



NEWS & EVENTS

Vietjet will soon open flights to the Philippines



On the official visit of Philippine President Ferdinand Romualdez Marcos Jr. to Vietnam, the President and the delegation of senior Philippine leaders had a working session with leading Vietnamese businesses. At the meeting with the President, Dr. Nguyen Thanh Hung said that Vietjet will soon open flights to the Philippines. This information was announced by Prime Minister Pham Minh Chinh and Philippine President together with leaders of ministries, branches and businesses of the two countries.

Indonesian President Joko Widodo hopes that Vietjet opens more flights connecting Indonesia - Vietnam



Within the framework of the State-level visit to Vietnam by Indonesian President Joko Widodo, on January 13 in Hanoi, Vietnamese Prime Minister Pham Minh Chinh and Indonesia President Joko Widodo co-chaired the Vietnam-Indonesia High Level Business Dialogue. Also attending were leaders of ministries, associations and leading businesses of the two countries. President Joko Widodo welcomed and hoped that businesses between the two countries would strengthen cooperation further. In particular, Vietjet hopes to open more routes connecting Indonesia and Vietnam.

The Lao Prime Minister highly appreciated Vietjet's role in promoting trade and tourism



On January 6, on the occasion of the official visit to Vietnam by Prime Minister Sonexay Siphandone and a high-ranking delegation of the Lao Government, Dr. Nguyen Thanh Hung and Vietjet leaders had an audience and reported on the results of cooperation with Lao partners. Prime Minister Sonexay Siphandone expressed joy at the achievements of the collaboration between businesses of the two countries and highly appreciated the role of Vietjet in promoting trade, tourism between the two nations, especially with the announcement of new flight routes.

Welcoming diplomatic delegations and the Civil Aviation Administration of China



On January 30, CEO Dinh Viet Phuong received a delegation of the Chinese Consulate General in Ho Chi Minh City led by the Consul General Wei Huaxiang at Vietjet office. Consul General Wei Huaxiang highly appreciated the results Vietjet has achieved in recent times, especially the cooperation with Trip.com, the flight route Ho Chi Minh City to Shanghai and including the new route to Chengdu opening on February 10, 2024. Also this week, Vice President Luong Thi Phuc had a working session with the delegation of the Civil Aviation Administration of China led by Deputy Director of Southwest Regional Administration - Li Xueli. The working session aimed to discuss the development of flight network connecting Vietnam - China in the near future.

Vietjet attended the Vibrant Gujarat Global Summit in India



From January 10 - 12, 2024, the 10th Vibrant Gujarat Global Summit took place in the Indian state of Gujarat, attracting more than 45,000 businesses worldwide with more than 1,000 exhibition booths. A delegation of senior Vietnamese leaders led by Deputy Prime Minister Tran Luu Quang attended the conference, visited Vietjet's booth and highly appreciated Vietjet's flight routes connecting Vietnam with 5 major Indian cities, providing convenient flying opportunities, contributing to developing relations between the two countries in recent times. Dr. Nguyen Thanh Hung, representative of Sovico Group and Vietjet, also gave a speech at the Conference.

A delegation of ambassadors visited Vietjet



On January 25, a new delegation of Ambassadors and Heads of Vietnamese Representative Agencies abroad, led by Ambassador Mai Phan Dung - Head of the Permanent Representative Delegation of Vietnam to the United Nations, visited Vietjet before leaving for their assigned countries. Vietjet's Board of Directors thanked the attention and support of the Ministry of Foreign Affairs, Ambassadors, and Heads of Vietnamese Representative Agencies abroad for Vietjet in business connecting activities, promoting flight routes and cooperation.

On behalf of the delegation, Ambassador Mai Phan Dung congratulated Vietjet's success in recent times, especially the international flight network that Vietjet has continuously expanded, making an important contribution to connecting economies and promoting business activities. The Ministry of Foreign Affairs will continue to accompany and support Vietjet to connect and expand the flight network between Vietnam and the world.

On January 12, CEO Dinh Viet Phuong had a reception and working session with Immfy Group leaders. The exchange aimed at opportunities for cooperation between the two sides on Internet and e-commerce solutions on aircraft, bringing interesting experiences to passengers when flying with Vietjet.

