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BẢN TIN NHÀ ĐẦU TƯ / IR NEWS
Tháng 7/2022 Jul 2022

EVENTS & NEWS

Vietjet and Boeing reaffirm 200 aircraft order as part of the airline’s global strategy

Vietjet and Boeing have successfully reached an agreement to reaffirm the previously announced order for 200 737 MAX aircraft during 2022 Farnborough International AirShow.

Accordingly, both sides will execute a flexible aircraft delivery schedule to support Vietjet’s growth plans as traffic across the world continues to recover. The first 50 aircraft will be delivered to Thai Vietjet, the affiliate company of Vietjet in Thailand. Thai Vietjet is currently one of the leading domestic airlines in Thailand and favored among Thai people.

As part of the agreement, Boeing is committed to supporting Vietjet with technical services, training, technology transfer, research & development (R&D), to ensure lasting and sustainable growth with the highest levels of efficiency, reliability and affordability.

Vietjet attends the Conference of

On July 4, leaders of Sovico Group also attended the 246th US National Day celebration in Hanoi, met with Ambassador Marc E. Knapper and exchanged proposals to strengthen cooperation with US businesses in the fields which Sovico and Vietjet have strengths, wishes to continue to receive the companionship and support of the US Government as well as Ambassador Marc E. Knapper.

Mr. Nguyen Thanh Hung, co-founder and BOD Chairman of Sovico, BOD Vice Chairman of Vietjet, and the delegation of Sovico and Vietjet had a business trip to Hoa Binh and Bac Giang provinces to discuss about some projects related to tourism and aviation development in Hoa Binh, industrial park projects, transportation support, and Bac Giang agricultural produces consumption such as lychee to domestic and international markets...

BAN CHẤP HÀNH ĐẢNG BỘ
TỈNH HÒA BÌNH

From July 12 to 15, Vietjet conducted a series of conferences in four of India's leading major cities, namely Ahmedabad, Hyderabad, Bangalore and Mumbai. With Vietjet's activities to promote Vietnam's tourism and especially the routes connecting with India, the conference series attracted the attention of hundreds of press agencies, media outlets as well as nearly 100 agents and partners in India, the market of 1.4 billion people.

Aviation Directors of Asia Pacific countries (APAC)

2022 APAC
CONFERENCE OF DIRECTORS GENERAL OF CIVIL AVIATION
DGCA 2022
SONGDO IBD F2 Block Project

From July 4-9, 2022, the high-ranking delegation of Vietjet attended the Conference of Aviation Directors of Asia Pacific (APAC) - DGCA 57 in Incheon city (Korea) with more than 40 countries in the region and the world such as the US, UK, China, Japan, Korea, Vietnam...

ICAO President and world aviation leaders highly appreciated Vietjet's strong recovery after the pandemic and support Vietjet to continue expanding its international flight network as well as Vietjet's proposal on organizing The 59th Regional Aviation Director General Meeting in Vietnam.

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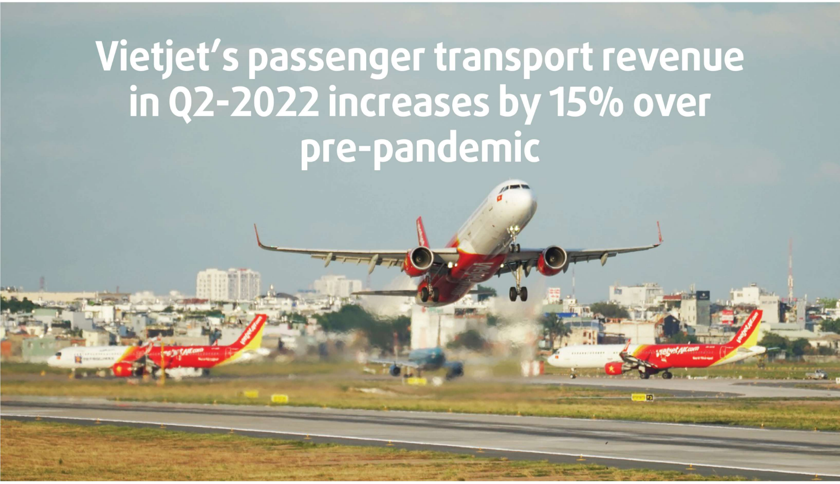
Vietjet has been listed in the "Top 10 Best LCC Airlines" for 2022 and awarded "Best Value Airline of the Year" by AirlineRatings, the world's renowned airline safety and product rating website.

