



VINFAST

Join the Charge



March 2023



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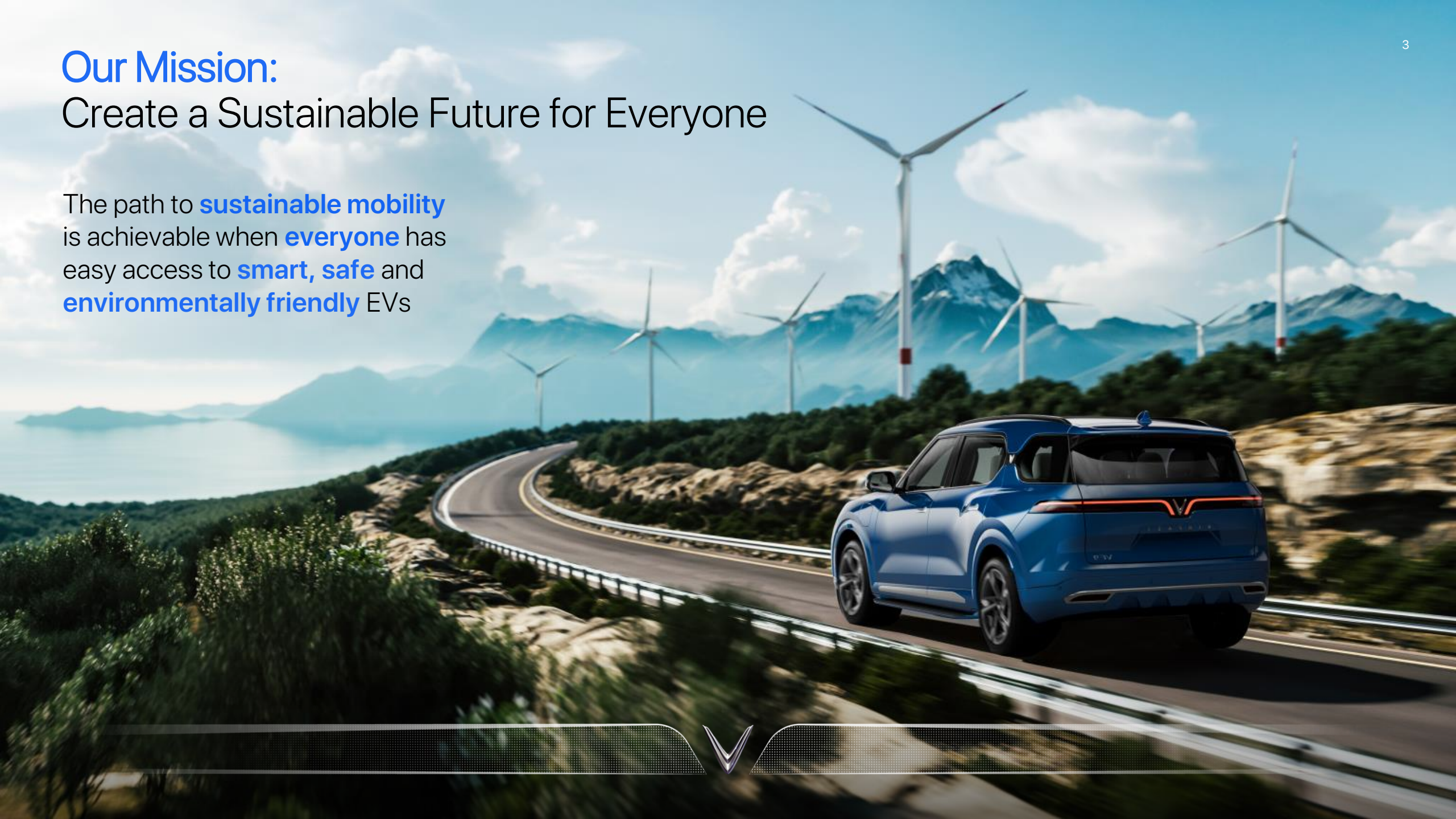
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Our Mission:

Create a Sustainable Future for Everyone

The path to **sustainable mobility** is achievable when **everyone** has easy access to **smart, safe** and **environmentally friendly** EVs



What Defines Us:

Execution Excellence^{DNA}

We do everything with **passion, speed, courage** and **forward thinking** – all to make the world a better place

We prioritize **Execution Excellence** at the core of everything we do

Execution Excellence is in our **DNA**





Outstanding Speed and Quality...

