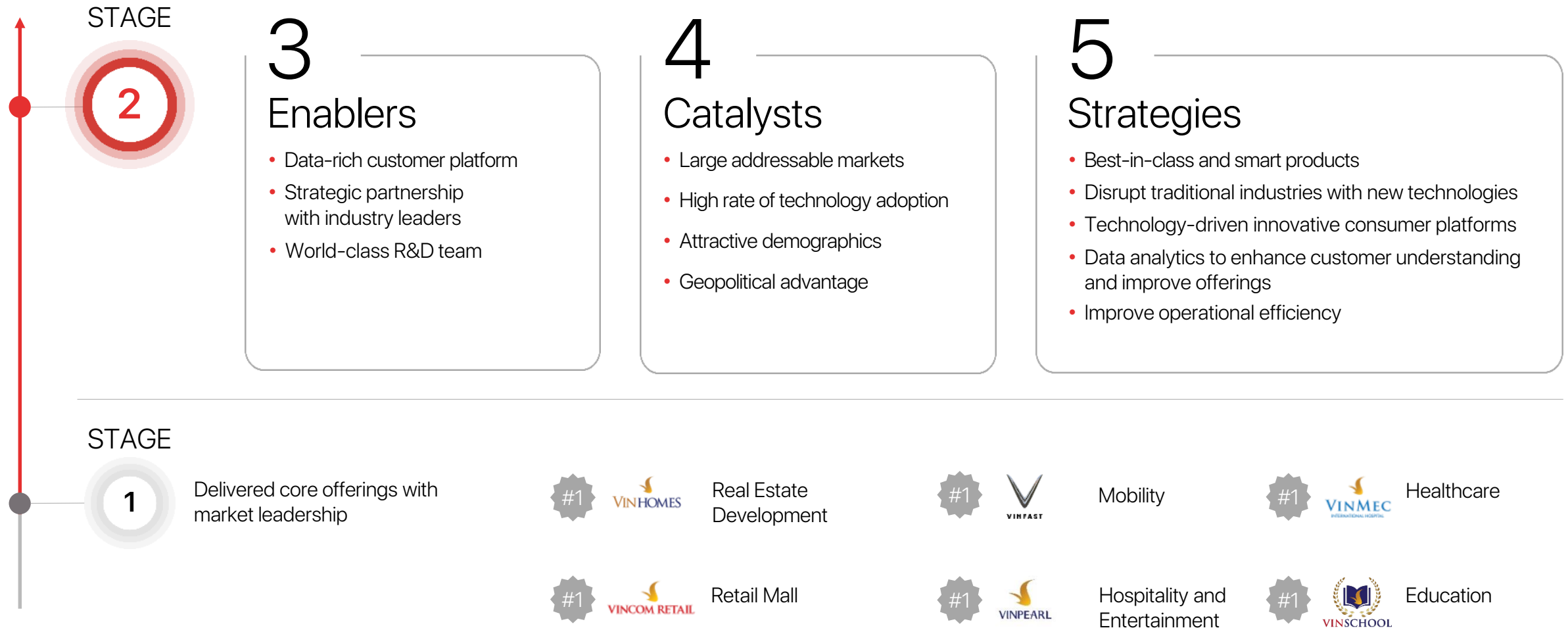


US\$18.5bn in total assets (c.185x increase since 2007)

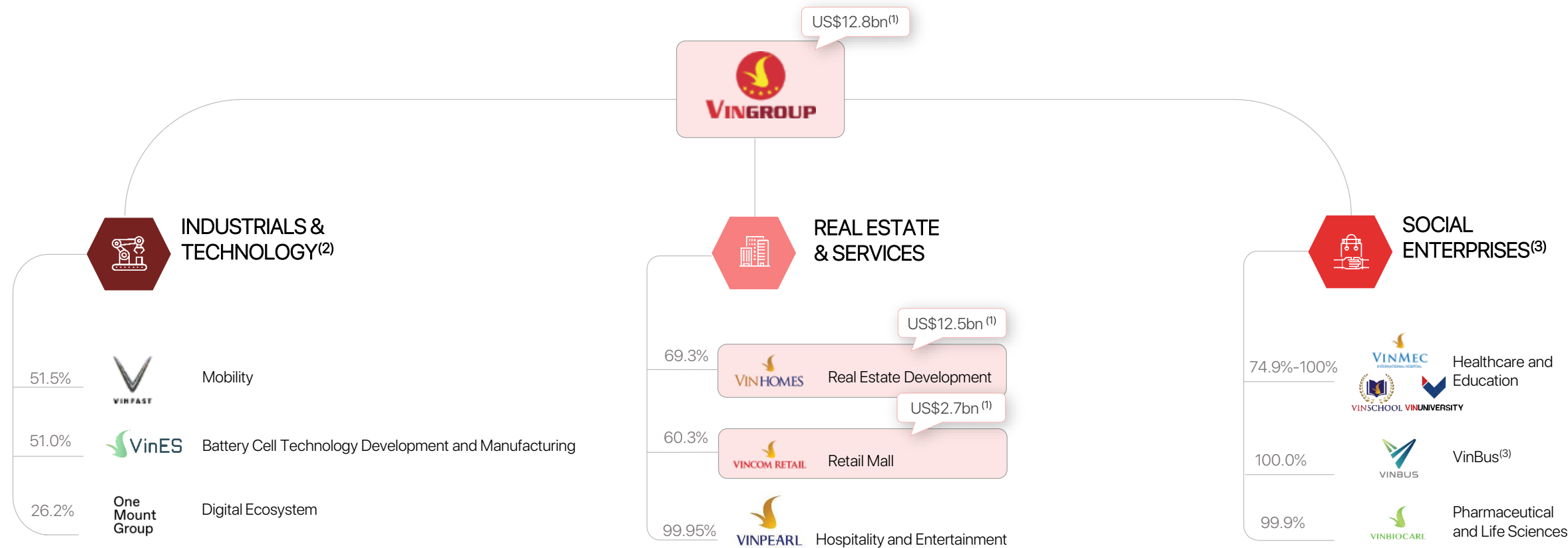
	Position
Industrials & Technology	
Mobility, Battery & Automotive Components	#1 ⁽³⁾
Real Estate & Services	
Real Estate Development, SmartCity, Smarthomes & IoT	#1 ⁽⁴⁾
Retail Mall	#1 ⁽⁵⁾
Hospitality & Entertainment	#1 ⁽⁶⁾
Social Enterprises	
Healthcare	#1 ⁽⁷⁾
Education	#1 ⁽⁸⁾

Source: Financial information as at 31 Dec 2021, unless otherwise stated (1) Including equity-linked transactions (2) Total assets from 2007 to 2013 based on VAS financials. USD/VND exchange rate of 23,160. Numbers for FY2014-2021 are pro-forma, excluding retail and agriculture segments as we divested these in 2019 (3) Based on market share in the respective segments of A, D-sedan and D-SUV, according to VAMA and company information in 3M2022. (4) Based on cumulative units sold in 2016-2021 across all segments in the residential markets of HCMC and Hanoi, only includes retail sales, according to CBRE, as at 31 Dec 2021. (5) Based on Vincom's combined retail GFA in Hanoi and HCMC, and GFA of all multi-tenant shopping malls in Hanoi and HCMC as at June 2019. (6) Based on number of rooms in 5-star hotels and resorts in the cities that Vinpearl's brands are present by Vietnamtourism.gov.vn, data collected in July 2019. (7) Vinmec hospitals were ranked among Top 1 or Top 2 on quality indicators that are set and assessed annually by the Ministry of Health. (8) Based on total number of kindergarten to high school students in selected private and international schools in Hanoi and HCMC in June 2019.

Riding on an Exciting Digital Journey to Transform Experience on Unprecedented Scale



Corporate Structure



Entities listed on HOSE

Note: All shareholding percentages presented are based on Vingroup’s effective interest as at 31 March 2022. (1) Indicates market capitalization of the listed entity as at 17 May 2022. USDVND exchange rate of 23,260 (2) Other companies under Vingroup’s Industrial and Technology segment include VinAI, VinBigData, Vantix, VinBrain, VinHMS and VinCSS, in which Vingroup holds effective interests of 64.00% - 99.73%. (3) VinBus operates entirely under a not-for-profit model, in order to contribute to building a civilized and modern public transport, reducing air and noise pollution for Vietnam’s major cities

Key Competitive Advantages



- 1 Favourable Macro-Economics in Vietnam and Across All Consumer Industries
- 2 Unparalleled Execution Capabilities in New Business Sectors
- 3 Dominant Integrated Real Estate Developer, Owner and Operator
- 4 Largest Ecosystem in Vietnam with Market Leadership Across Multiple Businesses
- 5 Proven Track Record of Developing Vietnamese Brands of Scale
- 6 Prudent Financial Policies and Strong Financial Position

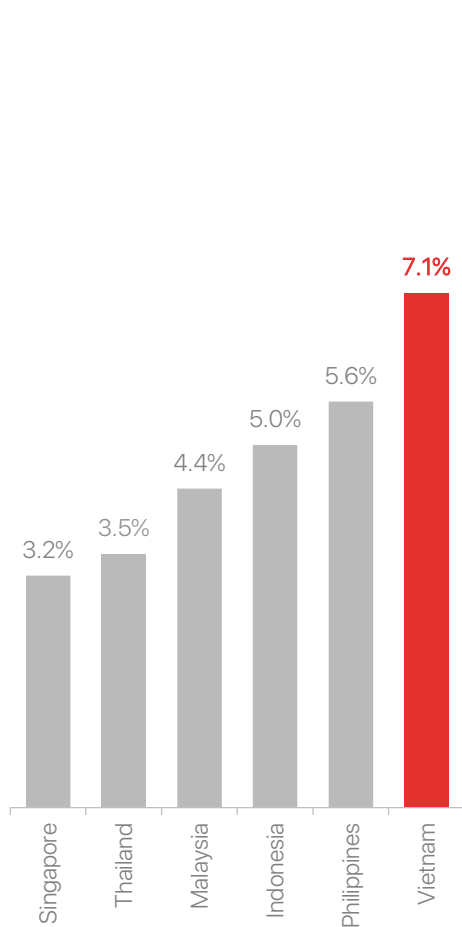
1. Favorable Macro-Economics in Vietnam and Across All Consumer Industries



