

CÔNG TY CỔ PHẦN FPT
FPT CORPORATION

CỘNG HOÀ XÃ HỘI CHỦ NGHĨA VIỆT NAM
Độc lập - Tự do - Hạnh phúc
THE SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness

Số/No.: 428/FPT-FCC

Hà Nội, ngày 24 tháng 10 năm 2017
Hanoi, October 24th, 2017

**CÔNG BỐ THÔNG TIN
TRÊN CÔNG THÔNG TIN ĐIỆN TỬ
CỦA ỦY BAN CHỨNG KHOÁN NHÀ
NƯỚC VÀ SGDCK TP.HCM**

**DISCLOSURE OF INFORMATION ON
THE STATE SECURITIES
COMMISSION'S PORTAL AND
HOCHIMINH STOCK EXCHANGE'S
PORTAL**

Kính gửi/ To: - Ủy ban Chứng khoán Nhà nước/ *The State Securities
Commission*
- Sở Giao dịch chứng khoán TP.HCM/ *Hochiminh Stock
Exchange*

- Tên tổ chức / *Organization name*: Công ty Cổ phần FPT/ *FPT Corporation*
- Mã chứng khoán/ *Security Symbol*: FPT/ *FPT*
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hình hoạt động kinh doanh 9 tháng năm 2017/ *Financial performance highlights in nine
months of 2017.*

Thông tin này đã được công bố trên trang thông tin điện tử của công ty vào ngày
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This information was disclosed on Company/Fund's Portal on date October 24th, 2017
Available at: <https://fpt.com.vn/en/ir/information-disclosure>




Tôi cam kết các thông tin công bố trên đây là đúng sự thật và hoàn toàn chịu trách nhiệm trước pháp luật về nội dung các thông tin đã công bố./

I declare that all information provided in this paper is true and accurate; I shall be legally responsible for any misrepresentation.

Tài liệu đính kèm/Attachment: Tóm tắt tình hình hoạt động kinh doanh 9 tháng năm 2017/Financial performance highlights in nine months of 2017

Nơi nhận/Recipient:

- Như trên/As above:
- Lưu/Archived by: VT, FCC/Admin, FCC

Đại diện tổ chức 

Organization representative

Người CBTT/Party to disclose information



TRƯỞNG BAN TRUYỀN THÔNG FPT
Bùi Nguyễn Phương Châu



No.: 429/FPT - FCC

Hanoi, October 24th, 2017

FINANCIAL PERFORMANCE HIGHLIGHTS IN NINE MONTHS OF 2017

In the first nine months of 2017, FPT's revenue and profits indicators all showed growth as planned. Consolidated revenue was VND 31,131 billion, up 9% YoY. Profit before tax (PBT) was VND 2,308 billion, increasing by 15% YoY and equal to 99% of the YTD target. Profit after tax (PAT) was VND 1,955 billion, up 12% YoY.

Year-to-date PAT attributable to parent company's shareholders was VND 1,507 billion, up 13% YoY. Year-to-date EPS was VND 2,845 in the nine-month period, up 13% YoY.

FPT's earnings growth in nine-month period continued to be driven by the two core business sectors including Technology and Telecom, which accounted for 73% of the consolidated PBT of the group. Specifically, the Technology and Telecom sectors' profit before tax were up 16% and 10% YoY, respectively.

FPT's overseas markets recorded revenue of VND 4,879 billion, up 17% YoY, and PBT of VND 741 billion, up 23% YoY, accounting for nearly one-third of the consolidated PBT.

SUMMARY OF NOTABLE EVENTS

- ❖ **Synnex invests to own 47% of FPT Trading:** FPT Corporation has signed an investment agreement with the strategic partner Synnex Technology International Corporation (Synnex) – A USD-33-billion-revenue corporation and being the world's third largest distribution group in IT, telecom and IC component distribution. Accordingly, Synnex will invest to own 47% of charter capital of FPT Trading Company Limited (FPT Trading).
- ❖ **FPT transferred 30% of its ownership in FRT to Dragon Capital and VinaCapital:** August 11, FPT has completed transferring 30% of FPT Digital Retail JSC (FPT Retail)'s charter capital, which is equivalent to 6,000,000 shares, to funds managed under and associated with Dragon Capital and VinaCapital.



GLOBALIZATION

- ❖ **FPT Software and Siemens Join Forces to Push Forward the Expansion of MindSphere:** FPT and Siemens will work together to provide worldwide solutions on MindSphere to help businesses adopt digital transformation for their organizations,



particular in leveraging big data for IT/OT convergence. FPT will also develop up to 1,000 FTEs worldwide to help Siemens in MindSphere's global go-to-market.

- ❖ **FPT Software and Futurenuri corporate to digitalize library system in Vietnam:** On September 26, 2017, FPT Software and Futurenuri (Korea) announced their cooperation in providing and deploying Tulip digital library system for universities, organizations and enterprises etc.
- ❖ **FPT Japan open R&D Centre in Okinawa:** FPT Okinawa R&D Centre (FORD) operates as a nearshore centre of FPT in Japan to improve access to advanced technology to change innovative ideas into products and services.
- ❖ **FPT signs strategic cooperation agreement with Coca Cola Vietnam:** On August 22, FPT Chairman Truong Gia Binh and CIO of Coca Cola Tiffani Sassei officially signed a cooperation agreement for digital transformation for the 2017-2020 period.