On January 12, Vietjet and travel service provider Trip.com signed a strategic agreement to provide travelers with comprehensive and economical travel experiences worldwide, including bookings for flights, hotels, airport transportation services, attractions right on Vietjet's website. In particular, the two sides will synchronize data so customers can enjoy countless incentives from the Vietjet SkyJoy and Trip.com Rewards loyalty programs.

Dr. Nguyen Thanh Hung had a meeting to welcome Governor of Fukuoka Province (Japan) Hattori Seitaro and the delegation. Governor Hattori Seitaro congratulated the good cooperative relationship between the two sides, especially the flight connecting Vietnam - Fukuoka. The province will continue to support Vietjet as well as Sovico to strengthen connections and expand cooperation in many fields in the coming time.

INVESTOR RELATION

Vietjet reports YoY strong revenue growth at VND62.5 trillion (approx. US\$2.55 billion) in 2023



Vietjet Aviation Joint Stock Company (HOSE: VJC) has announced impressive business performance for the year 2023, solidifying its position as one of the most resilient and rapidly growing airlines in the global aviation industry.

In 2023, Vietjet safely operated 133,000 flights with 25.3 million passengers onboard (excluding Vietjet Thailand) – a surge of 183% YoY, of whom more than 7.6 million were on international flights.

Striving to meet the growing demand for passenger transport and expand the market, Vietjet last year continued to focus on growing its network with 33 new domestic and international routes, bringing the total number of routes to 125, including 80 international and 45 domestic routes. Notable routes included Ho Chi Minh City - Shanghai (China), Ho Chi Minh City - Vientiane (Laos), Hanoi - Siem Reap (Cambodia), Hanoi - Hong Kong (China), Phu Quoc - Busan (South Korea) ...

Vietjet has become the first airline to connect Vietnam with the five largest cities in Australia. The airline is also the largest operator between Vietnam and India.

Cargo volume totaled 81,500 tons, an increase of 73% YoY. Vietjet reported separate revenue in 2023 of VND53.6 trillion (approx. US\$2.18 billion) and consolidated revenue of VND 62.5 trillion (approx. US\$2.55 billion), increasing by 62% and 56% YoY respectively. Separate and consolidated after-tax profits were of VND697 billion (approx. US\$28.5 million) and VND344 billion (approx. US\$14 million) respectively.

In the fourth quarter of 2023 alone, separate and consolidated revenues reached VND14.9 trillion (approx. US\$609.47 million) and VND18.8 trillion (approx. US\$768.86 million), surging by 89% and 49% YOY respectively. Quarterly separate and consolidated after-tax profits, meanwhile, were reported at VND70 billion (approx. US\$2.85 million) and VND152 billion (approx. US\$6.21 million) respectively. Ancillary and cargo revenue amounted to VND18.9 trillion (approx. US\$773.08 million), a strong YoY growth of 46%. It was accounted for 40% of the total air transport revenue.

As of December 31, 2023, Vietjet's total assets totaled more than VND84.6 trillion (approx. US\$3.46 billion), increasing by a quarter over the beginning of the year following the airline's investments in 3 new-generation A321 NEO aircraft. The company's debt-to-equity ratio was at 2, well below the typical global range of between 3 and 5. Vietjet's liquidity ratio stood at 1.24 which was within good range of the aviation industry. The cash and cash equivalents balance as of December 31, 2023 was reported at VND5.021 trillion (approx. US\$205.38 million), more than double the previous year's, ensuring the airline's financial capacity. The airline was also among those with best credit ratings according to the criteria of the Ministry of Finance. It has received the highest credit rating (VnBBB-) among Vietnamese airlines.

Contributing to trade between Vietnam and the United States, Vietjet last year reached an agreement with Boeing for the continued delivery of 200 737 MAX aircraft over the next 5 years, as well as aircraft financing agreements with foreign financial institutions worth billions of US dollars.

Vietjet was again honored one of the safest low-cost airlines in the world by AirlineRatings, a reputable organization in evaluating airline services and safety.

