



FPT CORPORATION EARNING REPORT

Q3/2020



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01

FPT's Performance for 9M2020

FINANCIAL PERFORMANCE IN 9M/2020

Unit: VND Billion

REVENUE

21,164

+8.0% YoY

PROFIT BEFORE TAX

3,814

+8.7% YoY

PROFIT AFTER TAX (PAT)

3,170

+7.8% YoY

PAT TO PARENT
COMPANY'S SHAREHOLDER

2,555

+7.4% YoY

EPS
(VND)

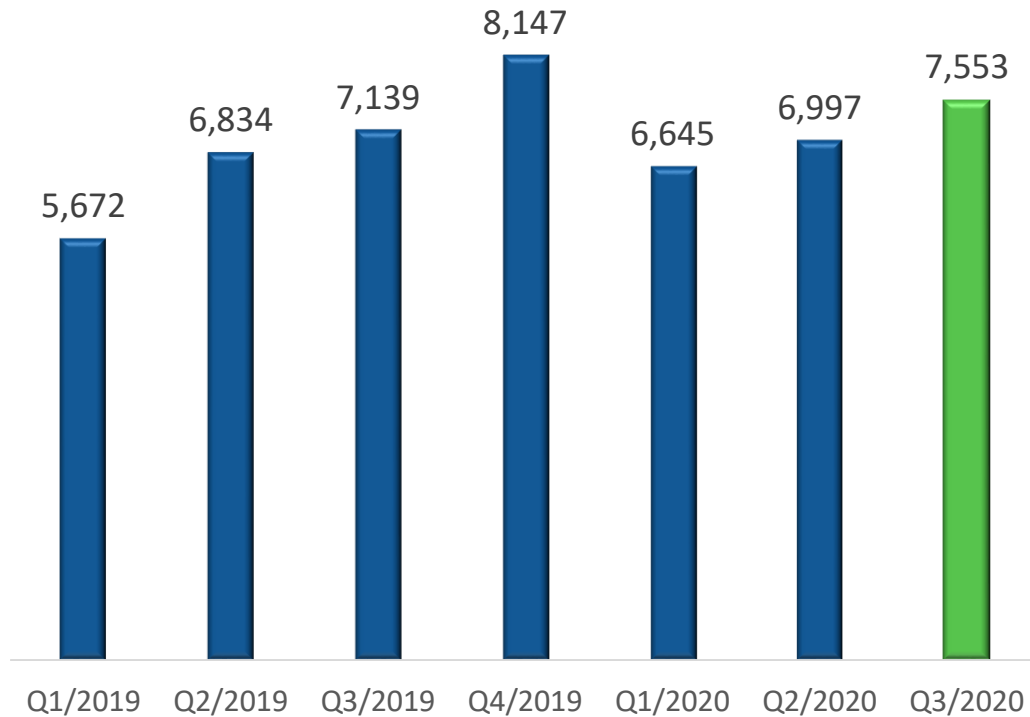
3,264

+6.9% YoY

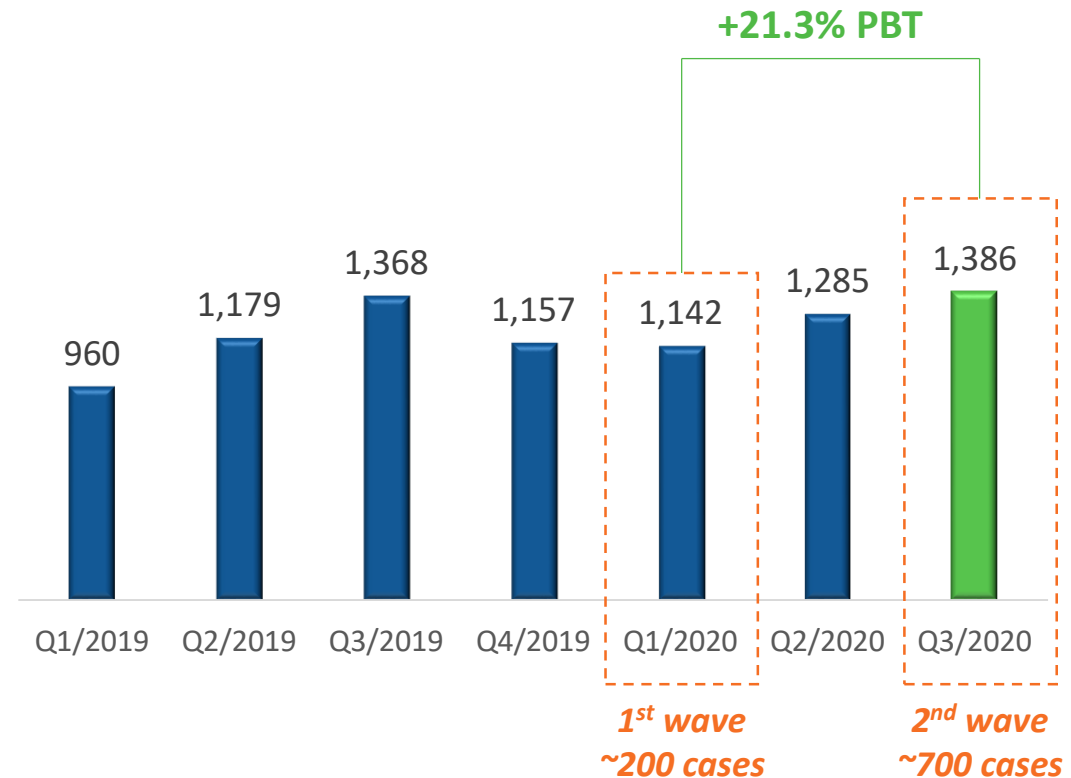
SUSTAINABLE GROWTH FROM THE PEAK OF THE PANDEMIC

- Despite the second wave of COVID-19, FPT's Q3 performance stills grew 21% compared to Q1 result
- Q3 has set a solid ground for future growth: Q3 signed revenue for both Global and Domestic IT Services increased 48% YoY

