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## General Information

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* Data as of September 30, 2018
Introduction
Introduction

In its early days, Vingroup focused on developing hospitality, commercial, and residential properties under the Vinpearl and Vincom brands. Today, we operate in eight major business segments:

• Property
• Hospitality and Entertainment
• Consumer Retail
• Industrials
• Healthcare
• Education
• Agriculture
• Technology

*referred to as “Vingroup” or “The Group”*
Vingroup strives to uphold six core values: CREDIBILITY, INTEGRITY, CREATIVITY, SPEED, QUALITY, and HUMANITY. These values are described below.

**CREDIBILITY**
Vingroup vigorously protects its Credibility as one would protect one’s honor. The Group is fully prepared to execute its plans and spares no effort in meeting its goals.

**INTEGRITY**
As a foundation of our Group, Integrity demands that we remain in full compliance with all applicable laws and ethical standards. It follows that we must always put the interests of customers first.

**CREATIVITY**
Vingroup’s management believes that Creativity is what enables the Group to deliver on its philosophy, which is expressed as, “Dare To Think, Dare To Do.” This philosophy encourages all employees to learn new skills.

**SPEED**
The Group considers Speed of execution and efficiency in operations to be critical to our success. Among the practices that follow our emphasis on speed are, “Fast To Decide, Fast To Invest, Fast To Deploy, Fast To Sell, Fast To Change, and Fast To Adapt.”

**QUALITY**
The place of Quality in Vingroup’s operations is expressed as “Best in People, Best in Products and Services, Best in Quality of Life, Best in Commitment to Society” in all of our products and services.

**HUMANITY**
The Group respects the interests of all its stakeholders. Vingroup will continue to promote harmony among the interests of all stakeholders by emphasizing fairness, integrity, unity, and strength.
Milestones

2001
Vinpearl JSC (formerly Hon Tre Tourism and Trading Limited Liability Company) was established on July 25, 2001.

2002
Vincom JSC (formerly Vietnam General Commercial JSC) was founded on May 3, 2002.

2003
Five-star resort Vinpearl Nha Trang commenced operation, as the first Vinpearl-branded five-star resort in Vietnam.

2004
Vincom Center Ba Trieu launched. As the first modern retail mall in Hanoi, Vincom Center Ba Trieu introduced a new shopping experience to the customers.

2006
Vinpearl Land amusement park opened, turning formerly and Hon Trê Island into a luxury tourist destination, and symbolizing the rapid growth of tourism in Nha Trang.

2008
Vinpearl became the first real estate company in Vietnam to be selected by Russell Investments for the Russell Global Index.

2009
Vincom became the first Vietnamese company to issue USD 100 million of convertible bonds on the Singapore Exchange (SGX).

2010
Vincom Center Dong Khoi opened in Ho Chi Minh City.

2013
• Vinpearl was established and launched education offering ranging from kindergarten through high school.
  • A consortium led by Warburg Pincus invested USD 200 million in a strategic partnership with Vincom Retail. Warburg Pincus invested on additional USD 110 million in Vincom Retail in June 2013, raising the total investment to USD 320 million.
  • Vincom Mega Mall Royal City and Vincom Mega Mall Times City opened. Vincom Mega Mall Royal City is the largest below-ground shopping, dining, and entertainment complex in Asia.

2014
• Vingroup achieved major progress in its property business segment by preselling 10,000 apartments, villas, and shops.
  • By year-end, The Group operated 15 additional retail malls and three more hotels.
  • During the year, Vingroup launched new businesses and brands, including VinEco – Hi-tech agriculture, and VinPro – Electronics and Appliance stores.
  • Vingroup also commenced operations at Vietnam’s first wildlife safari park with more than 3,000 animals representing 150 rare species.

2015
• Vingroup introduced the VinCity mid-range affordable real estate brand.
  • VinFast automobile and motorcycles brand was announced and construction began at its production site in September 2015.
  • The Vincom Center for Contemporary Art (VCCA) and VinTaTa Animation Studio were introduced.
  • Vincom Retail was listed on the Ho Chi Minh City Stock Exchange in November 2015, as one of the ten businesses to meet social enterprises with the largest market capitalization in Vietnam at the time of its listing.

2016
• The retail store network was expanded to 1,000 outlets nationwide
  • Vingroup introduced the VinCity Loyalty Program
  • VinFast converted Vinacapital and Vinacool into social enterprises and committed to reinvest 100% of profits generated from these two businesses to meet social targets.

2017
• VinMart and VinMart+ began operations
  • Vinmart and Vinmart+ began operations
  • Vinmart and Vinmart+ began operations
  • Vinhomes was listed on the Ho Chi Minh City Stock Exchange as one of the ten businesses with the largest market capitalization in Vietnam at the time of listing.

2018
• VinUni was established, marking Vingroup’s entrance into the higher education segment.
  • VinUni introduced the VinUni Loyalty Program
  • VinFast unveiled VinFast automobile and motorcycle segment
  • Vinhomes Central Park Landmark 81 was inaugurated with 81 floors and a height of 401 meters, setting the record for the tallest building in Vietnam.

2019
• During 2019, Vingroup announced its entry into the fields of smart electronic devices and technology with the establishment of VinSmart and VinTech.

2020
• Vingroup introduced the VinCity mid-range affordable real estate brand.
  • VinFast automobile and motorcycles brand was announced and construction began at its production site in September 2015.
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2021
• Vingroup introduced the VinCity mid-range affordable real estate brand.
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2022
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  • Vinmart and Vinmart+ began operations
  • Vinmart and Vinmart+ began operations
  • Vinhomes was listed on the Ho Chi Minh City Stock Exchange as one of the ten businesses with the largest market capitalization in Vietnam at the time of listing.

2023
• VinUni was established, marking Vingroup’s entrance into the higher education segment.
  • VinUni introduced the VinUni Loyalty Program
  • VinFast unveiled VinFast automobile and motorcycle segment
  • Vinhomes Central Park Landmark 81 was inaugurated with 81 floors and a height of 401 meters, setting the record for the tallest building in Vietnam.

2024
• During 2019, Vingroup announced its entry into the fields of smart electronic devices and technology with the establishment of VinSmart and VinTech.

