EVENTS - NEWS

FORMER STATE PRESIDENT TRUONG TAN SANG VISITED WITH TET WISHES AND OPENED THE DIGITAL **ERA OF VIETJET AND HDBANK**



the technology application in the digital economy, former State President Truong Tan Sang opened the pen for Mr. Robot to write calligraphy. In the bustling atmosphere to welcome Spring

Embracing Vietjet and HDBank's spirit of leading

with record GDP growth recognized by the international community, on the morning of Lunar January 6th, Year of the Rat (January 30, 2020), the first working day after Lunar New Year holiday, former Politburo member and President Truong Tan Sang paid a visit to wish HDBank and Vietjet - the leading private economic groups of Ho Chi Minh City and the country. Speaking at the visit, wishing the New Year,

former President Truong Tan Sang shared, he was particularly impressed by the outstanding development of Sovico Group's enterprises during the past 30 years, having followed its growth since the first day until now with many member companies with continuous changes. He sent his best wishes of success to all employ-

ees of HDBank, Vietjet, and Group members and reminded us to follow the New Year message of The General Secretary and President on New Year's Eve. With Vietjet, the former President praised the achievements and efforts of the dynamic private

airline that has served nearly 100 million flights and has many routes to important markets, especially the successful opening of a challenging route to India – a market of 1.2 billion people. Reporting to former President Truong Tan Sang, Madame CEO Nguyen Thi Phuong Thao, said: HDBank, Vietjet, Phu Long, and other member companies of Sovico Group have just experienced

a breakthrough development with excellent achievement of the set targets. Particularly during the recent Lunar New Year, Vietjet has served 2.5 million seats, bringing a happy and warm Tet holiday to every home. In 2019, Vietjet achieved a turnover of VND 51,758 billion, made 139,052 safe flights, contributed VND 7,100 billion to the budget. "The development of Vietjet, HDBank and Phu Long is the expectation of the society and the economy where the private economy is the driving force for development in the spirit of the Cen-

tral Resolution No. 10. And from the business results, HDBank and Vietjet will continue to make positive contributions to the community, bring better values to society, contribute to the budget, create jobs, raise revenues, promote opportunities for employees, and actively participate in innovative start-up programs and social security activities, worthy of the community's expectations and the titles awarded by the Party and the State". Talking with Vietjet and HDBank, the former President suggested that Sovico Group members continue to lead and apply technology in business activities. For the bank, it is going along the lines of economic development. With Vietjet, there is al-

fied market but has to diversify further and seek more potential markets. With the desire and efforts in technology application, determination in pioneering digitization, resources of the "legion" of nearly 30,000 employees, former President Truong Tan Sang believed that Vietjet, HDBank and Phu Long will continue to achieve many successes, following to the direction of the economy, contributing to the industrialization and modernization in a new era.

ready a fast-growing fleet of aircraft with diversi-

codes to send messages and lucky money to more than 10,000 employees of Vietjet and HDBank. **HAPPY LUNAR NEW YEAR TO EM-PLOYEES AND PASSENGERS**

The warm visit on the first working day of the year

ended with the former President's scanning QR



Phuong Thao, Managing Director Luu Duc Khanh and the Board of Directors visited and wished New Year to passengers and staffs working during the holiday. In Ho Chi Minh City, on the days leading to Tet, Madam CEO Nguyen Thi Phuong Thao, Vice President To Viet Thang, Vice President Nguyen Duc

Chairwoman Nguyen Thanh Ha, CEO Nguyen Thi

Thinh paid a visit and wished staff on duty during Tet at the OMC, Engineering and operations units at Tan Son Nhat airport. The CEO and the Board of Directors also gave lucky money to many Vietjet passengers at the airport. The appearance of the Top 100 most powerful women in the world at the airport surprised many passengers although this is her annual activity since Vietjet took off. In Hanoi, on the morning of the first day of the Lunar New Year, Vietjet jubilantly started the new year with many activities at all airports with the desire to bring good lucky and happy new year to

On the first day of the year of the Rat, at Noi Bai International Airport, Vietjet's Chairwoman Nguyen Thanh Ha, Vice President Nguyen Duc Tam welcomed the first passengers on a flight from Seoul (South Korea) to Hanoi and send good New Year wishes.

peoples and tourists. .

