

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.: 29 /FPT-FCC

Hà Nội, ngày 30 tháng 1 năm 2018
Hanoi, January 30th, 2018

**CÔNG BỐ THÔNG TIN
TRÊN CÔNG THÔNG TIN ĐIỆN TỬ
CỦA ỦY BAN CHỨNG KHOÁN NHÀ
NƯỚC VÀ SGDC 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*
- Địa chỉ trụ sở chính/ *Address*: Số 17 Duy Tân, Phường Dịch Vọng Hậu, Quận Cầu Giấy, Hà Nội/ *17 Duy Tan Street, Dich Vong Hau Ward, Cau Giay Distric, Hanoi*
- Điện thoại/ *Telephone*: 04. 7300 7300
- Fax: 04. 3768 7410
- Người thực hiện công bố thông tin/ *Submitted by*: Bà Bùi Nguyễn Phương Châu/ *Ms. Bui Nguyen Phuong Chau*
Chức vụ/ *Position*: Trưởng Ban Truyền thông FPT/ *Head of FPT Corporate Communications Department*

Loại thông tin công bố: định kỳ bất thường 24h theo yêu cầu
Information disclosure type: Periodic Irregular 24 hours On demand

Nội dung thông tin công bố (*)/ *Content of Information disclosure (*)*: Kết quả hoạt động kinh doanh năm 2017/ *Financial performance highlights in 2017.*

Thông tin này đã được công bố trên trang thông tin điện tử của công ty vào ngày 30/01/2018 tại đường dẫn : <http://fpt.com.vn/vi/nhadautu/cong-bo-thong-tin>

This information was disclosed on Company/Fund's Portal on date January 30th, 2018
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 năm 2017/Financial performance highlights in 2017

Đại diện tổ chức
Organization representative
Người CBTT/Party to disclose information



Bùi Nguyễn Phương Châu

Nơi nhận/Recipient:

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



No.: 28/FPT – FCC

Hanoi, January 30th, 2018**PROFIT BEFORE TAX INCREASED BY 41% IN 2017**

Ending the financial year 2017, FPT recorded consolidation revenue of VND 43,845 billion, up 8% versus FY2016. Profit before tax (PBT) was up 41% year on year (YoY) to VND 4,249 billion. Profit after tax (PAT) was VND 3,522 billion, up 37% YoY. FPT's profit has increased sharply thanks to good performance of business lines and gain on the divestment of two companies: FPT Digital Retail Joint Stock Company (FPT Retail) and FPT Trading Company Limited (FPT Trading).

PAT attributable to parent company's shareholders was up 47%, to VND 2,927 billion and EPS was VND 5,122.

On 18 December 2017, FPT completed reducing the ownership in FPT Retail and FPT Trading to under 50%. Specifically, FPT's proportions of ownership in FPT Retail and FPT Trading has been reduced to 47% and 48%, respectively and these companies are no longer subsidiaries of FPT, becoming associates instead. FPT's businesses are now grouped under three main segments: Technology, Telecom, Education and Others.

Main business sectors performance

Technology and Telecom were the two key business segments with the largest contributions to FPT's profit in 2017. Technology sector recorded revenue and PBT of VND 11,083 billion and VND 1,131 billion, up 11% and 3% YoY, respectively.

Telecom sector had its revenue up 15%, to VND 7,651 billion. However, PBT was VND 1,222 billion, slightly up 2% due to the provision of Vietnam public-utility telecommunication service fund and license fee.

Overseas markets had profit up 29% YoY, continuing to be a key growth driver going forward

Contributing a third of the consolidated PAT, the overseas markets continued to be a key growth driver of FPT. Ending the FY2017, FPT's overseas markets recorded a healthy growth with revenue increased by 18% to VND 7,199 billion, and PBT up 29% YoY to VND 1,207 billion. Overseas performance mainly came from the software outsourcing which focuses on developed market such as Japan, the US and Europe. Concretely, the software outsourcing recorded revenue and PBT up 20% and 25% YoY, respectively. In 2017, FPT made a strong impression in Japanese market with the signing of a software contract worth USD 36.5 million - the largest contract in its nearly 20-years history of globalization.

Revenue and PBT in 2018 business plan increase 11% and 18%, respectively

In 2018, FPT will no longer consolidate the revenue of Retail and Distribution sector. Revenue plan was VND 21,900 billion, up 11% YoY if comparable.

Regarding PBT plan in 2018, FPT will consolidate the profit of Retail and Distribution sector only based on the proportion of ownership. FPT's PBT plan was VND 3,484 billion, up 18% YoY if comparable.

TOP 10 NOTABLE EVENTS IN 2017

1. FPT won the "Dinosaur" software project

The USD 36.5 million project was signed by FPT with Japanese customers and is being implemented by FPT Software Company. First time in its history, FPT Japan (a unit of FPT Software) will take the role of a Systems Integrator (SI), providing consultation and problem solving of technology to end users.

