



## EVENTS - NEWS

### ANNOUNCED NEW ROUTES TO SEOUL TO CELEBRATE 30TH ANNIVERSARY OF ASEAN - SOUTH KOREA RELATIONS



Celebrating the 30th anniversary of ASEAN – South Korea dialogue relations, Mekong – South Korea summit, the new-age carrier Vietjet announced operation plans of routes connecting Vietnamese cultural, tourism, economic centers with Seoul (South Korea).

In Vietnam – South Korea Business Forum on November 28 in South Korea, under the witness of Prime Minister Nguyen Xuan Phuc, Deputy Prime Minister of Korea Hong Nam-Ki, the senior delegation of Vietnamese Government and South Korean Government, Vietjet announced plans to operate new routes connecting Seoul and Da Lat, Can Tho, Nha Trang and Phu Quoc.

Connecting Seoul – the beautiful capital of South Korea with the dreamy Da Lat, the riverside Can Tho, the sunshine, blue sea Nha Trang and Pearl Island Phu Quoc, Vietjet's routes will become tourism, economic, cultural exchange bridges between two countries, connecting South Korea to the whole strongly developing ASEAN region with the great potential.

According to the announced plans, Seoul (Incheon) – Can Tho route will operate three return flights per week, Seoul (Incheon) – Da Lat route will fly four return flights per week, inaugurating in January 2020 with flying time of 5 hours per leg on average. Two operating routes including Seoul (Incheon) – Nha Trang and Seoul (Incheon) – Phu Quoc will be increased the frequency to meet the passenger demands.

Speaking at the ceremony, Vice Chairman Nguyen Thanh Hung thanked to governments of Vietnam and South Korea for creating favorable conditions, developing good business environment, and encouraging business investment. Vietjet pledged to keep carrying out the mission of offering flying opportunities to passengers by opening more new routes with the world's most state-of-the-art fleet, high safety, technical reliability, dedicated, friendly cabin crews etc. Mr. Nguyen Thanh Hung expected the good relations between Vietnam and South Korea, ASEAN and South Korea would contribute to expanding the sky regionally and globally.

Vietjet is pioneering in South Korea with 11 routes, 480 flights per month, operating the most flights connecting Vietnam and South Korea, highly appreciated by leaders, governments of both countries for connecting and improving the strategic cooperation between the two nations. Relations between ASEAN and South Korea have also been enhanced thanks to the positive contribution, developing cooperation efforts of leading enterprises in the region.

### CHAIRWOMAN NGUYEN THANH HA AND INTERESTING SHARING ABOUT AVIATION TRAINING



In the Vietnam Skills Enhancement Forum chaired by Prime Minister Nguyen Xuan Phuc, three discussion sessions with presentations from experts, state management authorities, international organizations and especially leaders of outstanding enterprises in Vietnam in many industries such as Vietjet, FPT, and Vingroup ... has attracted attention and feedbacks.

In the panel on businesses' proactive role in developing high quality human resources, Vietjet's Chairwoman Nguyen Thanh Ha shared a lot about the leading enterprise's initiatives while operating with staffs coming from more than 40 countries around the world, in a specific profession.

The leader of the largest private airline in Vietnam said: "Aviation is a specialized industry and with also very specialized requirements for human resources - they do not necessarily have university degrees but must be professionally trained to meet the international standards, qualifications and certificates."

Sharing the initiative in training specialized human resources for the aviation industry, Madam Ha said that with the strategy to develop a multinational airline, Vietjet invested a harmonious ratio between Vietnamese and foreign pilots. In order to facilitate highly skilled careers for Vietnamese people, the airline also aims to maintain a high rate of Vietnamese pilots.

As of August 31, 2019, Vietjet has 791 pilots of which pilots with more than 5,000 and 10,000 flight hours accounted for 42% and 12% respectively.

The task of manpower sourcing is strongly invested. Vietjet has cooperated with renowned domestic and international partners such as Airbus, Boeing, CAE, RMI, and the General Department of Vocational Education under Ministry of Labor, Invalids and Social Affairs ... to ensure workforce quality, creating career opportunities and development for thousands of workers, meeting the growth of Vietjet, the region and the world.

In an active role in human resources training, Vietjet has invested strongly in the Aviation Academy - the most modern aviation technology training and research facility in the region with European and the world's leading standards, jointly developed and operated by Vietjet and Airbus. This is the first and only training facility in the world to receive special support from Airbus.