2025
• Vingroup introduced the VinCity mid-range affordable real estate brand.
  • VinFast automobile and motorcycles brand was announced and construction began at its production site in September 2015.
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Vingroup’s extensive network of business operations cover prime locations throughout Vietnam. Currently, Vingroup and its subsidiary companies operate in 62 of Vietnam’s cities and provinces.

**Network and Financial Highlights**

Vingroup’s extensive network of business operations cover prime locations throughout Vietnam. Currently, Vingroup and its subsidiary companies operate in 62 of Vietnam’s cities and provinces.
Businesses

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8. TECHNOLOGY 55
1. Property

VINHOMES

Vinhomes is the leading real estate developer in Vietnam. Vinhomes develops, sells, and manages mixed-use residential real estate projects that target the high-end and mid-range market segments.

Vinhomes develops two brands which are “Vinhomes” premium apartments, shophouses and villas, and “VinCity” mid-range and affordable apartments. Vinhomes projects are in prime locations in Vietnam’s most populous cities and provinces, and locations with strong housing demand or a fast growing hospitality industry, such as those in Hai Phong, Quang Ninh, Da Nang, Ha Tinh, and Thanh Hoa.

Vinhomes mixed-use residential projects are large-scale developments with highly-planned infrastructure and numerous amenities. These projects make extensive use of the Vingroup ecosystem – Vincom Retail malls, Vinmec hospitals, Vinschools, VinMart supermarkets, VinMart+ stores, and VinPro electronics stores, as well as the Adayroi e-commerce platform and VinID, Vietnam’s largest customer loyalty program.

By deploying its extensive network of businesses, Vingroup becomes a creator of modern, green communities that are at the forefront of an urbanizing landscape in the country.

Vinhomes Joint Stock Company was listed on the Ho Chi Minh City Stock Exchange on May 17, 2018 under the ticker VHM.

COMPLETED PROJECTS
12
LAUNCHED PROJECTS
09
PIPELINE PROJECTS
23
PROPERTIES SOLD BETWEEN 2010 AND 2018
~52,000
MAJOR VIETNAMESE AND INTERNATIONAL AWARDS
40
HANOI
VINCOM BA TRIEU
A high-end development in the middle of Hanoi city center, Hai Ba Trung District, with maximum open space, natural light and fresh air from nearby parks
COMPLETION 2009

HO CHI MINH CITY
VINCOM DONG KHOI
Located on the corner of Dong Khoi and Le Thanh Ton, Vincom Dong Khoi offers a panoramic view of the Saigon river from the heart of District 1
COMPLETION 2012

Notable Projects

HANOI
VINHOMES ROYAL CITY
“A miniature European city” with unique architecture in Thanh Xuan District, Hanoi
COMPLETION 2015
HANOI
VINHOMES NGUYEN CHI THANH
A mixed-use high-rise luxury development featuring natural light and private garden for owners. The project is on Nguyen Chi Thanh Street, which connects the CBD with the new urban area in West Hanoi.
COMPLETION 2016

HANOI
VINHOMES TIMES CITY
Luxury modern apartments with the eco-friendly Singaporean architectural style in Hai Ba Trung District, southeast of Hanoi.
COMPLETION Vinhomes Times City
2015
Vinomes Times City – Park Hill
2017

HANOI
VINHOMES RIVERSIDE & THE HARMONY
A high-end ecological urban area located in Long Bien District, Hanoi. Its villas incorporate French, Indochinese, Venetian, and Greek architectural styles with large amounts of open green space.
COMPLETION
Vinhomes Riverside
2014
Vinhomes The Harmony
2018

HANOI
VINHOMES NGUYEN CHI THANH
A mixed-use high-rise luxury development featuring natural light and private garden for owners. The project is on Nguyen Chi Thanh Street, which connects the CBD with the new urban area in West Hanoi.
COMPLETION 2016
HO CHI MINH CITY
VINHOMES CENTRAL PARK
A high-end mixed-use development inspired by New York’s Central Park located in Binh Thanh District, Ho Chi Minh City and adjacent to District 1’s CBD. Vinhomes Central Park includes the largest riverside park in the city and the tallest building in Vietnam, Landmark 81, at 461 meters.

COMPLETION
2018

QUANG NINH
VINHOMES DRAGON BAY
Luxury villas and shophouses centrally located in the administrative center of Ha Long City, close to the many facilities and amenities of Ha Long, with direct access to the City’s airport, marina, seaport, Bai Chay Bridge, and the cable car to Ha Long Bay.

COMPLETION
2018

HO CHI MINH CITY
VINHOMES GOLDEN RIVER
One of the most exclusive and luxurious projects on the Saigon River and in the heart of District 1, Ho Chi Minh City. The project offers convenience and luxury, equipped with Smart Home technology.

COMPLETION
2018
HANOI
VINHOMES IMPERIA
A five-star mixed-use complex with 1,500 luxury villas and a 45-storey hotel tower, located in Hong Bang District, Hai Phong City
HANDOVER
2017

HANOI
VINHOMES GREEN BAY
Exclusive luxury villa and apartment complex located in a green space with an 8-hectare reservoir and a 2.6-hectare park in the new Nam Tu Liem administrative area of Hanoi
HANDOVER
2017

HAI PHONG
VINHOMES IMPERIA
A five-star mixed-use complex with 1,500 luxury villas and a 45-storey hotel tower, located in Hong Bang District, Hai Phong City
HANDOVER
2017

HANOI
VINHOMES METROPOLIS
The only large-scale mixed-use project in the exclusive diplomatic neighborhood in Ba Dinh, one of the four central districts in Hanoi
HANDOVER
2018
HANOI
VINHOMES SKYLAKE
A mixed-use development in Nam Tu Liem District, the new administrative center of Hanoi. The project is adjacent and looks over the 32-hectare Cau Giay park and reservoir, of which the reservoir water surface is 19 hectares.

HANDOVER
2019

HANOI
VINHOMES WEST POINT
Vinhomes West Point offers more than 1,400 luxury apartments including unique Dual Key Officetels and a wide range of facilities.

