



# Delivering the Future of Smart Mobility





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# Boundless Together

Why VinFast? Why Now?

The Critical Challenges Facing the EV Industry that We Solve Today

## MISCONCEPTIONS



Demand

## REAL ISSUES

Supply



Engineering

Execution



EV Adoption

Economics



Future

Legacy





# What Smart Mobility Means to Us



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

1

Premium Quality Product

2

Inclusive and Flexible Pricing

3

Easy Ownership Experience



# We Are On Our Way

YTD 2022, we have...



- ☑ Reached YTD delivery of **19,000** cars in Vietnam, which includes 2 EV models: VF e34 and VF 8<sup>1</sup>
- ☑ Formed key partnerships with    , amongst others
- ☑ Opened **6** showrooms in the U.S. with a total of **17** opening by year end
- ☑ Completed phase 1 of production facility with capacity of **300,000** vehicles <sup>(2)</sup>
- ☑ Expanded our **global marketing campaign** through Vietnam facility tours, international auto shows, and brand partnership events
- ☑ Achieved **~60%** localization of supply chain in Vietnam (excluding batteries) <sup>(3)</sup>
- ☑ Broke ground on our EV manufacturing facility in **North Carolina**
- ☑ Commenced production and delivery of **VF 8** and production of **VF 9**

Source: Company information

Notes:

1. Primarily ICE vehicles, as of September 30, 2022

2. Current maximum production capacity accounting for additional shifts

3. Based on the total value of parts produced or packed in Vietnam as a percentage of the total free-on-board cost of our vehicles



# We Are Looking Forward

From October 2022, we plan to...

1

Accelerate and/or commence **deliveries globally** of VF 8 and VF 9

2

Have a total of **195** showrooms by year-end 2023

3

Begin production of 3 new EV vehicles: **VF 5, VF 6** and **VF 7** in 2023

4

Develop the **North Carolina** facility, with expected production in 2024





# The VinFast Journey – Building a Future of Electrification

## PHASE 1

### Foundation (2017 – 2019)

Establishment of Manufacturing & Commercial Infrastructure

## PHASE 2

### Acceleration (2020 – 2021)

Smart Technology and Electrification

## PHASE 3

### Go Global (2022+)

Global EV Rollout



Production capacity<sup>(1)</sup>: 300k vehicles

Global production capacity by 2026<sup>(2)</sup>: Up to 1.1M vehicles

TIMELINE		2018 – 2019	2020 – 2021	2022+
EV PORTFOLIO	EV		 VF e34 (C-segment)	 VF 8 (D-segment)  VF 9 (E-segment)  VF 7 (C-segment)  Future sedan model
	E-motorcycles	 Klara  Impes  Ludo	 Theon  Feliz  Klara-A2  Tempest	 Vento  Evo  New e-motorcycle models
	E-Bus		 VinBus	 U.S./EU e-buses
ICE PORTFOLIO		 Fadil  Lux A2.0  Lux SA2.0	 President V8	<b>CESSATION OF ICE PRODUCTION TO BECOME PURE EV MANUFACTURER BY THE END OF 2022</b>

Source: Company information

Notes:

1. Current maximum production capacity accounting for additional shifts

2. Planned maximum global production capacity accounting for additional shifts as of 2026



1

# Lineup of Skillfully Engineered, Luxurious EV SUVs

## VF 8: A Premium Electric Compact SUV to Complement Any Lifestyle

### Vehicle Overview

- **D-segment SUV**
- Available to consumers in **U.S., Canada, Europe and Vietnam**
- Deliveries began in Vietnam in Q3/2022, and internationally in Q4/2022<sup>(1)</sup>

### Key Features <sup>(2)</sup>

- Starting Price  
**US\$44,000** (Battery Subscription)<sup>(3)(4)</sup>  
**US\$59,000** (Battery Inclusive)<sup>(3)</sup>
- **293 miles** (471 km) Range
- **260 kW** Maximum Power
- **369 lb-ft** Torque
- **Smart Infotainment System** – Virtual Personal Assistant, "In-Car" Commerce, Mobile Office, Heads-up Display
- **Level 2** Advanced Driver Assistance System
- **Safety: 5-star NHTSA / 5-star EURO NCAP Safety**



#### Notes:

1. Delivering in Q4/2022 for US and early 2023 for Europe
2. Indicated range, max power, torque and safety ratings are targets
3. Starting price before tax incentives and rebates
4. Starting price before fixed monthly battery subscription fee



1

# Lineup of Skillfully Engineered, Luxurious EV SUVs

## VF 9: A High-End Electric Full-Size SUV Desired by All

### Vehicle Overview

- **E-segment SUV**
- Available to consumers in **U.S., Canada, Europe, and Vietnam**
- Delivering to Vietnam in **Q4/2022**, and internationally in **early 2023**

