

The background features a dark blue space with a grid of glowing orange and blue lines at the bottom, suggesting a digital landscape. A large, glowing orange and yellow 3D arrow points upwards, centered within a circular digital interface. Surrounding this central element are various icons: a globe, a DNA helix, a shield, a Wi-Fi symbol, a gear, a person icon, a laptop, and a cloud. The letters 'AI' are faintly visible in the lower center. The overall theme is technology and digital growth.

EARNINGS REPORT
9M2023

FPT CORPORATION



DISCLAIMER

This document has been prepared by FPT Corporation and its subsidiaries for the purpose of setting out certain information in respect of FPT's business activities in the period stated. This document may contain forward-looking statements that reflect management's current view with respect to the future development of FPT Corporation, as well as its subsidiaries. The outlook is based on estimates and expectations that have been made on the basis of all the information available at this point in time. In addition, such forward-looking statements are subject to risks and uncertainties, which may cause actual results to differ materially.

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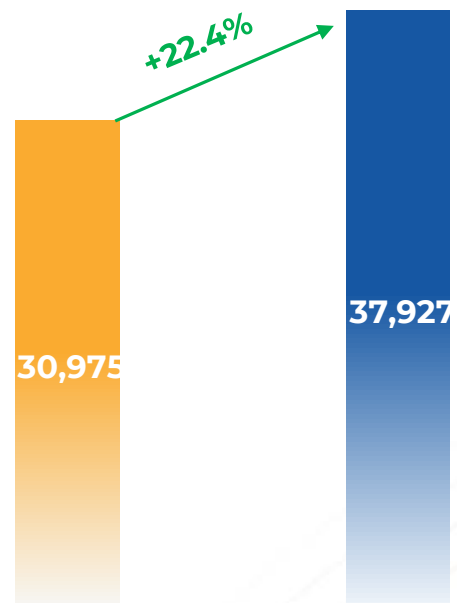


FINANCIAL PERFORMANCE IN 9M2023

Unit: VND billion

FPT's business performance in the 9 months of 2023 continue to grow at 20%, closely following the guidance set out at the Annual General Meeting of Shareholders,...

