



### EVENTS - NEWS

#### SIGNED CONTRACTS WORTH USD 7.3 BILLION



In Paris, France, under the witness of Vietnamese Party General Secretary Nguyen Phu Trong along with senior leaders from both Vietnam and France, Vietjet signed the Memorandum of Understanding worth USD 6.5 billion with Safran – CFM Group for the supply of engines, maintenance and technical services for Vietjet fleet. Accordingly, Safran – CFM will cooperate with Vietjet to provide 321 engines for 148 aircraft, and provide technical services, engine inspection and maintenance, training of aviation engineering personnel, initiate applied research programs such as fuel economy, technical management and building maintenance facilities.

Also on this occasion, Vietjet signed a contract worth USD 800 million with GECAS France to lease and purchase 06 Airbus A321neo aircraft.

#### RECEIVED NEW AIRCRAFT WITH THE LIVERY BEARING THE SYMBOL OF 45-YEAR VIETNAM – FRANCE RELATION



On March 28 in Paris, France, in the framework of the working visit of Vietnamese General Secretary Nguyen Phu Trong to France, Vietjet officially received the new Airbus A321 with the livery bearing the symbol of 45th anniversary of the establishment of diplomatic relations between the two countries. The ceremony took place under the witness of General Secretary Nguyen Phu Trong and leaders of the two countries.

The new Airbus A321 bearing the special symbol was the 43rd out of 121 aircraft Vietjet had previously signed with Airbus. This was a record-breaking delivery between the two parties.

The Airbus A321 was delivered and received at Tan Son Nhat International Airport and put into operation on last Thursday, March 29.

#### PARTICIPATED IN AVIATION FESTIVAL IN SINGAPORE



Vice President Ms. Nguyen Thi Thuy Binh attended and delivered a speech at the Aviation Festival in Singapore. The conference was held with the participation of many major corporations and aviation partners across the world. At this conference, Ms. Binh shared different perspectives on the market and the success stories of Vietjet as well as the plan for technological innovation and development in 2018 – the year of innovation for more connectivity. Vietjet also became the focus of attention at the conference with the Consumer Airline strategy that developed on an eco-system that connects technology applications to a common platform to build Big Data. Consumer Airline strategy will bring the potential of developing a diversified network of products and services with more options for the consumers as well as cooperation opportunities for all global service providers across the eco-system.

#### CELEBRATED THE THIRD ANNIVERSARY OF THE FIRST FLIGHT TO TAIWAN



On March 27 at Taipei (Taiwan), Vietjet celebrated the third anniversary of the first flight to Taiwan with the participation of leaders, partners and visitors from the two countries. Vietjet is currently the airline with most flights connecting Vietnam and Taiwan with 6 routes currently in operation: Ho Chi Minh – Taipei, Hanoi – Taipei, Ho Chi Minh – Kaoshiung, Hanoi – Kaoshiung, Ho Chi Minh – Tainan, Ho Chi Minh – Taichung.

#### VIETJET REACHED THE TOP 5 FASTEST GROWING COMPANIES IN 2018 (FAST500) AND TOP 100 WORKPLACES IN VIETNAM

Vietjet Air reached the Top 5 Fastest growing companies in 2018 (FAST500). The FAST500 Ranking is the list of top 500 fastest growing companies in Vietnam announced by Vietnam Report.

Business rankings are based on the Compound Annual Growth Rate (CAGR) of revenue and business performance. In addition to that, other criteria such as total assets, total labor, profit before tax and corporate image in the media, etc. are the complementary factors to determine the size and position of the company in the industry.

On March 22, two top headhunt agencies and market research Anphabe and Intage Vietnam announced the results of the survey for “Top 100 best workplaces in Vietnam” and Vietjet was ranked 70 amongst this list. This is Vietjet’s fourth consecutive year making this list with two rank improved compared to 2016.

