



# Vinhomes JSC

## 1Q2021 Earning Presentation

28 April 2021

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## **COVID-19 outbreak well-contained, bolstering market confidence and economic recovery**

- The COVID-19 outbreak in 1Q 2021 was quickly contained. Vietnam's economy continued its upward climb, surging ahead with a 4.48% GDP growth (YoY) for 1Q 2021.
- Vietnam's Manufacturing Purchasing Managers' Index (PMI) reached 53.6 in March 2021 and saw USD 4.7 billion in registered FDI, the highest monthly print in the past 12 months, reflecting a strong rebound in manufacturing and business confidence
- New orders increased for the seventh consecutive month at its fastest pace since July 2019. Public investment improved significantly in 1Q, increasing 7.5% YoY and at its highest rate since 2011
- The accelerating trend of urbanization, coupled with a low-interest rate environment, are expected to drive a strong growth cycle in Vietnam's real estate

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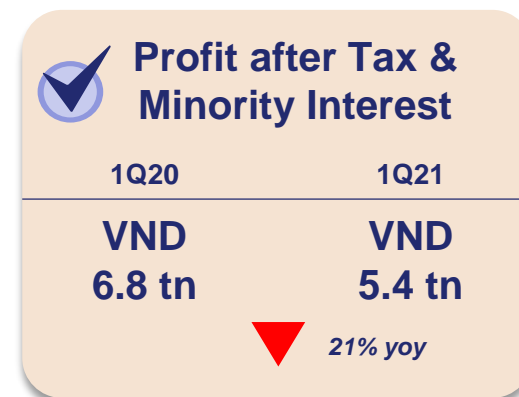
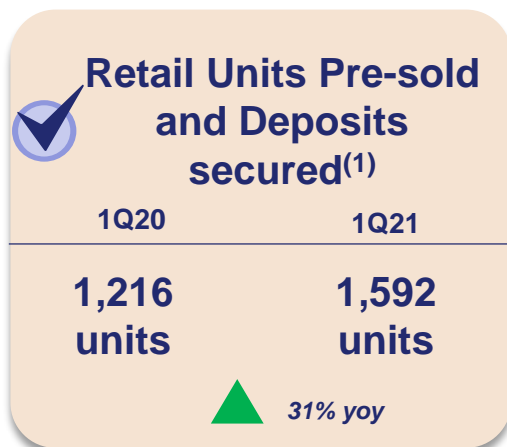
## **Robust pre-sales despite the impact of COVID-19 and Lunar New Year**

- Nearly 1,600 units presold to retail customers in 1Q 2021 with a total contracted value of VND 6 trillion (+97% YoY)
- Condominiums contributed VND 3 trillion (50%) in pre-sales, maintaining a balanced mix of high- and low-rise sales in 1Q
- Approximately 92% high-rise units sold in 1Q 2021 attributable to Vinhomes Ocean Park and Smart City project

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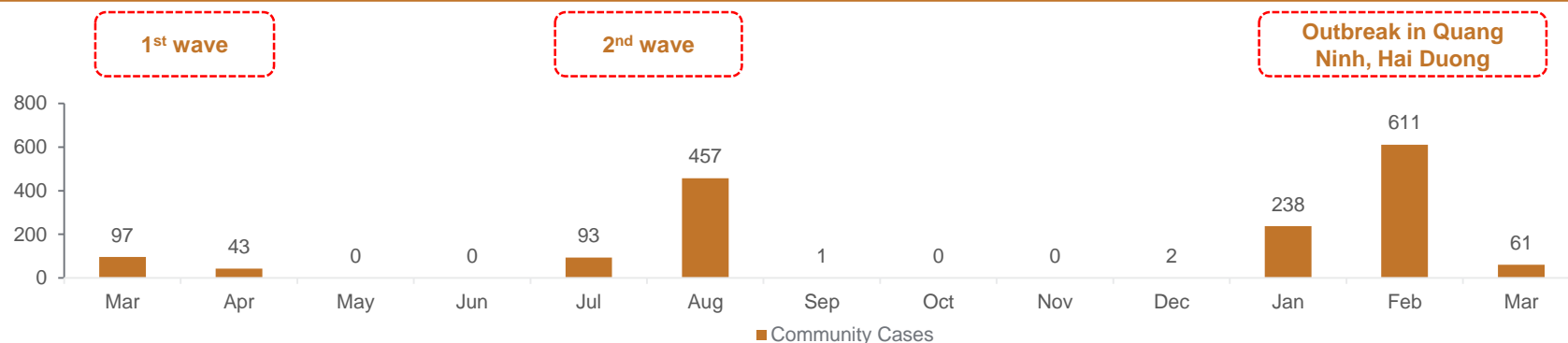
## **Healthy backlog maintain revenue and profit recognition momentum**

- Around 2,900 retail units delivered in 1Q2021 mostly from mega projects
- Total converted revenue<sup>(1)</sup> and profit after tax in 1Q2021 reaching VND 15.6 trillion and VND 5.5 trillion

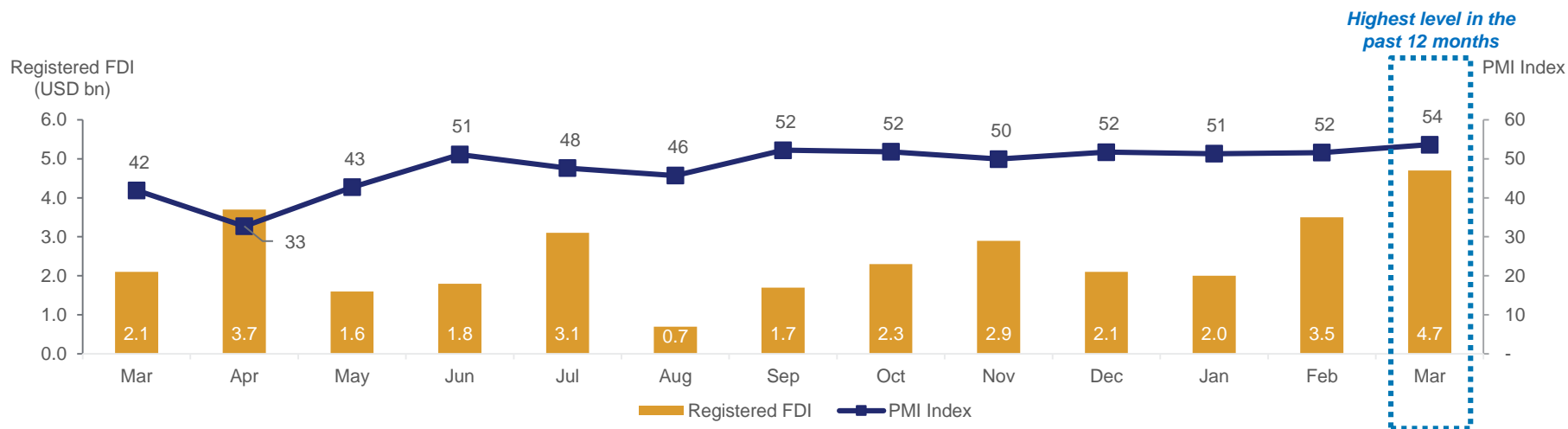


# COVID-19 Update: Vietnam Accelerates its Growth Momentum

Number of COVID-19 Cases



Vietnam Monthly Economic Indicators



**Despite a third COVID-19 outbreak in 1Q21, Vietnam's Registered FDI and PMI achieved its highest print over the last 12 months, reflecting the country's strong growth momentum and recovery trajectory**



**Market optimism amidst new government leadership and the availability of COVID-19 vaccines**

- Smooth political leadership transition dispels market uncertainty and provides confidence to investors
- Availability of Covid-19 vaccines both in Vietnam and globally as catalysts to restore consumer confidence and business activities
- Adjustment to the Master plan for Tier 1 cities which includes new urban areas planned and continued infrastructure investment to increase the rate of urbanization
- Industrial real estate to further benefit from continued inflows of FDI inflow and supply chain/manufacturing diversion into Vietnam



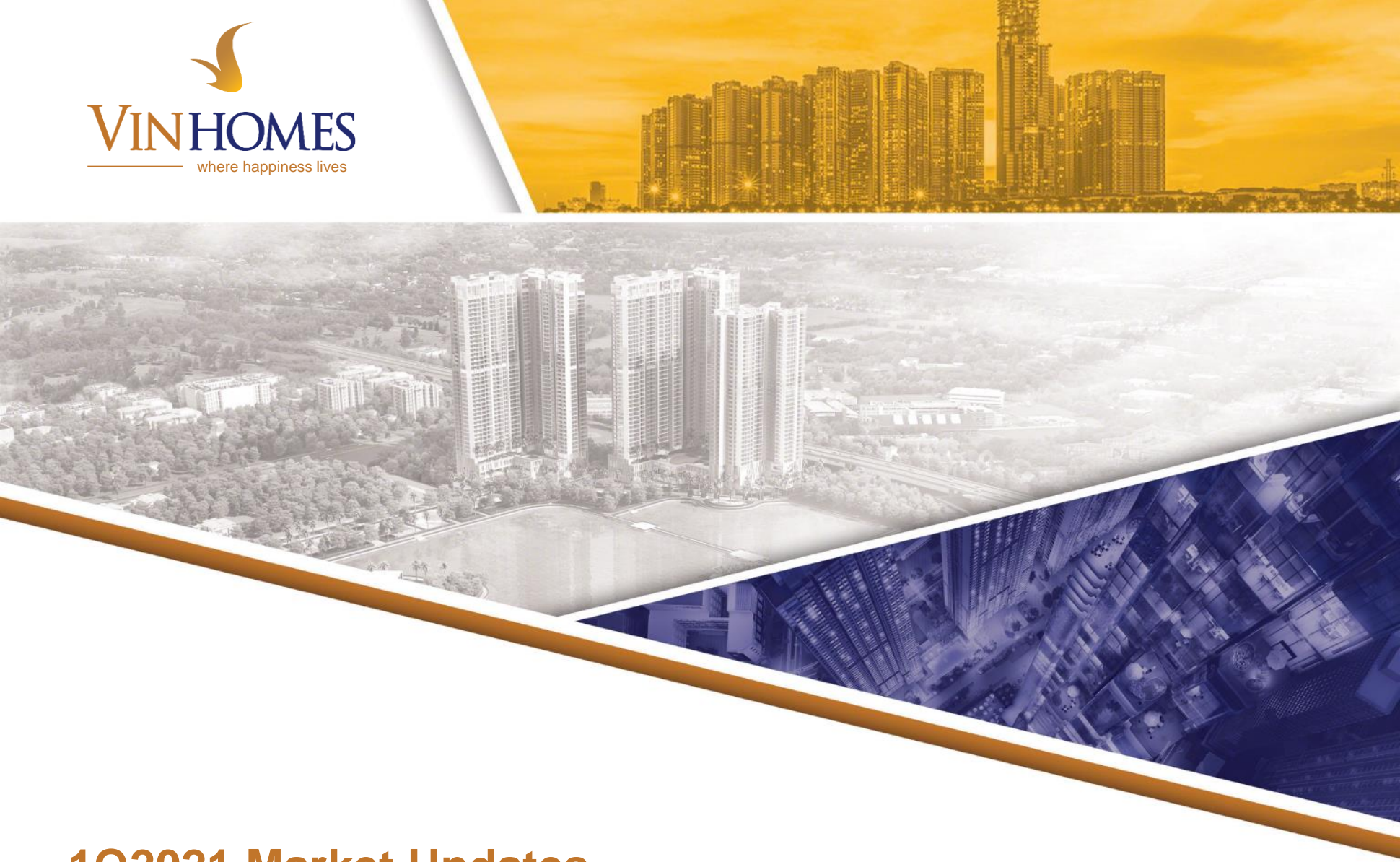
**Vinhomes' new projects to leverage market tailwind and drive sales performance**

