

Số: ~~102~~.HN/2026/CV-VINPEARL
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Khánh Hòa, ngày 16 tháng 04 năm 2026
Khanhhoa, April 16, 2026

CÔNG BỐ THÔNG TIN
INFORMATION DISCLOSURE

Kính gửi/To: - Ủy ban Chứng khoán Nhà nước/ *State Securities Commission*
- Sở giao dịch chứng khoán TP Hồ Chí Minh/ *Hochiminh Stock Exchange*

- Tên tổ chức/Name of organization: CÔNG TY CỔ PHẦN VINPEARL/VINPEARL JOINT STOCK COMPANY
 - Mã chứng khoán/Stock code: VPL
 - Địa chỉ/Address: Đảo Hòn Tre, Phường Nha Trang, Tỉnh Khánh Hoà, Việt Nam/Hon Tre Island, Nha Trang Ward, Khanh Hoa Province, Vietnam
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 - E-mail: ir@vinpearl.com

2. Nội dung thông tin công bố/Contents of disclosure:

Tiếp theo Công văn số 077/2026/CV-VINPEARL ngày 03/04/2026 v/v tổ chức cuộc họp Đại hội đồng cổ đông (“ĐHĐCĐ”) thường niên năm 2026 và công bố tài liệu phục vụ cuộc họp, căn cứ quy định của Luật Doanh nghiệp và Điều lệ Công ty, chúng tôi xin công bố thông tin về việc điều chỉnh nội dung **“Tờ trình về kết quả kinh doanh năm 2025 và kế hoạch kinh doanh năm 2026”** với lý do giải trình như sau:

Việc điều chỉnh các chỉ tiêu kế hoạch kinh doanh năm 2026 được căn cứ trên kết quả hoạt động kinh doanh thực tế trong Quý I/2026 và các chuyển biến tích cực từ công tác quản trị phương án tài chính của Công ty. Sự thay đổi này nhằm đảm bảo các mục tiêu được xây dựng sát với tình hình thực tế và tối ưu hóa lợi ích cho Quý Cổ đông.

Chi tiết các nội dung điều chỉnh kính mời Quý Cổ đông tham chiếu tại **Tờ trình cập nhật** đính kèm văn bản này.

Following Official Letter No. 077/2026/CV-VINPEARL dated April 3, 2026, regarding the organization of the 2026 Annual General Meeting of Shareholders (“AGM”) and the disclosure of meeting documents; pursuant to the Law on Enterprises and the Company’s Charter, we hereby disclose the adjustments to the “Proposal on 2025 Business Results and 2026 Business Plan” with the following explanation:

The adjustment of the 2026 business plan targets is based on the actual business performance in the first quarter of 2026 and positive developments from the Company’s financial management initiatives. These changes aim to ensure that the targets are closely aligned with the current situation and to optimize benefits for our valued Shareholders.

For detailed information regarding the adjustments, Shareholders are cordially invited to refer to the Updated Proposal attached to this document.

Thông tin này được công bố trên trang thông tin điện tử của Công Ty vào tại đường dẫn: <https://vinpearl.com/vi> mục Quan hệ cổ đông.



*This information was published on the Company's website at the following link:
<https://vinpearl.com/vi> under the "Investor Relations" section.*

Chúng tôi xin cam kết các thông tin công bố trên đây là đúng sự thật và hoàn toàn chịu trách nhiệm trước pháp luật về nội dung các thông tin đã công bố.

We hereby certify that the information provided is true and correct and we bear the full responsibility to the law.

