



Company Presentation

July 2023



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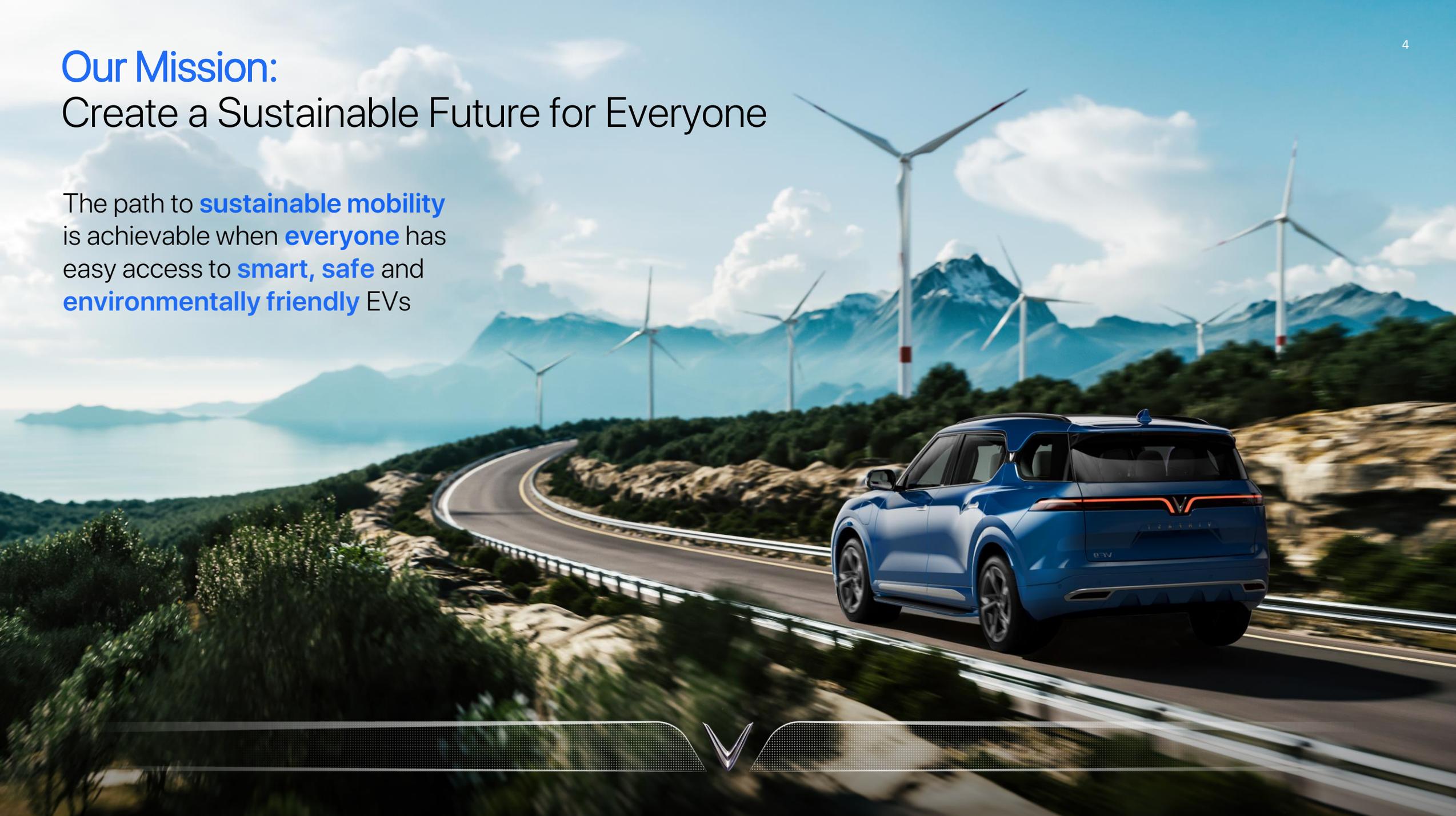
About VinFast



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**





Visionary Drive is Part of Our Heritage...

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



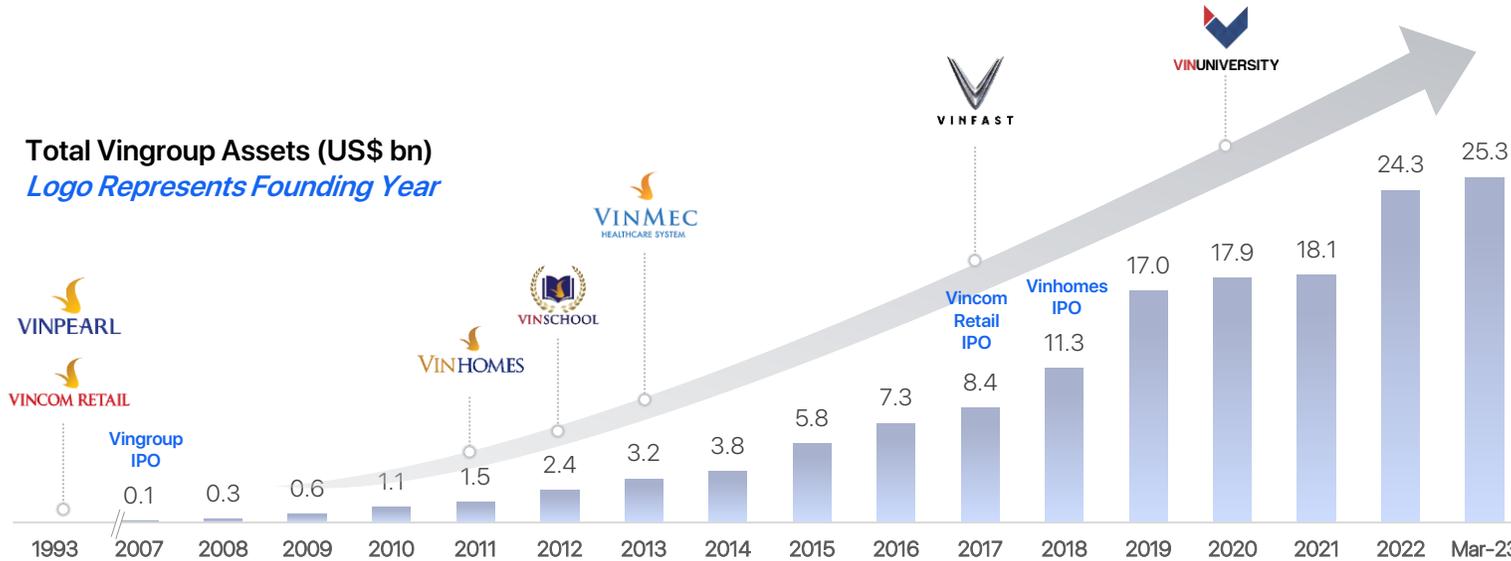
Pham Nhat Vuong
Chairman and Founder
Vingroup and VinFast



