



VietJet Aviation Joint Stock Company  
Company Management Presentation  
Q1/2022

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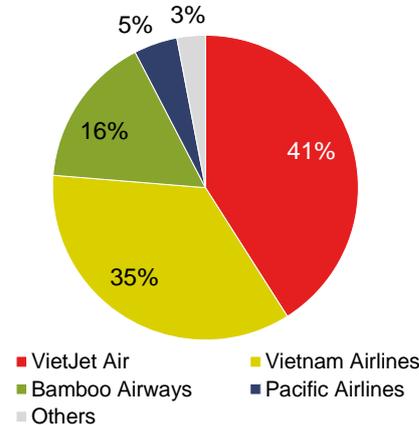
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- A** COMPANY & MARKET OVERVIEW
  - B** KEY HIGHLIGHTS
  - C** KEY OPERATING PERFORMANCES
  - D** KEY FINANCIAL PERFORMANCES
  - E** PRODUCT & SERVICES, EVENTS & AWARDS
  - F** STRATEGIC PLAN
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## Business Description

- ✈️ Commenced operations in 2012, and has grown rapidly to become the **largest airline in Vietnam domestic market** by ASK<sup>(1)</sup>
- ✈️ The airline operated **20,000 flights**, carried **3.0 million** passengers and transported **12,500 tons** of freight in Q1.2022. Average passenger load factor was about 85%
- ✈️ In FY2019, pre-Covid 19 impact, Vietjet reported net revenue of **USD 2.2bn** with an EBITDAR of **USD 630.9mn (27.9% margin)** and net profit of **USD 196.8mn (9.0% margin)**
- ✈️ The fleet focus on LCC model with **low cost in operation and efficiency**
- ✈️ Vietjet has been listed on the Ho Chi Minh City Stock Exchange since **February 2017** and has a market cap of **USD 3.0bn** (May 2022)

One of the leading market share <sup>(3)</sup>  
(% market share Domestic)

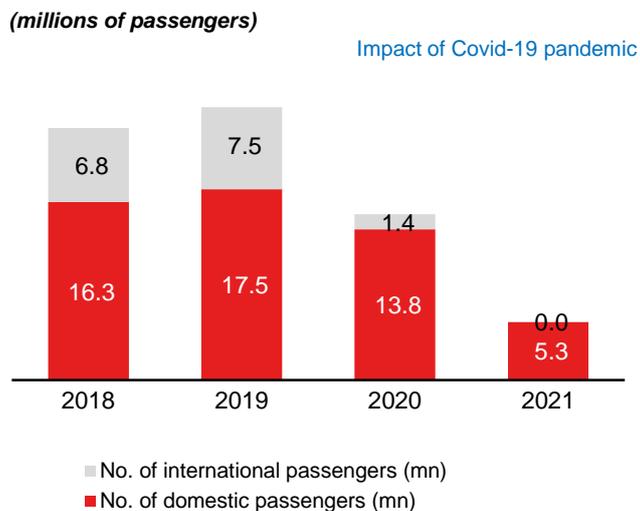


## Route Network & Operating Statistics

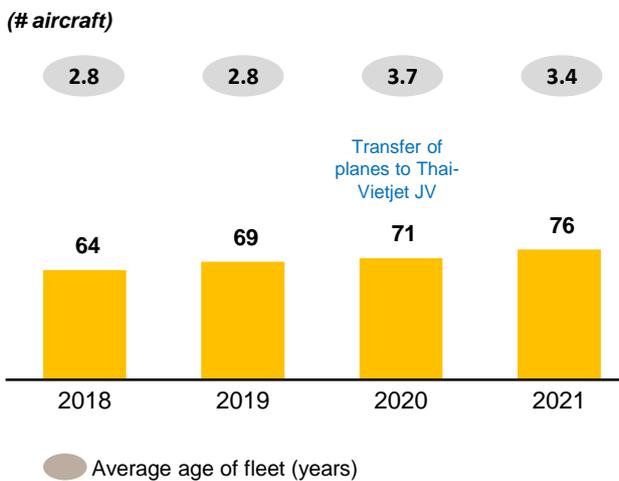
Operating Stats	Q1.2022	FY2021
Pax (m)	3.0	5.4
Load factor (%)	85%	70%



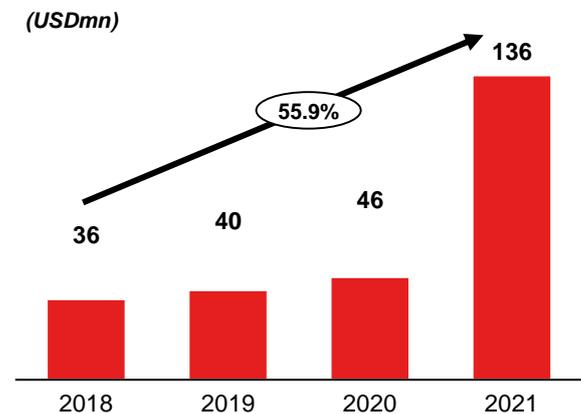
## Passenger Growth impact by Covid-19



## Adaptable Fleet roll-out



## Cargo growth

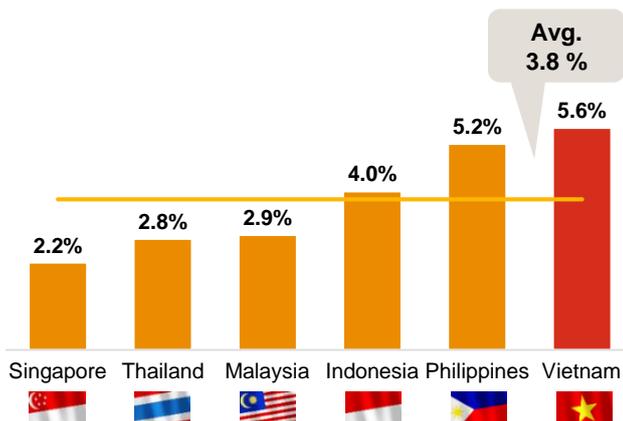


# Largest domestic airline in Vietnam, the fastest growing aviation market in Asia Pacific

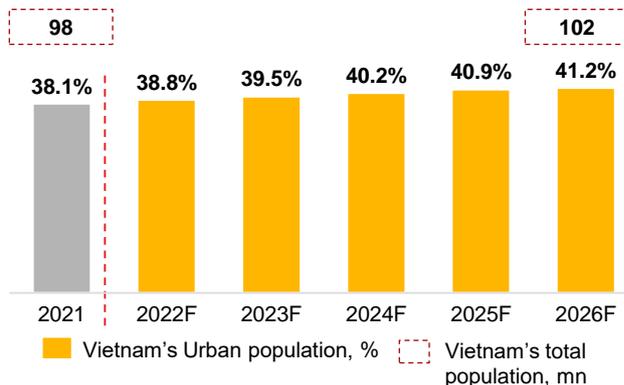
## Vietnam is backed by strong fundamentals