PROJECTS

- ❖ **First 5-star hotel in Vietnam run FPT.iHotel:** Grand Hotel managed by Saigon Tourist is the first 5-star hotel to run FPT.iHotel. The project has been deployed since June 2016. It is completed by the end of this year.
- ❖ **FPT IS builds the backup system for the Internet center of Vietnam:** When coming into operation, the system will ensure that service will not be interrupted and will have the highest level of security for Vietnam Internet Network Information Center. Moreover, it will reduce the risk of break-down for the national DNS service to the lowest level.
- ❖ **FPT IS deploy ERP system for Vietnam's largest wood processing enterprise:** On September 20, 2007, FPT IS and Truong Thanh Furniture Corporation officially kicked off Enterprise Resource Planning System - SAP S4Hana. The system will help Truong Thanh plan and manage all production and business activities in a transparent and consistent manner, setting the foundation for its sustainable development.
- ❖ **FPT IS complete implementation of Oracle E-Business Suite for Binh Minh Plastic:** The system will help Binh Minh Plastics get consistent and transparent information, control accounting data from its branches/factories and member companies, and make quick decisions any time anywhere.
- ❖ **FPT IS helps Dong Nai to become the pioneer in E-Hospital:** On 30 August, FPT IS has officially started the 2nd phase of the project "Building the Health management information system of Dong Nai".
- ❖ **FPT digitize freight transport operations of Vietnam Railways:** Currently, the freight management operations of Vietnam Railways have been moved into a computerized software deployed by FPT IS.
- ❖ **FPT implement ERP system for one of the world' Top 5 soymilk manufacturers:** On August 2, FPT IS officially kicked off a VND46 billion project of implementing SAP ERP system for the Vietnam Soya Product Company (Vinasoy). It will be expected to run on June 1, 2018.

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- ❖ **FPT IS deploys ERP for ALS to create breakthrough in management:** Aviation Logistics Corporation (ALS) has just officially kicked off the Enterprise Resource Planning project (ERP) with the total value of VND1 1 billion. This project will be implemented by FPT IS within 9 months.



AWARDS

- ❖ **Sendo.vn ranked among Top 3 Vietnamese E-Commerce based on monthly visits:** Online shopping aggregator's portal of 7 South East markets (iPrice) has just released Vietnam's E-commerce map. With nearly 25 million views per month, Sendo.vn ranked among 3 e-commerce corporations with most visits in Vietnam.
- ❖ **FPT IS - the only Vietnamese enterprise to receive Outstanding ICT Company Award:** FPT IS become only Vietnamese enterprise to receive Outstanding ICT Company Award at 2017 ASOCIO ICT Summit held on September 12 in Taiwan.
- ❖ **FPT successively honoured at Top ICT Vietnam 2017:** The award ceremony of Top ICT Vietnam 2017 was held by HCM City Computer Association (HCA) on September 19. Three FPT's member companies were honoured with awards in 5 categories.
- ❖ **FSB's full-time MBA among Top 30 in Far East Asia:** FPT School of Business (under FPT University) became the only representative of Vietnam to have full-time MBA program among Top 30 in Far East Asia and Top 200 in the world.
- ❖ **FPT among Forbes Vietnam's Top 50 for 5th consecutive year:** Vietnam Forbes Magazine honored 50 best listed companies on the Vietnamese stock market in 2017 on September 14. FPT ranked among the list for the 5th consecutive year and became the only tech firm in the sector of software, telecommunication and retail.



TECHNOLOGY

- ❖ **FPT supports people to buy train tickets since 15 October:** From 8 am 15 October, Vietnam National Railways will start selling train ticket for the Lunar New Year 2018 on their website, in the stations, and with their agencies. FPT will have their technical staff in the stations in Hanoi and Ho Chi Minh City support citizens to book tickets online.
- ❖ **FPT Television launches first Interactive Theatre Program in Vietnam:** On September 29, FPT Television launched the first Interactive Theatre Program in Vietnam, allowing audiences to participate in the performances and pick the ending.
- ❖ **FPT and Arago announce strategic global partnership:** July 10, FPT Software, a global leading software and technology company headquartered in Vietnam and Arago GmbH (Arago), a pioneer in artificial intelligence (AI) and leader in intelligent automation, today announced a strategic global partnership.
- ❖ **FPT Software and MICA sign a cooperation agreement to develop AI projects:** Recently, FPT Software and the International Research Institute MICA signed a joint research and development agreement on artificial intelligence projects, mainly image and speech processing.

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EDUCATION

- ❖ **FSB announce VND4 billion MBA scholarship fund for people with high PQ:** This is the “MBA scholarship program for Future leaders” held by FPT School of Business under FPT University. The program is to discover the candidates with the born nature of leadership to nurture the talents for the promising source of nation-wide leaders. The fund is VND4 billion in total, which has been allocated to 200 portions due to the candidate capabilities.

Organization representative

Party authorized to disclose information



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Bùi Nguyễn Phương Châu