### Key Features <sup>(1)</sup>

- Starting Price  
**US\$64,000** (Battery Subscription)<sup>(2)(3)</sup>  
**US\$83,000** (Battery Inclusive)<sup>(2)</sup>
- **369 miles** (594 km) Range
- **300 kW** Maximum Power
- **457 lb-ft** Torque
- **Smart Infotainment System** – Virtual Personal Assistant, "In-Car" Commerce, Mobile Office, Heads-up Display
- **Level 2** Advanced Driver Assistance System
- **Safety: 5-star** NHTSA / **5-star** EURO NCAP Safety



#### Notes:

1. Indicated range, max power, torque and safety ratings are targets
2. Starting price before tax incentives and rebates
3. Starting price before fixed monthly battery subscription fee



1

## Lineup of Skillfully Engineered, Luxurious EV SUVs

Vehicle interior uniquely blends premium hand-craftsmanship and user-friendly technology



Advanced Heads-up Display



Dynamic Balance Styling Theme

Intricately designed exterior boasts the VinFast brand, identity, and lifestyle



Modern Luxurious Impression



Signature "V" Logo and Lighting



Smooth and Attractive Design



Advantageous Spacious Seats with 3 Rows



Commanding Front View



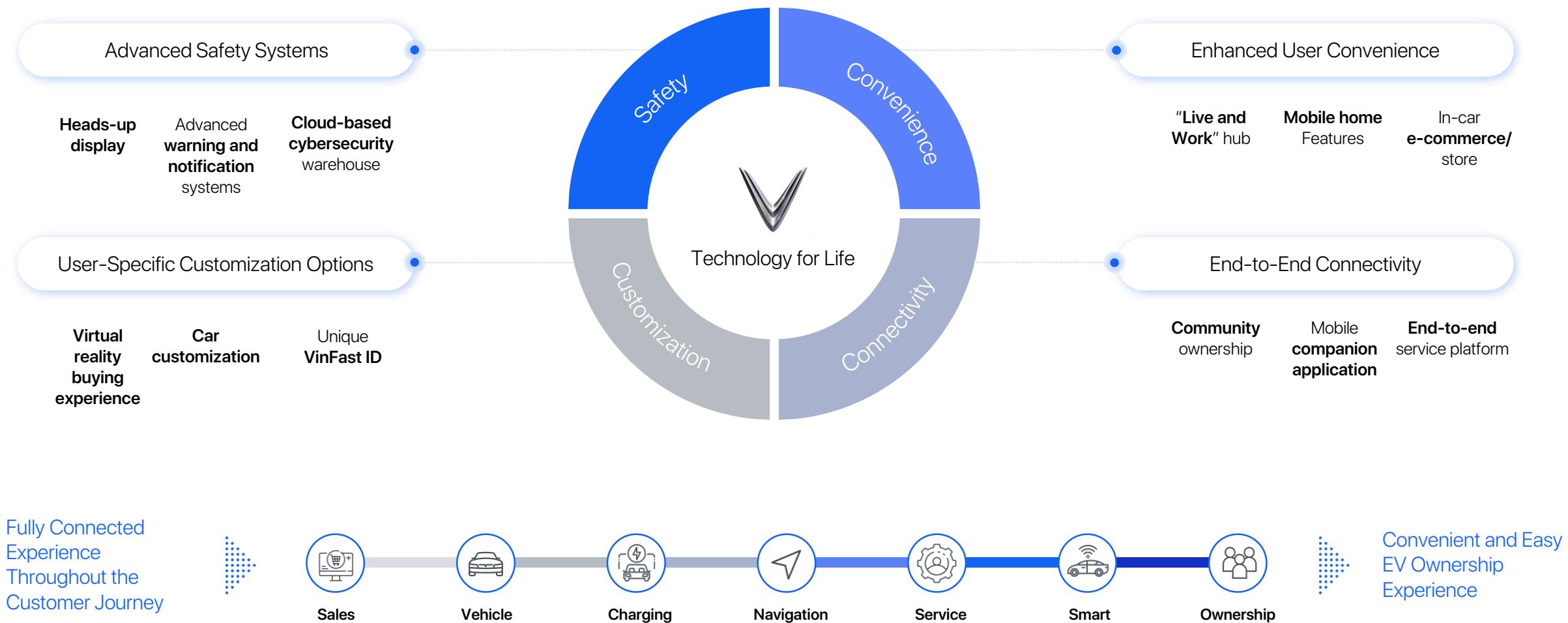
Sweeping Rear View



2

## Innovation-Driven, Technology-Centric Platform

Our 'Technology for Life' Philosophy Redefines the Customer Journey





## 2 Innovation-Driven, Technology-Centric Platform

Technology Suite that Offers a Seamless Driving Experience



### Infotainment

- Personal **voice assistant**
- **Facial recognition**
- **Mobile office**
- **Remote Control**
- **Integration** with key mobile operating systems
- **Digital twin AI interface**
- Firmware over-the-air ("FOTA")



