



Vingroup Corporate Presentation

August 2024

Important Notice

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

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

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

Table of Contents

- 1 About Vingroup
- 2 Key Competitive Advantages
- 3 Macroeconomic Update
- 4 Financial Highlights



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

VnEconomy

Top 10 Brands in Vietnam

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 time²
- c.150,000 ICE + EV delivered to date
- c.250,000 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
- Ten campuses⁶ accredited by CIS
- 50 Vinschool campuses under operation in five provinces, municipalities, educating c.46,000 students

9.3%

2023 Vietnam Household Spending USD 227 billion where Vingroup's products cover ~90%

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 in Vietnam by Deloitte

- Seven hospitals (2 hospitals accredited for JCI and ACC standards⁷)
- Four international clinics

38%

Retail Mall

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

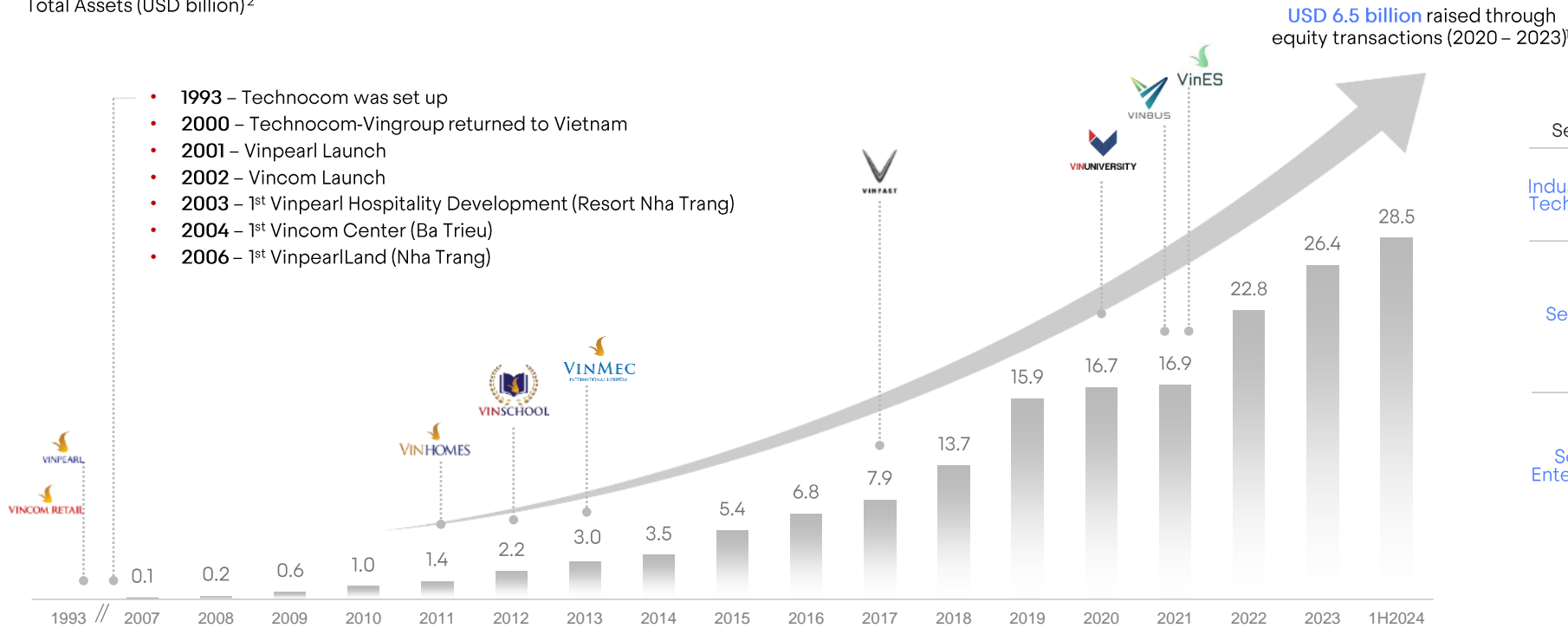
- 86 retail malls in operation
- Covering 46 cities and provinces across Vietnam
- 1.81 million sqm in retail GFA

 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 June 2024. Number of vehicles delivered since the inception. 3. As at 30 June 2024., excluding completed projects. 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. Ten campuses locate at Vinschool the Harmony, Vinschool Times City, Vinschool Central Park, Vinschool Greenbay, Vinschool Thang Long. 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 at 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

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 28 billion in total assets (c.280x 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 at 31 March 2024, unless otherwise stated. Note: 1. Including equity related, equity-linked transactions as at 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. Leading EV mobility company offering a full suite of EVs for every segment from A to E. 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 2Q2024. 5. Based on number of room keys in 5-star hotels, resorts and upscale condotels, compared with other domestic hospitality groups, as at March 2024. 6. Vinmec international hospitals and clinics were ranked as the Best Managed Company in 2022 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 2023 – 2024. 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 30 June 2024. 1. Indicates market capitalization of the listed entity. Exchange rate: 25,300 VND/USD as of 28 June 2024. 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. 4. Reflects Vingroup's direct ownership in Vincom Retail.

Proven Track Record of Developing Vietnamese Brands of Scale

BCI Asia Awards 2024

- Vinhomes – Top 10 Property Developers

TIME Magazine 2024

- VinFast – TIME 100 most influential companies 2024

Fortune Southeast Asia 500

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

Vietnam Report 2023

- Top 10 Largest Enterprises in Vietnam

The Brand Finance-Mibrand Vietnam Forum 2023

- Vinhomes – Top 20 Most Valuable Real Estate Brands Globally

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

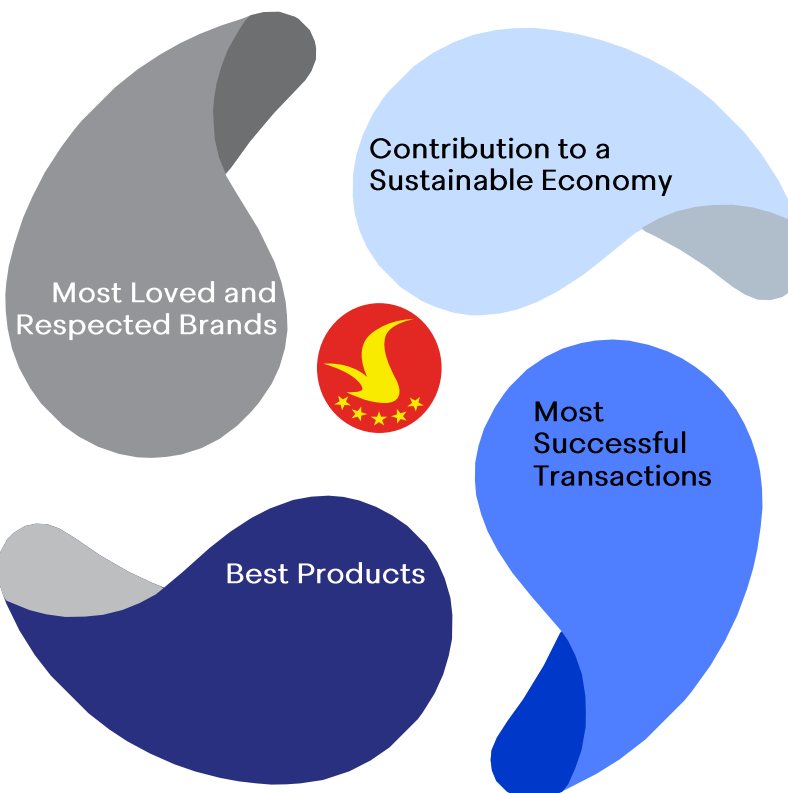
- VinBigData – 10 best digital technology companies in Vietnam



TIME



FORTUNE



Asia Responsible Enterprise Awards 2024

- Vincom Retail – Recognized in the Pioneer Green Leadership

Finance Asia Awards 2023

- Vingroup, VinFast, Vinhomes – Best Managed Company and Best ESG

ISCN Sustainable Development Award 2023

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

AUTOBEST 2023

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

Nikkei Asia 300 (2015 – 2023)

- Top 300 Largest and Fastest Growing Businesses in Asia

Global Banking & Finance Review

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



ASEAN NCAP Grand Prix Awards - (VF 8)

- Best child safety protection
- "Safety support for children" and "Best child safety protection"
- Best Safety
- Best Car
- Best Motorcyclist Safety" and "Best SUV"

VnExpress 2023

- New Star Award (VF 5)
- Best Subcompact Crossover B (VF 6)

Car Choice Awards 2023

- Trend-Leading Car (VF 9)
- Family Car (VF 6)



2023 Make the Future Green

- Outstanding Green Industrial Project Award

2023 FinanceAsia Awards

- Best ESG in Vietnam and Best DEI

Awards for Selected Sites of Vinpearl:

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

Asia Pacific Property Awards

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



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)



FinanceAsia

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



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

50

Campuses under operation in 5 provinces, municipalities³

~46,300

Students³

6,558

Staffs³

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

10 campuses accredited by CIS² and 02 campuses at advanced stage of evaluation



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 7 categories

c.1000

Students from 20 countries

04

Specialized institutes

Strategic collaborations

Partnerships



Note: 1. Based on total number students and campuses (from latest company information available of the company and other competitors). 2. Council of International Schools. 3. As of 31.3.2024