860-Acre, Highly-Automated Manufacturing Complex in Hai Phong

2017 – Company Founding and Facility Construction



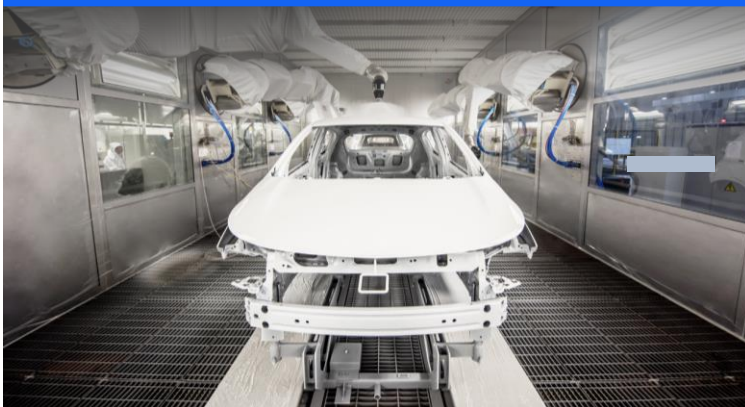
2018 – E-Scooter Production Commenced



2019 – Facility Phase 1 Completed



2020 – Focused on ICE Production



2021 – First EVs Rolled Off Product Line



2022 – First EV Shipment to the US⁽¹⁾



Note:
1. With deliveries expected in 2023



Proof of Our Execution: Making the Impossible(s) Possible

Challenge #1

Build a global automotive OEM in Vietnam



Challenge #2

Achieve #1 market share in Vietnam⁽¹⁾

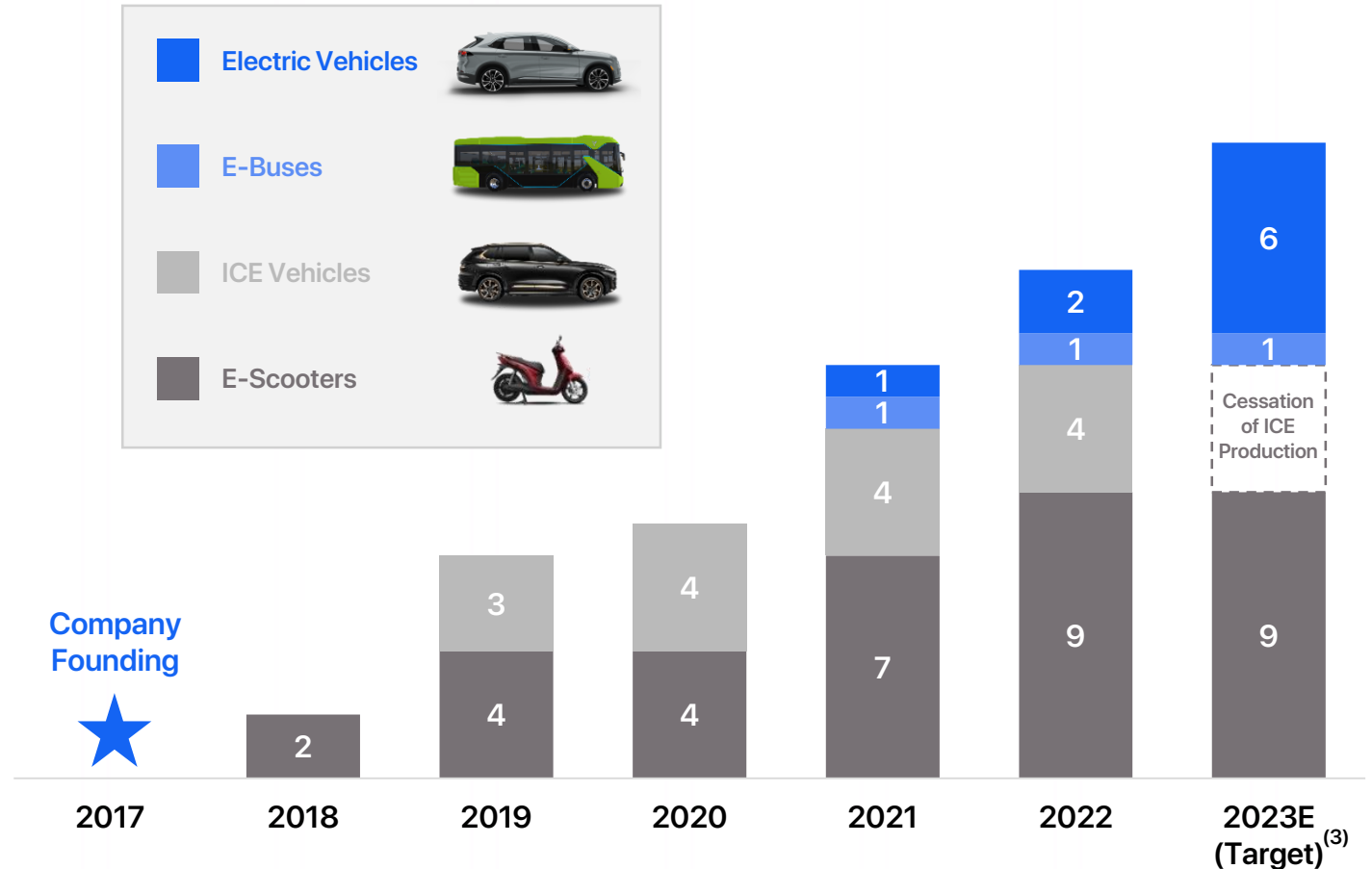


Challenge #3

Launch EV platforms in Vietnamese and global markets and cessation of all ICE production



In-Production Platforms by Year⁽²⁾



Note:

1. Based on internal management estimates and data, gaining leading market share for each product segment in Vietnam within 18 months from launch

2. Referring to start of manufacturing process in Vietnam

3. This business target is forward-looking, subject to significant business, economic, regulatory and competitive uncertainties and contingencies (many of which are beyond the control of the Company and its management) and are based on assumptions with respect to future decisions, which are subject to change. Nothing in this presentation should be regarded as a representation that this target will be achieved. The Company undertakes no duty to update this information



Next Challenge: Global Expansion of our EV Product Line





The World is Noticing Our Progress

The excitement among the media scrum...**flowed from a stand introducing the VinFast**

The New York Times

The new VF 8 appears to have plenty going for it...the new BEV could be a **true breakout**



The company was making **the right investments** in manufacturing technology

WSJ

We have been reporting on Vietnamese automaker VinFast's efforts to penetrate the U.S. market with its all-electric SUVs all year here on *autoevolution*, and **today it gets real**

autoevolution

VinFast is channeling the **'move fast'** mantra that powers Silicon Valley

TopGear

VinFast is looking to become the 'EV manufacturer for **everyone**'

electrek



In our preliminary test, the VF 8 felt **quick and quiet**

VinFast returns to CES 2023 with a showcase of its **electric vehicle ecosystem**⁽¹⁾

yahoo! finance

Top 10 Coolest Cars From the Los Angeles Auto Show

Forbes

1st Winner of **'The Rising Star'** award⁽²⁾



Note:

(1) Displaying four electric SUV models (VF 6, VF 7, VF 8, VF 9) and four electric bike concepts

(2) Paris, October 17th, 2022 – AUTOBEST is awarding VINFAST with the new award 'The Rising Star' at the 2022 Paris Motor Show as recognition of the fast development of the Vietnamese company on European and global scale



We Solve the Critical Issues Facing the EV Industry

MISCONCEPTION

REAL ISSUE



Demand



Supply

MISCONCEPTION

REAL ISSUE



Engineering



Execution

MISCONCEPTION

REAL ISSUE



EV Adoption



Economics





We Aim to Differentiate Ourselves Through Three Key Pillars of Our Smart Mobility Philosophy

1

Premium Quality Products

2

Inclusive and Flexible Pricing

3

Excellent Aftersales Service





We Have Already Delivered with **Execution Excellence^{DNA}**

US\$1.3T

Total Addressable Market⁽¹⁾

70,000

EV Reservations Received⁽²⁾

3,300

VF 5 Reservations Received in the first 9 hours ⁽³⁾

110

Showrooms Open Globally⁽⁴⁾

7,400/93,000

EV Vehicles Delivered⁽⁵⁾/ICE + EV Vehicles Delivered⁽⁶⁾

60,300/162,000

E-scooters Delivered in FY2022 / to date ⁽⁶⁾

~60%

Localization of Supply Chain
at Hai Phong Facility⁽⁷⁾

300,000

Current Annual Capacity⁽⁸⁾

US\$8.2Bn

Capital Invested in VinFast⁽⁹⁾



Notes: Deliveries and Reservations are rounded to the nearest hundred
Source: F&S report.

1. Estimated market size of the EV + ICE vehicle market across Vietnam, US, Canada, and Europe in 2028

2. Total reservations, net cancellations and deliveries as of December 31st, 2022

3. From 8am to 5pm on December 10th, 2022

4. Including VinFast-owned showrooms and partnership showrooms as of December 31st, 2022

5. EV vehicles delivered in 2022

6. Cumulative to December 31st, 2022

7. Excluding battery

8. Maximum production capacity rate per annum

9. Total capital investments made by Vingroup, its affiliates and external lenders from 2017 to 2022



Demonstrated Drive to Do Well by Doing Good

Business Sustainability

- Supplier selection and monitoring process in place – including CoC and responsible sourcing
- 76% for suppliers have international standard for environmental management systems

Human Capital

- Women comprise 50% of VinFast board of directors
- Delivered 180,000 hours of professional training in 2021



Corporate ESG
Assessment Score⁽²⁾:

23.3

Represents #1 amongst pure EV OEMs and #9 out of 72 automobile companies rated by Sustainalytics⁽³⁾

Climate & Environment

- Fully ceased ICE vehicle production
- Reduce our operational emissions to net zero by 2040
- Signatory to COP26 ZEV and The Climate Pledge

Health & Safety

- Formal health and safety policy commitment with ISO 45001 certified system
- Regular health and safety training programs for employees and suppliers

Governance

- Established Board committees: Audit (fully independent), Compensation, Nominating and Corporate

Note:

1. Sustainalytics information and data are proprietary of Sustainalytics and/or its third-party suppliers and are provided for informational purposes only. They do not constitute an endorsement of any product or project, nor an investment advice and are not warranted to be complete, timely, accurate or suitable for a particular purpose

2. As of July 2022

3. At the time of the rating



How We Aim To Stand Out



Skillfully Engineered,
Luxurious EV SUVs in Every
Segment



Innovation-Driven,
Technology-Centric Platform



Connect Intelligence Globally



Highly-Automated and
Integrated Manufacturing
Facilities



Flexible Offering at
an Inclusive Price Point



Strategic Focus on High
Growth Segments and High
Potential Markets



Differentiated Ownership
Experience to Drive Brand
Loyalty



Foundational Support
from Vingroup





Skillfully Engineered, Luxurious EV SUVs in Every Segment



VF 8: A Premium Electric Compact SUV to Complement Any Lifestyle

Vehicle Overview

- **D-segment SUV**
- Available to consumers in **US, Canada, Europe and Vietnam**
- Deliveries in Vietnam began in **3Q22**

