



Vingroup Corporate Presentation

November 2024

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VinFast Electric Vehicle – VF 7

1. About Vingroup

Vingroup Is an Essential Part / Proxy of the Vietnamese Economy with a Comprehensive Ecosystem of Dominant Businesses Addressing all Consumer Needs

USD 6.4bn

2023 consolidated revenue

1.6%

of nominal GDP¹

53,500 employees

Largest private Vietnamese corporate employer with nationwide operations in all provinces and municipalities¹⁰

NIKKEI Asia

Top 300 Largest and Fastest Growing Businesses in Asia

Brand Finance[®]

Six core brands of Vingroup in 2024 Brand Finance Vietnam 100

13%

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 time
- > 190,000 ICE + EV delivered to date²
- > 270,000 e-scooters delivered to-date²

20%

Real Estate Development & Smart City Solutions

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

- Market leading position with unrivalled landbank, sufficient for c.30 years of development³
- 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

2%

Education

VinUniversity: University and post-graduate education. The youngest university in APAC to receive 5 Star QS ratings in seven categories⁴

Vinschool: High-quality K-12 school system

- Largest private education system in Vietnam⁵
- 13 campuses⁶ accredited by CIS
- 54 Vinschool campuses under operation in five provinces, municipalities, educating c.48,000 students

16%

Hospitality and Entertainment

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

- #1 market share in 5-star segment⁸
- 11,403 operational hotels and beach villa rooms⁹
- International partnership: Meliá Hotels International and Marriott International

3%

Healthcare

Vinmec international hospitals and clinics were ranked as the Best Managed Company in 2022 and 2024 in Vietnam by Deloitte

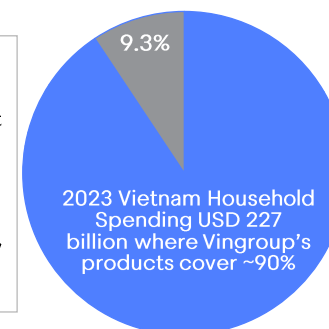
- Nine hospitals¹¹ (two hospitals accredited for JCI and ACC standards⁷)
- Five international clinics

38%

Retail Mall

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

- 87 retail malls in operation³
- Covering 47 cities and provinces across Vietnam³
- 1.83 million sqm in retail GFA³

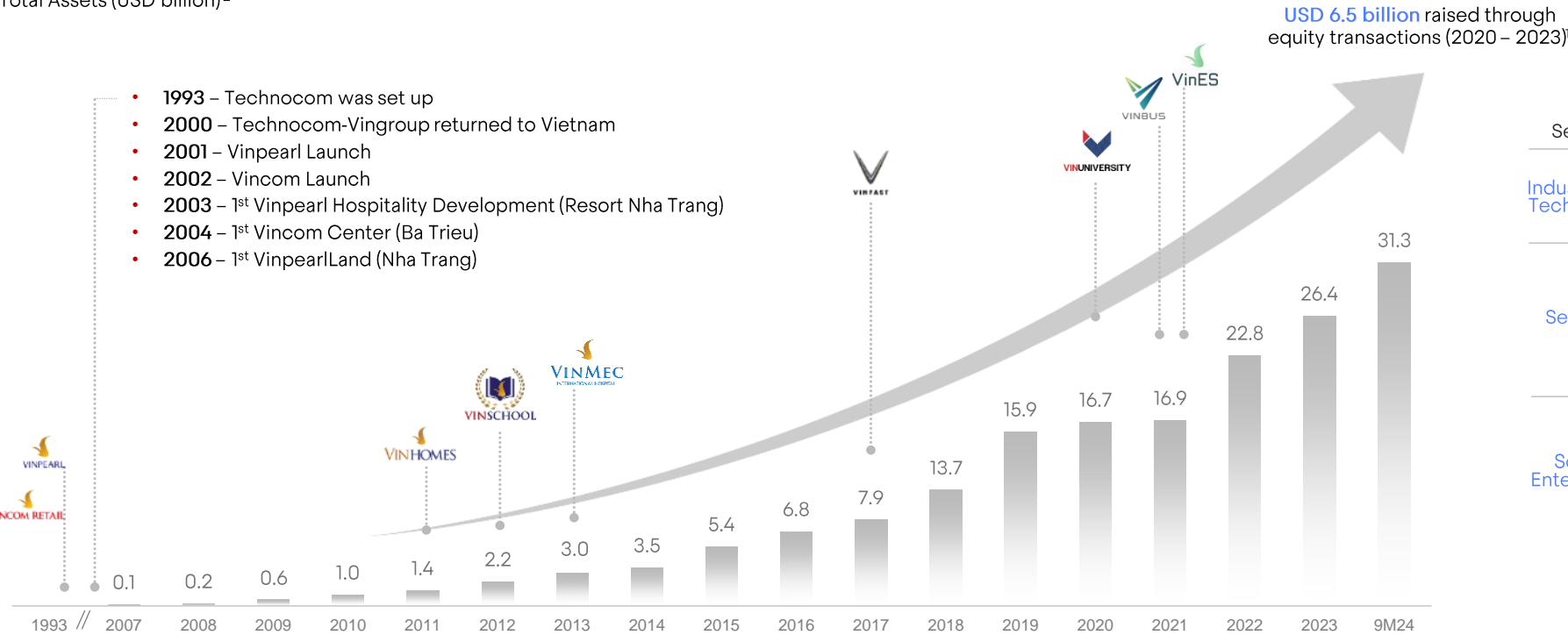


Refer to share of Vietnam household spending

Source: Nikkei Asia, VnEconomy, EIU, IMF, International Financial Statistics; General Statistics Office of Vietnam. USD/VND exchange rate of 25,300. Note: (#) ranking based on market share. 1. Equal to Vingroup's audited consolidated revenue in FY2023. 2. Cumulative to 30 September 2024. Number of vehicles delivered since the inception. 3. As of 30 September 2024. 4. Teaching, Academic Development, Internationalization, Arts and Culture, Facilities, Social Responsibility, Inclusiveness. 5. Based on total number of kindergarten to high school students in selected private and international schools in Hanoi and HCMC in school year 2023 - 2024. 6. Fifteen campuses locate at Vinschool the Harmony, Vinschool Times City, Vinschool Central Park, Vinschool Greenbay, Vinschool Thang Long, Vinhomes Gardenia, Vinhomes Imperia. 7. JCI Accreditation - Gold standard in health care. ACC accredited in operational management and heart failure treatment. 8. Based on number of room keys in 5-star hotels, resorts and upscale condotels, compared with other domestic hospitality groups, as of March 2024. 9. Out of the rooms available for rent that are owned by Vinpearl, 64% is managed by Meliá Hotels International and Marriott International. 10. Based on number of employees as of 31 December 2023. 11. As expected by 31 December 2024

Track Record of Developing New Businesses into Market Leaders

Total Assets (USD billion)²



Sector	Core Businesses	Position
Industrials & Technology	Electric Vehicles	#1 ³
	Real Estate Development, SmartCity, Smarthomes & IoT	#1 ⁴
Services	Hospitality & Entertainment	#1 ⁵
	Healthcare	#1 ⁶
Social Enterprises	Education	#1 ⁷
	VinBus	#1 ⁸

USD 31 billion in total assets (c.310x increase since 2007)

Sovereign Wealth Funds

QIA GIC TEMASEK

Strategic Partners & Joint Ventures

SK Hanwha LG Chem

Private Equity

KKR WARBURG PINCUS

Other Investors / Capital

EULER HERMES CGIF ADB Deutsche Bank

Source: Consolidated audited financial statements as of 31 September 2024, unless otherwise stated. Note: 1. Including equity related, equity-linked transactions as of 31 December 2023; 2. Total assets from 2007 to 2013 based on VAS financials. USD/VND exchange rate of 25,300. Numbers for FY2014-2019 are pro-forma, excluding retail and agriculture segments as we divested these in 2019. 3. Based on number of car deliveries in September 2024. 4. Based on cumulative units sold in 2016 – 2Q2024 across all segments in the residential markets of HCMC and Hanoi, only includes retail sales, according to CBRE, as of 3Q2024. 5. Based on number of room keys in 5-star hotels, resorts and upscale condotels, compared with other domestic hospitality groups, as of September 2024. 6. Vinmec international hospitals and clinics were ranked as the Best Managed Company in 2022 and 2023 in Vietnam by Deloitte. 7. Based on total number of kindergarten to high school students in selected private and international schools in Hanoi and HCMC in school year 2024 – 2025. 8. VinBus is the only electric public transportation operator in Vietnam

Corporate Structure



Entities listed on HOSE

Entity listed on NASDAQ

Note: All shareholding percentages presented are based on Vingroup's effective interest as of 22 November 2024. 1. Indicates market capitalization of the listed entity as of 30 September 2024. Exchange rate: VND 25,300/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. Reflects Vingroup's effective ownership in Vincom Retail.

Proven Track Record of Developing Vietnamese Brands of Scale

2024 Brand Finance Vietnam 100

- Vinhomes, Vincom Retail, Vinpearl, VinFast, Vinschool, Vinmec – Top 100

Fortune Southeast Asia 500

- Vingroup – Ranked #41 in 2024 Fortune Southeast Asia 500

TIME Magazine 2024

- VinFast – TIME 100 most influential companies 2024

Vietnam Report 2024

- Top 10 Largest Enterprises in Vietnam

VINASA – Vietnam's Top 10 Digital Technology Companies Awards 2023

- VinBigData – 10 best digital technology companies in Vietnam

BCI Asia Awards 2024

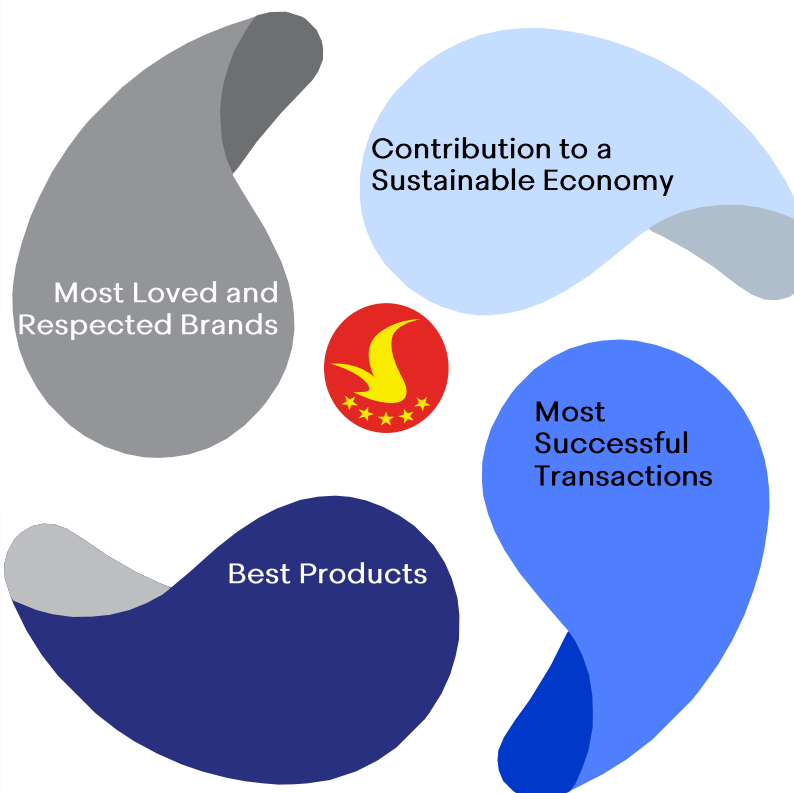
- Vinhomes – Top 10 Property Developers

DOT Property Awards 2024

- Vinhomes – Developer of the year

The Brand Finance-Mibrand Vietnam Forum 2023

- Vinhomes – Top 20 Most Valuable Real Estate Brands Globally



AIBP 2023 ASEAN Tech

- ESG Award

Asia Responsible Enterprise Awards 2024

- Vincom Retail – Recognized in the Pioneer Green Leadership

Finance Asia Awards 2023

- Vingroup, VinFast, Vinhomes – Gold Medals for Best Managed Company, Best Investor Relations, Best ESG, Best DEI Best Real Estate Company.