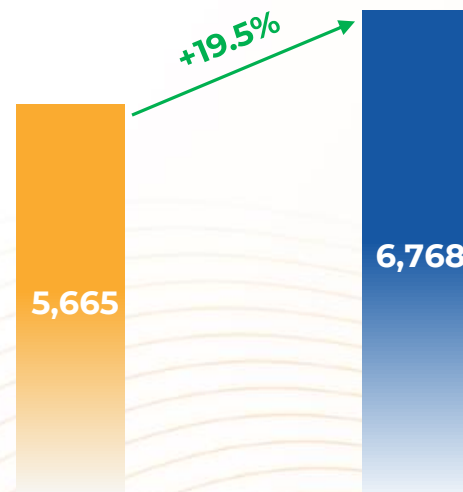
FPT's Revenue



9M2022

9M2023

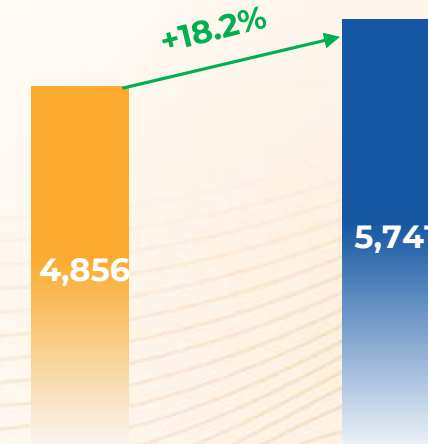
FPT's Profit-Before-Tax



9M2022

9M2023

FPT's Profit-After-Tax



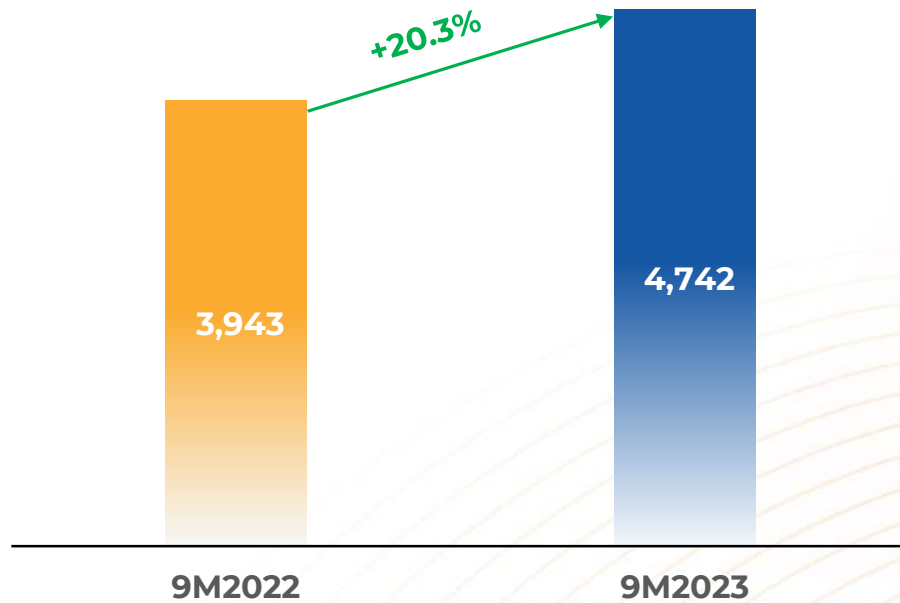
9M2022

9M2023

FINANCIAL PERFORMANCE IN 9M2023

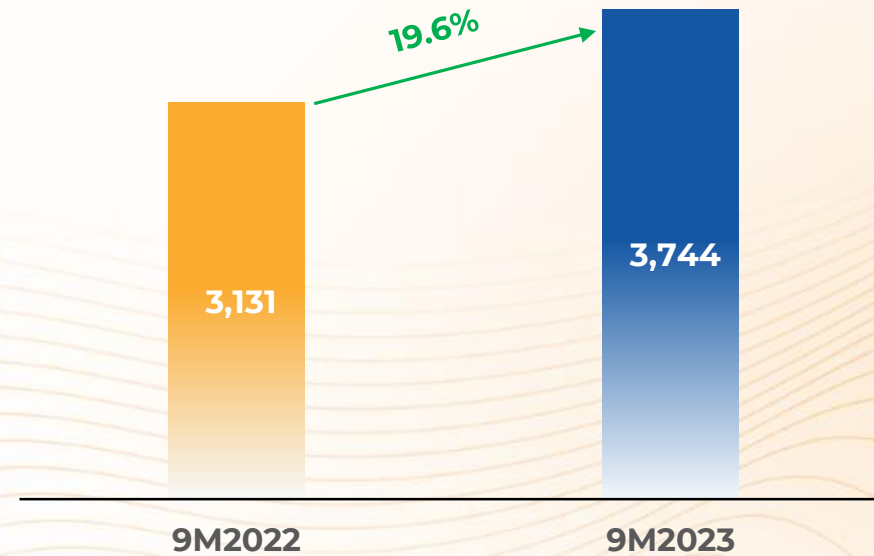
...aiming towards creating value and ensuring interest for our Shareholders.