HANDOVER
2020

HANOI
VINCITY OCEAN PARK
The largest integrated mixed-use master development in Hanoi. Encompassing over 420 hectares, the project follows the modern Singapore style and offers a wide variety of amenities for residents.

HANDOVER
2019
Vincom Retail is the largest retail real estate developer in Vietnam, with a leadership position in developing, operating, and managing shopping malls. Our malls offer shopping, entertainment, and dining, as well as cultural and recreational experiences.

This combination of services has set a new standard for Vietnamese retail, establishing Vincom Retail as the market leader in modern retail real estate investment and management.

Vincom Retail’s extensive national network provides high brand awareness, while regular marketing programs and campaigns attract shoppers and visitors to our malls. Our tenants are able to expand to multiple retail markets with different retail formats through our growing network. Vincom Retail is therefore able to attract and retain the best international and local tenants.

Vincom Retail Joint Stock Company was listed on the Ho Chi Minh City Stock Exchange on November 6, 2017, under ticker VRE.
Vincom Retail operates four distinct formats:

- **Vincom Centers** and **Vincom Mega Malls** are all-in-one destinations with the most extensive product offerings.
- **Vincom Plazas** and **Vincom+** are community malls designed for middle-income families and consumers.

**Vincom Center**

**FOR THE SHOPPING ELITE**

Vincom Center retail malls are located in prime locations in the central business districts of Hanoi and Ho Chi Minh City. With a wide range of leading domestic and international brands, Vincom Centers offer world-class choices to consumers in the middle and upper income groups. There are currently five Vincom Center malls: Ba Trieu, Nguyen Chi Thanh and Pham Ngoc Thach in Hanoi, Dong Khoi and Landmark 81 in Ho Chi Minh City.

**Vincom Mega Mall**

**FOR THE MODERN LIFESTYLE**

Vincom Mega Malls are large lifestyle malls located in the center of integrated developments or densely populated areas in key cities. They are “fortress malls” and contain thousands of retail, entertainment, family-friendly facilities and culinary options, targeted at addressing the lifestyle needs of families and younger middle income consumers. There are currently three Vincom Mega Malls: Times City and Royal City in Hanoi, and Thao Dien in Ho Chi Minh City.

**Vincom Plaza**

**THE FAMILY FAVOURITE**

Vincom Plaza malls are designed for families living in and around smaller cities and outside the central core of large cities like Hanoi and Ho Chi Minh City. Vincom Retail currently operates 41 Vincom Plaza malls in 31 cities and provinces throughout Vietnam.

**Vincom+**

**TRANSFORMING RETAIL BEHAVIOUR**

The Vincom+ network of community retail malls are in medium-density non-central locations in Hanoi and Ho Chi Minh City, as well as the central core of towns and provinces with population of more than 30,000 people. There are currently 11 Vincom+ retail malls in nine provinces.
2. Hospitality and Entertainment

VINPEARL

Vinpearl is a leading developer and operator of hospitality and entertainment properties in Vietnam. Vinpearl offerings include five-star and above five-star resorts, hotels, condotels, and beach villas.

Vinpearl properties are world-class destinations with resorts, amusement parks, and four international-standard golf courses under the Vinpearl Golf brand. Vinpearl resorts and hotels are managed under four distinct brands: two Vinpearl Luxury properties, 15 Vinpearl Hotels & Resorts properties, seven Vinpearl Discovery properties, and one VinOasis property in order to cater to different customer profiles and income levels.

Vinpearl projects are located in popular tourist destinations along the coast of Vietnam and in major cities.

Vinpearl resorts and hotels are favored by customers for their creativity and uniqueness.

- 14,000 Hotel and Villa Rooms
- 2.6 million Guest-Nights Sold
- 25 Properties Throughout Vietnam
## Vinpearl Luxury

<table>
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<th>Offerings</th>
<th>Launched In</th>
<th>Hotel and Villa Rooms</th>
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<td>Da Nang</td>
<td>Villas, Hotel</td>
<td>2011</td>
<td>328</td>
</tr>
<tr>
<td>Nha Trang</td>
<td>Villas</td>
<td>2011</td>
<td>84</td>
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Vinpearl Hotels & Resorts

GUANG NAM
VINPEARL RESORT & GOLF
NAM HOI AN

OFFERINGS
Villas, hotel

LAUNCHED IN
2018

HOTEL AND VILLA ROOMS
809

NHA TRANG
VINPEARL RESORT & SPA
NHA TRANG BAY

OFFERINGS
Villas, hotel

LAUNCHED IN
2015

HOTEL AND VILLA ROOMS
995
VINPEARL HOTEL HUE

- Offerings: Hotel
- Launched in: 2018
- Hotel rooms: 213

VINPEARL HOTEL HA TINH

- Offerings: Hotel
- Launched in: 2017
- Hotel rooms: 311
Vinpearl Discovery

DANANG
VINPEARL CONDOTEL RIVERFRONT DA NANG

OFFERINGS
Hotel

LAUNCHED IN
2018

HOTEL ROOMS
864

PHU QUOC
VINPEARL DISCOVERY 2 PHU QUOC

OFFERINGS
Villas

LAUNCHED IN
2017

VILLA ROOMS
692

VinOasis

PHU QUOC
VINOASIS PHU QUOC

OFFERINGS
Hotel

LAUNCHED IN
2018

HOTEL ROOMS
1,378
VINPEARL LAND

A network of high-quality amusement parks, and animal conservation parks located in Vinpearl mixed-use hospitality developments throughout the country. These large-scale complexes are comparable to leading global theme parks.

After more than ten years of operation, Vinpearl Land currently owns and operates four Vinpearl Land amusement parks and two Vinpearl Safari animal conservation parks in four provinces in Vietnam.

VINATA

VinTaTa Animation Studio fulfills its mission of “laughter for children” by creating “made in Vietnam” animated films that use advanced special effects. These films highlight time-honored Vietnam values of truth, goodness, and beauty. They also accomplish educational and cultural purposes. The monkey Monta not only plays a key role in the films, but is also VinTaTa’s mascot.