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

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

10

Years of experience

3,710

Employees¹

1,505

Total bed capacity¹

7

General hospitals
2 hospitals accredited for JCI

4

International clinics

c.5.1 million

Accumulated number of outpatient visits¹



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



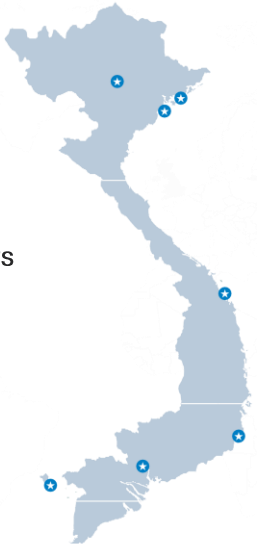
ISO 15189:2012 Accreditation For Laboratories



CAP Accreditation For Laboratories



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** buses and operating **29** routes. Since launch, VinBus traveled 28 million kilometers, served **c.57** million customers⁽¹⁾, helped reducing over 29,000 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



- 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

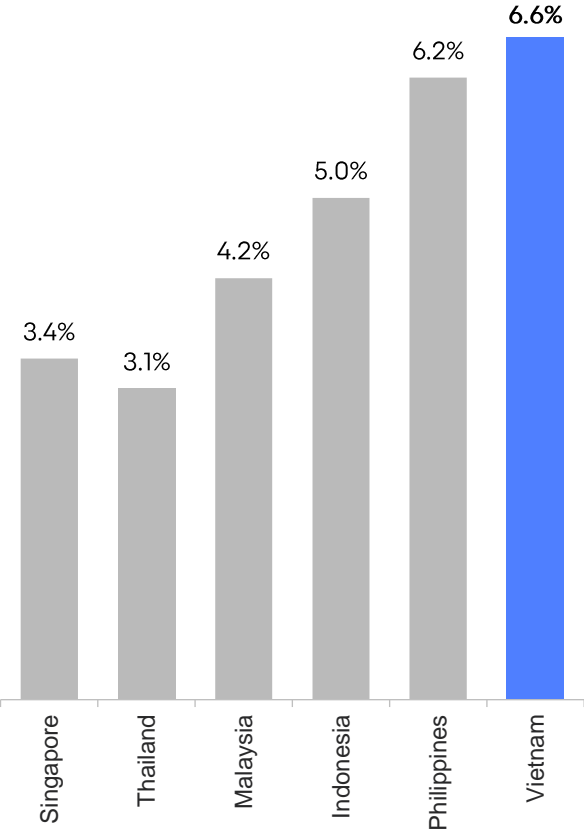
2.1 Favorable Macro Economics in Vietnam and Across All Consumer Industries



Strong Macro Tailwinds

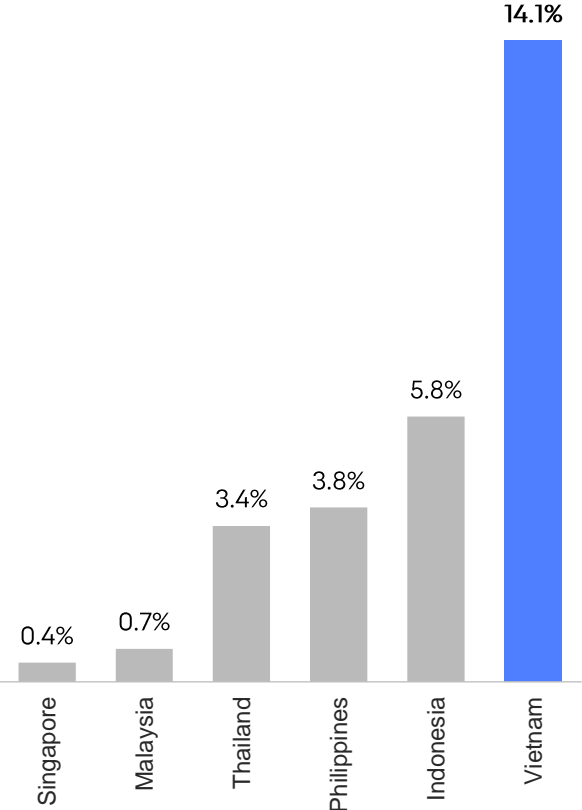
Fastest Growing Economy in Southeast Asia

Projected Real GDP growth 2024E -2028E CAGR (%)



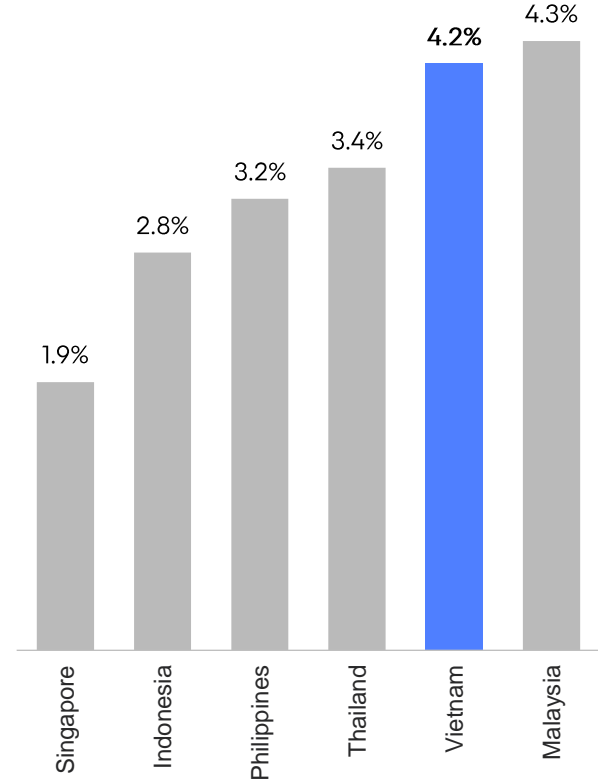
Fastest Growing Middle-Income Segment in SEA

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



One of the Fastest Growing Private Consumption in Southeast Asia

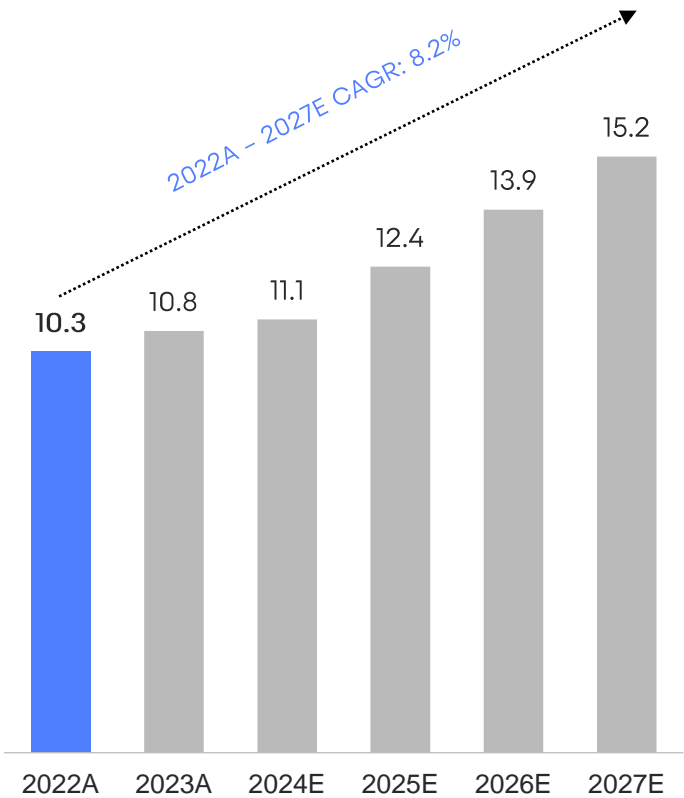
Average private consumption growth 2019-2023 (%)



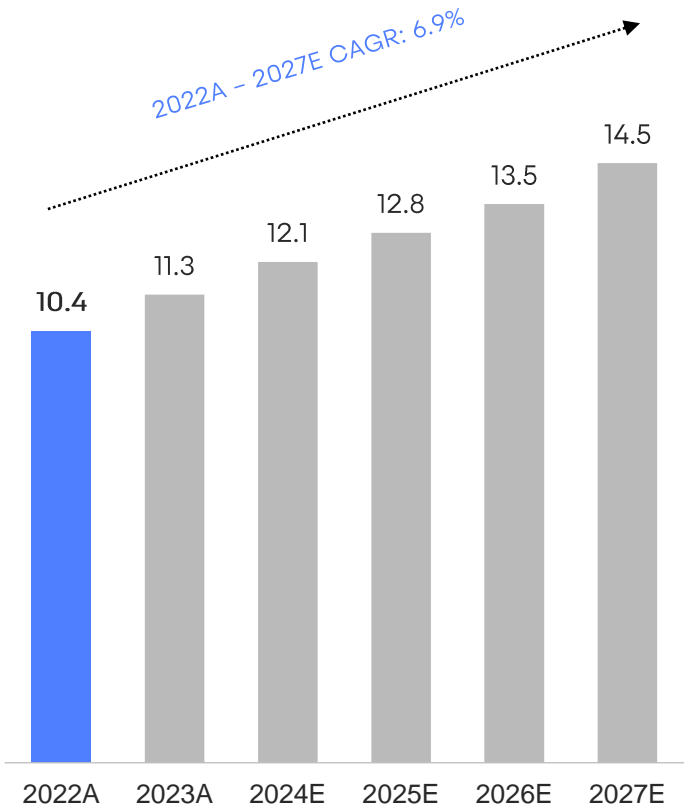
Source: IMF, Euromonitor, Oxford Economics, EIU, CEIC, Bain, Temasek, Google, Focus Economics. Information published in February 2022. Note: Exchange rates are based on historical exchange rates in respective years as provided by EIU. 1. Middle income population defined as households with disposable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

