



# Vinhomes JSC

## 2Q2021 Investor Presentation

29 July 2021

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# Key Messages

1

## Vietnam economy continues its positive recovery amidst the 4<sup>th</sup> wave of Covid-19

- 2Q economy of Vietnam accelerated with a **6.61%<sup>(1)</sup> GDP yoy growth**
- PMI Index continued its strong recovery in April 2021 (with a reading of 55). Approximately USD 15.3 bn in registered FDI injected, of which newly **registered capital increase by 13.2% yoy**
- The total realized investment in the economy, including the public investment, non-State sector and FDI reached VND 1.169 tn (+7.2% yoy)

2

## Robust pre-sales momentum secured by bulk sales, providing ample liquidity

- Two bulk sales transactions at Vinhomes Ocean Park and Vinhomes Smart City closed in 2Q2021 amounted to **VND 12.8 tn**
- Resident App launched, completing the Vinhomes digital ecosystem, from pre-sales (Sales Agent App) to after-sales

3

## Unrivalled quality land bank solidifying Vinhomes' leading position in the residential market

- Positive progress made on upcoming mega projects, notably the Vinhomes Dream City mega-project was officially awarded to Vinhomes for development. The project has a **314 ha site area**, and is expected to be launched for pre-sales in 2H2021
- Cluster of IPs strategically located in Quang Ninh province may soon have Approval-in-Principal (AIP) for development

4

## Healthy backlog maintains revenue and profit recognition

- Ahead-of-schedule construction provides buffer for mandatory social distancing, underpinning on-schedule delivery
- Nearly **11,400 units delivered** in 2Q2021 with 98% from the three mega projects
- Total converted revenue<sup>(2)</sup> and profit after tax in 2Q2021 reaching **VND 26.2 tn (+61% yoy)** and **VND 10.2 tn (+198% yoy)**

# 2Q2021 And 1H2021 At A Glance

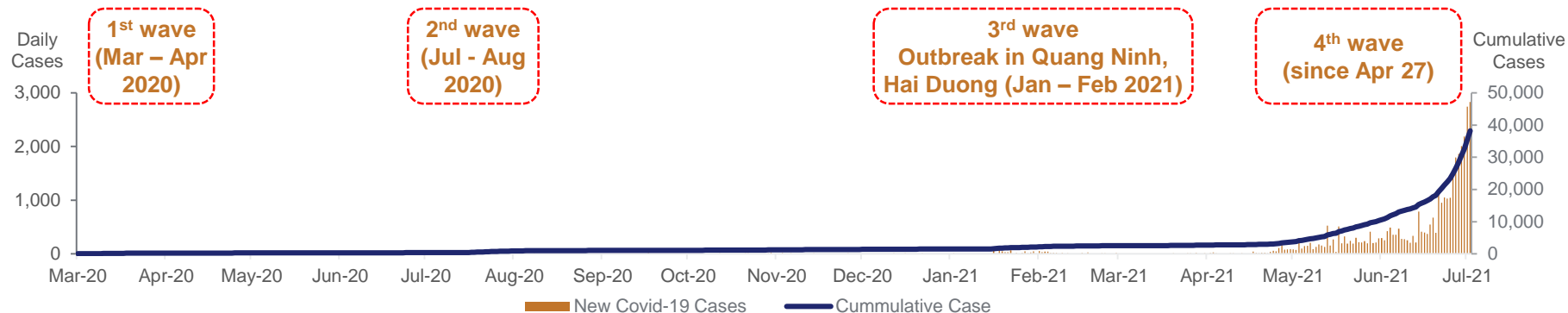
	2Q2021	2Q2020	YoY%	1H2021	1H2020	YoY%
Revenue from Property Sales <sup>(1)</sup>	VND 26.2 tn	VND 16.3 tn	▲ 61%	VND 38.9 tn	VND 34.1 tn	▲ 14%
Gross Profit of Property Sales <sup>(1)</sup>	VND 13.9 tn	VND 6.4 tn	▲ 118%	VND 21.3 tn	VND 17.2 tn	▲ 24%
Profit after Tax & Minority Interest	VND 10.2 tn	VND 3.4 tn	▲ 198%	VND 15.6 tn	VND 10.3 tn	▲ 52%
New Pre-sold Units <sup>(2)</sup>	14,200 units	17,200 units	▼ 17%	15,800 units	22,000 units	▼ 28%
Contracted Value <sup>(3)</sup>	VND 21.7 tn	VND 31.1 tn	▼ 30%	VND 27.7 tn	VND 37.4 tn	▼ 26%
Unbilled Bookings <sup>(4)</sup>	VND 49.4 tn	VND 93.0 tn	▼ 47%	VND 49.4 tn	VND 93.0 tn	▼ 47%

Note: Based on Vinhomes JSC VAS 1H2021 unaudited consolidated financial statements

(1) Converted revenue, includes both Vinhomes and BCC projects and bulk sales under shares transfer transactions (if any) (2) Estimated pre-sale under SPAs and pre-sale bookings under deposits, including bulk sales deposits. Numbers are rounded to the nearest '00 (3) Include retail and bulk sales value (4) As of 30 June 2020 and 30 June 2021

# Covid-19 Update: Vietnam Combating With The 4<sup>th</sup> Wave

## Covid-19 Situation in Vietnam

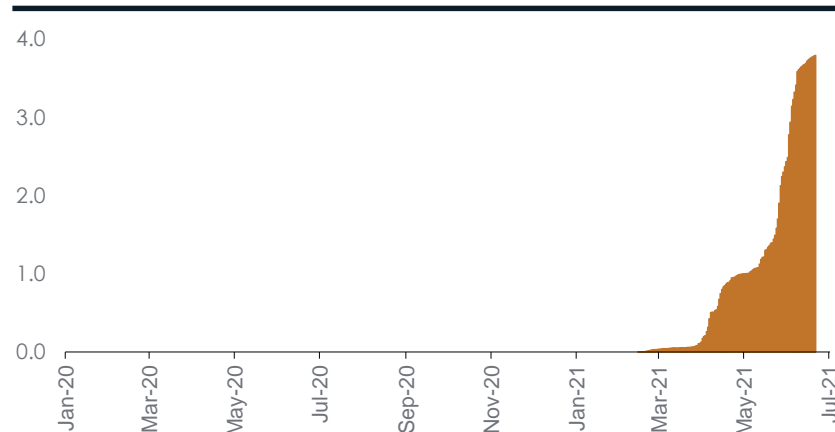


## Positive Outlook with Acceleration of Vaccination Plan

Swift measures for vaccination to achieve herd immunity...



...with cumulative vaccination rate increased quickly



**Vaccination Plan to Accelerate in 2H2021 to Achieve Herd Immunity by 2021 Year End – Early 2022**



**Market confidence from vaccination roll-out to sustain economic growth**

- Vietnam's 2021 GDP growth rate to remain a regional bright spot through the pandemic
- Accelerated vaccination plan for at least 70% of the population by 2021 year end to early 2022 to restore market optimism swiftly



