



NEWS & EVENTS

### Vietjet is ready to conquer new successes



On April 6, the Implementing 2023 Business Plan ceremony with the theme "Leading the sky - Connecting the world" took place to summarize Vietjet's achievements in 2022, honor outstanding teams and individuals as well as set out operational plans for 2023.

The Board of Management requested the whole company to continue promoting innovation, creativity, and digital

transformation in order to continue to improve operations indexes, reduce TAT, increase OTP and Load Factor... determined to conquer more many new heights, reaching and exceeding business targets in 2023.

Specially, the program saw the appointment ceremony for senior leaders. Accordingly, as from April 6th, 2023, Madam Nguyen Thi Phuong Thao has become Chairwoman of the Board of Directors of the Company,

being Madam Nguyen Thanh Ha's successor; Managing Director Dinh Viet Phuong has been appointed as new Executive President. Madam Nguyen Thanh Ha will accompany with Vietjet in her new position as Vice Chairwoman of the Board of Directors.

### President & Chairwoman Nguyen Thi Phuong Thao welcomes the Director General of UNESCO Vietnam



Director General of UNESCO Vietnam - Mr. Christian Manhart paid a working visit with President & Chairwoman Nguyen Thi Phuong Thao.

The UNESCO representative thanked and highly appreciated the contributions of Sovico, Vietjet, and HDBank in UNESCO's activities in Vietnam as a global partner

to jointly implement the project "Connecting World Heritage Sites and Cities Creativity recognized by UNESCO".

Chairwoman & President Nguyen Thi Phuong Thao thanked UNESCO and pledged to continue accompanying UNESCO and the United Nations in programs and activities for the development of the community and humanity.

### IATA Director General congratulates Vietjet's new President & Chairwoman and CEO

Director General of the International Air Transport Association (IATA) Willie Walsh recently sent a congratulatory letter to Vietjet, congratulating Madam Nguyen Thi Phuong Thao on the appointment President & Chairwoman, Mr. Dinh Viet Phuong on the appointment of CEO.

IATA leaders congratulated Vietjet on its success in recent years as it continued to grow, welcomed the fifth widebody A330 aircraft into its modern fleet, and continuously expanded its international flight network.

IATA is committed to continuing to support Vietjet in connecting with the world's airlines.

IATA believes that with the leadership of President & Chairwoman Phuong Thao and CEO Viet Phuong, Vietjet will grow and looking forward welcoming Vietjet leaders at the IATA Annual General Meeting in Istanbul in early June.



### Vietjet officially opens a direct route between Ho Chi Minh City - Melbourne

On April 8, the Ho Chi Minh City - Melbourne route was officially opened, bringing more and tourists to two big cities, cultural and economic centers of the two countries.

Vice President Do Xuan Quang, Nguyen Duc Thinh were present at the boarding gate to give gifts and thank all customers

for choosing to fly with Vietjet on the new route. 377 passengers on flight VJ081 from Ho Chi Minh City to Melbourne were excited and enjoyed the journey with Vietjet.

In Ho Chi Minh City, on the morning of April 9, flight VJ082 from Melbourne landed and was greeted with a Water

Salute ceremony dedicated to the first flight. Viet President To Viet Thang was present at the boarding gate to welcome the first customers, give gifts and send thanks. The route connecting Ho Chi Minh City - Melbourne opened from April 8 and will serve customers with 3 return flights per week by A330 aircraft to bring good flying experiences to passengers.

### Hello Australia, Governor - General of Australia congratulates Vietjet on direct flights to Melbourne, Sydney, and Brisbane



During his visit to Vietnam, Governor-General of Australia David Hurley shared his happiness about the new flight routes connecting Australia and Vietnam, in particular with Vietjet to commence its first service to Melbourne on 8 April, followed by direct flights to both Sydney and Brisbane.

