



EVENTS - NEWS

VIETJET, SWIFT247 AND GRAB COOPERATE FOR DEVELOPMENT OF TRANSPORT MOBILITY AND DELIVERY



On August 7, Vietjet, Swift 247, a technology startup providing super express air delivery service (Swift247) and Grab signed an MoU on the comprehensive cooperation to develop solutions for connecting road and air travel to customers across Southeast Asia, and at the same time providing super express delivery services in Vietnamese market. This strategic partnership also marks the first collaboration between Vietjet and Grab, the leading superapp of the SEA, with the aim of offering Vietnamese market the best quality services, bringing the highest benefits to customers and community.

The strategic partnership allows Vietjet and Grab to leverage on technological advantages to develop low-cost solutions for road and air mobility. The two parties will focus on research and development of the digital platform integration between the two companies to increase convenience for consumers, and aim to expand the cooperation not only in Vietnam but also Southeast Asian markets.

With technological solutions of Swift247, Grab and Vietjet will be able to connect air flights with road transportation in super express delivery service. In the first phase, Swift247 customers will be able to deliver the goods quickly via GrabExpress delivery services on Grab platform and Vietjet aircrafts within 5 hours between Hanoi and Ho Chi Minh City. Customers can track the delivery process on the website and Swift247 application conveniently and effectively. In the future, the parties will look forward to the ability to integrate Swift247 services into the Grab open platform to bring the convenience and accessibility of services to consumers of all parties.

PROMOTE TOURISM AND TRADE COOPERATION IN AUSTRALIA



From August 4th to 6th, Vietjet Vice Chairman Nguyen Thanh Hung leading Vietjet and Sovico delegation paid a working visit to Victoria, Australia.

Here, the delegation had a high-level meeting with Victoria's Premier, Mr. Daniel Andrews, Governor Ms. Linda Dessau, Minister of Labor, Innovation, Trade and Tourism, Mr. Martin Pakula, Mayor of Melbourne Ms. Sally Capp and leaders of Linfox Group, RMIT University and Avalon Melbourne International Airport. The meetings discussed trade and tourism promotion between the two sides as well as Vietjet's research for the possibility to soon open routes to Australia.

Victoria leaders believe that the cooperation between the two sides will contribute to promoting growth and commit to support for Vietjet to soon operate routes connecting Vietnam and Australia.

VIETNAM AND THAILAND AVIATION ADMINISTRATION STRENGTHEN COOPERATION AND PROMOTE AVIATION GROWTH



In Danang, Vice President Nguyen Thi Thuy Binh and Vice President To Viet Thang represent Vietjet and Thai Vietjet to connect the two aviation administrations of Vietnam and Thailand. This aims to finalize the annual cooperation program, share experiences, exchange special resources and training programs between Vietnam and Thailand aviation, to optimize resources, boost aviation growth between the two countries, contributing to economic and tourism growth in the Asia. The meeting opened many new opportunities for Vietnam's international aviation development in general and Vietjet in particular.

On the same day, Thai Vietjet leaders and the Thai Aviation Authority signed a cooperation agreement to share the resources of flying operations to enhance the operations capacity in Thailand.

THE VIETNAM NATIONAL TOURISM ADMINISTRATION ORGANIZES A CONFERENCE TO BOOST INTERNATIONAL TOURISTS



In Da Nang, Vietnam National Administration of Tourism organized a conference to boost international tourists to Vietnam. The meeting was attended by Minister of Culture, Sports and Tourism Nguyen Ngoc Thien, Director General of Tourism Administration Nguyen Trung Khanh and representatives of local leaders, airlines, and tour agents...

Speaking at the conference, Minister Nguyen Ngoc Thien urged related parties to coordinate to find solutions to attract tourists in the last 5 months and next year. The target of each month must reach at least 1.5 million international visitors with special prioritize to 3 markets with the largest number of tourists including China about 5 million, Korea about 4 million and Japan about 1 million. Besides, it is necessary to improve the service quality to attract tourists to return to Vietnam.

In the speech of Vietjet, Director of Northern Duong Hoai Nam Office stressed that beside Vietjet's efforts in attractive programs and new networks, it is also necessary to promote the attraction and new destination development with the coordination of the Tourism Administration, local authorities as well as travel and tourism agencies.