Consumer Spending to Grow Across Vingroup’s Key Consumer Segments

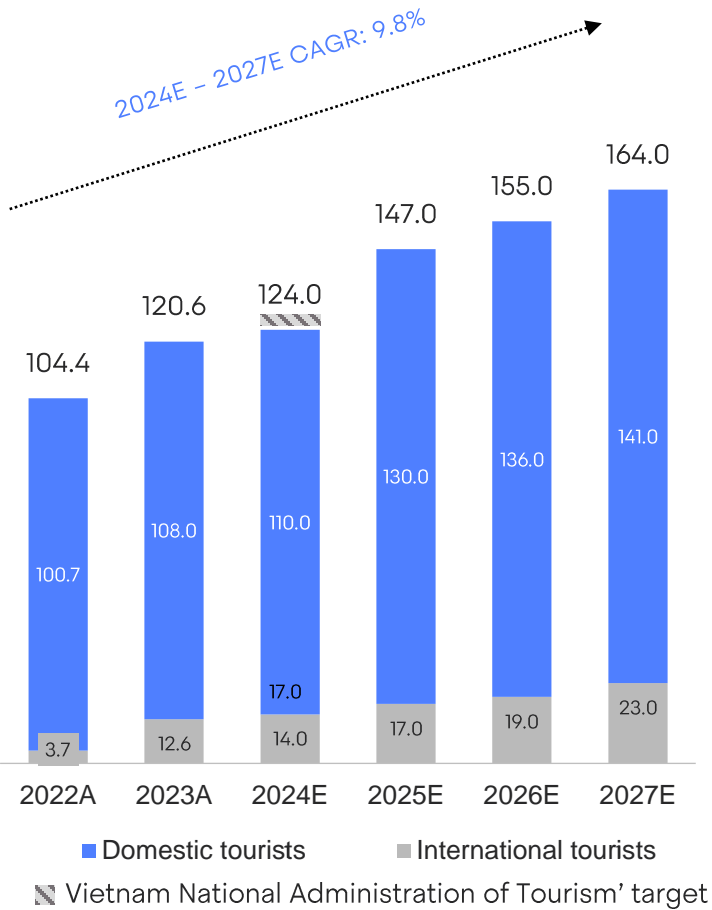
Healthcare - Increasing Household Healthcare Expenditure from Aging Population And Rising Disposable Income
Household Healthcare Expenditure (USD billion)



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 at November 2023

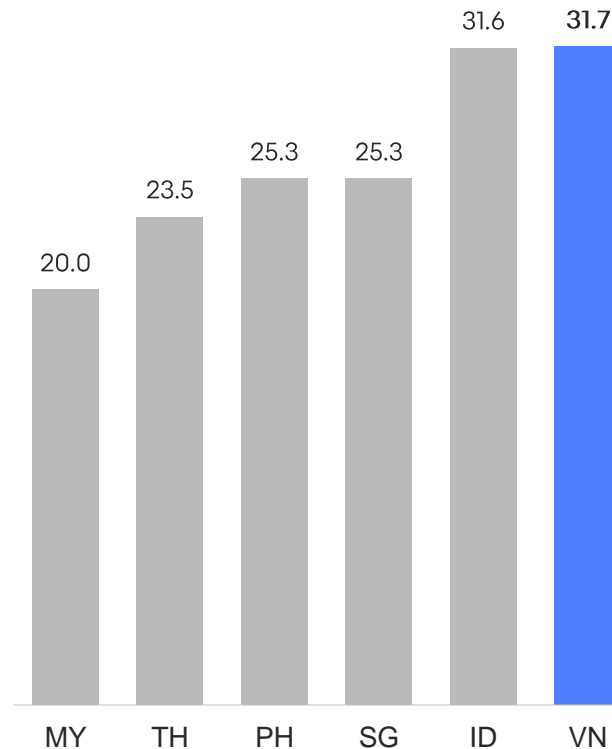
Experiencing Favorable Geopolitical Shifts

- 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

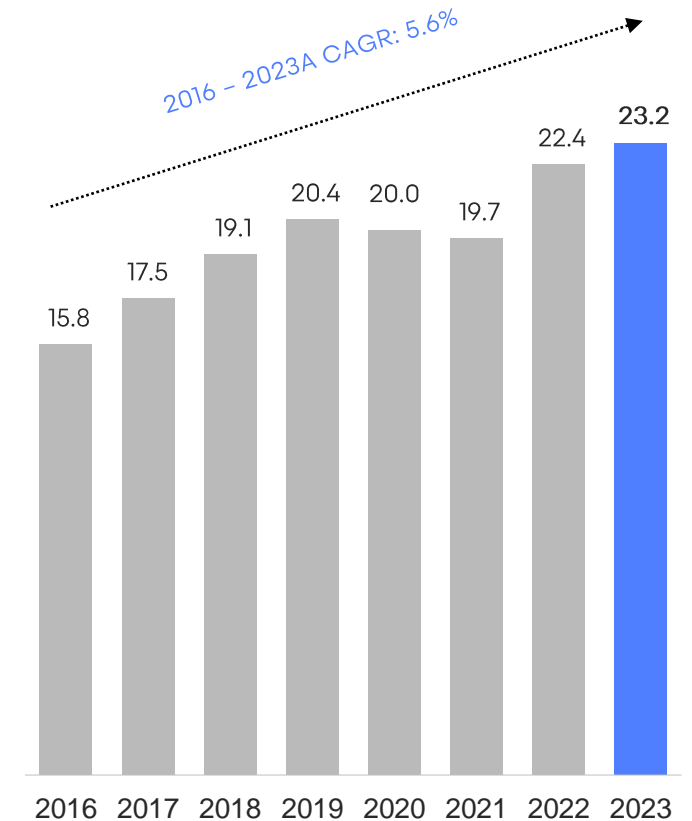
Increasing migration and expansion of global leaders into Vietnam



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					
<div>➤ 300HA INTEGRATED MANUFACTURING COMPLEX completed within 21 Months¹</div> <div>➤ 18 months to launch the first 3 ICE models²</div> <div>➤ #1 ICE sales market share in Vietnam within 18 months³ TIMELINE</div>			<div>➤ 1ST AND ONLY LARGE SCALE E-BUS operator in Vietnam</div> <div>➤ 1ST AND ONLY EV OEM in SEA region</div> <div>➤ AUTOBEST – The Rising Star Award⁴ 2021 – 2022</div>			<div>➤ Total manufacturing capacity of 300K⁵ built in Vietnam and expanding via overseas presence</div> <div>➤ NASDAS LISTED: VFS (August 2023)</div> <div>➤ Among 100 Most Influential Companies 2024 by TIME (May 2024)</div> <div>➤ Awarded TOP SAFETY AWARDS by ASEAN NCAP⁶ (May 2024) 2023 Onward</div>					
EV PORTFOLIO	EV		First EV roll-out in 2021	Delivery of the VF 8 model in 2022			VF 5 (A-segment)		VF 6 (B-segment)		VF 3 (Mini e-SUV)
							VF 7 (C-segment)		VF Wild (Pick-up Truck Concept)		
			VF e34 (C-segment)		VF 8 (D-segment)		VF 9 (E-segment)				
EV PORTFOLIO	E-scooters E-bikes	 Klara  Ludo  Impes	 Theon  Klara-A2	 Feliz  Tempest	 Vento  Evo	 DrgnFly Electric Bike					
	E-Bus		 VinBus			<div>20 products delivered, including ~150,000 cars⁷ and 253,000 e-scooters⁷</div>					
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							

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 June 30th, 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

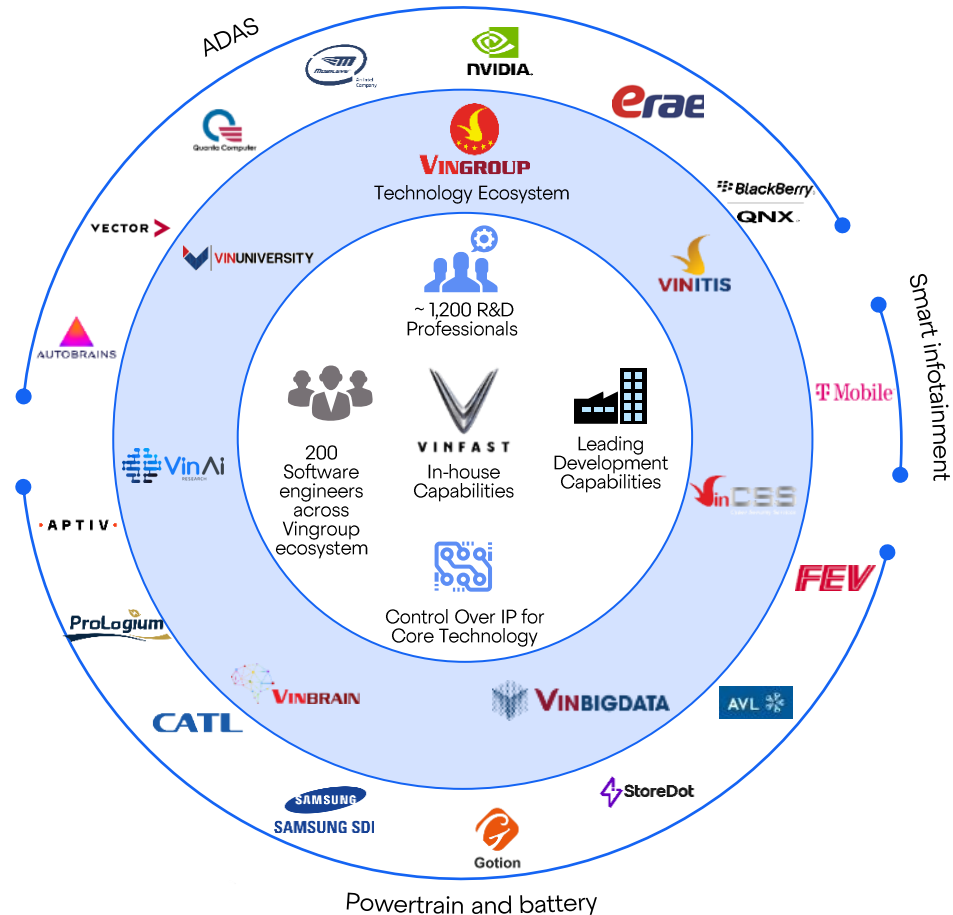
Key Benefits

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



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

Development Capabilities Strengthened by Shared Expertise of Vingroup and Global Partners



