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# ABOUT US

**VNLINK TECHNOLOGY AND COMMUNICATION JOINT STOCK COMPANY**

**CORPORATE  
REGISTRATION NUMBER**

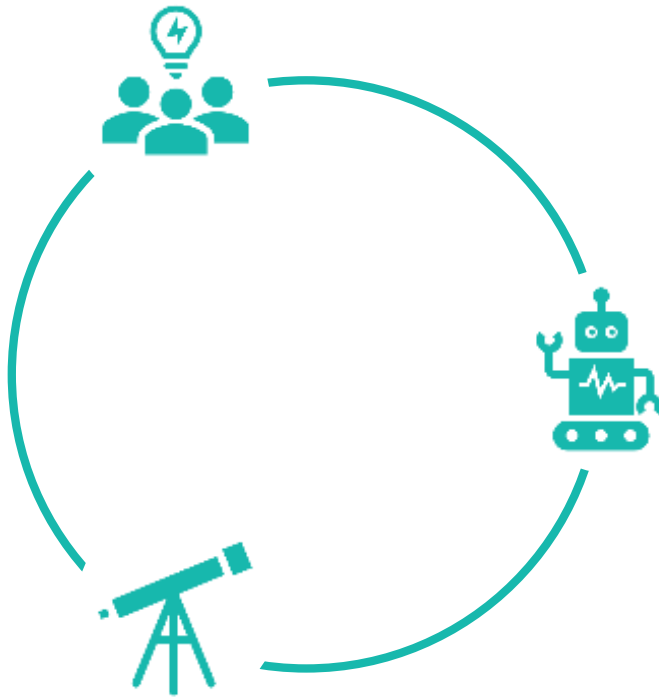
**0109058713**

Through a journey of development, VNLINK has affirmed its position in the information technology industry. We are constantly striving to develop with the mission of providing the best information technology solutions, software and products to customers.

VNLINK gathers a team of experienced experts who always update the latest technology trends in the world to solve the existing hindrances.

We are always confident with our solutions to meet all the requirements from our customers. When coming to VNLINK, customers are not only assured of product quality but also feel the enthusiasm and passion for technology of our qualified and experienced staff.

# VISION



With over 15 years of experience in Technology field, VNLINK BOD has set the company's development path on the steady, long-term, sustainable cooperation with partners, as well as rendered service to the customers from bottom of the heart .

With a focus on travel technology products, VNLink takes the opportunity to be a pioneer in digital transformation in conjunction with Telecommunication Company to for mutual development and become a leading solution provider for Domestic travel companies with 4.0 technology platform.

# MISSION



## TO MARKET

To provide the best service, the best product of international quality



## TO PARTNERS

To uphold the cooperative spirit of mutual development  
To undertake to become a “reliable partner” in every participated project  
To constantly advance attractive and sustainable investment value



## TO STAFF

To build up a professional, dynamic, creative and humane working environment;  
To offer a high income and fair opportunity for every staff



## TO SOCIETY

To provide support to travel businesses step by step to get access to modernize management, digital transformation on the basis of 4.0 technology



# HR CAPACITY



The management team has many years of experience in information technology consultation solutions, building production processes in accordance with CMMi standards, as well as managing many projects of state agencies, domestic and foreign enterprises of different sizes.



Our development team has many years of experience in IT field, working with professional ethics, trained and certified by reputable IT firms, we will always be ready to meet all customer requirements.