### Strong economic growth and favourable demographic structure support LCC market in future years

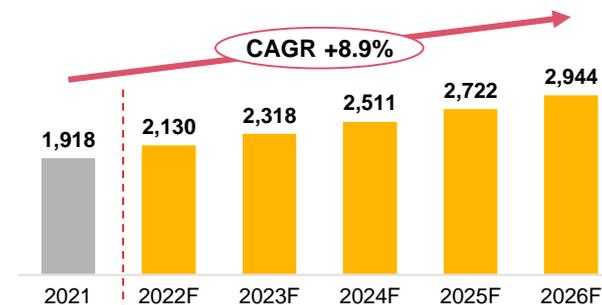
Highest real GDP per capita CAGR (2021-2026F) in the region



Large population with high growth of urban population

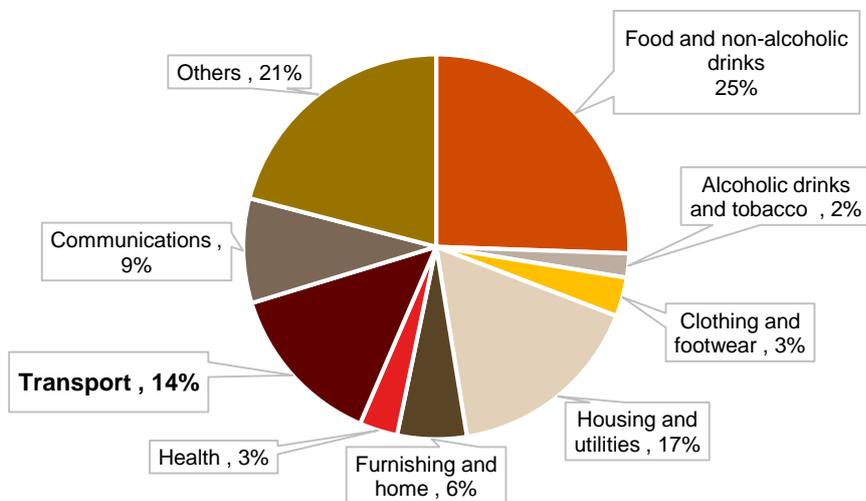


Increasing disposable income per capita (USD)

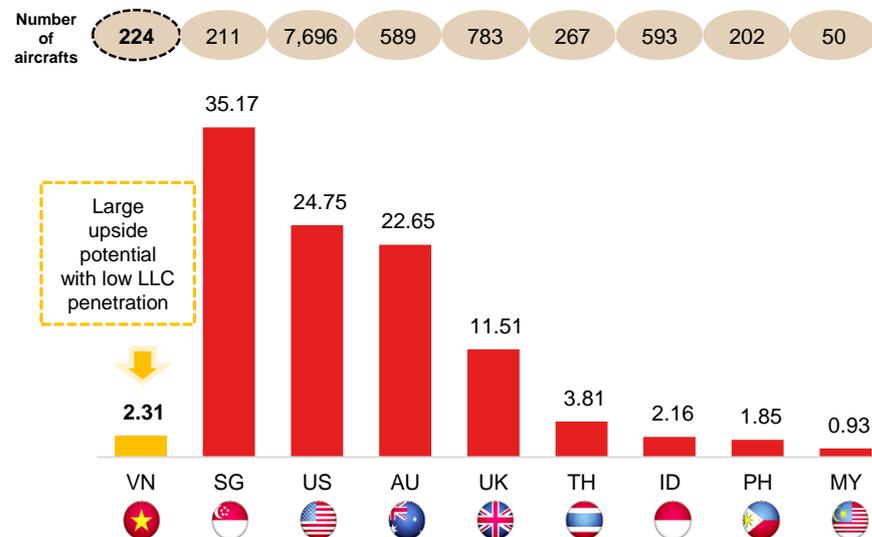


### Large LCC market with significant growth opportunities

Household spending by sector, 2021



Number of Aircrafts per million of people, 2020



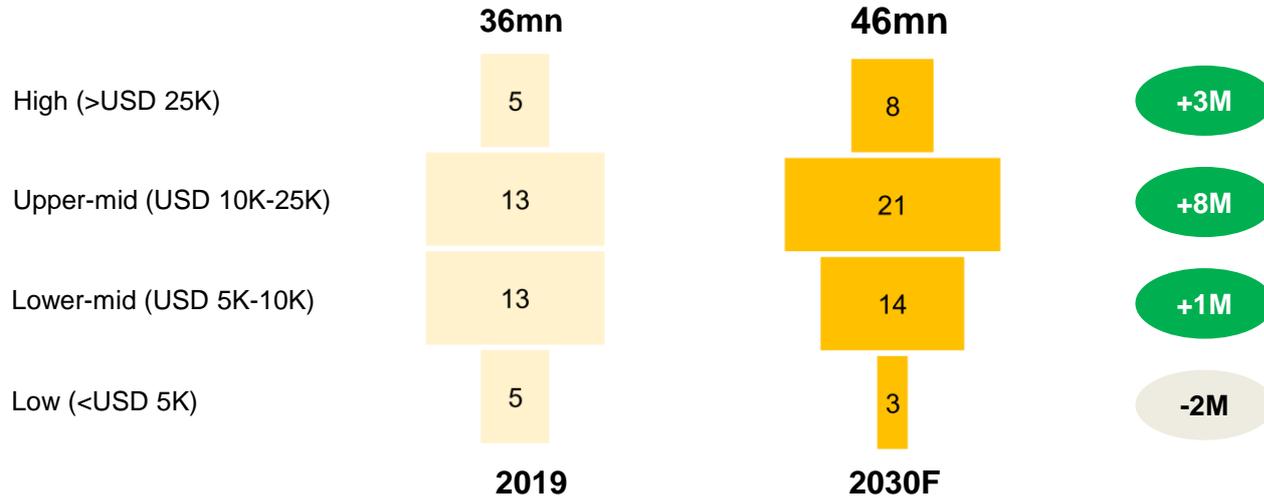
# The ASEAN's High Potential Middle – Income Segment