Strong Macro Tailwinds

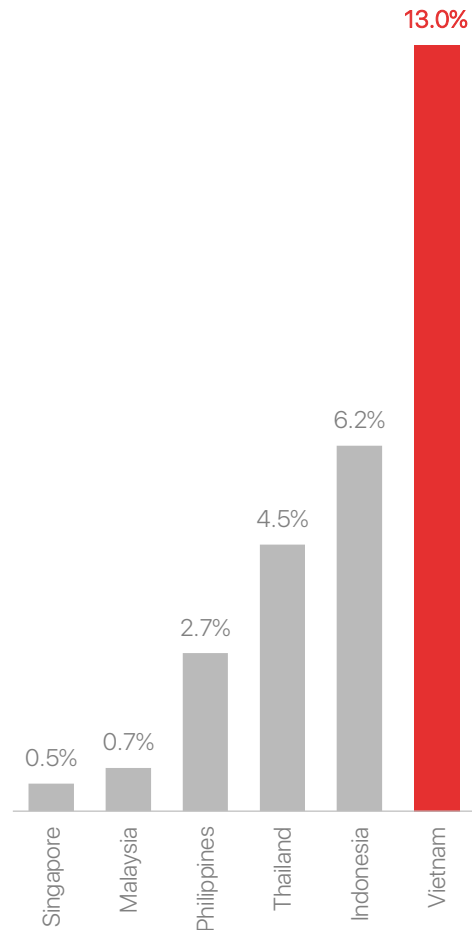
Fastest Growing Economy in Southeast Asia

Real GDP growth 2022E -2024E CAGR (%)



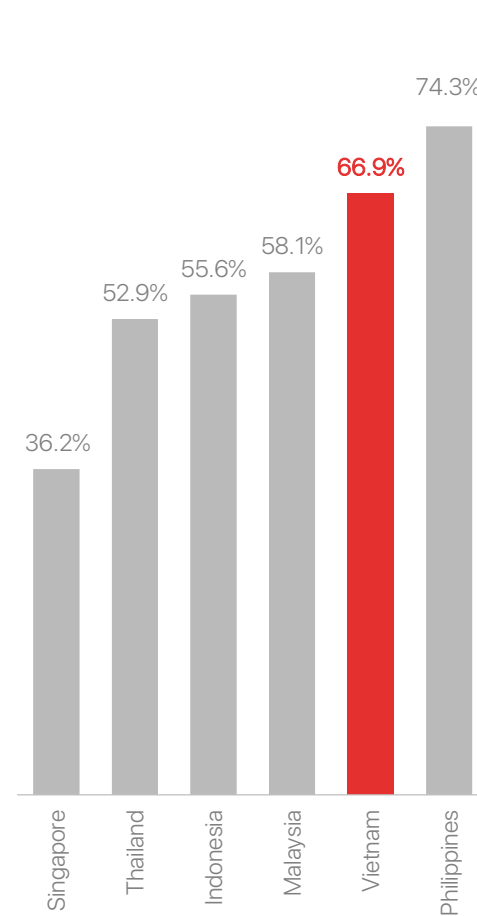
Fastest Growing Middle-Income Segment in SEA

Middle income population⁽¹⁾ growth 2021A-2026E CAGR (%)



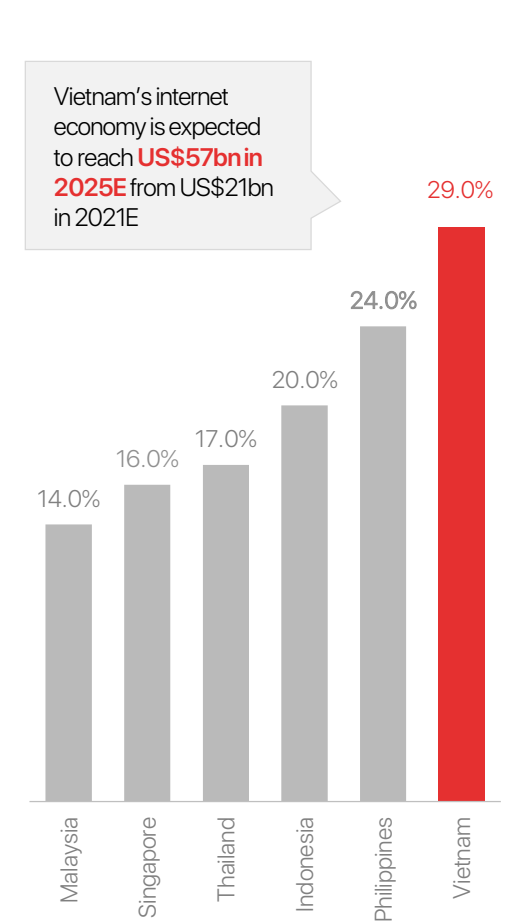
One of the Highest Private Consumption in Southeast Asia

Private consumption as % of GDP in 2021



Strongest Internet Economy Growth in SEA

Internet economy GMV growth CAGR 2021-2025E (%)



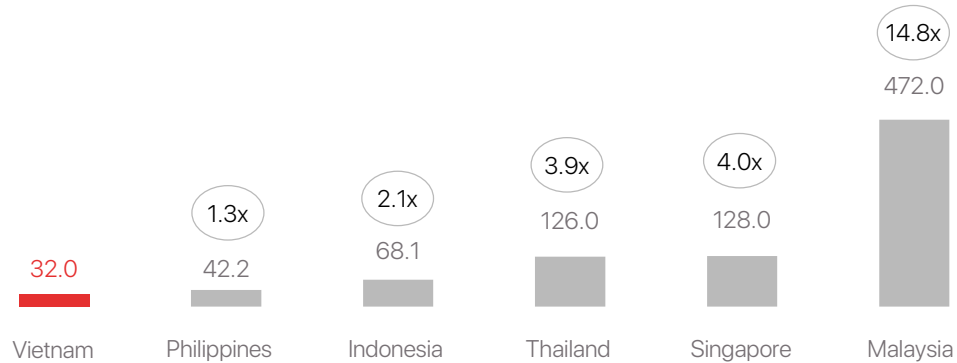
Vietnam's internet economy is expected to reach **US\$57bn in 2025E** from US\$21bn in 2021E

1

Robust Growth Expected for Car Ownership in Vietnam and EVs Globally

1. Significantly Low Car Penetration

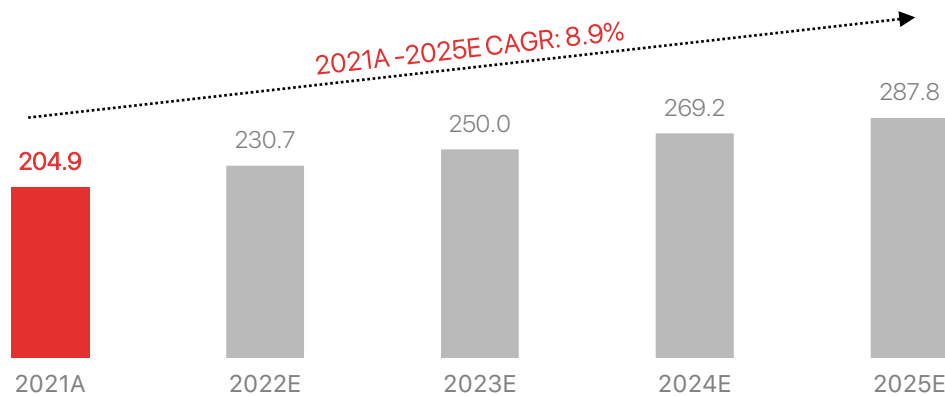
2021 car ownership per 1,000 people



Number of times the car ownership in Vietnam

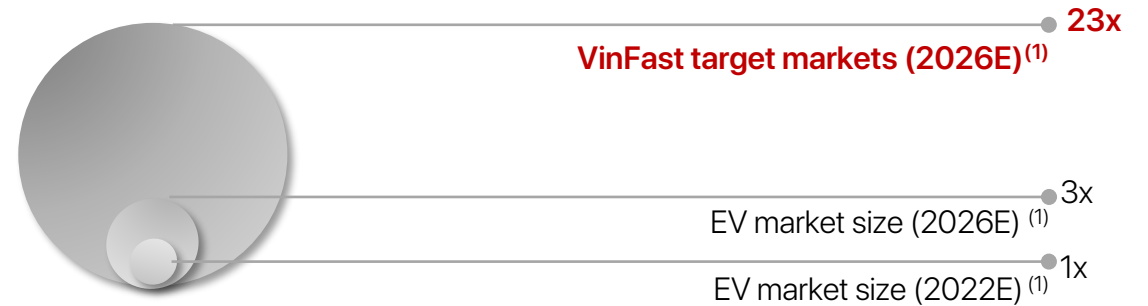
2. Leading To Substantial Growth In The Passenger Car Market

Vietnamese car market projection ('000 units/year)