### Electrical / Electronic Architecture

- **Standardized architecture** used for all SUV-segment models
- **Ability to tailor feature sets** based on model requirements
- **Functional safety** through integrated heads-up display
- Strong **cybersecurity capabilities**



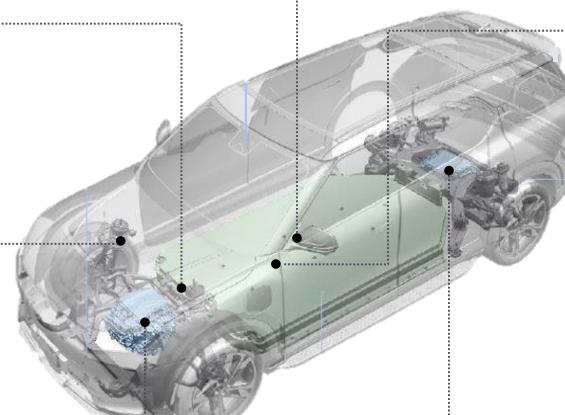
### Battery & Battery Management System

- **In-house algorithm** to monitor battery pack health and optimize performance
- **Integrated support** for cybersecurity and cloud smart features



### ADAS

- Warnings / notifications alerts with **ADAS taking over during emergencies**
- **L2 ADAS installed**, with improvements to components of Level 3 starting in 2024 and actively progressing on Level 4



### Electric Drive System / Powertrain

- Delivers **high power and torque** while maintaining **highest safety standards**
- Reduces **copper loss** in electric motor
- **Optimization** of battery pack's power



### VinFast Companion App and Driver Network

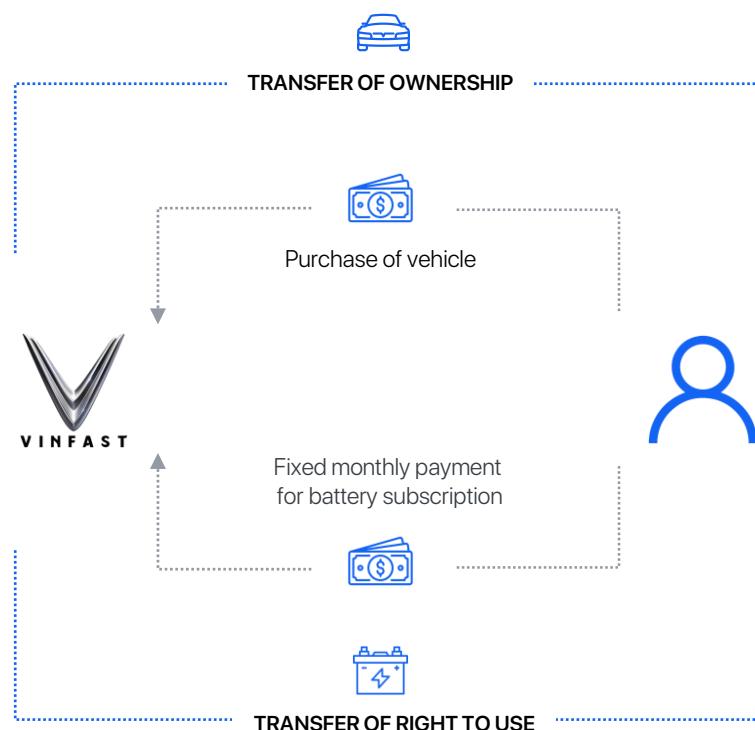
- Access to **technology ecosystem**
- Portal to **connect drivers**
- **End-to-end** digital features



3

## Flexible Offering at an Inclusive Price Point

Battery Subscription Provides Optionality for Customers



Customers who purchase VinFast vehicles and opt for the  
VinFast Battery Subscription Program

Could **reduce the upfront cost of an EV by 15% – 35%**, addressing a customer's price consideration<sup>(1)</sup>

**Lower retail price** compared with other EVs and competitively priced against ICE vehicles, with **battery subscription cost intended to be similar to gas prices**

**Hassle and worry-free with all battery-related maintenance and replacement** available to customers when battery capacity falls below 70%

Enables **VinFast to retain better control over the lifecycle** and disposal of batteries



4

## Differentiated Ownership Experience to Drive Brand Loyalty

### Full Suite of Planned Offerings for Consumers

#### Fully-Connected Cloud-Based Application

- **Contact center** with VinFast advisors
- **Cloud-based ecosystem**
- Smart services with **mobile application or in-vehicle**
- **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
- **Lifetime battery warranty** for the battery subscription program, with replacement once capacity falls below 70%

