



## VIET NAM AIR CARGO MARKET

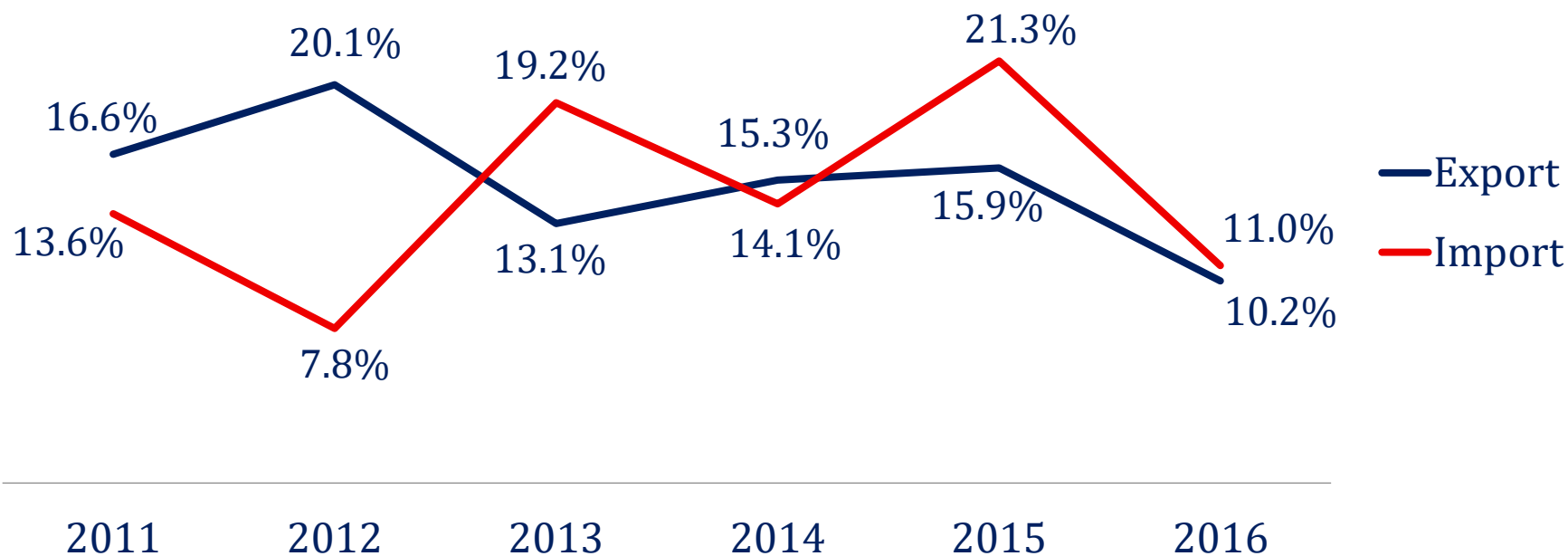
- Population: 94,4 million (2016)
- Languages: Vietnamese
- 22 Airports (11 International Airports)



