ACT Government
Chief Minister, Treasury and Economic Development

Freedom of Information Disclosure Log Publication Coversheet

The following information is provided pursuant to section 28 of the *Freedom of Information Act 2016*.

Application Details	
Ref. No.	CMTEDDFOI 2026-209
Date of Application	30 July 2026
Date of Decision	1 October 2026
Processing time (in working days)	45
Fees	Waived
Decision on Access	Partial Release
Information Requested (summary)	Documents about meeting with VinGroup 1 August 2025-30 July 2026.

Publication Details		
Original application	☑ Published	☐ N/A
Decision notice	☑ Published	☐ N/A
Documents and schedule	☑ Published	☐ N/A
Decision made by Ombudsman	N/A	
Additional information identified by Ombudsman	N/A	
Decision made by ACAT	N/A	
Additional information identified by ACAT	N/A	

From: [redacted]
To: CMTEDD FOI
Subject: Freedom of Information Request – Vingroup meetings and discussions with the ACT Government - CMTEDDFOI 2026-209
Date: Thursday, 30 July 2026 9:05:22 PM

You don't often get email from [redacted]. Learn why this is important

Caution: This email originated from outside of the ACT Government. Do not click links or open attachments unless you recognise the sender and know the content is safe.

Dear FOI Coordinator,

I make this request under the Freedom of Information Act 2016 (ACT).

I request access to documents created or received between 1 August 2025 and the date of this request relating to meetings, communications and discussions between representatives of Vingroup, including Vingroup Australia, VinFast, or any associated Vingroup entity, and the ACT Government, including the Office of the Chief Minister and the Chief Minister, Treasury and Economic Development Directorate.

This request includes, but is not limited to:

- Emails and correspondence.
- Meeting requests, invitations and calendar entries.
- Agendas.
- Ministerial briefing notes.
- Minutes, file notes and records of discussions.
- Presentations, briefing packs and reports.
- Memoranda of Understanding, letters of intent and draft agreements.
- Investment proposals, concept papers or business cases submitted by or on behalf of Vingroup.
- Internal assessments, recommendations or advice prepared for Ministers or officials.
- Documents relating to requests for, or discussions concerning:
    - government assistance or facilitation;
    - grants or financial incentives;
    - land or planning matters;
    - infrastructure;
    - energy;
    - tourism;
    - manufacturing;
    - education or research partnerships; and
    - any other commercial or strategic initiatives involving Vingroup.

This request specifically includes documents describing what Vingroup proposed, requested or sought from the ACT Government, together with any assessments, recommendations or responses prepared by officials.

If any documents are held by another ACT Government agency, I request that this application be transferred to the appropriate agency where permitted under the Act.
If the scope of this request is considered too broad, I would appreciate the opportunity to discuss refining it before any decision is made to refuse or narrow the request.

Please provide the documents electronically by email where possible.

Kind regards,

ACT Government
Chief Minister, Treasury and Economic Development

Our ref: CMTEDDFOI 2026-209

[redacted]

FREEDOM OF INFORMATION REQUEST – NOTICE OF DECISION

I refer to your application under section 30 of the *Freedom of Information Act 2016* (the Act), received by the Chief Minister, Treasury and Economic Development Directorate (CMTEDD) on 30 July 2026.

Specifically, you have sought access to the following information:

- *I request access to documents created or received between 1 August 2025 and the date of this request relating to meetings, communications and discussions between representatives of Vingroup, including Vingroup Australia, VinFast, or any associated Vingroup entity, and the ACT Government, including the Office of the Chief Minister and the Chief Minister, Treasury and Economic Development Directorate.*

  This request includes, but is not limited to:

- *Emails and correspondence.*
- *Meeting requests, invitations and calendar entries.*
- *Agendas.*
- *Ministerial briefing notes.*
- *Minutes, file notes and records of discussions.*
- *Presentations, briefing packs and reports.*
- *Memoranda of Understanding, letters of intent and draft agreements.*
- *Investment proposals, concept papers or business cases submitted by or on behalf of Vingroup.*
- *Internal assessments, recommendations or advice prepared for Ministers or officials.*
- *Documents relating to requests for, or discussions concerning:*
- *government assistance or facilitation;*
- *grants or financial incentives;*
- *land or planning matters;*
- *infrastructure;*
- *energy;*
- *tourism;*
- *manufacturing;*
- *education or research partnerships; and*
- *any other commercial or strategic initiatives involving Vingroup.*

  This request specifically includes documents describing what Vingroup proposed, requested or sought from the ACT Government, together with any assessments, recommendations or responses prepared by officials.

Authority

I am an Information Officer appointed by the CMTEDD Director-General under section 18 of the Act to deal with access applications made under Part 5 of the Act.

Timeframes

In accordance with section 40 of the Act, CMTEDD is required to provide a decision on your access application within 30 days.

As this matter required third party consultation, the decision due date was extended by 15 working days, in accordance with section 40(2) of the Act.

Therefore, a decision is due by **1 October 2026.**

Decision on access

Under section 35(2) of the Act, an access application may be decided in more than one way. Accordingly, I have decided as follows:

- No information is found for parts of your request, under section 35(1)(b) of the Act;
- Partially release information under sections 35(1)(a) and 35(1)(c) of the Act.

Searches within CMTEDD records have identified 57 documents related to the scope of your request.

I have decided to grant **full access** to 26 documents.

I have decided to grant **partial access** to 30 documents.

I have decided to grant **no access (nondisclosure)** to one document.

The records identified as relevant to your application are listed in the schedule enclosed at **Attachment A**. This provides a description of each document that falls within the scope of your request and the access decision for each of those documents.

Documents located include email correspondence, copies of Microsoft Teams messages, briefing papers, and attachments to documents. Some of the information includes a presentation that was obtained from a third party's website, as well as research material compiled from publicly available information.

Release of documents

The information being released to you is provided at **Attachment B**.

Statement of Reasons

In accordance with section 54(2) of the Act a statement of reasons outlining my decisions is below. In reaching my access decisions, I have taken the following into account:

- the Act
- *Human Rights Act 2004*
- the information that falls within the scope of your request
- third party consultation
- ACT Ombudsman Freedom of Inforamtion Guidelines
- Publicly available information; including Vingroup's website: https://vingroup.net/en

As a decision maker, I am required to determine whether the information within scope is in the public interest to release. To make this decision, I am required to:

- assess whether the information would be contrary to public interest to disclose as

per **Schedule 1** of the Act.

- perform the public interest test as set out in section 17 of the Act by balancing the factors favouring disclosure and factors favouring nondisclosure in **Schedule 2** of the Act.

Parts of your requested scope included information as follows: '*This request specifically includes documents describing what Vingroup proposed, requested or sought from the ACT Government, together with any assessments, recommendations or responses prepared by officials.'*

When document searches were undertaken, no documents were located where Vingroup (and, or its associated entities) made proposals or unsolicited proposals to the Territory. The records located concerned documents concerning Territory officials travelling to Vietnam. While there, they met with Vingroup. Some of the records located concerned Vingroup's availability to meet with Territory Officials, and arrangements relating to arrangements. A meeting with Vingroup was not the sole purpose of the trip. Accordingly, there will be redactions of 'outside scope' within material where information is outside your requested scope. The information within the material located is intertwined with information collected for other purposes. The intertwined nature of the documents means that information within the documents and attachments are not all for the purpose of meeting with Vingroup.

Copies of documents have been excluded in accordance with ACT Ombudsman Freedom of Information Guidelines, and where information is duplicated, such as copies of emails, the information is redacted under 'copy'.

Where full pages have been redacted as out of scope, or as a copy and there has been no further information within scope of that document, the information that has been partially redacted has been included but the fully redacted pages have been removed. The Schedule of documents also indicates which documents contain out of scope information or copies of information already included in other parts of the request.

The date range for requested information was as per your scope, is 1 August 2025 to 30 July 2026, being the date CMTEDD received your access application.

Exemptions claimed

Schedule 1: Information taken to be contrary to the public interest

No schedule 1 factors were identified.

Public Interest Test

The Act has a presumption in favour of disclosure. As a decision maker I am required to decide where, on balance, public interest lies. As part of this process, I must consider factors favouring disclosure and nondisclosure.

In *Hogan v Hinch* (2011) 243 CLR 506, [31] French CJ stated that when 'used in a statute, the term [public interest] derives its content from "the subject matter and the scope and purpose" of the enactment in which it appears'. Section 17(1) of the Act sets out the test, to be applied to determine whether disclosure of information would be contrary to the public interest. These factors are found in subsection 17(2) and Schedule 2 of the Act.

Schedule 2: Factors to be considered when deciding the public interest

Taking into consideration the information within scope of your request, I have identified that the following public interest factors are relevant to determine if release of the information contained within these documents is within the 'public interest'.

Factors favouring disclosure (Section 2.1)

- *Section 2.1(a)(i) - promote open discussion of public affairs and enhance the government's accountability.*
- *Section 2.1(a)(iii) - inform the community of the government's operations, including policies, guidelines and codes of conduct followed by the government in its dealings with members of the community.*
- *Section 2.1(a)(iv) - ensure effective oversight of expenditure of public funds.*

The requested information relates to an overseas trip by Territory officials, I am reasonably satisfied that the above factors are relevant where the documents account for public spending since the trip was paid for by the Territory, as well as the trip concerns the economy of the Territory, and exploring business options. The information held also concerns security clearances and permissions for international travel. Accordingly, the information is reasonably likely to enhance the government's accountability and inform the community of the Government's operations. I have also taken into consideration that some of the information held by the Territory includes documents sourced from publicly available information, such as information from company and other websites

I am satisfied that these factors favouring disclosure carry some weight. However, these factors are to be balanced against the factors favouring nondisclosure.

Factors favouring nondisclosure (Section 2.2)

- *Section 2.2(a)(ii) - prejudice the protection of an individual's right to privacy or any other right under the Human Rights Act 2004.*
- *Section 2.2(a)(iii) - prejudice security, law enforcement or public safety.*
- *Section 2.2(a)(viii) - prejudice the economy of the Territory.*
- *Section 2.2(a)(x) - prejudice intergovernmental relations.*
- *Section 2.2(a)(xi) - prejudice trade secrets, business affairs or research of an agency or person.*
- *Section 2.2(a)(xiii) - prejudice the competitive commercial activities of an agency.*
- *Section 2.2(a)(xvi) - prejudice a deliberative process of government.*

Having reviewed the information, I consider that the protection of an individual's right to privacy, is a significant factor. Release of information concerning individuals working within the ACT Public Service is generally not considered to prejudice the protection of an individual's right to privacy. However, where mobile phone numbers may be used for home and work purposes, this information is redacted, as it could or would reasonably be expected to prejudice an individual's right to privacy under the *Human Rights Act 2004*.

I have decided to redact photographs of ACT Government staff and third parties, mobile numbers, and other personal information within the documents that was provided for the primary purpose of making arrangement for international travel, which includes following policies and procedures concerning clearances and security arrangements. I

have taken into consideration third party consultation in this regard.

I have also considered the impact of disclosing information which relates to business affairs. In the case of *Re Mangan and The Treasury* [2005] *AATA 898* the term 'business affairs' was interpreted as meaning 'the totality of the money-making affairs of an organisation or undertaking as distinct from its private or internal affairs'. Schedule 2 section 2.2(a)(xi) allows for government information to be withheld from release if disclosure of the information could reasonably be expected to prejudice the trade secrets, business affairs or research of an agency or person.

Businesses undertaking development activities in the ACT may expect that any sensitive business information they provide to the Government will be held in confidence. However, businesses that provide information to government do so with the knowledge that government held information may be subject to an access application made under Freedom of Information legislation. Those who do business with government must also recognise that governments have to balance the commercial interests of businesses with the principles of openness and transparency, and that the weight of the public interest in protecting business information will depend on a variety of factors, including how commercially sensitive the information is, its age, its current relevance and the extent to which it has entered the public domain.

A deliberative process in government has been defined as a 'thinking processes - the process of reflection, for example, upon the wisdom and expediency of a proposal, a particular decision or a course of action.' A deliberative process involves the weighing up or evaluation of arguments or considerations related to a process that is being undertaken within government to consider whether and how to make or implement a decision [*Public Transport Association of Canberra Inc and Transport Canberra and City Services* [2025] ACTOFOI 4 (4 April 2025), citing *Re JE Waterford and Department of Treasury (No 2)* [1984] AATA 67 (14 March 1984) at [58]].

For the factor to apply, the information must also be reasonably expected to prejudice such a process – i.e. some sort of harm to the deliberations could occur if the information was disclosed. Relevant considerations when considering whether prejudice could reasonably be expected to occur include:

- whether the information sought is already publicly known
- the stage of the deliberations
- whether a final decision has been reached, and
- whether there are any ongoing negotiations occurring

In this matter, as previously stated, there are no proposals with Vingroup, but the information held concerns international travel, and research and preparation material required. In this matter, details of the trip are not currently available, including information has not been published on the ACT Legislative Assembly's website, and international travel is reported quarterly and details are not currently known and information obtained includes inforamtion required to be provided for clearance for international travel and is reasonably likely to be prejudicial to the territory and may impact on any negotiations that may come out of the overseas trip. I have decided to release the information that is publicly available and known.

I have applied redactions to information concerning Commonwealth entities and have taken into consideration third party consultation with those entities. I note that releasing the information without redactions is reasonably likely to be prejudicial to the flow of

information to those agencies and could reasonably be likely to be prejudicial to intergovernmental relations. Some of the documents include documents provided for safety and security reasons. Some of the information includes documents concerning members of the ACT Legislative Assembly and therefore some of the information is reasonably likely to be prejudicial to ongoing deliberations since the information concerns their work related to parliamentary business and in circumstances where details of travel are published quarterly, and the information had is to be published after a decision is due on your access application and therefore I cannot take that into consideration since the information is not publicly known and the information collected relating to your requested scope includes decisions to be made as a result of the overseas trade mission, including the research undertaken into business affairs that may impact on the economy of the Territory.

Having applied the test outlined in section 17 of the Act and deciding that release of some information contained in the documents is not in the public interest to release, I have chosen to redact this specific information in accordance with section 50(2). Noting the pro-disclosure intent of the Act, I am satisfied that redacting only the information that I believe is not in the public interest to release will ensure that the intent of the Act is met and will provide you with access to the majority of the information held by CMTEDD within the scope of your request.

Charges

Processing charges are applicable for this request because the total number of pages to be released to you exceeds the charging threshold of 50 pages. However, the charges have been waived.

Online publishing – Disclosure Log

Under section 28 of the Act, CMTEDD maintains an online record of access applications called a disclosure log.

Your original access application and my decision will be published on the CMTEDD disclosure log. Your personal contact details will not be published.

Ombudsman Review

My decision on your access request is a reviewable decision as identified in Schedule 3 of the Act. You have the right to seek Ombudsman review of this outcome under section 73 of the Act within 20 working days from the day that my decision is provided to you, or a longer period allowed by the Ombudsman.

We recommend using this form *Applying for an Ombudsman Review* to ensure you provide all of the required information. Alternatively, you may write to the Ombudsman at:

The ACT Ombudsman
GPO Box 442
CANBERRA ACT 2601

Via email: actfoi@ombudsman.gov.au

ACT Civil and Administrative Tribunal (ACAT) Review

Under section 84 of the Act, if a decision is made under section 82(1) on an Ombudsman review, you may apply to the ACAT for review of the Ombudsman decision. Further information may be obtained from the ACAT at:

ACT Civil and Administrative Tribunal
GPO Box 370
Canberra City ACT 2601
Telephone: (02) 6207 1740
http://www.acat.act.gov.au/

Should you have any queries in relation to your request please contact the CMTEDD FOI Team by telephone on 6207 7754 or email CMTEDDFOI@act.gov.au.

Yours sincerely



Emma Hotham

Information Officer
Chief Minister, Treasury and Economic Development Directorate

1 October 2026

ACT Government
Chief Minister, Treasury and Economic Development

FREEDOM OF INFORMATION REQUEST SCHEDULE

WHAT ARE THE PARAMETERS OF THE REQUEST	Reference No.

...documents created or received between 1 August 2025 and the date of this request relating to meetings, communications and discussions between representatives of Vingroup, including Vingroup Australia, VinFast, or any associated Vingroup entity, and the ACT Government, including the Office of the Chief Minister and the Chief Minister, Treasury and Economic Development Directorate.
 	
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	CMTEDDDFOI 2026-209

Ref No	Page number	Description	Date	Status	Reason for Exemption	Online Release Status
1	1-7	Briefing package – Vietnam – Chief Minister's Trade Mission 4-12 July 2026	03/07/2026	Full	Outside scope	Yes
2	8-60	Vingroup Corporate Presentation	May 2004	Full		Yes
3	61-62	Attachment B – ACT Data	-	Full	Outside scope	Yes

4	63	Email, subject: CM Draft – Ministerial Statements …	21/07/2026	Full		Yes
5	64 - 72	2026 Legislative Assembly - Draft Ministerial Statement –-Vietnam Trade Mission - September 2026	-	Full	Outside scope	Yes
6	73	Email, subject: For Review: Vietnam Trade Mission Proposed Program	26/03/2026	Partial	Sch 2, s 2.2(a)(ii)	Yes
7	74-80	Attachment – ACT Government Vietnam Trade Mission	-	Partial	Outside scope Sch 2, s 2.2(a)(ii)	Yes
8	81-84	Email chain, subject: FW: ACTIONS: Initial summary of Vietnam trade mission	13/07/2026	Partial	Outside scope Sch 2, s 2.2(a)(ii)	Yes
9	85-91	Attachment – Draft Ministerial Statement - Annotated	-	Full	Outside scope	Yes
10	93-98	Email chain, subject: RE: ACT Government Vietnam proposed trade mission – April 2026	02/10/2025- 26/03/2026	Partial	Sch 2, s 2.2(a)(ii) Outside scope	Yes
11	99-102	Attachment - ACT Government Vietnam Trade Mission	-	Full	Outside scope	Yes
12	103-109	Email chain, subject: RE: ACT Government trade mission – Monday 6 July Engagements	24/06/2026- 26/06/2026	Partial	Sch 2, s 2.2(a)(ii) Sch 2, s 2.2(a)(iii) Sch 2, s 2.2(a)(x)	Yes
13	110-111	Email chain, subject: RE: Delegation–Flight Arrivals & Departures – Airport Facilitation	24/06/2026- 25/06/2026	Partial	Outside scope copy Sch 2, s 2.2(a)(ii)	Yes
14	112-113	Email chain, subject: RE: For decision – Vietnam Trade Mission engagements, Monday 6 July in Hanoi	24/06/2026- 25/06/2026	Partial	Outside scope copy Sch 2, s 2.2(a)(ii)	Yes
15	114	Email chain, subject: RE: ACT Government trade mission – Monday 6 July Engagements	26/06/2026	Partial	Outside scope copy Sch 2, s 2.2(a)(ii)	Yes
16	115	Email chain, subject: RE: ACT Government trade mission - Monday 6 July Engagements	24/06/2026- 26/06/2026	Partial	Outside scope copy Sch 2, s 2.2(a)(ii)	Yes
17	116	Email chain, subject: Re: ACT Government trade mission – Monday 6 July Engagements [SEC	24/06/2026- 25/06/2026	Partial	copy Sch 2, s 2.2(a)(ii)	Yes
18	117	Email, subject: CM DRAFT Ministerial Statement – Vietnam Trade Mission JK edits	21/07/2026	Full		Yes
19	118	Email, subject: Draft Vietnam Trade Mission Program – as at 26 June 2026	26/06/2026	Partial	Sch 2, s 2.2(a)(ii)	Yes
20	119	Attachment - 2026 July – Chief Minister DRAFT Program – Vietnam Trade Mission – as at 26 June 2026	26/06/2026	Full	Outside scope	Yes
21	120	Email chain, subject: FW: Delegation – Flight Arrivals & Departures – Airport Facilitation	24/06/2026- 25/06/2026	Full	Outside scope copy	Yes
22	121-122	Email chain, subject: FW: Vin Group Key Points	17/06/2026	Partial	Sch 2, s 2.2(a)(ii)	Yes

23	123-124	Email chain , subject: RE: ACT Government trade mission –Monday 6 July Engagements	24/06/2026-29/06/2026	Partial	Copy Sch 2, s 2.2(a)(ii)	Yes
24	125	Attachment – transport plan	-	Full	Outside scope	Yes
25	126-127	Attachment - ACT Government Vietnam Trade Mission	-	Full	Outside scope	Yes
26	128	Email chain, subject: RE: ACT Government trade mission – Vietnam confirmation of Key Contacts & Location	19/06/2026-24/06/2026	Partial	Outside scope Sch 2, s 2.2(a)(ii)	Yes
27	129	Attachment - ACT Government Vietnam Trade Mission	-	Full	Outside scope	Yes
28	130	Email chain, subject: RE: ACTIONS: Initial summary of Vietnam trade mission	13/07/2026-20/07/2026	Full	Copy	Yes
29	131-141	Attachment - CM DRAFT Ministerial Statement – Vietnam Trade Mission JK edits	-	Full	Outside scope	Yes
30	142-144	Attachment - ACT Government Vietnam Trade Mission	-	Partial	Outside scope Sch 2, s 2.2(a)(ii) Sch 2, s 2.2(a)(iii) Sch 2, s 2.2(a)(vii)	Yes
31	145	Email chain, subject: RE: For decision – Vietnam Trade Mission engagements, Monday 6 July in Hanoi	24/06/2026-25/06/2026	Partial	Sch 2, s 2.2(a)(ii) copy	Yes
32	146	Email, subject: Vietnam Mission briefs	30/06/2026	Partial	Outside scope Sch 2, s 2.2(a)(ii)	Yes
33	147	Email, subject: Vietnam Trade Mission – Gift Summary Table	02/07/2026	Partial	Sch 2, s 2.2(a)(ii)	Yes
34	148	Attachment - Vietnam Trade Mission Gift–Giving Requirements	-	Full	Outside scope	Yes
35	149	Email, subject: Vin Group Key Points	17/06/2026	Full		Yes
36	150-152	Briefing/Intelligence Pack	17/06/2026	Full	Outside scope	Yes
37	153	Risk Assessment Table	-	Partial	Outside scope Sch 2, s 2.2(a)(xi) Sch 2, s 2.2(a)(xvi) Sch 2, s 2.2(a)(xiii)	Yes
38	157-161	Vin-Group Deep Dive	-	Partial	Sch 2, s 2.2(a)(ii) copy	Yes
39	162-183	Vietnam Trade Mission Briefing Notes July 2026	-	Partial	Sch 2, s 2.2(a)(ii)	Yes
40	184-186	Email chain, subject: FW: Vingroup's meeting with ACT Minister	26/06/2026-30/06/2026	Full	copy	Yes

41	187	Attachment – personal profile [of third party]	-	Refused	Sch 2, s2.2(a)(ii)	Yes
42	188	Attachment - Agenda	-	Partial	Sch 2, s 2.2(a)(ii)	Yes
43	189	Email chain, subject: TM Briefing Pack from Hanoi	01/07/2026	Partial	Sch 2, s 2.2(a)(ii)	Yes
44	190-193	Attachment - Program	-	Partial	Outside scope Sch 2, s 2.2(a)(ii)	Yes
45	194	Email chain, subject: FW: ACT Government trade mission – Monday 6 July Engagements	24/06/2026- 01/07/2026	Full	copy	Yes
46	195	Email chain, subject: RE: Vietnam Mission briefs	30/06/2026	Full	Outside scope	Yes
47	196	Email chain, subject: - FW: ACT Government trade mission – Monday 6 July Engagements	25/06/2026	Full	copy	Yes
48	197	Email, subject: Vietnam Trade Mission – Hotelier Engagement Interim Findings	25/03/2026	Full		Yes
49	198-199	Attachment - Vietnam Trade Mission — Hotelier Engagement Interim Findings	-	Full	Outside scope	Yes
50	200-201	Email chain, subject: FW: CIT EV, hotels and space – Vietnam Mission	19/03/2026- 23/03/2026	Partial	Sch 2, s 2.2(a)(ii) Outside scope	Yes
51	202-2023	Attachment –'Vietnam …' Appendix document	-	Partial	Outside scope Sch 2, s 2.2(a)(ii)	Yes
52	204	Email, subject: Vietnam Trade Mission	12/03/2026	Full		Yes
53	205-207	Attachment – (ACT_Vietnam_Trade Mission_Summary) Vietnam Trade Mission Brief	-	Full	Outside scope	Yes
54	208-210	Email chain, subject: FW: Vingroup's meeting with ACT Minister	26/06/2026- 29/06/2026	Partial	Sch 2, s 2.2(a)(ii) copy	Yes
55	211-216	Copies of Microsoft Teams Messages	various	Partial	Sch 2, s 2.2(a)(ii) Sch 2, s 2.2(a)(xi) Sch 2, s 2.2(a)(xvi)	Yes
56	217	Document	-	Partial	Sch 2, s 2.2(a)(xi) Sch 2, s 2.2(a)(xvi)	Yes
57	218	Document	-	Partial	Sch 2, s 2.2(a)(ii)	Yes
Total No of Docs						
57						

ACT Government

VIETNAM

Chief Minister's Trade Mission
4 – 12 JULY 2026

BRIEFING PACKAGE

CMTEDD

As at 3 July 2026

CONTENTS

outside scope



DAY 3: MONDAY 6 JULY 7

outside scope



outside scope

outside scope

outside scope

outside scope

DAY 3: MONDAY 6 JULY
HANOI

Local Time	Event	Information
outside scope		
10:30-12:30	VinGroup HQ meeting, VinUni & VinHomes site tour and lunch	*BRIEF 2*
12:45-13:30	*Lunch*	
outside scope		



Vingroup Corporate Presentation

May 2024

Important Notice

IMPORTANT: The information contained herein is preliminary and subject to change without notice, its accuracy is not guaranteed, has not been independently verified and may not contain all material information concerning Vingroup Joint Stock Company (the "Company") and its subsidiaries ("Vingroup"). You should not rely upon it or use it to form the basis for any investment decision or commitment whatsoever.

None of the Company, its shareholders, or any of their respective affiliates, directors, officers, employees, agents, advisers or any other person makes any representation or warranty (express or implied) or accepts any responsibility or liability for the accuracy or completeness of this presentation or any or all of the information in this presentation or otherwise made available. It is not the intention to provide, and you may not rely on these materials as providing, a complete or comprehensive analysis of the financial or trading position or prospects of Vingroup. No part of this presentation shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. Further, nothing in this presentation should be construed as constituting legal, business, tax or financial advice. You should conduct such independent investigations and analysis of Vingroup as you deem necessary or appropriate in order to make an independent determination of the suitability, merits and consequences of investment in the Company.

This presentation contains "forward-looking statements". These forward-looking statements involve known and unknown risks and uncertainties, many of which are beyond the Company's control and all of which are based on management's current beliefs and expectations about future events. Forward-looking statements are sometimes identified by the use of forward-looking terminology such as "believe", "expects", "may", "will", "could", "should", "shall", "risk", "intends", "estimates", "aims", "targets", "plans", "predicts", "continues", "assumes", "positioned" or "anticipates" or the negative thereof, other variations thereon or comparable terminology. These forward-looking statements include all matters that are not historical facts. Forward-looking statements are not guarantees of future performance. These forward-looking statements speak only as at the date of this presentation, and none of the company, its shareholders, or any of their respective affiliates, directors, officers, employees, agents, advisers or any other person undertakes to update or revise any forward-looking statements as a result of new information or to reflect future events or circumstances.

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3 Macroeconomic Update

4 Financial Highlights

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VinFast Electric Vehicle – VF 7

1. About Vingroup



Vinhomes Central Park – Ho Chi Minh City

Vingroup Is an Essential Part / Proxy of the Vietnamese Economy with a Comprehensive Ecosystem of Dominant Businesses Addressing All Consumer Needs

USD 17.4bn

Combined market cap[1] that accounted for 8.1% of the VN-Index[3]

1.6%

of nominal GDP[2]

53,500 employees

Largest private Vietnamese corporate employer with nationwide operations in all provinces and municipalities[12]

NIKKEI Asia

Top 300 Largest and Fastest Growing Businesses in Asia

VnEconomy

Top 10 Brands in Vietnam

6%

Green Mobility, Sustainable Energy

VinFast comprehensive suite of fully electric cars, e-motorcycles, e-bikes and electric buses

- Established #1 position in Vietnam in all segments that we have products in a record time[4]
- c.138,200 ICE + EV delivered to date
- c.289,300 electric motorcycles delivered to-date[4]

17%

Real Estate Development & Smart City Solutions

#1 Real estate developer with leading market share and unrivalled landbank

- Market leading position with unrivalled landbank, sufficient for c.30 years of development[5]
- Pioneered the smart city concept in Vietnam, and the first in SEA to implement comprehensive smart city of this mega scale, providing an unrivalled experience to residents

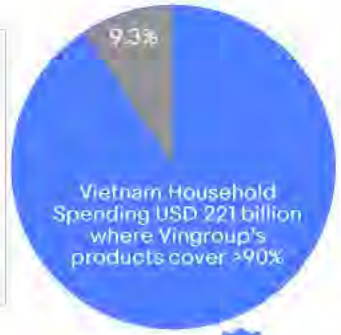
7%

Education

VinUniversity: University and post-graduate education. The youngest university in APAC to receive 5 Star QS ratings in seven categories[6]

Vinschool: High-quality K-12 school system

- Largest private education system in Vietnam[7]
- Ten campuses[8] accredited by CIS
- 50 Vinschool campuses under operation in five provinces, municipalities, educating c.46,000 students



23%

Retail Mall

Vincom "all-in-one" shopping, entertainment, and dining retail malls.

- 83 retail malls in operation
- Covering 44 cities and provinces across Vietnam
- 1.75 million sqm in retail GFA

5%

Healthcare

Vinmec international hospitals and clinics were ranked as the Best Managed Company in 2022 in Vietnam by Deloitte

- Seven hospitals (2 hospitals accredited for JCI and ACC standards[9])
- Four international clinics

8%

Hospitality and Entertainment

Vinpearl premium resorts and hotels, high-end amusement parks and world-class golf courses.

- #1 market share in 5-star segment[10]
- **11,403 operational hotels and beach villa rooms[11]**
- International partnership: Meliá Hotels International and Marriott International

Refer to share of Vietnam household spending

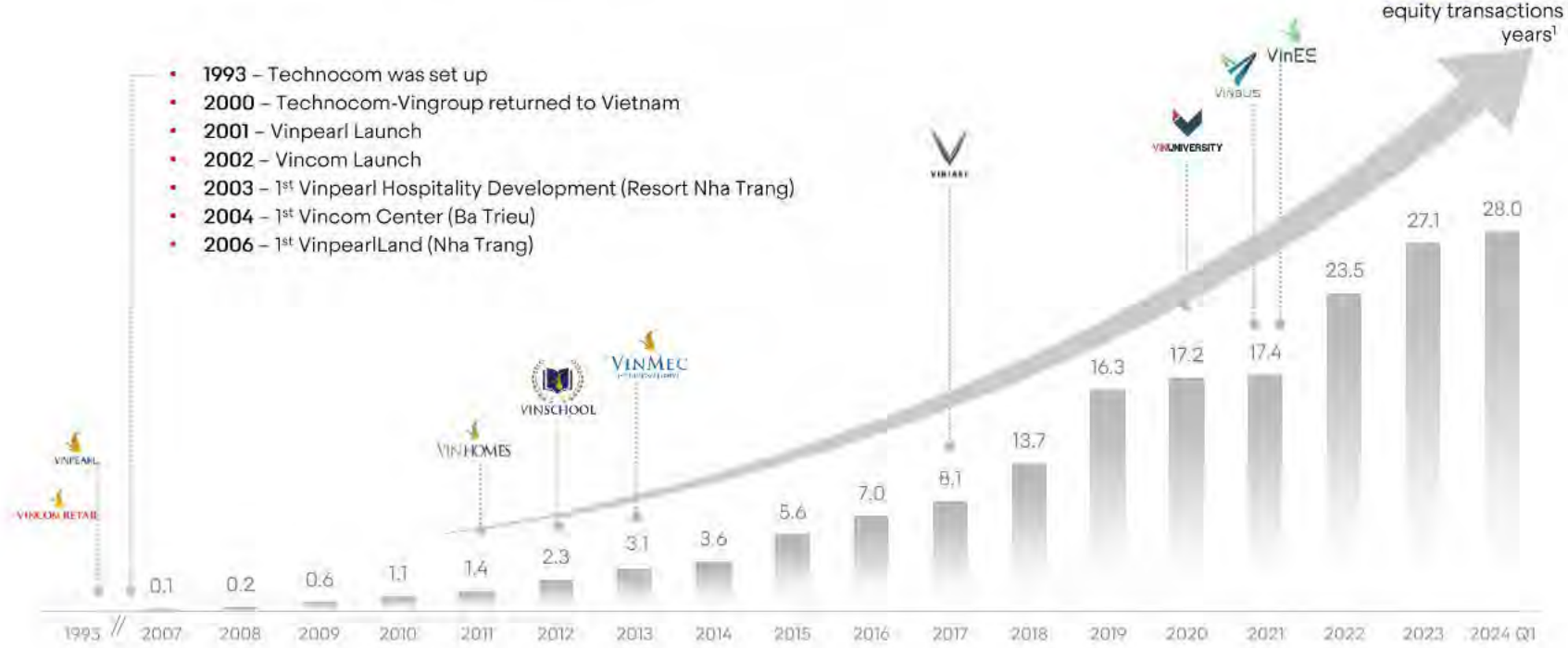
Source: Nikkei Asia, VnEconomy, EIU, IMF, International Financial Statistics; General Statistics Office of Vietnam. USD/VND exchange rate of 24,815. Note: (#) ranking based on market share. 1. Included market capitalization of Vingroup (VIC), Vinhomes (VHM) and Vincom Retail (VRE) as at 29 March 2024. 2. Equal to Vingroup's unaudited consolidated revenue in FY2023. 3. Market capitalization of VN-Index as at 29 March 2024. 4. Cumulative to 31 March 2024. Number of vehicles delivered since the inception. 5. As at 31 March 2024., excluding completed projects. 6. Teaching, Academic Development, Internationalization, Arts and Culture, Facilities, Social Responsibility, Inclusiveness. 7. Based on total number of kindergarten to high school students in selected private and international schools in Hanoi and HCMC in school year 2023 – 2024. 8. Ten campuses locate at Vinschool the Harmony, Vinschool Times City, Vinschool Central Park, Vinschool Greenbay, Vinschool Thang Long. 9. JCI Accreditation – Gold standard in health care. ACC accredited in operational management and heart failure treatment. 10. Based on number of room keys in 5-star hotels, resorts and upscale condotels, compared with other domestic hospitality groups, as at March 2024. 11. Out of the rooms available for rent that are owned by Vinpearl, 64% is managed by Meliá Hotels International and Marriott International. 12. Based on number of employees as of 31 December 2023

Track Record of Developing New Businesses Into Market Leaders

Total Assets (USD billion)[2]

- **1993** – Technocom was set up
- **2000** – Technocom-Vingroup returned to Vietnam
- **2001** – Vinpearl Launch
- **2002** – Vincom Launch
- **2003** – 1st Vinpearl Hospitality Development (Resort Nha Trang)
- **2004** – 1st Vincom Center (Ba Trieu)
- **2006** – 1st VinpearlLand (Nha Trang)

USD 6.5 billion raised through equity transactions in the last 4 years[1]



Sector	Core Businesses	Position
Industrials & Technology	Electric Vehicles	#1[3]
Services	Real Estate Development, SmartCity, Smarthomes & IoT	#1[4]
	Hospitality & Entertainment	#1[5]
Social Enterprises	Healthcare	#1[6]
	Education	#1[7]
	VinBus	#1[8]

USD 28 billion in total assets (c.280x increase since 2007)

Sovereign Wealth Funds: QIA, GIC, TEMASEK

Strategic Partners & Joint Ventures: SK, Hanwha, LG Chem

Private Equity: KKR, Warburg Pincus

Other Investors / Capital: Euler Hermes, CGIF, ADB, Deutsche Bank

Source: Consolidated audited financial statements as at 31 March 2024, unless otherwise stated. Note: 1. Including equity related, equity-linked transactions as at 31 December 2023; 2. Total assets from 2007 to 2013 based on VAS financials. USD/VND exchange rate of 24,815. Numbers for FY2014-2019 are pro-forma, excluding retail and agriculture segments as we divested these in 2019. 3. Leading EV mobility company offering a full suite of EVs for every segment from A to E. 4. Based on cumulative units sold in 2016 -1Q2024 across all segments in the residential markets of HCMC and Hanoi, only includes retail sales, according to CBRE, as of 1Q2024. 5. Based on number of room keys in 5-star hotels, resorts and upscale condotels, compared with other domestic hospitality groups, as at March 2024. 6. Vinmec international hospitals and clinics were ranked as the Best Managed Company in 2022 in Vietnam by Deloitte. 7. Based on total number of kindergarten to high school students in selected private and international schools in Hanoi and HCMC in school year 2023 – 2024. 8. VinBus is the only electric public transportation operator in Vietnam

Corporate Structure

VINGROUP
USD 7.5billion[1]

Industrials & Technology[2]

50.8% VINFAST Green Mobility

Services

69.3% VINHOMES Real Estate Development — USD 7.5 billion[1]

85.6% VINPEARL Hospitality and Entertainment

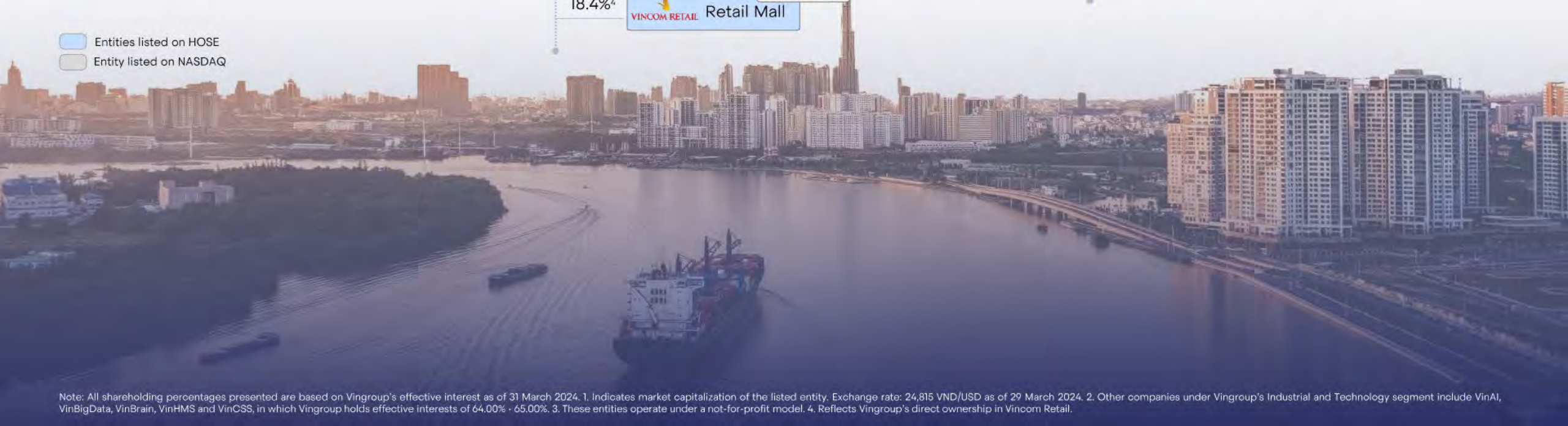
18.4%[4] VINCOM RETAIL Retail Mall — USD 2.4 billion[1]

Social Enterprises[3]

61.4%-100.0% VINMEC VINSCHOOL VINUNIVERSITY Healthcare and Education

100.0% VINBUS Electric Bus Fleet

Entities listed on HOSE
Entity listed on NASDAQ



Note: All shareholding percentages presented are based on Vingroup's effective interest as of 31 March 2024. 1. Indicates market capitalization of the listed entity. Exchange rate: 24,815 VND/USD as of 29 March 2024. 2. Other companies under Vingroup's Industrial and Technology segment include VinAI, VinBigData, VinBrain, VinHMS and VinCSS, in which Vingroup holds effective interests of 64.00% - 65.00%. 3. These entities operate under a not-for-profit model. 4. Reflects Vingroup's direct ownership in Vincom Retail.

