



EVENTS - NEWS

CAPA NAMES VIETJET "ASIA PACIFIC LOW COST AIRLINE OF THE YEAR 2019"



The new-age carrier Vietjet has been awarded the title of "Asia Pacific Low Cost Airline of the Year" by Centre for Asia Pacific Aviation (CAPA). The award ceremony took place during the CAPA Asia Aviation Summit, which being held from November 14-15, 2019 in Singapore.

Surpassing all of its peers in the Asia Pacific region, the CAPA awards aims to annually acknowledge the airline that has been the biggest standout strategically, established itself as a leader, and has been the biggest innovator, providing a benchmark for others to follow during the year in the regional aviation industry.

Besides ticking all the above boxes, Vietjet has also stood out for its continuous, dynamic expansion. The airline is now Vietnam's leading domestic carrier and have been expanded its international network. This is a highly attractive position given Vietjet's favourable economic prospects and fast-growing market.

"Vietjet continues to break the mould for a traditional low cost airline," said CAPA Chairman Emeritus Peter Harbison. "The company has a solid financial foundation and a plan to formidably challenge some of largest operators in Asia Pacific for decades to come."

Vietjet President and CEO Nguyen Thi Phuong Thao said: "Vietjet's mission is to make breakthrough changes in the aviation industry's services. We are thankful for the trust, companionship and recognition from CAPA, the most renowned aviation organization in the Asia Pacific. We are filled with happiness to have brought flying opportunities with cost-saving fares and friendly services on new and well-furnished aircraft to nearly 100 million passengers while creating positive values to the aviation industry's communities and partners."

CAPA is the leading provider of independent aviation market intelligence, analysis and data services covering worldwide developments. Established in 1990, CAPA's platforms help the aviation sector and suppliers stay informed, remain connected to industry leaders and fuel inspiration to drive changes. Regarded as the preeminent awards for strategic excellence in aviation, CAPA first established the awards in 2003 to recognize successful airlines and airports within the Asia Pacific region.

VIETJET PRESIDENT & CEO, NGUYEN THI PHUONG THAO NAMED 'ASIA-PACIFIC CEO OF THE YEAR'



Vietjet President & CEO Nguyen Thi Phuong Thao has been named the APAC CEO of the Year at the 2019 Aviation 100 Awards held today in Hong Kong.

One of the world's most prestigious awards in the world of aviation, the Aviation 100 Awards is based primarily on an independent and objective industry survey. The title APAC CEO of the Year was awarded to Vietjet's CEO not only for her success as the leader of Vietjet but also the airline's vast contribution to the growth of the aviation industry in the Asia Pacific region and beyond.

One of a few female leaders in the global aviation industry, Madam Thao has been honored with numerous awards and accolades since the airline's first flight took off in 2011. In September 2019, one of the world's most renowned magazines Forbes announced her to be one of Asia's Powerful Businesswomen. She was also ranked 44th on the list of 'World's 100 Most Powerful Women' list by Forbes in 2018, up 11 notches from the year before.

Previously, Vietjet's CEO has also been honored as the leading female entrepreneur of ASEAN and leading female entrepreneur of Vietnam at the ASEAN Business Awards 2018. She has also been named in the 2018 Bloomberg 50 list, which honors 50 icons and innovators who have been changing the global business landscape each year. Madam Thao was also Vietnam's representative in a Harvard Business School case study.

The Aviation 100 Awards is held annually and recognises the year's most outstanding performers in the world's aerospace industry.

VIETJET INKED DEAL WITH AIRBUS TO ORDER 20 LATEST-GENERATION A321XLR AIRCRAFT



On October 31, Vietjet and Airbus signed a contract for 20 brand-new A321XLR aircraft in Toulouse (France). This will make Vietjet one of the first carriers in the world to operate Airbus's newest "extra-long-range" version in 2023. With a range of up to 8,700km, the innovative model will serve Vietjet's fleet modernization and international flight network expansion plans in the near future.

On this occasion, the two parties also signed an agreement for two additional A320/A321 simulators (SIM) for pilot and technician training, increasing the manufacturer's investment to Vietjet Aviation Academy up to three SIMs, contributing to increase the training capacity at the facility.

Madam President & CEO Nguyen Thi Phuong Thao and Airbus Chief Executive Officer Guillaume Faury co-signed the important contract during the official visit of Vietjet's top leaders to Europe.