BRINGING SPECIAL ACTIVITIES TO THE "VIETNAM NIGHT" PROGRAM IN JAPAN



In 3 days, from August 10-12th at the Bay Quarter, Tokyo, Japan, Vietjet has brought many special activities to the program "Vietnam Night 2019" organized by Kansai International Airport. With the theme "Recreating Hoi An ancient town", the program offered a Vietnamese cultural space for Japanese tourists with a night food market, photo section with traditional 'ao dai', sparkling lanterns...

At the event, visitors had the opportunity to participate in many of Vietjet's activities: take photos with Amy - get lovely photo stickers, win free tickets and get Vietnam travel guides, among many interesting minigames. Through the event, Vietjet wishes to promote the current routes connecting the two countries and promote the new route to Tokyo (Haneda), Da Nang to be operated from October 30th, 2019.

SAMSUNG SDS WISHES TO COOPERATE WITH VIETJET



At Vietjet Office, Vice President To Viet Thang and heads of departments, welcomed and discussed cooperation potential with Samsung.

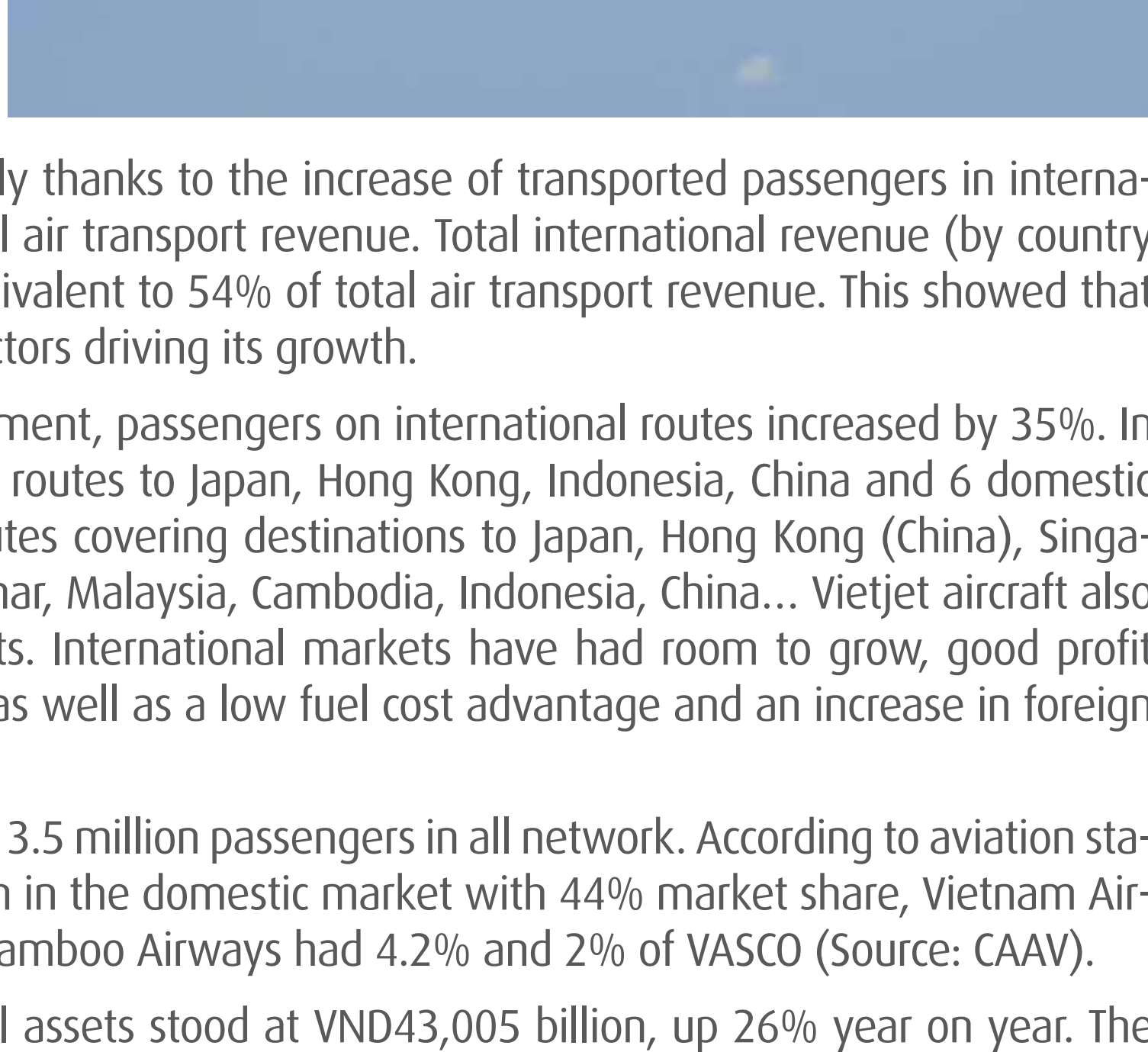
At the meeting, Samsung representatives introduced the advantages of software, databases as well as the hardware capacity of technology solutions, software in managing and improving the efficiency of flight operation.