Speaking about the opening ceremony in Melbourne, Chief Operations Officer Michael Hickey thanked the support of passengers, governments of the two countries, cities, airports and Australian partners cooperated with Vietjet to open

routes to Melbourne, Sydney, Brisbane. Welcoming the new routes, Vietjet pilots and cabin crews gave passengers at Melbourne airport a youthful and vibrant flashmob performance, promoting the image of Vietnam to Australia.

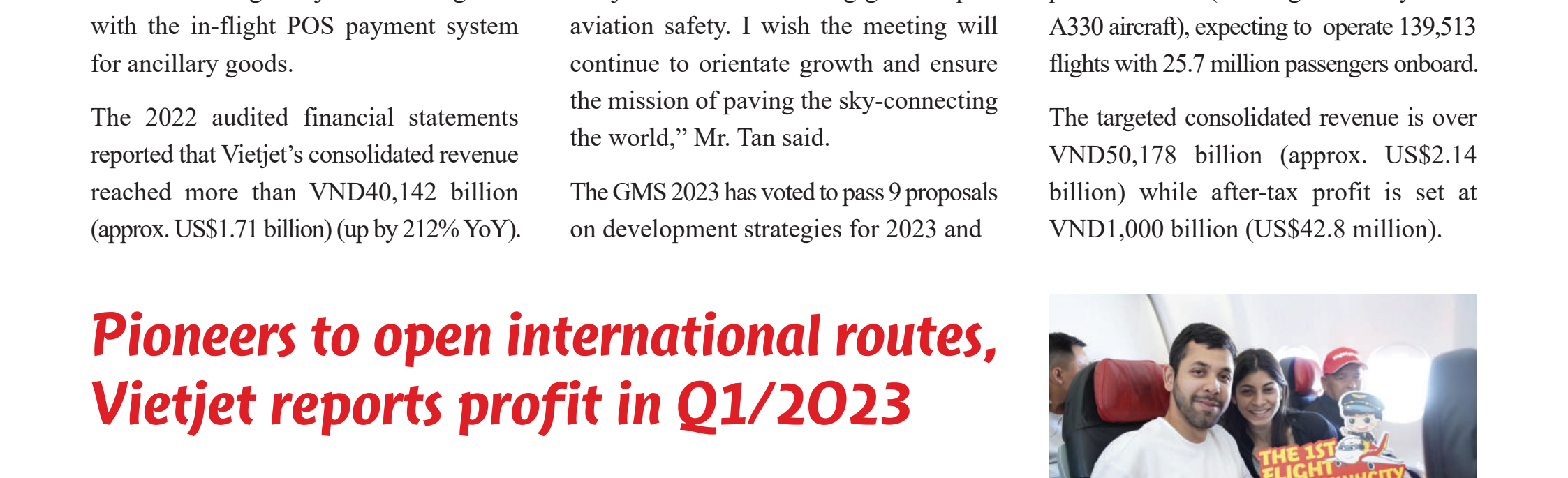
\* During his first official visit to Vietnam, during the 50th Anniversary of diplomatic relations between Vietnam and Australia, Senator the Hon Don Farrell, Minister for Trade and Tourism and Special Minister for State, joined Australia's Ambassador to Vietnam Andrew Golezdzinski and

delegation in congratulating Vietjet on the inauguration of direct routes connecting Vietnam and Australia. Nguyen Trung Khanh, Chairman of Vietnam National Administration of Tourism, and leaders of Ho Chi Minh City's departments and agencies, tourism enterprises and other organisations also joined the event.

Don Farrell said: "The opening of Vietjet Air's new flight demonstrates the growing connection between Australia and Vietnam in this 50th Anniversary year of diplomatic relations."

### INVESTOR RELATION

### Vietjet expands international network, eyeing to become digital and consumption airline



On April 26, 2023, Vietjet Aviation Joint Stock Company (HOSE: VJC) has successfully held the General Meeting of Shareholders (GMS) 2023.