Market Capitalization
~US\$21.0Bn⁽¹⁾

~1.1%⁽²⁾
of Vietnam's Nominal GDP

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



Category	Sub-category	Rank in Vietnam
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 June 30th, 2023, unless otherwise stated

Notes:
 1. Combined market capitalization across Vingroup and all of its listed subsidiaries as of June 30th, 2023. USD/VND assumed to be 23,600
 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 1Q2023
 5. Based on VIRE, 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 has been named by Deloitte as the Best Managed Company in Vietnam for 2022
 8. Based on total number of kindergarten to high school students in selected private and international schools in Hanoi and HCMC in 2021 - 2022



Outstanding Speed and Quality...

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

2017 – Company Founding and Facility Construction



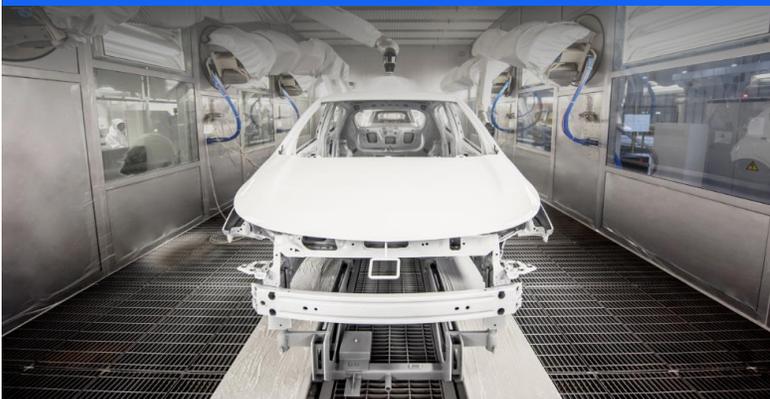
2018 – E-Scooter Production Commenced



2019 – Facility Phase 1 Completed



2020 – Focused on ICE Production



2021 – First EVs Rolled Off Product Line



2022 – 2023: First EV Shipment in November 2022 and Second Shipment in March 2023 to North America