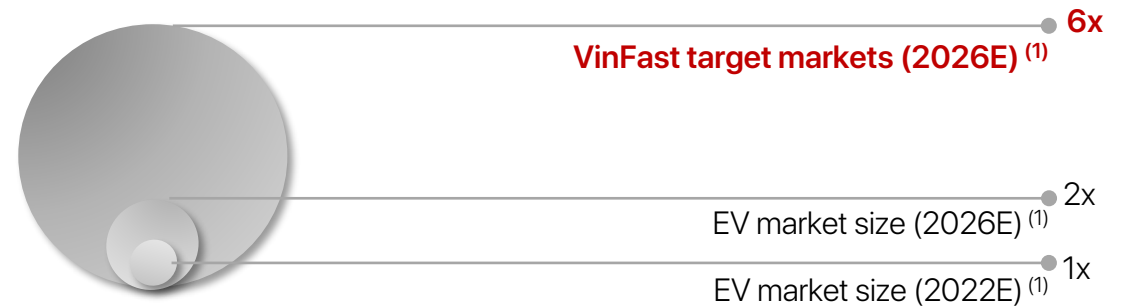


3. VinFast EVs positioned to penetrate both international EV and ICE segments with our product offering

North America (US & Canada)



Europe²



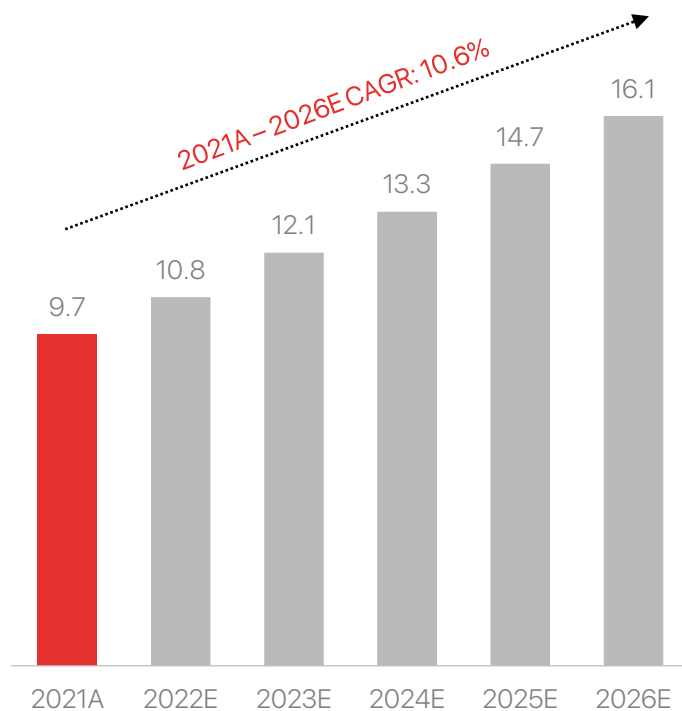
Potential
TAM size⁽²⁾

29.5mm vehicles
\$1,073bn value

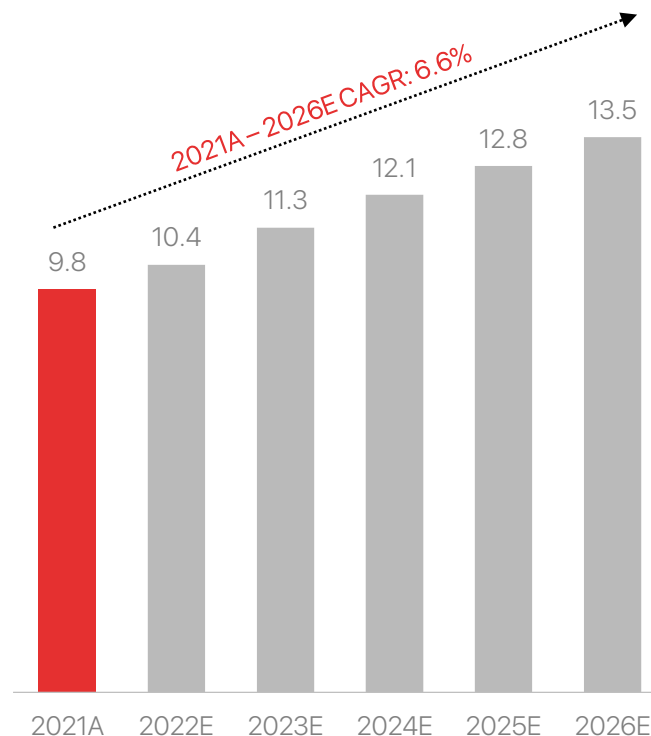
1

Consumer Spending to Grow Across Vingroup's Key Consumer Segments

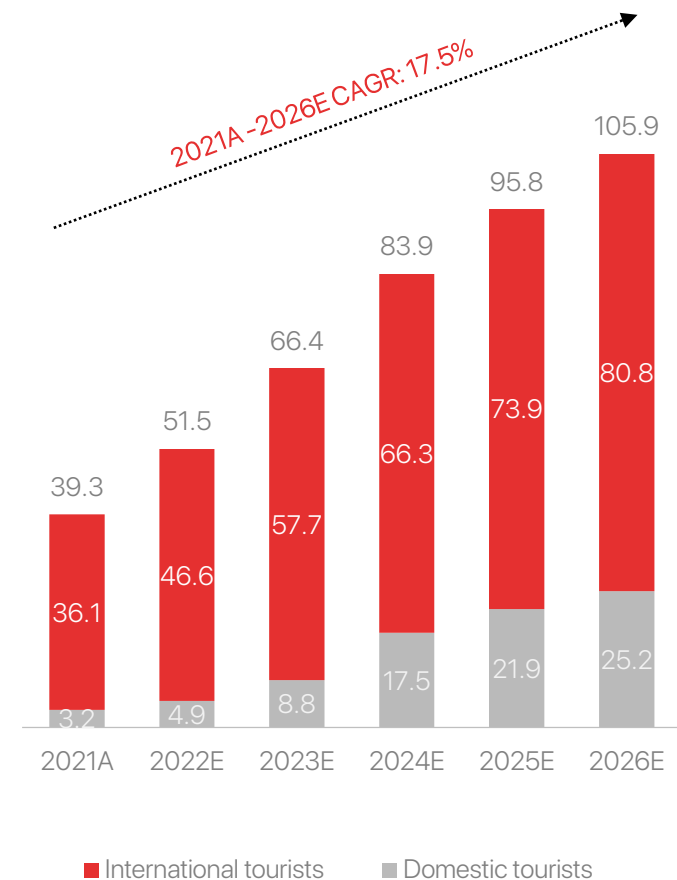
Healthcare – Increasing Household Healthcare Expenditure from Aging Population And Rising Disposable Income
Household Healthcare Expenditure (US\$bn)



Education – Increasing Household Education Spending as More Families Can Afford Quality Education
Household Education Expenditure (US\$bn)



Tourism – Domestic And International Number of Trips Increasing at A Rapid Pace
Number of trips (mm)



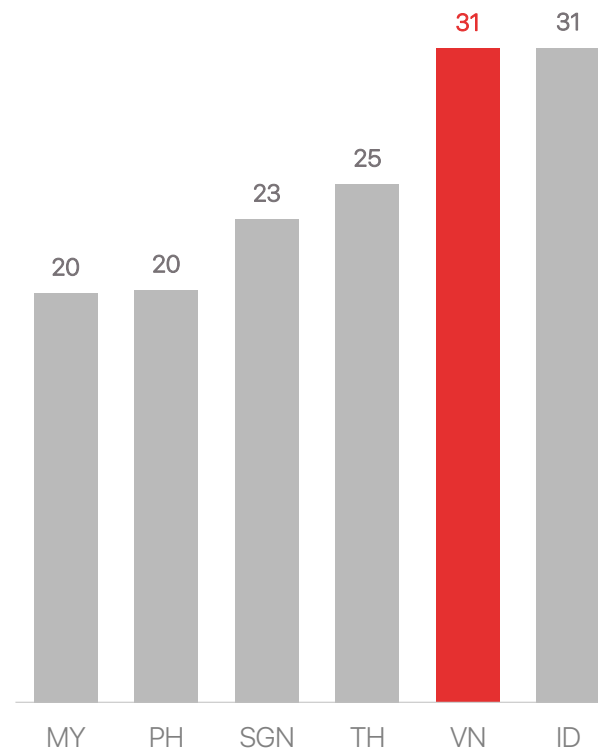
Experiencing Favorable Geopolitical Shifts

- Beneficiary of global supply chain disruption due to geopolitical shifts
- Supportive government policies and robust infrastructure investment
- Strategic geographical advantage supports global distribution
- Competitive advantages in land supply, labor costs and human capital

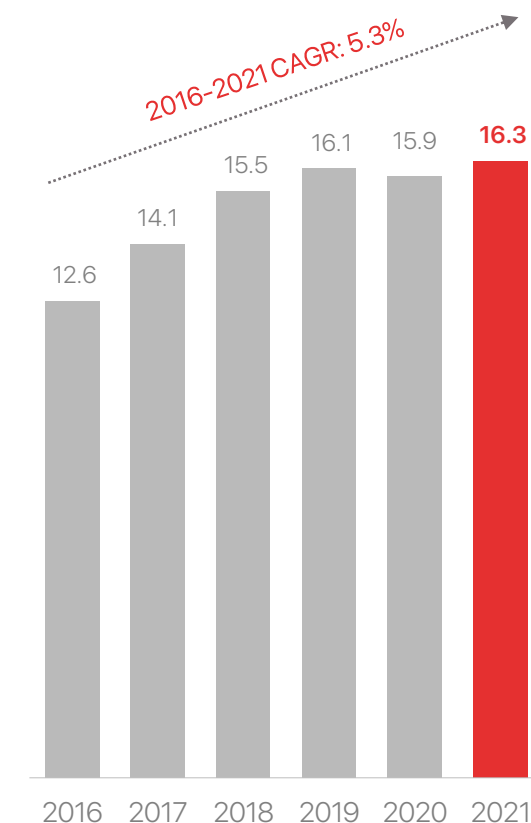
Increasing migration and expansion of global leaders into Vietnam