Speaking at the contract signing ceremony, Airbus Chief Executive Officer Guillaume Faury, said: "Vietjet is one of the fastest growing carriers in the Asian region and we feel proud to have the A321XLR joining its fleet. This order is another strong endorsement of our decision to bring true long range capability to the single aisle market with the A321XLR, enabling airlines to extend their networks at the most saving possible cost. Furthermore, we are also pleased to develop further our collaboration with Vietjet in the area of training."

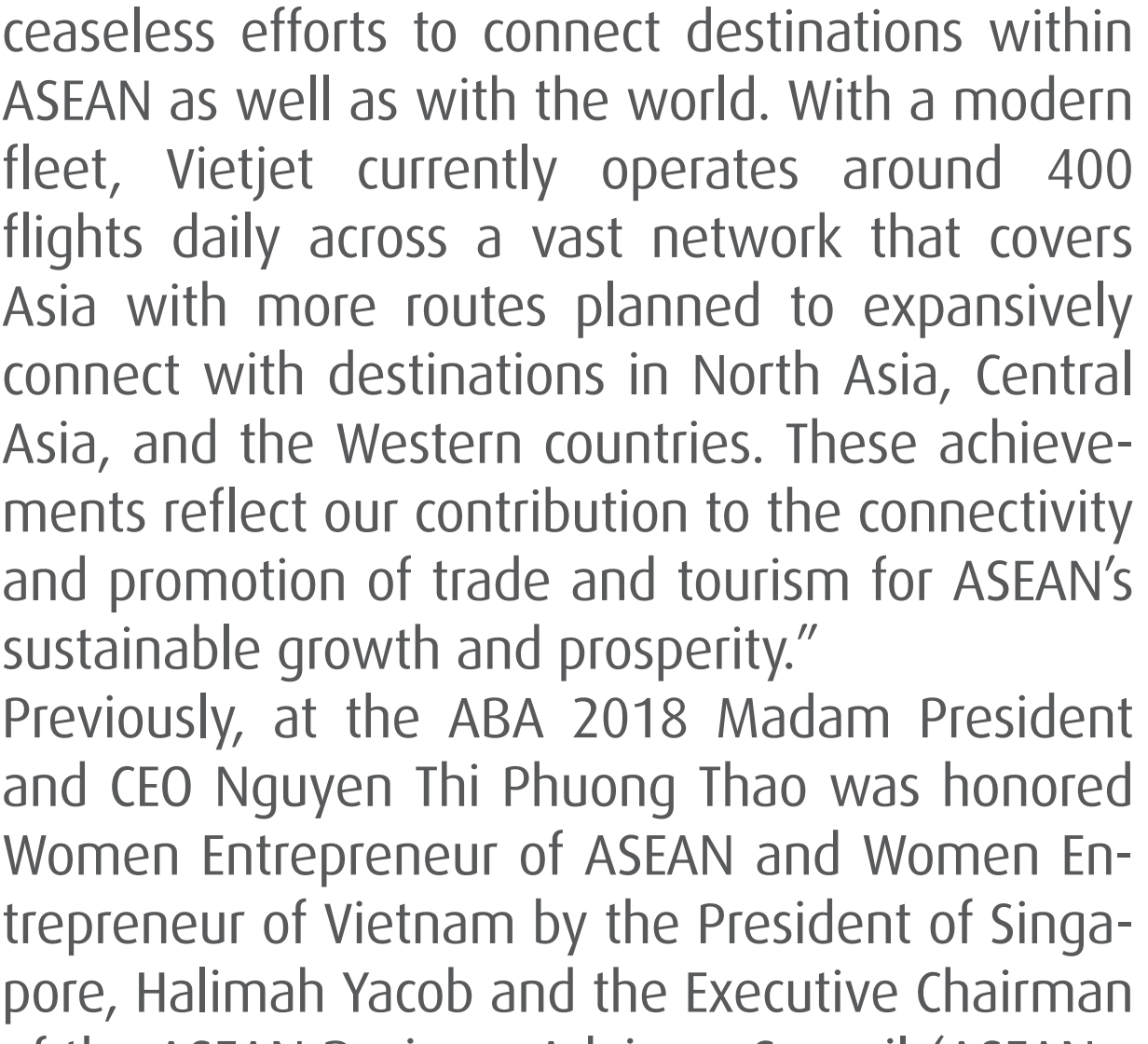
Madam Thao said: "Vietjet has always been a pioneer for operating new, modern, advanced and fuel-efficient aircraft. We are proud of operating the world's youngest Airbus fleet with an average age of only 2.7 years, which has contributed greatly to Vietjet's success over the past years. Following this contract, the new A321XLR will be the perfect upgrade to comprehensively modernize Vietjet's fleet as we look to strongly grow international flight network. It's exciting to know that our passengers will soon enjoy flying on our comfortable, modern and cost-saving mid-haul flights."