On the same day in Ho Chi Minh City, Managing Director Luu Duc Khanh, Vice President Do Xuan Quang, Vice President Ho Ngoc Yen Phuong also welcomed the first passengers of the New Year to Tan Son Nhat airport on the first flights of the year of the Rat, give lucky money to staffs working on the first day of the New Year.

In Da Nang, Vice President Dinh Viet Phuong paid a visit to the ground, engineering, OMC, and commercial departments at one of the important bases of the next-generation airline. This peak season of 2020, Vietjet has served passengers with safe, civilized and economical travel with nearly 1,200 added flights and more than

2.5 million Tet tickets. The good luck that the com-

pany leadership sent on the first day of the year

will accompany millions of passengers on Vietjet flights and employees throughout the company throughout the year of the Rat - the beginning of a new decade with a lot of good things awaiting. DIRECTOR **GENERAL OF AUTHORITY IS AVIATION** PRESSED BY VIETJET'S MODERN **AVIATION ACADEMY**



being developed, operated by Vietjet and the world's famous aviation group Airbus. With the most state-of-the-art cockpit simulators of Airbus, Vietjet has been training pilots actively to meet internal training, pilot upgrade needs of not only the airline but also the regional market. Beside the SIM, Vietjet Aviation Academy has been equipped service mockups, cabin emergency exit training mockup, fire trainer, wave

swimming pool with Olympic standards, etc. to serve the training of cabin crews... At the beginning of 2020 and the upcoming Lunar New Year, Director General Dinh Viet Thang gave his congratulation to Vietjet leaders and employees with good performance in 2019. Accordingly, Vietjet has made impressive growth. Vietjet's development has also created the revolution in the aviation industry, contributed to make the aviation industry becoming the brightest point in the

industries under the Ministry of Transport's management. Director General also congratulated Vietjet on developing the leading modern education institution in the region and over the world in a short time, which providing not only Vietjet's development needs but also the regional ones. On be half of Vietjet's Board of Management, Vice President Dinh Viet Phuong thanked the Civil Avia-

tion Authority and other agencies for supporting Vietjet during the time. Mr. Dinh Viet Phuong said, Vietjet committed to keep improving the airline's service quality to best meet the passengers' needs. Vietjet Aviation Academy is also a proof of Vietjet's determination in its sustainable development strategy, proactively human resources assurance. Vietjet Aviation Academy is the region's most ad-

vanced aviation technology training and research institution, having the world's leading standards certificated by the European Aviation Safety Agency EASA, which meeting the needs of Vietjet and the domestic and international aviation industry. WELCOMING JUBILANT SPRING

WITH VIETJET'S FIRST FLIGHT CONNECTING HANOI AND **BALI (INDONESIA)**



morning of January 26, 2020 (the 2nd day of Lunar New Year), the new-age carrier Vietjet officially inaugurated a direct flight from Hanoi to Bali (Indonesia). This is Vietjet's second route to the tourist paradise of Indonesia and the very first direct flight from Vietnam's capital of athousand-year civilization.

Speaking at the opening ceremony, Vietjet Chairwoman Nguyen Thanh Ha said: "Vietjet' mission is pioneering to connect skies. We are proud to be the first airline to operate direct flights to Bali. The new Hanoi - Bali route is operating from the 2nd of Lunar New Year to meet the travel demand in spring, saving half of flying time and travel costs. Not only connecting the two most attractive cultural tourism destinations in Asia, the route promotes further the cooperation between countries

in ASEAN." Bali - the popular tourist island of Indonesia and

Asia is often called among travelholics as

—"Island of the Gods", "Tropical Paradise" or

"Dawn of the World". Voted as the best tourist

island in the world, Bali is a wonderful blend be-

tween the pristine, beautiful landscape with the

local cultural, artistic and religious quintessence.

