# the region and the world

Vietnamese businesses have reached out to



mechanism

supports,

the Government, ministries and departments met with business community. Speaking at the event, President and Chairwoman Nguyen Thi Phuong Thao shared the excitement and honor of the business community

Pham Minh Chinh and leaders of

for Resolution 41 issued on October 10, 2023 of the Politburo on promoting the role of Vietnamese businessmen in the new era. Asia - Pacific Civil Aviation Leadership Summit.

confidence Vietnamese for businesses to steadily move forward with the spirit of innovation and creativity. On behalf of the business community, Madame Nguyen Thi Phuong Thao commits with the highest determination to constantly strive and contribute tirelessly for a strong Vietnam. Vietjet has proposed to develop collaboration at the 58th Conference of Directors General of Civil Aviation Asia and Pacific Region

to

create

motivation,

more

and



2023 and honor departments and individuals VIETJET AIT.com

On October 28, CEO Dinh Viet Phuong, the

Company's Board of Directors and nearly 200 representatives of departments

throughout the Company attended the

outstanding departments and individuals

in the competition program "Vietjet

Pampers Passengers - Strive Our Best".

With the spirit of hard work, dedication

and

honored

ceremony

and pride in the name of Vietjet,

worked at Vietjet

On October 2, Commercial Director

closing

and the delegation had meetings

agencies and the government to support the opening of a flight connecting the two countries. Summary of the summer competition program the most outstanding

> TỔNG KẾT & TRAO GIẢI TJET YÊU CHIÊU - THI ĐUA HÈ

> > all front-line units have joined hands to

achieve extremely impressive results in

the past 3 months of summer, bringing

passengers. The program has recorded

increases Customer satisfaction index to

85.1%. 12 excellent departments and 67

excellent individuals in the program

experiences

letters,

flying

compliment

were honored at the event.

Armenian Embassy delegation visited and

Nguyen Bac Toan had a meeting with relationships in many fields between the delegation of Armenian embassy the two countries. The delegation was led by Ambassador Extraordinary and also impressed with the professional Vahram Kazhoyan. working environment and modern Vahram Kazhoyan flight in

thereby

promoting

cooperative



Steering towards green and sustainable development with extensive international network, Vietjet Aviation Joint Stock Company (HoSE: VJC)

in Q3/2023

Vietjet's separate and consolidated

consolidated after-tax profits reached

VND579 billion (approx. US\$23.58

million) and VND55 billion (approx.

US\$2.23 million) respectively, up

As of September 30, 2023, Vietjet's

VND76,500 billion (approx. US\$3.11

billion). The debt-to-equity ratio

stood at 1.5 times while the liquidity

ratio was 1.4 times, resting within

Its cash and cash equivalents

balance as of September 30, 2023

was recorded at VND2,077 billion

(approx. US\$84.36 million). Such

plus the working capital guarantee

safe levels of the aviation industry.

reached

over

reported

were

## cooperation with businesses in Saudi Arabia

Vietjet to expand

international



Prime Minister's visit in Saudi Arabia to attend the ASEAN Summit - Gulf

Cooperation Council (GCC). Dr. Nguyen Thanh Hung and the delegation also had meetings with Deputy Minister of Tourism of Saudi Arabia, Vietnamese Ambassador to Saudi Arabia and businesses here, to promote and expand cooperation, as well as create favorable conditions for opening flights connecting Vietnam -Saudi Arabia in the near future. Vietjet's leadership attended the Vietnam US Business Summit

Hội nhập Kinh tế mới trong Quan hệ Đối tác Chiến lược Toàn diện **US-VIETNAM BUSINESS SUMMIT 2023** 

VECI

HỘI NGHỊ THƯƠNG ĐỈNH KINH DOANH VIỆT NAM - HOA KỲ 2023



Member of the Board of Directors and Deputy General Director of Vietjet Air, opened the session by presenting Vietjet's operational plans towards achieving zero emissions. Vietjet embarked on its CO2 reduction journey over 10 years ago, when the airline had only three aircraft. Today, with over 100 aircraft in operation,

Vietjet has seen significant growth in

Net Zero, Mrs. Ho Ngoc Yen Phuong, a

its ESG activities, contributing to the company's success by optimizing resources, fuel efficiency, and, most importantly, environmental protection and sustainable development. Vietjet leaders promote cooperation with Russian businesses



Previously, Dr. Nguyen Thanh Hung and more than 4,000 delegates from more than 60 countries territories attended the Russian Energy Week 2023 International Forum with the theme "New Reality

of World Energy: Creating the

Future" at capital Moscow.