With this latest contract, Vietjet's total order with Airbus reaches 186 aircraft with the first A321XLRs to be delivered in 2023.

As Airbus' latest evolution, the A321XLR model responds to market's needs for longer range and more value for passengers. From 2023, the aircraft will perform an unprecedented Xtra Long Range of up to 4,700nm (8,704 km) – 15 percent more than the A321LR – and with 30 percent lower fuel burn per seat compared with previous generations.

As part of the deals for the new aircraft and SIMs, Airbus provides also state-of-the-art training solutions to ensure safe, reliable and economically efficient operations on all Airbus aircraft throughout their lifecycle. The aircraft manufacturer is also on-hand to offer support every step of the way with a comprehensive and tailored training portfolio for Vietjet's pilots, cadets, cabin crews, performance & operations engineers, maintenance personnel and structure & repair specialists.

VIETJET NAMED ASEAN'S BEST AVIATION ENTERPRISE AT 2019 ASEAN BUSINESS AWARDS



Vietjet was named the best enterprise in the aviation sector for the ASEAN region at the 2019 ASEAN Business Awards (ABA) Gala Night on November 2nd, within the framework of the ASEAN Summit in Thailand. On behalf of the airline, Vietjet Vice President Ho Ngoc Yen Phuong accepted the award under the watch of Thailand's Deputy Prime Minister Anutin Charnvirakul and many other dignitaries and leaders from Thailand and ASEAN countries.

The award recognises Vietjet's contribution to the integration between Asean businesses owned and for its extensive connectivity across the region and beyond. It also highlights the carrier's outstanding performance and presence in the region.

Vietjet Vice President Ho Ngoc Yen Phuong said "We are truly honored and proud to be named at this prestigious regional award. It exemplifies our ceaseless efforts to connect destinations within ASEAN as well as with the world. With a modern fleet, Vietjet currently operates around 400 flights daily across a vast network that covers Asia with more routes planned to expansively connect with destinations in North Asia, Central Asia, and the Western countries. These achievements reflect our contribution to the connectivity and promotion of trade and tourism for ASEAN's sustainable growth and prosperity."

Previously, at the ABA 2018, Madam President and CEO Nguyen Thi Phuong Thao was honored Women Entrepreneur of ASEAN and Women Entrepreneur of Vietnam by the President of Singapore, Halimah Yacob and the Executive Chairman of the ASEAN Business Advisory Council (ASEAN-BAC) Robert Yap in recognition of her significant contributions in boosting global and regional growth, as well as her success as the leader of Vietjet.

Vietjet has been awarded the highest ranking for safety with 7 stars by the world's best airline website AirlineRatings.com, the world's top 50 best airline

lines for healthy financing and operations by Airfinance Journal in 2018 and 2019, Best Low-Cost Carrier by renowned organizations including Skytrax, CAPA, Airline Ratings, etc.

The ASEAN Business Awards (ABA) was launched by the ASEAN Business Advisory Council (ASEAN-BAC) in 2007 to give recognition to enterprises and entrepreneurs that have contributed to the growth and prosperity of the ASEAN economy. The ABA also serves as a platform to spread information concerning ASEAN Economic Community (AEC), boosting integration in the region and globally. Aviation is one of 17 Priority Integration Sectors including Agri-Based, Finance, Automotive, Textiles, Tourism, etc.

INVESTOR RELATIONS

CONTINUE TO EXPAND INTERNATIONAL FLIGHT NETWORK, VIETJET REPORTS ITS PROFIT BEFORE TAX INCREASED BY 17% IN Q3

Vietjet Aviation Joint Stock Company (HOSE code: VJC) has announced its financial statement of Q3/2019, accordingly its air transport revenue kept growing highly with an increase of 17% year on year to VND10,415 billion, the consolidated revenue reached to VND13,577 billion.



With the leading cost management ability and always having 88% load factor, air transport profit before tax increased by 17% to VND1,310 billion, consolidated profit reached to VND1,912 billion.