Revenue



PBT



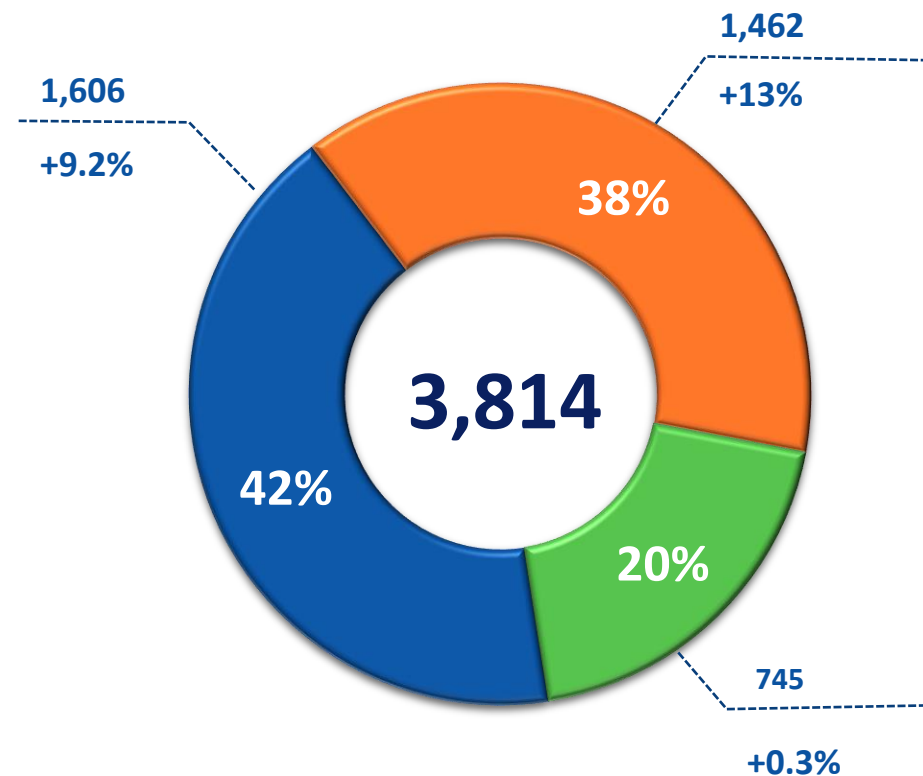
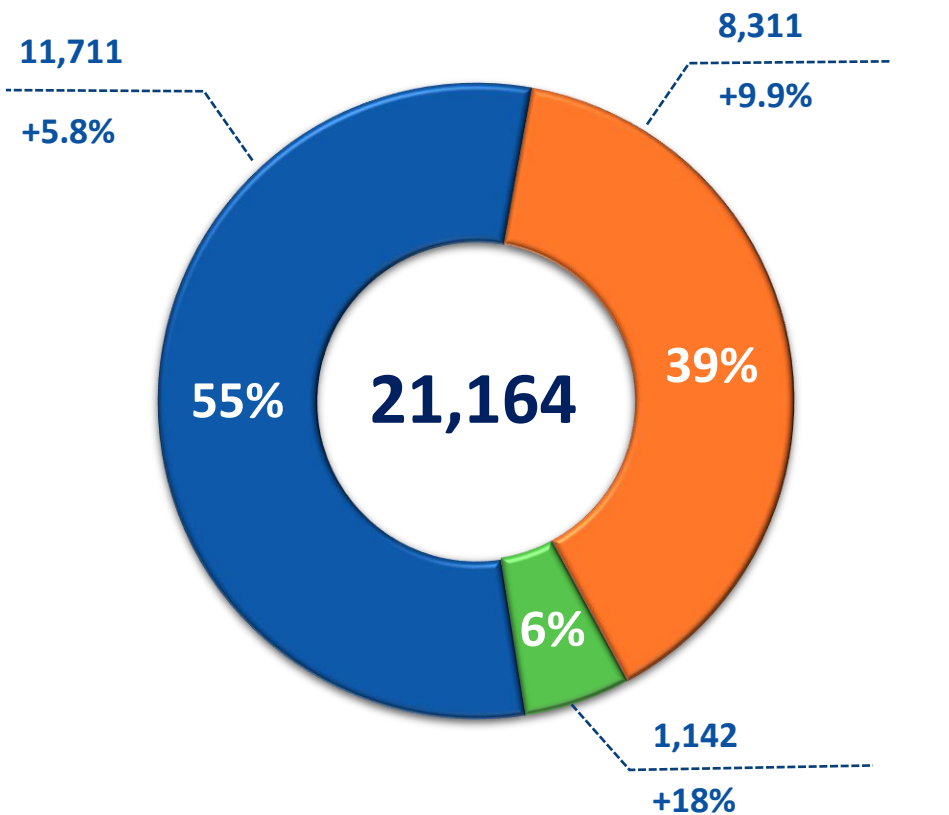