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⁾

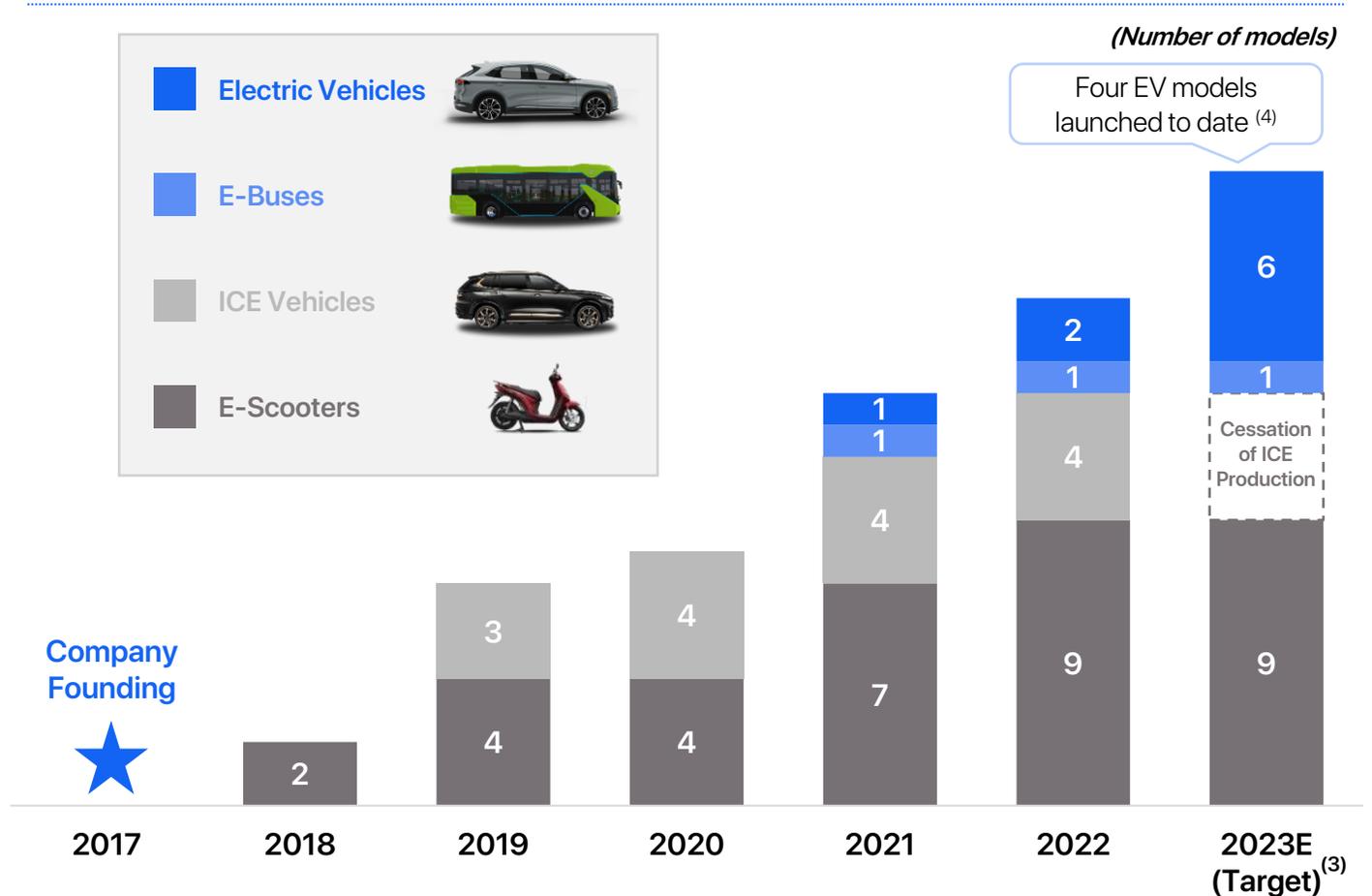


Challenge #3

Launch EV platforms in Vietnam 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

4. As of June 30th, 2023



Next Challenge: Global Expansion of Our EV Product Line





The World is Noticing Our Progress

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

The New York Times

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



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



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

TopGear

Top 10 Coolest Cars From the Los Angeles Auto Show

Forbes



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

WSJ

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

electrek

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



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⁾

26,000

EV Reservations Received⁽²⁾

122

Showrooms Opened Globally⁽³⁾

11,300

EV Vehicles Delivered in First Half 2023

18,700/105,000

EV Vehicles Sold/ICE + EV Vehicles Delivered⁽⁴⁾

20,000/182,000

E-scooters Delivered in First Half 2023/to Date⁽⁴⁾

Up to 60%

Localization of Supply Chain at Hai Phong Facility⁽⁵⁾

300,000

Current Annual Capacity⁽⁶⁾

US\$9.3Bn

Capital Invested in VinFast⁽⁷⁾



Notes: Deliveries and Reservations are rounded to the nearest hundred

1. F&S report 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 June 30th, 2023
3. Including VinFast-owned showrooms and partnership showrooms as of June 30th, 2023
4. Cumulative to June 30th, 2023
5. Excluding battery
6. Maximum production capacity rate per annum
7. Total capital investments made by Vingroup, its affiliates and external lenders from 2017 to June 30th, 2023



Demonstrated Drive to Do Well by Doing Good

Business Sustainability

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

Human Capital

- Women comprise 50% of VinFast board of directors
- Delivered 390,000 hours of professional training to employees in 2022



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
- 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**, and in the U.S. began in **1Q23**

Key Features⁽¹⁾

- Starting Price: **US\$46,000** (Battery Inclusive)⁽²⁾
- **293 miles** (471 km) WLTP Enhanced Range⁽³⁾, **264 miles** (425 km) certified EPA Enhanced Range
- **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 in Vietnam began in **1Q23**

Key Features⁽¹⁾

- Starting Price: **US\$83,000** (Battery Inclusive)⁽²⁾
- **369 miles** (594 km) WLTP Range⁽³⁾
- **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. 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 City 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 began in **2Q23**

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⁾

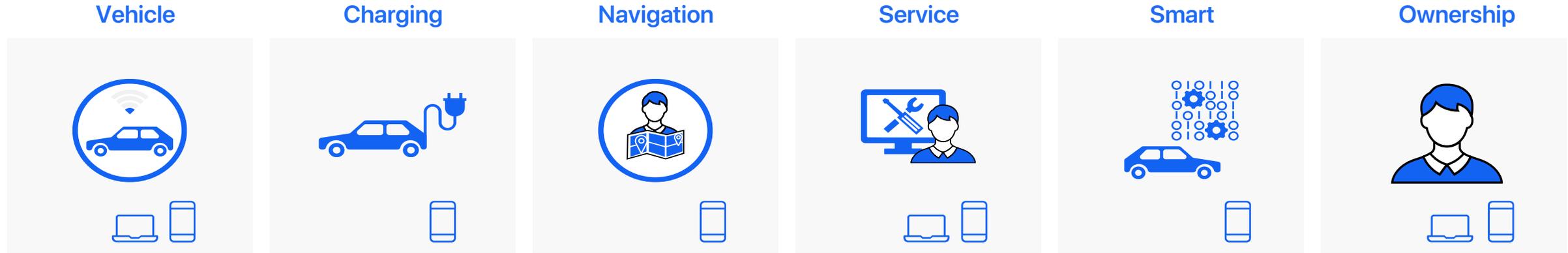
- Starting Price: **TBD**
- **280 miles** (450 km) WLTP Range⁽⁴⁾
- **150 kW** Maximum Power
- **Level 2** Advanced Driver Assistance System