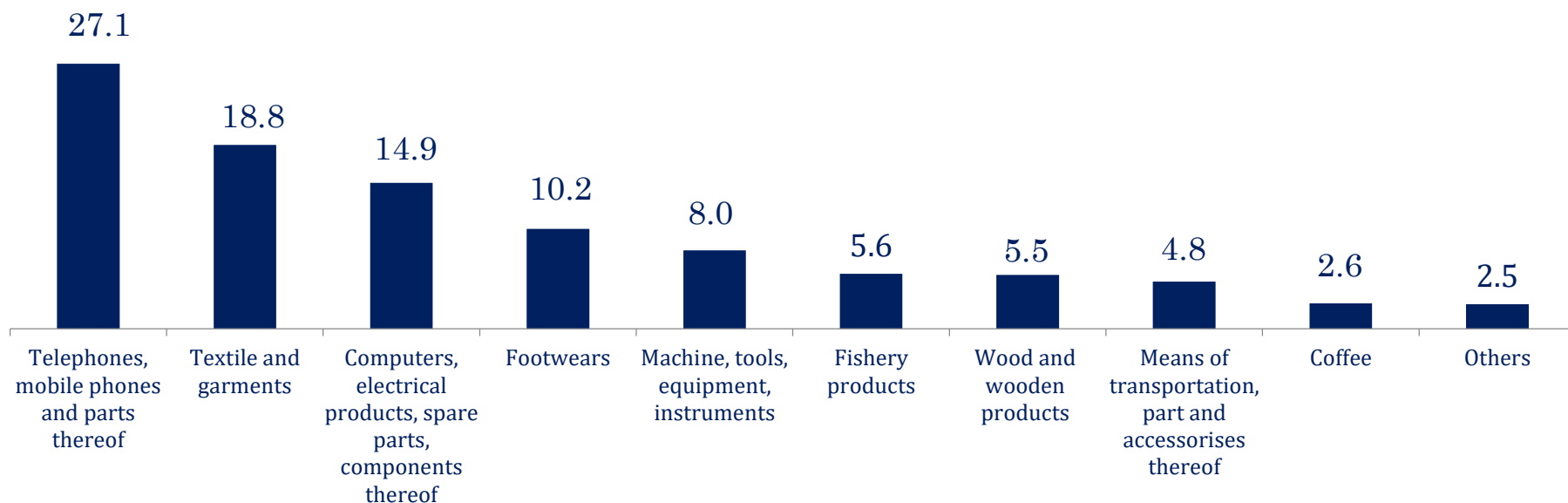
## Vietnam Macro-economic Indicator

Factors	2011	2012	2013	2014	2015	2016
GDP (Bil.USD)	134.60	155.56	170.56	185.90	198.81	193.6
GDP Growth Rate (%)	6.24	5.25	5.42	5.98	6.50	6.68
Export (Bil.USD)	96.30	114.60	132.20	150.19	161.36	176.58
Import (Bil.USD)	105.80	114.30	131.30	148.05	166.16	174.49

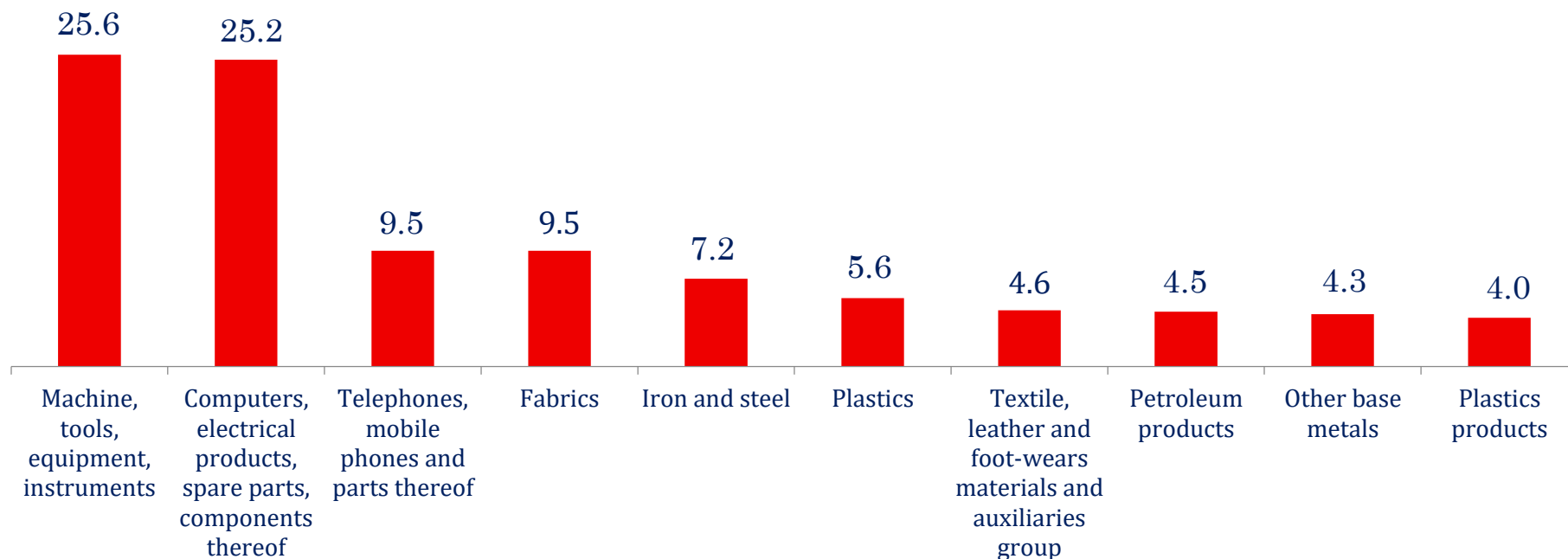
## Vietnam Export – Import Growth Rate



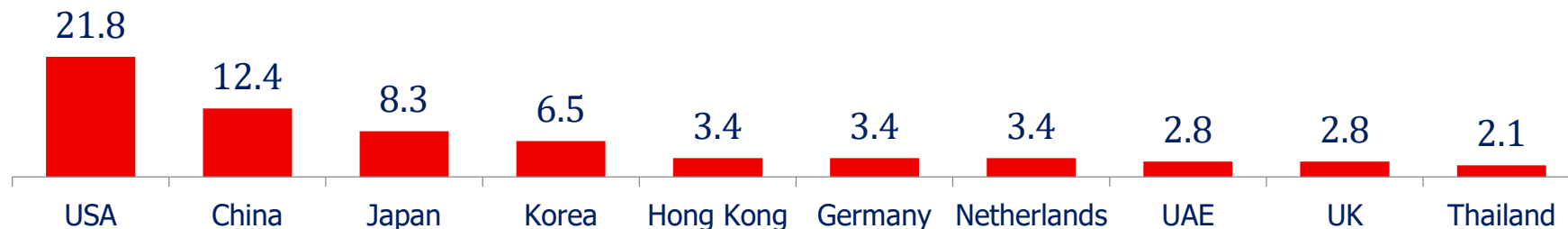
## Top Exporting Commodities Considering Value In 2016 (Bil.USD)