On July 1, in Vinh City, Nghe An, Vietjet participated in the Tourism Development Links Forum between Hanoi, Ho Chi Minh City and the North Central region expanded in 2022, contributing ideas for stronger development and more tourism linkage activities between regions.

INVESTOR RELATIONSHIP

Vietjet's passenger transport revenue in Q2-2022 increases by 15% over pre-pandemic



As the domestic and international travelling demand is recovering robustly, Vietjet Aviation Joint Stock Company (HoSE: VJC) has reported a positive business performance in Q2 and the first half of 2022.

Operating 53 domestic routes, the airline's domestic revenue in Q2 jumped by over 30% over the pre-pandemic 2019's while its revenue in passenger transport increased by 15%, reaching VND11,355 billion (approx. US$488.74 million). The after-tax profit was VND36 billion (approx. $1.54 million).

Vietjet's consolidated revenue and consolidated after-tax profit in Q2 were reported at VND11,590 billion (approx. $498.97 million) and VND181 billion (approx. $7.79 million) respectively.

The passenger transport revenue and the consolidated revenue for H1 reached VND14,696 billion (approx. $632.72 million) and VND16,112 billion (approx. $693.68 million) respectively, both higher than the pre-pandemic 2019's.

The parent company's after-tax profit for H1 was reported at VND76 billion (approx. $3.26 million) while the consolidated profit was VND426 billion ($18.31 million).

Promoting and leading the border reopening between Vienam and countries post-pandemic, Vietjet has rapidly expanded new international routes. It was the pioneering airline to develop an extensive network of 17 direct routes between Vietnam and India – a market of 1.4 billion people, specifically to Delhi, Mumbai, Ahmedabad, Hyderabad, Bangalore. Vietjet has also inaugurated new routes from HCM City and Da Nang to Busan, South Korea; from Hanoi to Nagoya and Fukuoka, Japan, among others.

In addition to the advanced A320 and A321 fleet, Vietjet for the first time has brought the new generation, modern wide-body aircrafts A330 into operation. Equipped with noise control technology, they have delivered safer and more comfortable flight experiences to the passengers while reducing the take-off and landing frequency.

Vietjet has introduced a brand new website and mobile application, as well as service packages including the "Fly first, Pay later" to help customers with financial hardship, and the Sky Holidays service offering a combo of flight ticket and accommodation at hotels and resorts across Vietnam.

The "Fly first, Pay later" service in particular was awarded the Best New Fintech Product 2022 by the UK's prestigious magazine The Global Economics Times. It was hailed not merely offering financial support but meant for the greater good to help the recovery of the socio-economy and people's life post-pandemic.

Vietjet was also hailed as 'Value Airline of the Year' and 'Top 10 Best Low-cost Airlines" for 2022 by AirlineRatings, the renowned rating website.

The airline has passed the ISO27001 Information Security certification reassessment by the German TUV NOR, meeting all of the criteria of the Information Security Management ISO27001:2013.

At the Farnborough Airshow hosted in the UK between July 18-22, Vietjet has reached an agreement with Boeing in deal restructuring, affirming the airline's intent to buy 200 Boeing 737 aircrafts with international capital. This was deemed remarkable efforts by Boeing and Vietjet to contribute to the bilateral commerce and trade between Vietnam and the US.

Despite revenue breakthrough in Q2 and H1-2022, the after-tax consolidated profit only reached VND429 billion (approx. $18.47 million) – about 85.2% percent of the airline's H1 target due to a surge in oil prices.