PAT to Parent company's shareholder



Unit: VND billion

EPS

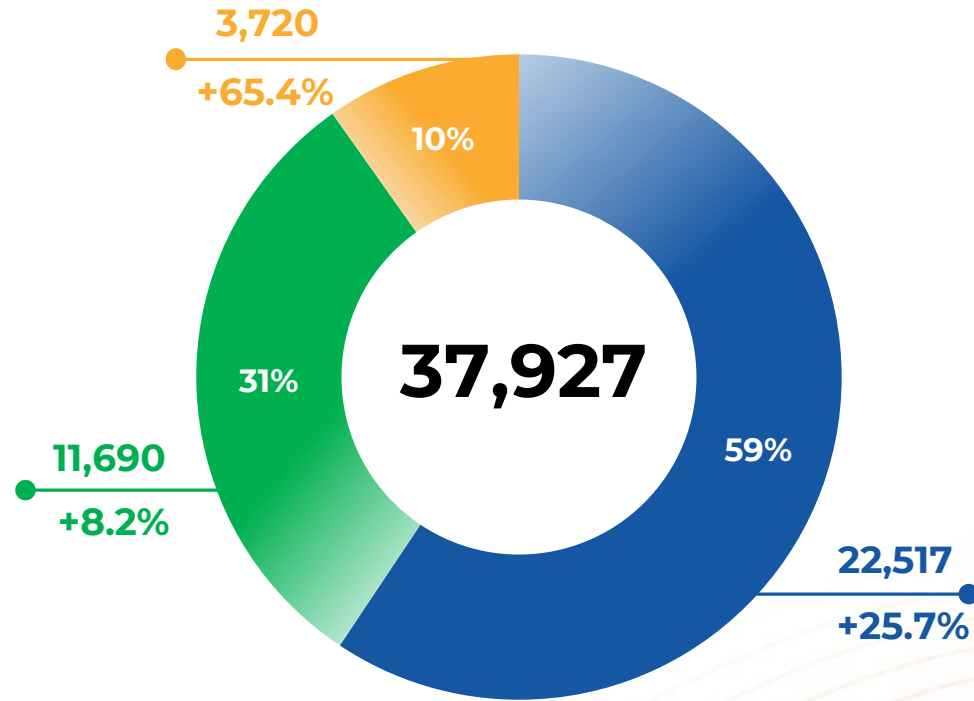


Unit: VND

PERFORMANCE BY BUSINESS SECTOR

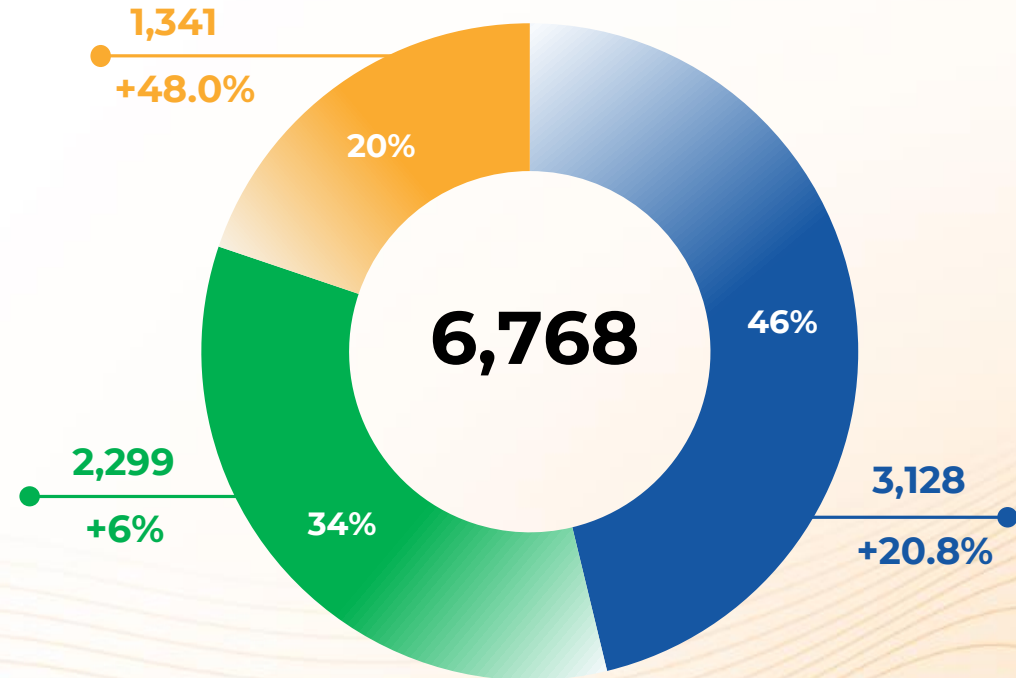
Unit: VND billion

Revenue by sector



- Technology
- Telecommunication
- Education, Investment and Others

PBT by sector



- Technology
- Telecommunication
- Education, Investment and Others

9M2023 PERFORMANCE BY BUSINESS SEGMENT

Unit: VND billion