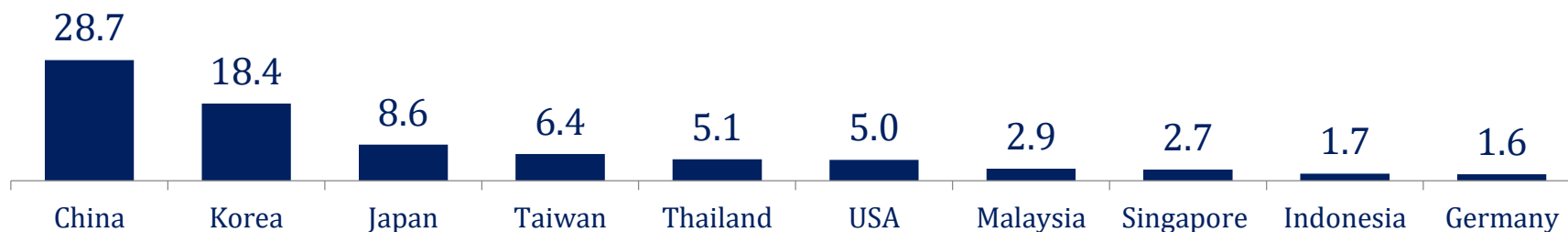
## Top Importing Commodities Considering Value in 2016 (Bil.USD)