Proven Track Record of Developing Vietnamese Brands of Scale

Most Loved and Respected Brands

Vietnam Report 2023
- Top 10 Largest Enterprises in Vietnam

The Brand Finance-Mibrand Vietnam Forum 2023
- Vinhomes - Top 20 Most Valuable Real Estate Brands Globally

Retail Asia Award 2023
- Vincom Retail - Best Retail Development in Vietnam

VINASA - Vietnam's Top 10 Digital Technology Companies Awards 2023
- VinBigData - 10 best digital technology companies in Vietnam

Vietnam Listed Company Awards 2022
- Best Annual Report – Top 10 Large-cap Companies Category

VnEconomy - Vietnam Economic Times 2022
- Top 10 Brands in Vietnam

AUTOBEST[1]
- Named VinFast "The Rising Star" – Paris Motor Show 2022

Best Products

VnExpress 2023
- New Star Award (VF 5)
- Best Subcompact Crossover B (VF 6)

Car Choice Awards 2023
- Trend-Leading Car (VF 9)
- Family Car (VF 6)

2023 Make the Future Green
- Outstanding Green Industrial Project Award

2023 FinanceAsia Awards
- Best ESG in Vietnam and Best DEI

Awards for Selected Sites of Vinpearl:
- TripAdvisor 2023 Traveler Review Awards
- Expedia Traveller's Choice 2023 Award
- Agoda 2023 Golf Association Awards

Asia Pacific Property Awards
- Mixed Use Development and Sustainable Residential Development Vinhomes Smart City (2021)
- Best Mixed-Used Development Vinhomes Ocean Park (2019)

International Property Awards
- The Most Intelligent District – IBcon Digie Awards – Techno Park Tower, Vinhomes Ocean Park (2021)

Contribution to a Sustainable Economy

Finance Asia Awards 2023
- Vingroup, VinFast, Vinhomes - Best Managed Company and Best ESG

ISCN Sustainable Development Award 2023
- VinUni: Vietnam's 1st university to receive ISCN Sustainable Development Award

AUTOBEST 2023
- VinFast: Wins AUTOBEST Outstanding Green Industrial Project Award for pioneering green solutions

Nikkei Asia 300 (2015 – 2022)
- Top 300 Largest and Fastest Growing Businesses in Asia

Global Banking & Finance Review
- Best Investor Relations Company Vietnam 2021 and Best Corporate Governance Company Vietnam 2020

Forbes
- Global 2000 (2019-2021)

Most Successful Transactions

The Asset AAA
- Best Issuer for Sustainable Finance (2022), Best Green Loan (2022)
- Best Equity Linked Deal in Vietnam (2021)
- Best Vietnam Transaction (2020)
- Best Vietnam IPO (2018), Best M&A (2018), Best Syndicated Loan (2018), Best Issuer – Corporate (Southeast Asia – 2018)

Finance Asia
- Finance Asia - Best Real Estate Deal (2021)
- Best Frontier Market Transaction (2020)
- IPO of the Year (2018), Best Vietnam Deal (2018), Private Equity Deal (2017)

Vingroup and The Founders' Efforts “For a Better Life of People”

VINSCHOOL

An incubator of talent and largest private K-12 education system in Vietnam[1]

50
Campuses under operation in 5 provinces, municipalities[3]

~46,300
Students[3]

6,558
Staffs[3]

- Largest education system in Vietnam with scale equaling the next 03 competitors combined
- Campuses located at premium location of Vinhomes' residential projects with best in class facilities and 100% teachers trained to international standards
- High quality on par with leading international and bilingual schools with competitive tuition fees
- 10 campuses accredited by CIS[2] and 02 campuses at advanced stage of evaluation





VINUNIVERSITY

A university of excellence – Developing talents for the future

The Youngest
University in APAC to receive 5 stars on the QS rating system in 7 categories

c.1000
Students from 20 countries

04
Specialized institutes

Strategic collaborations

Cornell University
Penn

Partnerships

UTS
UC San Diego
POSTECH
YONSEI UNIVERSITY
UNIVERSITY OF ILLINOIS
WOORI BANK
TECHCOMBANK
INTERCONTINENTAL HOTELS & RESORTS
FPT Telecom
Bệnh viện Nhi Trung ương
EY






Note: 1. Based on total number students and campuses (from latest company information available of the company and other competitors). 2. Council of International Schools. 3. As of 31.3.2024

Vingroup and The Founders' Efforts “For a Better Life of People” (cont’d)

Vinmec – Centers Of Excellence With Specialized Infrastructure And High-quality Offerings

10
Years of experience

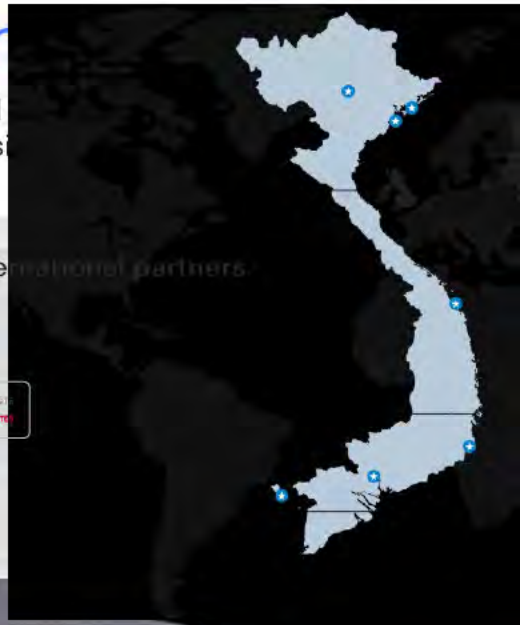
3,710
Employees[1]

1,505
Total bed capacity[1]

7
General hospitals
2 hospitals accredited for JCI

4
International clinics

c.5.1 m
Accumulated outpatient visi



- **International best practices with industry best accreditations**
  - JCI Accreditation for hospital and patient safety
  - AABB Accreditation For Tissue Bank
- **State-of-the-art facility and equipment**
  Modern Hybrid operating room, Advanced tomography machine CT Scan 640 slices, Modern 16-sequence SPECT/CT system, TrueBeam NDS120HD V2.7 Accelerated Radiation Therapy Machine (USA)
  - ISO 15189:2012 Accreditation For Laboratories
  - CAP Accreditation For Laboratories
- **Extensive network with renowned inte** rnational partners

Cleveland Clinic · SNUH · PennState · 大阪大学 · Macquarie University · Université de Montpellier · Université Paris Descartes · AstraZeneca · GE HealthCare · Roche



Note: 1. As of Mar2024.

Vingroup and The Founders' Efforts "For a Better Life of People" (cont'd)

VINBUS

A modern, smart electric bus fleet equipped with essential technologies; safety features available for the first time in Vietnam. VinBus has presence in three cities with **286** buses and operating 29 routes. Since launch, VinBus traveled 28 million kilometers, served **c.57** million customers(1), helped reducing over 29,000 tCO_2



VINIF

VINGROUP INNOVATION FOUNDATION: Founded to support scientists and young talents to conduct world-class research projects in the field of Science, Technology, Engineering, Medicine, Economics and Education, to bring about positive and sustainable changes for Vietnam



QUỸ THIỆN TÂM

KIND HEART FOUNDATION: Established in 2016 to carry out charitable activities for Vingroup. Since its establishment, the Foundation has helped improve the lives of tens of thousands of people. The majority of Kind Heart Foundation's funding is contributed by Vingroup's founders and senior management.



VINFUTURE FOUNDATION

Founded and sponsored by Chairman Pham Nhat Vuong and his wife Pham Thu Huong, VinFuture catalyzes meaningful changes in people's everyday lives through tangible and highly scalable improvements in areas such as productivity, prosperity, connectivity, health, safety, environment, sustainability, and their overall happiness regardless of socioeconomic status. Annual USD 4.5 million prize. Received 1,389 nominations from over 90 countries at the 2023 VinFuture Prize.



GSM

"We want to bring better products to Vietnam. My hope is to change the way things are done by adopting changes in our own lifestyle and the products we consume" – Founder of GSM, Mr. Pham Nhat Vuong, Vingroup Founder and Chairman who owns a 95% stake in GSM



Green Smart Mobility is the world's first multi-platform green transportation vehicle rental and taxi service, improves service quality and optimizes business efficiency with the use of EVs, provides a "no noise, no gas smoke" experience



Social enterprises contributed by Vingroup
Social enterprises contributed by founders of Vingroup

Source: Company information as of April 2023. Exchange rate: 24,600 VND/USD. (1) Data as of 31/12/2023

2. Key Competitive Advantages

2.1 Favorable Macro-Economics in Vietnam and Across All Consumer Industries

2.2 Unparalleled Execution Capabilities in New Business Sectors

2.3 Dominant Integrated Real Estate Developer, Owner and Operator

2.4 Largest Ecosystem in Vietnam with Market Leadership Across Multiple Businesses

2.5 Prudent Financial Policies and Strong Financial Position



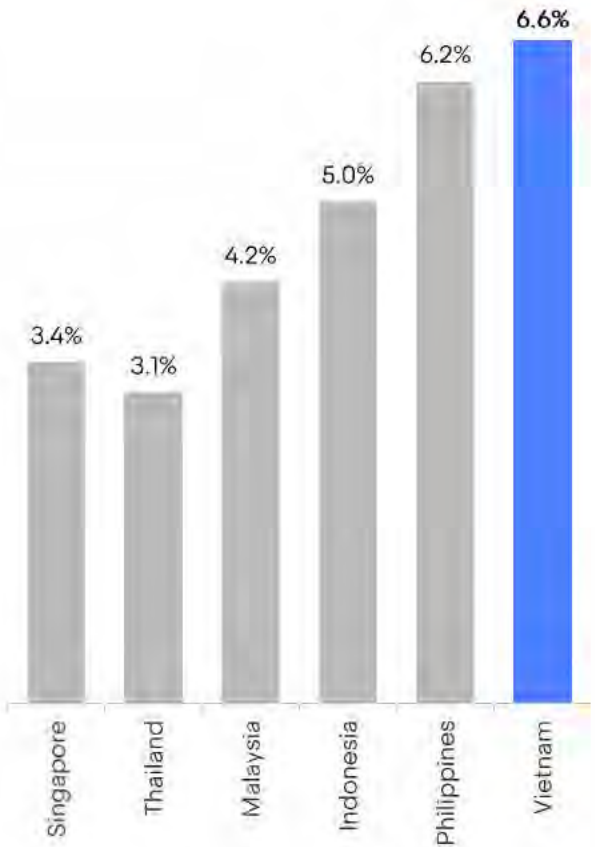
2.1 Favorable Macro Economics in Vietnam and Across All Consumer Industries



Strong Macro Tailwinds

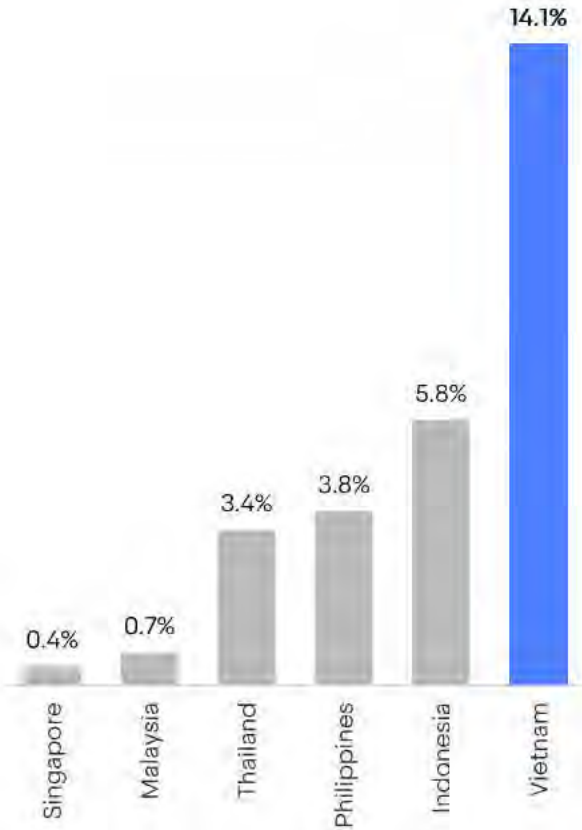
Fastest Growing Economy in Southeast Asia

Projected Real GDP growth 2024E -2028E CAGR (%)



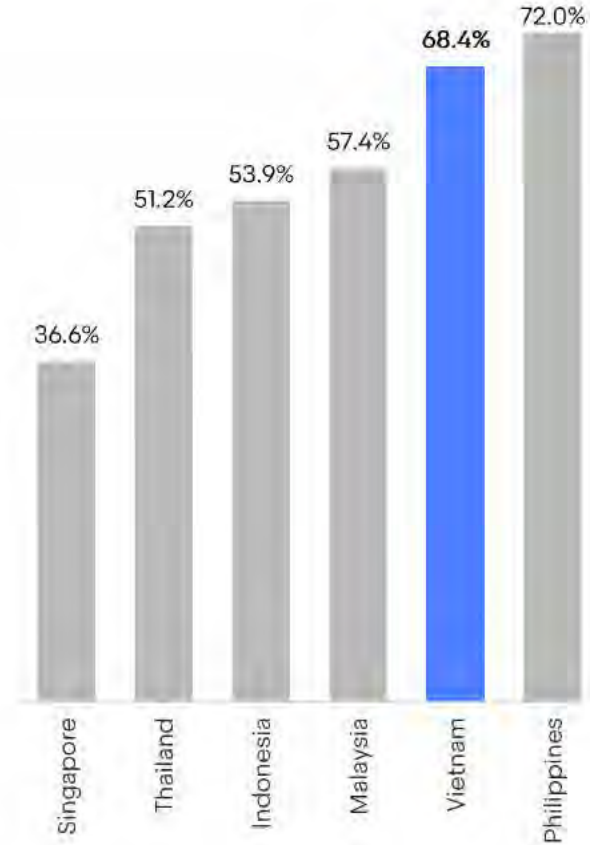
Fastest Growing Middle-Income Segment in SEA

Middle income population growth[1] 2022E-2027E CAGR (%)



One of the Highest Private Consumption in Southeast Asia

Private consumption as % of GDP in 2022

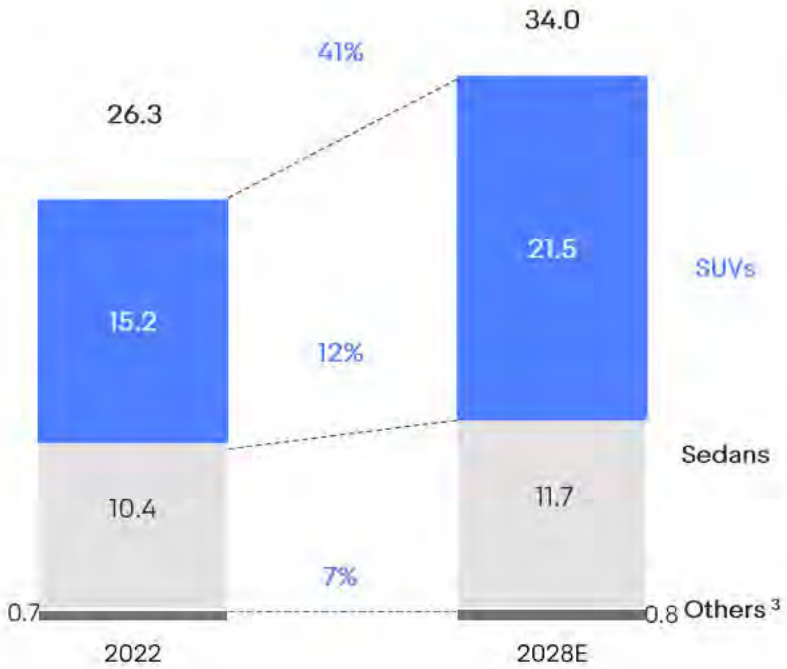


Source: IMF, Euromonitor, Oxford Economics, EIU, CEIC, Bain, Temasek, Google. Information published in February 2022. Note: Exchange rates are based on historical exchange rates in respective years as provided by EIU. 1. Middle income population defined as households with disposable income of more than USD 10,000 per annum

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

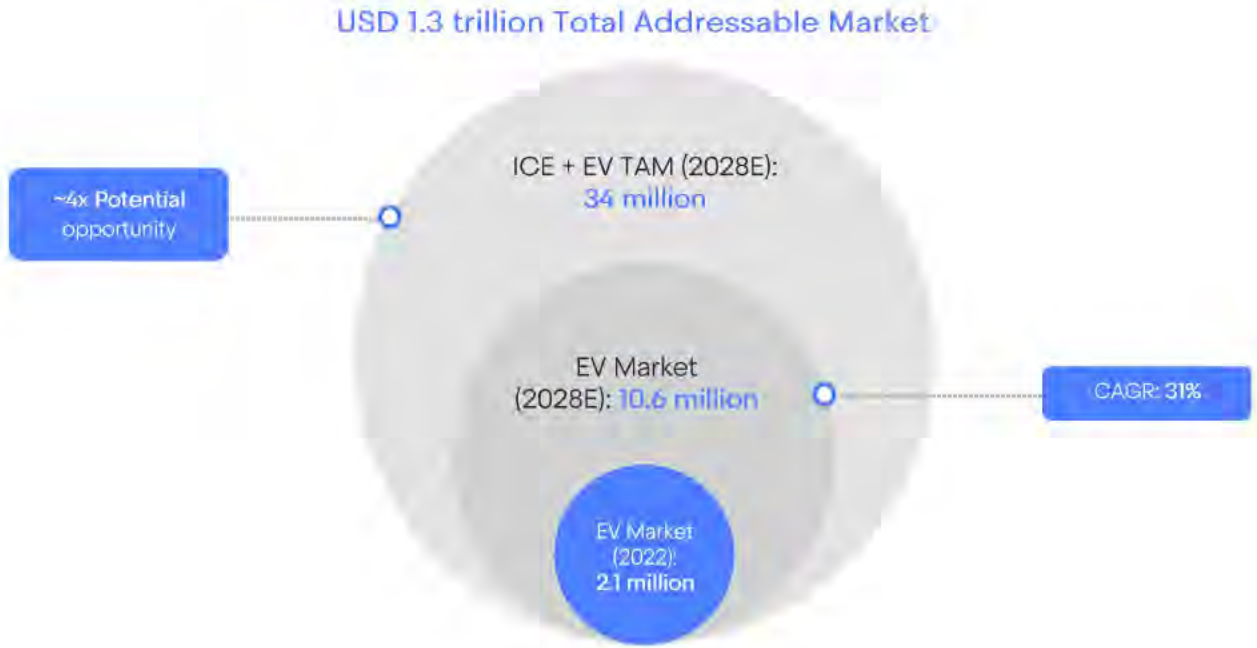
VinFast's Planned Vehicle Lineup Targets the Highest Growth Passenger Vehicle Markets[1]...

Annual Passenger Vehicle Shipments across VinFast Focus Markets[2], in Millions



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

No. of Vehicle Deliveries in VinFast Focus Markets[4]

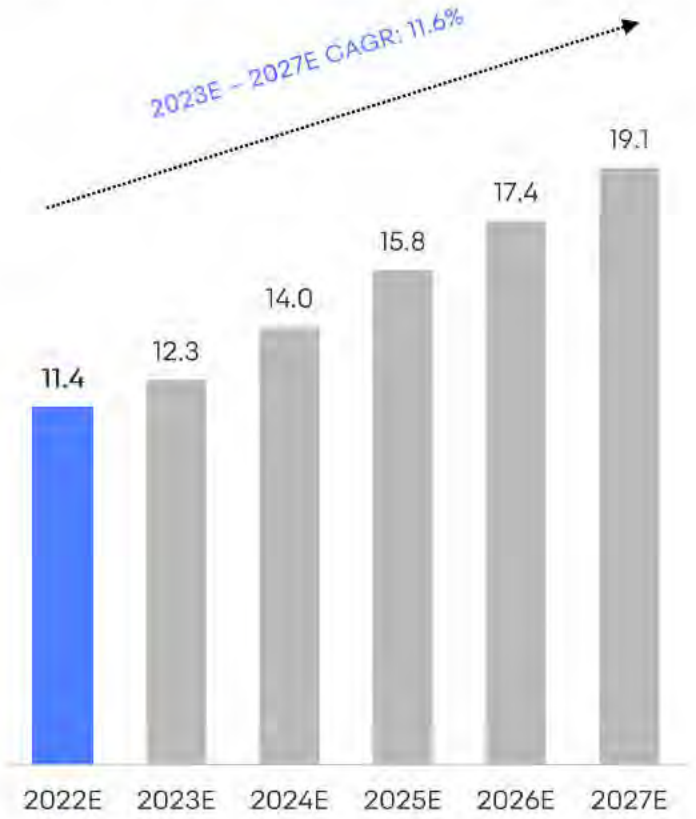


Source: Frost & Sullivan. Notes: 1. VF e34, VF 5, VF 8 and VF 9 are available for reservations, with remaining models (VF 6 and VF 7) to be open for reservations in 2023. VF e34 and VF 5 are available only in Vietnam. 2. VinFast focus markets comprise of Vietnam, US, Canada, and Europe. 3. Others refer to Multi Purposes Vehicles. 4. Estimated market size of the Passenger Vehicle market representing VinFast addressable segment in 2028

Consumer Spending to Grow Across Vingroup's Key Consumer Segments

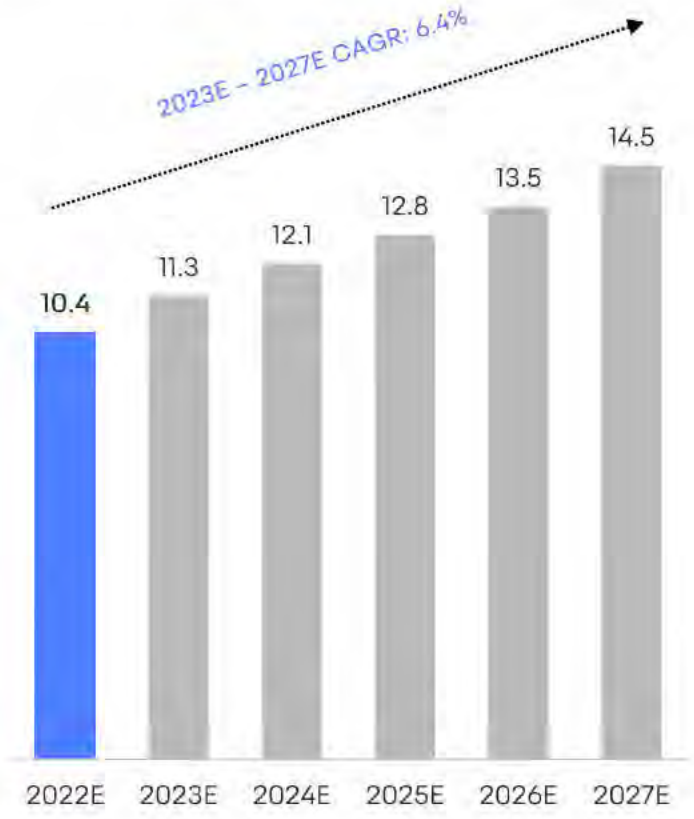
Healthcare - Increasing Household Healthcare Expenditure from Aging Population And Rising Disposable Income

Household Healthcare Expenditure (USD billion)



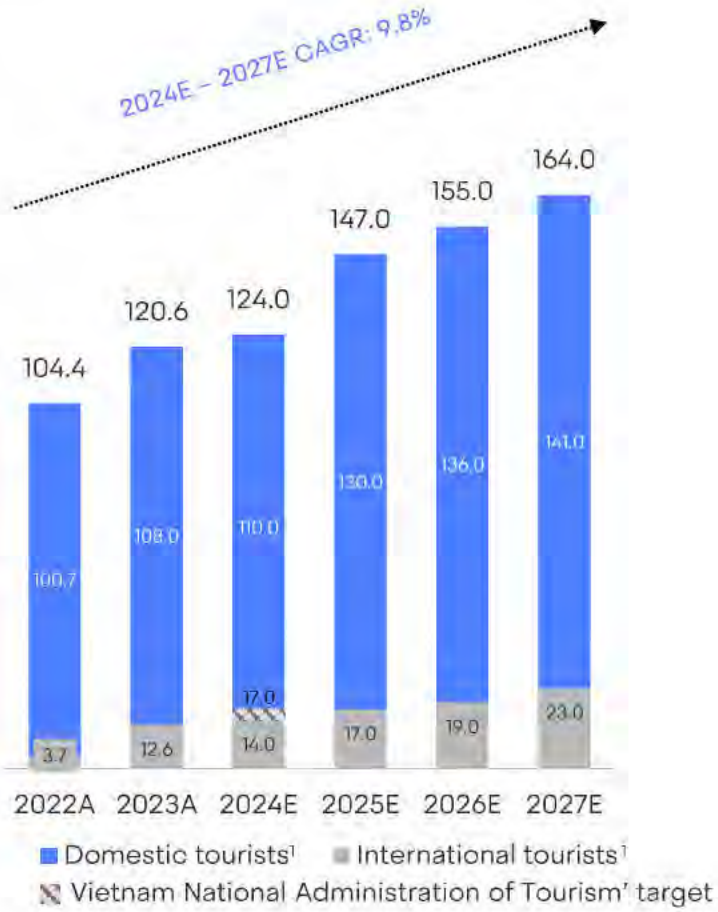
Education - Increasing Household Education Spending as More Families Can Afford Quality Education

Household Education Expenditure (USD billion)



Tourism - Domestic And International Number of Trips Increasing at A Rapid Pace

Number of trips (million)



Source: IMF, International Financial Statistics, General Statistics Office of Vietnam, Oxford Economics, World Bank. Note: 1. Based on expert projections as at November 2023

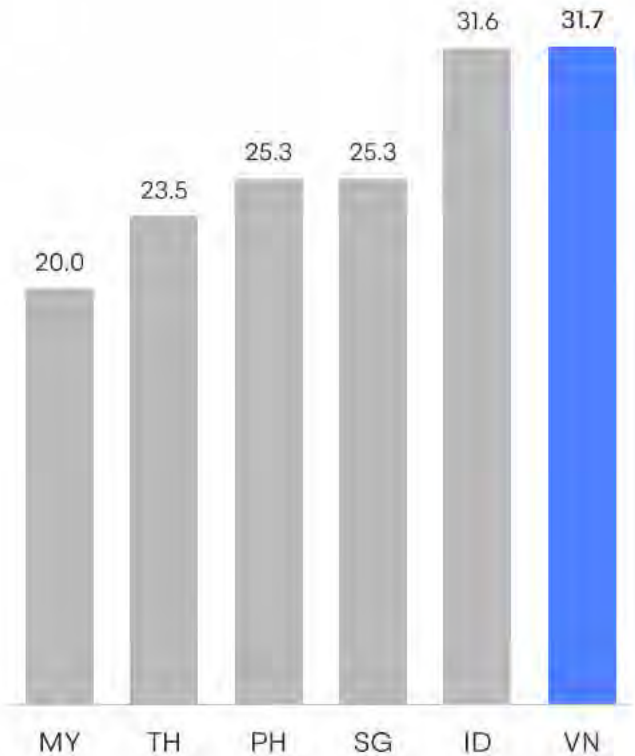
Experiencing Favorable Geopolitical Shifts

- Beneficiary of global supply chain disruption due to geopolitical shifts
- Supportive government policies and robust infrastructure investment
- Strategic geographical advantage supports global distribution
- Competitive advantages in land supply, labor costs and human capital

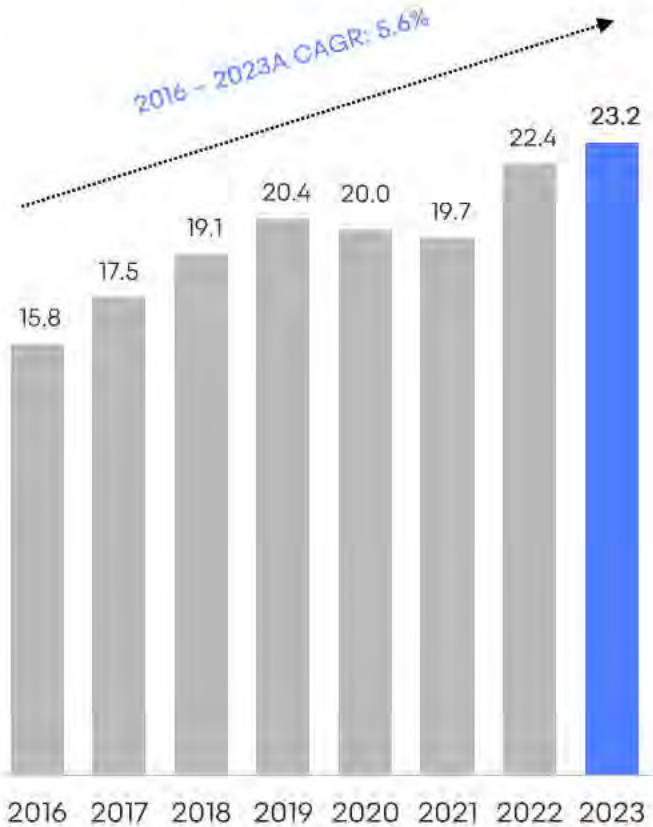
Increasing migration and expansion of global leaders into Vietnam

OLYMPUS, Nintendo, Canon, intel, SAMSUNG, TOYOTA, MITSUBISHI MOTORS, Hanwha Aero Engines, FOXCONN, LG, Lenovo, mazda, SHARP, Schindler, LEGO

Substantial total investment as % of GDP
(2024 forecasted)



Stable FDI flow
Total disbursed FDI (USD billion)



2.2 Unparalleled Execution Capabilities in New Business Sectors



Proof of Our Execution: Making the Impossible(s) Possible

Challenge #1

Build a world-class automotive OEM in Vietnam

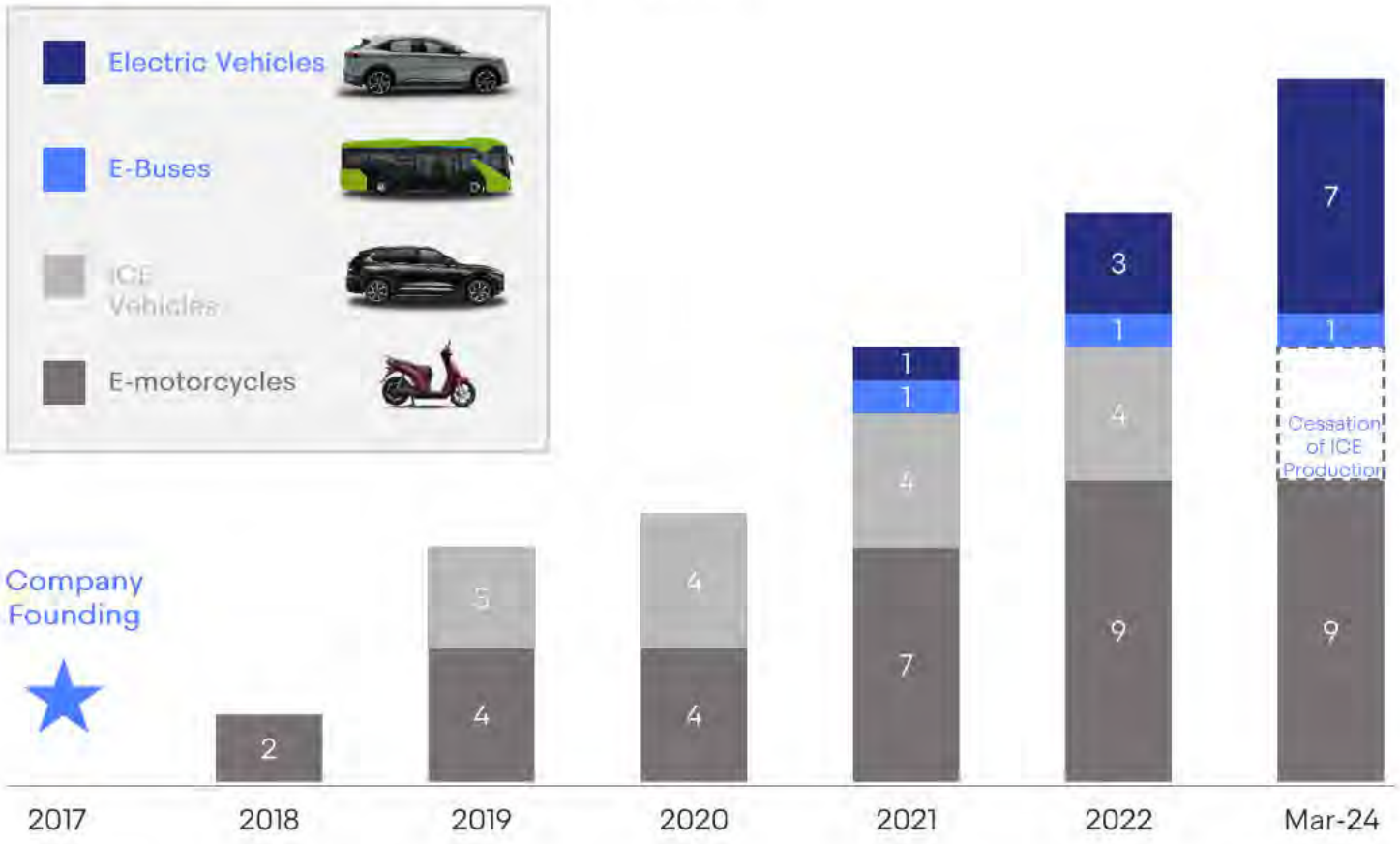
Challenge #2

Achieve #1 market share in Vietnam[1]

Challenge #3

Launch EV platforms in Vietnamese and global markets and cessation of all ICE production

In-Production Platforms by Year[2] (# of models)



3

Note: 1. Based on internal management estimates and data, gaining leading market share for each product segment in Vietnam within 18 months from launch. 2. Referring to start of manufacturing process in Vietnam.

