



# Vingroup Corporate Presentation

May 2024

# Corporate Structure



■ Entities listed on HOSE  
■ Entity listed on NASDAQ

Note: All shareholding percentages presented are based on Vingroup's effective interest as of 31 March 2024. 1. Indicates market capitalization of the listed entity. Exchange rate: 24,815 VND/USD as of 29 March 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

## Most Loved and Respected Brands

### 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
- Retail Asia Award 2023

- Vincom Retail - Best Retail Development in Vietnam

### VINASA - Vietnam's Top 10 Digital Technology Companies Awards 2023

- VinBigData - 10 best digital technology companies in Vietnam

### Vietnam Listed Company Awards 2022

- Best Annual Report – Top 10 Large-cap Companies Category

### VnEconomy - Vietnam Economic Times 2022

- Top 10 Brands in Vietnam

### AUTOBEST<sup>1</sup>

- Named VinFast “The Rising Star” – Paris Motor Show 2022



## Best Products

### 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)

### International Property Awards

- The Most Intelligent District – IBcon Digie Awards – Techno Park Tower, Vinhomes Ocean Park (2021)



## Contribution to a Sustainable Economy

### 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 – 2022)

- 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

### Forbes

- Global 2000 (2019-2021)



## Most Successful Transactions

### 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)



# VinFast – One of the World's Leading Smart Electric Vehicle Companies

155,100/52,000

CARS DELIVERED TO DATE/ELECTRIC VEHICLES DELIVERED<sup>1</sup>

119

SHOWROOMS OPENED GLOBALLY<sup>2</sup>

300,000 EVs/annum

CURRENT ANNUAL CAPACITY<sup>4</sup>

276,500/6,600

ELECTRIC SCOOTERS DELIVERED TO DATE<sup>1</sup>/IN THE FIRST 3 MONTHS OF 2024<sup>1</sup>

850,000

CHARGING POINTS<sup>3</sup>

1,200

R&D PROFESSIONALS COLLECTIVELY PRODUCING DIFFERENTIATED TECHNOLOGY FOR VINFAST



Notes:

1. Cumulative to 31 March, 2024. Rounding to the nearest hundredth.

2. Includes VinFast's and dealers' showrooms

3. Includes charging points owned by VinFast in Vietnam and by charging network operators in North America and Europe

4. Maximum current production capacity rate per annum

# 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 VINHOMES<sup>1</sup>

**c.470,000** RESIDENTS AT VINHOMES  
PROPERTIES ACROSS VIETNAM<sup>1</sup>

**USD 28.9 billion** CONTRACTED SALES  
SINCE 2010<sup>1,2</sup>

**USD 7.5 billion** MARKET CAP<sup>2,3</sup> – LARGEST LISTED DEVELOPER,  
TOP 4 LISTED COMPANIES IN VIETNAM



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



11,403 Rooms

30 HOTELS <sup>(1)</sup>  
In 16 cities

1.6MM

ANNUAL ROOMS NIGHTS SOLD <sup>(2)</sup>



7 Parks

>310 HA IN SITE AREA  
In 5 cities

5.9MM

ANNUAL VISITORS <sup>(3)</sup>



4 Courses

90 Holes  
In 4 cities

122K

ANNUAL ROUNDS PLAYED <sup>(4)</sup>



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

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

## All-in-one

SHOPPING – DINING – ENTERTAINMENT  
DESTINATION

## out of 44/63

CITIES, PROVINCES

## 83

OPERATING MALLS

## 1.75 million

RETAIL GFA (sqm)



### Multi – Format Retail Malls

VINCOM CENTER (16% of total GFA)



VINCOM MEGA MALL (29% of total GFA)



VINCOM+ (4% of total GFA)



VINCOM PLAZA (51% of total GFA)



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



VINSCHOOL

An incubator of talent and largest private K-12 education system in Vietnam<sup>1</sup>

50

Campuses under operation in 5 provinces, municipalities<sup>3</sup>

~46,300

Students<sup>3</sup>

6,558

Staffs<sup>3</sup>

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 CIS<sup>2</sup> 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

Employees<sup>1</sup>

1,505

Total bed capacity<sup>1</sup>

7

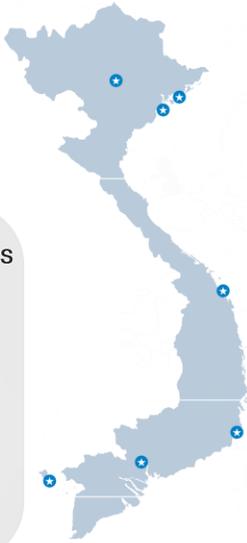
General hospitals  
*2 hospitals accredited for JCI*

4

International clinics

c.5.1 million

Accumulated number of outpatient visits<sup>1</sup>



- International best practices with industry best accreditations**
  - JCI Accreditation for hospital and patient safety
  - AABB Accreditation For Tissue Bank
  - ISO 15189:2012 Accreditation For Laboratories
  - CAP Accreditation For Laboratories
- 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)
- Extensive network with renowned international partners**
  - 
  - 
  -



Note: 1. As of Mar2024.

# 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<sup>(1)</sup>, helped reducing over 29,000 tCO<sub>2</sub>



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



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.



“We want to bring better products to Vietnam. My hope is to change the way things are done by adopting changes in our own lifestyle and the products we consume” – Founder of GSM, Mr. Pham Nhat Vuong, Vingroup Founder and Chairman who owns a 95% stake in GSM



Green Smart Mobility is the world’s first multi-platform green transportation vehicle rental and taxi service, improves service quality and optimizes business efficiency with the use of EVs, provides a “no noise, no gas smoke” experience



■ Social enterprises contributed by Vingroup  
■ Social enterprises contributed by founders of Vingroup

# Company Information

Vingroup Joint Stock Company (“Vingroup”), Vinhomes Joint Stock Company (“Vinhomes”), and Vincom Retail Joint Stock Company’s combined market capitalization: USD 17.4 billion as at 29 March 2024.

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

- Industrials and 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
  - Retail Leasing **Vincom** quality shopping malls
  - Hospitality-focused **Vinpearl** hotels, resorts and beach villas, and **VinWonders** amusement parks and conservation parks
- 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](http://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 – 4<sup>th</sup> 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](mailto:ir@vingroup.net)  
Tel: +84 (24) 3974 9999 (Ext. 9462)  
Fax: +84 (24) 3974 8888