## Vietjet as an LCC aims at targeting the emerging middle-class segment of the ASEAN region

Number of households by annual income

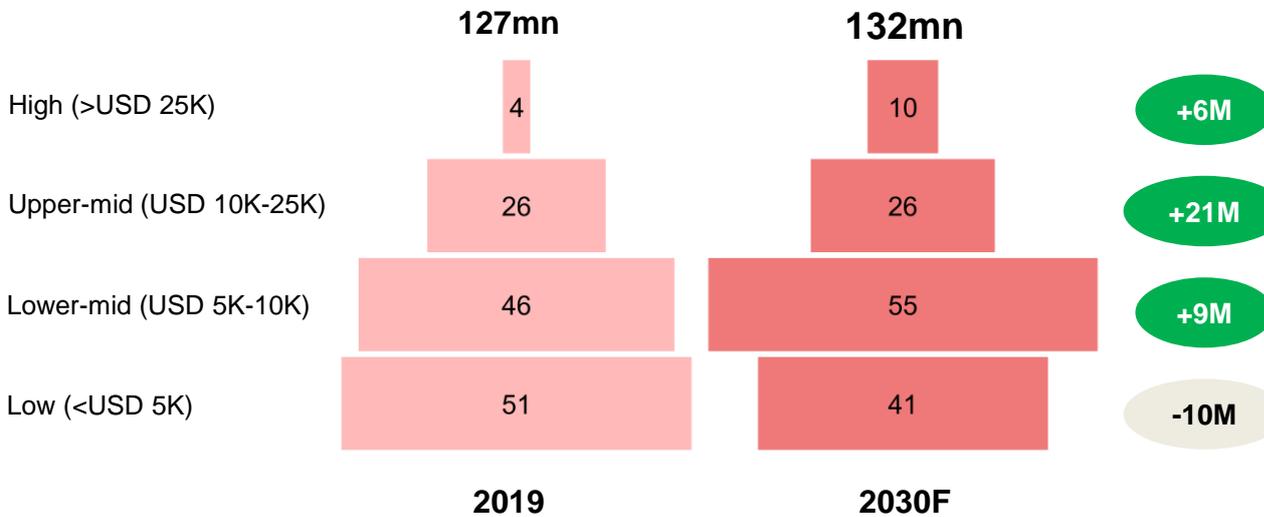
Change in no. of households

Developed market

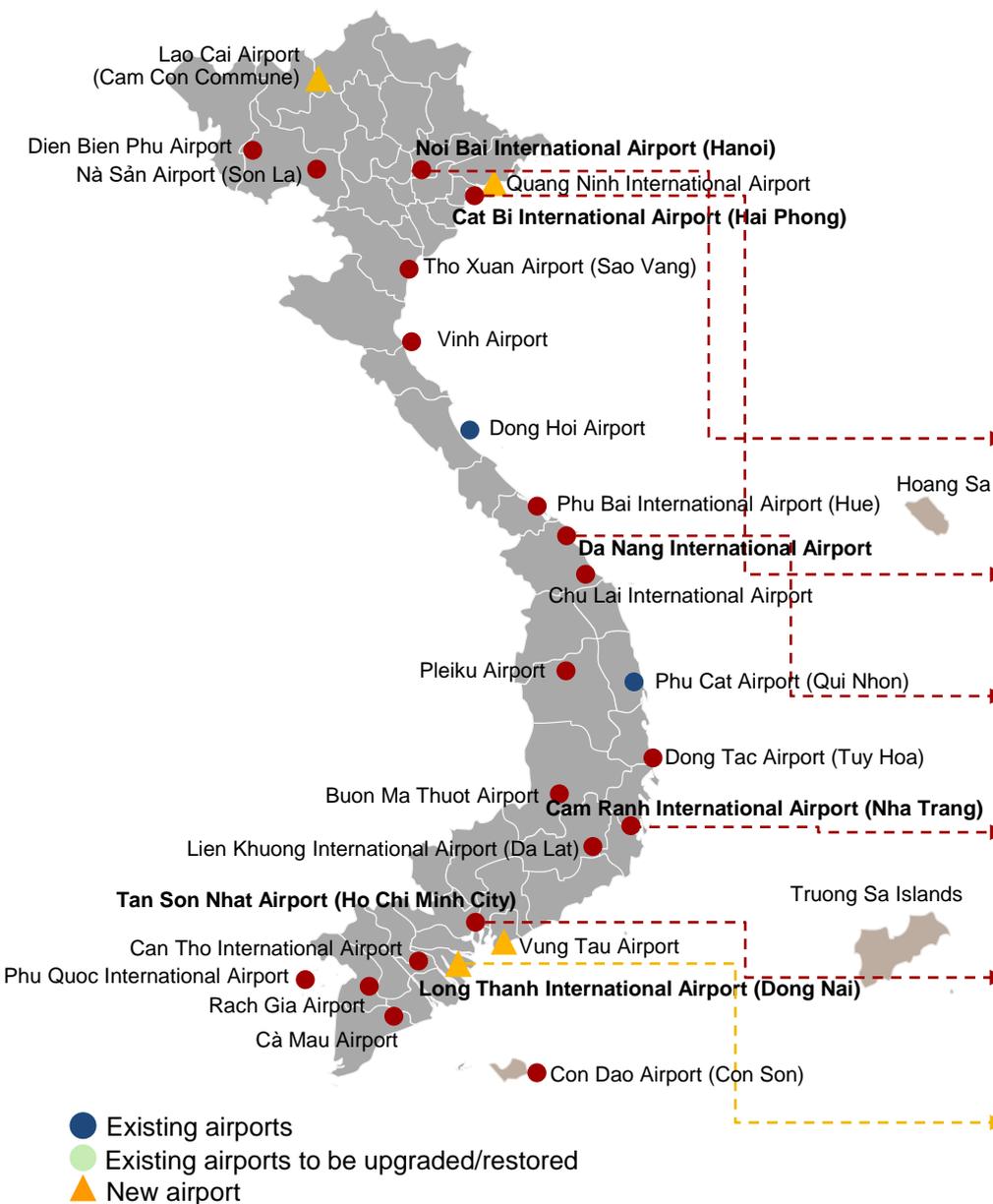


- ✈️ 11mn new high and upper-middle income households in developed ASEAN.
- ✈️ 1 in 2 households today
- ✈️ 64% of households by 2030
- ✈️ Low-income households down by 40% by 2030.

Emerging market



- ✈️ 27mn new high and upper-middle income households in emerging ASEAN.
- ✈️ 1 in 4 households today
- ✈️ 1 in 2.6 households by 2030
- ✈️ 10 million fewer low-income households by 2030.



Airport Masterplan	2014	2020	2030
# of Airport	22	26	N/A
Passenger Capacity (million pax)	51	62 - 106	132
Cargo Capacity (million ton)	0.87	> 2	3.2
Vietnam's Population (million)	91.7	97.3	104.2

