



VINGROUP Corporate Presentation

April 2023



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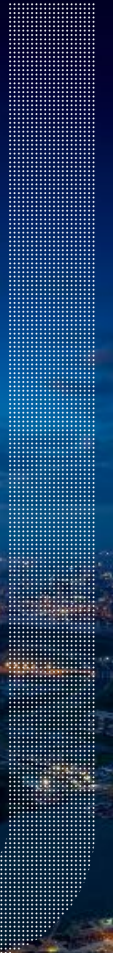
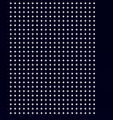


VinUniversity – Vinhomes Ocean Park (Hanoi)

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About Vingroup



Vingroup Is an Essential Part of the Vietnamese Economy with Comprehensive Ecosystem of Dominant Businesses Addressing All Consumer Needs

USD 21.2bn¹

combined market cap
that accounted for 11.8%
of the VN-Index³

1.1%

of nominal GDP²

51,400 employees

Largest private Vietnamese corporate employer
with nationwide operations in all provinces and
municipalities

NIKKEI Asia

Top 300 Largest and
Fastest Growing
Businesses in Asia

VnEconomy

Top 10 Brands in
Vietnam

6%

Green Mobility, Sustainable Energy

VinFast comprehensive suite of fully electric cars, e-motorcycles, e-bikes and electric buses

- Established #1 position in Vietnam in all segments that we have products in a record time¹
- 93,300 vehicles (7,400 EV) delivered to-date⁴
- 162,000 electric motorcycles delivered to-date⁴
- 3,300 VF 5 reservations received within the first 9 hours of launch

17%

Real Estate Development & Smart City Solutions

#1 Real estate developer with leading market share and unrivalled landbank

- Market leading position with 43% market share in high-end condominium segment, 43% in mid-end condominium segment, 33% in landed properties and 26% across all segments⁵
- 178 million sqm of landbank, sufficient for c.30 years of development⁶
- Pioneered the smart city concept in Vietnam, and the first in SEA to implement comprehensive smart city of this mega scale, providing an unrivalled experience to residents

1%

Education

VinUniversity: University and post-graduate education. The youngest university in APAC to receive 5 Star QS ratings in seven categories⁷

Vinschool: High-quality K-12 school system

- Largest private education system in Vietnam⁸
- Three school clusters accredited by CIS⁹
- 43 Vinschool campuses under operation in five provinces, municipalities, educating 43,000 students

9.3%

**2022A Vietnam Household
Spending USD 221,134
million where Vingroup's
products cover >90%**

53%

Retail Mall

Vincom "all-in-one" shopping, entertainment, and dining retail malls.

- 83 retail malls in operation
- Covering 44 cities and provinces across Vietnam
- 1.75 million sqm in retail GFA

5%

Healthcare

Vinmec international hospitals and clinics were ranked among Top 1 or Top 2 on quality indicators that are set and assessed annually by the Ministry of Health

- Seven hospitals (2 hospitals accredited for JCI and ACC standards¹⁰)
- Three international clinics

8%

Hospitality and Entertainment

Vinpearl premium resorts and hotels, high-end amusement parks and world-class golf courses.

- #1 market share in 5-star segment¹¹
- 15,400 operational hotels and beach villa rooms¹²
- International partnership: Meliá Hotels International and Marriott International

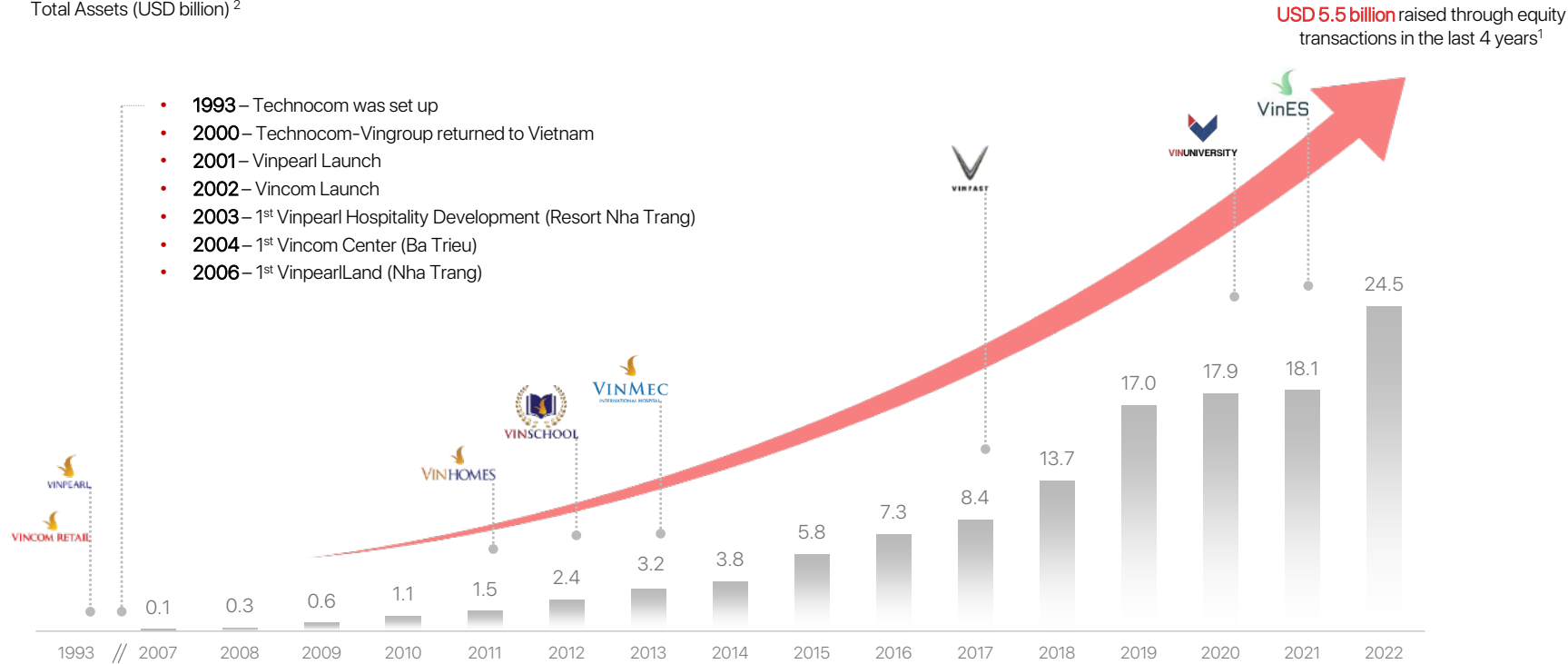


Refer to share of 2022A Vietnam household spending

Source: Nikkei Asia, VnEconomy, EIU, IMF, International Financial Statistics; General Statistics Office of Vietnam. USD/VND exchange rate of 23,612. Note: (#) ranking based on market share. 1. Included market capitalization of Vingroup (VIC), Vinhomes (VHM) and Vincom Retail (VRE) as at 31 March 2023. 2. Equal to Vingroup's audited consolidated revenue in FY2022. 3. Market capitalization of VN-Index as at 31 March 2023 (USD 179.8 billion). 4. Cumulative to 31 December 2022. Number of vehicles delivered since the inception until 31 December 2022. 5. CBRE Research 4Q2022. 6. As at 31 December 2022, excluding completed projects. 7. Teaching, Academic Development, Internationalization, Arts and Culture, Facilities, Social Responsibility, Inclusiveness. 8. Based on total number of kindergarten to high school students in selected private and international schools in Hanoi and HCMC in school year 2021 – 2022. 9. Vinschool the Harmony, Vinschool Times City and Vinschool Central Park. 10. JCI Accreditation – Gold standard in health care. ACC accredited in operational management and heart failure treatment. 11. 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. 12. Out of the 15,400 rooms available for rent that are owned by Vinpearl, 50% is managed by Meliá Hotels International and Marriott International

Track Record of Developing New Businesses Into Market Leaders

Total Assets (USD billion) ²

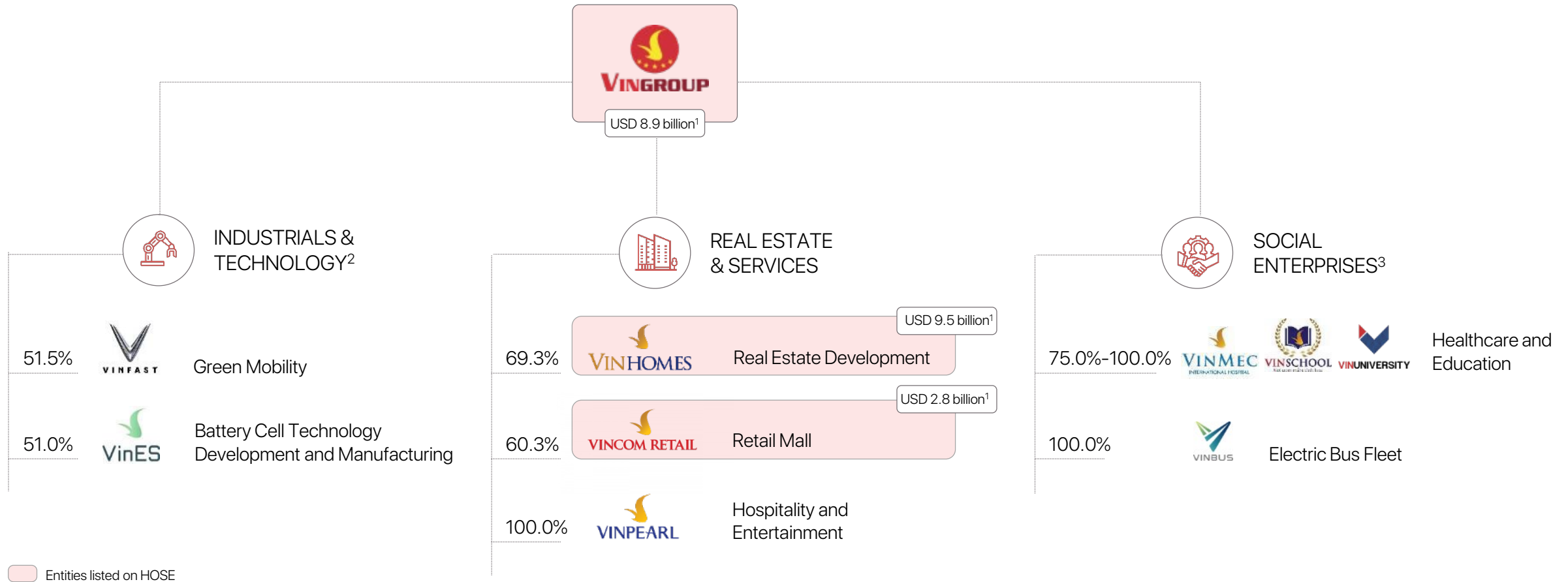


USD 24.5 billion in total assets (c.245x increase since 2007)

Sector	Core Businesses	Position
Auto & Technology	Mobility	1 ³
Real Estate & Services	Real Estate Development, SmartCity, Smarthomes & IoT	1 ⁴
	Hospitality & Entertainment	1 ⁵
Social Enterprises	Healthcare	1 ⁶
	Education	1 ⁷

Source: Audited consolidated financial statements as at 31 December 2022, unless otherwise stated. Note: 1. Including equity-linked transactions; 2. Total assets from 2007 to 2013 based on VAS financials. USD/VND exchange rate of 23,612. Numbers for FY2014-2019 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 from 3Q2020 to 2Q2022. 4. Based on cumulative units sold in 2016 – 2022 across all segments in the residential markets of HCMC and Hanoi, only includes retail sales, according to CBRE, as of 4Q2022. 5. 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. 6. Vinmec hospitals were ranked among Top 1 or Top 2 on quality indicators that are set and assessed annually by the Ministry of Health. 7. Based on total number of kindergarten to high school students in selected private and international schools in Hanoi and HCMC in school year 2021 – 2022

Corporate Structure



Note: All shareholding percentages presented are based on Vingroup's effective interest as at 31 December 2022. 1. Indicates market capitalization of the listed entity as at 31 March 2023. Exchange rate: 23,612 VND/USD. 2. Other companies under Vingroup's Industrial and Technology segment include VinAI, VinBigData, VinBrain, VinHMS and VinCSS, in which Vingroup holds effective interests of 64.00% - 65.00%. 3. These entities operate under a not-for-profit model

Proven Track Record of Developing Vietnamese Brands of Scale

Most Loved and Respected Brands

Vietnam Listed Company Awards 2022

- Best Annual Report – Top 10 Large-cap Companies Category

Asia Pacific Enterprise Awards 2022

- Inspirational Brand Category – Vincom Retail

Brand Finance

- Top 50 Most Valuable Brands in Vietnam 2022 – Vinpearl (the only hospitality brand on the list)

VnEconomy - Vietnam Economic Times 2022

- Top 10 Brands in Vietnam

Anphabe 2022

- Top 10 Vietnam Best Places to Work

Vietnam Report 2022

- Top 10 Largest Enterprises in Vietnam

AUTOBEST¹

- Named VinFast “The Rising Star” – Paris Motor Show 2022



Best Designs

Forbes 2022

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

VnExpress 2022

- New Star Award (VF 8)

