

vietjetAir.com

H1.2024 BUSINESS UPDATE AND AUDITED RESULTS



flygreen

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KEY HIGHLIGHTS

- ✘ Vietnam becomes a focal point of geopolitical factors, turning into an investment and economic hub, a global destination with visits from the heads of major countries including the US, China, the UK, Germany, Australia, India, Indonesia, etc.
- ✘ Vietjet has been turning HCMC and Hanoi into international aviation hubs alongside Singapore, Taipei (Taiwan, China), Seoul (South Korea), etc.
- ✘ Vietjet celebrates 1 year of flights to Australia with 2 new routes, bringing the total to 7 routes; 10 years of flights to Singapore and South Korea, etc.
- ✘ Vietjet transported **13.1** million passengers in the first 6 months of 2024, an increase of **11%** compared to the same period in 2023, including over **5.5** million international and charter passengers, up **52%** from the same period.
- ✘ Vietjet operated **149** routes in the first 6 months of 2024, including **38** domestic routes and **111** international routes, compared to 125 domestic and international routes in 2023.
- ✘ The audited total revenue in the first 6 months of 2024 was USD **1,362 million**, an increase of **15%** compared to the same period in 2023.



KEY HIGHLIGHTS

- ✘ Audited profit before tax for the first 6 months of 2024 reached USD **40** million, a **307%** increase compared to USD 10 million in the first 6 months of 2023
- ✘ The load factor was maintained at a high level of **87%** in the first 6 months of 2024
- ✘ Achieved the highest technical reliability of **99.7%** among leading airlines in the Asia-Pacific region
- ✘ Currently, Vietjet is operating **85** Airbus aircraft, including 17 A320s, 61 A321s, and 7 A330s.
- ✘ Vietjet is one of the few LCCs in the world to successfully operate wide-body aircraft with intercontinental routes, connecting destinations in Vietnam with Australia, India, Kazakhstan, etc.
- ✘ Vietjet continues to be a connecting factor for localities, promoting economic recovery and development across regions.
- ✘ Vietjet has developed numerous aviation products and comprehensive services with various fare classes, attractive prices, providing an exceptional experience for customers such as the SkyJoy loyalty program, etc.



MACRO STORY

BEST POSITIONED TO BENEFIT FROM ATTRACTIVE MACRO STORY AND STRONG GOVERNMENT INCENTIVES FOR VIETNAM'S AVIATION SECTOR

Large LCC market with ample growth opportunities

Large population, nearly 100 million, young population aged 20-34 accounts for 26%

High growth in personal disposable income

The aviation market in 2023 increases by 34.5% YoY, expected to reach 80.5 million passengers in 2024

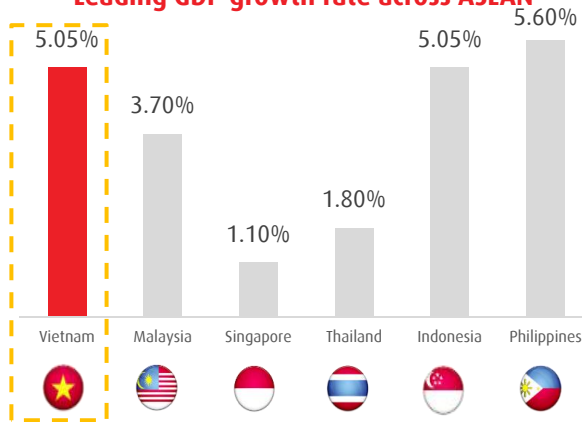
International passenger transportation is expected to reach 41.8 mil passengers in 2024 (up 30.6% YoY)