Last but not least, VinTaTa accompanies and promotes Vinpearl Land amusement parks and plays an important role in The Group’s integrated entertainment and theme park development strategy.
3. Consumer Retail

VINMART AND VINMART+

VinMart supermarkets and VinMart+ minimarts and convenience stores win customers’ trust by providing quality products from trusted suppliers, supported by exceptional service.

As of September 30, 2018, there are 99 VinMart supermarkets* and 1,375 VinMart+ convenience stores in Hanoi, Ho Chi Minh City, and many other provinces.

VINPRO

VinPro is the Group’s retail chain for electronics, smartphones, tablets, laptops and home appliances.

With the acquisition of Vien Thong A, as of September 30, 2018, VinPro operates 49 stores in Vincom Retail malls and 186 Vien Thong A stores in prime locations throughout Vietnam.

*Includes 23 Fivimart supermarkets following an acquisition completed in October of 2018.
ADAYROI!

Adayroi is Vietnam’s leading e-commerce website. Its mission is to bring modern, convenient online shopping to Vietnamese families.

Adayroi’s distinct advantages include the prestige and product quality of their suppliers. Adayroi has one of the most diversified product ranges in the e-commerce market, including fresh food, fashion, health & beauty, mobile phones & tablets, household appliances, electronics & technology, mom & baby, and services such as hospitality & entertainment and healthcare packages. The connection with Vingroup’s comprehensive ecosystem of products and services is also unique to Adayroi, allowing this platform to deliver a seamless, personalized experience.

VINID

VinID provides connectivity to all of the products and services in the Vingroup ecosystem. It helps Vingroup’s core businesses expand and improve on profitability.

As of September 30, 2018, the VinID loyalty system is the largest of its kind in Vietnam, with 5.2 million members. VinID members can earn and redeem loyalty points. They can also give or purchase reward points for other cardholders.

VinID features:
• VinID is the country’s largest loyalty program with the highest frequency of online and offline interactions with members.
• It also gathers and analyzes consumer information with a comprehensive database.
• Last but not least, VinID is a powerful CRM center that supports the marketing, sales, and post-sales service functions of Vingroup, and also an integrated provider of convenient payment and consumer finance solutions.

5.2 million
MEMBERS
VINFAST

VinFast was established with a vision to become the leading manufacturer of internal combustion engine cars and environmentally-friendly electric cars, buses, and motorcycles in Southeast Asia. The Group aims to be a Vietnamese brand with progressive technology and international aspirations.

The Group also expects that VinFast’s business of manufacturing cars and electric vehicles to become a catalyst to develop a domestic automobile industry, and to create a knock-on effect on other industries.

VinFast is partnering with world-class car designers and manufacturers including GM, BMW, Bosch, Siemens, Pininfarina, Magna Steyr, AVL, ABB, Schuler and Maruka. These partnerships began with VinFast’s founding on Vietnam’s Reunification Day, September 2, 2017. On June 1, 2018, the VinFast headquarter was opened in the Dinh Vu Economic Zone located in Cat Hai District, Hai Phong.

VINSMART

A new subsidiary, VinSmart Research and Manufacturing Joint Stock Company, was established in June 2018 with the mission of manufacturing smart electronic devices including a smartphone that will be introduced under the Vsmart brand.

The Vsmart smartphone factory will be built at the VinFast manufacturing complex in the Dinh Vu Economic Zone in Hai Phong.

VinFast plans to manufacture five different automotive products in 2019: a five-seat sedan, a Sport Utility Vehicle (SUV), a hatchback, an electric car, and an electric bus.

Vingroup showcased two combustion-engine models at the 2018 Paris Motorshow in October. These two models – the five-seat sedan and the seven-seat SUV – will be shown in Vietnam during the fourth quarter of 2018.
VinFa was established in January of 2018 as Vingroup’s pharmaceutical brand. Its motto is, “Dedicated to Community Health.” VinFa’s vision is to become an international pharmaceutical enterprise.

By employing the most highly skilled healthcare experts, and by using medical equipment imported from the United States, Canada, Europe, and Japan, Vinmec has grown rapidly in just five years in both quality and its range of services.

Vinmec collaborates with international partners to enhance the expertise of physicians and to promote the adoption of new medical techniques and specialized treatments including those in oncology, cerebral palsy, autism, cardio-thoracic surgery, organ transplantation, and robotic surgery. Vinmec is also expanding its popular services in the fields of obstetrics and pediatrics while expanding its cooperation with leading Vietnamese hospitals.
6. Education

VINSCHOOL

-23,000 27 02

STUDENTS ENROLLED
KINDERGARTENS, ELEMENTARY, SECONDARY AND HIGH SCHOOLS NATIONWIDE

AWARDS FROM THE MINISTRY OF EDUCATION AND TRAINING FOR EDUCATIONAL INNOVATION, RECEIVED IN 2015 AND 2016

Vinschool is a comprehensive K-12 educational system with the goal of becoming Vietnam’s leading international school system and an incubator of talent.

All schools in the Vinschool system are not only equipped with advanced educational facilities but also with substantial investments in highly qualified teachers and progressive curricula. This dynamic environment prepares students to take full advantage of both domestic and international opportunities while remaining grounded in Vietnamese culture and values. Vinschool is currently implementing international programs including International Preschool Curriculum, Cambridge International Examinations (CIE), and 21st Century Life Skills – a program being taught at 4,655 International Baccalaureate schools in over 160 countries.

VINUNIVERSITY

VinUniversity (VinUni) was established on March 5, 2018. It is a non-profit, private university and is being developed under international standards. By implementing the best tertiary programs around the world, VinUni aims to achieve a breakthrough in educational quality at the university level in Vietnam.

VinGroup has signed a strategic collaboration agreement with two of the world’s leading higher education institutions, Cornell University (Cornell) and the University of Pennsylvania (Penn).

Cornell will assist VinUni in auditing its infrastructure, hiring faculty and staff, developing curricula, conducting research, and evaluating quality of first undergraduates from VinUni’s Business School and Technology School.

Penn will closely collaborate with VinUni and Vinmec in developing their accredited programs in health sciences, including medical doctor program, residencies, and nursing programs, which meet the highest international standards of professional competency.
7. Agriculture

VinEco was launched in 2015 to provide consumers with a trusted source of clean and safe agricultural products. VinEco has catalyzed the expansion of sustainable farming.

