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BẢN TIN NHÀ ĐẦU TƯ / IR NEWS

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## NEWS - EVENTS

# Vietjet celebrates 10 years of taking off the first flight

On December 25, 2021, in celebration of the 10th anniversary of its first flight, the Board of Directors and employees celebrated and reviewed special memories in the 10-year journey of Vietjet.

10 years ago on that day, a Vietjet flight VN - A666 that took off from Ho Chi Minh city to Hanoi, carrying with it millions of Vietnamese people's flying dreams that were realized after a lot of dedication and efforts of the Company's Board of Directors company and staff at that time.

After 10 years of development, Vietjet has completely changed Vietnam's aviation industry, conquering not only the domestic skies but also reaching out strongly to the world. Vietjet's wings have contributed to the development of Vietnam's economy and brought the red and yellow color of the national flag to the world.

## Vietjet takes delivery of its first wide-body aircraft of A330

On December 25, 2021, Vietjet welcomes its first wide-body aircraft of A330 to its world's most modern and lively fleet, getting the airline ready for global flight network expansion and new passenger service experiences.

Equipped with comfortable and spacious leather seats, along with quiet cabin in 12 business-seat and 365 normal-seat configuration, Vietjet's new aircraft can cover from medium-haul trips to true long-range distances of up to 11,750km with fuel efficient and eco-friendly operation.

Vietjet Managing Director Dinh Viet Phuong said: "We are delighted to mark our 10th anniversary with an A330 aircraft's arrival, which will help Vietjet grow significantly in operation capacity and international footprint expansion. The A330 aircraft is also a part of Vietjet's ongoing commitment to modernize fleet and elevate services so that our customers can take farther flights more comfortably with the most competitive ticket fares ever".

## Vietjet signs significant deals on aviation technical technology's adoption and transfer

On November 26, 2021, Vietjet and SR Technics, a world leading MRO service provider inked a Memorandum of Understanding (MoU) worth US$150 million involving providing MRO services on Vietjet's CFM56-5B engine fleet, installed on their Airbus A320 and A321 aircraft in Bern, Switzerland.

Vietjet and Swiss Aviation Software (Swiss-AS), world's leading provider of aviation maintenance solutions based in Switzerland, also signed a strategic cooperation agreement to further extend Vietjet's adoption of Swiss-AS's maintenance and engineering solution AMOS to support Vietjet's fleet.

The signing ceremonies were witnessed by Vietnamese President Nguyen Xuan Phuc, the President of the Swiss Confederation Guy Parmelin, high-ranking dignitaries and business representatives of both countries during the official visit of the Vietnamese President to Switzerland.

## Vietjet and Airbus ink a strategic cooperation agreement for 119 aircraft

On November 5, 2021, Vietjet and Airbus have inked a strategic partnership agreement on the delivery timeline for 119 aircraft of the airline's existing backlog and a cooperation for the development of Vietjet's wide-body fleet together with other supporting terms for the airline post COVID-19 period.

Both sides agree on further support and training for the airline's technicians and engineers while accelerating on Vietjet's Training Academy development for simulators, safety management programs, and flight management training, etc.

The agreement's announcement was made during the official visit of Vietnam's Prime Minister Pham Minh Chinh and high-ranking dignitaries' delegation to France.

## Vietjet and Safran establish for a long-term strategic partnership following $US10-billion cooperation

On November 3, 2021, Vietjet, Vietnam's leading airline and Safran, an international France-based high-technology group, have signed a comprehensive strategic partnership agreement during the official visit of Vietnam's high-ranking government delegation to France. The agreement is founded on from the two parties' existing US$10-billion cooperation.

The event was witnessed by Vietnam's Prime Minister Pham Minh Chinh, French Prime Minister Jean Castex and high-ranking dignitaries of the two countries.

Vietjet and Safran will extend their cooperation to a long-term strategic partnership to cover more aircraft engine deals and a variety of other aspects such as aircraft seats and interiors supply.

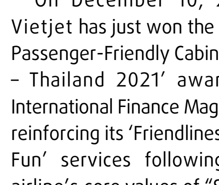
In addition, Safran will provide Vietjet with training programs including management and technical training whilst also supporting the airline to establish MRO capabilities in Vietnam. Vietjet and Safran Electronics & Defense will accelerate cooperation to enable Vietjet to achieve best-in-class Flight Data Analysis solution for its whole airline's fleet.

## Thai Vietjet celebrated the 10 millionth passenger milestone

On November 8, 2021, Thai Vietjet today celebrated its 10 millionth passenger milestone after five years of operation, reinforcing its leading position in Thailand's domestic market. The carrier last week also resumed its cross-regional services between Thai northern city of Chiang Rai with Phuket, famous beach destination and southern city of Hat Yai to further facilitate air travel recovery post pandemic.

'We are very proud and grateful of our journey with 10 million passengers, who have trusted and flown with us', said Mr. Pinyot Pibulsonggram, Thai Vietjet's Head of Commercial. "On behalf of everyone at Thai Vietjet, I would like to express my gratitude to all our passengers for making today a milestone for all of us and I believe that all passengers onboard with us today did have a wonderful celebration together."