Lacking effective road & rail connectivity

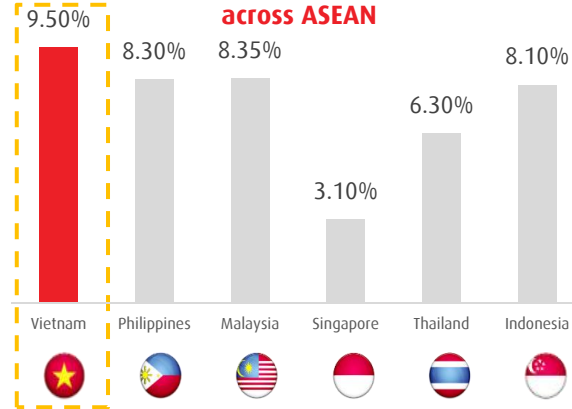
Low air transportation penetration

Emergence of LCC as an affordable option

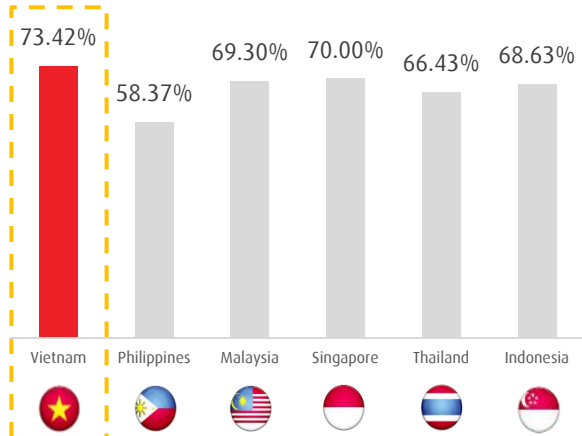
Leading GDP growth rate across ASEAN



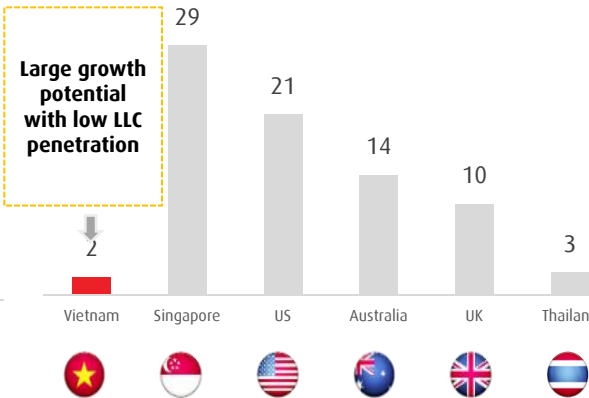
Highest personal disposable income growth across ASEAN



Largest workforce proportion across ASEAN



Lowest air transportation penetration (# of aircraft per mn people)



Solid economic growth trend and favorable demographic structure provide strong tailwinds for Vietnam's LCC market to soar

MACRO STORY

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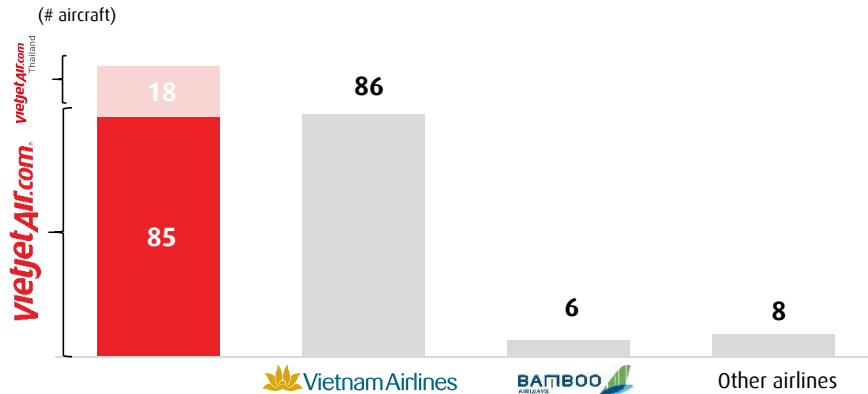
Remarkable government support with USD18 billion by 2030 for airport infrastructure development plan across Vietnam. The Government has promoted drastic airport infrastructure investment with key projects including Long Thanh International Airport, Terminal T3 of Tan Son Nhat International Airport, etc. have created a strong driving force for Vietnam's aviation industry

Key projects	
Da Nang ("DAD")	<ul style="list-style-type: none">• Serve Da Nang area and nearby provinces with 2 runways and 1 international terminal, ~ 85% utilization rate• A 2nd terminal is expected to open in 2020, increase the annual pax capacity up to 15mn
Tan Son Nhat ("SGN")	<ul style="list-style-type: none">• Largest airport in Vietnam and the main international gateway to Vietnam, running at 110.2% utilization• To be expanded with a total investment of c.USD 283mn, increasing annual pax capacity from 20mn to 25mn by 2020 and 40mn by 2025. Terminal 3 is plan for executing
Long Thanh	<ul style="list-style-type: none">• New international airport (4F standard by ICAO) for HCMC, operational by 2025 with the expected annual pax capacity of 100mn when complete