## Main Export Markets Considering Value in 2016 (Bill. USD)

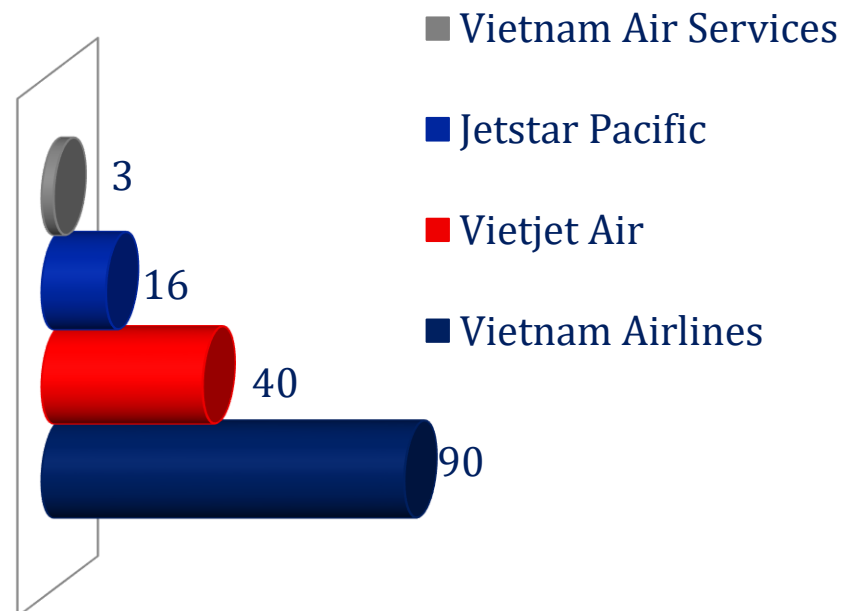


## Main Import Markets Considering Value in 2016 (Bill. USD)

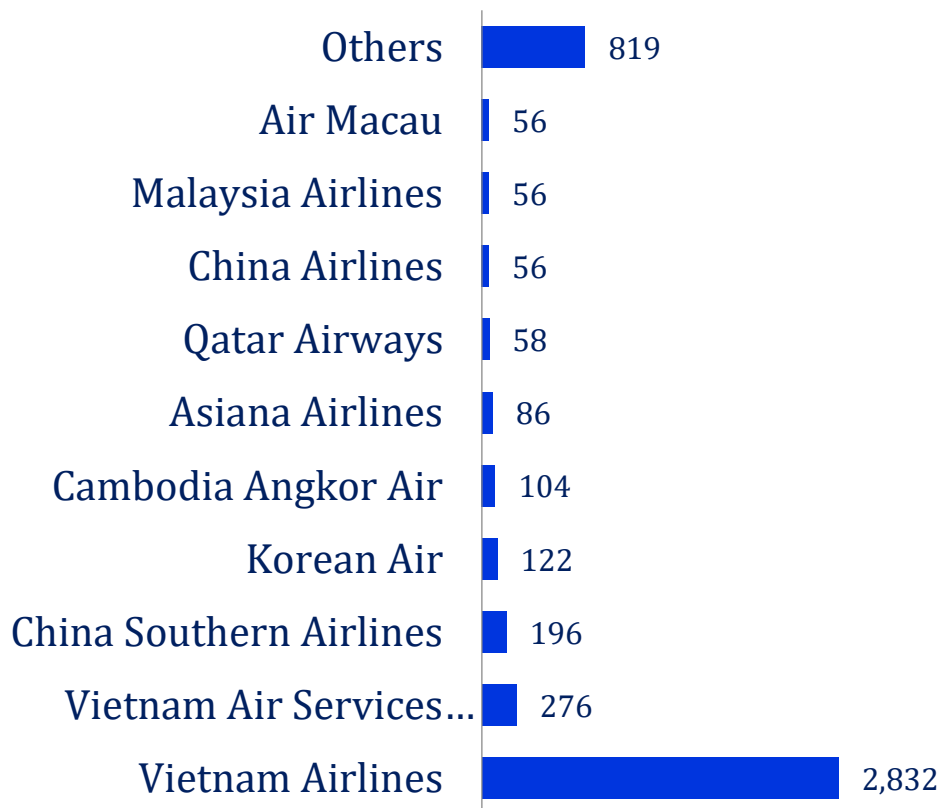


- ❑ 4 Vietnamese Airlines: VN, VJ, BL, Vasco
- ❑ Low-cost carriers: VJ, BL
- ❑ VJ: First private airline in Vietnam
- ❑ 50 Airlines operating from SGN, 43 Airlines operating from HAN
- ❑ Warehouse: TCS, SCSC, NCTS, ACSV, ALS
- ❑ Airport Ground Handling Company: VIAGS (SGN/DAD/HAN), SAGS, HGS
- ❑ Global Express Company: DHL, FedEx, UPS, TNT
- ❑ Freight forwarder Company: Global (25), Local (<1000)