- Vinhomes' new launches, most notably Dream City (Ocean Park 2) and Wonder Park in 2H 2021, are well-timed to take advantage of the market recovery
- 3 mega projects (Ocean Park, Smart City, Grand Park) to continue their sales momentum to the end of 2021



**Rolling out of O2O sales model and creating a smart and sustainable ecosystem**

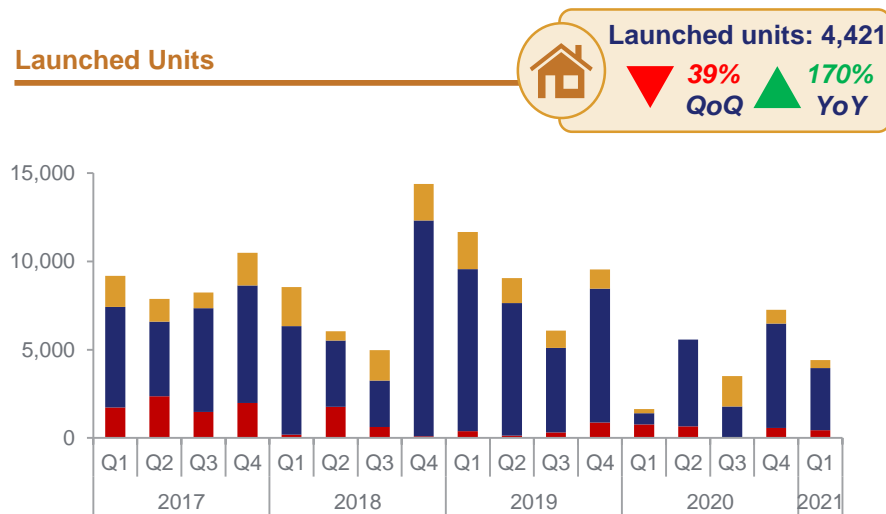
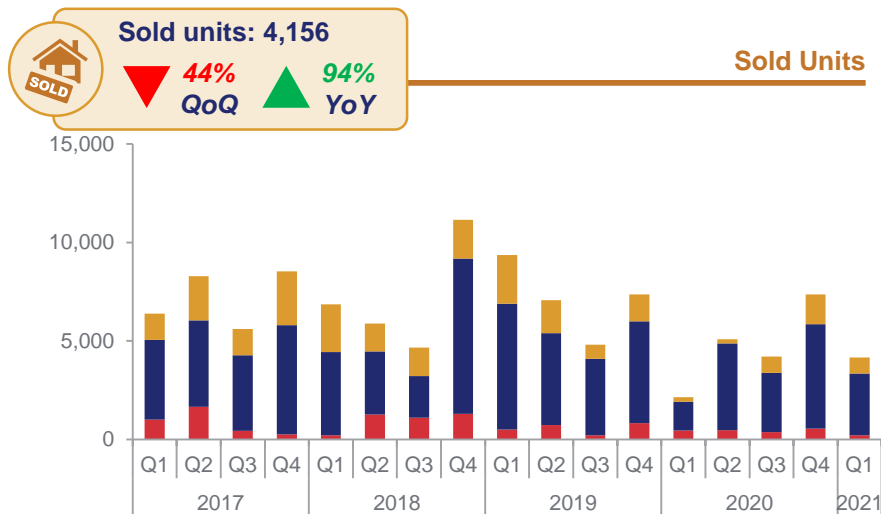
- O2O (online to offline) sales model roll out offers a seamless customer journey across multiple platforms as Vinhomes strives to deliver a best-in-class customer experience
- Promoting a green and smart ecosystem with the introduction of Vinbus and EV charging stations at Vinhomes projects
- Technopark in Vinhomes Ocean Park to apply LEED premium certification for sustainability achievement, welcoming tenants in 2Q 2021



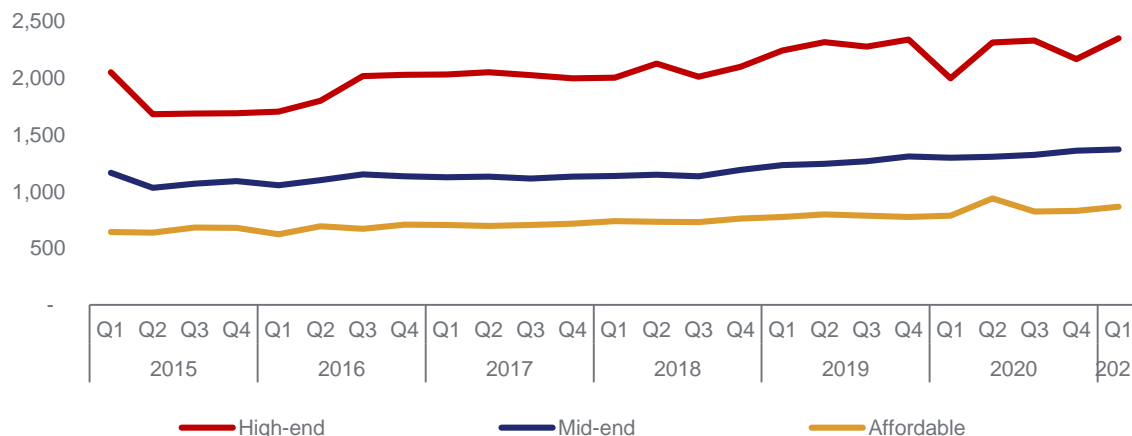
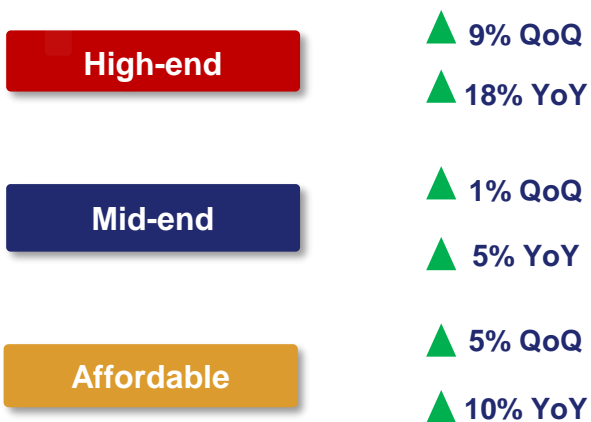
## 1Q2021 Market Updates

# Hanoi – High Absorption Rate Affirms Robust Recovery

ASP trending higher in 1Q 2021, signaling improving market sentiment



## Hanoi Condominium Market – Average Selling Price <sup>(1)</sup>



Source: CBRE Research, 1Q 2021

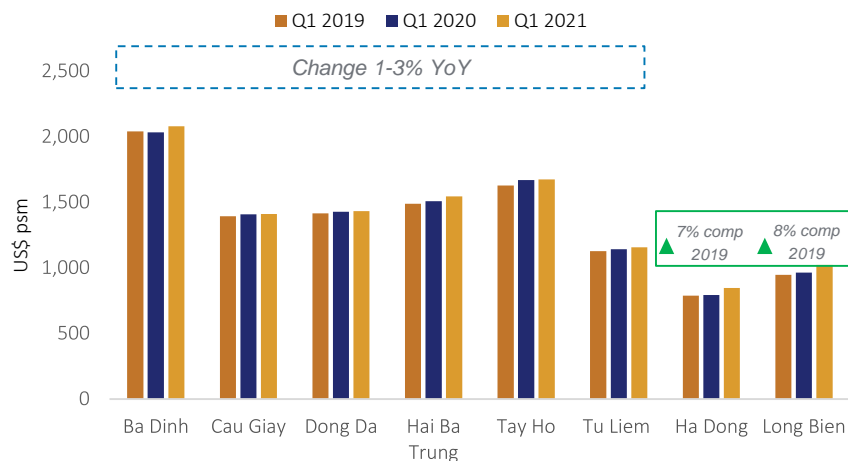
(1) Selling price: US\$ psm (excluding VAT and quoted on NSA)