PERFORMANCE BY BUSINESS SECTOR

Unit: VND Billion

Revenue by sector

PBT by sector



■ Technology ■ Telecom ■ Education, Investments, Others

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Unit: VND Billion



02

Performance by Business Segment

9M2020 PERFORMANCE BY SEGMENT

Unit: VND Billion

GLOBAL IT SERVICES

8,779 (+12.6%) in Revenue

1,418 (+13.8%) in PBT

DOMESTIC IT SERVICES

2,932 (-10.4%) in Revenue

188 (-16.2%) in PBT

TELECOM SERVICES

7,948 (+11.4%) in Revenue

1,303 (+21.4%) in PBT

ONLINE ADVERTISING

364 (-15.0%) in Revenue

159 (-27.8%) in PBT

EDUCATION, INVESTMENTS, AND OTHERS

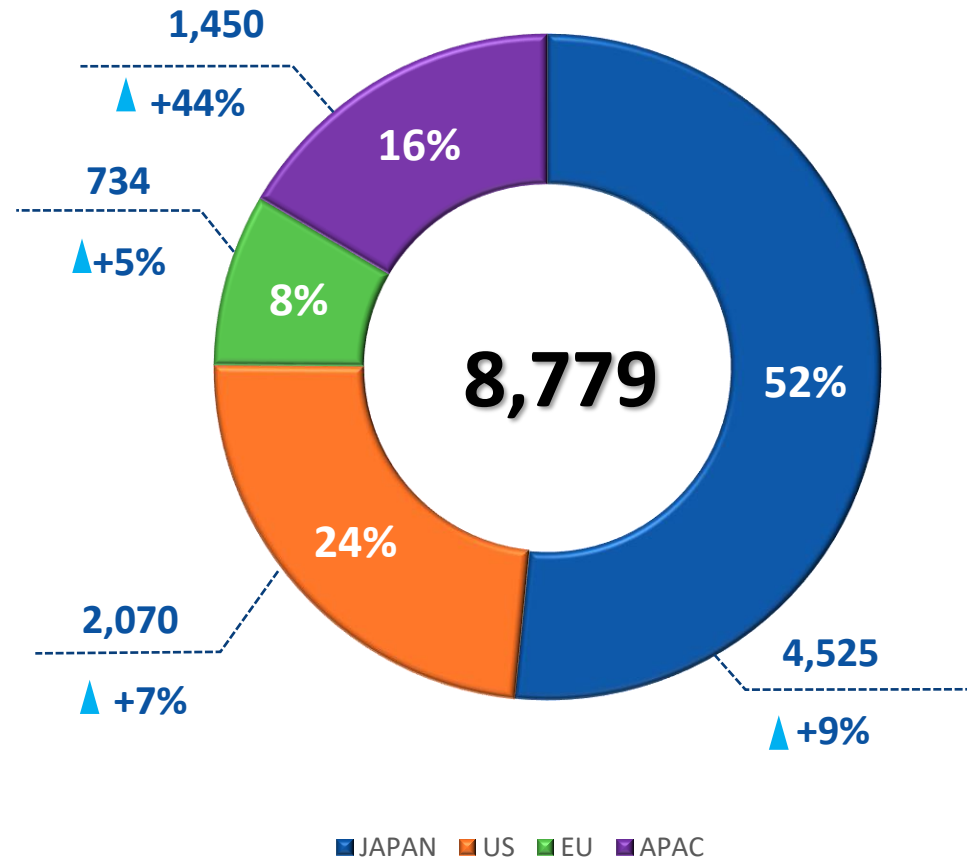
1,142 (+18.0%) in Revenue

745 (+0.3%) in PBT

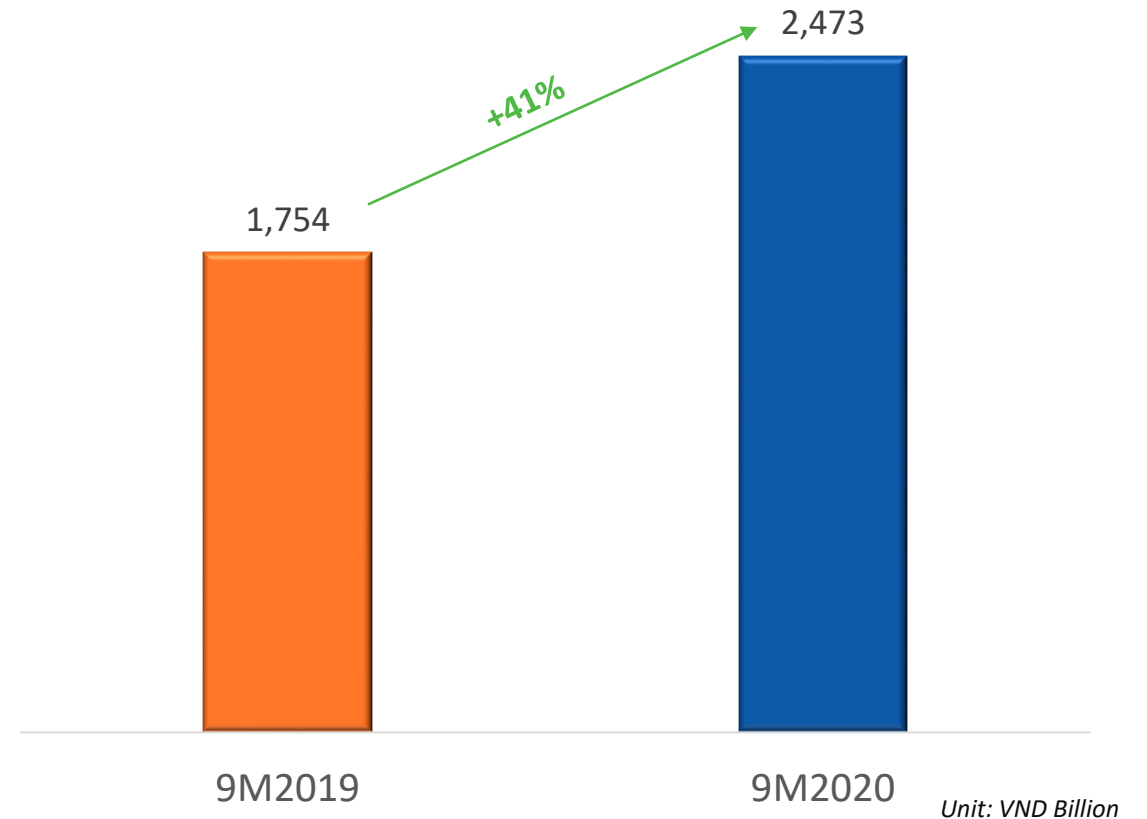
