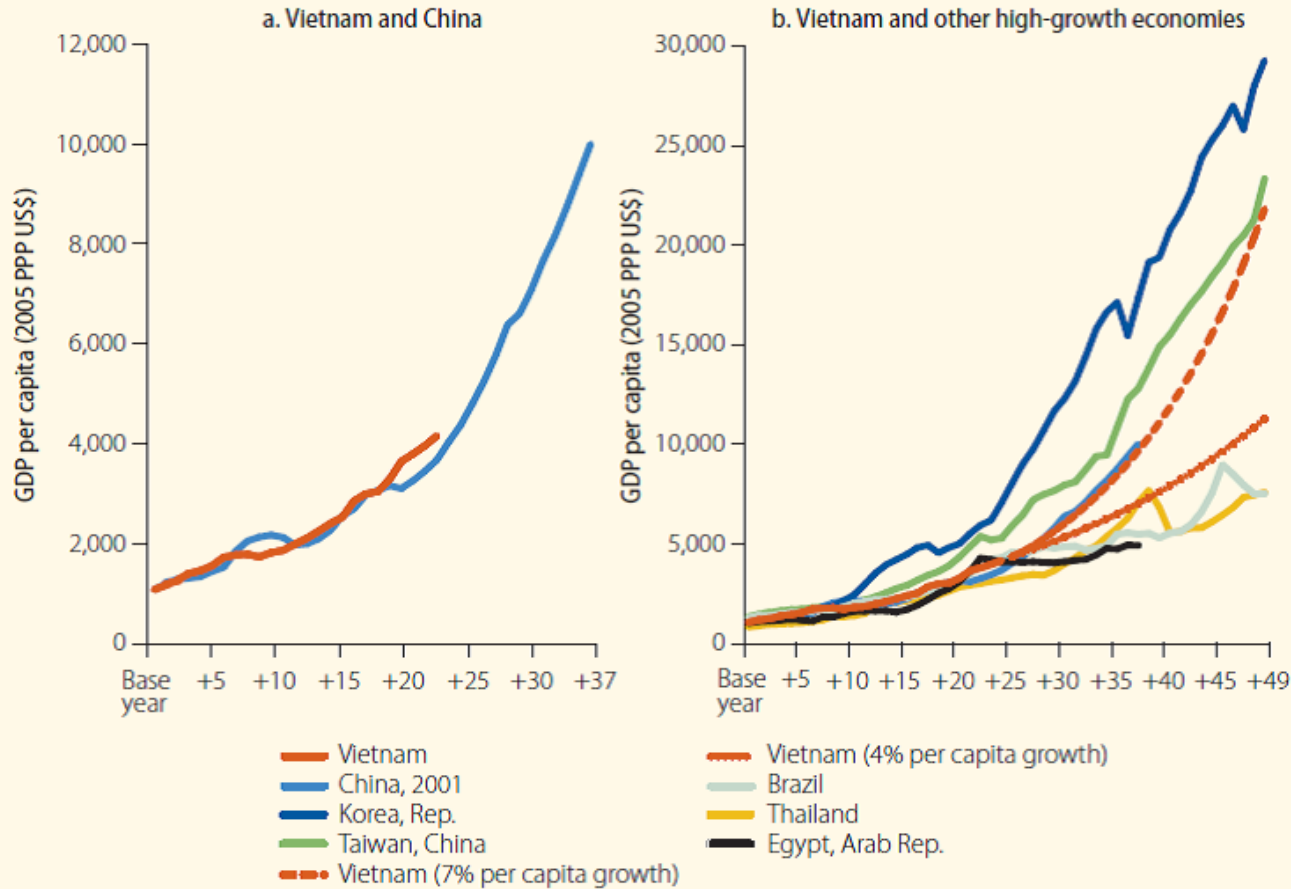
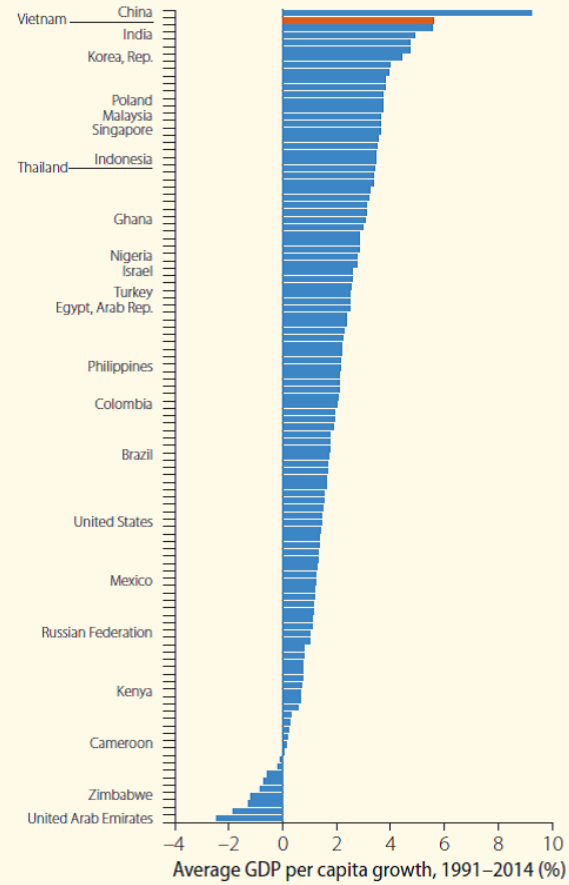