**HIGH-END:** US\$2,000 – 4,000 psm  
**MID-END:** US\$1,000 – 2,000 psm **AFFORDABLE:** < US\$1,000 psm



# Hanoi – Thriving Secondary Market and Expansion of New Supply in Suburban Areas

## Increasing Secondary Prices in the Affordable Segment

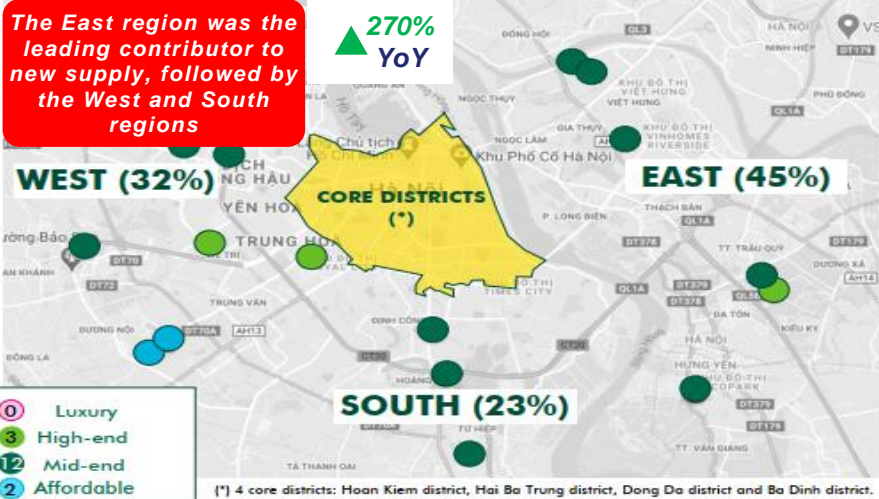


## Strong Price Increases in Infrastructure Development Areas



## Strong YoY Growth in Supply in Outer Districts

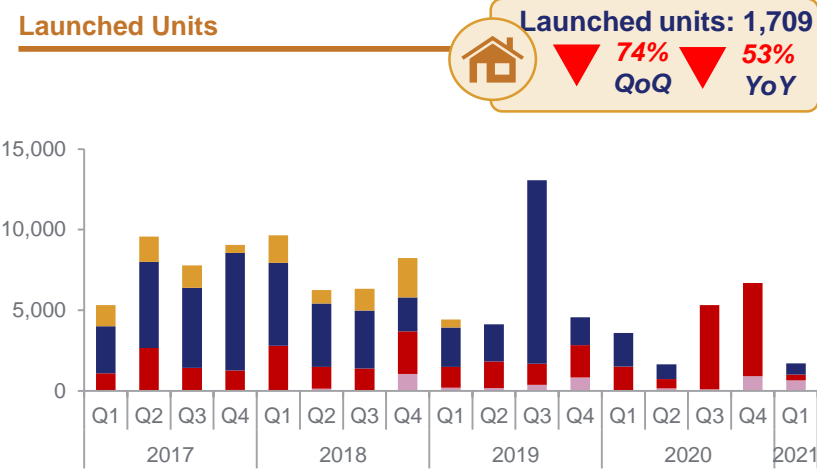
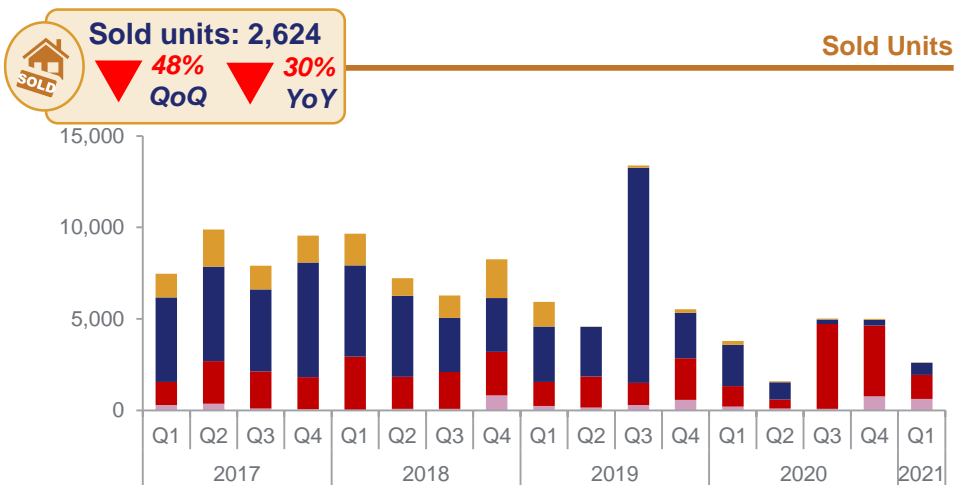
**The East region was the leading contributor to new supply, followed by the West and South regions**



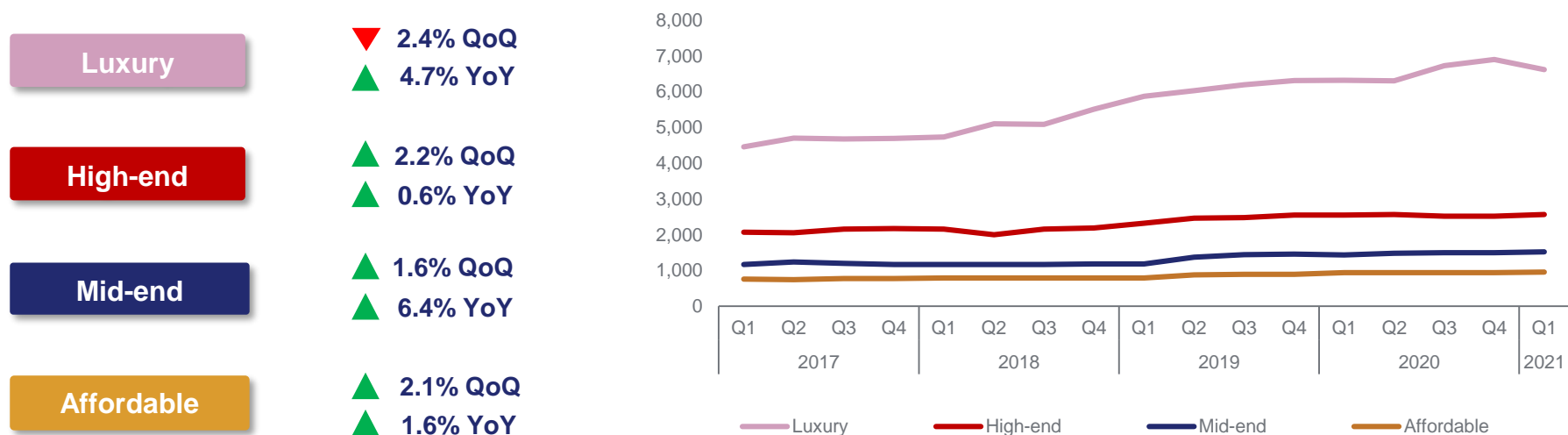
- Price in suburban areas and projects near close-to-completion infrastructure picked up rapidly in the secondary market
- New supply concentrated at locations outside of core districts

# HCMC – Supply Shortage Across All Segments

**HCMC Condominium units sold in 1Q2021 outstripped launched units, depleting the current market supply**



**HCMC Condominium Market – Average Selling Price <sup>(1)</sup>**



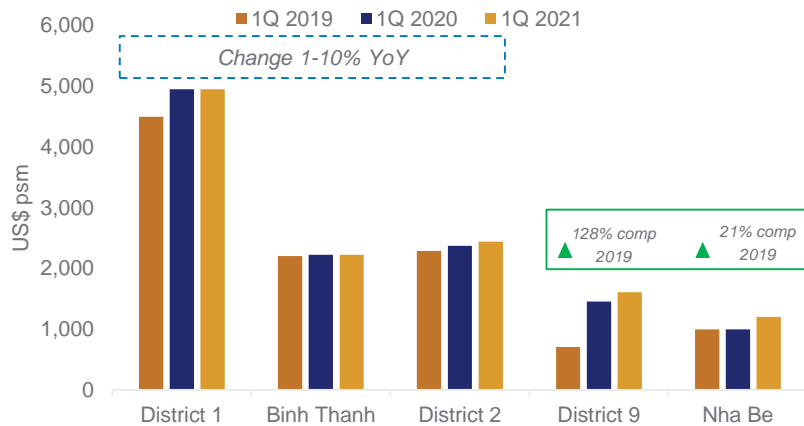
Source: CBRE Research, 1Q 2021

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

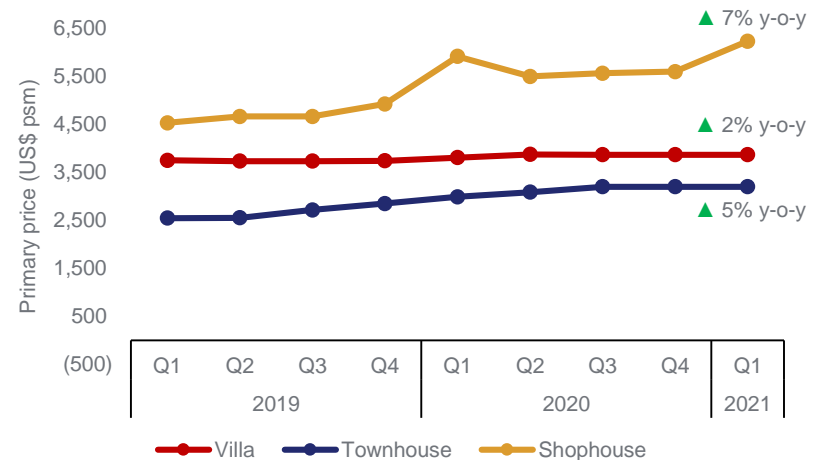
**LUXURY:** >US\$4,000 psm **HIGH-END:** US\$2,000 – 4,000 psm  
**MID-END:** US\$1,000 – 2,000 psm **AFFORDABLE:** < US\$1,000 psm

# HCMC – Ongoing Development in Neighbor Provinces and New Thu Duc City

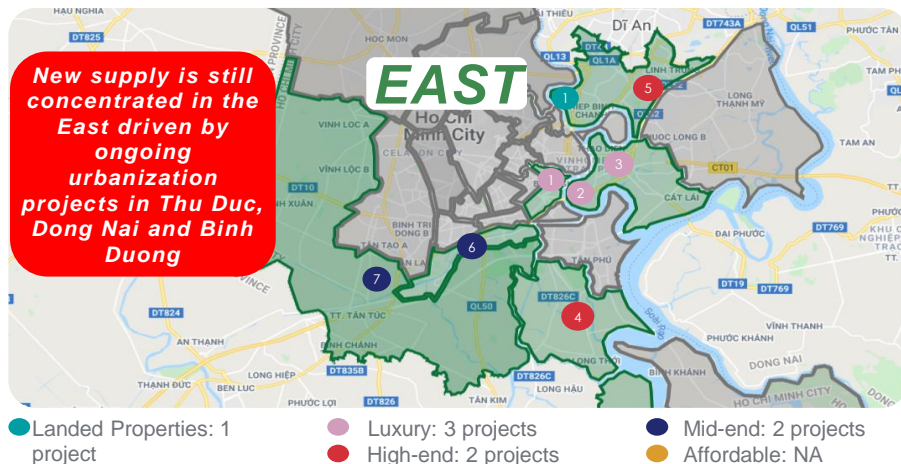
## Strong Secondary Price Increases in New Development Areas