ISCN Sustainable Development Award 2023

- VinUni – Vietnam's 1st university to receive ISCN Sustainable Development Award

AUTOBEST 2023

- VinFast – AUTOBEST Outstanding Green Industrial Project Award for pioneering green solutions

Nikkei Asia 300 (2015 – 2023)

- Top 300 Largest and Fastest Growing Businesses in Asia

2023 Make the Future Green

- Outstanding Green Industrial Project Award



ASEAN NCAP Grand Prix Awards - (VF 8)

- Best child safety protection
- Best Safety
- Best Car
- Best Motorcyclist Safety
- Best SUV

Car Choice Awards 2024

- Most Popular Car for Newcomers (VF 6)
- Pioneer Green Energy Car (VF 6)
- Breakthrough in Modern Car Design (VF 7)
- Trend-Leading Car (VF 7)

Asia Pacific Property Awards 2024

- Mixed Use Development and Sustainable Residential Development (Vinhomes Ocean Park 3)
- Best Mixed-Used Development (Ocean City)

Awards for Selected Sites of Vinpearl:

- Agoda's Customer Review Awards 2024
- TripAdvisor 2023 Traveler Review Awards
- Expedia Traveller's Choice 2023 Award
- Agoda 2023 Golf Association Awards



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”



VINSCHOOL

An incubator of talent and largest private K-12 education system in Vietnam¹

54

Campuses under operation in 5 provinces, municipalities³

~48,000

Students³

~4,170

Teachers³

Largest education system in Vietnam with scale equaling the next 03 competitors combined

Campuses located at **premium location of Vinhomes' residential projects** with best in class facilities and 100% teachers trained to international standards

High quality on par **with leading international and bilingual schools** with competitive tuition fees

13 campuses accredited by CIS²



VINUNIVERSITY

A university of excellence – Developing talents for the future

The Youngest

University in APAC to receive 5 stars on the QS rating system in 9 categories

c.1,360

Students from 26 countries³

04

Specialized institutes

Strategic collaborations

Partnerships



Vingroup and The Founders' Efforts “For a Better Life of People” (cont'd)

Vinmec – Centers Of Excellence With Specialized Infrastructure And High-quality Offerings

12+

Years of
experience

1,505

Total bed
capacity¹

9

General hospitals²
2 hospitals accredited for JCI

5

International clinics¹

2

Research centers¹
*Stem cell & gene and Hi-tech
centers*

c.2.9 million

Number of outpatient visits
(2019-present)¹

International best practices with industry best accreditations



State-of-the-art facility and equipment

Modern Hybrid operating room, Advanced tomography machine CT Scan 640 slices, Modern 16-sequence SPECT/CT system, TrueBeam NDS120HD V2.7 Accelerated Radiation Therapy Machine (USA)



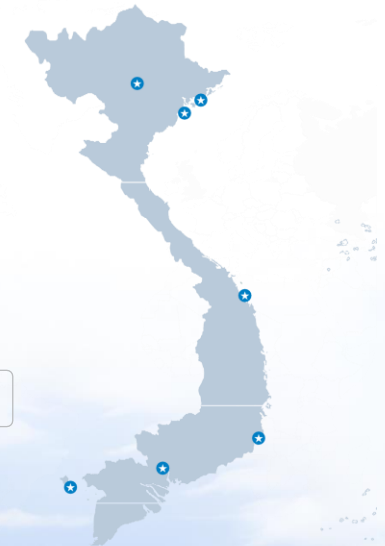
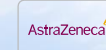
JCI Accreditation for
hospital and patient safety



AABB Accreditation
For Tissue Bank



Extensive network with renowned international partners



Vingroup and The Founders' Efforts “For a Better Life of People” (cont’d)



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 **286 buses¹** and operating **31 routes¹**. Since launch, VinBus traveled **47 million kilometers¹**, served **c.91 million customers¹**, helped reducing over **40,000 tCO₂**



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, to bring about positive and sustainable changes for Vietnam



The For Green Future Foundation was established on July 7, 2023, as a non-profit organization founded by Vingroup with the aim of implementing practical projects and initiatives for sustainable development through a green transformation program in Vietnam.



The Foundation will initiate practical projects and action programs aimed at realizing sustainable green development. With a mission to contribute to the government's goal of achieving net-zero emissions by 2050, the Fund promotes green initiatives in daily life, raises community awareness, and urges individuals to take action today for future generations



KIND HEART FOUNDATION: Established in 2016 to carry out charitable activities for Vingroup. Since its establishment, the Foundation has helped 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.



Founded and sponsored by Chairman Pham Nhat Vuong and his wife Pham Thu Huong, VinFuture catalyzes meaningful changes in people's everyday lives through tangible and highly scalable improvements in areas such as productivity, prosperity, connectivity, health, safety, environment, sustainability, and their overall happiness regardless of socioeconomic status. Annual USD 4.5 million prize. Received 1,389 nominations from over 90 countries at the 2023 VinFuture Prize.



Social enterprises contributed by Vingroup

Social enterprises contributed by founders of Vingroup

2. Key Competitive Advantages

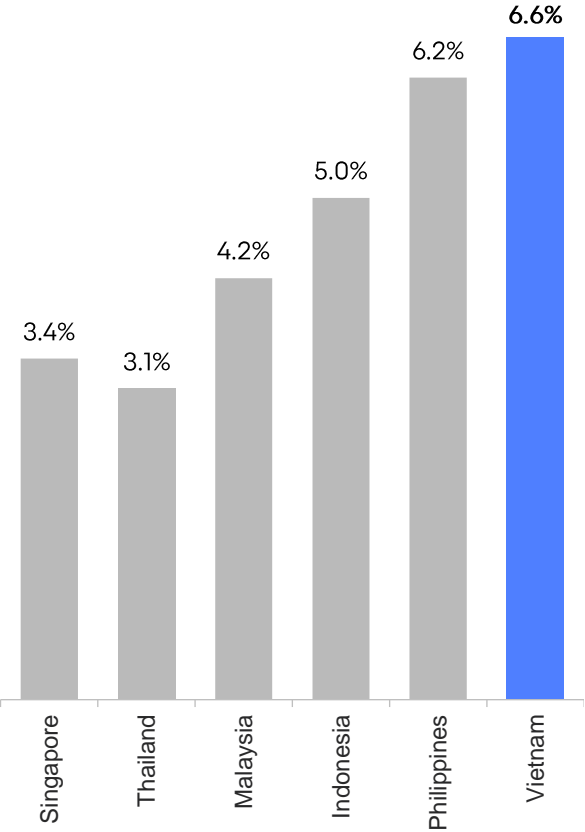
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- 2.1 Favorable Macro-Economics in Vietnam and Across All Consumer Industries
 - 2.2 Unparalleled Execution Capabilities in New Business Sectors
 - 2.3 Dominant Integrated Real Estate Developer, Owner and Operator
 - 2.4 Largest Ecosystem in Vietnam with Market Leadership Across Multiple Businesses
 - 2.5 Prudent Financial Policies and Strong Financial Position

2.1 Favorable Macro Economics in Vietnam and Across All Consumer Industries

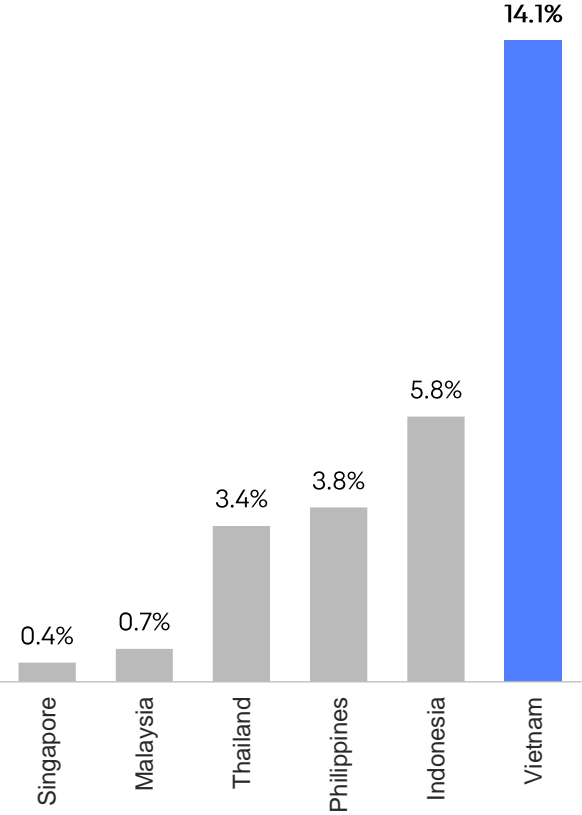


Strong Macro Tailwinds

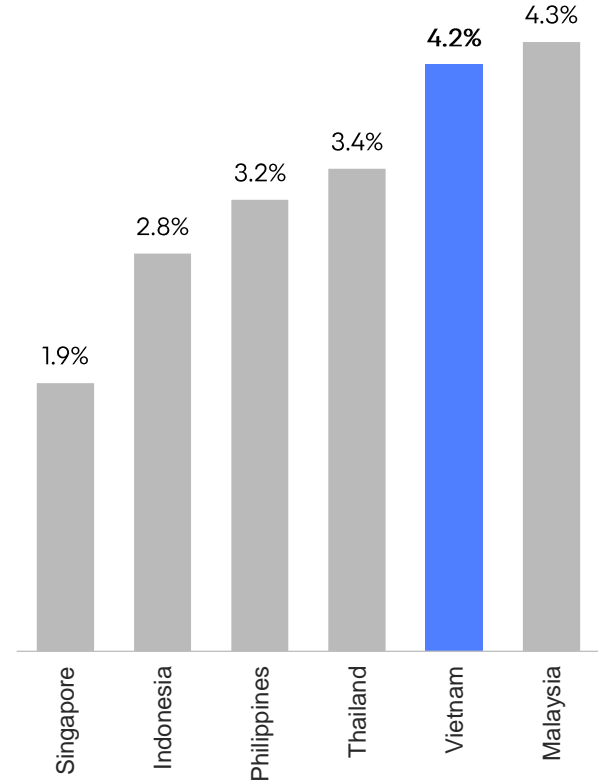
Fastest Growing Economy in Southeast Asia
Projected Real GDP growth 2024E -2028E CAGR (%)



