



Delivering the Future of Smart Mobility



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What Smart Mobility Means to Us

High-quality Vehicle and Holistic Ownership Experience to Accelerate EV Adoption

1

Premium Quality Product

2

Inclusive Price

3

Tech-Enabled and Full-Service
Ownership Experience



Our Track Record of Making the Impossible(s) Possible

Premium Auto Manufacturer Focused on Launching EVs into the Global Market

Foundation: 2017 – 2019

Establishment of Manufacturing & Commercial Infrastructure in Vietnam

A-segment
Hatchback:
Fadil



E-segment
Sedan:
Lux A2.0



E-segment
SUV:
Lux SA2.0



Electric Scooters



Acceleration: 2020 – 2021

Dominate local market, Smart tech and Electrification

C-segment
EV SUV:
VF e34



E-segment
SUV:
President



E-Bus:
VinBus



Planned global EV roll-out: 2022+

Expand global footprint

D-segment
EV SUV:
VF 8



E-segment
EV SUV:
VF 9



A-B-C-segment
EV SUVs:
VF 5, 6, 7 ⁽¹⁾



New E-Bus / E-Scooter



VF 8: Bringing Luxury and Convenience to All



Vehicle Overview

- **D-segment SUV**
- Available to consumers in **U.S., Canada Europe and Vietnam**
- Delivering **Q4/2022**

Key Features ⁽¹⁾

- **US \$41,000** Starting Price ⁽²⁾
- **293 miles** (471 km) Range
- **300 kW** Maximum Power
- **369 lb-ft** Torque
- **Smart Infotainment** System – Multiple Voice Assistants, Facial Recognition, "In-Car" E-Commerce
- **Level 2** Advanced Driver Assistance System
- **5-star** NHTSA / **5-star** EURO N-CAP Safety

Notes:

1. Indicated range, max power, torque and safety ratings are targets

2. Starting price before tax incentives, rebates and battery lease payments

VF 9: Premium Full-Size SUV Redefining Luxury

Vehicle Overview

- **E-segment SUV**
- Available to consumers in **U.S., Canada Europe and Vietnam**
- Delivering **Q4/2022**

Key Features ⁽¹⁾

- **US \$56,000** Starting Price ⁽²⁾
- **369 miles** (594 km) Range
- **300 kW** Maximum Power
- **457 lb-ft** Torque
- **Smart Infotainment** System – Multiple Voice Assistants, Facial Recognition, “In-Car” E-Commerce
- **Level 2** Advanced Driver Assistance System
- **5-star** NHTSA / **5-star** EURO N-CAP Safety



Notes:

1. Indicated range, max power, torque and safety ratings are targets

2. Starting price before tax incentives, rebates and battery lease payments

Strong Momentum Following International Debut of Our Planned EV Lineup

Debut of Our Portfolio at CES January 2022



 **>24,000**
reservations in the
first 48 hours



Articles covering VinFast featured by
~2,500
international and local media outlets



~10 million
global audience reached

>21 million
impressions



7.7 million
Views of unveil event livestream
in the first 48 hours

Global Expansion in Action: Our North American Investment

\$2B

Investment by
VinFast

800

Hectare North
Carolina Footprint

250,000

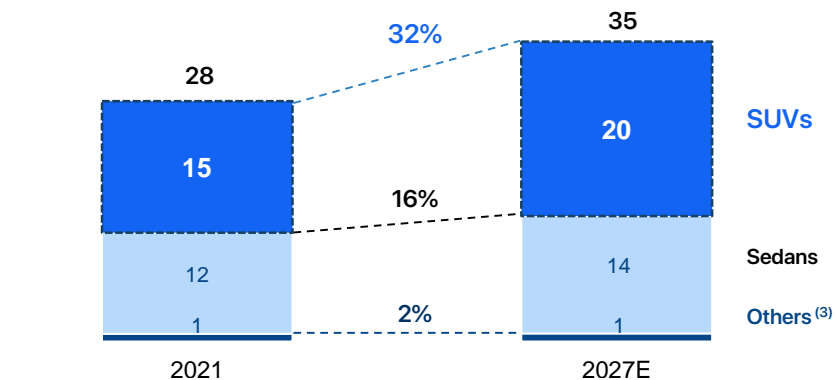
Planned Production
Capacity



Strategic Focus on High Growth Markets

VinFast's Planned Vehicle Lineup⁽¹⁾ to Target the Highest Growth Passenger Vehicle Markets...

