



**EVENTS - NEWS**

**THE CEREMONY OF IMPLEMENTING 2019 PLAN: SOLID, BREAK-THROUGH AND SUCCESS**



On March 2, Vietjet organized the ceremony of Implementing 2019 Plan with the theme "Blooming in the Sky" with the desire to create strong collective energy, to overcome challenges and continue the journey "Connecting the sky".

The event was attended by Mr. Tran Bao Ngoc - Head of Transportation Department, Ministry of Transport, Mr. Dinh Viet Thang - General Director of Civil Aviation Authority of Vietnam as well as partners who have always accompanied Vietjet in the operation, commerce, finance, etc.

At the event, the Board of Management reviewed outstanding achievements in 2018, honored 73 units and 225 individuals with outstanding achievements and assigned specific targets to each unit throughout the Company.

At the ceremony, the Companies' leaders expressed confidence that all departments and units throughout the Company shall continue to complete the target and exceed expectation with determination, spirit and open-minded. 2019 will mark a new journey of confidence, breakthrough and success.

**VIETJET HONORED AS "THE BEST SERVICE FOREIGN LOW-COST CARRIER" IN KOREA**



At the announcement and award ceremony of "Korea Prestige Brand Awards 2019" taking place in Seoul on March 28, 2019, Vietjet was awarded as "The Best Service Foreign Low-Cost Carrier". On behalf of Vietjet, Deputy Director of Commercial, Mr. Jay L Lingeswara, attended the ceremony and received the award.

Mr. Jay L Lingeswara, Vietjet Deputy Director of Commercial, said: "It's a great honor for Vietjet as the first foreign airline to be received this award during its 15-year history. Currently, we are operating eight routes between Vietnam and Korea and going to have the 9th route Nha Trang - Busan in July this year. With a desire to bring exciting flight experience to Korean customers, our flight crew currently has many Korean pilots and flight attendants, who are friendly and ready to assist local passengers. Moreover, the modern and new Airbus fleet, flexible and saving fare, and hot and delicious flight meals are also the factors that help Vietjet to be well received in the Korean market."

**VIETJET SIGNS MOU WITH VIETNAM NATIONAL ADMINISTRATION OF TOURISM**



On 28th March 2019, Vietnam National Administration of Tourism - Ministry of Culture, Sports & Tourism - and Vietjet Air signed a Memorandum of Understanding (MoU) for the cooperation of both parties from 2019 to 2021. The signing ceremony is an important basis for the two parties to promote and introduce Vietnam's beauty, people and tourism to the world. It contributes to create many attractive products and services, which meet the taste of customers. The MoU provides travel opportunities and convenience to Vietnamese people and international tourists, connecting Vietnam to destinations around the world, where Vietjet has direct flights. This is also a concrete effort to contribute to the implementation of the growth target plan assigned by the Prime Minister to welcome about 18 million international visitors to Vietnam in 2019. Vietnam National Administration of Tourism and Vietjet are plan to a number of activities in the spirit of the MoU, including: Increasing promotion on mass media; Introducing publications, documents and market researches; Cooperating in an international tourism fair and Vietnamese tourism abroad; Organizing domestic destination surveys and events; etc.

**CEO NGUYEN THI PHUONG THAO SHARED HER BUSINESS STORY WITH MBA IVY LEAGUE STUDENTS**



On March 21 in Ho Chi Minh City, the professors and MBA students of Dartmouth had an interesting exchange and sharing the business story of one of the most outstanding businesswomen in the private sector in Vietnam - Vietjet CEO Nguyen Thi Phuong Thao.

After successfully organizing many global-scale events such as APEC, the 2nd United States-North Korea Summit, Vietnam has made a strong impression with the world not only about the image of a peaceful country but also about economic development achievements. The success stories of private businesses and Vietnamese entrepreneurs are also paid special attention to the world academic research community. After Harvard Business School has a special topic about billionaire businesswoman Nguyen Thi Phuong Thao, Tuck Business School of Dartmouth University, another member of the Ivy League team has just brought an outstanding MBA fellows to meet our beloved Vietjet leader to learn about the business environment, the formation and development story as well as the positive contributions of businesses to Vietnam's economic development.