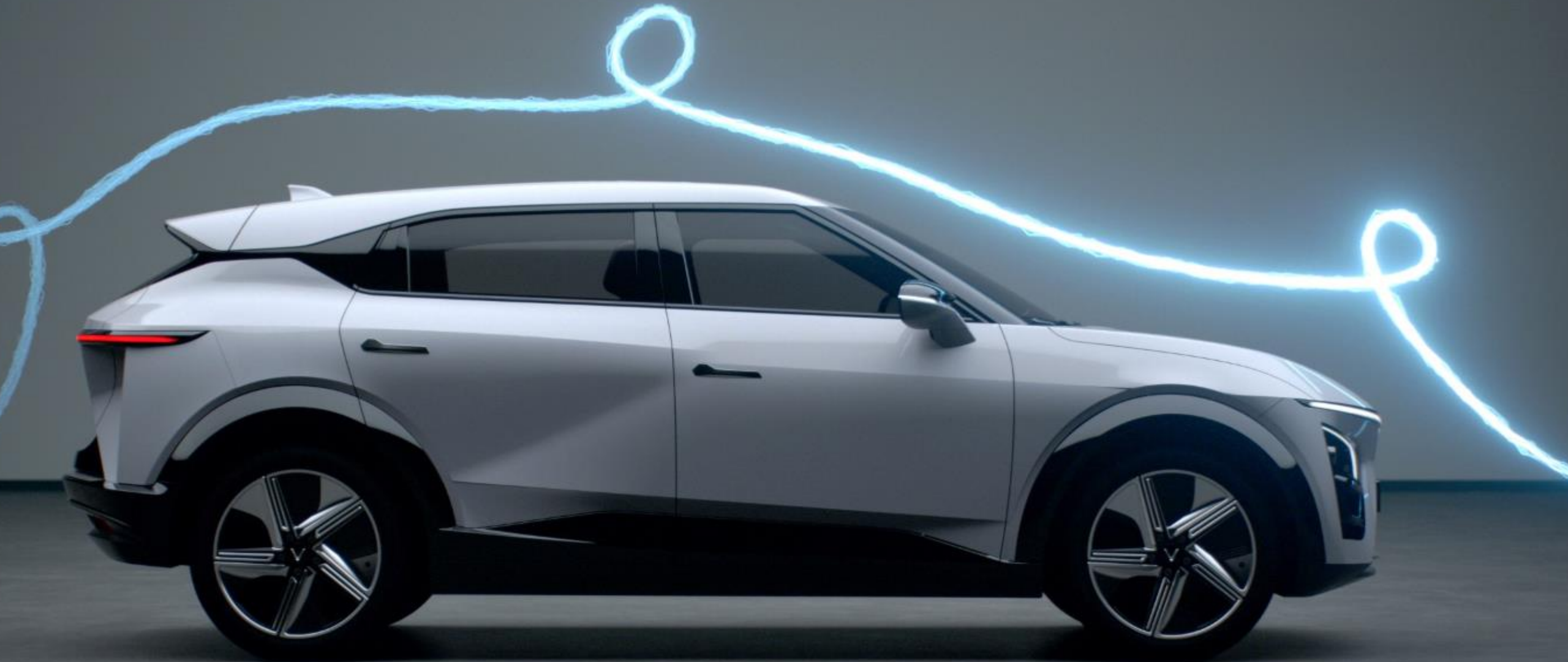
Substantial total investment as % of GDP
(2021 Actual)



Stable FDI flow
Registered FDI (US\$ bn)



2. Unparalleled Execution Capabilities In New Business Sectors



2

Our Track Record of Making the Impossible(s) Possible – Premium Auto Manufacturer Focused on Launching EVs into the Global Market

PHASE 1

Foundation (2017 – 2019)

Establishment of Manufacturing & Commercial Infrastructure

PHASE 2

Acceleration (2020 – 2021)


Domestic market
Smart tech and Electrification

PHASE 3

Go Global (2022+)

Global EV Rollout



TIMELINE		2018	2019	2020	2021	2022+
EV PORTFOLIO	EV				 VF e34	 VF 8 (D-segment)  VF 6 (B-segment)  VF 7 (C-segment)
	E-motorcycles	 Klara	 Impes  Ludo		 Theon  Feliz  Klara-A2  Tempest	 Vento  New e-motorcycle models
	E-Bus				 VinBus	 U.S./EU e-buses
ICE PORTFOLIO			 Fadil  Lux A2.0	 President V8		<p>CESSATION OF ICE PRODUCTION TO BECOME PURE EV MANUFACTURER BY THE END OF 2022</p>

Note: EV= Electric Vehicle. ICE = Internal Combustion Engine. VF 5, VF 6, VF 7 are expected to launch in 2023

World-Class Automated Manufacturing Facilities to Meet Fast Growing Smart EVs Demand

The most modern factory in Vietnam and the newest, biggest automated manufacturing facility in ASEAN

300,000

cars / annum⁽¹⁾

12 months

construction time

335 hectares

total area

World-class, fully accredited manufacturing facility



1,250

robots

>95%

Automated
paint shop



>90%

Automated
press shop



Established supply chain and partnerships with industry leaders, built up extensive distribution network for both automobiles and e-motorcycles in record time (launched 3 ICE car models after 18 months)

Lithium ion battery

Electrification

SAMSUNG
SAMSUNG SDI

Gotion

EDAG

SIEMENS

SAMSUNG
SAMSUNG SDI

BOSCH

FEV

electrify
america

Automobiles / E-Motorcycles

DÜRR

pininfarina

MAGNA

gic AHK

AVL

MAGNA STEYR

BOSCH

SIEMENS

KTM

thyssenkrupp

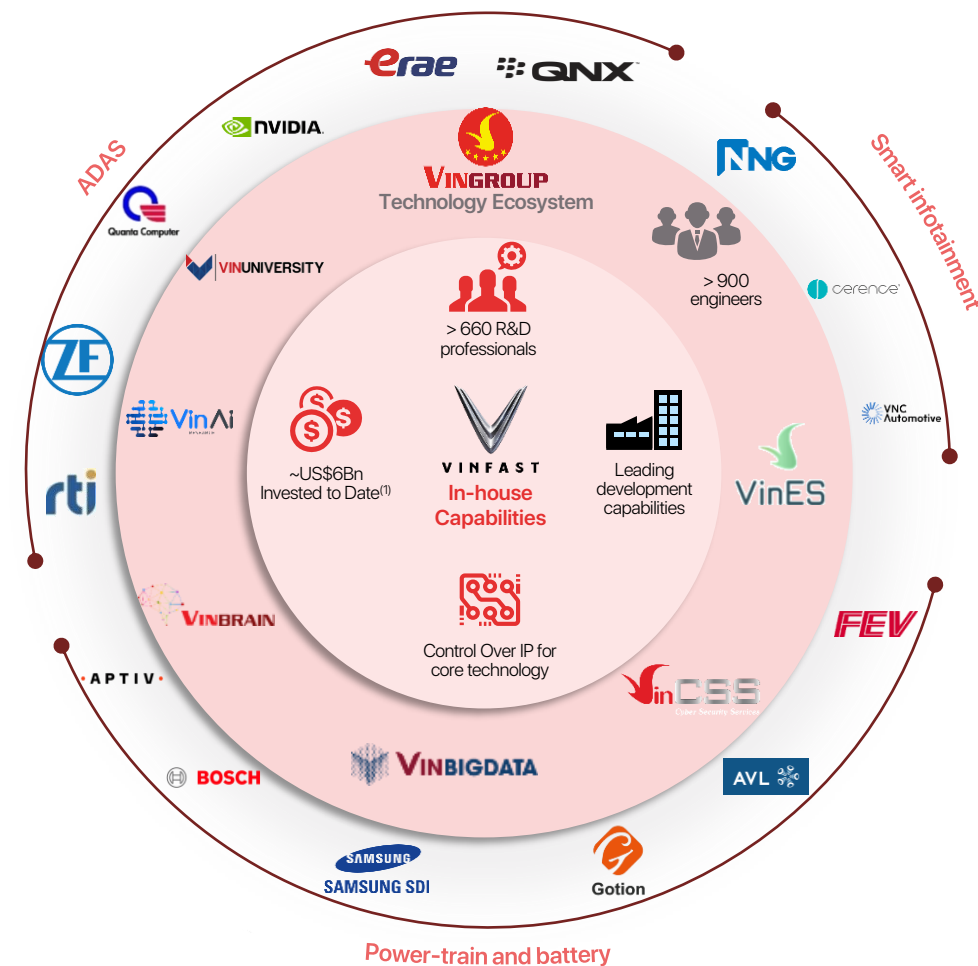
ZF

SCHULER

ABB

Development Capabilities Underpinned by Shared Expertise of Vingroup and Global Partners

Innovation-Driven, Technology-Centric Coupled with Key Advantages of "Technology for Life" Platform