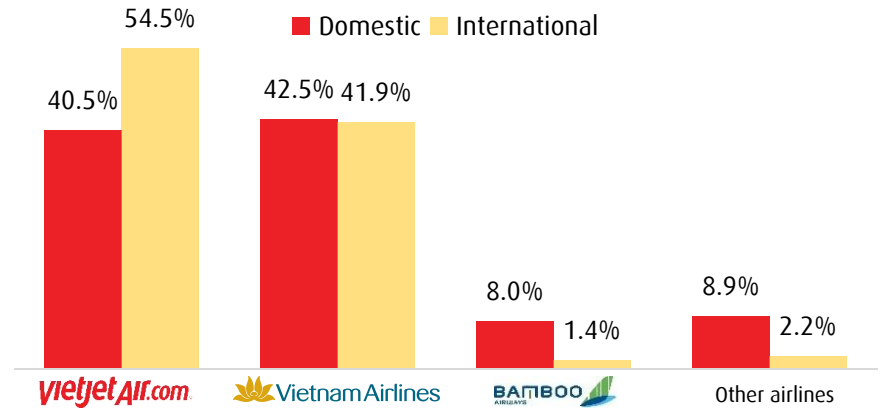
OPERATING STATISTICS

A LEADING LCC WITH A STRONG OPERATIONAL CAPABILITY

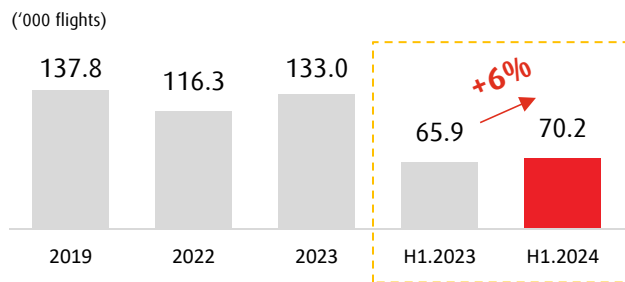
Largest fleet in Vietnam



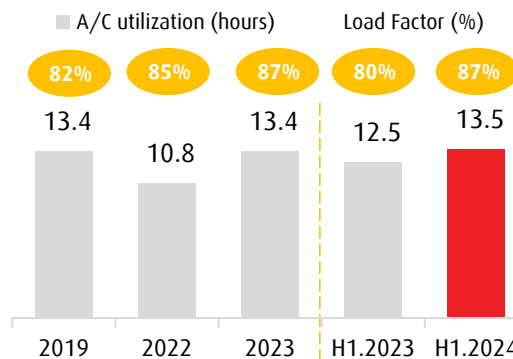
Domestic and international market share reached 40.5% and 54.5%



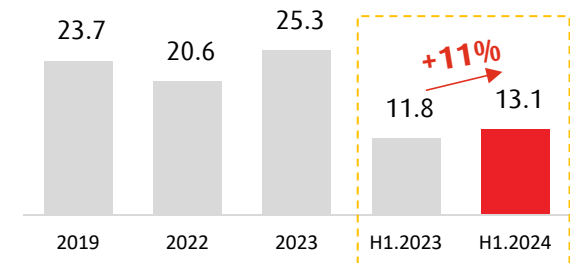
Number of flights increased by 6% in H1.2024 compared to H1.2023



Aircraft utilization & load factor



of pax up by 11% in H1.2024 vs H1.2023



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FLEET EXPANSION

- ✖ As of June 30, 2024, Vietjet's fleet comprised **85** aircraft, including **17** Airbus A320s, **36** A321CEOs, **25** A321NEOs, and **7** A330s, with an average age of 7.2 years.
- ✖ The fleet's seat configuration ranges from **180** to **377** seats and is designed to suit the business model of a new-age airline.
- ✖ Vietjet has ordered a total of **406** aircraft, including **206** Airbus and **200** Boeing planes.