Samsung SDS hopes to provide the solution to improve the efficiency of operations and competitiveness for Vietjet.

INVESTOR RELATIONS

VIETJET IS LEADING POSITION OF DOMESTIC MARKET SHARE, INCREASES STRONGLY INTERNATIONAL REVENUE BY 51%

Vietjet Aviation Joint Stock Company (HOSE: VJC) has just released its audited financial statements, accordingly in the first 6 months the parent company recorded VND20,181 billion revenue and VND1,553 billion profit before tax, increased by 22% and 15% respectively year on year.



As a result of business activities, passenger transport revenue reached VND18,984 billion, up 17% year on year. Of which, international revenue was VND6,865 billion, an increase of 51% and ancillary revenue was VND5,429 billion, an increase of 43% year on year mainly thanks to the increase of transported passengers in international routes and accounted for 27% of total air transport revenue. Total international revenue (by country of destinations) was VND10,944 billion, equivalent to 54% of total air transport revenue. This showed that international business is one of the main factors driving its growth.

According to Vietjet's audited financial statement, passengers on international routes increased by 35%. In the first half, Vietjet opened 9 international routes to Japan, Hong Kong, Indonesia, China and 6 domestic routes. The flight network included 120 routes covering destinations to Japan, Hong Kong (China), Singapore, South Korea, Taiwan, Thailand, Myanmar, Malaysia, Cambodia, Indonesia, China... Vietjet aircraft also have been operated at Dubai, Doha airports. International markets have had room to grow, good profit margin thanks to ancillary revenue growth as well as a low fuel cost advantage and an increase in foreign currency sources.

Vietjet operated 68,821 flights, transported 13.5 million passengers in all network. According to aviation statistics, Vietjet maintained its leading position in the domestic market with 44% market share, Vietnam Airline had 35.9%, Jetstar Pacific had 13.9%, Bamboo Airways had 4.2% and 2% of VASCO (Source: CAAV).

About consolidated financial indicators, total assets stood at VND43,005 billion, up 26% year on year. The current liquidity index was well at 1.41. Debt/Equity ratio was 0.51, which was 0.64 of the same period last year, of which equity was VND15,529 billion, an increase of over 30% year on year.

Available seat kilometers (ASK) maintained well, CASK was 3.88 cents, CASK ex-fuel was 2.27 cents, mainly from reducing fuel costs (decreased 4%) and cost savings in management, operation (reduced by 2%).

In the stock market, VJC stocks have just been listed in Vietnam Sustainability Index VNSI by Ho Chi Minh Stock Exchange for the period starting from August 5th, 2019 to July 31st, 2020; which included top 20 stocks of HOSE listed companies that have the best sustainable development scores. VNSI is one of the measures for the market, providing the best companies which help investors refer to the "green" nature of their portfolio. According to Airfinance Journal, Vietjet has been the 22nd ranked company in the world's 50 airlines having the best operating and financial indicators among 162 well-known airlines over the world.

VJC SHARES ARE LISTED IN FTSE VIETNAM INDEX

In the FTSE Vietnam Index review of QIII/2019, VJC shares are listed in the basket by FTSE Russell. FTSE Vietnam Index is the benchmark of FTSE Vietnam Swap UCITS ETF (FTSE Vietnam ETF) with USD285 million total asset which managed by Deutsche Bank.

Accordingly, FTSE Vietnam ETF will purchase about USD14.2 million, equivalent to 2.53 million VJC shares. According to securities companies, VJC will account for 4.88% of FTSE Vietnam Swap UCITS ETF's portfolio.