#### LEADERS OF QUANG NAM PROVINCE VISITED VIETJET



On March 21, Provincial Party Secretary of Quang Nam, Mr Nguyen Ngoc Quang along with delegates, paid a working visit to Vietjet. At the meeting, Vice President Nguyen Thanh Hung and the delegates discussed the plan to strengthen the cooperation and development of Quang Nam Province, as well as the investment in infrastructure of Chu Lai Airport.

On February 26, Phu Yen Party Secretary Mr. Huynh Tan Viet and delegates visited and wished Vietjet a Happy New Year. Mr. Huynh Tan Viet highly appreciated the cooperation between the two parties which contributed to the infrastructure and socio-economic development of Phu Yen Province. He also pledged to facilitate and help Vietjet strengthen the investments in Phu Yen Province.

Previously, on January 19, Vietjet received the certificate of investment in construction of passenger terminal at Tuy Hoa Airport. The new terminal will have expected capacity of 4 million passengers per year, with the construction time of 12 months.

### INVESTOR RELATION

#### PARTICIPATED IN VIETNAM ACCESS DAY INVESTMENT CONFERENCE



Vietjet participated in Vietnam Access Day Investment Conference held by Viet Capital in Ho Chi Minh City.

With the potential for strong development and effective business strategy, Vietjet has become one of the leading companies in Vietnam, attracting great attention from investors who attended the conference.

#### PARTICIPATED IN INVESTOR CONFERENCE IN NGHE AN PROVINCE



Vietjet’s Vice Chairman Nguyen Thanh Hung along with delegates visited the Investor Conference in Nghe An Province. This conference was attended by Prime Minister Nguyen Xuan Phuc together with more than 800 domestic as well as foreign investors.

At the conference, Vice Chairman Nguyen Thanh Hung and the delegates reported on the activities of Vietjet in the recent years. Vice Chairman also shared that Vietjet will continue to expand its network and increase the frequency of domestic and international flights to Nghe An Province, together with various investment programs in the coming years.

### OPERATIONAL PERFORMANCE

#### FLIGHT OPERATION DIVISION ORGANIZED FLIGHT OPERATION CONFERENCE 2018

Flight Operation Conference 2018 was held at the CEO Office with the participation of Madam CEO Nguyen Thi Phuong Thao, Vice President Luong The Phuc, Managing Director Luu Duc Khanh along with representatives from related departments. The conference reassessed the implementation of 2017 operation and Tet Holiday operation to determine the objectives for 2018, which focused on improving the on-time performance, turn-around time; application of information technology in operation management, review contracts with ground service providers at various airports, etc.

#### READY FOR THE PEAK SEASON IN SUMMER 2018

Vietjet has just accomplished the Tet Holiday peak season with good results. Coming to the peak season in summer, Vietjet’s leaders and staffs continue to improve the inspection, supervision and maintenance of equipment, comply with safety principles throughout the operation cycle and business activities to best serve customers during peak season. Aiming the “Consumer Airlines” model, Vietjet focuses all resources to meet the demands of customers, offering the best experience to customers.

### STABLE DEVELOPMENT

#### VIETJET ORGANIZED TRAINING ON LAW AND REGULATIONS RELATED TO THE SETTLEMENT OF CUSTOMER COMPLAINTS

On March 14, the Insurance Commission of Vietjet cooperated with local insurance companies and Kennedys Law Firm to conduct training on local and international aviation law and regulations related to the settlement of customer complaints. This contributed to the knowledge and experience required for the field of ground handling, customer service, legal, contract, insurance and finance.

#### VIETJET TRAINING CENTER ORGANIZED THE 41ST, 42ND INDUCTION COURSE

In March, the 41st Induction course with 70 newcomers and 42nd ones with 63 newcomers were organized with the participation of Vice President Nguyen Duc Thinh and Vice President Dinh Viet Phuong and the leaders from various departments in Vietjet. The course equipped newcomers with basic information about the company and soft skills to work as a team.