Annual Passenger Vehicle Shipments across VinFast Focus Markets⁽²⁾, in Millions



VF 9
(E-segment)



VF 8
(D-segment)



VF 7
(C-segment)



VF e34
(C-segment)



VF 6
(B-segment)



VF 5
(A-segment)

Source: Frost & Sullivan
Notes:

1. VF e34 has been launched to date, with remaining models to be launched by 2023. VF e34 and VF 5 are available only in Vietnam

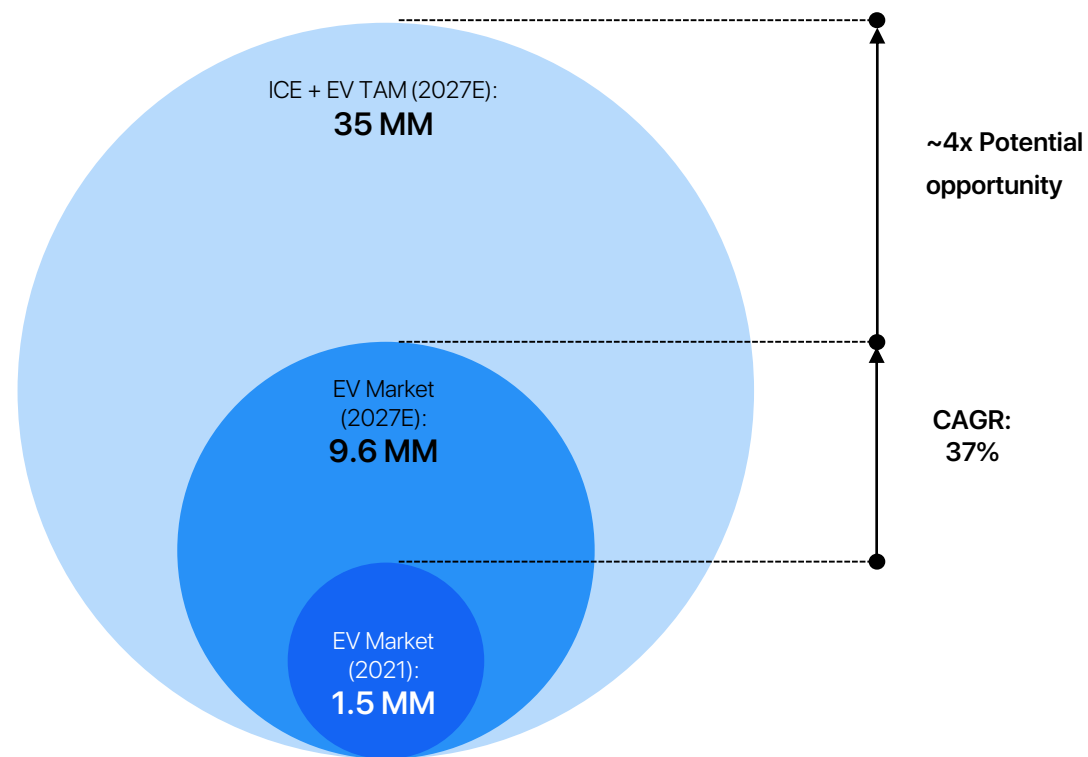
2. VinFast focus markets comprise of Vietnam, US, Canada, and Europe

3. Others refer to Multi Purposes Vehicles

4. Estimated market size of the Passenger Vehicle market representing VinFast addressable segment in 2027

...With Features and Price Point that Target Both ICE and EV Markets

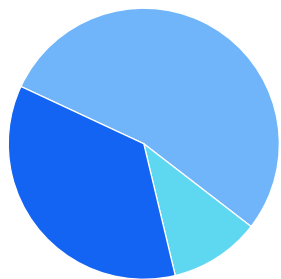
No. of Vehicle Deliveries in VinFast Focus Markets⁽⁴⁾