3. Dominant Integrated Real Estate Developer, Owner and Operator



Dominant Integrated Real Estate Developer, Owner and Operator

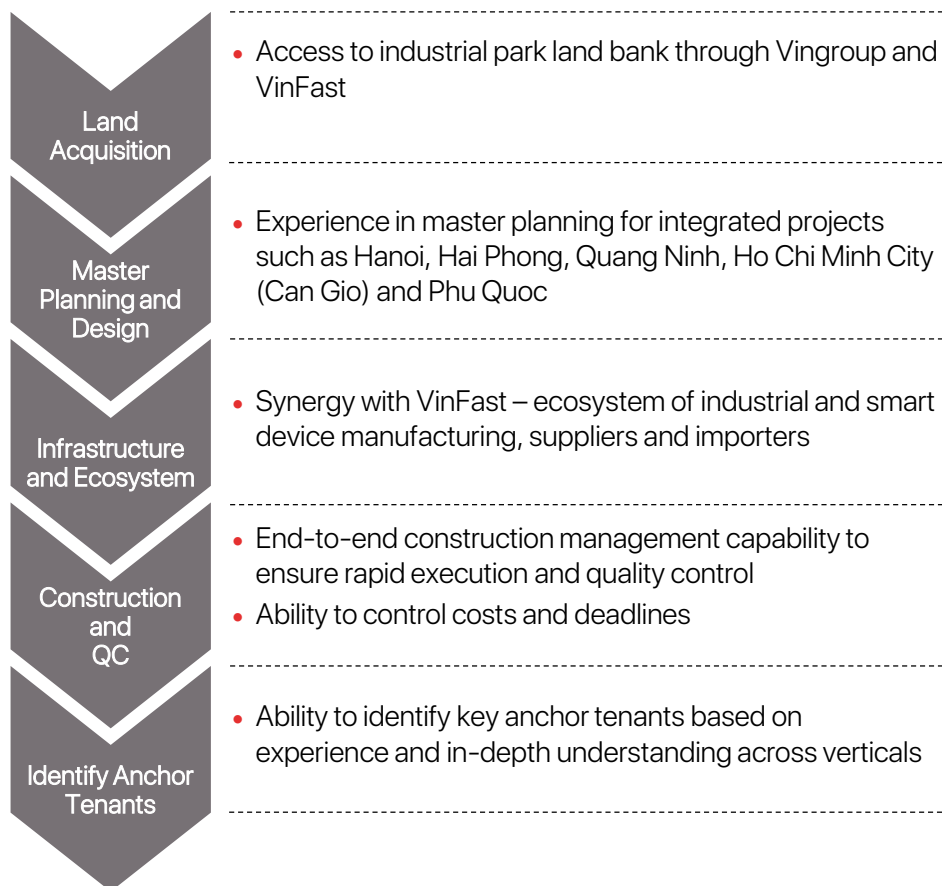
- Unrivalled nation-wide land bank to support Vingroup's growth and sustainability

RESIDENTIAL, OFFICE AND INDUSTRIAL	RETAIL MALLS	HOSPITALITY AND ENTERTAINMENT
<hr/> <p>TOTAL LANDBANK 168 mn sqm of site area</p> <hr/> <p> VINHOMES 130mn sqm of site area</p> <hr/> <p>INDUSTRIAL REAL ESTATE 38 mn sqm of site area</p>	<hr/> <p>81 Malls under operation</p> <hr/> <p> VINCOM RETAIL ~1.7mm sqm of Retail GFA</p> <hr/> <p>43 out of 63 Cities and provinces covered in Vietnam</p>	<hr/> <p>15,600 Total rooms in hotels and beach villas</p> <hr/> <p> VINPEARL 17 Key tourist destinations across Vietnam</p> <hr/> <p>44 Projects under operation⁽¹⁾</p>

Well-diversified coverage of real estate segments across Vietnam

3 Vinhomes – The Leading Residential Platform

Vinhomes' Superior End-to-end Value Chain

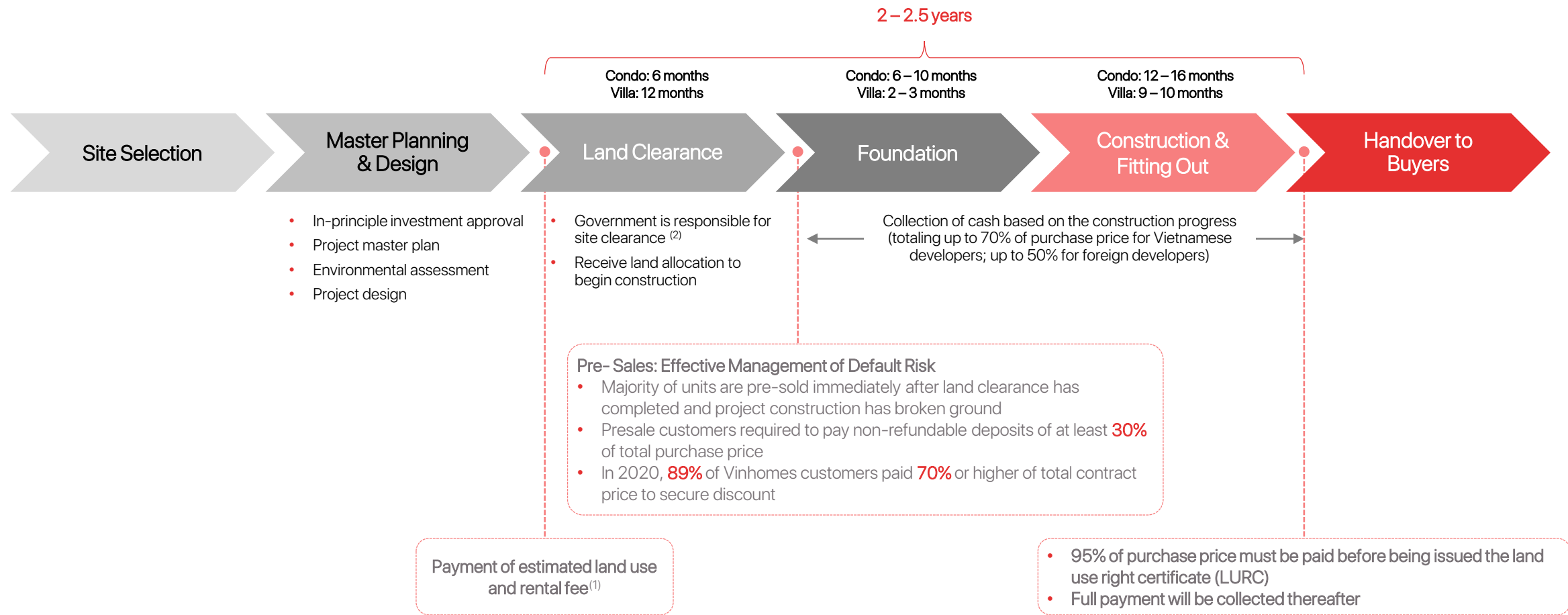


Additional Pillar of Vinhomes' Medium Term Strategy to Diversify and Increase Recurring Revenue and Provide More Avenues for Capital Recycling

Diversification Across the 3 Segments



Property Development Model and Payment Schedule Built on Favorable Regulatory Framework for an Efficient Self-Funding Business Model



Source: Company Information, CBRE

(1) In order to expedite the land clearance process, Vingroup typically pays estimated land use and rental fees in advance, and the Government uses such advanced payments for land owners resettlement compensations

(2) While the Government is in charge of site clearance, Vingroup takes an active and coordinated role in terms of identifying land right holders, education and, in some cases, purchasing land rights

Vincom Retail – The Largest & Fastest Growing Retail Properties Developer & Operator in Vietnam

Outstanding Indicators



43

provinces/cities

81

malls under operation

~1.7

million m² retail GFA

720,000

average daily visitors⁽¹⁾



Northern Vietnam (except Hanoi) – 19

- 16 Vincom Plazas
- 3 Vincom+

Central Vietnam – 20

- 13 Vincom Plazas
- 7 Vincom+

Southern Vietnam (except HCMC) – 17

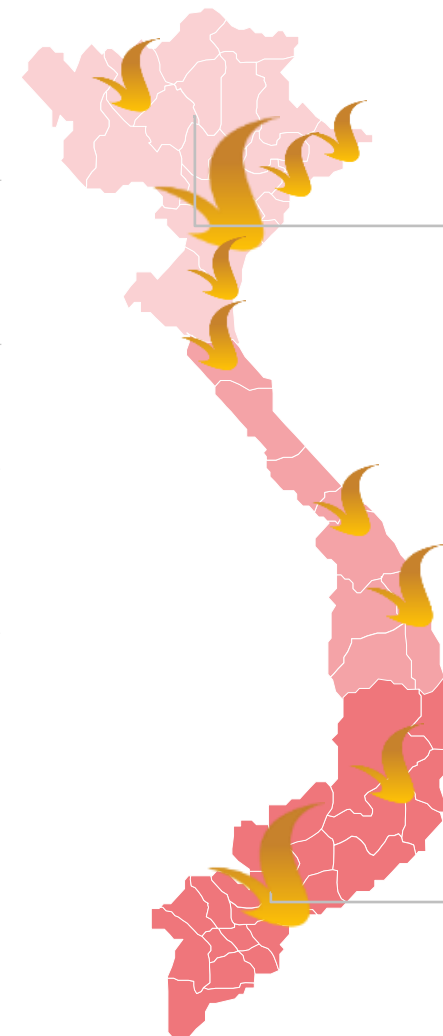
- 15 Vincom Plazas
- 2 Vincom+

Hanoi – 12

- 5 Vincom Centers
- 4 Vincom Mega Malls
- 3 Vincom Plazas

HCMC – 13

- 2 Vincom Center
- 1 Vincom Mega Mall
- 7 Vincom Plazas
- 3 Vincom+



Vinpearl – The Leading Integrated Hospitality and Entertainment Platform

Premium Hospitality Portfolio at Vietnam's Most Coveted Locations

TOTAL: 44 PROJECTS⁽¹⁾



DA NANG & QUANG NAM

Rooms	2,625
Facilities	5
Brands present	Vinpearl Luxury Vinpearl Resorts Vinpearl Condotel



NHA TRANG

Rooms	6,363
Facilities	11 ⁽²⁾
Brands present	Vinpearl Luxury Vinpearl Resorts Vinpearl Discovery Vinpearl Condotel