Tinhte.vn 2022

- Electric car of the Year (VF 8)

Car Choice Awards 2022

- Outstanding vehicle with best safety feature (VF 8)

Asia Pacific Property Awards

- Best Retail Development Vietnam Vincom Mega Mall Ocean Park (2022)
- Mixed Use Development and Sustainable Residential Development Vinhomes Smart City (2021)
- Best Mixed-Used Development Vinhomes Ocean Park (2019)

International Property Awards

- The Most Intelligent District – IBcon Digie Awards – Techno Park Tower, Vinhomes Ocean Park (2021)



Contribution to a Sustainable Economy

Sustainalytics 2022

- VinFast scores 23.3 for corporate ESG assessment, represents #1 amongst pure EV OEMs and #9 out of 72 automobile companies

Origin Innovation Awards 2022

- Corporate Sustainability Champions (VinFast)

Nikkei Asia 300 (2015 – 2022)

- Top 300 Largest and Fastest Growing Businesses in Asia

Nhip Cau Dau Tu Magazine and Thien Viet Securities

- Vietnam's 50 Best-performing Companies 2021

Global Banking & Finance Review

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

Forbes

- Global 2000 (2019-2021)



Most Successful Transactions

The Asset AAA

- Best Issuer for Sustainable Finance (2022), Best Green Loan (2022)
- Best Equity Linked Deal in Vietnam (2021)
- Best Vietnam Transaction (2020)
- Best Vietnam IPO (2018), Best M&A (2018), Best Syndicated Loan (2018), Best Issuer – Corporate (Southeast Asia – 2018)

Finance Asia

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



Vingroup and The Founders' Efforts "For a Better Life of People"



Not-for-profit healthcare system invested & developed by Vingroup. Dedicated to an academic healthcare for people at local and global scales through innovative research and breakthrough that lead to clinical excellence and value-based care solutions. Vinmec served **2,660** Covid-19 patients and executed **1.9 million** PCR tests in the fight against the pandemic



VINSCHOOL

An incubator of talents, high-quality K-12 education system nurtures students to develop talents and skills to be responsible, success-oriented citizens who contribute to the ongoing improvement of their local, national and international communities



VINUNIVERSITY

The university of excellence. Aspires to develop talents for the future, to make a breakthrough in Vietnam higher education and to become a world-class university. VinUniversity partners with **six world-class universities**¹, currently attended by **719 students** from **20 nationalities**



VINBUS

A modern, smart electric bus fleet equipped with essential technologies, safety features available for the first time in Vietnam. VinBus has presence in **three cities** with **>250 buses** and operating **>15 routes**. Since launch, VinBus traveled **8.8 million** kilometers, served **21 million customers**, helped reducing over **33,067,440 kg CO₂**



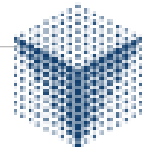
QUY THIEN TAM

KIND HEART FOUNDATION: Established in 2016 to carry out charitable activities for Vingroup. **USD 541 million** has been deployed since its foundation to improve the lives of tens of thousands of people. The majority of Kind Heart Foundation's funding is contributed by Vingroup's founders and senior management.



VINFUTURE
FOUNDATION

Founded and sponsored by Chairman Pham Nhat Vuong and his wife Pham Thu Huong, VinFuture catalyze meaningful changes in people's everyday lives through tangible and highly scalable improvements in areas such as productivity, prosperity, connectivity, health, safety, environment, sustainability, as well as their overall happiness regardless of socioeconomic status. Annual **USD 4.5 million** prize. Received **970 nominations** from **71 countries** at VinFuture Prize 2022



VINGROUP INNOVATION FOUNDATION: Founded to support scientists and young talents to conduct world-class research projects in the field of Science, Technology, Engineering, Medicine, Economics and Education, in order to bring about positive and sustainable changes for Vietnam



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

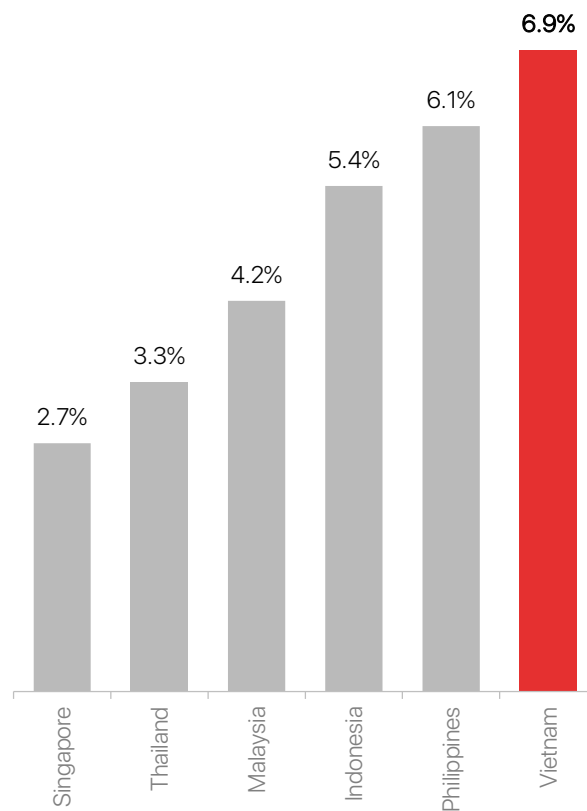


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Strong Macro Tailwinds

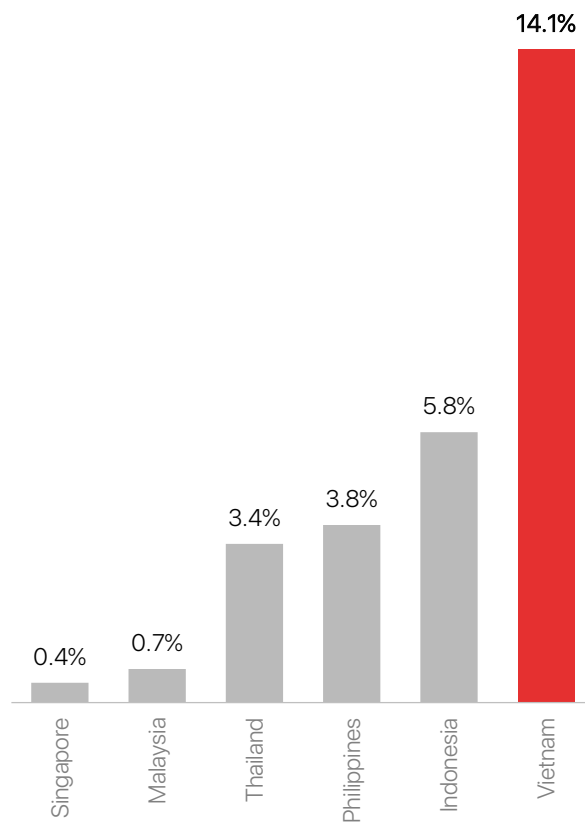
Fastest Growing Economy in Southeast Asia

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



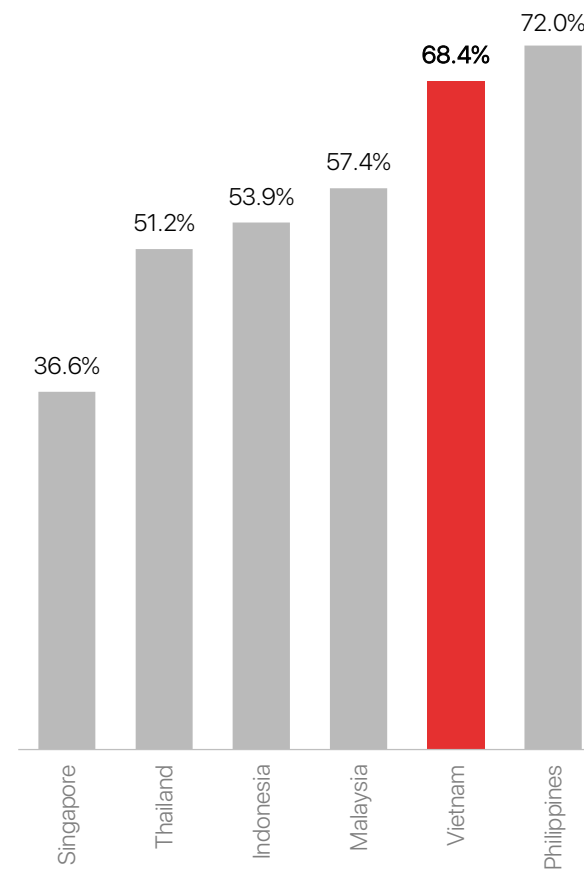
Fastest Growing Middle-Income Segment in SEA

Middle income population growth¹
2022E-2027E CAGR (%)



One of the Highest Private Consumption in Southeast Asia

Private consumption as % of GDP in 2022

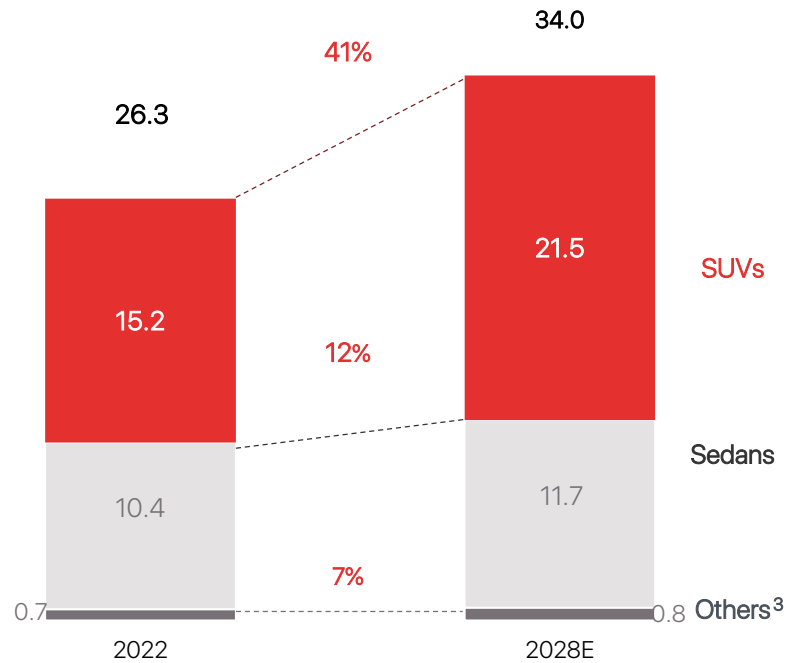


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Comprehensive Mobility Ecosystem with Strategic Focus on High Growth Segments

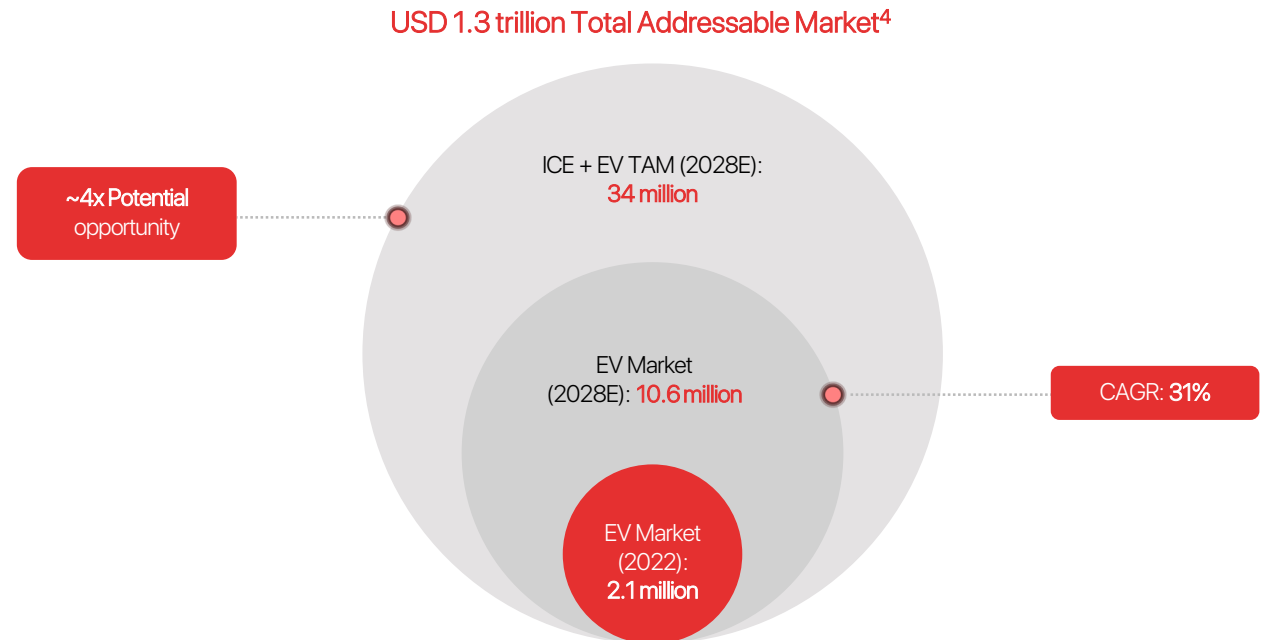
VinFast's Planned Vehicle Lineup Targets the Highest Growth Passenger Vehicle Markets¹...