Highly-Automated and Integrated Manufacturing Facilities

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

Local Sourcing

Current Localization Rate[1]

up to 60%

Select On-site Global Tier 1 Partners

- LEAR CORPORATION — Seat
- GRUPO ANTOLIN — Overheads, Sun Visors
- FORVIA — Interior & Exterior Assembly

Key Benefits

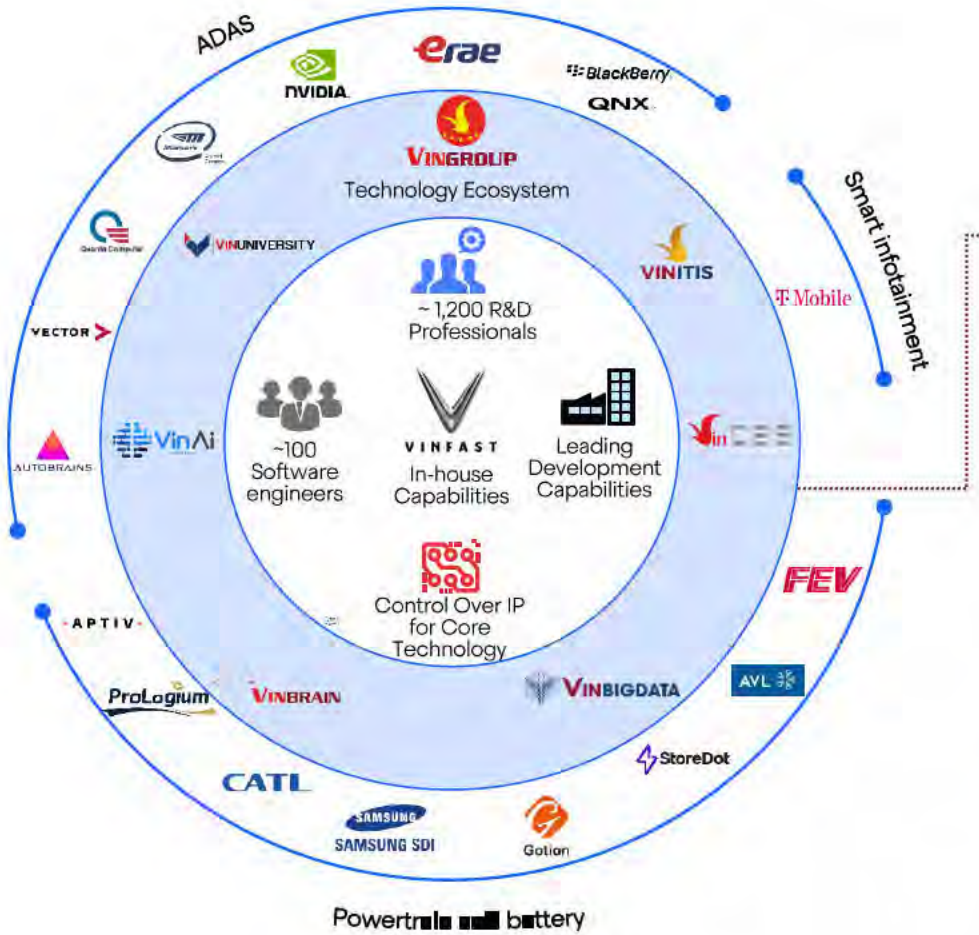
- Logistical economies of scale
- Significant cost advantage / freight savings
- Quicker response to market demand & product changes
- Enhances supplier relationships



Note: 1. Excluding battery

Combining the Best of In-house and External Partners' Technologies

Development Capabilities Strengthened by Shared Expertise of Vingroup and Global Partners



VINBRAIN | VinAi | VINBIGDATA | VINITIS

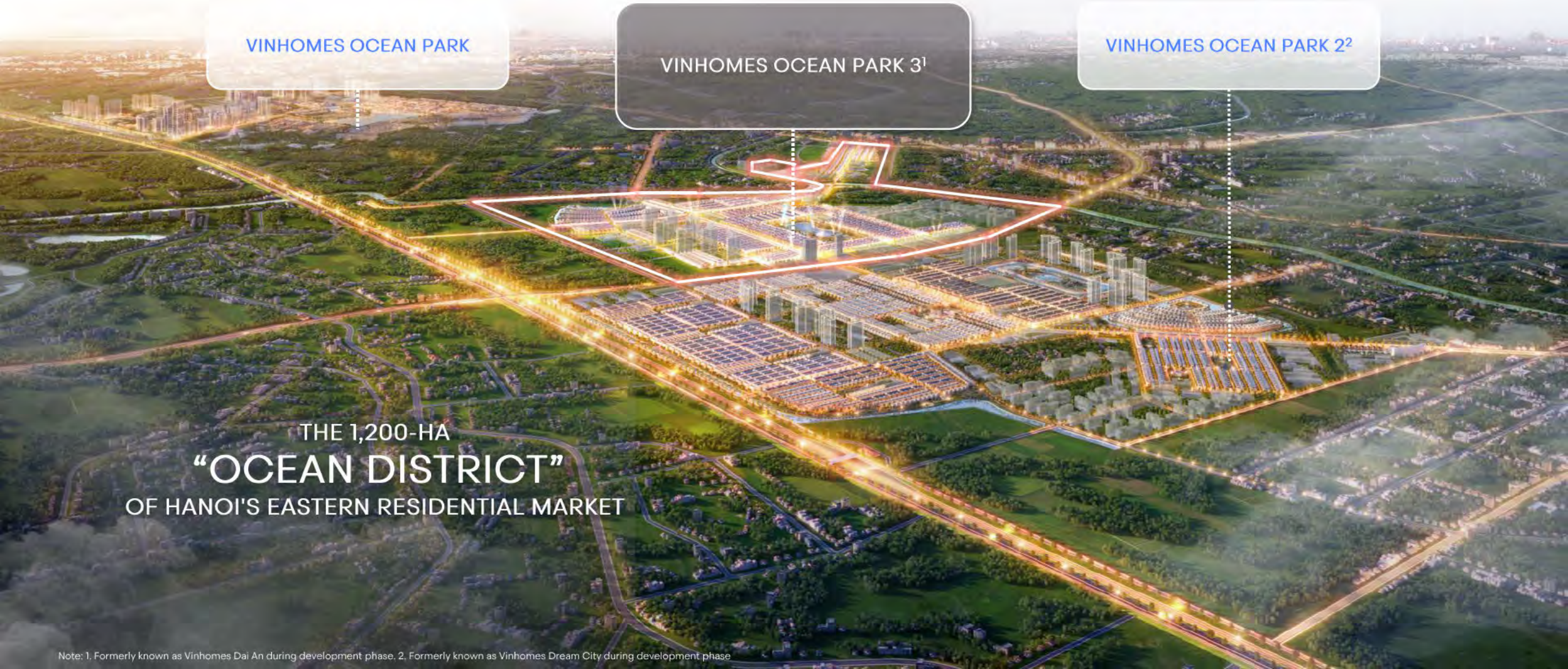
~ 1,200 R&D professionals, including ~100 software engineers collectively producing differentiated technology for VinFast

Key Advantages of Our "Connect Intelligence Globally" Platform

- **Leverage** partners' **competitive advantage**
- Enjoy greater **margin benefit** and **economy-of-scale** uplift
- **Production efficiency**
- Allow VinFast to focus on **in-house development** of critical key components

Source: Company Information

2.3 Dominant Integrated Real Estate Developer, Owner, and Operator



Note: 1. Formerly known as Vinhomes Dai An during development phase. 2. Formerly known as Vinhomes Dream City during development phase

Vinhomes – Premium Integrated Offerings of Apartments, Villas and Shophouses With Market Leading in All Segments That Vinhomes Has Products to Offer

29 URBAN COMPLEXES DEVELOPED BY VINHOMES[1]

USD 28.9 billion CONTRACTED SALES SINCE 2010[1,2]

c.470,000 RESIDENTS AT VINHOMES PROPERTIES ACROSS VIETNAM[1]

USD 7.5 billion MARKET CAP[2,3] – LARGEST LISTED DEVELOPER, TOP 4 LISTED COMPANIES IN VIETNAM





Source: Company filings. Note: 1. As at 31 March 2024. 2. Exchange rate USD/VND of 24,815. 3. As at 29 March 2024

Vinpearl – The Leading Integrated Hospitality Platform with Premium Resorts & Hotels

VINPEARL

11,403 Rooms

30 HOTELS [1]
In 16 cities

1.6MM

ANNUAL ROOMS NIGHTS SOLD [2]

VinWonders

7 Parks

>310 HA IN SITE AREA
In 5 cities

5.9MM

ANNUAL VISITORS [3]

VinpearlGolf

4 Courses

90 Holes
In 4 cities

122K

ANNUAL ROUNDS PLAYED [4]



Notes: 1. Including hotels owned and managed by Vingroup, 2. Rooms night sold in 2019, 3. Total visitors in 2019, 4. Golf rounds played in 2019,

Vincom Retail – Dominant Retail Mall Player With Best-In-Class Locations Nationwide

All-in-one

SHOPPING – DINING – ENTERTAINMENT DESTINATION

out of 44/63

CITIES, PROVINCES

83

OPERATING MALLS

1.75 million

RETAIL GFA (sqm)



Multi – Format Retail Malls

VINCOM CENTER (16% of total GFA)



VINCOM MEGA MALL (29% of total GFA)



VINCOM+ (4% of total GFA)



VINCOM PLAZA (51% of total GFA)



2.4 Largest Ecosystem in Vietnam with Market Leadership Across Multiple Businesses

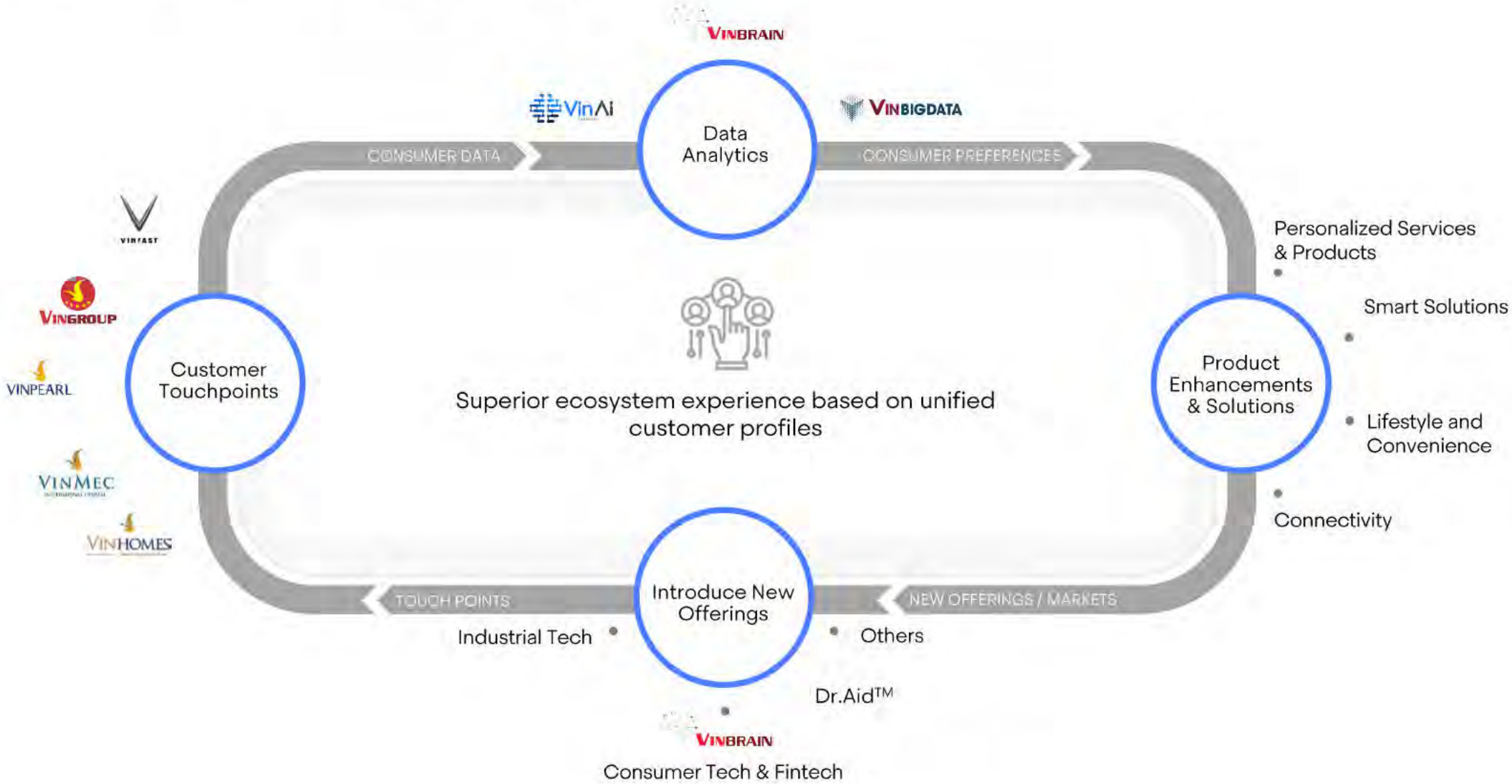


Largest Ecosystem in Vietnam With Market Leadership Across Multiple Businesses

- The only company in Vietnam with extensive presence across the consumer ecosystem
- Leadership position across multiple consumer sectors demonstrate ability to start new business and develop them into industry champions
- Leveraging unique database unmatched by any competitor to create sustainable “moat”
- Today, applying superior data analytics capabilities to enhance customer experience and cross-selling opportunities



Leveraging Data Analytics for Deep Behavioral Understanding and Continual Improvement of Platform Offerings



2.5 Prudent Financial Policies And Strong Financial Position



Vincom Center Ba Trieu – Hanoi

Prudent Financial Policies and Strong Financial Position

Liquidity management	• Minimum cash balance[1] of USD 700 million or above to avoid liquidity risk. • Only Vietnamese issuer with access to multiple sources of capital, including domestic and international banks, domestic bond market, as well as international private and public capital markets
Staggered debt maturity	• Well-staggered debt maturity profile with preference towards longer dated tenors • Balanced mix of USD and VND denominated borrowings
Risk management	• Regular risk management reviews and discussion with senior management before major refinancing exercise or new product launch • Established a prudent investment mechanism, taking into consideration of compatibility with corporate strategy, investment return, business synergy, with approval from the Board and Investment Committee
Prudent and flexible dividend policy	• Prudent and flexible dividend policy subject to Vingroup's growth plans, investment requirements and relevant financial covenants

Exchange rate: 24,600 VND/USD. Note:1. Cash balance includes cash, cash equivalents and short-term investments

Global Reputation and Good Execution Helped Attract Top-Tier International Investors



Visionary Management with Proven Track Record and An Average 29+ Years of Experience

Board of Directors



Mr. Pham Nhat Vuong
Chairman of the Board of Directors

- Holds a Bachelors Degree in Geological Economic Engineering, graduated from Moscow Geology University in Russia
- Long track record as an entrepreneur both in and out of Vietnam, founded Technocom Limited Company in Ukraine, which was sold to Nestle S.A. in 2010
- Established Vinpearl in 2001 and Vincom in 2002
- Founder and largest single shareholder in Vingroup
- Recognized as Vietnam's first billionaire by Forbes Magazine (2012), and retained the position as the billionaire with the highest networth in Vietnam since then

Ms. Pham Thuy Hang
Vice Chairwoman of the Board

Mr. Adil Ahmad[1]
Independent Board Member

Ms. Pham Thu Huong
Vice Chairwoman of the Board

Mr. Michael Chin Jaewuk[2]
Independent Board Member

Mr. Nguyen Viet Quang
Vice Chairman of the Board cum CEO

Mr. Ronaldo Dy-Liacco Ibasco[3]
Independent Board Member

Ms. Nguyen Dieu Linh
Vice Chairwoman of the Board

Ms. Chun Chae Rhan[4]
Board Member

Senior Management



Mr. Nguyen Viet Quang
- Vice Chairman and CEO
- 27+ yrs experience
- 13+ yrs with Vingroup



Ms. Le Thi Thu Thuy
- Vingroup Vice Chairwoman and VinFast Chairwoman
- 23+ yrs experience
- 15+ yrs with Vingroup



Ms. Thai Thi Thanh Hai
- Vingroup Vice Chairwoman
- 29+ yrs experience
- 9+ yrs with Vingroup



Ms. Le Mai Lan
- Vingroup Vice Chairwoman and President of VinUniversity
- 25+ yrs experience
- 9+ yrs with Vingroup



Ms. Anne Pham
- Chief Capital Officer
- 18+ yrs experience
- 10+ yrs with Vingroup



Ms. Duong Thi Hoan
- Deputy CEO
- 24+ yrs experience
- 16+ yrs with Vingroup



Ms. Mai Huong Noi
- Deputy CEO
- 32+ yrs experience
- 17+ yrs with Vingroup



Mr. Pham Van Khuong
- Deputy CEO
- 40+ yrs experience
- 21+ yrs with Vingroup

Note: 1. Mr. Adil Ahmad is Chairman at FWD Takaful Bhd. (Malaysia), and member of the Board of Directors at HSBC Amanah Malaysia Bhd. and FIDE Forum. 2. Mr. Michael Chin Jaewuk is CEO at InterOpera Pte. Ltd. and Independent Board Member at Pepper Savings Bank (South Korea). 3. Mr. Ronaldo Dy-Liacco Ibasco is Executive Board Director, President and CEO at Emerging Power Inc. and Managing Partner at Treetop Land Capital Ltd (Hong Kong). 4. Ms. Chun Chae Rhan is currently the Head of Vietnam for SK Supex Council

Committed to International Corporate Standards

1. Seasoned Management Teams for Every Business Segment



VINFAST

Ms. Le Thi Thu Thuy
Chairwoman

- 23+ yrs experience
- 15+ yrs with Vingroup



VINBIGDATA

Prof. Van Ha Vu
Scientific Director

- Percey F. Smith Chair of Mathematics at Yale University
- 5+ yrs with Vingroup



VinAI

Dr. Bui Hai Hung
Chief Executive Officer

- Previous: Scientist at Google Deepmind, Stanford ResearchInstitute
- 5+ years with Vingroup



VINFAST

Mr. Stuart Ian Taylor
Deputy CEO, Smart Services

- 28+ yrs experience
- Previous: Aston Martin, Ford, LandRover, Daewoo Motor



VINPEARL

Mr. Jurgen Peter Dorr
Chief Executive Officer

- 33+ yrs experience
- Previous: Shangri-la, Hyatt, and Regent



VINMEC

Ms. Le Thuy Anh
Chief Executive Officer

- 26+ yrs experience
- 12+ yrs with Vingroup



VINHOMES

Mr. Pham Thieu Hoa
Chairman

- 36+ yrs experience
- 20+ yrs with Vingroup



VINSCHOOL

Ms. Phan Ha Thuy
Chief Executive Officer

- 30+ yrs experience
- 9+ yrs with Vingroup



VINUNIVERSITY

Ms. Le Mai Lan
President

- 25+ yrs experience
- 9+ yrs with Vingroup

2. Significant Representation from Independent Directors

VINGROUP **3 of 9** directors are independent

VINHOMES **3 of 8** directors are independent

3. Macroeconomic Update

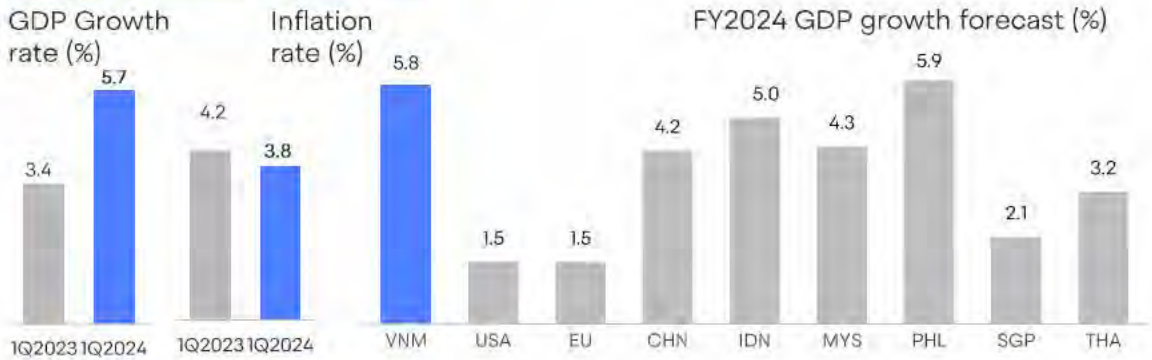


Vinhomes Ocean Park

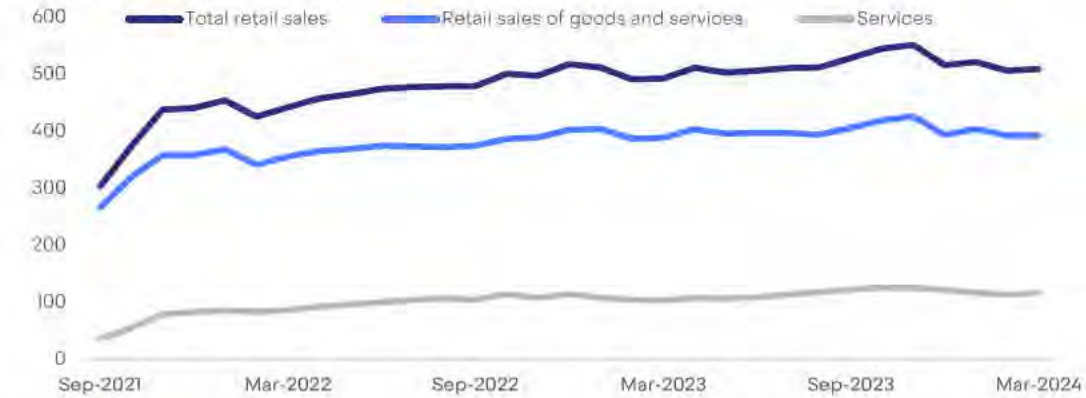
Strong Economic Momentum Sustained In 1Q2024

1Q2024: Vietnam's Economy Thrives - Stable Interest Rates & Low Inflation

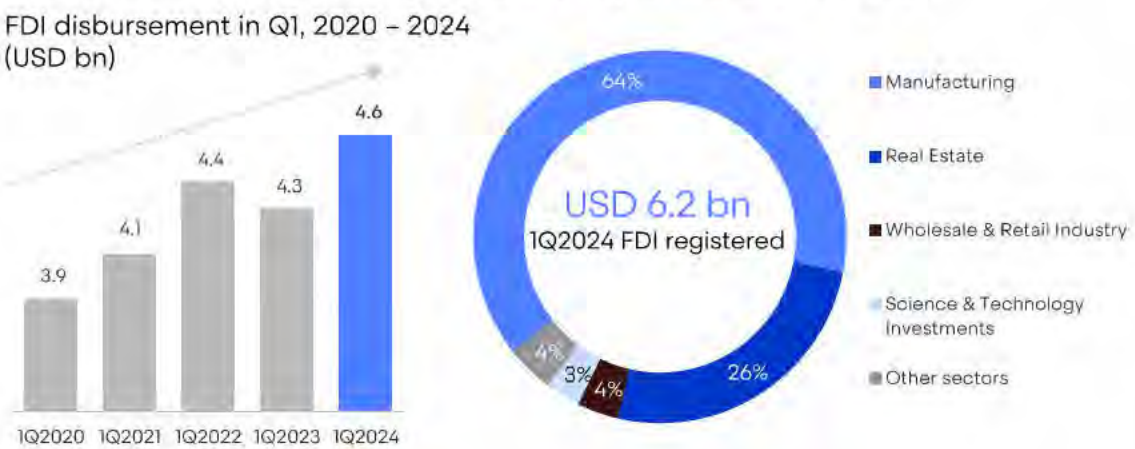
Vietnam National Assembly target GDP growth for 2024: **6.0-6.5%**



Private consumption is anticipated to sustain its recovery momentum



1Q2024 FDI disbursement reached the highest level since 2020



1Q2024 public investment disbursements reached the highest level since 2020



Source: General Statistics Office Vietnam, FiinX Platform, Ministry of Finance, IMF

Real Estate Market Heading Towards Recovery

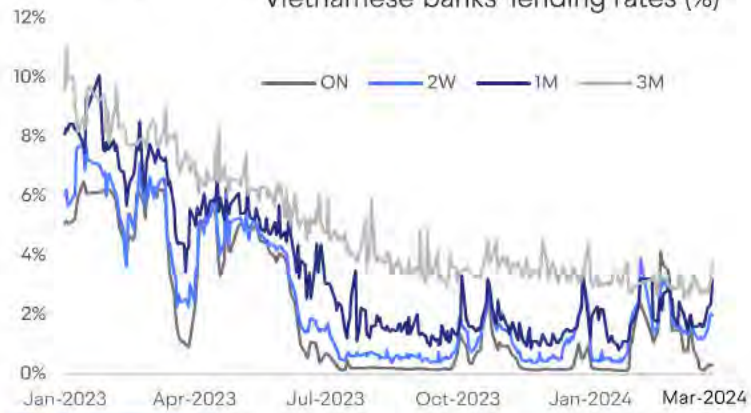
Hanoi and Ho Chi Minh City continued to experience supply shortages

New supply and absorption level of condominium (thousand of units)

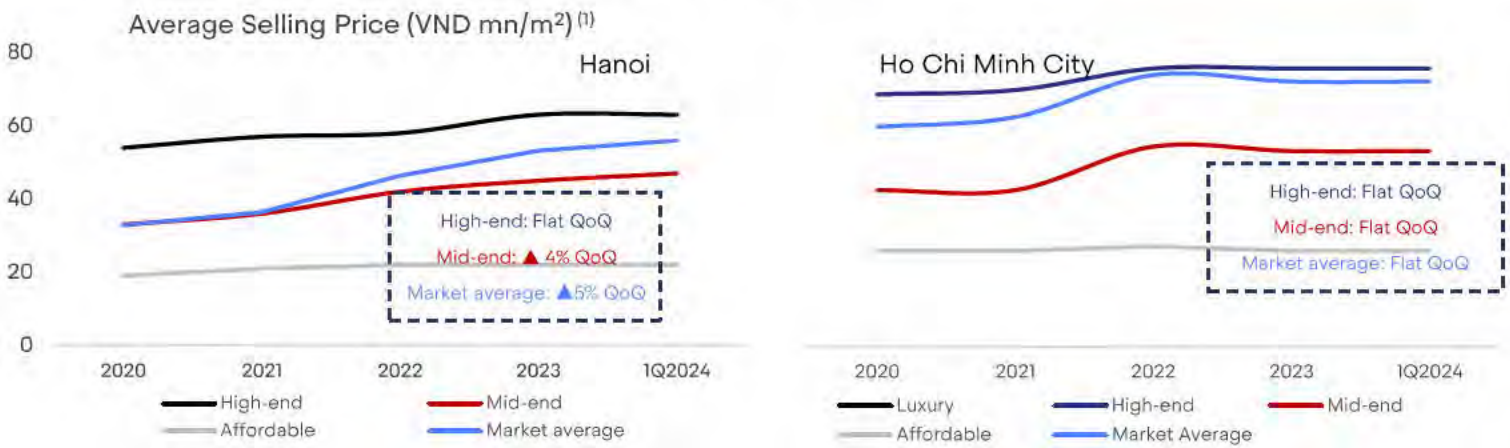


Declining interest rates will bolster retail homebuyers' interests

Vietnamese banks' lending rates (%)



Primary price continued to be maintained at high level



Strong sales performance for new project launched at the end of 1Q2024 signals recovery



Lumi Hanoi | Capitaland
Hanoi
4,000 reservations



The Miami – GS6 | Vinhomes
Hanoi
Absorption rate: 80%



Eaton Park | Vinhomes
Ho Chi Minh City
Absorption rate: 80%



Sycamore | Capitaland
Binh Duong
>300 reservations



Vinhomes Royal Island | Vinhomes
Haiphong
Absorption rate: 82%



Vaquarius Van Giang | Bao Hung
Hung Yen
> 200 reservations

Source: CBRE, FiinX Platform. Note: (1) Selling price: VND psm (excluding VAT and quoted on net selling area). High-end: VND 60–120 million psm | Mid-end: VND 35–60 million psm | Affordable: < VND 35 million psm.

4. Financial Highlights

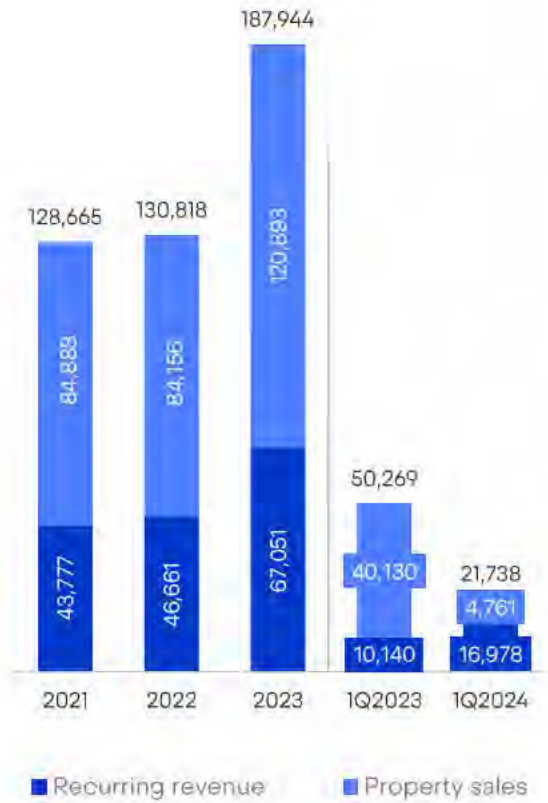


VF8 - Exterior

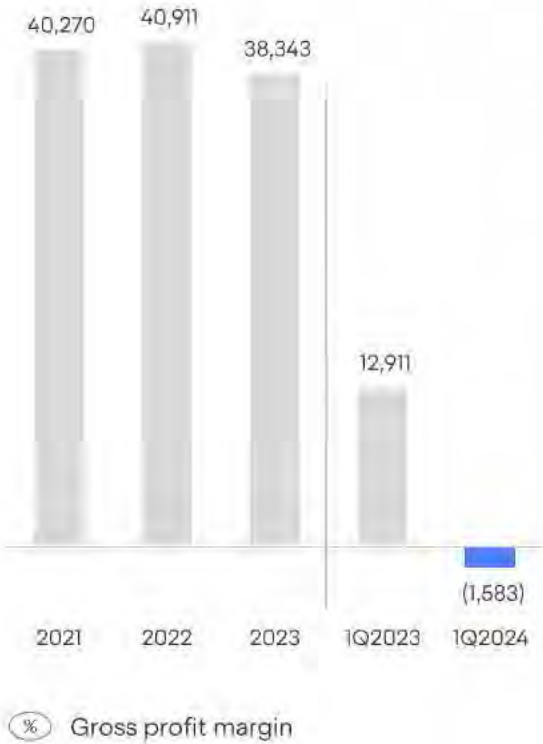
Income Statement Highlights

Revenue[1] VND billion

1Q2024 vs. 1Q2023: -56.8%

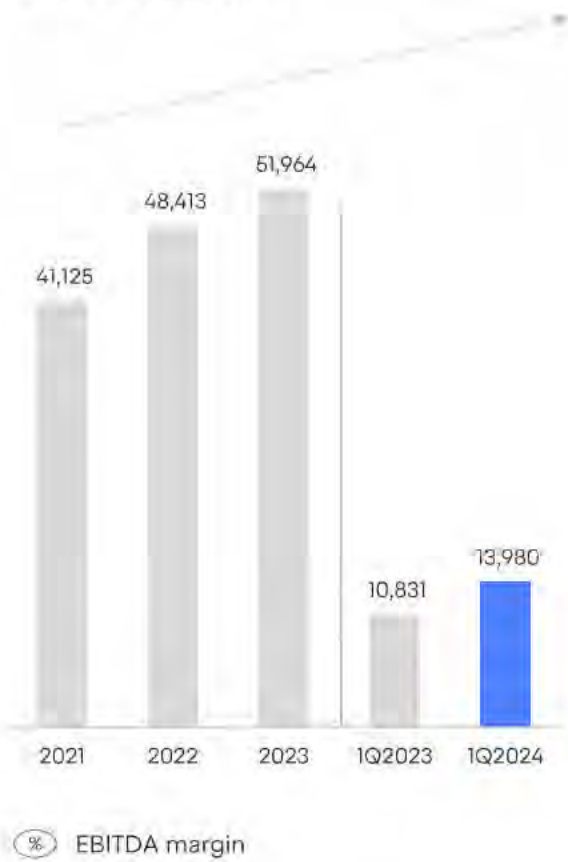


Gross Profit[1, 2] VND billion

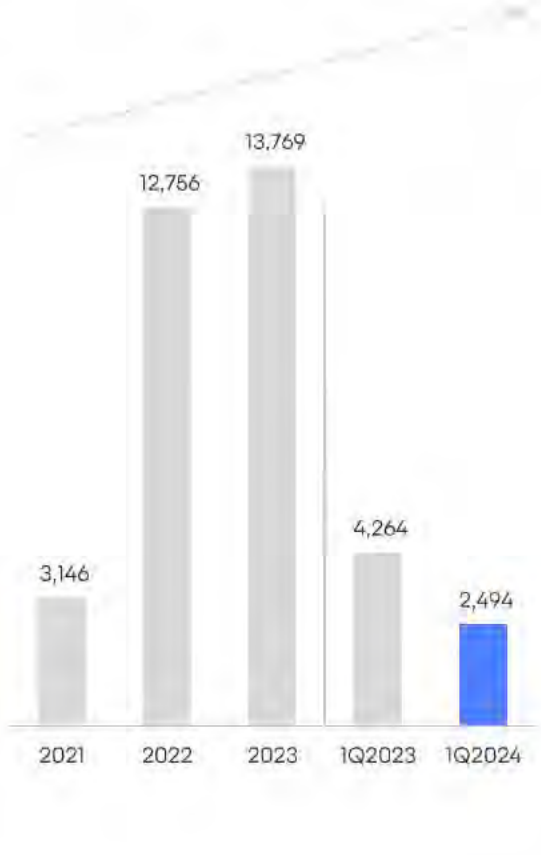


EBITDA[1, 3, 4] VND billion

1Q2024 vs. 1Q2023: +29.1%



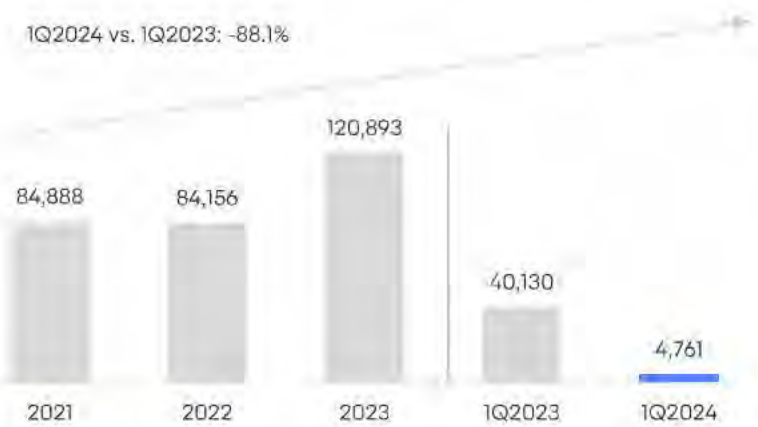
Profit Before Tax VND billion



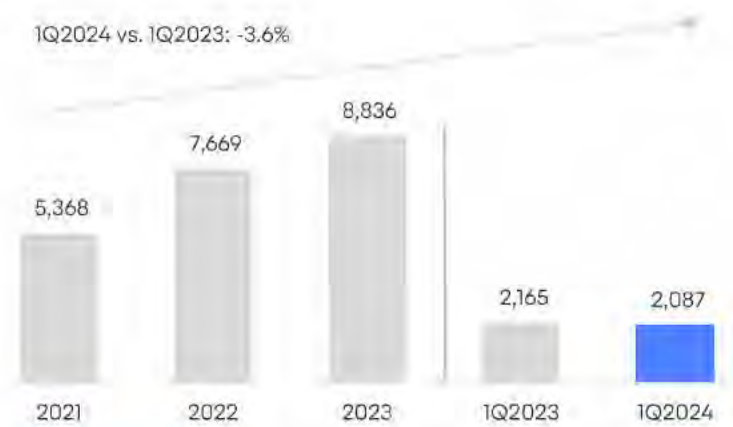
Source: Audited VAS Consolidated Financial Statements for 2021 – 2023; VAS Consolidated Financial Statements for 1Q2024. 1. Figures in FY2021-FY2023 are pro-forma, adding bulk sales and subtracting contribution from discontinued businesses (VinSmart). 2. Gross Profit excludes one-off expenses incurred in relations to the consideration of the transaction related to the transfer of ICE car production assets to VinFast's shareholders, as such expenses can be net off with the gain from the transaction which was recognized as an other income on the P/L. 3. Adds back foreign exchange losses / (gains). 4. Figures in FY2021-2023 exclude one-off expenses related to the cessation of ICE car production, Covid support and charitable activities

Segment Revenue Performance

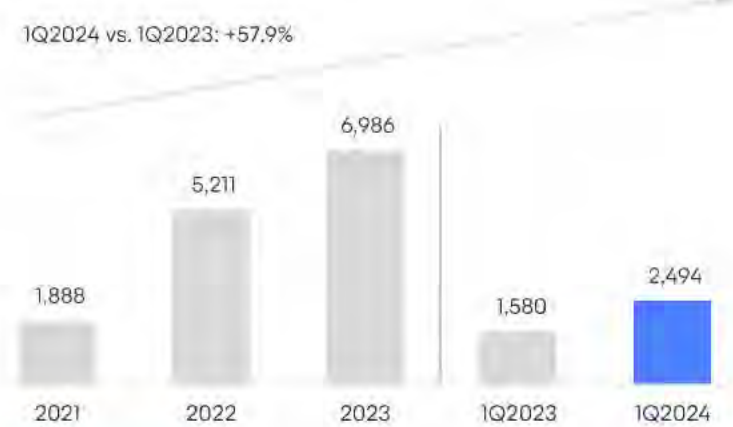
Property Sales[1] VND billion



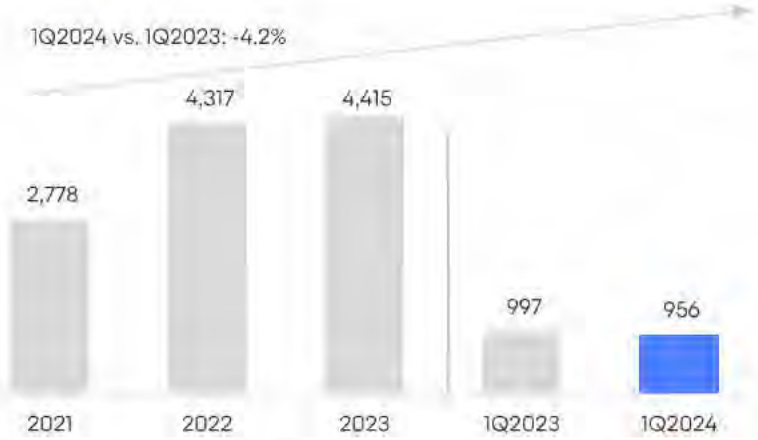
Leasing VND billion



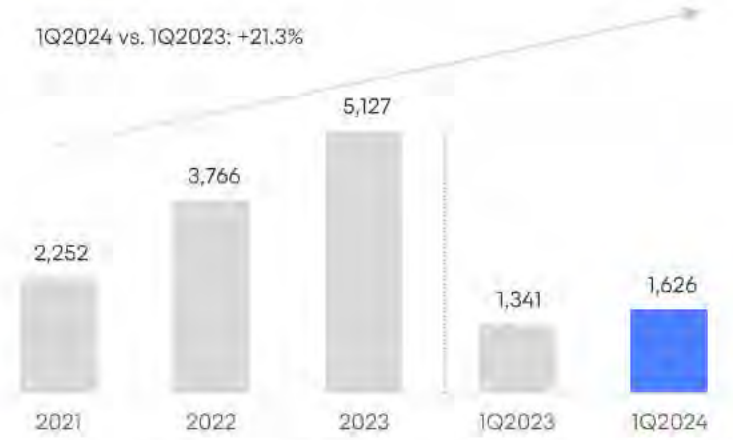
Hospitality & Entertainment Services[2] VND billion



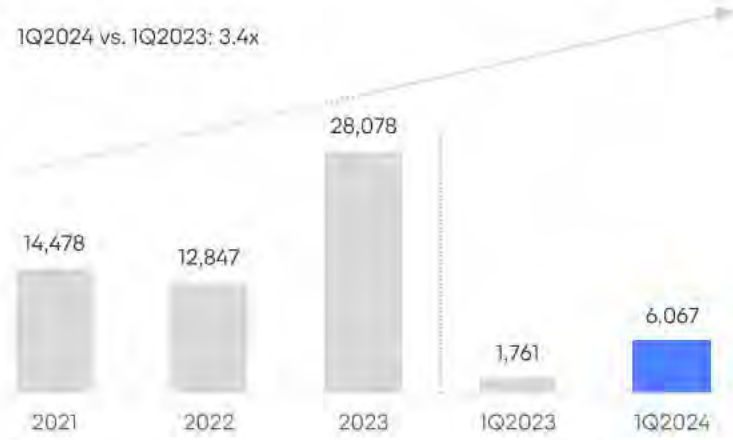
Healthcare VND billion



Education VND billion



Industrials[3] VND billion



Source: Audited VAS Consolidated Financial Statements for 2021 – 2023, VAS Consolidated Financial Statements for 1Q2024. 1. Figures in FY2021-FY2023 are adjusted, adding bulk sales. 2. Excludes sales of beach villas and revenue & cost of and Phu Quoc Development & Investment JSC's beach villa operation to reflect underlying business performance and BCC contracts. 3. Subtracting contributions from discontinued businesses.

