



Vinhomes JSC

3Q2020 Earnings Presentation

29 October 2020

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Key Messages

1

Second Covid-19 outbreak fully contained

- Outbreak in Central Vietnam quickly circled and eliminated without the need for a national lockdown
- 57 days with zero community cases as of 29 October 2020
- Vietnam's Manufacturing Purchasing Managers' Index (PMI) surging to 52.2 from 45.7 in August, being the highest since July 2019, reflecting strong return to growth after a minor set back in July and August due to the second Covid-19 outbreak

2

Strong pre-sales momentum maintained

- Post-Covid sales momentum in June carried on into 3Q2020 thanks to pent-up demand
- More than 3,000 units presold to retail customers in 3Q2020 at a total contracted value of VND 10.5 trillion, and a number of bulk sales transaction at the mature stage of discussion
- Vinhomes Grand Park's low-rise units received very strong demand
- Vinhomes Grand Park – The Origami offered at a high-end price point⁽²⁾ (c.US\$2,000 psm) and very well received by the market with absorption rate of more than 92%⁽³⁾
- Vinhomes Wonder Park reserved for launch in 2021 for pricing optimization

3

Ahead of schedule delivery underpinning solid revenue and profit recognition

- c.10,800 units delivered in 3Q2020 with those from the three mega projects accounting for c.96%
- Unbilled bookings as of 30 September 2020 at VND 83 trillion provides visibility on future earnings
- c.11,000 units⁽¹⁾ or higher expected to be delivered in 4Q2020

4

High level of interest for Vinhomes Industrial Parks

- Extended Supplier Park receiving strong interest from global automobile part manufacturers and logistics operators
- Vinhomes Industrial Parks are positioned to benefit from the governments' incentives to attract the manufacturing shift to Vietnam and to grow the supporting industries

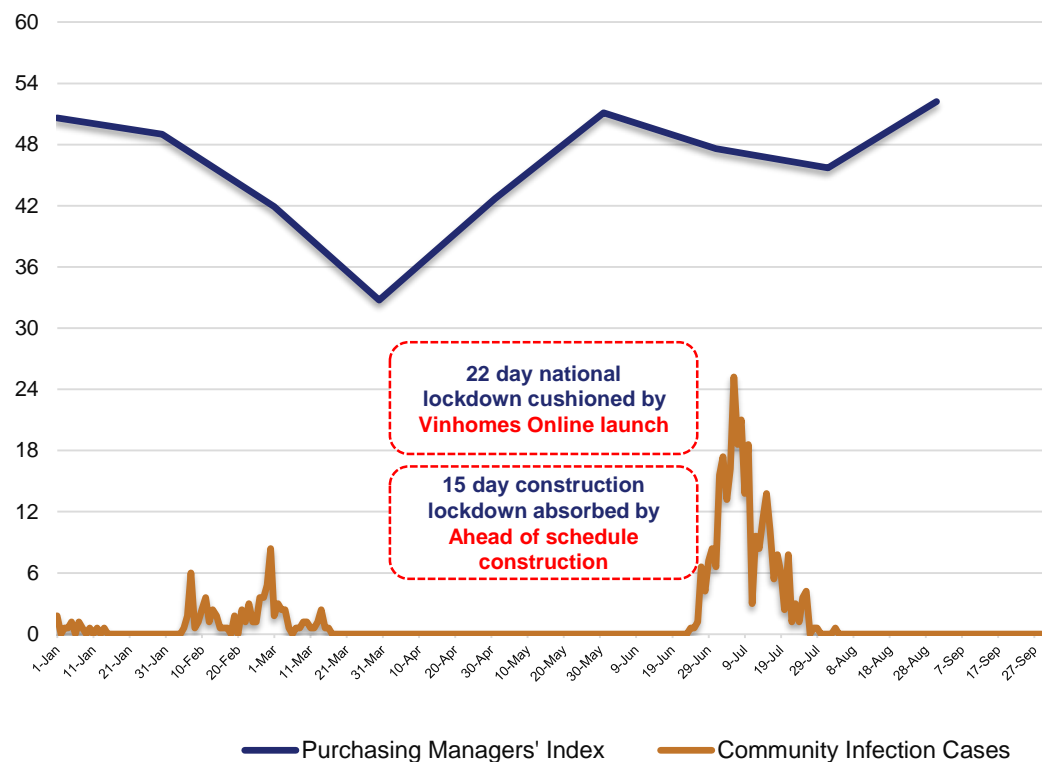
3Q2020 and 9M2020 at a Glance

	3Q2020	3Q2019	YoY%	9M2020	9M2019	YoY%
Revenue from Property Sales ⁽³⁾	VND 25.9 tn	VND 15.5 tn	▲ 67%	VND 60.0 tn	VND 50.0 tn	▲ 20%
Gross Profit of Property Sales ⁽³⁾	VND 9.1 tn	VND 9.2 tn	▼ 1%	VND 26.3 tn	VND 24.9 tn	▲ 6%
Profit after Tax & Minority Interest	VND 6.1 tn	VND 5.5 tn	▲ 9%	VND 16.3 tn	VND 15.3 tn	▲ 7%
Unbilled Bookings	VND 82.8 tn	VND 82.0 tn	▲ 1%	VND 82.8 tn	VND 82.0 tn	▲ 1%
New Bookings ⁽²⁾	VND 10.5 tn	VND 35.7 tn	▼ 71%	VND 47.9 tn	VND 66.6 tn	▼ 28%
		3Q2019 as a high base due to bulk sales			9M2019 as a high base due to higher proportion of bulk sales	

Note: Based on Vinhomes JSC VAS 3Q2020 unaudited consolidated financial statements. (1) Estimated pre-sale under SPAs and pre-sale bookings under deposits, including bulk sales deposits; (2) Include retail and bulk sales value (3) Converted revenue, includes both Vinhomes and BCC projects and bulk sales under shares transfer transactions (if any)

COVID-19: Second Wave Of Infection Well Contained

Effective Response to Community Cases of Infection



Government Support Incentives:



Delaying tax and land fee payment



Support for impacted businesses and workers



Preferential credit by commercial banks



Electricity cost subsidy

Vinhomes Initiatives:



Increase interaction with buyers / prospects via non-traditional channels



Brought forward and launched Vinhomes' online sales platform



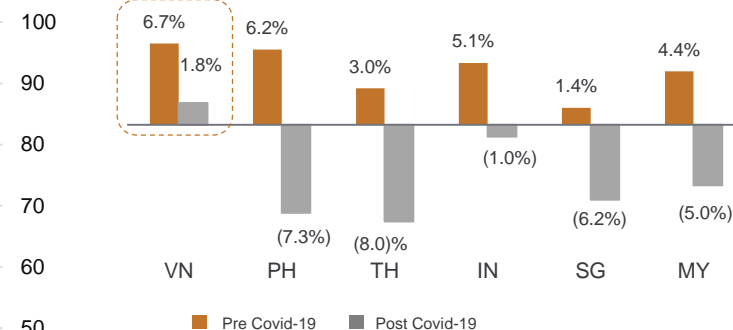
Continue to pursue bulk sales (several buyers currently within negotiations)



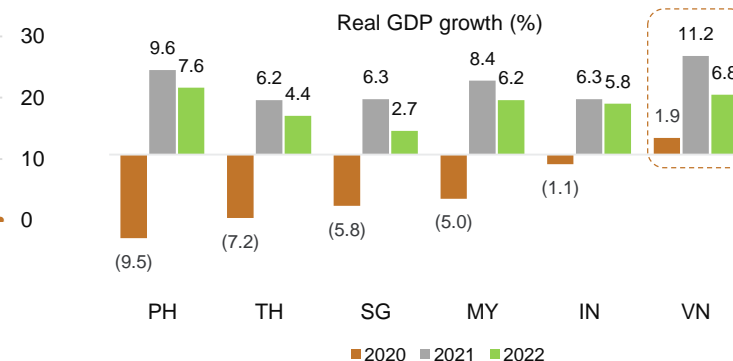
Cross-selling initiatives and roll-out promotions

Vietnam Economic Outlook Remains Positive

2020F GDP growth forecasts (pre - and post - Covid)⁽¹⁾



A V-shape Recovery and The Fastest Growing Economy In Southeast Asia Region⁽²⁾



Source: Vietnam Ministry of Health; Fact Set, IHS Markit

Note:

(1) Asian Development Bank, WB and IMF estimates

(2) Report of S&P Global: Economic Research: Asia-Pacific's Recovery: The Hard Work Begins, Sep 2020



