



### EVENTS - NEWS

#### JOINING THE CALL FOR INVESTMENT IN KIEN GIANG, VIETJET ANNOUNCES OPERATION PLAN OF NEW ROUTES TO PHU QUOC



Kien Giang Investment Promotion Conference themed "Kien Giang – Potentials, opportunities for investment and sustainable development" opened on July 29th in Rach Gia city attracted attention of more than 500 leaders of ministries, industries, localities, domestic and international organization, investors, leading private enterprises... Under the witnesses of Prime Minister Nguyen Xuan Phuc and senior leaders of Vietnamese Government, the new-age carrier Vietjet announced the operation plan of 6 routes from and to Phu Quoc – the investment, tourism destination becoming more and more attractive and prominent in the Mekong Delta region in particular, Vietnam in general.

Accordingly, Vietjet has the plan to operate 2 new domestic routes connecting attractive tourist and investment destinations including Phu Quoc – Da Nang, Phu Quoc – Van Don with the frequency of 7 flights per week from the end of this year and the middle of next year. Two new international routes Phu Quoc – Chengdu (China), Phu Quoc – Chongqing (China) will be operated with 3 round-trip flights per week from the end of 2019.

Specially, Vietjet's two international routes Phu Quoc – Hong Kong (China), Phu Quoc – Incheon (Seoul, South Korea) will increase the frequency to 6 flights / week and 14 flights / week respectively from winter this year to meet customers' demands during the peak season of Phu Quoc – Pearl Island in the Southwest of the country

#### HONORED AS BEST COMPANY TO WORK FOR IN ASIA 2019



HR Asia Award is a prestigious award that evaluates and honors companies with excellent working environments throughout Asia, being held annually in many Asian countries.

About the award, Vietjet Managing Director Luu Duc Khanh said: "Our company's greatest asset is our employees, and thus, we take great pride in creating a work environment and culture that fosters success. Vietjet's success depends on the individual and team performance of all employees and this award is especially exciting as employee survey form part of the evaluation. We will continue our commitment investing in employee well-being and engagement in order to ensure our further success."

#### EXPANDED COOPERATION WITH SINGAPORE BUSINESSES



On July 10 and 11, Madam CEO Nguyen Thi Phuong Thao, Vice Chairman Nguyen Thanh Hung and Vietjet's delegation and Sovico Group's companies visited and worked with partners in Singapore.

With the strategy to strengthen the expansion of cooperation and global development, the delegation had important discussions with Deputy Minister of Industry and Trade - Mr. Chee Hong Tat, leaders of SATS Company, ST Engineering Aerospace, Jetstar Singapore and signed a joint venture agreement between Phu Long and Keppel Land under the witness of the Vietnamese ambassador to Singapore - Ms. Tao Thi Thanh Huong.

#### VIETJET IS THE FASTEST PASSENGER GROWING AIRLINE IN 2019



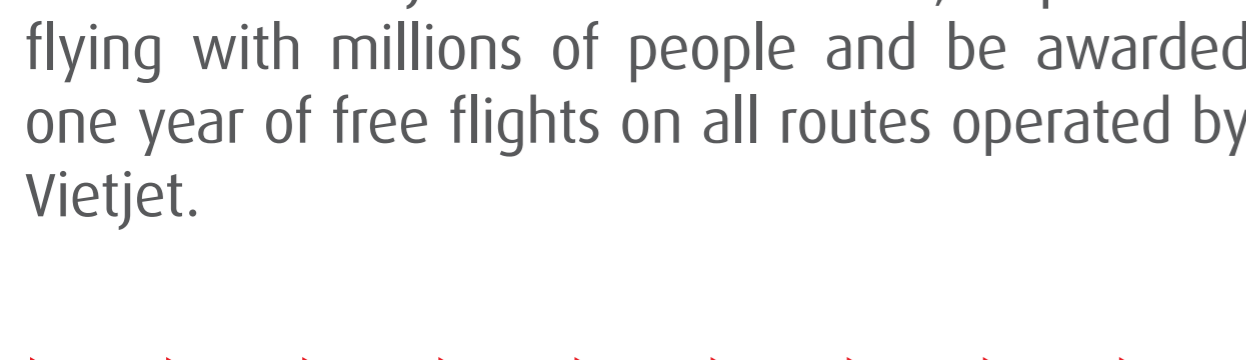
At the Vietnam Tourism Awards 2019 organized by Vietnam National Administration of Tourism, Vietjet was honored as the airline with the fastest passenger growth rate in 2019.