VIETJET GETS A HAT-TRICK AT FORBES' 50 VIETNAM'S BEST LISTED COMPANIES CEREMONY

At the 2019 business forum held in Ho Chi Minh City on August 15, Forbes magazine honored the 50 best listed companies in Vietnam in 2019. On behalf of BOM, Vietjet Vice President Hồ Ngọc Yến Phương receives Awards.

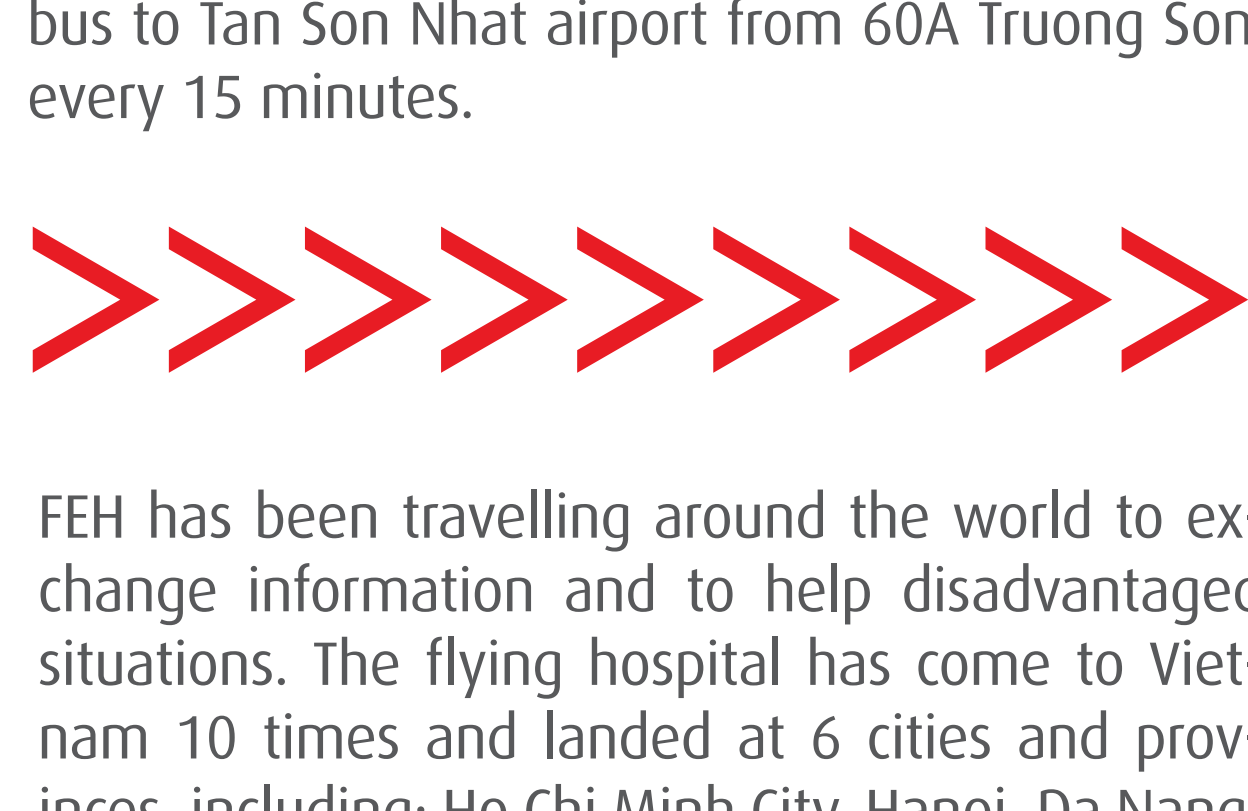


In the seventh season, Forbes announced the list of "50 best listed companies in Vietnam" with leading names on Ho Chi Minh City and Hanoi Stock Exchange such as Vinamilk, Sabeco, FPT, Vietjet, Hau Giang Pharmacy, etc... Enterprises are voted by industry groups and evaluated on criteria such as the growth rate of revenue, profit, ROE, ROC, development of EPS in the period 2013-2018, the brand, corporate management quality, profit origin and prospects for sustainable development.

Especially, this year's list recognized the growth of private enterprises including Vietjet, Vingroup, Masan, Hoa Phat to name a few. Vietjet is named the 3rd consecutive time in this rank since its official listing on HOSE in February 2017. With impressive business results, Vietjet shares have attracted investors' attention and entered VN30 group in the first year of listing.