Model	# a/c	Seat config	Avg. age
A330	7	377	n.a.
A321NEO	25	230 - 240	4.8
A321CEO	36	220 - 230	4.8
A320	17	180	9.8

Vietjet large orderbooks from Airbus and Boeing



**KỶ NIỆM 10 NĂM MỞ ĐƯỜNG BAY ĐẾN HÀN QUỐC
& CÔNG BỐ ĐƯỜNG BAY MỚI DAEJU - NHA TRANG**

Seoul, ngày 01 tháng 07 năm 2024

**한국 취항 10주년 기념
및 대구-나트랑 신규 취항 발표**

2024. 7. 1. 서울



Vietjet has continuously launched new routes from Hanoi to Melbourne, Sydney (Australia), Hiroshima (Japan); from Ho Chi Minh City to Shanghai, Chengdu, Xi'an (China); from Phu Quoc to Taichung, Kaohsiung (Taiwan, China), etc. Vietjet is transforming Ho Chi Minh City and Hanoi into international aviation hubs alongside Singapore, Taipei (Taiwan, China), Seoul (South Korea), etc.

**VIETJET HAS
ONE OF THE
MOST EXTENSIVE
NETWORKS IN
VIETNAM
AND IS WELL-
POSITIONED FOR
INTERNATIONAL
ROUTES**

149 routes in total:
38 domestic routes
111 international routes



PRODUCTS - SERVICES

LEVERAGING COMPLETE DIGITAL PLATFORMS TO PROVIDE FULL SUITE OF AIR SERVICES AND DELIVER EXCEPTION EXPERIENCE FOR VIETJET'S PASSENGERS

SKYJOY

All-in-one loyalty platform

>11 million members



Diversified fare classes



Fly now, Pay later



Insurance



HDBank-Vietjet Travel Credit Card



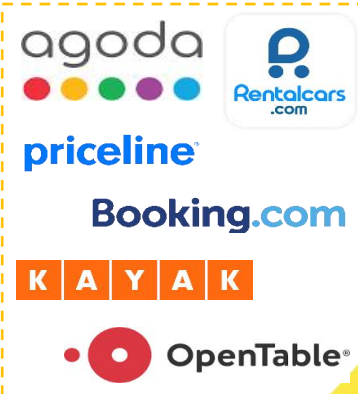
Convenient prebooking services to enhance customer satisfaction (Meal, Luggage and Seat selection)