The event was attended by Deputy Prime Minister Vu Duc Dam, Minister of Culture, Sports and Tourism Nguyen Ngoc Thien and leaders of the National Administration of Tourism and Vietnam Tourism Association.

#### SEARCHING FOR "THE BRAVE HEART" WITH VIETJET AT THE BIGGEST BEAUTY PAGEANT OF THE YEAR



Vietjet continues to accompany with Miss Universe Vietnam 2019 as the official transportation sponsor. Beauties from all parts of Vietnam will fly with the new-age airline during the journey to find a worthy representative for Vietnam at Miss Universe 2019 - one of the most prestigious, reputable and attractive beauty pageant in the world. In particular, the beauty who crowned the highest position with "The Brave Heart" this year will be invited to participate in special cultural and artistic events on Vietjet's modern aircraft, experience flying with millions of people and be awarded one of free flights on all routes operated by Vietjet.



#### BROUGHT GOOD VIBES AT DAEGU CHIMAC FESTIVAL 2019



From July 17 to 21, Vietjet brings Daegu Beer and Fried Chicken Festival - ChiMac Festival 2019 with many special activities, games and attractive gifts to tens of thousands of participants. Beer and fried chicken festival is one of Daegu's annual festivals. This year's festival attracted the participation of 100 brands, 200 booths and more than 1 million attendants.

### INVESTOR RELATIONS

#### AIR TRANSPORT REVENUE INCREASES SHARPLY BY 22%, INTERNATIONAL REVENUE PROPORTION REACHES TO 54%

According to Vietjet's business results in the first half of 2019, air transport revenue was VND20,148 billion, increased by 22% and profit before tax was VND1,563 billion, an increase of 16% year on year. Consolidated results included aircraft trading, consolidated revenue reached VND26,301 billion, up 24% and profit before tax was VND2,398 billion, up 11% year on year.



In the first half of 2019, Vietjet operated 68,821 flights, equivalent to 45% of total flights operated by all the Vietnamese airlines, and transported 13.5 million passengers in all network. Vietjet maintained its leading position in domestic transportation with 44% market share in the first 6 months.

The international market continues to provide room for growth, with strong ancillary revenues, lower fuel costs the international market growth strategy has helped Vietjet achieve lower cost of growth improving profitability. Correspondingly, the number of passengers in international routes grew by 35% to approximately 4 million passengers. The proportion of international revenue surpassed domestic revenue and reached 54% of total air transport revenue. Ancillary and cargo revenue was VND5,474 billion, the proportion increased from 21% last year to 27% this year, mainly thanks to the contribution from the growth of international routes.

During Q1 & Q2/2019, Vietjet has opened 9 international routes to Japan, Hong Kong, Indonesia, China and 3 domestic routes, which helped increase the total number to 120 routes, including 78 international routes and 42 domestic ones. The flight network has covered destinations in Vietnam and international to Japan, Hong Kong (China), Singapore, South Korea, Taiwan, Thailand, Myanmar, Malaysia, Cambodia, China, etc. Vietjet aircraft also have been operated at Dubai, Doha airports...

In other operating results, the revenue passenger kilometers (RPK) stood at 16.3 billion, up 22% year on year, the load factor averaged 88%, the technical reliability was 99.64% and on-time performance (OTP) reached 81.5%.

In the first 6 months, Vietjet's equity reached to VND15,622 billion, up 32% year on year. Total assets were VND44,461 billion, up 30% year on year; including VND21,955 billion long-term assets, accounting for 49% of total assets. Debt to Equity ratio was 0.50, which was positive compare to 0.64 of last year. Annual General Shareholders' Meeting in April decided to pay 2018 dividend at the rate of 55%, higher than the plan of 50% approved at the annual shareholders' meeting last year.

In the first half of 2019, Vietjet also introduced new version of Vietjet Air apps which integrated Vietjet Sky-Club membership program with many incentives and utilities including buying air tickets quickly on smartphones, hunting VND0 tickets every Friday, free payment fees...

Vietjet Aviation Academy at Saigon High-Tech Park located in Ho Chi Minh city is an international standard, modern training facility with equipment, programs of European Union Aviation Safety Agency (EASA) standards, which organized 250 courses for 5,623 pilots, cabin crews, engineers, aviation staffs...in the first 6 months. Simulator (SIM) at Vietjet Aviation Academy has started operation since November 2018, so far it has been trained 3,178 hours for 2,809 trainees and teachers. Vietjet's SIM center has obtained ATO level 2 certification from EASA, the world's leading standards.