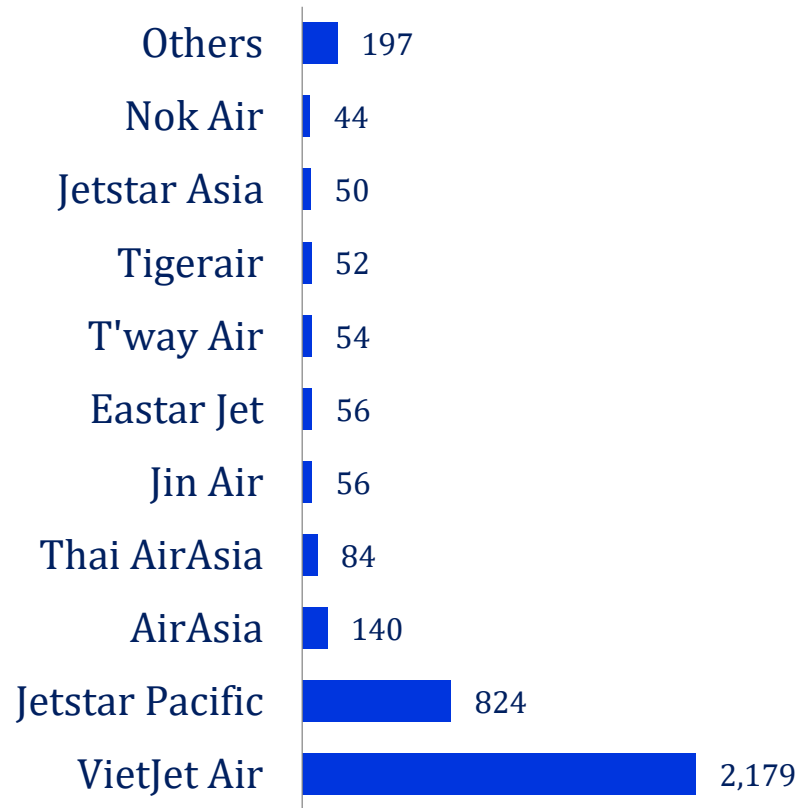
## Vietnam Fleet As 3 Jul -2017



**Vietnam Departing Frequency for full service carrier (weekly, 03-09 Jul 2017)**

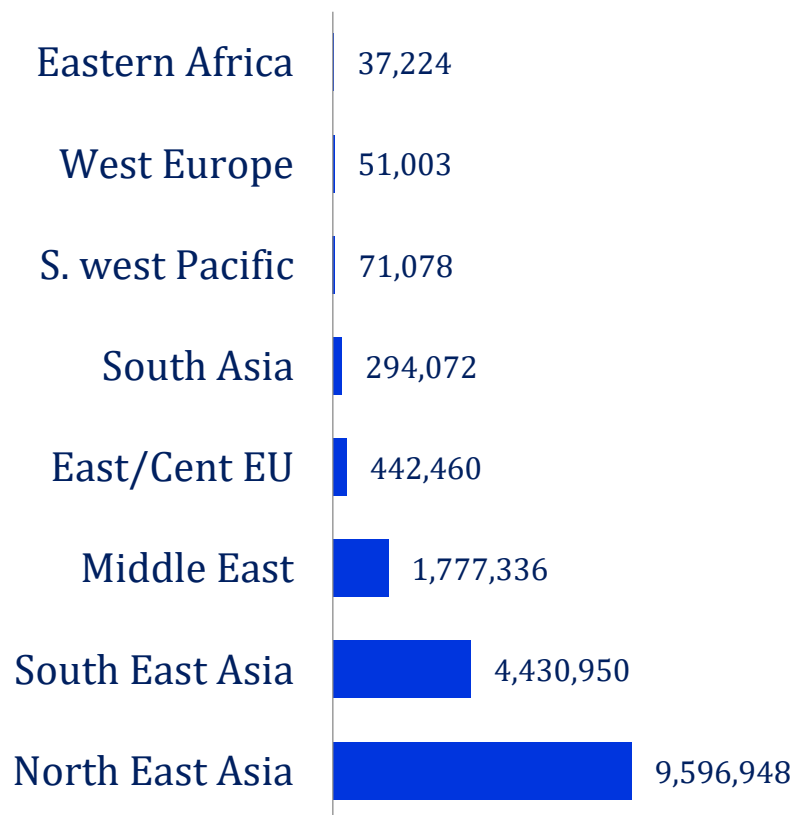


**Vietnam Departing Frequency for low-cost carrier (weekly, 03-09 Jul 2017)**

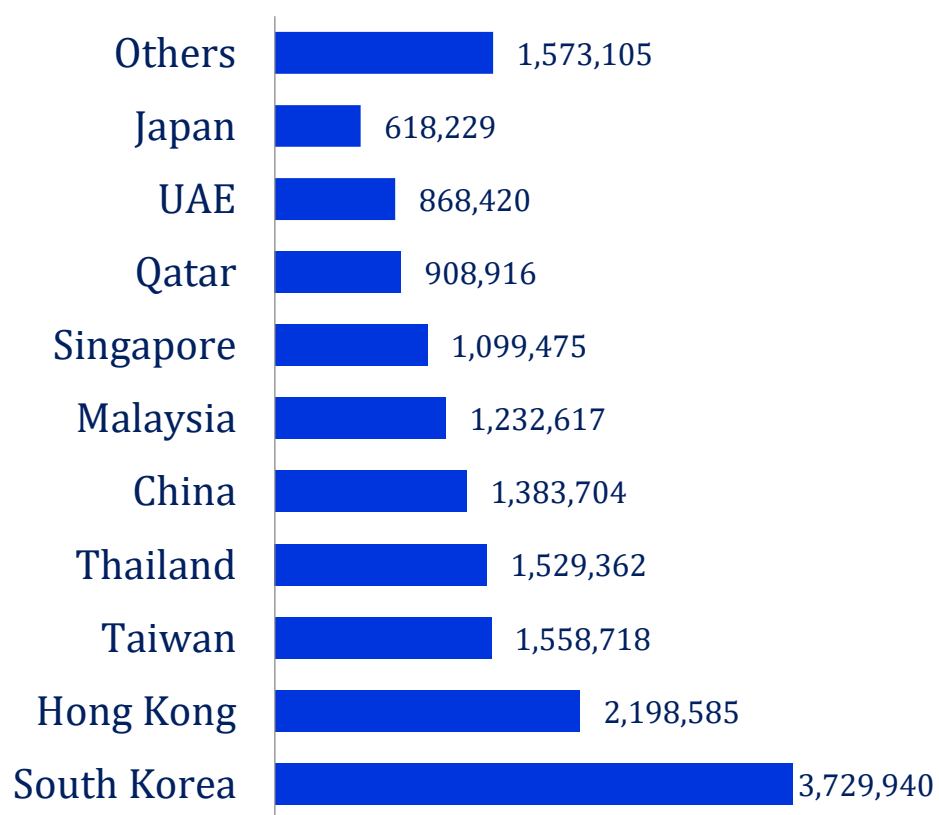