By the end of 2022, Vietjet has operated more than 116,261 flights (up by 186% YoY) and transporting 20.5 million passengers (up by 283% YoY), leading the domestic market in terms of passenger volume. Vietjet has also brought its widebody Airbus A330 fleet into operation to effectively fly long-range routes to Kazakhstan, India and Australia.

The airlines has successfully worked on the tablet check-in project, helping ground operation staff to flexibly process check-in for the passengers, as well as having integrated HD Insurance and Galaxy Pay services to the system to offer more options to the passengers.

Vietjet SkyJoy with the brand new loyalty program has launched and endless rewards from redeeming Vietjet tickets together with the in-flight POS payment system for ancillary goods.

The 2022 audited financial statements reported that Vietjet's consolidated revenue reached more than VND14,142 billion (approx. US\$1.71 billion) (up by 212% YoY).

The long-term assets increased by over US\$200 million of worth. The airline's total assets were worth VND68,036 billion (approx. US\$2.91 billion) with the debt to equity rate at nearly 1.3 which was considered good in the aviation industry.

The direct and indirect taxes, fees and charges payment to the State budget totaled VND4,350 billion (approx. US\$186.3 million).

Transport deputy minister Le Anh Tuan highly regarded Vietjet's performance in 2022, of which it accounted for 40% of domestic passenger transport with a high load factor rate (85% on average). Mr. Le Anh Tuan looked forward to Vietjet's further efforts to achieve great success in 2023.

Civil Aviation Ministry of Vietnam that Vietjet's operations have ensured absolute safety for years. "The Civil Aviation Authority of Vietnam acknowledges Vietjet as an airline having great leap in aviation safety. I wish the meeting will continue to orientate growth and ensure the mission of paving the sky-connecting the world," Mr. Tan said.

The GMS 2023 has voted to pass 9 proposals on development strategies for 2023 and

beyond. It has also elected a new member to the Board of Directors, bringing the total members to 9.

Regarding business plan in 2023, the GMS has set the targets of maintaining the market leader position in terms of passenger volume and efficiency; reaching agreements with aircraft manufacturers Airbus and Boeing to ensure on-time delivery; expanding business activities in ground services, training services and digital business; and optimizing operations and financial solutions to cut costs while improve efficiency.

The GMS has also agreed on the goals of making Vietjet a leading airline in digital technology; raising capital to meet the development demand; and prioritizing on asset growth and financial capability improvement, laying out the foundation for a fruitful and sustainable development of Vietjet.

The GMS has approved the fleet expansion plan to 87 aircraft (including 9 widebody Airbus A330 aircraft), expecting to operate 139,513 flights with 25.7 million passengers onboard.

The targeted consolidated revenue is over VND50,178 billion (approx. US\$2.14 billion) while after-tax profit is set at VND1,000 billion (US\$42.8 million).

### Pioneers to open international routes, Vietjet reports profit in Q1/2023

According to the financial statements for Q1/2023, Vietjet's air transport revenue reached VND12,880 billion while the after-tax profit was VND168 billion, increased by 286% and 320% YoY respectively. Ancillary revenue, in particular, was reported at VND4,312 billion, accounting for more than 33% of the total revenue.

The airline's consolidated revenue and after-tax profit was VND12,898 billion and VND173 billion respectively.

In the first three months of the year, Vietjet has safely operated 31,300 flights and

transported nearly 5.4 million passengers, growing by 57% and 75% YoY respectively. The airline's load factor averaged 85% while the technical reliability rate was 99.59%.

Vietjet's air cargo volume in the quarter totaled more than 14,800 tons, up by 20% YoY.

International passenger transport remained the highlight as it accounted for nearly 45% of the total passenger transport revenue and 30% of flight and passenger numbers.