Favorable Macroeconomic and Sector Tailwinds

- Easing monetary and supportive fiscal policies from the government supporting system liquidity and favorable funding rates for both developers and homebuyers
- Continued favourable market dynamics with resilient housing demand and limited supply due to the prolonged licensing process
- Industrial real estate to further benefit from the strong FDI inflow and manufacturing diversion to Vietnam, especially in the North



Strong Pre-sales momentum and Delivery schedule

- Pre-sales on-track to achieve retail targets for launched projects
- Bulk sales expected to sustain its strong momentum
- Strong expected delivery in 4Q2020 from Vinhomes Ocean Park, Vinhomes Smart City and Vinhomes Grand Park to exceed the 2020 delivery target



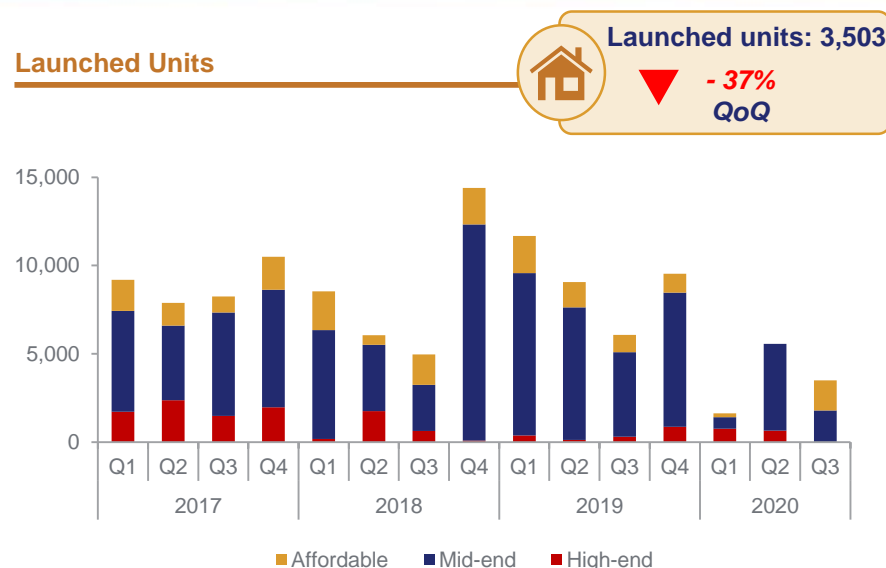
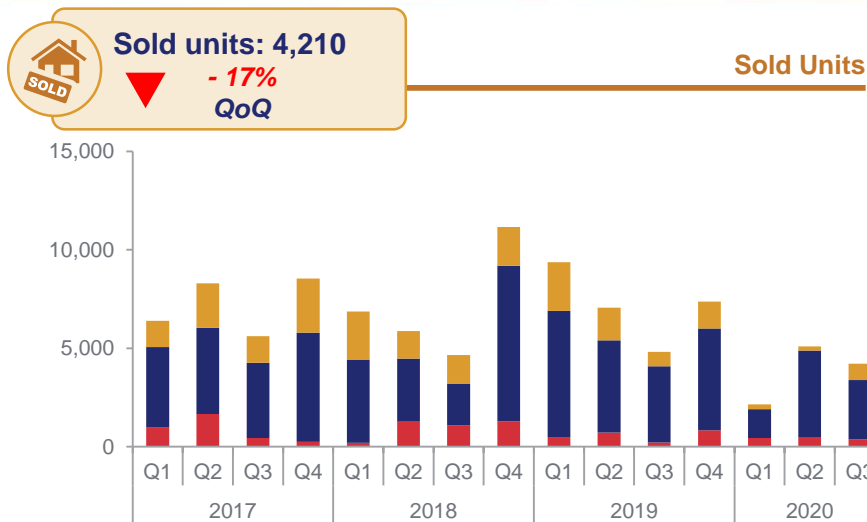
Digital Transformation Enhances Efficiency and Customer Experience

- Vinhomes Online platform proven as an excellent supplementary sales channel with transparent pricing, and centralized inventory management system for the direct sales force
- Vinhomes' fast growing resident communities nationwide well served by one unified Vinhomes Resident App powered by VinID and integrated with the Vingroup ecosystem of products and services
- Customer satisfaction further enhanced by digital transformation of sales and after-sales processes



3Q2020 Market Updates

Hanoi Condominium Market – Steady Price Growth Supported A Strong Rebound in Q3



Hanoi Condominium Market – Average Selling Price ⁽¹⁾

High-end

▲ 1% q-o-q

▲ 2% y-o-y

Mid-end

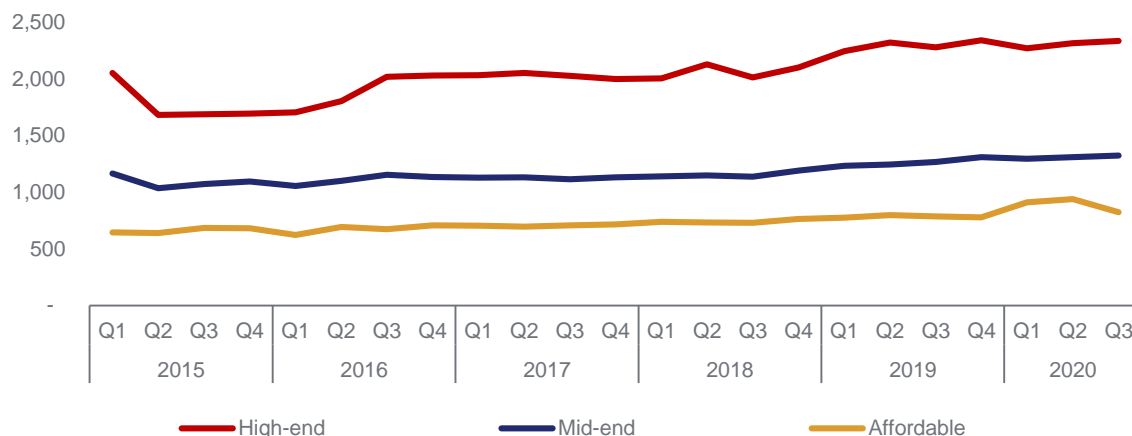
▲ 1% q-o-q

▲ 5% y-o-y

Affordable

▲ 2% q-o-q

▲ 4% y-o-y



Source: CBRE Research, 3Q 2020

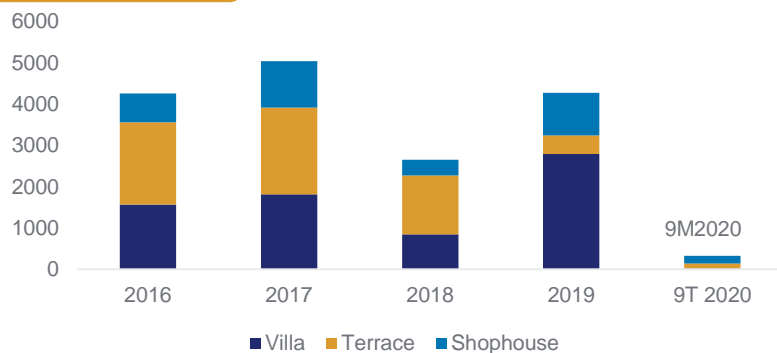
(1) Selling price: US\$ psm (excluding VAT and quoted on NSA)

Hanoi Land Market - Limited Supply

Hanoi Landed Property, 9M2020 New Supply

Launched units: 326
(45 in 3Q2020)

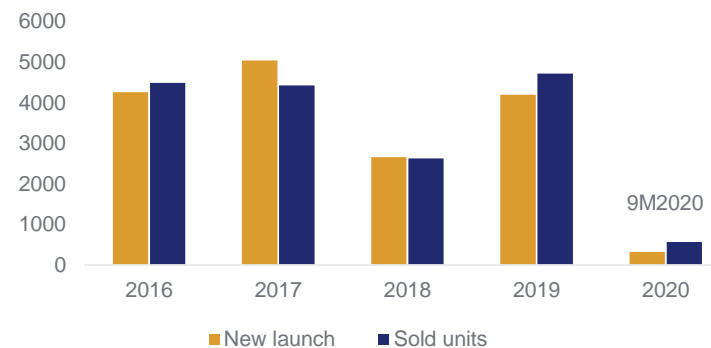
▼ - 92%
YoY



Hanoi Landed Property, 9M2020 Sold Units

Sold units: 570
(135 in 3Q2020)