## HCMC Landed Property Prices Over the Years



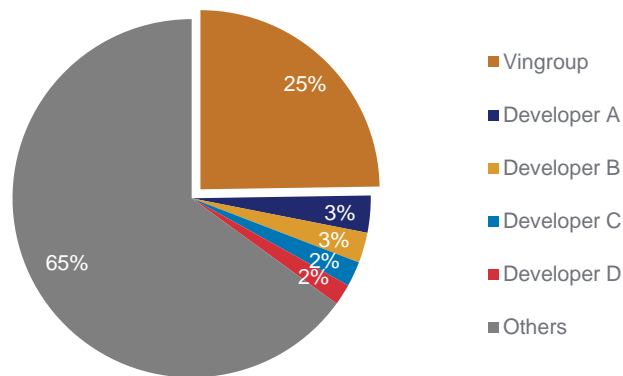
## New Supply Locations



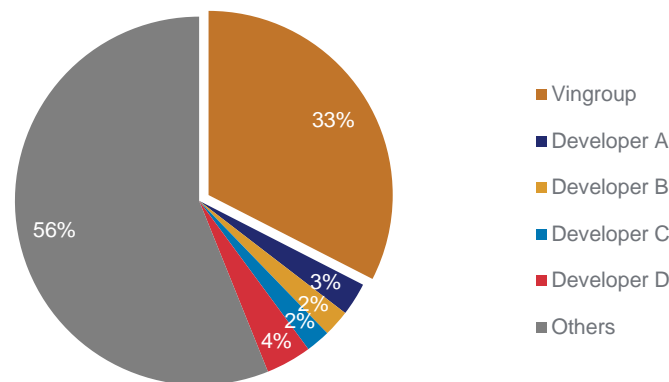
- New development areas had a large step up in secondary prices over the years, notably District 9
- Townhouses and Shophouses are the preferred landed property formats as opposed to villas
- Similar to Hanoi, HCMC's new supply also originates from projects located outside of core districts, particularly in the East

# Vinhomes' Continued Dominance in Vietnam's Residential Market

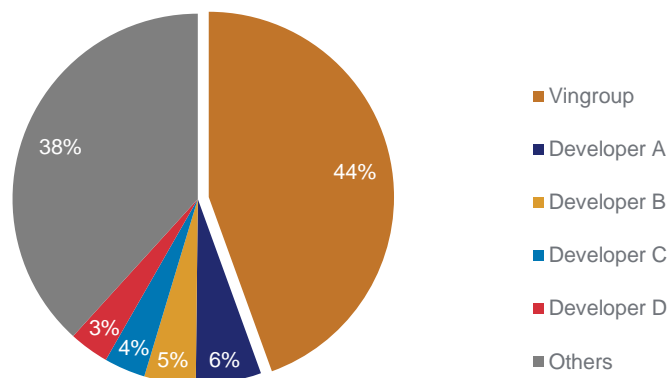
25% Market Share in Vietnam across ALL Condominium Segments (2016 – 1Q 2021)



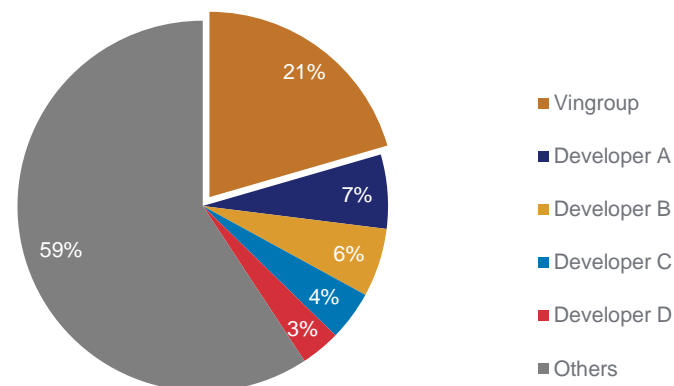
33% Market Share in Vietnam in the MID-END Condominium Segment (2019 – 1Q 2021)



44% Market Share in Vietnam in the HIGH-END Condominium Segment (2016 – 1Q 2021)



21% Market Share in Vietnam in the LANDED PROPERTIES Segment (2016 – 1Q 2021)





# Master Plans Continue to Drive Ongoing Development Plans

## Red River Master Plan

Hanoi is expected to approve the Red River urban area planning project in June 2021

**VietNam  
FINANCE**

11/03/2021

- **12 bridges** across Red River
- **6-lane** riverside road
- **6 riverside areas** with total area of **1,998 ha** for new urban area/public construction
- Tentative approval: **June 2021**

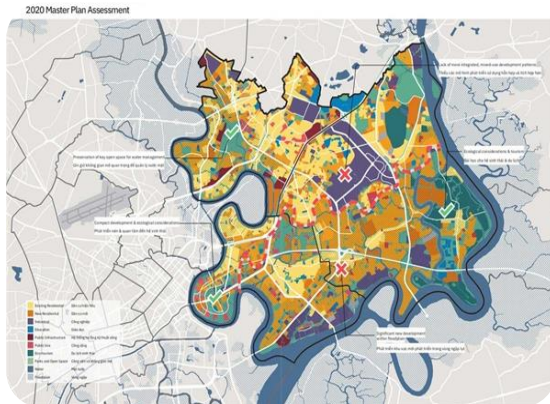
## Moving out from Core Districts

**VnEconomy**

Hanoi: 215,000 people and many agencies and ministries will move out of the historic inner city

21/03/2021

- Move **residences and State Agencies offices** at Old Quarter, **universities, hospitals** out of Hanoi center
- Develop new area at North of Red River, East of Ring Road 4 for relocation



## HCMC Review Master Plan

**VIR** Vietnam Investment Review

HCM City's master plan to be revised to fuel development

11:21 | 12/02/2019

- Propose infrastructure development plan for new areas: **Thu Duc City**, **Hiep Phuoc Port**, **North West Urban area**, **Binh Quoi-Thanh Da**, **Can Gio**
- Relocate industrial facilities outside of city, promoting high technology industry

## Northwestern Urban Area Attraction

Northwestern Urban Area in HCM City to attract more investment, drive economic growth

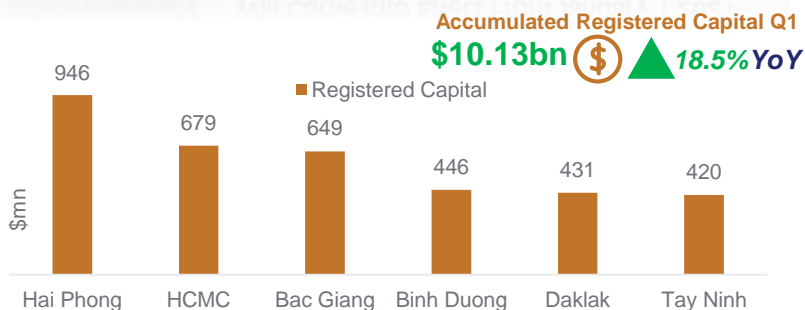
**Viet Nam News**

# Industrial – Vietnam Capitalizes on Manufacturing Shift to Attract Further Investment

## Vietnam Passed New Law on Investment in Jan 2021



## Top Provinces in Drawing Investment 1Q 2021 <sup>(1)</sup>



## Supply Chain Restructuring: Shift to Vietnam

- The New Law on Investment and Law on Enterprise came into effect on 1 Jan 2021, providing further incentives for foreign investment
- Foreign investment in 1Q 2021 grew YoY by 18.5% to \$10.13bn, with 243 new projects recorded. Notable projects include manufacturing relocations by Foxconn, JA Solar, and Everwin as well as a local expansion project by Nikkei Asia

### Manufacturing Relocation

Project	Registered Capital	Province
Fukang (Foxconn)	\$270mn	Bac Giang
JA Solar	\$210mn	Bac Giang
Everwin	\$200mn	Nghe An

### Local Expansion

**NIKKEI Asia**

**ELECTRONICS**

LG Display to expand OLED production in Vietnam with \$750m

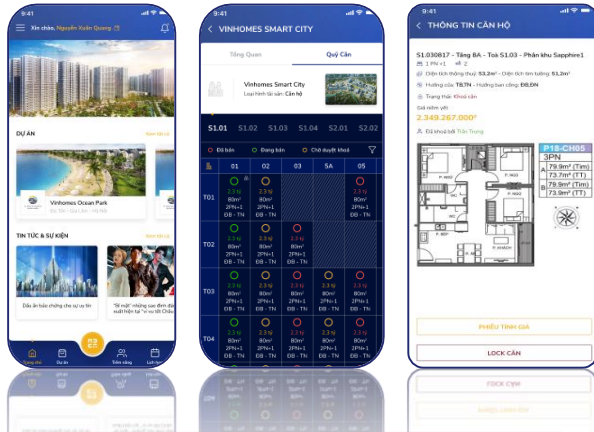


## 1Q2021 Operational Updates



# Roll-out of Innovative Platforms to Drive Digital Transformation

## VHM Sales Agent App



- The **VHM Sales Agent App** equips sales agents with a smart, convenient and transparent platform to access updated information about new launches and existing projects

## Launch of the Online Leasing Platform



- In March 2021, Vinhomes launched its e-commerce leasing website **<https://stay.vinhomes.vn/>**
- Attractive promotions offered for first-time customers to lease Vinhomes' serviced apartments through this platform

## Introduction of O2O Business Model



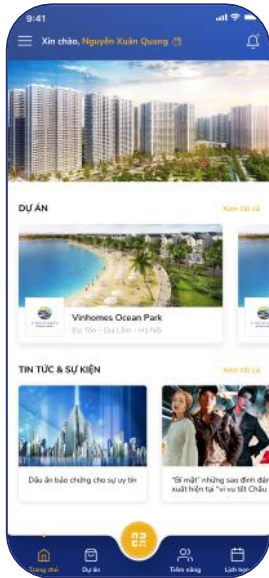
- In January 2021, Vinhomes announced its Online-to-Offline (O2O) business model
- An important milestone in the digital transformation of the Company's ecosystem covering sale, lease, and transfer