GLOBAL IT SERVICES

17,626 (+30.8%) in Revenue
2,878 (+30.2%) in PBT

DOMESTIC IT SERVICES

4,891 (+10.2%) in Revenue
250 (-34.1%) in PBT

TELECOM SERVICES

11,278 (+10.1%) in Revenue
2,217 (+15%) in PBT

ONLINE ADVERTISING

413 (-26.8%) in Revenue
82 (-65.9%) in PBT

EDUCATION, INVESTMENT AND OTHERS

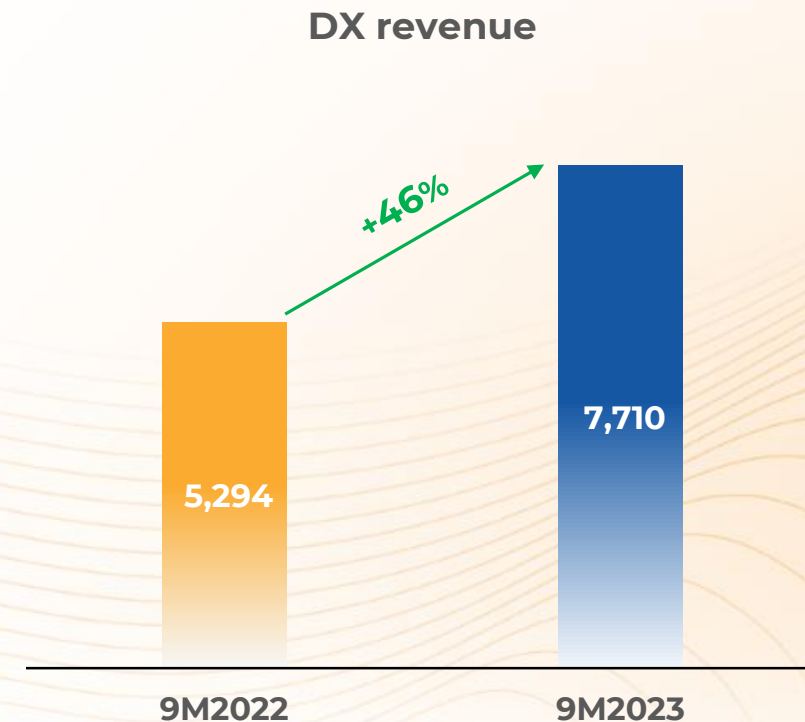
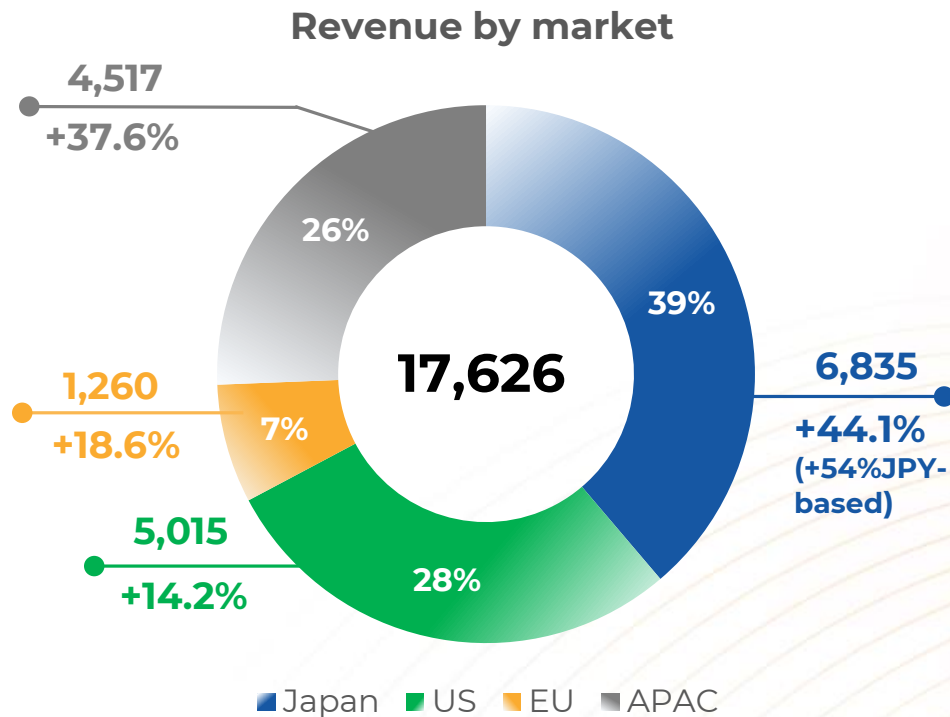
3,720 (+65.4%) in Revenue
1,341 (+48%) in PBT