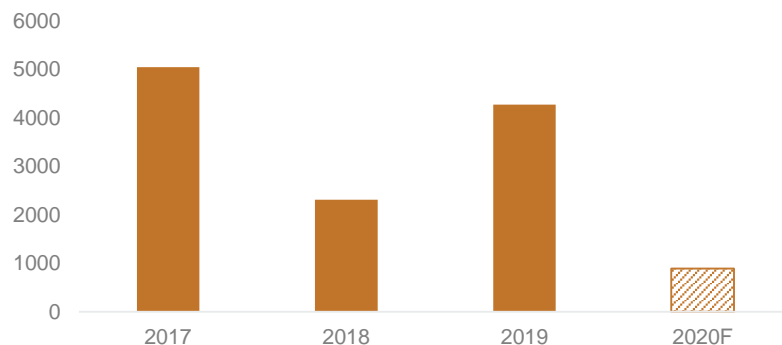
▼ - 85%
YoY



3Q2020 Secondary Market Pricing⁽¹⁾

Villas	avg. US\$4,432 psm	▲ 1.69% q-o-q	▲ 2% y-o-y
Semi-detached	avg. US\$4,884 psm	▲ 6.7 % q-o-q	▲ 7.2% y-o-y

Hanoi Landed Property, 2020F Supply



New Projects after 2020F



Him Lam Van Phuc – Ha Dong District

- Scale: 70.93 ha
- Total units : 222 terrace
- Expected time: Q4/2020



Mipec Rubik 360 – Cau Giay District

- Scale : 4,1ha
- Total units : 9 villas
- Expected time: 2021



Vinhomes Wonder Park – Dan Phuong

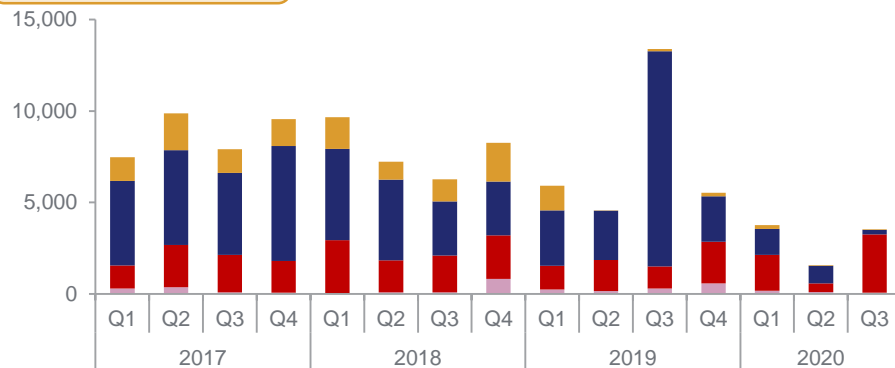
- Scale: more than 133 ha
- Expected time: 2021

HCMC Condominium Market – High Absorption Rate As Supply Shortage Continues

Sold units: 5,017

**+217%
qoq**

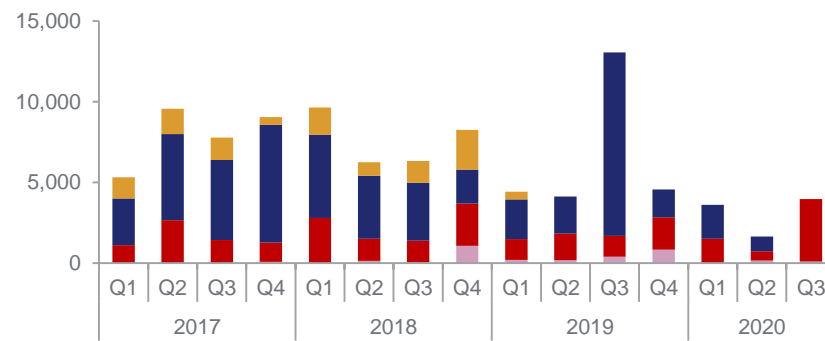
Sold Units



Launched Units

Launched units: 5,326

**+224%
qoq**



■ Affordable ■ Mid-end ■ High-end ■ Luxury

HCMC Condominium Market – Average Selling Price ⁽¹⁾

Luxury

■ 0% q-o-q

▲ 3% y-o-y

High-end

▼ 1% q-o-q

▲ 1% y-o-y

Mid-end

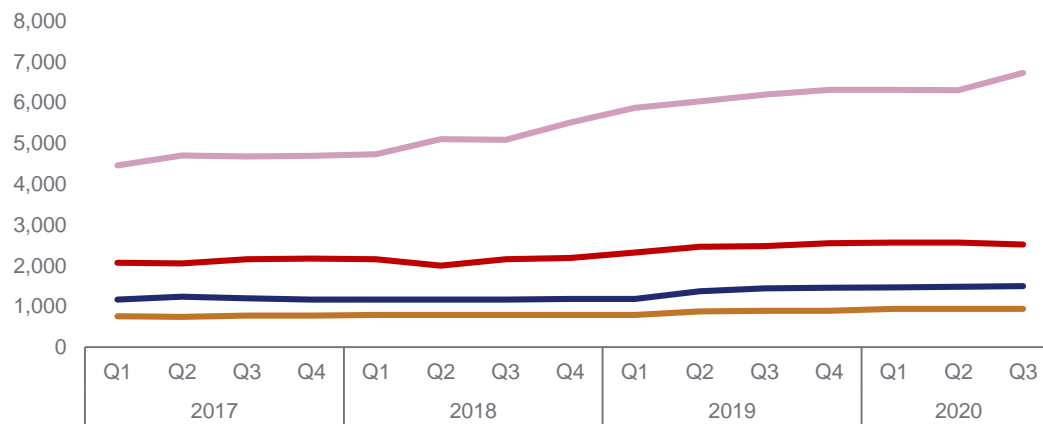
▲ 1% q-o-q

▲ 7% y-o-y

Affordable

■ 0% q-o-q

▲ 4% y-o-y



— Luxury — High-end — Mid-end — Affordable

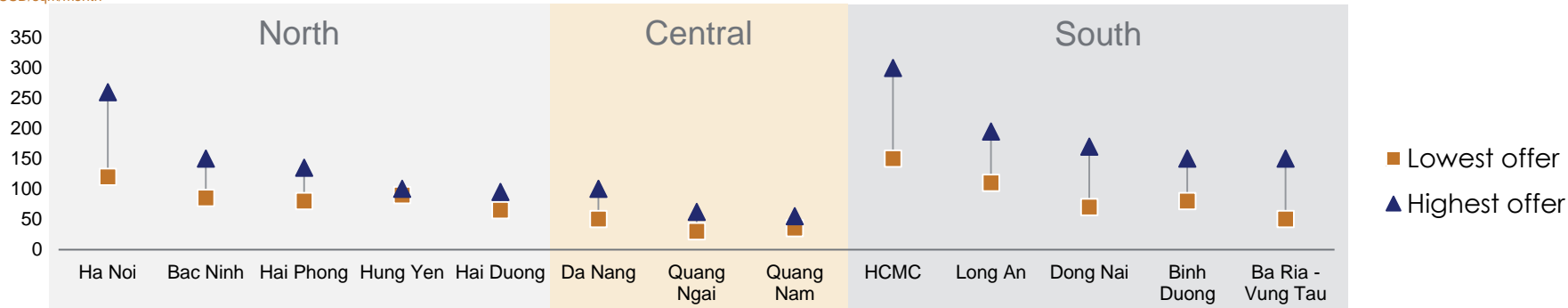
Source: CBRE Research, 3Q 2020

(1) Selling price: US\$ psm (excluding VAT and quoted on NSA)