Key Features⁽¹⁾

- Starting Price
US\$44,000 (Battery Subscription)^(2,3)
US\$49,000 (Battery Inclusive)⁽²⁾
- **293 miles** (471 km) WLTP Enhanced Range⁽⁴⁾
- **260 kW** Maximum Power
- **Level 2** Advanced Driver Assistance System



VF 9: A High-End Electric Full-Size SUV Desired by All

Vehicle Overview

- **E-segment SUV**
- Available to consumers in **US, Canada, Europe, and Vietnam**
- Deliveries expected in **2023**

Key Features⁽¹⁾

- Starting Price
US\$64,000 (Battery Subscription)^(2,3)
US\$83,000 (Battery Inclusive)⁽²⁾
- **369 miles** (594 km) WLTP Range⁽⁴⁾
- **300 kW** Maximum Power
- **Level 2** Advanced Driver Assistance System

Notes:
1. Indicated features are targets for the VF 8 Eco trim and VF 9 Eco trim
2. Price before any tax incentives and rebates in the U.S.
3. Price before fixed monthly battery subscription fee in the U.S.
4. Based on internal estimates for WLTP range. Ultimate certified range may differ. Estimated WLTP range of the VF 8 City Edition is 260 miles; certified EPA range of VF 8 Edition is 207 miles



Skillfully Engineered, Luxurious EV SUVs in Every Segment



VF 5: Compact and Efficient A-SUV

Vehicle Overview

- **A-segment SUV**
- Available to consumers in **Vietnam only**
- Deliveries expected in **2023**

Key Features⁽¹⁾

- Starting Price
US\$19,400 (Battery Subscription)^(2,3)
US\$22,800 (Battery Inclusive)⁽³⁾
- **186 miles** (300 km) WLTP Range⁽⁴⁾
- **100 kW** Maximum Power
- **Level 2** Advanced Driver Assistance System



VF 6: Family-Oriented B-SUV

Vehicle Overview

- **B-segment SUV**
- Available to consumers in **US, Canada, Europe and Vietnam**
- Deliveries expected in **2023**

Key Features⁽¹⁾

- Starting Price: **TBD**
- **248 miles** (399 km) WLTP Range⁽⁴⁾
- **130 kW** Maximum Power
- **Level 2** Advanced Driver Assistance System



VF 7: Sporty and Stylish C-SUV

Vehicle Overview

- **C-segment SUV**
- Available to consumers in **US, Canada, Europe and Vietnam**
- Deliveries expected in **2023**

Key Features⁽¹⁾

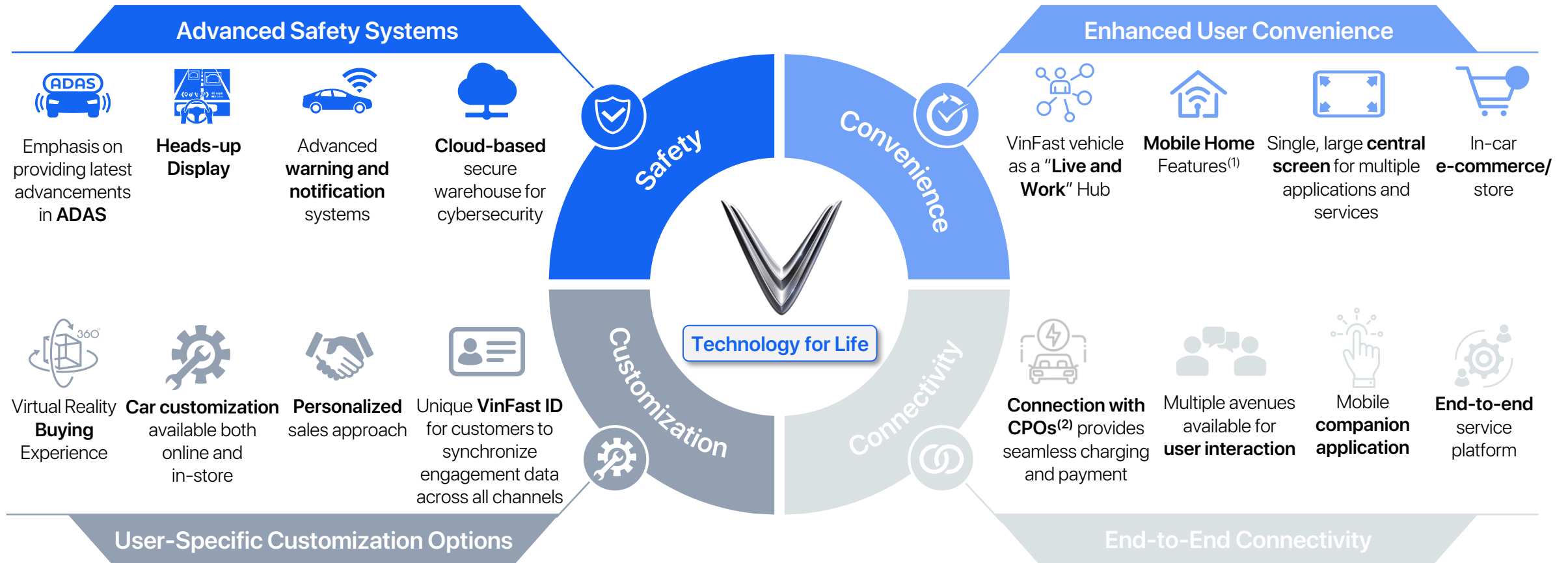
- Starting Price: **TBD**
- **280 miles** (450 km) WLTP Range⁽⁴⁾
- **150 kW** Maximum Power
- **Level 2** Advanced Driver Assistance System

Notes:

1. Indicated features are targets for VF 6/7's Eco trim and VF 5's Plus trim
2. Price before any tax incentives and rebates for the Plus trim in Vietnam. USD/VND assumed to be 23,612
3. Price before fixed monthly battery subscription fee for the Plus trim in Vietnam. USD/VND assumed to be 23,612
4. Based on internal estimates for WLTP range. Ultimate certified range may differ