GLOBAL IT SERVICES SUSTAINED ROBUST GROWTH

Unit: VND billion

Revenue continued to increase in all markets, especially in Japan (+44.1%) and APAC (+37.6%), fueled by high demand for IT spending in these markets, especially spending for Digital Transformation services.

Revenue from Digital Transformation reached **VND 7,710 billion** in the 9 months of 2023, up by **46% YoY**, focusing on new technologies such as Cloud, AI/Data Analytics, ...



GLOBAL IT SERVICES: 20 LARGE DEALS OF \$5MN+

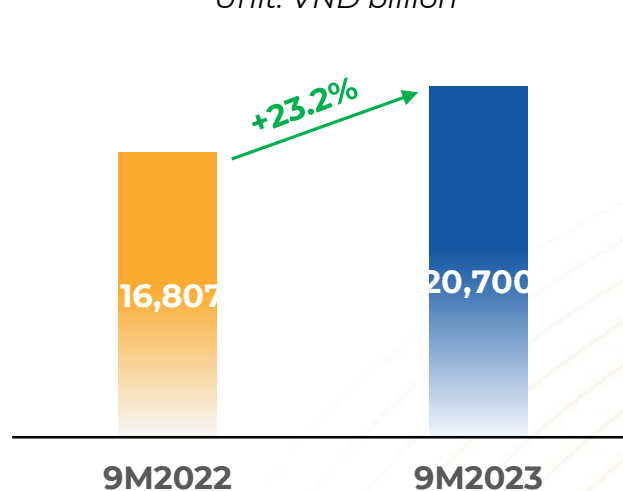
9 months of 2023, FPT recorded various orders from global clients, including 20 deals with a scale of over \$5 million, **signed revenue reached VND 20,700 billion (+23.2% YoY).**

Signed revenue

Signed revenue posted VND 20,700 billion (+23.2% YoY)

Signed revenue

Unit: VND billion

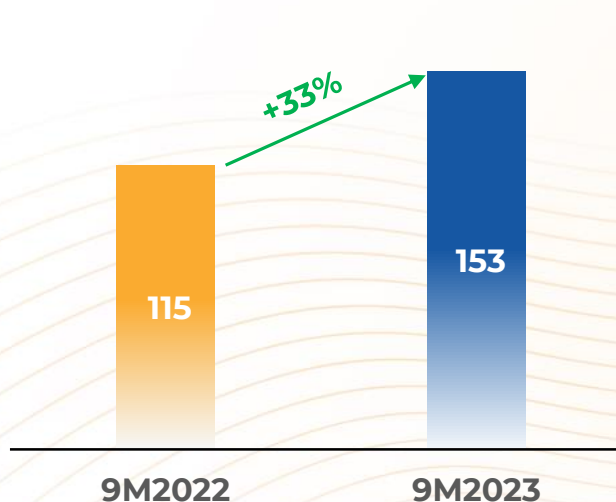


Clients

Number of clients with revenue from \$500K : 262 (+17%)

Number of clients with revenue from \$1M : 153 (+33%)

Clients with revenue \$1M+



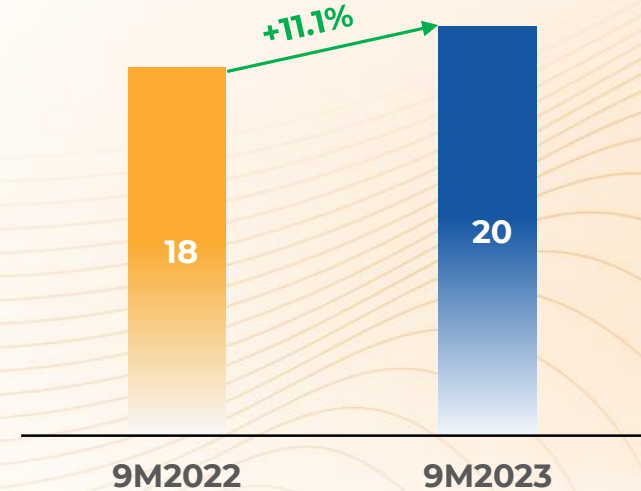
Deals (*)