Vietjet has paid a total of VND2,300 billion (approx $99.03 million) to the Government including taxes and indirect and direct fees for the first half of 2022. Positive performances of airlines with Vietjet at the front have somewhat contributed to the revenue breakthrough of airports, ACV and relevant services providers in H1-2022.

Vietjet is set to continue its stringent cost reduction measures and push ahead digitalization projects to optimize operation costs. It will also take advantage of the Government's supporting policies including a 50% take-off and landing fee waiver and a reduction of environmental protection tax on jet fuel down to VND1,000 (approx. US4 cents) per litre. Vietjet aims to accelerate the recovery after the pandemic and in the remaining months of 2022, joining with localities and the whole country to step towards the adaptation period for development and integration.

Vietjet for the last six months has hiked up the flight frequency of several routes to meet the mounting travelling demand post-pandemic, supporting the recovery of local tourism and economy. It has operated a total of 52,500 flights with 9 million passengers onboard, respectively increasing by 54% and 92% YOY. The number of flights has particularly increased by 8% over the pre-pandemic 2019's.

In Q2, the airline has operated nearly 33,000 flights and served 6 million passengers, both were remarkably higher than the pre-pandemic's. The cargo volume reached more than 11,000 tones.

As many airlines have faced labor shortages after the pandemic, Vietjet has managed to sustain favorable labor policy and several training courses for all of the employees.

The Vietjet Aviation Academy (VJAA) has opened more than 650 courses for nearly 15,000 trainees of pilots, cabin crew, flight dispatchers, flight engineers and ground service officers, etc. It has cooperated with large domestic and international partners to kick off elementary pilot training programs.

OPERATION AND TRAINING

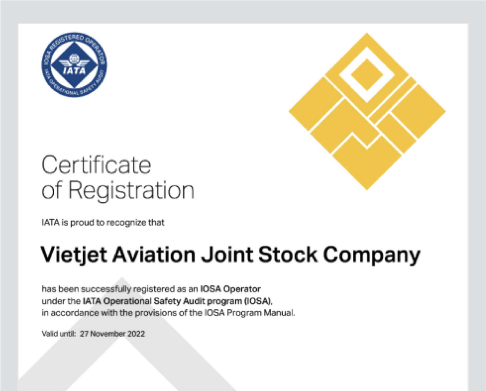
Vietjet to operate more Rolls -Royce Trent -700 powered A330s

ROLLS
ROYCE

On July 22, 2022, Vietjet and Rolls-Royce have inked a contract to provide the Trent 700 engines and TotalCare®, Rolls-Royce's technical and maintenance engine services, to power up to 10 A330 aircraft. Signing for the US$400-million deal took place during the 2022 Farnborough International Airshow.

The Trent 700 is the engine specifically designed for this A330 aircraft and is widely recognized for its outstanding efficiency and reliability. With more than 65 million hours in service, the Trent 700 offers airlines world-class reliability, with a 99.9% dispatch rate.

IATA audits and renews IOSA certificate for Vietjet


IOSA REGISTERED OPERATOR
IATA
IATA OPERATIONAL SAFETY AUDIT

Certificate
of Registration

IATA is proud to recognize that

Vietjet Aviation Joint Stock Company

has been successfully registered as an **IOSA Operator**
under the **IATA Operational Safety Audit program (IOSA)**,
in accordance with the provisions of the IOSA Program Manual.

Valid until: 27 November 2022

Nearly 120 candidates participated in the online flight attendant job application

On July 9, continuing the large-scale recruitment for the flight network expansion plan, the interview for 120 flight attendant candidates was held online.

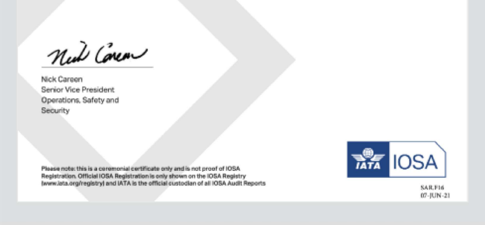
In the coming weeks, the next recruitment rounds are expected to be held for both domestic and international candidates with the goal of meeting manpower demand for Vietjet's plan to expand its flight network to domestic and international destinations such as India, Korea, Japan...