SkyShop Store to provide a wide range of souvenirs & duty-free products



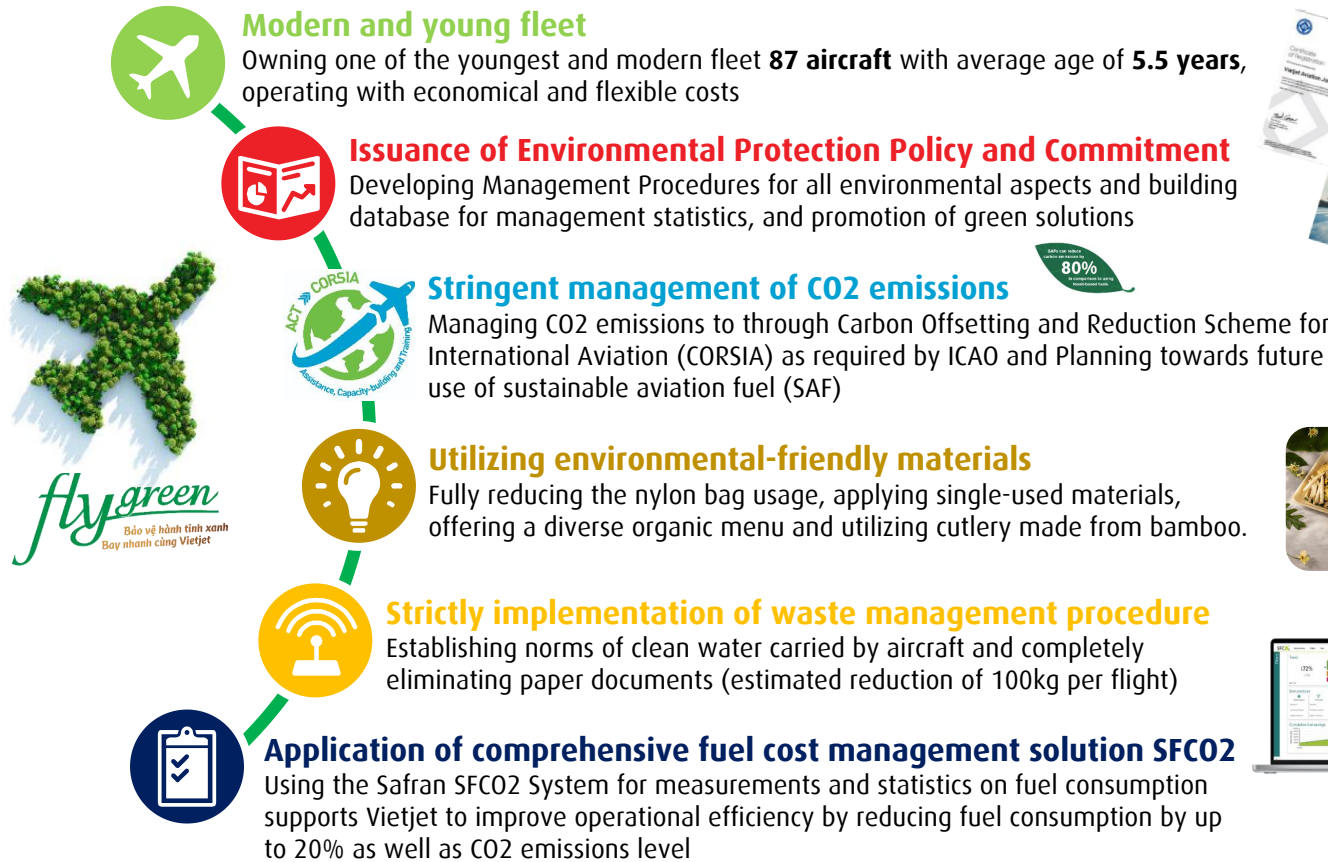
Partnership with Online Travel Agencies



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SUSTAINABLE DEVELOPMENT

COMMITMENT TO ESG TARGETS AND NET ZERO BY 2050



Following ESG strategies, Vietjet has launched the Fly Green Fund, sponsoring environmental protection programs focused on preserving natural resources and sustainable development

SUSTAINABLE DEVELOPMENT

COMMITMENT TO ESG TARGETS AND NET ZERO BY 2050

VietJet adopts a comprehensive fuel cost management program that includes:

- ✘ Vietjet and Safran Group signed a contract to provide solutions to optimize aircraft fuel consumption (SFCO2). The program's solutions include optimizing engine power, providing accurate information on passengers' weights on board and the amount of backup fuel, etc.
- ✘ The SFCO2 program reduces fuel consumption and CO2 emissions by up to 20% while improving the efficiency of flight operations according to international standards.
- ✘ Vietjet has also coordinated with engine manufacturers to implement multiple programs to support technical management and fuel saving, etc.



Stringent safety and security standards

Well-trained and highly professional crew

- ✘ Training programs are approved by the CAAV and carried out by VietJet Aviation Academy (VJAA)
- ✘ VJAA Academy is IATA's training partner, creating a solid foundation for Vietjet's sustainable development goals.
- ✘ In 2023, VJAA Academy has trained nearly 100 thousand trainees with more than 6,000 training courses meeting international aviation standards.

IATA Operational Safety Audit Cert.

- ✘ Vietjet is an official member of IATA, achieves IOSA (IATA Operational Safety Audit) certification
- ✘ Vietjet is the pioneer in applying flight safety quality management programs such as SMS (Safety Management System), Coruson data management software
- ✘ Carry out emergency drills to proactively improve safety and proactively respond to emergencies
- ✘ VietJet honored in Top 10 safest low-cost airlines in the world in 2023

Aircraft safety features

- ✘ The aircraft is equipped with the Instrument landing system ("ILS"), Global positioning system ("GPS"), and Traffic alert and collision avoidance system ("TCAS")
- ✘ In addition, Vietjet has continuously upgraded the onboard communication system as well as strictly managed the aircraft's technical specifications to ensure safe flight operations
- ✘ Aviation safety is always Vietjet's top goal. In 2023, its technical reliability reaches 99.72%.