Fastest Growing Middle-Income Segment in SEA
Middle income population growth¹ 2022A-2027E CAGR (%)



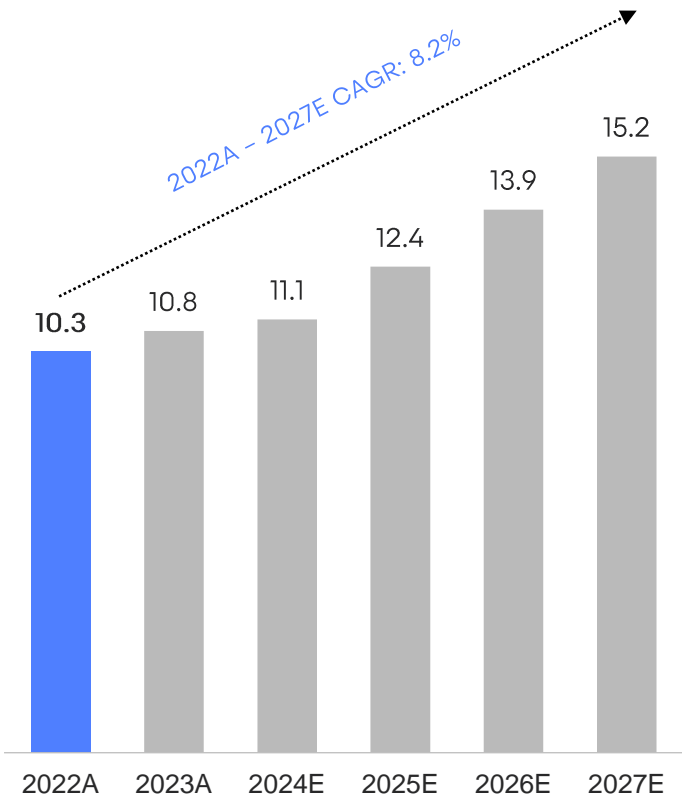
One of the Fastest Growing Private Consumption in Southeast Asia
Average private consumption growth 2019-2023 (%)



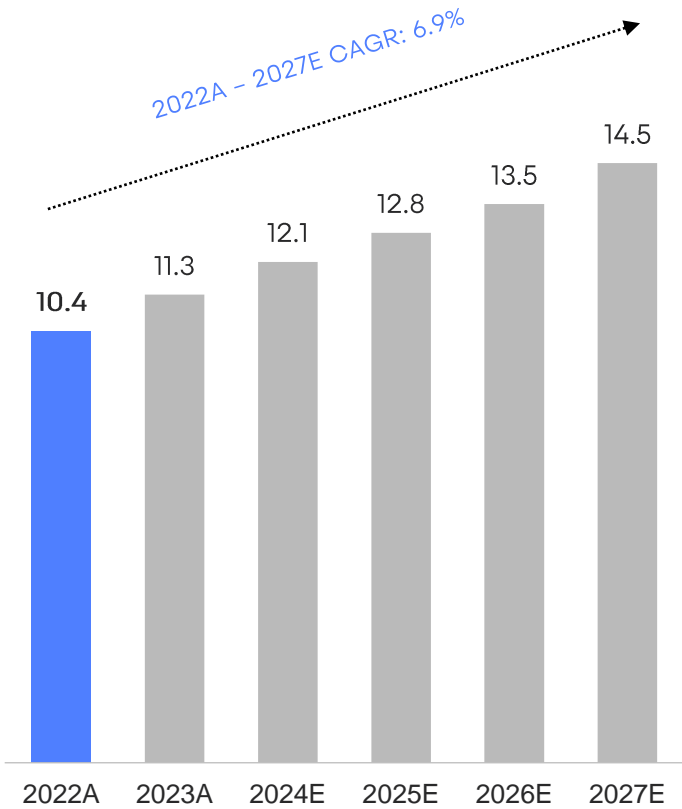
Source: IMF, Euromonitor, Oxford Economics, EIU, CEIC, Bain, Temasek, Google, Focus Economics. Information published in February 2022. Note: Exchange rates are based on historical exchange rates in respective years as provided by EIU. 1. Middle income population defined as households with disposable income of more than USD 10,000 per annum.

Consumer Spending to Grow Across Vingroup’s Key Consumer Segments

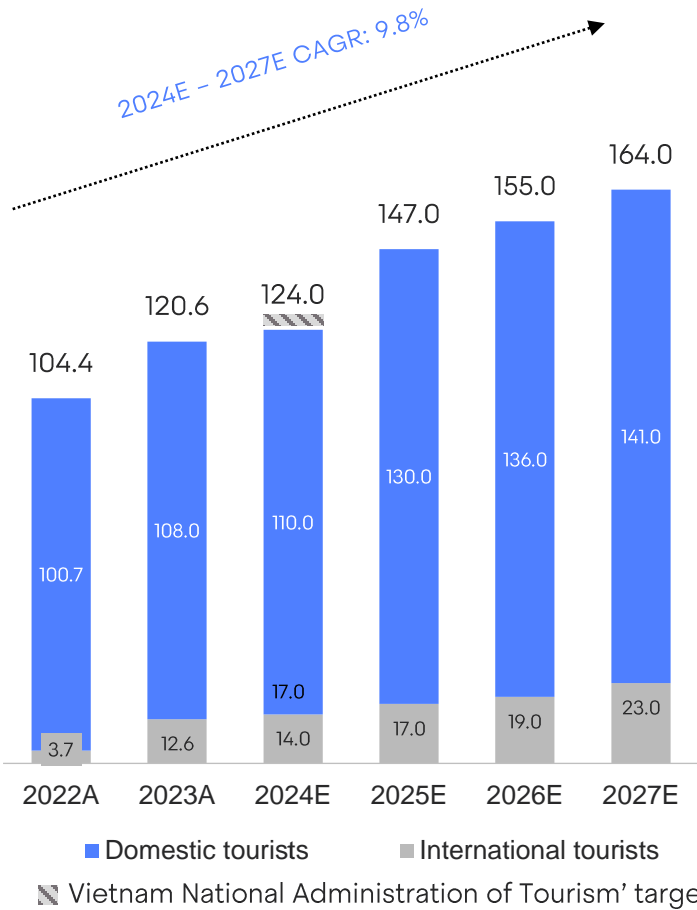
Healthcare - Increasing Household Healthcare Expenditure from Aging Population And Rising Disposable Income
Household Healthcare Expenditure (USD billion)



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)



Source: IMF, International Financial Statistics, General Statistics Office of Vietnam, Oxford Economics, World Bank Note: 1. Based on expert projections as of November 2023

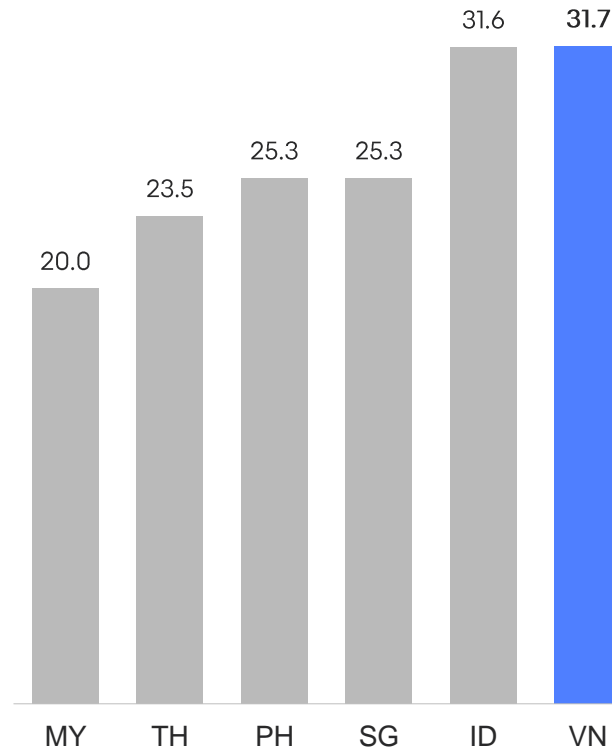
Experiencing Favorable Geopolitical Shifts

- 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

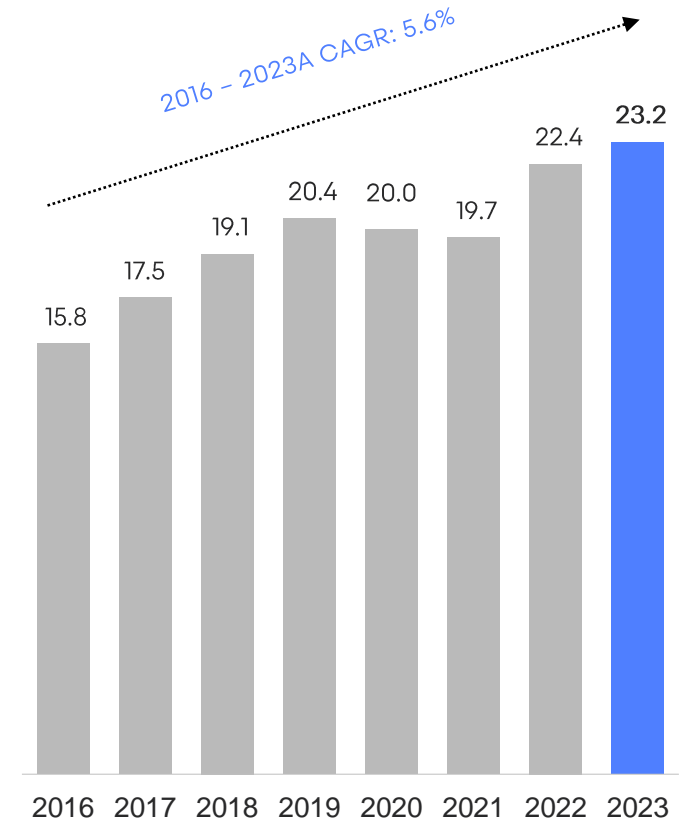
Increasing migration and expansion of global leaders into Vietnam