Industrial Real Estate: Steady Price Growth Across The Sector

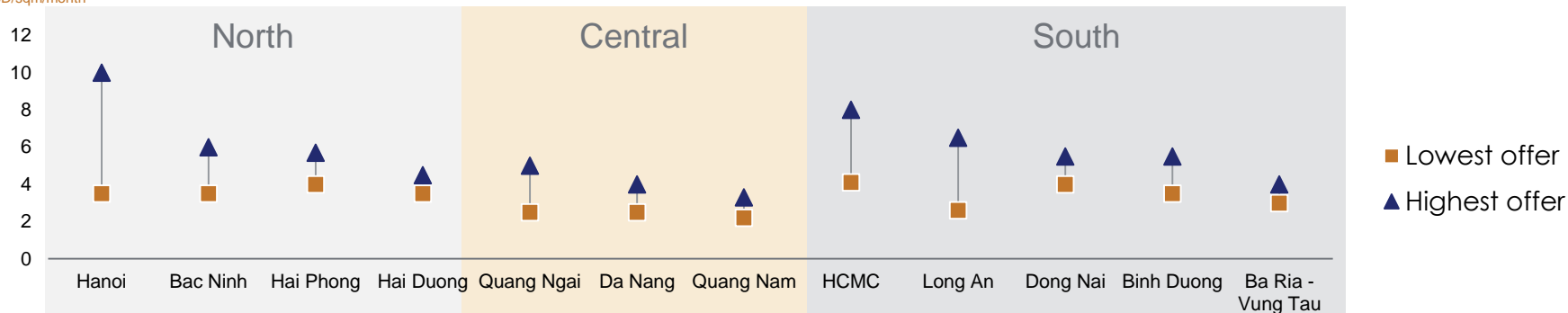
Ready-built-factory - Supply & Pricing

USD/sqm/month

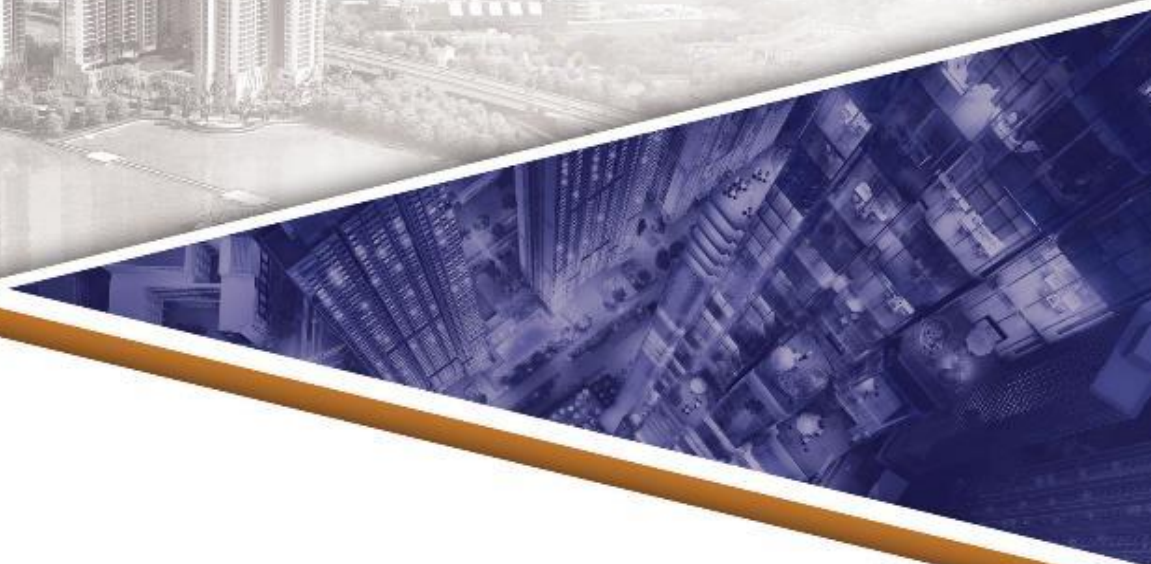


Industrial land for lease - Supply and Pricing

USD/sqm/month



Pricing has increased both for ready-built-factory (5-10% yoy) and land for lease (20-30% yoy)



3Q2020 Operational Updates

Key Marketing Events

Vinhomes Ocean Park 10,000 units delivered



- ❖ At the end of July 2020, after 20 months of construction, Vinhomes Ocean Park celebrated its 10,000th unit delivered.
- ❖ By end of 2020, 12,000 apartments at Vinhomes Ocean Park are expected to be delivered to the customers

Customer Appreciation Program VinFast voucher upon hand-over



- ❖ Starting from 28 September 2020, Vinhomes buyers will receive a VinFast Klara S voucher worth VND 20 million (~USD 850) upon apartment/villa handover.
- ❖ This promotion program is Vinhomes' token of gratitude to the customers after the second Covid-19 wave has subsided in Vietnam.

Vinhomes Grand Park The Origami Launch



- ❖ The kick-off event of The Origami was attended by over 12,000 brokers
- ❖ 2,400 units of The Origami Sun compound were sold in only 3 days
- ❖ As of 14 October, more than 4,500 units of The Origami at an ASP of c.US\$2,000 psm have been sold with an absorption rate of 92%

Vinschool Ocean Park Kindergarten and K12 Opening



- ❖ On 3 September, the Vinschool kindergarten and K12 school were inaugurated
- ❖ Apart from the 7 Vinschool premises, there will be a total of 23 public and private school premises at Vinhomes Ocean Park to cater for all the educational needs of the residents

Vibrant Communities Taking Shape At Vinhomes' Mega projects

Growing Communities of Residents and Abundance of Activities Forming Within Megacities to Attract More Homebuyers



Communities boasting unrivalled vibrancy and vigour, with first-rate amenities providing residents high quality of living

Vinhomes Grand Park – The Origami: Resilient Demand Vs. Shortage of Supply

Origami Kick-Off Event – 25 July 2020



Origami Kick-Off Event – 25 July 2020



Customers queuing
Vinhomes Trading Floor at
Vincom Megamall Thao Dien
– August 2020



Origami customers
being served at
Vinhomes Trading
Floor at Vincom
Megamall Thao Dien
– August 2020



With a successful launch event and unprecedented sales policy, Vinhomes Grand Park – The Origami has been very well received by the market with an absorption rate of 92%

Vinhomes' reputation and brand value are well-recognized in the real estate industry

Vietnam's No. 1 Reputable Property Developer 2020



In 3Q2020, Vietnam Report has ranked Vinhomes as the Number 1 among the Top property developers in the market in terms of reputation, based on financial capacity released in the latest financial reports.

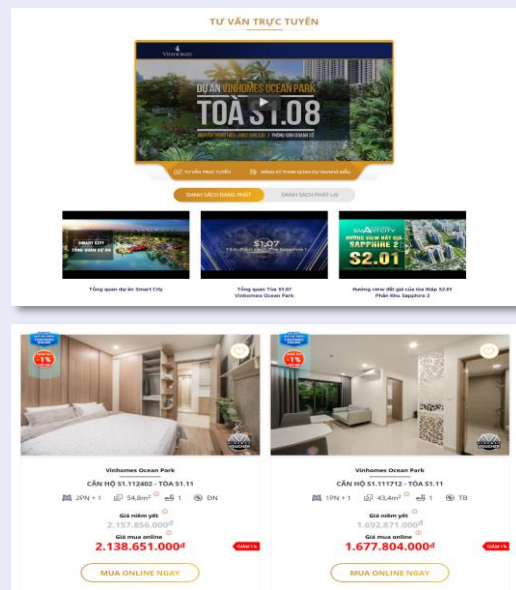
Vietnam's Leading Real Estate Brand 2020



In August 2020, Forbes has announced the list of Top 50 brands this year and Vinhomes is the leader of the real estate industry.

Digital Transformation: Customer Experience Remarkably Enhanced

Omni-Channel Sales & Marketing



- As of 30 September, more than 7,600 units have been sold via the Direct Sales channel
- Vinhomes Online platform recorded remarkable traffic with more than one million visitors as of 30 September (6,000 visitors/day) thanks to omni-channel marketing activities

Smart Home/Smart City Model



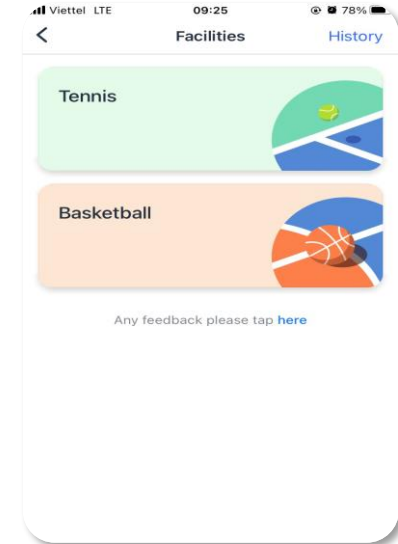
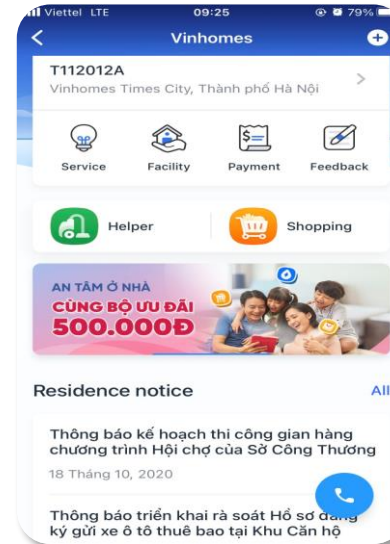
- High Technology is integrated into Vinhomes' properties, which promote the Smart Home model (Facial Recognition, Voice Recognition, Remote Control...) and Smart City model (Smart Parking, Traffic Radar, Cloud Computing...)
- The new Sapphire by the Sea zone at Vinhomes Ocean Park was launched with Smart Home system

Customer journey analysis and fast-track digitalization activities benefit customers and provide sustainable profit growth