Contributing significantly to the development of tourism, investment, trade, and cultural exchange, Vietjet in 2023 has set its own records in international network expansion and annual revenue.

In 2023, Vietjet paid approximately VND5.2 trillion (approx. US\$212.3 million) of direct and indirect taxes and fees.

To meet operational demands, Vietjet continued to invest in a modern, safe and eco-friendly fleet. As of December 31, 2023, Vietjet's fleet consisted of 105 aircraft, including the wide-body A330s.

The world's leading financial magazine International Finance honored Vietjet with two awards "Best Low-Cost Airline" and "Best Financially Management - Aviation" at the awards ceremony held in Bangkok, Thailand. The event was attended by nearly 400 top businesses in finance, banking, aviation, technology, and other industries. Vietjet Thailand was also honored as the "Most Innovative Aviation Marketing Campaigns".

Vietjet is highly appreciated for its excellent results achieved in recent years, especially in optimizing the aviation experience for customers, continuously bringing innovative, creative and safe products and services with reasonable costs.

INTERNATIONAL FINANCE MAGAZINE HONORED VIETJET WITH AWARDS IN FINANCIAL MANAGEMENT AND AVIATION



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OPERATION & TRAINING

Vietjet - Airbus partnership promotes connectivity between regions and countries around the world



On January 24-25, Vietjet leaders had a meeting with the President of Airbus Asia - Pacific region - Anand Stanley, General Director of Airbus Vietnam - Hoang Tri Mai at Vietjet headquarters and the Vietjet Aviation Academy (VJAA). Vice President Ho Ngoc Yen Phuong thanked Airbus leaders for this special visit, and shared: "Along with Vietjet's development, training is also constantly expanding. Vietjet hopes to continue to receive support and companionship from Airbus in this field. In addition, Vietjet also wants to work with PW to solve current global supply chain problems, meet development needs in Vietnam and the region".

Airbus Asia President Anand Stanley commented: "Vietjet has long become one of Airbus's most important partners in Vietnam, contributing to connecting regions and countries around the world," hoping that the two sides will continue to strengthen relationships, bringing all passengers good flights.

Safety and quality are Vietjet's top priorities



On January 18, "Safety & Quality Management Review 2023 & Action plan for 2024" took place under the chairmanship of CEO Dinh Viet Phuong. The conference was attended by leaders of the Civil Aviation Authority of Vietnam (CAAV), leaders of Vietjet and representatives of units and departments throughout the Company. Spoken at the Conference, CEO Dinh Viet Phuong sent his thanks to the CAAV and management agencies for always accompanying and supporting Vietjet in its activities. The CEO also emphasized: Security, safety, and quality are always Vietjet's top priorities; directed departments to continue to coordinate closely, ensure safety and effective operations, promote digital transformation, standardize the teaching force....

Deputy Director of the CAAV Ho Minh Tan congratulated Vietjet on its impressive growth in the past year, highly appreciating the airline's operations maintenance, training, and contribution to the development of Vietnam's aviation industry.

Vietjet continues to be awarded in the world's top 20 safest low-cost carriers (LCC) in 2024 by AirlineRatings, a prestigious unit specializing in evaluating world aviation safety and services. The world's leading LCC names appearing on the list include Jetstar, easyJet, Ryanair... In particular, Vietnam's Vietjet with a fleet of 103 aircraft this year has ranked in the 8th, surpassing through many big names in America, Europe, Asia and over the world.

Vietjet has just received an additional 6 aircraft in its fleet of 105 aircraft to bring more flying opportunities at reasonable prices to customers. With the support of the Civil Aviation Authority and regulatory agencies, Vietjet brought in new aircrafts just before the peak season to serve passengers on domestic and international flights.

Director of the Civil Aviation Authority Dinh Viet Thang signed a decision to reward outstanding individuals of Vietjet at Noi Bai International Airport. According to the award decision, Vietjet has had excellent achievements in the process of successfully testing the coordinated decision making model at airports (A-CDM) phase.