The Ground Operations and Engineering Division continue to strengthen its forces

In order to serve the peak season operations plan and expand the fleet, the Ground Operations Division and the Technical Division continue to recruit Passenger Service Officer, Deputy Maintenance Manager, Maintenance Control and Technical Executive with attractive remuneration packages.

Successful candidates will work in a dynamic, friendly and fun international aviation environment. Unlimited training opportunities in professional skills and knowledge in the aviation industry.

From July 25 to 29, international experts from the International Air Transport Association (IATA) conducted an assessment and renew the IOSA certificate for Vietjet, for the airline to continue its role in the industry as an IATA member. IOSA certification confirms an



Nick Careen

Nick Careen
Senior Vice President
Operations, Safety and
Security

Please note: this is a ceremonial certificate only and is not proof of IOSA Registration. Official IOSA Registration is only shown on the IOSA Registry (www.iata.org/registry) and IATA is the official custodian of all IOSA Audit Reports

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airline's highest level of commitment to operational safety based on the IATA set of standards.

The IOSA standard audit is carried out every 2 years, covering approximately more than 1,000 Strict standards, requiring careful preparation of facilities, personnel, time, as well as required documents and information. According to statistics, since the introduction of IOSA, airlines with this certification have a record of 4 times safer operations than those without.

COMMERCIAL ACTIVITIES

Vietjet opens 11 new routes to Indian big cities

Vietjet opens new routes from Hanoi / Ho Chi Minh City/ Da Nang to 3 big cities of the West and Central-South India including Ahmedabad, Hyderabad and Bangalore (Bengaluru) which increasing the number of routes between the two countries to 17, becoming the airline with the most direct flights between the two countries.

New routes connecting Hanoi to Ahmedabad, Hyderabad and Bangalore will be launched respectively from September 27th, October 7th and November 2nd. and December 1st. All 9 new routes will be operated 4 return flights per week for each route.

In particular, routes connecting the pearl island Phu Quoc to Mumbai, New Delhi will be launched on September 8th and September 9th with 3-4 return flights per week. Two new routes connecting Da Nang to Mumbai and New Delhi will also start serving passengers with 3 to 4 return flights per week from October 17th and October 18th.

Fly Bangkok - Fukuoka easily from just 4,499 THB

On July 16, Thai Vietjet opened a route from Bangkok to Fukuoka, Japan, with 3 round-trip flights a week. The airline also launched a special promotion - Fly Comfy, Fly Deluxe - with fares from only THB 4,499 for passengers who book tickets

Passengers in Ho Chi Minh City can depart immediately for Ahmedabad, Hyderabad and Bangalore from September 29th, October 8th, and November 1st. Routes connecting Da Nang to Bangalore, Hyderabad and Ahmedabad inaugurate respectively from November 28th, November 29th

Vietjet is currently operating 4 routes connecting Hanoi/HCMC to New Delhi and Mumbai, the two largest political, economic and tourist centers of India with 3-4 return flights per week, alternating between destinations.

Vietjet operates A330 wide body aircraft on international routes

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From July 15, Vietjet has officially operated the A330 wide-body aircraft on international routes to Seoul, South Korea. The airline plans to continue to expand its widebody fleet operations on routes to Korea, Japan, Indonesia, India and beyond such as Russia, Australia... to meet customers' needs with many new products.

SKY HOLIDAYS
product launched

Special Offer
tourist season
Discover with VietJet Holidays

from July 20 to 27.

Currently, Thai Vietjet also provides connecting routes for passengers traveling from Fukuoka via Bangkok (Suvarnabhumi) to Phuket, Krabi and Chiang Mai, providing more convenient and flexible choices.