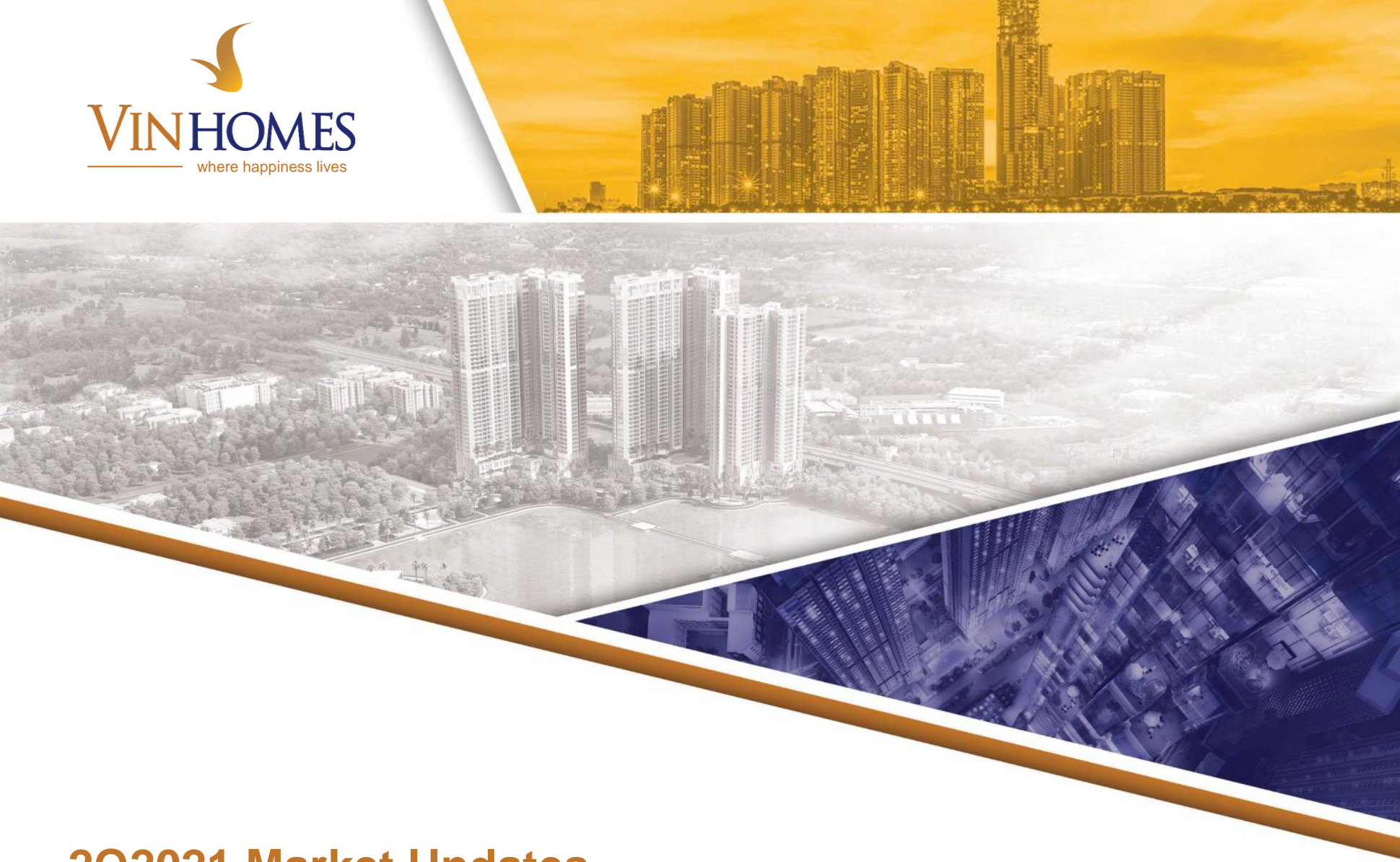
**Bulk sales strategy to capture demand for quality land bank**

- Vinhomes' new launches to take advantage of resilient housing demand and limited supply
- Robust bulk sales in both existing and upcoming projects to drive pre-sales momentum to meet 2021 targets
- Strategic partnership agreement with a leading Japanese developer, to be signed in existing mega projects
- A number of sizable transactions in various stages of negotiation to be completed and recognized in 2H2021



**O2O sales model bringing unique and best-in-class experience**

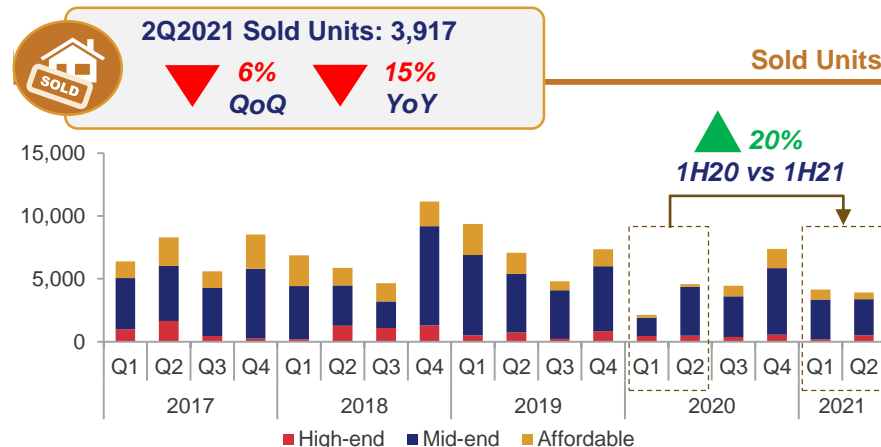
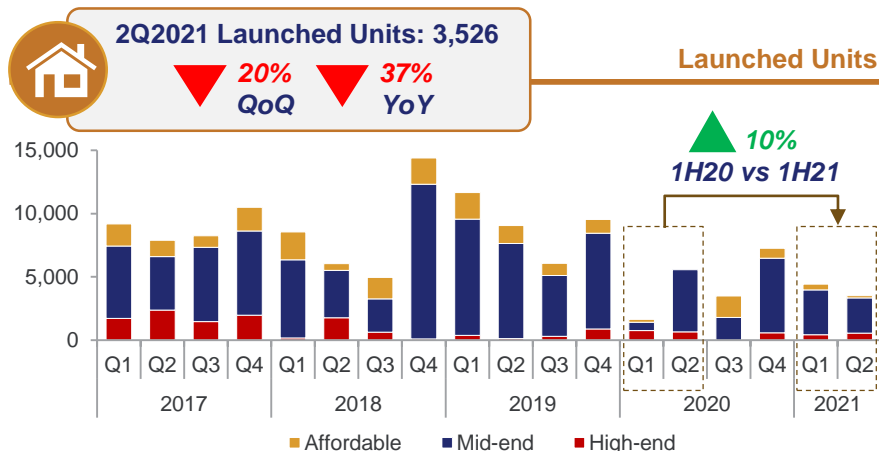
- Continued roll-out of O2O strategy through livestream kick-off events and massive launches to bolster growth during the pandemic
- Vinhomes digital transformation continues with the introduction of the Sales Agent and Resident Apps, further enhancing contactless interactions for sales forces and residents



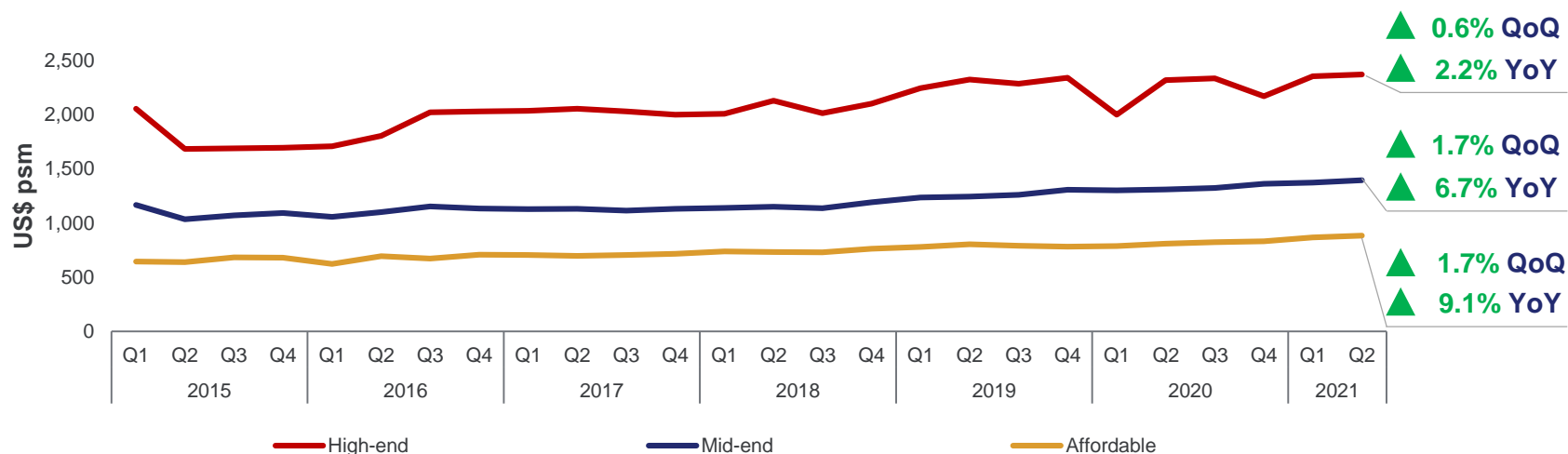
## 2Q2021 Market Updates

# Hanoi – 1H2021 Witnessed Increasing Volume Despite 4<sup>th</sup> Wave Of Covid-19

ASP trended higher in 2Q2021, along with an increase in launched / sold units in 1H21 despite a setback in June due to a resurgence of Covid cases



