



### EVENTS - NEWS

#### VIETJET LEADERS ATTENDED IATA ANNUAL MEETING WITH MANY IMPORTANT ACTIVITIES



In two days June 1st and 2nd 2019, a delegation of Vietjet leaders attended the 75th Annual Meeting of the International Air Transport Association (IATA) in Seoul, South Korea. Besides attending the main conference with 290 IATA member airlines around the world, Vietjet leaders also had many bilateral exchanges with leaders of important partners namely Boeing, Airbus, CFM International, Safran, Pratt Whitney, GE, Spring Air, EVA Air and Qatar, etc. to promote co-operation and development. CEO Nguyen Thi Phuong Thao also had meetings with CEOs of many international enterprises and organizations attending this conference.

IATA members currently provide 82% of global air transport demand. According to the IATA's CEO and Chairman, 2019 is expected to be the 10th year in a row that member airlines have good business results, but will also face many challenges from rising costs and trade wars.

The conference also discussed important issues to prepare for the aviation industry's future as demand for air transport is expected to double in the next two decades. The content related to safety, security, digital transformation, supply infrastructure, maintaining sustainable human resources for the future, etc. are the top concerns at the IATA annual meeting this year. IATA also forecasts the 2019 profit outlook for the global air transport industry to reach 28 billion USD. The business environment of IATA member airlines will continue to grow despite fluctuating fuel prices and world trade war situation. Total revenue of the industry in 2019 is expected to reach 865 bil. USD, up 6.5% compared to 2018. The total number of passengers transported in the year is expected to increase from 4.4 billion passengers in 2018 to 4.6 billion passengers this year.

By attending important international events of the world aviation industry, Vietjet is affirming its role and position of a leading airline as well as a leading private enterprise in Vietnam, with contribution to the development of the aviation industry and the world's economy.

#### PRESIDENT OF MYANMAR VISITED VIETNAMESE BUSINESSES



Myanmar President - Mr. Win Myint had a meeting with leaders of Vietnamese corporations in Hanoi on the occasion of official visit to Vietnam and participation in the 2019 Vesak Day.

At the meeting, Vice President Dinh Viet Phuong and leaders of Vietnamese corporations such as Vietnam Airlines, Viettel, BIDV Bank, Hoang Anh Gia Lai, Thaco and the Myanmar President discussed about the strengthening of cooperation in trade, tourism and economic development among the two countries.

#### FRENCH ENTERPRISES EXPRESSED INTERESTS TO STRENGTHEN THE COOPERATION IN AVIATION INFRASTRUCTURE DEVELOPMENT WITH VIETJET



On May 16 at the Vietjet Office, Vice Chairman Nguyen Thanh Hung and leaders of the departments welcomed the French enterprises delegation led by Mr. Vincent Floreani - French Consulate General. These are the leading French companies in the field of construction and development of aviation infrastructure.

At the meeting, the two parties discussed the contents of the growth of infrastructure, technology, security, safety and increasing the operation efficiency for airports in Vietnam. The French businesses paid a special attention and keen on strengthening the cooperation with Vietjet in aviation projects in the near future.

Prior to this event, Vice President Dinh Viet Phuong also attended and had a presentation with the "Sustainable development for aviation infrastructure in Vietnam" topic at the Vietnam - France Conference on airport cooperation and development 2019. The seminar was attended by leaders of Civil Aviation Authority of Vietnam, French Consulate as well as numerous aviation infrastructure enterprises of France and Vietnam.

#### FOR THE FIRST TIME IN VIETNAM, CUSTOMERS CAN BUY VIETJET TICKETS VIA INSTALLMENT WITH HD SAISON



Aiming to become a Consumer Airlines, Vietjet cooperates with HD SAISON Finance Co., Ltd. to provide the first installment program for buying air tickets in Vietnam making air travel within everyone's financial capability.

No prepayment or salary confirmation is needed, only with some simple steps on website www.vietjetair.com, customers can easily buy 1 or more air tickets on all Vietjet's domestic and international routes with straightforward loan procedures, quick approval and loans ranging from 2 to 15 million VND.

#### COLLABORATED WITH VIETNAM NATIONAL ADMINISTRATION OF TOURISM TO PROMOTE VIETNAMESE TOURISM IN INDONESIA



Vietnam National Administration of Tourism organized a roadshow in Jakarta (Indonesia) with the theme "Soulful Vietnam" to promote beautiful destinations, unique and attractive Vietnamese tourism services to our international friends. Vietjet was honored to be the sponsor of this special event with various activities to promote aviation products, brands, destinations and loyalty draws to the guests.