OUTSTANDING EVENTS IN H1.2024

VIETJET HAS ACHIEVED REMARKABLE MILESTONES IN REACHING MOMENTOUS AGREEMENTS WITH KEY PARTNERS, OPENING NEW ROUTES TO INTERNATIONAL DESTINATIONS



2024 Annual General Meeting: Vietjet plans to transport 27 million passengers in 2024, distribute 25% dividend



Vietjet and Airbus sign a contract to purchase 20 new generation wide-body A330neo aircraft at Farnborough Airshow 2024



Vietjet and Rolls-Royce sign a contract to supply engines and technical services for the new wide-body A330neo fleet



Vietjet and Lufthansa Technik sign a comprehensive exclusive agreement on parts and materials services



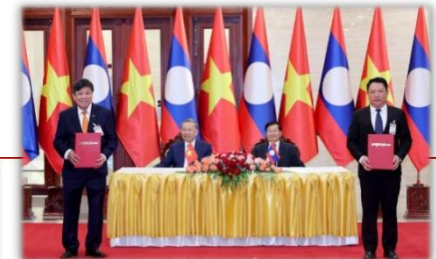
Vietjet launches new routes to Vientiane (Laos) and Siem Reap (Cambodia) to complete the Indochina flight network



Vietjet launches two direct routes from Hanoi to Melbourne and Sydney, increasing the total number of routes connecting Vietnam and Australia to seven



Vietjet continuously receives new aircraft to serve its operational plans during the peak holiday season and throughout 2024



Vietjet signs a cooperation agreement with the Lao Ministry of Public Works and Transport to enhance air transport connectivity in Laos

AWARDS

STRONG BRAND RECOGNITION IN VIETNAM AND IN THE REGION PROVIDING SUSTAINABLE COMPETITIVE ADVANTAGE

Best Low-cost Airline 2023 in Southeast Asia
Best Finance Management – Aviation – Vietnam

2024



Best Ultra Low-Cost Airline
World's Safest Low-Cost Airlines

2024



Best Low-Cost Airline Onboard Hospitality

2024



Best International Airlines in Australia

2024



Top 50 Best Listed Companies in Vietnam

2024



Top 500 Largest Enterprises in Southeast Asia

2024



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COST, COST & COST!
A STRONG FOCUS ON COST

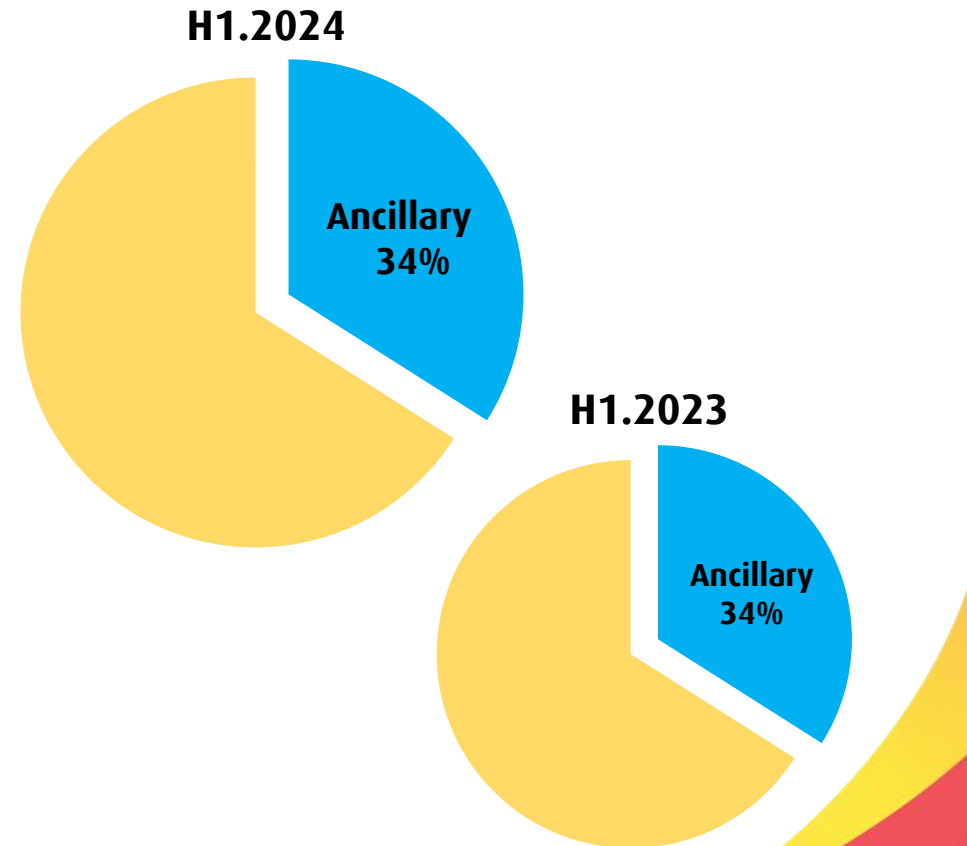


SOLID GROWTH IN ANCILLARY

- ✦ The audited ancillary and cargo transportation revenue in passenger transportation activities in H1.2024 reached nearly **USD 462 million**, an increase of **16%** compared to the first 6 months of 2023, and contributed **34%** of total revenue.