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



Source: CBRE Research, 2Q2021

Note: (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

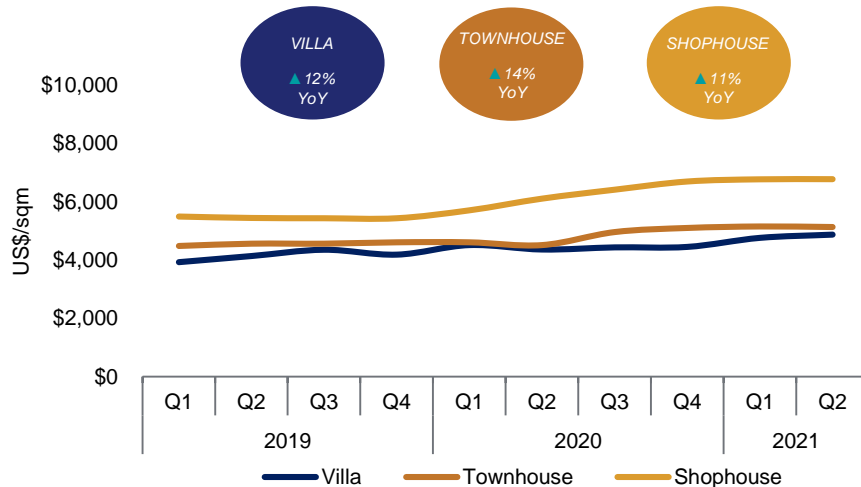


# Hanoi Continues Infrastructure Improvements, Providing Pricing And Volume Support

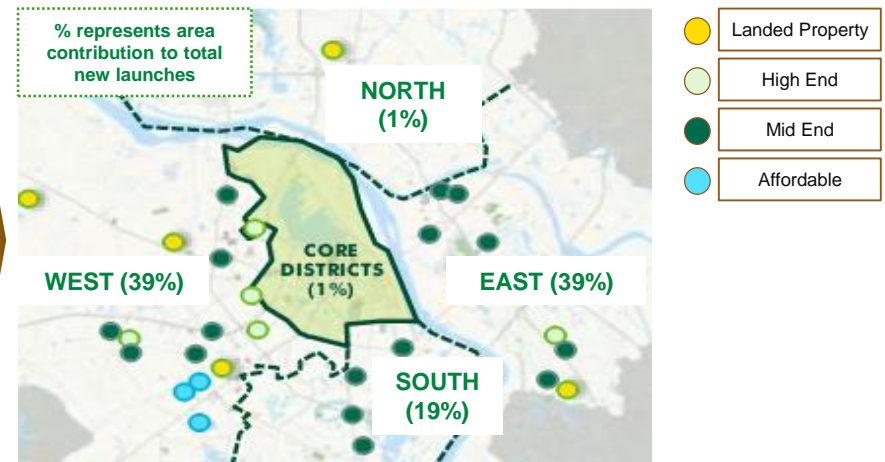
Infrastructure improvements facilitate development of large-scale townships along key arterial roads



Secondary landed property price<sup>(1)</sup> grew at double-digit rate thanks to high demand



The East and the West areas were key contributors, followed by the South area

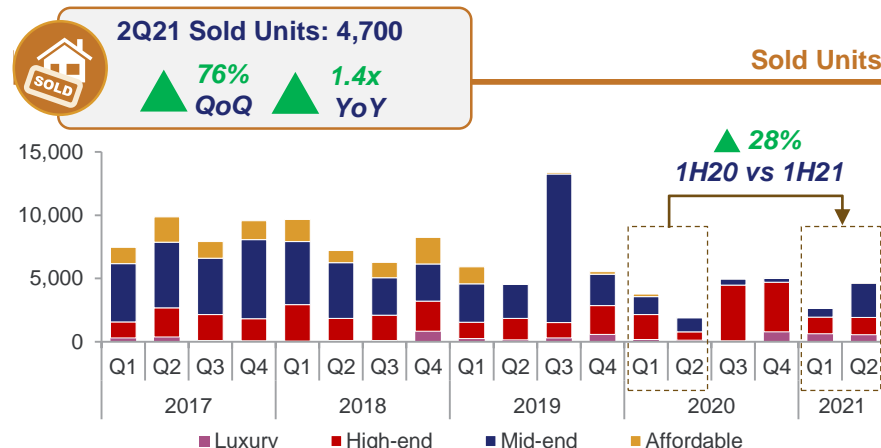
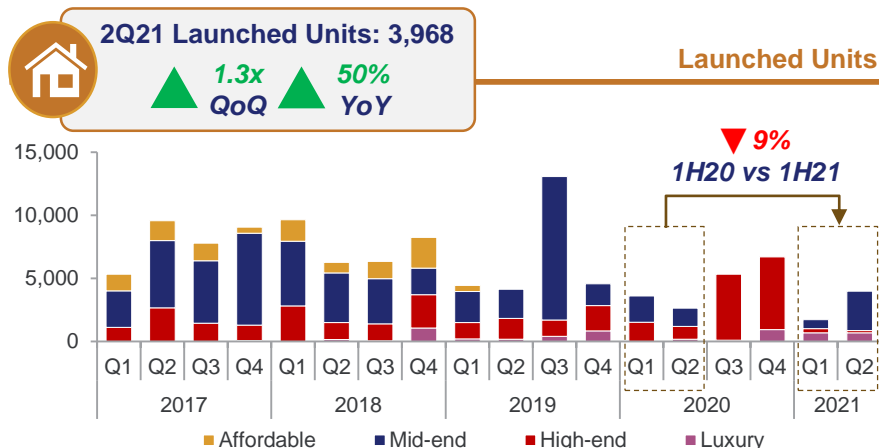


Primary pricing expected to remain resilient with stronger new supply

- Robust price pick-up seen at outer-district projects conveniently located near key arterial roads
- Strong demand for landed products drove higher ASP
- New supply at mega townships to cater increasing demand

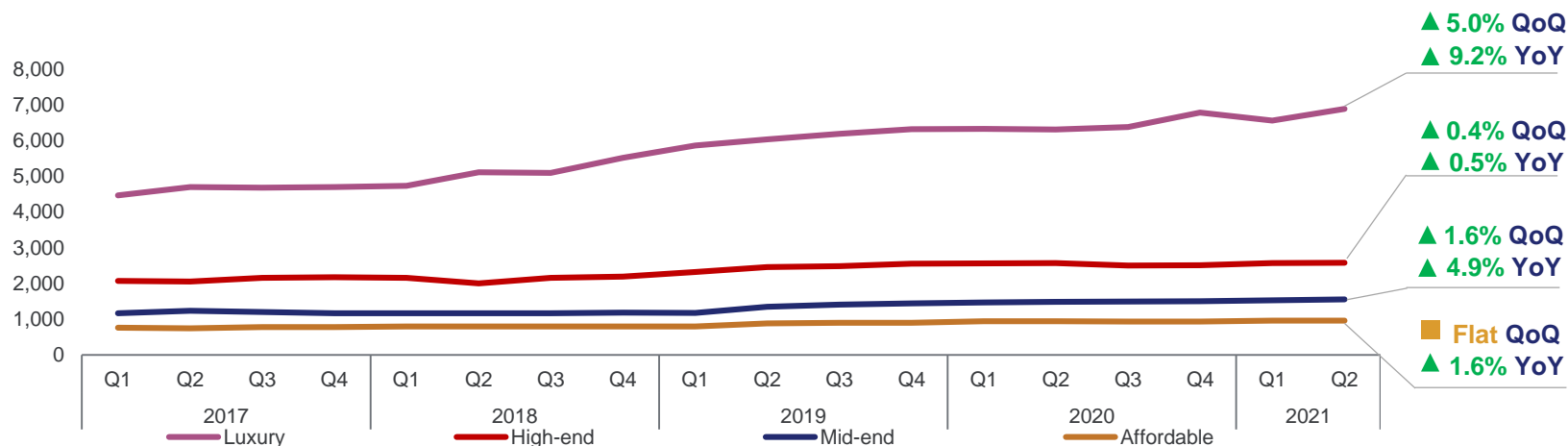
# HCMC – Supply Shortage Leading to a Significant Uptick in Volume and Price

Lack of supply driving significant uptick in both sold/ launched condo units and ASP escalation



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

US\$ psm



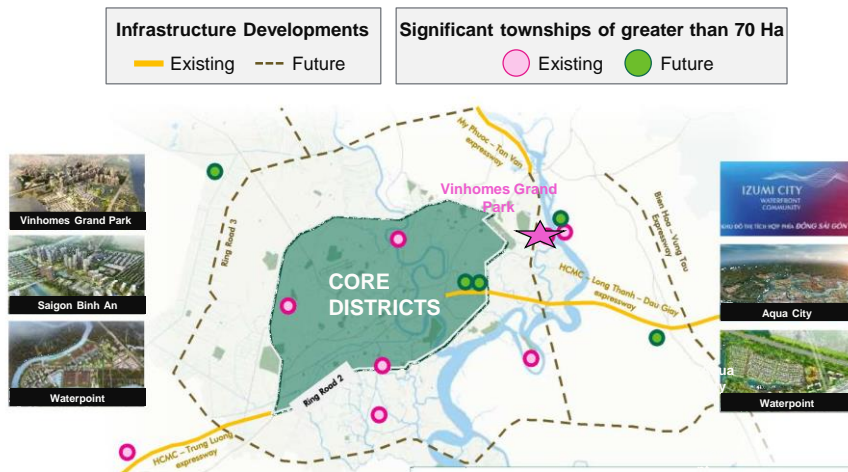
Source: CBRE Research, 2Q2021

Note: (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 – New Launches And Pricing Trends Higher, In Line With Infrastructure Developments