Substantial total investment as % of GDP
(2024 forecasted)


























Stable FDI flow
Total disbursed FDI (USD billion)



2.2 Unparalleled Execution Capabilities in New Business Sectors



Outstanding Speed, Continuous Innovation and Always Target Exceptional Quality

FOUNDATION			ELECTRICIFICATION			PURE-PLAY EV AND GLOBAL EXPANSION		
<p>➤ 300HA INTEGRATED MANUFACTURING COMPLEX completed within 21 Months¹</p> <p>➤ 18 months to launch the first 3 ICE models²</p> <p>➤ #1 ICE sales market share in Vietnam within 18 months³</p> <p>TIMELINE 2017 – 2020</p>			<p>➤ 1ST AND ONLY LARGE SCALE E-BUS operator in Vietnam</p> <p>➤ 1ST AND ONLY EV OEM in SEA region</p> <p>➤ AUTOBEST – The Rising Star Award⁴</p> <p>2021 – 2022</p>			<p>➤ Total MFG capacity of 300K⁵ built in VN & expanding via overseas presence</p> <p>➤ NASDAQ LISTED: VFS (August 2023)</p> <p>➤ Among 100 Most Influential Companies 2024 by TIME (May 2024)</p> <p>➤ Become TOP #1 SELLING BRAND in Vietnam for September 2024 – FIRST TIME a pure-play EV company seized the lead in VN's passenger car market</p> <p>2023 Onward</p>		
EV PORTFOLIO	EV		First EV roll-out in 2021  VF e34 (C-segment)	Delivery of the VF 8 model in 2022  VF 8 (D-segment)		 VF 5 (A-segment)  VF 7 (C-segment)  VF 9 (E-segment)  VF 6 (B-segment)  VF Wild (Pick-up Truck Concept)  VF 3 (Mini e-SUV)		
	E-scooters E-bikes	 Klara  Ludo  Impes	 Theon  Klara-A2	 Feliz  Tempest	 Vento  Evo	 DrgnFly Electric Bike		
	E-Bus		 VinBus					
ICE PORTFOLIO		 Fadil  Lux SA2.0	 Lux A2.0  President V8	CESSATION OF ICE PRODUCTION TO BECOME PURE EV MANUFACTURER BY THE END OF 2022			21 products delivered, including >190,000 cars ⁷ and > 270,000 e-scooters ⁷	

Note: 1. From ground-breaking to construction completion. 2. From construction completion to SOP of VinFast SA and VinFast Lux SA. 3. From commercial launch to reaching #1 market share. 4. Honored at the 2022 Paris Motor Show. The award is to recognize the rapid emergence of VinFast: from a newcomer to leading the pack of ambitious new automotive brands in Europe. 5. Hai Phong 300k manufacturing facility accounting for additional production shifts. 6. Five awards were given to VinFast VF 8 at the ASEAN NCAP Grand Prix Awards, including "Best Child Occupant Protection", "Best Safety Assist", "Best Overall", "Best Motorcyclist Safety" and "Best SUV". 7. Including internal combustion engine and electric vehicles. Cumulative to 30 September 2024.

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

Current
Localization
Rate¹



up to 60%

Select On-site Global Tier 1 Partners



Seat



Overheads, Sun Visors



Interior & Exterior Assembly

Key Benefits

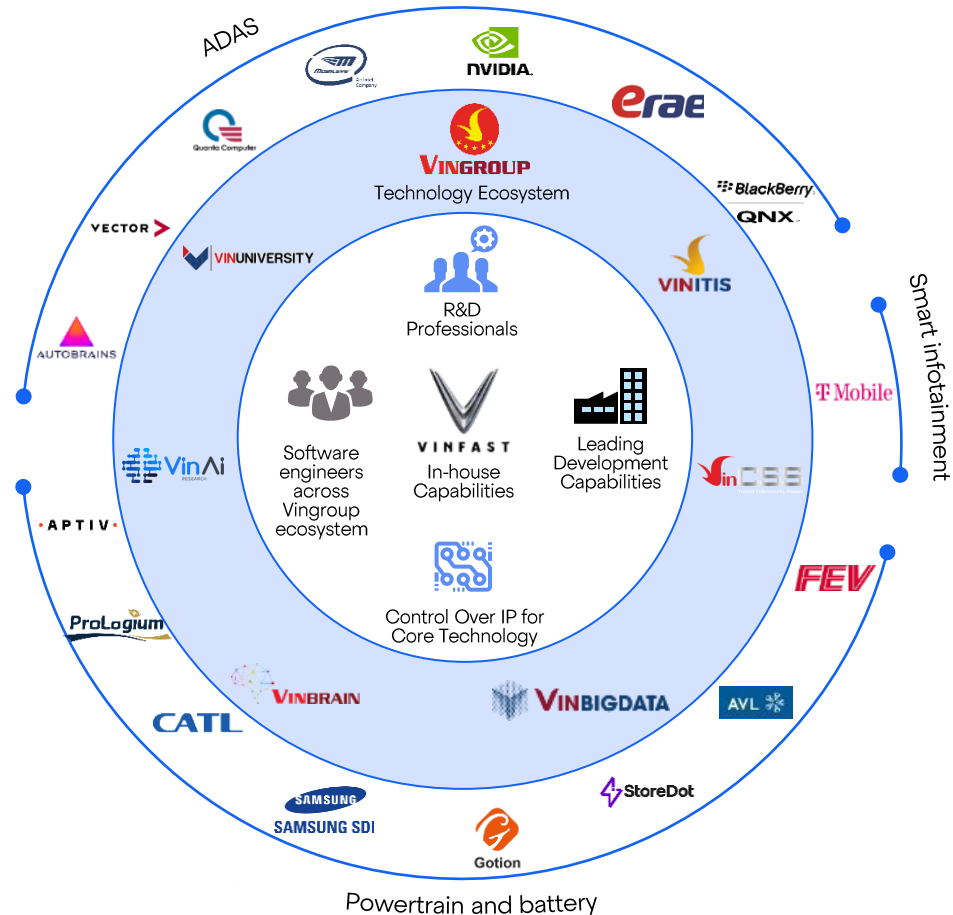
- ▶ Logistical economies of scale
- ▶ Significant cost advantage / freight savings
- ▶ Quicker response to market demand & product changes
- ▶ Enhances supplier relationships



Note: 1. Excluding battery

Combining the Best of In-house and External Partners' Technologies

Development Capabilities Strengthened by Shared Expertise of Vingroup and Global Partners



In-house R&D professionals at VinFast and software engineers across the related technology companies within the Vingroup ecosystem collectively producing differentiated technology for VinFast



MirrorSense

AI-powered auto-mirror adjustment system. Precisely detects the head and eye gaze with 10mm accuracy, automatically adjusting all mirrors

Jelly View

360-degree wraparound view that offers drivers a transparent vision through the entire vehicle to avoid unexpected accidents



ViVi Voice assistant

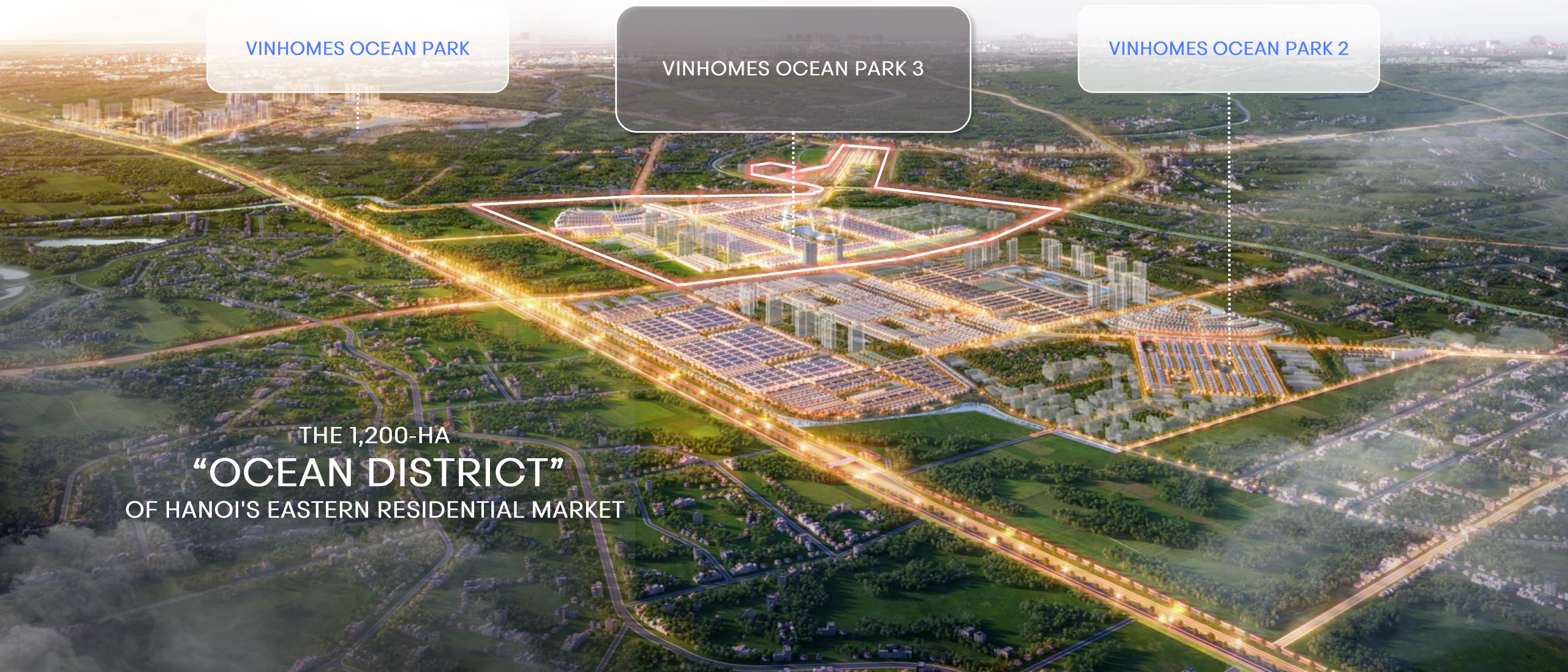
An Intelligent Voice Control System applying AI, Big Data Analysis, Natural Language Processing and currently being integrated into VinFast's smart electric cars to support driver performing "hands-free" tasks on the go



Cyber Security

Information security services relating to the cybersecurity of our smart vehicle line

2.3 Dominant Integrated Real Estate Developer, Owner, and Operator



VINHOMES OCEAN PARK

VINHOMES OCEAN PARK 3

VINHOMES OCEAN PARK 2

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

Vinhomes – Premium Integrated Offerings of Apartments, Villas and Shophouses with Market Leading in all Segments that Vinhomes Has Products to Offer