In less than two hours, the meeting with one of the most powerful women in the world left professors and MBA students of Dartmouth a good impression on a beautiful Vietnam, a miraculous emerging economy, and a regional private sector bustling strongly.

**PARTICIPATED IN THE INTERNATIONAL AERONAUTICAL CONFERENCE 2019**



On March 13-15, 2019, Member of the Board Mr. Chu Viet Cuong, Vice President to Viet Thang and Vietjet delegates represented the company to attend the 2019 International Air Conference held in Da Nang. Participating in a discussion on Aviation Safety with world aviation representatives including Mr. Gerardo Hueto, IATA's Flight and Safety Manager, Mr. Sunjoo Aduet, IATA's President of International Development of Technology and Captain Suheil Abumariam from Gulf Air, Vice President to Viet Thang emphasized safety was always Vietjet's top priority. The company currently operates the new and modern Airbus A320-321neo fleet, adopting Airbus' advanced monitoring and operation technologies including AirFase flight data analysis system.

**THAILAND MINISTRY OF TRANSPORT HOPES THAI VIETJET TO BE A FACTOR IN PROMOTING VIETNAM - THAILAND TRADE AND TOURISM**



Vietjet Vice President Thi Thuy Chinhwoman of Thai Vietjet Nguyen Thi Thuy Chinh and Thai Vietjet leaders had a meeting with Minister Arkom Termpitayapaisith and Thai Ministry of Transport leaders in Bangkok, Thailand, after Thai Vietjet signed AOL extension for 5 years.

Minister Arkom Termpitayapaisith highly appreciated Thai Vietjet's plan to develop the flight network, especially the routes connecting Vietnam - Thailand. He also believed that Thai Vietjet would be an important factor to promote trade and tourism growth between the two countries.

Currently, Thai Vietjet has 7 aircraft with 11 routes, transporting 2.1 million passengers in 2018 with impressive indicators of load factor of 87%, the on time performance reached 85% and technical reliability amongst the highest in the world of 99.73%.

**INVESTOR RELATIONS**

**SHARING BUSINESS STRATEGY WITH INVESTORS AT VIETNAM ACCESS DAY 2019**



Madame Ho Ngoc Yen Phuong - Vice President cum CFO of Vietjet presented to investors at the conference

Vietnam Access Day 2019, one of the biggest events of the year for investors organized by Viet Capital Securities Company (VCS) took place in Ho Chi Minh City.

Vietnam Access Day 2019 took place in 3 days from 5 to 7 March, attracting nearly 400 institutional investors and 40 prestigious enterprises such as Vingroup, Vinamilk, FPT, Mobile World, Masan, Vietjet, HDBank, Thanh Thanh Cong, PNJ ...

On the first day of the event, Vietjet presented to 200 investors, analysts at the ballroom conference, as well as met 20 investment funds applied to small group meetings. Vice President cum CFO Ho Ngoc Yen Phuong, Vice President Tran Hoai Nam, Vice President Nguyen Thi Thuy Binh on behalf of Vietjet's leadership attended the event and shared business strategy to investors with direct, straightforward and clear presentations.

In Vietnam, aviation industry is developing and expected to grow strongly in the future. Vietnam is also at the dynamic area of aviation accompanying with the recovery of the world's aviation, the increase of investment to tourism, the raise of living standards. According to Airports Corporation of Vietnam (ACV), in 2019 passenger traffic through airports is expected to be 112 millions, an increase of 8 million passengers. Being the leading airline in domestic market, compare to other domestic airlines, Vietjet has an outstanding advantage on almost routes, with diversified flight network, reasonable price which meet traveling demands of the majority of people to visit relatives, travel, study and trade.