**Vinhomes' digital transformation to create an ecosystem that will enhance customer engagement and build brand loyalty**

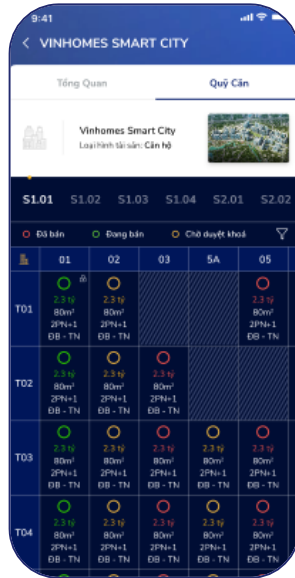


# Sales Mobile App as Supporting Tools for Agents

## Intuitive UI Design



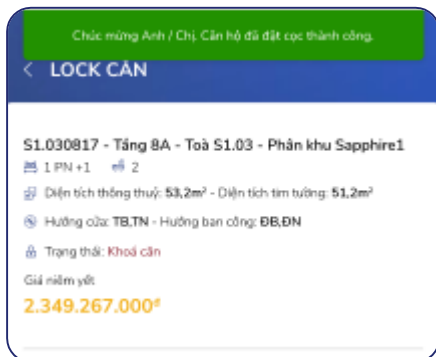
## Real Time Inventory Display



## Unit Description (e.g. floor plan)



- Better experience not only for the end-buyers but also for sales agents
- **VHM Sales Agent App** is a smart and convenient platform to provide
  - News and information about new launches and existing projects
  - Real-time availability of inventory and prices
- Building a sustainable and transparent market, benefitting all stakeholders



**2021 Target number of users**  
**120 Agencies**  
**20,000 Salespersons**

# Promoting Green Initiatives and Sustainability within the Vinhomes Community

## VinBus Operations



- The very first electric bus Vinbus manufactured by VinFast started test-running in Vinhomes Ocean Park (Hanoi)

## Charging Stations



- Development of charging stations for electric vehicles at Vinhomes' urban areas

## Technopark Green Office Building



- Technopark, our newest 43-storey office building in Ocean Park was designed and operated according to the most rigorous criteria of LEED Platinum certification, focusing on **Green – Smart – Wellness**

Vinhomes remain committed towards green initiatives and sustainable development

# Implementing Connected Smart City Solutions



## Transportation

- Electric public Buses



## Security

- Smart Traffic
- Smart Fire Alarm System
- Smart Camera
- Smart Access control
- Air Quality Monitoring



## Community

- VinID Resident App
- AI Camera Facial Recognition
- Cashless Payment via App



## Management

- Smart Intercom
- Smart Parking
- Smart City Hub
- Smart Staff Management
- Central Command Centre



## Home and Devices

- Smart Home

- Highly advanced comprehensive smart city solutions developed by VinSmart integrated into Vinhomes existing mega projects
- Pioneer of the smart city concept, first in SEA to implement comprehensive smart city of this scale, providing an unrivalled experience to residents

# Exciting Sales & Marketing Activities and Recent Awards

## Lunar New Year Festival at Vinhomes Smart City



- In Jan 2021, a Spring festival was held at Vinhomes Smart City
- Residents and visitors enjoyed entertainment activities representing different Asian national cultures: Vietnam, Japan, Korea, and Hong Kong

## Handover of the Manhattan's First Units at Vinhomes Grand Park



- On 20 Mar 2021, the first villa and shophouse units at The Manhattan – Vinhomes Grand Park project – were delivered to their owners
- The Manhattan was sold out within only 8 days and completed in only 10 months.

## Vinhomes Maintains its Position as Vietnam's Most Reputable Property Developer



- In Mar 2021, Vietnam Report published the list of **Top 10 most reputable companies in the real estate sector in 2021**
- Vinhomes once again was ranked No. 1, marking the company's 7th consecutive year at this position

## Vinhomes Grand Park Honored Excellent Agents



- In Jan 2021, all 61 agents of the Vinhomes Grand Park project were invited to an year end party
- An award ceremony was held to celebrate top performance amongst all Vinhomes agents nationwide

**Strong commitment to delivery and smart and healthy lifestyle bolster Vinhomes reputation, gaining market recognition**



# Overview of Launched Projects



Project Name	Vinhomes Ocean Park	Vinhomes Smart City	Vinhomes Grand Park
Total NSA (sqm) <sup>(1)</sup>	3,500,000	2,601,000	3,241,000
Cumulative Units Sold and Delivered / To Be Delivered as of 31 March 2021 <sup>(2)</sup>	<p>Units sold: 31,300 (28,700 Delivered, 2,600 To be delivered)</p> <p>Total units: 47,200</p>	<p>Units sold: 26,800 (21,500 Delivered, 5,300 To be delivered)</p> <p>Total units: 47,000</p>	<p>Units sold: 39,300 (30,700 Delivered, 8,600 To be delivered)</p> <p>Total units: 45,500</p>
Unbilled Sales <sup>(3)</sup> (VND billion)	13,435	10,110	29,405
Construction progress	63%	38%	57%

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

# New Project Launches in 2021

## Vinhomes Dream City (Ocean Park 2)

Vinhomes Dream City is conveniently located next to Vinhomes Ocean Park and will create a lively suburban community served by a complete ecosystem of life-essential products and services



### Description

- Mega mixed-use integrated residential and commercial project

### Location

- Van Giang, Hung Yen

### Total project area (including infrastructure)

- ~460ha

### Total Residential GFA<sup>(1)</sup>

- 7,853,000 sqm

### Key Components

- Apartments / Villas / Shophouses / Schools / Hospitals / Shopping Malls



**Conveniently Located**  
next to Vinhomes Ocean  
Park



**Ecosystem of Life-  
essential Products And  
Services**

## Vinhomes Wonder Park

Located at West of Hanoi and connected rapidly with My Dinh, Cau Giay, Ba Dinh, Hoan Kiem by metro line. The project will include parks complex with high-end residential villas and townhouses – a model for ecological urban living



### Description

- Mega mixed-use integrated residential and commercial project

### Location

- Dan Phuong, Hanoi

### Site Area

- ~133ha

### Key Components

- Apartments/Villas /Townhouses /Schools /Shopping Mall/ Eco-parks/Swimming Complex
- 16ha grand ecological park
- Vietnam's biggest swimming pool complex (indoor and outdoor)

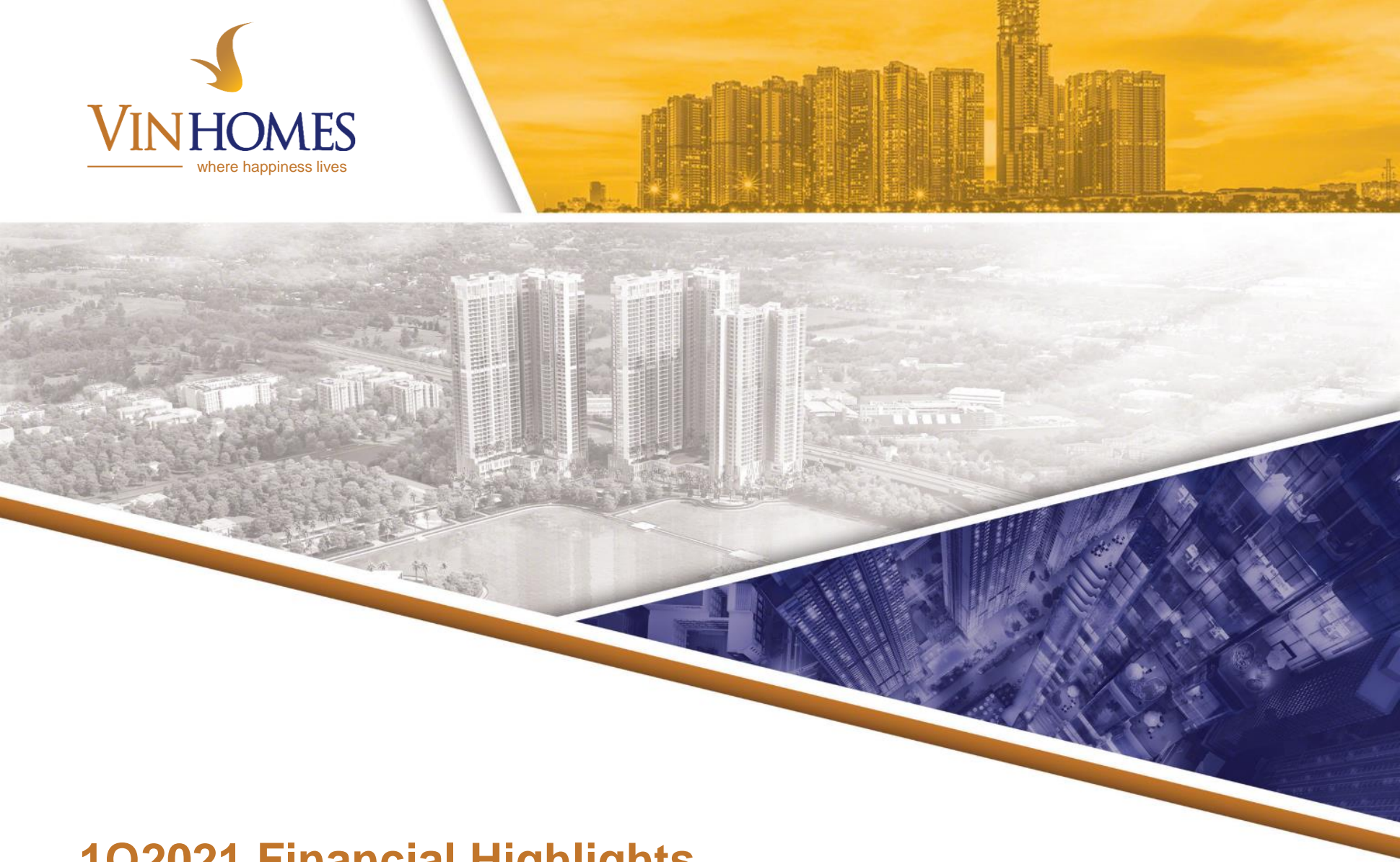


**Fast Track Connect**  
with Core Districts



**Model for Ecological  
Urban Living**





## 1Q2021 Financial Highlights

## Vinhomes Projects (Consolidated)

## BCC Projects (Equity Accounting)

1

### Revenue from Property Sales

- Total: **VND 10.0 tn**
- Key contributors:
  - VH Ocean Park: VND 6.1 tn
  - VH Grand Park: VND 1.5 tn
  - VH Smart City: VND 1.3 tn
  - VH Symphony: VND 0.5 tn