By using the most advanced large-scale greenhouse technology from Israel, Japan, South Korea, Singapore, and France, VinEco follows VietGAP standards in selecting, breeding, producing, semi-processing, preserving and transportation. VinEco products are distributed to VinMart supermarkets, VinMart+ minimarts and convenience stores and the Adayroi e-commerce platform.

8. Technology

VINTECH

Established in August of 2018, VinTech is central to Vingroup’s strategy in the technology sector.

VinTech has four areas of focus:

- **Research & Development**: VinTech established the Big Data Institute to develop data science and artificial intelligence (AI), and the Vin Hi-Tech Research Institute to study next generation materials. VinTech will set up other institutes outside of Vietnam to study a wide range of technology-based applications.
- **In Hanoi, VinTech City will be established as a hub for technology start-up using the Silicon Valley model. VinTech City’s objective is to kick-start entrepreneurial activity in Vietnam.**
- **A technology–focused investment fund** will be established to invest in and collaborate with both local and international technology projects.
- **A fund focused on applied sciences and technology** will also be set up to support scientific research projects of Vietnamese students, university faculty members and start-up community.
Sustainable Development

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Vision for Sustainability

At Vingroup we believe that a sustainable business is one that creates long-term value for its stakeholders. We measure success not only in revenue and profit but also in the degree to which we serve as a catalyst for positive developments in our environment through practical, concrete actions. Vingroup’s sustainability vision promotes harmony among The Group’s many stakeholders and ensures a balance among our four objectives: economic optimization, development of human capital, management of corporate social responsibility, and environmental protection.

Governance

The five transformational principles:

- Elevate
- Standardize
- Simplify
- Automate
- Share

Vingroup’s governance model follows the Five Transformational Principles. Elevate refers to The Group’s emphasis on the importance of individual responsibility and accountability, the individual is the nucleus of all activities. Human resource investments are aimed at developing all employees to be highly competent, professional, and efficient. Management is tasked with clear mission and KPIs and have full accountability for their work. As part of succession planning, managers are assigned to train the next generation of leaders.

The robust governance model will ensure sufficient specialization and close monitoring of business activities. The Group’s goal is to implement the governance model best suited to support Vingroup’s next phase of growth and development.

Vingroup’s governance model is built around subsidiaries as business entities and independent P&Ls while the parent company, Vingroup JSC, plays a strategic role in evaluating and administering each subsidiary. The robust governance model will ensure sufficient specialization and close monitoring of business activities. The Group’s goal is to implement the governance model best suited to support Vingroup’s next phase of growth and development.

The Five Transformational Principles of governance are intended to formalize all operational standards, and subsequently to make them clear and simple. With Standardization, Simplification and Automation, the Corporate office and P&Ls will automate or increase the level of collaboration and sharing of resources, especially in standardized procedures. As a result, Vingroup is able to achieve higher levels of dynamism by automating certain procedures, and increasing the application of technology in order to enhance quality and efficiency while raising customer satisfaction. Last, Share helps our companies to increase staff productivity and the quality of work by maximizing the use of resources, thereby increasing workers’ income.
Social Responsibility

THE KIND HEART FOUNDATION

The Kind Heart Foundation is one of the first charitable funds sponsored by a private company. The Foundation is licensed and managed professionally. Its goal is to link Vingroup’s charitable efforts to its many communities for the development of society.

In recent years, the Kind Heart Foundation has carried out several voluntary activities to support poor people and our communities. These programs include:

- Building houses for families of war heroes and the poor. Building hundreds of houses, schools, and dormitories for students in upland districts.
- Sponsoring thousands of under-privileged students who have good academic results to complete their education. Promoting good reading habits at the community level.
- Building hundreds of kilometers of roads and lighted streets for remote communes.
- Bringing animal breeding techniques to the poor, to create more income and to help people escape poverty in a sustainable way.
- Sponsoring free health checks and cancer screening at Vinmec International Hospital and in many provinces nationwide.
- Taking care of 1,000 Vietnamese heroic mothers and people who have contributed to the Revolution, some of whom are victims of Agent Orange and are in severe difficulty.
- Building hundreds of kilometers of roads and lighted streets for remote communes.
- Bringing animal breeding techniques to the poor, to create more income and to help people escape poverty in a sustainable way.
- Sponsoring free health checks and cancer screening at Vinmec International Hospital and in many provinces nationwide.
- Taking care of 1,000 Vietnamese heroic mothers and people who have contributed to the Revolution, some of whom are victims of Agent Orange and are in severe difficulty.
- Presenting more than 120,000 Tet gifts to the poor throughout the country on the occasion of Tet.
- Organizing Vingroup blood donation drives to help hospitalized patients.

In recent years, flash floods and typhoons have caused great damage to people in flood-prone provinces in the country. The Kind Heart Foundation has organized programs to help flood victims with flood-proof houses, and has built roads and bridges as well as health clinics and classrooms in order to stabilize the daily life for people in flood-prone provinces.

The Foundation also sponsors the Naval Command to enhance its capacity to protect the sovereignty of the Spratly Islands.

The Kind Heart Foundation supports the maintenance of cultural and historic sites to preserve the national heritage.

The Phat Tich Charity and Career Center, in Phat Tich Commune, Tien Du District, Bac Ninh Province, is founded and sponsored by the Kind Heart Foundation. It provides care and education for nearly 120 orphans and the elderly who have no one else to rely on.
PVF is a center for training young football talents which aims to contribute to the development of football in Vietnam. PVF is a privately organized non-profit organization.

Since 2010, PVF teams won 17 championships and got to second place eight times in the Vietnamese Youth Championships. In addition, the teams won six championships, three second places and one third place at the international Youth Championships. Many PVF students have gone on to play successfully in the U15, U16, U17, U20, and U23 national football teams and have competed in major tournaments, such as the U20 World Cup final in 2017 and second place in the U23 Asian Cup final in 2018.

At the end of 2017, PVF opened the Youth Football Training Center, one of the largest training facilities in Southeast Asia, in Van Giang District, Hung Yen Province.