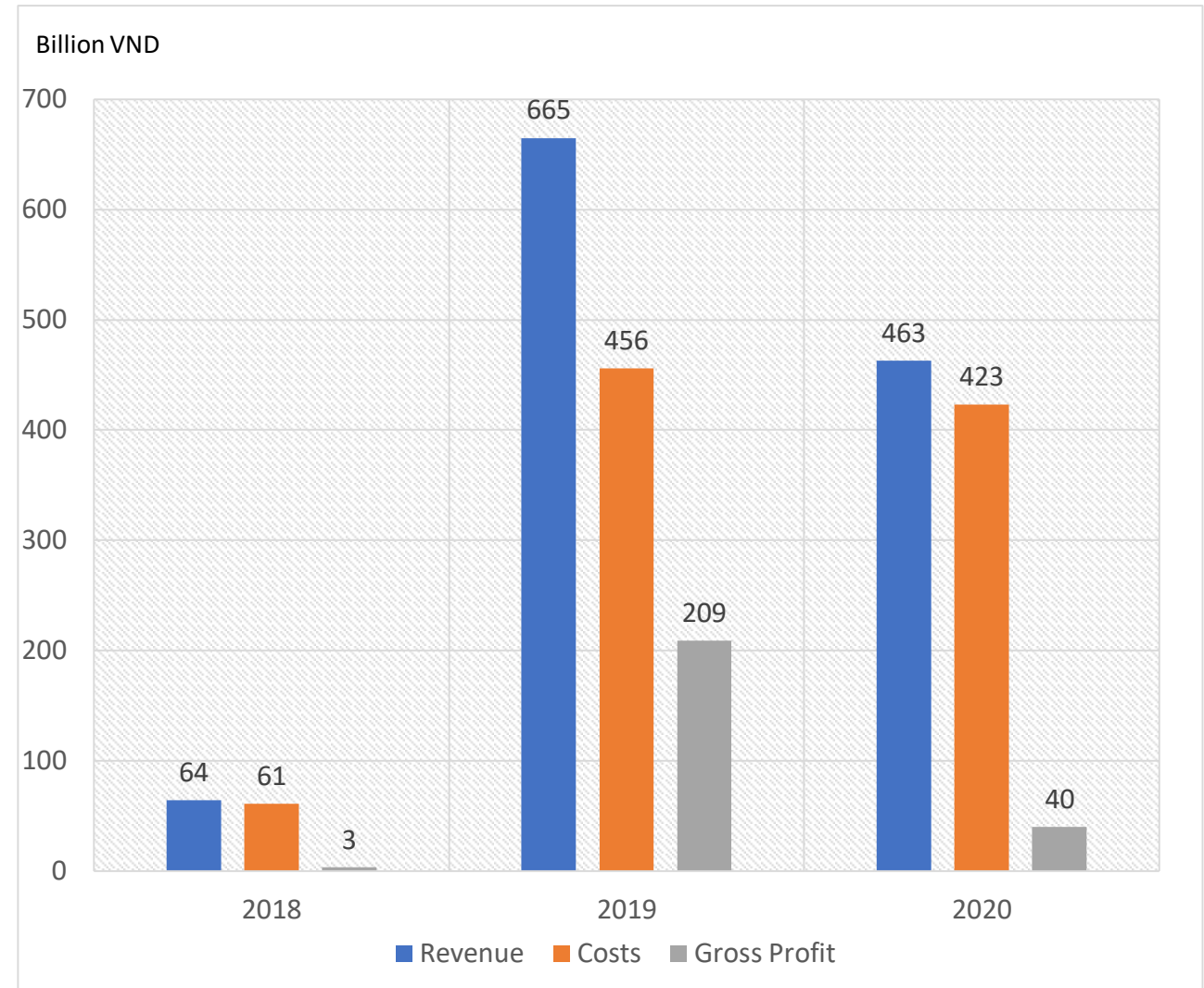


The service department has at least 4 years of working experience in airline ticketing and tour operating.

# REVENUE

VNLink's Revenue from 2018 - 2019 can be seen as a spectacular development when achieving impressive growth in accordance with the tourism boom in Vietnam.

In 2020, despite the Covid-19 pandemic, which heavily affected the business revenue to not reach its full potential, however the company still achieved several cooperation with notable customers and had a positive gross profit.