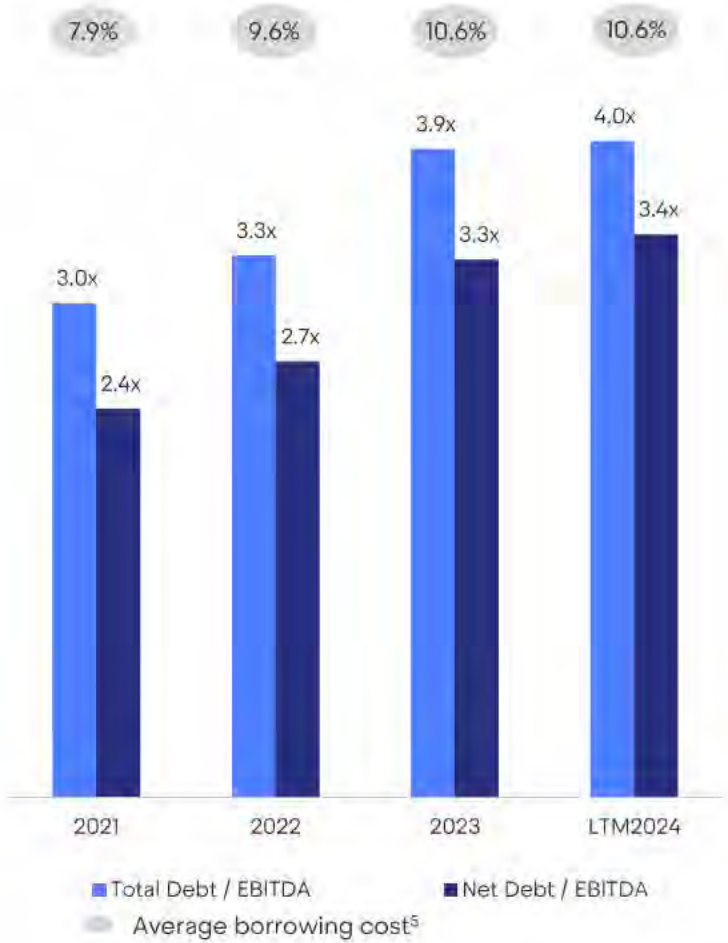
Gross Profit and Margin – VAS



Source: Audited VAS Consolidated Financial Statements for 2021 – 2023, VAS Consolidated Financial Statements for 1Q2024. We have calculated cash gross profit (gross profit excluding depreciation and amortization) for the Hospitality & Entertainment Services. 1. Financial numbers for FY2021-FY2023 are pro-forma to include bulk sales recorded as finance income. 2. Exclude beach villa sales, committed profit share of villa management contracts, revenue & cost of and Phu Quoc Development & Investment JSC's beach villa operation. 3. Displays adjusted cash gross profit, which is cash gross profit adjusted for Covid-19 related expenses due to facility closures. 4. exclude contribution from VinSmart. 5. Gross Profit excludes one-off expenses which incurred in relations to the consideration of the transaction related to the transfer of ICE car production assets to VinFast's shareholders, as such expenses can be net off with the gain from the transaction which was recognized as an other income on the P/L;

Balance Sheet Highlights (1)

Debt[1, 2, 3]/ EBITDA[4]



Total Assets & Total Equity[6] VND billion



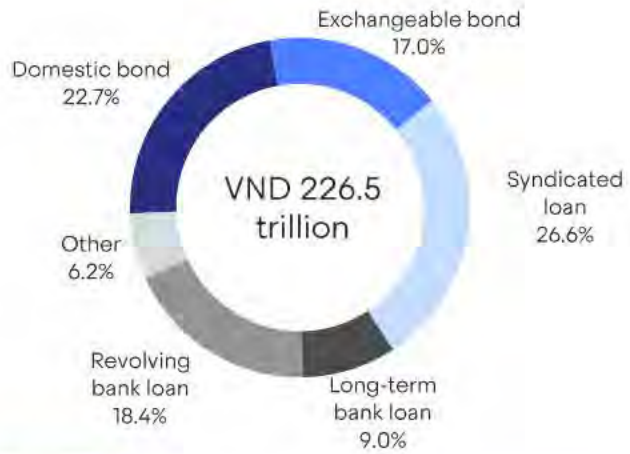
Breakdown of Total Assets %



1. Total debt is equal to total interest bearing debts and borrowings. 2. Net debt is equal to total debt, less cash and cash equivalents and short-term investments. 3. Short-term investment excludes share option. 4. EBITDA is calculated from consolidated profit before tax adjusted for interest expense and depreciation and amortization, and excludes (a) FX gain/loss, (b) contribution from discontinued businesses (VinSmart), and (c) one-off expenses related to the cessation of ICE car production, Covid support and charitable activities. 5. Includes hedging expenses. 6. Total equity reduced from VND 159.6 trillion as of 31 December 2021 to VND 135.6 trillion as of 31 December 2022 due to a transfer of VinFast Vietnam by Vingroup and Vietnam Investment Group to VinFast Singapore to facilitate fund-raising. The reduction will be reversed upon settlement, and the shareholders have committed to an injection of all fund-raising proceeds into VinFast Vietnam. 7. Others refers to technology and others. Assets managed on a Group basis refers to assets such as long term investment, deposits for transfer investment and financial obligation guarantee, among others

Balance Sheet Highlights (2)

Total Debt Breakdown By Type %



Total Debt Breakdown By Currency[1] %

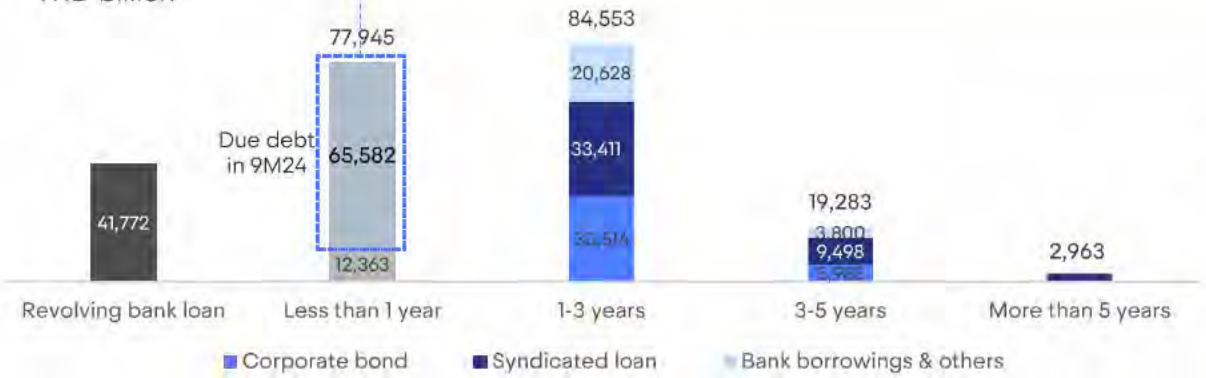


Total Debt Breakdown By Interest Rate[2] %

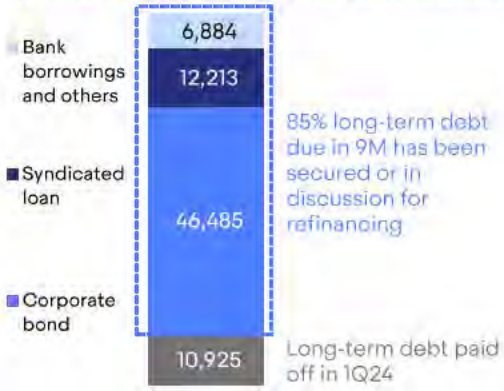


Total Debt Breakdown By Maturity

VND billion



We have solid visibility in our refinancing plan



85% long-term debt due in 9M has been secured or in discussion for refinancing

Long-term debt paid off in 1Q24

Average debt maturity[3]
2.7 years

Source: VAS Consolidated Financial Statements for 1Q2024. 1. Includes USD debt which is hedged for foreign exchange rate purposes. 2. Includes floating rate debt which is hedged for interest rate purposes. 3. Debt maturity is proforma for transactions under execution in April 2024 and excludes revolving loans

Leverage, Coverage and Other Ratios

	LTM2024	FY2023	Change
Leverage ratios			
Net debt[1, 2] / EBITDA[3]	3.4x	3.3x	0.1x
Net debt[1, 2] / (Total assets – cash & ST investments[2])	28.6%	27.3%	130 Bps
Coverage ratios			
Recurring revenue / Interest expense[3]	3.9x	3.9x	-
EBITDA / Interest expense[3]	2.9x	3.0x	(0.1)x
Others			
Debt maturity (years)[4]	2.7	2.8	(0.1)
Average borrowing cost[5]	10.6%	10.6%	-

Source: Audited VAS Consolidated Financial Statements for 2023, VAS Consolidated Financial Statements for 1Q2024. 1. Net debt is equal to total debt, less cash and cash equivalents and short-term investments. 2. Short-term investment excludes share option. 3. EBITDA and interest expense, calculated using pro-forma figures, excluding VinSmart segments.. EBITDA is calculated from consolidated profit before tax adjusted for interest expense and depreciation and amortization, and excludes (a) FX gain/loss, and (b) terminated businesses including retail and agriculture segments. 4. Debt maturity is proforma for transactions under execution in April 2024 and excludes revolving loans. 5. Inclusive of hedging expenses.

5. Appendix



Fastest-Growing Hospitality Industry in APAC Supported by its Leading Position as a Tourist Destination...

Market Snapshot

27.5 USD bn
Travel gross revenue (2023)

135 USD bn
Projected market size (2033F)

17.2%
CAGR (2023-2033)

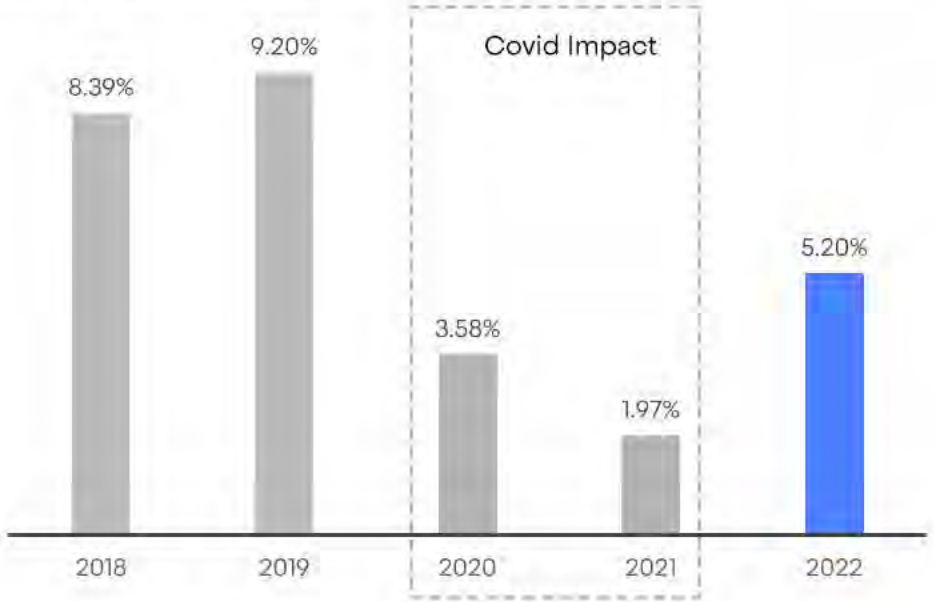
Top 3
World's highest growth in WEF's Tourism development capacity index 2022

Key Markets
China, South Korea, Japan, Taiwan

At the World Travel Awards 2023, Vietnam won 18 global award categories and 45 in Asia

- World's Leading Heritage Destination 2023
- Asia's Leading Destination 2023

Direct contribution of tourism to GDP (%)



Most popular destinations in Vietnam[1]

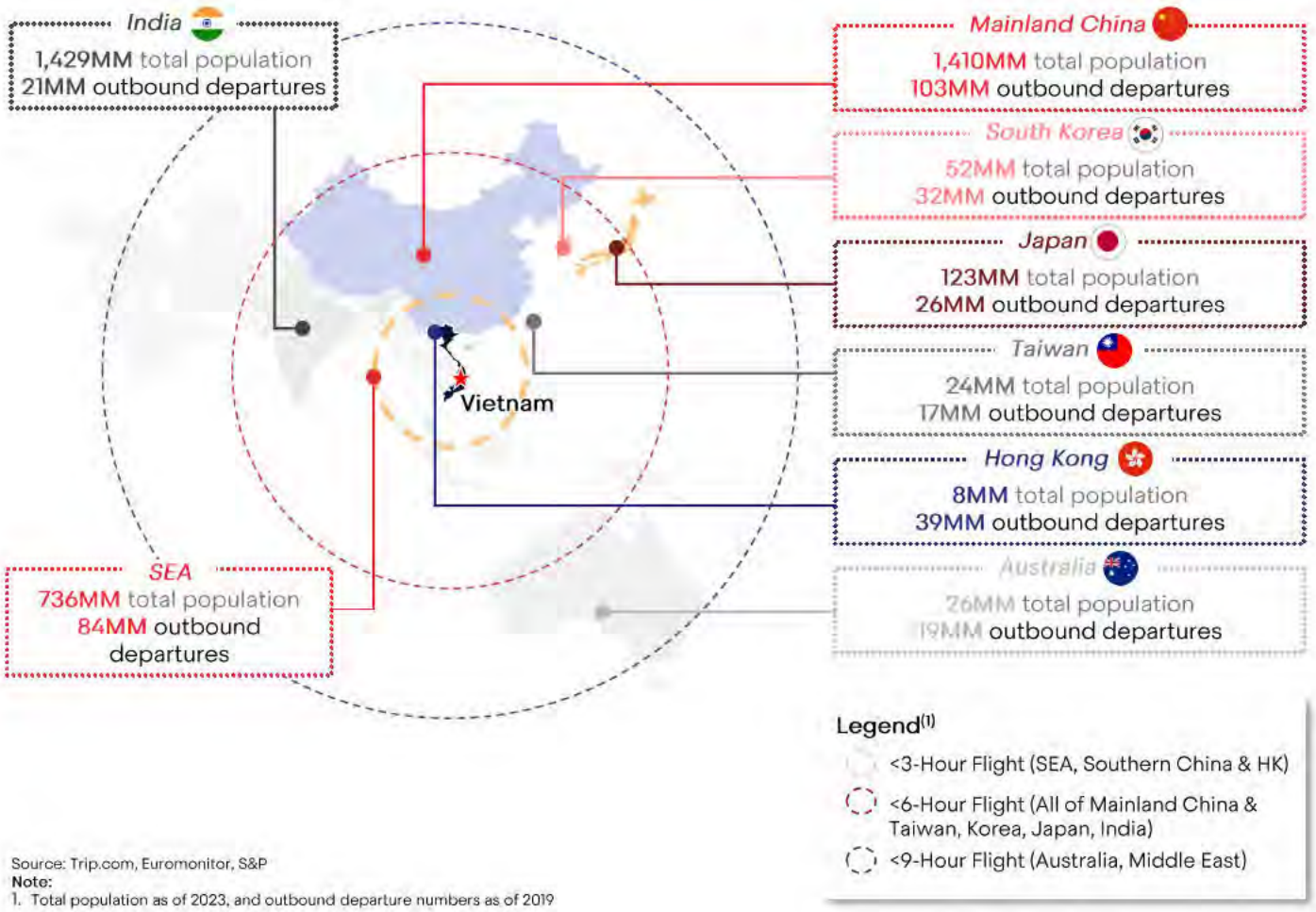
4 cities in Vietnam are ranked among the top 100 most popular destinations worldwide in 2019 (pre-COVID) by World Tourism Organization



Source: World Tourism Organization (UNWTO), Vietnam Tourism Market Outlook (Future market insights), World Travel Award, World Data, Vietnam Tourism Annual Report
Note: 1. Number of visitors presented counts for all foreign and domestic visitors in 2019

...Supported by > 1bn Target Audience Driven by Vietnam's Central Location in APAC...

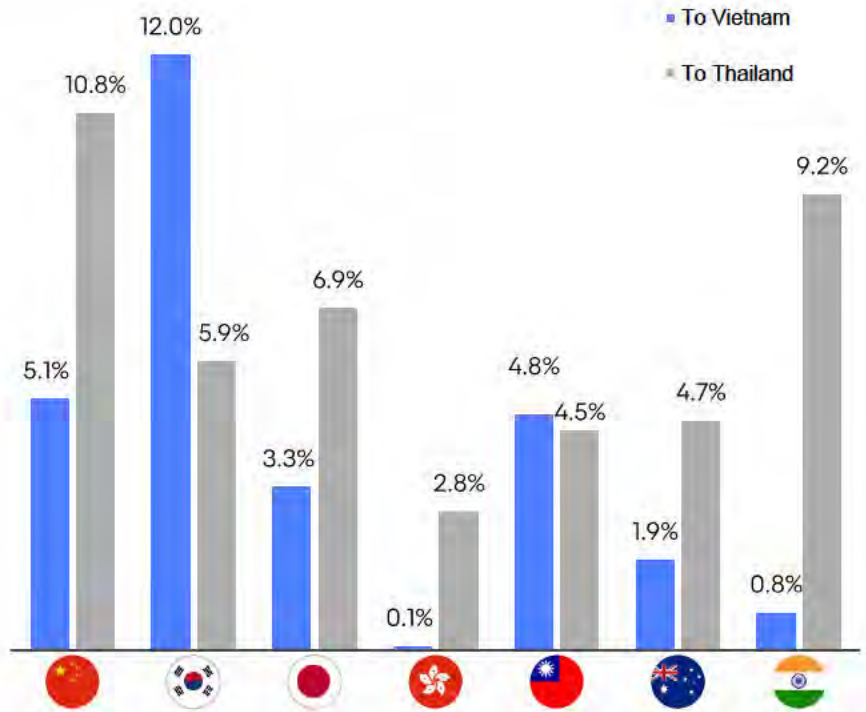
Located in the heart of the most populous continent, Vietnam is home to one of the greatest growth stories in the next decade



Source: Trip.com, Euromonitor, S&P
Note:
1. Total population as of 2023, and outbound departure numbers as of 2019

Vietnam is rapidly gaining ground on Thailand as a top destination for international tourists

% of Total Tourists (2019, pre-COVID)



...And the Natural and Cultural Endowment and Strong Government Support

01 Enhanced accessibility and attractive climate

3,260 km of coastline

Warm tropical weather all year long



02 Outstanding natural & cultural sites

8 UNESCO World Heritage Sites

3rd in Southeast Asia for Natural and Cultural Resources



Ha Long Bay



Hoi An Ancient Town



Phong Nha Cave



My Son Sanctuary



Trang An Landscape



Imperial City of Hue



Citadel of Ho Dynasty



Imperial Citadel of Thang Long

03 Diverse and rich cultures

2 Best Dishes in World Foods by CNN Travel





10 UNESCO Intangible Cultural Heritages



Quan Ho Folk Songs



Vi Dam Folk Songs



Space of Gong Culture



Tugging Rituals & Games



Giong Festival



Mother of Goddesses of Three Realms



Worship of Hung King



The Art of Bai Choi



Don Ca Tai Tu Music



Nha Nhac Court Music

04 Strong Government support

Prioritize initiatives by Government to develop tourism into a spearhead industry of Vietnam

- Developing tourism infrastructure
- Strengthening tourism promotion
- Generating favourable environment for tourism businesses
- Developing tourism human resources
- Improving State management of tourism sector

Recent developments

- New highways Mai Son - National Highway 45, Vinh Hao - Phan Thiet and Phan Thiet - Dau Giay Highway
- Railway Hanoi Metro (2021)

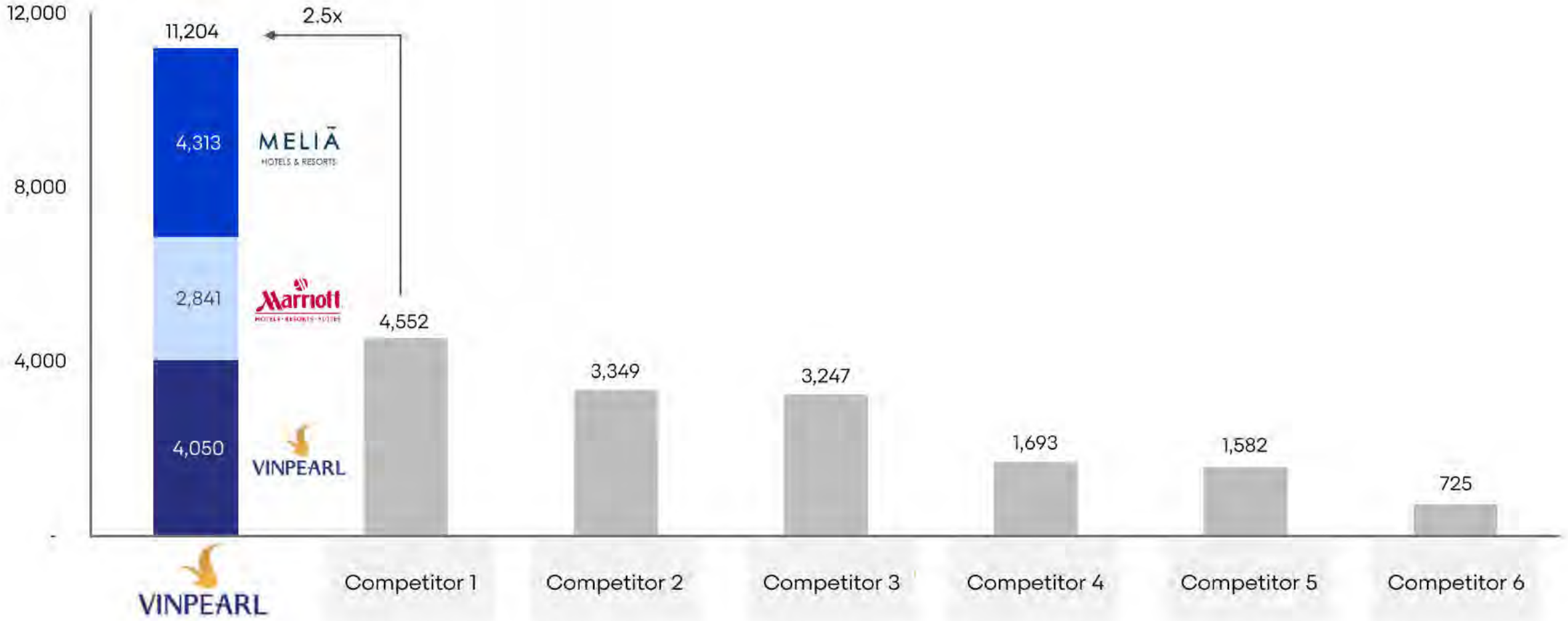
In the pipeline

- New airports Long Thanh International Airport (2025), T3 terminal at Tan Son Nhat airport (2024)
- New highway North South National Highway (multiple phases across Vietnam)
- New railway North-South high-speed railway (expected to commence in 2028)

Source: World Economics Forum Report, World Bank Report.

Hotel: Clear Market Leadership with 2x the scale of the Closest Competitor

Key Hotel Players – Number of Room Keys



Source: Company Information, Industry Consultant

Amusement Park: Pioneering Provider of World-class Entertainment Experience in Vietnam



VinWonders Phu Quoc

- Largest Theme Park in Vietnam
- Aquatic World Experience
- Global Historical and Cultural Immersion

27	6	100+
Hectare Theme Park	Distinctive Play Areas	Exciting Games



Vinpearl Safari Phu Quoc

- Environment Education and Family Fun Time
- Human-Nature Interaction
- Vietnam's First-ever and Largest Wildlife Care and Conservation Park

170	4,000+	200+
Hectares of Nature	Animals	Species



Grand World Phu Quoc

- Vietnamese Traditional Culture
- Venice-style Italian Sceneries
- Modern Art and Fashion Symbol
- Western Performing Arts and Carnival

9,490	730	300+
Daytime Shows per Year	Nighttime Shows per Year	Dancers



VinWonders Nam Hoi An

- Horticulture and Touch of Nature
- Amusement Park Facilities
- Human-Nature Interaction

60+	16th
Games and Facilities	Century Harbor Site



VinKE and Vinpearl Aquarium

- Aquatic World Experience
- Human-Nature Interaction

90 Meter	30,000+
Transparent Dome Tunnel	Species



VinWonders Cua Sot

- An Exhilarating Waterpark at an Oceanfront Beach Resort
- One of its Kind in the Whole of Central Vietnam

7	Largest
Water Slides	Water Park In North Central Vietnam



VinWonders Nha Trang

- Horticulture and Touch of Nature
- Aquatic World Experience
- Pop Culture-Themed Architecture

880 Meter	1,865 Meter
Zipline	Roller Coaster

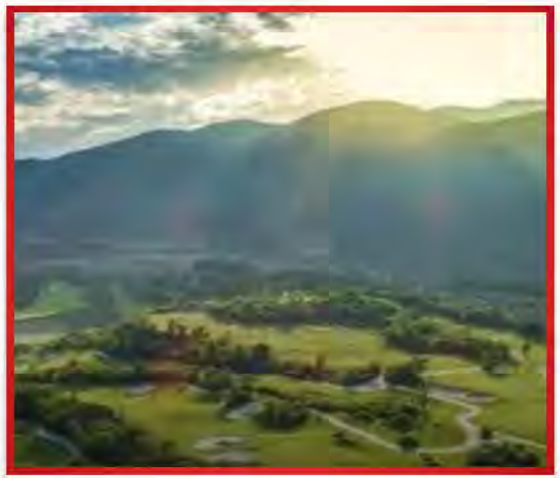
Source: Company Information

Golf: High-class Golf Experiences Surrounded by Pristine Nature



Vinpearl Golf Hai Phong

- 36 holes featuring two separate Lakeside and Marshland courses
- The only 36-hole golf course in Hai Phong
- Total area: 160 hectares
- Unique view towards Dinh Vu port or the bustling port city



Vinpearl Golf Nha Trang

- A golfing masterpiece designed by IMG worldwide
- Total area: 182 hectares
- Surrounded by the vast blue sea and majestic mountains
- Awards:
  - Top 3 best golf courses in Vietnam
  - Golf course with the best scenery in Vietnam



Vinpearl Golf Phu Quoc

- 18 holes set amidst the vast unspoiled woodland
- Total area: 80 hectares
- Awards:
  - Most memorable golf course in Asia
  - Golf course with the best scenery in Vietnam
  - Top 18 best golf resorts in Asia
  - Golf course with the best par 4 hole in Vietnam



Vinpearl Golf Nam Hoi An

- Set amongst the most engaging golf tourist attractions of the Central Coast region
- Total area: 73 hectares
- Natural terrain of white sand bunkers, large fairways and gently rolling greens
- Awards:
  - Best golf resort in Asia

Source: Company Information

Unparalleled competitive edge empowered by end-to-end in-house capabilities

First Mover in Developing New Destinations
- Establishing properties in untapped yet promising locations
- Transform into iconic tourist destinations
- Becoming catalysts for local economic growth

Ability to Identify and Secure Large Landbank at Prime Locations
- Strong financial capability
- Ability to pinpoint prime land locations

Strong Development and Operating Capabilities at International Standards
- Commitment across the internal ecosystem
- International experiences results in higher standards



Construction Speed
- Decades of real estate development experiences
- Vinpearl Nha Trang Bay (504 hotel rooms, 450 villas) in 7 months (2015) – a Vietnamese record for construction progress

Strong Market Know-how
- Access to prime land
- Faster land clearance (9 – 12 months vs. 2 – 3 year industry average)
- Regulatory support

Customer Ecosystem
- Strong ability to attract and retain customers across Vingroup's ecosystem
- Leveraging Vingroup's credibility and cross-selling opportunities

Source: Vinpearl, Industry Consultant

Diverse Offering of both Globally Reputable and Local Proprietary Brands to Capture Full Spectrum of Tourists

- Vinpearl is the trusted long-term partner to Marriott and Melia
- Leveraging Marriott and Melia's strong position and loyalty program globally, Vinpearl is able to access the broader membership based especially in business travellers from North/South America and Europe, with
  - Wide-diversified product offering to capture both local and international tourists
  - Further enhanced hotel management capabilities providing high-quality service

Brand split by number of room keys (Current)



Vinpearl Managed Properties

- Primarily those in Super Clusters
- Destination marketing leveraging Vinpearl's and Vingroup's holistic entertainment & leisure offerings (amusement parks, golf, convention centers, shopping complexes, and cultural districts etc.)
- Promote package deals with other Vinpearl segments / experiences

Properties Under Melia / Marriott

- Primarily standalone properties
- Targeted towards business travelers, especially benefiting from Melia / Marriott distribution network with international / business guests
- Offer alternative customer choice for properties within Super Clusters

Mass Travelers → Family & Friends → Business Travelers → Foreign Travelers → Affluent / Silver Hair

Company Information

Vingroup Joint Stock Company ("Vingroup"), Vinhomes Joint Stock Company ("Vinhomes"), and Vincom Retail Joint Stock Company 's combined market capitalization: USD 17.4 billion as at 29 March 2024.

Vingroup today bases its strategy on the principles of sustainability and professional management to operate in three major business segments:

- Industrials and Technology
  - **VinFast**, the first and largest domestic comprehensive automobile manufacturer and electric scooter producer in Vietnam
  - **VinAI**, **VinBigData**, **VinBrain**, Data science, AI research and technology development
  - **VinHMS**, business management platform; **VinCSS**, cyber security service
- Real Estate Development and Services
  - Residential **Vinhomes** premium apartments, villas and shophouses, mid-end real estate with integrated facilities, Happy Home – social housing
  - Retail Leasing **Vincom** quality shopping malls
  - Hospitality-focused **Vinpearl** hotels, resorts and beach villas, and **VinWonders** amusement parks and conservation parks
- Social Enterprises
  - **VinBus**, public passenger transport under not-for-profit model
  - Healthcare service provider, **Vinmec** (including hospitals and clinics)
  - Quality education provider **Vinschool** featuring the K-12 education system, and **VinUniversity** not-for-profit private university

Vingroup was listed on the HOSE on 7 September, 2007. More information on Vingroup can be found at www.vingroup.net

Offices

HANOI HEADQUARTERS
Number 7, Bang Lang 1, Vinhomes Riverside
Long Bien District
Hanoi, Vietnam

HO CHI MINH CITY BRANCH
Vincom Dong Khoi – 4th Floor
72 Le Thanh Ton, District 1
Ho Chi Minh City, Vietnam

Contacts

Investor Relations Department
Address: Vingroup Hanoi Office (Headquarters)
Email: ir@vingroup.net
Tel: +84 (24) 3974 9999 (Ext. 9462)
Fax: +84 (24) 3974 8888

Source: Company information/exchange rate: 24,815 VND/USD

Attachment B - ACT Data

ACT Tourism Visitation Data

- Forecasts indicate the ACT's visitor economy is trending toward reaching $5 billion in visitor spend by 2030.
- ACT's visitor expenditure for the year ending March 2026 was $3.3 billion, from 4.6 million visitors. These visitors stayed 12.2 million visitor nights.
- For the year ending March 2026, ACT welcomed 191,000 international overnight visitors, and 2.5 million domestic overnight visitors.
- The top five international markets were China, United Kingdom, New Zealand, USA and India.
- Vietnam ranks the 7th highest source market for the ACT with approximately 6,000 visitors to the year ending March 2026.

Vietnam International Visitor Economy KPIs – March 2026

	Visitors ('000)	YoYD	Nights ('000)	YoYD	Spend (A$M)	YoYD	Avg Spend/ visit	YoYD
Australia	153	↓4%	7,222	↓5%	1,159	↑12%	7,575	↑17%
ACT*	6	n/a	237	n/a	21	n/a	3,500	n/a
ACT Share	<1%		3.3%		1.8%			

***small sample size, indicative only**

Visitors from Vietnam to Australia

- Over 153,000 Vietnamese travelled to Australia during the year ended March 2026 and has been consistently around this level since December 2023. Vietnam ranks as 16th largest visitor source market for Australia. Vietnamese tourists spent AUD 1.159 bn on their Australia trips; up 14% year on year.
- Visitation rates from Vietnam to Australia are forecast to grow at around 5% annually to 2030, which is slightly above average for all source markets.

Visitors from Vietnam to the ACT

- Vietnam is the ACT's equal seventh largest international market for visitation, attracting around 6,000 visitors in the 12 months to March 2026, which represents 3% of all international arrivals to the ACT. Since March 2024, Vietnamese visitation has grown 25% although has not reached pre-pandemic levels, suggesting room for growth.
- The main purpose of travel for visitors from Vietnam to the ACT is for VFR, at around two thirds of all trips (which is similar to the national proportion). Business, Education and Holiday travel reasons are not prominent for the ACT.
- The high VFR travel links to the local Vietnamese diaspora in Canberra, where 4,200 residents of the ACT were born in Vietnam – the 7th most common overseas country of birth for the ACT *(Census, 2021*).
- The average trip spend of visitors from Vietnam to the ACT is around $3,500, which is similar to the ACT average overall but lower than the average for Australia (the ACT has a lower proportion of International students among all visitors from Vietnam).

outside scope

From: "Smyth, Brendan"
Sent: 21/07/2026 2:54 PM
To: "Gowling, Emma" <Emma.Gowling@act.gov.au>
Subject: CM DRAFT Ministerial Statement - Vietnam Trade Mission JK edits
Attachments: CM DRAFT Ministerial Statement - Vietnam Trade Mission JK edits.docx

Please use this one

2026

THE LEGISLATIVE ASSEMBLY FOR
THE AUSTRALIAN CAPITAL TERRITORY

MINISTERIAL STATEMENT

VIETNAM TRADE MISSION

Presented by
Andrew Barr MLA
Chief Minister
September 2026

Mr Speaker

In July, the Government completed a successful trade mission to Vietnam focused on growing education exports, increasing tourism, attracting investment, strengthening research partnerships, and expanding cooperation in clean energy and innovation.

outside scope

This visit reflects the growing strength of the Australia-Vietnam Comprehensive Strategic Partnership and creates an important opportunity to advance Canberra's economic interests.

outside scope

outside scope

In addition, the delegation met with executives from some of Vietnam's largest and most influential companies who are supporting the rapid growth their economy. This included Vingroup, outside scope .

outside scope

Our objective was simple, Mr Speaker: to grow Canberra's share of Vietnam's rapidly expanding education, tourism, investment and innovation markets.