Innovation-Driven, Technology-Centric Platform



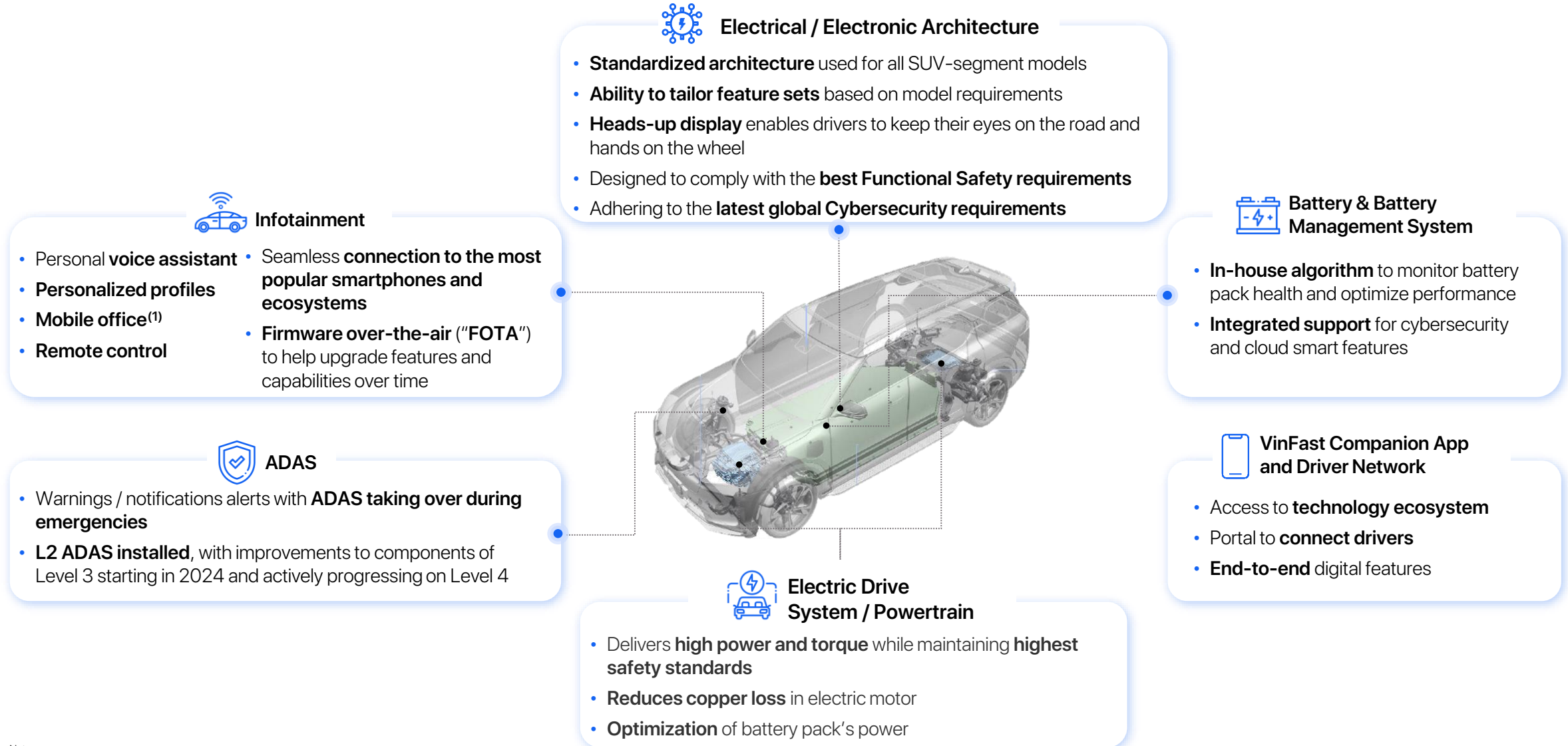
Note:

1. Upcoming features, expected to be launched in 2023

2. Charging point operators



Innovation-Driven, Technology-Centric Platform



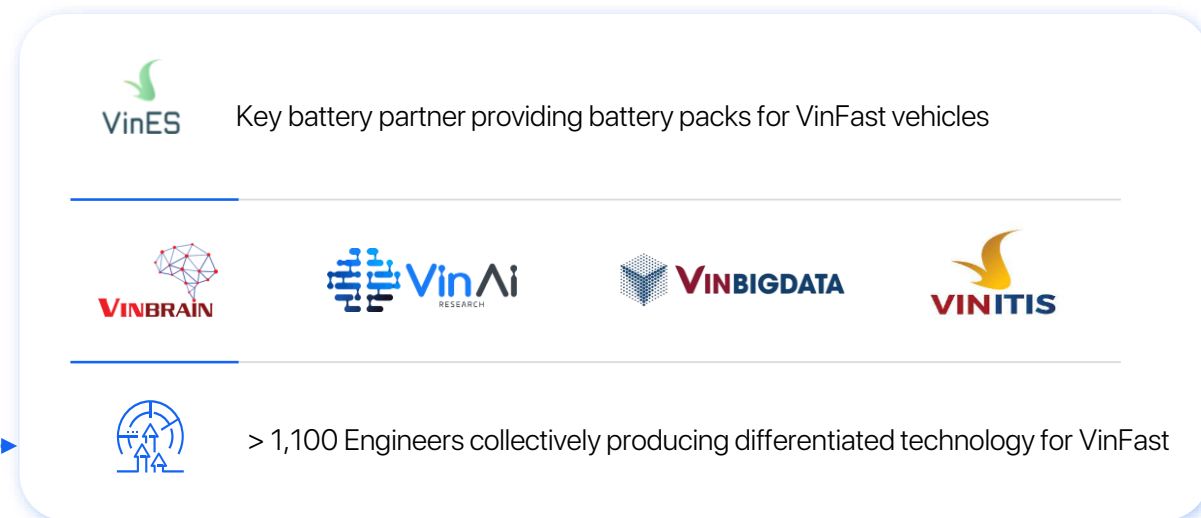
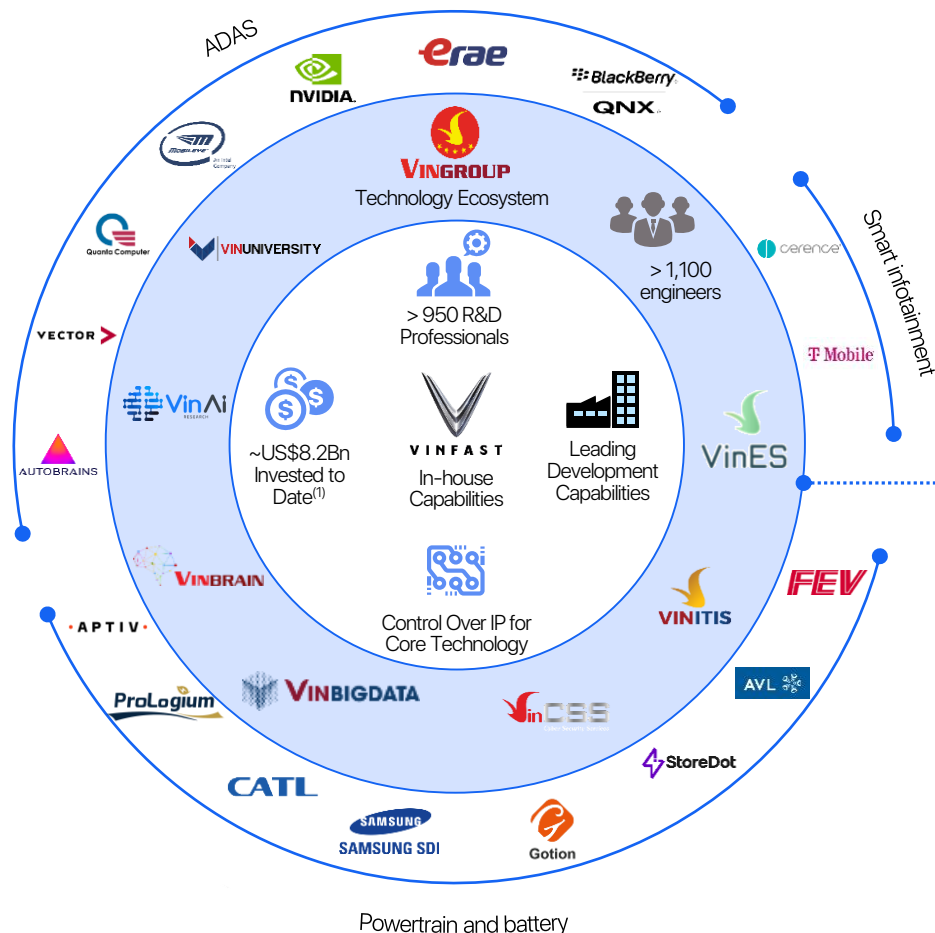
Note:

1. Upcoming features, expected to be launched in 2023



Connect Intelligence Globally

Development Capabilities Strengthened by Shared Expertise of Vingroup and Global Partners



Key Advantages of Our "Connect Intelligence Globally" Platform



Leverage competitive advantage of partners



Enjoy greater **margin benefit** and **economy-of-scale** uplift



Production efficiency



Allow VinFast to focus on **in-house development** of certain critical key components