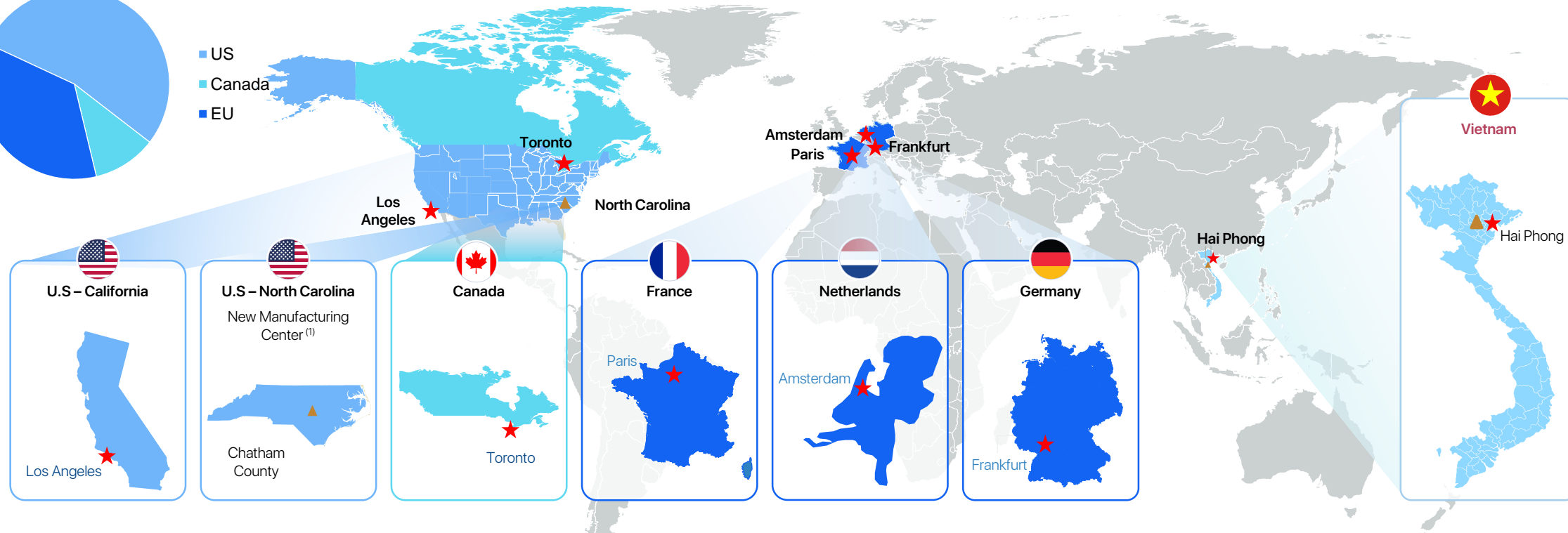
Our Global Roll-out Strategy – O2O Sales Model

Targeting Strategically Located, High Impact Showrooms Underpinned by Efficient Infrastructure and Manufacturing