Semi-mega deals (\$500k+): 144 (-34.5%)

Mega deals (\$1+ mn): 99 (-6.6%)

Large deals (\$5+ mn): 20 (+11.1%)

Large deals (\$5+ mn)



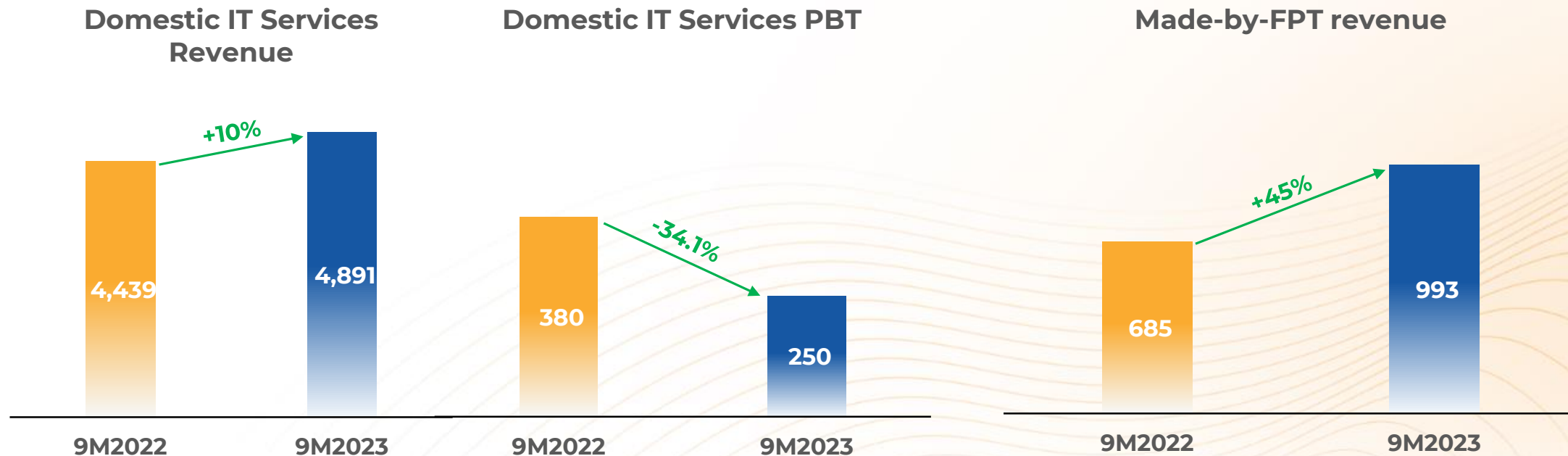
*) The number of semi-mega deals and mega deals decreased while the number of large deals increased by 11% (the value of large deals increased by 66%), showing shift towards larger deals and the effectiveness of FPT's "whale-hunting" strategy.

DOMESTIC IT SERVICES MAINTAINED REVENUE GROWTH

Domestic IT Services reached **VND 4,891 billion (+10%) in revenue** and **VND 250 billion (-34.1%) in PBT**. FPT continue to promote cooperation with the public sector, foreign businesses and other resilient economic sectors to maintain growth.

Made-by-FPT ecosystem continued stellar growth, posted **VND 993 billion (+45%) in revenue**.