The new center is located in an area of nearly 22 hectares. It will meet international standards with training grounds, a modern stadium, comfortable dormitories, and facilities for sports science and healthcare, many of which are the best in Asia.

Among the leading domestic and international coaches and trainers supporting PVF are Football Manager Ryan Giggs, Technical Director Philippe Troussier, Coach Hoang Anh Tuan, Coach Dinh The Nam and Assistant Coaches Nguyen Viet Thang and Le Phuoc Tu.
VINCOM CENTER FOR CONTEMPORARY ART (VCCA)

VCCA is a large-scale not-for-profit contemporary art center that has been developed and financed by Vingroup with the mission of bringing art appreciation opportunities to the public with quality art events.

VCCA’s goal is to become a leading art center in Vietnam, connecting artists and the art community.

VCCA collects, preserves, and promotes the arts in order to promote Vietnamese art history, organize art exhibitions, and introduce contemporary artworks to the public. VCCA also nurtures young artists and organizes exhibits and other art events.

Lastly, the Center engages in the business of collecting and dealing in the art market in Vietnam, in order to promote the integration of Vietnamese art with the global art market.

Since its inception in June 2017, VCCA has organized numerous events such as art exhibits by famous Vietnamese artists, art talks with the participation of Vietnamese and international artists and art historians, and conducted workshops to promote a wide range of artistic endeavors. Together, these events have drawn thousands of visitors.
HOSPITALS AND SCHOOLS UNDER NON-PROFIT MODEL

In September 2016, Vingroup converted Vinmec and Vinschool into social enterprises. Accordingly, Vingroup commits to reinvest one hundred percent of profit generated by Vinmec and Vinschool in the improvement and development of these entities, enhancing human resources, upgrading facilities and equipment and funding for R&D, promoting technology transfer and facilitating international cooperation.
Environmental Protection

- Public lighting use is minimized to conserve energy. LED bulbs are used wherever possible.
- Vinhomes projects are designed with low-density housing, lots of greenery and nearby reservoirs or rivers, all of which contribute to a cleaner atmosphere.
- Apartment projects use low-E glass to restrict UV light and reduce energy consumption.

- Vinpearl uses salt instead of chemical pesticides to remove weeds surrounding golf courses so as not to pose any threat to the surrounding area or to wild animals.
- VinEco employs cyclic hydroponic greenhouses and advanced drip irrigation to reduce water and power consumption. Houses are designed to maximize natural ventilation and reduce power usage.
- VinPearl Phu Quoc implements strict control of boiler operation, classification of non-thermal laundry items, thus saving an average of 15-20% of the oil cost per month.
- The Group’s next generation of automotive products will include electric scooters and electric cars; these are products that protect the environment by saving on power and reducing the use of fossil fuels.

Human Capital Development

- Build a strong corporate culture with the seminar series entitled “We are the Vingroup Great Family” and “Red Dye Vingroup” which attracted 14,500 participants.
- Foster team spirit by organizing community involvement and employee charitable activities. In addition to weekly and monthly activities including football, tennis, and badminton games and monthly and quarterly festivals, The Group also encourages employees to participate in volunteer activities such as providing clothes and books for children living in orphanages and in remote districts throughout the country.
Vingroup Workplace
Culture and Values

Equity, transparency, and the utmost respect for discipline are the principles underlying Vingroup’s workplace standards.

• Policies, regulations, and procedures are simple and effective, widely circulated, consistently applied, and accessible.
• There are specific and transparent criteria of evaluation. Rewards and penalties are clearly stated, fair, and timely.
• All employees are determined to oppose and eliminate fraudulent behavior, and lack of discipline or accountability.

Vingroup provides a wide range of programs and company events for developing a strong corporate culture and for promoting employee engagement.

• These programs are carefully planned and implemented in each business unit and location across The Group.
• Vingroup organizes internal communications programs to transmit the direction, culture, and policies of The Group to every employee. There are frequent programs to improve productivity and performance levels. Vingroup aims to strengthen its corporate culture throughout the organization.

Vingroup managers must be effective, passionate, pioneering, and committed.

• Leaders are expected to provide strategic vision, and to display positive thinking, courage, and devotion to duty. They must provide strong leadership when facing challenges, and must set clear examples for their subordinates.
• Managers are expected to set up and run organizations that are simple, effective, and highly adaptable. They must be able to train and prepare their successors, and to delegate authority when necessary.
• Managers must demonstrate the ability to lead their teams to achieve business goals.

Vingroup maintains competitive compensation and benefit program.

• Wage and benefit levels exceed market averages at every level of employment.

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Vingroup focuses on effective learning and development (L&D) programs.

• L&D activities are planned and implemented throughout The Group to ensure that every employee learns, and Vingroup units develop into organizations that learn and grow.
• Each business unit is required to prepare and implement training plans and skill assessments that incorporate evaluation and monitoring at regular intervals.
• Vingroup provides sufficient budget and physical facilities so that every business may conduct effective training.

Vingroup’s policy is that everyone must create a well-defined career path and be given opportunities for growth.

• Each role must include a succession plan. Every employee must be well informed about business planning, leadership training, in order to plan their own career paths.
• Employees will be given opportunities for challenge and growth so that they can develop their talents to the fullest extent. It is also expected that those employees with the skills and aptitude for a management role will be given the opportunity to reach that level.

Vingroup promotes occupational health and safety in all of its facilities.

• Vingroup provides well-organized and fully equipped workplaces so that everyone can work effectively.
• Employees are expected to comply with all occupational health and safety regulations. The Group regularly trains, monitors, and evaluates compliance with occupational health and safety rules. As part of this program, The Group provides periodic, free medical check-ups for all employees.

Vingroup provides a wide range of programs for developing a strong corporate culture and for promoting employee engagement.

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Vingroup operates eight core businesses within eight groups of subsidiary companies, each structured into separate profit-and-loss (P&L) centers.