Education remains the ACT's largest economic relationship with Vietnam.

outside scope

Working with Study Canberra, and Canberra's higher education institutions our objective is to increase Vietnamese student enrolments by 50 per cent over the next five years, growing the market's value to more than $45 million to $50 million annually.

outside scope



Working with Tourism Australia, Austrade, Visit Canberra, Study Canberra and industry partners, our strategy is focused on increasing Canberra's share of the Vietnamese visitor market through destination marketing, stronger travel trade partnerships, education-linked visitation and business events.



The mission strengthened relationships with major Vietnamese companies and investors while identifying opportunities to expand research collaboration, academic exchanges, technology commercialisation, startup development and industry partnerships that support economic growth.

Discussions with Vingroup highlighted potential partnerships in electric vehicles, renewable energy, education, research and urban development.



The relationships strengthened with the Governments of Vietnam, Hanoi and Ho Chi Minh City, together with organisations including Vingroup, outside scope e a strong foundation for future cooperation.

outside scope

outside scope

Also I would like to thank all our Vietnamese hosts for their support throughout the mission and the time they gave to engage and build meaningful long lasting relationships.

I also acknowledge staff from the Office for International Engagement, Study Canberra, Visit Canberra and the broader Economic Development team for their work in delivering this mission.

Mr Speaker, Canberra is well placed to deepen its partnership with Vietnam, and this mission has established a strong platform for growth in education, tourism, investment, research and clean energy cooperation.

PLEASE NOTE - THIS STATEMENT WILL HAVE TO BE UPDATED FOR OUTCOMES FOLLOWING THE PRESIDENT OF VIETMAN'S VISIT TO AUSTRALIA IN AUGUST.

From: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>
Sent: 26/03/2026 4:53 PM
To: "Bartram, Chris" <Chris.Bartram@act.gov.au>
Cc: "Gowling, Emma" <Emma.Gowling@act.gov.au>; "Smyth, Brendan" <Brendan.Smyth@act.gov.au>
Subject: For Review: Vietnam Trade Mission Proposed Program
Attachments: 20260318 - ACT Government Vietnam Trade Mission Engagement proposed outcomes summary_from POST.docx

OFFICIAL

Good afternoon Chris

Please find below link to the updated proposed Vietnam trade mission program, with outside scope [redacted].

1. Chief Minister DRAFT Program - Trade Mission to Vietnam - April 2026.docx

To support the proposed program, please see attached a document with a summary for each of the various meeting requests, with feedback from Post included.

Could you please confirm by 5:00pm tomorrow if there is anything else the Chief Minister would like included or removed so we can continue to progress with DFAT in Vietnam accordingly, ahead of our next meeting with them early next week.

Please let me know if you have any questions.

Kind regards

Matt Heffernan

Director, Engagement Programs| Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Level 1, 220 London Circuit, Canberra, ACT 2601 | GPO Box 158 Canberra ACT 2601
Matthew.Heffernan@act.gov.au | [redacted]

ACT GOVERNMENT – VIETNAM TRADE MISSION

ACT Government engagements in Hanoi and Ho Chi Minh aim to strengthen subnational, two-way, cooperation with Vietnam across education, tourism, investment, green economy, aviation, and government-to-government relationships.

Across all meetings, the overarching objective is to establish ACT–Vietnam relations in line with Canberra's *International Engagement Strategy* and the *Comprehensive Strategic Partnership* (CSP), gather insights and advance bilateral relationships to support trade, education, tourism, innovation and climate action outcomes.

ENGAGEMENT	DATE, LOCATION & TIME	DESCRIPTION (TPN)	STATUS

outside scope

outside scope


outside scope

outside scope


outside scope

OFFICIAL: Sensitive



outside scope

Hotel investment	Hanoi	• Potential meeting with Hanoi-based hoteliers who have Australian activity ➢ outside scope ➢ **Vingroup** (Hanoi HQ) ➢ outside scope	**Austrade comment:** we recommend meetings are prioritised with Vingroup, outside scope. All these companies are in Hanoi. These would need to be separate meetings. Austrade (Sch 2 s 2.2(a)(iii) outside scope) can help organise and represent.

From: "Gowling, Emma" <Emma.Gowling@act.gov.au>
Sent: 13/07/2026 5:10 PM
To: "Kobus, Jonathan" <Jonathan.Kobus@act.gov.au>; "Smyth, Brendan" <Brendan.Smyth@act.gov.au>
Subject: FW: ACTIONS: Initial summary of Vietnam trade mission
Attachments: MOU.docx, CM DRAFT Ministerial Statement - Vietnam Trade Mission.docx
Importance: High

OFFICIAL: Sensitive

Good evening JK and Brendan

Following on from the below and attached from CMO, can you please both contribute to the draft Min Statement (attached) and have back to me by COB Friday 17 July.

outside scope

Happy to arrange a debrief meeting tomorrow/Wednesday if that is of value.

Regards

Emma Gowling PSM

Deputy Commissioner for International Engagement
Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Emma.Gowling@act.gov.au Sch 2.2(a)(ii) 7
GPO Box 158 Canberra ACT 2601

From: Bartram, Chris
Sent: Monday, 13 July 2026 11:19 AM
To: Gowling, Emma ; Smyth, Brendan ; Kobus, Jonathan
Cc: CMCD DLO ; Commissioner for International Engagement ; Seesink, Mark ; ODonoghue, Yersheena ; Mison, Matt
Subject: ACTIONS: Initial summary of Vietnam trade mission
Importance: High

Fine colleagues,

With reference to Yersheena's awesome summary of the mission below (so well done to all, feedback has been amazing so far), please note some immediate actions:

outside scope

outside scope

Thanks in advance for your work on all of this and, again, well done team. Incredible to have outcomes in the pipeline 24hrs after a return home.

Let's discuss as often as is needed.

Warm regards,

Chris Bartram
Senior Adviser – Tourism, Trade & Economic Development
M: Sch 2.2(a)(ii)

Chief Minister's Office
Andrew Barr MLA
Chief Minister
Minister for Economic Development
Minister for Tourism and Trade
Member for Kurrajong

act.gov.au ACT Government

From: ODonoghue, Yersheena <Yersheena.ODonoghue@act.gov.au>
Sent: Monday, 13 July 2026 10:08 AM
To: Bartram, Chris <Chris.Bartram@act.gov.au>
Cc: Mison, Matt <Matt.Mison@act.gov.au>
Subject: Initial summary of Vietnam trade mission.

Initial summary of Vietnam trade mission.

Overview

- The logistics were perfect – no issues/delays/annoyances
- The meetings were great – no diary fillers or wastes of time.

outside scope

- They are looking to make partnerships – not just a company coming into Vietnam and operating. They are also wanting partnerships in Australia.
- CM has started a summary – could be the base for a Ministerial Statement – attached.

Next Steps

outside scope

Meetings

VinGroup

- Really impressive conglomerate. The basically build massive cities and run the schools, police, hospitals etc. As they like to say – they create an ecosystem. They also have their own university. They manufacturer EV (including buses) and have road side battery swapping facilities.
- Potential opportunities for investment – but they may consider our scale/size of population too small. The pitch would be to show us as a foot in the door/tests location for the ACT.

outside scope

outside scope

Yersheena O'Donoghue | Deputy Chief of Staff
Office of the ACT Chief Minister

Mobile: Sch 2.2(a)(ii) | **Email:** yersheena.odonoghue@act.gov.au

In July, the Government completed a successful trade mission to Vietnam focused on growing education exports, increasing tourism, attracting investment, strengthening research partnerships, and expanding cooperation in clean energy and innovation.

outside scope

This visit reflects the growing strength of the Australia-Vietnam Comprehensive Strategic Partnership and creates an important opportunity to advance Canberra's economic interests.

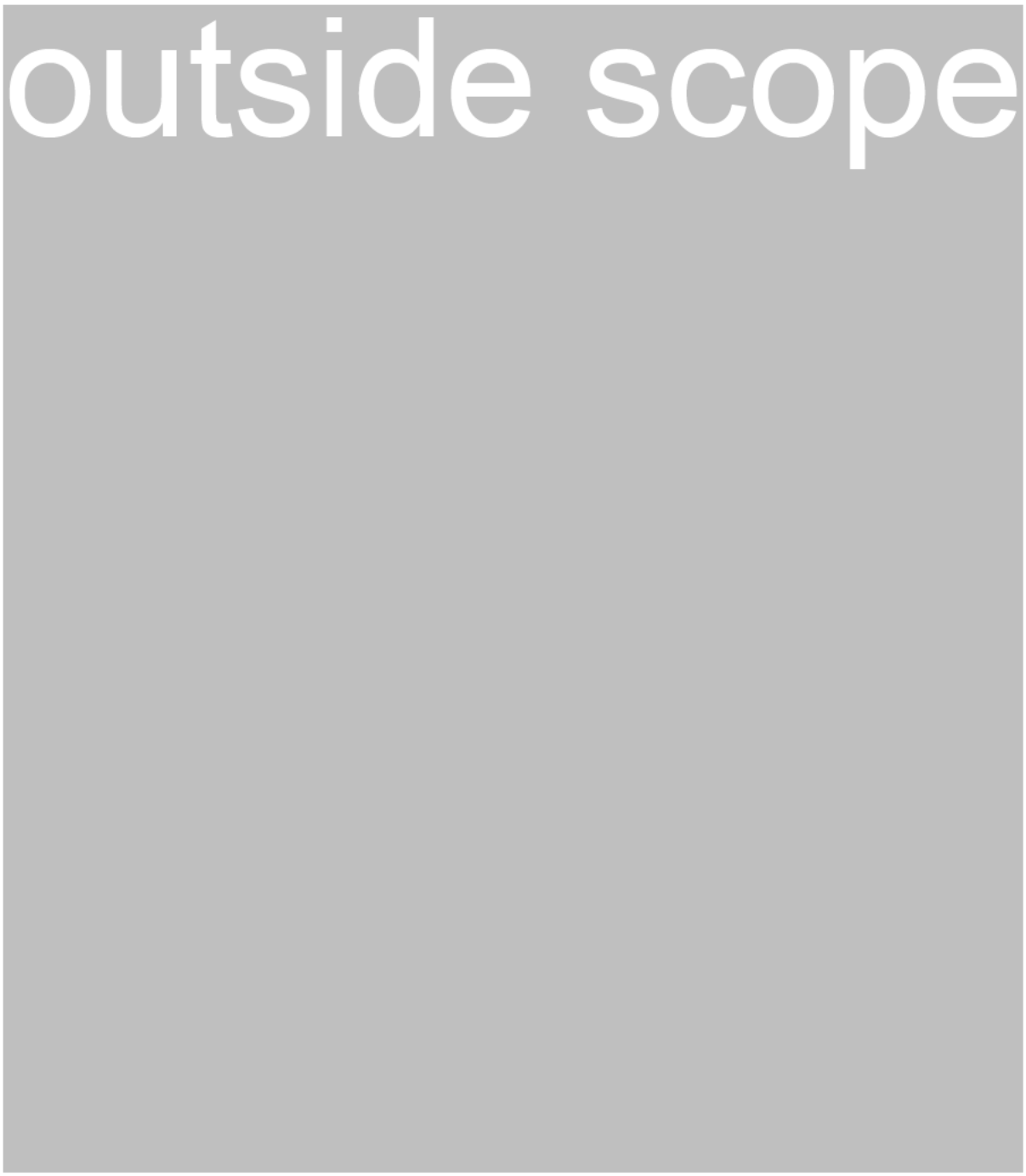
During the mission, the ACT Government delegation met with outside scope , together with Vingroup, outside scope .

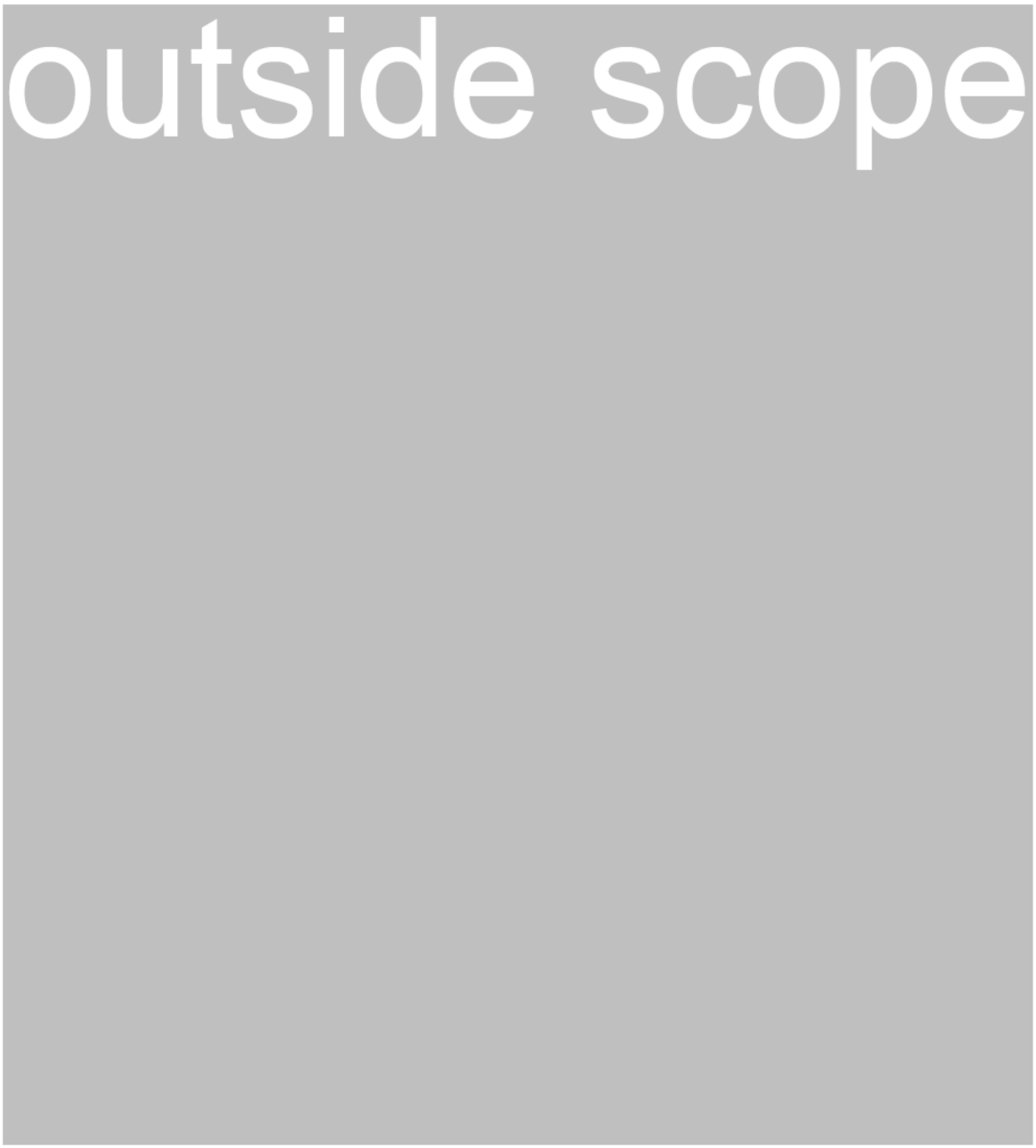
Our objective was simple, Mr Speaker: to grow Canberra's share of Vietnam's rapidly expanding education, tourism, investment and innovation markets.

outside scope

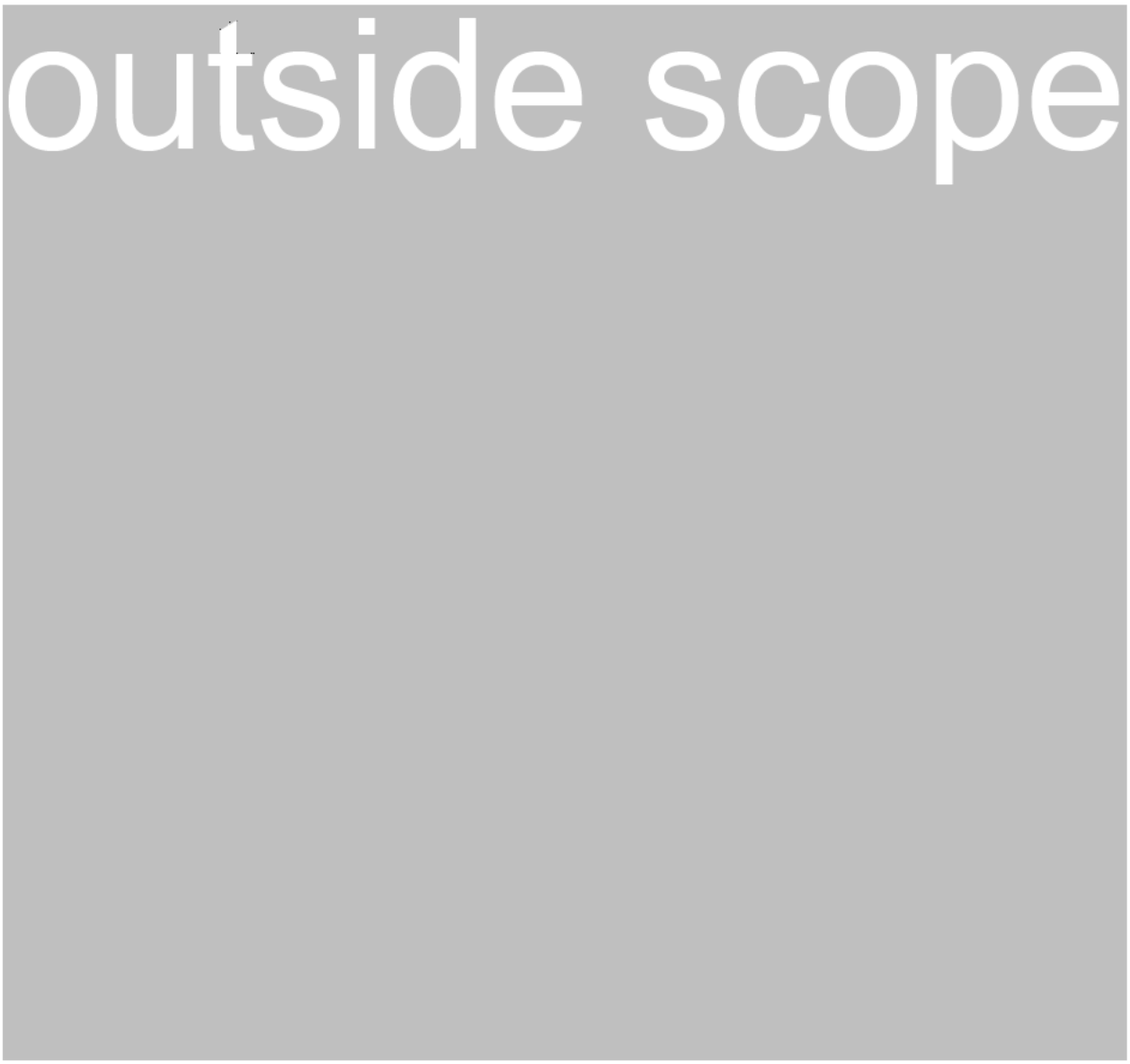
The mission identified opportunities to strengthen partnerships with Vietnamese universities, schools and education providers, expand pathway programs and student exchanges, and grow enrolments in areas where Canberra has competitive strengths including artificial intelligence, cybersecurity, engineering, health, public administration, renewable energy and digital technologies.

outside scope


outside scope


outside scope

Meetings with Vingroup highlighted opportunities across electric vehicles, renewable energy, education, research and urban development.



outside scope

outside scope

We thank outside scope ,
,
.
d our Vietnamese hosts for their support throughout the mission.

I also acknowledge staff from the Office for International Engagement, Study Canberra and Visit Canberra for their work in delivering this mission.

outside scope

From: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>
Sent: 26/03/2026 1:54 PM
To: '[redacted]@dfat.gov.au>; [redacted] dfat.gov.au>
Cc: [redacted]@dfat.gov.au>; "Gowling, Emma" <Emma.Gowling@act.gov.au>; [redacted]@dfat.gov.au>; [redacted] austrade.gov.au" [redacted] austrade.gov.au>; "Smyth, Brendan" <Brendan.Smyth@act.gov.au>; "Commissioner for International Engagement" <CIE@act.gov.au>; [redacted]@dfat.gov.au>; [redacted] dfat.gov.au>; [redacted]@dfat.gov.au>; [redacted]@dfat.gov.au>; [redacted] dfat.gov.au>; [redacted]@dfat.gov.au>; [redacted]@dfat.gov.au>; "Williams, Veronica" <Veronica.X.Williams@act.gov.au>
Subject: RE: ACT Government Vietnam proposed trade mission - April 2026 [SEC=OFFICIAL]
Attachments: 20260326 - ACT Government Vietnam Trade Mission Engagement proposed outcomes summary.docx

OFFICIAL

Good afternoon DFAT and Austrade colleagues

Further to Emma's email on Tuesday below, please find attached a revised document with the proposed Vietnam Airlines and Vietjet engagements removed. These are not required during the upcoming trade mission.

Kind regards
Matt

Director, Engagement Programs| Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Level 1, 220 London Circuit, Canberra, ACT 2601 | GPO Box 158 Canberra ACT 2601
Matthew.Heffernan@act.gov.au | [redacted]

From: Gowling, Emma
Sent: Tuesday, 24 March 2026 6:06 PM
To: Di Nguyen
Cc: [redacted] austrade.gov.au ; Smyth, Brendan ; Commissioner for International Engagement ; [redacted] Heffernan, Matthew ; Williams, Veronica
Subject: RE: ACT Government Vietnam proposed trade mission - April 2026 [SEC=OFFICIAL]

OFFICIAL

Good afternoon [redacted] and DFAT colleagues

I hope this email finds you well. Emailing on behalf of Matt who is currently on leave.

Please see attached outcomes summary as requested for meetings that we are seeking to obtain.

Apologies in advance if this has already been provided but if Post recommendations for interpreters and chauffeurs services in both cities could be provided that would be most appreciated.

Sch 2.2(a)(ii), Out of scope

Happy to have a online meeting to discuss the above and attached if this would be of assistance.

Kind regards

Emma Gowling PSM

Deputy Commissioner for International Engagement
Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Emma.Gowling@act.gov.au Sch 2 2(a)(ii)
GPO Box 158 Canberra ACT 2601

From: Sch 2 s 2.2(a)(ii) @dfat.gov.au>
Sent: Wednesday, 11 March 2026 7:58 PM
To: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>
Cc: Sch 2 s 2.2(a)(ii) @dfat.gov.au>; Sch 2 s 2.2(a)(ii) @dfat.gov.au>; Gowling, Emma <Emma.Gowling@act.gov.au>; Sch 2 s 2.2(a)(ii) @dfat.gov.au>; zz [External] Sch 2 s 2.2(a)(ii) austrade.gov.au <Sch 2 s 2.2(a)(ii) austrade.gov.au>; Smyth, Brendan <Brendan.Smyth@act.gov.au>; Commissioner for International Engagement <CIE@act.gov.au>; Sch 2 s 2.2(a)(ii) @dfat.gov.au>; Sch 2 s 2.2(a)(ii) @dfat.gov.au>; Sch 2 s 2.2(a)(ii) @dfat.gov.au>; Sch 2 s 2.2(a)(ii) @dfat.gov.au>; Sch 2 s 2.2(a)(ii) Sch 2 s 2.2(a)(ii) @dfat.gov.au>; Sch 2 s 2.2(a)(ii) @dfat.gov.au>
Subject: RE: ACT Government Vietnam proposed trade mission - April 2026 [SEC=OFFICIAL]

Caution: This email originated from outside of the ACT Government. Do not click links or open attachments unless you recognise the sender and know the content is safe.

OFFICIAL

Dear Matt,

Thank you for your email.

Tuesday, 17 March at 4:00pm (Canberra) / 12:00pm (Vietnam) is suitable. I will send through the meeting invitation shortly and ensure that Brendan and Emma are included.

Kind regards,

Sch 2 s 2.2(a)(ii)

From: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>
Sent: Wednesday, 11 March 2026 12:49 PM
To: Sch 2 s 2.2(a)(ii) @dfat.gov.au>; Sch 2 s 2.2(a)(ii) @dfat.gov.au>
Cc: Sch 2 s 2.2(a)(ii) @dfat.gov.au>; Gowling, Emma <Emma.Gowling@act.gov.au>; Sch 2 s 2.2(a)(ii) Sch 2 s 2.2(a)(ii) t.gov.au>; zz [External] Sch 2 s 2.2(a)(ii) austrade.gov.au <Sch 2 s 2.2(a)(ii) austrade.gov.au>; Smyth, Brendan <Brendan.Smyth@act.gov.au>; Commissioner for International Engagement <CIE@act.gov.au>; Sch 2 s 2.2(a)(ii) t.gov.au>; Sch 2 s 2.2(a)(ii) @dfat.gov.au>; Sch 2 s 2.2(a)(ii) @dfat.gov.au>; Sch 2 s 2.2(a)(ii) e@dfat.gov.au>; Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) @dfat.gov.au>; Sch 2 s 2.2(a)(ii) @dfat.gov.au>
Subject: RE: ACT Government Vietnam proposed trade mission - April 2026 [SEC=OFFICIAL]

OFFICIAL

Dear [redacted]

Thank you for your email, a meeting next week would be very much appreciated.

If possible, could it please be on Tuesday 17 March at 4:00pm (Canberra) / 12:00pm (Vietnam), otherwise it will need to be Friday afternoon between 1:00pm – 4:00pm (CBR).

Please include Brendan and Emma in the invitation, and once it comes through, I will forward to our colleagues in Visit CBR and Study CBR.

Kind regards
Matt

Director, Engagement Programs| Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Level 1, 220 London Circuit, Canberra, ACT 2601 | GPO Box 158 Canberra ACT 2601
Matthew.Heffernan@act.gov.au | [redacted]

From: [redacted]
Sent: Tuesday, 10 March 2026 6:48 PM
To: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>; [redacted]
Cc [redacted]
Subject: RE: ACT Government Vietnam proposed trade mission - April 2026 [SEC=OFFICIAL]

Caution: This email originated from outside of the ACT Government. Do not click links or open attachments unless you recognise the sender and know the content is safe.

OFFICIAL

Hi Matt

Thanks for your email following up Brendan's call today. I have copied in colleagues in the Hanoi Embassy who will be best placed to advise on availability/ suitability of your proposed schedule for Hanoi.

DFAT Canberra colleagues are also included for visibility. I am happy to find a time next week to discuss your plans – although it might be sensible to include Hanoi, HCMC and Canberra colleagues in the one call. If that suits you, [redacted]) will be able to assist to set up a teams meeting.

Kind regards

[redacted]

Sch 2 s 2.2(a)(ii)

From: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>
Sent: Tuesday, 10 March 2026 2:35 PM
To: Sch 2 s 2.2(a)(ii) @dfat.gov.au>
Cc: Sch 2 s 2.2(a)(ii) @dfat.gov.au>; Gowling, Emma <Emma.Gowling@act.gov.au>; Sch 2 s 2.2(a)(ii) Sch 2 s 2.2(a)(ii) dfat.gov.au>; zz [External] Sch 2 s 2.2(a)(ii) austrade.gov.au <Sch 2 s 2.2(a)(ii) austrade.gov.au>; Smyth, Brendan <Brendan.Smyth@act.gov.au>; Commissioner for International Engagement <CIE@act.gov.au>
Subject: ACT Government Vietnam proposed trade mission - April 2026

OFFICIAL

Dear [redacted]

I hope this email finds you well.

Given events in the Middle East and Europe, and advice received from DFAT, the ACT Chief Minister has reconsidered his trade mission schedule for the next 6-months and is now likely to travel to Vietnam in April (2026).

The focus of this trade mission is Tourism, Aviation and Higher Education.

outside scope

Please advise your availability for a meeting to discuss this in more detail next week.

Kind regards
Matt

Director, Engagement Programs| Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Level 1, 220 London Circuit, Canberra, ACT 2601 | GPO Box 158 Canberra ACT 2601
Matthew.Heffernan@act.gov.au | Sch 2 s 2.2(a)(ii)

From: Sch 2 s 2.2(a)(ii) @dfat.gov.au>
Sent: Friday, 31 October 2025 4:45 PM
To: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>
Cc: Sch 2 s 2.2(a)(ii) @dfat.gov.au>; Gowling, Emma <Emma.Gowling@act.gov.au>; Sch 2 s 2.2(a)(ii) Sch 2 s 2.2(a)(ii) dfat.gov.au>; zz [External] Sch 2 s 2.2(a)(ii) .gov.au <Sch 2 s 2.2(a)(ii) @austrade.gov.au>
Subject: Re: ACT Government Vietnam trade mission discussion - follow up [SEC=OFFICIAL]

Caution: This email originated from outside of the ACT Government. Do not click links or open attachments unless you recognise the sender and know the content is safe.

OFFICIAL

Hi Matt

Thank you for your email and the update on your planning. Although it's disappointing to know the Chief Minister's travel won't include Vietnam on this occasion, we agree with your views on timing.
I hope your Chief Minister will have the opportunity to travel here in the future.

Kind regards

Sch 2 s 2.2(a)(ii)

From: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>
Date: Friday, 31 October 2025 at 8:43:22 am
To: Sch 2 s 2.2(a)(ii) @dfat.gov.au>
Cc: Sch 2 s 2.2(a)(ii) @dfat.gov.au>, "Gowling, Emma" <Emma.Gowling@act.gov.au> Sch 2 s 2.2(a)(ii) Sch 2 s 2.2(a)(ii) dfat.gov.au>, "zz [External] Sch 2 s 2.2(a)(ii) austrade.gov.au" Sch 2 s 2.2(a)(ii) austrade.gov.au>
Subject: RE: ACT Government Vietnam trade mission discussion - follow up

OFFICIAL

Good afternoon Sch 2 s 2.2(a)(ii)

The purpose of this email is to follow up our recent correspondence regarding the proposed Chief Minister trade mission to Vietnam in 2026.

Thank you again for the discussion on 1 October with the team in Vietnam, the advice provided was appreciated.

Please note that based on the information below, the Chief Minister will not travel to Vietnam in February 2026, and a future date is currently unknown.

I will be in touch with further information once it is available.

Kind regards
Matt

Director, Engagement Programs| Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Level 1, 220 London Circuit, Canberra, ACT 2601 | GPO Box 158 Canberra ACT 2601
Matthew.Heffernan@act.gov.au | [redacted]

From: Heffernan, Matthew
Sent: Thursday, 2 October 2025 3:50 PM
To: [redacted]@dfat.gov.au' [redacted]@dfat.gov.au>
Cc: [redacted]@dfat.gov.au' [redacted]@dfat.gov.au>; Gowling, Emma <Emma.Gowling@act.gov.au>; [redacted]dfat.gov.au' <[redacted]t.gov.au>; [redacted]austrade.gov.au' <[redacted]austrade.gov.au>
Subject: ACT Government Vietnam trade mission discussion - follow up

Good afternoon [redacted]

Our thanks to you and the team at the Australian Embassy for the insightful discussion during yesterday's meeting.

As referenced, I have attached *Canberra's International Engagement Strategy* (link) which identifies Vietnam as a priority market.

It was great to hear the opportunities that exist for two-way trade across a range of industries, including vocational education and training, climate action and renewables, and housing.

Could you please confirm the advice provided regarding the appropriate travel periods and the limitations that would exist during specific periods in February 2026.

1. 25 January to 7 February: Suitable for travel to Vietnam and conduct business or Government meetings.
2. 8 – 14 February: Not suitable for travel to Vietnam as city residents return to home villages to prepare for Lunar New Year cultural activities.
3. 15 – 21 February: Not suitable for travel, Lunar New Year is on Tuesday 17 February, week-long cultural activities.
4. 22 – 28 February: The cities remain quiet due to villages wrapping up Lunar New Year cultural activities.
5. 15 March (election): Limited access to Government officials in the fortnight leading up to the election.

I also note the advice that Government-to-Government meetings would most likely be held in Hanoi (north) and industry related meetings in Ho Chi Minh (South).

Thank you again for making time to meet and we look forward to planning for a Chief Minister trade mission to Vietnam in 2026.

Kind regards
Matt Heffernan

Director, Engagement Programs| Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Level 1, 220 London Circuit, Canberra, ACT 2601 | GPO Box 158 Canberra ACT 2601
Matthew.Heffernan@act.gov.au | Sch 2 s 2.2(a)(ii)

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ACT GOVERNMENT – VIETNAM TRADE MISSION

ACT Government engagements in Hanoi and Ho Chi Minh aim to strengthen subnational, two-way, cooperation with Vietnam across education, tourism, investment, green economy, aviation, and government-to-government relationships.

Across all meetings, the overarching objective is to establish ACT–Vietnam relations in line with Canberra's *International Engagement Strategy* and the *Comprehensive Strategic Partnership* (CSP), gather insights and advance bilateral relationships to support trade, education, tourism, innovation and climate action outcomes.

ENGAGEMENT	DATE, LOCATION & TIME	DESCRIPTION (TPN)	STATUS

outside scope

outside scope

outside scope

outside scope

Hotel investment	Hanoi	• Potential meeting with Hanoi-based hoteliers who have Australian activity ➢ outside scope ➢ **Vingroup** (Hanoi HQ) ➢ outside scope ➢ outside scope	

From: Sch 2 s 2.2(a)(ii) dfat.gov.au>
Sent: 26/06/2026 8:01 PM
To: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>; 'Sch 2 s 2.2(a)(ii)' Sch 2 s 2.2(a)(ii) dfat.gov.au>
Cc: "zz [External] Sch 2 s 2.2(a)(ii) austrade.gov.au" Sch 2 s 2.2(a)(ii) austrade.gov.au>; "Gowling, Emma" <Emma.Gowling@act.gov.au>; "Kobus, Jonathan" <Jonathan.Kobus@act.gov.au>; 'Sch 2 s 2.2(a)(ii)' Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) Sch 2 s 2.2(a)(ii) dfat.gov.au>; 'Sch 2 s 2.2(a)(ii)' Sch 2 s 2.2(a)(ii) dfat.gov.au>; 'Sch 2 s 2.2(a)(ii) Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) austrade.gov.au" <Sch 2 s 2.2(a)(ii) austrade.gov.au>; Sch 2 s 2.2(a)(ii) Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) ' Sch 2 s 2.2(a)(ii) dfat.gov.au>
Subject: RE: ACT Government trade mission - Monday 6 July Engagements [SEC=OFFICIAL:Sensitive]

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OFFICIAL: Sensitive

Hi Matt

Refer to Hanoi responses below.

Regards

Sch 2 s 2.2(a)(ii)

OFFICIAL: Sensitive

From: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>
Sent: Friday, June 26, 2026 2:17 PM
To: Sch 2 s 2.2(a)(ii) Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) Sch 2 s 2.2(a)(ii) dfat.gov.au>
Cc: zz Sch 2 s 2 Sch 2 s 2.2(a)(ii) austrade.gov.au Sch 2 s 2.2(a)(ii) austrade.gov.au>; Gowling, Emma <Emma.Gowling@act.gov.au>; Kobus, Jonathan <Jonathan.Kobus@act.gov.au>; Sch 2 s 2.2(a)(ii) Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) austrade.gov.au; Sch 2 s 2.2(a)(ii) dfat.gov.au>
Subject: RE: ACT Government trade mission - Monday 6 July Engagements [SEC=OFFICIAL:Sensitive]

OFFICIAL: Sensitive

OFFICIAL: Sensitive

Good afternoon and

Sincere thanks again to everyone for the support with this trade mission.

Please find attached the current DRAFT full trade mission program (on a page) based on proposed and agreed engagements in both Hanoi and HCMC.

outside scope

NB. the TBC indicates either the engagement, the time or location (or all 3) is to be confirmed by Post.

We are comfortable with the number of engagements (time slots) allocated to the program for each day, however, should something fall out, happy to replace it accordingly.



Please confirm receipt of this email and send any questions for clarity.

Thank you all again.