**NGƯỜI ĐẠI DIỆN THEO PHÁP LUẬT
PHÓ TỔNG GIÁM ĐỐC
LEGAL REPRESENTATIVE
DEPUTY GENERAL MANAGER**



**VÕ THỊ PHƯƠNG THẢO
VÕ THỊ PHƯƠNG THẢO**

PROPOSAL OF THE BOARD OF DIRECTORS***Re: Business Performance in 2025 and Business Plan for 2026*****To: THE ANNUAL GENERAL MEETING OF SHAREHOLDERS****I. Business Performance of Vinpearl Joint Stock Company in 2025 (Based on the 2025 consolidated financial statements - in accordance with Vietnamese Accounting Standards)**

In 2025, the global economy maintained slow but stable growth amid geopolitical uncertainties, high interest rates, and rising protectionist trends, with global GDP growth estimated at approximately 2.5%–3.1%. Meanwhile, Vietnam recorded strong performance, with GDP growth reaching 8.02%, among the highest in the region, supported by a stable macroeconomic foundation, controlled inflation, and sustained high levels of FDI inflows. Trade, manufacturing, and services continued to recover, with the processing and manufacturing sector and services acting as key growth drivers. These factors provided a favorable foundation for economic development and service industries, particularly tourism and hospitality.

The year 2025 holds particular significance as the final year of the 2021–2025 Socio-Economic Development Plan, creating momentum for the next development phase. It was also marked by major national commemorative events. In this context, Vietnam's tourism sector implemented comprehensive development initiatives and achieved notable milestones, becoming one of the key pillars supporting national economic growth.

In 2025, international arrivals to Vietnam reached approximately 21.2 million, representing a 20.4% increase compared to 2024. This result set a new record, significantly surpassing the 18 million arrivals recorded in 2019. Vietnam was ranked among the fastest-growing international tourism markets globally by the United Nations World Tourism Organization. This achievement is particularly notable given that the Asia-Pacific region only recovered to approximately 90% of pre-pandemic levels. Meanwhile, the domestic tourism market continued to expand strongly, serving as a critical growth driver, with approximately 137 million domestic visitors. Total tourism revenue exceeded VND 1 quadrillion for the first time. The tourism sector was recognized by the Government and the Prime Minister as a bright spot in the country's socio-economic landscape.

Against this backdrop, Vinpearl continued to deliver strong growth in its core business operations, with consolidated net revenue reaching VND 15,539 billion, up 8.1% year-on-year and exceeding the annual plan by 11%. The primary growth driver was the hospitality and entertainment segment, which recorded net revenue of VND 11,367 billion, representing an increase of approximately 34% compared to the previous year. Gross profit reached VND 5,394 billion, up 88.4% year-on-year. Leveraging its large-scale and integrated asset base, Vinpearl effectively optimized fixed costs; while revenue from hospitality and entertainment grew by nearly 34%, cost of goods sold increased by only 18.6%, resulting in a significant improvement in the gross profit margin of the service segment from 11.1% to 21.3%.

II. Project Development Status

As of the end of 2025, Vinpearl has five (05) subsidiaries operating in the fields of hospitality, entertainment, and tourism – resort project development. These subsidiaries play a critical role in expanding operational scale, diversifying service offerings, and enhancing Vinpearl's integrated tourism and entertainment ecosystem. During 2025, the subsidiaries maintained stable operations, with several key operating entities delivering positive business performance driven by improved operational efficiency and the recovery of tourism demand. In addition, a number of new projects under early-stage investment and initial operations continued to be developed, laying the foundation for future growth.

In 2025, the Company further expanded its core business operations through the completion of the

acquisition of a 99.99% equity stake in Vinpearl Cua Hoi Joint Stock Company and the Four Points by Sheraton Ha Giang hotel. The Company also continued to accelerate its real estate investment activities through EPC and construction contracts.

Moreover, Vinpearl actively advanced and commenced operations of several key projects, contributing to the expansion of its service ecosystem and strengthening its competitive position. Notable highlights include the launch of VinWonders Vu Yen in Hai Phong, adding a large-scale entertainment destination in Northern Vietnam; the opening of Vinpearl Hotel Bac Ninh and Sheraton Vinh, enhancing hospitality and MICE standards in key provinces; and the introduction of Vinpearl Golf Léman in Ho Chi Minh City, expanding its portfolio of international-standard golf courses. The synchronized development of these new offerings has contributed to diversifying customer experiences, improving ecosystem monetization, and reinforcing the Company's long-term growth foundation.