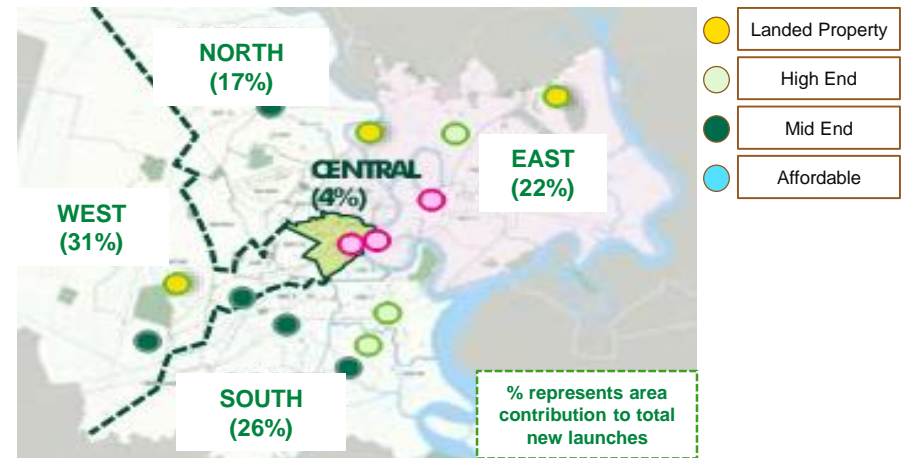
## Infrastructure developments connecting core districts with mega projects



## Metro line no.1 is nearing completion, test run slated for 2H2021



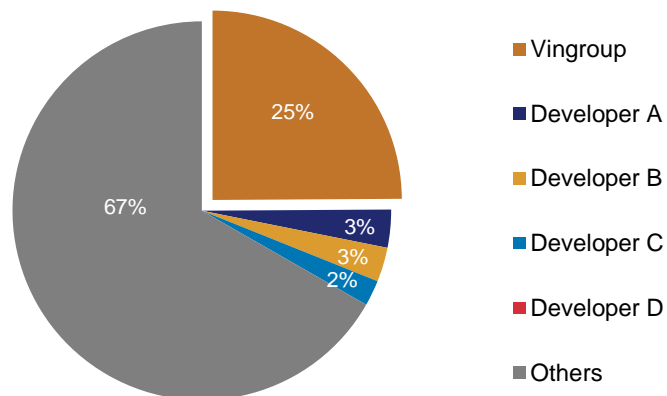
## The West and South regions took the lead for new launches



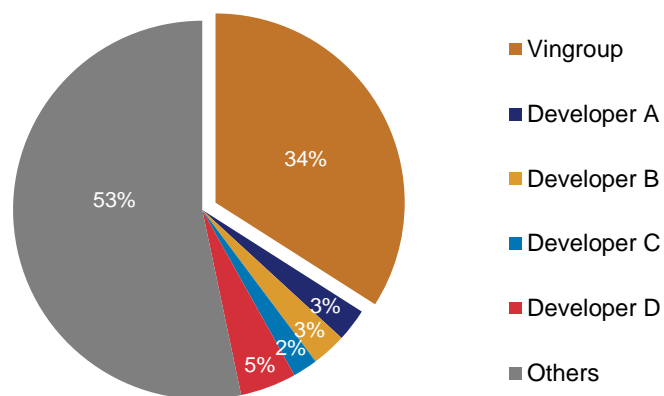
- More infrastructure projects support the connectivity of large-scale townships outside the Central region
- Augmented by the Metro network slated for test run by the end of 2021
- Absorption rate<sup>(1)</sup> increased by 6ppts signaling market optimism

# Vinhomes' Continued Dominance In Vietnam's Residential Market

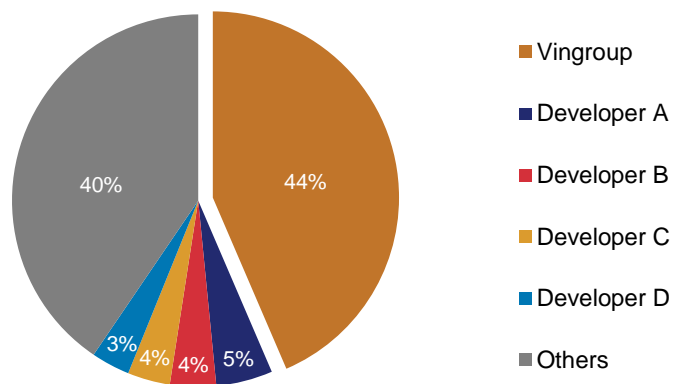
**25% Market Share in Vietnam across ALL Condominium Segments (2016 – 2Q2021)**



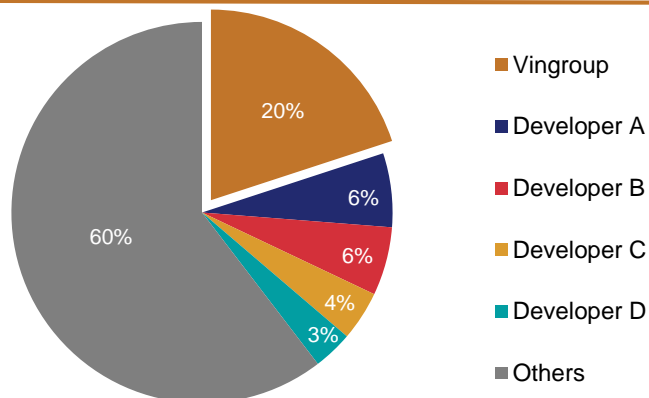
**34% Market Share in Vietnam in the MID-END Condominium Segment (2019 – 2Q2021)**



**44% Market Share in Vietnam in the HIGH-END Condominium Segment (2016 – 2Q2021)**



**20% Market Share in Vietnam in the LANDED PROPERTIES Segment (2016 – 2Q2021)**





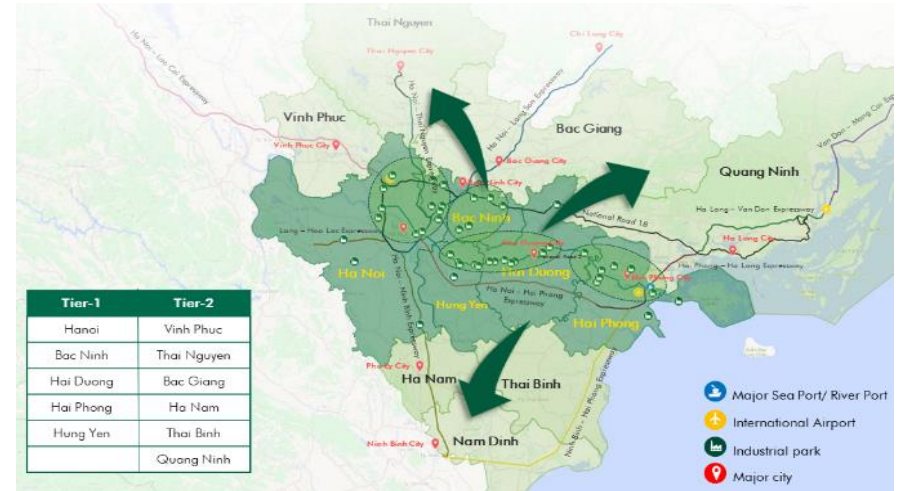
# Industrial - Major Infrastructure Investments And IPs Expansion To Capture Manufacturing Shifts

Extensions of key intercity highways are being constructed along the coast to the borders



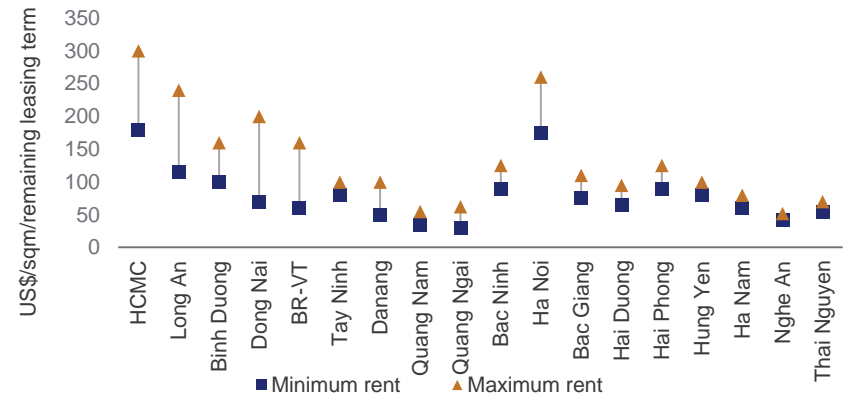
- The **Van Don – Mong Cai (Quang Ninh province)** and **Ninh Binh – Hai Phong** expressways will bridge the connectivity with China to capitalize on manufacturing shift
- IP landbank to be expanded to emerging provinces including Quang Ninh, Ha Nam, Bac Giang, etc.
- Rental escalation of 5 – 10% for IPs in good locations