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



- Remote lock/unlock
- Remote climate control
- Remote vehicle control

- Monitor charging progress
- Manage and pay charging invoices

- Navigate to Charging Stations, Showrooms, POI
- Smart routing based on charging levels

- Book an Instore Service or Mobile Service in real-time
- Track your service
- View and pay invoices
- Get Roadside assist
- Track Rescue vehicle
- Set Firmware over the Air updates (FOTA)

- Valet Mode
- Control Geo fencing
- Intrusion Alert Find My Vehicle
- Smart phone mirroring
- Purchase and manage smart feature upgrades

- Manage vehicle details
- Manage saved driver profiles
- View service, payment, charging history
- Owner's manual

Note:
 1. Upcoming features, expected to be launched in 2023
 2. Charging point operators



Innovation-Driven, Technology-Centric Platform



Electrical / Electronic Architecture

- **Standardized architecture** used for all SUV-segment models
- **Ability to tailor feature sets** based on model requirements
- **Heads-up display** enables drivers to keep their eyes on the road and hands on the wheel
- Designed to comply with the **best Functional Safety requirements**
- Adhering to the **latest global Cybersecurity requirements**



Infotainment

- Personal **voice assistant**
- **Personalized profiles**
- **Mobile office⁽¹⁾**
- **Remote control**
- Seamless **connection to the most popular smartphones and ecosystems**
- **Firmware over-the-air ("FOTA")** to upgrade features and improve capabilities over time



ADAS

- Warnings / notifications with **ADAS taking control during emergencies**



Battery & Battery Management System

- **In-house algorithm** to monitor battery pack health and optimize performance
- **Integrated support** for cybersecurity and cloud smart features



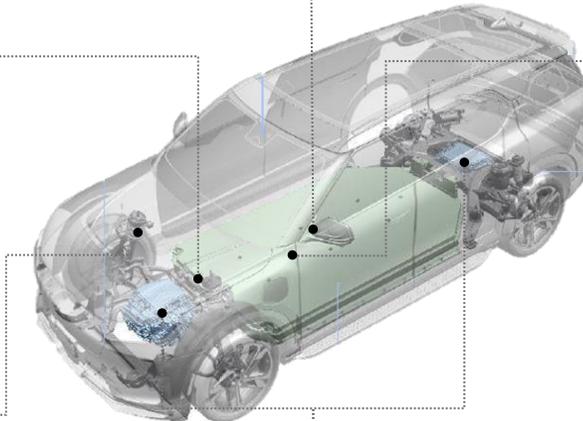
VinFast Companion App and Driver Network

- Access to **technology ecosystem**
- Portal to **connect drivers**
- **End-to-end** digital features



Electric Drive System / Powertrain

- Delivers **high power and torque** while maintaining **highest safety standards**
- **Reduces copper loss** in electric motor
- **Optimization** of battery pack's power



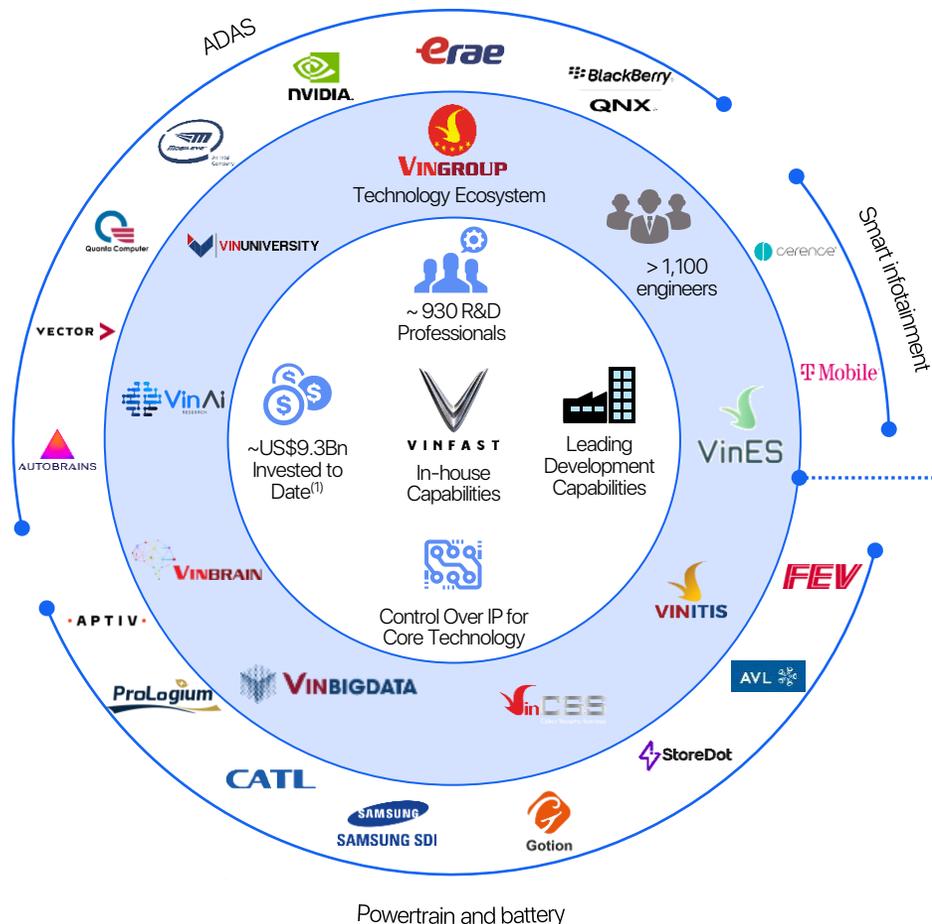
Note:

1. Upcoming features, expected to be launched in 2023



Connect Intelligence Globally

Development Capabilities Strengthened by Shared Expertise of Vingroup and Global Partners



VinES Key battery partner providing battery packs for VinFast vehicles

VINBRAIN **VinAi** **VINBIGDATA** **VINITIS**

VinES > 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 certain critical key components

Note:
1. Total capital investments made by Vingroup, its affiliates and external lenders from 2017 to June 30th, 2023

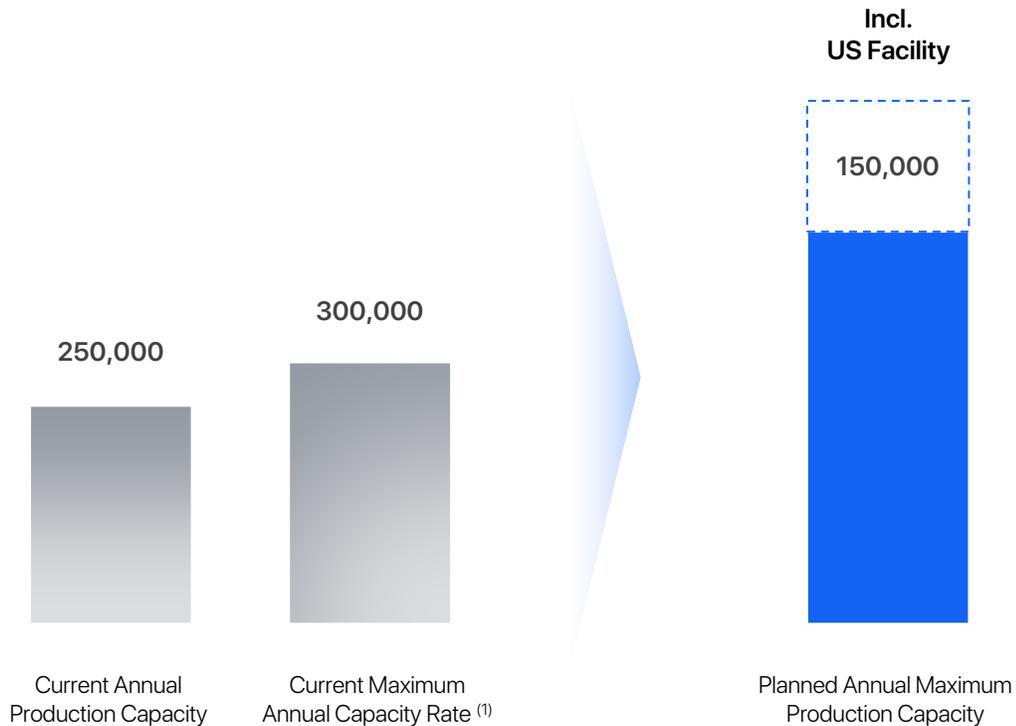


Highly-Automated and Integrated Manufacturing Facilities

Plant Footprint Spanning 860 Acres with Substantial Room for Expansion

Automation Allows Acceleration of Production with Quality and Safety under Control

Scalable Manufacturing Facility in Vietnam



<p>>1,400 Robots</p>	<p>95%</p>	Automated Paint Shop
	<p>90%</p>	Automated Press Shop
	<p>38 Frames / Hour</p>	