~ 1,200 in-house R&D professionals at VinFast and 200 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

2.3 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

Vinhomes – Premium Integrated Offerings of Apartments, Villas and Shophouses With Market Leading in All Segments That Vinhomes Has Products to Offer

29 URBAN COMPLEXES
DEVELOPED BY VINHOMES¹

USD 28.9 billion CONTRACTED SALES
SINCE 2010^{1,2}

c.470,000 RESIDENTS AT VINHOMES
PROPERTIES ACROSS VIETNAM¹

USD 7.5 billion MARKET CAP^{2,3} – LARGEST LISTED DEVELOPER,
TOP 4 LISTED COMPANIES IN VIETNAM



Source: Company filings, Note: 1. As at 31 March 2024, 2. Exchange rate USD/VND of 24,815, 3. As at 29 March 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⁾



7 Parks

>310 HA IN SITE AREA
In 5 cities

5.9MM

ANNUAL VISITORS ⁽³⁾

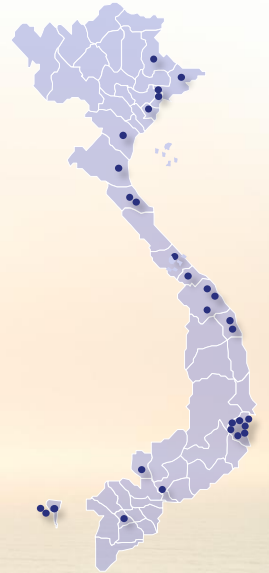


4 Courses

90 Holes
In 4 cities

122K

ANNUAL ROUNDS PLAYED ⁽⁴⁾



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

All-in-one

SHOPPING – DINING – ENTERTAINMENT
DESTINATION

out of 46/63

CITIES, PROVINCES

86

OPERATING MALLS

1.81 million

RETAIL GFA (sqm)



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)



2.4 Largest Ecosystem in Vietnam with Market Leadership Across Multiple Businesses

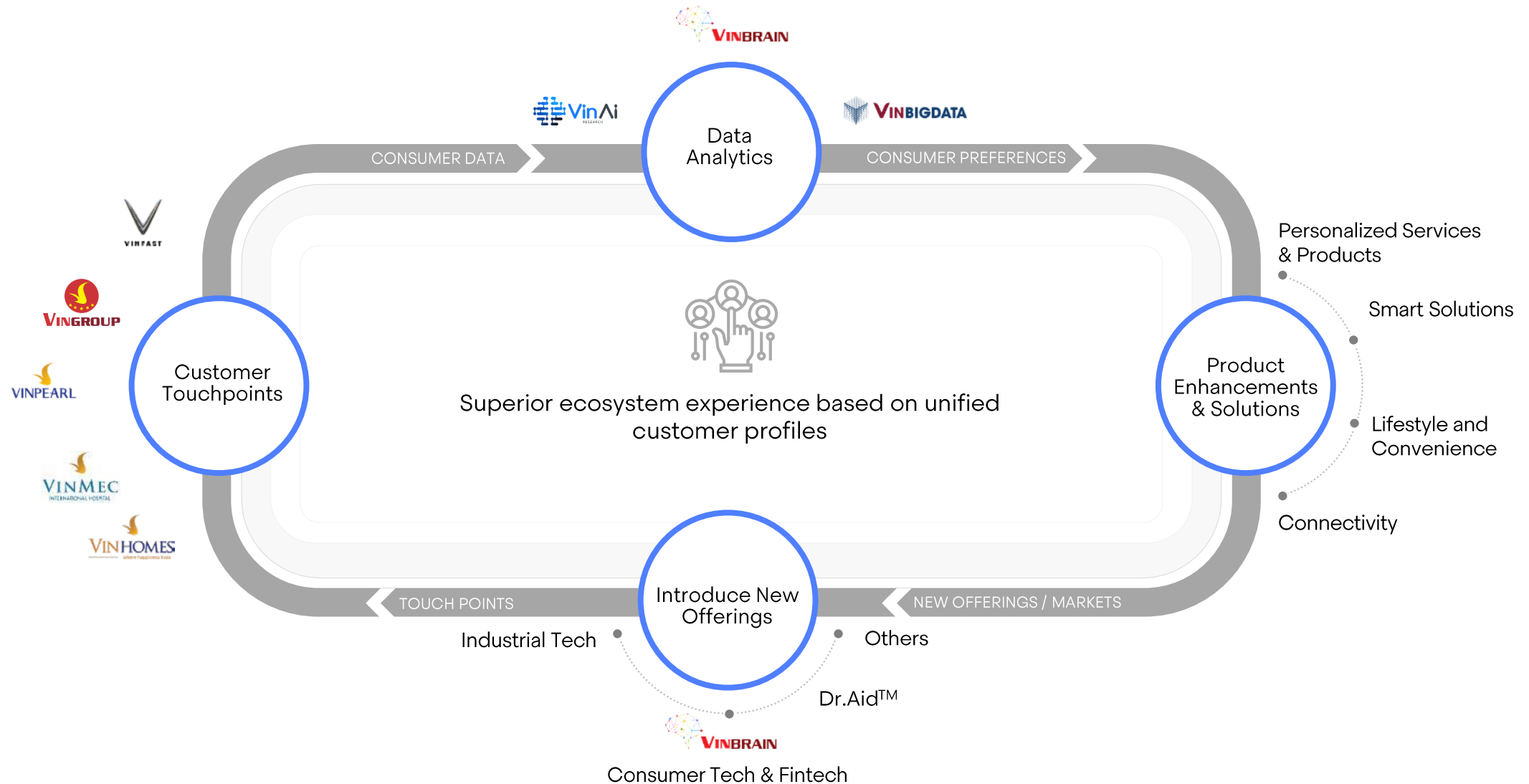


Largest Ecosystem in Vietnam With Market Leadership Across Multiple Businesses

- 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

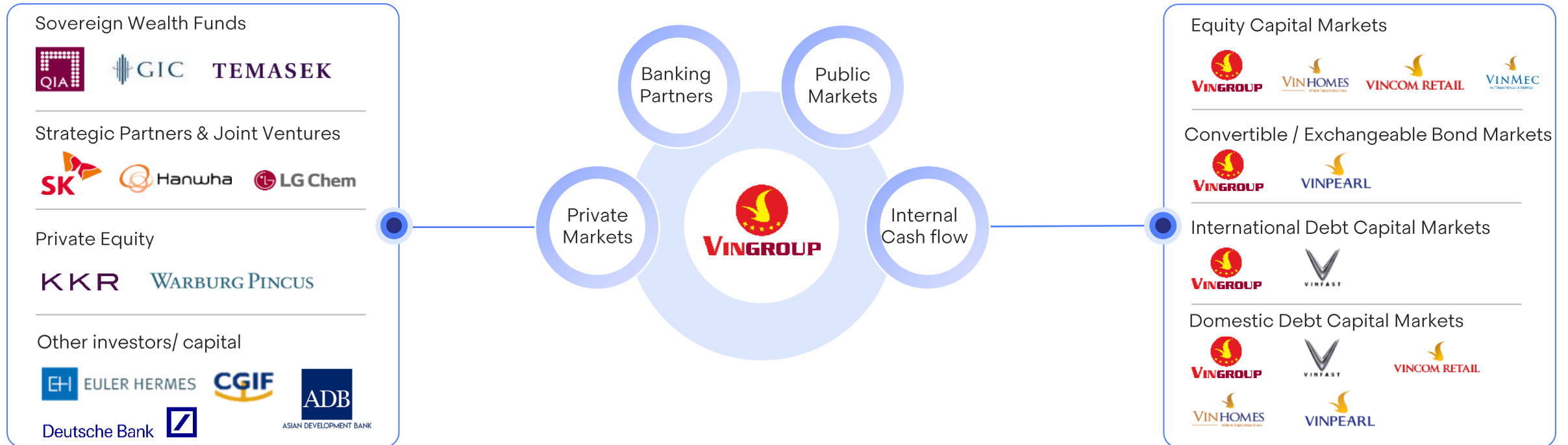
- Regular risk management reviews and discussion with senior management before major refinancing exercise or new product launch
- Established a prudent investment mechanism, taking into consideration of compatibility with corporate strategy, investment return, business synergy, with approval from the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