#### 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
- Access to a wide charging network through **partners' platforms**

Current Charging Partners





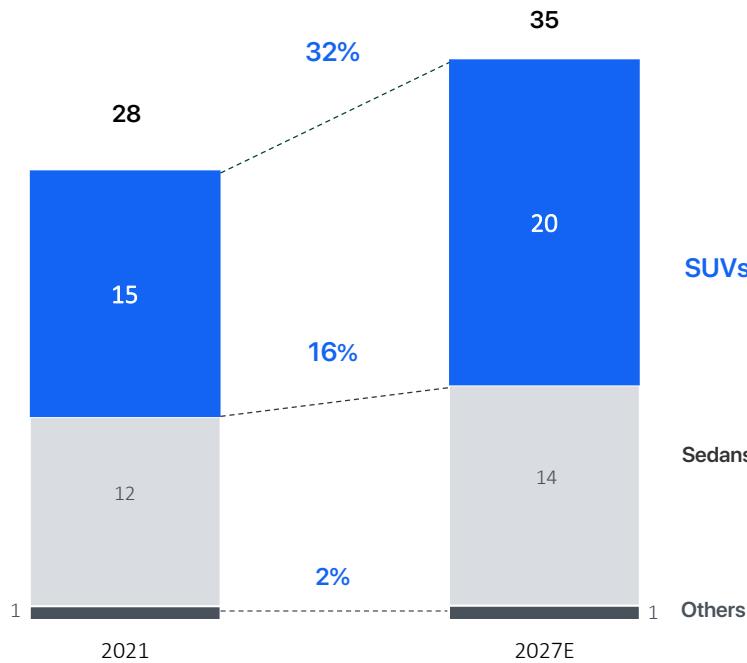
5

## Comprehensive Mobility Ecosystem with Strategic Focus on High Growth Segments

Our EV SUV Portfolio Encompasses One of the Broadest Offerings to Facilitate the Greatest Outreach to our Target Markets

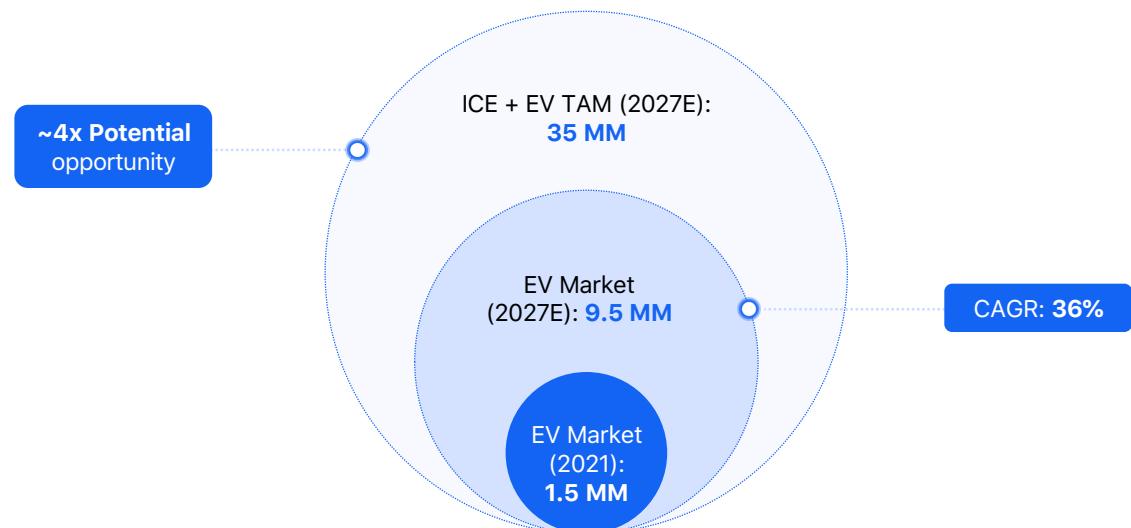
VinFast's Planned Vehicle Lineup Targets the Highest Growth Passenger Vehicle Markets...<sup>(1)</sup>

Annual Passenger Vehicle Shipments across VinFast Focus Markets<sup>(2)</sup>, in Millions



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

No. of Vehicle Deliveries in VinFast Focus Markets<sup>(4)</sup>



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

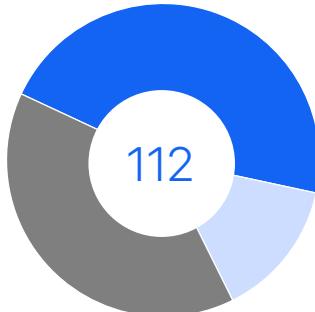


5

## Comprehensive Mobility Ecosystem with Strategic Focus on High Growth Segments

Our Global Roll-Out Strategy Tactically Targets Locations With Efficient Infrastructure and Manufacturing

# of International Showrooms by YE2023E



US

Canada

EU



★ Headquarters

▲ Manufacturing Facilities

Note:

1. Manufacturing center in North Carolina is expected to begin phase 1 of construction in 2022 with start of production targeted in 2H 2024.