GDP GROWTH

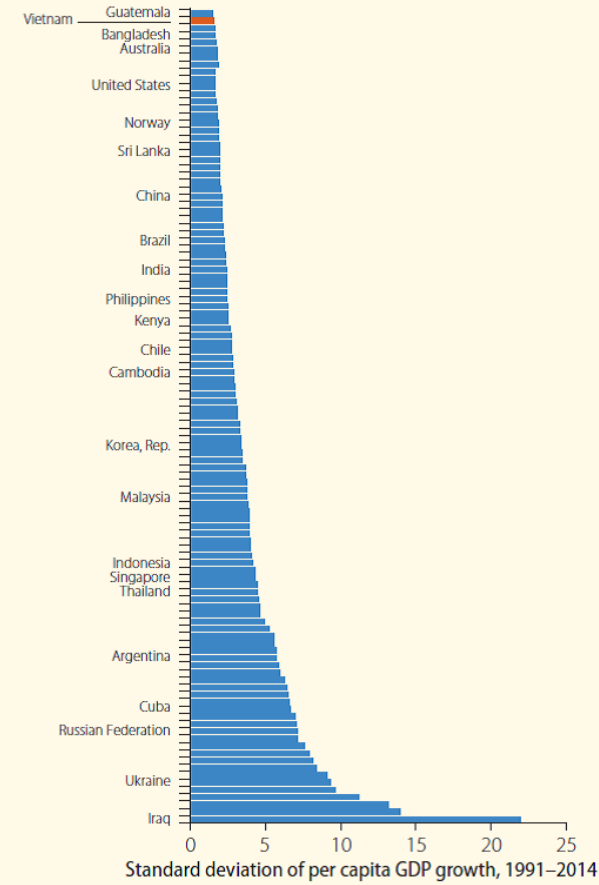
SOURCE: WORLD BANK



a. Vietnam has had one of the fastest GDP per capita growth rates since the early 1990s ...



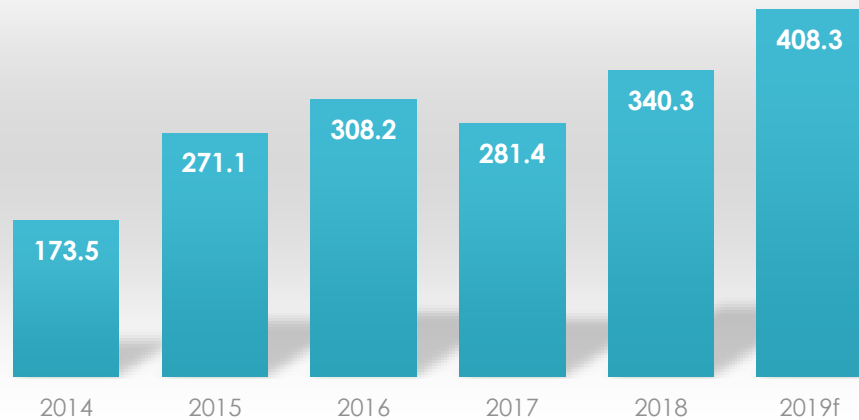
b. ... catalyzed by economic stability ...