PHU QUOC

Rooms	3,450
Facilities	8 ⁽²⁾
Brands present	Vinpearl Resorts Vinpearl Discovery



(*) Melia Vinpearl

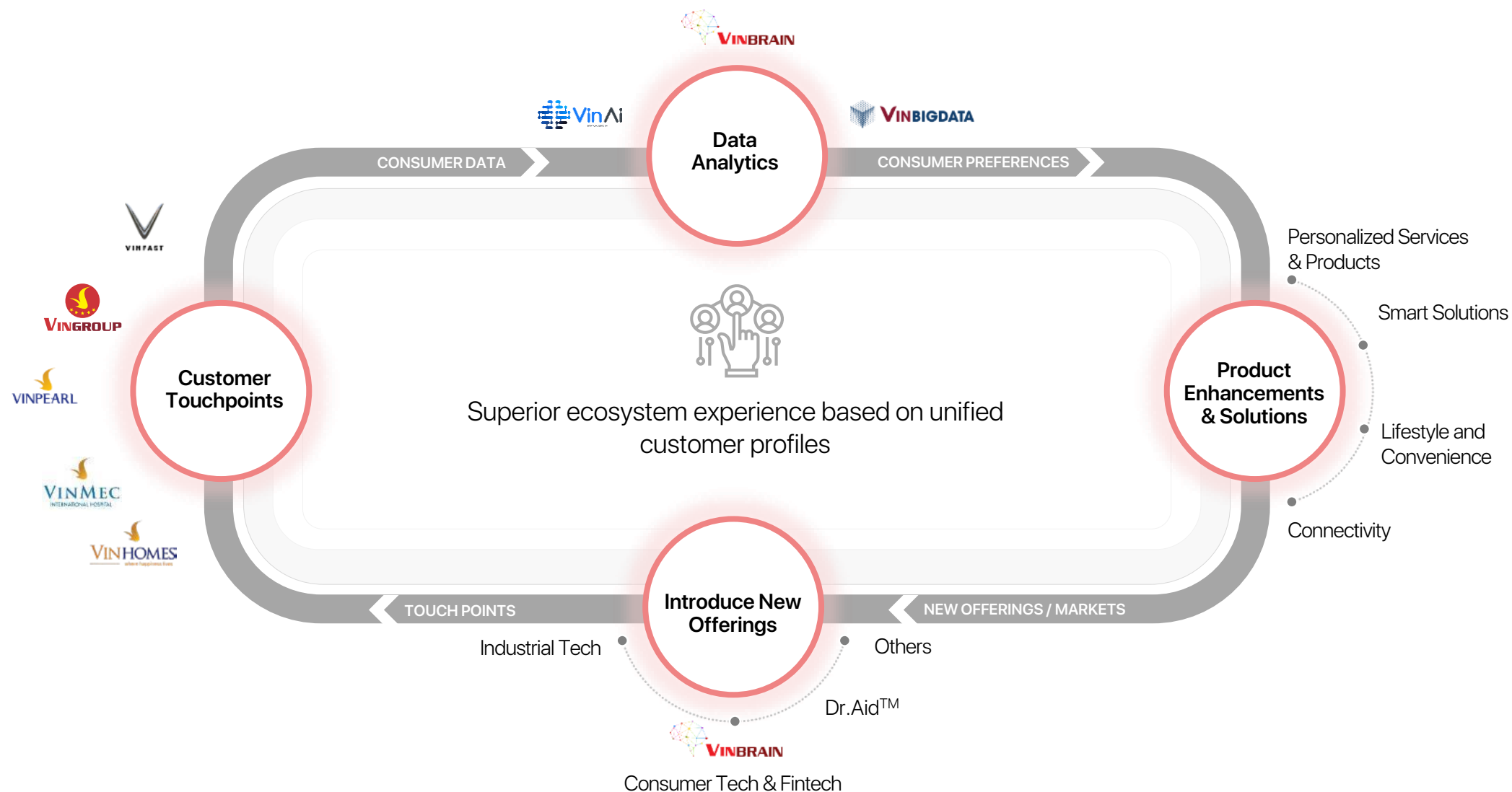
Integrated Lodging and Entertainment Portfolio of 5+ Star Brands

	Affluent/ Silver Hair	Business Travelers	Family	Group of Families/Friends/ Mass
5+ Stars				
5 Stars				
Others				

4. Largest Ecosystem in Vietnam With Market Leadership Across Multiple Businesses



Leveraging Data Analytics for Deep Behavioral Understanding and Continual Improvement of Platform Offerings



5. Proven Track Record of Developing Vietnamese Brands of Scale



Proven Track Record of Developing Vietnamese Brands of Scale

Most Loved and Respected Brands



Vietnam Report 2021

- Top 5 Largest Enterprises in Vietnam
- The Largest Non-state-owned Enterprise in Vietnam

INTAGE Vietnam 2021

- Top 100 Vietnam Best Places to Work

Forbes 2021

- Top 10 coolest car at CES 2022 (VF 5, VF 6, VF 7)

International Conference on Machine Learning 2021

- 23 Leading technology companies at NeurIPS (VinAI)

ASEAN NCAP 2020

- Excellent award for new manufacturer safety commitment

Best Designs



International Property Awards

- The Most Intelligent District – IBcon Digie Awards (2021) – Techno Park Tower, Vinhomes Ocean Park
- Best Retail Development – Asia Pacific (2019) – Vincom Center Landmark 81
- Best International Retail Development (2019) – Vincom Center Landmark 81
- World's Best Property (2018) – Vinhomes Riverside

Asia Pacific Property Awards

- Mixed Use Development and Sustainable Residential Development (2021) – Vinhomes Smart City
- Best Mixed-Used Development (2019) – Vinhomes Ocean Park

Contribution to a Sustainable Economy



Global Banking & Finance Review

- Best Corporate Governance Company Vietnam 2020
- Best Investor Relations Company Vietnam 2021

Forbes

- Global 2000 (2019-2021)
- Asia's 200 Best Over A Billion (2019)

Forbes Vietnam

- Top 50 Listed Companies (2019)

Nikkei Asia 300 (2015 – 2022)

- Top 300 Largest and Fastest Growing Businesses in Asia

Most Successful Transactions



The Asset AAA

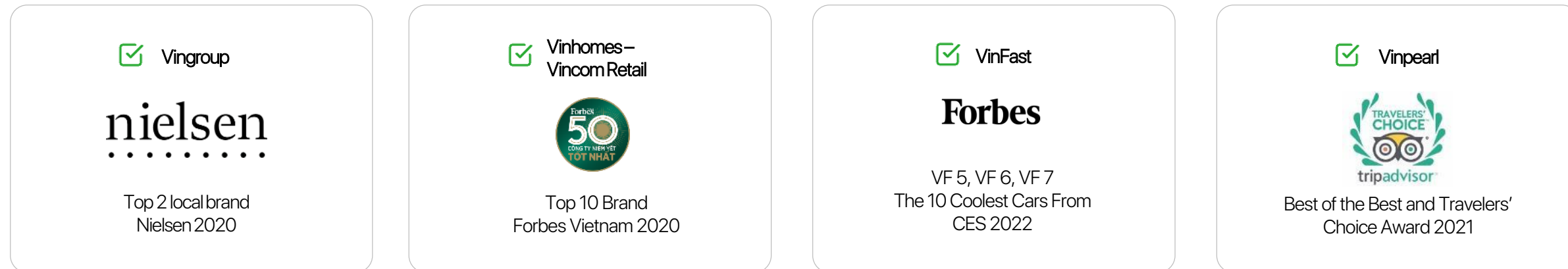
- Best Vietnam Transaction (2020)
- Best Vietnam IPO (2018), Best M&A (2018), Best Syndicated Loan (2018), Best Issuer – Corporate (Southeast Asia – 2018)
- Best Equity Linked Deal in Vietnam (2021)

Finance Asia

- Best Frontier Market Transaction (2020)
- IPO of the Year (2018), Best Vietnam Deal (2018), Private Equity Deal (2017)
- Finance Asia (2021) Best Real Estate Deal

Superior Brand Equity Fosters Consumer Trust and Lower Customer Acquisition Costs

Vin-brands being a household name across sectors...



...serves as a launch pad for new products to gain immediate recognition and access to a large customer base

Close to **5.3 million** subscribers and members on YouTube and Facebook fan groups respectively

Pre-order volume

 YouTube



Mê Xe
243,000
subscribers



Tipcar TV
352,000
subscribers



Xế Cưng
318,000
subscribers



Autodaily.vn
663,000
subscribers

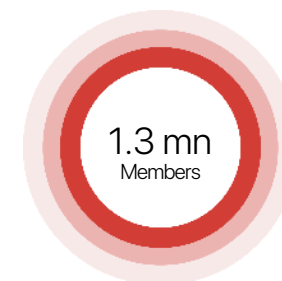
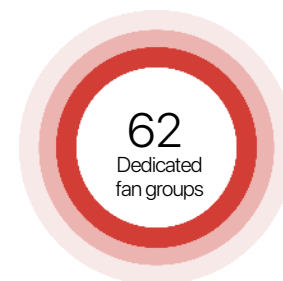


Autobikes Vietnam
254,000
subscribers



XE HAY
2.1mn
subscribers

FACEBOOK



4,000

VF e34 pre-orders within 12 hours

24,000

VF 8 & VF 9 pre-orders within 48 hours

6. Prudent Financial Policies And Strong Financial Position



Prudent Financial Policies and Strong Financial Position

Liquidity management

- Minimum cash balance of US\$700m or above to avoid liquidity risk
- Only Vietnamese issuer with access to multiple sources of capital, including domestic and international banks, domestic bond market, as well as international private and public capital markets
- As at 31 March 2022, Vingroup has secured short-term bank credit line of USD 1.3bn, providing ample liquidity support

Staggered debt maturity

- Well-staggered debt maturity profile with preference towards longer dated tenors
- Balanced mix of USD and VND denominated borrowings

Risk management

- Regular risk management reviews and discussion with senior management before major refinancing exercise or new product launch
- Established a prudent investment mechanism, taking into consideration of compatibility with corporate strategy, investment return, business synergy, with approval from the Board and Investment Committee

Prudent and flexible dividend policy

- Prudent and flexible dividend policy subject to Vingroup's growth plans, investment requirements and relevant financial covenants
- Vingroup has not paid cash dividend since 2015. We do not expect to pay significant cash dividends in the near term given our growth and investment plans