6

## Demonstrated Speed to Market and Ability to Execute

Proven Leading Technology and Engineering Through Rapid Product Deployment

21 months

from inception to  
start of production

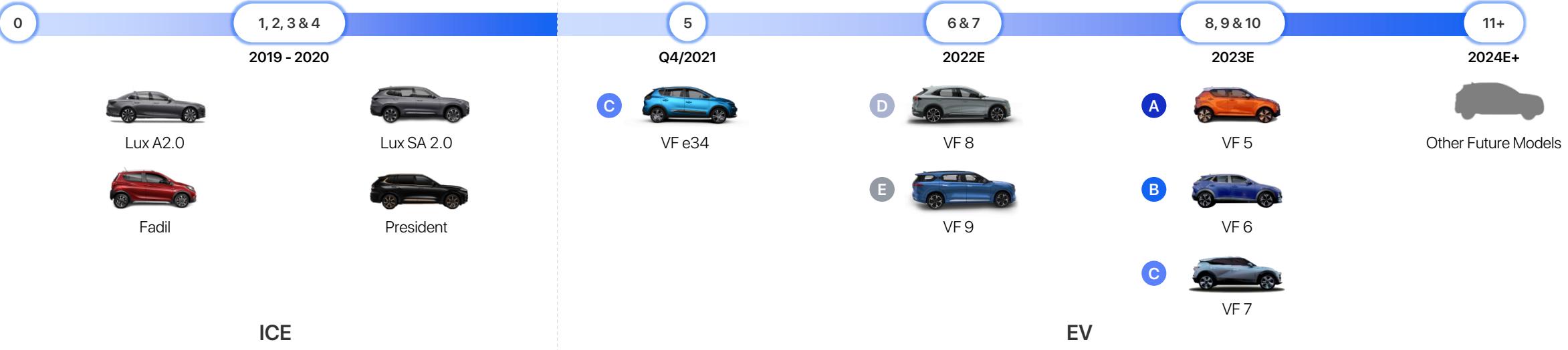
18 months

to reach a leading  
position in Vietnam<sup>(1)</sup>

24 months

Expected to roll out 6 EV SUV Models  
across **A** to **E** segments

Number of  
models



...with a Clear Road Map and Execution Strategy to Facilitate Global EV Rollout

Q4/2022  
Expected to open 17 showrooms in US and  
15 showrooms in Europe, while breaking  
ground for US manufacturing facility

Q4/2024  
Expected start of  
production for US  
manufacturing facility  
By 2026  
Manufacturing capacity  
expected to increase to up to  
1,100,000 vehicles globally<sup>(2)</sup>

Note:

1. Based on internal management estimates and data, taking into account the time from product launch to gain leading market share in Vietnam for each product segment

2. Planned maximum global production capacity accounting for additional shifts as of 2026

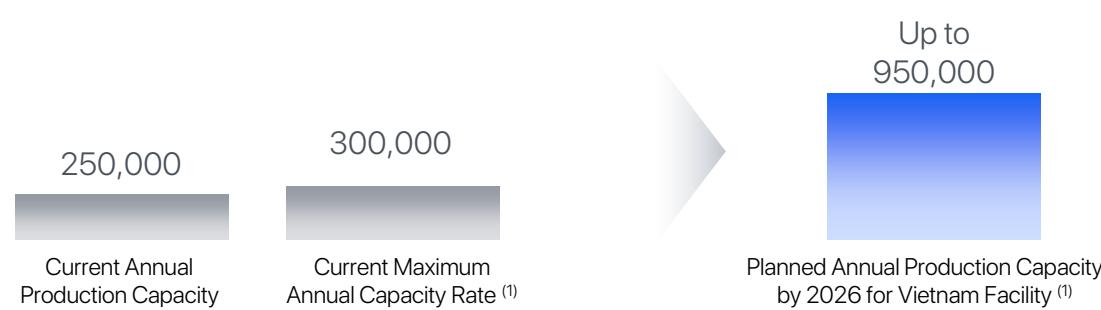


6

## Highly-Automated and Integrated Manufacturing Facilities

Plant Footprint Spanning 860 Acres with Capacity to Support Future Growth

### Scalable Manufacturing Facility in Vietnam



### Fully Operational and Highly Automated

>90%  
Automated Press Shop

>95%  
Automated Paint Shop

>1,400  
Robots



### Our Announced Global Expansion

**North Carolina Plant**  
First U.S. Manufacturing Facility to Begin Production in 2024

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

Selected Partners

**KUKA**

**ABB**

**SIEMENS**

**DÜRR**

Note:

1. Maximum production capacity accounting for additional shifts



6

## Highly-Automated and Integrated Manufacturing Facilities

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

### Local Sourcing



**60%**

Current Localization Rate<sup>(1)</sup>

### Select On-site Suppliers



Axle, Chassis



Seat



Interior & Exterior Assembly



Overheads,  
Sun Visors



Steering



Battery

### 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

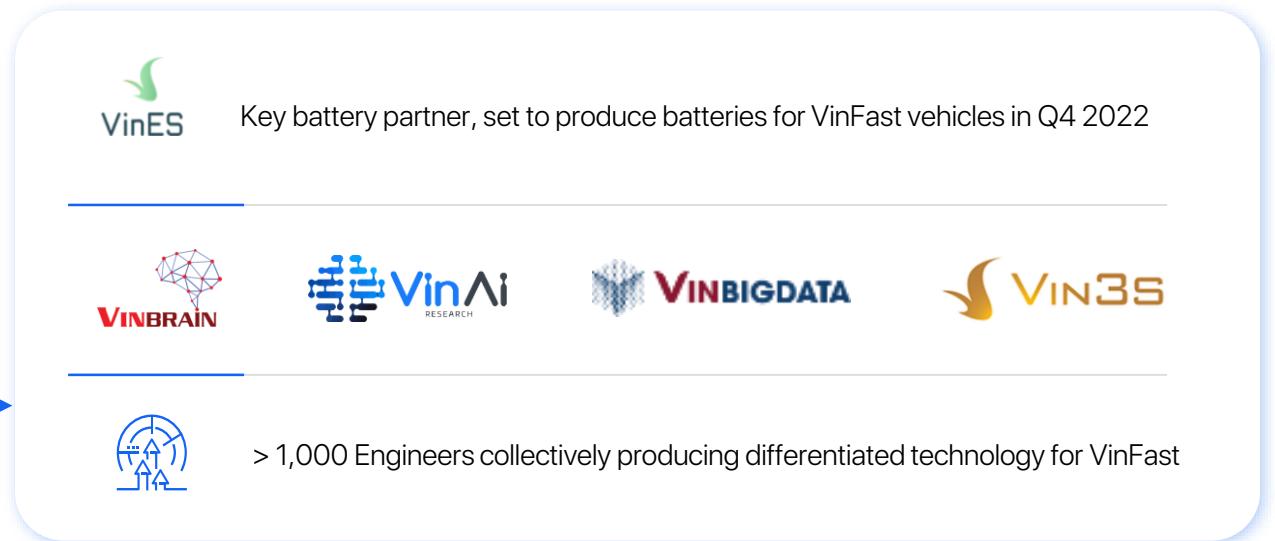
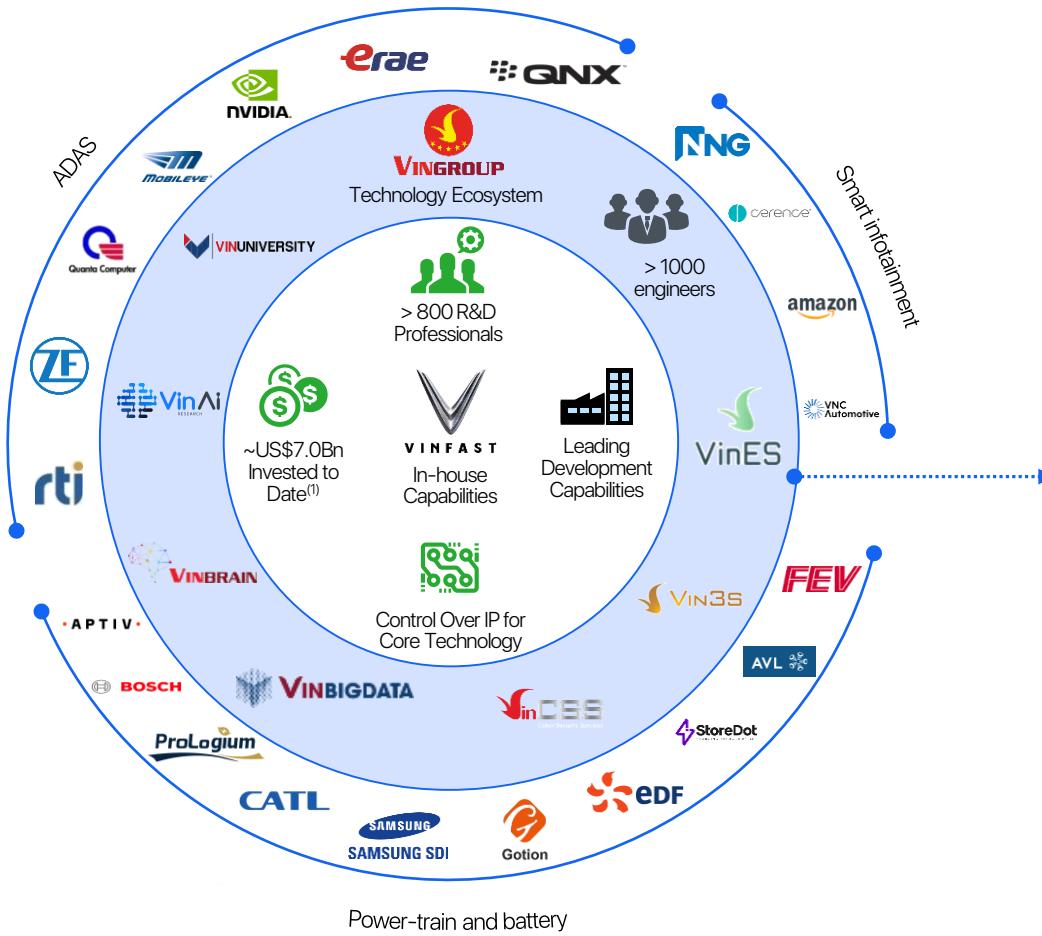