Expansion of emerging regions



Industrial land rental has seen moderate escalation

Industrial Land Asking Rents in 2Q2021





## 2Q2021 Operational Updates

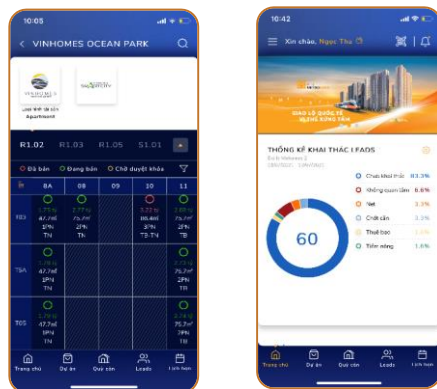
# Continue To Roll-out Of Innovative Platforms To Drive Digital Transformation

## Livestream kick-off for the launch of Metrolines



- O2O model providing seamless experience for home buyers and is part of our digital transformation roadmap
- Livestream kick-off event for the Metrolines complex (Vinhomes Smart City) attracted **16,000 participants**

## Vinhomes Sales Agent App starts registered bookings



- The Vinhomes Sales App<sup>(1)</sup> was launched for pilot use in May 2021 and recorded **503 successful bookings, 46 agencies, and over 6,000 active users**

## Vinhomes Resident App



- In 2Q2021, **Vinhomes Resident App** was launched to replace VinID Resident App, incorporating more smart functions
- It allows Vinhomes residents nationwide to enjoy various contact-less services (see more details in the next page)

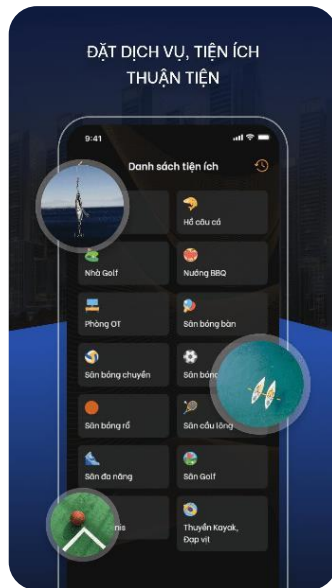
**Vinhomes' digital transformation aims to create an ecosystem that will enhance customer experience and provide convenience for sale and after-sales services**

Source: Company Information.

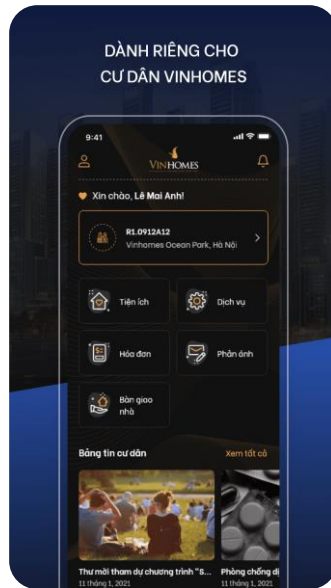
Note: (1) Currently applied for Vinhomes Ocean Park and Vinhomes Smart City and will incorporate other projects in the near future.



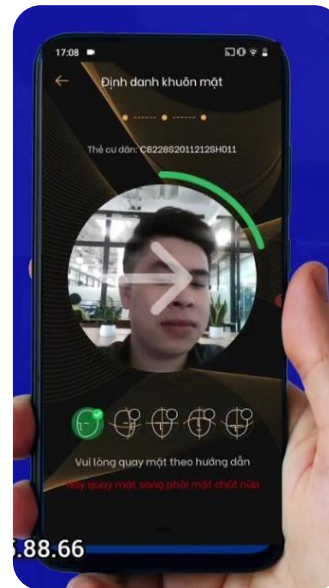
# Vinhomes Resident App To Support After-Sales Services



Book sporting facilities



Pay utility bills



Register face ID

19,800 Users

15,400 Installations

8,607 Successful Bookings<sup>(1)</sup>

- **Vinhomes Resident App** is a comprehensive platform to cater to the needs of residents nationwide and provide best-in-class customer experience
- Vinhomes residents can register accounts with their apartment codes and make bookings for
  - Apartment handover date
  - Pay utility bills, request services
  - Check bus timetable, manage apartment remotely, etc.



# Extensive Promotion Activities To Support Successful Future Launches

## Introduction of Vinhomes Priority scheme



- Vinhomes Priority – an **innovative financial support scheme**<sup>(1)</sup> for Vinhomes customers was introduced
- This policy offers superior privileges including
  - Waiver of down payment
  - 100% interest support
  - Immediate apartment handover

## Vinhomes Grand Park honored Top 10 agencies



- The top 10 (out of 62) most outstanding agents were honoured for their **excellent sales performance**
- 99% of The Manhattan Glory and 90% of The Origami have been sold
- Timely encouragement for greater achievements in Vinhomes' future projects

## Vinhomes held agent recruitment fairs



- In mid-April, **recruitment fairs** were held in Hanoi and HCMC
- These events aimed to attract passionate young professionals to join VHM's fast growing sales network across the country

Notes: Pictures taken before 27 April 2021

Note: (1) Program applied for Vinhomes Ocean Park, Vinhomes Smart City, and Vinhomes Grand Park

# Creating Culture Hub For Growing Vibrant Communities

## 6.1 ha saltwater lagoon opened at Vinhomes Ocean Park



## Invigorating activities forming a culture hub for multi-generation connection





# Multiple Awards To Solidify Vinhomes' Position As A Leading Property Developer

## Vinhomes Smart City won double awards at the APPA



- Vinhomes Smart City has won both the **Mixed Use Development** and **Sustainable Residential Development** categories at the 2021 Asia Pacific Property Awards
- The project was also proudly selected as the **regional representative** at the 2021 International Property Awards

## Vinhomes Grand Park won best Residential High Rise Development at the APPA



- Vinhomes Grand Park won the awards for **Residential High Rise Development**
- Voted as a uniquely-designed project with its 36 ha riverside park and 15 recreational facilities with creative themes

# 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 30 June 2021 <sup>(2)</sup>	<p>Units sold: 30,200 To be delivered: 7,600 Total units: 47,300</p>	<p>Units sold: 23,500 To be delivered: 10,600 Total units: 47,000</p>	<p>Units sold: 38,400 To be delivered: 900 Total units: 45,500</p>
Unbilled Sales <sup>(3)</sup> (VND billion)	15,320	15,620	13,970
Construction Progress	68%	42%	59%

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 Projects To Be Launched

## 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

- 7,853,000 sqm

### Key Components

- Apartments / Villas / Shophouses / Schools / Hospitals / Shopping Malls
- 18.1ha Central Park with the world's largest Wave Pool complex



**Conveniently Located  
Next to Vinhomes Ocean  
Park**



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

## Vinhomes Wonder Park

Located at the west of Hanoi and well-connected to 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 largest Swimming Pool complex (both indoor and outdoor)



**Close Connectivity  
to Core Districts**



**Model for Ecological  
Urban Living**

# Ideal Projects' Location, Backed By Expanding Infrastructures

## Upcoming projects located within 15km distance from Hanoi CBD







## 1H2021 Financial Highlights

# 1H2021 Highlights

## Vinhomes Projects (Consolidated)

## BCC Projects (Equity Accounting)

1

### Revenue from Property Sales<sup>(1)</sup>

- Total: **VND 36.0 tn**
- Key contributors:
  - VH Grand Park: VND 17.7 tn
  - VH Ocean Park: VND 12.0 tn
  - VH Smart City: VND 4.7 tn
  - VH Symphony: VND 0.6 tn

- Total amount: **VND 0.4 tn**
- Key contributors:
  - VH Star City: VND 0.3 tn
  - VH Imperia and VH Harmony: VND 0.1 tn

2

### Gross Profit & Margin from Property Sales<sup>(2)</sup>

- Gross profit: **VND 19.5 tn**
- Gross profit margin: 54%

- Gross profit: **VND 0.2 tn**
- Gross profit margin: 45%

4

### PBT, PAT & PATMI

- Profit before tax was **VND 20.3 tn, +38% yoy**, in which **VND 20.2 tn** was Vinhomes projects and **VND 0.1 tn** was from BCC projects
- Consolidated profit after tax was **VND 15.8 tn, +43% yoy**
- Consolidated PATMI was **VND 15.6 tn, +52% yoy**

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

- Total number of pre-sold units : **15,458 units**
- Pre-sales value: **VND 24.8 tn**
- Unbilled pre-sales: **VND 45.9 tn**

- Total number of pre-sold units: **320 units**
- Pre-sales value: **VND 2.9 tn**
- Unbilled pre-sales: **VND 3.5 tn**

Source: Based on Vinhomes JSC VAS 1H2021 consolidated financial statements. YoY comparison is with Vinhomes JSC VAS 1H2020 audited consolidated financial statements

Notes: (1) Does not include converted revenue from bulk sale under shares transfer transactions. (2) Represents gross profit of property sales only (3) Estimated pre-sale under SPAs and pre-sale secured under non-cancellable deposits under both retail and bulk sales.