Global Reputation and Good Execution Helped Attract Top-Tier International Investors



Visionary Management with Proven Track Record

Board of Directors



Mr. Pham Nhat Vuong
Chairman of the Board of Directors

- Holds a Bachelors Degree in Geological Economic Engineering, graduated from Moscow Geology University in Russia
- Long track record as an entrepreneur both in and out of Vietnam, founded Technocom Limited Company in Ukraine, which was sold to Nestle S.A. in 2010
- Established Vinpearl in 2001 and Vincom in 2002
- Founder and largest single shareholder in Vingroup
- Recognized as Vietnam's first billionaire by Forbes Magazine (2012), and retained the position as the billionaire with the highest network in Vietnam since then

Ms. Pham Thuy Hang
Vice Chairwoman of the Board

Mr. Adil Ahmad
Independent Board Member

Ms. Pham Thu Huong
Vice Chairwoman of the Board

Mr. Michael Chin Jeawuk
Independent Board Member

Mr. Nguyen Viet Quang
Vice Chairman of the Board cum CEO

Mr. Ronaldo Dy-Liacco Ibasco
Independent Board Member

Ms. Nguyen Dieu Linh
Vice Chairwoman of the Board

Mr. Yoo Ji Han
Board Member

Senior Management



Ms. Thai Thi Thanh Hai

- Vingroup Vice Chairwoman
- 28+ yrs experience
- 8+ yrs with Vingroup



Ms. Le Thi Thu Thuy

- Vingroup Vice Chairwoman
- 26+ yrs experience
- 14+ yrs with Vingroup



Ms. Le Mai Lan

- Vingroup Vice Chairwoman
- 24+ yrs experience
- 8+ yrs with Vingroup



Mr. Le Khac Hiep

- Vingroup Vice Chairman
- 29+ yrs experience
- 17+ yrs with Vingroup



Mr. Nguyen Viet Quang

- CEO
- 26+ yrs experience
- 12+ yrs with Vingroup



Ms. Mai Huong Noi

- Dy CEO
- 31+ yrs experience
- 16+ yrs with Vingroup



Mr. Pham Van Khuong

- Dy CEO
- 39+ yrs experience
- 20+ yrs with Vingroup



Ms. Duong Thi Hoan

- Dy CEO
- 23+ yrs experience
- 15+ yrs with Vingroup















Ms. Anne Pham

- CIO
- 17+ yrs experience
- 9+ yrs with Vingroup

Management has an average of 28+ years of experience

Committed to International Corporate Standards

1. Seasoned Management Teams for Every Business Segment

 <p>VINFEST Ms. Le Thi Thu Thuy CEO</p> <ul style="list-style-type: none"> • 26+ yrs experience • 14+ yrs with Vingroup 	 <p>VINFEST Mr. Shaun Calvert Dy CEO, Manufacturing</p> <ul style="list-style-type: none"> • 31+ yrs experience • 5+ yrs with Vingroup 	 <p>VINFEST Mr. Hong Bae, PhD Dy CEO, Technology</p> <ul style="list-style-type: none"> • 17+ yrs experience • 2 yrs with Vingroup 	 <p>VINFEST Dr. Nguyen Quang Huy Technology Director</p> <ul style="list-style-type: none"> • Previous: Principal Architect, Software Engineer at Microsoft (US) • 4+ yrs with Vingroup
 <p>VINHOMES Mr. Pham Thieu Hoa Chairman</p> <ul style="list-style-type: none"> • 35+ yrs experience • 19+ yrs with Vingroup 	 <p>VINPEARL Ms. Nguyen Mai Hoa CEO</p> <ul style="list-style-type: none"> • 31+ yrs experience • 16+ yrs with Vingroup 	 <p>VINCOM RETAIL Ms. Tran Mai Hoa CEO</p> <ul style="list-style-type: none"> • 28+ yrs experience • 8+ yrs with Vingroup 	 <p>VINMEC INTERNATIONAL HOSPITAL Ms. Le Thuy Anh CEO</p> <ul style="list-style-type: none"> • 25+ yrs experience • 11+ yrs with Vingroup
 <p>VINSCHOOL Ms. Phan Ha Thuy CEO</p> <ul style="list-style-type: none"> • 29+ yrs experience • 8+ yrs with Vingroup 	 <p>VINUNIVERSITY Ms. Le Mai Lan President</p> <ul style="list-style-type: none"> • 24+ yrs experience • 8+ yrs with Vingroup 	 <p>VINBIGDATA Dr. Vu Ha Van CEO</p> <ul style="list-style-type: none"> • Percy F. Smith Chair of Mathematics at Yale University • 4+ yrs with Vingroup 	 <p>VinAI Dr. Bui Hai Hung CEO</p> <ul style="list-style-type: none"> • Previous: Scientist at Google Deepmind, Stanford Research Institute • 4+ years with Vingroup

2. Significant Representation from Independent Directors



3 of 9 directors are independent

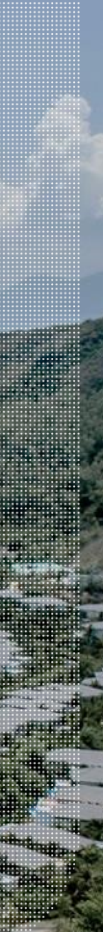
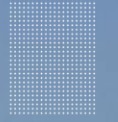


3 of 9 directors are independent



2 of 6 directors are independent

Covid-19 Update



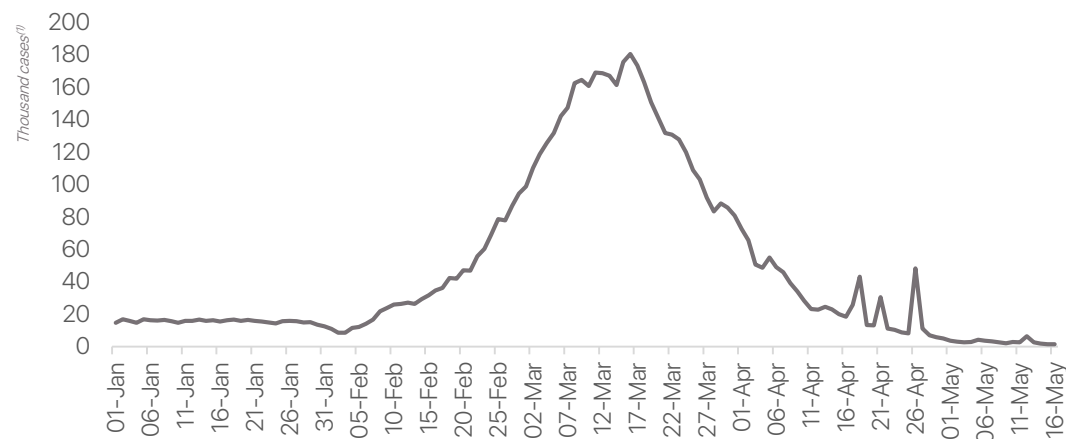
Businesses Are Back To Normal and on the Path to Recovery to Pre-Covid Level

Vietnam achieved herd immunity – Striving to bring the economy back to pre-pandemic levels

- The Vietnamese government continues to pursue the policy of "safe coexistence with Covid-19", with a focus on increasing vaccinations rates and gradually reopening the economy
- Vietnam has successfully administered more than **217 million** doses⁽¹⁾ of which more than **2.7 million** have been administered to children aged between 5 and 11 years
- With the reopening of tourism activities, nearly **91,000** international visitors came to Vietnam in Q1, an increase of **89%** YoY. Domestic tourism also recorded many positive signals with the number of visitors reaching **26.1 million**, up **58%** YoY⁽²⁾
- SEA Games 31 hosted in May 2022, affirming Vietnam's desire to "live with" the pandemic and promote the Country's return to normal

All population above 18 has been vaccinated with 2 doses – Social life returns to normal with the peak of Covid-19 cases passes

Number of reported Covid-19 cases in Vietnam in 2022



All businesses are back to normal



- VinFast holds various offline marketing campaigns and activities to enhance brand equity
- Workers at the factory are back to work full time, ensuring production capacity



- New projects' launch supported by the resumption of outstanding offline events, attracting thousands of agents
- Construction activities are on schedule thanks to social distancing being lifted



- Retail sales of goods and services continued to increase
- Consumers have caught up with the new normal
- Able to launch offline marketing campaigns to attract more customers



- 46/46⁽³⁾ operating facilities are reopened with 100% capacity
- Strong sales supported by high demand during holidays
- Welcome back foreign customers thanks to the relaxation of international traveling restrictions



- Hospitals are fully back to normal operation



- K-12 students are allowed to go back to school

FY2022 Outlook



FY2022 Outlook

Industrials and Technology



- Roll out showrooms across Vietnam, the U.S., and Europe. Expand charging infrastructure for EV transition in Vietnam
- Improved margins to come from higher sales and pre-order volumes, completion of showrooms expansion in international markets, better brand recognition and launch of new models

Real Estate and Services



- Robust pre-sales outlook for 2Q2022 onwards, thanks to the launch of new mega project, Vinhomes Ocean Park – The Empire. Projects pipeline to be launched include Vinhomes Dai An (Vinhomes Ocean Park 3), Vinhomes Wonder Park and Vinhomes Co Loa
- Continued sales expected from three existing mega projects with new phase launches planned.
- Continue to search for potential locations to expand the land bank
- Vinhomes is committed to develop Net-Zero megacities as part of ESG strategy



- Launch 2 Vincom Plazas in Bac Lieu and My Tho and improve facilities and upgrade tenant mix for existing malls in addition to the launch of Vincom Mega Mall Smart City on 28 April 2022
- Continue to cultivate relationship with long-term anchor tenants
- Differentiate customer experience via modern technology and excellent services