Planned International Showrooms



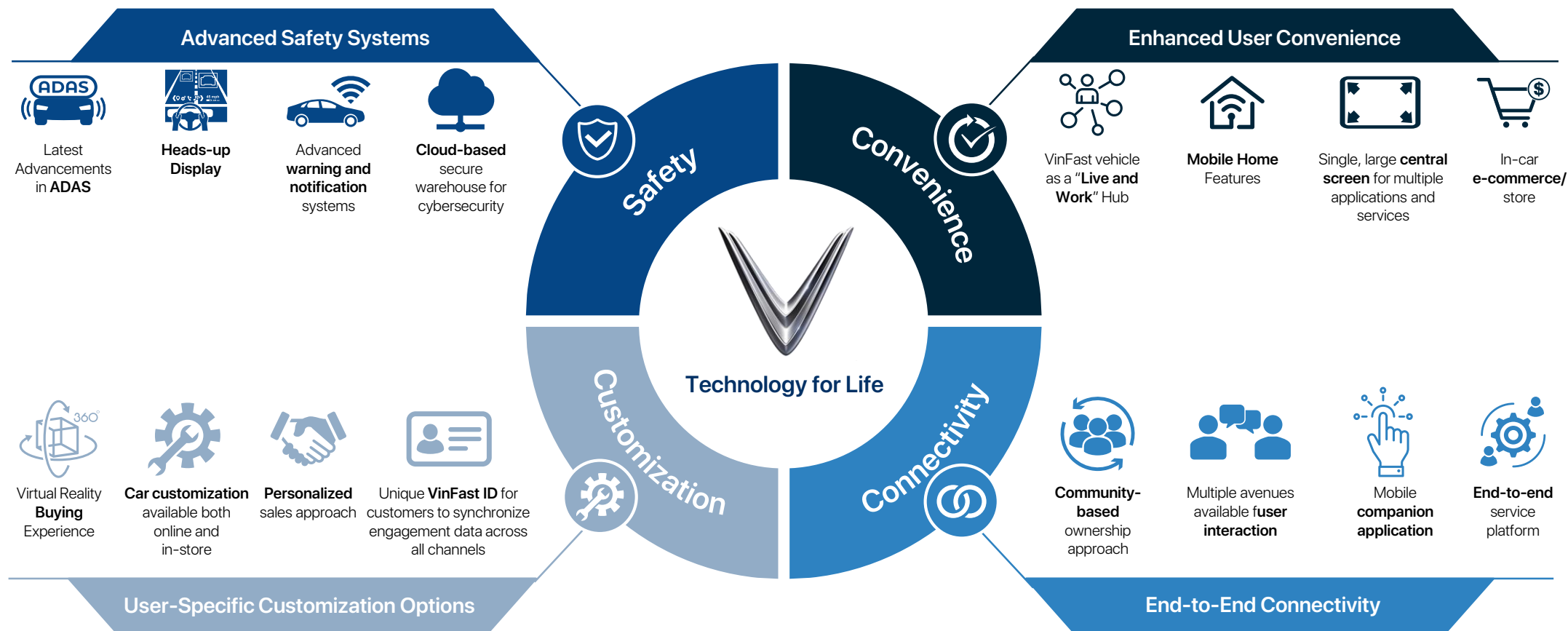
- US
- Canada
- EU



★ Headquarters ▲ Manufacturing Facilities

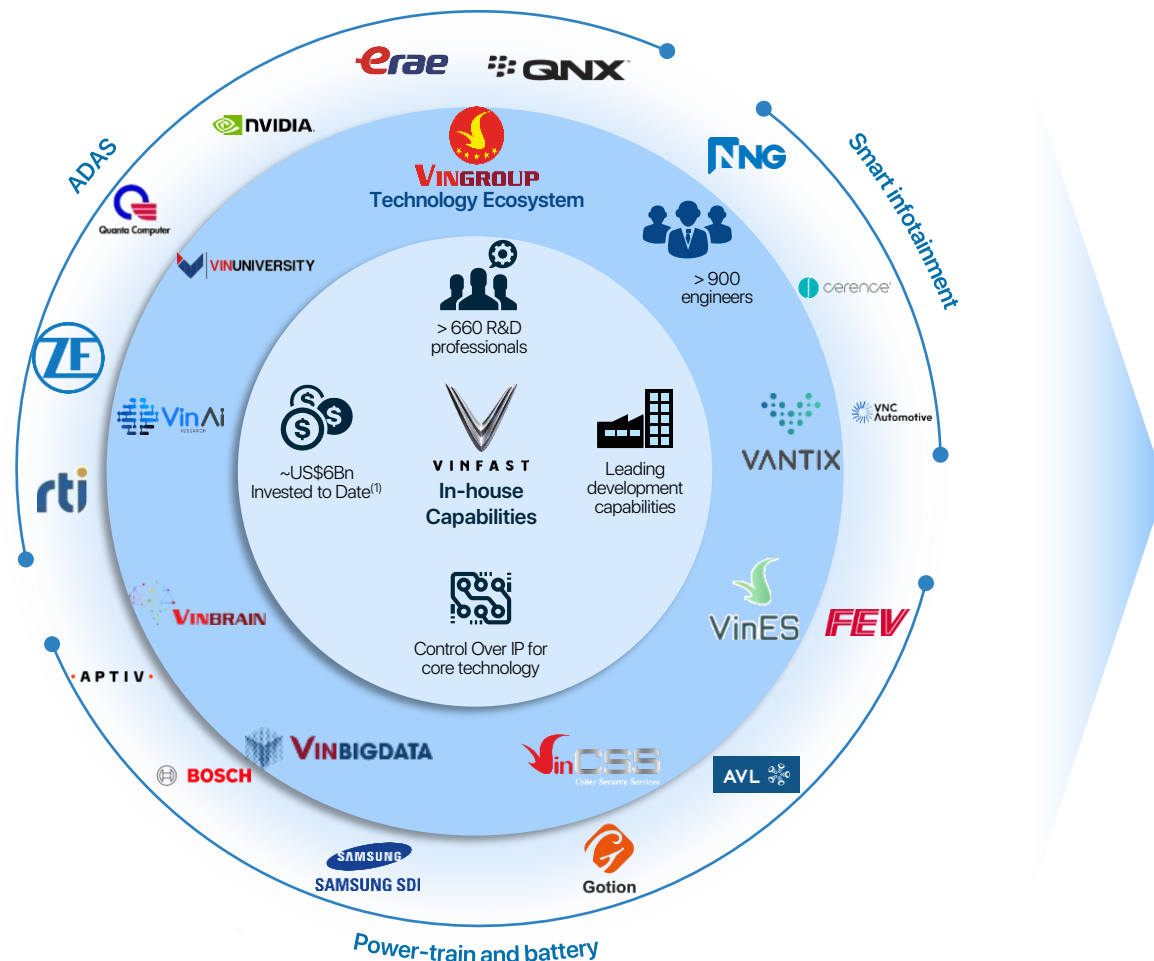
Notes:
1. Manufacturing center in North Carolina is expected to begin phase 1 of construction in 2022 with start of production targeted in Q4 2024.

Innovation-Driven, Technology-Centric Platform



Innovation-Driven, Technology-Centric Platform (cont'd)

Development Capabilities Underpinned by Shared Expertise of Vingroup and Global Partners



Key Advantages of Our "Technology for Life" Platform



Leverage competitive advantage of partners



Enjoy greater margin benefit and **economy-of-scale** uplift



Production efficiency

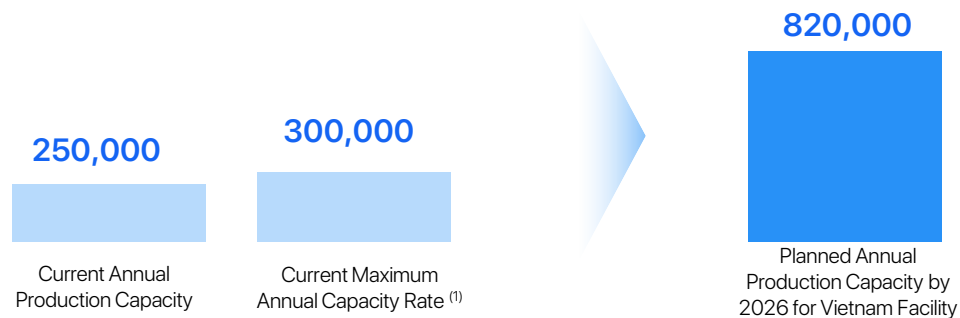


Allow VinFast to focus on **in-house development** of critical components


Highly-Automated and Proven Manufacturing Capabilities


Manufacturing Footprint Spanning 348 Hectares with Capacity to Support Future Growth

Highly Scalable Manufacturing Facility in Vietnam




Fully Operational and Highly Automated

 **>90%**
Automated Press Shop

 **>95%**
Automated Paint Shop

 **>1,250**
Robots

Our Announced Global Expansion

 **North Carolina Announcement**
For first U.S. manufacturing facility in early 2022

 **150,000 units**
Planned Annual Production Capacity in Phase 1 for US Facility



Selected Partners **KUKA** **ABB** **SIEMENS** **DÜRR**

Highly-Automated and Proven Manufacturing Capabilities (cont'd)