Before the Lunar New Year 2024, the new briefing area of the OMC was put into use. Located at Tan Son Nhat International Airport, the new briefing area has a luxurious design and is invested in modern, comfortable equipment to create favorable conditions for the daily work of OMC, pilots and cabin crews performing their duties, thereby improving work efficiency and saving time, especially during peak season.

COMMERCIAL ACTIVITIES

Vietjet has just opened Hanoi - Dien Bien route



Vietjet opens a route between Hanoi and Dien Bien, shortening travel time for people and tourists between the two localities, expanding trade and tourism opportunities the Northwest region and the capital city Hanoi.

With only over 30 minutes flying, passengers can arrive in Dien Bien instead of spending around 12 hours on a road trip. The new route will be launching from March 1, 2024, with a frequency of 3 return flights per week.

Vietjet increased 750 Tet flights and opened Ho Chi Minh City - Chengdu (China) route

Serving the high travel demand during the Lunar New Year, Vietjet increased nearly 750 flights, equivalent to 154,800 seats. The additional flights mainly aim to celebrate Tet and travel between Ho Chi Minh City and Hanoi, Thanh Hoa, Hai Phong, Da Nang, Hue, Quy Nhon...

Vietjet continues to expand its international flight network with new routes between Ho Chi Minh City and Chengdu (China). The new route opened for ticket sales from January 24, 2024 and will open from February 10, 2024 with a frequency of 7 round trips per week, contributing to promoting trade, travel between two cities, two countries Vietnam - China.

Easily fly from Taipei to Phu Quoc with Vietjet

On January 17, Vietjet is celebrating the inaugural flights connecting the Pearl Island Phu Quoc and Taipei (Taiwan, China), bringing passengers from Taipei to Phu Quoc during the early days of spring, offering opportunities for the development of tourism and trade activities between the two localities.

The route connecting Phu Quoc with Taipei is operated 7 return flights per week by Vietjet's modern aircraft. To welcome the new spring and the new route, Vietjet is offering passengers a grand international flight ticket party when booking on Vietjet Air website or mobile app.

Conference to implement 2024 plan

In January, the conferences to implement the 2024 plan for the Thanh Hoa and Lam Dong markets were held. The conferences were attended by leaders of the Provincial People's Committees, departments, and representatives of Vietjet's local trade partners. The conference aims to summarize commercial activities, honor excellent agents in 2023, and implement the 2024 plan with outstanding products and services, and many routes connecting new destinations.

Welcoming the upcoming Lunar New Year, everyone bustling to celebrate the Tet holiday, Vietjet offers transporting apricot and peach blossoms service from January 25 to February 24, 2024 at the price of VND450,000 per bundle (Excluding taxes and fees).

Vietjet's apricot and peach blossom transportation service is available on domestic flights to and from Hanoi, Ho Chi Minh City, Da Lat, Da Nang, and Hai Phong. Each passenger can transport 01 bundle with a maximum of 02 branches per bundle that are properly wrapped, not a potted plant with soil, and dimensions not exceeding 150cm x 40cm x 40cm.

SOCIAL ACTIVITIES

Welcoming the year 2024 jubilantly everywhere with Vietjet

Vietjet partners with the United Cup and Kooyong Classic in 2024

Passengers join Vietjet to celebrate the Kitchen Gods on all flights

On January 1, 2024, at airports nationwide and on domestic and international flights of Vietjet, passengers received a warm welcome and New Year greetings along with lucky gifts from Vietjet. From ground to sky, Vietjet family members strive to efforts to serve passengers, welcoming all with the bright smiles. Entering 2024 with a new spirit, all Vietjet employees are ready to conquer new peaks, continuing to bring customers good experiences on all flight journeys.

As part of the partnership with the United Cup and the Kooyong Classic, Vietjet aims to spread the spirit of sports and sports fans around the globe. Vietjet flights to Australia opened up opportunities for tennis lovers to directly watch the fierce competition of the world's top players.

Flights on December 23, the year of the Cat, especially welcomed the Kitchen Gods and Spring fairies. The crews welcomed the passengers with good wishes and brought gifts to celebrate the Lunar New Year. The bright spring atmosphere filled Vietjet flights across Vietnam and internationally. Vietjet sent lucky money and 3D calendars to customers.