# OUR PRODUCT - 8Trip

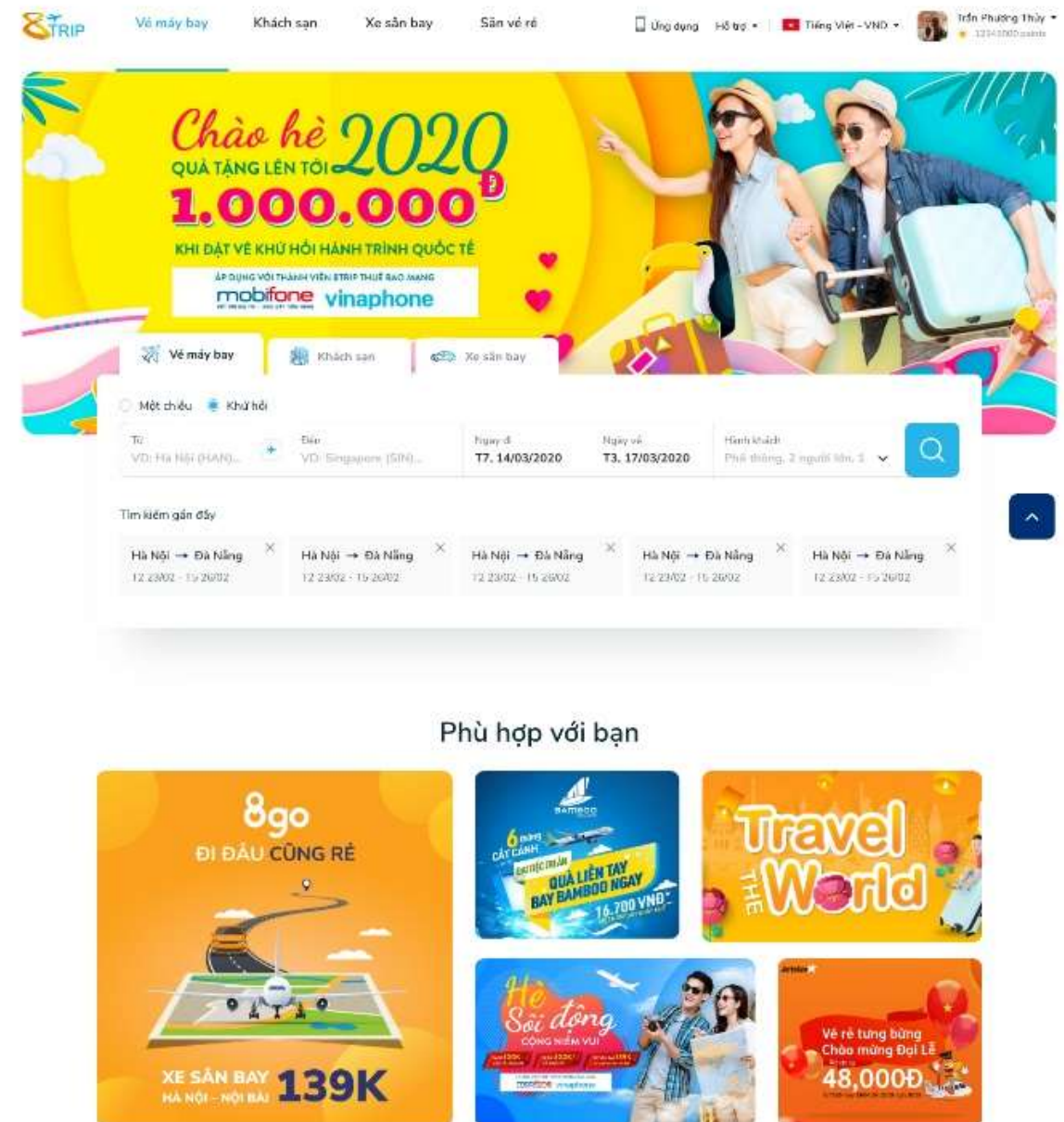
## Description:

8trip is born with the desire to develop a search engine and planning tool for customers travel trip by matching the most suitable airplane tickets, hotels and reasonable price shuttle cars

## 8Trip provides:

- Cheap domestic and international air tickets (8Trip has partnerships with 4 domestic airlines and more than 400 airlines in the world).
- Cheap airport shuttles
- Best price hotels
- Tours

**Start date: 2018**





# OUR PRODUCT– 8Friend

## Description:

8Friend is a dating social network, a product in partnership with Mobifone, allowing users to upload their videos/photos to introduce themselves. At the same time, 8Friend has built-in call feature and video clip playback.