<p>Automated Production Providers</p>		

Note:
1. Maximum production capacity accounting for additional shifts



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



Up to 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



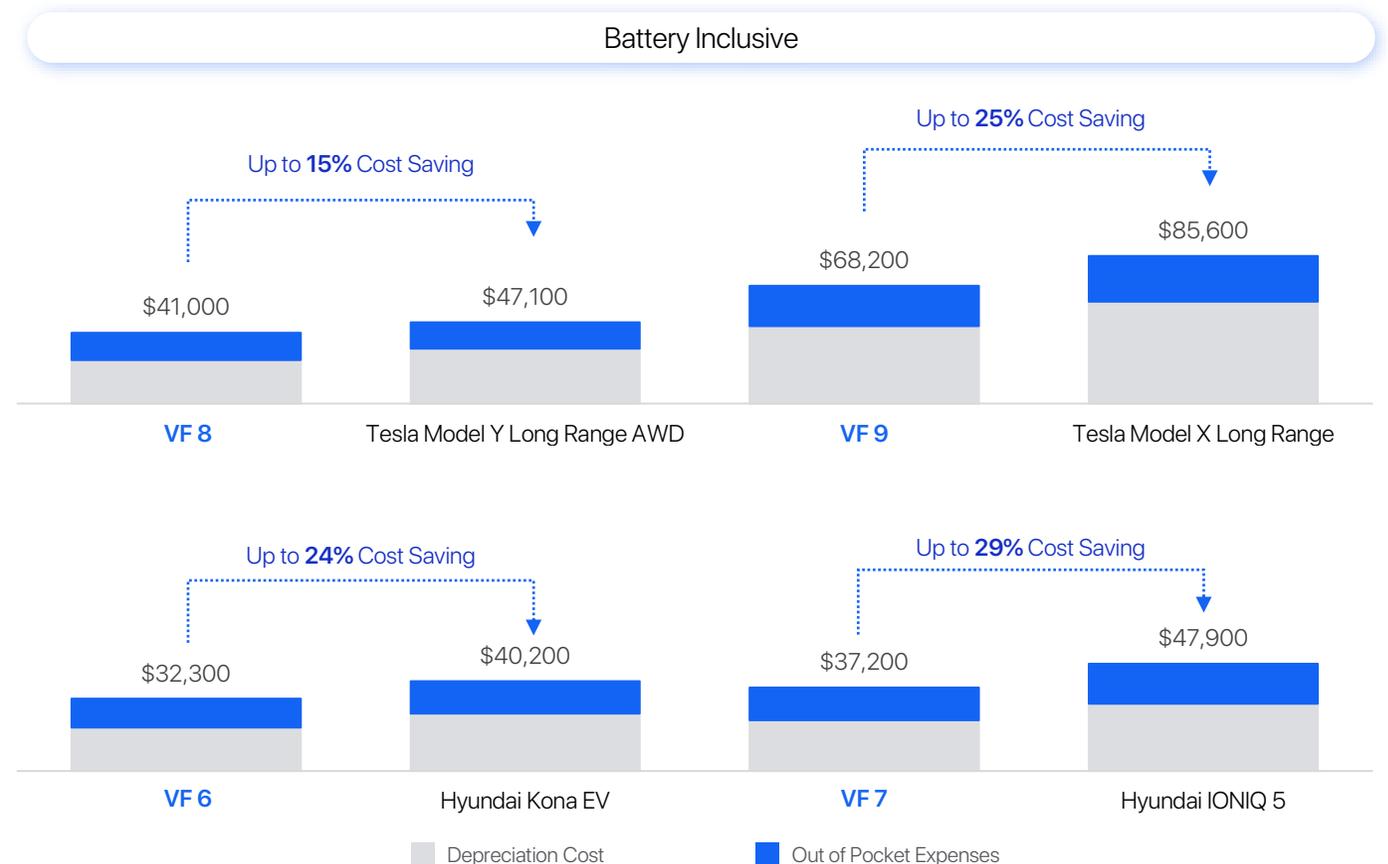
Flexible Offering at an Inclusive Price Point

Our Products are Inclusively Priced with a Lower Relative 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 (US, CA, EU, and major target markets)**

Total Cost of Ownership⁽¹⁾



Source: Frost & Sullivan
 Note:
 1. 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).

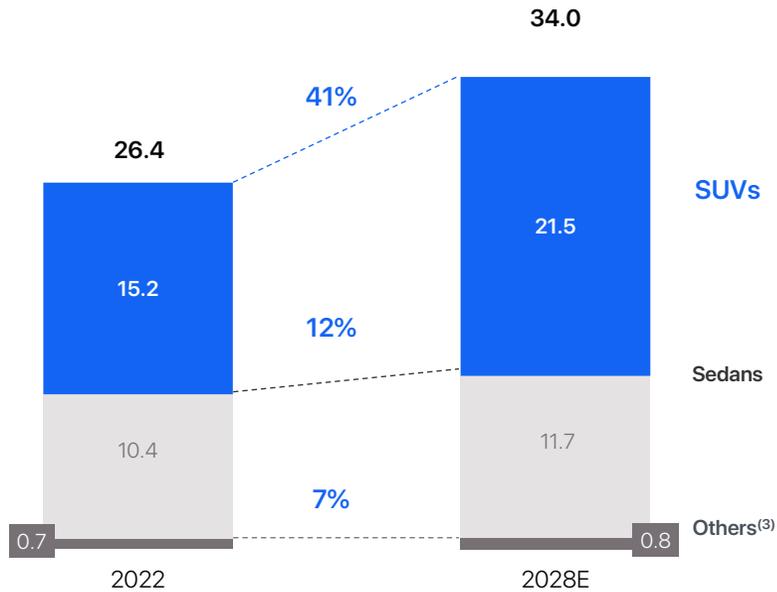


Strategic Focus on High Growth Segments...

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

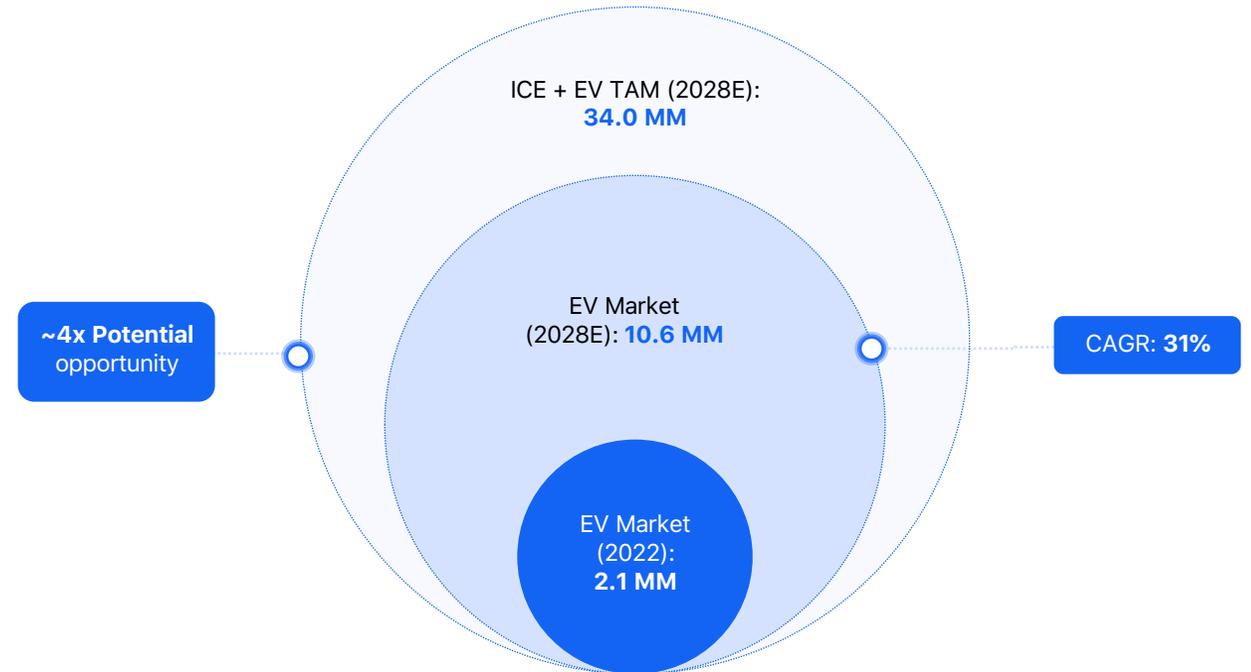
VinFast’s Planned Vehicle Lineup Targets the Highest Growth Passenger Vehicle Markets...⁽¹⁾