6

## Access to Extensive Network of Global Technologies

Development Capabilities Strengthened by Shared Expertise of Vingroup and Global Partners



### Key Advantages of Our "Connect Intelligence Globally" 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



7

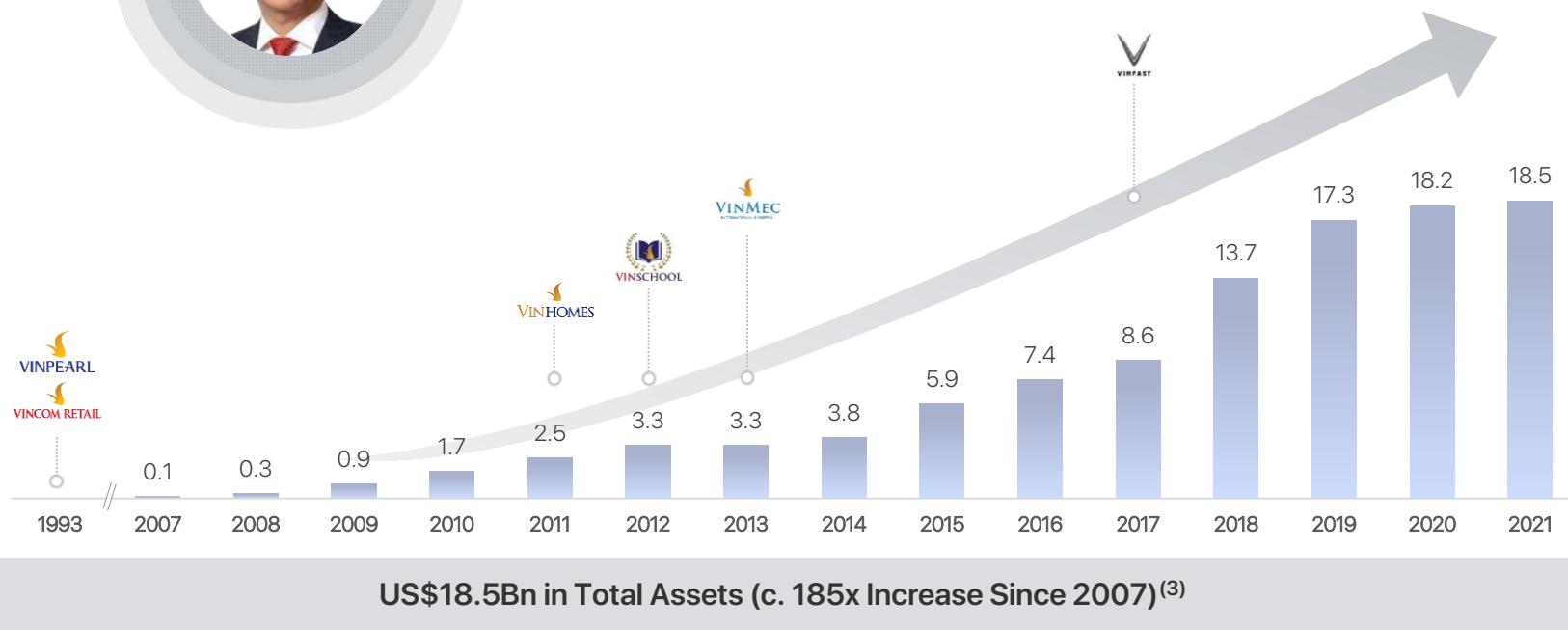
## Led by a Serial Entrepreneur

Visionary Founder with Proven Track Record of Building Class-Leading and Profitable Businesses