Speaking at the forum, Prime Minister Nguyen Xuan Phuc emphasized the important role of leading enterprises in Vietnam in a strategy to improve Vietnamese labor skills: "The coordination between Vocational Education with enterprises has seen positive changes in recent years with good examples such as Viettel, Vietjet, FPT ..."

The Prime Minister affirmed that the vocational training is important to the success of a country, and believed that government agencies, vocational education institutions and businesses will be active and creative to overcome challenges, continue to have breakthroughs in effective cooperation models, beneficial to all parties, contributing to the development of enterprises and vocational training institutions. With that, vocational education will be brought to a new level to make a significant contribution to Vietnam's economic development.

### VICE CHAIRMAN NGUYEN THANH HUNG ATTENDS THE ASEAN TRANSPORT MINISTERS MEETING AND WORKS WITH THE GOVERNOR OF KANAGAWA (JAPAN)



Vice Chairman Nguyen Thanh Hung attended the 25th ASEAN Transport Ministers Meeting (ATM) on November 14 and 15 in Hanoi and had important bilateral meetings with country leaders and aviation authorities of countries including Thailand, Singapore, Laos, Vietnam..., with a highlight discussion with Thai Transport Minister Saksayam Chidchob.

At the discussion, Minister Saksayam Chidchob highly appreciated the active and effective contribution of Vietjet Air and Thai Vietjet Air in recent years to promote air transport, trade, tourism, cultural exchange... between Thailand and Vietnam, and Thailand's domestic network. He pledged to support the operations of Vietjet Air and Thai Vietjet Air so that the carriers continue to grow strongly, contributing to the development of strategic partnership between the two countries.

On November 16 in Hanoi, Vice Chairman Nguyen Thanh Hung had a bilateral meeting with Governor of Kanagawa (Japan) - Mr. Y ji Kuroiwa on the occasion of his trip with the Kanagawa's Labor Union, businesses and artists to join the Japanese Kanagawa Festival in Hanoi, aside from meetings with the Vietnamese State and Government.

At the discussion, the two sides exchanged potential cooperation between Kanagawa and provinces and cities of Vietnam; Governor Y ji Kuroiwa expressed his special love for Vietnam and Vietjet, and pledged to support the activities of Vietjet and Sovico Group in Kanagawa in the near future.

Kanagawa is the most populous province with the fourth largest GDP in Japan after Tokyo, Osaka and Aichi. Only 30km from the center of Tokyo, near Haneda International Airport. The province has the Yokohama Port - Japan's largest maritime hub and a big Vietnamese community.

## INVESTOR RELATIONS

### SIGNED AN INTERNATIONAL SYNDICATION LOAN AGREEMENT

Vietjet has recently signed a mid-term international syndication loan agreement with one of the best interest rates in the market today with international banks Woori Bank, ICBC, KEB Hana Bank. and a credit facilitation agreement with Woori Bank. The value of this signing reached 140 million USD. The program is ongoing to raise the total limit to over 200 million USD.

The above credit agreements marked a good start between Vietjet and regional banks in the plan to diversify capital sources. Along with Vietjet's high growth potential, the loan agreement has supplemented medium and long-term foreign currency sources, meeting the strategy of modern fleet development and expansion to international market.

Vietjet has firmly developed its domestic market and strongly increased its international flight network. Over the past 5 years, Vietjet's revenue and profit have grown continuously on average 50%.

According to AirFinance 2019, Vietjet reached the BBB rating and is in the top 50 of the world's best airlines for financial health for the second consecutive year. The ratio of earnings before interest, taxes, depreciation, amortization, and restructuring or rent costs (EBITDAR) reached A rank, top 3 compared to other firms in the world. The current liquidity index is 1.3 times. The debt to equity ratio is 0.6 times, of which equity is 640 million USD, total assets are nearly 2 billion USD.

With these loans, the parties aim for greater cooperation opportunities to increase Vietjet's financial resources for sustainable development in the coming time.



### MEET INSTITUTION INVESTORS IN BOTH DOMESTIC AND INTERNATIONAL

Vice President Ho Ngoc Yen Phuong and Investor relation department have meetings with prestigious institution investors in both domestically and internationally including Halo Investment, Newton Investment Management, Daiwa, FPA... attended investor forum as Goldman Sachs - SSI Vietnam conference in Singapore etc. to introduce Vietjet and investment opportunities at Vietjet.