Kind regards
Matt Heffernan

Director, Engagement Programs | Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Level 1, 220 London Circuit, Canberra, ACT 2601 | GPO Box 158 Canberra ACT 2601
Matthew.Heffernan@act.gov.au | Sch 2 s 2.2(a)(iii)

OFFICIAL: Sensitive

From Sch 2 s 2.2(a)(iii) Sch 2 s 2.2(a)(ii) dfat.gov.au>
Sent: Friday, 26 June 2026 3:22 AM
To: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>
Cc: zz [External Sch 2 s 2.2(a)(ii)]@austrade.gov.au <Sch 2 s 2.2(a)(ii) austrade.gov.au>; Sch 2 s 2.2(a)(ii) dfat.gov.au>; Gowling, Emma <Emma.Gowling@act.gov.au>; Kobus, Jonathan <Jonathan.Kobus@act.gov.au> Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) austrade.gov.au; Sch 2 s 2.2(a)(ii) dfat.gov.au>
Subject: RE: ACT Government trade mission - Monday 6 July Engagements [SEC=OFFICIAL]

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OFFICIAL

Hi Matt,

Following on from Wednesday's video conference and subsequent internal discussions here at the Consulate General in Ho Chi Minh City (HCMC), I would like to suggest the following broad outline

for the program in HCMC outside scope

outside scope

outside scope

Sch 2 s 2.2(a)(ii)

Sch 2 s 2.2(a)(ii)

outside scope

Scn 2 s 2.2(a)(ii)

OFFICIAL

From: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>
Sent: Thursday, 25 June 2026 12:34 PM
To: Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) dfat.gov.au>
Cc: zz [External Sch 2 s 2.2(a)(ii) austrade.gov.au Sch 2 s 2.2(a)(ii) austrade.gov.au>; s Sch 2 s 2.2(a)(ii) dfat.gov.au>; Gowling, Emma <Emma.Gowling@act.gov.au>; Kobus, Jonathan <Jonathan.Kobus@act.gov.au>; Balaretnaraja, Ash <Ash.Balaretnaraja@act.gov.au>
Subject: ACT Government trade mission - Monday 6 July Engagements [SEC=OFFICIAL]

OFFICIAL

OFFICIAL

Good afternoon

I am pleased to advise the Chief Minister's Office has confirmed the following program items for Monday 6 July 2026.

outside scope

2. Meeting, site visits and transfers with VinGroup – as per the proposal in your email below

outside scope

outside scope

Thanks again for all the support with the trade mission engagements and logistics.

Kind regards
Matt Heffernan

Director, Engagement Programs | Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Level 1, 220 London Circuit, Canberra, ACT 2601 | GPO Box 158 Canberra ACT 2601
Matthew.Heffernan@act.gov.au Sch 2 s 2.2(a)(ii)(ii)

OFFICIAL

From: Sch 2 s 2.2(a)(ii) @Sch 2 s 2.2(a)(ii) dfat.gov.au>
Sent: Thursday, 25 June 2026 1:04 AM
To: Sch 2 s 2.2(a)(ii) @act.gov.au>; Sch 2 s 2.2(a)(ii) Sch 2 s 2.2(a)(ii) dfat.gov.au>
Cc: zz [External] Sch 2 s 2.2(a)(ii) @austrade.gov.au <Sch 2 s 2.2(a)(ii) @austrade.gov.au>; [redacted]
Sch 2 s 2.2(a)(ii) dfat.gov.au>
Subject: RE: Delegation - Flight Arrivals & Departures - Airport Facilitation [SEC=OFFICIAL:Sensitive]

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OFFICIAL: Sensitive

Hi Matt

No problem. It was a good opportunity to work through some of the detail.

outside scope

Vin Group came back to us later today and proposed on Monday 6 July a visit to Vinhomes Ocean Park and VinUni from 10:30-11:15 followed by a meeting at Vingroup Head Office from 11:30-12:30. We suggest that you agree to this offer and we move the Embassy Briefing to 08:30-09:30 to allow for travel time out to Ocean Park etc. This arrangement opens time for another meeting on Monday afternoon ahead of the People's Committee meeting at 1630.

Vin Group has kindly offered to transport the delegation in a fleet of their Vinfast cars to showcase their EV technology – we suggest that you agree to this offer also.

outside scope

Regards

Sch 2 s 2.2(a)(ii)

OFFICIAL: Sensitive

From: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>
Sent: Wednesday, June 24, 2026 9:23 PM
To: [redacted]dfat.gov.au>
Cc: zz [External[redacted]austrade.gov.au>
Subject: FW: Delegation - Flight Arrivals & Departures - Airport Facilitation [SEC=OFFICIAL:Sensitive]

OFFICIAL: Sensitive

OFFICIAL: Sensitive

Hi [redacted]

Thanks again for your time in the meeting on Wednesday afternoon.

Please note that any discussion in the meeting and direction provided by either myself or Jonathan Kobus should supersede any conflicting information in the document I sent back just prior to the meeting. i.e. Jonathan will seek clarity on the duration of the 3 hour site visit to Vin Group a[redacted]

Confirming the ACT Government delegation main logistics below…

outside scope

Kind regards
Matt Heffernan

Director, Engagement Programs | Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Level 1, 220 London Circuit, Canberra, ACT 2601 | GPO Box 158 Canberra ACT 2601
Matthew.Heffernan@act.gov.au [redacted]

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Sch 2 s 2.2(a)(ii), outside scope

From: Kobus, Jonathan <Jonathan.Kobus@act.gov.au>
Sent: Thursday, 25 June 2026 8:07 AM
To: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>; Gowling, Emma <Emma.Gowling@act.gov.au>
Cc: Balaretnaraja, Ash <Ash.Balaretnaraja@act.gov.au>
Subject: Re: Delegation - Flight Arrivals & Departures - Airport Facilitation [SEC=OFFICIAL:Sensitive]

OFFICIAL

Thank you Matt .

Emma , obviously needs to be discussed with Chris B .

The drive to ocean park is apparently 45 mins (max allowing for traffic.) . Seems like Vin group is making a big effort however I sense their expectations may be elevated . Looking at the ocean park development it certainly isn't the type of thing that aligns with what is possible in CBR . A

demonstration of capability rather than example of what they can do in CBR. More Gold Coast than Canberra .

Acknowledging this consideration for CMO is travel time. If acceptable we can work with Post to make sure they manage Vin group enthusiasm a bit .

The fact Post is endorsing is encouraging.

I don't think an extra meeting is needed after this visit if it goes ahead as it will take a chunk of the day.

The option for dinner is a question Cm . Important to note polite encouragement from Post to accept .

Happy to join a call with Chris B to discuss .

JK

Get Outlook for iOS

From: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>
Sent: Thursday, 25 June 2026 07:19:16
To: Gowling, Emma <Emma.Gowling@act.gov.au>; Kobus, Jonathan <Jonathan.Kobus@act.gov.au>
Cc: Balaretnaraja, Ash <Ash.Balaretnaraja@act.gov.au>
Subject: FW: Delegation - Flight Arrivals & Departures - Airport Facilitation [SEC=OFFICIAL:Sensitive]

Good morning Emma and JK

Please see note overnight from Post following our meeting discussion to provide important context and update on two key trade mission meetings on Monday 6 July in Hanoi:

1. Vin Group Site Tour timing & transportation

outside scope

JK – as agreed, could you please discuss this strong advice from Post with Chris Bartram when you catch up this morning and provide advice back. I would then seek confirmation via email.

Confirming the above arrangements would help solidify the first day of the trade mission and provide us all with some certainty for the start of the program.

Thank you
Matt

copy

From: "Bartram, Chris" <Chris.Bartram@act.gov.au>
Sent: 25/06/2026 12:29 PM
To: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>
Cc: "Gowling, Emma" <Emma.Gowling@act.gov.au>; "ODonoghue, Yersheena" <Yersheena.ODonoghue@act.gov.au>
Subject: RE: For decision - Vietnam Trade Mission engagements, Monday 6 July in Hanoi

Many thanks for the work on this, Matt – we'll consider and get back to you ASAP.

Warm regards,

Chris Bartram
Senior Adviser – Tourism, Trade & Economic Development
M: Sch 2.2(a)(ii)

Chief Minister's Office
Andrew Barr MLA
Chief Minister
Minister for Economic Development
Minister for Tourism and Trade
Member for Kurrajong

act.gov.au ACT Government

From: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>
Sent: Thursday, 25 June 2026 11:51 AM
To: Bartram, Chris <Chris.Bartram@act.gov.au>
Cc: Gowling, Emma <Emma.Gowling@act.gov.au>
Subject: For decision - Vietnam Trade Mission engagements, Monday 6 July in Hanoi

OFFICIAL

Good morning Chris

Please see email below from Vietnam Post to provide important context and an update on two key trade mission proposed meetings on Monday 6 July in Hanoi:

outside scope

2. Vin Group meeting, site tour timing & EV transportation, 10:30am – 12:30pm, plus 45 minutes travel each way in a Vinfast EV vehicle – link.

Appreciate consideration from CMO and a decision response on the above arrangements which, if confirmed, would solidify the first day of the trade mission program.

The updated program with these engagements included is at this link.

Thank you
Matt

Director, Engagement Programs | Office of International Engagement

Chief Minister, Treasury and Economic Development Directorate | ACT Government
Level 1, 220 London Circuit, Canberra, ACT 2601 | GPO Box 158 Canberra ACT 2601
Matthew.Heffernan@act.gov.au | Sch 2.2(a)(ii) 9

copy

From: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>
Sent: 26/06/2026 1:08 PM
To: [redacted] <[redacted]dfat.gov.au>
Cc: "zz [External][redacted]austrade.gov.au" <[redacted]austrade.gov.au>; [redacted] <[redacted]dfat.gov.au>; "Gowling, Emma" <Emma.Gowling@act.gov.au>; "Kobus, Jonathan" <Jonathan.Kobus@act.gov.au>; [redacted] <[redacted]dfat.gov.au>; [redacted] <[redacted]dfat.gov.au>; "Huyen Tran" <[redacted]dfat.gov.au>; [redacted] <[redacted]dfat.gov.au>; [redacted]austrade.gov.au" <[redacted]austrade.gov.au>; [redacted] <[redacted]dfat.gov.au>
Subject: RE: ACT Government trade mission - Monday 6 July Engagements [SEC=OFFICIAL]

OFFICIAL

Hi [redacted] & CG team

Thank you for your email.

We will be meeting this afternoon to discuss this schedule and provide a response.

Two quick items to clarify:

1. The Education Roundtable on Friday has been confirmed as 10:30am-12:00pm and invitations have gone out. Sarah is working with [redacted] on this event which we understand will be held in the Gillawah Room at the CG.

2. No travel agent meeting is required on the Friday -the Vietravel meeting already locked in on Thursday is sufficient.

Noting the above, could the proposed schedule below be resent, including when the best revised time is for the Green Power Tower site visit.

Thank you.
Matt

Director, Engagement Programs | Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Level 1, 220 London Circuit, Canberra, ACT 2601 | GPO Box 158 Canberra ACT 2601
Matthew.Heffernan@act.gov.au | [redacted]

copy

From: "Staruszkiewicz, Sarah" <Sarah.Staruszkiewicz@act.gov.au>
Sent: 26/06/2026 11:07 AM
To: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>; "Kobus, Jonathan" <Jonathan.Kobus@act.gov.au>; "Balaretnaraja, Ash" <Ash.Balaretnaraja@act.gov.au>; "Holly, Chris" <Chris.Holly@act.gov.au>
Cc: "Gowling, Emma" <Emma.Gowling@act.gov.au>
Subject: RE: ACT Government trade mission - Monday 6 July Engagements [SEC=OFFICIAL]

OFFICIAL

outside scope

Thans
Sarah

Sarah Staruszkiewicz | Senior Director, International Markets and Programs
VisitCanberra | Study Canberra
T: +61 (2) 6205 0506 Sch 2 s 2.2(a)(ii) E: sarah.staruszkiewicz@act.gov.au

From: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>
Sent: Friday, 26 June 2026 9:26 AM
To: Kobus, Jonathan <Jonathan.Kobus@act.gov.au>; Staruszkiewicz, Sarah <Sarah.Staruszkiewicz@act.gov.au>; Balaretnaraja, Ash <Ash.Balaretnaraja@act.gov.au>; Holly, Chris <Chris.Holly@act.gov.au>
Cc: Gowling, Emma <Emma.Gowling@act.gov.au>
Subject: FW: ACT Government trade mission - Monday 6 July Engagements [SEC=OFFICIAL]

OFFICIAL

Good morning JK & team

Please see below email overnight for the proposed program in Ho Chi Minh City (HCMC).

Look forward to discussing at 2pm so I can provide a response before the weekend.

Please note the three engagements on Monday 6 July in the program are now confirmed (Post & CMO) -
2026 July - Chief Minister DRAFT Program - Vietnam Trade Mission.docx

I will adjust the proposed HCMC program after our meeting this afternoon.

Kind regards
Matt

Director, Engagement Programs | Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Level 1, 220 London Circuit, Canberra, ACT 2601 | GPO Box 158 Canberra ACT 2601
Matthew.Heffernan@act.gov.au | Sch 2 2.2(a)(ii)

From: [redacted]@dfat.gov.au>
Sent: 25/06/2026 4:01 PM
To: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>; 'Sch 2.2(a)(ii)' [redacted]t@dfat.gov.au>
Cc: "zz [External] Sch 2.2(a)(ii) l@austrade.gov.au" Sch 2.2(a)(ii) d@austrade.gov.au>; Sch 2.2(a)(ii) [redacted]@dfat.gov.au>; "Gowling, Emma" <Emma.Gowling@act.gov.au>; "Kobus, Jonathan" <Jonathan.Kobus@act.gov.au>; "Balaretnaraja, Ash" <Ash.Balaretnaraja@act.gov.au>
Subject: Re: ACT Government trade mission - Monday 6 July Engagements [SEC=OFFICIAL]

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OFFICIAL

OFFICIAL

Thanks for the update Matt and advice on dietaries.
Will revert on lunch with Vin as soon as we can. If they don't make the offer, there are some dining options over there.

copy

From: "Smyth, Brendan" <Brendan.Smyth@act.gov.au>
Sent: 21/07/2026 2:52 PM
To: "Gowling, Emma" <Emma.Gowling@act.gov.au>
Subject: CM DRAFT Ministerial Statement - Vietnam Trade Mission JK edits
Attachments: CM DRAFT Ministerial Statement - Vietnam Trade Mission JK edits.docx

OFFICIAL

Emma

JK and I have both looked at this.

For your final perusal. Please save as appropriate.

Letters to follow.

Regards

Brendan

From: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>
Sent: 26/06/2026 2:50 PM
To: "Kobus, Jonathan" <Jonathan.Kobus@act.gov.au>
Cc: "Gowling, Emma" <Emma.Gowling@act.gov.au>; "Balaretnaraja, Ash" <Ash.Balaretnaraja@act.gov.au>; "Staruszkiewicz, Sarah" <Sarah.Staruszkiewicz@act.gov.au>
Subject: Draft Vietnam Trade Mission Program - as at 26 June 2026
Attachments: 2026 July - Chief Minister DRAFT Program - Vietnam Trade Mission - as at 26 June 2026.pdf

OFFICIAL

Hi JK

Please confirm the attached draft program is as discussed in our meeting just now.

If agreed, I will send to Post for them to understand our position and no additional engagements beyond the current times allocated are required.

Kind regards
Matt Heffernan

Director, Engagement Programs | Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Level 1, 220 London Circuit, Canberra, ACT 2601 | GPO Box 158 Canberra ACT 2601
Matthew.Heffernan@act.gov.au | Sch 2 2(a)(ii)

Chief Minister Vietnam Trade Mission - July 2026

as of 26 June 2026

	Saturday 4 July	Sunday 5 July	Monday 6 July
Flights	outside scope		
Accom.	outside scope		outside scope
Program	outside scope	outside scope **10:30-12:30** Meeting with Vin Group and site tour of VinUni and Vinhomes developments Location: No. 7 Bang Lang 1 Street, Vinhomes Riverside Urban Area, Hanoi, Vietnam	outside scope

outside scope

From: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>
Sent: 25/06/2026 7:19 AM
To: "Gowling, Emma" <Emma.Gowling@act.gov.au>; "Kobus, Jonathan" <Jonathan.Kobus@act.gov.au>
Cc: "Balaretnaraja, Ash" <Ash.Balaretnaraja@act.gov.au>
Subject: FW: Delegation - Flight Arrivals & Departures - Airport Facilitation [SEC=OFFICIAL:Sensitive]

Good morning Emma and JK

Please see note overnight from Post following our meeting discussion to provide important context and update on two key trade mission meetings on Monday 6 July in Hanoi:

1. Vin Group Site Tour timing & transportation

outside scope

JK – as agreed, could you please discuss this strong advice from Post with Chris Bartram when you catch up this morning and provide advice back. I would then seek confirmation via email.

Confirming the above arrangements would help solidify the first day of the trade mission and provide us all with some certainty for the start of the program.

Thank you
Matt

copy

From: "Gowling, Emma"
Sent: 17/06/2026 2:53 PM
To: "Bartram, Chris" <Chris.Bartram@act.gov.au>
Bcc: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>
Subject: FW: Vin Group Key Points

Hi Chris

Please see below FYI for the TM program.

Cheers
Emma

Emma Gowling PSM

Deputy Commissioner for International Engagement
Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Emma.Gowling@act.gov.au
GPO Box 158 Canberra ACT 2601

From: Farha, Rejwana <Rejwana.Farha@act.gov.au>
Sent: Wednesday, 17 June 2026 2:36 PM
To: Kobus, Jonathan <Jonathan.Kobus@act.gov.au>; Balaretnaraja, Ash <Ash.Balaretnaraja@act.gov.au>; Gowling, Emma <Emma.Gowling@act.gov.au>; Holly, Chris <Chris.Holly@act.gov.au>
Subject: Vin Group Key Points

OFFICIAL

Hi All,

Here are some key points on Vin Group for Vietnam Trade Mission:

Overview – Vin Group

- Vingroup is Vietnam's largest private conglomerate with 44 properties, HQ in Hanoi
- Core business segments:
  - Vinhomes: Vietnam's leading residential developer, specialising in large-scale integrated townships
  - Vinpearl: Hospitality, resorts, and tourism assets
  - Vincom Retail: Shopping centres and commercial property
  - VinFast: Electric vehicles and mobility solutions
- Australian presence:
  - VinFast previously established an R&D footprint and acquired the Lang Lang in Victoria proving ground (now divested).
  - Vinpearl currently manages (but does not own) Cape Wickham Golf Links in Tasmania, its first international hospitality asset.
  - Reportedly invested in Sydney CBD hotel (183-185 Clarence Ctreet), but has not delivered.

VinFast

- VinFast is Vietnam's national electric vehicle (EV) manufacturer and a subsidiary of Vingroup,
- Founded in 2017, transitioned to an electric vehicle manufacturer only in 2022.
- VinFast operates as a vertically integrated EV manufacturer producing:
  - Electric cars (small VF3 through to luxury 7-seater VF9 range)
  - Electric buses

  - Electric scooters and e-bikes
  - ~36% automotive market share (2025)
- Has production facilities in India, Indonesia
- Total number of EV registered is 16,322 (June 2026)

Vinpearl

- Vinpearl is the largest tourism, hospitality, and entertainment brand in Vietnam, operating at national scale.
- Vinpearl combines:
  - 5-star hotels and resorts
  - Theme parks (VinWonders)
  - Golf courses, spas, and entertainment complexes
- Large national footprint with 40+ properties across major tourist locations, ~15,000+ rooms and villa
- Positioned as a premium, experience-led brand with international-standard offerings

Thanks
Rez

Rejwana Farha | Assistant Director, Investment Attraction and Programs | Tourism and Investment
T: +61 (0) 2 6205 8336 |E: Rejwana.farha@act.gov.au I W: canberra.com.au

Economic Development |Chief Minister, Treasury and Economic Development Directorate
Constitution Place, 220 London Circuit, Canberra City | GPO Box 158 Canberra ACT 2601 | www.act.gov.au

From: [redacted] <[redacted]dfat.gov.au>
Sent: 29/06/2026 9:31 PM
To: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>; [redacted] <[redacted]dfat.gov.au>
Cc: "zz [External][redacted]austrade.gov.au" <[redacted]austrade.gov.au>; "Gowling, Emma" <Emma.Gowling@act.gov.au>; "Kobus, Jonathan" <Jonathan.Kobus@act.gov.au>; [redacted] <[redacted]dfat.gov.au>; [redacted] <[redacted]dfat.gov.au>; [redacted] <[redacted]dfat.gov.au>; [redacted] <[redacted]dfat.gov.au>; [redacted] <[redacted]austrade.gov.au>; [redacted] <[redacted]dfat.gov.au>; [redacted] <[redacted]dfat.gov.au>
Subject: RE: ACT Government trade mission - Monday 6 July Engagements [SEC=OFFICIAL:Sensitive]
Attachments: ACT Chief Minister Visit_Transport Plan_Hanoi.xlsx, ACT Government Vietnam Trade Mission Engagement proposed outcomes - Hanoi Post 29 June 2026.docx

Caution: This email originated from outside of the ACT Government. Do not click links or open attachments unless you recognise the sender and know the content is safe.

OFFICIAL: Sensitive

Hi Matt

Find **attached**:

- a ***Draft Car Plan*** including car movements for meeting that have been confirmed so far. Please note that this is a working draft and some movements/car allocation will change. We understand that you have sought quotes from the V75 car services for a 9 and 16 seater vehicle – we recommend the 9 seater option to ensure there are sufficient seats for the delegation when Embassy cars are not available.
- the ***Mission Engagement Outcomes*** document with Hanoi updates, in particular:
  - Vin Group cannot provide lunch on Monday – we recommend either Luk Lak or Quan An Ngon for private lunch options. Please confirm if you would like us to make a booking.
  - We are pressing for a Sun Group meeting between 1400-1600 on 6 July or 0900-1000 on 8 July. A cultural activity could be held during these times if the meeting is not secured.
  - We recommend the Press Club as the venue for the Renewable Energy roundtable – please confirm if you are happy with the pricing, so we can proceed with making a booking.
  - MOIT has confirmed a meeting with Vice Minister Phan Thi Thang from 3-4pm on 7 July but timing may change if there is an urgent GoV meeting.

To assist with your internal briefing, we will provide a program briefing pack with bios and meeting format information tomorrow.

Look forward to discussing at tomorrow's coord meeting.

Regards

[redacted]

From: Sch 2 s 2.2(a)(ii)

Sent: Friday, June 26, 2026 5:02 PM

To: 'Heffernan, Matthew' <Matthew.Heffernan@act.gov.au>; Sch 2 s 2.2(a)(ii) t <Sch 2 s 2.2(a)(ii) dfat.gov.au>

Cc: zz [External] Sch 2.2(a)(ii) @austrade.gov.au <Sch 2 s 2.2(a)(ii) austrade.gov.au>; Gowling, Emma <Emma.Gowling@act.gov.au>; Kobus, Jonathan <Jonathan.Kobus@act.gov.au>; Sch 2 s 2.2(a)(ii) e <Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) n <Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) n <Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) <Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) austrade.gov.au; Sch 2 s 2.2(a)(ii) e Sch 2 s 2.2(a)(ii) s <Sch 2 s 2.2(a)(ii) dfat.gov.au>; Sch 2 s 2.2(a)(ii) e ; n <Sch 2 s 2.2(a)(ii) dfat.gov.au>

Subject: RE: ACT Government trade mission - Monday 6 July Engagements [SEC=OFFICIAL:Sensitive]

Hi Matt

Refer to Hanoi responses below.

Regards

Sch 2 s 2.2(a)(ii) e

copy

TRANSPORT PLAN
ACT CHIEF MINISTER'S VISIT CAR PLAN - 06 JULY 2026
MONDAY 6 JULY 2026

Movement	1	2	3	4	5	6	7	8	9	10	11	12
EVENT	outside scope		Ocean Park to Vingroup Head Office	Vingroup Head Office to Lunch (delegation)	Vingroup Head Office to Embassy (staff)	outside scope						
ETD			11:15	12:30	12:30							
FROM			Ocean Park Gia Lam, Hanoi	Vingroup Head Office No.7, Bang Lang 1 St. Long Bien, Hanoi	Vingroup Head Office No.7, Bang Lang 1 St. Long Bien, Hanoi							
TO			Vingroup Head Office No.7, Bang Lang 1 St., Long Bien, Hanoi	Lunch (tbc)	[redacted]y							
ETA			11:30	13:15	13:15							
Drivers / CAR						outside scope						
Car 1 HOM car												
Car 2 Embassy car												
Car 3 Austrade car												
Car 4 V75 car				Delegation								
Other movement notes		Vinfast cars will arrive at the Embassy and transfer the delegation and Embassy staff	Vinfast cars will transfer the delegation and Embassy staff									

ACT GOVERNMENT – VIETNAM TRADE MISSION

ACT Government engagements in Hanoi and Ho Chi Minh aim to strengthen subnational, two-way, cooperation with Vietnam across education, tourism, investment, green economy, and government-to-government relationships.

Across all meetings, the overarching objective is to establish ACT–Vietnam relations in line with Canberra's *International Engagement Strategy* and the *Comprehensive Strategic Partnership* (CSP), gather insights and advance bilateral relationships to support trade, education, tourism, innovation and climate action outcomes.

Delegation:

- ACT Chief Minister, Mr Andrew Barr MLA
- Ms Yersheena O'Donoghue (Deputy Chief of Staff)
- Mr Brendan Smyth OSI (ACT Commissioner for International Engagement)
- Mr Jonathan Kobus PSM, (CEO Study Canberra and Visit Canberra).

ENGAGEMENT	DATE, LOCATION & TIME	DESCRIPTION (TPN)	STATUS
outside scope			**Hanoi Post Comment:** Meeting moved to 0830 to allow for travel time to Vin (subject to ACT Gov) confirmation
Meeting with Vin Group	6 July Hanoi Time: 1030 – 1230	• Discuss opportunities for hotel investment and real estate development, and green transition. • Vin Group is the largest conglomerate in Vietnam with businesses spanning hospitality, real estate, healthcare, and car manufacturing (Vinfast).	**Hanoi Post Comment:** We have confirmed with Vin that program from 1030-1230 will proceed – i.e site visit to Ocean Park, Vin Uni followed by meeting with Vin Senior Management. Vin has reconsidered further and will not provide lunch. We would recommend either options for lunch: outside scope

outside scope

outside scope

From: [redacted]@dfat.gov.au>
Sent: 24/06/2026 12:00 AM
To: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>; 'Sch 2.2(a)(ii)' [redacted]t@dfat.gov.au>
Cc: Sch 2.2(a)(ii) [redacted]@dfat.gov.au>; 'Sch 2.2(a)(ii) [redacted]' [redacted]@dfat.gov.au>; 'Sch 2.2(a)(ii) [redacted]@dfat.gov.au>; 'Sch 2.2(a)(ii)' [redacted]@dfat.gov.au>; "zz [External]Sch 2.2(a)(ii) [redacted]@austrade.gov.au" <ESch 2.2(a)(ii)@austrade.gov.au>; "Gowling, Emma" <Emma.Gowling@act.gov.au>
Subject: RE: ACT Government trade mission - Vietnam confirmation of Key Contacts & Location [SEC=OFFICIAL]
Attachments: ACT Government Vietnam Trade Mission Engagement proposed outcomes.docx, High-Level Visits - Hanoi Restaurant and Cultural Guide.docx, 13.3 Hanoi Street Food Guide.pdf

Caution: This email originated from outside of the ACT Government. Do not click links or open attachments unless you recognise the sender and know the content is safe.

Hi Matt

Find **attached** an updated version of the outcomes tracker to spin through tomorrow.

outside scope

Regards

Sch 2.2(a)(ii) [redacted]

outside scope

OFFICIAL: Sensitive

ACT GOVERNMENT – VIETNAM TRADE MISSION

ACT Government engagements in Hanoi and Ho Chi Minh aim to strengthen subnational, two-way, cooperation with Vietnam across education, tourism, investment, green economy, and government-to-government relationships.

Across all meetings, the overarching objective is to establish ACT–Vietnam relations in line with Canberra's *International Engagement Strategy* and the *Comprehensive Strategic Partnership* (CSP), gather insights and advance bilateral relationships to support trade, education, tourism, innovation and climate action outcomes.

Delegation:

- ACT Chief Minister, Mr Andrew Barr MLA
- Ms Yersheena O'Donoghue (Deputy Chief of Staff)
- Mr Brendan Smyth OSI (ACT Commissioner for International Engagement)
- Mr Jonathan Kobus PSM, (CEO Study Canberra and Visit Canberra).

ENGAGEMENT	DATE, LOCATION & TIME	DESCRIPTION (TPN)	STATUS
outside scope			
Meeting with Vin Group	6 July Hanoi Time [1030 – 1130]	• Discuss opportunities for hotel investment and real estate development; and green transition. • Vin Group is the largest conglomerate in Vietnam with businesses spanning hospitality, real estate, healthcare, and car manufacturing (Vinfast).	**Hanoi Post Comment:** Vin has proposed a half day visit to their Ocean Park and Vin Uni development in hanoi
outside scope			

Commented [ ]: ACT - please confirm you are okay with this half day site visit / tour. Vin has said that they only have availability on 6 July

From: "Kobus, Jonathan" <Jonathan.Kobus@act.gov.au>
Sent: 20/07/2026 5:17 PM
To: "Gowling, Emma" <Emma.Gowling@act.gov.au>; "Smyth, Brendan" <Brendan.Smyth@act.gov.au>
Subject: RE: ACTIONS: Initial summary of Vietnam trade mission
Attachments: CM DRAFT Ministerial Statement - Vietnam Trade Mission JK edits.docx

OFFICIAL: Sensitive

FYI attached my edited version of the Min statement. Happy to discuss any of the updates suggested

JK

copy

In July, the Government completed a successful trade mission to Vietnam focused on growing education exports, increasing tourism, attracting investment, strengthening research partnerships, and expanding cooperation in clean energy and innovation.

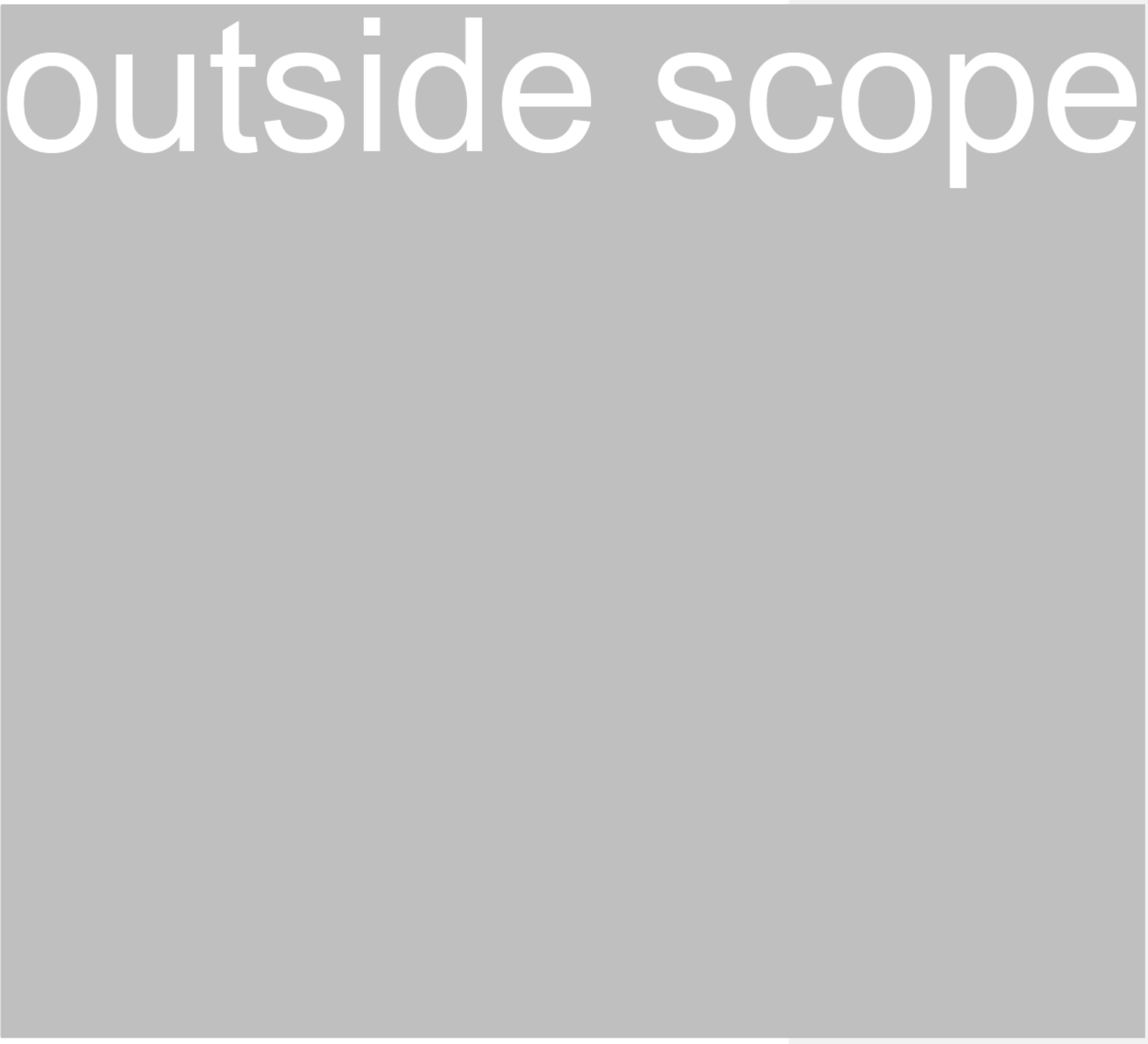
outside scope

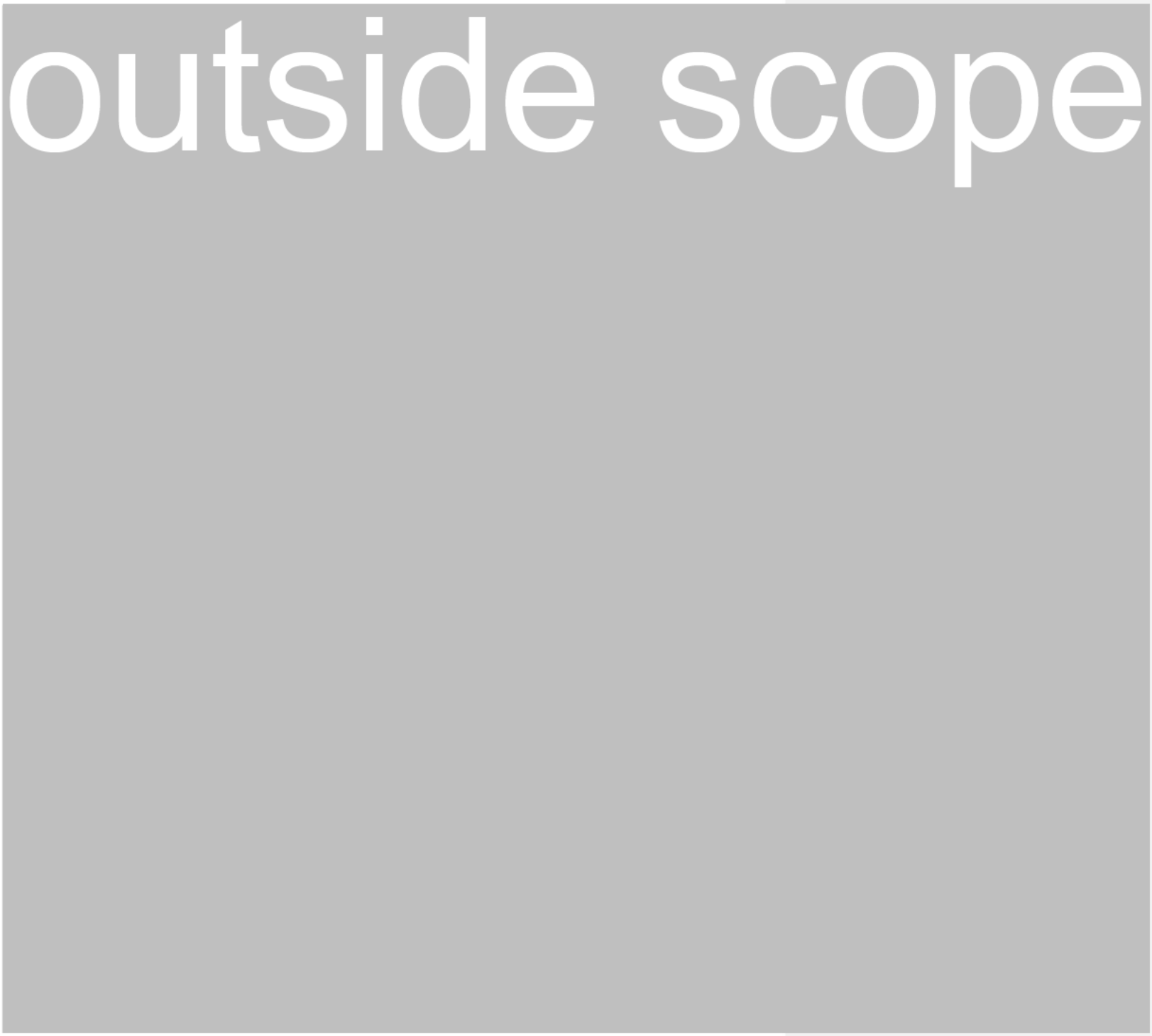
~~, together with~~In addition, the delegation met with executives form some of Vietnams most influential companies supporting the rapid growth the economy. This included Vingroup, outside scope

outside scope

Our objective was simple, Mr Speaker: to grow Canberra's share of Vietnam's rapidly expanding education, tourism, investment and innovation markets.

outside scope


outside scope


outside scope

outside scope

outside scope

outside scope

The relationships strengthened with outside scope , , together with organisations including Vingroup, outside scope , provide a strong foundation for future cooperation.

outside scope

outside scope

outside scope

I also acknowledge staff from the Office for International Engagement, Study Canberra, ~~and~~ Visit Canberra and the broader Economic Development team for their work in delivering this mission.