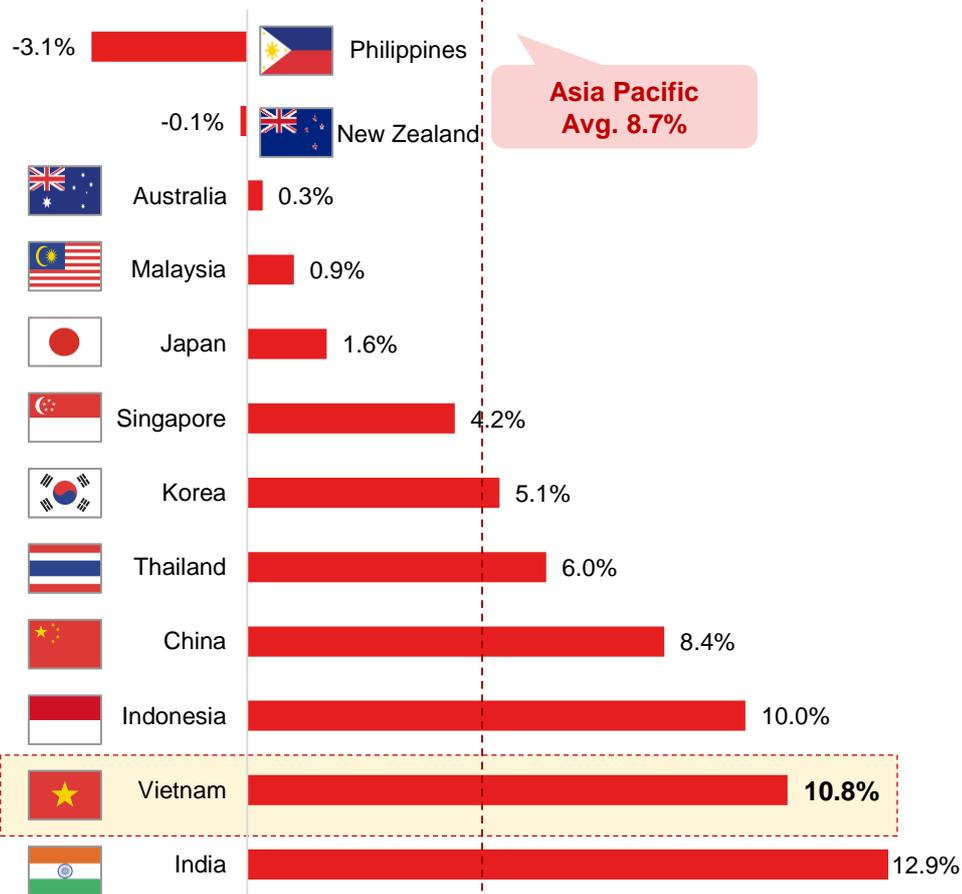
**Key Projects**

- Noi Bai International Airport**
  - 2nd largest airport in Vietnam and the gateway to the North
  - International terminal T2 annual pax capacity of 10m, running at 60% utilization rate
  - Terminal T1's capacity upgraded from 9mn to 15mn by 2018
- Cat Bi International Airport**
  - Served Hai Phong area and nearby provinces with 2 runways currently, nearly 80% utilization rate
  - Ongoing second phase of expansion to increase annual pax capacity to 4-5mn
- Da Nang International Airport**
  - Serve Da Nang area and nearby provinces with 2 runways and 1 international terminal, ~ 85% utilization rate
  - A second terminal is expected to open in 2020, which will increase the annual pax capacity from 6mn to 10mn
- Cam Ranh International Airport**
  - Key tourism hub that feeds into Nha Trang and Phan Thiet areas, the fourth largest airport in Vietnam, running at 138% utilisation
  - To build a second runway and a new terminal by 2020, expanding annual pax capacity from 1.6mn currently to 2.6mn in 2020<sup>(3)</sup>
- Tan Son Nhat International Airport**
  - The largest airport in Vietnam and the main international gateway to Vietnam, running at 110.2% utilization
  - To be expanded with a total investment of c.USD 283mn, increasing annual pax capacity from 20mn to 25mn by 2020 and 40mn by 2025. Terminal 3 is plan for executing
- Long Thanh International Airport**
  - New international airport (4F standard by ICAO) for HCMC, operational by 2025
  - Annual pax capacity of 25mn post completion of Phase I, total annual pax capacity of 100mn after 3 phases
  - Phase I investment of \$5.45bn is starting now and total investment of USD 16bn



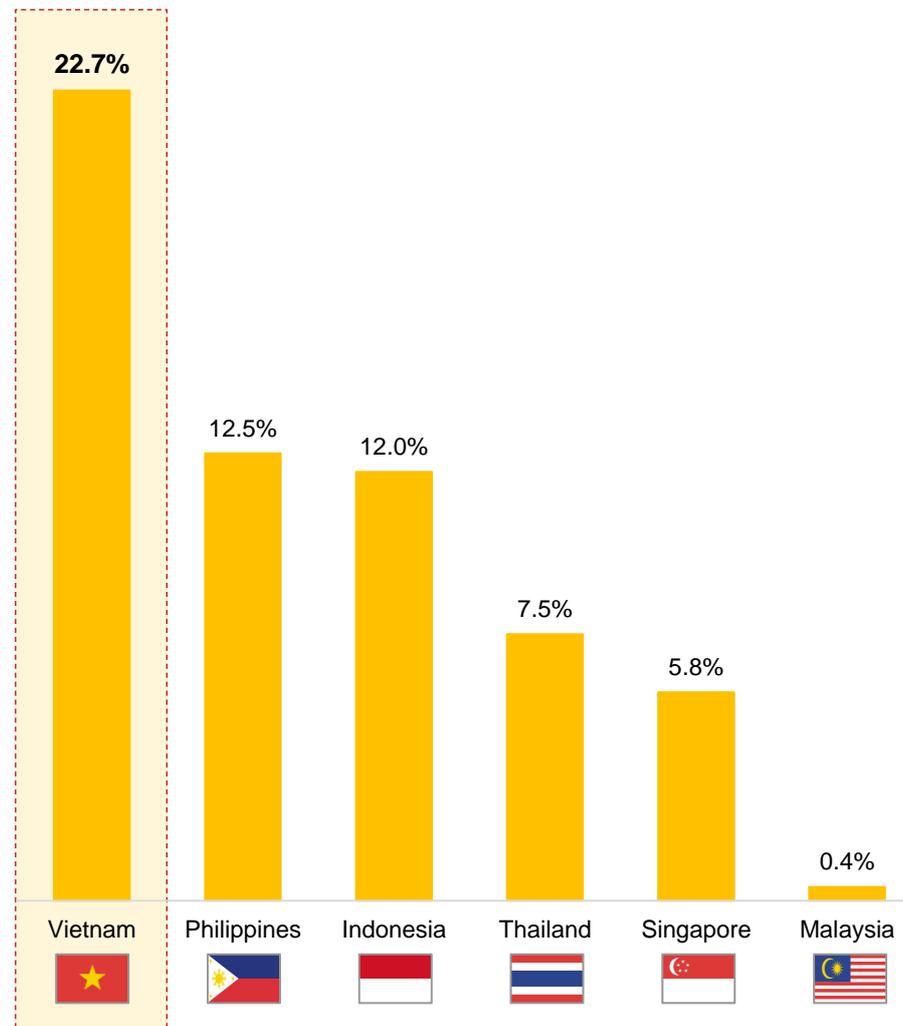
**Strong airline take-offs performance in Asia Pacific**

Historical number of airline take-offs domestically  
CARG% (2015-2019)



**Remarkable inbound tourism growth in SEA**

Total tourist arrivals CARG% (2015-2019)



# Largest domestic airline in Vietnam, the fastest growing aviation market in Asia Pacific

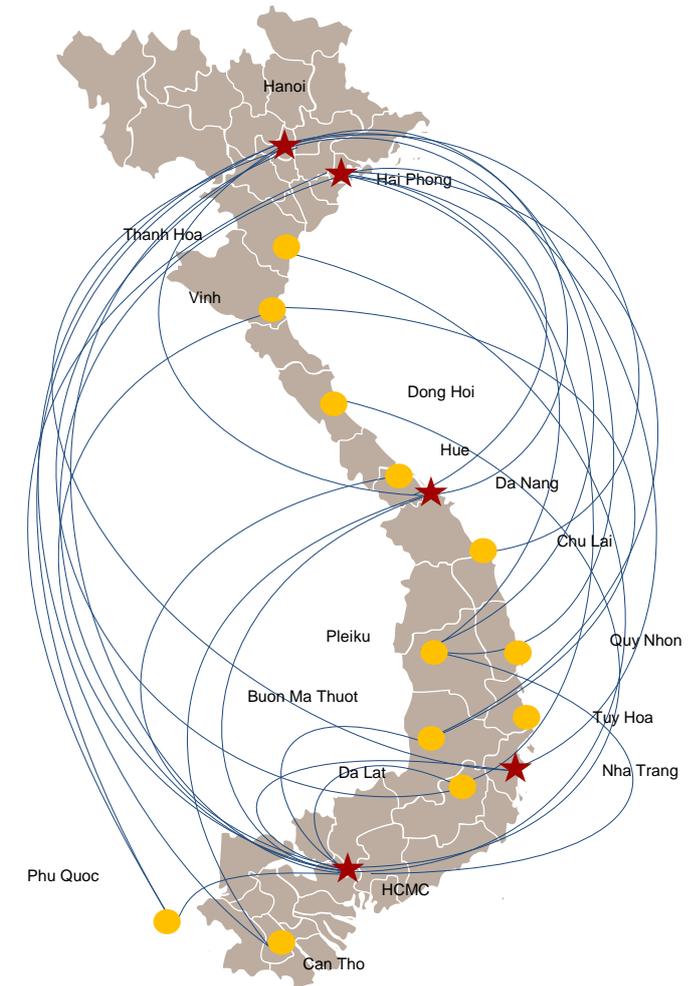
## Allowing air travel to become a more accessible and efficient mode of **Vietjet Air.com** transportation