Annual Passenger Vehicle Shipments across VinFast Focus Markets², in Millions



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

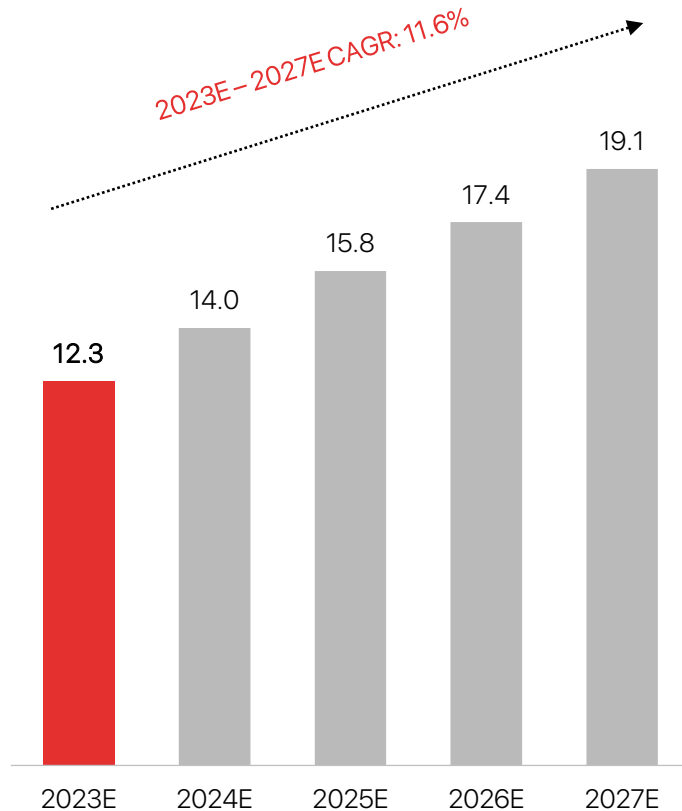
No. of Vehicle Deliveries in VinFast Focus Markets



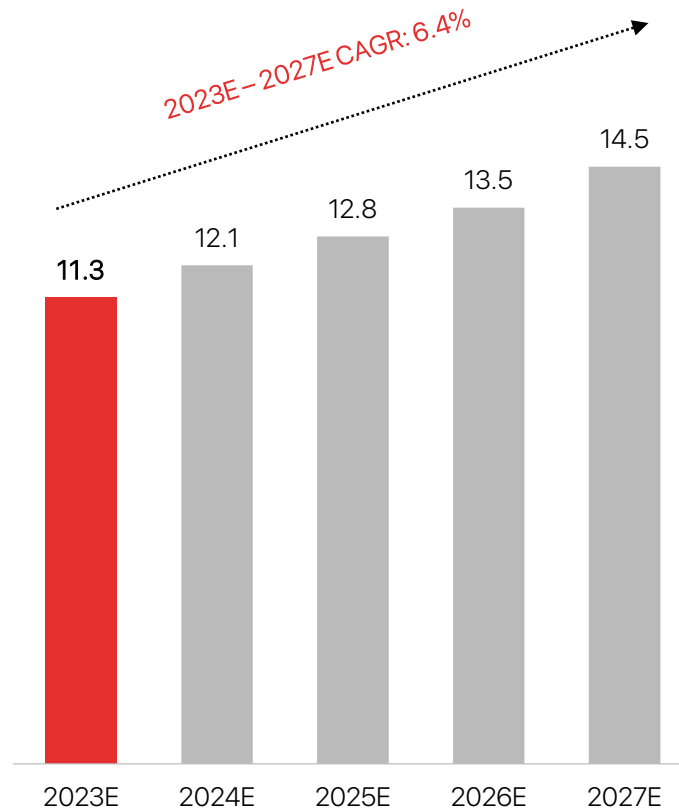
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Consumer Spending to Grow Across Vingroup's Key Consumer Segments

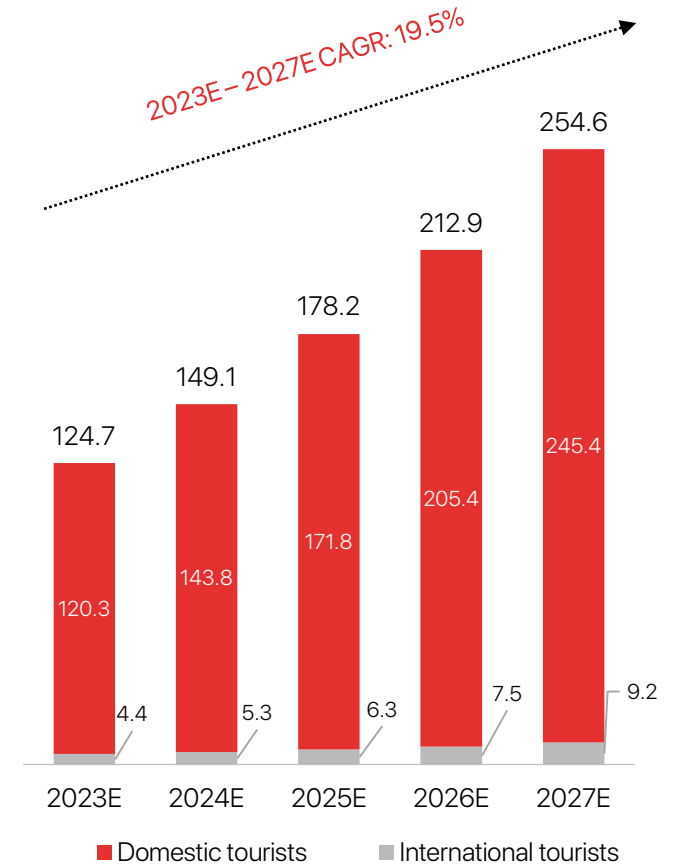
Healthcare – Increasing Household Healthcare Expenditure from Aging Population And Rising Disposable Income
Household Healthcare Expenditure (USD billion)



Education – Increasing Household Education Spending as More Families Can Afford Quality Education
Household Education Expenditure (USD billion)



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



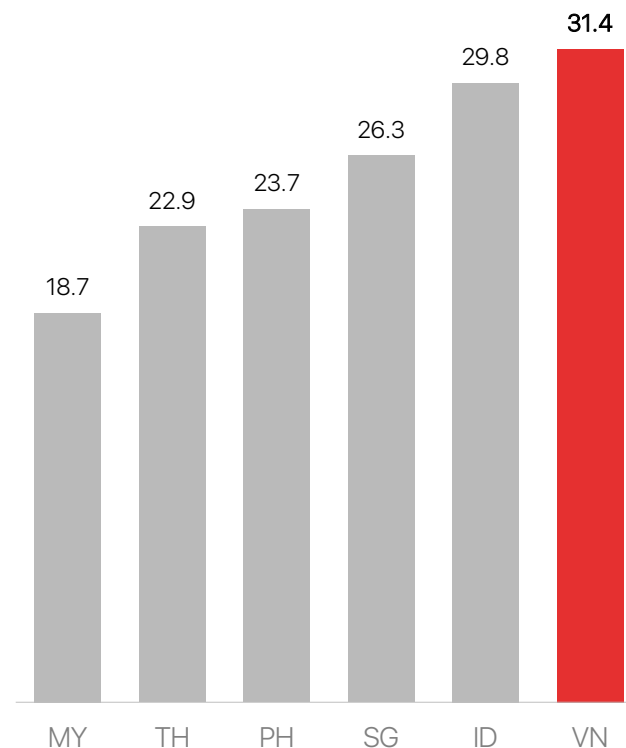
Experiencing Favorable Geopolitical Shifts

- 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

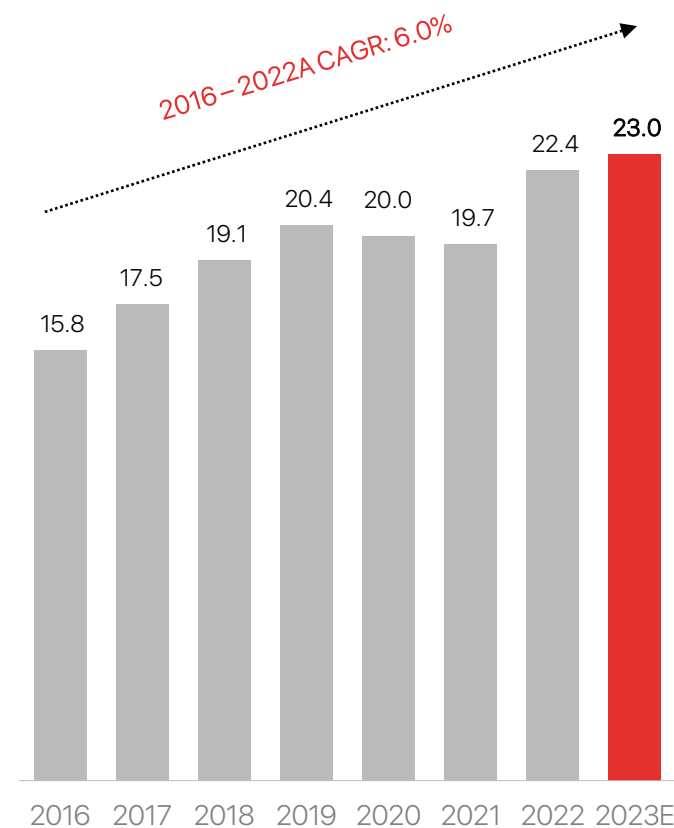


Substantial total investment as % of GDP
(2023 forecasted)



Stable FDI flow

Total disbursed FDI (USD billion)



2. Unparalleled Execution Capabilities In New Business Sectors



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

The VinFast Journey – Building a Future of Electrification

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 (C-segment)	 VF 8 (D-segment)  VF 9 (E-segment)  VF 5 (A-segment)  VF 6' (B-segment)  VF 7' (C-segment)  Future sedan model  Other future models/derivatives
	E-motorcycles	 Klara A1  Klara A2  Ludo  Impes  Theon  Feliz  Tempest	 Vento  Evo 200  New e-motorcycle models  New e-bike models
	E-Bus	 VinBus	 U.S. / EU e-buses
ICE PORTFOLIO	 Fadil  Lux A2.0  Lux SA2.0	 President V8	<p>VinFast Officially Became the First Internal Combustion Engine Car Manufacturer to Transform Into an All-Electric Brand by Ceasing ICE Production in 4Q2022</p>

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 Rate¹

Select On-site Global Tier 1 Partners



Axle, Chassis



Overheads,
Sun Visors



Interior & Exterior
Assembly



Battery

Key Benefits

Logistical economies of scale

Significant cost advantage / freight savings

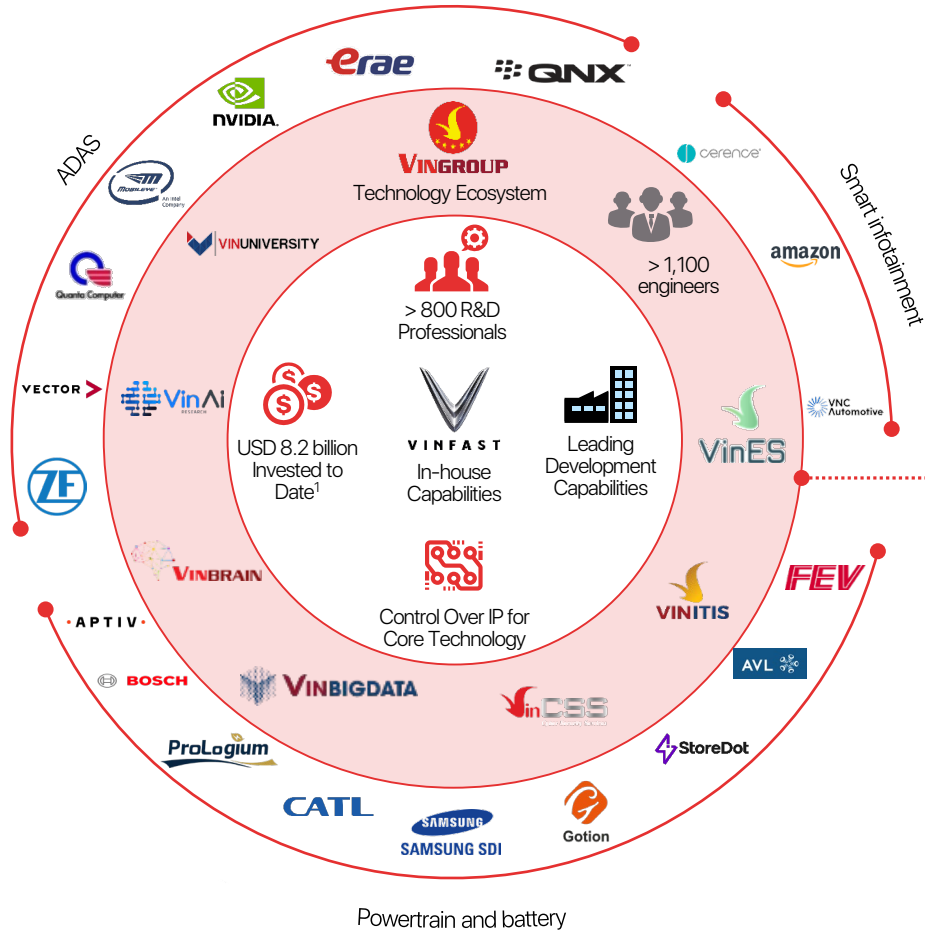
Quicker response to market demand and product changes