Note:1. Cash balance includes cash, cash equivalents and short-term investments

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

Ms. Chun Chae Rhan⁴

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

1. Seasoned Management Teams for Every Business Segment

  <p>Ms. Le Thi Thu Thuy Chairwoman</p> <ul style="list-style-type: none"> • 23+ yrs experience • 15+ yrs with Vingroup 	  <p>Mr. Jurgen Peter Dorr Chief Executive Officer</p> <ul style="list-style-type: none"> • 33+ yrs experience • Previous: Shangri-la, Hyatt, and Regent 	  <p>Ms. Le Thuy Anh Chief Executive Officer</p> <ul style="list-style-type: none"> • 26+ yrs experience • 12+ yrs with Vingroup 	  <p>Mr. Pham Thieu Hoa Chairman</p> <ul style="list-style-type: none"> • 36+ yrs experience • 20+ yrs with Vingroup
  <p>Prof. Van Ha Vu Scientific Director</p> <ul style="list-style-type: none"> • Percey F. Smith Chair of Mathematics at Yale University • 5+ yrs with Vingroup 	  <p>Dr. Bui Hai Hung Chief Executive Officer</p> <ul style="list-style-type: none"> • Previous: Scientist at Google Deepmind, Stanford Research Institute • 5+ years with Vingroup 	  <p>Ms. Le Mai Lan President</p> <ul style="list-style-type: none"> • 25+ yrs experience • 9+ yrs with Vingroup 	  <p>Ms. Phan Ha Thuy Chief Executive Officer</p> <ul style="list-style-type: none"> • 30+ yrs experience • 9+ yrs with Vingroup

2. Significant Representation from Independent Directors


3 of 9 directors are independent


3 of 8 directors are independent

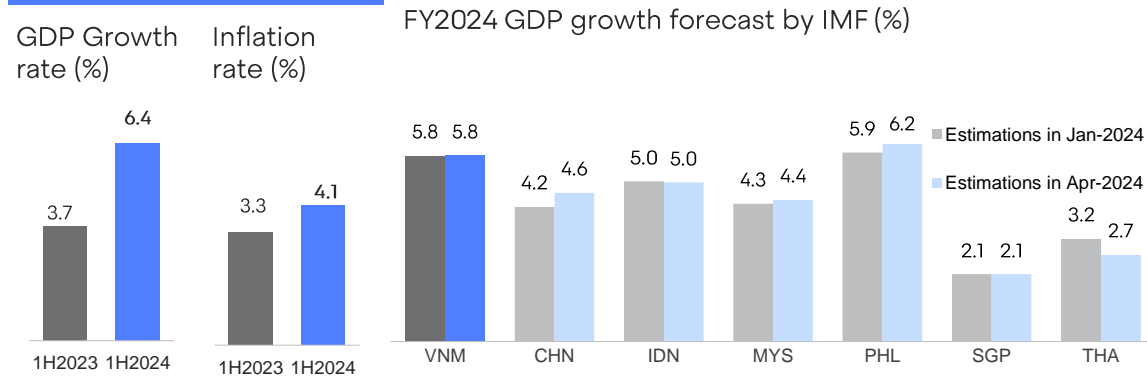
3. Macroeconomic Updates



Robust Economic Growth in 1H2024, Setting Strong Expectations in 2H2024

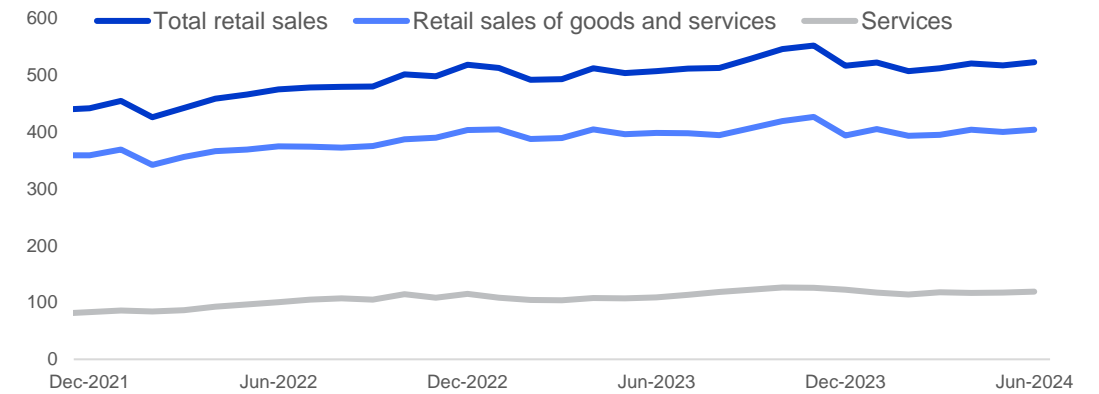
1H24 fundamentals remain solid, conducive for strong performance in 2H24

Vietnam National Assembly target
GDP growth for 2024: 6.0-6.5%



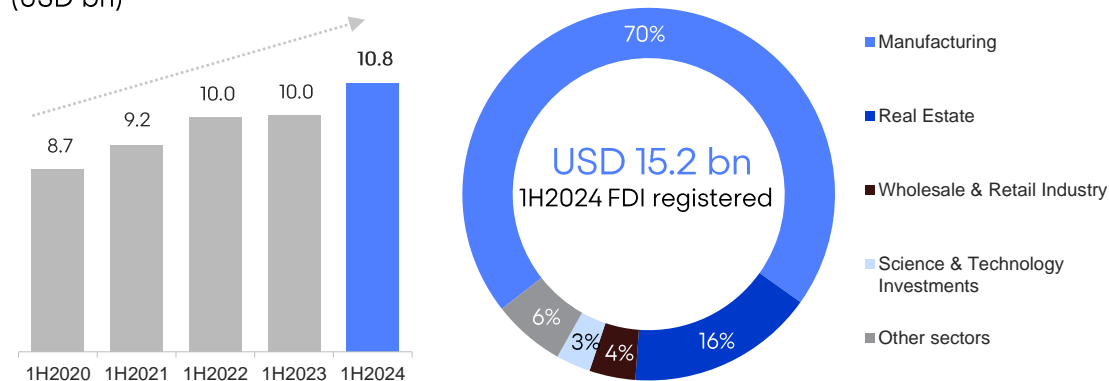
Private consumption is anticipated to sustain its recovery momentum

Monthly retail sales (VND tn)

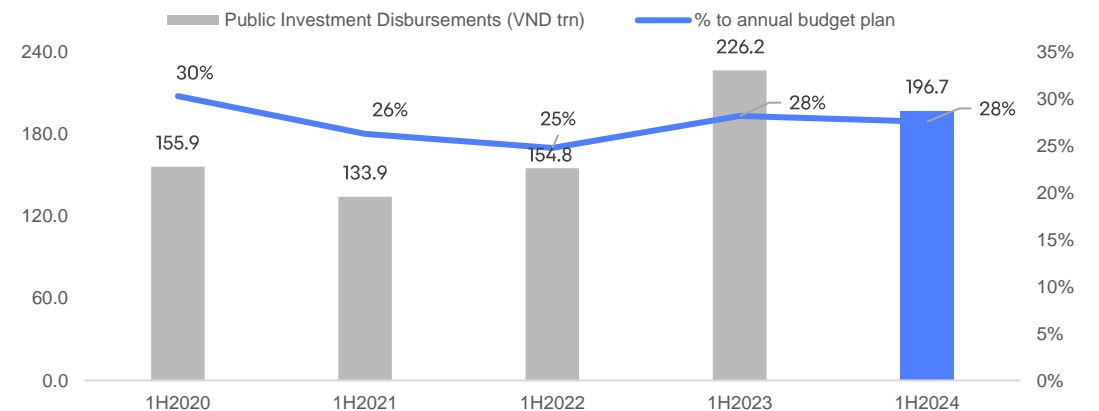


1H2024 FDI disbursement reached the highest level since 2020

FDI disbursement 1H2020 – 1H2024
(USD bn)



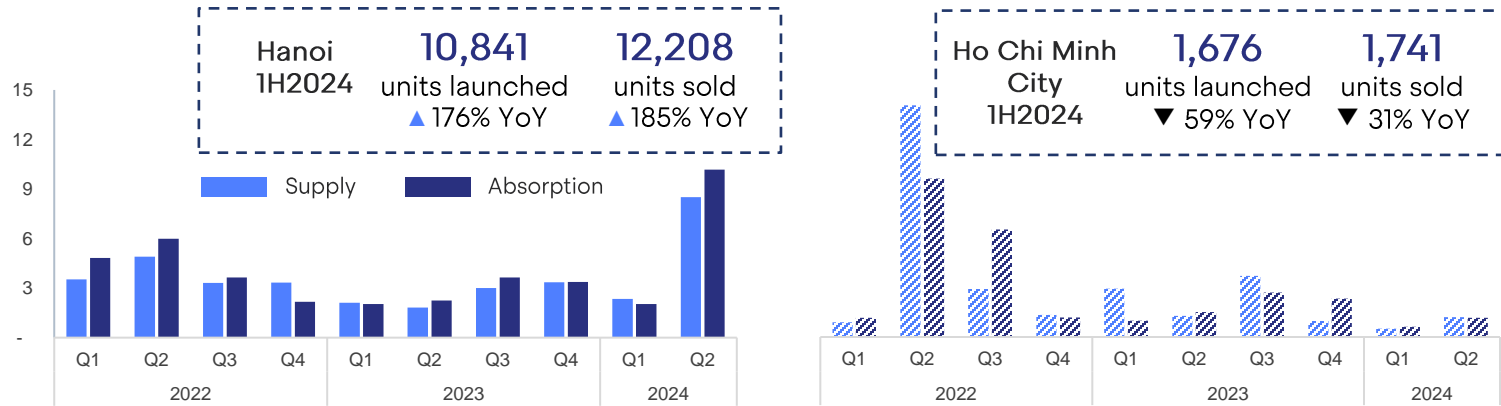
Public investment disbursements expected to accelerate in 2H2024