Digital Transformation: Efficiency and Productivity Vastly Boosted

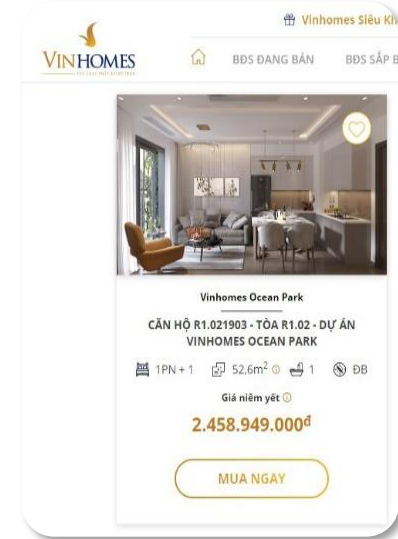
Vinhomes Resident App powered by VinID as a One Touch Solution

- ❖ Integrated into the VinID App and the Vingroup ecosystem to cater for every need of the fast growing resident communities
- ❖ More than 60,000 Vinhomes property owners have downloaded and registered the app
- ❖ More than 26,000 residents use the app to pay monthly service fees
- ❖ Nearly 180,000 in-app service bookings and more than 22,000 in-app support requests



Online Processes, Digital Signature and Mobile Apps

- ❖ Online documentation to support online sales
- ❖ IoT, AI and Mobile App infrastructure roll-out for three mega-projects
- ❖ Online Market place (C2C) and Leasing to be launched



Overview of Launched Projects



Project Name	Vinhomes Ocean Park	Vinhomes Smart City	Vinhomes Grand Park	Others ⁽⁴⁾
Total NSA (sqm) ⁽¹⁾	3,500,000	2,601,000	3,241,000	4,160,400
Cumulative Units Sold and Delivered / To Be Delivered as of 30 September 2020 ⁽²⁾	<p>Units sold: 19,400 To be delivered: 10,700 Total units: 30,100</p>	<p>Units sold: 13,900 To be delivered: 10,800 Total units: 24,700</p>	<p>Units sold: 17,600 To be delivered: 21,100 Total units: 38,700</p>	<p>Units sold: 27,400 To be delivered: 1,500 Total units: 28,900</p>
Unbilled Sales ⁽³⁾ (VND billion)	23,040	16,810	36,470	6,440
Construction progress	54%	33%	46%	

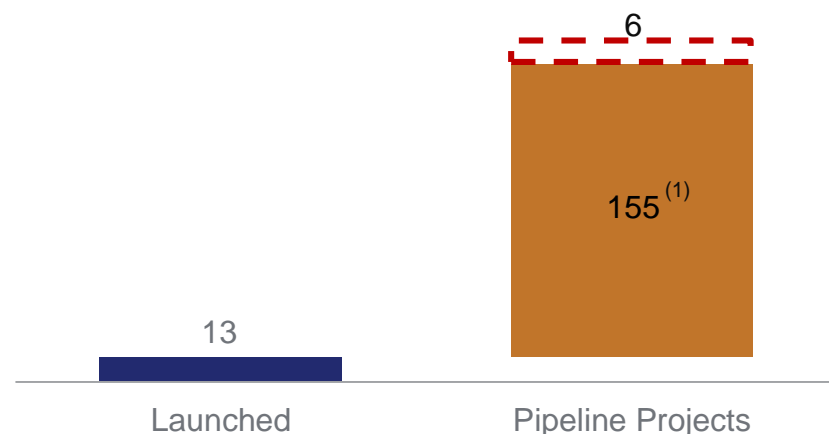
Notes: ⁽¹⁾ Numbers are rounded to the nearest '000 ⁽²⁾ Numbers are rounded to the nearest '00 and subject to design change in bulk sales transactions ⁽³⁾ Numbers are rounded to the nearest '0 ⁽⁴⁾ Others include Vinhomes Central Park, Vinhomes Metropolis, Vinhomes Green Bay, Vinhomes West Point, Vinhomes Golden River, Vinhomes New Center Ha Tinh, Vinhomes Symphony, Vinhomes Thang Long, Vinhomes Marina, Vinhomes Imperia Hai Phong, Vinhomes Star City Thanh Hoa, Vinhomes The Harmony, Vinhomes Dragon Bay, Vinhomes Sky Lake.

Unrivalled Land Bank in Strategic Locations Forms Pillar of Growth

Land Bank by Site Area

(mm sqm)

Translates to **164mm sqm** of residential GFA⁽¹⁾⁽²⁾

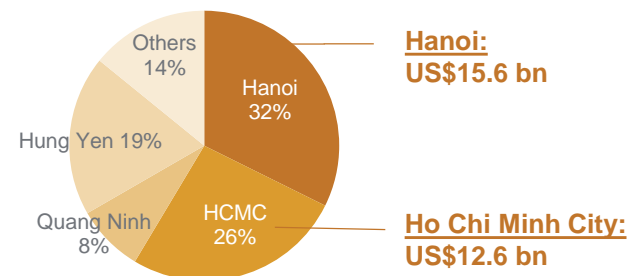


Additional projects under feasibility studies

☒ 6 million sqm is under feasibility study

Gross development value ⁽²⁾⁽³⁾

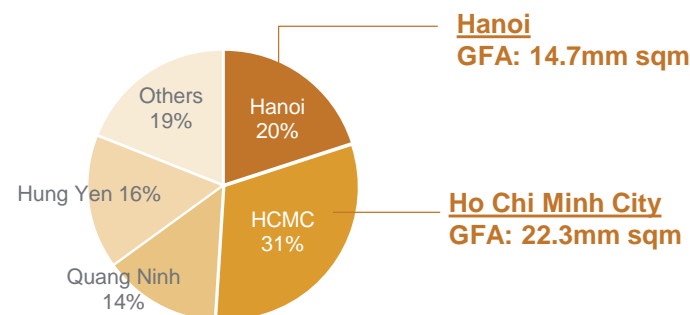
~60% of GDV is attributable to key cities of Hanoi and HCMC



Total GDV (up to 2025): US\$48.2bn

Land bank by GFA for sale ⁽¹⁾⁽²⁾⁽³⁾

~50% of residential GFA is located in key cities of HCMC and Hanoi



Total Residential GFA (up to 2025) 73mm sqm

Notes: (1) As of 30 September 2020. (2) Including apartments, officetel, shophouses, shop office, villa, commercial for sale, beach villa and condo-tel. Excludes completed projects. 164 mm sqm of residential GFA converts into c. 146 mm sqm of NSA. Not including GFA from Vinhomes Hoi Mon. (3) Represents residential GDV only, excluding other for-sales components such as hospital, school, etc which may be sold to other third parties; for projects to be launched up to 2025 only.

Industrial Real Estate Upcoming Projects on Track

Vinhomes Industrial Sites to Benefit from Key Infrastructure Developments and Investment Focus



Hai Phong – Ha Long Highway

Travelling time from Hai Phong shortened to 1.5 hours from 3 hours previously

Van Don International Airport

New completed airport to generate further economic activity

Existing Infrastructure

Hanoi – Hai Phong highway (Road No. 5B)

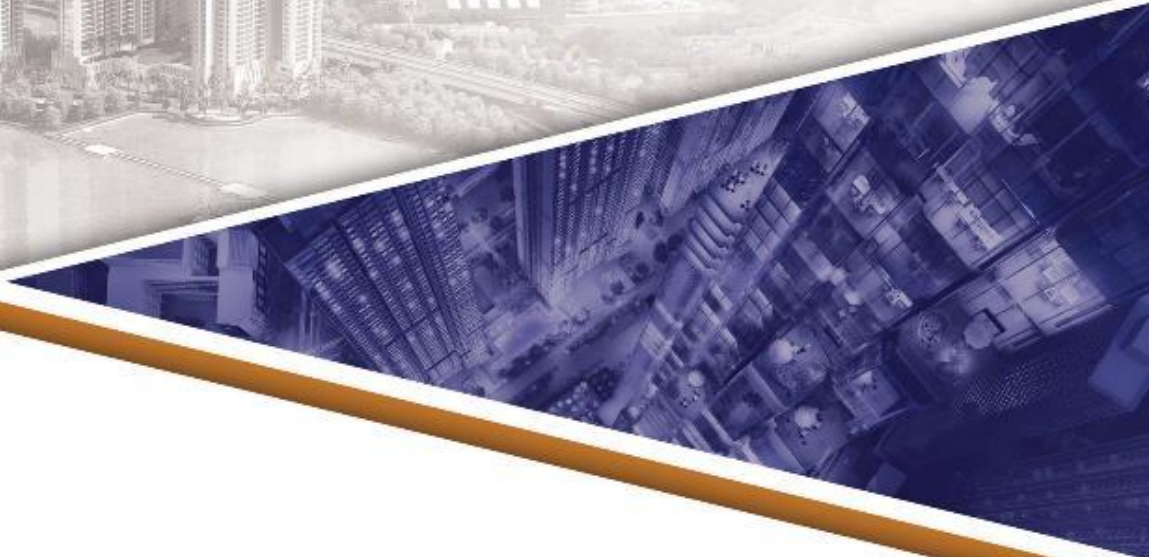
Highway No. 18

Hai Phong - Ha Long Highway

Future Infrastructure

Ha Long – Van Don Highway

	Extended Supplier Park (Hai Phong)	Industrial Park A (Hai Phong)	Industrial Park B (Hai Phong)
Total Area (ha)	48	200	320
Leasable Area (ha)	25	138	210
Leasing Operation schedule to start	2021	2022; sale delivery to start in the same year	2022