## The friendliest crew in Thailand in 2021



* On December 10, 2021, Vietjet has just won the 'Most Passenger-Friendly Cabin Crew – Thailand 2021' award by International Finance Magazine, reinforcing its 'Friendliness and Fun' services following the airline's core values of "Safety – Fun and Friendliness - Affordable price – Punctuality".

## INVESTOR RELATION

## Steering into new businesses, Vietjet reports positive results in Q3/2021

Vietjet Aviation Joint Stock Company (HOSE: VJC) has released its Q3/2021 financial statements, reporting air transport revenue of more than VND1,365 billion (approx. US$59.17 million) following its huge efforts to break even. Accumulated revenue reached more than VND6,384 billion (approx. US$276.73 million) while gross profit was more than VND44.5 billion (approx. US$1.93 million) for the first nine months of 2021.

In its consolidated financial report, Vietjet has posted its Q3/2021 revenue at VND2,654 billion (approx. US$115.14 million) and accumulated revenue for the first nine months of 2021 at VND10,210 billion (approx. US$442.96 million).

Vietjet's assets totaled more than VND50,949 billion (approx. US$2.21 billion) by the end of September 2021. Its debt-to-equity ratio stayed at as low as 0.8 while the liquidity ratio was at 1.06 - all were within the safety margin and considered good indicators in the aviation industry.

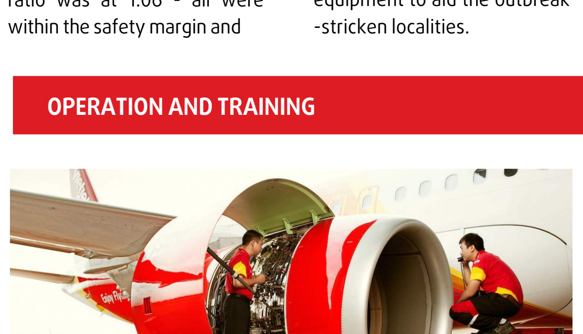
Vietjet has transported about 6.4 million passengers on nearly 37,000 flights over the first nine months of the year, retaining its highest quality service with the OTP rate reaching 99.7%. All of Vietjet flights have strictly followed disease-prevention regulations.

The airline has carried out many flights to airlift tens of thousands of medical staff, soldiers and police officers and millions of vaccine jabs and medical equipment to aid the outbreak -stricken localities.

Vietjet has also celebrated the first anniversary of the Vietjet Ground Services Center (VJGS). VJGS has well proved its capability in performing ground services and would serve as a big step forward to complete Vietjet's aviation supply chain services in order to level up service quality while optimizing costs.

The airline has vigorously pushed for technology adaptation and digital transformation, renovated and upgraded system operations protocols while enhancing cost and fuel-saving management in Q3/2021.

## OPERATION AND TRAINING

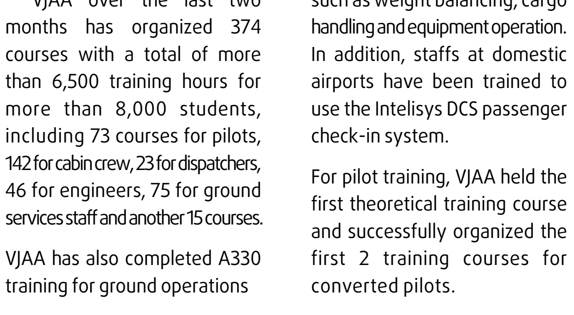


## The Civil Aviation Authority of Vietnam evaluates the AOC renewal for Vietjet

From December 8 to 14, the Civil Aviation Authority of Vietnam (CAAV) has assessed the annual validity of the Aircraft Operator Certificate (AOC) for Vietjet.

At the meeting, MD Dinh Viet Phuong said that with a customer-centric strategy, Vietjet is committed to bringing the best and safest experiences for customers and ensuring all services of international standards. He also suggested that the CAAV continue to support Vietjet in completing the valuations to put the A330 fleet into operation in the near future.

In this assessment, the CAAV will evaluate to renew the AOC, the annual MARI inspection and monitoring program focusing on operations and inspection, maintenance, ground services (passenger, management, cargo, aviation security); Safety Management System (SMS), Quality System; Education Training...



* VJAA over the last two months has organized 374 courses with a total of more than 6,500 training hours for more than 8,000 students, including 73 courses for pilots, 142 for cabin crew, 23 for dispatchers, 46 for engineers, 75 for ground services staff and another 15 courses.

VJAA has also completed A330 training for ground operations such as weight balancing, cargo handling and equipment operation. In addition, staffs at domestic airports have been trained to use the Intelisys DCS passenger check-in system.

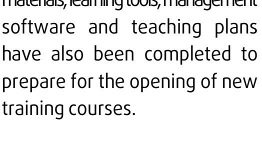
For pilot training, VJAA held the first theoretical training course and successfully organized the first 2 training courses for converted pilots.