In the event, the Vietnam National Administration of Tourism introduced Vietnamese tourism in recent years as well as interesting Vietnam's tourist destinations and products that are loved by many international tourists.

### INVESTOR RELATIONS



In May, Vietjet attended many domestic and international investor conferences which attracted attention of many prestigious experts, investment experts and funds including 10th dbAccess Asia Conference 2019 by Deutsche Bank in Singapore, Citi SSI Vietnam C-Suite Corporate Day 2019 in Ho Chi Minh City.

Vietjet was proud to present the growth the financial performance of the airline to the analysts and investors both domestic and foreign, highlighting the potential of air travel in the Vietnam market. The

financial performance of Vietjet is leading the aviation performance in Asia Pacific region with an increase of 48.9% in PBT in 2018 compared over 2017, thank to the impressive increase fleet size and high efficiency operation. In Q1/2019, Vietjet presented the high operation performance, with international passengers increased 30%, ASK increased 28% compared with the same period last year.

By planning, in addition to the plan accelerating its overseas expansion to tap into this growing demand, Vietjet is committed to its growth targets and is poised to tap into the Vietnam air travel market which is growing at a leading growth rate compared to other countries. The potential of Vietnam's aviation market is huge, with the top 5 fastest-growing market on the world, growth 8% annually, even higher than Thailand and achieve 150 million customers as of 2035 (source IATA). Vietjet is currently the leading domestic market share in Vietnam, with reliable brand and reasonable cost.

### COMMERCIAL BUSINESS PERFORMANCE

#### MILLIONS OF VND0 TICKETS ACROSS ASIA ARE JUST ONE CLICK AWAY, JOIN VIETJET'S ONE-OF-A-KIND SUMMER PARADE



Welcoming the brilliant summer with a series of activities in "Love Connection - Show your summer version", Vietjet offers millions of tickets from VND0 to fly around Asia and invite everyone to participate in the one-of-a-kind summer parade of the planet from on the ground up to the cloud. Attractive gifts are given away from 01/06/2019 to 31/07/2019.

The AMY aircraft will invite passengers to experience the one-of-a-kind summer across many countries and territories: Vietnam, Japan, South Korea, Taiwan (China), Thailand, Singapore, Myanmar, Malaysia, Cambodia, China, Indonesia (Bali), and to enjoy inflight entertainment only available on Vietjet's aircraft.

#### INAUGURATE HO CHI MINH CITY (VIETNAM) - BALI (INDONESIA) ROUTE



Attending the launch ceremony in Bali were Deputy Minister of Tourism of the Republic of Indonesia Ms. Rizky Handayani, Indonesia Ambassador to Vietnam Ibnu Hadi, ASEAN Ambassadors and Consul Generals in Vietnam and many other representatives of Indonesian authorities as well as partners and travel agents of Vietjet in Indonesia.

The Ho Chi Minh City - Bali route will operate five return flights per week, every Monday, Wednesday, Thursday, Friday, Sunday starting from May 29, 2019. The flight time is around four hours per leg. The flight departs Ho Chi Minh City at 08:05 and arrives in Bali at 13:05. The return flight takes off from Bali at 14:05 and lands in Ho Chi Minh City at 17:05 (all local times listed).

#### ORGANIZED THE SECOND 2019 CUSTOMER SERVICE CONFERENCE



On May 21 at Vietjet Office, the 2nd Customer Service Conference of 2019 was organized with the participation of terminals' GO representatives, ground services providers in Noi Bai, Tan Son Nhat, Cam Ranh, Da Nang and call center division. The conference aimed at disseminating regulations and service policies in passenger service to improve the service quality, the customer service department also answered units' queries about the relevant problem in collaboration and work implementation. Moreover, the conference also discussed about the solutions to overcome existing issues.

#### OFFER SPECIAL PROMOTION FOR ALL ROUTES TO JAPAN NAMED "OHAYO SATURDAY, FLY TO JAPAN FROM ONLY US\$0"



Vietjet is offering travelholics a new treat with its exclusive promotion for all routes to Japan named "Ohayo Saturday, fly to Japan from only US\$0". Accordingly, passengers can book air tickets priced as low as US\$0 (\*) from now until December 31, 2019 at www.vietjetair.com.

