Factsheet
Thales in Vietnam
Highlights

Aerospace
- Strong partnership with Civil Aviation Authority of Vietnam (CAAV) and Vietnam Air Traffic Management Corporation (VATM) to provide air traffic control centres, radars and navigation aids
- Delivered the AVANT In-Flight Entertainment system and Top-Connect connectivity system on-board Vietnam Airlines’ A350 and B787 fleets
- Provides Turn-Key Maintenance on-ground support with a team of 30 highly specialised technicians to the entire IFE installed base
- Equips majority of Airbus fleets in Vietnam with Thales’ avionics and electrical systems

Defence
- Serving the defence markets since the early 1990s in coastal surveillance systems, sonars, and optronics equipment
- Entrusted by armed forces, governments and global organisations to help them achieve and maintain security, tactical superiority and strategic independence in the face of any type of threat

Transportation
- Selected to supply the Hanoi Metro Line 3 with track communication systems and a line command & control centre for traffic management, energy distribution, video surveillance, passenger information and telephone services

Digital Identity & Security
- Provides major banks in Vietnam with payment protection and banking services
- Leading supplier of removable SIM cards and EMV Payment cards in Vietnam
- Supports the digital transformation of financial services in Vietnam
- Provides key expertise to the National Payment Corporation of Vietnam (NAPAS) on EMV migration
- Works with most of the Vietnam’s Telecommunication operators and Equipment Manufacturers by providing connectivity, and security for mobile and IoT

Thales in the Vietnam
- Present in Vietnam since 1994
- Nearly 50 employees
- Headquartered in Hanoi

Hanoi

Thales in Vietnam
Present in Vietnam for over 30 years, Thales offers solutions and technologies for defence, security, transportation and aerospace. We employ over 50 employees locally who are dedicated to understanding and supporting customer needs, delivering ongoing programmes as well as ensuring customer satisfaction throughout the products’ lifecycle.

In the Aerospace domain, Thales is proud to be a long-term partner of the Civil Aviation Authority of Vietnam and the Vietnam Air Traffic Management Corporation by supporting their ambition to become one of the leading air navigation service providers in the Southeast Asia Region.

We are present throughout the aerospace value chain. On the ground, Thales has a significant installed base of primary and secondary radars across the country and are the supplier of the Air Traffic Control Centre in Ho Chi Minh City. In the air, most of the Airbus fleets in Vietnam are equipped with Thales’ avionics and electrical systems. Additionally, our state-of-the-art AVANT In-Flight Entertainment systems are installed onboard Vietnam Airlines’ new fleet of Airbus A350 and Boeing B787 aircraft.

In the Transportation domain, Thales is supporting Vietnam’s huge ambitions of relieving urban congestion and pollution by working closely with the National and Metropolitan transport authorities. We are selected to provide critical telecommunication, security systems and the supervision centre, also known as the brain of Hanoi Metro Line 3 operations, one of the first metro projects in the capital.

In the Defence domain, Thales has built a solid reputation with the People’s Army of Vietnam by providing Vietnam’s land and naval forces with strategic defence systems and technologies, transfer of know-how, training and services.

In the Digital Identity & Security domain, the acquisition of Gemalto on 2nd April 2019 has made Thales a world leader in Identity & Biometrics, Cyber Security, Artificial Intelligence, Big Data, IoT, Connectivity and Banking & Payment services. We help major banks in Vietnam secure their banking and payment services and deliver multiple payment methods for digital and physical transactions. We also support the digital transformation of financial services with digital identity and data encryption solutions.

Thales works closely with the main Vietnamese mobile network operators such as Viettel, Mobifone, Vinaphone, Vietnamobile to deliver seamless connectivity across cellular networks, and strong digital identities for both people and connected objects.

Together, Thales looks forward to a strong partnership with the Vietnamese Government to fulfil the country’s technological, employment and economical ambitions.
Industry focus

Aerospace

Since the 1990s, Thales has been a long-term partner of the Civil Aviation Authority of Vietnam (CAAV) and the Vietnam Air Traffic Management Corporation (VATM) by supporting their ambition of becoming one of the leading air navigation service providers in the Southeast Asia Region.