## Vietjet starts a series of activities connecting universities

On November 18, 2021, Vietjet had a meeting with leaders of the University of Foreign Languages and Information Technology in Ho Chi Minh City (HUFLIT). This is the opening event for a series of activities to reconnect with universities after the period of social distancing, part of the recruitment action program "Back to the sky". At the meeting, the Vice Rector of the school and heads of falcuties shared about the training situation of the university, as well as conveyed the students' aspirations about the career orientation after graduation.

Mr. Tong Viet Bay, Vietjet's People Department Deputy Director, introduced the airline's human resource development and recruitment plan in the near future, along with practical cooperation proposals between the two sides.

In 2022, Vietjet and HUFLIT will organize seminars on recruitment, necessary skills for students to work, as well as exchange lecturers, in order to enhance skills and knowledge for both HUFLIT students and Vietjet employees.



VJAA has completed the first Standard Operating Procedures (SOP) documents of the Technical Training Department. The refurbishment of practice workshops, warehouses of materials, learning tools, management software and teaching plans have also been completed to prepare for the opening of new training courses.

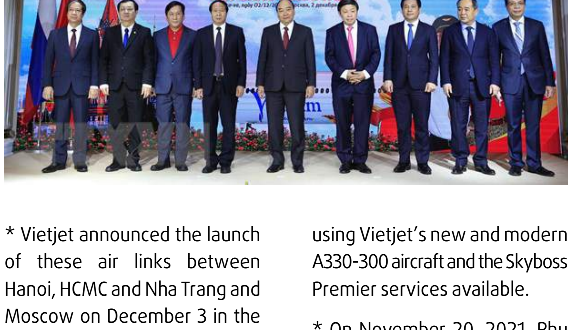
## COMMERCIAL ACTIVITIES

## Vietjet resumes regular international flights

Following the approval of governments and authorities, Vietjet resumes regular international flights from January 1, 2022.

Vietjet plans to operate flights connecting Hanoi, Ho Chi Minh City to Tokyo (Narita, Japan), Seoul (Incheon, South Korea), Taipei (Taiwan), Singapore, Bangkok (Thailand) from the beginning of January 2022.

In the first phase, from January 1, 2022, routes will be operated from 1 round trip per week and then increasing gradually according to the demands of people, tourists and approval of the authorities to ensure safe operations and effective disease prevention. In the next phase, Vietjet is planning to reopen all international routes that it has previously operated to other countries in the region as well as further to India and Russia, etc.



* Vietjet announced the launch of these air links between Hanoi, HCMC and Nha Trang and Moscow on December 3 in the presence of Vietnamese State President Nguyen Xuan Phuc, high-ranking officials and business representatives of Vietnam and Russia during the President's official visit to Russia. All these services will be operated from the Moscow Sheremetyevo Airport, using Vietjet's new and modern A330-300 aircraft and the Skyboss Premier services available.

## Vietjet increase its flight frequency in the Lunar New Year

From Dec 29,2021 to Jan 18, 2022, Vietjet increases the frequency of Hanoi – HCMC routes to 49 round-trip flights per week and the routes connecting Ho Chi Minh City, Hanoi to Da Nang to 42 round-trip flights per week.

From January 19, 2022, serving the travel demand of passengers, the routes connecting Hanoi and HCMC will be operated 112 round-trip flights per week, the Ho Chi Minh City – Da Nang routes will operated 56 round-trip flights per week.

In addition, Vietjet continues to operate stably all routes across Vietnam, connecting Ha Noi, HCMC to destinations including Hai Phong, Thanh Hoa, Vinh (Nghe An), Nha Trang (Khanh Hoa), Phu Quoc, Quy Nhon (Binh Dinh), etc. up to more than 60 round-trip flights per week and from January 19, 2022, it will increases double the operating flights to serve passengers in the Lunar New Year.

* On November 20, 2021, Phu Quoc City, Kien Giang has welcomed the first international tourist group of Vietnamese tourism industry in the new normal period after nearly 2 years of "freezing" due to Covid-19. 209 South Korean tourists have come to Phu Quoc on a Vietjet flight and having 4 days 3 nights at Vinpearl with a package tour from the flight to accomodation, a series of high-class tourism – resort – entertainment activities of the "one destination for all needs" Phu Quoc United Center super complex.

* Cooperating with its travel partners, Thai Vietjet will launch its new international service connecting Bangkok (Suvarnabhumi International Airport) and Vietnam's famous international tourist destination of Phu Quoc Island, the largest islands of the country, starting December 30, 2021.

## SOCIAL ACTIVITIES

## Giving Christmas gifts to children in Lang Son province

* On December 23rd, Vietjet Cabin Crew Department went to Home of Hope in Lang Son province to give Christmas gifts to the children. Gifts including books, food, milk, candy and toys donated by Vietjet people help the children have a happy Christmas and prepare for New Year holiday.