Unit: VND billion

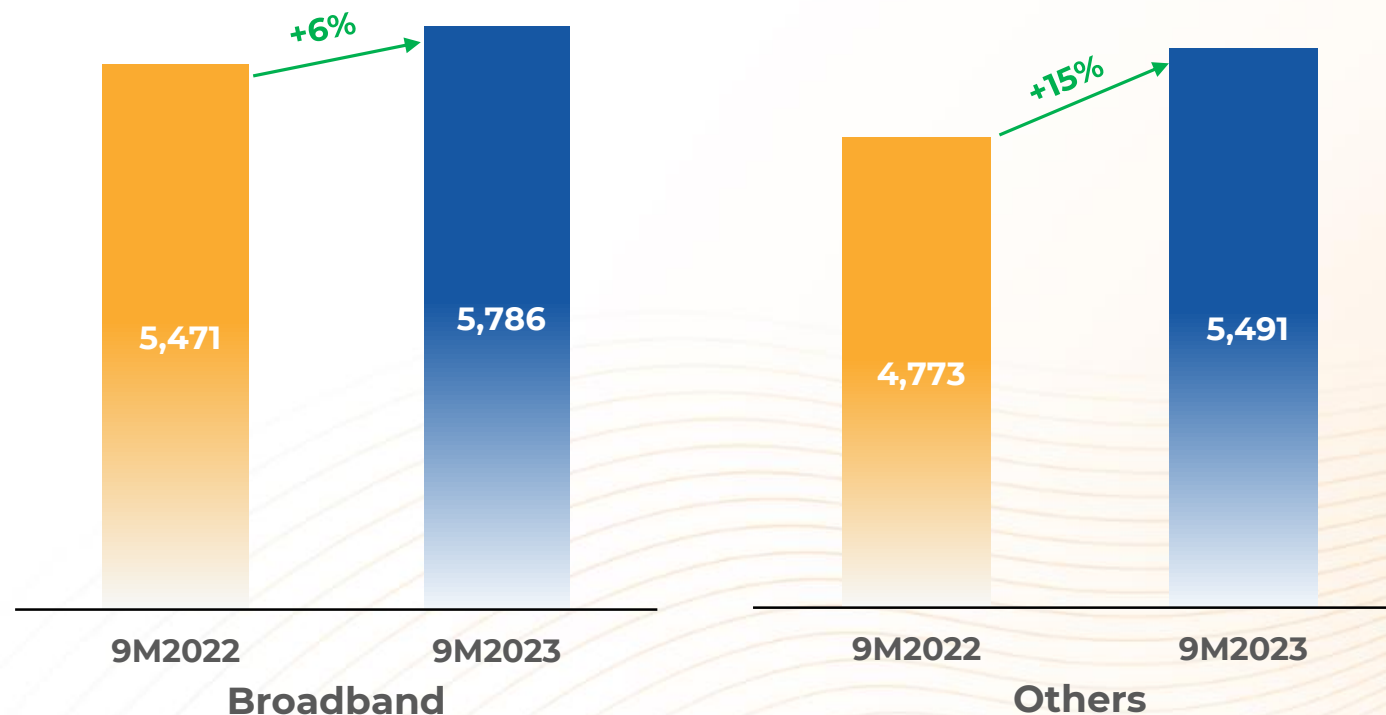


TELECOM SERVICES MAINTAINED DOUBLE-DIGIT GROWTH

Telecom Services recorded double-digit growth with revenue of **VND 11,278 billion (+10.1%)** and PBT of **VND 2,217 billion (+15%)**.