GLOBAL IT SERVICES: DIGITAL TRANSFORMATION ACCELERATED

- APAC market delivered robust growth thanks to successful efforts in controlling the pandemic
- DX Revenue increased by 41% with a surge in demand for Cloud, Internet of Things, and Low code technology

Revenue by Market



DX Revenue



GLOBAL IT SERVICES: ENHANCED CAPABILITIES TO WIN MORE CLIENTS

Thanks to our transformed sales method to reach clients during the peak of the pandemic, we have increased both the number of large clients and semi-mega projects, resulting in 22% increase in the value of purchase order

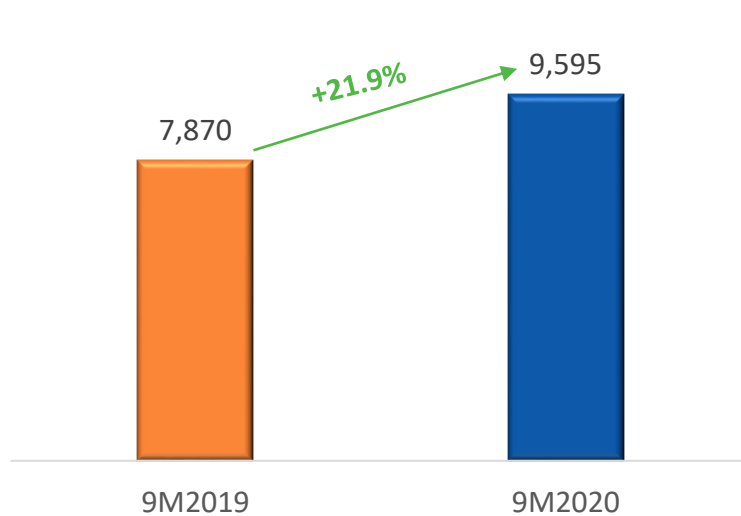
Unit: VND Billion

01

Signed Revenue

- Signed Revenue (value of purchase orders) recorded VND 9,595 billion, up 22% yoy