### Air travel is the most efficient means of transportation in Vietnam

- ✈ Travel is substantially faster and more efficient by air compared to bus and rail as a result of Vietnam's terrain. For example, a flight from HCMC to Hanoi takes c.2 hours compared to c.34 – 35 hours for bus and rail
- ✈ As income levels rise and air fares decrease, people are expected to continue to switch from bus and rail to air travel
- ✈ Low-cost air travel has also made flying a viable option for the masses
- ✈ With more than 40% of the population in the 25-59 years working class age band and increasing inter-city travel demand as the national economy develops, air travel is expected to gain in popularity and prevalence over other modes of transport

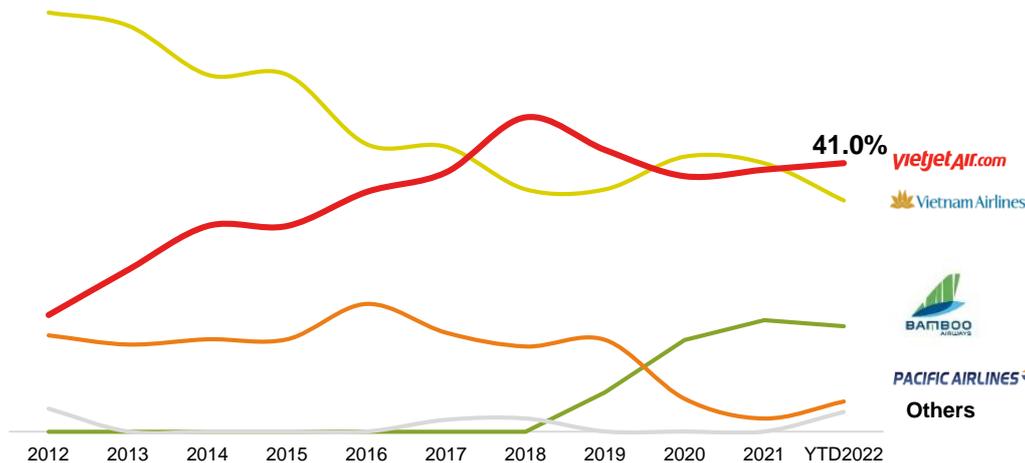
### Air travel is the most cost-effective mode of transportation<sup>(1)</sup>

Travel modes	HCMC – Hanoi			HCMC – Danang		
	Time (hrs)	Fare (VND)	Fare (USD)	Time (hrs)	Fare (VND)	Fare (USD)
Air <sup>(2)</sup>	2:05	961,000	44 <sup>(3)</sup>	1:20	615,000	28 <sup>(4)</sup>
Bus	35:00	861,385	39	15:30	405,458	19
Rail	34:00	1,066,278	49	17:00	616,833	28



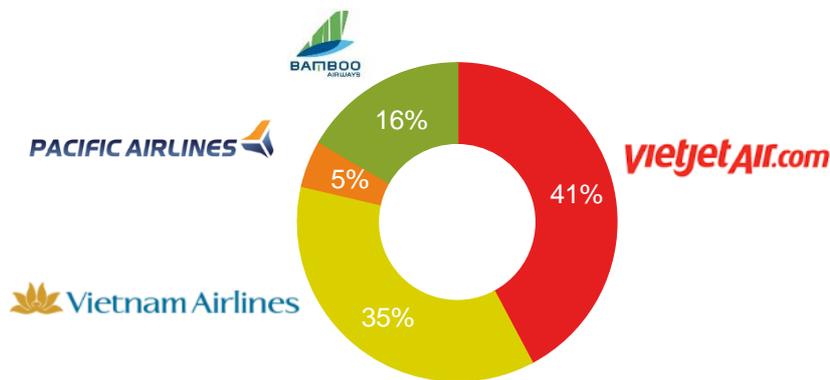
**vietjet Air.com** Stimulates airline travel and captures market share from other modes of transport such as bus and rail due to the advantages of air travel vis-à-vis land transport

**Largest airline in Vietnam 2012-YTD2022 (1)**



**Highly concentrated domestic markets, effectively a duopoly**

Vietnam domestic market share(2)



**Minimal foreign competition** as no foreign airlines permitted to operate domestic routes

**“Viet Nam regards the private sector as a development force”**

–Mr. Nguyen Xuan Phuc, Prime Minister

**Key government incentives to support VietJet**

<b>Air Transport Masterplan</b>	<ul style="list-style-type: none"> <li>USD 10.5bn invested to develop airport infrastructure across the country, increasing the number of operational airports to 26</li> </ul>
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**Changes in regulations to support the airline industry**

<b>Reduction in Fuel Supply Monopoly</b>	<ul style="list-style-type: none"> <li>Petrolimex Aviation JSC (Petrolimex Aviation) was permitted to supply air fuel in August 2009, ending monopoly by Skypec, a Vietnam Airlines owned company</li> </ul>
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<b>Decree 92 on transfer of shares in airlines to foreigner</b>	<ul style="list-style-type: none"> <li>Only CAAV / MOT approval (as opposed to PM's previously) would be required for the first-time transfer of shares to foreign shareholders, opening the door for investor participation in airlines</li> <li>However, investment opportunities in Vietnamese airlines are limited as the remaining 3 airlines are state-owned</li> <li>Foreign ownership limit at 30% and largest shareholder must be Vietnamese</li> </ul>
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**Changes in regulations to support the airline industry**

<b>Historically struggled airlines</b>	<ul style="list-style-type: none"> <li>Two other domestic airlines in the past went bankrupt (Mekong Air and Indochina Airlines) and their licenses have been withdrawn</li> </ul>
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<b>Potential new entrants</b>	<ul style="list-style-type: none"> <li>No foreign airline is permitted to operate domestic routes, which allows local airlines like VJC to enjoy the growth of local market</li> </ul>
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**MARKET OVERVIEW**



**KEY HIGHLIGHTS**



**KEY OPERATING PERFORMANCES**



**KEY FINANCIAL PERFORMANCES**



**PRODUCT & SERVICES, EVENTS & AWARDS**



**STRATEGIC PLAN**

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- Vietjet reports its airline and consolidated revenue in Q1.2022 reached **VND 3,340bn** and **VND 4,522bn**, increased by 17% and 12%, respectively compared to the same period last year.
- Airline and consolidated profit after tax reached **VND 40bn** and **VND 244bn** in Q1.2022. The consolidated profit after tax recognized an increase of **98%** compared to the same period last year.



- Carried **3.0mn passengers** in Q1.2022
- Average load factor maintained at **85%** in Q1.2022.