AUTOMOTIVE INDUSTRY IN VIETNAM

Increasing local demand

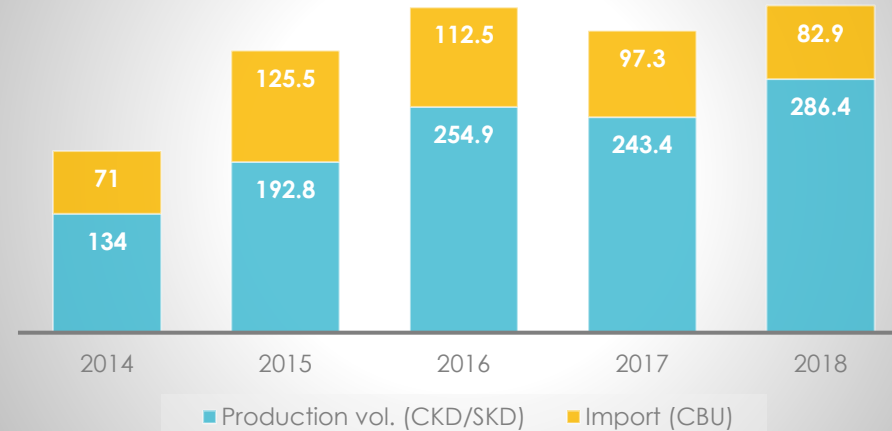
Car sales volume in Vietnam (K units)



Source: FiinGroup, GSO, General Customs

Growing local production

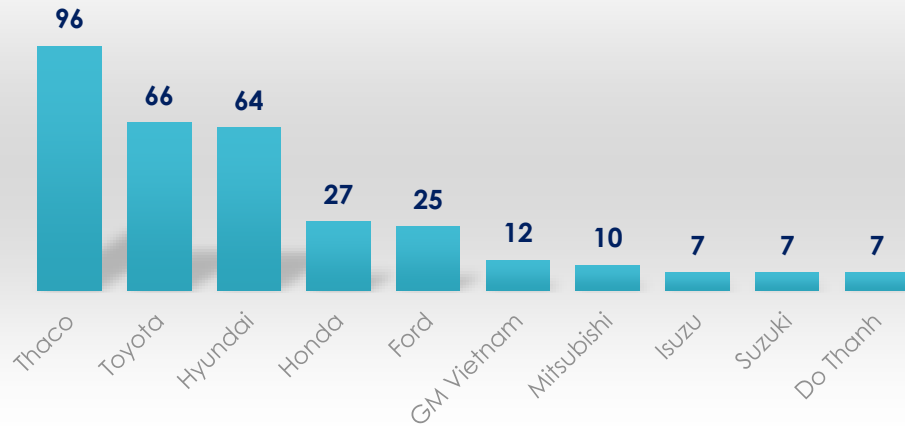
Production volume & imported CBU Cars (K units)



Source: FiinGroup, VAMA, GSO

CAR SALES PER OEM & FUTURE

Car sales volume per OEM (2018, Kunits)



Source: FiinGroup, VAMA

77% = CKD & SKD
23% = CBU imports

Car sales will further rise:

- Increasing inland buying power
- Production for ASEAN due to Free trade Agreement (however need to increase in-country value)



In country value (localisation rate)

	TOYOTA	HONDA	Ford	HYUNDAI	VINFAST	THACO TRUONG HAI AUTO
Current	20%	30%	10%	12%	10%	15%
Target	45%	40%	40%	40%	60%	60%