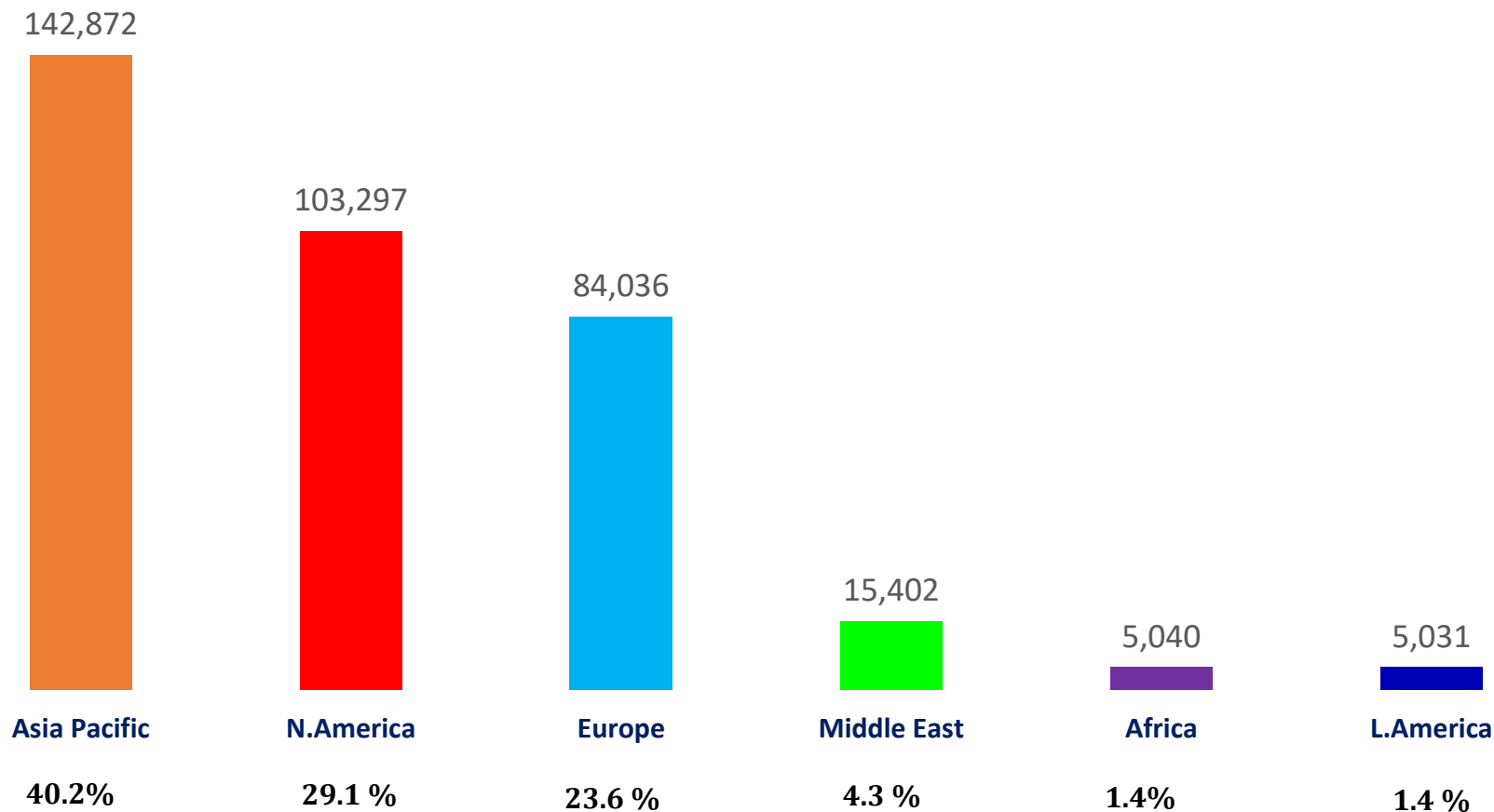
**Vietnam Int'l Departing Cargo Payload  
by Region (weekly, 03-09 Jul 2017)**



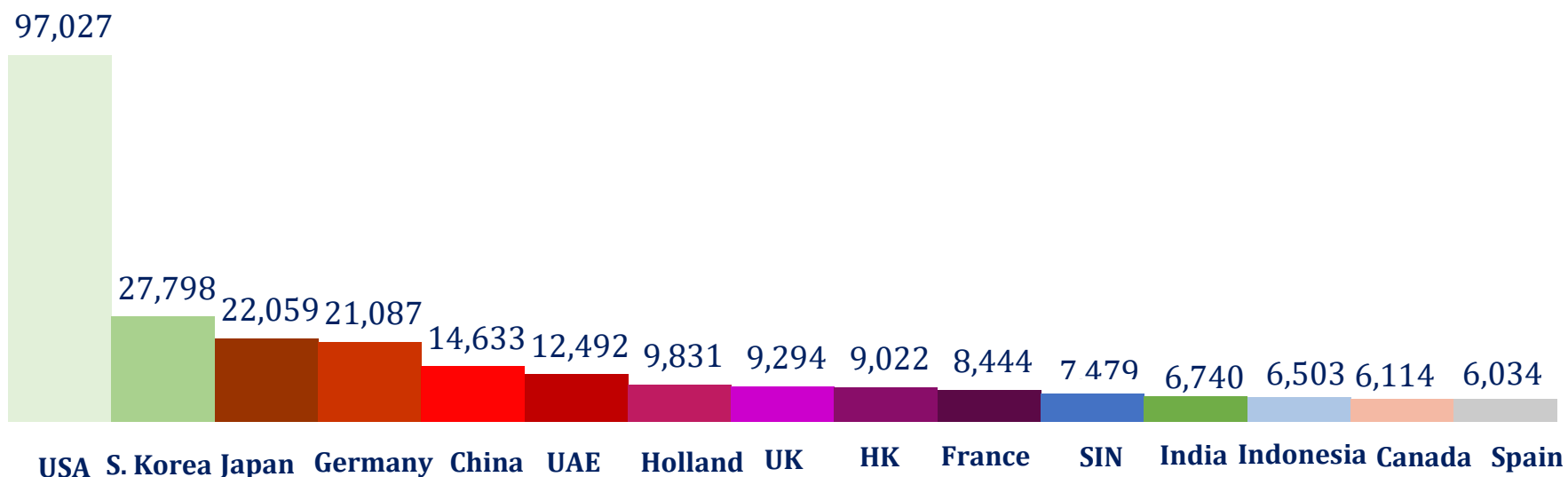
**Vietnam Int'l Departing Cargo Payload  
by Country (weekly, 03-09 Jul 2017)**