- Business operations to improve sharply as traveling has been allowed and vaccination rate continues to increase
- Local market: Focus on service improvement and diversifying product offerings to optimize revenue and return to pre-Covid levels
- International market: Promote strategic destinations such as Phu Quoc, Nha Trang, Da Nang, Quang Nam and collaborate with international airlines to provide appealing combos for key markets as well as those underutilized

Social Enterprises



- Recovery to pre-Covid levels as hospitals are expected to return to normal operation



- VinUni to promote international partnerships and build brand awareness, talent programs
- Vinschool to open new kindergartens, inter-level schools, boarding school



- Profitability sustained by diversified income streams once students return to school

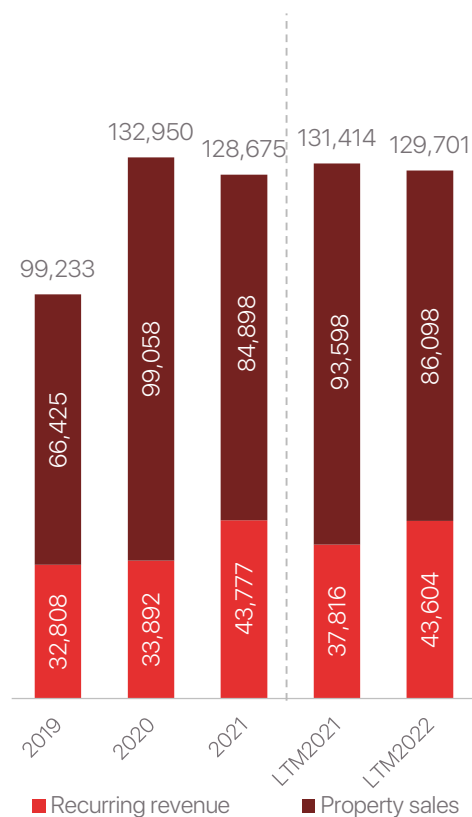
Financial Highlights



Income Statement Highlights

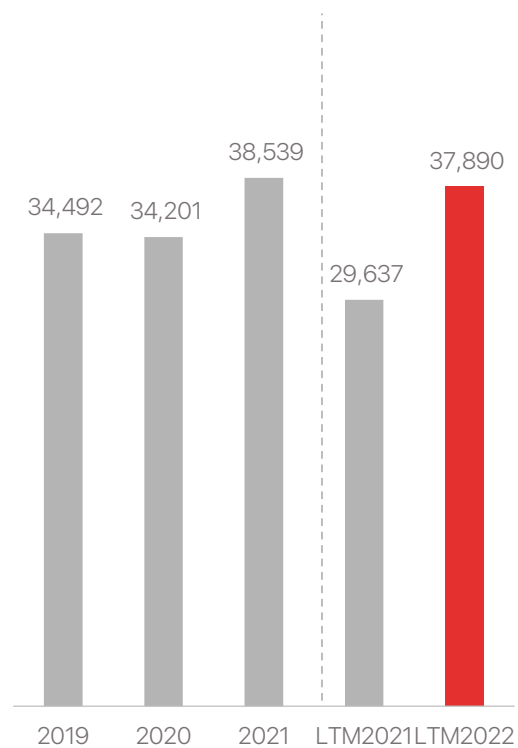
Revenue⁽¹⁾

(VNDbn)



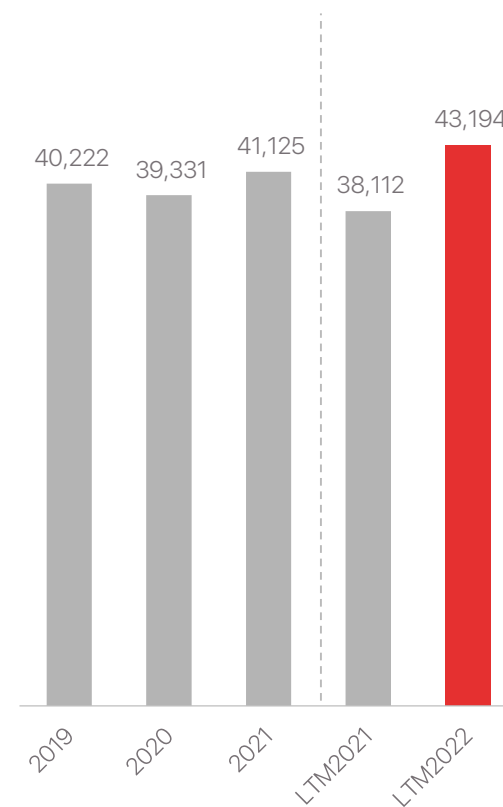
Gross Profit⁽¹⁾

(VNDbn)



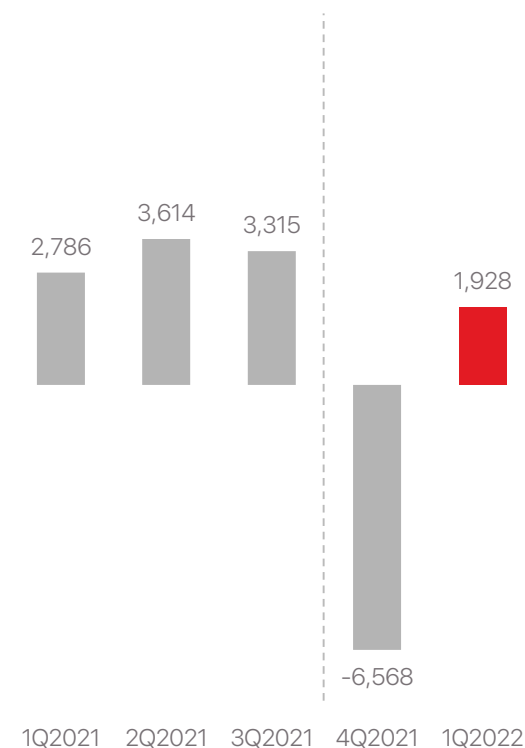
EBITDA^{(1) (2) (3)}

(VNDbn)



Profit Before Tax

(VNDbn)



Source: Audited VAS Consolidated Financial Statements for 2019 – 2021, VAS Consolidated Financial Statements for 3M2022 (1) Figures in FY2019–3M2022 are pro-forma, adding bulk sales and subtracting contribution from discontinued businesses, which includes consumer retail, agriculture and VinSmart (2) Adds back foreign exchange losses / (gains) (3) Figures in FY2019–3M2022 exclude one-off expenses related to the cessation of ICE car production, Covid support and charitable activities

Leverage, Coverage and other Ratios

	LTM2022	FY2021	Change
Leverage ratios			
Net debt ⁽¹⁾⁽²⁾ / EBITDA	2.8x	2.4x	0.4x
Net debt ⁽¹⁾⁽²⁾ / (Total assets – cash & ST investments ⁽²⁾)	29.5%	24.7%	4.8ppt
Coverage ratios			
Recurring revenue / Interest expense ⁽³⁾	4.4x	4.3x	0.1x
EBITDA / Interest expense ⁽³⁾	4.4x	4.0x	0.4x
Others			
Debt maturity (years)	3.12	3.49	(0.37)
Debt maturity (years) (Excl. Vinhomes' debt)	3.41	3.81	(0.40)
Average borrowing cost ⁽⁴⁾	7.6%	7.4%	0.2ppt

Source: Audited VAS Consolidated Financial Statements for 2019 – 2021, VAS Consolidated Financial Statements for 1Q22 (1) Net debt is equal to total debt, less cash and cash equivalents and short-term investments (2) Short-term investment excludes share option (3) On a LTM basis for recurring revenue, EBITDA and interest expense, calculated using pro-forma figures, excluding retail, agriculture and Vinsmart segments. EBITDA is calculated from consolidated profit before tax adjusted for interest expense and depreciation and amortization, and excludes (a) FX gain/loss, and (b) terminated businesses including retail and agriculture segments. (4) Inclusive of hedging expenses

Company Information

Vingroup Joint Stock Company ("Vingroup" or "the Group"): market capitalization of c.USD12.8 billion as at 17 May 2022.

Vingroup today bases its strategy on the principles of sustainability and professional management to operate in three major business segments:

- **Industrials and Technology**

- **VinFast**, the first and largest domestic comprehensive automobile manufacturer and electric scooter producer in Vietnam
- **VinES**, battery cell technology development and manufacturing
- **VinAI, VinBigData, VinBrain**, Data science, AI research and technology development
- **VinHMS**, business management platform; **VinCSS**, cyber security service

- **Real Estate and Services**

- Residential **Vinhomes** premium apartments, villas and shophouses, mid-end real estate with integrated facilities, Happy Town – affordable housing
- Retail Leasing **Vincom** quality shopping malls
- Hospitality-focused **Vinpearl** hotels, resorts and beach villas, and **VinWonders** amusement parks and conservation parks

- **Social Enterprises**

- **VinBiocare**, pharmaceutical and life sciences
- **VinBus**, public passenger transport under not-for-profit model
- Healthcare service provider, **Vinmec** (including hospitals and clinics)
- Quality education provider **Vinschool** featuring the K-12 education system and **VinUni** not-for-profit private university

Vingroup was listed on the HOSE on 7 September, 2007. More information on the Group can be found at www.vingroup.net.

OFFICES

HANOI HEADQUARTERS

Number 7, Bang Lang 1, Vinhomes Riverside
Long Bien District
Hanoi, Vietnam

HO CHI MINH CITY BRANCH

Vincom Dong Khoi – 4th Floor
72 Le Thanh Ton, District 1
Ho Chi Minh City, Vietnam

CONTACTS

Investor Relations Department

Address: Vingroup Hanoi Office (Headquarters)

Email: ir@vingroup.net

Tel: +84 (24) 3974 9999 (Ext. 9462)

Fax: +84 (24) 3974 8888