- Vietjet is in **VN30, Top 20** of capitalization on Ho Chi Minh City Stock Exchange (HOSE)
- Leading on Domestic Airline market share.



- Foreign exchange rate as at 31/03/2022 is 23,140 VND/USD, compared with 23,150 VND/USD in 31/12/2021 (according to SBV rate)



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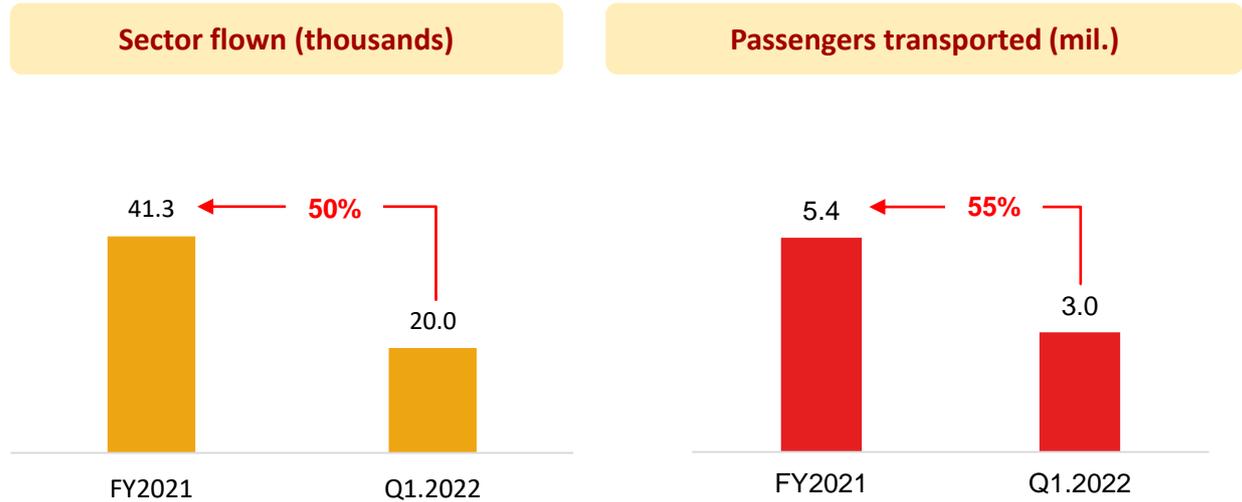
**PRODUCT & SERVICES, EVENTS & AWARDS**



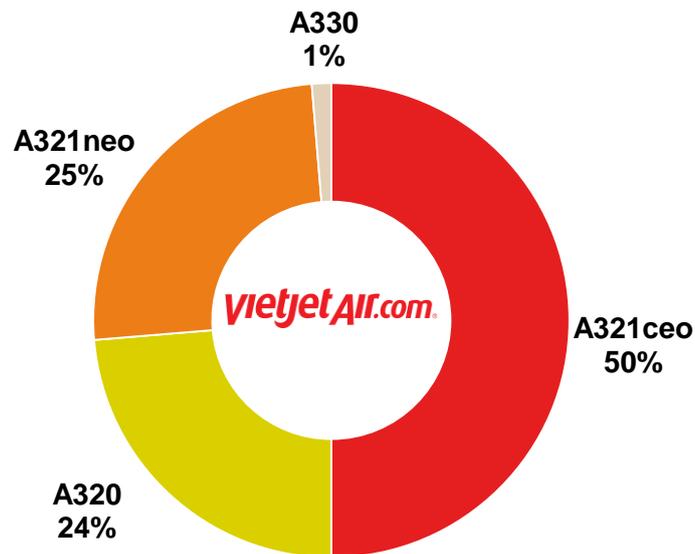
**STRATEGIC PLAN**

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- ✈️ **Pax Carried:** 3.0mn passengers in Q1.2022
- ✈️ Operated an extensive network of 60 routes in Q1.2022
- ✈️ Vietjet operated a total of 20,000 flights in Q1.2022 (50% of total FY2021).
- ✈️ **Aircraft utilization** – 9.2 Block hours per aircraft a day.
- ✈️ Safety and indicators of ground operations and flight operations are also highest in the region.



**Vietjet operates a young fleet of 76 planes with an average age of 3.4 years as end of Q1.2022**



Model	No. of fleets	Seat Configuration	Avg. age
 A320	18	180	7.0
 A321ceo	38	230	2.2
 A321neo & neo ACF	19	230 – 240	0.8
 A330	1	365-377	n.a

## A321neo



**230 seats**



- A321neo has the new engine option (NEO)
- Incorporating Airbus' "Sharklets" and two new engine choices, the A320neo family offers maximum benefit with minimal changes from baseline A320s and A321s – delivering per seat fuel improvements of 20%, along with additional range of up to 500 nautical miles ("nm") / 900 km. or 2 tonnes of extra payload.

## A321neo ACF



**240 seats**



- With A321neo ACF, Vietjet expanded seating capacity with optimised use of cabin space, increased exit limits and a new cabin door configuration
- These increased the jetliner's maximum capacity to 240 seats, while still providing high levels of passenger comfort

## A330-300\*



**377 seats**



- A330-300 Increase efficiency and profitability by transporting more passengers and goods because it is a wide body aircraft.
- Increase brand value by building a business class for passengers and allowing us to operate longer range flights.

*(\*) Expected in future*





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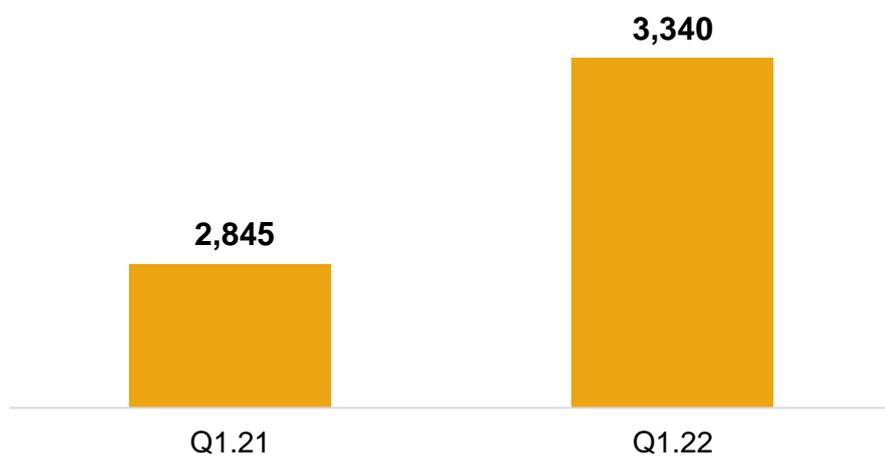