Enhances supplier relationships



Access to Extensive Network of Global Technologies

Development Capabilities Strengthened by Shared Expertise of Vingroup and Global Partners



Key battery partner providing battery packs for VinFast vehicles



> 1,100 Engineers collectively producing differentiated technology for VinFast

Key Advantages of Our "Connect Intelligence Globally" Platform



Leverage competitive advantage of partners



Production efficiency



Enjoy greater margin benefit and economy-of-scale uplift



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

3. Dominant Integrated Real Estate Developer, Owner and Operator

VINHOMES OCEAN PARK

VINHOMES OCEAN PARK 3¹

VINHOMES OCEAN PARK 2²

THE 1,200-HA
"OCEAN DISTRICT"
OF HANOI'S EASTERN RESIDENTIAL MARKET

Note: 1. Formerly known as Vinhomes Dai An during development phase. 2. Formerly known as Vinhomes Dream City during development phase

Dominant Integrated Real Estate Developer, Owner and Operator

Unrivalled nation-wide land bank to support Vingroup's growth and sustainability couples with well-diversified coverage of real estate segments across Vietnam



RESIDENTIAL, OFFICE
AND INDUSTRIAL

TOTAL LANDBANK¹

178 million

sqm of site area

RESIDENTIAL & OFFICES¹

140 million

sqm of site area

INDUSTRIAL REAL ESTATE¹

38 million

sqm of site area



RETAIL MALLS

83 Malls under
operation

1.75 million

sqm of Retail GFA

44 out of 63

Cities and provinces covered in Vietnam



HOSPITALITY AND
ENTERTAINMENT

15,400 Total rooms in hotels
and beach villas²

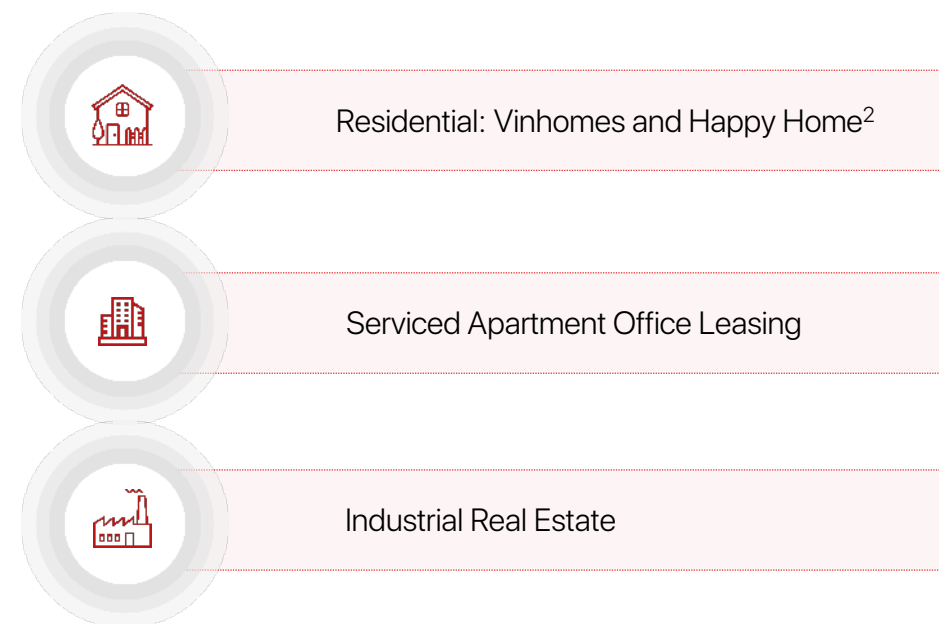
17 Key tourist destinations
across Vietnam

44 Facilities under
operation³

Vinhomes – The Leading Residential Platform with Superior End-to-end Value Chain and Diversified Product Offerings



Vinhomes' Diversification Across 3 Segments to Increase Recurring Revenue and Provide More Avenues for Capital Recycling



Vincom Retail – Vietnam's Largest & Fastest Growing Retail Properties Developer & Operator

Outstanding Indicators with Unique Multi Format Model



44 Provinces/cities

83 Malls under operation

1.75 million Retail GFA

VINCOM CENTER

- Retail GFA: 280,000 sqm
- No. of Malls: 7
- (16.1% Total)

VINCOM PLAZA

- Retail GFA: 883,000 sqm
- No. of Malls: 56
- (50.5% Total)

VINCOM MEGA MALL

- Retail GFA: 512,000 sqm
- No. of Malls: 5
- (29.3% Total)

VINCOM⁺

- Retail GFA: 72,000 sqm
- No. of Malls: 15
- (4.1% Total)

Northern Vietnam (except Hanoi) – 19

- 16 Vincom Plazas
- 3 Vincom+

Central Vietnam – 20

- 13 Vincom Plazas
- 7 Vincom+

Southern Vietnam (except HCMC) – 19

- 17 Vincom Plazas
- 2 Vincom+

Hanoi – 12

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

HCMC – 13

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

Vinpearl – The Leading Integrated Hospitality Platform with Lodging and Entertainment Portfolio at Vietnam's Most Coveted Locations

Integrated lodging and entertainment portfolio targets customers across all segments: Affluent/silver hair, Business travelers, Family, Group of families/friends/mass

Hotel



Entertainment



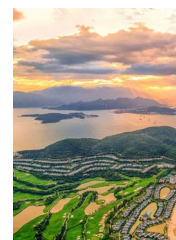
DA NANG & QUANG NAM

Rooms 2,625

Facilities 7¹

Brands present

- Vinpearl Resorts
- Marriott
- Meliá Vinpearl
- Vinpearl Safari
- VinWonders
- Vinpearl Golf



NHA TRANG

Rooms 6,130

Facilities 10¹

Brands present

- Vinpearl Luxury
- Vinpearl Resorts
- Vinpearl Discovery
- Vinpearl Condotel
- Meliá Vinpearl
- VinWonders
- Vinpearl Golf



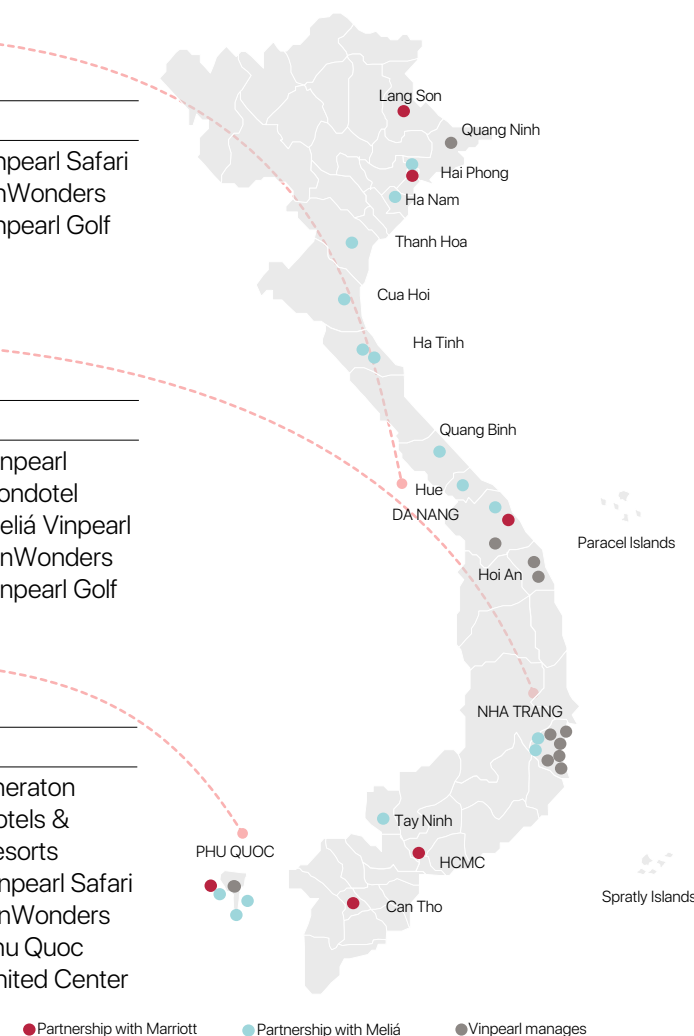
PHU QUOC

Rooms 3,470

Facilities 7¹

Brands present

- Vinpearl Resorts
- Vinpearl Discovery
- Meliá Vinpearl
- Sheraton Hotels & Resorts
- Vinpearl Safari
- VinWonders
- Phu Quoc United Center



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

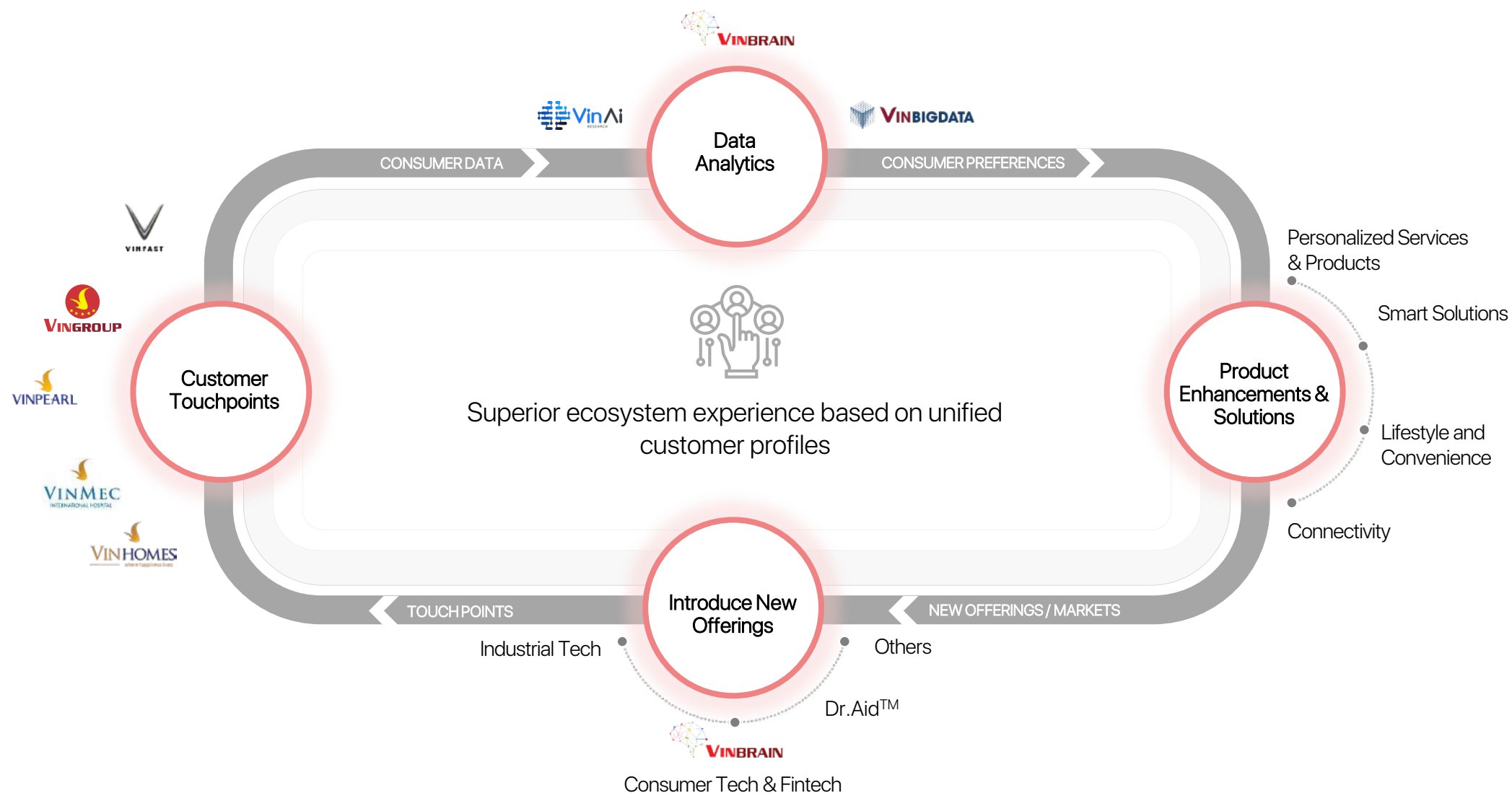


Largest ecosystem in Vietnam with market leadership across multiple businesses

- The only company in Vietnam with extensive presence across the consumer ecosystem
- Leadership position across multiple consumer sectors demonstrate ability to start new business and develop them into industry champions
- Leveraging unique database unmatched by any competitor to create sustainable "moat"
- Today, applying superior data analytics capabilities to enhance customer experience and cross-selling opportunities