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...

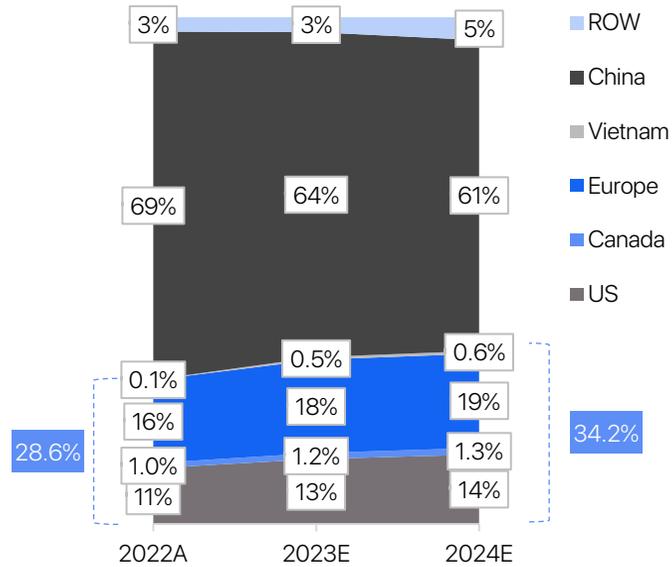
Our Focus Markets Represent Differentiated Upside Opportunities in the Medium Term and Beyond

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

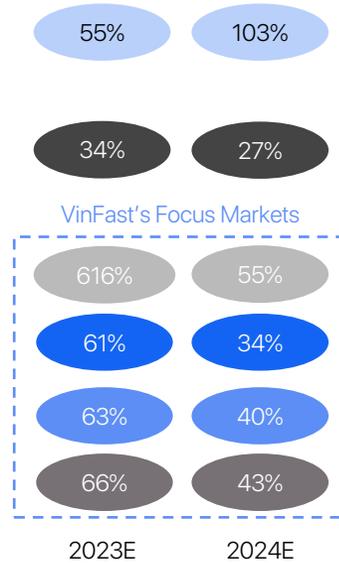
... from Lower Penetration with Less Competition than China

