

WELCOME SPEECH AT THE Press Conference

Dear delegates,

First of all, allow me to express my honor and great pleasure to be authorized by the Director of the Civil Aviation Authority of Vietnam to attend this press conference and speak at this very solemn and meaningful event.

As you all know, it can be said that over the past 2 years, under the leadership of the Party and State, our country has so far overcome many difficulties during the COVID-19 pandemic. Image of Hanoi people happy, eager to work, study, calmly cope when infected when the number of infections is constantly increasing; the image of the dynamic rhythm of life and the warm humanity in Ho Chi Minh City these days is a typical image of a heroic and resilient Vietnam during the war but very benevolent and loyal. Hard work in building the country is praised and recognized by international friends. These achievements of the country are always associated with the application of modern science and technology - a correct policy of the Party and State. Images of online seminars, online conferences, online sales transactions, farmers scanning QR codes via the mobile phone app... are images that have become familiar.

In that flow, the impacts and affects of the COVID-19 pandemic on the world and Vietnam's aviation are enormous. Even the organization of the exhibition and press conference today has had to change the time a number of times because of those influencing factors. And once again we have overcome it all to be here and meet today.

Born in a poor and backward economic situation, the country was divided into South-North, Vietnam's civil aviation industry has always received the attention of President Ho Chi Minh. In 1957, when he returned to visit his hometown, Uncle Ho told civil aviation officials and soldiers, "Now our country is still poor, our Party and State still have many things to take care of. In the future, our country will have modern airports, and Vietnam's aviation will develop. They must strive to study and master science and technology to build an advanced aviation industry."

Today, Vietnam Airlines has successfully implemented his advice - applying science and technology and building an advanced aviation industry. The organization of the Vietnam International Aviation Exhpo with the participation of many prestigious units, businesses, politicians, scientists, and businessmen inside and outside Vietnam's civil aviation industry with many current technologies. The most modern, advanced in the world introduced and presented is a testament to that. The organization of the event continues to be a testament to the tradition of bravery, strategy, and creativity in the resistance war of Vietnam Airlines that has been inherited and continued for innovation, comprehensive integration, and scientific application. Modern technology for sustainable development.

Wishing all delegates good health, wishing the press conference and Vietnam Airshow event a great success.

Thank you very much./.

VIETNAM AVIATION MARKET IN 2022 AND THE FOLLOWING YEARS

Dear delegates,

Allow me to preface my presentation by providing you with two special numbers.

First is the number 25. What does the number 25 mean for Vietnam's civil aviation? Very important and meaningful. It is Vietnam's civil aviation for 25 consecutive years, ensuring absolute safety, and preventing accidents that cause damage to people. This is a number that means a lot if you look at the World Aviation figures over the years.

Next is number 1. Number 1 has a lot of meaning for Vietnam aviation industry.

Safety is the number 1 priority of Vietnamese aviation. For Vietnam aviation, it is not allowed to make even a small mistake. Because only one small mistake can threaten aviation safety. Not even 1 accident is allowed because, with aviation, 1 accident is too many.

In 2019, with the support of Boeing, the US Federal Aviation Administration (FAA) recognized the Civil Aviation Authority of Vietnam to reach level 1 of CAT1 safety according to the standards of the US Federal Aviation Administration. This is a very important premise for Vietnamese airlines to be able to exploit commercially directly to the United States and is a factor that clearly affirms that Vietnam aviation has applied modern scientific and technical achievements to achieve the highest level of Aviation safety supervision.

The content I have just presented is just to confirm 1 thing. In aviation, safety is the number 1 priority, without aviation safety, there can be no market development. And to ensure aviation safety, the most important task is to apply modern scientific and technological achievements.

In the next phase, the orientation of application and development of modern science and technology to ensure security, safety and sustainable development of the civil aviation industry will have some specific orientations such as:

1. Develop a modern fleet of aircraft with a reasonable structure, consistent with the planning, market development forecast, the airline's capacity, and the aviation infrastructure development plan.
2. Improve competitiveness and service quality on a regional and international level; closely and reasonably associated with other modes of transport; develop multimodal transport and logistics service centers at international gateway airports.
3. Continue to supplement and perfect the supervision system of the Aviation Authority in the field of flight management with 7 specialties to meet the requirements and regulations of ICAO.

Establish and effectively operate an air traffic management system in accordance with the regional ICAO plan; organize research, establish a large-area information system management network as a basis for management and connection of technical network specialized in aviation. Make feature-based navigation the mainstay of all airports and flight operations using ATS surveillance in aerodrome airspace with the most minimal separation standards. To effectively apply new technical technologies in information, navigation, surveillance, meteorology, aeronautical news and search and rescue; establish its own calibration crew capable of flying all equipment systems and evaluating flight procedures. Completing the implementation of the Master Plan for Development of the CNS/ATM system of Vietnam Civil Aviation.

4. Complete the deployment of A-CDM at 03 major airports namely Noi Bai, Tan Son Nhat, and Da Nang and continue to deploy to other airports; carry out synchronous modernization, apply advanced technology to the management and operation of airports and airfields.

5. Focusing on organizing conferences, seminars to introduce and demonstrate new technology products to act as a bridge between scientists, research, design and manufacture, businesses, and development users of domestic aviation technology products, thereby attracting aeronautical component manufacturing enterprises in Vietnam, contributing to improving the ability to ensure safety in aviation activities.