Positive Recovery Signals Reinforced by Pro-active Government Stimulus Measures

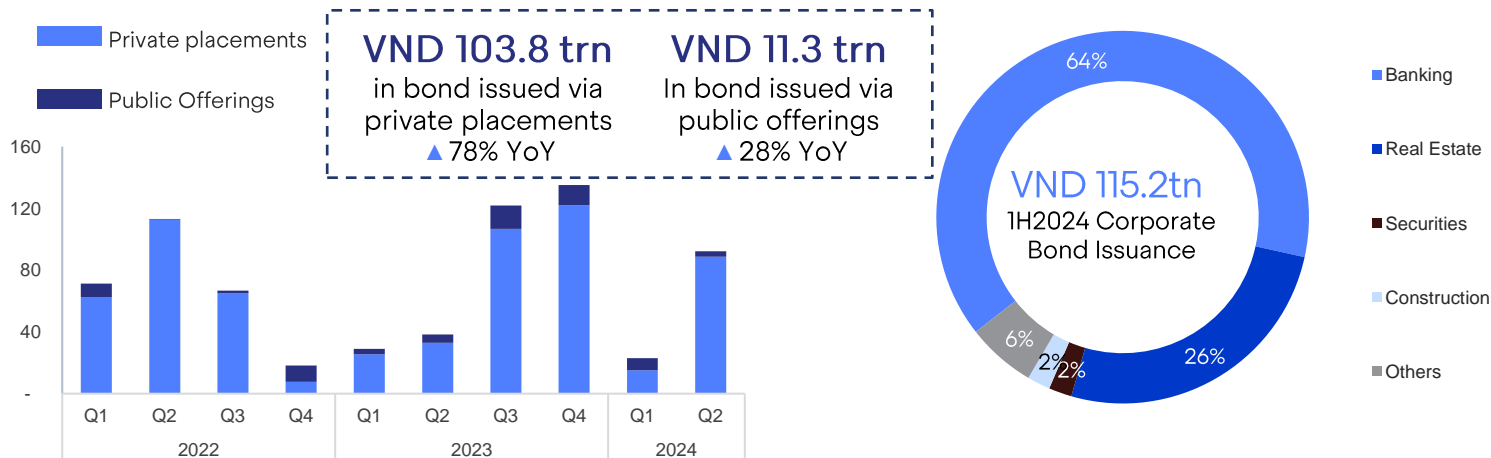
Supply growth accelerated in Hanoi with strong buying momentum

New supply and absorption level of condominium (thousand of units)



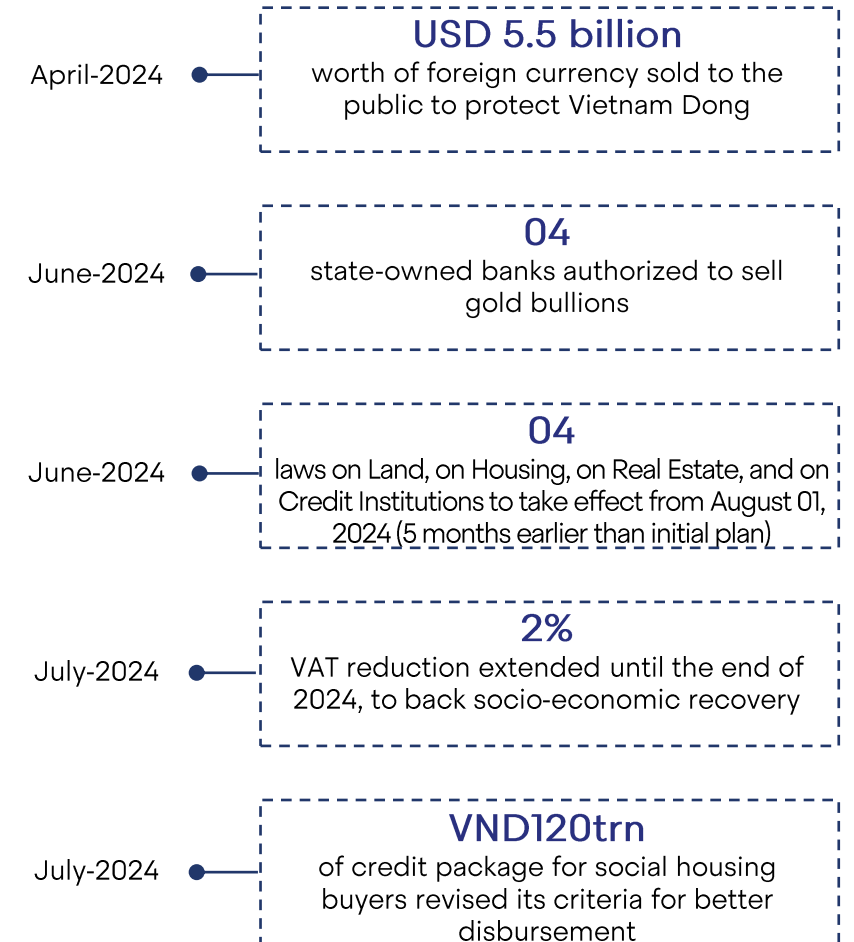
Domestic bonds market warming up, signaling a recovery in 2H2024

Corporate bond issuance (VND bn)



Source: CBRE, VBMA

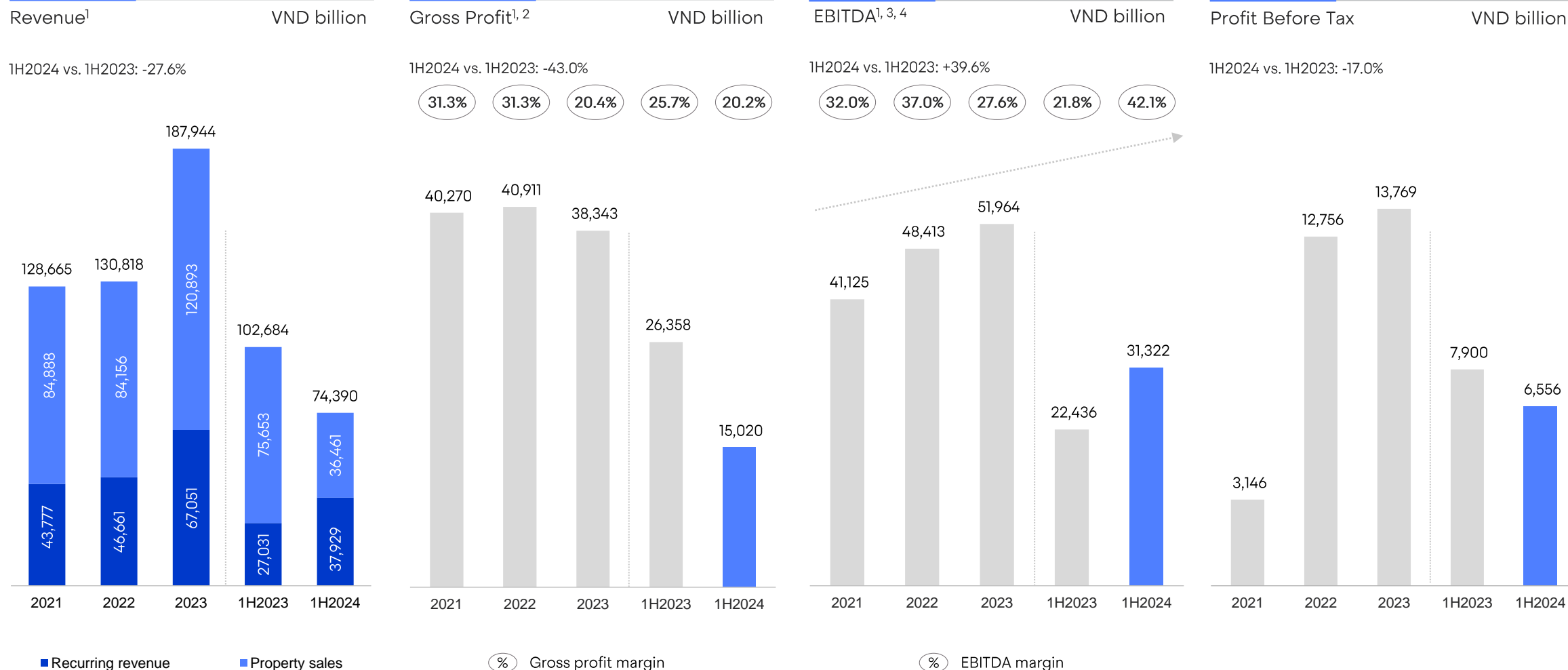
Pro-active government measures to stimulate sustainable economic growth



4. Financial Highlights

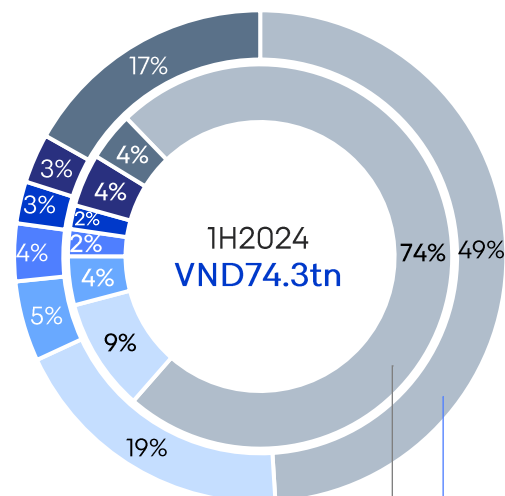


Income Statement Highlights



Source: Audited VAS Consolidated Financial Statements for 2021 – 2023, VAS Consolidated Financial Statements for 2Q2024. 1. Figures in FY2021-FY2023, 1H2024 are pro-forma, adding bulk sales and subtracting contribution from discontinued businesses (VinSmart). 2. Gross Profit excludes one-off expenses 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. Adds back foreign exchange losses / (gains). 4. Figures in FY2021-2023, 1H2024 exclude one-off expenses related to the cessation of ICE car production, Covid support and charitable activities.