Vietjet continues to see positive

INVESTOR RELATIONS

VIETJET: AIR TRANSPORT REVENUE, PROFIT INCREASE SHARPLY. OPEN THE 1.3 BILLION PEOPLE MARKET INDIA

growth in its core business of air transportation in 2019, maintaining its leading position in Vietnam's domestic market and fast growth in international flight network. In 2019, the airline's flight network increased by 24% with 22 international routes connecting Vietnam with Japan, Hong Kong SAR, Indonesia, especially India - the 1.3 billion people market, etc. Vietjet also transported nearly 25 million

passengers in 2019, an increase of 28% compared to 2018. Vietjet Aviation Joint Stock Company (HOSE code: VJC) has announced its business result for 2019's 4th quarter. Accordingly, the airline's revenue for air transportation in the 4th quarter stood at VND10,500 billion, an increase of 25%. This results in its 2019's revenue and profit from air transportation standing

profit in 2019 stood at VND52,095 billion and VND5,010 billion respectively, a slight decrease compared to those for 2018. To compensate for the delay in new aircraft's delivery from Airbus, Vietjet carried out a lease of 9 aircraft, totaling its operating fleet to 78 aircraft with 321,000 aircraft operation hours and 139,000 flights. Its load factor stays at 87% with technical reliability rate being at 99.64%, which are among the top airlines in the Asia Pacific region. Vietjet has also been awarded the highest ranking for safety with 7-stars from AirlineRatings.com.

at VND41,097 billion and VND3,936 billion respectively, increasing by 21.4% and 29.3% respectively

compared to 2018. Vietjet's revenue from sales & leaseback activity has been adjusted due to the

airline's revising its aircraft delivery from Airbus in 2019. The airline received 16 aircraft in 2018 while

the number for 2019 was 7 aircraft, which results in the fact that Vietjet's accumulated revenue and

The carrier's growing business also attributes to its effective strategies on ancillary revenue management, including extra service fees, cargo transportation, inflight services (food, beverages & duty-free stuff) and advertisements. In 2019, Vietjet's ancillary revenue was VND11,356 billion, up by 35.2% compared to 2018. The portion of ancillary revenue in the airline's total air transportation revenue also increases from 25.4% in 2018 to 30% in 2019. Following the sustainability-focused model of low-cost carrier (LCC), ancillary revenue has become an important factor determining the success of Vietjet because

of its profit margin of over 90%. According to the CarTrawler YearBook 2019 report, Vietjet was ranked

12th worldwide in terms of its ratio for ancillary revenue on top of total air transport revenue. According to Vietjet's consolidated financial report, the airline's total asset in 2019 was VND47.608 billion with the owner's equity being at VND17,661 billion including VND2,347 billion of treasury shares, an increase of 22% and 25.8% respectively against those in 2018. Its current liquidity was 1.4. Cash was VND6,076 billion, which not including VND2,347 billion treasury shares, cash in total reached to VND8,423 billion. While debt to equity ratio was 0.77, the lowest rate in Vietnam's aviation industry. Vietjet's EBITDAR margin was 31%, being ranked one of the top airlines in the world. Vietjet's new and modern fleet also become younger, moderner and fuel-efficient. Especially, in September 2019, the airline received a A321neo ACF (Airbus Cabin Flex) aircraft with 240 seats, the first of

its kind in the world. The new aircraft features fuel consumption savings by a minimum of 16%; noise

VIETJET FURTHER EXPANDS ITS

COMMERCICAL BUSINESS PERFORMANCE

INTERNATIONAL NETWORK WITH

THE LAUNCH OF TWO **ROUTES LINKING CAN THO WITH SEOUL AND TAIPEI**



nated for Can Tho's fund for the poor to bring the unprivileged of the city a warm and cherished Tet. Attending a jubilant launching ceremony on the morning of January 12 at Can Tho International Airport were President of the Vietnam Fatherland Front Central Committee Tran Thanh Man, Chairman of People's Committee of Can Tho City Le Quang Manh, Vietjet Managing Director Luu Duc Khanh, Vietjet Vice President Do Xuan Quang and other leaders from relating Ministries, Departments and Authorities as well as people and tourists in Mekong Delta region. The two new routes linking Can Tho with Taipei and Seoul will pave the way for locals, tourists to travel by safe, modern airway and at the same time promote the demand of tourism, trade,

studying abroad, etc. thus offering more opportunities to explore attractions at the destinations. The Can Tho – Taipei route operates four return flights per week, starting from January 10, 2020. The Can Tho – Seoul (Incheon) route will operate three return flights per week starting from January 16, 2020.