Note:

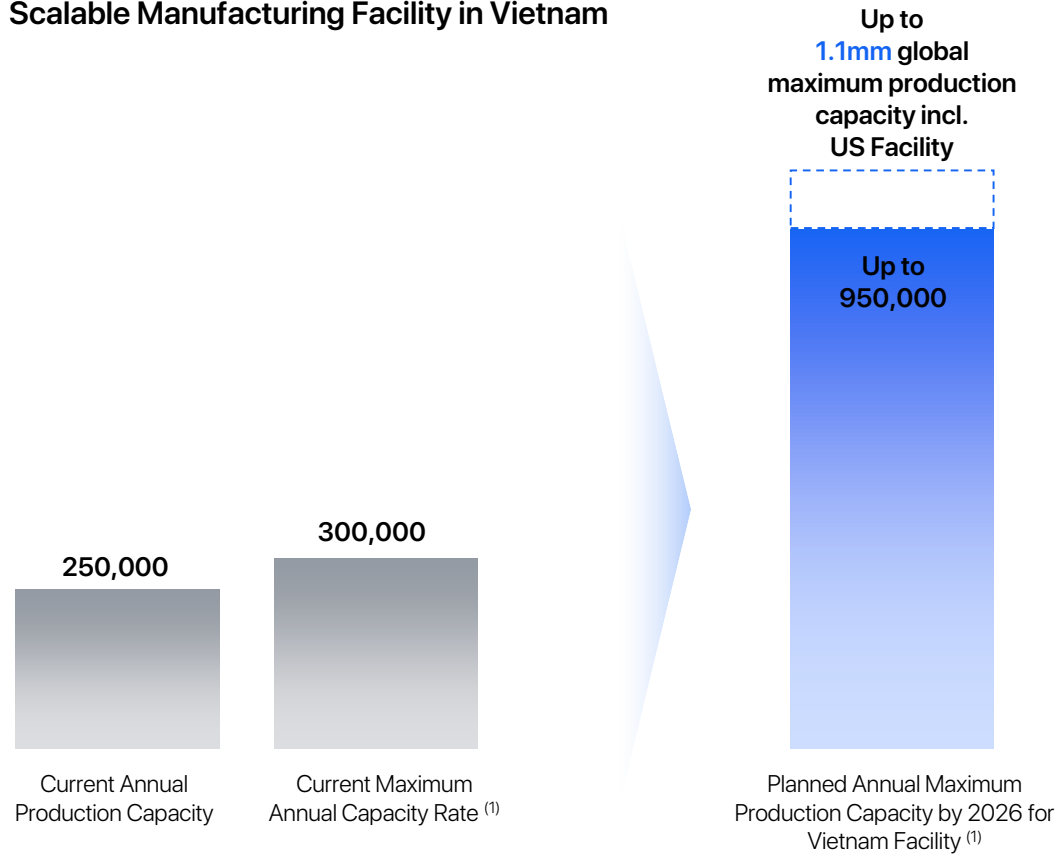
1. Total capital investments made by Vingroup, its affiliates and external lenders from 2017 to 2022



Highly-Automated and Integrated Manufacturing Facilities

Plant Footprint Spanning 860 Acres with Substantial Room for Expansion

Scalable Manufacturing Facility in Vietnam



Note:

1. Maximum production capacity accounting for additional shifts





Highly-Automated and Integrated Manufacturing Facilities

Automation Allows Acceleration of Production with Quality and Safety under Control



>1,400
Robots

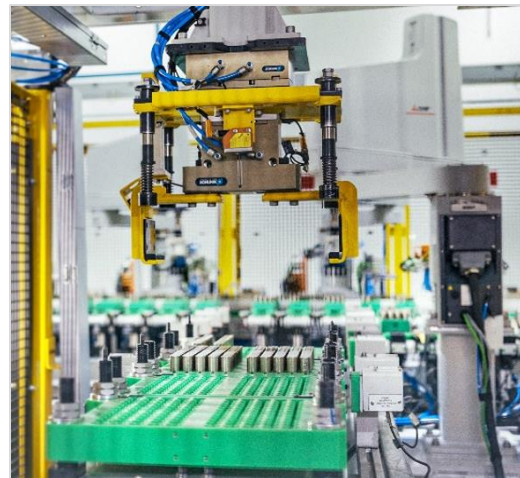
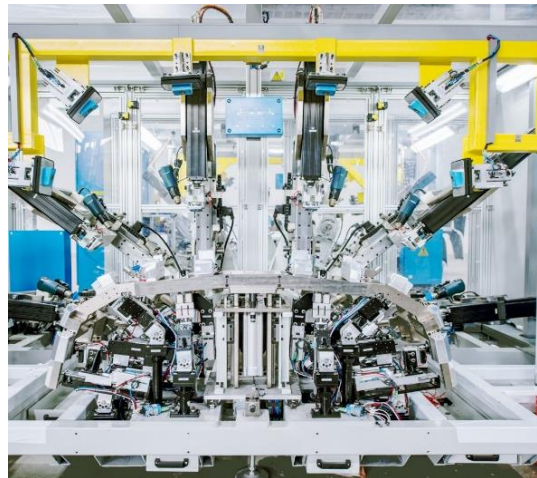
 95%

Automated
Paint Shop

 90%

Automated
Press Shop

38 Frames / Hour



Automated
Production
Providers

KUKA

ABB

SIEMENS

DÜRR



Highly-Automated and Integrated Manufacturing Facilities

On-site Integrated Supplier Park System in Vietnam Helps Lower Sourcing and Inventory Costs of Key Components

Local Sourcing



60%

Current Localization Rate⁽¹⁾

Select On-site Global Tier 1 Partners



Seat



Overheads,
Sun Visors



Interior & Exterior
Assembly



Battery

Key Benefits

Logistical economies of scale

Significant cost advantage / freight savings

Quicker response to market demand and product changes

Enhances supplier relationships









Note:
1. Excluding battery



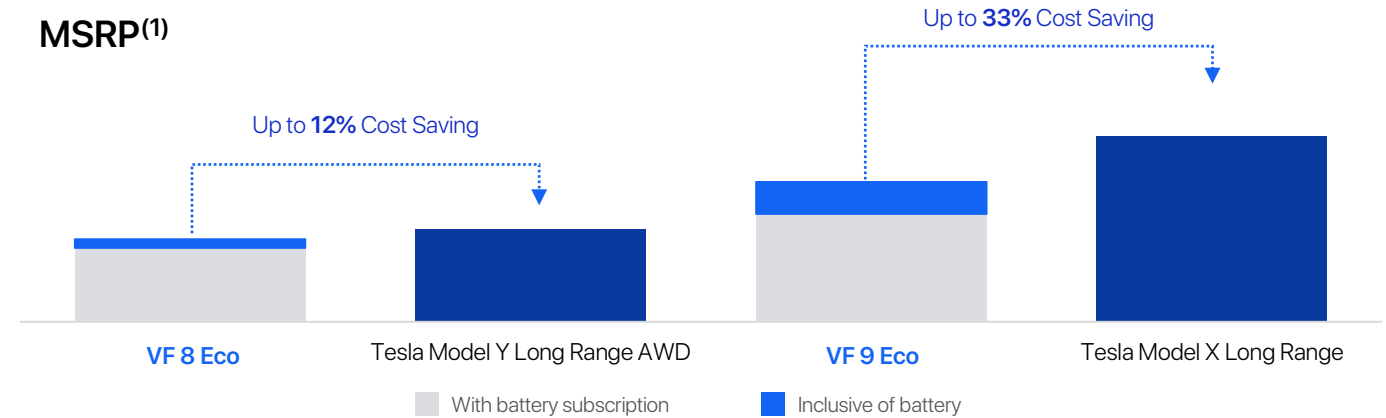
Flexible Offering at an Inclusive Price Point