Especially, Vietjet is one of the few foreign enterprises and the only Vietnamese becoming a member of Japan Business Federation - Keidanren, an organization with a membership comprised of the world's, Japanese companies. Vietjet's good operation, business results were recognized by many domestic and foreign prestigious awards, such as HR Asia - Best company to work for in Asia 2019 award, "The Best Service Foreign Low Cost Carrier" award in South Korea, Vietnam's the best Vietnamese 50 listed companies by Forbes, etc.

#### VJC SHARES ARE LISTED IN TOP 20 OF THE VIETNAM SUSTAINABILITY INDEX - VNSI

In the review on July 2019 of Ho Chi Minh Stock Exchange, VJC shares of Vietjet have been listed in Top 20 of the Vietnam Sustainability Index VNSI

VNSI includes top 20 stocks of HOSE listed companies that have demonstrated the best sustainable development VNSI includes many of the leading companies in diverse industry segments, such as Vingroup, Vinamilk, VJC, SSI ...

This is an evidence for Vietjet's success in promoting sustainable development initiatives, asserting its position and pioneering role in the community of listed companies in Vietnam.

The VNSI targets to determine sustainable development standards, identify criteria, best practices for environment, society and corporate governance.

To be the one of best measures for the market, VNSI provides a list of good quality companies, and support investors to identify the "green stock" for their portfolio and investment.

#### EXPECTED TO BUY 25 MILLION TREASURY SHARES

Resolution dated July 9th, 2019 of the Board of Directors of Vietjet Aviation Joint Stock Company (HOSE code: VJC) approved buying back up to 25 million shares (equivalent to 4.61% of its charter capital) as treasury shares. The transaction will be carried out by the matching orders or agreement method on the exchange after obtaining approval from the State Securities Commission.



The fund buying treasury shares is from the capital surplus and undistributed profit after tax, which is plentiful with over VND9,964 billion.

According to international experts and consulting institutions, the market price of VJC shares is lower than their real value and does not reflect the company's truly leading position and growth potential. Therefore, buying back shares is aimed at reducing the number of outstanding shares, supporting transactions and increasing shareholder value.

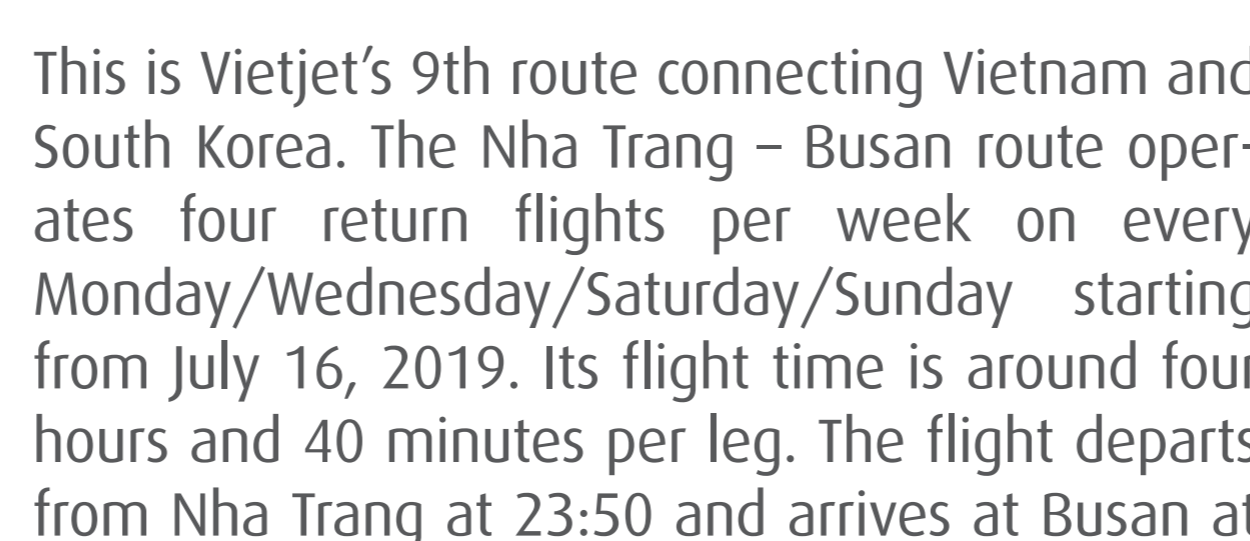
### COMMERCIAL BUSINESS PERFORMANCE

#### LAUNCHING NHA TRANG AND BUSAN ROUTE, THE ONLY DIRECT SERVICE BETWEEN THE TWO LOCALITIES



This is Vietjet's 9th route connecting Vietnam and South Korea. The Nha Trang – Busan route operates four return flights per week on every Monday/Wednesday/Saturday/Sunday starting from July 16, 2019. Its flight time is around four hours and 40 minutes per leg. The flight departs from Nha Trang at 23:50 and arrives at Busan at 06:30. The return flight takes off from Busan at 08:05 and lands in Nha Trang at 10:45. All are in local times.