Accumulated results till the end of September 2019, the consolidated revenue was VND38,134 billion and profit before tax was VND4,206 billion, including VND30,597 billion air transport revenue and VND2,864 billion profit before tax.

In air transport business, passenger transport revenue was VND9,992 billion, of which the ancillary revenue contributing an important part in growth reached to VND2,835 billion, equivalent to 28.3% of the total passenger transport revenue. In the sustainable development model of low-cost carriers (LCC), ancillary revenue is an important factor determining the success of one airline because of its over 90% profit margin. According to CarTrawler YearBook 2019 report, Vietjet were ranked the 12th in term of ancillary revenue to total air transport revenue ratio.

Compared to the same period last year, Vietjet maintained a high growth in expanding new market, especially international routes. By the end of the third quarter, the total number of routes was 127, an increase of 24 routes year on year, mainly international ones. The airline has operated 34,000 safe flights, transported more than 6 million passengers to all domestic and Asia-Pacific destinations.

As business results, the current liquidity was 1.3. Debt to Equity ratio was 0.6, of which equity was VND14,847 billion.

COMMERCIAL BUSINESS PERFORMANCE

VIETJET THAILAND LAUNCHED TWO NEW ROUTES IN THAILAND TO CELEBRATE VIETNAM BECOMING CHAIRMAN OF ASEAN



On November 2 in Bangkok, Thailand, Vietjet officially announced the commercial launch of two new direct services connecting Bangkok (Suvarnabhumi Airport) and Chiang Rai with Udon Thani – central province of the Northeast, home to the largest overseas Vietnamese community in Thailand. The ceremony was attended by Vietnamese Prime Minister Nguyen Xuan Phuc, Thai Deputy Prime Minister Anutin Charnvirakul and senior delegates from the two countries within the framework of the 35th ASEAN Summit in Thailand.

Speaking at the ceremony, Vietnam's Minister of Industry and Trade Tran Tuan Anh, said: "Congratulations to Vietjet on opening the new routes of Bangkok and Chiang Rai to Udon Thani. I am impressed by Vietjet's outstanding efforts over the past years to achieve great business expansion not only in Vietnam but also in the region. The carrier has also simultaneously built and developed Thai Vietjet successfully which contributes positively to the economic, trade, cultural and tourism exchanges between Vietnam and Thailand. May I wish Vietjet a great success ahead and hope the airline will transport more and more tourists from Vietnam and the region to Thailand and vice versa."

Thai Deputy Prime Minister Anutin Charnvirakul said "I am really honored to be here among all of you to commemorate the route launching of Vietjet in Thailand. The two cities of Chiang Rai and Udon Thani that Vietjet has chosen are tourist destinations not only for Thai but also foreign travelers. I would like to thank Vietjet for your investment and contributions to Thailand at the time that we need. The new routes will surely contribute to the transportation and cooperation between the two countries of Thailand and Vietnam. I wish you success."

The Bangkok – Udon Thani route will operate on daily basis starting from November 25, 2019. The route between Chiang Rai and Udon Thani services 3 days per week on every Tuesday, Thursday and Sunday, starting from November 26, 2019. With a modern fleet of over 80 Airbus aircraft, Vietjet is operating 150 routes covering destinations across Vietnam and international destinations with around 400 flights daily. To date, the airline has carried nearly 100 million passengers, whilst the number of passengers transported by Vietjet between Thailand and Vietnam and within Thailand has reached 9 million.

The two new routes to Udon Thani will not only further expand Vietjet's flight network in Thailand but also help to connect travelers to destinations in Vietnam, such as Hanoi, Ho Chi Minh City, Da Nang as well as cities in South Korea, Japan, Hong Kong, Taiwan, and many other Southeast and East Asian countries, bringing more travel opportunities at affordable prices to everyone.

Covering an area of 11,730 square kilometers, Udon Thani is the major hub in Northeast Thailand and main transit point to Laos. It is also considered the prime economic center of the region with one of the largest expat populations, including Viet-

VIETJET THANKS 100 MILLION PASSENGERS WITH "FLY AROUND ASIA AND HUNT FOR THE 1KG GOLDEN AIRCRAFT" PROGRAM



Jubilantly welcoming the 100 millionth passenger, the new-age carrier Vietjet thanks passengers with the biggest promotion program ever named "Fly around Asia and hunt for the 1kg golden aircraft", millions of OVND tickets everyday and a jackpot of the 1kg golden aircraft. Total prize value is up to tens of billions Vietnam dong.