# Financial Performance 1H2021 vs. 1H2020

Figures in VND bn	1H2020	1H2021	Change (%)	Key Commentary
Sale of Inventory Properties <sup>(1)</sup>	21,348	36,033	69%	<ul style="list-style-type: none"> <li>Sale of inventory properties increased 69% due to the large number of apartments handed over at Vinhomes Ocean Park and Vinhomes Grand Park projects in 1H2021 (both retail and bulk sales)</li> </ul>
Other Revenue	1,548	5,678	267%	
<b>Total Revenue</b>	<b>22,896</b>	<b>41,712</b>	<b>82%</b>	
<b>Gross Profit</b>	<b>9,374</b>	<b>20,569</b>	<b>119%</b>	
<b>% Margin</b>	<b>41%</b>	<b>49%</b>	<b>837 bps</b>	
Profit sharing from BCC projects	441	140	-68%	<ul style="list-style-type: none"> <li>Profit distribution from BCC projects is contributed by Vinhomes Star City, Vinhomes Harmony and Vinhomes Imperia</li> <li>Profit distribution reduced as BCC projects completed their hand-over process</li> </ul>
Other finance income	8,982	2,743	-69%	<ul style="list-style-type: none"> <li>1H2020 recognized a significant gain of bulk sales at Vinhomes Grand Park</li> </ul>
Operating Profit	15,606	20,288	30%	
<b>Profit before Tax</b>	<b>14,697</b>	<b>20,336</b>	<b>38%</b>	
Profit for the Period	11,061	15,781	43%	
<b>Profit after Tax and Minority Interest</b>	<b>10,279</b>	<b>15,629</b>	<b>52%</b>	

Source: Based on Vinhomes JSC VAS 1H2021 consolidated financial statements. YoY comparison is with Vinhomes JSC VAS 1H2020 reviewed consolidated financial statements

Note: (1) Does not include BCC projects and bulk sale under share transfer transactions which are recorded as finance Income

# Financial Performance 1H2021 (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)	Total BCC projects
Revenue	60	57	325	442
Cost of Sale	(54)	(75)	(115)	(244)
<b>Gross Profit</b>	<b>6</b>	<b>(18)</b>	<b>210</b>	<b>198</b>
<b>% Margin</b>	<b>10%</b>	<b>(32%)</b>	<b>65%</b>	<b>45%</b>
SG&A	(1)	(4)	(11)	(16)
Profit attributable	5	(22)	159	142
Profit attributable to Vinhomes (99%)	5	(22)	157	140

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

Figures in VND bn	Adjusted 1H2021 VHM	1H2021 BCC Projects	Total Adjusted 1H2021
Sale of Inventory Properties	38,442 <sup>(1)</sup>	442	38,884
Other Revenue	5,678	-	5,678
<b>Total Revenue</b>	<b>44,120</b>	<b>442</b>	<b>44,562</b>
Cost of Sale	(21,855)	(244)	(22,099)
<b>Gross Profit</b>	<b>22,265</b>	<b>198</b>	<b>22,463</b>
Profit sharing from BCC projects	140	(140)	-
Operating Profit	20,288	-	20,288
Profit before Tax	20,336	-	20,336
<b>Profit for the Period</b>	<b>15,781</b>	<b>-</b>	<b>15,781</b>
<b>Profit after Tax and Minority Interest</b>	<b>15,629</b>	<b>-</b>	<b>15,629</b>

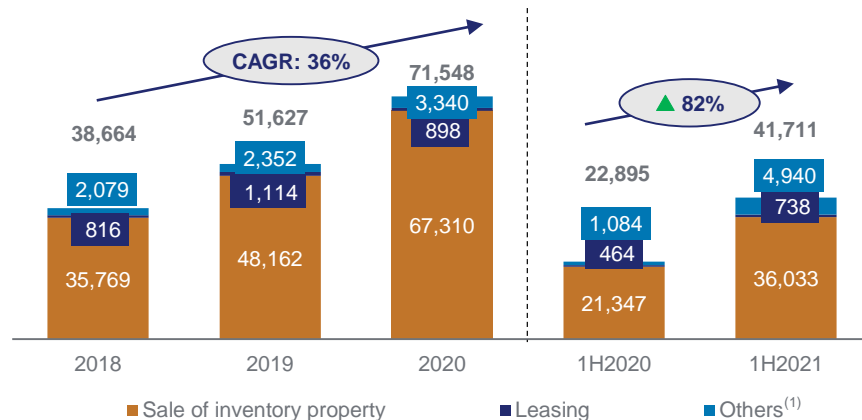
Source: Based on Vinhomes JSC VAS 1H2021 unaudited consolidated financial statements and management accounts of the BCC projects

Note: (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

# 1H2021 Financial Performance Overview

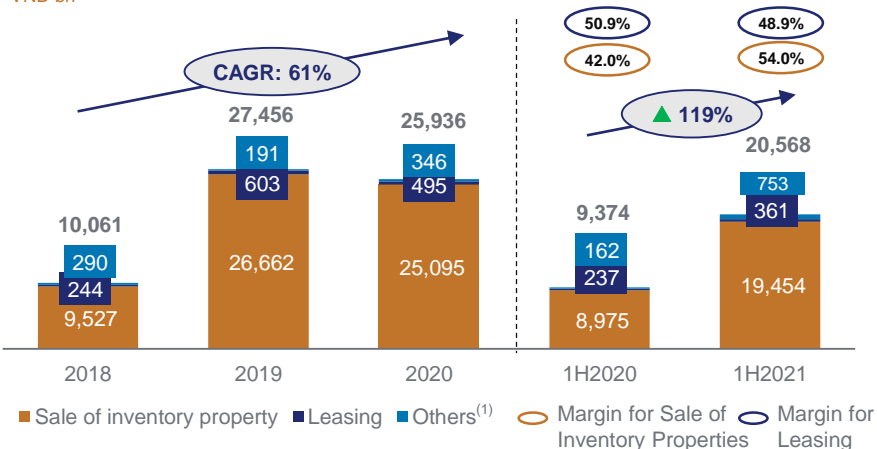
## Total Revenue

VND bn



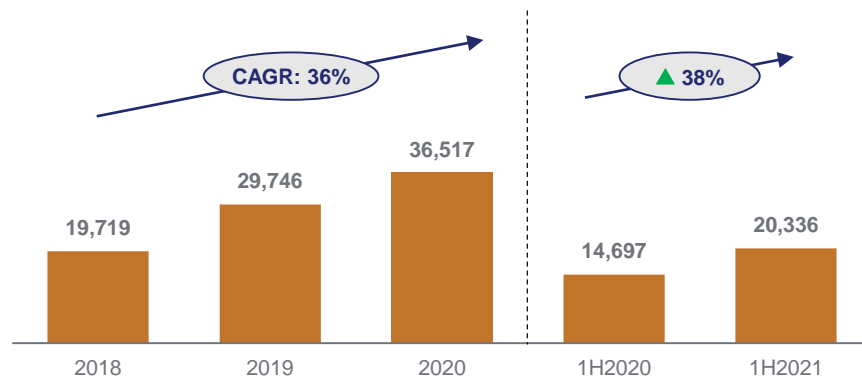
## Gross Profit and Gross Profit Margin

VND bn



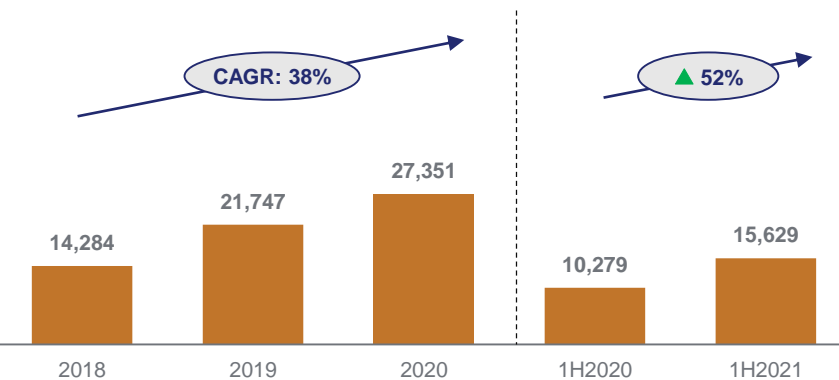
## Profit before Tax

VND bn



## Profit after Tax and Minority Interest

VND bn



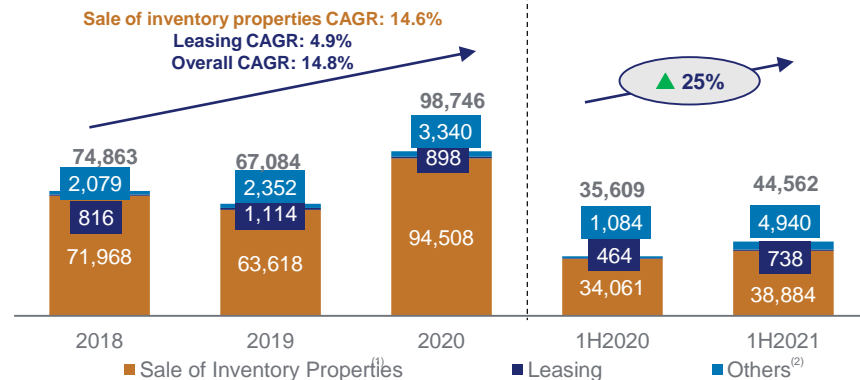
Source: Based on VAS Audited Consolidated Financial Statements for 2018, 2019, 2020 and Unaudited Consolidated Financial Statements for 1H2021