On-site Integrated Supplier Park System in Vietnam to Lower Sourcing and Inventory Costs of Key Components

On-Site Sourcing



60%

Current Localization Rate⁽¹⁾

Select On-site Suppliers



Axle, Chassis



LEAR
CORPORATION

Seat



Interior & Exterior Assembly



Key Benefits

Reliable and cost-effective
collaboration with tier-1 global partners

Reduce supply chain disruption

Logistical efficiency

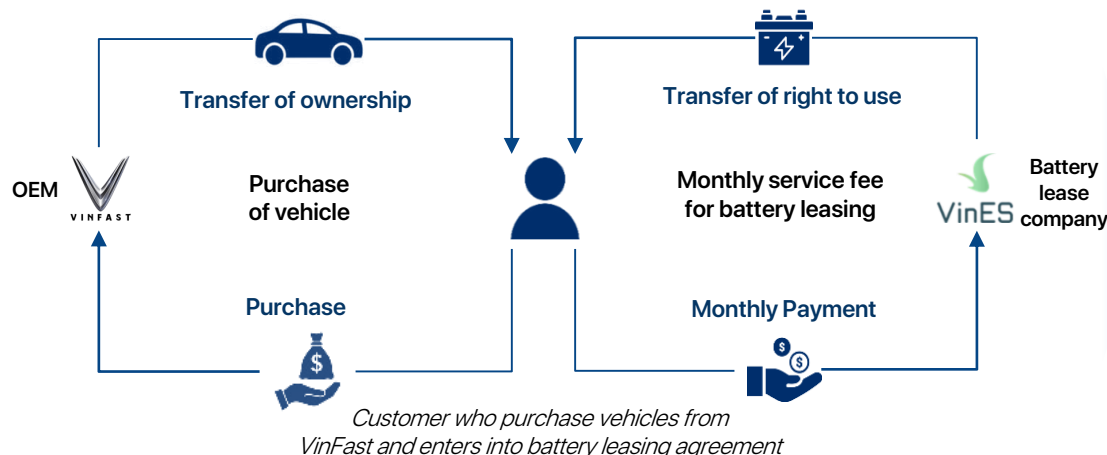
Significant **cost advantage**

Quicker response to market demand
and product changes

Less exposure to obsolescence and
volume related expenses

Innovative Battery Lease Model Aims to Improve Driver Experience and Reduce Cost

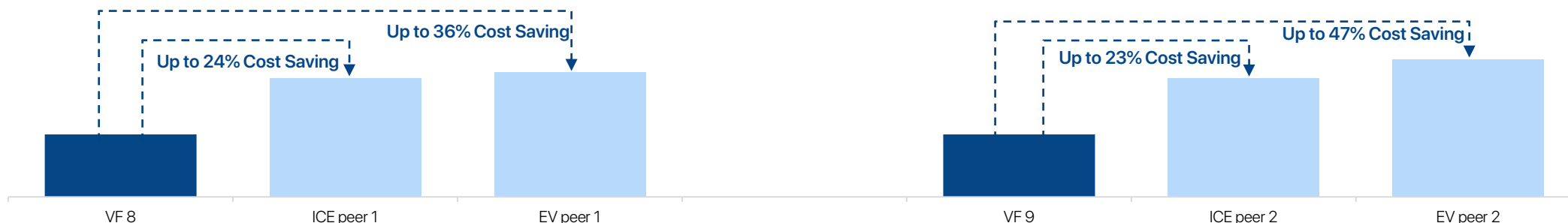
Our Battery Leasing Model



Key Benefits

- ✓ Reduces upfront purchase cost by 15% – 35%, addressing customer's price consideration
- ✓ Lower retail price compared with other EVs and competitively priced against ICE vehicles, with battery lease cost equivalent to gas prices
- ✓ Pay-as-you-go model with monthly payments under **flexible or yearly fixed packages**
- ✓ Hassle and worry-free with all battery-related maintenance and replacement when battery capacity falls below 70% available to customers
- ✓ Enables VinES to retain better control over the lifecycle and disposal of batteries