With a strategy to build the aviation human resources of

international standards, Vietjet

partner

The airline has also received

awards,

Customer Experience" by the

World Travel Awards, "Top 100

numerous international

Air

became

**Transport** 

including

Airline

the

agreement and

Association (IATA).

"Asia's Leading

training

domestic

International

### has reported impressive performance over the first 9 months of 2023. In Q3/2023, Vietjet safely operated

36,000 flights and transported 6.8

During the first nine months of 2023,

Vietnam welcomed 23.7 million

international passengers through its

airports, skyrocketing by 267% YoY. In

particular, Vietnamese airlines carried

11.5 million travelers of which 51% or

5.9 million flew with Vietjet, greatly

supporting inbound tourism and

Vietjet's fleet consists of 103 aircraft,

including 18 operated by Thai Vietjet

and 2 brand new aircraft being on

delivery. The airline has reported a

relatively high average seat utilization

rate of over 85% and a technical

The total transported cargo volume

international investment.

reliability rate of 99.72%.

also invested million passengers including 2.3 VND13,548 trillion (approx. infrastructure upgrade million international travelers - an US\$551.38 milion) and VND14,235 developing a pool of trainers at increase by 10% over the third trillion (approx. US\$579.34 million) the Vietjet Aviation Academy quarter of the pre-pandemic 2019 respectively in Q3/2023, increasing and up to 127% YoY. (VJAA). In September 2023, VJAA by 32% and 23% YoY. Separate and officially signed a cooperation

by 175% and 30% YoY.

assets

revenues

total

reached 20,300 tones, growing by 76% YoY. Vietjet accounted for 23% of the cargo market share among Vietnamese airlines. The airline, in Q3/2023, opened seven new international routes, bringing the total number of routes to 125 (45 domestic and 80 international routes)

Vietjet has just been honored in the

Vietnam 2023 voted by Vietnam

Vietjet was honored in the top 10

Brands

50 Excellent

Economic Times.

Excellent Brands - Impressive Growth with good business results, pioneering innovation, and digital applications. transformation creating breakthrough efficiency in the business and product trade chain; human resources commitments sustainable to development... Vietjet's vibrant activities have contributed to the recovery and growth of tourism, investment and the economy

**OPERATION & TRAINING** 

locally and internationally.

the company's immediate solvency. Vietjet, in the first nine months of 2023, has paid nearly VND3,750 billion (approx. US\$152.6 million) of direct and indirect taxes and fees. Vietjet was honored with "Excellent Brand - Impressive Growth" 2023

Most Valuable **Brands** Vietnam," and "Top 10 Strong **Brands** for **Sustainable** Development 2023." Meanwhile, Vietjet SkyJoy was the "New Innovative Product" **Better Choice Awards.** 

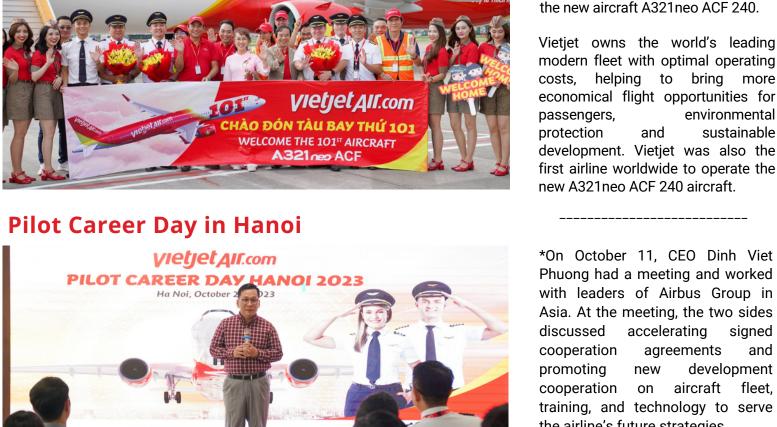
**TOP 10 V** 

Ho Chi Minh city in a warm welcome President and Chairwoman Nguyen Thi Phuong Thao, Vice Chairman of the BOD Nguyen Anh Tuan, Vice President To Viet Thang, Vice President Nguyen Duc Thinh and the Vietjet family, continuing the conquering the sky mission, realizing the flying dream of people and tourists. President and Chairwoman Nguyen Thi Phuong Thao performed a champagne ceremony to welcome

environmental

sustainable

### Vietjet has just welcome the 101st aircraft On October 26, the 101st aircraft of the new age carrier Vietjet has landed at Tan Son Nhat International Airport,



With the goal of proactively develop high-quality human resources to meet Vietjet's long-term development plan, Vietjet Aviation Academy (VJAA) organized a Pilot Career Day in Hanoi on October 21 with the aim to introduce a professional training program in an international standard environment for young people who dream of conquering the sky. The program attracted a large number of students and parents **COMMERCIAL ACTIVITIES** 

Phuong said: "Pilots are a special human resource, this job requires the highest standard orientation and training. Vietjet has continuously invested in VJAA, instructors, training equipment, aircraft, routes... to create the best learning conditions and environment for students.

flights

on

Bien route and showing gratitude to passengers who have been

accompanying Vietjet, Vietjet has

offered millions of VND0 tickets

Tuesday,

with interests in VietJet's training

program and the opportunity to

Speaking at the event, CEO Dinh Viet

conquer the sky.