Vietjet has been bringing "dreams of flying" to millions of Vietnamese and international travelers. Welcoming the 100 millionth passenger, Vice President Nguyen Thanh Son shared: "With more than 130 routes across Asia, Vietjet develops continuously, becomes the leading airline in Vietnam as well as in the region and meet all the demands of passengers. Vietjet focuses on developing human resources, facilities and infrastructure, consolidating service quality on digital technology platform and committing to the best prices and various flight schedules in response to the trust of passengers. Vietjet is pleased to welcome the 100 millionth passenger during the year-end festive season and expects to see the 200 millionth passenger in the next three years..."

The "Fly around Asia and hunt for the 1kg golden aircraft" program thanking 100 passengers is for all who buy tickets from November 8, 2019 to January 16, 2020 at website www.vietjetair.com, mobile app VietjetAir and other ticketing channels. Registration at Flyforlove.vietjetair.com to get free draws. The more tickets you buy, the more prizes you receive:

- Jackpot: The 1kg golden aircraft worth 1 billion VND;
 - Dozens of 6-month free flight awards around Vietnam & Asia;
 - Hundreds of free return air tickets for international routes;
 - 100 prizes of 500,000 VND on Vietjet SkyClub accounts;
 - Thousands of surprising inflight gifts
- More details at www.vietjetair.com

LAUNCH THE FIRST DIRECT SERVICE FROM DA NANG TO TOKYO'S CENTRAL AIRPORT HANEDA



The new-age carrier Vietjet has officially commenced its latest international service, connecting the coastal city of Da Nang in Central Vietnam with Tokyo's Haneda International Airport, marking the airline's 5th route between the two countries. This is the first direct service between Da Nang and Haneda, the busiest airport in all of Japan, and one of Asia's most bustling airports. Located less than 30 minutes from downtown Tokyo, the airport is highly convenient for businesspeople and leisure travellers flying into the Japanese capital. It is also one of the region's biggest transit hubs between Asian countries to Western ones with a significant network of both domestic and international flights.

Many distinguished guests attended the flight's inaugural ceremony in Da Nang International Airport, including the Permanent Vice Chairman of People's Committee of Da Nang City - Mr. Dang Viet Dung, Vietjet Vice President – Mr. Nguyen Duc Thinh as well as representatives from Da Nang City's Department of Tourism, Department of Information and Communications and Da Nang Tourism Association.

The Da Nang - Tokyo (Haneda) route will operate daily return services from October 30, 2019. With a flight time of approximately five hours and thirty minutes per leg, the flight departs Da Nang at 18:10 and lands in Tokyo at 01:00; the return flight departs from Tokyo at 02:30 and arrives in Da Nang at 06:40 (all local times). Of the four other direct routes between Vietnam and Japan, Vietjet has linked Ho Chi Minh City and Hanoi to both Tokyo (Narita) and Osaka.

Speaking at the launching ceremony, Vietjet Vice President Nguyen Duc Thinh said: "We are proud to provide a new travel option which is affordable, convenient and suitable for travellers wishing to depart from Haneda Airport, which is close to the central Tokyo, and travel to Da Nang – one of the world's most adored beach cities. Together with our four other routes between the two countries, and the expansive domestic and international networks we offer, the new service will further complete Vietjet's growing connections between Vietnam and Japan. The new route will help travelers from Japan easily discover phenomenal destinations in Central Vietnam such as Da Nang City, the ancient town of Hoi An, the former imperial citadel in Hue city, Quang Binh, and many more wonderful places in Vietnam and across the Asian region. In return, travellers and local people in central Vietnam can now fly directly to Japan and other destinations through the world via Haneda without having to travel to other big cities as in the past."

SUSTAINABLE DEVELOPMENT

VIETJET AIRCRAFT BEGAN THE JOURNEY "I LOVE MY FATHERLAND"



On October 12, Vietjet's aircraft with the symbol "I love my Fatherland" flew from Hanoi to Can Tho as part of its journey with the final stop in Mui Ca Mau, the southernmost point of the country. All passengers and crew on the flight were wearing shirts bearing the words "I love my Fatherland", covered with Vietnamese flag's colors in the sky.

Many inspiring stories spreading the spirit of love for the country have also been shared by the young people joining the journey to the passengers on board.