We provide Vietnam with world-leading solutions for air traffic control centers, radars and navigation aids. Today, Thales and the Vietnam Air Traffic Management Corporation maintain a high level of collaboration to ensure that the country is equipped with cutting-edge solutions. This includes extensive training with technical and operational staff, as well as on-going support on-ground.

Thales’ ATM systems play a key role in Tân So’n Nhânh Airport’s Ho Chi Minh City Air Traffic Control Centre. (Credit: iStock)

Thales is recognized as a key partner for aerospace solutions, providing avionics and in-flight entertainment systems to Vietnam Airlines. The Four Star Skytrax company has selected the state-of-the-art Thales AVANT In-Flight Entertainment and Top-Connect Connectivity Systems for its new fleet of Airbus A350 and Boeing B787 aircrafts, contributing to giving Vietnam Airlines’ passengers an unparalleled flight experience.

To insure constant equipment availability, Thales has a maintenance team of 30 employees to support VNA in pursuing their objective of best in class airlines.

Defence

Vietnam’s armed forces, government and global organisations entrust Thales with helping them to achieve and maintain security, tactical superiority and strategic independence in the face of any type of threat.

Established in Vietnam for more than 25 years, Thales is involved in numerous programmes and achievements in the defence sector, supplying key technologies such as radars, sonars, optronics from Naval to Land platforms.

Example of Thales Coastal Surveillance Radars. (Credit: Thales)
Transportation

In 2017, Thales obtained its first foothold into the transportation market in Vietnam with the signing of a contract to provide a complete telecommunications system for Line 3 of the Hanoi Metro, one of the first of five lines planned for the Vietnamese capital. The contract, valued at 265 million Euros, was signed by a French consortium comprising Thales, Alstom and Colas Rail with Hanoi’s Metropolitan Railway Management Board.

In this major infrastructure project, we provide all the train to track communication systems and a line Command & Control centre for traffic management, energy distribution, video surveillance, passenger information and telephone services.

Thales supplies critical equipment’s as well as the supervision center for one of the first metro projects of the Capital (Credit: Alstom)

Digital Identity & Security

With the acquisition of Gemalto in 2019, now known formally as Digital Identity and Security (DIS), Thales expanded its footprint significantly within the field.

Since the start of GSM in Vietnam, we brought trust to the mobile ecosystem by authenticating users and devices to mobile networks. Now that most citizens own at least one mobile device, we increasingly help operators such as Viettel, Mobifone, Vinaphone and Vietnamobile to support their customer relationships at the beginning from the service sign-up.

In Vietnam, Thales is the leading supplier of removable SIM cards as well as platforms and services for their issuance and management. As technology in this sector continues to advance, we support the operators as they transition to eSIM solutions.

Thales has consistently contributed to the creation of each generation of mobile network standards, and this goes for the upcoming 5G network. Additionally, we also provide support to their IoT activities.

Thales SIM cards offer connectivity and security for Telecommunication operators. (Credit: iStock)

In Vietnam’s banking & payment sector, Thales helps major banks such as Vietcombank, BIDV and Techcombank to meet their challenges with multiple payment methods for both digital and physical transactions. Most of the local EMV Payment cards are secured by Thales, thanks to our unique know how in chip cards as well as Hardware Security Modules (HSMs).

Thales also supports the digital transformation of Vietnamese banks with our strong authentication and risk management solutions. We protect digital banking customers from external attacks on whichever device they are using and guarantee an ideal balance between a user-friendly, and secure online experience.

Thales prepares the future of Vietnam payment security by providing our expertise to the National Payment Corporation of Vietnam (NAPAS) on EMV migration following the country’s mandate on the adoption of chip card technology. It brings more security against counterfeited, lost and stolen cards in the country.

Thales’ secure EMV Payment cards significantly reduces the occurrence of counterfeited, lost and stolen cards in the country. [Credit: Thales]