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



5. Proven Track Record of Developing Vietnamese Brands of Scale, Demonstrated Speed to Market and Ability to Execute



Demonstrated Speed to Market and Ability to Execute: Making the Impossible(s) Possible

Challenge #1

Build a world-class automotive OEM in Vietnam



Challenge #2

Achieve #1 market share in Vietnam¹

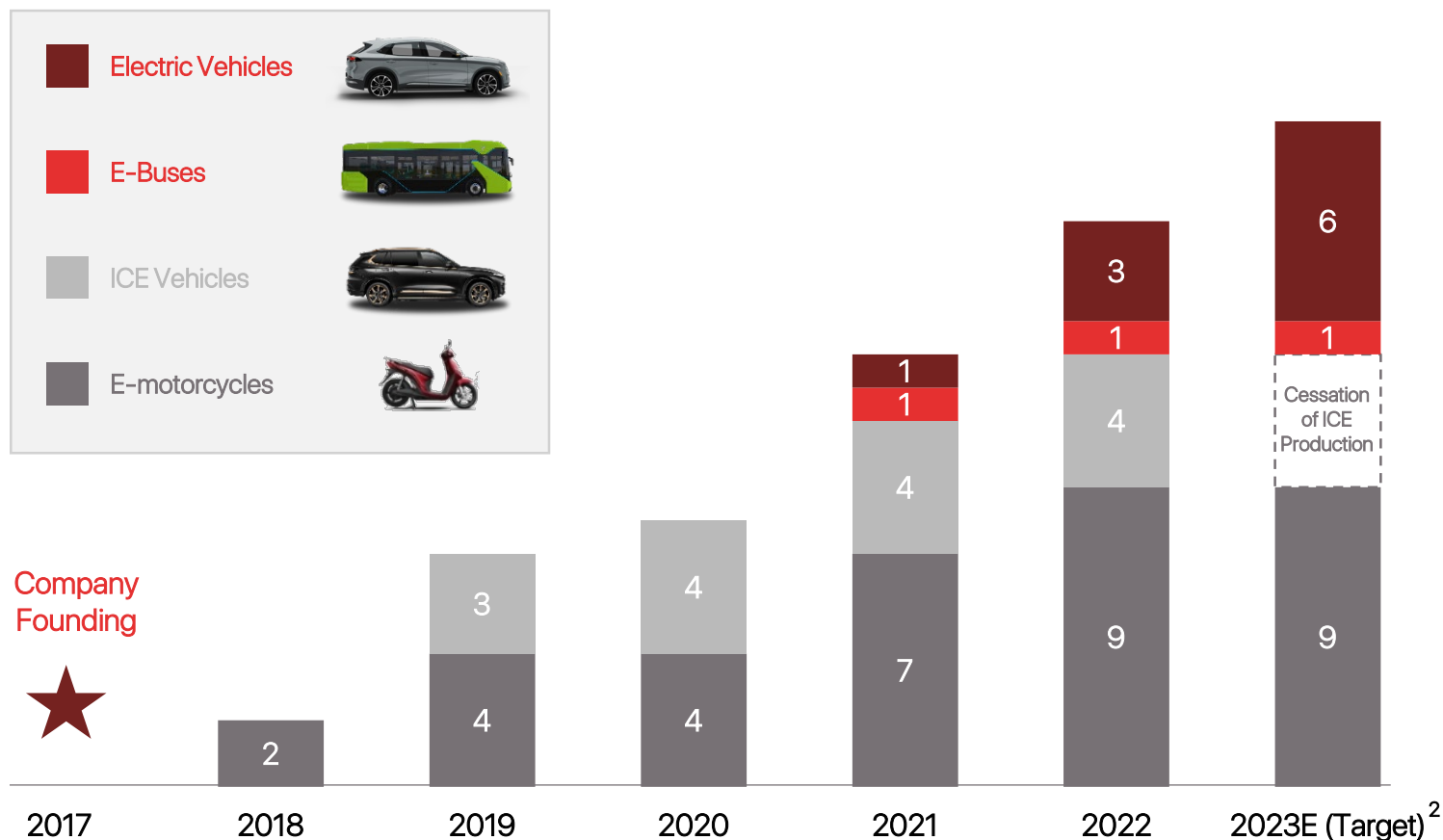


Challenge #3

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

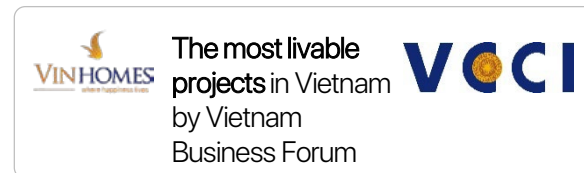
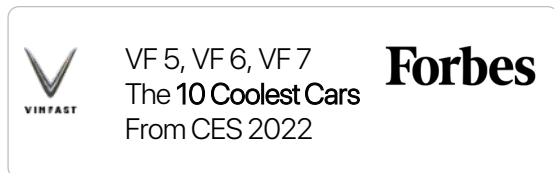


In-Production Platforms by Year (# of vehicles)



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

Millions of subscribers and members on social media fan groups



FACEBOOK



Supercar Blondie¹
20 million
subscribers



Munro Live¹
343,000
subscribers



Drex Lee¹
1.2 million
subscribers



What's Inside¹
7.1 million
subscribers

63

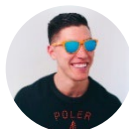
Dedicated fan groups²

1.5 million

Members²



Justin Tse¹
808,000
subscribers



Karl Conrad¹
760,000
subscribers



XE HAY¹
2.2 million
subscribers



Autodaily.vn¹
699,000
subscribers

3,300

VF 5 reservations after 9 hours of opening²

80%

VF 5 non-cancellable deposits received²



Tipcar TV¹
409,000
subscribers



Autobikes Vietnam¹
263,000
subscribers



Xế Củng¹
329,000
subscribers



Mê Xe¹
298,000
subscribers

24,000

VF 8 & VF 9 reservations within 48 hours²

4,000

VF e34 reservations within 12 hours²

6. Prudent Financial Policies And Strong Financial Position

Prudent Financial Policies and Strong Financial Position

Liquidity management

- Minimum cash balance of USD 700 million or above to avoid liquidity risk. As at 31 December 2022, Vingroup's cash balance was USD 1.3 billion¹
- 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

Staggered debt maturity

- Well-staggered debt maturity profile with preference towards longer dated tenors
- Balanced mix of USD and VND denominated borrowings, of which 43% USD-denominated debt has fixed interest rate and principal-hedged

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

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



Visionary Management with Proven Track Record and An Average 29+ Years of Experience

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 networth in Vietnam since then

Ms. Pham Thuy Hang
Vice Chairwoman of the Board

Mr. Adil Ahmad¹
Independent Board Member

Ms. Pham Thu Huong
Vice Chairwoman of the Board

Mr. Michael Chin Jaewuk²
Independent Board Member

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

Mr. Ronaldo Dy-Liacco Ibasco³
Independent Board Member

Ms. Nguyen Dieu Linh
Vice Chairwoman of the Board

Mr. Yoo Ji Han⁴
Board Member

Senior Management



Mr. Nguyen Viet Quang

- Vice Chairman and Chief Executive Officer
- 27+ yrs experience
- 13+ yrs with Vingroup



Ms. Le Thi Thu Thuy

- Vingroup Vice Chairwoman and VinFast Managing Director and Global Chief Executive Officer
- 23+ yrs experience
- 15+ yrs with Vingroup



Ms. Thai Thi Thanh Hai

- Vingroup Vice Chairwoman
- 29+ yrs experience
- 9+ yrs with Vingroup



Ms. Le Mai Lan

- Vingroup Vice Chairwoman and President of VinUniversity
- 25+ yrs experience
- 9+ yrs with Vingroup



Ms. Anne Pham

- Chief Investment Officer
- 18+ yrs experience
- 10+ yrs with Vingroup



Ms. Duong Thi Hoan

- Deputy Chief Executive Officer
- 24+ yrs experience
- 16+ yrs with Vingroup



Ms. Mai Huong Noi

- Deputy Chief Executive Officer
- 32+ yrs experience
- 17+ yrs with Vingroup



Mr. Pham Van Khuong

- Deputy Chief Executive Officer
- 40+ yrs experience
- 21+ yrs with Vingroup

Committed to International Corporate Standards

1. Seasoned Management Teams for Every Business Segment



Ms. Le Thi Thu Thuy
Managing Director and Global CEO

- 23+ yrs experience
- 15+ yrs with Vingroup



Mr. Stuart Ian Taylor
Deputy CEO, Smart Services

- 28+ yrs experience
- Previous: Aston Martin, Ford, LandRover, Daewoo Motor



Mr. Pham Thieu Hoa
Chairman

- 36+ yrs experience
- 20+ yrs with Vingroup



Ms. Le Thuy Anh
Chief Executive Officer

- 26+ yrs experience
- 12+ yrs with Vingroup



Mr. Michael Johnson
Deputy Chief Executive Officer,
Global Manufacturing

- 38+ yrs experience
- Previous: Ford Motor, ICONIQ, Faraday Future



Prof. Van Ha Vu
Scientific Director

- Percey F. Smith Chair of Mathematics at Yale University
- 5+ yrs with Vingroup



Ms. Nguyen Mai Hoa
Chief Executive Officer

- 32+ yrs experience
- 17+ yrs with Vingroup



Ms. Phan Ha Thuy
Chief Executive Officer

- 30+ yrs experience
- 9+ yrs with Vingroup



Dr. Bui Hai Hung
Chief Executive Officer

- Previous: Scientist at Google Deepmind, Stanford Research Institute
- 5+ years with Vingroup



Ms. Tran Mai Hoa
Chief Executive Officer

- 29+ yrs experience
- 9+ yrs with Vingroup



Ms. Le Mai Lan
President

- 25+ yrs experience
- 9+ yrs 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

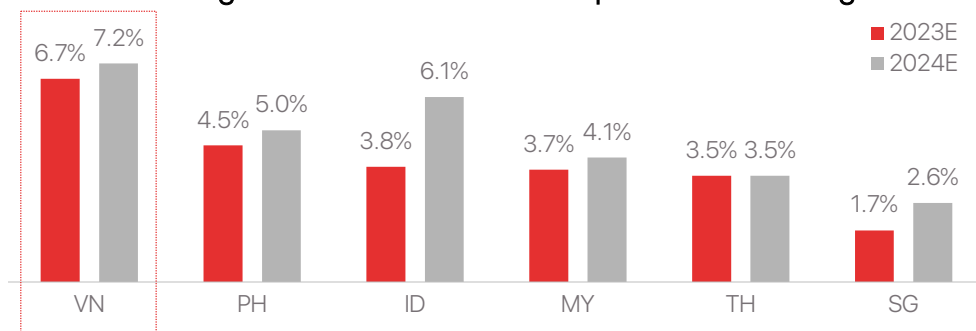
Macroeconomic Update



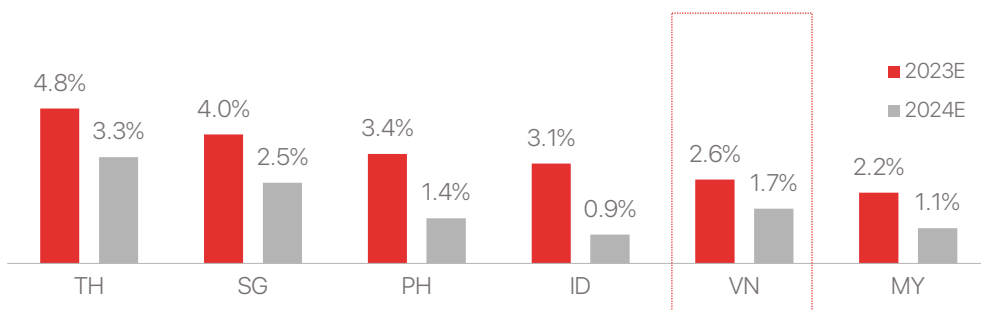
Vietnam Led Growth Among Major SEA Economies in 2022 with Low Inflation and Relative Currency Resilience Allowing More Flexible Monetary Policies in 2023

- Strong GDP growth: **8.02% YoY (FY2022)** – highest growth in ASEAN and since 1997
- Vietnam's among the most stable currencies in the region, with low single-digit % depreciation
- FY2022 FDI spend reached c. USD 22.4 billion (+13.5% YoY), a 5-year high
- Low inflation and currency fluctuation allow more flexible monetary policies in 2023
- Central bank makes first rate cut since 2020 to stabilise the monetary market and support economic growth

Vietnam's GDP growth in 2023 and 2024 expected to be the highest in SEA

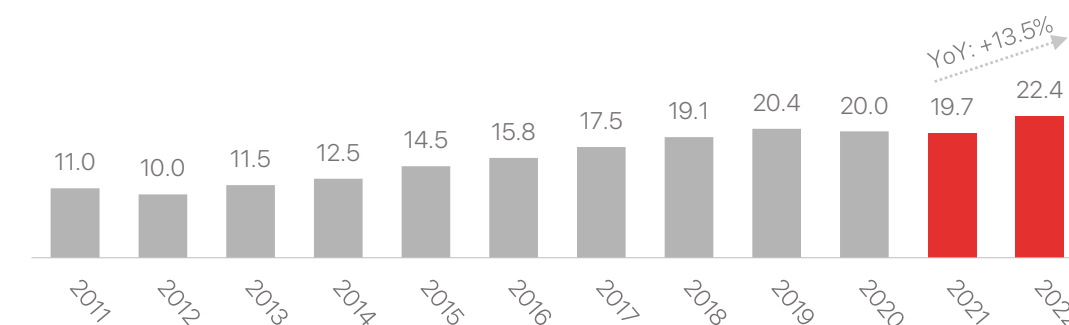


Low inflation and currency fluctuation allow more flexible monetary policies in 2023...