## 8Friend provides:

- 8Call package: Allows users to make free calls to Mobifone subscribers
- 8VoD Package: For Mobifone subscribers to enjoy a huge video storage of attractive entertainment content.

**Start date: 2018**



# OUR PRODUCT – 8Go

## Description:

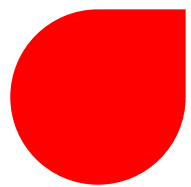
8GO car booking service applies technology and artificial intelligence to create a transportation system where supply and demand meet in the most perfect way, so that the service price is the lowest, having highest efficiency. The product striving for the core values of convenience, safety, cost savings and civility when traveling

## 8Go provides:

- Car booking: inner city drive and cross-province drive
- Airport shuttle (notification for drivers and customers if the flight is delayed)

**Start date: 2018**





# NOTABLE PROJECTS WITH TELECOMMUNICATION GROUPS

# COOPERATED PROJECT WITH MOBIFONE

## Target customers:

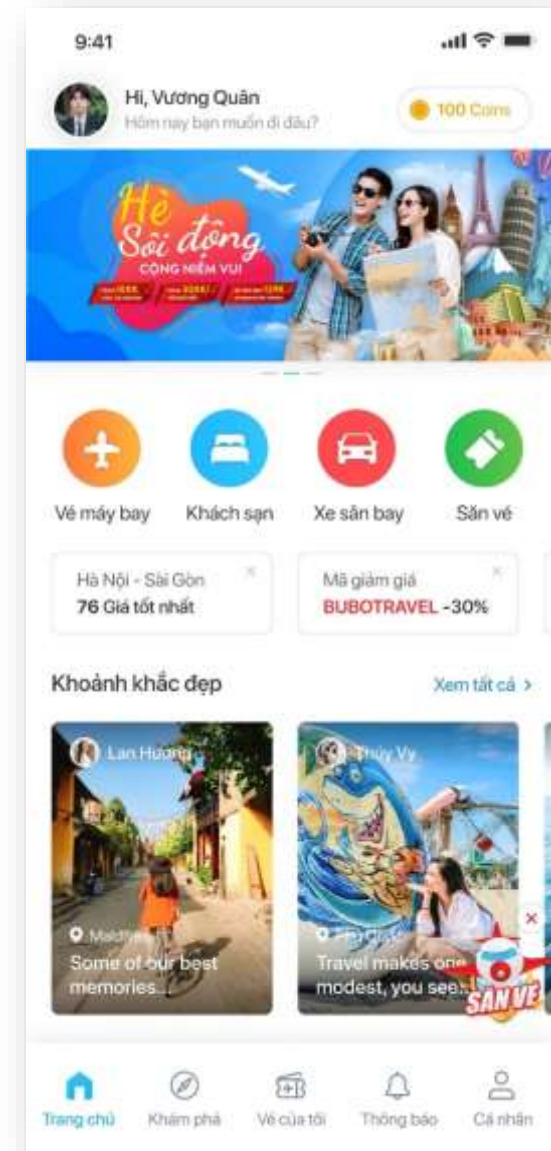
- Nearly 40 million mobile subscribers.
- 8,900 registered staff working as sales agencies in 63 provinces

## Summary:

- Cooperate with Mobifone to build and develop an online travelling platform on **mobile devices** and **website** – TravelLink, integrated with MOBIFONE Pay e-wallet for payment.