## Cargo Outbound in 2016 by Region (355,678 tons)

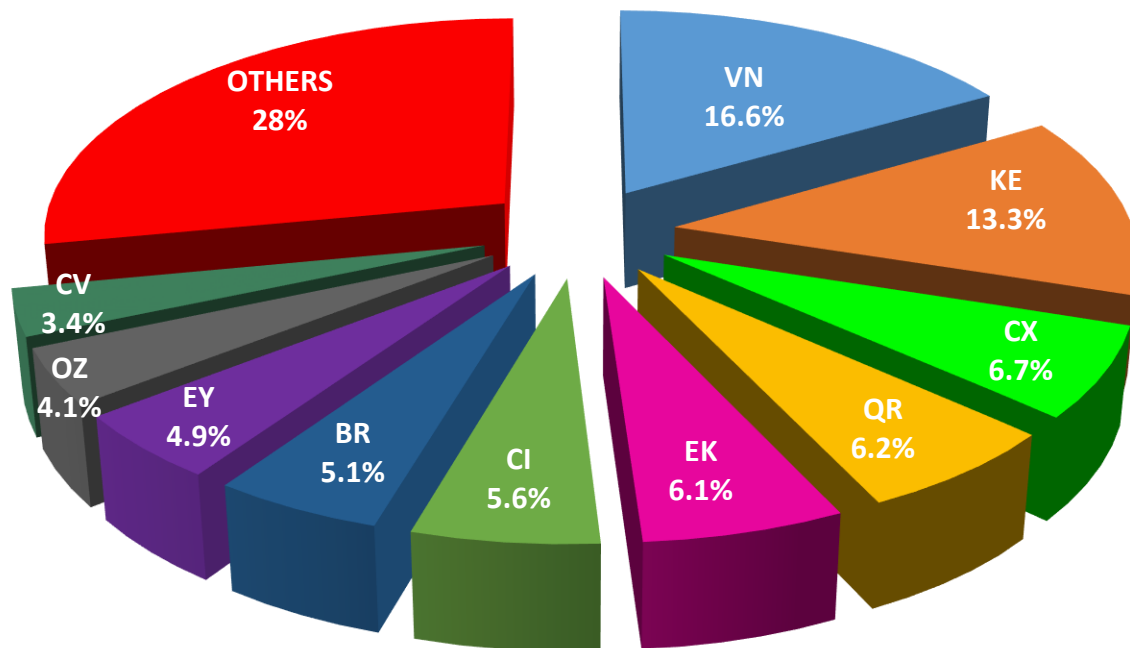


## Cargo Outbound in 2016 by Country (355,678 tons)



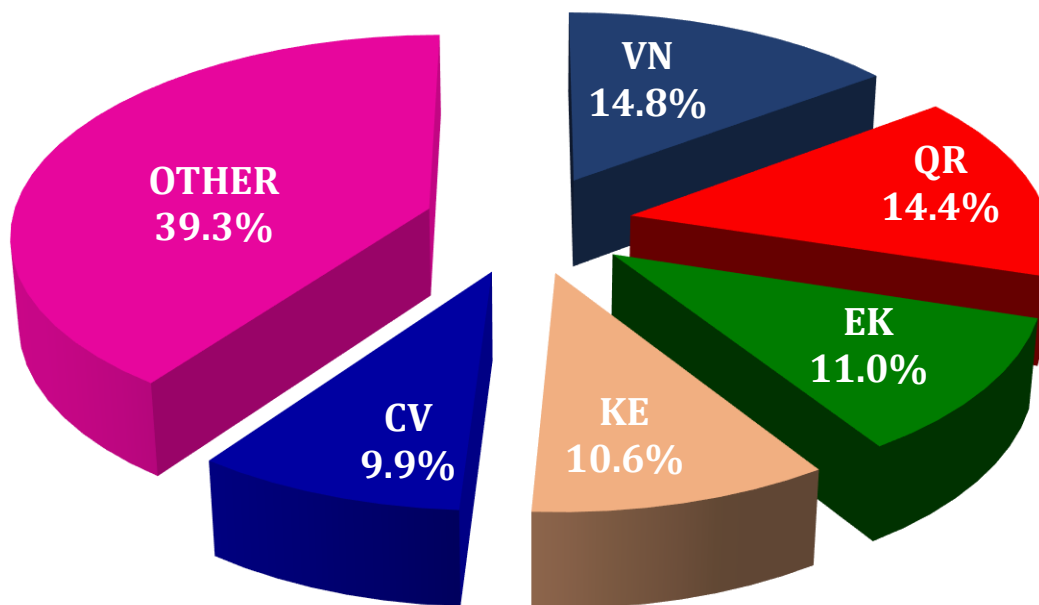
## Cargo Outbound in 2016 by Carrier (ton)

Airlines	Volume (ton)
VN	59,207
KE	47,395
CX	23,692
QR	8,631
EK	21,557
CI	19,895
BR	18,135
EY	17,284
OZ	14,448
CV	12,141
OTHERS	99,864
<b>TOTAL</b>	<b>355,678</b>