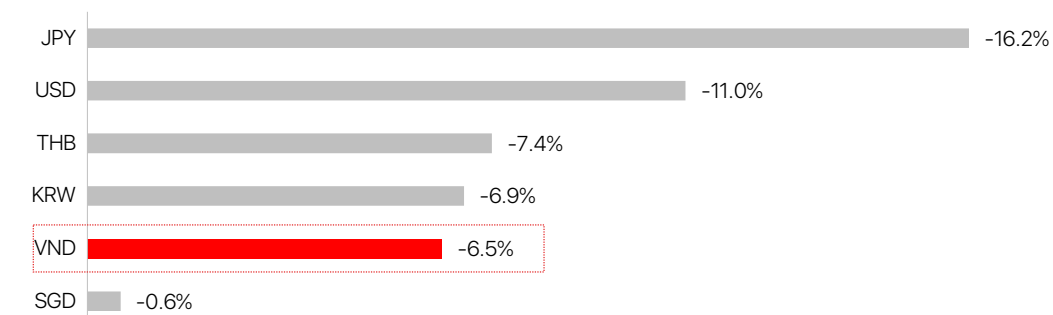


Continued strong FDI disbursement in 2022

USD billion



...and single digit currency movements against the USD serves as a tailwind for flexible monetary policies



2023 Outlook

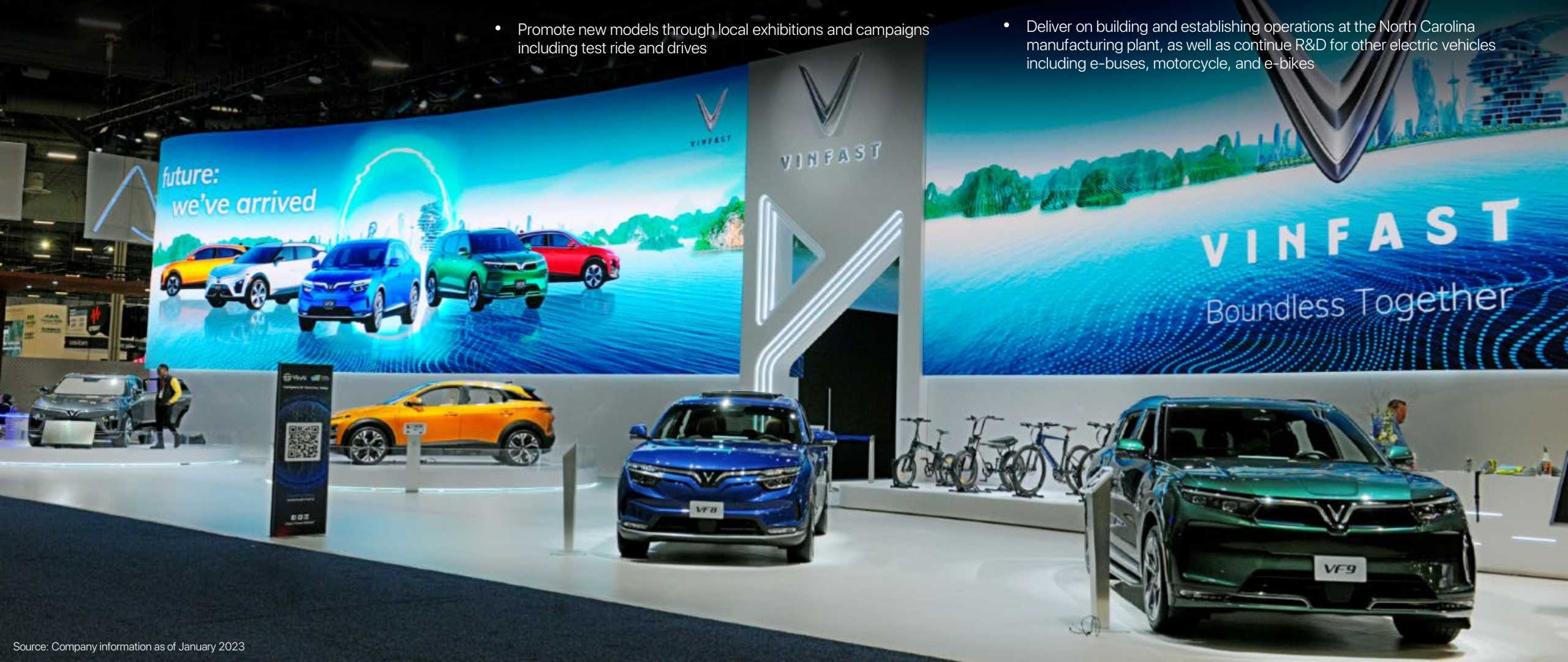


2023 Outlook (1)

Industrials and Technology



- Accelerate EV sales and product delivery of VF 8 and VF 9 in the U.S., and implement global marketing campaign by opening more 1S, 2S and 3S stores in target geographies
- Promote new models through local exhibitions and campaigns including test ride and drives
- Scale vehicle production to ensure timely delivery to customers who placed orders in 2022 and for upcoming production of VF 6 and VF 7
- Deliver on building and establishing operations at the North Carolina manufacturing plant, as well as continue R&D for other electric vehicles including e-buses, motorcycle, and e-bikes



2023 Outlook (2)

Real Estate and Services



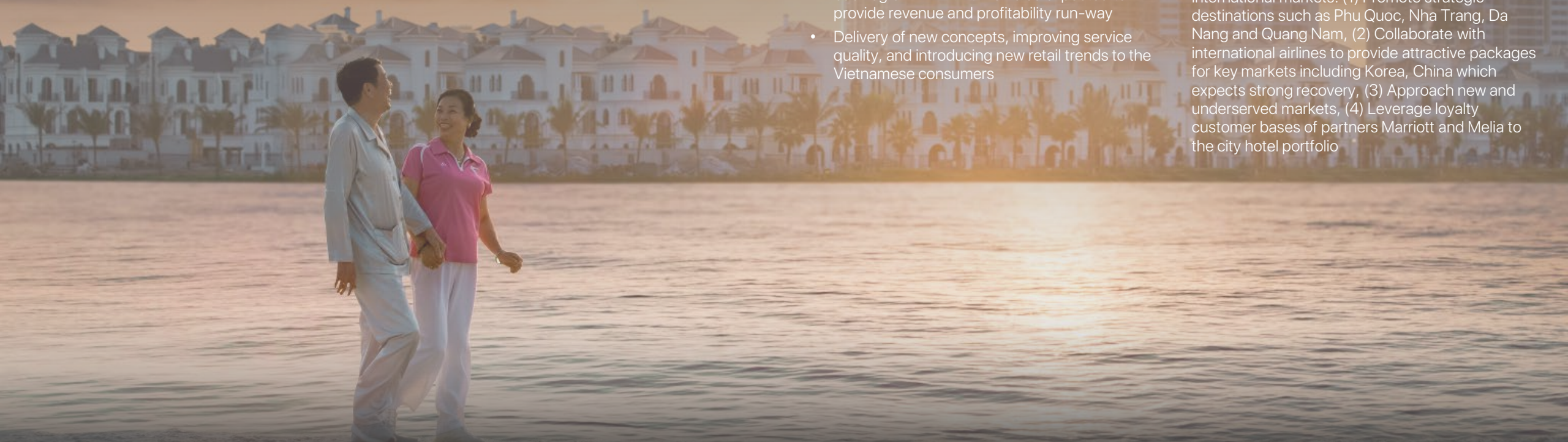
- 2023 revenue prospects secured thanks to elevated unbilled bookings at VND 111 trillion as of December 2022
- Pre-sales outlook expects to be resilient with resilient demand and robust inventories available at Vinhomes Ocean Park 2 and Ocean Park 3 complemented by potential new launches later in the year. Social housing projects also expected to start contributing to sales in 2023



- Expected extended recovery in both rental rate and occupancy, driven by rental reversion, tenant mix upgrades and general improvement in market sentiments post Covid, leading to improved profitability
- Continued expansion in select locations with new mall opening. Handing over of shop-house projects from shop-house unbilled backlog of VND 2.7 trillion also expected to provide revenue and profitability run-way
- Delivery of new concepts, improving service quality, and introducing new retail trends to the Vietnamese consumers



- Further recovery in business operation to pre-pandemic level, with improvements in efficiency and occupancy due to further normalization of international travels
- Domestic market: Launch the Vinpearl Signature offerings to strategic customer groups (1) Family Beach Resort (2) Wellness & Retreat (3) Stay & Play and (4) MICE¹ and others
- International markets: (1) Promote strategic destinations such as Phu Quoc, Nha Trang, Da Nang and Quang Nam, (2) Collaborate with international airlines to provide attractive packages for key markets including Korea, China which expects strong recovery, (3) Approach new and underserved markets, (4) Leverage loyalty customer bases of partners Marriott and Melia to the city hotel portfolio



2023 Outlook (3)

Social Enterprises



- Operational improvement and enhanced efficiency expected across all hospitals. Sharpen core clinical programs including preventive medicine, oncology & cardiology
- Deepen collaboration with world-class partners to further build branding and improve upon clinical quality



- Vinschool to continue its pioneering and leading role in innovation in general education in Vietnam
- Continue rolling out CIS assessments across campuses and integration of international curricula

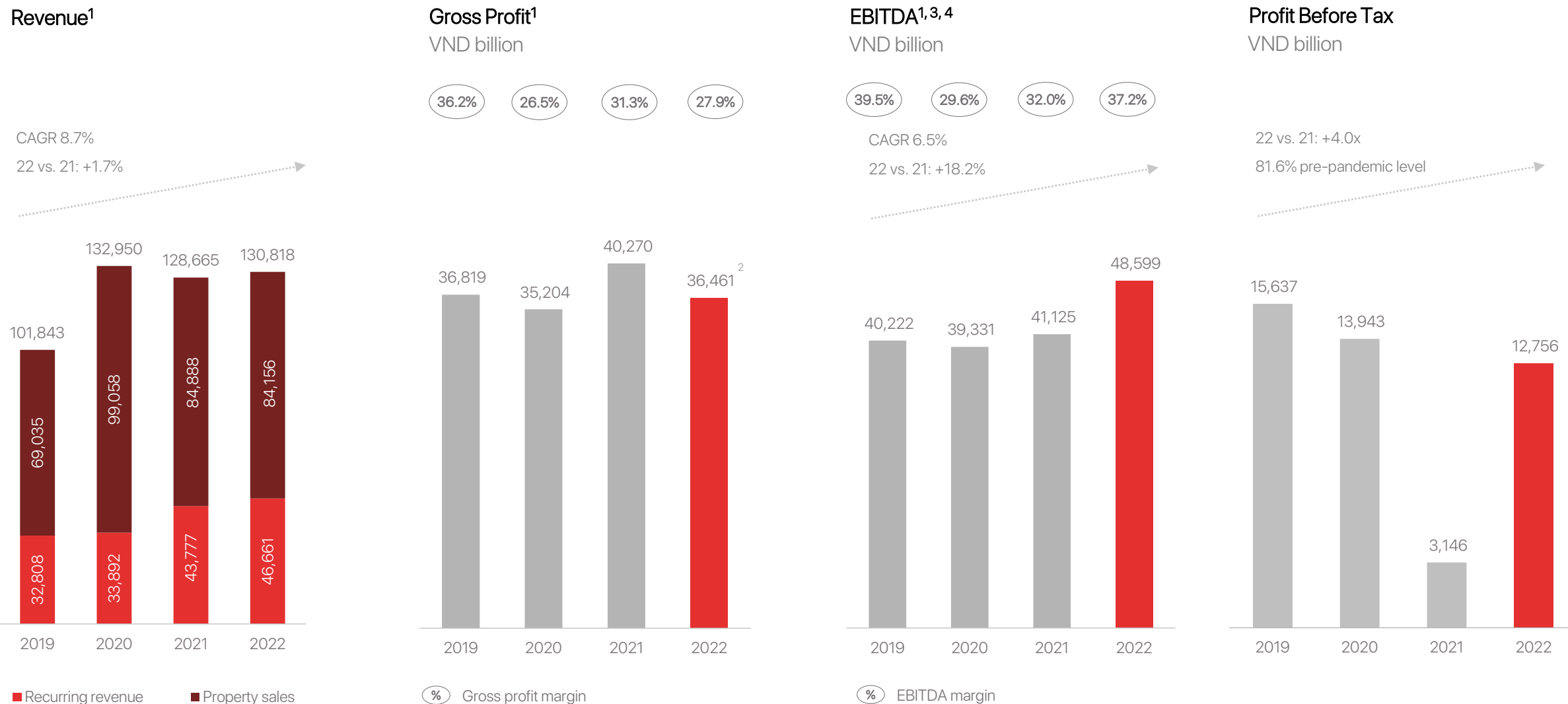


- Continue promoting international partnerships, exchange programs, build brand awareness and talent-pool / graduate programs