30 URBAN COMPLEXES
DEVELOPED BY VINHOMES¹

USD 31.3 billion CONTRACTED SALES
SINCE 2010^{1,2}

c.473,000 RESIDENTS AT VINHOMES
PROPERTIES ACROSS VIETNAM¹

USD 7.4 billion MARKET CAP^{2,3} – LARGEST LISTED DEVELOPER,
TOP 7 LISTED COMPANIES IN VIETNAM



Source: Company filings. Note: 1. As of 30 September 2024. Numbers are rounded to the nearest '000. 2. Exchange rate USD/VND of 25,300. 3. As of 30 September 2024

Vinpearl – The Leading Integrated Hospitality Platform with Premium Resorts & Hotels



11,403 Rooms

30 HOTELS ⁽¹⁾
In 16 cities

1.6MM

ANNUAL ROOMS NIGHTS SOLD ⁽²⁾



9 Parks

>310 HA IN SITE AREA
In 7 cities

5.9MM

ANNUAL VISITORS ⁽³⁾

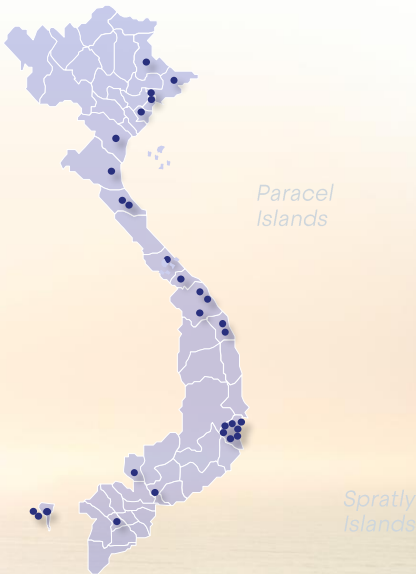


4 Courses

90 Holes
In 4 cities

122K

ANNUAL ROUNDS PLAYED ⁽⁴⁾



Notes: 1- Including hotels owned and managed by Vingroup. 2- Rooms night sold in 2019. 3- Total visitors in 2019. 4- Golf rounds played in 2019.

Vincom Retail – Dominant Retail Mall Player with Best-In-Class Locations Nationwide

All-in-one

SHOPPING – DINING – ENTERTAINMENT
DESTINATION

out of 47/63

CITIES, PROVINCES

87

OPERATING MALLS¹

1.83 million

RETAIL GFA (sqm)¹



Multi – Format Retail Malls

VINCOM CENTER (15% of total GFA)



VINCOM+ (4% of total GFA)



VINCOM MEGA MALL (31% of total GFA)



VINCOM PLAZA (50% of total GFA)



¹As of 30 September 2024

2.4 Largest Ecosystem in Vietnam with Market Leadership Across Multiple Businesses

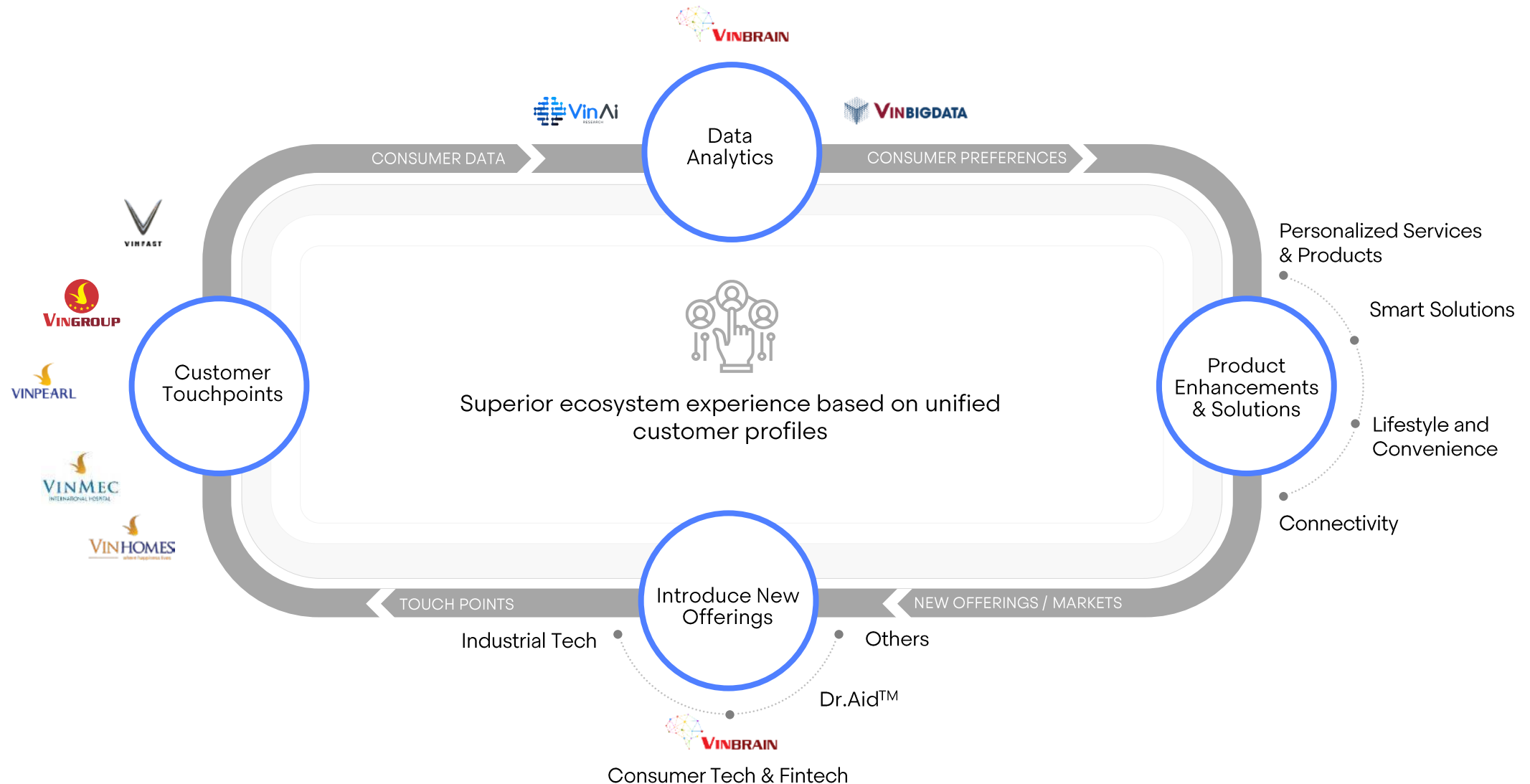


Largest Ecosystem in Vietnam With Market Leadership Across Multiple Businesses

- 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



2.5 Prudent Financial Policies And Strong Financial Position



Prudent Financial Policies and Strong Financial Position

Liquidity management

- Minimum cash balance¹ of USD 700 million or above to avoid liquidity risk.
- Only Vietnamese issuer with access to multiple sources of capital, including domestic and international banks, domestic bond market, as well as international private and public capital markets

Staggered debt maturity

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

Risk management

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

Prudent and flexible dividend policy

- Prudent and flexible dividend policy subject to Vingroup's growth plans, investment requirements and relevant financial covenants

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 network 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

Ms. Chun Chae Rhan

Board Member

Senior Management



Mr. Nguyen Viet Quang

- Vice Chairman and CEO
- 27+ yrs experience
- 13+ yrs with Vingroup



Ms. Le Thi Thu Thuy

- Vingroup Vice Chairwoman and VinFast Chairwoman
- 23+ yrs experience
- 15+ yrs with Vingroup