Total Cost of Ownership ⁽¹⁾



Source: Frost & Sullivan

Note:

1. Five-year total cost of ownership analysis using key assumptions for out-of-pocket expenses (estimated annual cost of electricity or fuel based on 15,000 miles per year, annual maintenance and repairs cost and estimated annual insurance cost) and depreciation cost (difference between purchase price and estimated residual value after 5 years)

Differentiated Ownership Experience to Drive Brand Loyalty

Full Suite of Planned Offerings to Consumers

Fully-Connected Cloud-Based Application

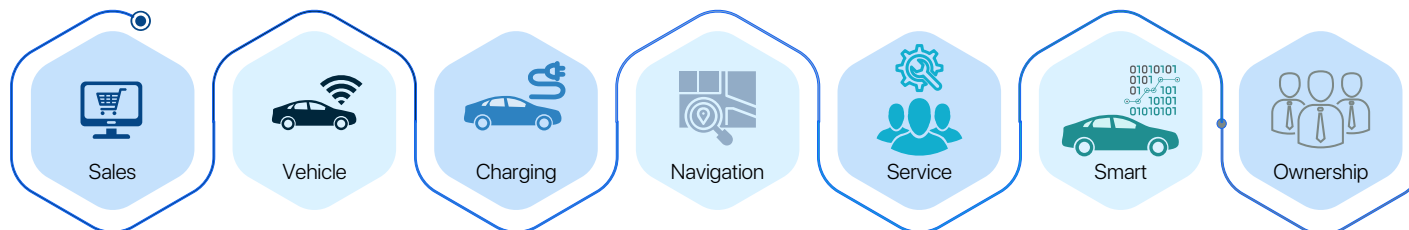
- **Contact center** with VinFast advisors for all demands
- **Cloud-based ecosystem** to ensure seamless **end-to-end journey**
- Smart services in one touch with **mobile application or in-vehicle**
- **Builds user community** with multiple ways of interaction



One of the Best Warranty Packages in the Market

- **10 year / 125,000-miles** warranty
- **10-year** roadside assistance accessible 24/7
- **10-year** corrosion warranty
- **Lifetime battery warranty** with replacement once capacity falls below 70%

Fully Connected
Experience
Throughout the
Customer Journey



Convenient and
Worry-Free EV
Ownership
Experience

On-demand and Personalized Services



Remote care via OTA
diagnostics and assistance



Mobile services delivered
by our technicians and EVs



Valet pick-up and drop-off



VinFast directly-operated
Service centers

Comprehensive Power Solutions

- **Smart At-Home** Charging Solutions for regular use
- Smart navigation with **free charging in VinFast centers**
- Access to widest charging network through **partners' platforms**

Current Charging Partners



BOSCH

+ Ongoing discussions
w/ other potential partners

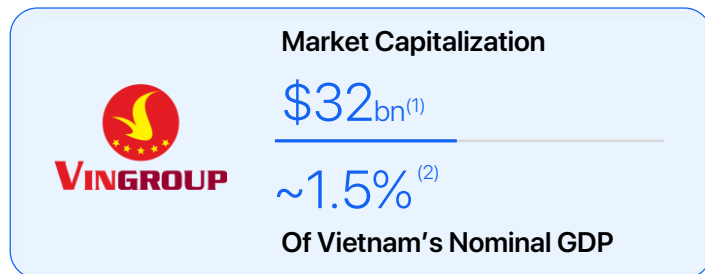
Foundational Support from Vingroup

The Largest Private Enterprise in Vietnam with Track Record of Developing New Businesses into Market Leaders