Our Products are Inclusively Priced with a Lower Entry Point and Total Cost of Ownership for Our Customers

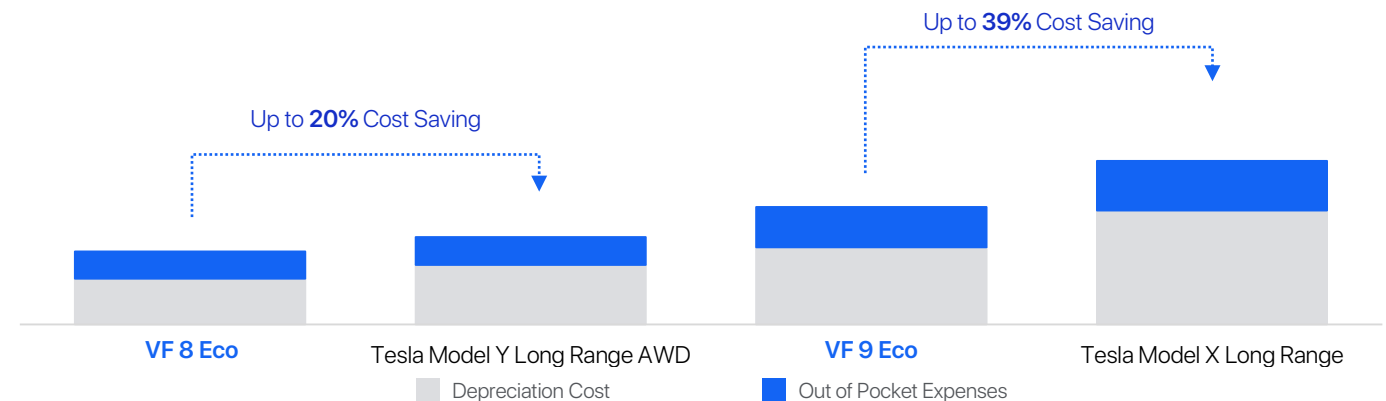
VinFast's Cost Advantages

-  **Connecting Intelligence Globally**
-  **Large Scale of Operations**
-  **Highly-Automated Manufacturing Facilities**
-  **Low Cost of Production**
-  **Favorable Tax Incentives**
-  **Established Trade Agreements** with US, EU and major global powers

MSRP⁽¹⁾



Total Cost of Ownership⁽²⁾



Source: Frost & Sullivan

Note:

1. For comparable models, the MSRPs are the prices of the base model in the U.S. as of March 1, 2023. For the VF 8 and VF 9, the MSRP refers to targets for the Eco trim (enhanced range) in the U.S.

2. Battery inclusive. Five-year total cost of ownership analysis using key assumptions for out-of-pocket expenses (estimated annual cost of electricity or fuel based on 15,000 miles per year, annual maintenance and repairs cost and estimated annual insurance cost) and depreciation cost (difference between purchase price and estimated residual value after 5 years).

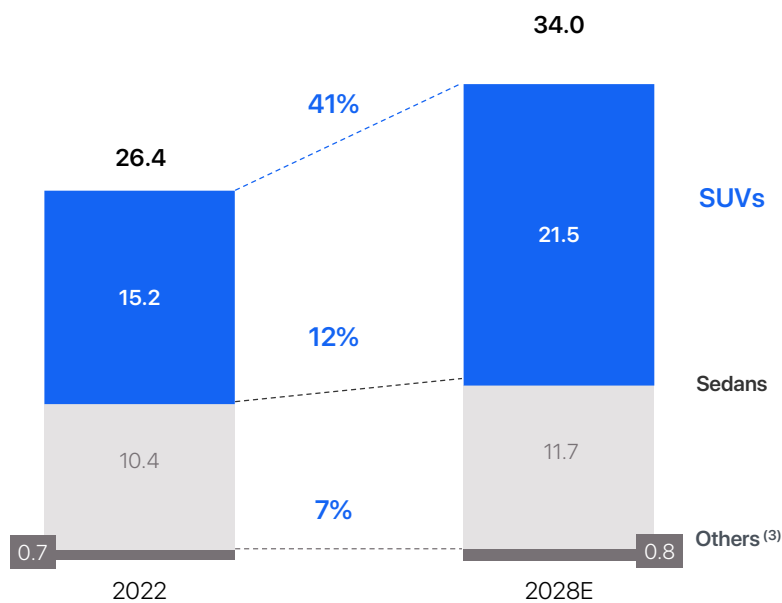


Strategic Focus on High Growth Segments...

Our EV SUV Portfolio Encompasses One of the Broadest Offerings to Facilitate the Greatest Outreach to our Target Markets

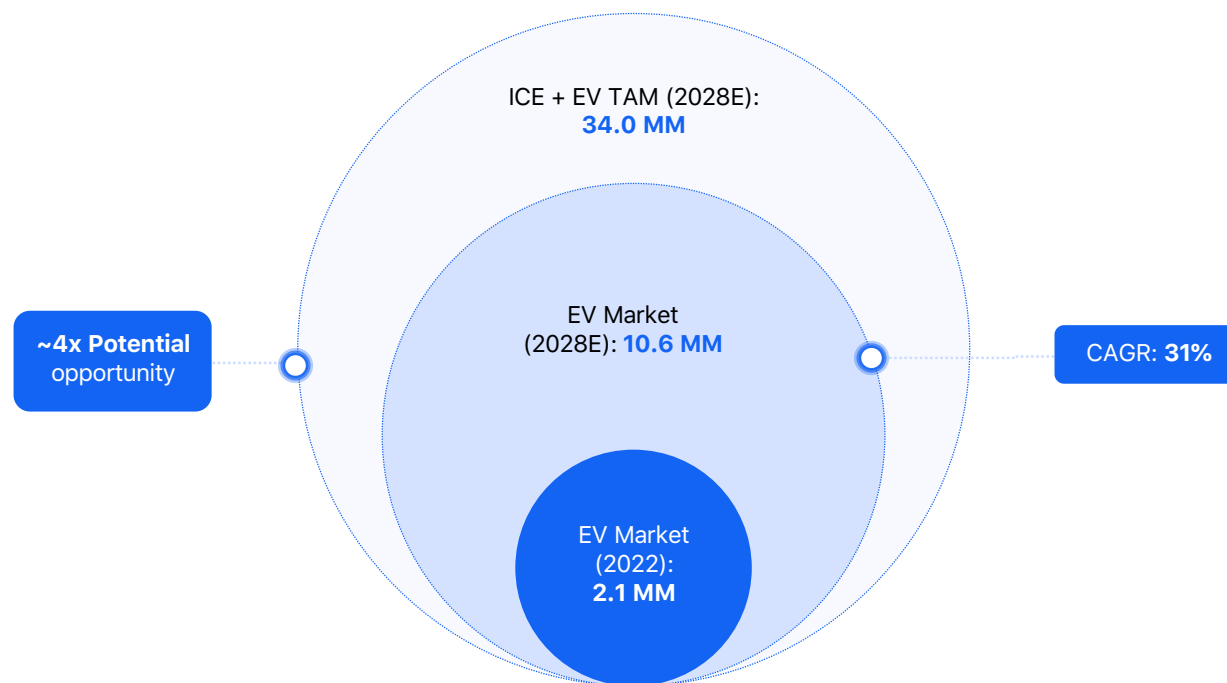
VinFast's Planned Vehicle Lineup Targets the Highest Growth Passenger Vehicle Markets...(1)

Annual Passenger Vehicle Shipments across VinFast Focus Markets(2), in Millions



...With Features and a Price Point that Target ICE Converts and EV Markets

No. of Vehicle Deliveries in VinFast Focus Markets(4)



Source: Frost & Sullivan

Notes:

1. VF e34, VF 5, VF 8 and VF 9 are available for reservations, with remaining models (VF 6 and VF 7) to be open for reservations in 2023. VF e34 and VF 5 are available only in Vietnam

2. VinFast focus markets comprise of Vietnam, US, Canada, and Europe

3. Others refer to Multi Purposes Vehicles

4. Estimated market size of the Passenger Vehicle market representing VinFast addressable segment in 2028



... and High Potential Markets...