\*On October 11, CEO Dinh Viet Phuong had a meeting and worked with leaders of Airbus Group in Asia. At the meeting, the two sides accelerating agreements and development new aircraft fleet, on training, and technology to serve the airline's future strategies. \*From October 3 - 7, 2023, instructors and experts from the International **Transport** Association (IATA) carried out the IATA Safety Audit for Ground Operations training course - ISAGO for 20 Vietjet employees. The course aims to meet the need to develop a team of internal auditors with knowledge and assessment skills

and

### To welcome the reopening of Dien December 2, 2023, with three Bien Airport, Vietjet opens sales return Thursday and Saturday every tickets on direct route between Ho Chi Minh City and Dien Bien, bringing week. On the occasion of opening good news to people and tourists sales on Ho Chi Minh City - Dien

them more

tourism,

offering

promoting

opportunities to travel easily between

the two destinations, contributing to

trade,

### regional economic development. The for its entire domestic and Ho Chi Minh City - Dien Bien international flight network at the route will be inaugurated from 11/11 year-end promotional party. Discover new routes to Angkor, Shanghai, Siem Reap, Jakarta

Flying directly is easier than ever between

Ho Chi Minh City and Dien Bien with Vietjet

being opened for sales. **SOCIAL ACTIVITIES** Vietjet helps children in highland Areas

To pamper passengers during the

festive season, Vietjet has opened

sales on new routes connecting

Hanoi to Siem Reap (Cambodia),

Jakarta (Indonesia), and Ho Chi Minh

City to Shanghai (China), connecting

to the world's most famous tourist

cities. During 11 consecutive days

from November 1 to 11, 2023, there

will be millions of VND0

professional and dedicated flight crews, and enjoy delicious and fresh organic meals along with complimentary Sky Care insurance for a worry-free travel experience.

Vietjet welcomes passengers on

flights filled with joy, aboard

friendly aircraft, to be served by our

and

environmentally

according to ISAGO standards, preparing for the ISAGO approval assessment for VJGS in early 2024. SkyJoy Vietjet innovative newly-launched products" at Better **Choice Awards 2023** 

Awards, Vietjet SkyJoy won the Innovative newly-launched product award by breaking through multichannel point accumulation from all spending activities with Vietjet to daily services. The award is evidence of Vietjet's continuous innovation and creativity, optimizing the customer experience, and delivering the best service products.

Vietjet SkyJoy loyalty program has

innovative newly-launched product" at Better Choice Awards at the

Vietnam International Exhibition Innovation 2023 hosted by the

Vietnamese Ministry of Planning

Passing the rigorous rounds of application appraisal, scoring and voting among 20 products from major Vietnamese and international brands in the Innovation Choice

been

and Investment.

honored

as

towards to a bright future. Congratulations on Vietnamese Women's Day, October 20, Vietjet sent beautiful sunflower bouquets made of wool to female customers on their flights, along with the

On the day of "beauty", all Vietjet offices and airports were also bustling with surprise gifts and good

On October 14, a group of Vietjet employees working at Tan Son Nhat Airport had a charity trip to visit highland children at La Van Cau primary school, Dak Glong district, Dak Nong province. All students at La Van Cau Primary School are of ethnic minorities, living in remote areas far from the province center. The delegation gave nearly 200 gifts to teachers, students and their families to support the school and the children

Last week, Vietjet also attended the Hanoi Fall Fair 2023 organized by the Vietnam Civil Aviation Authority with many cultural and art activities, anniversary of

contests to celebrate the 93rd founding the Vietnam Women's Union and 68th founding anniversary of Vietnam's civil aviation industry.



From October 10 to 21, the 9th

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GIẢI BÓNG ĐÁ THƯỜNG NI

The 9th annual Vietjet Football Tournament

wishes from Vietjet men.

best wishes.

www.vietjetair.com

annual Vietjet Football Tournament officially kicked off with the participation of teams from Vietjet agents. The

Northern region.

departments and units at the Noi Bai International Airport, partners, and tournament professionally organized to create a playground, promote sportsmanship, improve health, build a dynamic working environment, and closely connect with close partners in the