COMMERCIAL BUSINESS PERFORMANCE

OPEN A NEW TICKET OFFICE WITH A COMPREHENSIVE SERVICE COMBINATION FOR CUSTOMERS



From September 2, customers of Vietjet and Swift247 are able to use downtown check-in service as well as other outstanding utilities at 60A Trung Son, Ward 2, Tan Binh District, Ho Chi Minh City at any time.

It's the first Vietjet ticket office to provide downtown check-in service. Passengers can buy add-on services and get their boarding passes after completing the check-in procedure. Being hands-free of bulky luggage and long queues at Tan Son Nhat airport, Vietjet's passengers can enjoy the experience at Menas Mall, HDBank's digital banking and the neighborhood.

Also at 60A Trung Son, Swift247 opens the official service point operating 24/7, providing inter-province super express transportation services for road and air mobility within only 5 hours. The new modern ticket office and Vietjet Board service complex are equipped with digital boards to inform schedule of all Vietjet's flights. Thereby, passengers using free downtown check-in service can be proactive in time before going directly to the airport security checking to enter the boarding area. In addition, Vietjet provides a free shuttle bus to Tan Son Nhat airport from 60A Trung Son every 15 minutes.

SUSTAINABLE DEVELOPMENT

VIETJET IS HONORED THE BEST BRAND IN ASIA



In Singapore, Vietjet was honored with CMO Asia's Best Brand Award. International sales and distribution director - Mr. Jay L Lingewara represented Vietjet to attend and receive the award. CMO Asia is the Asian Marketing Association, with more than 5,000 members, representatives of major corporations and media in Asia. The award aims to find and honor prominent Asian organizations and individuals in marketing and branding.

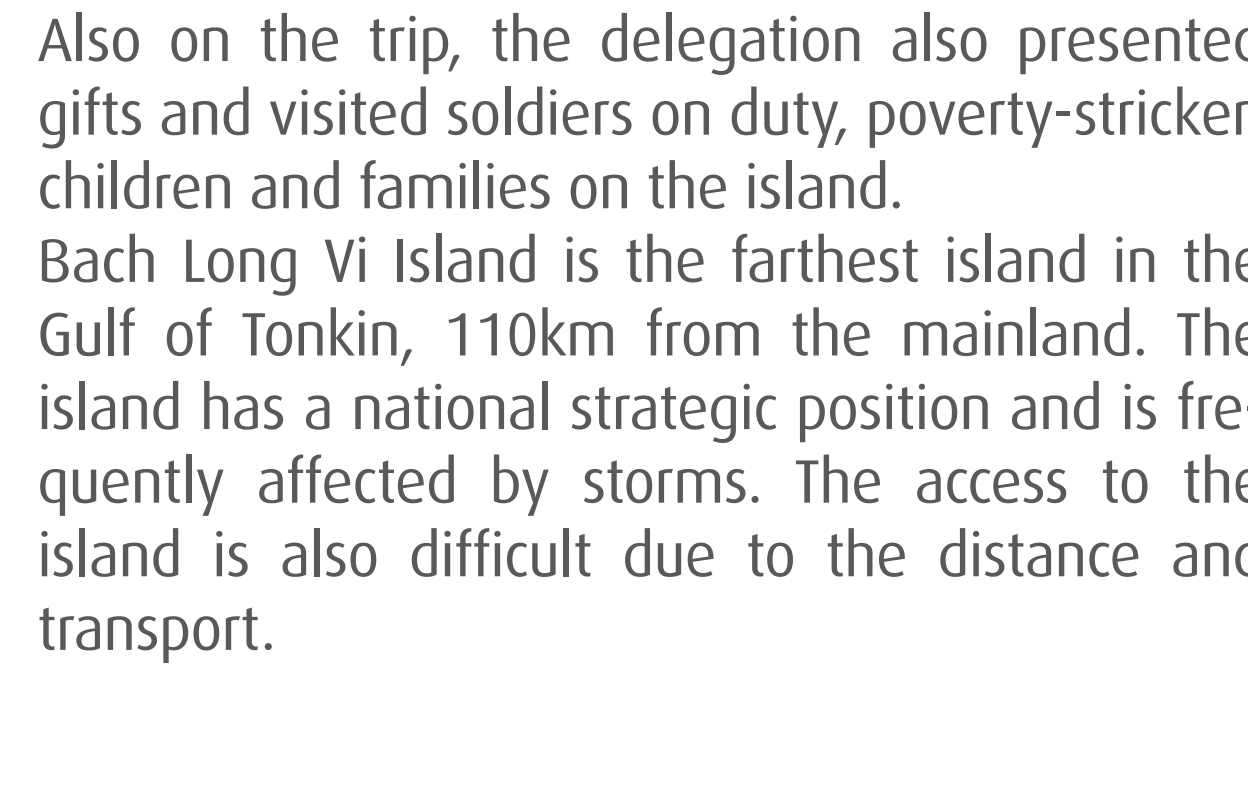
VIETJET THAILAND NAMED ASIA'S BEST EMPLOYER BRAND 2019