## COMMERCIAL BUSINESS PERFORMANCE

### PUT INTO OPERATION THE SECOND A321NEO ACF AIRCRAFT



On November 28, Vietjet continued to add to its fleet of modern and young aircraft A321neo ACF (Airbus Cabin Flex), the second number of VN-A531. Vice President Nguyen Duc Tinh welcomed and congratulated the crew at Tan Son Nhat Airport

A321neo ACF has an improved cabin structure, ensuring the standard of size and distance between seats, providing the best flight experience for customers. The A321neo ACF helps reduce fuel consumption by a minimum of 16%, reducing noise by up to 75% and emissions to the environment by 50%. Vietjet currently owns the world's leading new and modern fleet of aircraft, with an average age of only 2.7 years with optimal operating costs, which bring more opportunities of economical flight for passengers.

### SERVED 2.2 MILLION PASSENGERS AFTER 5 YEARS OF TAKEOFF IN THANH HOA



On November 22, Vietjet celebrated the 5th anniversary of its first flight to Thanh Hoa with the participation of leaders of the company and Thanh Hoa Province.

Since its first flight to Tho Xuan airport on November 25, 2014, Vietjet has always accompanied the province to boost the local and regional economy. Over the past 5 years, with 3 domestic routes connecting Thanh Hoa with Ho Chi Minh City, Nha Trang and Can Tho, Vietjet has served more than 2.2 million passengers, accounting for nearly 60% of passengers served here.

Thanh Hoa is a convergence of diverse historical values, creating a unique tourist destination on the map of Vietnam. With an increasingly developed tourism infrastructure system, Thanh Hoa has recorded a remarkable development in recent years, revenue and quality of tourism in terms of visitors.

Attending the 5th anniversary of the flight route opening to Thanh Hoa, Managing Director Luu Duc Khanh thanked the provincial authorities for creating the best conditions for Vietjet to continuously serve customers and create flying opportunities following the airline's mission.

With the promotion of tourism and trade, the lives of people in the area have significantly improved, more local and international tourists came to explore the nature and culture beauty here. This is a better premise for Vietjet to continue developing its flight network to Thanh Hoa in the near future to take full advantage of this spiritual land.

### ATTENDED TRADE, INVESTMENT AND TOURISM PROMOTION FORUM IN NEW DELHI, INDIA



Vietjet promoted its brand, products and services at Vietnam's Trade, Investment and Tourism Promotion Forum held by the Embassy of Vietnam in India in New Delhi. The activity is within the framework of the "Vietnam Month" in India with the participation of leaders of the Indian Association of Industry, Trade and Tourism and more than 300 Vietnamese and Indian businesses and investors.

Vietjet is the first airline to open direct flight from Ho Chi Minh City / Hanoi - New Delhi. The new routes will bring passengers closer to the unique and diverse culture of India.

### PROMOTES THE BRAND AT THE "INCREDIBLE INDIA TOURISM ROADSHOW" WORKSHOP

On November 27, Vietjet attended and introduced a new route from Ho Chi Minh City / Hanoi - New Delhi at the seminar "Incredible India Tourism Roadshow" organized by Indian Embassy and Consulate in collaboration with Indian Ministry of Tourism, City's Department of Tourism in Ho Chi Minh City. The event was attended by nearly 200 guests from the Department of Tourism, travel agencies India and Vietnam.

At the event, Vietjet participated in many image promotion activities and introduced the first and only direct flight connecting Vietnam and India from Ho Chi Minh City / Hanoi - New Delhi starting from December 6, 2019. Here Vietjet also informed that connecting flights are currently on sale to suit the needs of Indian tourists such as new routes from New Delhi to Bali (Indonesia) or Singapore via Ho Chi Minh / Hanoi and share the opportunity to cooperate in the development of tourist destinations with travel agencies, travel agencies, Indian and Vietnamese partners attending the event.

### PARTICIPATED IN THE 2019 WINTER INTERNATIONAL TRAVEL FAIR IN KAOHSIUNG



Vietjet brought many special activities to the Winter International Travel Fair 2019 in Kaohsiung, Taiwan.