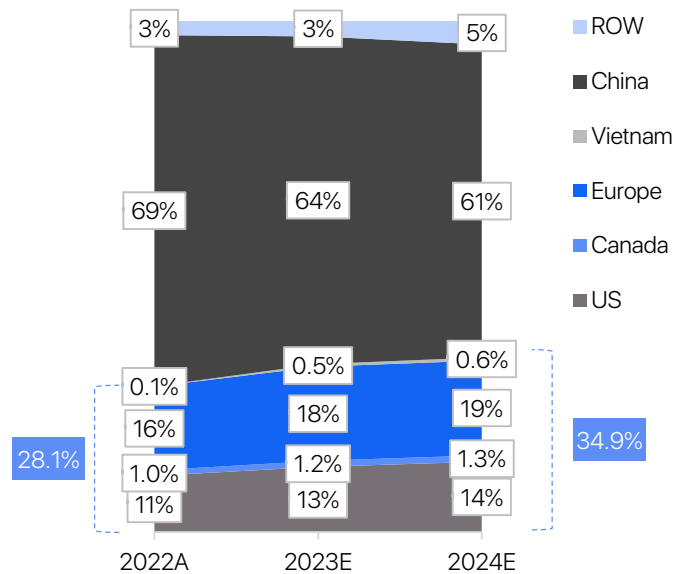
Our Focus Markets Represent Differentiated Upside Opportunities in Medium Term and Beyond

VinFast's Focus Markets are Sizable with Significantly Higher Growth...

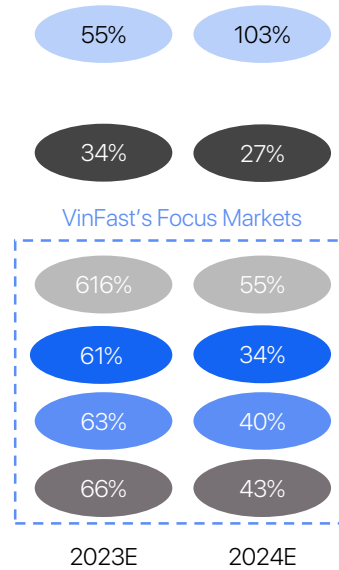
... from Lower Penetration with Less Competition than China

Annual EV shipments by region

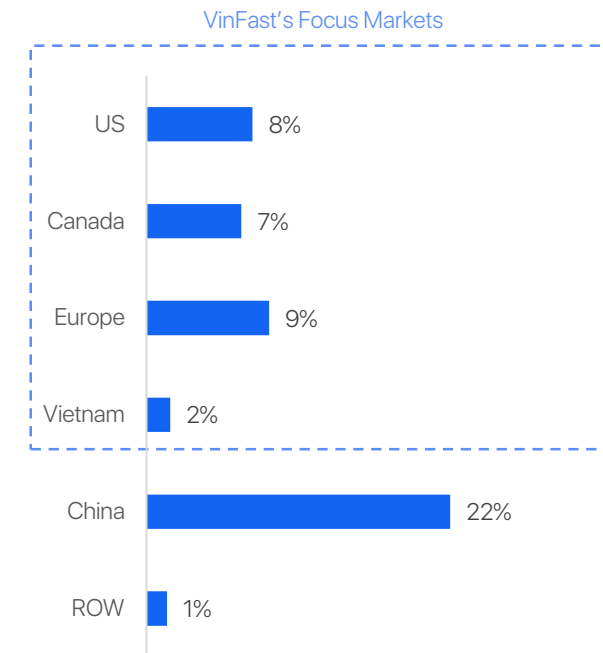
As % share of total global market



% Growth rate



EVs as % share of total passenger vehicles in 2022

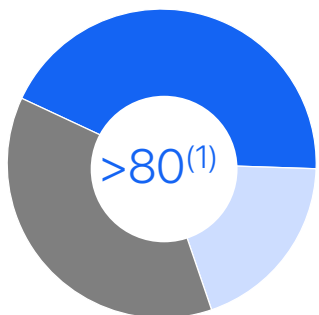




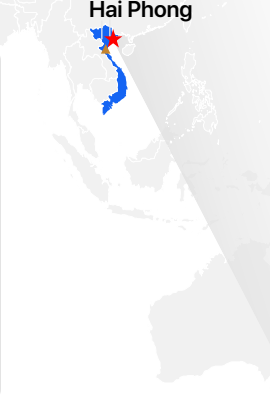
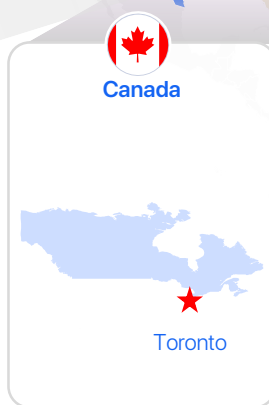
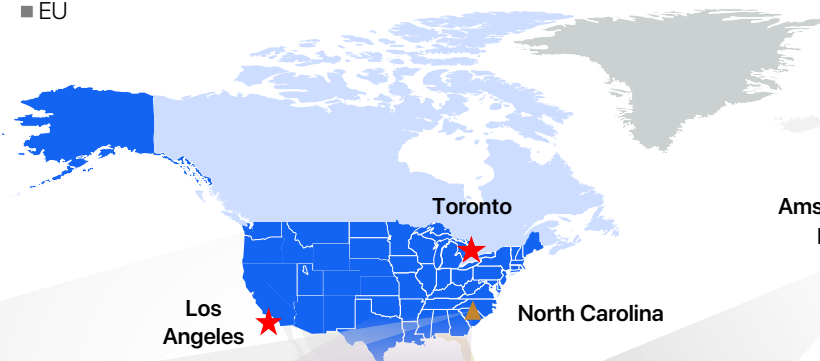
....with An Extensive Global Expansion Plan

Our Global Roll-Out Strategy Tactically Targets Locations With Efficient Infrastructure and Manufacturing, as well as Highest Expected EV Penetration Rates

of International Showrooms by YE2023E⁽³⁾



■ US
■ Canada
■ EU



EV Addressable Market
(thousand units per year)

	2022A	2028E	CAGR
	823	4,471	33%
	78	400	31%
	1,223	5,357	28%
	8	351	89%

★ Headquarters ▲ Manufacturing Facilities

Source: Frost & Sullivan

Note:
1. Including VinFast-owned showrooms and partnership showrooms
2. Pre-construction work for phase 1 of the manufacturing facility in North Carolina commenced in the third quarter of 2022, with commissioning targeted for the second half of 2024

3. This business target is forward-looking, subject to significant business, economic, regulatory and competitive uncertainties and contingencies (many of which are beyond the control of the Company and its management) and are based on assumptions with respect to future decisions, which are subject to change. Nothing in this presentation should be regarded as a representation that this target will be achieved. The Company undertakes no duty to update this information

