



No.: 04/2017/BC-TGD-VINGROUP

Hanoi, 01 April 2017

**REPORT OF MANAGEMENT
ON 2016 OPERATION RESULTS AND 2017 BUSINESS PLAN**

Respectfully submitted to: THE ANNUAL GENERAL MEETING OF SHAREHOLDERS

The Vietnamese economy grew at annual rate of 6.21% during 2016, securing its position among the fastest growing economies in Asia. Inflation was at a manageable level and ample bank liquidity was key factors driving the real estate market. Vingroup Joint Stock Company (“**Vingroup**” or the “**Group**”) secured its leading position in real estate sector unveiling 24 projects throughout the country and expanding its scope and footprint, enhancing the quality of goods and services in the remaining segments including Hospitality and Entertainment, Consumer Retail and Social Infrastructure Services. Vingroup has achieved encouraging operation results in 2016 as evidenced by the following figures:

I. 2016 operation results (in accordance with the VAS consolidated financial statements)

1. Net revenue:

In 2015, Vingroup recorded impressive revenue of VND 57.6 trillion, an increase of 69% compared to 2014. Among the core businesses of the Group, the biggest revenue improvement belongs to the Consumer Retail segment, which enjoyed a remarkable growth rate of 115% and recorded net revenue of VND 9.2 trillion. Other segments also saw impressive net revenues: Property at VND 37.3 trillion, an increase of 76%, Retail Leasing at VND 3.3 trillion, an increase of 49%, Hospitality and Entertainment at VND 4.3 trillion, an increase of 49%, Healthcare at VND 1.1 trillion, an increase of 42%, and Education at VND 713 billion, an increase of 39%.

2. Profit after tax: Profit after tax in 2016 reached VND 3.5 trillion.

3. Tax obligations:

- Vingroup's total taxes payable for 2016 amounted to VND 6.6 trillion, of which VND 2.9 trillion was corporate income tax (CIT), VND 3.1 trillion was value-added tax (VAT), and VND 605 billion was other taxes.
- Vingroup paid a total of VND 6.2 trillion to the State Budget in 2016, of which VND 2.3 trillion was corporate income tax (CIT), VND 3.2 trillion was value-added tax (VAT), and VND 714 billion was other taxes.

4. Profit attributable to shareholders:

As audited by Ernst & Young Vietnam Ltd., the total profit after-tax that shareholders of the parent company earned in 2016 was VND 2.4 trillion, resulting in an earnings per share of VND 1,178.

II. 2017 business plan

Our goal in 2017 is to set new records in all business segments: Property, Hospitality and Entertainment, Consumer Retail, Healthcare, Education, and Agriculture. Vingroup will continue to enhance the quality of

its products and services, improve corporate governance and management, and maximize efficiency across all business lines.

With that in mind, Management would like to submit to the AGM our targets for 2017 as follows:

- Net revenue from operations: approximately VND 80.0 trillion
- Profit after tax: approximately VND 3.0 trillion

To:

VINGROUP JOINT STOCK COMPANY

- As stated above;

- Vingroup archives.

(signed)

**DUONG THI MAI HOA
CHIEF EXECUTIVE OFFICER**

Note: Further amendments and supplements to this document may be proposed to the AGM for approval at the General Meeting of Shareholders.