Subsidiary companies in eight businesses retain self-governance capacity, have their own balance sheets, and are accountable for their own business plans and financial performance. The corporate divisions in Vingroup JSC, the parent company, provide support, supervision, and operational direction to the P&Ls. They also play a leading role in the committees and working groups that meet to assess, monitor, and make decisions regarding The Group and its business units.
Mr. Pham Nhat Vuong
CHAIRMAN

Mr. Pham Nhat Vuong was elected to the Board in 2002 and elected Chairman in 2011. He has a long track record as an entrepreneur both inside and outside Vietnam. He established The Group’s core businesses, starting with its two initial brands, Vincom and Vinpearl.

In 2012, Mr. Vuong was honored as the only billionaire in Vietnam by Forbes and retained the position as the billionaire with the highest net worth in Vietnam according to Forbes Magazine’s list of the world’s wealthiest people.

Ms. Pham Thuy Hang
VICE CHAIRWOMAN

Ms. Pham Thu Huong
VICE CHAIRWOMAN

Ms. Nguyen Dieu Linh
VICE CHAIRWOMAN AND AUTHORIZED SPOKESPERSON

Ms. Thanh Thuy Le
VICE CHAIRWOMAN AND INDEPENDENT BOARD MEMBER

Mr. Le Khac Hiep
VICE CHAIRWOMAN AND INDEPENDENT BOARD MEMBER

Mr. Nguyen Viet Quang
BOARD MEMBER AND CEO DEPUTY CEO

Mr. Joseph Raymond Gagnon
INDEPENDENT BOARD MEMBER

Mr. Ling Chung Yee Roy
INDEPENDENT BOARD MEMBER

Mr. Marc Villiers Townsend
INDEPENDENT BOARD MEMBER

Mr. James B. DeLuca
CEO, VINFAST

Ms. Le Mai Lan
VICE CHAIRWOMAN, VINACADEMY

Ms. Le Mai Lan
VICE CHAIRWOMAN, VINACADEMY

Ms. James B. DeLuca
CEO, VINFAST

Ms. Le Mai Lan
VICE CHAIRWOMAN, VINACADEMY

Ms. Pham Thuy Hang
VICE CHAIRWOMAN

Ms. Pham Thu Huong
VICE CHAIRWOMAN

Ms. Nguyen Dieu Linh
VICE CHAIRWOMAN AND AUTHORIZED SPOKESPERSON

Ms. Le Thi Thu Thuy
VICE CHAIRWOMAN, VINFAST

Ms. Thai Thi Thanh Hai
VICE CHAIRWOMAN, VINCOMMERCE

Ms. Le Mai Lan
VICE CHAIRWOMAN, VINACADEMY

Ms. James B. DeLuca
CEO, VINFAST
Awards

INTERNATIONAL AWARDS

2012
• Vietnam's Best Retail Developer – Euromoney
• Best Developer (Vietnam) – South East Asia Property Awards
• Best Villa Development (Vietnam – Vincom Village) – South East Asia Property Awards

2013
• Vinhomes Riverside was named "Best Mauai Island Development – Asia Pacific" – International Property Awards

2014
• Top 100 ASEAN Companies – Nikkei Asian Review
• Top 100 ASEAN Companies – Standard and Poor's
• Region's Best Borrower – Vietnam – FinanceAsia
• Best Developer in Vietnam – South East Asia Property Awards
• Best Retail Developer in Vietnam – Euromoney Magazine
• Best Retail Development in Vietnam for Vincom Mega Mall Royal City – Asia Pacific Property Awards

2015
• One of Asia's 100 most dynamic companies – the Asia300 – Nikkei Asian Review
• Vinhomes, Vincom Retail, Vinpearl, Saigonjsc and Hanoi Southern JSC were named among Top 50 Most Valuable Brands in Vietnam – Brand Finance
• Ranked third in Forbes’ list of Vietnam’s most valuable company brands – Forbes Vietnam
• Best Developer Overall – Vietnam, Best Mixed-Use Developer – Vietnam and Best Hotel/Leisure Developer – Vietnam – Euromoney
• Vietnam Best Mixed-Use Development for Vinhomes Times City and Vietnam Best Retail Development for Vincom Mega Mall Times City – Asia Pacific Property Awards

2016
• One of Asia's 100 most dynamic companies – the Asia300 – Nikkei Asian Review
• Vinhomes, Vincom Retail, VinCommerce, Vinpearl and Hanoi Southern JSC were named among Top 50 Most Valuable Brands in Vietnam – Brand Finance
• Best High-Rise Development for Landmark 81, Best Mixed-Use Development for Vinhomes Central Park and Best Residential Landscape Architecture for Vinhomes Times City – Park Hill – Asia Pacific Property Awards
• Vietnam's Best International Syndicated Loan – The Asset
• Vietnam's Best Property Development Company – Acquisition International Global
• Vietnam's Best Property Developer – Global Banking & Finance Review
• Top Ten Developers Award – BCI Asia (Building and Construction Information)

2017
• One of Asia's 300 most dynamic companies – the Asia300 – Nikkei Asian Review
• Best Private Equity Deal – FinanceAsia
• Best Frontier Market Transaction – International Financing Review Asia
• Vinhomes, Vincom Retail, VinCommerce and Vinpearl were named among Top 50 Most Valuable Brands in Vietnam – Brand Finance
• Best Real Estate Developer, Best Mixed-Use Developer, Best Retail Developer and Best Hospitality Developer – Euromoney
• The Best High Rise Buildings for Vinhomes Metropolis and The Best High Rise Architectural Buildings for Landmark 81 – International Property Awards
• Best Marine Resort in Vietnam for Vinpearl Da Nang Resort & Villas – World Travel Award

2018
• Top Ten Developers Award – BCI Asia
• Asia's Fab 50, Top 50 Listed Companies (Vietnam), Top 40 Most Valuable Brands in Vietnam – Forbes
• Best Retail Developer and Best Hospitality Developer – Euromoney

NATIONAL AWARDS

2013
• Best Real Estate Developer, Best Mixed-Use Developer, Best Hotel and Leisure Developer – Asia300 – Nikkei Asian Review

2014
• The Best High Rise Buildings for Vinhomes Metropolis and The Best High Rise Architectural Buildings for Landmark 81 – International Property Awards