6. Regarding digital transformation in the Civil Aviation Industry: The 4th Industrial Revolution, with the core platforms being: Big data, artificial intelligence, cloud computing, internet of things as the basis for many revolutionary transformations globally, of which digital transformation is central and core. Vietnam in general and the aviation industry, in particular, cannot be excluded from this development and transformation roadmap. In recent years, digital transformation to serve the requirements of the direction, management, and sustainable development of Vietnam's civil aviation industry has always been a central and cross-cutting task that has been considered by the Party Committee of the CAAV which pays special attention and focus on directing in order to make drastic changes, contributing to the construction of the Industry, building a strong and prosperous country. Digital transformation in the aviation industry will have the following basic tasks: Building and perfecting a shared database system specialized in aviation, Transforming infrastructure from a physical hard model to a cloud model, Construction specialized software system to meet management and operating requirements, perfecting mechanisms and policies for the management and restructuring the apparatus.

We can imagine that the pilot management units, the flight attendants will directly use the smartphone with the application installed to update each pilot, the flight attendant managed by their unit, the employee data about job profile, working position; Flight management units will update data on air traffic controllers, on each operating system of technical equipment, at each port, and at each airport, airport infrastructure... Security and safety supervisors of the CAAV on that basis will enter specific assessment data within the scope of inspection and supervision. Leaders of the Ministry of Transport, and leaders of the CAAV will receive information and specific data, which are continuously updated on issues of concern such as: How many foreign pilots currently serve the fleet of Vietnamese Airlines, nationality, experience, qualifications like;

How many air traffic controllers have come to the nearest airport to check their license, how many FODs often appear at which airport, and what time zone collisions usually take place; or how many long-range VHF transmitters for flight control are currently installed on which frequencies, how many Main devices, how many standby devices, and how climate change affects to each airport, which area, which port or which infrastructure is often affected by climate change... All parameters can be accessed, given for the purpose of forecasting, evaluation, service State management work, directing and operating, assessing safety and security risks, and developing plans to ensure safety, accuracy, efficiency, and long-term.

On the basis of the application of science and technology to ensure aviation safety in the future, how will the Vietnamese aviation market develop:

1. The aviation market after the Covid pandemic is forecasted to maintain a growth rate of 8-10% per year in terms of passengers and 10-12% in terms of cargo; building a fleet of young and advanced aircraft with over 400 aircraft.
2. Raise the level of effective implementation (EI) of safety and security monitoring to 80 - 90%.
3. Ensuring the flight management capacity from 2.5 to 3 million flights/year.
4. Improve the exploitation capacity of the airport and airport system nationwide from 91 million to 180-200 million passengers by 2025, in which priority is given to improving the capacity of international airports. In 2025, Long Thanh International Airport will be put into operation as the first international transshipment airport in Vietnam and a major transshipment airport in the region.
5. To strive to become a member of the ICAO Council by 2025.

Particularly for Vietnam's aviation industry in general and Vietnamese airlines in particular, tourists are the main customers traveling by air, which accounts for about 70-80% of the total number of passengers. Before the outbreak of the Covid-19 epidemic, according to the CAAV statistics of major aviation markets of Vietnam such as Korea, Japan, China, and Russia, the main source of visitors was tourists, especially the domestic market. Chinese market with the rate of tourists up to more than 90%. Currently, when the aviation market reopens and international routes are restored, Vietnamese and foreign airlines only operate with a limited frequency because the travel demand of passengers is not high, mainly business guests.

For the domestic market, from the end of May to the end of August every year, Vietnamese airlines will focus all their fleet resources on increasing flights, mainly on tourist routes. Thus, it can be seen that the source of tourists plays a key role, developing in parallel with the aviation industry.

Aircraft operated in Vietnam must be granted a Type Certificate by the US Federal Aviation Administration (FAA) or the European Aviation Safety Agency (EASA), in accordance with the standards and capabilities of the airport infrastructure.

Regarding Vietnam's airport infrastructure, in localities where there are famous tourist destinations, attracting many domestic and foreign tourists, all types of popular aircraft are currently being operated aircraft in the world such as the type of aircraft used for appointment, narrow-body operation such as A320/321/B737 or equivalent and wide-body aircraft, operating long-haul routes such as A330/350/B777/787 or equivalent.

For specific airports that can only operate small aircraft, ATR72/E190/E195 or equivalent such as Con Dao, Dien Bien... is currently developing a plan to upgrade the aviation infrastructure to be able to receive aircraft type A320/321 or equivalent.

Charter Airlines - have we expanded to this market? Why?

The type of charter flights or private flights has developed in Vietnam since the 2000s and has grown strongly since 2010 with the participation of private airlines and general aviation business with capital contribution from the private sector. Up to now, there are 06 enterprises licensed by the Ministry of Transport for general aviation business, JSC Blue Sky, Blue Planet, Vietnamese Star Dual-use, Hai Au, Vietnam Helicopter Corporation, and new this is Sun Air Co., Ltd. and private airlines such as Vietjet Air, Bamboo Airways and especially Vietravel Airlines are always ready to participate and develop the operation of charter flights.

Before 2019, the demand for private and chartered aircraft had not really developed due to high costs and the domestic and international route network operated by regular airlines with a large frequency, meeting the needs of the domestic and international customers, meet the travel needs of passengers. However, since the outbreak of the Covid-19 epidemic and its spread throughout the world, the demand for private aircraft in Vietnam in particular and the world, in general, has increased sharply due to the decline of routine transportation activities, unable to meet the travel needs of organizations and individuals in need. In addition, participating in public transport by air will pose a potential risk of Covid-19 infection, so individuals and organizations have gradually switched to using private flights to limit the risk of infection, prevent the possibility of infection in the community. In the period from 2020 until now, the above enterprises have added 6 aircrafts of all kinds to Vietnam such as Falcon, Gulfstream serves the travel needs of private aircraft of Vietnamese organizations and individuals.

Above is my presentation on the development orientation of Vietnam's aviation science and technology and market in 2022 and the following years.

Wishing all delegates good health and safety to overcome the COVID-19 pandemic. Wish the press conference a great success.

Thank you very much./