#### COOPERATED WITH GOOGLE TO DOUBLE UTILITY FOR ALL TRAVELERS FROM AND TO VIETNAM



Aiming to be a "Consumer Airline", Vietjet connects with major partners to create a diverse ecosystem based on modern technology platform to bring more attractive and quality services that meet customer's demand. Together with Google Flights, Vietjet will coordinate to promote and introduce Vietnam's images, people and tourism to the world, while offering convenient travel opportunities for Vietnamese and international travelers.

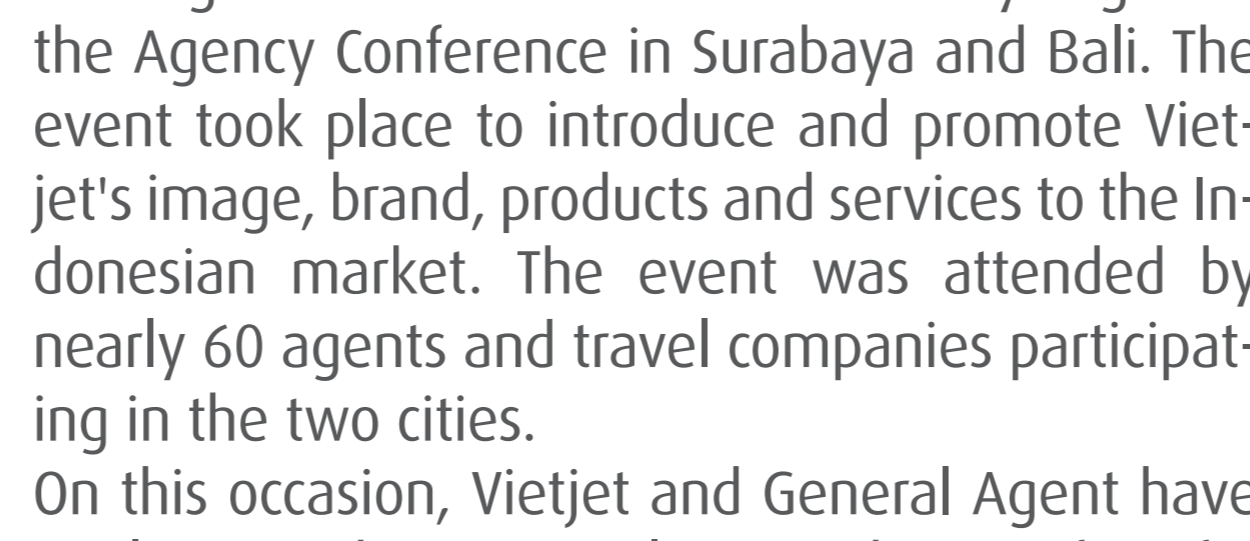
#### HELD AN AGENCY CONFERENCE IN SURABAYA AND BALI – INDONESIA



On July 10 & 11, Vietjet cooperated with the General Agent in Indonesia to successfully organize the Agency Conference in Surabaya and Bali. The event took place to introduce and promote Vietjet's image, brand, products and services to the Indonesian market. The event was attended by nearly 60 agents and travel companies participating in the two cities.

On this occasion, Vietjet and General Agent have implemented system policies and group fees for travel companies and agents in Indonesia market. Currently, Vietjet is the only airline operating direct flights connecting Ho Chi Minh City and Bali.

#### ACCOMPANIED THE VIETNAM TOURISM ROADSHOW



On July 26, Vietjet cooperated with Vietnam National Administration of Tourism to organize a roadshow to introduce Vietnam tourism in Taipei, Taiwan. The program is within the framework of the International Food Festival organized by Taiwan Tourism Administration, attended by Mr. Tran Anh Dung - Chairman of Vietnam Culture - Economy Office in Taiwan, Mr. Chau Dinh Chung - Deputy Director of Taiwan Tourism Department, Ms. Nguyen Thi Thanh Huong - Deputy Director of Vietnam Tourism Department and more than 200 travel companies, travel enterprises, hotels and airlines.

At the program, Director of International Sales and distribution channel - Mr. Jay L Lingeswara thanked the representatives of Vietnam and Taiwan's government departments, companies and partners who have supported Vietjet. He also expressed faith in the growing cooperation in the future.