The fair has the participation of many local and international businesses in the fields of aviation, tourism, hotel, entertainment ... attracting more than 200,000 visitors. At Vietjet's booth, visitors are free to experience the exciting game, get free air ticket vouchers and many attractive gifts ... Vietjet is currently the airline covering the most destinations in Taiwan with 8 routes and almost 20 daily flights

### VIETJET WINS "BEST ULTRA LOW-COST AIRLINE" AWARD FOR THREE CONSECUTIVE YEARS



## SUSTAINABLE DEVELOPMENT

### PARTICIPATED IN THE KIZUNA EKIDEN RELAY RACE 2019 - RUNNING FOR TRAFFIC SAFETY



Vice President Do Xuan Quang, along with a large number of Vietjet employees participated in the Kizuna Ekiden 2019 Relay Race - Running for traffic safety organized by the Ministry of Public Security, Tuoi Tre Newspaper, Mainichi Newspaper at Sword Lake, Hanoi. The Ekiden is a long-distance relay race, originated in Japan for over 100 years with a great attraction for residents and visitors. The event uses the best slogan selected through the Doraemon Program for traffic safety, contributing to further raising people's awareness. This year's race attracted nearly 2000 athletes from Vietnam, Japan and other countries.

### "FLYING UP THE DREAMS" WITH GIFTS FOR TEACHERS



On November 16 and 17, Vietjet continued to coordinate with Youth Theater to organize a series of "Flying up the dreams" program with the theme for November: A gift for teachers on Vietnam Teacher's Day November 20th.

The series of art programs "Flying up the dreams" was developed by Vietjet and the Youth Theater to bring meaningful stories, human values to the children; nurture and wing their ambition, motivate them to overcome difficulties for better future. With tens of thousands of free tickets, "Flying up the dreams" will bring the children closer to art filled with humanity to grow their love for theater arts and wing their art dreams

### VIETJET IS THE SPONSOR OF AIR TRANSPORT FOR THE FUTSAL CHAMPIONSHIP SOUTHEAST ASIA CUP HDBANK 2019



Vietjet continues to be an air sponsor for the Futsal HDBank National Cup 2019 organized by VFF and VOV.

The tournament takes place from November 18 - 30, 2019 in Vinh City (Nghe An Province) and is broadcasted live on VTC8, VOV Vietnam Journey and VTV Cab sports. Futsal HDBank National Cup 2019 has 10 participating teams: Cao Bang, Sanna Khanh Hoa, Quang Nam, Tan Hiep Hung, Thai Son Bac, SHK Nghe An, Thai Son Nam, Sanvint Sanatech Khach Hoa, Kadiachain Saigon FC and Danang.

In addition to sponsoring flight tickets across Asia for the Champion Team, Vietjet also offers attractive flight tickets for all teams and spectators through lucky draw and predicting match scores.

### VIETJET ACCOMPANIES TERRY FOX RUN 2019



Vietjet joined the Terry Fox Run Charity Event in Phu My Hung, District 7, Ho Chi Minh City. This is a charity run named after the young Terry Fox - a cancer patient who has steadily run 42 km every day from East to West Canada to raise funds for cancer research. To date, Terry Fox is not only an event in Canada but has become a global humanitarian event, officially present in 60 countries around the world.

### VIETJET CONTINUES TO BE NAMED "BEST ULTRA LOW-COST AIRLINE" FOR 2020

According to AirlineRatings.com, Vietjet has quickly grown its fleet and number of destinations opening up travel to all including those that perhaps could not afford air travel before with wonderful cabin crew and ultra-low prices. The airline has created revolutionary trends in the aviation industry.

"Vietjet has been very clever in its marketing but behind that fun is also a very smart and serious business plan that brings affordable travel to millions," said Geoffrey Thomas, Editor-in-Chief of AirlineRatings.com. "What a great operation and one that is turning heads," He stressed.

Vietjet has recently been awarded the highest ranking for safety with 7-stars from AirlineRatings.com and has been a fully-fledged member of International Air Transport Association (IATA) with the IATA Operational Safety Audit (IOSA) certificate since 2015. It has been also listed in the world's 50 best airlines for healthy financing and operations by Airfinance Journal in 2018 and 2019 and most lately awarded the title of "Asia Pacific Low Cost Airline of the Year" by Centre for Asia Pacific Aviation (CAPA).

The AirlineRatings.com Safety Excellence Awards have been awarded by seven editors over 200 years' industry experience. The awards combine important safety and government audits, with 12 key criteria that include: fleet age, passenger reviews profitability, investment rating, product offerings and staff relations.

### ACCOMPANIES SMART IOT & CYBER SECURITY SUMMIT 2019 (SICS 2019)

Vietjet joined and promoted the brand at the Smart IoT & Cyber Security Summit 2019 on November 13 & 14 in Ho Chi Minh City.

The seminar was attended by more than 1,000 leaders, senior managers and leading IT experts from the Government, and different fields including Manufacturing, Finance - Banking, Energy & Utilities, Aviation, Transport & Logistics, etc.