**STRATEGIC PLAN**

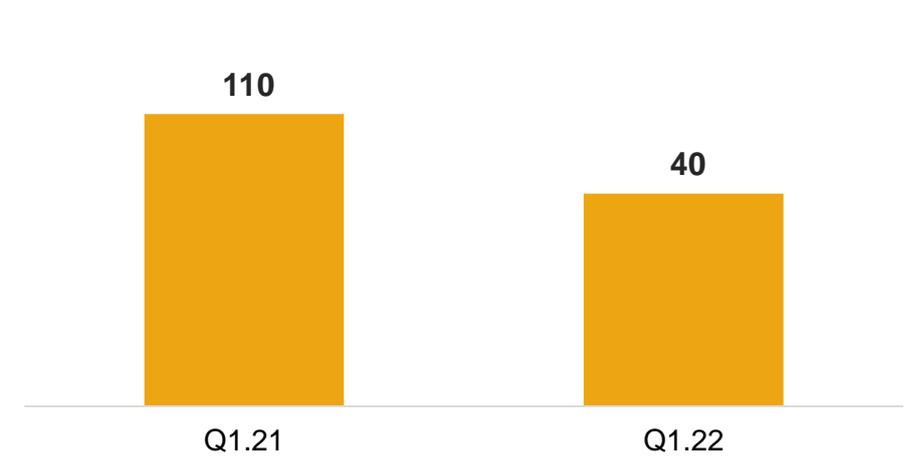
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Unit: billion VND

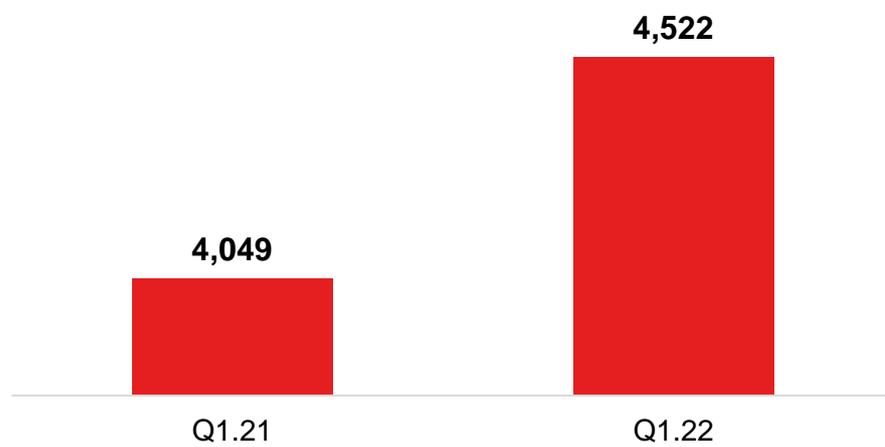
**Revenue - airlines**



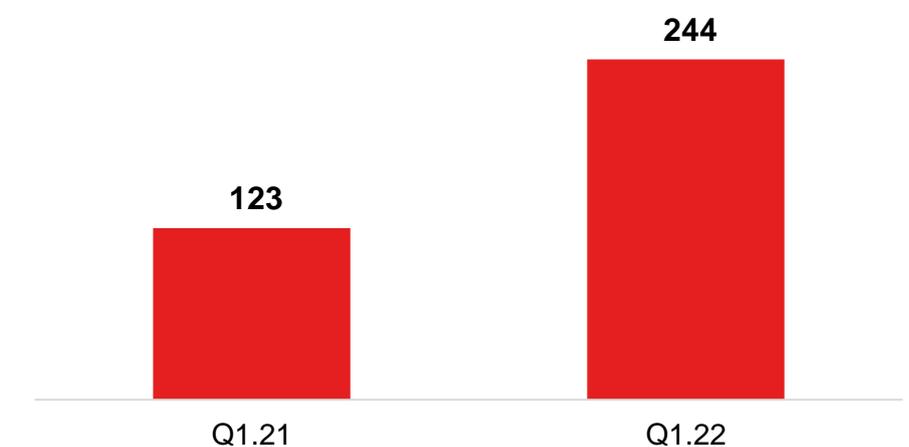
**Profit after tax - airlines**



**Revenue - consol.**

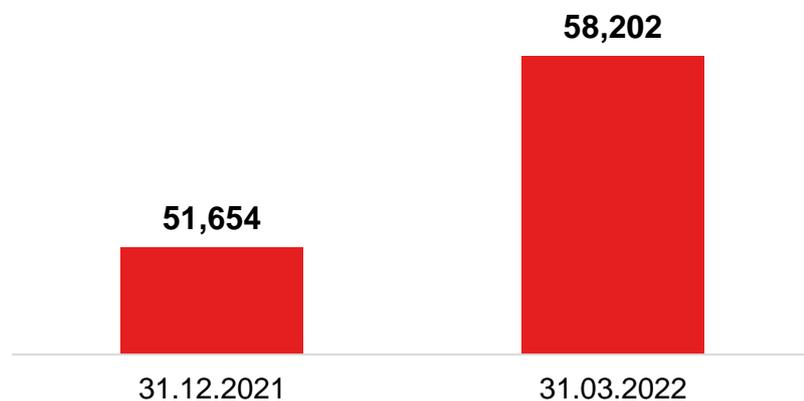


**Profit after tax - consol.**

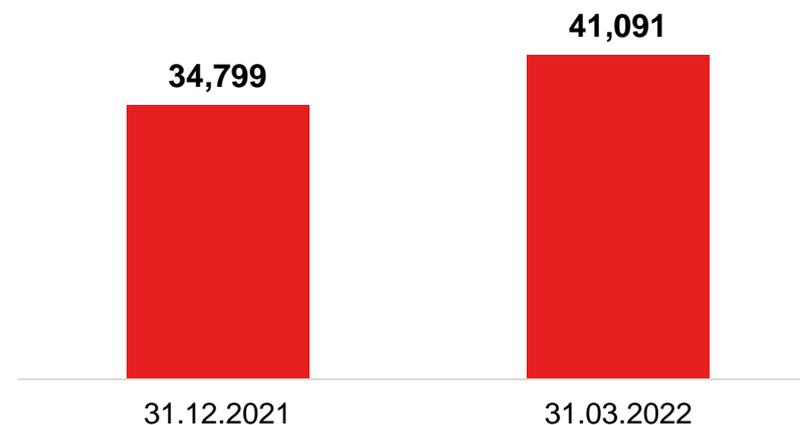


Unit: billion VND

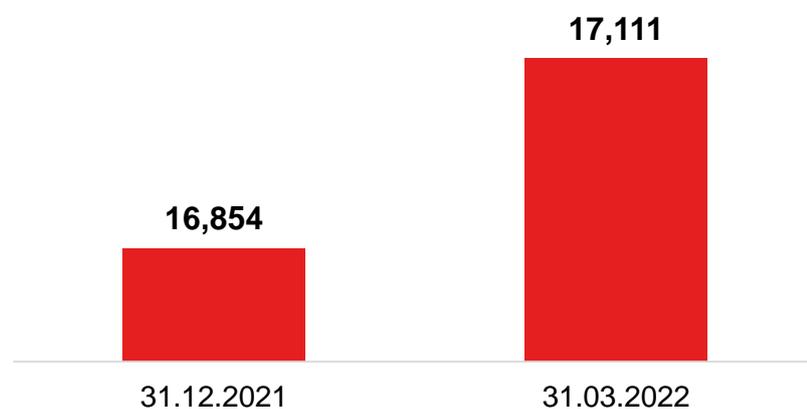
**Total Asset – consol.**



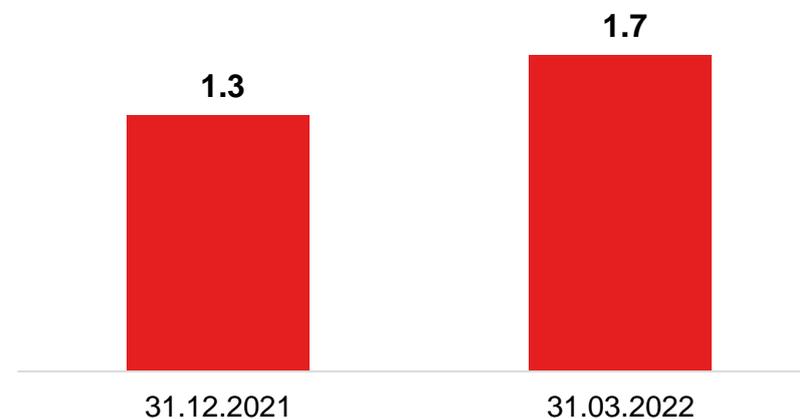
**Total Liabilities – consol.**



**Total Equity – consol.**



**Liabilities\* to Equity – consol.**



✈️ Good ratio compared with average industry [2.0x – 3.0x]  
 (\*) liabilities excluding long-term provision and unearned revenue