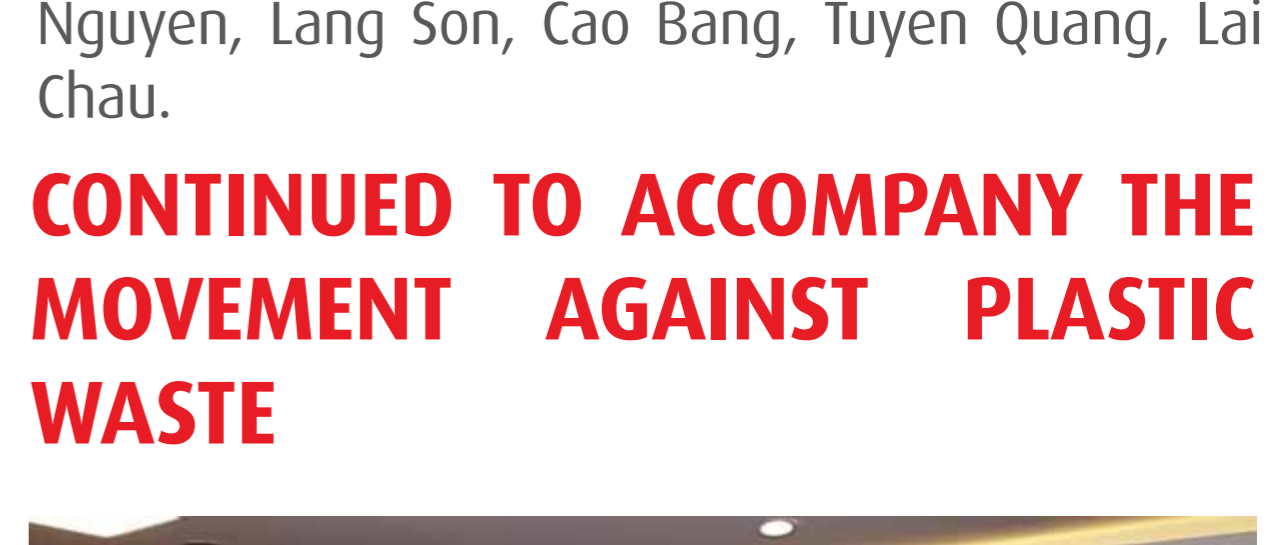
### SUSTAINABLE DEVELOPMENT

#### ACCOMPANIED 'LIGHTING UP THE DREAMS' OF THOUSANDS OF CHILDREN IN THE NORTH PROVINCES



In the sixth year of organization, "Light up the dreams" with theme "Light up the dreams of disadvantaged ethnic minority - mountainous areas" will give charitable houses, 1,000 scholarships and 3,000 meaningful gifts for children in Thai Nguyen, Lang Son, Cao Bang, Tuyen Quang, Lai Chau.

#### CONTINUED TO ACCOMPANY THE MOVEMENT AGAINST PLASTIC WASTE



On July 17 in Hanoi, Director of Northern Office Duong Hoai Nam attended and discussed the development and implementation of the Vietnam National Action Program on plastics. The discussion was attended by leaders of the Vietnam Environment Administration, representatives of the World Economic Forum and alliances against plastic waste in Vietnam.

Earlier, on June 9, Prime Minister Nguyen Xuan Phuc hosted and launched the "Nationwide Anti Plastic Waste Movement" to promote awareness and call for community and social actions, affirming Vietnam's commitment to solve the problem of plastic waste.

#### JOINED "RED FLOWER" PROGRAM CONNECTING GRATEFUL HEARTS ON REMEMBRANCE DAY



On the occasion of the 72nd anniversary of War Invalids and Martyrs' Day (July 27, 1947 - July 27, 2019), Vietjet cooperated with the Communist Party of Vietnam e-newspaper and related agencies to organize the 12th annual art programs "Red Flower" in Hanoi. The program was attended by Deputy Prime Minister Truong Hoa Binh, Minister of Labor, Invalids and Social Affairs Dao Ngoc Dung and representatives of sponsoring businesses, families of war invalids and martyrs ... Vice President Nguyen Duc Tam attended and received the medal.

The program honored and awarded medals for businesses that have contributed and accompanied the program over the years. Up to now, the program has awarded over 48 billion VND, gave out more than 12 thousand passbooks, 600 houses, tens of thousands of gifts to families of martyrs and war invalids, heroic Vietnamese mothers and poor students in many localities across the country.