- Total amount: **VND 0.2 tn**
- Key contributors:
  - VH Star City: VND 0.1 tn
  - VH Imperia: VND 0.1 tn

2

### Gross Profit & Margin from Property Sales <sup>(1)</sup>

- Gross profit: **VND 5.6 tn**
- Gross profit margin: 56%

- Gross profit: **VND 0.1 tn**
- Gross profit margin: 56%

4

### PBT, PAT & PATMI

- Profit before tax was **VND 7.1 tn, -30% yoy**, in which **VND 7 tn <sup>(2)</sup>** was Vinhomes projects and **VND 0.1 tn** was from BCC projects
- Consolidated profit after tax was **VND 5.5 tn, -28% yoy**
- Consolidated PATMI was **VND 5.4 tn, -21% yoy**

5

### Pre-sales <sup>(3)</sup>

- Total number of pre-sold units : **1,566 units**
- Pre-sales value: **VND 5.7 tn**
- Unbilled pre-sales: **VND 54.3 tn**

- Total number of pre-sold units: **26 units**
- Pre-sales value: **VND 0.3 tn**
- Unbilled pre-sales: **VND 1.1 tn**



# Financial Performance 1Q2021 vs 1Q2020

Figures in VND bn	1Q2020 <sup>(1)</sup>	1Q2021 <sup>(1)</sup>	Change (%)	Key Commentary
Sale of Inventory Properties <sup>(2)</sup>	5,717	10,016	75%	<ul style="list-style-type: none"> <li>Sale of inventory properties increase 75% thanks to great number of apartments handed over at Vinhomes Ocean Park and Vinhomes Grand Park projects in 1Q2021 and a recognition of VND 2,900 billion bulk sale transaction with a local developer</li> </ul>
Other Revenue	802	2,971	270%	
<b>Total Revenue</b>	<b>6,519</b>	<b>12,986</b>	<b>99%</b>	
<b>Gross Profit</b>	<b>2,949</b>	<b>6,212</b>	<b>111%</b>	
<b>% Margin</b>	<b>45%</b>	<b>48%</b>	<b>260 bps</b>	
Profit sharing from BCC projects	411	93	-77%	<ul style="list-style-type: none"> <li>Profit distribution from BCC projects is contributed by Vinhomes Star City and Vinhomes Imperia</li> <li>Profit distribution reduced as BCC projects completed their hand-over process</li> </ul>
Other finance income	8,180	2,214	-73%	<ul style="list-style-type: none"> <li>1Q2020 recognized a significant gain of bulk sales at Vinhomes Grand Park</li> </ul>
Operating Profit	10,128	7,054	-30%	
<b>Profit before Tax</b>	<b>10,124</b>	<b>7,085</b>	<b>-30%</b>	
Profit After Tax	7,645	5,478	-28%	
<b>Profit after Tax and Minority Interest</b>	<b>6,844</b>	<b>5,396</b>	<b>-21%</b>	

Note: (1) Based on Vinhomes JSC VAS 1Q2021 consolidated financial statements. YoY comparison is with Vinhomes JSC VAS 1Q2020 consolidated financial statements; (2) Does not include BCC projects which is recorded as finance income

# Financial Performance 1Q2021 (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	-	61	155	-	216
Cost of Sale	-	(24)	(71)	-	(95)
<b>Gross Profit</b>	-	<b>37</b>	<b>84</b>	-	<b>121</b>
<b>% Margin</b>	-	<b>61%</b>	<b>54%</b>	-	<b>56%</b>
SG&A	-	(4)	(7)	-	(11)
Profit attributable	-	33	61	-	94
Profit attributable to Vinhomes (99%)	-	33	60	-	93

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

Figures in VND bn	Adjusted 1Q2021 VHM	1Q2021 BCC Projects	Total Adjusted 1Q2021
Sale of Inventory Properties	12,424 <sup>(1)</sup>	216	12,640
Other Revenue	2,971	-	2,971
<b>Total Revenue</b>	<b>15,395</b>	<b>216</b>	<b>15,611</b>
Cost of Sale	(7,486)	(95)	(7,581)
<b>Gross Profit</b>	<b>7,909</b>	<b>121</b>	<b>8,030</b>
Profit sharing from BCC projects	93	(93)	-
Operating Profit	7,054	-	7,060
Profit before Tax	7,085	-	7,085
<b>Profit for the Period</b>	<b>5,478</b>	<b>-</b>	<b>5,478</b>
<b>Profit after Tax and Minority Interest</b>	<b>5,396</b>	<b>-</b>	<b>5,396</b>

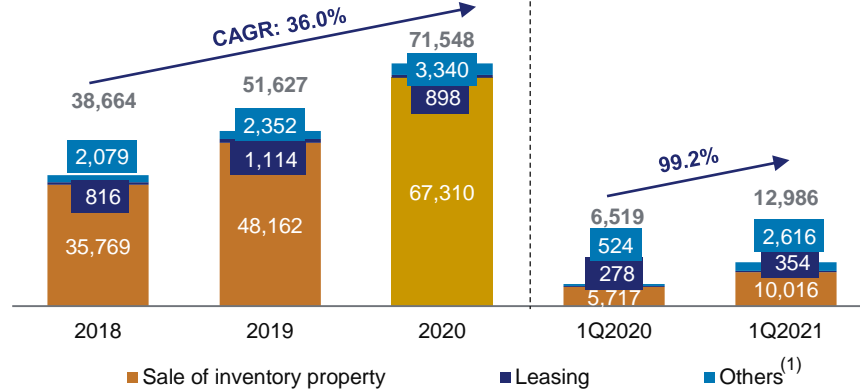
(\*) Due to delays in regulatory approval processes, a number of pipeline projects may have to be developed under BCC format.

Note: Based on Vinhomes JSC VAS 1Q2021 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.

# 1Q2021 Financial Performance Overview

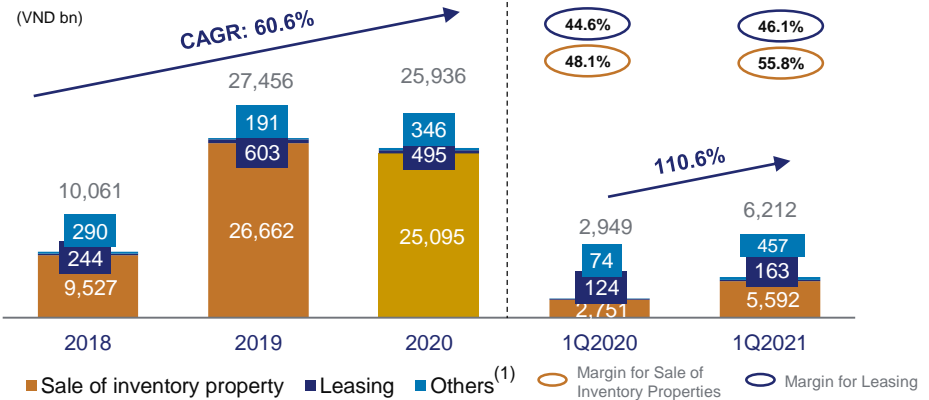
## Total Revenue

(VND bn)



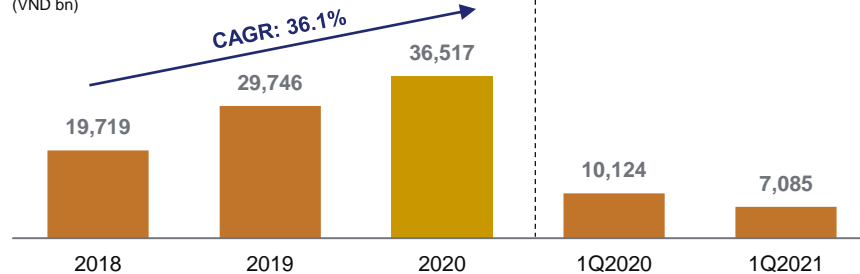
## Gross Profit and Gross Profit Margin

(VND bn)



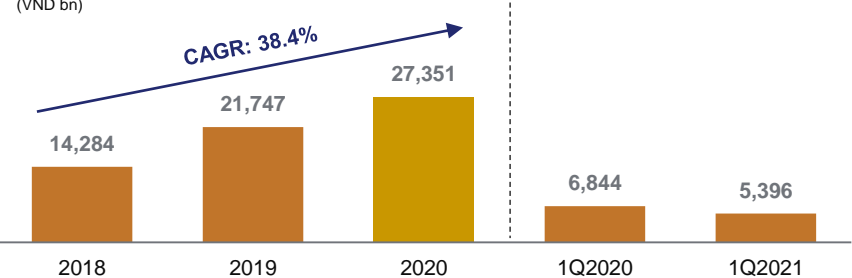
## Profit before Tax

(VND bn)



## Profit after Tax and Minority Interest

(VND bn)

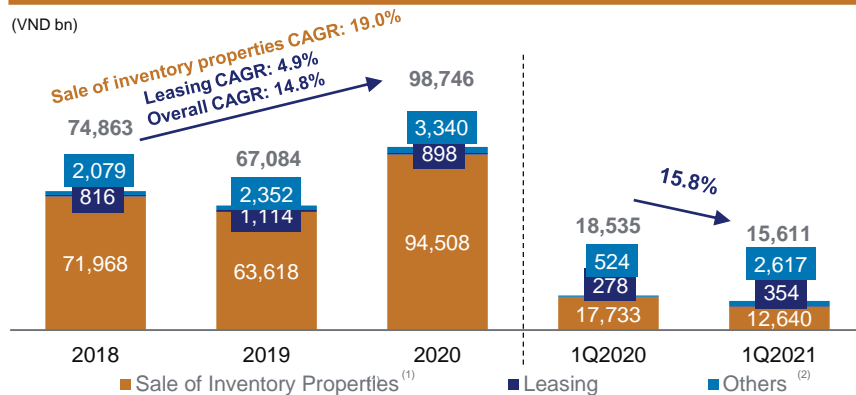


Note: Based on VAS Audited Consolidated Financial Statements for 2018, 2019, 2020 and Unaudited Consolidated Financial Statements for 1Q2021 (1) Includes revenue from general contractor services, shared profit from VCR, Vinschool, Vinpearl (until such components are completely transferred to those respective Vingroup's subsidiaries) and others