# **Cost, cost & cost!**

## **A strong focus on cost**





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**STRATEGIC PLAN**

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UPGRADE EXISTING SERVICES AND LAUNCH NEW SERVICES TO CUSTOMER



Partner with HD Insurance

Partnering with HD Insurance to offer the “Fly Safe” insurance free for all passengers flying on its domestic flights. With the insurance, each passenger is entitled to a 24-hour accident insurance benefit of up to 20 million VND together with medical expenses for medical treatment for the accident;



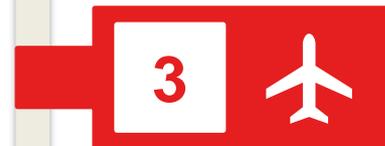
Launch new campaigns

Launching “12:00PM, It’s time to Vietjet” campaign throughout the year and event-based promotions (Family Day, Cashless Day, etc.) offering tickets from 0 VND and free 15kg luggage for domestic routes;



IATA Travel Pass

Participating in trailing the **International Air Transport Association (IATA) Travel Pass**, a mobile app to manage digital health credentials. The Travel Pass will help passengers manage their travel health credentials in line with the prevailing government requirements for COVID-19 tests or vaccination;



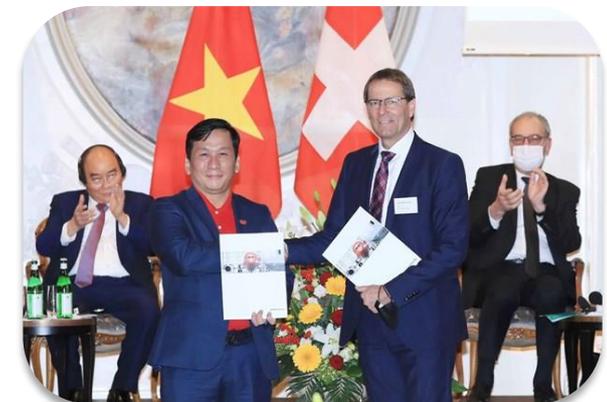
Upgrade website and mobile app

Launching a new website's version: “One smart touch - Thousands of experiences - All in your hand”. The new version of Vietjet's website interface is invested and developed to meet the needs of customers, for the best benefit of customers



Re-operating regular international flights routes to Bangkok (Thailand), Tokyo (Narita, Japan), Seoul (Incheon, South Korea), Taipei (Taiwan), etc. within a set period of time as the Covid-19 vaccine rollout progress speed up.

- ✈ Signing an agreement with Lufthansa Technik to adopt AVIATAR's Technical Logbook, the seamless digital pilot-to-maintenance collaboration application. The application will be equipped on Vietjet's entire fleet to replace manual and paper-based process of capturing technical issues during flight and on ground and improve data quality and speed as well as transparency.
- ✈ Signing a strategic partnership agreement worth US\$1.5 billion with Changi Airports International (CAI) to develop the provision of aviation services at airports in Vietnam and in the region. This is the first time that a private corporation and an airline in Vietnam collaborate with an international airport group to develop aviation services and facilities.
- ✈ Signing a comprehensive component Maintenance-By-the-Hour (MBH™) contract with ST Engineering to support Vietjet's entire fleet. Under the contract, ST Engineering will provide Vietjet with a full suite of component support solutions covering component pooling, repair, overhaul, modification, main base kits, component health monitoring and logistics services for the airline's entire fleet.
- ✈ On 09<sup>th</sup> Feb 2022, Vietjet opens the first Skyshop, which provides an opportunity for customers to shop for Vietjet's souvenirs including Vietjet aircraft models, Vietjet teddy bears, travel bags, T-shirts, and flight attendant uniforms for children etc.



- ✈️ “The Operating Lease Deal of the Year” by Airfinance Journal
- ✈️ World’s Top 10 Safest & Best Low-cost Airlines by Airlines Ratings;
- ✈️ The Low-Cost Carrier of the Year’ for cargo transportation by Payload;
- ✈️ Top 50 Leading Vietnamese Brands 2020 voted by Forbes;
- ✈️ Thai Vietjet wins “Fastest Growing Low-Cost Carrier of the year”
- ✈️ Thai Vietjet receives "Excellence in Crisis Management & Recovery” Award
- ✈️ “Most Passenger-Friendly Cabin Crew – Thailand 2021” awarded by International Finance Magazine, reinforcing its ‘Friendliness and Fun’ services following the airline’s core values of “Safety – Fun and Friendliness - Affordable price – Punctuality”.





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✈ Vietjet continues its mission of operating and developing a wide network of domestic and international routes. In 2021, Vietjet will focus on serving passengers, commit to providing customers with outstanding service quality experiences, and implement a comprehensive digital transformation on the basis of information technology.

**Prominent digital media presence enhancing brand awareness**

- Strong online presence across e-commerce platforms and popular social media outlets

**Powerful omni-channel platform**

- Named as one of the world’s Top 3 fastest growing airline brands on Facebook by Socialbakers in 2015
- New, user-friendly website since Dec 2020



c.5.5mn likes  
(Dec 2021)



c.111.4mn views  
(Dec 2021)

**Reputable partners and co-branding**

- Strategic partnerships with multinational enterprises
- Co-branding with various brands to enhance awareness, boosting ancillary revenue significantly through advertising

**Strategic partnership**



**Co-branding**



**Highly committed to CSR activities**

- Carry out important missions through **68 rescue and 20 repatriation flights** for c.20k Vietnamese citizens from around the world
- Transport thousand tons of essential goods, necessities and donate VND10k from each ticket sold to support the people in the flooded Central region
- Donate over 2.5mn masks to the UK, US, France and Germany to support COVID-19 prevention

**vietjetAir.com**

**Vietjet consistently stays on customers’ top-of-mind when it comes to air travel, evidence in its leading market share**

**Highly innovative marketing campaigns**

- Focus on communicating directly with potential customers and emphasizing its superior service quality, reasonable ticket prices and absolute safety
- Enhanced brand awareness through sponsoring key local campaigns



Sponsor of APEC 2017



Sponsor of SEA Games since 2011

**Strong distribution channel**

- Wide distribution networks in both online and offline formats
- Online: websites, travel apps, mobile Vietjet app, future initiatives in working with HDBank
- Offline: partnerships with ticket agencies and tourist companies

**Online**



**Offline**



**Thank you**