2015
• Best Retail Developer and Best Hospitality Developer – Euromoney

2016
• One of the ten best enterprises for employees, 2016 – 2017 – Labor Magazine and Ministry of Labor, Invalids, and Social Affairs
• Best workplace in four categories: Real Estate, Architecture & Design, Retail, Wholesale, & Commerce, Restaurants & Hotels, and Education & Training

2017
• One of the ten best enterprises for employees, 2016 – 2017 – Labor Magazine and Ministry of Labor, Invalids, and Social Affairs
• Best workplace in four categories: Real Estate, Architecture & Design, Retail, Wholesale, & Commerce, Restaurants & Hotels, and Education & Training

2018
• One of Vietnam’s leading brands, 2018 – Vietnam Intellectual Property Association (VIPA), Vietnam Union of Science and Technology, and VCCI
CHAPTER 4 – GENERAL INFORMATION

VINHOMES JOINT STOCK COMPANY

Headquarters: Vinhomes Times City, 458 Minh Khai, Van Phuc Ward, Ha Ba Trung District, Hanoi
Tel: +84 24 3975 9500
Fax: +84 24 3975 9511
Website: www.vinhomes.com.vn
Email: info@vinhomes.com.vn, press@vinhomes.com.vn

VINCOM RETAIL JOINT STOCK COMPANY

Headquarters: Vincom Plaza Times City, 458 Minh Khai, Binh Thanh District, Ho Chi Minh City
Email: www.vincom.com.vn
Website: www.vincom.com.vn

Vincom Business Area

- Vincom Business Area 3
  7 Bang Lang 1, Vinhomes Riverside, Dong Da District, Hanoi
  Vincom Business Area 4
  234 Pham Van Dong, Co Nhue 1 Ward, Bac Tu Liem District, Hanoi

Vinhomes West Point

Lot 12, Pham Hung, My Dong Ward, Nam Tu Lien District, Hanoi

Vincom Dong Khoi

72 Le Thanh Ton, Ben Nghe Ward, District 1, Ho Chi Minh City

Vinhomes Central Park

18-22 Nguyen Van Cu, Binh Thanh District, Ho Chi Minh City

Vinhomes Golden River

2 Tran Duc Thang, Ben Nghe Ward, District 1, Ho Chi Minh City

Vinhomes Imperia Hai Phong

Thuong Lai Ward, Hong Bong District, Hai Phong

Vinhomes Dragon Bay

Hong Giang Ward, Ho Long City, Quang Ninh

Vinhomes Bac Ninh

Intersection 6, Suoi Hao Ward, Bac Ninh City, Hung Yen

Vinhomes Star City

Dong Hai – Dong Hoa Wards, Thanh Hoa City, Thanh Hoa

Vinhomes Ha Tay

Ha Huy Tap and Ham Nghe Intersection, Ha Huy Tap Ward, Hai Thinh City, Hai Phong

Vinhomes New Center

Thanh Lien Ward, Hai Thinh City, Hai Phong

VinCity Green Plaza

Tran Quy Cuu, Tran Cuu Xa – Khu Vu – Do Tan Communes, Gia Lam District, Hanoi

VINCOM RETAIL JOINT STOCK COMPANY

Headquarters: 7 Bang Lang 1, Vinhomes Riverside, Van Hung Ward, Long Bien District, Hanoi
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VINGROUP CORPORATE PROFILE

CHAPTER 4 – GENERAL INFORMATION

Network

VINHOMES JOINT STOCK COMPANY

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VINCOM RETAIL JOINT STOCK COMPANY

Headquarters: Vincom Plaza Times City, 458 Minh Khai, Binh Thanh District, Ho Chi Minh City
Email: www.vincom.com.vn
Website: www.vincom.com.vn

Vincom Business Area

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Vinhomes Dragon Bay

Hong Giang Ward, Ho Long City, Quang Ninh

Vinhomes Bac Ninh

Intersection 6, Suoi Hao Ward, Bac Ninh City, Hung Yen

Vinhomes Star City

Dong Hai – Dong Hoa Wards, Thanh Hoa City, Thanh Hoa

Vinhomes Ha Tay

Ha Huy Tap and Ham Nghe Intersection, Ha Huy Tap Ward, Hai Thinh City, Hai Phong

Vinhomes New Center

Thanh Lien Ward, Hai Thinh City, Hai Phong

VinCity Green Plaza

Tran Quy Cuu, Tran Cuu Xa – Khu Vu – Do Tan Communes, Gia Lam District, Hanoi

VINCOM RETAIL JOINT STOCK COMPANY

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VINGROUP CORPORATE PROFILE

CHAPTER 4 – GENERAL INFORMATION
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VINFAST TRADING AND PRODUCTION LIMITED LIABILITY COMPANY

Headquarters: Dinh Vu Economic Zone – Cat Hai Island, Cat Hai Commune, Cat Hai District, Hai Phong

Tel: +84 24 3974 8579

Website: vinfast.vn

Email: contact@vinfast.vn

VinFast Production Facilities

- VinEco Da Loan
  Tahoe Village, Da Loan Commune, Duc Trong District, Lam Dong

- VinEco Mong Den
  Mong Cai and Dali Long Communes, Konplong District, Kon Tum

- VinEco Cu Chi
  38 Pham Van Col, Pham Van Col Commune, Cu Chi District, Ho Chi Minh City

- VinEco Long Thanh
  Group 12, Village 5, Long Phuc Commune, Long Thanh District, Dong Nai

- VinEco Tam Phuoc
  Km12, National Highway 51, Long Khanh 3 Village, Tam Phuoc Commune, Bien Hoa City, Dong Nai

- VinEco Trang Bom
  Lot 6, Son Cai Village, Trung Hau Commune, Trang Bom District, Dong Nai

VINSMART VINSMART RESEARCH AND MANUFACTURE JOINT STOCK COMPANY

Headquarters: Dinh Vu Economic Zone – Cat Hai Island, Cat Hai Commune, Cat Hai District, Hai Phong

Email: info@vinsmart.net.vn

VINTECH TECHNOLOGY JOINT STOCK COMPANY

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COMPANY NAME
Vingroup JSC

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VIC

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