Vietjet pioneers to operate routes to and from Can Tho, the economic, cultural and tourism center of the Mekong Delta region, the Southwestern region of Vietnam, offering convenient and safe flight opportunities for travelers to come to the beautiful and prosperous river region of Vietnam. Once reaching Can Tho, visitors will be immersed in the typical cultural features of the southwestern

river region with highlighted activities such as: enjoying local specialties on Cai Rang floating market, walking at Ninh Kieu wharf, exploring the fruit garden in Phong Dien and visiting Long Tuyen ancient village. In 2019, the central city of the Mekong Delta has welcomed more than 8.8 million tourists. The city is becoming a prominent destination with a variety of services whilst attracting more investment, development and emerging as the transit hub in the region. Vietjet is currently the carrier operating the most

routes and flights to Can Tho International Airport

with 7 domestic routes and 2 international routes.

Since the first flight operated in 2014, Vietjet has significantly contributed to the remarkable transformation of Can Tho, creating an average growth rate of 30% of the total number of tourists each year of the city. **VIETJET STEADILY EXPANDS NET-WORK TO NORTHEAST**

WITH THE LAUNCH OF DA LAT -

SEOUL ROUTE



between Da Lat and Seoul were also surprised

when they received lovely souvenirs from Viet-

jet staff. The Da Lat – Seoul (Incheon) operates four return flights weekly from January 15, 2020. South Korea's beautiful capital Seoul has always been a favorite tourist destination for tourists thanks to its developed entertainment industry, traditional cultural features, and numerous of shopping centers. Incheon International Airport is also one of Asia's major transport hubs with dense connections to the Americas, Europe, etc. Adding the two new routes, Vietjet now has 11 direct routes, 480 flights per month, operating the most flights connecting Vietnam and South Korea, including Hanoi/Ho Chi Minh City/Hai Phong/Da Nang/ Nha Trang/Phu Quoc/Can Tho/Da Lat - Seoul, Hanoi/Nha Trang - Busan and Da Nang-Daegu. The new routes will not only meet the increased demand for air travel,

but also contributing to the development of tourism, trading and cultural exchanges between the two countries and in the region. **<<<<< SOVICO GROUP AND SAMSUNG** SIGNED AN OFFICIAL MOU ON **COMPREHENSIVE STRATEGIC CO-OPERATION**

LỄ KÝ KẾT THỎA THUẬN HỢP TÁC TOÀN DIỆN

GIỮA TẬP ĐOÀN SOVICO VÀ SAMSUNG VINA

Sovico Group (Sovico) and Samsung Vina Electronics (Samsung) officially signed Memorandum of Understanding (MoU) on comprehensive cooperation with many important issues in exploiting and

optimizing the product and service ecosystem of

both parties. Accordingly, Sovico and Samsung

promote joint investment and business activities

and support each other in terms of both facilities

VICO OUP

and business expansion. Through this cooperation program, the parties agreed to share visions, management experiences, organizational models for effective management. In the field of tourism, travel, Vietjet and Samsung will cooperate to sell products and develop mutual customer ecosystems through connecting e-commerce systems, sales mobile applications and distribution channels/chains; building and providing packages of transport services products;

promoting each other's brand images. The strategic cooperation between the two parties is also a testament and confirmation of Samsung's investment efforts in Vietnam in many areas. Samsung is committed to always accompanying its partners to create new trends in the modern way of life, using smart technology applications and its entire ecosystem. The strategic cooperation between the two parties is also a testament and confirmation of Sam-

sung's investment efforts in Vietnam in many areas. Samsung is committed to always accompanying its partners to create new trends in the modern way of life, using smart technology applications and its entire ecosystem.

VIETJET JOINED A JOB FAIR AND

SUSTAINABLE DEVELOPMENT

CABIN CREW RECRUITMENT **EVENT "FLY TO THE FUTURE WITH VIETJET"**



January 9th, Vietjet cooperated with the Univer-

sity of Foreign Languages - VNU to organize a Job

Fair and flight attendants recruitment "Fly to the future with Vietjet" in Hanoi. The event attracted thousands of students learning about career opportunities at Vietnam's largest private airline with an international working environment. With human resources from more than 40 countries and territories, Vietjet has always been one of the top companies to attract high quality human resources not only in Vietnam but also around the world. Recruitment and training activi-

ties are organized regularly by Vietjet wherever

Thousands of students attended the event had

the opportunity to learn about employment op-

the airline flies to.

portunities, working environment not only for pilot, flight attendant and technician positions but also the company's back office, join many special activities and receive interesting gifts from Vietjet. VIETJET BRINGS A WARM NEW