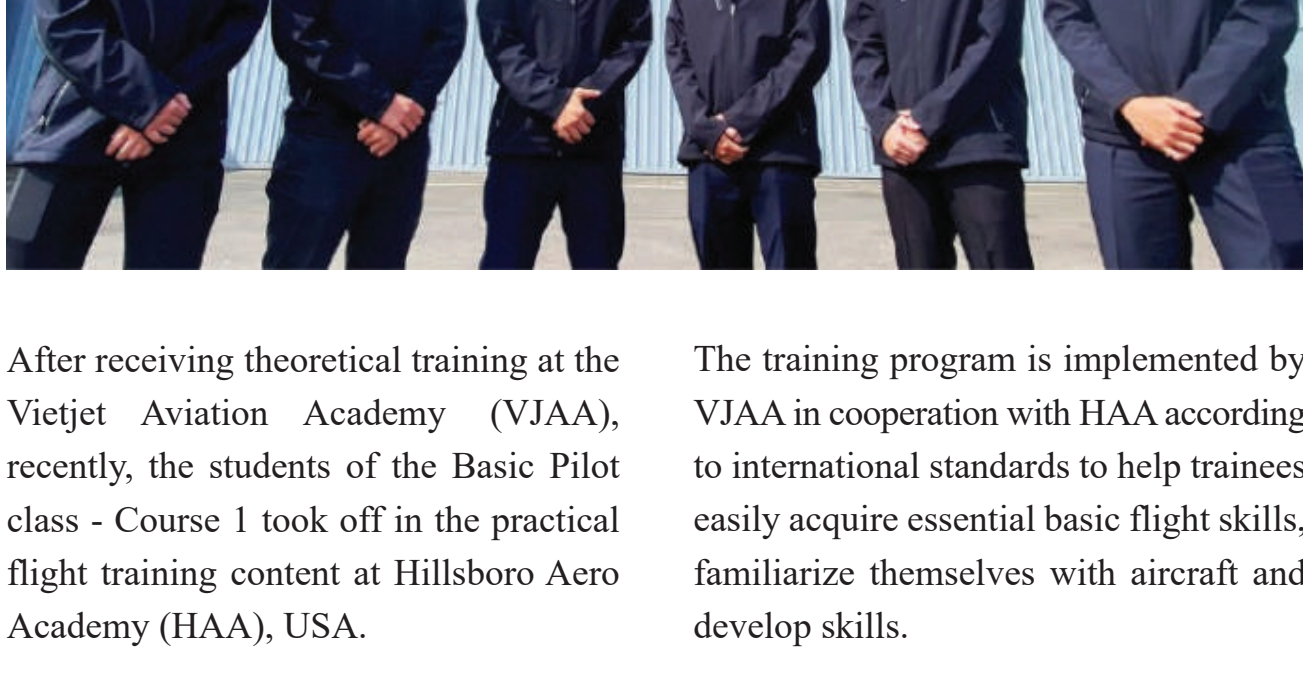
As of March 31, 2023, the airline's assets totaled more than VND 69,200 billion with the debt-to-equity ratio being at 1 while the

liquidity ratio at 1.3, both were staying within the safe range of the aviation industry. Vietjet has paid up to VND1,053 billion (...) of direct and indirect taxes, fees and charges to the State.

In Q1/2023, the airline has launched 10 new routes (4 domestic and 6 international), bringing the total routes to 105 (55 domestic and 50 international).

### OPERATION & TRAINING

### Vietjet signed a cooperation agreement with F Air under the witnesses of Prime Ministers of Vietnam and the Czech Republic



At the Czech - Vietnamese Business Forum held in Hanoi on April 21, 2023, Vietjet and F Air - Czech Republic have signed a cooperation agreement under the witnesses of the Prime Minister of Vietnam H.E. Mr. Phạm Minh Chính and the Prime Minister of the Czech Republic H.E. Mr. Petr Fiala.

Accordingly, Vietjet Aviation Academy (VJAA) - Vietjet's leading international

standard training institution will cooperate with F Air to develop basic pilot training programs, developing and training pilots, contributing to Vietjet's initiative in high quality human resources to meet the development demands of the airline and the industry, expanding cooperation with European partners after the ones with many partners in the United States and Asia Pacific in pilot training recently.