Note: (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

# 1H2021 Financial Performance Overview

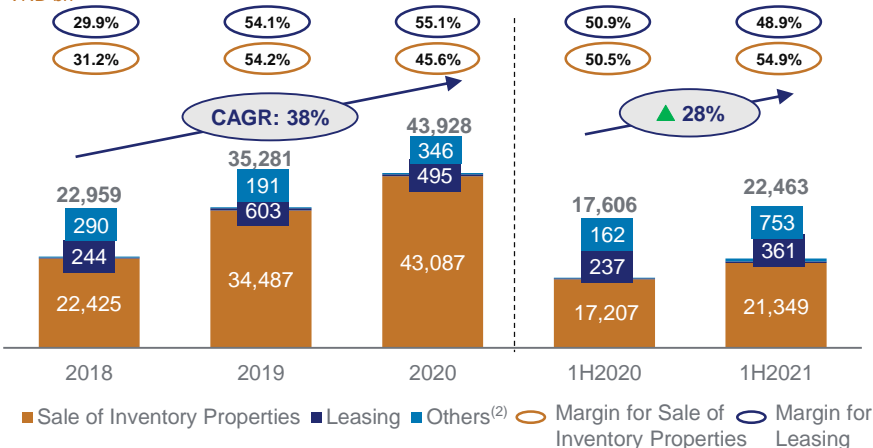
## Total Adjusted<sup>(1)</sup> Revenue

VND bn



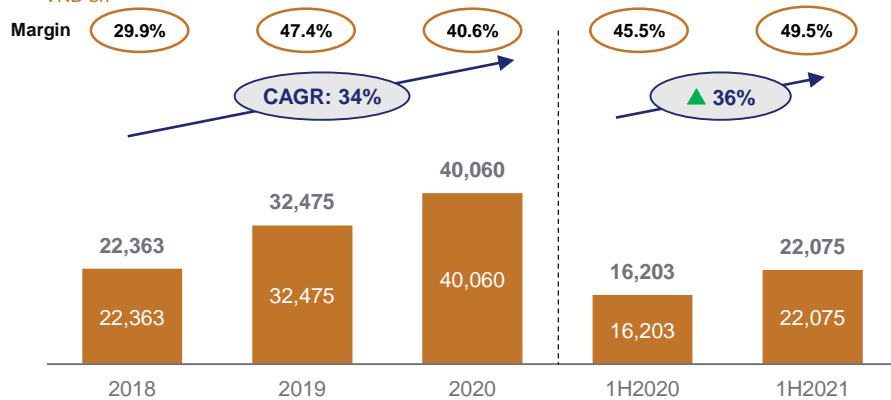
## Adjusted<sup>(1)</sup> Gross Profit and Gross Profit Margin

VND bn



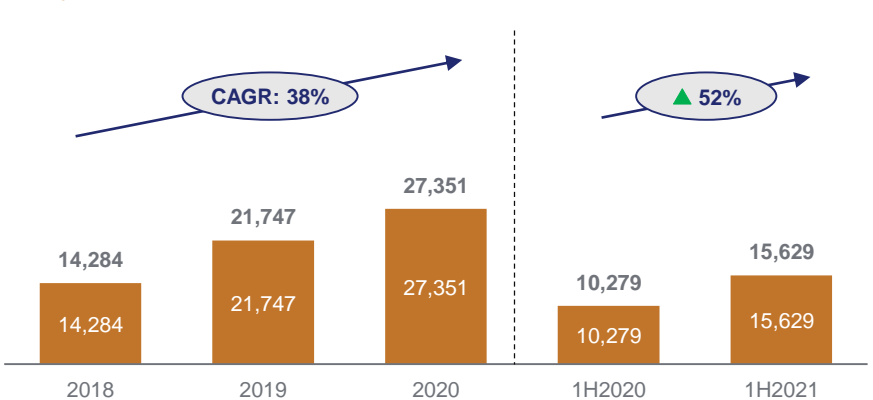
## Adjusted<sup>(1)</sup> EBITDA and Margin

VND bn



## Adjusted<sup>(1)</sup> PATMI

VND bn



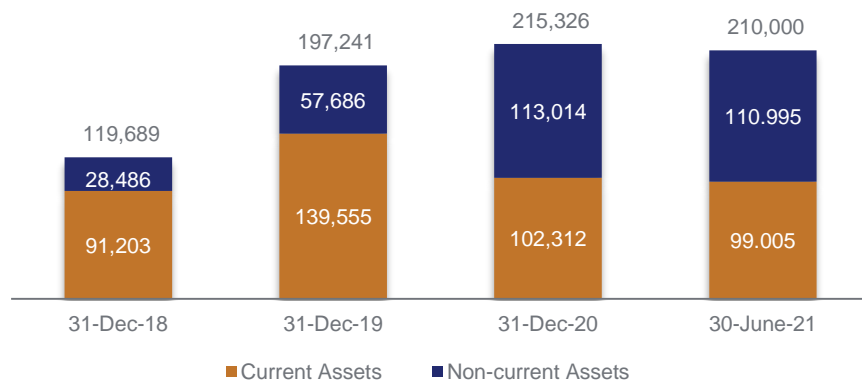
The financials as presented above are illustrative and based on the arithmetic aggregation of (i) Vinhomes JSC audited general purpose financials for FY2018-2020, (ii) Excluded Projects financials for FY2018-2010 and (iii) Unaudited Consolidated Financial Statements 1H2021. Notes: (1) Adjusted for Revenue 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

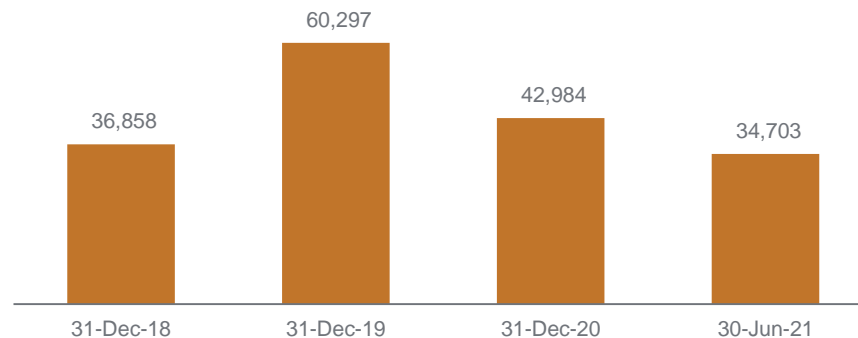
## Total Assets

VND bn



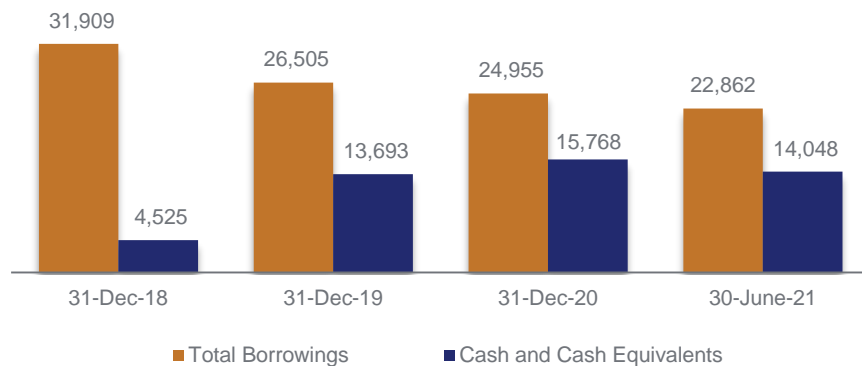
## Inventory

VND bn



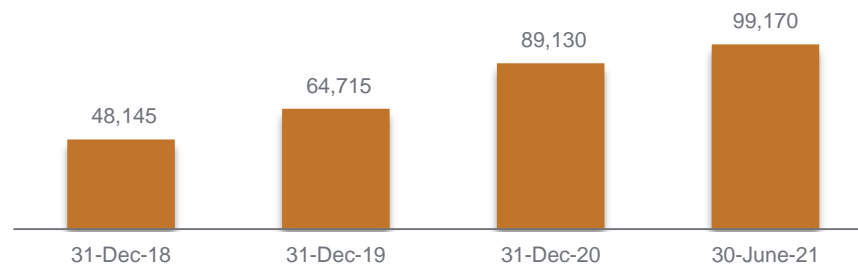
## Total Cash & Cash Equivalents<sup>(1)</sup> and Total Borrowings