## Expected revenue:

- 200 Billion VND/year



# COOPERATED PROJECT WITH VNPT

## Target customers :

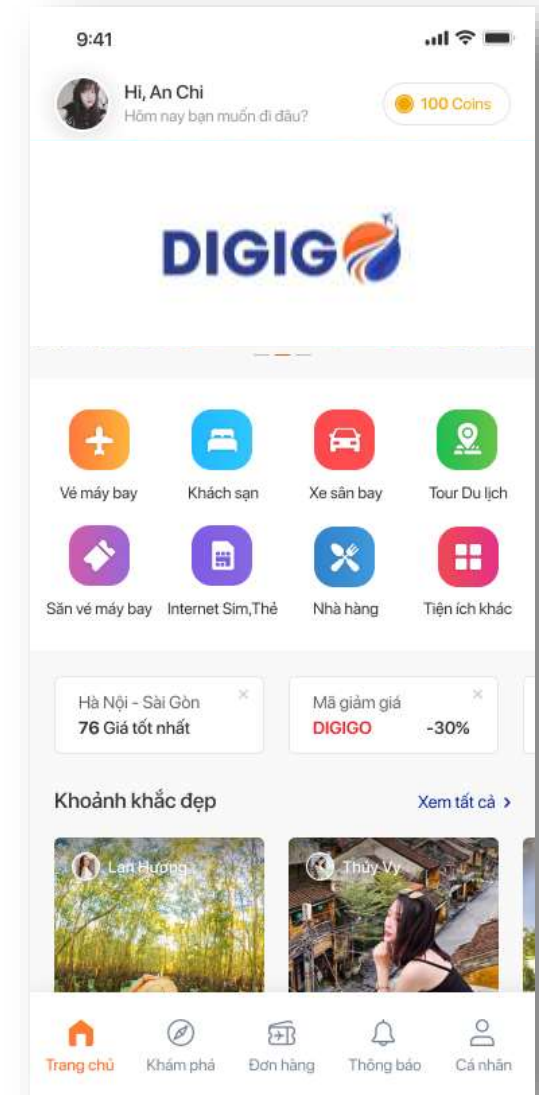
- Nearly 30 million mobile subscribers.
- 40,000 registered staff working as sales agencies in 63 provinces.

## Summary :

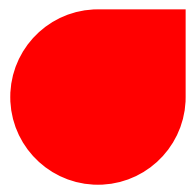
- Cooperate with VNPT to build and develop an online travelling platform on mobile devices – DIGIGO, integrated with MOBIFONE Pay e-wallet for payment.
- Developing a system of travel agencies, digital tourism services to become a distribution channels in 63 provinces.

