

**Vietnam Airlines celebrates delivery
of the eleventh Airbus A350
and
Fifteen years of non-stop
Vietnam-France air services**

Mastering the world's most technological advanced aircraft

Vietnam Airlines is the only airline in Vietnam and the second in the world to successfully operate the most modern new-generation A350-900 XWB when it received the first delivery in 2015. This A350 fleet allows Vietnam Airlines to complete intercontinental long-haul services which is a key factor to the success of the airline in the region. After nearly three years of operating the A350, Vietnam Airlines has continued to set the highest standards of excellence and 4-star quality in the industry with its offering of 180-degree-flat seats on Business Class, innovative interior design, diversified entertainment programs and culinary delights.

The 28 March delivery of the state-of-the-art A350 is the eleventh out of an order for fourteen A350 aircraft which will be completed by 2019 and is also the 74th Airbus and the 100th aircraft of Vietnam Airlines' growing fleet. Since delivery of the first A350 in July 2015, Vietnam Airlines has operated the aircraft on 13,000 flights, carrying more than 3.3 million passengers to seven destinations including Hanoi / Ho Chi Minh City, Frankfurt, Haneda, Seoul and Shanghai. Vietnam Airlines is considered as one of the world's most successful operators of the A350s.

The 15-year journey connecting Vietnam-France and two continents

Since its establishment, Vietnam Airlines has put Europe at the heart of its operation and identified France as the main market and gateway to Europe. This strategic approach started in 1994 when Vietnam Airlines laid the foundation by opening a Vietnam Airlines representative office in France and began operating flights to Paris via Dubai by Boeing 767 ten years later, Vietnam Airlines then upgraded to the Boeing 777-200R, the most modern aircraft at that time, to serve Hanoi / Ho Chi Minh City direct to Paris, shortening the flight time to only twelve hours.

In the first decade, Vietnam Airlines transported about 820,000 passengers and this figure then saw an almost fourfold increase, reaching about 3.2 million passengers in the next ten years after the direct service was launched. By introducing the new-generation A350 with quality service and high frequency of ten flights per week, Vietnam Airlines now occupies the first position in this route with passenger traffic of 72% and load factor of 85-90%. It is estimated

that by the end of 2018 traffic volume will be over 4 million passengers and cargo freight volume will have reached 110 thousand tons.

Duong Tri Thanh, President and CEO of Vietnam Airlines said: *‘This is a remarkable milestone for Vietnam Airlines as well as Vietnam's aviation industry in the 15 years of development.*

‘Opening of the strategic Vietnam-France direct flight in 2003 has taken Vietnam Airlines from a regional to a truly international airline, driving international integration in various areas such as politics, economics and culture.

‘Besides the main mission of offering our passengers the outstanding levels of comfort and style that they expect from Vietnam Airlines, we are fully aware of our responsibilities such as reinforcing diplomatic relations between the two nations and spreading Vietnam's culture around the globe.’

The Vietnam-France route marks a memorable milestone in the development of the aviation industry in Vietnam. Hanoi / Ho Chi Minh City and Paris have become important gateways in the Vietnam / France, ASEAN / Indochina-France / Europe routes. Especially since 1994, export turnover between the two countries has substantially increased tenfold compared to the previous decade and reached US\$4.6 billion in 2017.

Average annual growth rate of foreign investment is about US\$2.8 billion, dominating the top European countries investing in Vietnam. Following the great success of the Vietnam-France route, Vietnam Airlines continued to open more routes to Germany and the UK and has expanded its route network throughout Europe, contributing to Vietnam's stable macro-economic development.

About Vietnam Airlines

Vietnam Airlines is the flag carrier of Vietnam and the major carrier in the Mekong sub-region, operating 90 routes to 20 domestic and 29 international destinations with an average of 400 flights per day. Vietnam Airlines has been certified as a 4-Star Airline for two consecutive years by the prestigious Skytrax, the world's leading airline and airport rating organization.

During 22 years of development at a 2-digit annual growth rate, Vietnam Airlines has achieved a remarkable advancement to become a major airline in Asia's aviation market.

In June 2010, Vietnam Airlines joined SkyTeam Alliance, affirming the carrier's new position on the global aviation map as a strategic partner of the alliance in Southeast Asia region. In 2015, Vietnam Airlines became the first airline in the world to operate both next-generation aircraft: Boeing 787-9 Dreamliner and Airbus A350-9XWB at the same time. Positioning itself as a modern carrier whose brand is characterized by Vietnam's rich culture and national identity, Vietnam Airlines is striving to become one of the most favourable carriers in the Asia-Pacific region.

Picture captions

Vietnam 1

On 28 March it was announced from Paris that Vietnam Airlines had celebrated the delivery of its eleventh Airbus A350-900 XWB at a ceremony in Orly airport (Paris). In the presence of General Secretary of the Communist Party of Vietnam Nguyen Phu Trong the celebration also coincided with the 45th anniversary of diplomatic relations between Vietnam and France.

As a leading airline in Vietnam's aviation industry General Secretary Nguyen Phu Trong congratulated Vietnam Airlines on the important milestones and achievements it has contributed to the development of connecting the two countries and continents.

Vietnam 2

Vietnam Airlines is the first and only airline in Vietnam's history to launch direct services to France which helps to improve aviation strategy and strengthen diplomatic relations between the two countries.