Before the Bangkok - Fukuoka route, Vietjet has just opened a route connecting Hanoi with Fukuoka and Nagoya, bringing more flight options to destinations in the land of the rising sun for citizens and visitors.

Vietjet now has direct flights to Busan from Hanoi, Ho Chi Minh City, Da Nang and Nha Trang – ticket fares as low as VND7,700

Travelers from Vietnam's major cities of Ho Chi Minh City and Da Nang can take Vietjet's direct flights to Busan, Korean famous beach city starting July 20 and July 25 respectively.

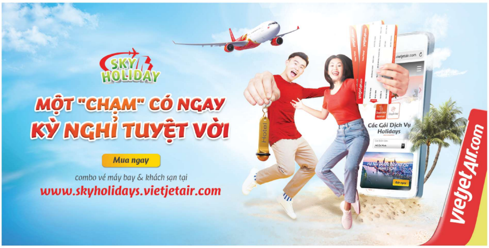
Earlier this month, Vietjet resumed Hanoi - Busan route on July 1 and will continue resuming the Nha Trang - Busan route from July 21 with one daily return flight for each service. Vietnamese tourists can easily fly to the second largest city in Korea and opposite, Vietjet aircraft will bring Korean tourists to the most attractive destinations in Vietnam on just less than 5 hour flights.

Customers can book tickets to Vietnam now with fares from just VND7,700/one-way at www.vietjetair.com or Vietjet Air application with travel duration from August 15, 2022 to March 26, 2023.

Flying across Vietnam and Asia easily with Vietjet's tickets

After the trial period, SKY HOLIDAYS products were officially introduced to customers at website http://skyholidays.vietjetair.com from July 8, 2022.

With Sky Holidays, passengers can book resort packages including Vietjet air tickets and accommodation services at hotels across Vietnam with just 4 simple steps: Select itinerary, flight date, number of guests; Choose accommodation & flights; Fill in customer information; Pay & receive order confirmation information of Holidays package sent to registered email address.



priced from only VND7,700

Jubilantly welcoming the double day 7/7, Vietjet offers passengers a golden week with 777,777 domestic and international tickets priced from only VND7,700.

Promotional tickets from only VND7,700 are applied on both domestic routes across Vietnam and attractive international tourist, resort, shopping and exploring destinations in India, South Korea, Japan, Indonesia (Bali), Thailand, Singapore, Malaysia, etc. with flexible flight periods from August 15, 2022 to March 26, 2023.

On this occasion, Thai Vietjet offering special fares starting from THB 477 for travel on the airline's entire domestic flight network and from THB 1,777 for travel on the airline's network to Vietnam, Phnom Penh, Singapore, and Fukuoka.

SOCIAL ACTIVITIES

Gratitude to war invalids and martyrs on the occasion of the 27th of July

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TRI ÂN CÁC CỰU CHIẾN BINH PHI CÔNG
NHÂN KỶ NIỆM NGÀY THƯƠNG BINH - LIỆT SĨ 27/7

On July 11 and 12, the Vietjet delegation came to offer incense and commemorate the heroes and martyrs at the Dong Loc T-junction relic site (Ha Tinh province) and visit and give gifts to former pilots of the Gold Star Airforce Regiment in Nghe An and Ha Tinh on the occasion of the Invalids and Martyrs' Day - July 27.

On behalf of the delegation, Mr. Duong Hoai Nam, Director of the Northern Office, thanked and expressed gratitude for the sacrifices and contributions of veterans in the cause of struggle, liberation of the country, bringing peaceful and prosperous life and development for the nation.

Officially kicking off the National Final round, 38 beauties of Miss World Vietnam 2022 flew with Vietjet to the beautiful city of Quy Nhon, continuing the journey to find the winner of the prestigious crown and the privilege of 1 year flying with SkyBoss ticket class.

Vietjet's hot air balloons with outstanding images appear at the Hot Air Balloon Festival "Hue Citadel seen from the sky" in the series of events of Hue Festival Week 2022 from June 25 to 30 at Ham Nghi yard, inside the Citadel.