YEAR TO THE HO CHI MINH CITY

DISADVAN-ASSOCIATION OF TAGED YOUTH HỗI THANH NIÊN KHUYẾT TẬT THÀNH PHỐ HỐ CHÍ MINH Vietjet Alf.com



ties Vietjet Vice President Ho Ngoc Yen Phuong encouraged and wished health to the Association members and shared: "I am very touched with the full attendance of all members of the Ho Chi

Minh City Association of Youth with Disabilities today. You are examples of willpower and energy to rise up in life. Vietjet is also very proud to contribute to creating equal opportunities for everyone." Exchanging with the Association's representative, Mr. Truong Minh Trung - Weightlifting athlete of Ho Chi Minh City Sports Association for People with Disabilities, Ms. Phuong said Vietjet was the sponsor of air transport for the Union during the National Disability Sports Competition 2019.

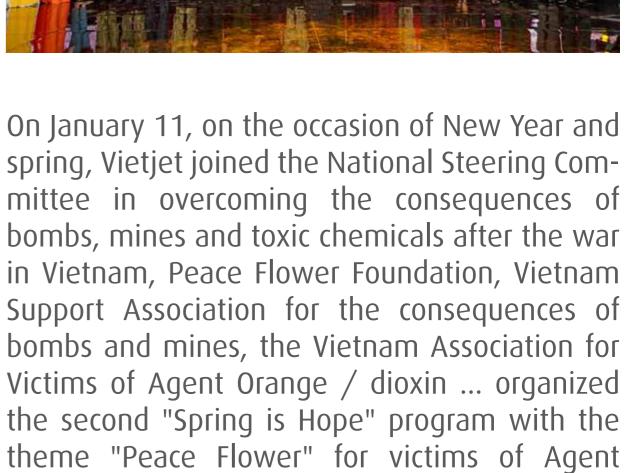
Thanking Vietjet's enthusiasm and support for the

disadvantaged, President of the Association Vo

Van Anh thanked the entire Board of Directors and

Vietjet's staff, expressing his wishes continue to

receive the airline's attention and companionship with the activities of the Association in the coming time, not only in terms of material support but also spiritually because Vietjet is an example of the spirit of Vietnam and loving hearts. Vietjet's charitable activities are aimed at the younger generation with the philosophy of 'to invest for the younger generation is to invest in the future'. In addition to scholarship funds and annual social activities to disadvantaged organizations and individuals, Vietjet also accompanies the Central Committee of Ho Chi Minh Communist Youth Union, Vietnam Youth Union, Center National Volunteers, Dreaming Funds ... bring meaningful programs such as "I love my country", "Let's clean the ocean" and millions of gifts for disadvantaged people in society, many programs and activities across the country and internationally. VIETJET AND PEACE FLOWER **FUND BRINGS WARM NEW YEAR TO WAR VICTIMS**



is Hope, Vietjet decided to give a gift worth 1 billion VND to contribute to bringing a warm Tet season to many families of war victims across the country. With over 3 million victims of Agent Orange, efforts of local authorities, domestic and foreign organizations as well as businesses like Vietjet are taking place every day to soothe the pain for millions of families, handle toxic substances and bring the green to contaminated lands. Speaking at the ceremony, the Standing Deputy Prime Minister of the Government Truong Hoa Binh sent his New Year wishes and acknowledged the efforts to overcome the war consequences of departments, organizations, busi-

promoting the spirit of solidarity to provide material and spiritual support to war victims. Vietjet Vice President Do Xuan Quang said: "Vietjet commits to accompany agencies and organizations to continue to overcome the traumatic consequences of the war. These community-based volunteer activities have become a part of more than 5,000 employees from more

than 40 countries and territories of Vietjet, espe-

cially on holidays and New Year. Vietjet believes

that the gifts that all Vietjet's staff present today

will bring a warm Tet, a loving spring to Agent

nesses and praised the victims of Agent Orange

and mines for overcoming difficulties to rise up

in life. The Deputy Prime Minister called on do-

mestic and foreign organizations to continue

Orange and landmine victims across the country". As an airline of people and tourists, aside from the efforts to make their flying dream come true, Vietjet also actively participates in community activities, contributing to creating good values, spreading love and equality for all people in society.

On January 11, on the occasion of New Year and