"I love my Fatherland" aircraft shows the patriotism of Vietjet's employees to everyone, affirming that Vietjet always aims to contribute to the society and the development of our homeland.

Honored to carry out the sacred mission in the journey "I Love My Fatherland" to the lands of rich history and culture is the Airbus A321neo aircraft with registration number A694.

The journey "I Love My Fatherland" is a joint program between the Vietnam Youth Union and Vietjet. The journey was held in 63 provinces and cities to spread the pride in the historical and cultural values of the nation, foster patriotism for the younger generation.

10 main points of the itinerary include Hung Temple (Phu Tho), Dat Mui (Ca Mau), Nha Hong Port (Ho Chi Minh City), Mui Doi (Nhan Hoa), Dong Duong T-junction (Kon Tum), My Khe Beach (Da Nang), Uncle Ho's hometown (Nghe An), Apachai (Dien Bien), Lung Cu flagpole (Ha Giang) and Ho Chi Minh Mausoleum (Hanoi).

The journey "I love my Fatherland" shows Vietjet's commitment to realizing everyone's flying dream and writing beautiful stories about humanity and love, spreading the sense of responsibility for the community, the love and pride for the homeland in each young citizen in particular and all Vietnamese people in general.

MISS UNIVERSE VIETNAM CONTESTANTS VISITED VIETJET AVIATION ACADEMY



On the morning of October 13, the beautiful contestants of Miss Universe Vietnam 2019 had the opportunity to explore Vietjet's leading modern aviation academy in Ho Chi Minh City and learn about the career opportunity of flight attendant - one of the dream jobs today for many young people.

On the campus of Vietjet's newly launched EASA standard training facility late, Miss Universe contestants had the opportunity to visit the flight simulator (SIM), attend Vietjet's career orientation for flight attendants and talk with cabin crew trainees from Japan, Korea, Thailand ... to learn about aviation industry as well as the job of a flight attendant.

On this occasion, Vietjet congratulated the contestants on the journey of "Brave Heart" - wishing them success in the Miss Universe 2019 contest as well as their future career path. Vietjet also welcomes all Miss Universe contestants if they want to be Vietjet flight attendants, conquering the sky.