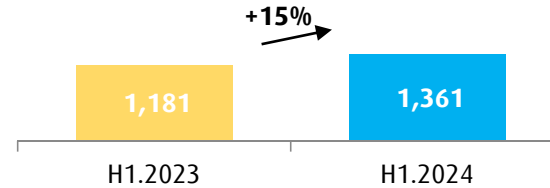
Ancillary revenue % of Total Revenue



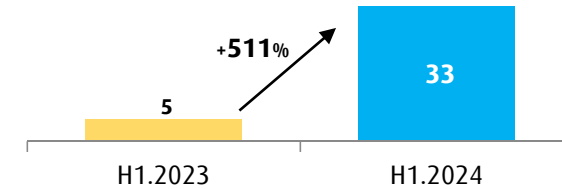
EXCELLENT FINANCIAL PERFORMANCE

- ✘ **Audited total revenue** in 1H of 2024 reached **USD 1,361 million, increased by 15%** compared to the first six months of 2023, driven by a growth in passenger transportation revenue (+34%) and ancillary revenue (+16%)
- ✘ **Profit after tax increased by 511%** from USD 5 million in the first six months of 2023 to USD 33 million in the first six months of 2024
- ✘ **Total assets** as of June 30, 2024, reached **USD 3,690 million**
- ✘ **Equity increased by 8.3%** from USD 610 million in 2023 to USD 661 million in the first half of 2024
- ✘ **Cash and cash equivalents** as of June 30, 2024, amounted to **USD 201 million**

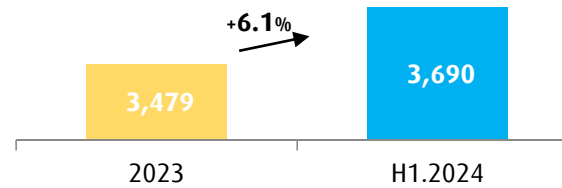
TOTAL REVENUE (USD mil.)



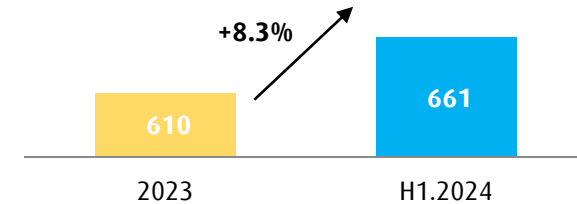
PROFIT AFTER TAX (USD mil.)



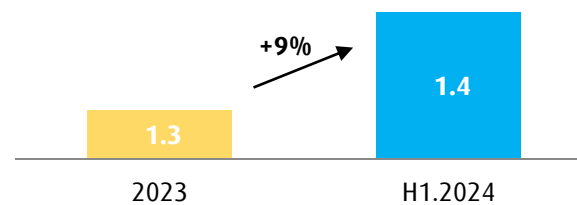
TOTAL ASSETS (USD mil.)



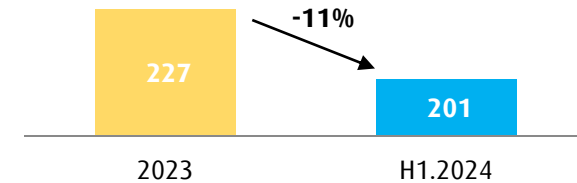
TOTAL EQUITY (USD mil.)



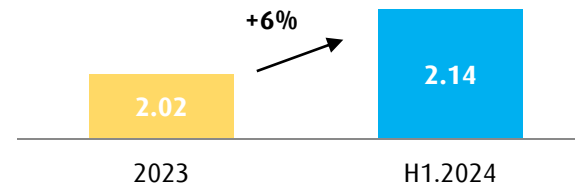
CURRENT ASSETS/ CURRENT LIABILITIES



CASH AND CASH EQUIVALENT (USD mil.)



NET DEBT/TOTAL EQUITY



THANK YOU