Ms. Thai Thi Thanh Hai

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



Mr. Pham Van Khuong

- Deputy CEO
- 40+ yrs experience
- 21+ yrs with Vingroup



Ms. Duong Thi Hoan

- Deputy CEO
- 24+ yrs experience
- 16+ yrs with Vingroup



Ms. Mai Huong Noi

- Deputy CEO
- 32+ yrs experience
- 17+ yrs with Vingroup



Ms. Nguyen Thi Thu Hien

- Chief Accountant
- 19+ yrs experience
- 16+ yrs with Vingroup



Ms. Ta Nguyet Anh

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

Committed to International Corporate Standards

Seasoned Management Teams for Every Business Segment



Ms. Le Thi Thu Thuy
Chairwoman

- 23+ yrs experience
- 15+ yrs with Vingroup



Mr. Dang Thanh Thuy
Chief Executive Officer

- 28+ yrs experience in hospitality industry
- 20+ yrs with Vingroup



Ms. Le Thuy Anh
Chief Executive Officer

- 26+ yrs experience
- 12+ yrs with Vingroup



Mr. Pham Thieu Hoa
Chairman

- 36+ yrs experience
- 20+ yrs with Vingroup



Prof. Van Ha Vu
Scientific Director

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



Dr. Bui Hai Hung
Chief Executive Officer

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



Ms. Le Mai Lan
President

- 25+ yrs experience
- 9+ yrs with Vingroup



Ms. Phan Ha Thuy
Chief Executive Officer

- 30+ yrs experience
- 9+ yrs with Vingroup

Significant Representation from Independent Directors



3 of 9

directors are independent



3 of 8

directors are independent

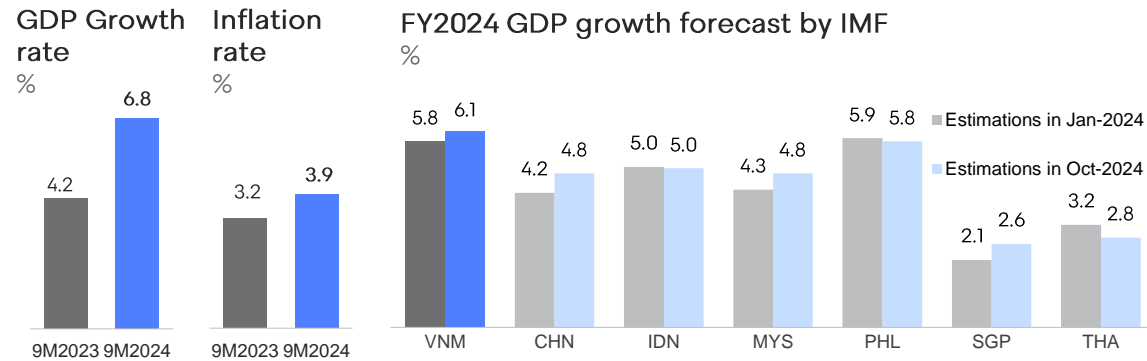
3. Macroeconomic Updates



Strong 9M24 Economic Results, Primed for a Solid FY2024 Conclusion

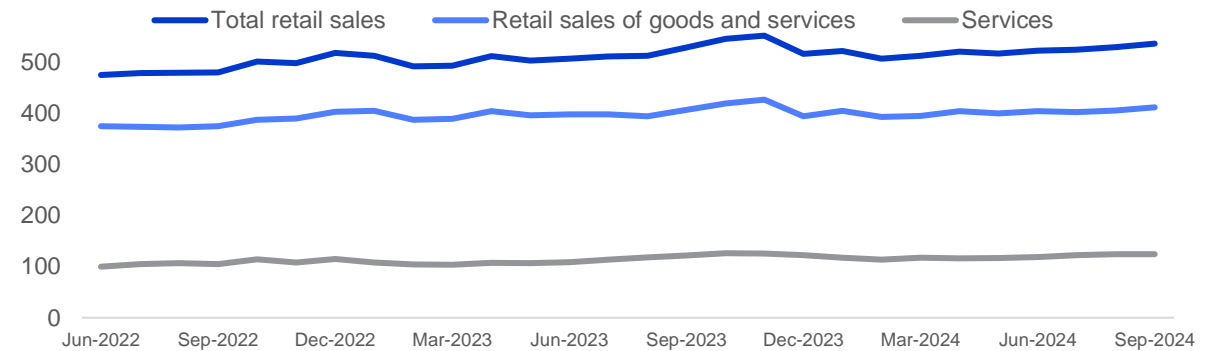
9M24 fundamentals stay robust

2024 target for GDP growth rate:
6.0-6.5%



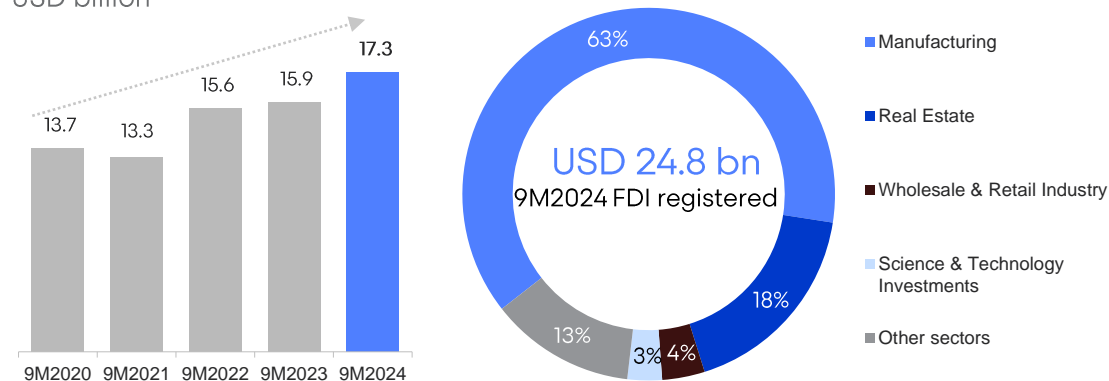
Private consumption expected to continue its upward recovery trend

Monthly retail sales
VND trillion



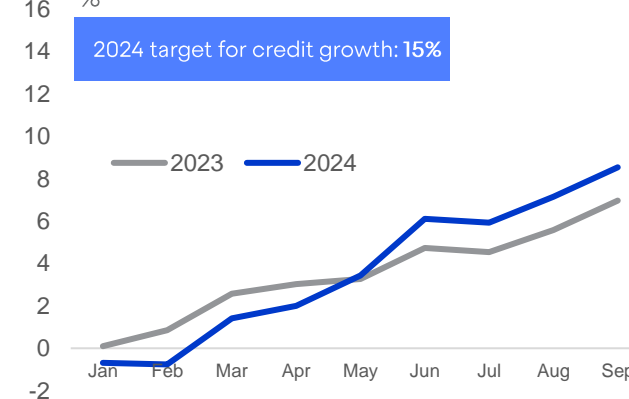
FDI disbursement at record level since 2020

FDI disbursement 9M2020 – 9M2024
USD billion

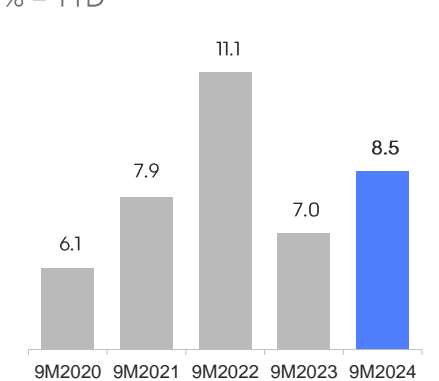


Credit growth back on track to reach 2024 target

Credit growth 9M2023 – 9M2024
%



Credit growth 9M2020 – 9M2024
% – YTD



Strong Demand from Home-Buyers Poised by New Supply in Hanoi Market

Condominium: Hanoi continued to witness record high of new supply since 2021

New supply and absorption level of condominium

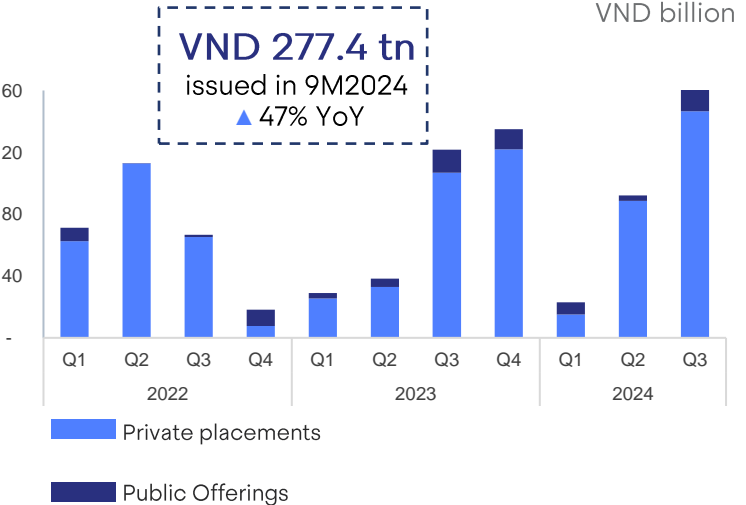
Thousand of units



Domestic bond rebounded as regulatory talks aim to boost activity

Corporate bond issuance

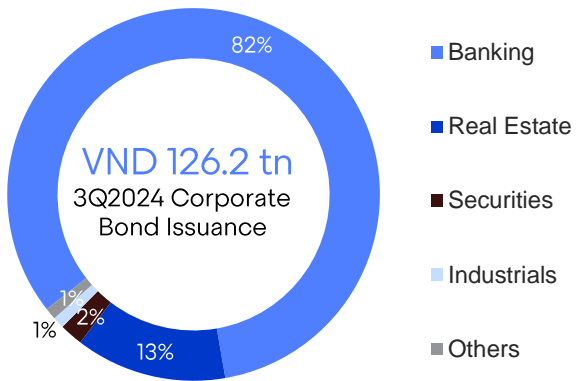
VND billion



Landed properties: Vibrant market in Hanoi driven by Vinhomes Global Gate launch

New supply and absorption level of landed property

Thousand of units

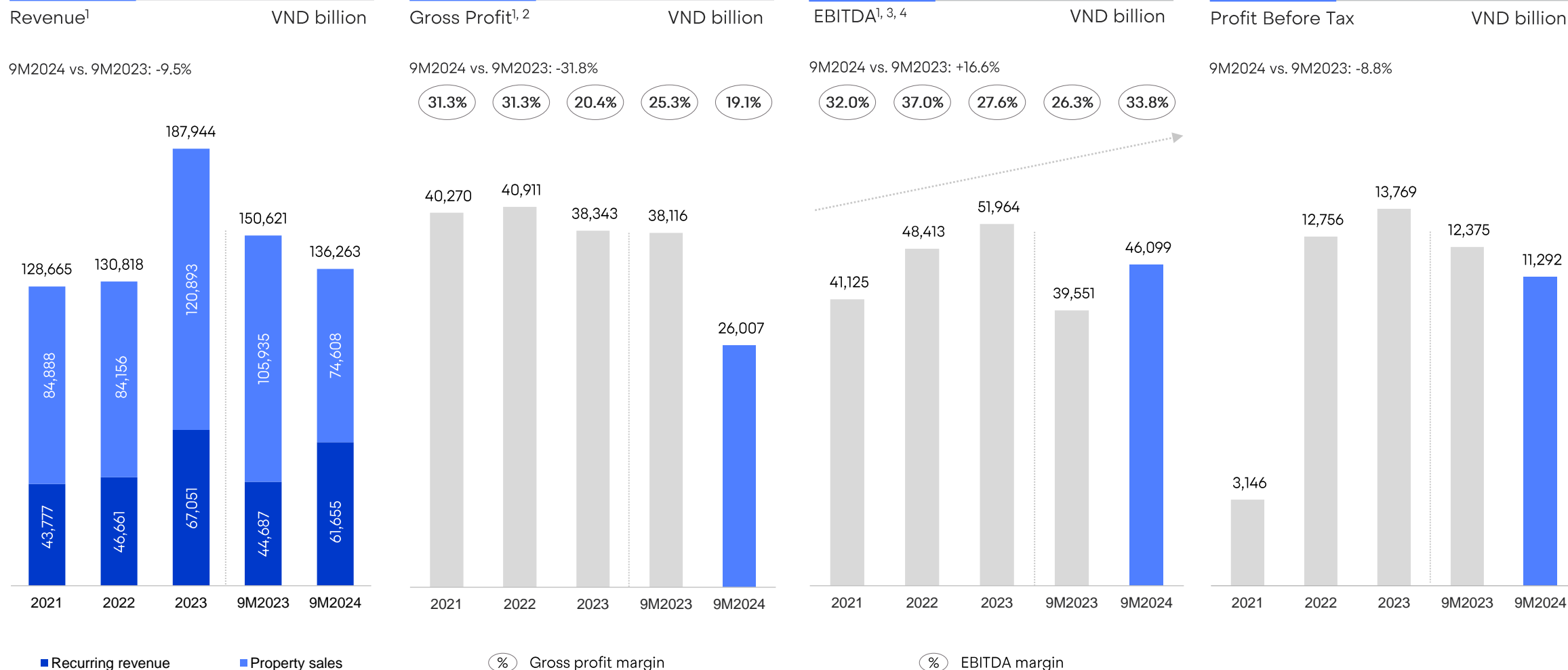


Corporate bond issuance by sectors

4. Financial Highlights

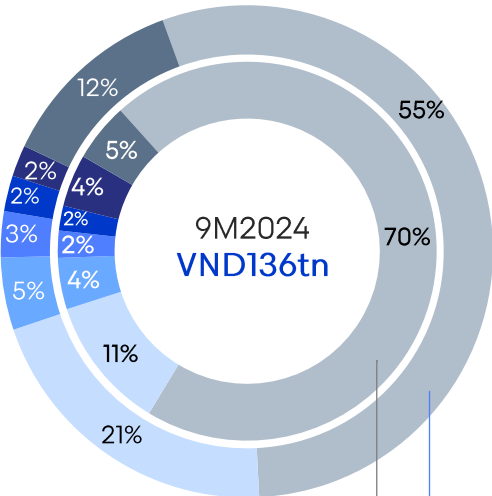


Income Statement Highlights



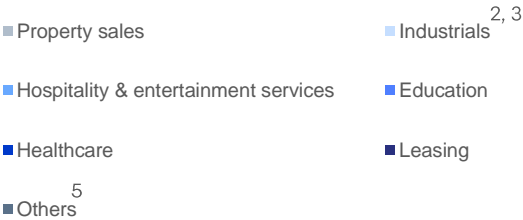
Source: Audited VAS Consolidated Financial Statements for 2021 – 2023 and VAS Consolidated Financial Statements for 9M2024. 1. Figures in FY2021-FY2023, 9M2024 are pro-forma, adding bulk sales and subtracting contribution from discontinued businesses (VinSmart). 2. Gross Profit excludes one-off expenses incurred in relation 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 other income on the P/L. 3. Adds back foreign exchange losses / gains. 4. Figures in FY2021-2023, 9M2024 exclude one-off expenses related to the cessation of ICE car production, Covid support and charitable activities.