Financial Highlights



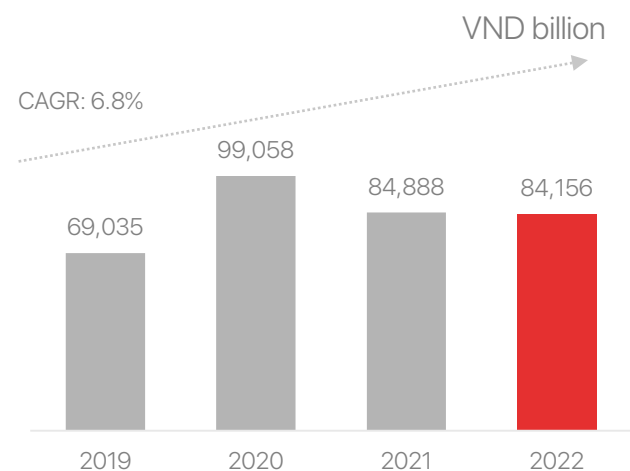
Income Statement Highlights



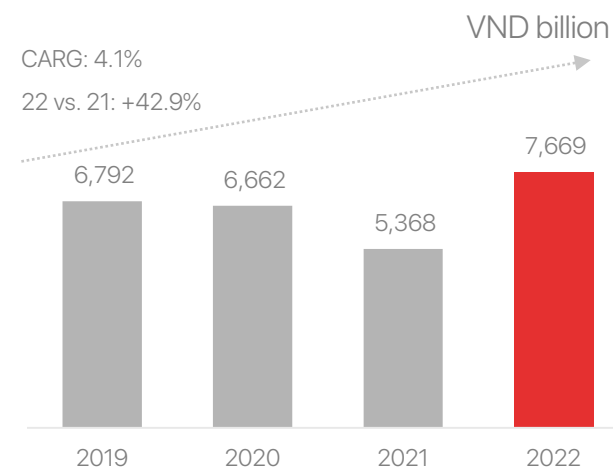
Source: Audited VAS Consolidated Financial Statements for 2019 – 2022. Pre-pandemic level refers to YE2019. 1. Figures in FY2019–2022 are pro-forma, adding bulk sales and subtracting contribution from discontinued businesses, which includes consumer retail, agriculture and VinSmart. 2. Gross Profit includes gains from transfer of VW Nha Trang amusement park and entering into management contract, and excludes one-off expenses which incurred in relations to the consideration of the transaction related to the transfer of ICE car production assets to VinFast's shareholders, as such expenses can be net off with the gain from the transaction which was recognized as an other income on the P/L. 3. Adds back foreign exchange losses / (gains). 4. Figures in FY2019–2022 exclude one-off expenses related to the cessation of ICE car production, Covid support and charitable activities

Revenue Performance – The Majority of Businesses Exceeded Pre-Pandemic Level While Industrial Stayed Strong During Transition Year

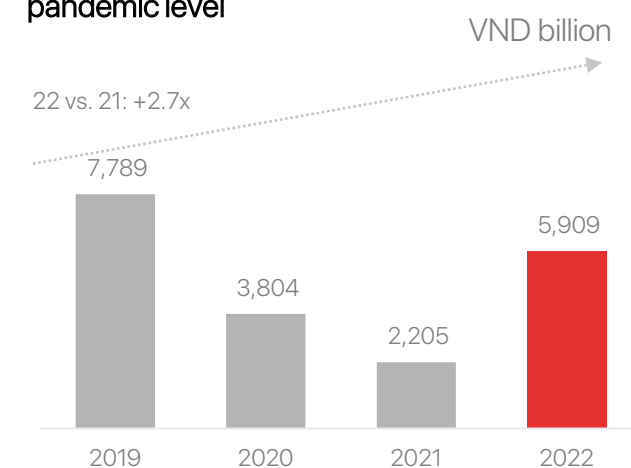
Property sales¹, 1.2x pre-pandemic level



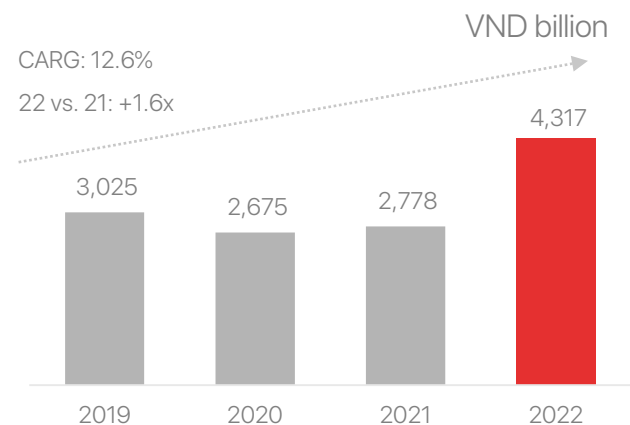
Leasing, 1.1x pre-pandemic level



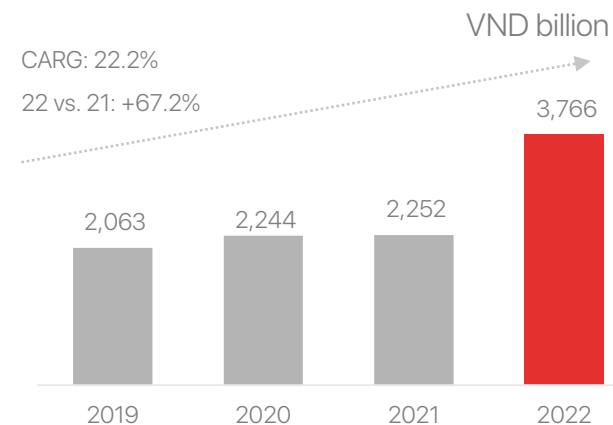
Hospitality & Entertainment Services², 75.9% pre-pandemic level



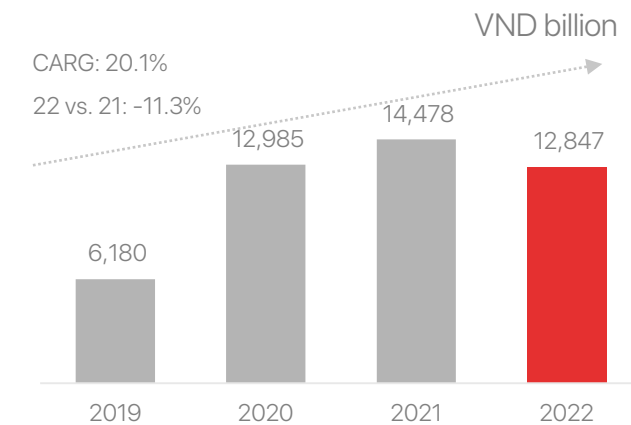
Healthcare, 1.4x pre-pandemic level



Education, 1.8x pre-pandemic level



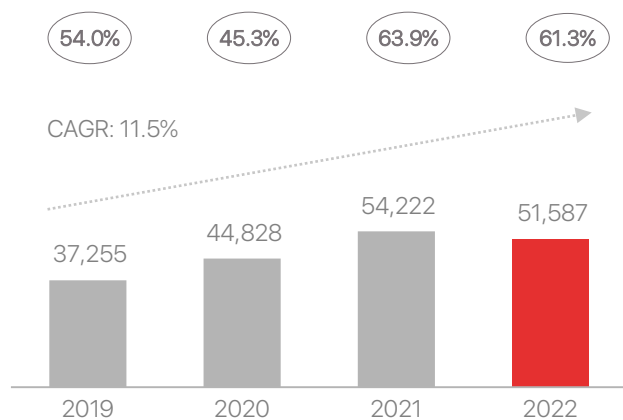
Industrials, slight decrease in the transition year¹



Gross Profit and Margin – VAS

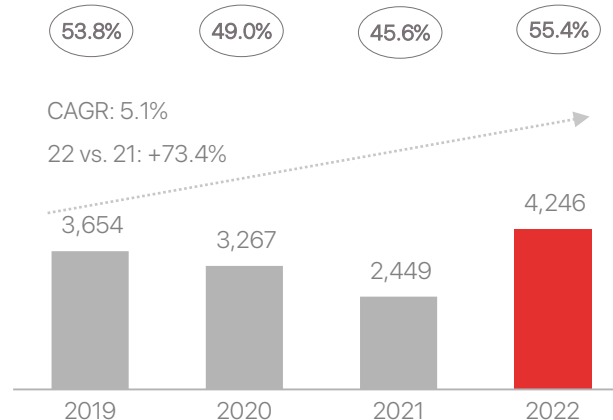
Property sales¹, 1.4x pre-pandemic level

VND billion



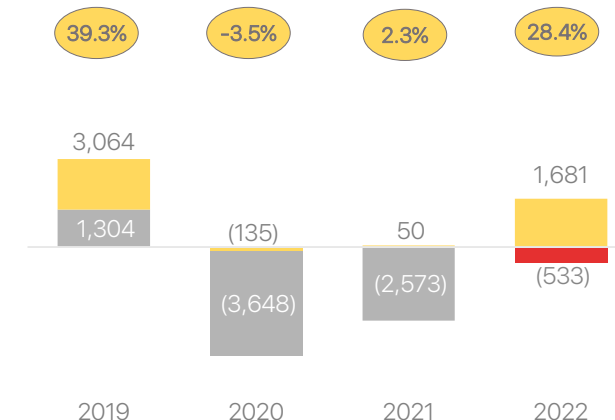
Leasing, 1.2x pre-pandemic level

VND billion



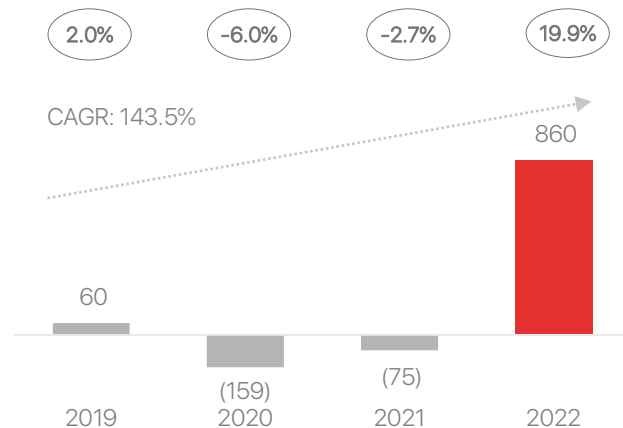
Hospitality & Entertainment Services^{2,3}

VND billion



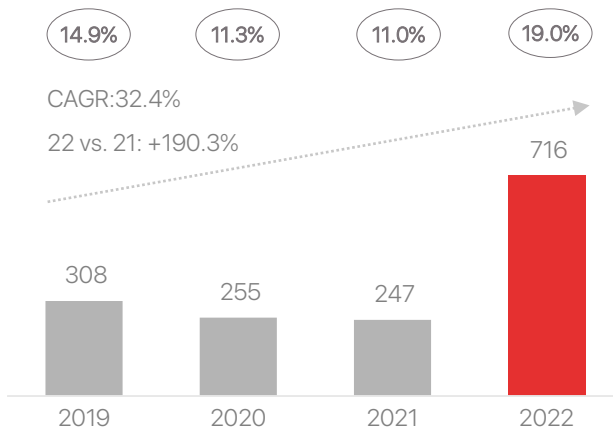
Healthcare, 14.4x pre-pandemic level

VND billion



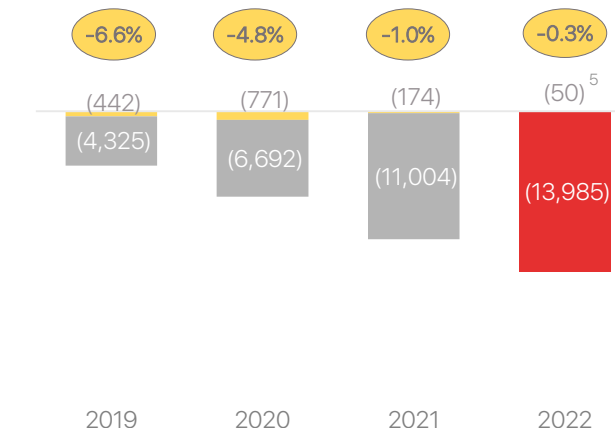
Education, 2.3x pre-pandemic level

VND billion



Industrials^{3,4}

VND billion



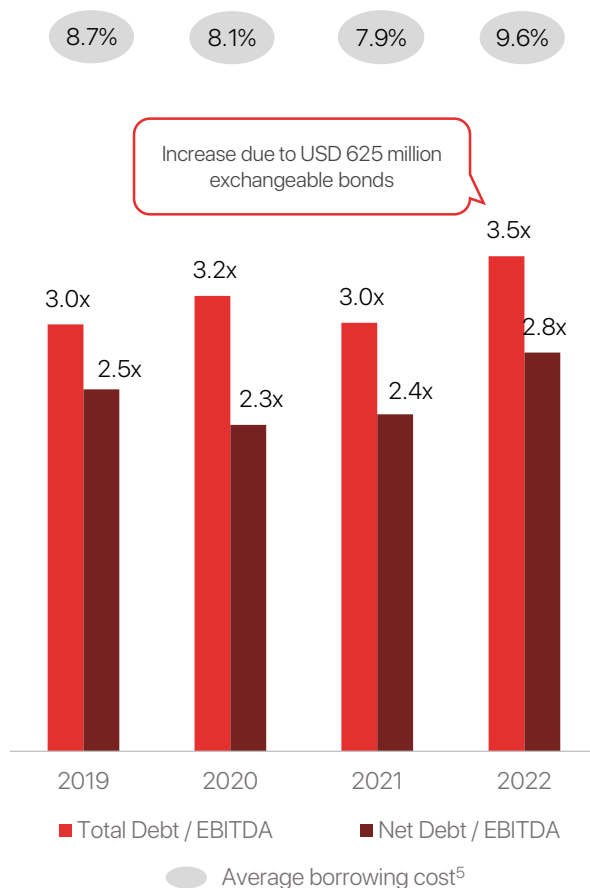
(%) Gross profit margin (%) Adjusted cash gross profit margin³ Gross profit Adjusted cash gross profit^{2,3,4}