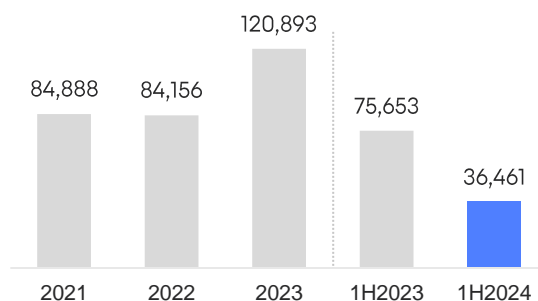
Segment Revenue Performance



- Property sales
- Hospitality & entertainment services
- Healthcare
- Others⁵
- Industrials⁴
- Education
- Leasing

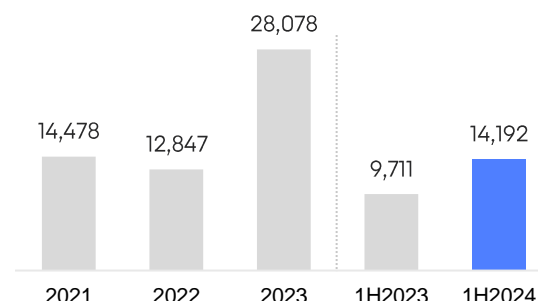
Property Sales¹ VND billion

1H2024 vs. 1H2023: -51.8%



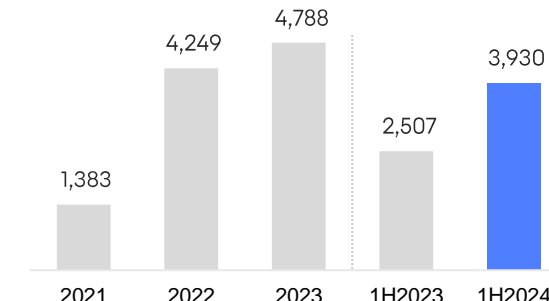
Industrials³ VND billion

1H2024 vs. 1H2023: +46.1%



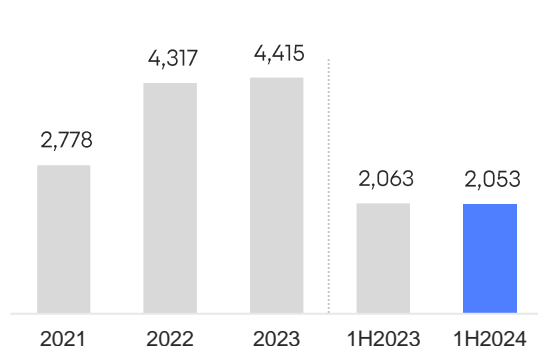
Hospitality & Entertainment Services² VND billion

1H2024 vs. 1H2023: +56.7%



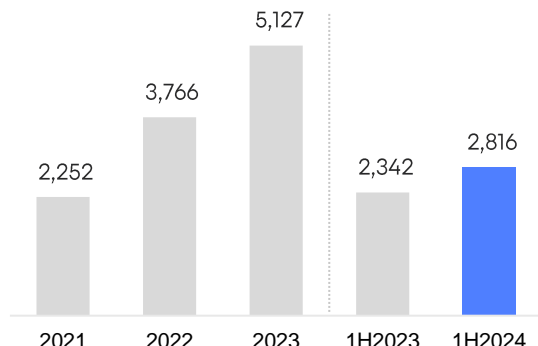
Healthcare VND billion

1H2024 vs. 1H2023: -0.5%

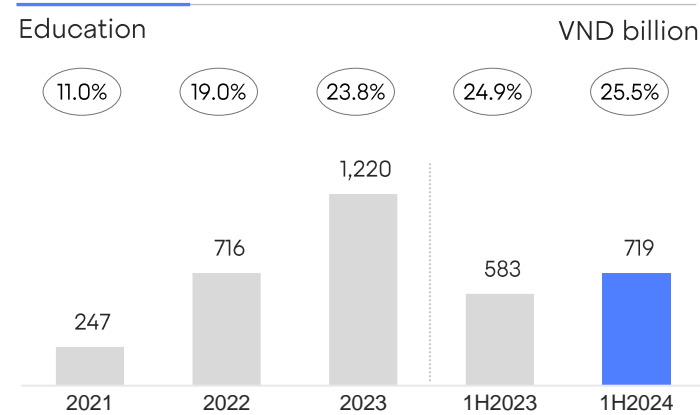
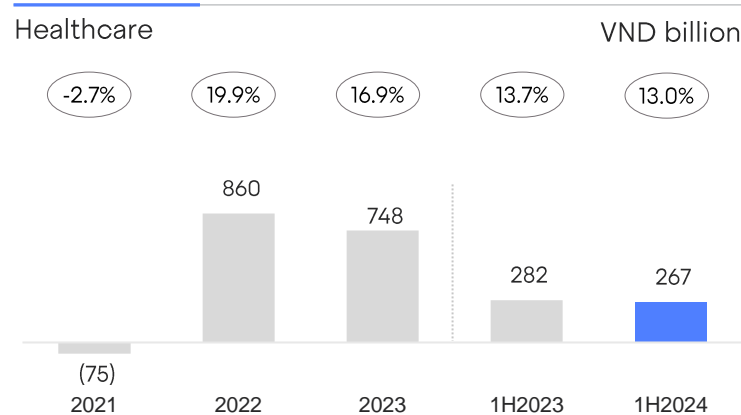
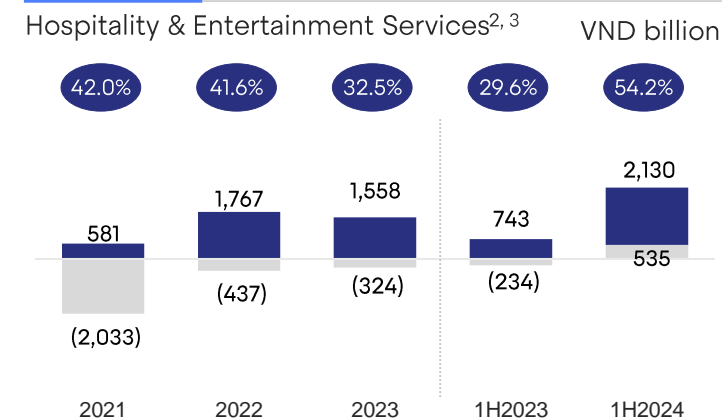
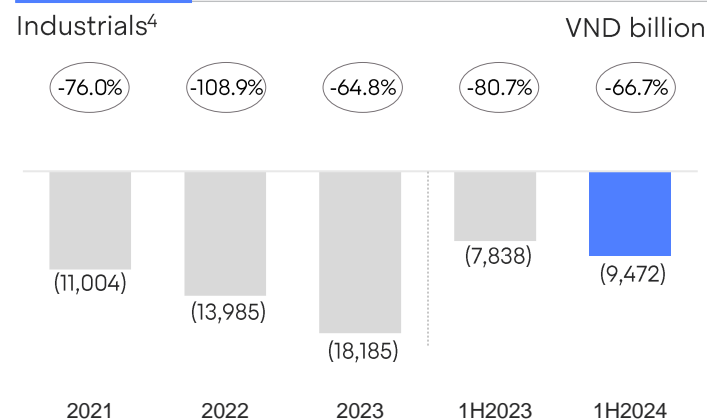
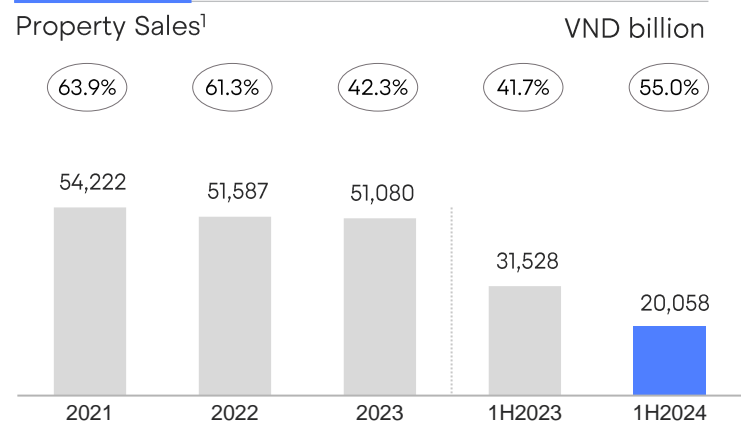


Education VND billion

1H2024 vs. 1H2023: +20.2%



Gross Profit and Margin – VAS

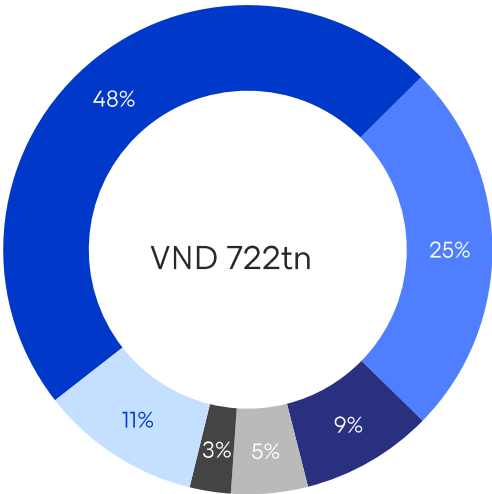


(%) Gross profit margin
 (●) Adjusted cash gross profit margin³
 (■) Gross profit
 (■) Adjusted cash gross profit^{2, 3}