Unit: VND billion

Revenue by business lines

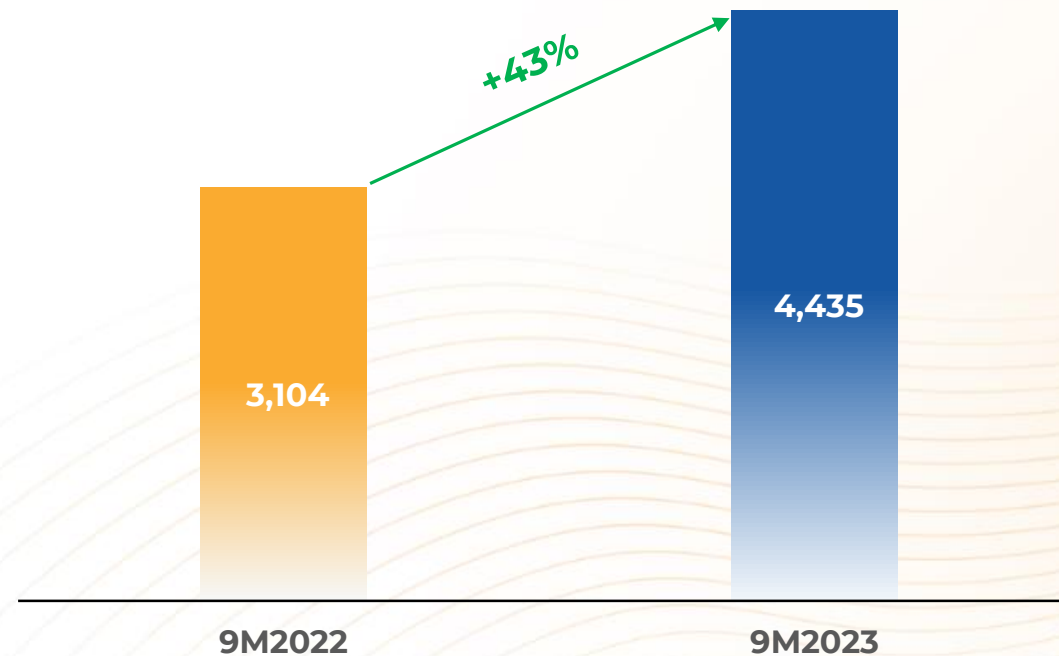


● EDUCATION: MAINTAINED HIGH GROWTH RATE

Unit: VND billion

The Education segment continued to see strong revenue growth of **43%**, reaching **VND 4,435 billion** in the 9 months of 2023.

Education Revenue



BUSINESS HIGHLIGHTS IN Q3/2023



FPT Software forges strategic alliance as Nippon Seiki's Software Development Partner

FPT Software signed a cooperation agreement, in charge of all software development for various types of equipment of Nippon Seiki - Japan's largest tachometer manufacturer with a history of 70 years of operation. Under the agreement, FPT Software is responsible for the full life-cycle software development while Nippon Seiki focuses its resources on hardware development for global supply. FPT Software will start by building a platform and developing applications for meter products, applying the most modern technologies such as CGI or MBD/Matlab emulator.

FPT's AI Technology granted nationwide patent in Japan

Japan Patent Office (JPO) has issued a patent on the artificial intelligence-based image recognition technology by FPT Software. This technology introduces a new neuron mapping architecture that de-aggregates imaging components while still retaining the spatial connection of data, across molecular spots on the surface of the image. This neuron mapping architecture is not only applicable in local-density approximation exercises (examples include for people or vehicles in traffic), but also for other applications in computer vision. The data processing mechanism introduced in this patent is similar to that of Vision Transformer (ViT) models, the variation of well-known Transformer models in ChatGPT (Generative Pretrained Transformer) in the field of image recognition.



● BUSINESS HIGHLIGHTS IN Q3/2023



FPT University establishes the Department of Semiconductor and Microelectronics

FPT University has recently set up the Department of Semiconductor and Microelectronics, aiming to develop a top-quality workforce and conduct research on microelectronics and semiconductors. The Department of Semiconductor and Microelectronics at FPT University is expected to welcome its first batch of students in 2024, focusing on in-depth training in IC design and conducting research for Vietnam's semiconductor and microelectronics industry.

Great Place To Work honored FPT Corporation as the Best place to work 2023-2024

With nearly 90% positive employee feedback, FPT Corporation, one of the leading technology conglomerates in Vietnam, has received certification and prestigious recognition from Great Place To Work (GPTW). This result serves as the demonstration of FPT's relentless efforts over the past 35 years to create a joyful work environment and a workplace culture that meets international standards. The GPTW survey results show that FPT Corporation is highly rated by employees in critical areas, including the fairness index, a friendly work environment, employee pride in the organization, colleague camaraderie, and satisfaction with leadership.



● FPT Techday 2023 confirms its return in October



FPT Techday 2023 - Vietnam's largest annual technology, themed “Building a Happier Future”, will be host by FPT Corporation on October 24 - 25 at the National Convention Center, Nam Tu Liem District, Hanoi, Vietnam. The exhibition and conference space will cover an area of up to 8,000 square meters and is expected to attract 10,000 attendees, including 2,500 global businesses.

Register to attend the event at <https://techday.fpt.com/>