Source: FiinGroup, VAMA, GSO

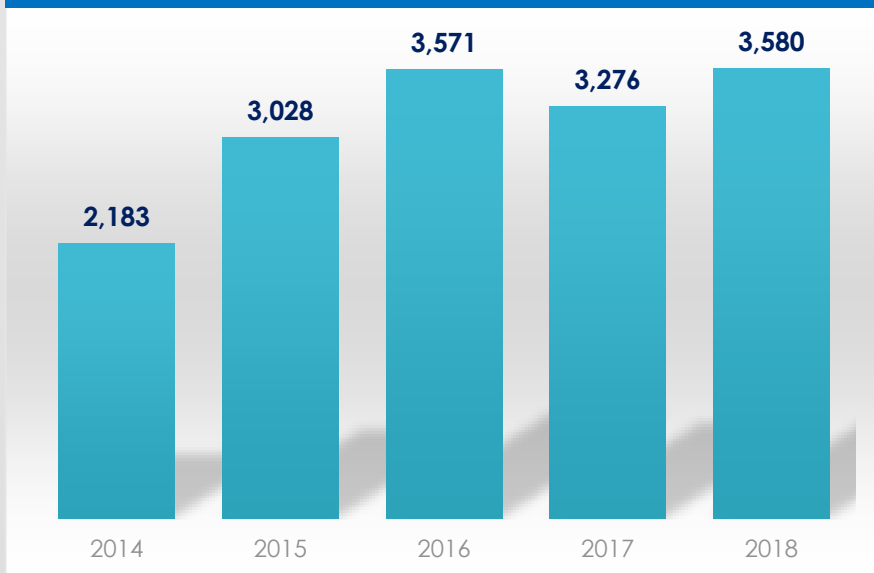


**Need for more local
part suppliers**

AUTOMOTIVE SUPPLIER INDUSTRY

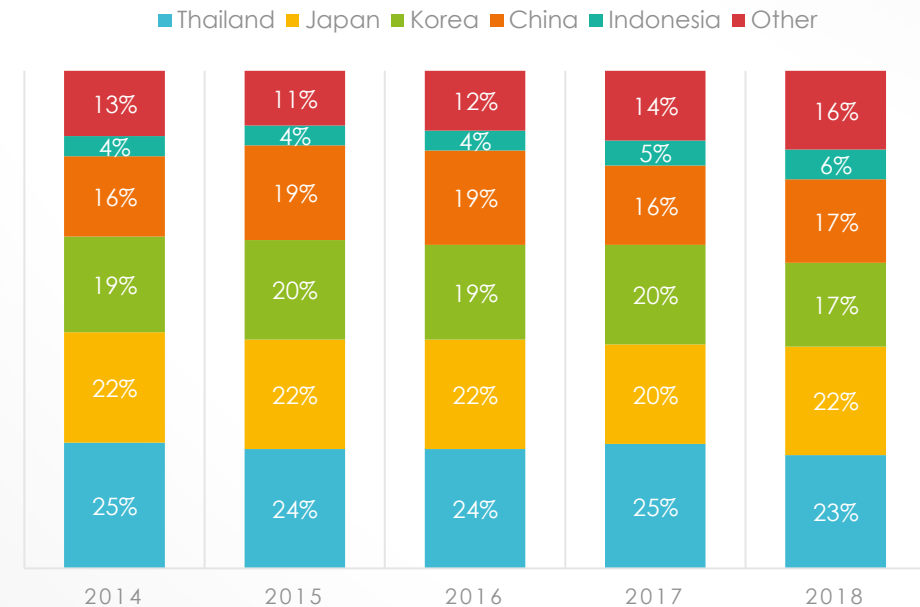
- Most automotive parts are imported.
- More than half of local manufacturing is located in the north.
- Japanese FDI leads in parts manufacturing, as well as the #1 export market for Vietnamese automotive parts.
- US accounts for 12% of automotive exports from Vietnam.

Total import value (USD\$ mn) of auto parts (2014-2018)



Source: Fiingroup, General Customs

Import value of auto parts by country (2014-2018)



Source: Fiingroup, General Customs

VINFAST: VIETNAM'S FIRST OEM



First Vietnamese OEM

The first car was produced mid 2019

Capacity 250,000 units (2020) – 500,000 (2025)

Exports expected by mid-2020

Hatchback sedan, sport utility vehicle and electric motorbikes

Relying on international suppliers and partners

Looking to increase local production

Need for more local part suppliers



 EDAG Technical Partner - BEV	 FFG Engina Shop Supplier
 EBZ Weld Shop Supplier	 SCHULER Press Shop Supplier
 GROB GROB-WERKE Engine Shop	 EISENMANN Assembly Shop Supplier
 RS R. Scheuchl GmbH SCHEUCHL Engine Shop Supplier	 AVL AVL Engine Development Partner Supplier of Engine Test Equipment
 ITALDESIGN ITALDESIGN Design Partner	 PININFARINA PININFARINA Design Partner
 MAGNA MAGNA STEYR Technical Partner	

VinFast's key partners



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