Vietjet Thailand is named Asia's Best Employer Brand 2019 in a ceremony held in Singapore. This award was nominated by Employer Branding Institute, World HRD Congress & Stars of the Industry Group to honor Asian businesses' effort and achievements in human resources management, innovative solutions in recruitment as well as construction of an internationally standardized, professional working environment for all employees. This year, Vietjet Thailand among 250 corporates from 42 countries were selected the winners of Asia's Best Employer Brand Awards by an international jury comprising of industries' specialists, economists, business leaders, etc.

This award is a testimony to Vietjet Thailand's consistent efforts in creating an outstanding world-class HR organisation which focuses on empowering the employees and enabling them to meet their professional and personal goals. The award is also a recognition for Vietjet Thailand's successful SkyCareer Festival - recruitment events over the past two years in Thailand. The Festival attracted thousands of young people in the land of Golden Pagodas and other countries in the region, help many flying dreams come true. Earlier this year, Vietjet Thailand received the Global Best Employer Brand Awards 2019 in India.

THE SCHOLARSHIP "LIGHT UP DREAMS" 2019 CONTINUES TO REACH HUNDREDS OF CHILDREN IN THE NORTHERN MOUNTAINS



Following the series of "Light up dreams" scholarship for disadvantaged children in Thai Nguyen, Lang Son, the Organizers continues to give 100 gifts to the children in Cao Bang on August 10 and 80 gifts for children in Tuyen Quang on August 12. In the sixth year, "Light up dreams" with the theme "Light up dreams for children of ethnic minorities - mountainous areas with difficult circumstances" by Vietjet as the main sponsor to donate houses of love, 1,000 scholarships, 3,000 meaningful gifts for children in Thai Nguyen, Lang Son, Cao Bang, Tuyen Quang and Lai Chau provinces. The program review will be held at Hanoi Presidential Palace in September.

VIETJET AND BACH LONG VI ISLAND DISTRICT JOIN HANDS WITH "LET'S CLEAN UP THE SEA" PROJECT



Vietjet delegation led by Northern Office Director Mr. Duong Hoai Nam joined with officials and soldiers of Bach Long Vi island district, Hai Phong to organize a program to clean the island's beach. The program continues the success of Vietjet's nationwide program "Let's clean up the sea" in collaboration with Vietnam Youth Union in 2018. This activity is in relation with the internal program "Let's clean up the sea with Vietjet", approved by Managing Director Luu Duc Khanh to encourage employees to contribute to sea environment protection.

Also on the trip, the delegation also presented gifts and visited soldiers on duty, poverty-stricken children and families on the island. Bach Long Vi Island is the farthest island in the Gulf of Tonkin, 110km from the mainland. The island has a national strategic position and is frequently affected by storms. The access to the island is also difficult due to the distance and transport.

VIETJET AND FLYING EYE HOSPITAL BRING LIGHT TO MILLIONS OF EYES



The opening ceremony of FEH and the MoU signing about blindness prevention between Vietjet and Orbis took place in the morning of August 21 at Thua Thien Hue Province with the witnesses of leaders of ministries, central and provincial departments, hospitals and industries.

At the 2nd time at Hue Ancient City, FEH has an assist from Vietjet's volunteers. Pilots, cabin crews and staff of Vietjet will support patients wholeheartedly since their screening sessions, carefully guided them to the surgeries in the modern aircraft equipped with up-to-date equipment and take care of them in the post-surgery stage. All of these is to help disadvantaged patients to be able to see the light as soon as possible.