3Q2020 Financial Highlights

9M2020 Highlights

Vinhomes Projects (Consolidated)

BCC Projects (Equity Accounting)

1

Revenue from Property Sales

- Total: **VND 46.8 tn**
- Key contributors:
 - VH Ocean Park: VND 13.4 tn
 - VH Grand Park: VND 11.6 tn
 - VH Marina: VND 5.7 tn
 - VH Smart City: VND 4.7 tn

- Total amount: **VND 2.2 tn**
- Key contributors:
 - VH Star City: VND 0.9 tn
 - VH The Harmony: VND 0.7 tn
 - VH Imperia: VND 0.5 tn

2

Gross Profit & Margin⁽¹⁾

- Gross profit: **VND 17.9 tn**
- Gross profit margin: 38%

- Gross profit: **VND 0.9 tn**
- Gross profit margin: 40%

4

PBT, PAT & PATMI

- Profit before tax was **VND 22.2 tn, +6% yoy**, in which **VND 21.6 tn⁽²⁾** was Vinhomes projects and **VND 0.6 tn** was from BCC projects
- Consolidated profit after tax was **VND 17.2 tn, -1% yoy**
- Consolidated PATMI was **VND 16.3 tn, +7% yoy**

5

Pre-sales⁽³⁾

- Total number of pre-sold units : **25,000 units**
- Pre-sales value: **VND 46.6 tn**
- Cumulative unbilled pre-sales: **VND 81.3 tn**

- Total number of pre-sold units: **100 units**
- Pre-sales value: **VND 1.3 tn**
- Cumulative unbilled pre-sales: **VND 1.5 tn**

Notes: Based on Vinhomes JSC VAS 3Q2020 unaudited consolidated financial statements. Yoy comparison is with Vinhomes JSC VAS 3Q2019 unaudited consolidated financial statements. (1) Represents gross profit of property sales only (2) Includes the recognition of bulk sales at Vinhomes Grand Park project (3) Estimated pre-sale under SPAs and pre-sale secured under non-cancellable deposits under both retail and bulk sales.

Financial Performance 9M2020 vs 9M2019

Figures in VND bn	9M2019 ⁽¹⁾	9M2020 ⁽¹⁾	Change (%)	Key Commentary
Sale of Inventory Properties ⁽²⁾	34,957	46,806	34%	<ul style="list-style-type: none"> Sale of inventory properties increase 34% thanks to great number of apartments handed over in 3 Mega Projects in 3Q2020
Other Revenue	2,685	2,572	-4%	
Total Revenue	37,642	49,378	31%	
Gross Profit	17,342	18,488	7%	
% Margin	46%	37%	-863 bps	<ul style="list-style-type: none"> Margin normalized due to lower portion of bulk sales transaction and lower margin of the sale of the office complex at Vinhomes Metropolis recognized in 9M2020
Profit sharing from BCC projects	4,347	584	-87%	<ul style="list-style-type: none"> Profit distribution from BCC projects mainly contributed by Vinhomes Star City and Vinhomes The Harmony Due to smaller number of handed over units compared to that of 9M2019
Other finance income	3,311	9,959	201%	<ul style="list-style-type: none"> 9M2020 recognized a significant gain of bulk sales at Vinhomes Grand Park
Operating Profit	21,031	23,059	10%	
Profit before Tax	21,013	22,199	6%	
Profit for the Period	17,348	17,208	-1%	
Profit after Tax and Minority Interest	15,323	16,337	7%	

Note: (1) Based on Vinhomes JSC VAS 3Q2020 unaudited consolidated financial statements. Yoy comparison is with Vinhomes JSC VAS 3Q2019 audited consolidated financial statements; (2) Does not include BCC projects which is recorded as finance Income

Financial Performance 9M2020 (Vinhomes Projects & BCC Projects)

Summary BCC Project Performance and Reconciliation

Figures in VND bn	The Harmony (Hanoi, low-rise)	Imperia (Hai Phong, low-rise)	Thanh Hoa (Thanh Hoa, Low-rise)	Skylake (Hanoi, High-rise)	Total BCC projects
Revenue	723	469	866	151	2,209
Cost of Sale	(599)	(254)	(383)	(79)	(1,315)
Gross Profit	124	215	483	72	894
% Margin	17%	46%	56%	48%	40%
SG&A	(44)	(46)	(111)	(19)	(220)
Profit attributable	80	169	298	42	589
Profit attributable to Vinhomes (99%)	79	168	295	42	584

Adding Performance of BCC into Vinhomes P&L Assuming Full Consolidation

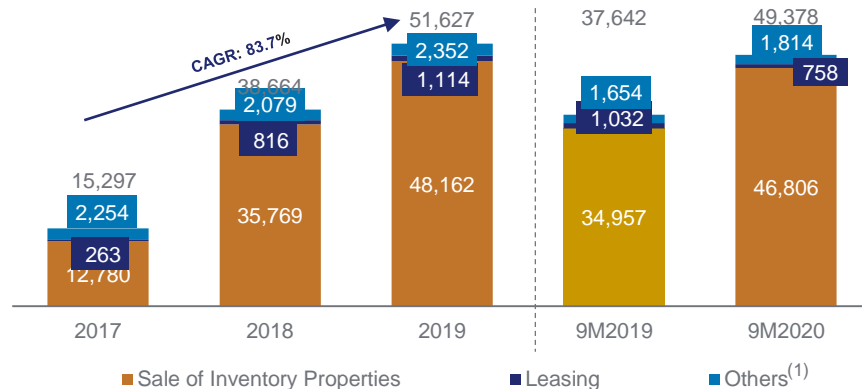
Figures in VND bn	Adjusted 9M2020 VHM	9M2020 BCC Projects	Total Adjusted 9M2020
Sale of Inventory Properties	57,784 ⁽¹⁾	2,209	59,993
Other Revenue	2,572	-	2,572
Total Revenue	60,356	2,209	62,565
Cost of Sale	(34,306)	(1,315)	(35,621)
Gross Profit	(26,050)	894	26,944
Profit sharing from BCC projects	584	(584)	-
Operating Profit	23,059	-	23,059
Profit before Tax	22,199	-	22,199
Profit for the Period	17,208	-	17,208
Profit after Tax and Minority Interest	16,337	-	16,337

Note: Based on Vinhomes JSC VAS 3Q2020 unaudited consolidated financial statements and management accounts of the BCC projects. (1) Adjusted finance performance includes gain from bulk sales in the form of share transfer transaction, which was recognized as financial income in financial statements.

9M2020 Financial Performance Overview

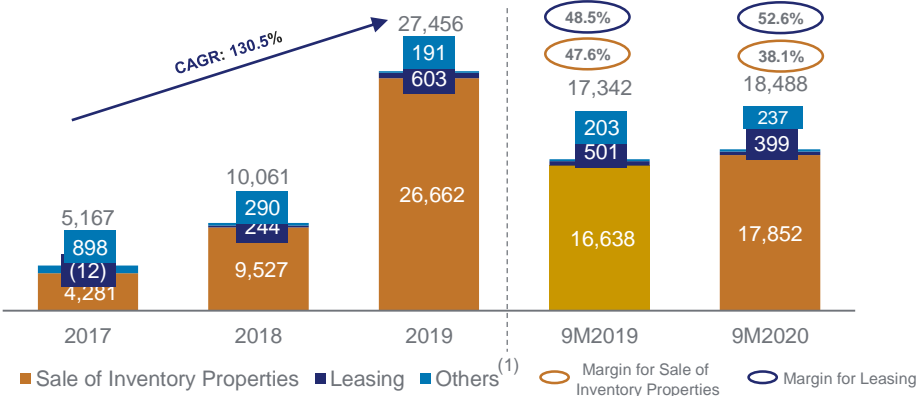
Total Revenue

(VND bn)