## Expected revenue :

- 200 Billion VND/year

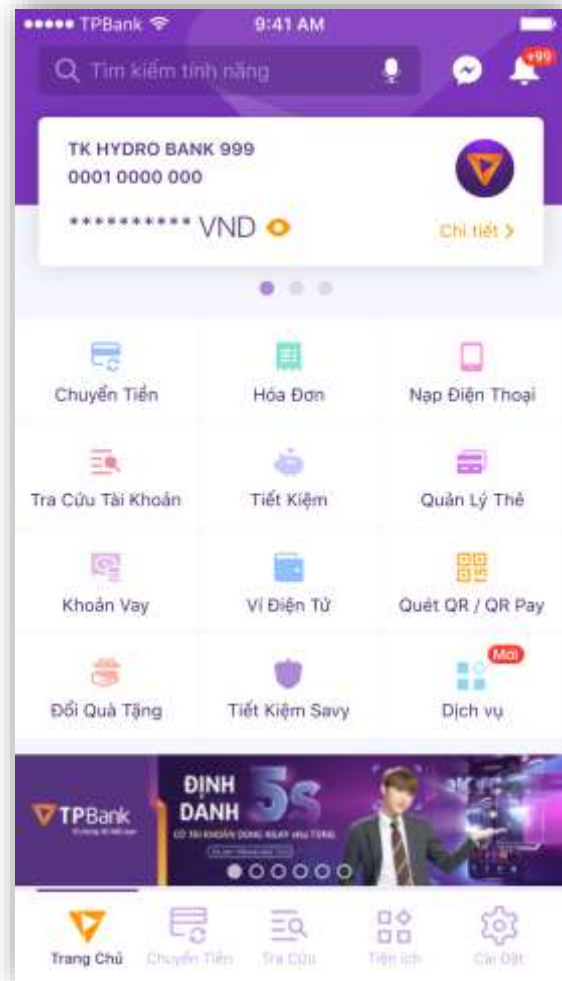




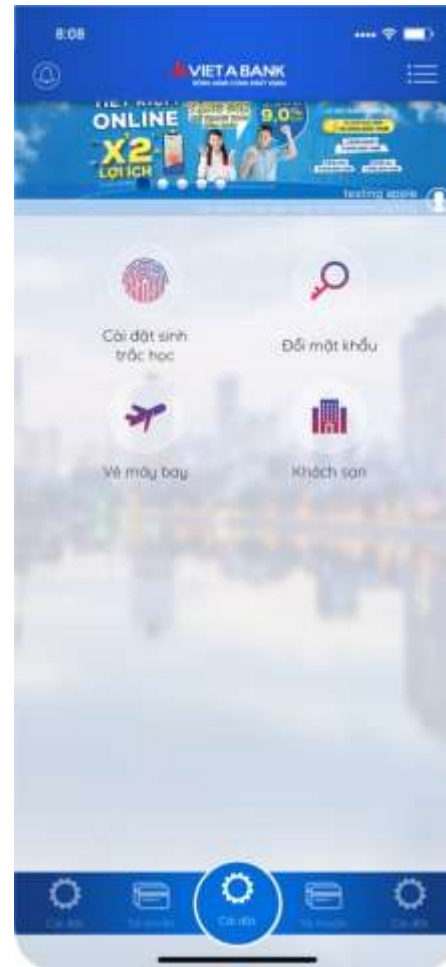


# NOTABLE PROJECTS WITH VIETNAMESE BANKS

# COOPERATED PROJECTS WITH BANKS



**COOPERATE WITH  
TP BANK**






**COOPERATE WITH  
VIET A BANK**



**COOPERATE WITH  
MSBANK**

# COOPERATED PROJECTS WITH BANKS

	Potential customers	Estimated or commenced date	Expected revenue	Nội dung hợp tác
	03 million customers	02/04/2021	10 tỷ/năm	To integrate online ticketing services, hotel room and travel combos booking on TP Bank's application
	2.5 million customers	Expected to operate in 07/2021	8 tỷ/năm	Build and develop a complete travel ecosystem which encircled customers travelling needs by various feature. The product is integrated in to MSB application.
	02 million customers	Expected to operate in 08/2021	5 tỷ/năm	Cooperate with VietABank to implement online ticketing services, hotel room and on VietABank App and at VietABank transaction counters.

# MANAGEMENT TEAM



**Ms. Nghiem Thu Ha**

CEO 8Travel  
Founder VNLink



**Mr. Le Trong Tuan**

Chairman VNLink  
CEO VNLINK



**Mr. Nguyen Tien Lam**

CEO VNLink  
Founder

# NOTABLE CUSTOMERS AND PARTNERS





# BUSINESS PROPOSAL

## NETFLIX – VNLINK

June, 2021

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# VIETNAMESE MARKET

Covid-19 Pandemic has heavily shifted customer behavior and habit since it has increase the number of digital customers:

- Vietnam has 70% of its population using mobile phones with a total of 150 million subscriber, 64% of which are connected to 3G and 4G.
- Currently, there are 35 active businesses providing online streaming services, with 14 million subscribers.



