

ESMA WINS A NEW CONTRACT FOR THE TRAINING OF 40 VIETNAM AIRLINES PILOTS CADETS

Vietnam Airlines has just communicated the results of the international tender launched on December 17th 2008 for **the training of 40 ab initio pilot cadets**.

Face to an increasing competition, especially Australian and Canadian, **ESMA Aviation Academy won the new contract** which will lead to **160 pilots' cadets trained in Montpellier**.

The arrival of these cadets will lead to **80** the number of Vietnamese cadets on our site of Montpellier.

The quality of our trainings, the environment proposed and the historical relationships with Vietnam Airlines were decisive arguments to conclude this new market.

The recent creation of a joined subsidiary **Viet Flight Training Company (VFT)** for the training of pilots in Vietnam obviously played an important role.

Other training contracts are planned for the coming months including **VFT** for the theoretical pilot training in Ho Chi Minh City for 25 cadets and the practical phase at ESMA in Montpellier.

The 40 cadets, subject of the tender, should be selected on site next April by ESMA and arrive in Montpellier in May for 18 months (duration of the training).

This contract consolidates **the 50 collaborator recruitment program** recently operated to face all the developments in process.

It also reinforces the necessity to implement adapted solutions for the accommodation of the students who are on site.

Along with this contract, ESMA is in advanced discussions with several Chinese airlines to help them to develop the pilot training **based on its Chinese subsidiary : Hainan Aviation Academy (HNAA)**.

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ESMA Aviation Academy is the only multidisciplinary aeronautic school in France and covers the 4 sectors of the aviation: airline pilot, aircraft maintenance, flight attendant and airport staff. Partner of Airbus and EADS, ESMA also develops a consulting and expertise activity for air transport companies. Currently ESMA counts 130 employees and, every year, welcomes more than 2 500 students. ESMA has 2 sites in France; Montpellier – its historical site and Paris Val d'Europe (Ile de France) since January 2009. ESMA has also created 2 subsidiaries abroad, in China (Sanya) and in Vietnam (Ho Chi Minh City).

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