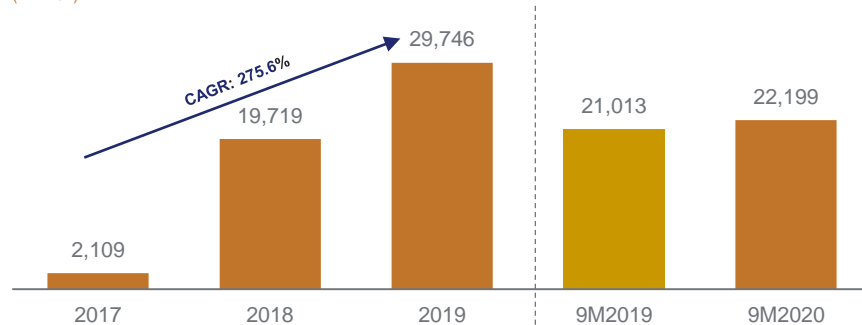
Gross Profit and Gross Profit Margin

(VND bn)



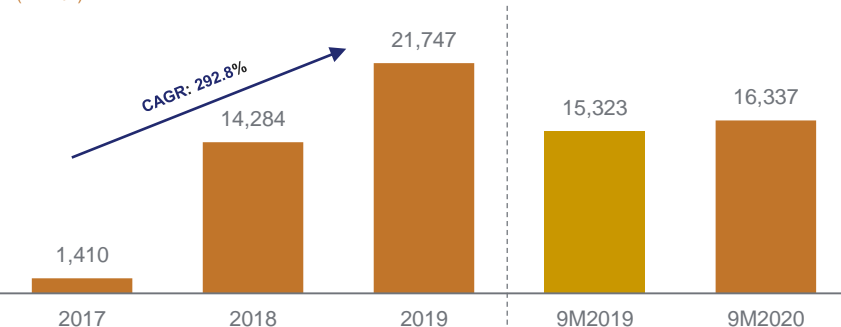
Profit before Tax

(VND bn)



Profit after Tax and Minority Interest

(VND bn)

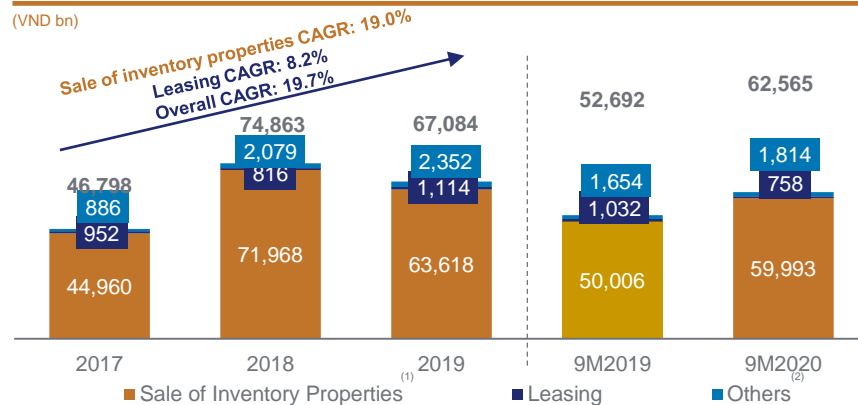


Note: Based on VAS Audited Consolidated Financial Statements for 2017, 2018, 2019 and Unaudited Consolidated Financial Statements for 3Q2020 (1) Includes revenue from general contractor services, shared profit from VCR, Vinschool, Vinpearl (until such components are completely transferred to those respective Vingroup's subsidiaries) and others

9M2020 Financial Performance Overview (adjusted)

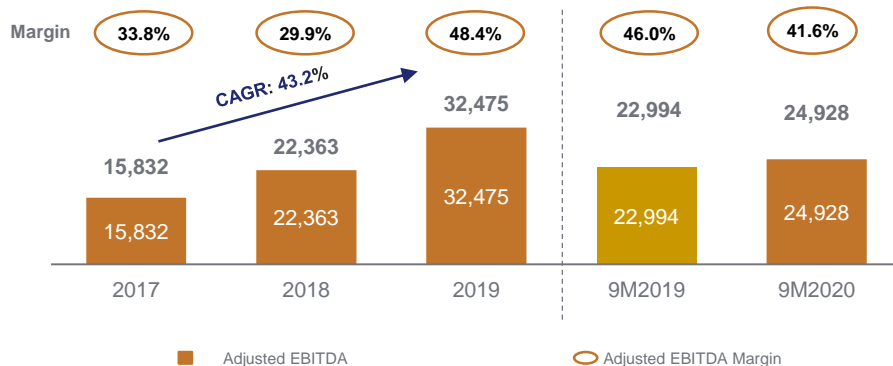
Total Adjusted Revenue

(VND bn)



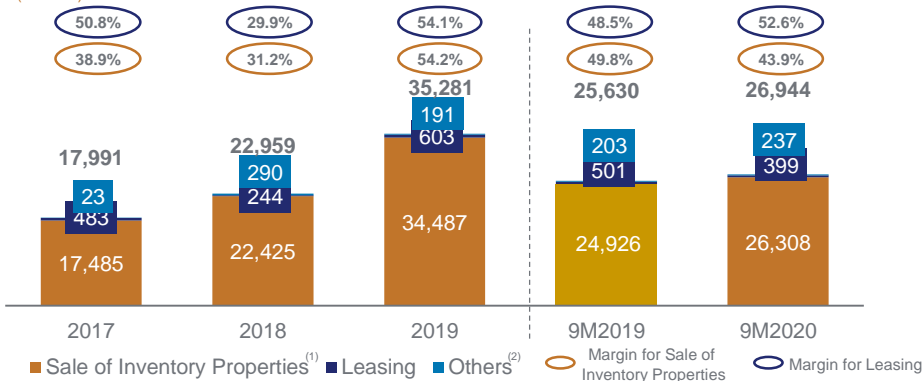
Adjusted EBITDA and Margin

(VND bn)



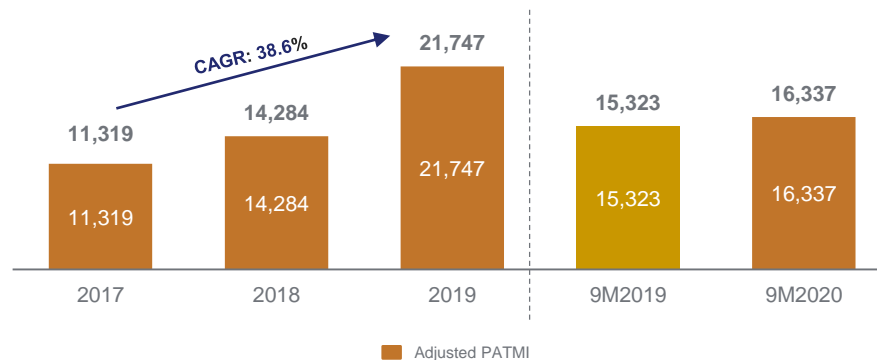
Adjusted Gross Profit and Gross Profit Margin

(VND bn)



Adjusted PATMI

(VND bn)

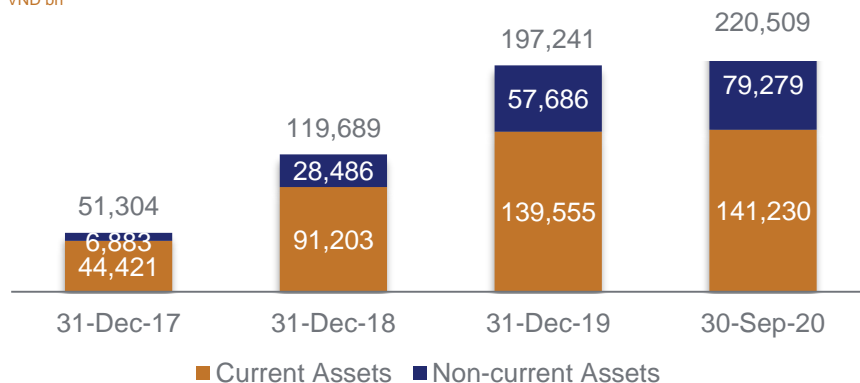


Notes: The financials as presented above are illustrative and based on the arithmetic aggregation of (i) Vinhomes JSC audited general purpose financials for FY2017-2019, (ii) Excluded Projects financials for FY2017-2019 and (iii) Unaudited Consolidated Financial Statements 3Q2020. (1): Adjusted for Revenue and Gross profit of BCC projects and bulk sales recognized as finance income. (2) Others principally comprises revenue from general contractor services, shared profit from VCR, Vinschool and Vinpearl and others.