#### VIETJET AND YOUTH THEATRE CULTIVATE LOVE, WING ARTISTIC DREAMS OF CHILDREN



Continuing the success of "Flying dreams" series last summer, bringing unique performances to more than 12,000 children in Hanoi and neighboring provinces, Vietjet accompanies with Youth Theatre to organize a special art project "Flying dreams" throughout the year. From the International Children's Day June 1, 2019, "Flying dreams" project will officially launch with 80 special shows reserved for children in Hanoi and Ho Chi Minh City every week in one year.

With thousands of free ticket, "Flying dreams" will bring children closer to the true art performances with full of humanity, cultivate their love for art performances, wing the artistic dreams.

### SUSTAINABLE DEVELOPMENT

#### VIETJET AND 10 YEAR JOURNEY WITH COMMUNITY DISASTER PREVENTION FUND



Formerly known as the Fund for Supporting Disaster Prevention in the Middle, Disaster Prevention Fund during 10 years of establishment and operation has recorded over VND300 billion donation of organizations, individuals and especially private enterprises including Vingroup, Vietjet, Truong Hai, SunGroup, FPT...

At the ceremony, Vietjet Vice President Do Xuan Quang said: "The activities for community have been part of Vietjet employees' life since the first days of establishment and absolutely in future. Besides making flying dreams of tens of million passengers come true, we are always aware of a leading enterprise's responsibility to society, community and disadvantaged circumstances. Vietjet's activities accompanying with Community Fund for Disaster Prevention as well as Central Committee of Ho Chi Minh Communist Youth Union, Vietnam Youth Union, National Volunteer Center etc. have been our desire to bring a better society, a more civilized and fresher environment, thereby showing a beautiful Vietnamese images to the international friends".

#### VIETJET ACADEMY ORGANIZED TRAINING COURSES IN DISTRICT 9



From May 13, the Board of Managers and teachers of Vietjet Academy officially moved to Vietjet Academy in the High-Tech Zone of District 9, Ho Chi Minh City.

Vietjet Academy is developed on an area of 7.4 hectares under the Research and Development and Training Zone, "Heart" of Ho Chi Minh City Hi-tech Zone. Vietjet aims to develop the Aviation Academy to become an international standard aviation campus in researching and training.

#### ACCOMPANIED WITH THE "UNHEARD WAR HEROES SONGS" PROGRAM



On May 12, in Hanoi, Vietjet collaborated and sponsored for the "Unheard War Heroes Songs". The program was organized by the Journalist and Public Opinion Newspaper and was broadcast live on Vietnam National Assembly TV Channel. Vice President Nguyen Duc Tam attended and received the honorary medal.

The "Unheard War Heroes Songs" program was held on the occasion of the 60th anniversary of the opening of Ho Chi Minh Road - Traditional day of Truong Son soldiers. The program also aimed to call for donations from collectives and individuals to support funds for poor, intoxicated children, relatives of martyrs and war invalids, Truong Son veterans who are in extremely difficult circumstances.

#### DISCOVERING THE BEAUTIFUL VIETNAM WITH VIETJET



From 18th to 19th of May, Vietjet brought various special activities with the "Discovering the beautiful Vietnam with Vietjet" message in Kanku Tabihaku International Fair 2019 in Japan. The fair of this year) attracted more than 50,000 visitors.

At Vietjet's booth, guests can participate in games, receive interesting gifts, interact with lovely Amy and get free tickets from Vietjet. On this occasion, Vietjet also offered a special promotion with tickets only from JPY100 for flights from Hanoi and Ho Chi Minh City to Japan from 22nd to 24th of May.

#### ORGANIZE FAMTRIP PROGRAM TO INTRODUCE DESTINATIONS TO CAN THO AND MEKONG DELTA PROVINCES



On 08/05, Northern Representative Office cooperated with Can Tho Tourism Department to organize Can Tho Tourism Promotion Conference & Mekong Delta provinces and Famtrip program to introduce destination. The program aims to provide information, products and travel policies for travel companies and air ticket agencies in the Northern provinces.

The famtrip program has brought the members to survey and experience new and prominent tourist destinations in the Western provinces such as Can Tho City, Con Son eco-tourism, Ma Toc Pagoda, Doi Pagoda, Bac Lieu Tu Cong House, memorial area for musician Cao Van Lau, Ca Mau city and Ca Mau cape.