# 1Q2021 Financial Performance Overview

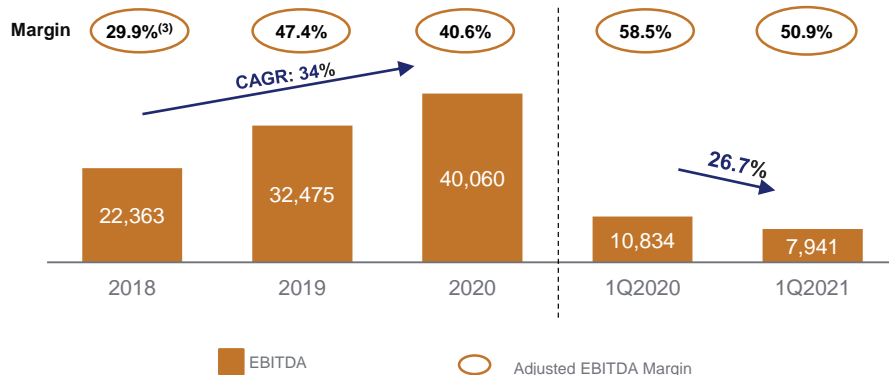
## Total Adjusted Revenue

(VND bn)



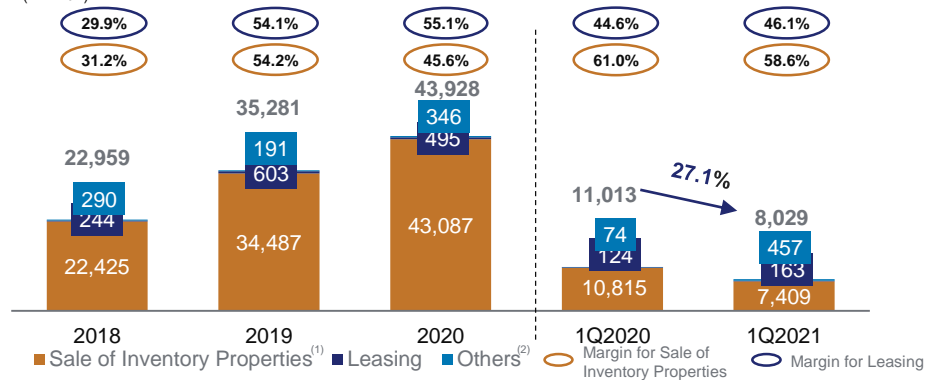
## Adjusted EBITDA and Margin

(VND bn)



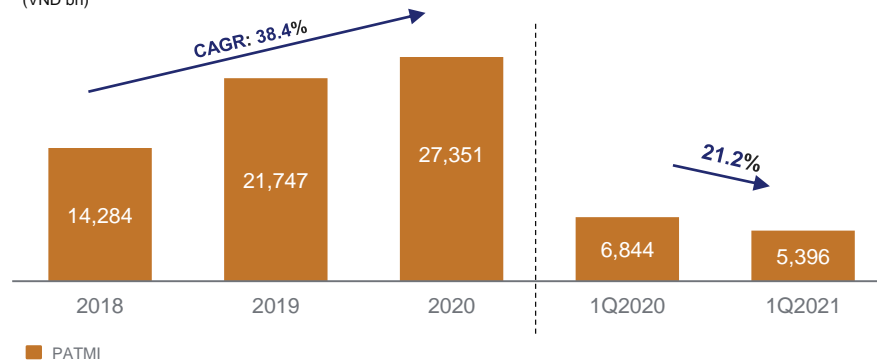
## Adjusted Gross Profit and Gross Profit Margin

(VND bn)



## Adjusted PATMI

(VND bn)

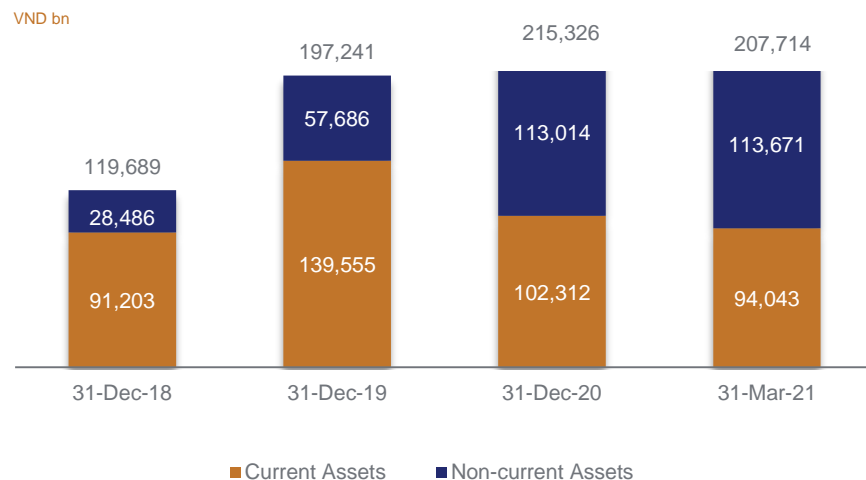


Notes: The financials as presented above are illustrative and based on the arithmetic aggregation of (i) Vinhomes JSC audited general purpose financials for FY2018-2020, (ii) Excluded Projects financials for FY2018-2020 and (iii) Unaudited Consolidated Financial Statements 1Q2021. (1): Adjusted for Revenue 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

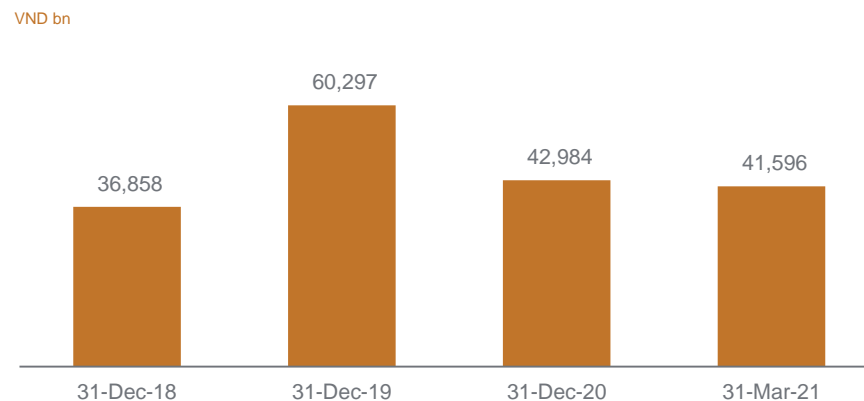


# Balance Sheet Overview

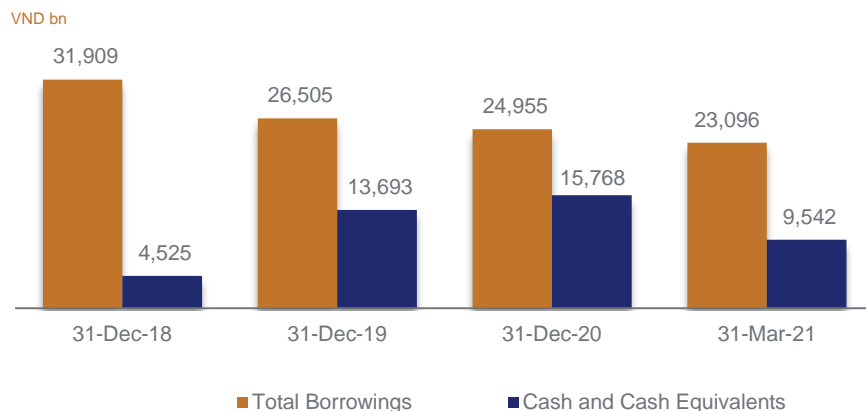
## Total Assets



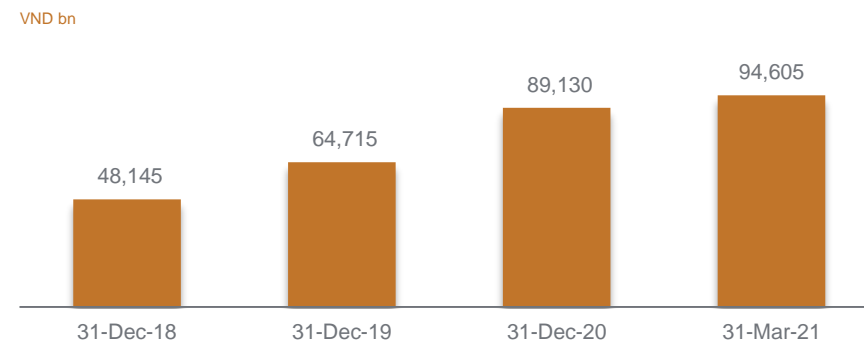
## Inventory



## Total Cash & Cash Equivalents<sup>(1)</sup> and Total Borrowings



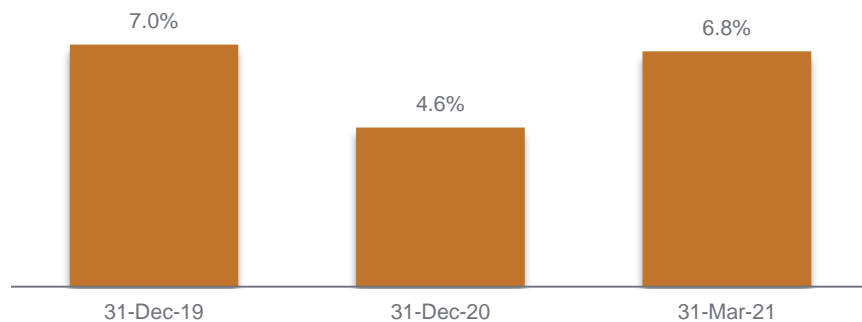
## Total Equity



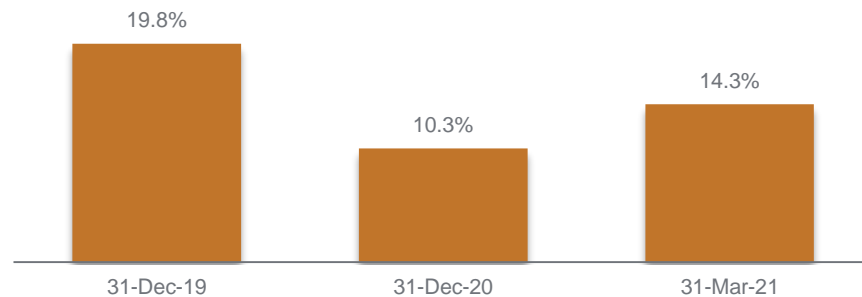
Note: Based on VAS Audited Consolidated Financial Statements for 2018, 2019, 2020 and Unaudited Consolidated Financial Statements for 1Q2021.  
 (1) Cash and cash equivalents includes short-term investments.