Balance Sheet Overview

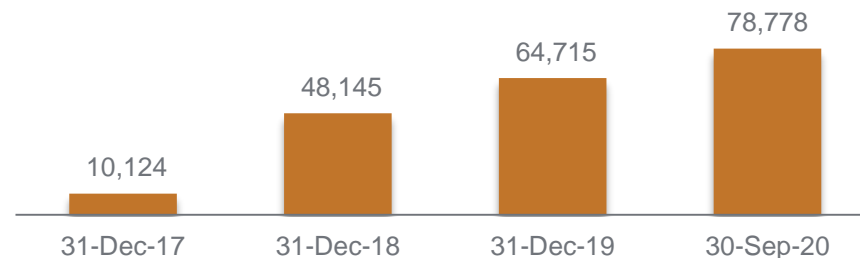
Total Assets

VND bn



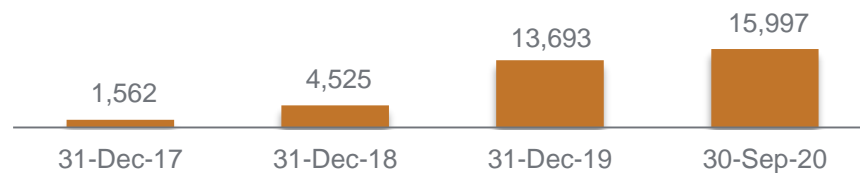
Total Equity

VND bn



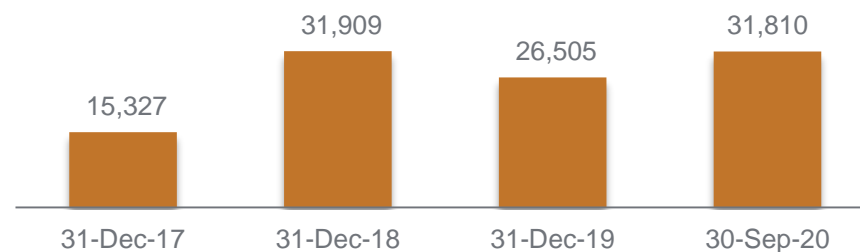
Total Cash & Cash Equivalents⁽¹⁾

VND bn



Total Borrowings

VND bn

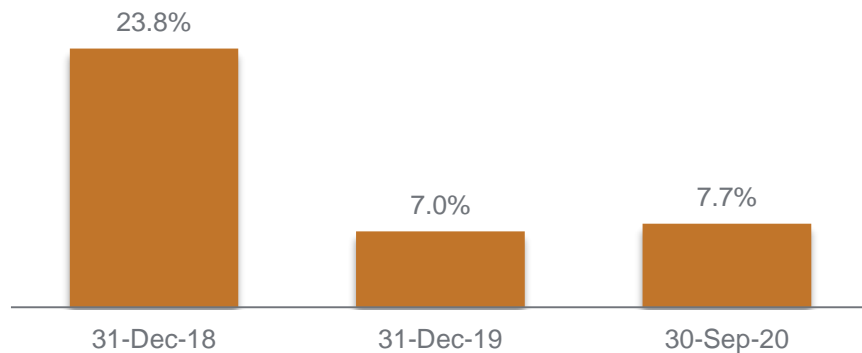


Note: Based on VAS Audited Consolidated Financial Statements for 2017, 2018, 2019 and Unaudited Consolidated Financial Statements for 3Q2020.

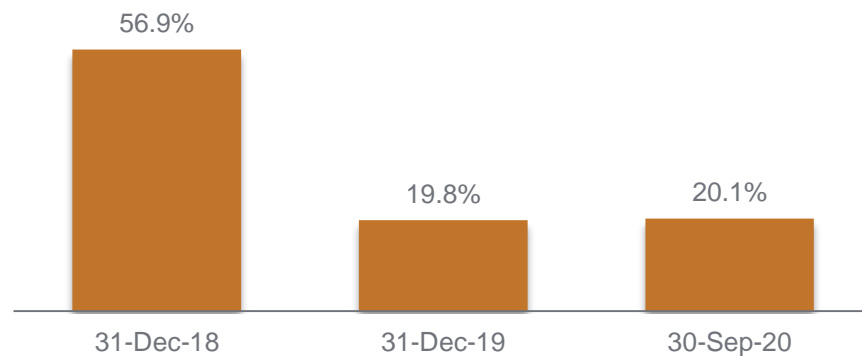
(1) Cash and cash equivalents includes short-term investments.

Key Credit Metrics

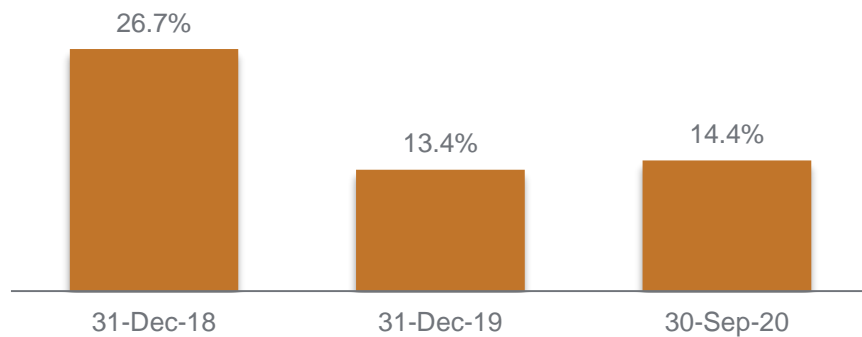
Net Debt⁽¹⁾ / (Total Assets – Cash & Cash Equivalent⁽²⁾)



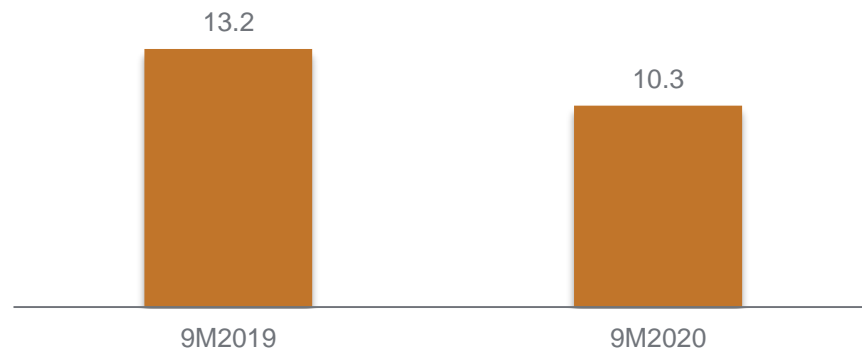
Net Debt⁽¹⁾ / Equity



Total Debt / Total Assets



Interest Coverage Ratio⁽³⁾



Notes: Based on VAS Audited Consolidated Financial Statements for 2018, 2019 and Unaudited Consolidated Financial Statements for 3Q2020

(1) Net Debt = (Short-term Borrowings + Long-term Borrowings) – Cash & Cash Equivalent. (2) Cash and cash equivalents includes short-term investments. (3) Interest coverage ratio = EBIT/Interest Expense



Appendix

Continued Support from Customers and Mortgage Lenders



FOREIGN BUYERS⁽¹⁾
8%

Project	Selling points	Percentage of foreign buyers
Vinhomes Golden River (HCMC)	Vinhomes Golden River is constructed along the Saigon river, in the heart of District 1. The area is expected to become home to new office skyscrapers, commercial centers, and beautiful riverside walks	28%
Vinhomes West Point (Hanoi)	Situated in the West of Hanoi, Vinhomes West Point has been developed to set a new standard of living, with its harmonious combination of water, trees and "All-in-one" facilities	22%
Vinhomes Skylake (Hanoi)	A mixed use development in Nam Tu Liem new administrative area of Hanoi. It is adjacent and looks over the 32-hectare Cau Giay park, with 19-hectare water surface reservoir	14%

Proportion of sold units with a mortgage



MORTGAGES
65%

- Projects with high number of sold units with a mortgage were

	Vinhomes Ocean Park	Vinhomes Smart City	Vinhomes Grand Park
Percentage (%)	68%	64%	76%

- Proportion of sold units with a mortgage depends on clients' preferences, locations and sales policy
- Vinhomes homebuyers often enjoy **favorable interest rates** relative to the market thanks to good relationships between Vinhomes (as the project developer) and large banks
- Interest supports offered to homebuyers by developers for 18 to 24 months, and a grace period for principal payments during the period of interest support
- Vinhomes Ocean Park, Vinhomes Smart City, and Vinhomes Grand Park** buyers can take out a mortgage of up to 35 years.

Notes: Data as of 30 September 2020 (1) for all units sold in Vinhomes projects from the incorporation of the residential business in Vingroup until 30 September 2020, excluding projects launched before 2015 (i.e. Vinhomes Royal City and Vinhomes Times City)



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