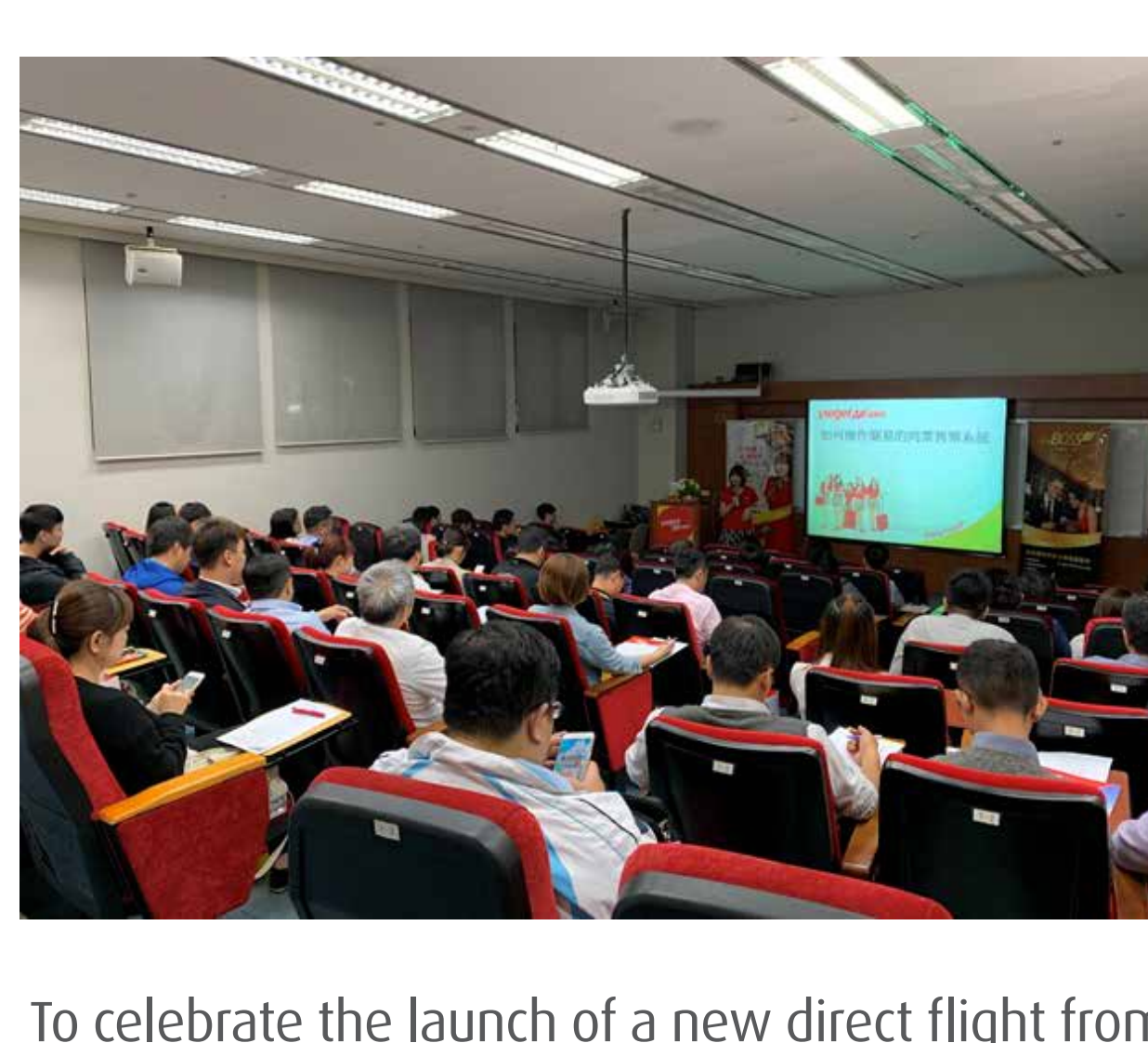
VIETJET, SWIFT247, GRAB INTRODUCED SUPER EXPRESS DELIVERY SERVICE IN DA NANG



SWIFT247 begins providing a solution connecting air and road transportation means together with Vietjet and Grab to customers in Da Nang City. Participating the launching ceremony of Vietjet's delivery service point in Da Nang, managers of Vietjet and Grab congratulate SWIFT247 on its convenient services and believe that Vietjet - SWIFT247 – Grab partnership will be developing, not only domestically but also internationally where having Vietjet flights and Grab's presence. After providing super express delivery service connecting Hanoi and Ho Chi Minh City within only from 5 hours, with "Swift shipping, to the minute" spirit, SWIFT247 continues expanding its delivery network to Da Nang and introduces SuperSWIFT service – super express delivery between Hanoi – Da Nang – HCMC from only 4 hours.

With advanced technology solutions, SWIFT247 constantly upgrades the technology, optimizes shipping time, combines with Grab platform and the new-age carrier Vietjet to offer the best service experience to customers.

STAND OUT AT THE VIETNAM BRAND EXHIBITION IN MYANMAR 2019



From October 29 to 30, Vietjet was one of the prominent brands participating in the exhibition "Vietnam Brand in Myanmar - Quality towards success" organized by the Vietnamese Embassy in Myanmar in Myanmar Plaza, Yangon city. Vietjet is one of the Vietnamese brands that has been favored and trusted by Myanmar people together with brands such as HDBank, BIDV, Vsmart, Eurowindow, Minh Long...

BRING MANY SPECIAL ACTIVITIES TO INTERNATIONAL TOURISM EXPO JAPAN 2019



From October 17th – 24th, Vietjet brings many special activities to the Tourism EXPO Japan 2019 in Osaka, Japan. Here, visitors can enjoy lovely dances from Amy and friends, play Minigames to receive gifts, lucky draws, introduction on Vietjet's hot routes and receive attractive free flight tickets. This year's market saw the participation of nearly 1,500 global businesses and 130,000 visitors. Tourism EXPO Japan is one of the largest events in the world in the field of tourism organized annually by the Japan Tourism Association (JATA).

ORGANIZED AN AGENCY CONFERENCE IN TAIPEI

To celebrate the launch of a new direct flight from Da Nang to Taipei on December 19th, from October 15-17, Vietjet in collaboration with the General Agency in Taiwan held an agency conferences in Taipei, Taichung and Kaohsiung. At the conference, besides introducing the new route Taipei - Da Nang, Vietjet representatives also informed the agencies of Vietjet domestic flight network to help tourists from Taiwan to conveniently travel to our famous destinations such as Phu Quoc, Nha Trang, Da Lat, etc.,