Segment Revenue Performance



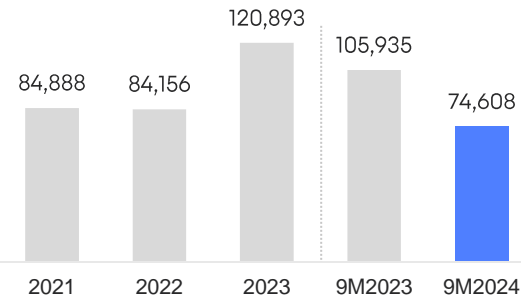
9M23 Revenue mix (inner circle)

9M24 Revenue mix (outer circle)



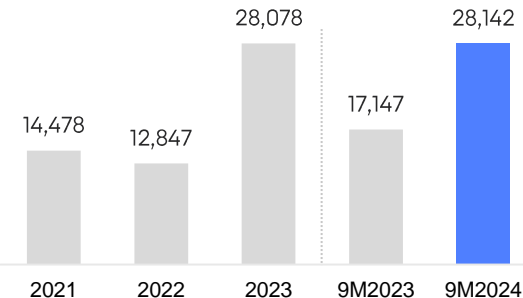
Property Sales¹ VND billion

9M2024 vs. 9M2023: -29.6%



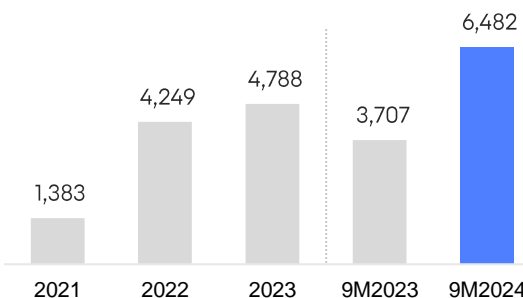
Industrials^{2, 3} VND billion

9M2024 vs. 9M2023: +64.1%



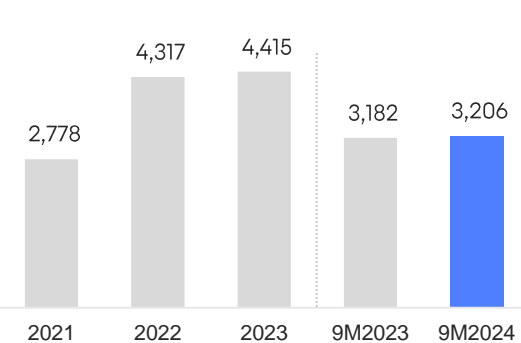
Hospitality & Entertainment Services⁴ VND billion

9M2024 vs. 9M2023: +74.9%



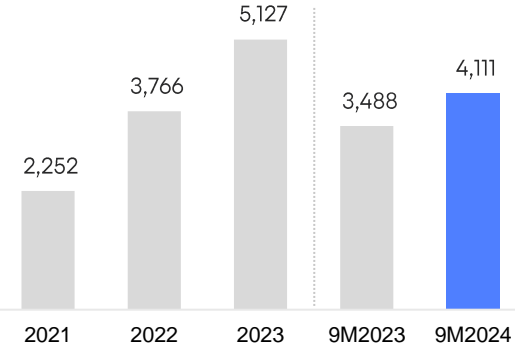
Healthcare VND billion

9M2024 vs. 9M2023: +0.8%



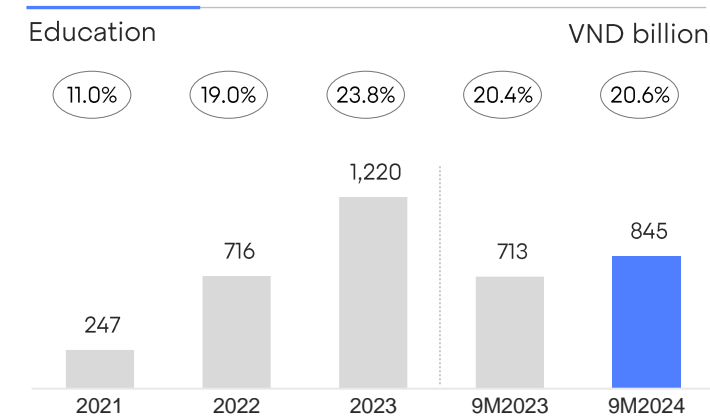
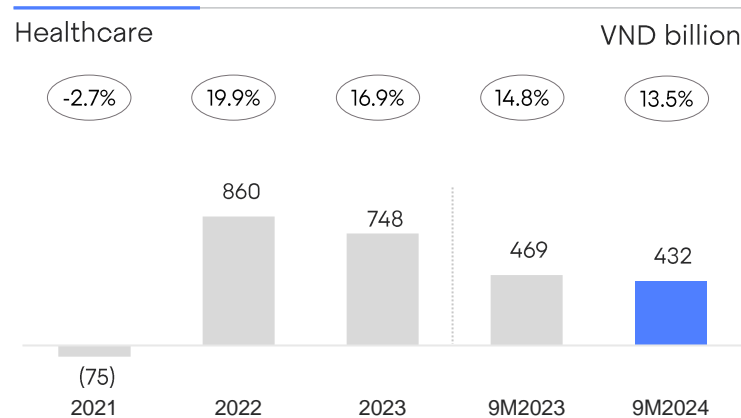
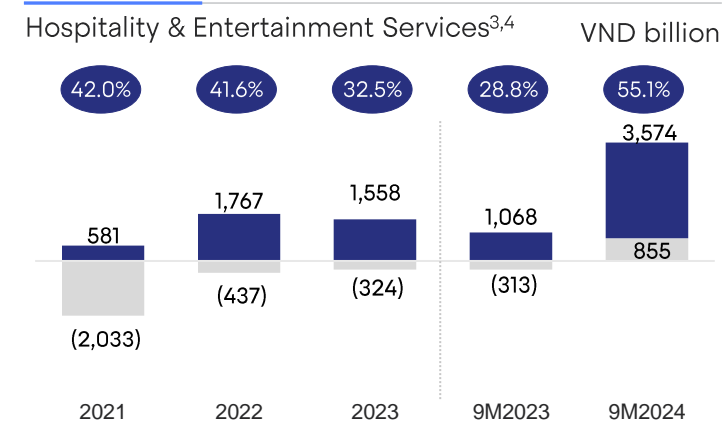
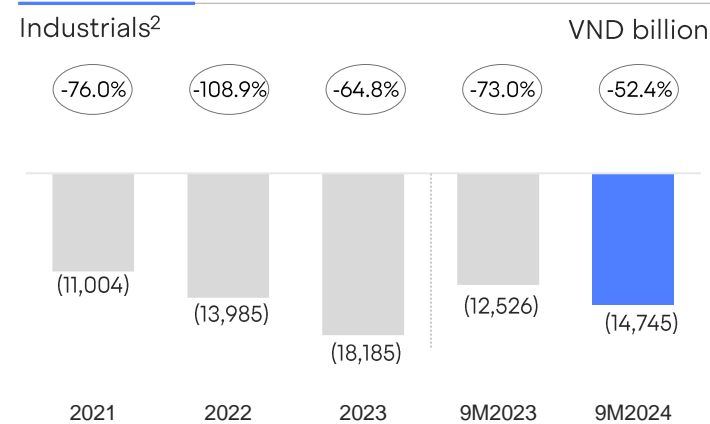
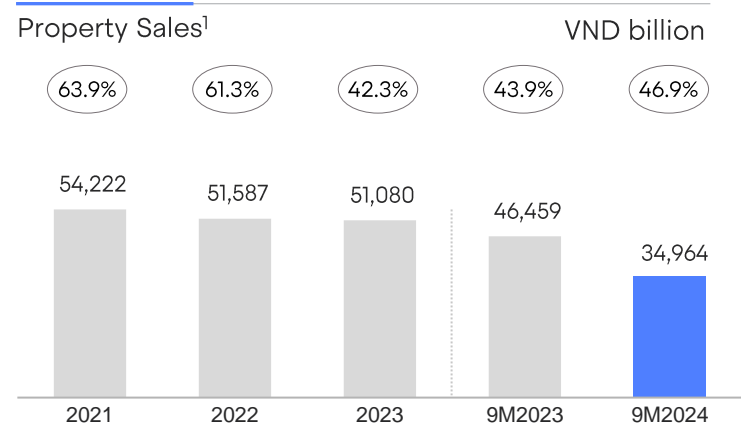
Education VND billion

9M2024 vs. 9M2023: +17.8%



Source: Audited VAS Consolidated Financial Statements for 2021 – 2023 and VAS Consolidated Financial Statements for 9M2024. 1. Figures in FY2021-FY2023, 9M2024 are adjusted, adding bulk sales. 2. Subtracting contributions from discontinued businesses. 3. Excludes VinSmart segment. 4. Excludes beach villas and condotels which are under management by Vinpearl only. 5. Includes consulting and construction contracting, apartment management services, and other revenues.