### Skills training for aviation security



On April 4, Vietjet coordinated with the Immigration Security Department of the British Embassy and the Australian Embassy to organize a class "Training On Travel Documents Examination Skills".

The training session saw the participations of Vietjet employees working at all domestic airports, representatives of related departments. The training session aimed at improving skills in recognizing documents, entry regulations, etc., is one of the important preparation steps for the routes connecting Vietnam - Australia and the world, thereby helping passengers have a convenient and good flight with Vietjet.

\*VJAA over the last two months has conducted 881 courses for 20,651 trainees, including 154 courses for pilots, 295 for cabin crews, 26 for dispatchers, 201 for engineers, 183 for ground services staffs and another 22 courses.

\* The route connecting Can Tho and Van Don (Quang Ninh) will officially serve people and tourists from April 25, 2023, the flying time is 2 hours 20 minutes on 3 return flights on every Tuesday, Thursday, Saturday. With Vietjet's tickets priced from only VND0, people and tourists can easily and comfortably start discovering the West and the world-famous Ha Long Bay.

\* The only direct route between Hanoi and Phuket will serve tourists on daily return flights from May 19, 2023, with a flight time of only 3 hours and 5 minutes per leg. Vietjet is also operating the only direct route between Ho Chi Minh City and Phuket every day with only 2 hours flight.



### Students of the first Basic Pilot class continue their flight training journey in the US

After receiving theoretical training at the Vietjet Aviation Academy (VJAA), recently, the students of the Basic Pilot class - Course 1 took off in the practical flight training content at Hillsboro Aero Academy (HAA), USA.

The training program is implemented by VJAA in cooperation with HAA according to international standards to help trainees easily acquire essential basic flight skills, familiarize themselves with aircraft and develop skills.

### TRƯỜNG HÀNG KHÔNG ASNZ NEW ZEALAND



Recently, Vietjet Aviation Academy (VJAA) and Eagle Flight Training School signed a memorandum of understanding on cooperation in pilot basic training. Eagle Flight Training School is headquartered in New Zealand, with modern facilities and training programs approved by CAAV and New Zealand CAA.

Previously, VJAA also cooperated with Hillsboro Aero Academy (HAA) (USA) to organize practical flight training for the academy's first pilot trainee batch.

### COMMERCIAL ACTIVITIES

### Vietjet meets agency partners for the first time in two of Australia's largest cities



On April 4 and 6, Vietjet held two consecutive events in the two largest cities of Australia, Sydney and Melbourne, opening a series of activities to welcome direct flights to the land of kangaroos. Hundreds of business partners and agents interested in cooperating with Vietjet attended the events. Australian business partners trust and are ready to join Vietjet

to conquer the potential Australian market from this April. With many attractive promotions and gifts, quality products and services at attractive prices for customers, Vietjet flights bring Vietnam and Australia closer together, opening up more opportunities for cooperation between enterprises of the two countries in the future.