**Chairman**

Pham Nhat Vuong



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. As of December 31, 2021

4. According to 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

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. 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

8. Vinmecc 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

Position	Auto & Technology	Mobility
#1 <sup>(4)</sup>	VINFAST	Real Estate Development, SmartCity, Smarthomes & IoT
#1 <sup>(5)</sup>	VINHOMES	Retail Mall
#1 <sup>(6)</sup>	VINSCHOOL	Hospitality & Entertainment
#1 <sup>(7)</sup>	VINMEC	Healthcare
#1 <sup>(8)</sup>	VINPEARL	Social Enterprises
#1 <sup>(9)</sup>	VINCOM RETAIL	Education



8

## VinFast is an ESG Pioneer Constantly Targeting Best-in-Class Standards



"VinFast envisions a **sustainable future for people and the planet through green, clean and safe mobility**. This is a future built on intelligent services, outstanding customer experience, and a **deep care for the planet and future generations**. VinFast is committed to innovative vehicle design, quality, and technology, along with excellent customer service"

Le Thi Thu Thuy  
Global CEO

*"Receiving an independently assessed ESG rating superior to other EV-only automakers"*

### Climate & Environment

- Fully phased out all ICE product lines
- Reduced our Scope 1 and 2 GHG emissions by 20% in 2021 from 2019
- Reduce our operational emissions to net zero by 2040
- Internationally certified environmental, health and safety management systems
- Follows an international benchmark for identifying and managing E&S risk
- Signature to COP26 ZEV and The Climate Pledge

### Health & Safety

- Formal health and safety policy commitment with ISO 45001 certified system
- Regular health and safety training programs for employees and suppliers
- Internal/external health and safety audits conducted on regular intervals
- Adheres to Resilient Environmental, Social and Safety Policies

### Governance

- Established Board committees:
  - Audit (fully independent)
  - Compensation
  - Nominating and corporate
- Sustainability strategy, including goals and KPIs, in place
- Strong anti-bribery and corruption (ABC) and whistleblower policies

### Human Capital

- Women comprise 50% of VinFast board of directors
- Provides employees >750 courses in leadership management
- Delivered 180,000 hours of professional training in 2021
- Established anti-discrimination & equal opportunity policy

### Business Sustainability

- Supplier Code of Conduct frames suppliers' ethical E&S performances
- Supplier selection and monitoring process in place – including CoC and responsible sourcing
- 76% of suppliers have international standard for environmental management systems

# Appendix



# 2022 Is A Landmark Year for VinFast and It Is Only the Beginning

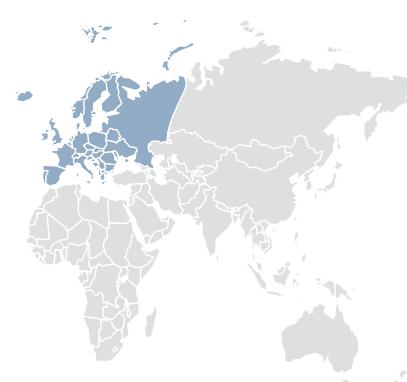
**International markets:** Global marketing campaigns with physical presence in key markets



- Named as Forbes Wheel's "**The 10 coolest cars at CES**"
- Showcased EVs and held test drives at the **NY Auto Show**
- Announced ~**2,000 acres** manufacturing plant in **North Carolina**<sup>1</sup>
- Opened **six showrooms** in **California**
- Partnered with **Electrify America** for US charging network
- Shipping VF 8s to the US and Canada in **November**

- **15 VinFast stores** to be opened in **Germany, France and the Netherlands**

- Showcased products at:
  - **EVS35 (Norway)**
  - **Mobile World Congress (Spain)**
  - **EV Experience (Netherlands)**
  - **IFA (Germany)**



**Vietnam:** Continue building brand equity and expanding charging network

- VF e34 voted the **Green vehicle of 2022, Favorite C-segment CUV in 2022**<sup>2</sup> and among the **top 10 best selling cars**<sup>3</sup> in Vietnam in June 2022
- Delivered the first **VF 8s** to customers in September
- Charging network coverage of all five types of charging stations and one home charger in Vietnam's **63 cities & provinces**
- Partnership with leading gasoline station networks for charging ports installation



DC 250kW



DC 150kW



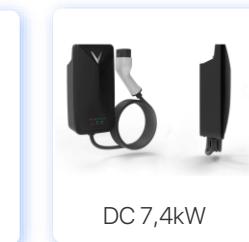
DC 60kW



DC 30kW



DC 11kW



DC 7,4kW



Note:

1. Expected to complete in 2024

2. Source: Otsaigon, Otofun

3. Source: VAMA, TC Group, VinFast