Mr Speaker, Canberra is well placed to deepen its partnership with Vietnam, and this mission has established a strong platform for growth in education, tourism, investment, research and clean energy cooperation.

outside scope

outside scope

OFFICIAL: Sensitive

ACT GOVERNMENT – VIETNAM TRADE MISSION

ACT Government engagements in Hanoi and Ho Chi Minh aim to strengthen subnational, two-way, cooperation with Vietnam across education, tourism, investment, green economy, aviation, and government-to-government relationships.

Across all meetings, the overarching objective is to establish ACT–Vietnam relations in line with Canberra's *International Engagement Strategy* and the *Comprehensive Strategic Partnership* (CSP), gather insights and advance bilateral relationships to support trade, education, tourism, innovation and climate action outcomes.

ENGAGEMENT	DATE, LOCATION & TIME	DESCRIPTION (TPN)	STATUS
[illegible]	[illegible]	[illegible]	[illegible]

Commented [illegible]:

outside scope


outside scope

outside scope

Meeting with Vin Group	7 July Hanoi Time TBC	• Discuss opportunities for hotel investment and real estate development; and green transition. • Vin Group is the largest conglomerate in Vietnam with businesses spanning hospitality, real estate, healthcare, and car manufacturing (Vinfast).	

From: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>
Sent: 25/06/2026 2:31 PM
To: "Bartram, Chris" <Chris.Bartram@act.gov.au>
Cc: "Gowling, Emma" <Emma.Gowling@act.gov.au>; "ODonoghue, Yersheena" <Yersheena.ODonoghue@act.gov.au>
Subject: RE: For decision - Vietnam Trade Mission engagements, Monday 6 July in Hanoi

OFFICIAL

Good afternoon Chris

Thank you very much for the quick turnaround, I will inform post accordingly.

Kind regards
Matt Heffernan

Director, Engagement Programs | Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Level 1, 220 London Circuit, Canberra, ACT 2601 | GPO Box 158 Canberra ACT 2601
Matthew.Heffernan@act.gov.au | Sch 2.2(a)(ii)

From: Bartram, Chris <Chris.Bartram@act.gov.au>
Sent: Thursday, 25 June 2026 2:17 PM
To: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>
Cc: Gowling, Emma <Emma.Gowling@act.gov.au>; ODonoghue, Yersheena <Yersheena.ODonoghue@act.gov.au>
Subject: RE: For decision - Vietnam Trade Mission engagements, Monday 6 July in Hanoi

Hi team,

Thanks again for this. Confirming:

- outside scope
- Happy with the VinGroup travel/meeting

outside scope

outside scope

Warm regards,

Chris Bartram
Senior Adviser – Tourism, Trade & Economic Development
M: Sch 2.2(a)(ii)

Chief Minister's Office
Andrew Barr MLA
Chief Minister
Minister for Economic Development
Minister for Tourism and Trade
Member for Kurrajong

From: "Holly, Chris" <Chris.Holly@act.gov.au>
Sent: 30/06/2026 12:05 PM
To: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>
Cc: "Kobus, Jonathan" <Jonathan.Kobus@act.gov.au>; "Balaretnaraja, Ash" <Ash.Balaretnaraja@act.gov.au>; "Farha, Rejwana" <Rejwana.Farha@act.gov.au>; "Gowling, Emma" <Emma.Gowling@act.gov.au>
Subject: Vietnam Mission briefs

OFFICIAL: Sensitive

Hi Matt,
As we are rounding out Mission briefs for VinGroup, outside scope , just wanted to check in if post has provided any counterpart attendees for meetings?
Are they able to provide biographies for attendees, and if not, do you have names we can start to prepare biographies for?

Regards
Chris

Chris Holly
Director | Investment Attraction and Programs | Tourism and Investment
T: +61 (0) 2 6207 6366 | E: chris.holly@act.gov.au | W: canberra.com.au

Economic Development | Chief Minister, Treasury and Economic Development Directorate | ACT Government
Constitution Place, 220 London Circuit, Canberra City | GPO Box 158 Canberra ACT 2601 | www.act.gov.au

ACT Government | CANBERRA

From: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>
Sent: 02/07/2026 9:38 AM
To: "Smyth, Brendan" <Brendan.Smyth@act.gov.au>; "Gowling, Emma" <Emma.Gowling@act.gov.au>
Cc: "Williams, Veronica" <Veronica.X.Williams@act.gov.au>; "Widiastuti, Maria" <Maria.Widiastuti@act.gov.au>
Subject: Vietnam Trade Mission - Gift Summary Table
Attachments: Vietnam Trade Mission Gift-Giving Requirements.xlsx

OFFICIAL

Hi Brendan & Emma

Please see attached table summary of meetings with summary of gifts required for the trade mission – OIE & Visit / Study CBR.

Kind regards
Matt Heffernan

Director, Engagement Programs | Office of International Engagement
Chief Minister, Treasury and Economic Development Directorate | ACT Government
Level 1, 220 London Circuit, Canberra, ACT 2601 | GPO Box 158 Canberra ACT 2601
Matthew.Heffernan@act.gov.au | Sch 2.2(a)(ii) 9

Event	OIE Gifts	Tourism and Education Gifts
outside scope		
Meeting with Vin Group and site tour of VinUni and Vinhomes developments	**TBA - Have one as back up**	

outside scope

From: "Farha, Rejwana" <Rejwana.Farha@act.gov.au>
Sent: 17/06/2026 2:36 PM
To: "Kobus, Jonathan" <Jonathan.Kobus@act.gov.au>; "Balaretnaraja, Ash" <Ash.Balaretnaraja@act.gov.au>; "Gowling, Emma" <Emma.Gowling@act.gov.au>; "Holly, Chris" <Chris.Holly@act.gov.au>
Subject: Vin Group Key Points

OFFICIAL

Hi All,

Here are some key points on Vin Group for Vietnam Trade Mission:

Overview – Vin Group

- Vingroup is Vietnam's largest private conglomerate with 44 properties, HQ in Hanoi
- Core business segments:
  - Vinhomes: Vietnam's leading residential developer, specialising in large-scale integrated townships
  - Vinpearl: Hospitality, resorts, and tourism assets
  - Vincom Retail: Shopping centres and commercial property
  - VinFast: Electric vehicles and mobility solutions
- Australian presence:
  - VinFast previously established an R&D footprint and acquired the Lang Lang in Victoria proving ground (now divested).
  - Vinpearl currently manages (but does not own) Cape Wickham Golf Links in Tasmania, its first international hospitality asset.
  - Reportedly invested in Sydney CBD hotel (183-185 Clarence Ctreet), but has not delivered.

VinFast

- VinFast is Vietnam's national electric vehicle (EV) manufacturer and a subsidiary of Vingroup,
- Founded in 2017, transitioned to an electric vehicle manufacturer only in 2022.
- VinFast operates as a vertically integrated EV manufacturer producing:
  - Electric cars (small VF3 through to luxury 7-seater VF9 range)
  - Electric buses
  - Electric scooters and e-bikes
  - ~36% automotive market share (2025)
- Has production facilities in India, Indonesia
- Total number of EV registered is 16,322 (June 2026)

Vinpearl

- Vinpearl is the largest tourism, hospitality, and entertainment brand in Vietnam, operating at national scale.
- Vinpearl combines:
  - 5-star hotels and resorts
  - Theme parks (VinWonders)
  - Golf courses, spas, and entertainment complexes
- Large national footprint with 40+ properties across major tourist locations, ~15,000+ rooms and villa
- Positioned as a premium, experience-led brand with international-standard offerings

Thanks
Rez

Rejwana Farha | Assistant Director, Investment Attraction and Programs | Tourism and Investment
T: +61 (0) 2 6205 8336 |E: Rejwana.farha@act.gov.au I W: canberra.com.au

Economic Development |Chief Minister, Treasury and Economic Development Directorate
Constitution Place, 220 London Circuit, Canberra City | GPO Box 158 Canberra ACT 2601 | www.act.gov.au

ACT–Vietnam Hotel & Investment Intelligence Pack

A) Vietnam→Australia Hotel Investor Watchlist

Priority is given to investors with proven Australian transactions or near-term project pipelines. Score = qualitative view of ACT-entry likelihood (High/Med/Watch).

outside scope

Vingroup (Vinpearl, Vinhomes ecosystem) — Likelihood: Watch

Historic Sydney CBD site purchase for proposed 172-room hotel signals strategic interest in Australia (deal vintage).

Sources: Hospitality Directory (2016)

outside scope

outside scope

outside scope

RISK ASSESSMENT TABLE (2023–2026)

Company	Financial Risk	Reputational / Legal Risk	Operational Risk	Evidence

outside scope

outside scope

Vingroup / Vinpearl (Vietnam's largest conglomerate)	Sch 2.2(a)(xi), Sch 2.2(a)(xvi), Sch 2.2(a)(xiii)	marketinsider.net], ke.today], asiatimes.com]

OVERALL EVALUATION & RECOMMENDATION

outside scope

outside scope

3. Vingroup / Vinpearl — Recommendation: *Yes, Strong Candidate for Engagement*

Pros

- Vietnam's largest conglomerate with strong financial growth
- Assets > **$42B**, revenue surging across multiple sectors
- Vinpearl highly profitable (2,579 billion VND 1H 2024)
- Expansion-oriented, internationally active

Concerns

Sch 2.2(a)(xi), Sch 2.2(a)(xvi)

- Some subsidiaries (e.g., VinFast) still scaling globally

Conclusion:
Financially robust and internationally credible, Sch 2.2(a)(xvi) Sch 2.2(a)(xi)
.

Vingroup – Deep Dive

VINGROUP – DEEP DIVE PROFILE

1. Corporate Overview

Vingroup is Vietnam's largest private conglomerate, founded in 1993 as Technocom in Ukraine by Phạm Nhật Vượng. It operates across technology, industry, real estate, healthcare, education, and hospitality.cite turn31search86

Headquarters: No. 7 Bang Lang 1 Street, Vinhomes Riverside, Hanoi.cite turn31search87

Scale: 51,400+ employees and revenue of VNĐ 101.8 trillion in 2022.cite turn31search86

2. Vinpearl (Hospitality Arm)

Vinpearl is Vietnam's largest hospitality brand, with 44 properties across 17 provinces, including 30 hotels with more than 15,900 rooms and additional theme parks and golf courses.cite turn24search14

Vinpearl also owns one golf course in Australia, indicating an early international footprint.cite turn24search14

3. International Expansion Intent

Vingroup describes its area served as "worldwide," and Vinpearl explicitly states intentions to expand internationally.cite turn31search86 turn24search14

4. Presence in Australia

Vinpearl owns a golf course in Australia, marking a tangible investment in the Australian market. This demonstrates Vingroup's willingness to grow internationally and explore opportunities beyond Vietnam.cite turn24search14

5. Summary

Vingroup is a globally-oriented Vietnamese conglomerate with explicit international ambitions and an existing Australian asset. Its international strategy spans hospitality, lifestyle assets, and broader corporate globalisation.

Sector	Asset / Activity	Status
EV / Automotive	Lang Lang proving ground (Victoria)	✅ sold / exited
EV / Market entry	Vehicle launch plans, patents	🔄 potential future
Golf / Tourism	Cape Wickham Golf Links (Tasmania)	✅ active (management only)
Hotels	Sydney CBD project	❌ not delivered
R&D	Melbourne engineering hub	❌ closed

Current CEO of Vingroup:



Sch 2.2(a)(ii)

🏌️ 2. Controversies Related to Cape Wickham Golf Course (Australia)

Vinpearl Golf Vietnam took over management of Cape Wickham Golf Links, King Island, Tasmania, in August 2024.

- It is regarded as "Australia's No. 1 golf course" and a top-14 course globally. [golfindust...ral.com.au], [capewickham.com.au]
- No scandals or governance controversies have been reported involving Vingroup/Vinpearl's operation of the course.

✓ BUT — there *is* one issue: coastal erosion threatening the course.

This is environmental, not corporate misconduct.

Australian Golf Digest reports that:

- The iconic 18th hole is at risk of "sliding into the sea" due to storms and coastal erosion.
- Vinpearl plans major remedial works (rock wall, structural repair).
- These works require approvals from Tasmanian Parks & Wildlife and may cause access disruptions and environmental concerns. [australian...est.com.au]

Important:
This *is not a controversy caused by Vingroup* — it is a natural hazard and infrastructure challenge affecting their managed asset.

There is no reporting indicating:

- Regulatory breaches
- Environmental offences
- Community disputes
- Cultural heritage disputes

Unlike the Little Mindil / Darwin hotel project (not related to Vingroup), Cape Wickham has not faced sacred-site objections.

❗ 3. Are there any controversies unique to Vingroup's Australian operations?

Based on current public reporting (as of March 2026):

There are *no corporate controversies* involving Vinpearl/Vingroup in Australia.

Only the erosion remediation challenge has been publicly documented.

▯ Summary

Area	Controversy?	Notes
Vingroup Global Reputation	⚠ Yes (moderate)	Legal actions against critics; media scrutiny.

		[vietnamnews.vn], [wizcase.com]
Vinpearl Golf Australia (Cape Wickham)	⚠ Minor (environmental risk)	Erosion of 18th hole requiring major works; no misconduct. [australian...est.com.au]
Corporate/Legal Issues in Australia	✕ No	No complaints, no regulatory breaches, no protests reported.

📌 Conclusion

There is no controversy around Vingroup/Vinpearl in relation to their ownership/management of the Cape Wickham golf course, apart from natural-environment erosion challenges, which they are actively seeking approvals to remediate.

Their only significant controversies are reputation-based and originate in Vietnam, not Australia.

copy

Vietnam Trade Mission Briefing Notes
July 2026

Meeting	Vingroup
Date	6 July 2026
Meeting Time	10:30am - 12:30pm
Travel Time	
Venue	No. 7 Bang Lang 1 Street, Vinhomes Riverside Urban Area, Hanoi, Vietnam
To Be Met By	TBC
Role	Participant in discussion about investment in Canberra
Meeting Protocol	
Participants/Attendees	*ACT Government* Andrew Barr, Chief Minister Yersheena O'Donoghue, Adviser Brendan Smyth, Commissioner of ACT Office of International Engagement Jonathan Kobus, A/g, Executive Group Manager *Vingoup* [redacted], Vice Chairman & Deputy CEO, Vingroup [redacted]n, CFO, CIO Vinhomes [redacted], CIO, Vinpearl [redacted], CFO, VinEnergo
Order of Proceedings	N/A
Media Opportunities	Nil

Overview

Vingroup is Vietnam's largest and most influential private-sector conglomerate, headquartered in Hanoi, trading in property development, mobility, technology, healthcare, education, tourism, retail and emerging digital industries.

Founded in 1993 by Vietnam's richest entrepreneur, Pham Nhat Vuong, Vingroup has evolved into a national champion with approximately AUD $40.5 billion in assets, 53,500 employees and businesses that span much of the daily life of Vietnamese citizens.

Vingroup positions itself as a developer of integrated urban ecosystems, combining housing, transport, health, education, retail, tourism and digital services.

Its strategy has shifted from traditional property development toward innovation-led sectors including electric vehicles, artificial intelligence, data analytics, smart cities, mobility services and technology commercialisation.

Meetings Objectives

- Introduce Canberra's investment landscape, with a focus on international education, infrastructure and development pipeline of opportunities, and renewable energy/EV.
- Understand Vingroup's international expansion strategy, particularly in real estate, hospitality and electric vehicles (EV).
- Explore opportunities for long-term engagement and potential partnerships with ACT entities, including in infrastructure and hotel development, renewables and skills development, such as with CIT EV and Cyber Centres of Excellence.

Key Messages

Hotels and visitor economy

- Canberra offers a unique investment proposition as Australia's capital city, underpinned by stable government demand, a highly educated population, and strong economic fundamentals.
- Canberra's growing appeal as a destination for business and leisure travellers, driven by its robust public and private sectors, national seasonal, cultural and arts events, and national collections present an opportunity for its accommodation stock to continue to expand.
- Canberra's visitor economy is strengthening, with 4.5 million visitors and AUD $3.2 billion in spend (YE Dec 2025), and forecasts trending toward $5 billion by 2030.
- Hotel market performance is stable and resilient, with up to 7,800 rooms across 75 properties and ~71% occupancy in 2025, demonstrating steady demand through market cycles.
- Forward supply growth is measured, with further 481 rooms are currently under construction, all scheduled for delivery in 2027 (Source; CBRE 2026 Hotels Australia Report).
- This includes 225 room Crystalbrook Aurora in the CBD, 120 rooms Manuka Hotel and 136 rooms Lyneham Hotel, and and the redevelopment of the Crowne Plaza to introduce two premium offerings—InterContinental Canberra and Hotel Indigo. This highlights the pipeline and opportunity for new entrants in a demand-supported market.
- In addition, the Capital Property Group is delivering several prime city developments with capacity for hotels. This activity and foreword pipeline demonstrates the opportunity and activity that exists in the ACT market.

Renewables/Electric vehicles

- Canberra's leadership in net-zero emissions and 100% renewable electricity aligns closely with Vingroup's sustainability goals and supports VinFast's global electric vehicle strategy.
- The ACT offers strong potential for EV ecosystem partnerships, including:
  - Collaboration with the Canberra Institute of Technology (CIT) Renewable Energy Centre of Excellence to support workforce development, training and applied research in clean energy and EV technologies

  - Opportunities to partner with government on EV fleet adoption, charging infrastructure rollout, and pilot programs
  - Engagement with universities and innovation institutions to support skills development, R&D and technology integration
- Potential to participate in opportunities in Canberra as a demonstration city for integrated EV and clean energy solutions.
- The ACT has one of the highest uptakes of EVs in the nation, offering potential for VinFast to explore dealerships and Australian market entry.
- Canberra represents a strategic, lower-risk entry point into Australia, offering a defined development pipeline and the ability to pilot both precinct development and clean mobility initiatives before scaling nationally.

Investor Information

Vin Group at a glance

- Headquarters: Hanoi, Vietnam
- Founded: 1993
- Founder: Phạm Nhật Vượng
- Industry: Diversified conglomerate (real estate, hospitality, retail, healthcare, education, technology, automotive)
- Scale: Vietnam's largest private enterprise by market capitalisation

Core Business Segments and ACT Synergies

Vingroup Division	Strategic Focus	ACT Strengths & Potential Synergies
VinFast	Electric vehicles, batteries, mobility	Battery technologies, future transport policy, intelligent transport systems, hydrogen and clean energy research, fleet electrification knowledge exchange
Vinhomes	Smart cities, urban development, precincts	Canberra's smart city planning, digital government, place-making, sustainability, liveability, urban innovation, planning and governance
Vincom Retail	Retail and mixed-use precincts	City activation, innovation precinct development, experience economy, events and cultural programming
Vinpearl	Tourism, hospitality, destination development	VisitCanberra, destination marketing, business events, sustainable tourism, nature-based tourism, visitor economy development
Vinmec	Healthcare and medical innovation	Canberra Health Services, ANU, medical research, genomics, digital health, precision medicine, health data analytics
Vinschool	K-12 education	Education technology, curriculum innovation, STEM development, teacher exchanges, digital learning

VinUniversity	Higher education and research	ANU, University of Canberra, UNSW Canberra, joint research, student mobility, innovation commercialisation, postgraduate collaboration
VinAI / VinBigData / VinBrain	AI, analytics, digital technologies	Canberra's strengths in AI, cyber security, data science, digital government, quantum, defence technology, trusted digital systems
VinBus / Green Mobility	Public transport electrification	ACT net-zero transport policies, public transport transition, EV integration, smart mobility planning
VinFuture & Research Foundations	Global science and innovation ecosystems	Research partnerships, innovation grants, ACT research institutions, science diplomacy and international collaboration

- Further information on each of Vingroup business segments is provided at Attachment A.

Australian / International Footprint

- In Australia, Vingroup's presence has been limited and exploratory - VinFast previously established an R&D footprint and acquired the Lang Lang proving ground (now divested).
- Vinpearl currently manages (but does not own) Cape Wickham Golf Links in Tasmania, its first international hospitality asset.
- Its international expansion has primarily been driven through VinFast, which has established a presence in global markets including North America, Europe and Asia-Pacific.
- The Group has demonstrated global ambition and capacity to invest at scale, but has not yet developed a significant portfolio of real estate assets in Australia.
- Vin Group's Australian footprint summary below:

Sector	Asset / Activity	Status
EV / Automotive	Lang Lang proving ground (Victoria)	Sold / exited
EV / Market entry	Vinfast Vehicle launch plans, patents	Potential future
Golf / Tourism	Cape Wickham Golf Links (Tasmania)	Active (management only)
Hotels	Sydney CBD project	Not delivered
R&D	Melbourne engineering hub	Closed

Relevance to ACT:

- Vingroup represents a large-scale, globally ambitious investor without an established Australian real estate footprint, presenting a potential first-mover opportunity for Canberra.
- The Group's expertise in integrated precincts and mixed-use developments aligns strongly with ACT development priorities.
- Canberra provides a lower-risk entry point for Vingroup to explore Australian investment opportunities.

Media and Reputation

- Highly prominent and influential in Vietnam:Vingroup is widely recognised as Vietnam's leading private conglomerate, with strong brand visibility and influence across multiple sectors.
- Reputation for scale and delivery: The Group is known for delivering large, complex developments at speed, particularly in residential and mixed-use precincts, contributing significantly to Vietnam's urbanisation.
- Global ambition, particularly in EV sector: VinFast has driven Vingroup's international profile, positioning the Group as an emerging global player in electric vehicles, though execution risks and financial performance have attracted scrutiny in international media.
- Mixed international perception: While respected for ambition and scale, international coverage has highlighted:
  - Challenges associated with rapid global expansion (particularly in EV markets).
  - Capital intensity and execution risks across diversified sectors.

Additional Information

Ocean Park - Site Visit

Strategic "mega city" development: 420 ha master-planned urban precinct in Gia Lâm, Hanoi, designed as a self-contained city integrating housing, education, retail and lifestyle amenities.

- High amenity / low density design: ~19% construction footprint, with a strong focus on open space, landscaping and liveability.
- Signature water infrastructure: 24.5 ha central lake and 6.1 ha saltwater lagoon anchoring a resort-style urban environment.
- Connectivity and access: Located minutes from key Hanoi bridges with integrated smart bus network and future rail connectivity.
- Integrated social infrastructure: Anchored by VinUniversity, Vinschool system and Vincom Mega Mall, supporting a full live–work–learn ecosystem.
- Extensive recreation offering: ~150 sports areas, >700 outdoor gym devices, 60+ playgrounds and large-scale BBQ park facilities.
- Diverse housing mix: High-end apartments, villas and shophouses supporting mixed-use urban activation and long-term population growth.
- Ocean Park includes VinUniversity and the Vinschool system, providing on-site education from school through to university level. This supports a self-contained "live–learn" community and helps attract long-term residents and skilled workers.

Key comparators between Ocean Park and ACT suburban development

- Similarities: Integrated precinct planning, strong lifestyle focus, co-location of housing and social infrastructure
- Vinhomes strength: Scale and speed via single developer model; landmark amenity (large lakes, resort-style features)
- ACT strength: Governance, sustainability and transport integration; balanced density and long-term planning
- Key contrast: Developer-led delivery vs government-led planning framework
- ACT offers a globally credible model for liveable density, climate-responsive planning, and transit-oriented growth.

Attachments

- Attachment A: Additional information on Vin Group businesses including Vinhomes, Vinpearl, Vinfast, Vinenergo and Vinuni
- Attachment B: Biographies of Vin Group Attendees
- Attachment C: ACT Data
- Appendix C: Invest in CBR Prospectus
- Appendix D: CBR Climate Action Prospectus

Attachment A: Additional Information on Vin Group Businesses

- Vinhomes: Vietnam's largest residential developer and the group's core city-building platform. Develops large-scale integrated communities incorporating housing, schools, healthcare, retail, public spaces, technology and mobility infrastructure. Vinhomes pioneered large-scale smart city developments in Vietnam.
- Vinpearl: Vietnam's leading domestic tourism, hospitality and leisure operator. Includes hotels, resorts, convention facilities, golf courses, amusement parks and destination management activities. Plays a major role in tourism development and regional economic growth.
- Vincom Retail: Vietnam's dominant retail mall operator with 83 centres across 44 provinces. Functions not only as retail infrastructure but also as community activation, entertainment and commercial precinct development.
- VinFast: Vietnam's leading electric vehicle manufacturer and the group's flagship global growth platform. Produces electric cars, motorcycles, e-bikes and buses, supported by substantial R&D capability and international technology partnerships. VinFast is central to Vietnam's green transport transition.
  - Founded in 2017 and transitioned to an electric vehicle manufacturer only in 2022.
  - ~36% automotive market share (2025).
  - Deliveries reached ~196,900 vehicles (+102% YoY) with revenue of ~AUD $5.2 billion (+105% YoY), though profitability remains a challenge with a ~AUD 5.6 billion net loss and negative margins.
  - With major manufacturing capacity in Vietnam and new facilities planned in India and Indonesia, VinFast is targeting North America, Europe, and Asia through a strategy focused on scale, cost reduction, and mass-market EV adoption.
  - Current manufacturing capacity in Vietnam ~250,000 vehicles/year; planned expansion to ~950,000 vehicles/year.
- Vinmec: A premium healthcare network comprising hospitals, clinics, research partnerships and specialist medical services. Positioned as a leader in private healthcare quality and international medical standards.
- Vinschool: Vietnam's largest private K-12 education network, focused on developing future talent and internationally benchmarked educational outcomes.
- VinUni: An internationally-focused university created to build Vietnam's future innovation, research and leadership capability through global partnerships and advanced research programs.
  - The university was formally approved in 2019 and commenced operations in 2020 with initial investment of approx. VND 6,500 billion (~AUD $356 million).
  - The university has established strategic collaborations with leading global institutions, including Cornell University and the University of Pennsylvania.
- VinEnergo: VinEnergo is an energy-focused subsidiary within the Vingroup ecosystem, established to support the group's growing demand for sustainable and integrated energy solutions, particularly in relation to VinFast's electric mobility ambitions.
- Emerging technology businesses: Includes VinAI, VinBrain, VinBigData, cybersecurity and digital platform businesses. These support AI development, healthcare technologies, data analytics, digital services and smart city applications across the wider Vingroup ecosystem.



Vinhomes (VinGroup Real Estate & Hospitality Platform)

Vinhomes is Vietnam's largest residential and integrated urban developer and the core platform through which Vingroup delivers masterplanned smart cities and mixed-use precincts. It combines housing, retail, education, healthcare, hospitality, and mobility into self-contained urban ecosystems. Highlights include:

- Market leader in large-scale developments ("mega-city" model).
- Typically single-developer delivery enabling speed, scale and integrated design.
- Flagship projects include Ocean Park (420 ha), Smart City (Hanoi), Grand Park (HCMC).

Vinhomes Development & Asset Model – Examples

1. Urban Residential & Mixed-Use

Component	Description	Example Project	Key Features / Scale
Residential (Apartments, Villas, Townhouses, Shophouses)	Diverse housing mix across high-density and landed products	Vinhomes Ocean Park (Hanoi)	High-rise towers (Sapphire/Ruby), waterfront villas, integrated shophouse streets
		Vinhomes Grand Park (HCMC)	Large-scale apartment clusters (tens of thousands of units), townhouses, commercial frontage
Retail (Vincom)	Large-format retail integrated within precincts	Vincom Mega Mall Ocean Park	Regional-scale shopping centre anchoring precinct activity
Education (Vinschool)	Embedded K–12 education system	Vinhomes Smart City (Hanoi)	Multiple campus facilities serving resident population
Healthcare (Vinmec)	Premium private hospital network	Vinmec Times City (Hanoi)	International-standard hospital integrated into residential area
Smart City Infrastructure	Digital platforms, mobility and security systems	Vinhomes Smart City (Hanoi)	Smart operations centre, AI surveillance, smart parking, app-based services
		Ocean Park (Hanoi)	Electric bus (VinBus) network, digital resident ecosystem

2. Hospitality (via Vinpearl Integration)

Category	Typical Offer	Example Asset	Indicative Scale / Features
Luxury Resorts	5-star beachfront or lakeside resort complexes	Vinpearl Resort & Spa Phu Quoc	600+ rooms/villas, integrated resort amenities

		Vinpearl Nha Trang (Hon Tre Island)	Multi-resort complex with golf, theme park and cable car access
Urban Hotels	4–5 star hotels within mixed-use developments	Vinpearl Landmark 81 (HCMC)	~150-500 rooms, Located within Vinhomes Central Park; luxury hotel in Vietnam's tallest tower
		Vinpearl Can Tho / Tay Ninh Hotels	Secondary city hotel developments integrated with urban centres
Serviced Apartments	Residential-hotel hybrid for extended stay	Vinhomes Central Park Serviced Residences	100–300+ units, hotel-style management, business traveller focus
		Vinpearl Luxury Residences	Branded residences combining ownership and hospitality services
Convention / MICE Facilities	Large-scale event and conference infrastructure	Vinpearl Convention Center Nha Trang	~1,500–2,000 pax capacity; integrated with resort complex
		Almaz Convention Center (Hanoi)	Located within Vinhomes Riverside; major events and conference venue

Investment Model

- Master developer retains control over planning, infrastructure, and anchor assets
- Revenue streams:
  - Residential sales (primary driver)
  - Retail leasing (Vincom)
  - Hospitality operations (Vinpearl)
  - Long-term asset appreciation

Typical investment structures:

- Joint ventures (local or international partners)
- Build–sell (residential) + hold (retail/hotels) hybrid model
- Integrated precinct PPP opportunities (emerging internationally)

Relevance to ACT

- Aligns with Canberra's pipeline of mixed-use precinct and urban renewal projects
- Potential partner for:
  - Hotel and accommodation expansion
  - Integrated precinct development
  - Transit-oriented development concepts

VinUniversity (VinUni)

VinUniversity is a private, not-for-profit, research-oriented university established by Vingroup to develop Vietnam's future talent, innovation and global research capacity.

- Established: 2019 (opened 2020)
- Initial investment: ~AUD $356 million [https://au...s/original]
- Strategic partners: Cornell University & University of Pennsylvania

Academic Structure -Core Colleges

1. College of Engineering & Computer Science
2. College of Business & Management
3. College of Health Sciences

Key Faculty & Research Areas

a. Engineering & Technology

- Artificial Intelligence & Machine Learning
- Data Science & Big Data (aligned with VinBigData)
- Robotics & smart systems
- Electrical engineering & smart mobility
- Cybersecurity and digital systems

b. Health & Biomedical

- Precision medicine & genomics
- Healthcare data analytics
- Medical technology innovation (linked to Vinmec)

c. Business & Innovation

- Digital economy and entrepreneurship
- Innovation ecosystems
- Sustainable development & ESG

Research Ecosystem

VinUni is embedded within Vingroup's broader innovation platform:

- **VinAI** – AI and machine learning research
- **VinBrain** – medical AI (diagnostics, radiology)
- **VinBigData** – data infrastructure and analytics
- Industry-linked research and commercialisation model

Relevance to ACT R&D Sector

Strong alignment with Canberra's priority areas:

VinUni Strength	ACT Capability Alignment
AI & data science	AI, cyber security, quantum research (ANU, UNSW Canberra)
Smart mobility	EV, transport systems, net-zero policy

Health innovation	genomics, digital health, medical research
Innovation ecosystems	startups, tech transfer, research commercialisation

Collaboration Opportunities

- Joint research programs (AI, mobility, clean energy)
- Student exchanges and PhD pathways
- Industry collaboration (VinFast + ACT institutions)
- Co-development of applied research centres

VinFast (Electric Vehicle & Mobility Platform)

VinFast is Vingroup's **global electric vehicle (EV) company** and its primary international growth platform.

- Founded: 2017; fully electric from 2022
- 2025 deliveries: ~196,900 vehicles (+102% YoY)
- Revenue: ~AUD $5.2 billion

Product & Technology

Vehicle Portfolio

- Electric SUVs (VF e34, VF6, VF7, VF8, VF9)
- Electric buses (VinBus)
- Electric scooters and e-bikes

VinFast Product Categories Overview

Product Category	Products / Models	Description	Target Customers / Use Case	Key Features
Electric SUVs (Core Lineup)	VF 3, VF 5, VF 6, VF 7, VF 8, VF 9	VinFast's main global offering, covering all SUV segments from micro to full-size luxury EVs	Urban drivers, families, premium EV buyers (global markets)	Full EV range, modern design, ADAS, OTA updates, AWD options in higher models
Electric Microcar / Mini EV	VF 3	Ultra-compact city vehicle designed for affordability and short-distance travel	First-time EV buyers, dense urban environments	Small size, low cost, simple features, ~200 km range
Electric Scooters / Motorcycles	Klara, Feliz, Theon, Evo series	Two-wheeled electric mobility solutions; dominant in Vietnam market	Daily commuters, urban riders, last-mile mobility	Removable batteries, app connectivity, anti-theft, low running cost
Electric Buses (Public Transport)	VinBus (e-bus fleet)	Electric buses operated under VinBus for public transit systems	Government transit systems, city commuters	Zero emissions, smart ticketing, fleet tracking, passenger info systems
Battery & Energy Solutions	Battery packs, charging infrastructure	Development and supply of EV batteries and charging ecosystems	Vehicle owners, infrastructure partners	Lithium-ion batteries, fast charging, vertical integration strategy
Smart Services & Software	Connected car platform, OTA systems	Digital ecosystem integrated into vehicles for enhanced functionality	All VinFast vehicle users	OTA updates, AI voice assistant, mobile app control, remote diagnostics

Legacy ICE Vehicles (Discontinued)	Lux A2.0, Lux SA2.0, Fadil	Gasoline-powered vehicles produced before EV transition	Former domestic car buyers	Traditional engines, BMW-based platforms (for Lux models), discontinued after 2022

Charging & Battery Overview (Across Lineup)

Model	Battery (kWh)	Range (WLTP or est.)	Drive
VF 3	~18	~200 km	RWD
VF 5	~37	~300 km (NEDC)	FWD
VF 6	~59.6	~381–399 km	FWD
VF 7	~75–90	~431–450 km	FWD/AWD
VF 8	~82	~391–420 km	AWD
VF 9	~123	~580–594 km	AWD

Technology Focus

- Battery systems and energy efficiency
- Smart vehicle software and connectivity
- Autonomous driving features (developing)
- Integration with smart cities and data platforms

Manufacturing & Scale

- Vietnam capacity: ~250,000 vehicles/year
- Planned expansion: ~950,000 vehicles/year globally
- New manufacturing planned in India & Indonesia

Market Position

- ~36% share of Vietnam automotive market (2025)
- Positioned as mid-range EV brand
- Competes with Tesla, BYD, Hyundai

Strengths

- Strong domestic market backing
- Rapid scaling capability
- Vertical integration across ecosystem

Challenges

- Profitability (significant losses to date)
- Brand recognition in global markets
- Technology maturity vs established EV leaders

International Expansion

- Active in North America, Europe, Asia-Pacific
- Australian presence: exploratory (R&D previously; not yet established retail footprint)

Relevance to ACT and Strategic Alignment

- ACT is a leader in EV adoption and renewable energy
- High EV uptake and supportive policy environment

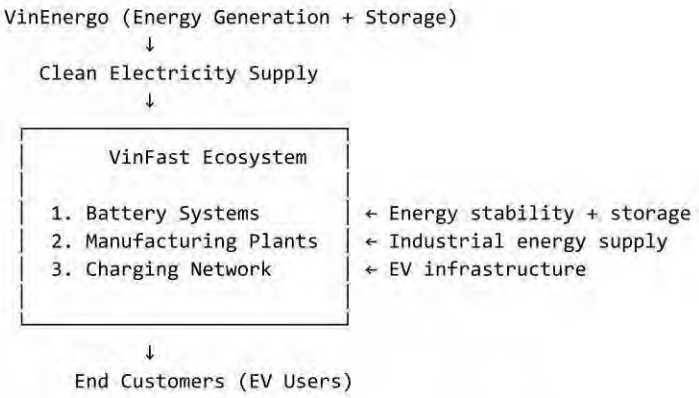
Potential Collaboration Areas

- EV dealership and pilot entry market
- Charging infrastructure partnerships
- Fleet electrification programs
- Workforce training (CIT Renewable Energy Centre)
- Demonstration city for integrated mobility solutions

VinEnergo–VinFast Ecosystem Integration

Overview

VinEnergo plays a strategic role in developing renewable energy, energy storage, and charging infrastructure capabilities that underpin Vingroup's broader shift toward electrification. Its activities include investments and development across power generation (including solar and potentially wind), energy management systems, and EV charging networks, helping ensure reliable, scalable energy supply for VinFast vehicles and associated infrastructure. Below is a visual of the ecosystem flow:



VinEnergo – VinFast Integration Map (End-to-End Value Chain with ACT Synergies)

Value Chain Stage	VinEnergo Role	Connection to VinFast	Impact	ACT Synergies
A. Power Generation (Upstream)	• Develops and invests in renewable energy (solar, potentially wind) • Secures electricity supply for the EV ecosystem	• Supplies clean electricity for: – Vehicle charging networks – Manufacturing plants • Supports VinFast's low-emission value proposition	Reduces lifecycle emissions of EVs and strengthens sustainability credentials	• Aligns with ACT's 100% renewable electricity target • Potential partnerships in solar and battery-backed energy supply • Supports decarbonised transport ecosystem

B. Battery Ecosystem (Core Integration)	• Supports energy storage solutions • Coordinates with battery partners • Potential involvement in grid-scale storage systems	• Enables: – Battery manufacturing stability – Charging resilience via storage • Complements VinFast's battery strategy	Improves battery reliability, charging stability, and grid efficiency	• Supports ACT grid stability via battery storage • Potential integration with distributed energy resources (DER) • Aligns with ACT big battery and energy storage initiatives
C. Charging Infrastructure (Customer-Facing Layer)	• Develops and operates EV charging networks • Manages grid connection, power distribution, optimisation	• Powers: – Public charging stations – Residential and commercial charging • Enables integrated EV + charging solutions	Ensures reliable, scalable, accessible charging	• Direct relevance to ACT EV adoption targets • Opportunity to expand public charging infrastructure • Integration with ACT smart city and transport planning
D. Manufacturing Operations (Industrial Layer)	• Supplies power to VinFast manufacturing facilities • Supports energy management systems	• Enables high-volume EV production • Stable energy input for automation • Future: green factory operations	Reduces operating costs and carbon footprint	• Potential attraction of clean-tech manufacturing investment to ACT region (long-term) • Knowledge transfer in green industrial practices • Supports broader Australian clean industry ambitions

Attachment B: Biographies of Vin Group Attendees

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Attachment C: ACT Data

ACT Tourism Visitation Data

Commented [FR1]: Needs to be updated.