Gross Profit and Margin – VAS



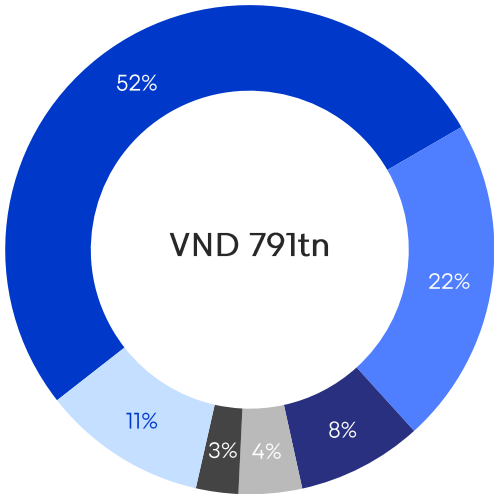
⊗ Gross profit margin ● Adjusted cash gross profit margin⁴ ■ Gross profit ■ Adjusted cash gross profit^{3,4}

Source: Audited VAS Consolidated Financial Statements for 2021 – 2023 and 9M2024. We have calculated cash gross profit (gross profit excluding depreciation and amortization) for the Hospitality & Entertainment Services. 1. Financial numbers for FY2021-FY2023 are pro-forma to include bulk sales recorded as finance income. 2. 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 other income on the P/L. 3. Exclude beach villa segment. 4. Displays adjusted cash gross profit, which is cash gross profit adjusted for Covid-19 related expenses due to facility closures.

Balance Sheet Highlights (1)

Breakdown of Total Assets

%

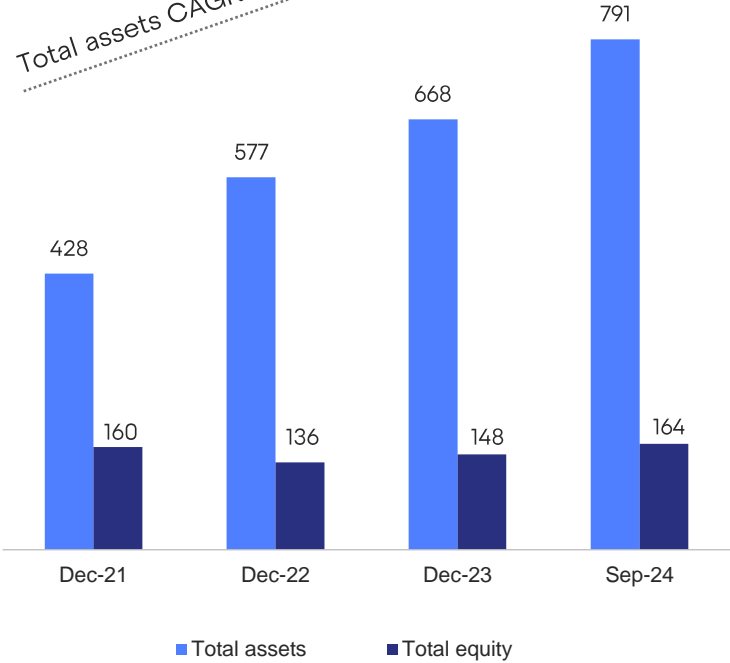


- Property sale
- Industrials
- Hospitality & entertainment
- Leasing
- Healthcare & education
- Others⁷

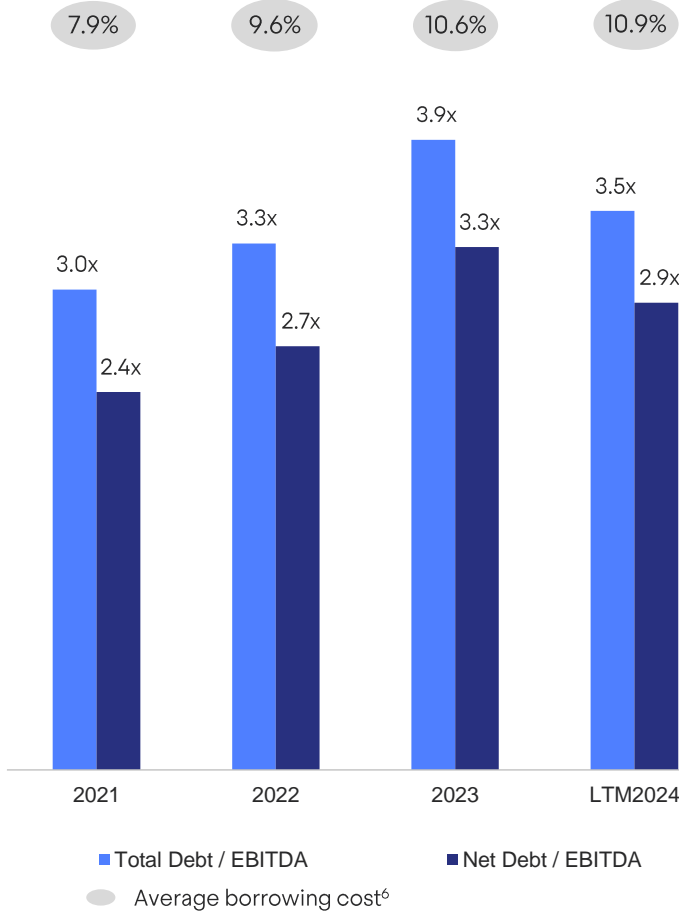
Total Assets & Total Equity¹

VND trillion

Total assets CAGR (2021-2023): 24.8%

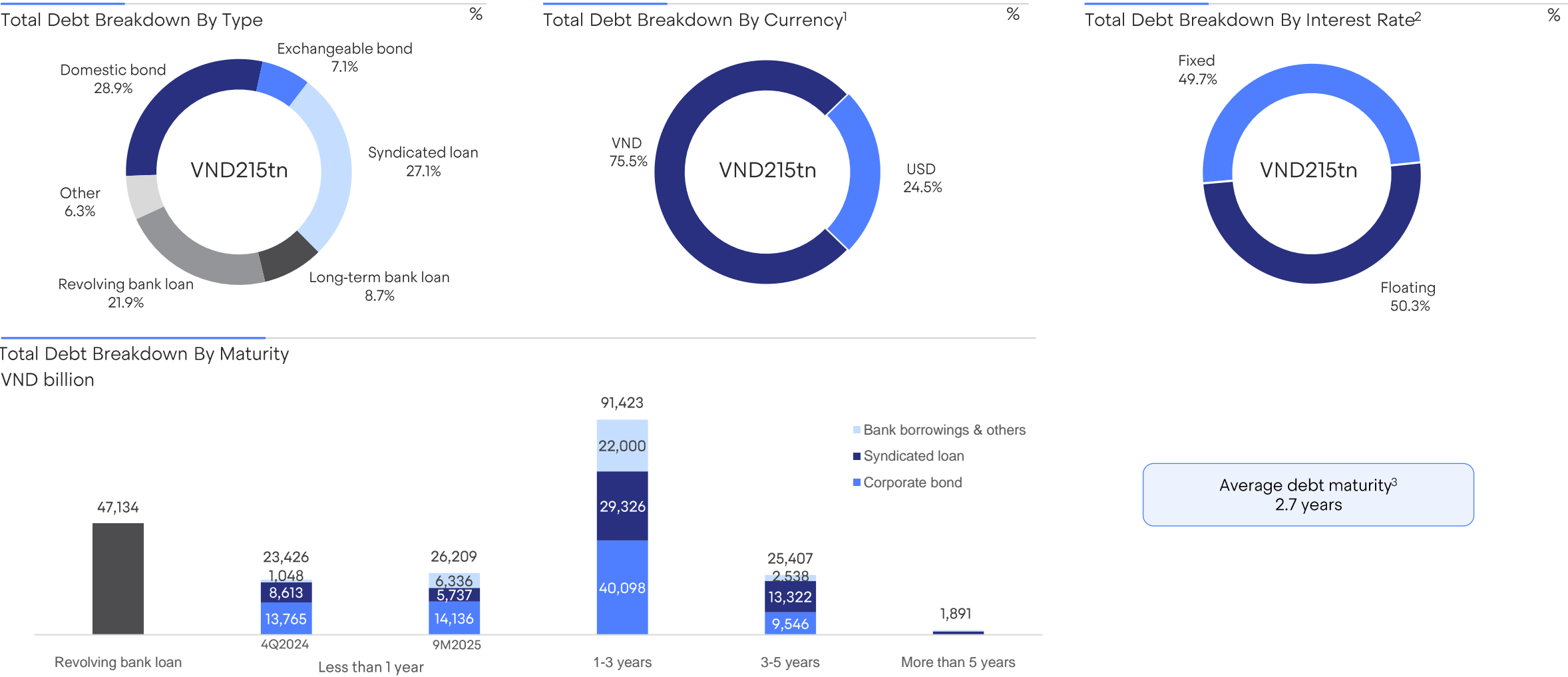


Debt^{2, 3, 4} / EBITDA⁵



1. Total equity reduced from VND 160 trillion as of 31 December 2021 to VND 135.6 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. 2. Total debt is equal to total interest bearing debts and borrowings. 3. Net debt is equal to total debt, less cash and cash equivalents and short-term investments. 4. Short-term investment. 5. 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 (VinSmart), and (c) one-off expenses related to the cessation of ICE car production, Covid support and charitable activities. 6. Includes hedging expenses. 7. Others refers to others.

Balance Sheet Highlights (2)



Leverage, Coverage and Other Ratios

	LTM2024	FY2023	Change
Leverage ratios			
Net debt ^{1,2} / EBITDA ³	2.9x	3.3x	-0.4x
Net debt ^{1,2} / (Total assets – cash & ST investments ²)	22.9%	27.3%	-450 Bps
Coverage ratios			
Recurring revenue / Interest expense ³	3.9x	3.9x	-
EBITDA / Interest expense ³	2.7x	3.0x	-0.3x
Others			
Debt maturity (years) ⁴	2.7	2.8	-0.1
Average borrowing cost ⁵	10.9%	10.6%	30 Bps

Source: Audited VAS Consolidated Financial Statements for 2023 and 9M2024. 1. Net debt is equal to total debt, less cash and cash equivalents and short-term investments. 2. Short-term investment. 3. EBITDA and interest expense, calculated using pro-forma figures. EBITDA is calculated from consolidated profit before tax adjusted for interest expense and depreciation and amortization, and excludes FX gain/loss. 4. Debt maturity is proforma for transactions under execution by October 2024 and excludes revolving loans. 5. Inclusive of hedging expenses.

Company Information

Vingroup Joint Stock Company (referred to as “Vingroup” or “the Group”) is one of the largest listed companies in Vietnam as measured by market capitalization.

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

- Industrials – Technology
 - **VinFast**, the first and largest domestic comprehensive automobile manufacturer and electric scooter producer in Vietnam
 - **VinAI**, **VinBigData**, **VinBrain**, Data science, AI research and technology development
 - **VinHMS**, business management platform; **VinCSS**, cyber security service
- Real Estate Development and Services
 - Residential **Vinhomes** premium apartments, villas and shophouses, mid-end real estate with integrated facilities, Happy Home – social housing
 - Hospitality-focused **Vinpearl** hotels, resorts and beach villas, and **VinWonders** amusement parks and conservation parks
 - Retail Leasing **Vincom** quality shopping malls
- 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 **VinUniversity** not-for-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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