Balance Sheet Highlights (1)

Breakdown of Total Assets

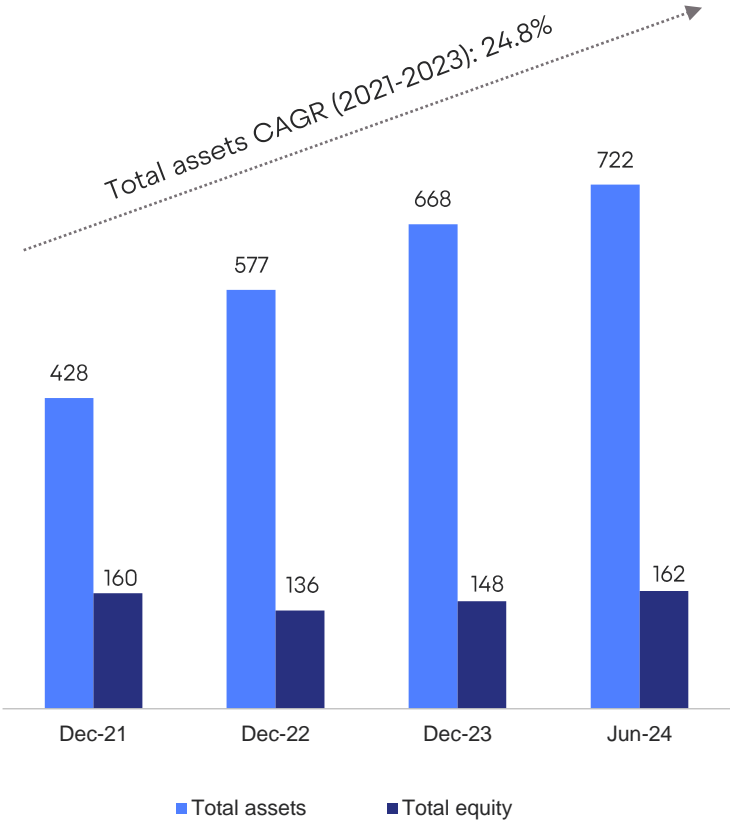
%



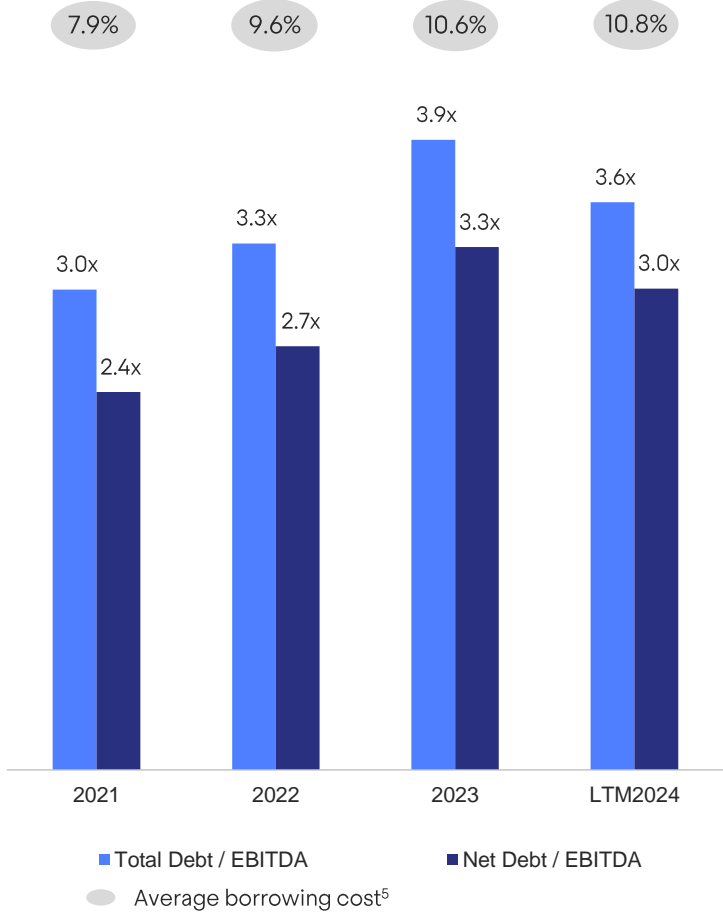
- Property sale
- Industrials
- Hospitality & entertainment
- Leasing
- Healthcare & education
- Others ⁷

Total Assets & Total Equity⁶

VND trillion

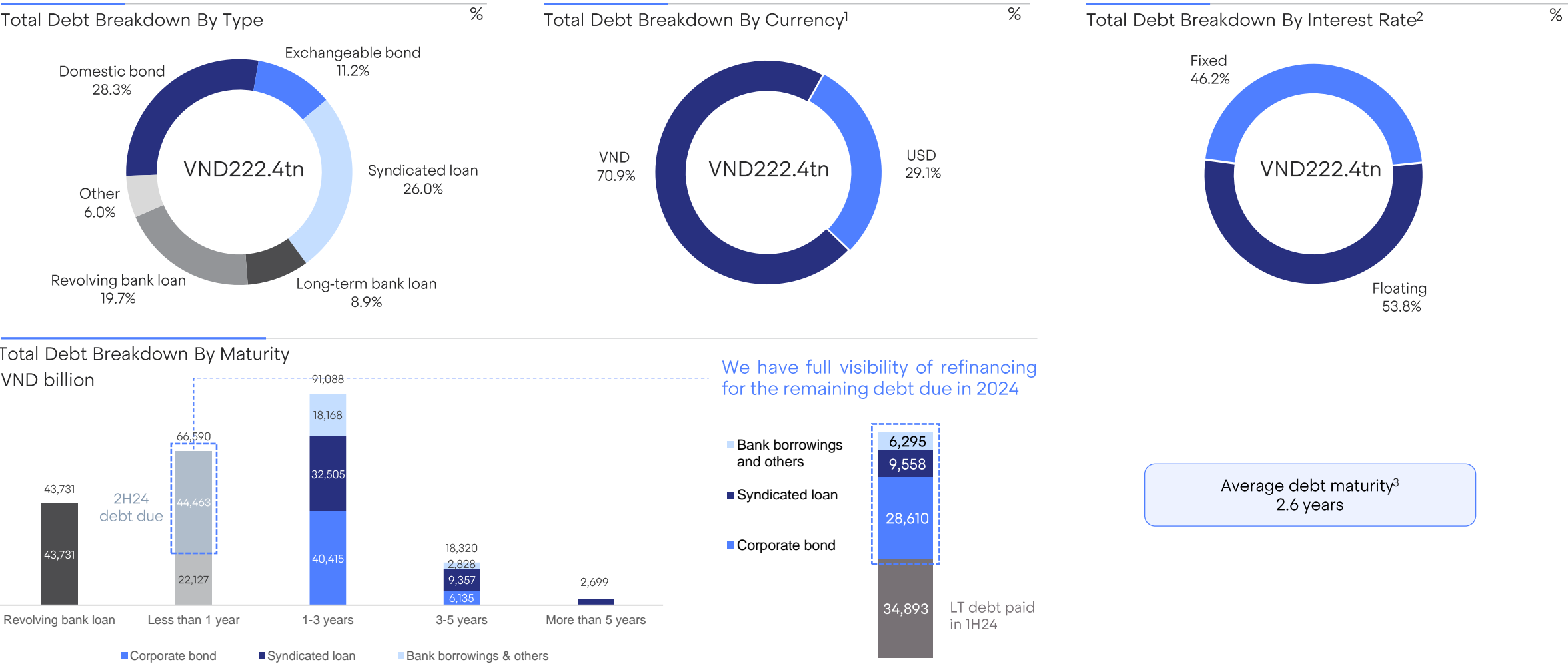


Debt^{1, 2, 3} / EBITDA⁴



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. 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 (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 135.6 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. 7. Others refers to technology and others.

Balance Sheet Highlights (2)



Source: VAS Consolidated Financial Statements for 2Q2024. 1. Includes USD debt which is hedged for foreign exchange rate purposes. 2. Includes floating rate debt which is hedged for interest rate purposes. 3. Debt maturity is proforma for transactions under execution by July 2024 and excludes revolving loans

Leverage, Coverage and Other Ratios

	LTM2024	FY2023	Change
Leverage ratios			
Net debt ^{1, 2} / EBITDA ³	3.0x	3.3x	-0.3x
Net debt ^{1, 2} / (Total assets – cash & ST investments ²)	26.7%	27.3%	-51 Bps
Coverage ratios			
Recurring revenue / Interest expense ³	3.7x	3.9x	-0.2x
EBITDA / Interest expense ³	2.9x	3.0x	-0.1x
Others			
Debt maturity (years) ⁴	2.6	2.8	-0.2
Average borrowing cost ⁵	10.8%	10.6%	20 Bps

Source: Audited VAS Consolidated Financial Statements for 2023, VAS Consolidated Financial Statements for 2Q2024. 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 July 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

Offices

HANOI HEADQUARTERS

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

HO CHI MINH CITY BRANCH

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

Contacts

Investor Relations Department
Address: Vingroup Hanoi Office
(Headquarters)

Email: ir@vingroup.net
Tel: +84 (24) 3974 9999 (Ext. 9247)
Fax: +84 (24) 3974 8888