Commented [GJ2R2]: Done. There is more specific Vietnam visitor data that was also included in an brief attachment I did for Sarah.

- Forecasts indicate the ACT's visitor economy is trending toward reaching $5 billion in visitor spend by 2030.
- ACT's visitor expenditure for the year ending March 2026 was $3.3 billion, from 4.6 million visitors. These visitors stayed 12.2 million visitor nights.
- For the year ending March 2026, ACT welcomed 191,000 international overnight visitors, and 2.5 million domestic overnight visitors.
- The top five international markets were China, United Kingdom, New Zealand, USA and India.
- Vietnam ranks the 7th highest source market for the ACT with approximately 6,000 visitors to the year ending March 2026.

Vietnam International Visitor Economy KPIs – March 2026

	Visitors ('000)	YoYD	Nights ('000)	YoYD	Spend (A$M)	YoYD	Avg Spend/ visit	YoYD
Australia	153	↓4%	7,222	↓5%	1,159	↑12%	7,575	↑17%
ACT*	6	n/a	237	n/a	21	n/a	3,500	n/a
ACT Share	<1%		3.3%		1.8%			

***small sample size, indicative only**

Visitors from Vietnam to Australia

- Over 153,000 Vietnamese travelled to Australia during the year ended March 2026 and has been consistently around this level since December 2023. Vietnam ranks as 16th largest visitor source market for Australia. Vietnamese tourists spent AUD 1.159 bn on their Australia trips; up 14% year on year.
- Visitation rates from Vietnam to Australia are forecast to grow at around 5% annually to 2030, which is slightly above average for all source markets.

Visitors from Vietnam to the ACT

- Vietnam is the ACT's equal seventh largest international market for visitation, attracting around 6,000 visitors in the 12 months to March 2026, which represents 3% of all international arrivals to the ACT. Since March 2024, Vietnamese visitation has grown 25% although has not reached pre-pandemic levels, suggesting room for growth.
- The main purpose of travel for visitors from Vietnam to the ACT is for VFR, at around two thirds of all trips (which is similar to the national proportion). Business, Education and Holiday travel reasons are not prominent for the ACT.
- The high VFR travel links to the local Vietnamese diaspora in Canberra, where 4,200 residents of the ACT were born in Vietnam – the 7th most common overseas country of birth for the ACT *(Census, 2021)*.

- The average trip spend of visitors from Vietnam to the ACT is around $3,500, which is similar to the ACT average overall but lower than the average for Australia (the ACT has a lower proportion of International students among all visitors from Vietnam).
- Currently around 5% of all Vietnamese visitors to NSW or Victoria visit the ACT. Being key gateways to Australia, and ACT's most well-connected states, growing the ACT's share of visitors to NSW and Victoria is a key driver of growth. New South Wales with 74,000 visitors from Vietnam for year ending March 2026 is marginally more popular that Victoria with 62,000 visitors from Vietnam.
- The ACT attracts more visitors from Vietnam than Tasmania and the Northern Territory, with Western Australia capturing 13,000 visitors in the year ending March 2026.
  Source: Tourism Research Australia, IVS Mar-26

ACT Hotel Accommodation Data

Accommodation snapshot: 2024-25 to 2025-25 (YTF May 2026) (properties with 10 or more rooms)

Commented [FR3]: @Garrett, Justin for review.

Commented [GJ4R4]: Updated and refined to latest available data for YTF May-2026. I removed the table that showed the 6 month trend for occupancy by city as the overall table should cover that. It just made it more confusing with too many numbers.

	Year ending Jun 2024	Year ending Jun 2025	Year to date May 2026
Properties – Canberra	75	75	73
Available rooms	7,792	7,823	7,719
Occupancy – Canberra	69%	71%	72%
Occupancy – National	71%	72%	74%
Revenue Per Available Room (RevPAR) – Canberra	$136	$138	$141
RevPAR – National	$168	$173	$185

City	Occupancy rate YTD May 2025	Occupancy Rate YTD May 2026
Canberra	69%	69%
Sydney	80%	82%
Melbourne	74%	74%
Brisbane	74%	75%
Adelaide	76%	77%
Hobart	82%	82%
Newcastle	71%	69%

ACT EV Status

Category	Metric	Value
EV Uptake	Total EVs registered	16,322 (June 2026)[1]
	Share of total vehicle fleet	~4.7%[1]
	Share of new car sales	~20%[2]
	EV ownership per capita	Highest in Australia[3]
Infrastructure	Public charging stations	180+ stations[4]

	Charging bays	~300+ bays[4]
	Pipeline additions	~40+ chargers / 70+ bays funded
Sources	[1] AEVA ACT · [2] ACT Government Media Release · [3] ACT Government · [4] ACT Government – Our Canberra	

ACT EV / Hybrid Retail Range

Brand	Category retailed
Tesla	BEV
BYD	BEV, PHEV
Hyundai	BEV, HEV
Kia	BEV, HEV, PHEV
Nissan	BEV
Toyota	HEV, BEV
Mitsubishi	PHEV, HEV
BMW	BEV, PHEV
GWM (Haval/ORA)	BEV, PHEV
MG	BEV, PHEV
Polestar	BEV
Mazda	BEV (limited), HEV
Lexus	HEV, PHEV
Volvo	BEV, PHEV
Mercedes-Benz	BEV, PHEV

EV Competitive position summary

Factor	Winner	VinFast position
Price	BYD	Mid-range (not cheap enough)
Range	Tesla / Hyundai	Slightly behind
Tech	Tesla	Decent but less refined
Reliability	Hyundai	Weakest currently
Value	BYD / Hyundai	Mixed

From: "Holly, Chris" <Chris.Holly@act.gov.au>
Sent: 30/06/2026 12:23 PM
To: "Farha, Rejwana" <Rejwana.Farha@act.gov.au>
Subject: FW: Vingroup's meeting with ACT Minister [SEC=OFFICIAL]
Attachments: 2024.05_Vingroup Corporate Presentation (1).pdf, Profile of Mr Nguyen Quoc Tuan - VGR.docx, Welcome ACT agenda_6 Jul.xlsx

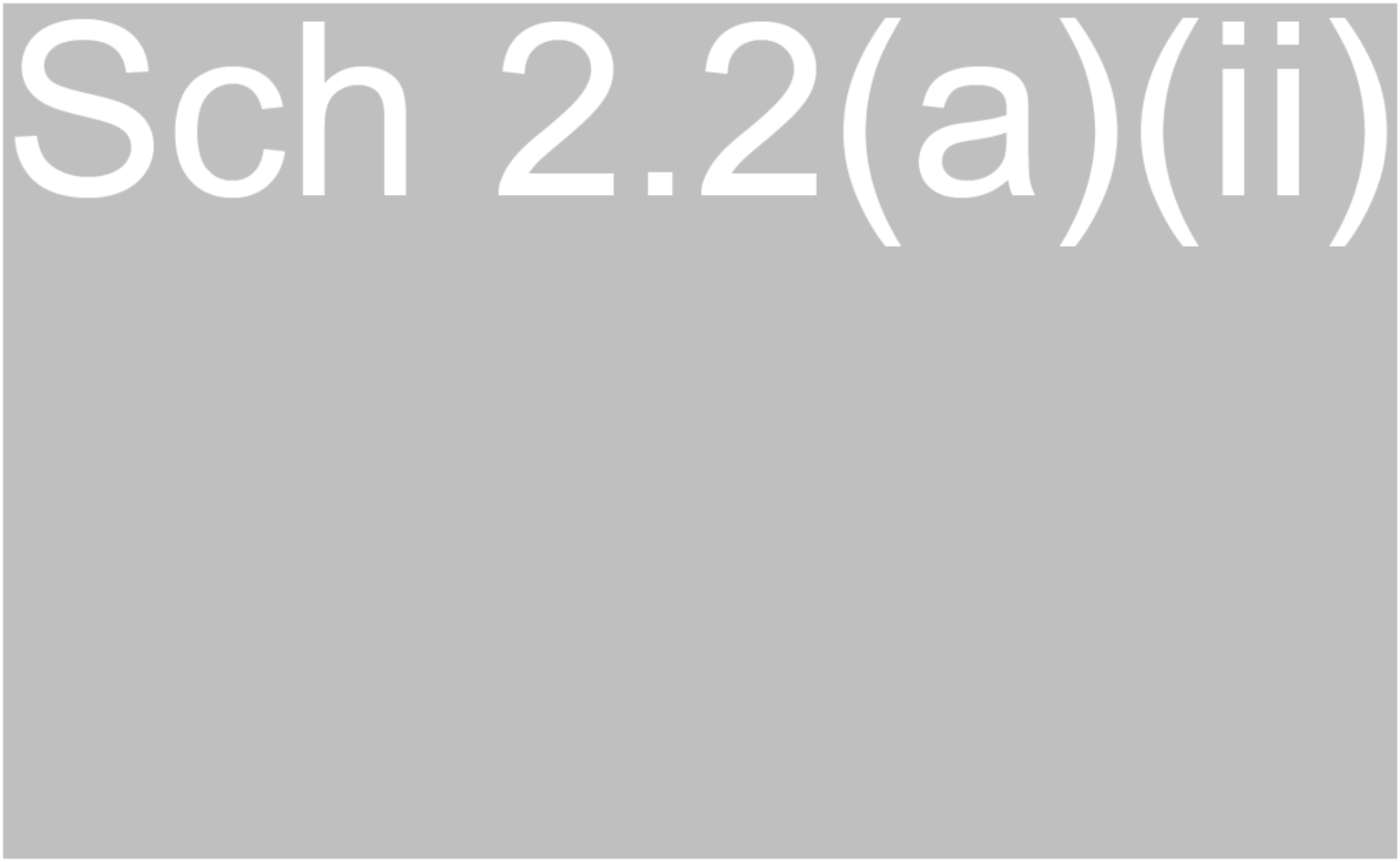
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FYI for VinGroup…

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WELCOME AUSTRALIAN CAPITAL TERITORY AGENDA
Participants

Australian Capital Territory (ACT)		Vingroup	
Mr Andrew Barr MLA	ACT Chief Minister	Sch 2.2(a)(ii)	Vice Chairman & Deputy CEO, Vingroup
Ms Yersheena O'Donoghue	Deputy Chief of Staff		
Mr Brendan Smyth OSI	ACT Commissioner for International Engagement		CFO, CIO Vinhomes
Mr Jonathan Kobus PSM	CEO Study Canberra & Visit Canberra		CIO, Vinpearl CFO, VinEnergo

6 Jul - Site visit OCP, Presentation at VinUni & Meeting at VPTĐ (10:00 - 12:30)

Time	Depart	Arrival	Content	Project Sequence	Estimated Duration	Contact Point	Note
outside scope			Two VinFast VF 9 vehicles arrive outside the Australian Embassy to pick up the delegation.				No stop required
outside scope		TechnoPark Tower Vinhomes Ocean Park 1	Transfer the delegation from the Australian Embassy to Vinhomes Ocean Park (OCP).		50 mins		No stop required
Sch 2.2(a)(ii), outside scope							
10:25 - 10:40	TechnoPark Tower	Vincom OceanPark	Site visit of Vinhomes Ocean Park: TechnoPark → Dewey School → Brighton College → Vinschool → Pearl Lake → Crystal Lagoon → Vincom Mega Mall.		15 mins		No stop required
10:40-10:45	Vincom OCP	VinUni	Transfer the delegation to VinUni.		5 mins	Contact Poin[redacted] - updating	No stop required
10:45 - 10:55	VinUni		Campus tour of VinUni.	Delegation Pick-up at the Australian Embassy — TechnoPark → Vinhomes Ocean Park Site Visit → VinUni → Vingroup Headquarters	10 mins		No stop required
10:55 - 11:10	VinUni		Presentation by the VinUni representative.		15 mins		No stop required
11:10 - 11:30	VinUni	VPTĐ	Transfer the delegation from VinUni to the Vingroup Headquarters.		20 mins		No stop required
11:30-11:35	VPTĐ		Welcome the delegation at Vingroup Headquarters.		5 mins	Contact Point Vingroup - updating	No stop required
11:35-11:45	VPTĐ		Opening remarks by the ACT delegation and the Vingroup representative.		10 mins		No stop required
11:45 - 12:10	VPTĐ		Meeting, followed by presentations from the respective business units (P&Ls).		25 mins		No stop required
12:10 - 12:30	VPTĐ		Q&A session and discussion on potential areas of collaboration.		20 mins		No stop required
12:30	VPTĐ		Conclusion of the visit and farewell to the delegation.				No stop required

From: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>
Sent: 01/07/2026 9:45 PM
To: "Gowling, Emma" <Emma.Gowling@act.gov.au>; "Smyth, Brendan" <Brendan.Smyth@act.gov.au>; "Balaretnaraja, Ash" <Ash.Balaretnaraja@act.gov.au>; "Kobus, Jonathan" <Jonathan.Kobus@act.gov.au>; "Staruszkiewicz, Sarah" <Sarah.Staruszkiewicz@act.gov.au>; "Holly, Chris" <Chris.Holly@act.gov.au>; "Farha, Rejwana" <Rejwana.Farha@act.gov.au>
Subject: TM Briefing Pack from Hanoi
Attachments: Briefing pack for ACT Delegation.docx

OFFICIAL

Hi all
See attached engagement briefing pack from Post in Hanoi – information that will assist with finalising our briefs tomorrow.
Cheers
MH

Get Outlook for iOS

From: Sch 2 s 2.2(a)(ii) <Sch 2 s 2.2(a)(ii) dfat.gov.au>
Sent: Wednesday, July 1, 2026 7:43 pm
To: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>; Sch 2 s 2.2(a)(ii) t <Sch 2 s 2.2(a)(ii) dfat.gov.au>
Cc: zz [External] Sch 2 s 2.2(a)(ii) austrade.gov.au <Sch 2 s 2.2(a)(ii) austrade.gov.au>; e s <Sch 2 s 2.2(a)(ii) dfat.gov.au>
Subject: RE: Updated Trade Mission Program - attached [SEC=OFFICIAL]

Caution: This email originated from outside of the ACT Government. Do not click links or open attachments unless you recognise the sender and know the content is safe.

OFFICIAL

Hi Matt

Find **attached** a draft Hanoi briefing pack with bios and meeting format details.
As you will see, some details still need to be confirmed.
We will try to confirm this before the CMs departure.
Otherwise, we will provide an updated pack to the delegation on Sunday.
Look forward to speaking tomorrow.
Regards
e

Program

ACT Chief Minister Visit

Hanoi, 5-8 July 2026

Monday 6 July

outside scope

outside scope

Ocean Park and Vin University Tour

Time and Place	Key attendees
Monday 6 July 2026 10:30-11:15 Vin Ocean Park, Gia Lam, Hanoi	Sch 2.2(a)(ii), Investor Relations, Vinhomes **Embassy** Sch 2.2(a)(ii), Senior Trade and Investment Commissioner Sch 2.2(a)(ii) Environment Counsellor Sch 2.2(a)(ii) Investment Adviser Sch 2.2(a)(ii) Business Development Manager, Austrade

Context

Meeting with Vin Group

Time and Place	Key attendees
Monday 6 July 2026 11:30-12.30 Vin Group Head Office 7 Bang Lang St., Long Bien, Hanoi	- Sch 2 s 2.2(a)(ii) en [redacted]n, Vice Chairman & Deputy CEO, Vingroup (TBC) - [redacted]x [redacted]m, CFO, CIO Vinhomes - Sch 2 s 2.2(a)(ii) h [redacted]g, CIO, Vinpearl Sch 2 s 2.2(a)(ii) [redacted] CFO, VinEnergo - Representative of Vin University **Embassy** Sch 2 s 2.2(a)(ii) [redacted] Senior Trade and Investment Commissioner Sch 2 s 2.2(a)(ii) [redacted] Environment Counsellor Sch 2 s 2.2(a)(ii) [redacted] nvestment Adviser (visit coordinator) Sch 2 s 2.2(a)(ii) [redacted] Business Development Manager, Austrade

TBC

BIOGRAPHIES

Sch 2 s 2.2(a)(ii)

Sch 2 s 2.2(a)(ii)

Vice Chairman & Deputy CEO, Vingroup

Sch 2 s 2.2(a)(ii)

From: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>
Sent: 01/07/2026 7:18 PM
To: "Farha, Rejwana" <Rejwana.Farha@act.gov.au>
Cc: "Holly, Chris" <Chris.Holly@act.gov.au>
Subject: FW: ACT Government trade mission - Monday 6 July Engagements [SEC=OFFICIAL:Sensitive]
Attachments: ACT Government Vietnam Trade Mission Engagement proposed outcomes - Hanoi Post 29 June 2026.docx

OFFICIAL

Hi Rej – there is a brief overview of all engagements in the attached document.

Green Economy etc – is page 3

The other one is in a separate email.

MH

copy

From: "Holly, Chris" <Chris.Holly@act.gov.au>
Sent: 30/06/2026 12:22 PM
To: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>
Cc: "Kobus, Jonathan" <Jonathan.Kobus@act.gov.au>; "Balaretnaraja, Ash" <Ash.Balaretnaraja@act.gov.au>; "Farha, Rejwana" <Rejwana.Farha@act.gov.au>; "Gowling, Emma" <Emma.Gowling@act.gov.au>
Subject: RE: Vietnam Mission briefs

OFFICIAL: Sensitive

Hi Matt,
Apologies, just found your previous email – ignore me!

Cheers
Chris

From: Holly, Chris
Sent: Tuesday, 30 June 2026 12:06 PM
To: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>
Cc: Kobus, Jonathan <Jonathan.Kobus@act.gov.au>; Balaretnaraja, Ash <Ash.Balaretnaraja@act.gov.au>; Farha, Rejwana <Rejwana.Farha@act.gov.au>; Gowling, Emma <Emma.Gowling@act.gov.au>
Subject: Vietnam Mission briefs

Hi Matt,
As we are rounding out Mission briefs for VinGroup, outside scope , just wanted to check in if post has provided any counterpart attendees for meetings?
Are they able to provide biographies for attendees, and if not, do you have names we can start to prepare biographies for?

Regards
Chris

Chris Holly
Director | Investment Attraction and Programs | Tourism and Investment
T: +61 (0) 2 6207 6366 | E: chris.holly@act.gov.au | W: canberra.com.au

Economic Development | Chief Minister, Treasury and Economic Development Directorate | ACT Government
Constitution Place, 220 London Circuit, Canberra City | GPO Box 158 Canberra ACT 2601 | www.act.gov.au

ACT Government | CANBERRA

From: "Balaretnaraja, Ash" <Ash.Balaretnaraja@act.gov.au>
Sent: 25/06/2026 4:19 PM
To: "Holly, Chris" <Chris.Holly@act.gov.au>; "Farha, Rejwana" <Rejwana.Farha@act.gov.au>
Subject: FW: ACT Government trade mission - Monday 6 July Engagements

OFFICIAL

FYI

copy

From: "Farha, Rejwana"
Sent: 25/03/2026 4:53 PM
To: "Lalor, Justin" <Justin.Lalor@act.gov.au>; "Kobus, Jonathan" <Jonathan.Kobus@act.gov.au>
Cc: "Holly, Chris" <Chris.Holly@act.gov.au>
Subject: Vietnam Trade Mission - Hotelier Engagement Interim Findings
Attachments: Vietnam Trade Mission - Hotel - Interim Report 25 March 2026.docx

Hi JK, Justin,

Following our preliminary review, please find attached summary findings on VN hotel companies with Australian activities.

We wanted to flag that there are some potential sensitivities regarding engagements with hotel companies. As such, we recommend seeking further advice from Post to help determine whether any meetings should be considered for inclusion in the program at this stage.

We are happy to support with additional briefing material as needed.

Kind regards,
Rez

Rejwana Farha | Assistant Director, Investment Attraction and Programs | Tourism and Investment
T: +61 (0) 2 6205 8336 |E: Rejwana.farha@act.gov.au I W: canberra.com.au

Economic Development |Chief Minister, Treasury and Economic Development Directorate
Constitution Place, 220 London Circuit, Canberra City | GPO Box 158 Canberra ACT 2601 | www.act.gov.au

Vietnam Trade Mission – Hotelier Engagement Interim Findings

This report is based on desktop research into Vietnamese entities with existing Australian activity, namely:

outside scope

- Vin Group.

It is recommended that OIE consult post in Vietnam to seek further advice and suitability of any meeting.

1. **Australian activity**

outside scope

Cape Wickham Golf Course (Vingroup)

- Vinpearl Golf Vietnam took over management of Cape Wickham Golf Links, King Island, Tasmania, in August 2024.
- It is regarded as top-14 course globally.
- The iconic 18th hole is at risk of "sliding into the sea" due to storms and coastal erosion. Vinpearl plans major remedial works.

2. **Sensitivities of companies**



Vin Group (Hanoi)

- Vingroup has been involved in a high-profile legal dispute where it sued 68 individuals and organisations for allegedly spreading false information about the group's finances, product quality, and leadership.
- These are reputation-centric issues, but they do suggest the group is sensitive to criticism, and public perception is mixed.
- Vinpearl Golf Vietnam took over management of Cape Wickham Golf Links, King Island, Tasmania, in August 2024.
- There is no controversy around Vingroup/Vinpearl in relation to their ownership/management of the Cape Wickham golf course, apart from natural environment erosion challenges, which they are actively seeking approvals to remediate.

From: "Holly, Chris" <Chris.Holly@act.gov.au>
Sent: 23/03/2026 3:30 PM
To: "Farha, Rejwana" <Rejwana.Farha@act.gov.au>
Subject: FW: CIT EV, hotels and space - Vietnam Mission
Attachments: Vietnam - space, hotels, CIT EV backgrounder.docx

OFFICIAL: Sensitive

FYI

From: Holly, Chris
Sent: Monday, 23 March 2026 9:11 AM
To: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>; Staruszkiewicz, Sarah <Sarah.Staruszkiewicz@act.gov.au>; Smyth, Brendan <Brendan.Smyth@act.gov.au>; Papasidero, Kiara <Kiara.Papasidero@act.gov.au>
Cc: Lalor, Justin <Justin.Lalor@act.gov.au>; Kobus, Jonathan <Jonathan.Kobus@act.gov.au>; Gowling, Emma <Emma.Gowling@act.gov.au>
Subject: RE: CIT EV, hotels and space - Vietnam Mission

Morning all,
In response to Matt's request, please find attached research summary document for Vietnam…

Kind regards
Chris

From: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>
Sent: Monday, 23 March 2026 9:04 AM
To: Holly, Chris <Chris.Holly@act.gov.au>; Staruszkiewicz, Sarah <Sarah.Staruszkiewicz@act.gov.au>
Cc: Lalor, Justin <Justin.Lalor@act.gov.au>; Kobus, Jonathan <Jonathan.Kobus@act.gov.au>
Subject: RE: CIT EV, hotels and space - Vietnam Mission

OFFICIAL: Sensitive

Morning all – Sch 2.2(a)(ii) . Kiara is back in my team now and will be supporting me with this trade mission. She will be in the meeting.

Chris - could you please resend this email to Brendan, Emma and Kiara so it can be discussed at 3pm?

Thank you.

From: Holly, Chris <Chris.Holly@act.gov.au>
Sent: Thursday, 19 March 2026 3:44 PM
To: Heffernan, Matthew <Matthew.Heffernan@act.gov.au>; Staruszkiewicz, Sarah <Sarah.Staruszkiewicz@act.gov.au>
Cc: Lalor, Justin <Justin.Lalor@act.gov.au>; Kobus, Jonathan <Jonathan.Kobus@act.gov.au>
Subject: CIT EV, hotels and space - Vietnam Mission

OFFICIAL: Sensitive

Hi Matt,
Please find attached some background desktop research to underpin the suggestions for:
outside scope

- hoteliers who have made investments in Australia.
- I've also included some space-related background as backup as well -however, I've not included space in the program document

Let us know if further information is required…

Regards
Chris

Appendix A

Vietnam hotel background

outside scope

Vingroup

Vietnam's largest conglomerate; Chairman Sch 2 2(a)(ii) g; CEO Sch 2 2(a)(ii) n.
Verticals: Vinpearl, Vinhomes, VinFast.

Source: Org Chart

Historic Australia Activity: Sydney CBD site acquired for proposed 172-room hotel. (Hospitality Directory).

Hotel Typology: Vinpearl portfolio spans 200–500 room resorts; could downscale to 150–220 key city luxury.

outside scope

From: "Farha, Rejwana"
Sent: 12/03/2026 4:39 PM
To: "Lalor, Justin" <Justin.Lalor@act.gov.au>; "Staruszkiewicz, Sarah" <Sarah.Staruszkiewicz@act.gov.au>
Cc: "Holly, Chris" <Chris.Holly@act.gov.au>
Subject: Vietnam Trade Mission
Attachments: ACT_Vietnam_Trade Mission_Summary .docx

Hi both,

Please find attached a short summary of our background research for Vietnam trade mission.

If you have any questions or would like us to expand on any of the areas covered, please don't hesitate to reach out.
We're very happy to discuss or refine anything further.

Kind regards
Rez

Rejwana Farha | Assistant Director, Investment Attraction and Programs | Tourism and Investment
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Economic Development |Chief Minister, Treasury and Economic Development Directorate
Constitution Place, 220 London Circuit, Canberra City | GPO Box 158 Canberra ACT 2601 | www.act.gov.au

ACT × Vietnam Trade Mission — 2-Page Brief

outside scope

outside scope

5) Tourism & Investment (Hotels)

outside scope

outside scope

- ✓ Vingroup (Vietnam's largest conglomerate) — Hospitality arm Vinpearl operates large-scale (200–500 room) resorts; historically acquired a Sydney CBD site for a 172-room hotel and could downscale to 150–220 key luxury city assets suitable for Canberra.

outside scope

From: "Heffernan, Matthew" <Matthew.Heffernan@act.gov.au>
Sent: 29/06/2026 11:25 AM
To: "Holly, Chris" <Chris.Holly@act.gov.au>; "Staruszkiewicz, Sarah" <Sarah.Staruszkiewicz@act.gov.au>
Subject: FW: Vingroup's meeting with ACT Minister [SEC=OFFICIAL]
Attachments: 2024.05_Vingroup Corporate Presentation (1).pdf, Sch 2.2(a)(ii) VGR.docx, Welcome ACT agenda_6 Jul.xlsx

OFFICIAL

Morning
FYI – see attached for the Vin Group brief.
MH

copy

copy

copy

CMTEDDFOI 2026-209 - Freedom of Information Document Search

Duration: 1 August 2025 and 30 July 2026

Messages Send feedback

CH Holly, Chris

[redacted]

Farha, Rejwana (You) 25/03 2:03 pm

Vingroup_Deep_Dive.docx ...

Vingroup_Deep_Div... ...
CMTEDDInvestmentFac...

Holly, Chris 02/07 4:51 pm

CH Just caught JK - he forgot to mention VinGroup are doing some development in NT near Darwin - will search for that as the Ambassador said he's just visited it. JK couldn't remember what it was (Doh!).
Anyway JK said great job on including fine detail in brief on ACT EV cars and dealers as the Ambassador reckons VinFast are super keen to expand into Australian market.

No publicly listed developments, but they opened a Darwin office...

On 21 June 2024, Vingroup's Board approved the creation of:

> **Representative Office of Vingroup in Australia**
> Address: Level 7, 24 Mitchell Street, Darwin, Northern Territory 0800

The stated purpose was:

> "to conduct market research, identify and evaluate new business opportunities in Australia." [ircdn.vingroup.net], [cmsv5.fingroup.vn]

This is significant because Darwin was specifically selected rather than Sydney or Melbourne, suggesting a strategic interest in Northern Australia and Southeast Asia-facing opportunities.

I'll add that into the Australian footprint section of the brief now.

24/03 11:21 am

Among the list, Kita Group in HCMC and VinGroup in Hanoi seems to be ticking the box for current presence in Australia.

Company	Hanoi Office	Ho Chi Minh City Office	Citations
outside scope			
Vingroup / Vinpearl	Yes (HQ)	Not listed	[vingroup.net]
Sch 2 s 2.2(a)(ii), outside scope, Sch 2.2(a)(ii)			
outside scope			

Holly, Chris 30/06 12:36 pm

I got Copilot to summarise the pdf on VinGroup and potential areas of match for ACT.
The likely attendees are in the spreadsheet in the top area - we can start to search for them as well. I can see what is available online to start with if you like.
See what the document below can provide for updating our current briefs.

AI - Vingroup Overview and ...



Hmm, new development - the Prospectus now needs to get cleared by DDG in parallel with CMO - they are all aware that we have a deadline and that all content has been cleared by relevant areas (CRA, CED, major projects, etc).
Hopefully just a formality for us...

> Holly, Chris 01/07/2026 9:48 am
> Just in briefs and reviewing - what's our usual convention, do we state financials in USD or AUD?

I think most of them in Vin Group are in USD. I will have a final review and make them consistent. Do you prefer AUD for all $?

Holly, Chris 01/07 9:57 am

CH

outside scope

The hyperlinks to Vingroup subsidiaries may not work for them while they are over there. Is there additional information that may be useful, and, if so, should we provide an attachment with additional information?
Again, how do we make it easy and avoid the risk of not being able to access additional info?
Do you want me to make an attachment?

Holly, Chris 11/06 2:32 pm

Great work - VinGroup has hotels, hospitality school and EV manufacture - might be worth pursuing more:

- **Hotels**: Vinpearl – large integrated resort operator (~16k rooms, multi-asset tourism ecosystem)
- **Infrastructure**: Primarily via **urban mega-developments (Vinhomes)** + retail + embedded city infrastructure
- **EV / Net Zero**: VinFast is core growth pillar; major EV + charging ecosystem aligned with net-zero
- **Training / VET**: Education via Vinschool & VinUni; workforce training embedded across industries rather than standalone VET
- **Australia**:
  - Former Melbourne R&D centre (now closed)
  - Some financing collaboration; no major active footprint
-

Did you do a company backgrounder on VinGroup?
Looks like a few potential touchpoints for CIT...

11/06 2:39 pm

yes, we did a company backgrounder for Vin group. Some of the info needs to be updated. Will share a revised version. Earlier version is in the Vietnam folder in Sharepoint Trade Mission folder

Holly, Chris 17/06 3:05 pm

Thank you - VinGroup is being lined up - but still awaiting advice if it is hotel or net zero.

outside scope

Holly, Chris 02/07 11:35 am

There's one more for Vingroup in the new stuf from post - happy for me to add it in?

02/07 11:38 am

I have added bio for Sch 2.2(a)(ii) n, Vice Chairman & Deputy CEO, Vingroup from Matt's briefing pack. If there's more, pls add them in.

01/07 1:18 pm

I have added expanded sections for Vinhomes, VinUni and VinFast. Sorry, I didnt keep note, did you say Vin Pearl as well?

Holly, Chris 01/07 1:23 pm

Yes please, for VinPearl - just a hotel activity summary like outside scope.

outside scope

01/07 1:26 pm

Best use of you time- you can review the Vin brief altogether including the attachments, check if it flows well etc.

Holly, Chris 01/07 1:33 pm

One of the attendees listed for Vingroup is from Vinenergo - do we have a background for Vinenergo?

01/07 1:35 pm

No we haven't done one for Vinenergo. Will add

Should we do a small overview in the body or a full backgrounder in attachment after Vinfast?

Holly, Chris 01/07 1:38 pm

Can I give you a quick call on Vingroup?

Holly, Chris 01/07 2:22 pm

I will work on roundtable first thing in the morning – speaking notes for Chief. I kinda started before, so happy to continue on that - if you can focus on our briefs and we can focus on Becamex tomorrow morning...

01/07 2:26 pm

Sounds like a plan!

Holly, Chris 01/07 2:35 pm

Thanks - why am I not surprised that there would still be briefs to do?

01/07 3:28 pm

Vin Group is ready here with changes discussed: Brief - Vin Group - Vietnam Trade Mission - July 2026.docx

Holly, Chris 30/06 1:10 pm

I've started a search, can you also either use AI or Google to validate my searches so far? One of them is not publicly listed as VinGroup but the search result appears to be someone closely aligned with the career and qualifications...

VinGroup Bios - DRAFT.docx

Holly, Chris 17/06 2:14 pm

Apologies for urgency
Could you pull together some quick, high level dot points on VinGroup (VinFast and Hotels) and send to JK/Ash/Emma – as they need to understand the nature of the EV and hotels.
Probably just need 3-5 dot points on each group? Could you do that in next 15 mins and email?

25/03 4:13 pm

almost there

Do you want me to put it in a word doc?

Vietnam Trade Mission – hotelier engagement interim findings

This interim report is based on desktop research into Vietnamese entities with existing Australian activity, [redacted] and Vin Group.

Vin Group (Hanoi)

Sch 2.2(a)(xi)

Holly, Chris 25/03 3:30 pm

Hi Rez,
Could you structure it as per the following - probably just a simple cut and paste under each company and note for each that these are uncertainties/sensitivities

Vietnam Trade Mission – hotelier engagement interim findings.

This interim report is based on desktop research into Vietnamese entities with existing Australian activity, namely KITA Group, Arthur Winston Group (AWG) and Vin Group,

Vin Group

Risks and uncertainties grouped here

Sch 2.2(a)(xi), Sch 2.2(a)(xvi)

Based on extensive desktop research into outside scope G) and Vin Group, we identified:

outside scope

Sch 2.2(a)(xi), Sch 2.2(a)(xvi)

Yes, see the first document where there is risk assessment table summarising key info. I am leaning towards a no go for the hotels as none of them are 100% without controversy. If they must see someone, it can be VinGroup with caution. I have also added the summary concerns and notes against these 3 in the table here: vietnam_hotels_matrix.xlsx

vietnam_hotels_matrix.xlsx
CMTEDDInvestmentFacilitationan...

Out of scope

25/03 1:57 pm

Vingroup's legal blitz won't restore its credibility - Asia Times



Vingroup's legal blit...
Vietnam's largest conglomerate, Vingroup, has announced plan...
asiatimes.com

Holly, Chris 25/03 2:01 pm

EV maker VinFast's losses heap pressure on parent Vingroup as foreign investors sell | Reuters

Url Preview for EV maker VinFast's losses heap pressure on parent Vingroup as

EV maker VinFast's losses he...
Vietnamese conglomerate Vingroup is facing renewed scrutiny on its...
www.reuters.com

Company	Overview	Website	Capital Source	Business model	Size	Property type	Number of rooms	Australian activity	Intl presence	Headquarters city	Ownership / Leadership	Controversies	Notes
Vingroup / Vinpearl	Vietnam's largest hospitality & entertainment chain with 44 properties	https://vinpearl.com/en/	Vietnamese conglomerate Vingroup	Owns and operates resorts, hotels, theme parks	30 hotels, 15,900+ rooms/villas	Luxury & upper mid-range	15,900+ rooms/villas	Manages Cape Wickham Golf Links golf course in Australia (Tasmania) Owned Lang Lang proving ground, sold in 2026.	Limited; plans further expansion	(Corporate group HQ in Vietnam – city not specified in cited page)	Member of Vingroup (leadership not listed on cited page)	Sch 2.2(a)(xi), Sch 2.2(a)(xvi)	

3. Vingroup / Vinpearl

Headquarters: Hanoi, Vietnam. (All Vingroup operations HQ here; not stated in pr

Ownership: Vietnamese private conglomerate Vingroup, founded by Sch 2.2(a)(ii)

Leadership: Not listed in provided sources.

Financials:

No financial statements provided, but:

Operates **44 properties** and **30 hotels**;

Over **15,900 rooms and villas**;

Includes golf courses, theme parks, and entertainment complexes.

Business Model: [dlr.skift.com]

Large-scale vertically integrated hospitality + entertainment operator.

Owns and manages hotels, theme parks, conservation parks, golf courses.

Size:

Nationwide portfolio: 44 properties in 17 provinces.

15,900+ rooms.

Australian Activity: [dlr.skift.com]

Owns **one golf course in Australia**.

International Presence: [dlr.skift.com]

Primarily Vietnam with early international footprint (golf course in Australia).

Plans further global expansion. [dlr.skift.com]