



# VietJet Aviation Joint Stock Company

## 4<sup>th</sup> Quarter 2016 - Key Highlights



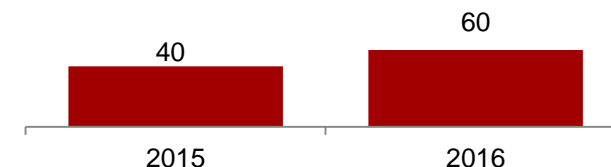
Feb 2017

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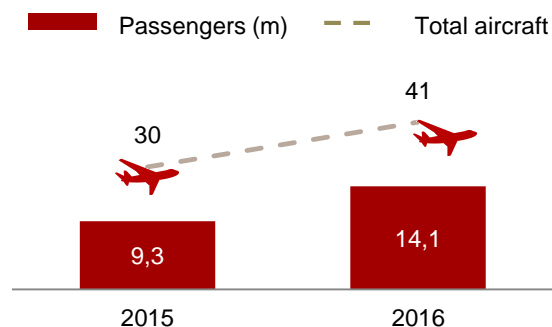
- ✈ Vietjet has successfully proven its **leading position** in the domestic market since 2011.
- ✈ Passengers growth of 51% compared to 2015, flown 14.05 million pax
- ✈ Maintained a strong **load factor of 88.6%**
- ✈ Our Technical Reliability in 2016 was **99.57%**, the highest in this region.
- ✈ Revenue growth of 43% from 2015 to **VND 15.822 bil**, in line with the capacity growth
- ✈ Vietjet was granted **Full Membership by IATA** on 18 Feb 2017, following its obtainment of **IOSA certificate** in 2015.
- ✈ Vietjet was granted investment license for **Vietjet Academy**, which is located in HCMC High Technology Zone on 18 February 2017 by HCMC People's Committee. Construction will start in March 2017. The Academy is expected to commence operations by Q1 2018, will full flight simulators, supported by Airbus.

- ✈ **Modern and young fleet (average age of 3.03 years)** comprised of 30 Airbus A320s and 11 A321s as of 31 December 2016,
- ✈ Operated an extensive network of **37 domestic routes and 23 international routes**, excluding charter services as of December 31, 2016. In Q1 2017, 3 more international routes have been launched
- ✈ Vietjet operated a total of 84,455 flights in 2016, with total Block hours of 156,267 hours
- ✈ Headcount as of 31 Dec 2016 was 2,435 people from more than 30 countries
- ✈ On Time Performance was at 83.57%
- ✈ Total Passengers carried in 2016 was 14.05m, representing a total of 35m passengers carried since 2011.
- ✈ Safety indicators of maintenance, flight operations and ground operations are also highest in the region.