Answering questions about competition in the aviation in the coming time, Vietjet leadership said that the competition was the motivation of growth. For the past years, thanks to unstoppable efforts of Vietjet's leadership and staff, Vietjet believes that Vietjet has grown very strongly, sustainably and will continue to do thanks to domestic market growth and focus on expanding potential international routes, together with developing plan of its 2.82-year-old fleet and competitive funding costs. Taking advantage of its current strengths, Vietjet improves the quality of customer services, deploys service packages to increase ancillary revenue and optimizes operation cost by new technology solutions and advanced management which help bring the highest efficiency for the company and investors.

**COMMERCIAL BUSINESS PERFORMANCE**

**FLY VIETJET BETWEEN VIETNAM AND JAPAN WITH PROMOTIONAL TICKETS FROM USDO ON EVERY WEDNESDAY**



Celebrating the new route between Ho Chi Minh City and Tokyo (Narita), Vietjet is offering promotional tickets fare from only 0USD (\*) on every Wednesday from now to April 24, 2019 at www.vietjetair.com.

The promotion is applied to all routes between Vietnam and Japan, including Hanoi/ Ho Chi Minh City - Osaka (Kansai) and Hanoi/ Ho Chi Minh City - Tokyo (Narita). The travel period is from April 1, 2019 to December 31, 2019 (\*\*).

The Ho Chi Minh City (Vietnam) - Tokyo (Narita) route will operate daily return flights from July 12, 2019. Flying time is around six hours per leg. The flight departs from Ho Chi Minh City at 00:05 and arrives at Tokyo at 08:00. The return flight takes off from Tokyo at 09:00 and lands in Ho Chi Minh City at 13:05. All in local times.

(\*) Excluding taxes, fees.

(\*\*) Excluding national holiday

**OPERATIONAL PERFORMANCE**

**FLIGHT OPERATION DIVISION IMPLEMENTED NEW FLIGHT OPERATION SYSTEM**

On March 8, Flight Operation Division officially implemented Airline Information Management System (AIMS) with the purpose of enhancing the efficiency in the flight operation in general, as well as synchronize and integrate information across divisions such as Commercial, Ground, Maintenance.

**STABLE DEVELOPMENT**

**PROPAGATE AND DISSEMINATE LAWS ON AVIATION SAFETY AND SECURITY**



On March 30, Civil Aviation Authority of Vietnam (CAAV) cooperated with Vietjet and Petrolimex Aviation Joint Stock Company to hold a conference "Propagating and popularizing the law on aviation safety and security" at Nguyen Duy Trinh High School (Nghị Loc, Nghe An). The objective of this program was to raise awareness, responsibility and sense of law adhering of civil aviation safety and security, contribute to minimize the number of security violations and aviation safety.

Attending the conference were the representatives of Vietnam Air Traffic Management Corporation, Northern Airport Authority, Vinh International Airport, Nghi Loc District People's Committee (Nghệ An), Nghi Loc District Police and nearly 1,500 teachers and students of Nguyen Duy Trinh High School.

On this occasion, CAAV, Vietjet, Petrolimex Aviation Joint Stock Company have awarded scholarships worth one million VND and stationeries to 20 students who have financial difficulties but achieve excellent academic results.

**LAUNCHED "CLEAN THE SEA WITH VIETJET" PROGRAM**



On March 29, the Northern Office of Vietjet launched "Clean the Sea with Vietjet" program - a campaign "Cleaned by Managing Director Luu Duc Khanh. More than 100 employees and guests participated in clearing rubbish at Ha Long and Quang Ninh beaches.

The program "Clean the Sea with Vietjet" will be held from January 1 to December 31, 2019 for all Vietjet employees to spread the beautiful meaning of the campaign "Clean up the sea" which is becoming very popular across the country. Interested departments and units who organize team-building at the locations with beaches can register to participate through the form of garbage collection, guiding people on how to protect the marine /sea environment by not littering, use recycled, environmentally friendly items ...