# NETFLIX CURRENT SITUATION IN VIETNAM

- Netflix ranks 2nd in the top 5 most popular online streaming services in Vietnam, behind FPT Play
- In April 2020, there were more than 3.5 million mobile devices installed Netflix
- In June, Netflix has just launched the Netflix Mobile Plan package on mobile devices with a cost of 70,000 VND/month

# NETFLIX

# PROPOSAL

VNLink proposed to cooperate with Netflix:

**“as a distributor of Netflix's streaming services to telecommunication groups in Vietnam (including Mobifone, Vinaphone and Viettel) to deploy DATA packages to mobile subscribers.”**



# PROPOSED DATA PACKAGE

## Description:

- The package is for subscribers of Mobifone, Vinaphone and Viettel when accessing Netflix.

## Target customers:

- 150 million mobile subscribers from Mobifone, Vinaphone and Viettel

## Package information:

Name	Benefits
Daily package	Free unlimited data access with high-speed roaming to Netflix wapsite and Application.
Monthly package	3GB of high-speed roaming data Free unlimited data access with high-speed roaming to Netflix wapsite and Application.

# REVENUE SHARING

## NETFLIX

If a package is successfully sold to a subscriber, Netflix will receive the following revenue:

- Daily package: 2,000 VND/package
- Monthly package: 50,000 VND/package



Get a commission for each Netflix package sold from the telecommunication groups

From the cooperation, marketing, and advertising with telecommunication groups.