Source: Audited VAS Consolidated Financial Statements for 2019 – 2022. We have calculated cash gross profit (gross profit excluding depreciation and amortization) for the Hospitality & Entertainment Services, and Industrials segments. Pre-pandemic level refers to YE2019. 1. Financial numbers for FY2019–4Q2022 are pro-forma to include bulk sales recorded as finance income. 2. Exclude beach villa sales and committed profit share of villa management contracts. 3. Displays adjusted cash gross profit, which is cash gross profit adjusted for Covid-19 related expenses due to facility closures. 4. Includes reversal of impact from certain special promotional programs on gross revenue and provision for inventories, exclude contribution from VinSmart. 5. Gross Profit excludes one-off expenses which incurred in relations to the consideration of the transaction related to the transfer of ICE car production assets to VinFast's shareholders, as such expenses can be net off with the gain from the transaction which was recognized as an other income on the P/L

Balance Sheet Highlights (1)

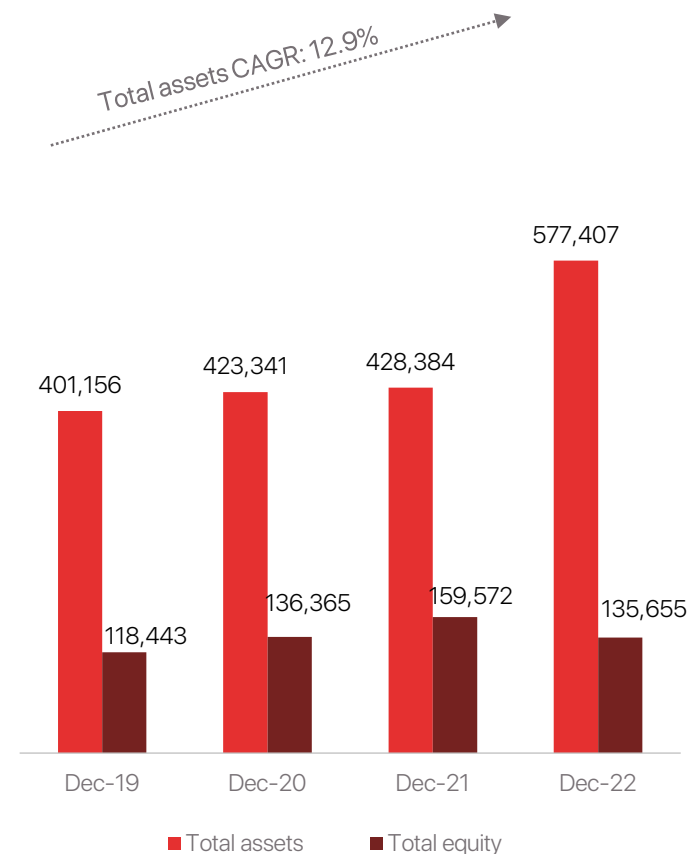
Debt^{1,2,3} / EBITDA⁴

x



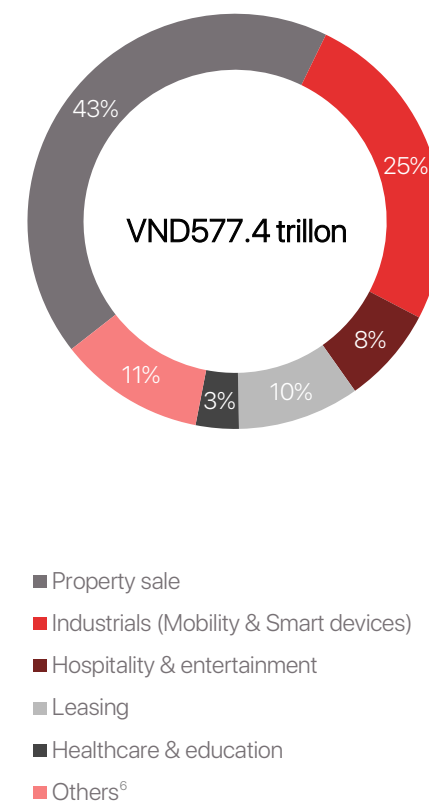
Total Assets & Total Equity⁶

VND billion



Breakdown of Total Assets

%

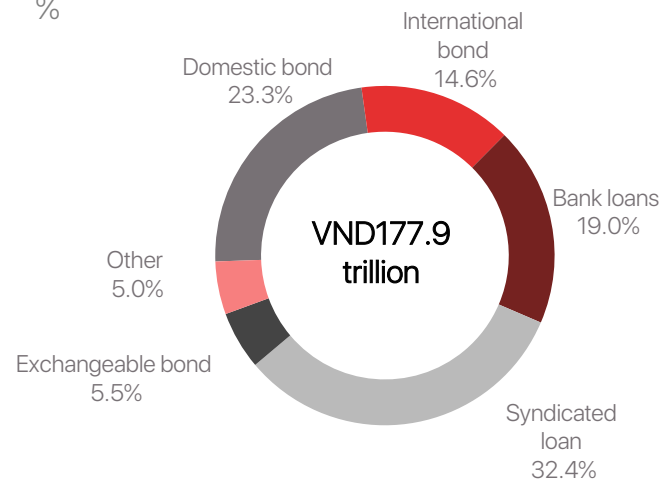


1. Total debt is equal to total interest bearing debts and borrowings. 2. Net debt is equal to total debt, less cash and cash equivalents and short-term investments. 3. Short-term investment excludes share option. 4. EBITDA is calculated from consolidated profit before tax adjusted for interest expense and depreciation and amortization, and excludes (a) FX gain/loss, (b) contribution from discontinued businesses, which includes consumer retail, agriculture and VinSmart, and (c) one-off expenses related to the cessation of ICE car production, Covid support and charitable activities. 5. Includes hedging expenses. 6. Total equity reduced from VND 159.6 trillion as of 31 December 2021 to VND 135.7 trillion as of 31 December 2022 due to a transfer of VinFast Vietnam by Vingroup and Vietnam Investment Group to VinFast Singapore to facilitate fund-raising. The reduction will be reversed upon settlement, and the shareholders have committed to an injection of all fund-raising proceeds into VinFast Vietnam. 7. Others refers to technology and others. Assets managed on a Group basis refers to assets such as long term investment, deposits for transfer investment and financial obligation guarantee, among others

Balance Sheet Highlights (2)

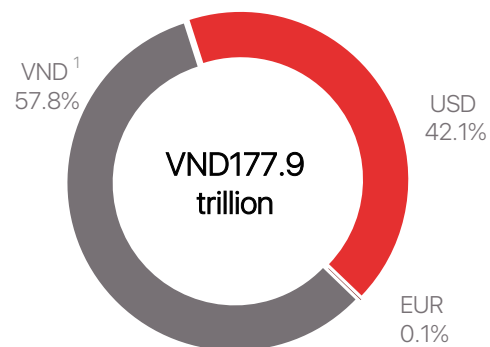
Total Debt Breakdown By Type

%



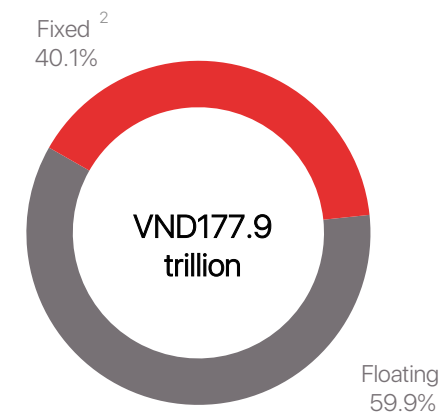
Total Debt Breakdown By Currency

%



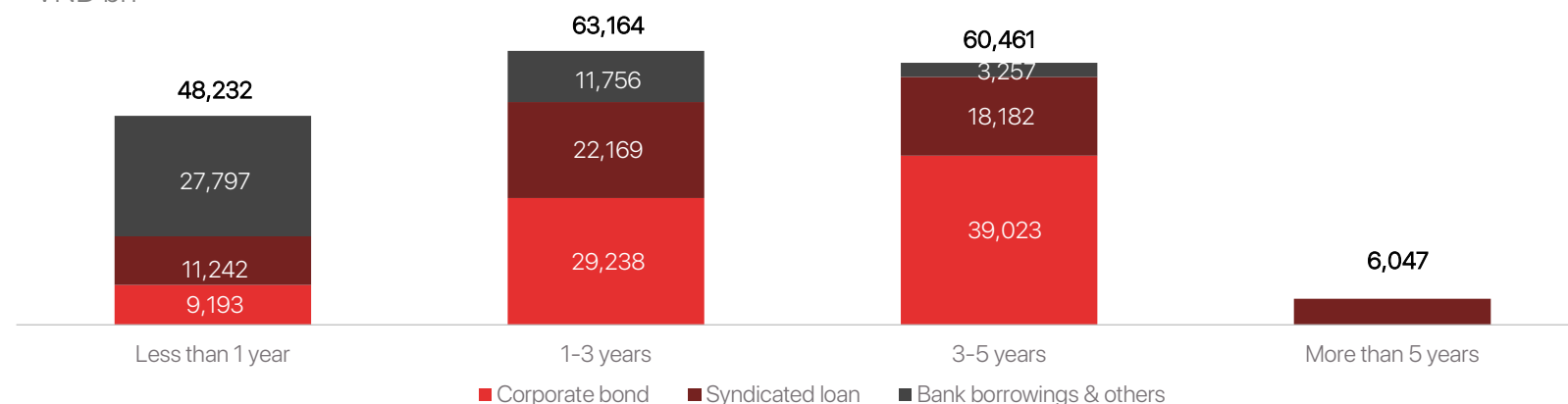
Total Debt Breakdown By Interest Rate

%



Total Debt Breakdown By Maturity

VND bn



Average debt maturity:
2.94 years

Average debt maturity (excl. Vinhomes' debts):
3.25 years

Leverage, Coverage and Other Ratios

	FY2022	9M2022	Change (LTM/9M2022)	FY2021	Change (YoY)
Leverage ratios					
Net debt ^{1,2} / EBITDA	2.8x	3.2x	(0.4)x	2.4x	0.4x
Net debt ^{1,2} / (Total assets – cash & ST investments ²)	25.4%	28.2%	(280) bps	24.7%	70 bps
Coverage ratios					
Recurring revenue / Interest expense ³	4.4x	4.5x	(0.1)x	4.25x	0.1x
EBITDA / Interest expense ³	4.5x	4.5x	-	4.0x	0.5x
Others					
Debt maturity (years)	2.94	2.80	(0.02)	3.49	(0.55)
Debt maturity (years) (Excl. Vinhomes' debt)	3.25	3.12	(0.07)	3.80	(0.55)
Average borrowing cost ⁴	9.6%	8.8%	79 bps	7.9%	170 bps

Company Information

Vingroup Joint Stock Company ("Vingroup"), Vinhomes Joint Stock Company ("Vinhomes"), and Vincom Retail Joint Stock Company 's combined market capitalization: USD 21.2 billion as at 31 March 2023.

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 and battery pack 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 Home** – social housing
 - Retail Leasing **Vincom** quality shopping malls
 - Hospitality-focused **Vinpearl** hotels, resorts and beach villas, and **VinWonders** amusement parks and conservation parks
- **Social Enterprises**
 - **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** non-profit private university

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

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