**WING UP ASIAN TALENTS AT ASIA'S GOT TALENT 2019**



Vietjet is the official airline, accompanying with Vietnamese contestants and Asian talents on their journeys to conquer glory at Asia's Got Talent 2019. "Got Talent" is the most successful reality TV show in history and currently airs in 186 countries.

The Winner of Asia's Got Talent, Season 3 will receive complimentary flights on Vietjet Air routes for up to one (1) year courtesy of Vietjet and be invited to participate in inflight activities of Vietjet.

Vietjet also accompanies with 2 Vietnamese outstanding contestants who are HANOI XGIRLS and Gia Nhu - Anh Duc. HANOI XGIRLS is a 10-member modern dance troupe.

**VIETJET CENTRAL REPRESENTATIVE ORGANIZED FAMTRIP TO JAPAN**



From February 25 to March 1, Vietjet Central Representative organized "Hello Japan" famtrip program for agencies and Top Travel Companies in the Central region. The program aimed to introduce attractive destinations of Japan thereby promoting revenue growth and the connection between Vietjet and its partners and agencies.

**PROMOTED BRAND IMAGE IN SINGAPORE AND MYANMAR**



Vietjet organized many activities to promote images and information exchanges with visitors at Raffle City Garden Court, Singapore. Visitors enjoy special games, receive interesting gifts, interact with lovely Army and have the opportunity to own attractive international return tickets.

Vietjet accompanied with the Korea Tourism Promotion Agency - Myanmar to organize the "The First Korea Day" program in Yangon, Myanmar. At the event, Vietjet introduced to the participants the network of international routes currently in operation as well as the network development strategy to fly to Korea and Myanmar in the coming time.

**PROMOTED IMAGE IN SINGAPORE FESTIVAL**



Vietjet organized many activities to promote images and information exchanges with visitors at Singapore Festival. Visitors enjoyed special games, received interesting gifts, interacted with lovely Army and had the opportunity to own attractive international return tickets.

**ATTENDED THE SEMINAR TO INTRODUCE INDONESIA DESTINATIONS**



Commercial Deputy Director Jay L Lingeswara represented Vietjet to attend the Seminar to introduce Indonesia destination organized by the Indonesian Embassy. Vietjet introduced information about Vietjet's flight network as well as strategies to open new routes to Indonesia in the coming time and presented gifts to corporation and airlines who attended the event.

**ACCOMPANIED THE TOURISM AUTHORITY OF THAILAND TO PROMOTE TOURISM**

On March 2 and 3 at Saigon Center - Ho Chi Minh City, Vietjet accompanied the Tourism Authority of Thailand to organize a Thailand tourism exchange program for the Songkran Tet event and to promote flights connecting Vietnam - Thailand. The event was attended by representatives of the departments of Ho Chi Minh City, Thailand and the travel companies and tourism of the two countries. At the event, apart from special exchange activities, visitors also received lovely and interesting gifts from Vietjet.

**NORTHERN OFFICE ORGANIZED 2019 AGENCY CONFERENCE WITH THE THEME "BLOOMING IN THE SKY"**



In Quang Ninh, the Northern Office organized 2019 Agency Conference with the theme "Blooming in the Sky" for nearly 200 agencies and guests in the Northern region. Vice President Nguyen Duc Tam attended and awarded the agencies who have good results.

Speaking at the conference, Mr. Duong Hoai Nam - Director of Northern Office, believed that with good cooperation between Vietjet and agencies and the positive results over the years, we will accomplish VND 8,200 billion target in 2019.

**PARTICIPATED IN ROUTES ASIA CONFERENCE 2019**



Commercial Deputy Director Jay L Lingeswara represents Vietjet to attend and discuss at Asia 2019 Routes Conference in Cebu (Philippines). The conference gathered more than 800 delegates, 100 international airlines, 200 major airports throughout Asia - Pacific. At the event, more than 2,000 direct dialogues on the development of new airline routes were organized. Commercial Deputy Director Jay L Lingeswara participated in a discussion on the future theme of air transport in Asia Pacific such as technology, fuel prices and new entrants.