III. Business Plan for 2026

Overall Objectives for 2026

In 2026, Vinpearl remains committed to sustaining strong growth, reinforcing its pioneering position, and affirming its leadership role in the development of Vietnam's tourism industry. Leveraging its integrated hospitality – entertainment ecosystem, the Company will focus on expanding operational scale in parallel with enhancing operational efficiency, aiming for sustainable growth and elevating its brand presence in regional and international markets.

Strategic Priorities for 2026

1. Enhancing business efficiency and marketing capabilities

Vinpearl will continue to improve business performance through innovative marketing strategies, notably campaigns such as Green Creator, to strengthen brand visibility both domestically and internationally. The Company will further diversify its source markets, reinforcing key markets such as domestic, South Korea, Russia, and CIS, while expanding into long-haul, high-spending markets including Australia, the United States, and Europe to optimize business performance. In addition, Vinpearl will accelerate channel diversification and digital transformation, strengthen partnerships with online travel agencies (OTAs), and proactively leverage AI and data analytics in marketing to optimize customer journeys and improve conversion rates.

2. Enhancing product and service quality toward seamless customer experience

Vinpearl will focus on upgrading the entire service journey and customer experience, shifting toward an experience-driven approach rather than offering standalone products. The Company will continue to standardize and enhance product and service quality across the system, while developing “all-in-one” mega entertainment complexes to maximize customer value. In addition to traditional tourism, hospitality, and entertainment services, event and F&B spaces under the VinPalace model will be further developed to enrich the service ecosystem and diversify on-site experiences.

3. Developing modern, high-standard infrastructure

For Vinpearl, infrastructure goes beyond scale and design to become an experiential space capable of shaping customer behavior and emotions. Resorts and amenities are planned in an integrated manner to optimize the customer journey, enabling personalized services and enhancing overall value throughout the guest experience.

4. Developing a high-quality workforce and an inspiring work environment

Vinpearl places strong emphasis on workforce planning and sustainable human resource development to ensure high-quality personnel across the system. The Company will maintain competitive compensation and benefits policies, along with a professional working environment, to attract, develop, and retain top talent, while fostering continuous capability enhancement and long-term contributions to the Company's growth.

5. Streamlined, efficient, and transparent governance system

Vinpearl will continue to refine its governance framework toward greater efficiency and effectiveness by regularly assessing operational performance, identifying key management priorities, and simplifying processes. At the same time, the Company will enhance management reporting automation and accelerate



digital transformation, thereby improving transparency, expediting decision-making, and optimizing overall governance efficiency.

6. ESG strategy – Foundation for sustainable and responsible development

Vinpearl will implement its ESG strategy comprehensively through initiatives aimed at reducing emissions, optimizing energy usage, minimizing plastic waste, and promoting circular economy practices in operations. The Company will also focus on human capital development, community contributions, and strengthening governance transparency, risk management, and accountability, thereby enhancing operational efficiency and creating sustainable value for stakeholders.

7. Strengthening strategic partnerships and ecosystem development

The Company will continue to maintain and expand strategic partnerships with reputable domestic and international partners aligned with its long-term development orientation. Through value-driven collaboration models, Vinpearl will continuously develop new products, integrated service offerings, and destinations, thereby enhancing competitiveness, brand attractiveness, and its leading position in the premium tourism and hospitality market.

Amid a new growth cycle in the tourism and hospitality industry—characterized by shifting consumer behavior, increasing demand for personalized experiences, and higher expectations for service quality—Vinpearl remains committed to a dual strategic focus: selectively expanding target markets while elevating destinations to international standards.

The Board of Directors of Vinpearl respectfully submits to the General Meeting of Shareholders for approval the consolidated business plan for 2026 as follows:

No.	Item	2026 Plan (VND billion)
1	Revenue	16,000
2	Profit after tax	3,000

Thank you.

Recipients:

- As above;
- Supervisory Board;
- Archived at the Company's Office.

ON BEHALF OF THE BOD
CHAIRMAN OF THE BOD



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NGUYEN THU HANG