#### WORKED WITH JAPANESE REPRESENTATIVE

Vice Chairman Mr. Nguyen Thanh Hung, Vice President Mr. Do Xuan Quang and delegates paid a working visit in Japan to strengthen the cooperation and development between Vietjet and the Japanese representatives. During the visit, important meetings were held with the participation of major Japanese partners such as Mori-Trust, Skymark Airlines, H.I.S Travel Agency, HULIC, and ANA Cargo.

#### CONTINUED TO ACCOMPANY WITH MISS VIETNAM 2018



During Miss Vietnam 2018’s announcement ceremony, Vietjet officially became the carrier of the beauty contest. This is Vietjet’s fourth consecutive year of becoming Miss Vietnam’s companion, contributing to the 30th anniversary milestone of this contest that spread across nationwide.

#### VIETJET ORGANIZED ACTIVITIES AND GAVE-AWAY PRESENTS ON MANY FLIGHTS DURING INTERNATIONAL WOMEN’S DAY



Also on this special occasion, Vietjet organized activities and gave away presents to female passengers on many flights of Vietjet as well as Thai Vietjet.

### COMMERCIAL BUSINESS PERFORMANCE

#### ANNOUNCED VIETNAM – AUSTRALIA FLIGHT ROUTE AND SIGNED FINANCIAL CONTRACT FOR 05 NEW AIRCRAFT



On March 16, in Sydney (Australia), Vice Chairman Nguyen Thanh Hung, Madam Vice President Nguyen Thi Thuy Binh and Chairman cum Managing Director of Brisbane International Airport (BAC) in Queensland Ms. Julieanne Alroe signed a cooperation agreement for direct flights coming in and out of Ho Chi Minh City and Brisbane. The flight route is expected to open in 2019.

This agreement was signed in the context of Vietnam – Australia business conference with the witness of Prime Minister Nguyen Xuan Phuc and senior leaders from both countries. Also during this conference, Vietjet and Investec (a subsidiary in Australia) signed an agreement to provide \$609 million for 05 new Airbus A321 aircraft at listed price from Airbus.

#### ANNOUNCED TO OPERATE DIRECT ROUTE CONNECTING INDIA AND VIETNAM



At Vietnam – India Business Forum, Vietjet announced its plan to operate direct route connecting Vietnam and India in order to serve travel demands of the two peoples and to contribute to region’s integration and trade exchange. The announcement which was witnessed by H.E Vietnam President Tran Dai Quang and senior leaders of Vietnam and India, marks breakthroughs on the 45th anniversary of Vietnam – India diplomatic relationship and 10th anniversary of strategic partnership between Vietnam and India.

The first route is planned to connect Ho Chi Minh City with New Delhi on a basis of four flight per week.

#### VIETJET ORGANIZED AGENCY CONFERENCE IN REGIONS



In March, Vietjet held Agency Conference in Ho Chi Minh City, Danang, Can Tho, Lam Dong and Phu Quoc with the participation of hundreds of agencies and guests. These conferences aimed to summarize the 2017 sale channel and implement the sales plan of 2018 to all agencies. This conference also honored outstanding agencies for their excellent contributions to Vietjet during the past years.

#### ORGANIZED COFFEE TRUCK IN TAIWAN



In order to promote the brand and introduce routes between Taiwan & Vietnam, the coffee truck program took place last week in the central Taipei and Kaoshiung. This program attracted special attention and left a good impression on nearly 1000 participants.

#### ANNOUNCED THE LUCKY WINNER IN “ENJOY SKY FESTIVAL”



Vietjet announced the winner of “Enjoy Sky Festival” - VND100,000,000 in cash has been awarded to Mr. Nguyen Binh Hong Quang, a passenger on the flight VJ378 from Ho Chi Minh City to Chu Lai (Quang Nam Province) on the February 13th, 2018. The event took place from December 28, 2017 to February 28, 2018.

### GOOD DEEDS

The Board of Management applauded 34 cabin crews who returned lost belongings to passengers.