# Key Credit Metrics

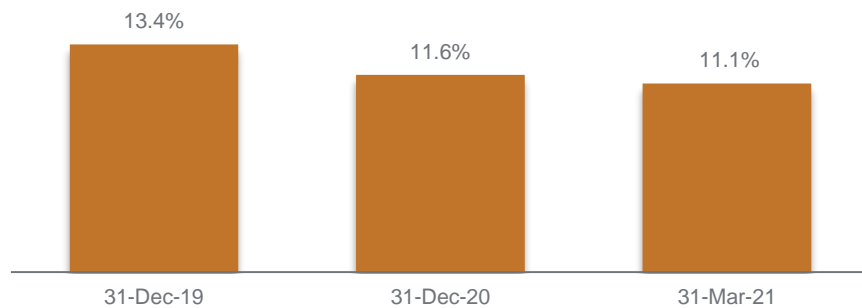
**Net Debt<sup>(1)</sup> / (Total Assets – Cash & Cash Equivalent<sup>(2)</sup>)**



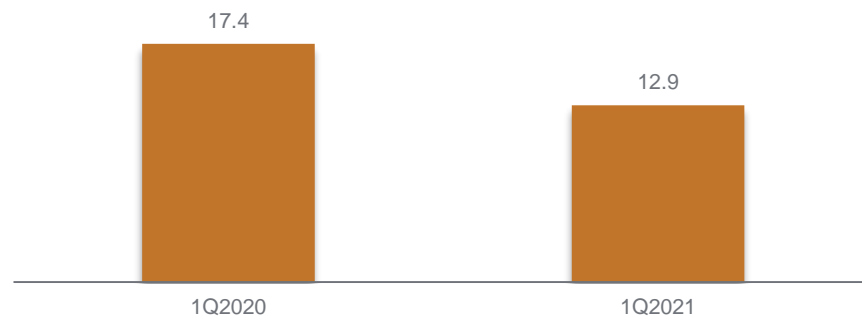
**Net Debt<sup>(1)</sup> / Equity**



**Total Debt / Total Assets**



**Interest Coverage Ratio<sup>(3)</sup>**

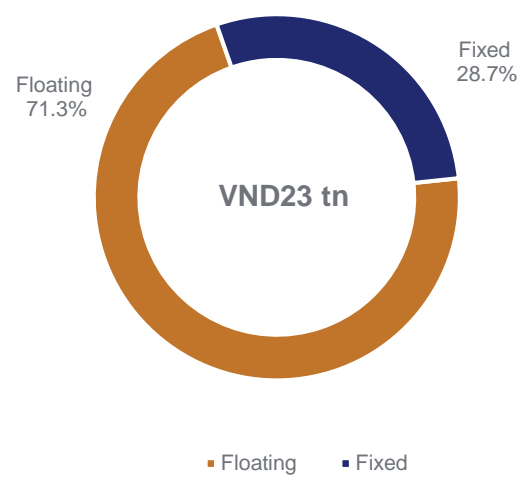
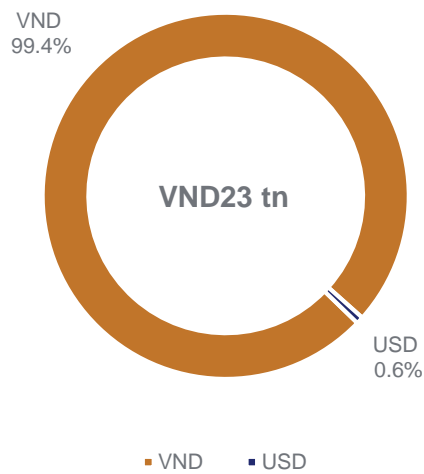
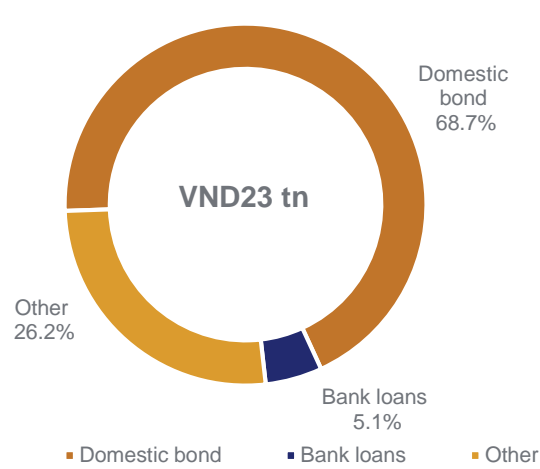


Notes: Based on VAS Audited Consolidated Financial Statements for 2019, 2020 and Unaudited Consolidated Financial Statements for 1Q2021

(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

# Debt Profile

- 01 **Total debt breakdown by funding sources**
- 02 **Total debt breakdown by currency**
- 03 **Total debt breakdown by interest rate**

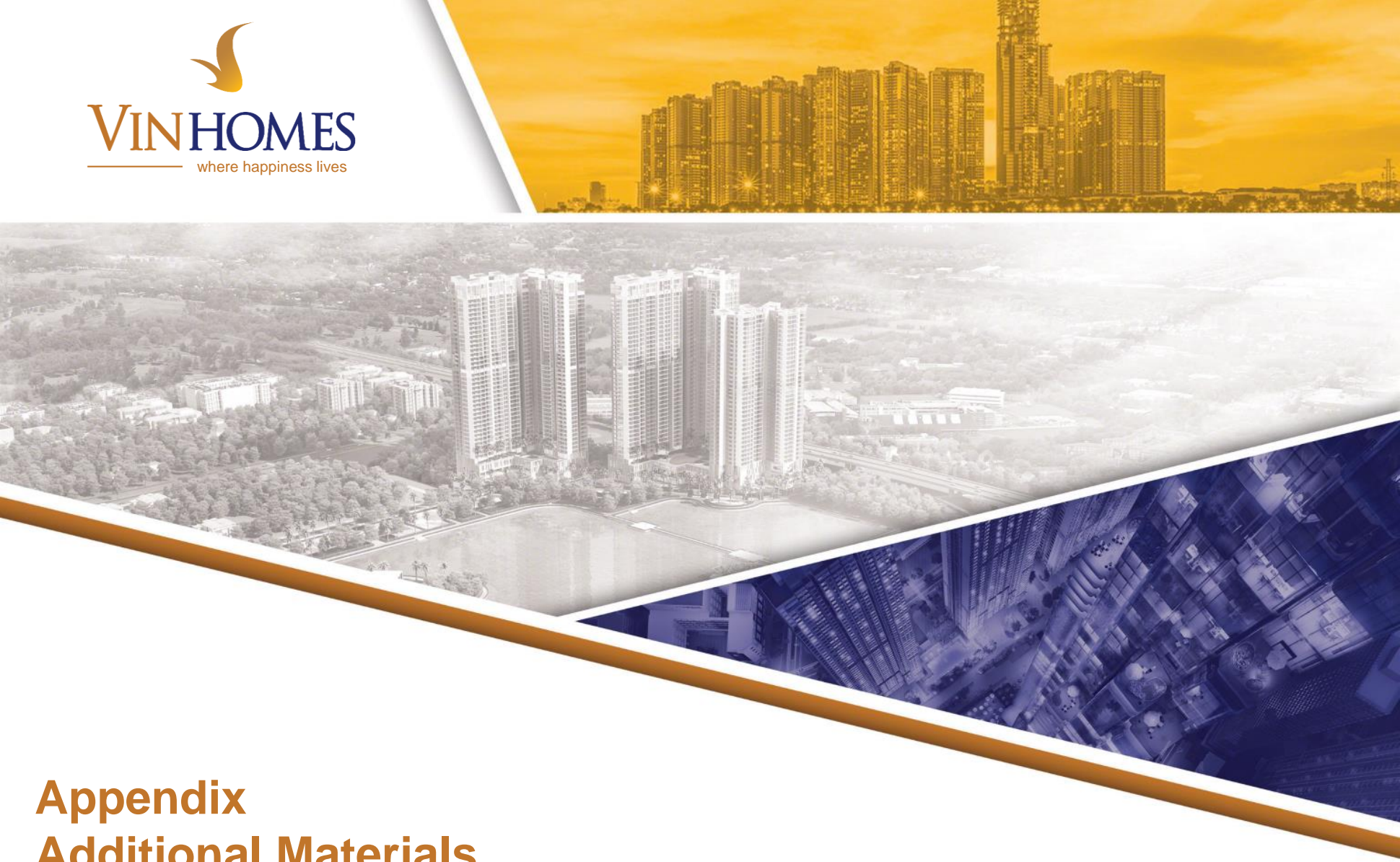


04

**Debt maturity (VNDbn)**



**Average debt maturity: 1.34 years**



## Appendix Additional Materials



# Continued Support from Customers and Mortgage Lenders



**FOREIGN BUYERS<sup>(1)</sup>**  
**7%**

Project	Selling points	Percentage of foreign buyers
<b>Vinhomes Golden River (HCMC)</b>	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%
<b>Vinhomes West Point (Hanoi)</b>	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%
<b>Vinhomes Skylake (Hanoi)</b>	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**  
**67%**

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

	Vinhomes Ocean Park	Vinhomes Smart City	Vinhomes Grand Park
<b>Percentage (%)</b>	<b>68%</b>	<b>69%</b>	<b>83%</b>

- 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.



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