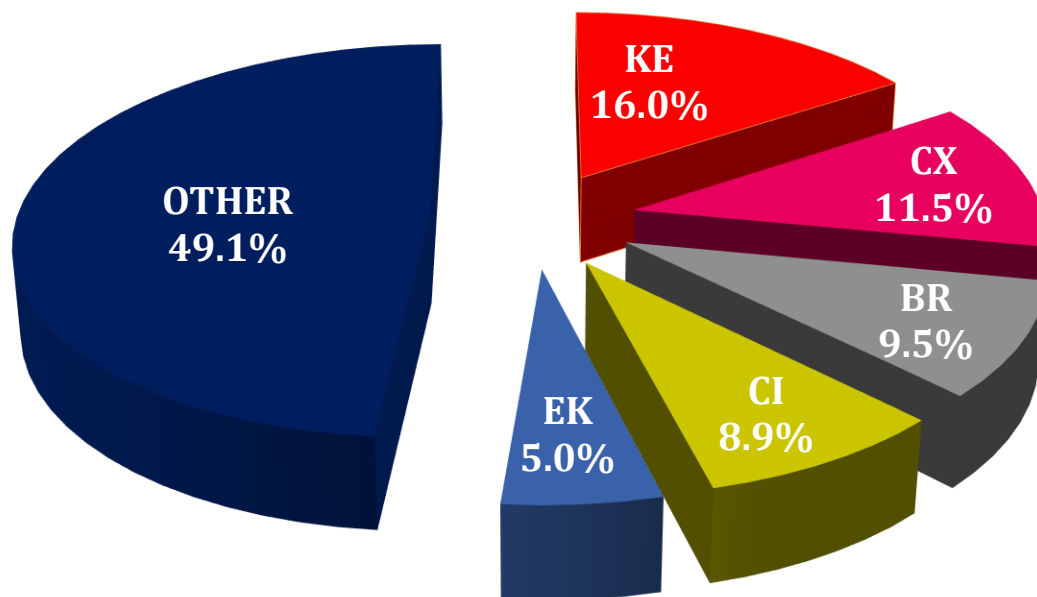
## Cargo Outbound in 2016 to Europe by Carrier (ton)

Airlines	Volume (ton)
VN	12,518
QR	12,206
EK	9,372
KE	8,976
CV	8,426
OTHER	33,369
<b>TOTAL</b>	<b>84,036</b>



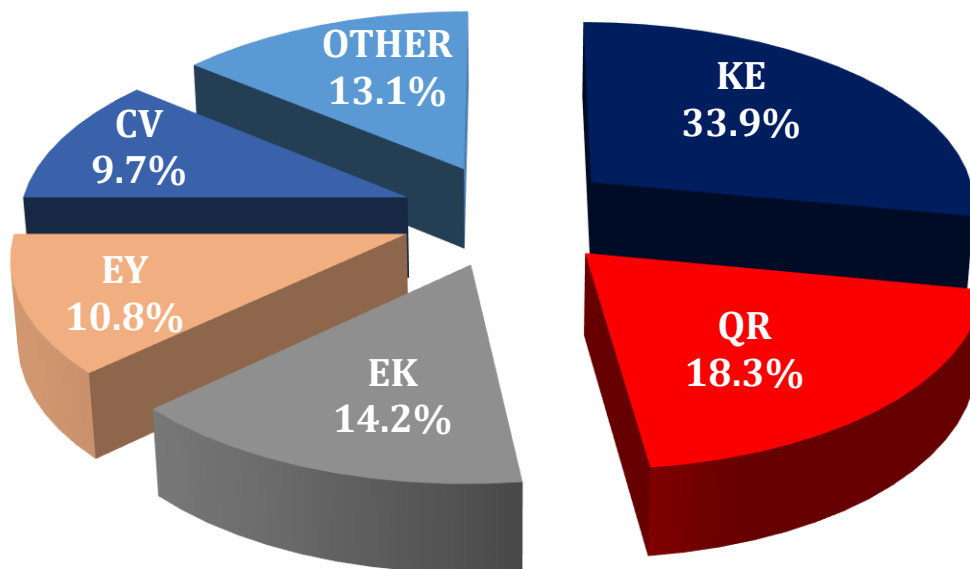
## Cargo Outbound in 2016 to North America by Carrier (ton)

Airlines	Volume (ton)
KE	16,534
CX	11,918
BR	9,830
CI	9,114
EK	5,120
OTHER	50,781
<b>TOTAL</b>	<b>103,297</b>



## Cargo Outbound in 2016 to South America by Carrier (ton)

Airlines	Volume (ton)
KE	899
QR	485
EK	377
EY	287
CV	257
OTHER	348
<b>TOTAL</b>	<b>2,653</b>



## Cargo Outbound in 2016 to Africa by Carrier(ton)

Airlines	Volume (ton)
QR	1,513
EY	1,249
EK	625
CX	370
MK	134
OTHER	508
<b>TOTAL</b>	<b>4,399</b>

