

August 2016

Airbus in Vietnam

The Airbus relationship with Vietnam dates back to 1991 with the operation of A310 aircraft on behalf of Vietnam Airlines by Singapore-based Regionair. This was followed at the end of 1993 by the arrival of the first of seven 150 seat A320s operated under a wet lease agreement with Air France.

The initial A320 operation provided Vietnam Airlines with the opportunity to experience at first hand the in-service reliability, passenger appeal and economic benefits offered by the world's most modern single aisle aircraft. This played an important role during the subsequent aircraft acquisition technical evaluation process at the airline, which eventually led to the selection of the A320 as the new flagship for the carrier's regional services.

The first of the new A320 Family aircraft for Vietnam Airlines was delivered in July 1996 under an operating lease agreement. Vietnam Airlines then placed its first direct order for five Airbus A321 aircraft in October 2002 and a subsequent order for ten A321s in December 2004.

December 2007 saw yet another landmark for Airbus in Vietnam, with the sale of 10 all-new widebody A350 XWB and 10 A321s to the Vietnam Airlines. At the same time Vietnam Aviation Leasing Company announced an order for 10 A321s for lease to Vietnam Airlines.

In 2009 Vietnam Airlines confirmed its vote of confidence by placing a firm order with 16 additional A321s and an MOU for two more A350 XWB.

Vietnam Airlines currently operates 65 owned and leased Airbus aircraft, comprising 53 A321ceo, 8 A330-200s and four A350-900s. In June 2015, Vietnam Airlines became the first Asian airline to fly the A350 XWB and the second operator in the world.

In 2008, value-based airline Jetstar Pacific became a new Airbus operator in Vietnam and is now operating 11 A320ceo and two A321ceo on its low cost network.

In December 2011, low-cost carrier VietJetAir also started operations with an all-Airbus fleet. In February 2014, VietJetAir finalised an order with Airbus for purchase of 63 aircraft from the A320 Family plus 30 purchase rights. The carrier has placed an order for 6 additional A321ceo during the 2015 Paris Air Show. At Dubai Airshow recently, VietJetAir has placed a firm order with Airbus for the purchase of 30 more A321s (9 A321ceo and 21 A321neo). VietJetAir is now operating 29 A320ceo and six A321ceo on its domestic and regional network. At Singapore Air Show 2016, the carrier signed agreement with Airbus to establish A320 Flight & Maintenance Training Services in Ho Chi Minh City.

Furthermore, Airbus is developing its industrial footprint in Vietnam. In April 2014 Airbus awarded its first aerostructure manufacturing package in Vietnam to Hanoi-based Nikkiso Vietnam. The package covers the production of composite spars and panels for the wing tip Sharklets fitted on the best-selling A320 Family. The work will be undertaken by Nikkiso Vietnam under a subcontract with primary Sharklet supplier Korean Air Aerospace Division (KAL-ASD).

* * *

Airbus Press Office
1, Rond-point Maurice Bellonte
31707 Blagnac Cedex, France

Phone +33 (0)5 61 93 10 00
Fax +33(0)5 61 93 38 36
E-mail media@airbus.com