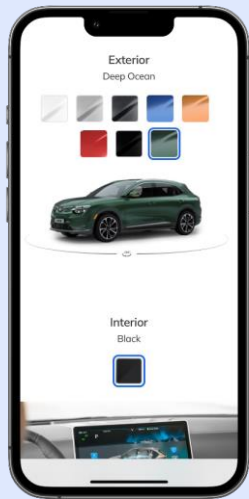


Differentiated Ownership Experience to Drive Brand Loyalty

End to End Digital Features



Sales



Customize



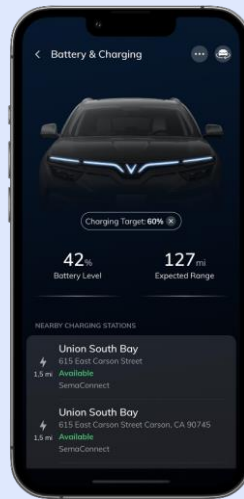
Vehicle



OTA



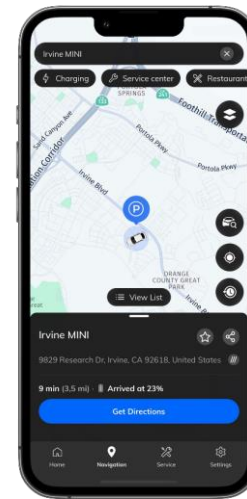
Charging



Accessibility and Flexibility



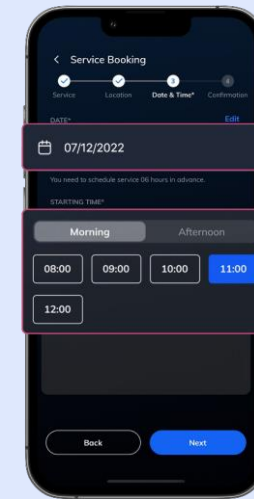
Navigation



Smart Features



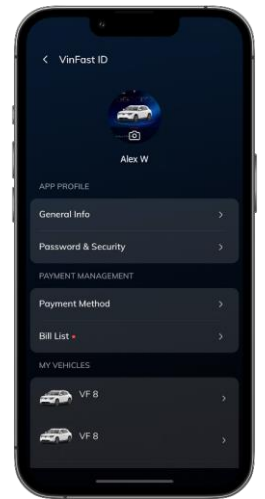
Service



Peace of Mind



Ownership



Community






Differentiated Ownership Experience to Drive Brand Loyalty

One of the Best Warranty Packages

- **10-year / 125,000-mile⁽¹⁾** warranty
- **10-year / 125,000-mile⁽¹⁾** roadside assistance accessible 24/7
- **10-year / unlimited mileage⁽²⁾** high-voltage battery warranty

On-Demand and Personalized Services

-  **Remote care via OTA**
-  **Mobile support services**
-  VinFast directly-operated **service centers**



Comprehensive Power Solutions

- **Smart At-Home** charging solutions
- Access to a wide charging network through **providers' platforms**



Note:

1. 10-year / 125,000-mile vehicle warranty period applies to VF e34, VF 7, VF 8 and VF 9; 7-year / 87,000-mile applies to VF 5 and VF 6
2. 10-year / unlimited mileage battery warranty period applies to VF e34, VF 7, VF 8 and VF 9; 7-year / unlimited mileage applies to VF 5 and VF 6



Foundational Support from Vingroup

Execution Excellence Has Enabled Vingroup to Become One of the Most Significant Commercial Enterprises in Vietnam and APAC



Pham Nhat Vuong

Chairman and Founder
Vingroup and VinFast



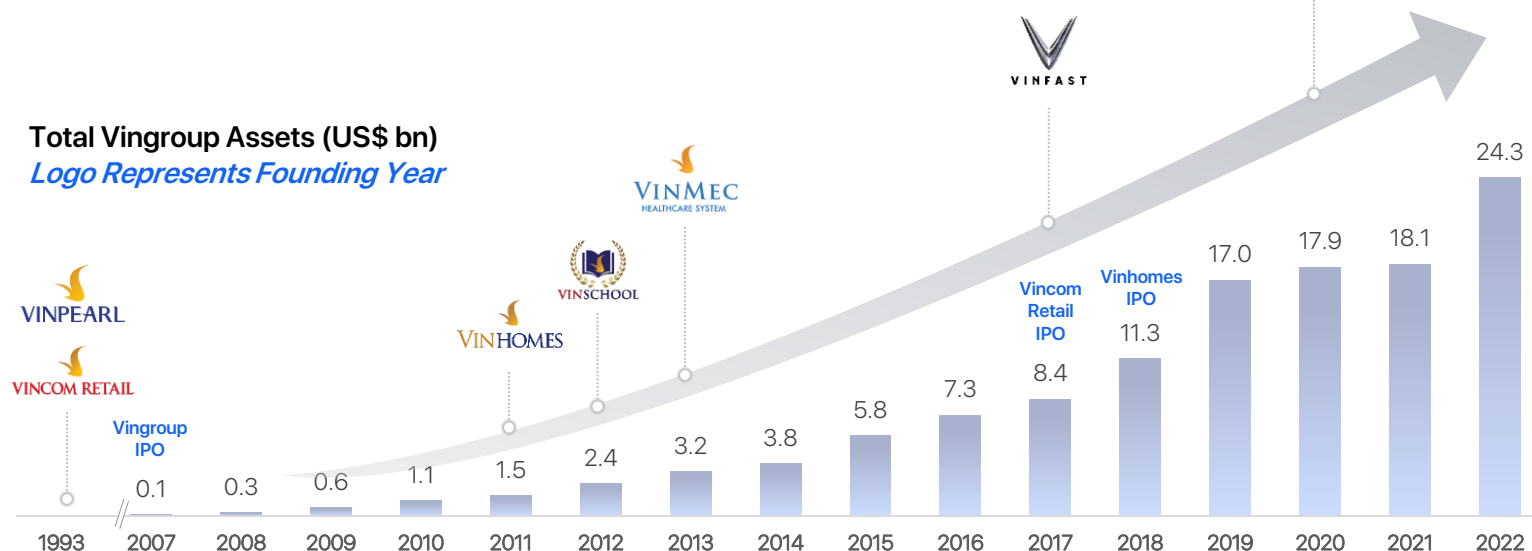
Market Capitalization

~US\$21.5⁽¹⁾Bn

~1.1%⁽²⁾
of Vietnam's Nominal GDP



Total Vingroup Assets (US\$ bn)
Logo Represents Founding Year



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

Source: Company internal estimates and data, HOSE Website, Bloomberg as of January 31st, 2023, unless otherwise stated

Notes:

1. Combined market capitalization across Vingroup and all of its listed subsidiaries as of March 3rd, 2023. USD/VND assumed to be 23,612

2. Based on FY2022 GDP

3. According to Frost & Sullivan, the market position of VinFast is based on the market share of different OEMs in a segment market of Vietnam passenger vehicle market in 2021, which VinFast's three models, Fadil (A-segment), Lux A 2.0 (E-segment sedan) and Lux SA 2.0 (E-segment SUV), belong to. In this segment market, which consists of A-segment, E-segment sedan and E-segment SUV, VinFast ranked 1st in 2021

4. According to CBRE Research 3Q2022

5. Based on VRE, company's websites, public media, CBRE's information, for multi-tenant shopping malls in Vietnam as of November 2022, excluding standalone supermarkets

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 January 2023

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 2021 – 2022



Fully Charged for the Road Ahead



Global Roll-out of
6 EV Models⁽¹⁾



Continue Augmenting our
"Technology for Life" Offering



Innovate Our Commercial Approach
to Drive Incremental Market Share



Pursue **Enhanced Manufacturing
Automation** and **Capacity Expansion**



Increase and Refine Our
Service Offering



Grow Our Ancillary
Revenue Streams

Notes:
1. Includes VF e34, VF 8, VF 9, VF 5, VF 6 and VF 7, of which VF 9, VF 5, VF 6, and VF 7 are planned for deliveries in 2023