2. FPT has made great strides in deploying intelligent transportation systems

In 2017, FPT marked a new development in the field of intelligent transportation by being assigned to deploy the intelligent traffic system of Hanoi. The total estimated investment of the project was 1.7 trillion VND with 9 important components such as the operating/controlling system, the monitoring and collecting traffic information system, digital map, etc. In Ho Chi Minh city, FPT has developed and implemented intelligent transportation solutions including the Bus information management system; Electronic traffic information board; Measurement of vehicle traffic by camera with more than 90% of accuracy; Traffic Information Service Portal, etc.

3. FPT released the first Vietnamese AI platform (FPT.AI)

On June 6th 2017, FPT officially released the artificial intelligence platform named FPT.AI which enables the technology community to use FPT's research results to bring AI to life. FPT.AI applies the latest machine learning techniques for natural language processing, supporting those applications that use interactive user interfaces with voice or text. FPT.AI has been used by domestic and foreign enterprises to develop business solutions. Also in this year, the first self-driving test car of FPT rolled out, receiving a lot of attention from the technology community as well as the domestic and international media.

4. FPT divested from Distribution and Retail Sectors, focusing on Technology

On December 19th 2017, FPT announced the divestment to less than 50% at FPT Retail and FPT Trading. Accordingly, FPT's shareholding in FPT Retail and FPT Trading is 47% and 48%, respectively. These units become affiliated companies instead of FPT subsidiaries. This decision is a part of FPT's core strategy that focusing on information and communications technology.

5. FPT Education launched a series of new products

It can be said that 2017 has been the memorable year of FPT Education with many outstanding events such as the commencement of the campus of FPT University in Can Tho; welcoming a series of national as well as international politicians and important figures.

Especially, with the first year enrollment of FPT High School in Da Nang and the establishment of FPT Primary School and FPT Secondary School, FPT Education has made an important milestone when it successfully expanded the locations and helped the organization to improve its "multi-level" target from elementary to postgraduate.

6. FPT Telecom celebrated 20 years of establishment

At the 20th anniversary of Internet Vietnam, FPT Telecom was honored in the top 5 most influential internet service providers in Vietnam. FPT Telecom has also continuously created remarks, enhancing the Internet experience for customers. In 2017, FPT Telecom launched SOC - the 1 Gbps Internet service package for individuals and households, which is the fastest one in Vietnam currently. Using the fiber optic infrastructure along with advanced technology devices, this service allows users to experience the speed of 100 times faster than the average Internet access speed in Vietnam.

7. iKhien and Post & Tag awards honored innovative work practices

In 2017, FPT organized iKhien award which honors the innovative work practices of FPT employees, encouraging the formation and implementation of new ideas; enhancing work efficiency, promoting the owner mindset in each staff and building a creative and transparent work environment. This is the largest scale innovation award of the Corporation up until now. 155 applications were submitted and competed within nine months, finalizing with 9 Gold, 18 Silver, 10 Bronze, and 7 Consolation prizes awarded to the outstanding individuals and units in FPT's member companies.

8. Commencement of construction projects owned by FPT

On December 12th 2017, the Corporation commenced FPT Tower complex on an area of 1.6 ha in Cau Giay District, Hanoi. With gross floor area of over 100,000 m², FPT Tower will provide workplace for approximately 9,000 people in IT industry. Currently, this is the largest construction site of the Corporation. Previously, on December 6th 2017, the FPT University and Software Park complex in Can Tho were built on an area of over 17 ha, with a total estimated investment of VND 1,400 billion. When the complex comes into operation, it will provide high-quality human resources to the Mekong Delta River region. By now, FPT has owned 17 office and training complexes throughout the country.

9. Many senior leaders visited and worked at FPT

In 2017, FPT was honored to receive many delegations from the government, ministries of Vietnam and other countries, such as, Prime Minister Nguyen Xuan Phuc; Deputy Prime Minister Vu Duc Dam; King of Brunei, Haji Hassanal Bolkiah Mu'izzaddin Waddaulah; Deputy Prime Minister who is in charge of investment and IT of Slovakia, Mr. Peter Pellegrini. In addition, many senior leaders of the world's biggest corporations of digital transformation have visited and signed many important cooperation agreements. Chairman and CEO of Siemens, Mr. Joe Kaeser, visited Vietnam and FPT in May. Airbus's Chief Technology Officer, Marc Fontaine, signed a cooperation agreement with FPT Software in Hoa Lac campus in last December.

10. Establishment of relationships with many companies in the Fortune 500

Since 2016, with strategic goal of accompanying with corporations that own the world's leading technology platform and the initiative of digital transformation, FPT has approached and cooperated with many global corporations whose turnover is up to tens of billion USD. FPT calls this a "whale hunting strategy."

In 2017, in addition to the dramatic changes in the number of contracts signed with foreign partners, FPT has established new relationships with 40 major corporations, including 20



famous corporations in the Fortune 500 such as Airbus, SiemensCurrently, FPT is the only technology company in the world selected by Airbus to jointly develop the Skywise technology platform – an open IoT platform that provides free data for the whole Airbus industry. By the end of 2017, FPT has been providing services and solutions for 75 customers and partners in the Fortune 500.

Organization representative

Party authorized to disclose information



TRƯỞNG BAN TRUYỀN THÔNG FPT

Bùi Nguyễn Phương Châu