# REASONS TO COOPERATE



**THE FIRST COMPANY  
TO DELIVER THE  
SERVICE IN VIETNAM**



**UTILIZING THE  
TELECOMMUNICATION  
COMPANY CUSTOMERS**



**USING BIG DATA  
FROM NETWORK  
PROVIDER**



**A STRATEGIC PRODUCT  
IN COMBINATION  
WITH E-WALLET FROM  
NETWORK PROVIDER**



**NETWORK  
PROVIDER IN  
CHARGE OF  
COMMUNICATION**



**CUSTOMERS IS ABLE  
TO ENJOY COST-  
EFFECTIVE DATA PLAN  
AND OTHER SERVICES**

# SCOPE OF WORK

## NETFLIX



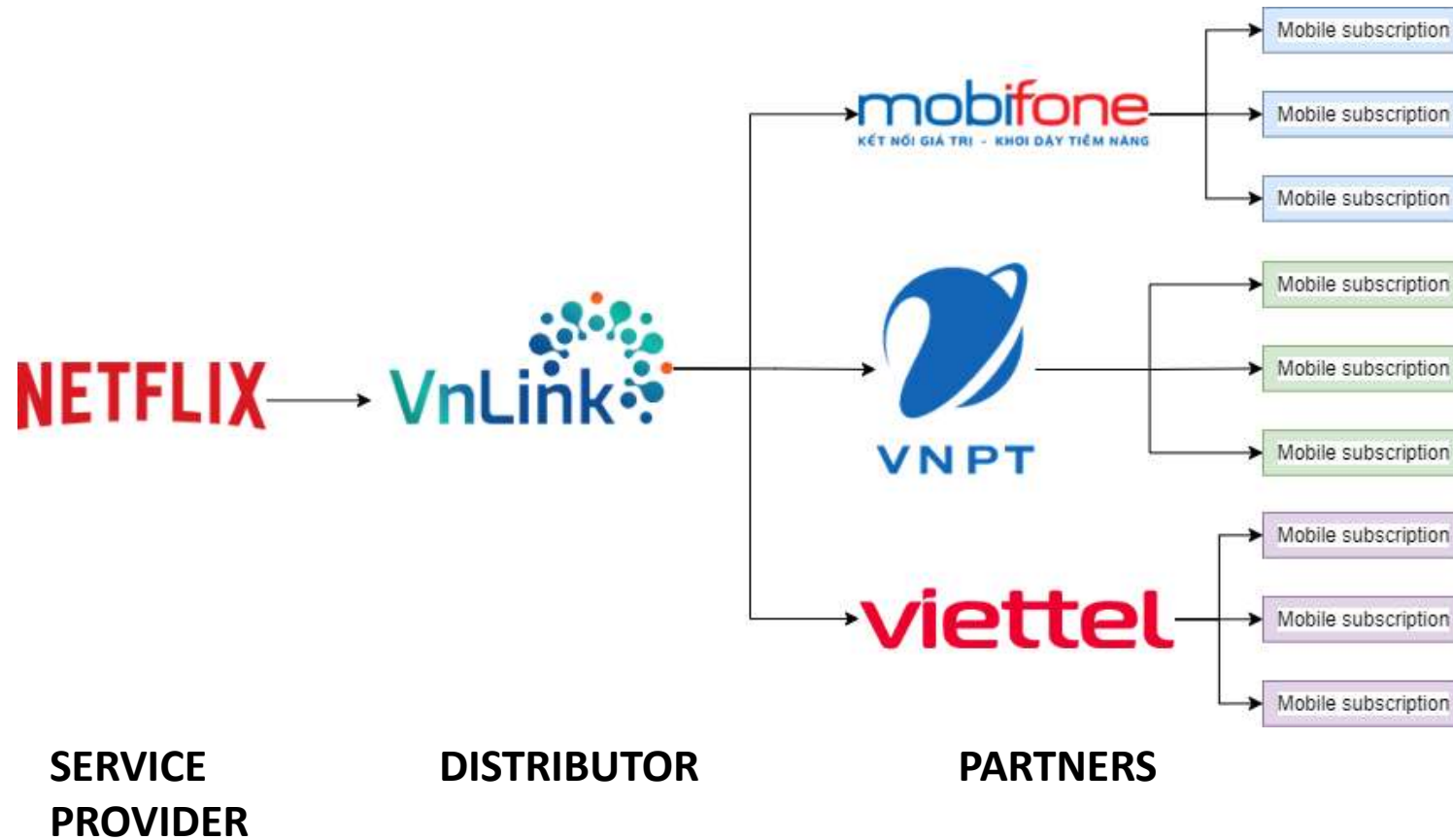
- To sign Business Cooperative Contract with VNLink
- To provide Netflix digital content to VNLink.
- To cooperate with VNLink to create marketing plan

- To sign Business Cooperative Contract with Netflix
- To sign Business Cooperative Contract with Telecommunication Groups
- To cooperate with Netflix to create marketing plan
- To work with Vietnam telecommunication groups on implementing Netflix package.
- To solve any problems arise from Telecoms



- To sign Business Cooperative Contract with Netflix
- To Collect package fee from mobile subscribers
- To Carry out marketing activities to end-users
- To provide promotion 3G DATA to customers

# COLLABORATION MODEL:





# MARKETING

The telecommunication companies is able to provide marketing support via:

1. Interactive Voice Response systems.
2. Adverting SMS to registered Mobile subscribers.
3. Telecommunication groups showrooms, stores in 63 provinces.
4. Online and offline marketing campaign.

VNLink and Netflix will collaborate on creating a marketing strategy and marketing plan.

We will cooperate strictly with Telecommunication companies to meet marketing requirements from Netflix.



# PROJECT BENEFITS

## NETFLIX

- Further increase Netflix's revenue in Vietnam
- Boost Netflix Brand awareness and image
- Utilize Vietnam Telecom Mobile subscribers
- Reduce the use of non-official accounts
- Improve customers experience (no buffering, faster connection)



- Increase company revenue
- Further improve the credibility with Telecommunication groups



- Increase revenue
- Add features for Mobile subscribers as well as improve customer experience
- Encourage users to use 3G, 4G of the network provider
- Retain customers
- Educate customers to watch copyrighted content

# FINANCIAL BENEFITS

## EXPECTED REVENUE

**\$ 40,000,000\***

Per year



\*The expected revenue can be achieved after 1 year, when the number of mobile subscribers has stabilized. Estimated number of Netflix subscribers: **1.1 million**

# Contact



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# THANK YOU VERY MUCH