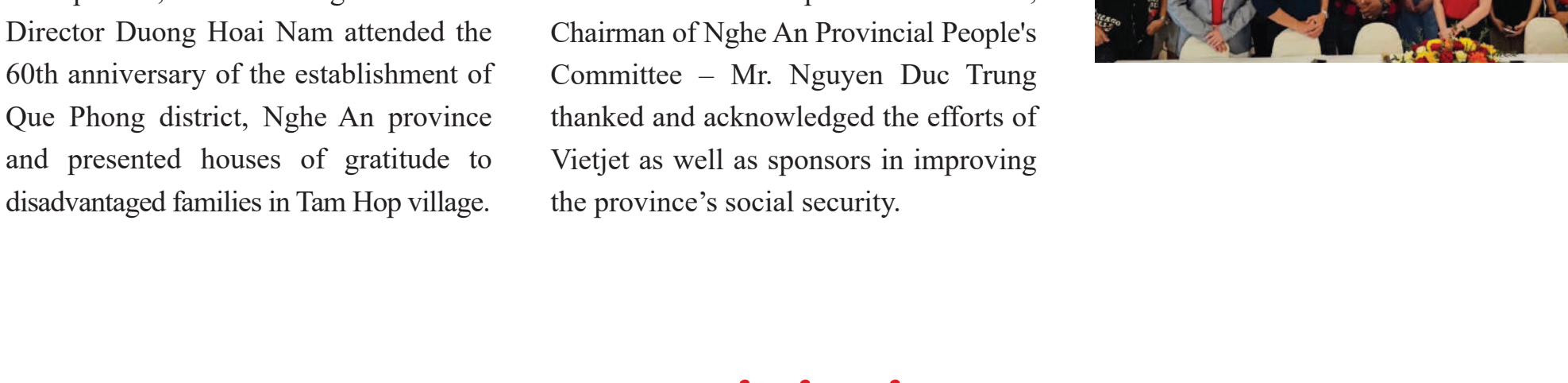
\* Welcoming the Vietnamese Reunification Day 30/4 and International Workers' Day 1/5 holiday, Vietjet offers the greatest party of 2 million VND0 Eco tickets to fly across its flight network and opportunities to experience SkyBoss, SkyBoss Business with the 50% off promotion, together with many attractive gifts and accumulating unlimited SkyJoy loyalty points.

\* Celebrating the big holiday on April 30 - May 1, Vietjet offers passengers a shocking promotion week from now until April 25, 2023 to travel across Japan, Taiwan (China), South Korea, Hong Kong (China) with tickets priced from only VND0 together with the program to accumulate unlimited SkyJoy loyalty points.

Accordingly, from 0:00 April 19 to 11:59 p.m April 25, 2023, passengers can freely hunt for VND0 tickets on website and mobile app, which applying to all routes between Vietnam and Taiwan, South Korea, Hong Kong. The flight period is from May 7 to November 30, 2023.

### SOCIAL ACTIVITIES

### The aircraft bearing Ho Chi Minh City tourism symbol has landed at Tan Son Nhat



Accompanying Vietnamese tourism promotion, Vietjet aircraft bearing the vivid and impressive Ho Chi Minh City' tourism symbol has just landed at Tan Son Nhat Airport (Ho Chi Minh City).

The aircraft bearing the tourism symbol of Ho Chi Minh City with the message

promoting a friendly, hospitable Ho Chi Minh City and welcoming Ho Chi Minh City to tourists around the world, which will be operated by Vietjet's all domestic and international routes. Besides, Vietjet plans to accompany many activities to promote tourism and attract investment in Vietnam and Ho Chi Minh City.

### Vietjet Thailand brings a loving lunch to disadvantaged children



On March 28, Vietjet Thailand organized the "House of Hope" program to bring a loving lunch to more than 60 disadvantaged children at the Foundation for Slum Child Care. The program also donated money, food and essential items, with the desire to accompany and support the children to soon overcome difficulties.

### Vietjet Thailand organizes "Vietjet Fly Green Charity Concert"



On April 18, Vietjet Thailand held the first "Vietjet Fly Green Charity Concert" in Phuket, gathering many famous Thai artists.

"Vietjet Fly Green Charity Concert" originates from its environmental "Fly Green" Fund, established in early 2021 with the aim of supporting the environmental protection activities of the Seub Nakhasathien Foundation, protecting forests and endangered wild animal species in Thailand.

### Vietjet presents houses of gratitude to needy families in Nghe An



On April 15, Northern Regional Office Director Duong Hoai Nam attended the 60th anniversary of the establishment of Que Phong district, Nghe An province and presented houses of gratitude to disadvantaged families in Tam Hop village.

On behalf of the provincial leaders, Chairman of Nghe An Provincial People's Committee - Mr. Nguyen Duc Trung thanked and acknowledged the efforts of Vietjet as well as sponsors in improving the province's social security.