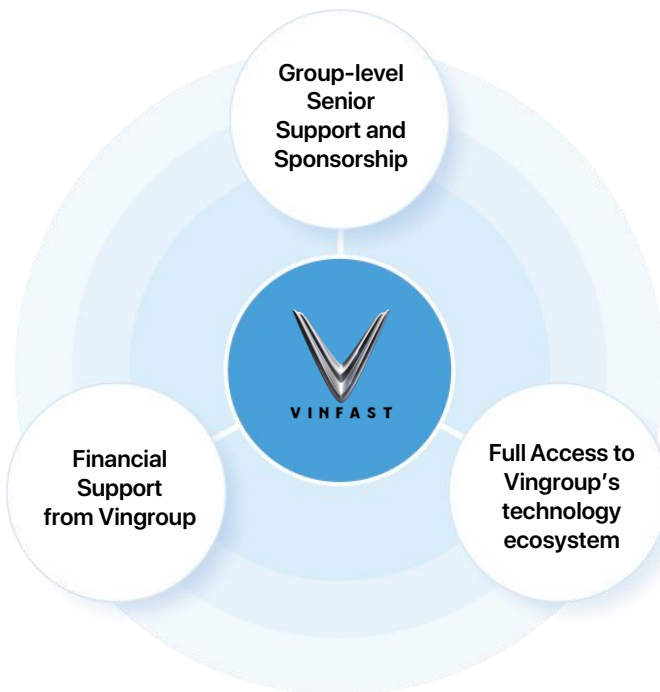


Chairman Pham Nhat Vuong

Personally behind Vingroup's push into Technology and Mobility



Leading businesses in Vietnam



Injected approximately ~\$6 billion of equity and debt financing into VinFast since 2017



Key battery partner; plans to become vertically integrated in batteries



> 900 Engineers collectively producing differentiated technology for VinFast

Source: Company internal estimates and data, HOSE Website, Bloomberg as of February 2022, unless otherwise stated

- Notes:
1. Combined market capitalization across Vingroup and all of its listed subsidiaries as of February 2022
 2. Based on FY2021 GDP
 3. Based on Frost & Sullivan, the market position of VinFast is based on the market share of different OEMs in a segment market of Vietnam passenger vehicle market in 2021, which VinFast's three models, Fadil (A-segment), Lux A 2.0 (E-segment sedan) and Lux SA 2.0 (E-segment SUV), belong to. In this segment market, which consists of A-segment, E-segment sedan and E-segment SUV, VinFast ranked 1st in 2021
 4. Based on number of rooms in 5-star hotels and resorts in the cities that Vinpearl's brands are present by Vietnamtourism.gov.vn, data collected in July 2019

5. Based on cumulative units sold in 2016 – 2020 across all segments in the residential markets of HCMC and Hanoi, only includes retail sales, according to CBRE, as of December 2020
6. Based on Vincom Retail's combined retail GFA in Hanoi and HCMC, and GFA of all multi-tenant shopping malls in Hanoi and HCMC as of June 2019, according to CBRE
7. VinID is one of the largest loyalty platforms in Vietnam
8. Vinmec hospitals were ranked among Top 1 or Top 2 on quality indicators that are set and assessed annually by the Ministry of Health
9. Based on total number of kindergarten to high school students in selected private and international schools in Hanoi and HCMC in June 2019

Fully Charged for the Road Ahead

What We've Accomplished

>24,000

Reservations Received Within 48 Hours for VF 8 and VF 9 Globally

300,000

Current Annual Capacity⁽¹⁾

\$1.3T

ICE + EV Market Opportunity⁽⁵⁾

>76,000 /
130,000

ICE + EV Vehicles⁽²⁾ / E-scooters delivered⁽³⁾

Leading

Market Share in Vietnam⁽⁴⁾

\$6B

Capital Invested to Date



Our Plan for Road Ahead



Global Roll-out of 6 EV Models and Phase Out of ICE Production



Continue Augmenting our **"Technology for Life"** Offering



Innovate Our Commercial Approach to Drive Incremental Market Share



Pursue **Enhanced Manufacturing Automation** and **Capacity Expansion**



Enhance and Refine Our **Service Offering**



Broaden Our Ancillary **Revenue Streams**

Notes:

1. Maximum capacity rate of vehicles per annum

2. Primarily ICE vehicles; as of March 31st, 2022

3. E-scooters delivered in Vietnam as of March, 31st 2022

4. According to Frost & Sullivan, VinFast's three models Fadil, Lux A 2.0 and Lux SA 2.0 ranked the 1st in their respective segment in 2021

5. Source: F&S report, estimated market size of the EV + ICE vehicle market across Vietnam, US, Canada, and Europe in 2027



VINFAST

