



ATR HIGHLIGHTS UNTAPPED POTENTIAL FOR REGIONAL AVIATION IN VIETNAM

ATR sees market for 25 ATR 72-600 in the country

Toulouse, 13 March 2025 – ATR, the world's leading manufacturer of regional aircraft, presented yesterday the findings of a comprehensive whitepaper, “Propelling Vietnam's Regional Aviation”. The presentation took place during the “Unlocking Vietnam's Regional Aviation” workshop in Hanoi, a collaborative event with Business France and Vietnamese transport consultancy TEDI (Transport Engineering Design Inc.). This study, conducted in collaboration with TEDI, underscores the potential of regional air connectivity in Vietnam and ATR’s engagement with key transport and aviation stakeholders to explore new opportunities for the country’s air transport network.

The report highlights how regional aviation can enhance Vietnam’s connectivity by offering new, convenient travel options that complement existing transport infrastructure. Currently, 90% of domestic air traffic is concentrated at just 10 of the country’s 22 airports, leaving many regional airports underutilised. At the same time, 25% of domestic flights cover distances under 300 nautical miles (555 kilometres) but are operated by larger aircraft, which limits efficiency in terms of cost and frequency.

Jean-Pierre Clercin, Head of Region Asia Pacific at ATR, says: “Regional aviation has the potential to significantly enhance connectivity across Vietnam. By complementing surface-based transport, it can improve mobility, strengthen a network of secondary cities, and ensure that more communities benefit from Vietnam’s economic growth. Additionally, it will optimise the utilisation of existing regional airports.”

Renowned for its fuel efficiency and lower environmental impact, ATR turboprops consume 45% less fuel and emit 45% less CO2 compared similar-sized regional jets. ATR aircraft offer a more responsible and cost-effective solution for shorter routes, enabling airlines to profitably connect secondary cities and drive economic growth in previously underserved regions.

A growing market with untapped potential

Vietnam's aviation sector is experiencing rapid growth, with domestic air travel projected to grow, in the period 2023-2027, by over 20%. This burgeoning demand necessitates a more robust and interconnected air transport network. The government's plan to expand the network of approved commercial airports to 30 from 22 by 2030, further underscores the critical role of regional aviation in connecting communities and unlocking the country's full economic potential.

TEDI's comprehensive research study identified 149 domestic routes within 300 nautical miles (555 km). The study also revealed that 87 routes out of 149 routes had traffic potential but remain unserved, and would require a fleet of 25 ATR 72-600 aircraft to be served effectively. The white paper provides a clear roadmap for airlines and policymakers to strategically develop regional air services and capitalise on this significant market opportunity.

Đào Ngọc Vinh, General Director of TEDI says: “TEDI is delighted to have collaborated with ATR on the Vietnam airport traffic study, which highlights the country's significant regional potential. As Vietnam continues to develop new airports, TEDI looks forward to contributing our expertise to this exciting phase of regional aviation development.”

Accelerating sustainable connections

The economic and social impact of regional aviation is profound: studies show that a 10% increase in regional flights can lead to a 5% rise in local tourism, a 6% boost in regional GDP and an 8% increase in foreign direct investment. ATR’s success in markets such as Japan and New Zealand demonstrate how regional aviation can drive connectivity and economic development. By connecting people and businesses across the country, regional aviation plays a crucial role in driving economic growth, fostering innovation and enhancing Vietnam's competitiveness on the global stage.

By tapping into its potential for regional aviation, Vietnam stands to achieve a more integrated air transport network that aligns with its broader vision of becoming a key aviation gateway in Southeast Asia.



ATR remains committed to partnering with Vietnamese stakeholders to turn this vision into reality, delivering modern, sustainable and economically viable solutions for the country's aviation needs.

ABOUT TEDI

Transport Engineering Design Inc. (TEDI), established on December 27, 1962, is a leading transport design and engineering consulting firm in Vietnam. Transitioning from a state-owned enterprise to a fully private joint-stock company in 2016, TEDI has continuously embraced innovation and advanced technology to in the field of transport design and engineering consulting in Vietnam. With a highly skilled team and extensive experience, TEDI is capable of delivering complex infrastructure projects, from highways and bridges to urban transport systems. Upholding the values of leadership, resilience, and creativity, TEDI continues to make significant contributions to Vietnam's transport infrastructure development.

ABOUT ATR

ATR is the world number one regional aircraft manufacturer with its ATR 42 and 72, the best-selling aircraft in the below 90-seat market segment. The unifying vision of the company is to accelerate sustainable connections for people, communities and businesses, no matter how remote. Flown by some 200 airlines in over 100 countries, ATR aircraft open 120 new routes every year on average, facilitating the development of territories and enabling access to crucial services like healthcare and education. Thanks to ATR's focus on continuous innovation and the intrinsic efficiency of the turboprop technology, ATR aircraft are the most advanced, versatile, cost-effective and lowest-emission regional aircraft on the market, emitting 45% less CO2 than similar-size regional jets. In January 2022, we flew the first ever commercial aircraft using 100% SAF in both engines. ATR is a joint-venture between Airbus and Leonardo. Visit us on www.atr-aircraft.com for more information.

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