Annual EV shipments by region

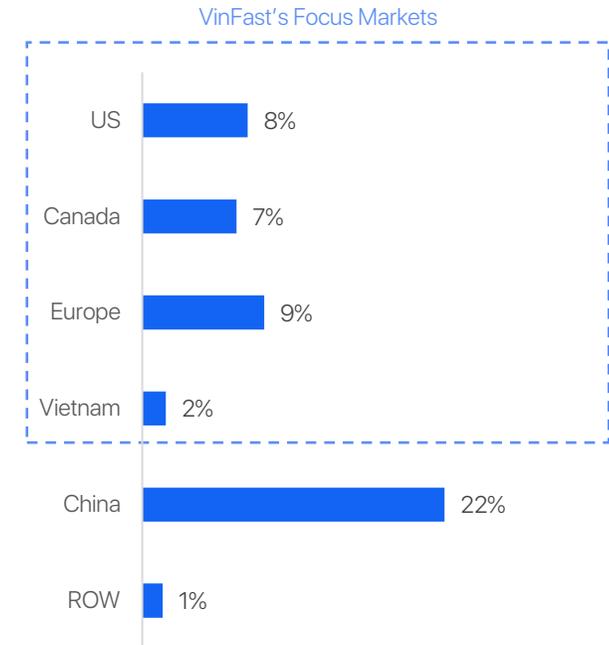
As % share of total global market



% Growth rate



EVs as % share of total passenger vehicles in 2022

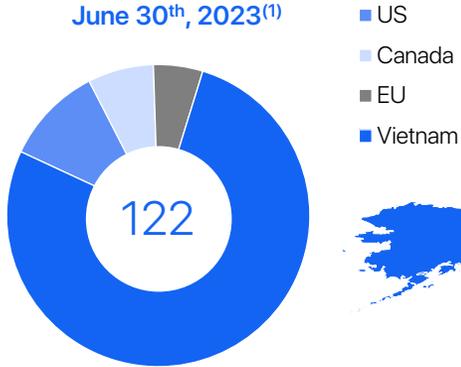




...with An Extensive Global Expansion Plan

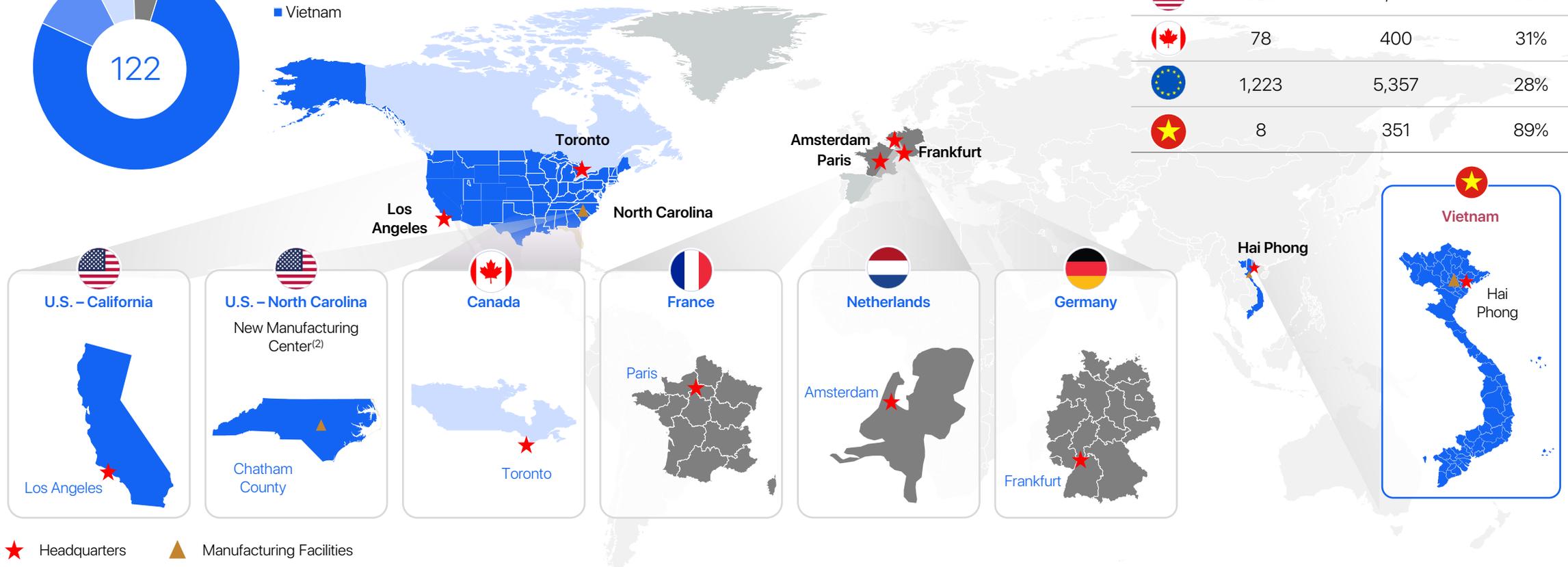
Our Global Roll-Out Strategy Tactically Targets Locations With Efficient Infrastructure and Manufacturing, as well as Highest Expected EV Penetration Rates

of Global Showroom as of June 30th, 2023⁽¹⁾



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

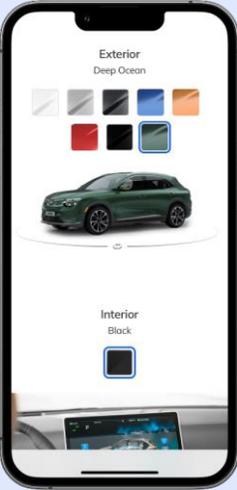
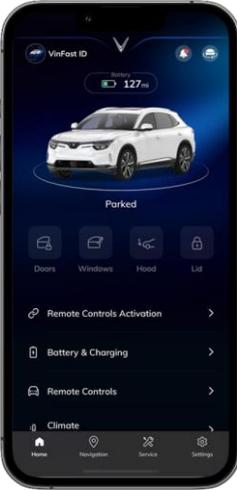
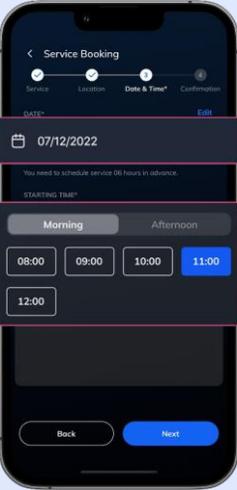
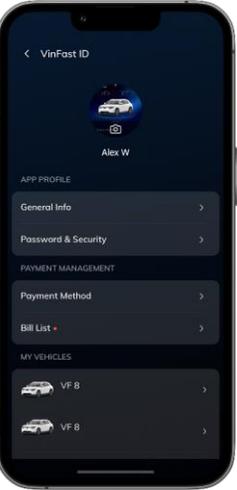
Source: Frost & Sullivan

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 2025



Differentiated Ownership Experience to Drive Brand Loyalty

End to End Digital Features

 Sales	 Vehicle	 Charging	 Navigation	 Service	 Ownership
 Customize	 OTA	 Accessibility and Flexibility	 Smart Features	 Peace of Mind	 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

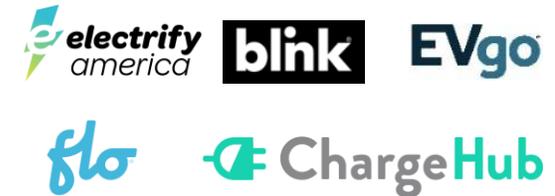
On-Demand and Personalized Services

-  **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; 7-year / 100,000-mile applies to 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



Fully Charged for the Road Ahead



Global Roll-out of
7 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 6 and VF 7 are planned for commercial production and delivery in 2023 and VF 3 is planned for commercial production and delivery in 2024