VND bn



## Total Equity

VND bn

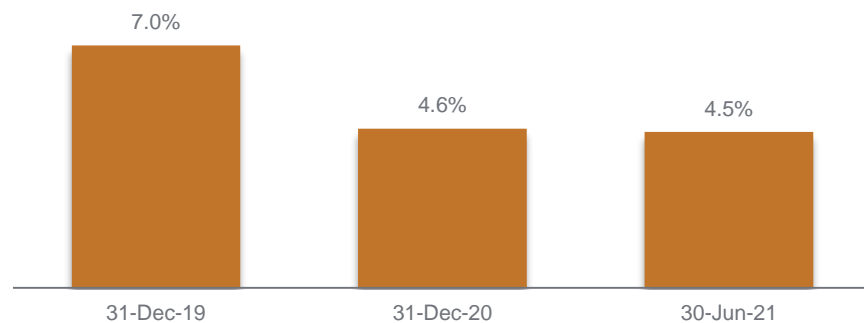


Source: Based on VAS Audited Consolidated Financial Statements for 2018, 2019, 2020 and Unaudited Consolidated Financial Statements for 1H2021

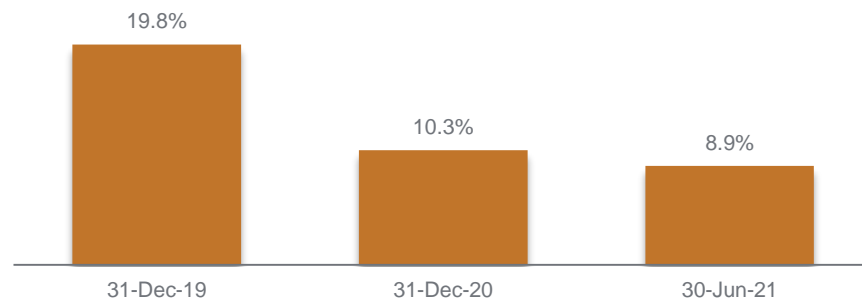
Note: (1) Cash and cash equivalents includes short-term investments

# Key Credit Metric

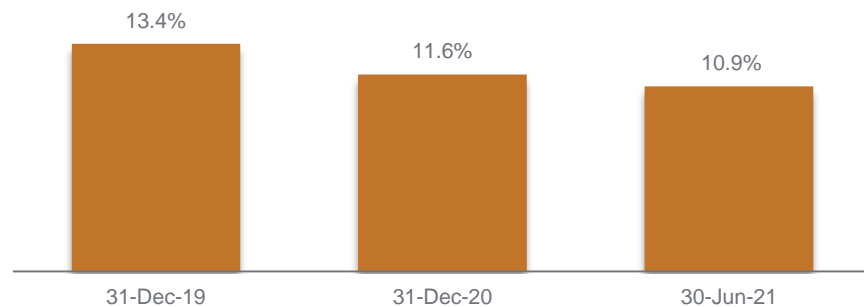
**Net Debt<sup>(1)</sup> / (Total Assets – Cash & Cash Equivalent<sup>(2)</sup>)**



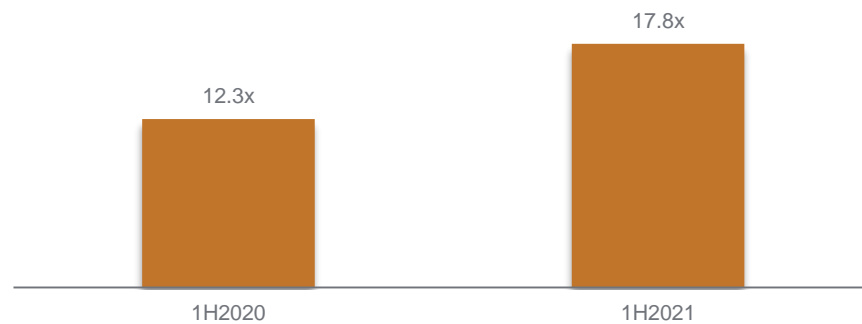
**Net Debt<sup>(1)</sup> / Equity**



**Total Debt / Total Assets**



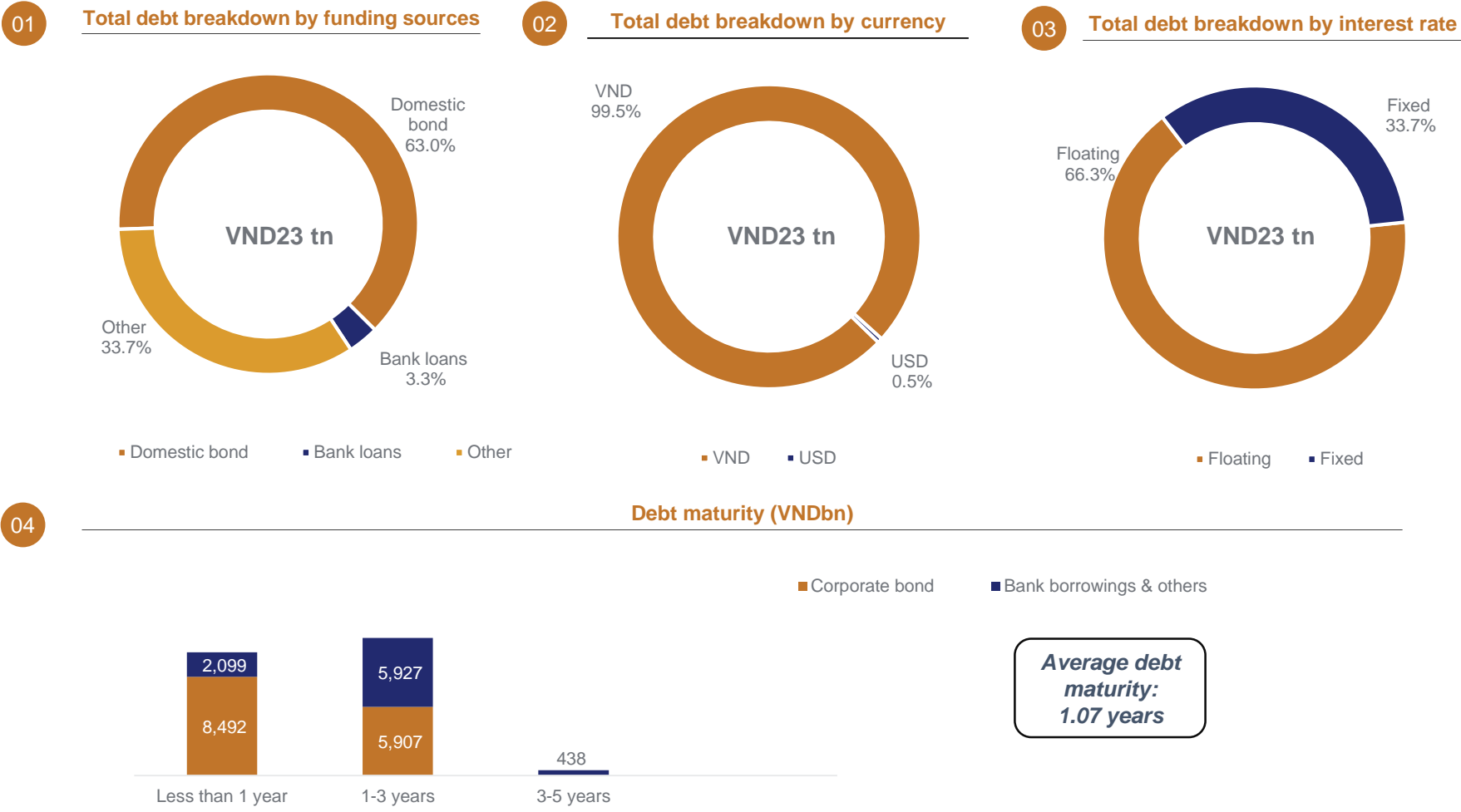
**Interest Coverage Ratio<sup>(3)</sup>**



Source: Based on VAS Audited Consolidated Financial Statements for 2019, 2020 and Unaudited Consolidated Financial Statements for 1H2021

Notes: (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





## 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	21%
<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<sup>(1)</sup>**  
**66.4%**

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

	<b>Vinhomes Ocean Park</b>	<b>Vinhomes Smart City</b>	<b>Vinhomes Grand Park</b>
<b>Percentage (%)</b>	<b>67%</b>	<b>67%</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.

Notes: Data as of 30 June 2021

(1) For all units sold in Vinhomes projects from the incorporation of the residential business in Vingroup until 30 June 2021, excluding projects launched before 2015 (i.e. Vinhomes Royal City and Vinhomes Times City)



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