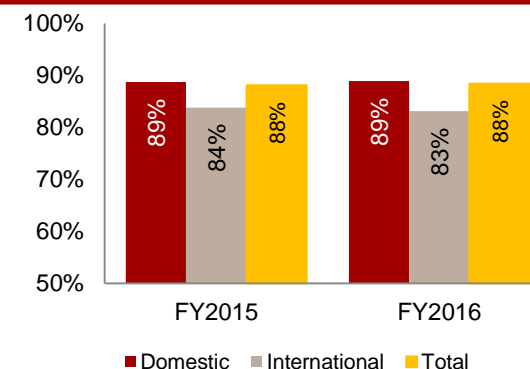
## TOTAL ROUTES OPERATED



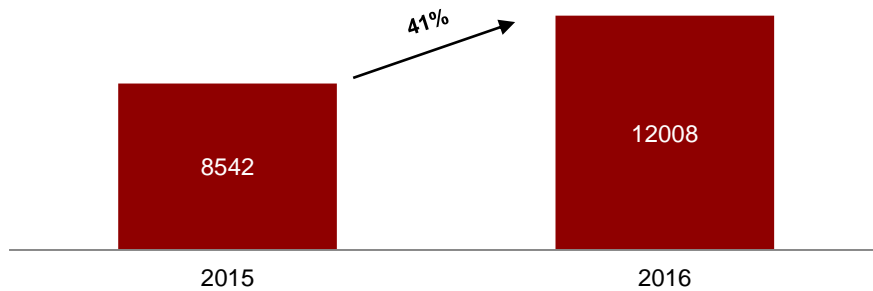
## Passengers & Aircraft growth



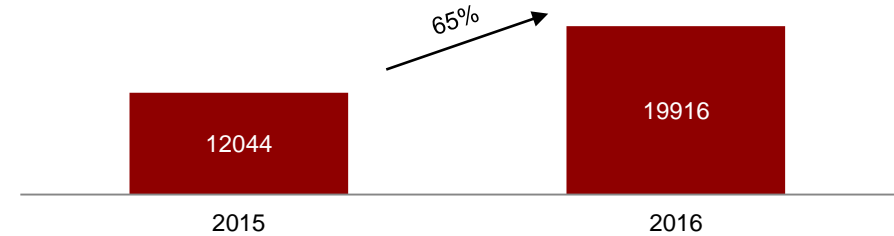
## LOAD FACTOR ( % )



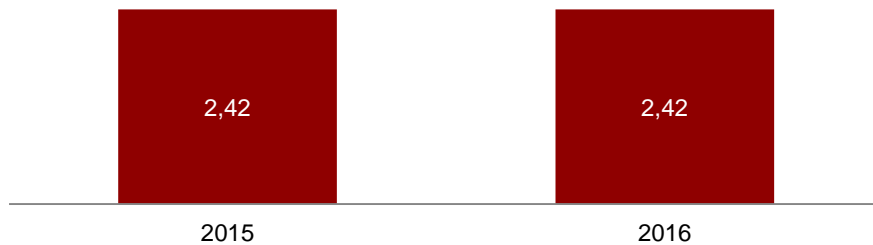
## PASSENGER REVENUE ( VND'bil )



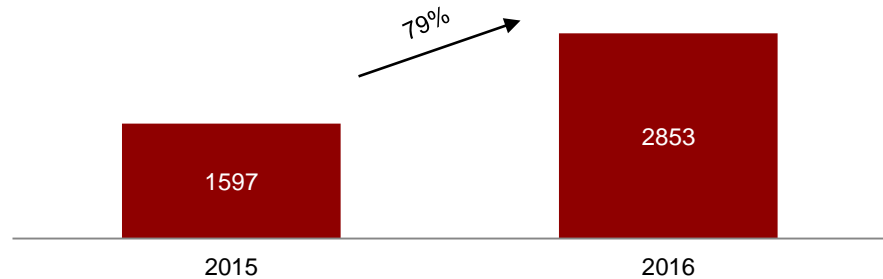
## TOTAL ASSETS ( VND'bil )



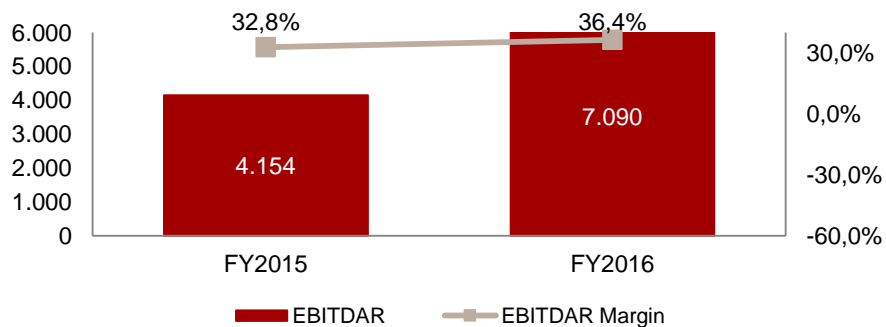
## CASK EX-FUEL ( US Cents )



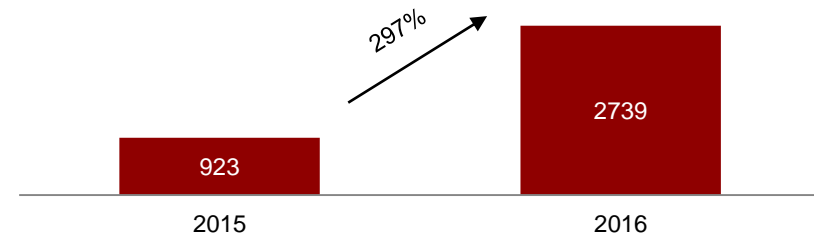
## OPERATING PROFIT ( VND'bil )



## EBITDAR MARGIN ( VND'bil / % )



## CASH BALANCE ( VND'bil )







Thank you

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