Signed Revenue

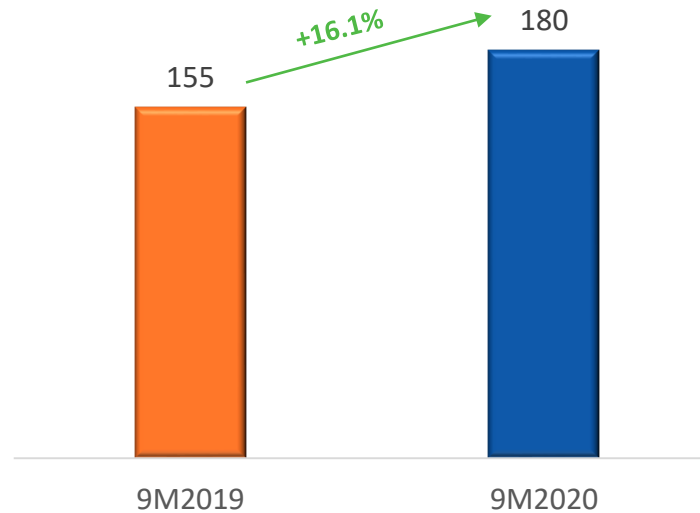


02

Clients

- Number of clients with revenue from \$500k: 180 (+16%)
- Number of clients with revenue from \$1 million: 87 (+6%)

Clients (+\$500k)

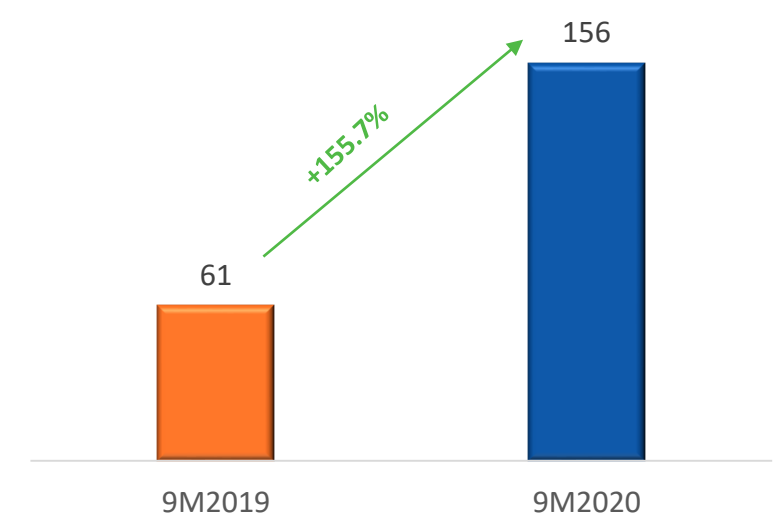


03

Deals

- Semi-mega deals (\$500k+): 156 (+156%)

Semi-mega deals

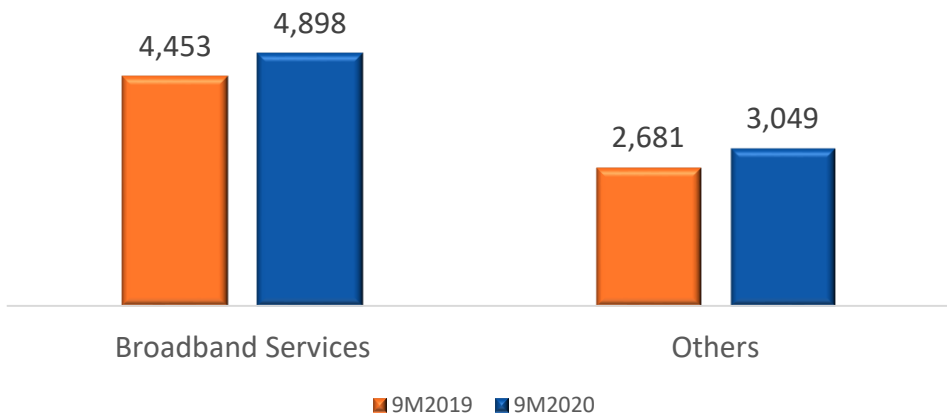




TELECOM SERVICES: STEADY GROWTH

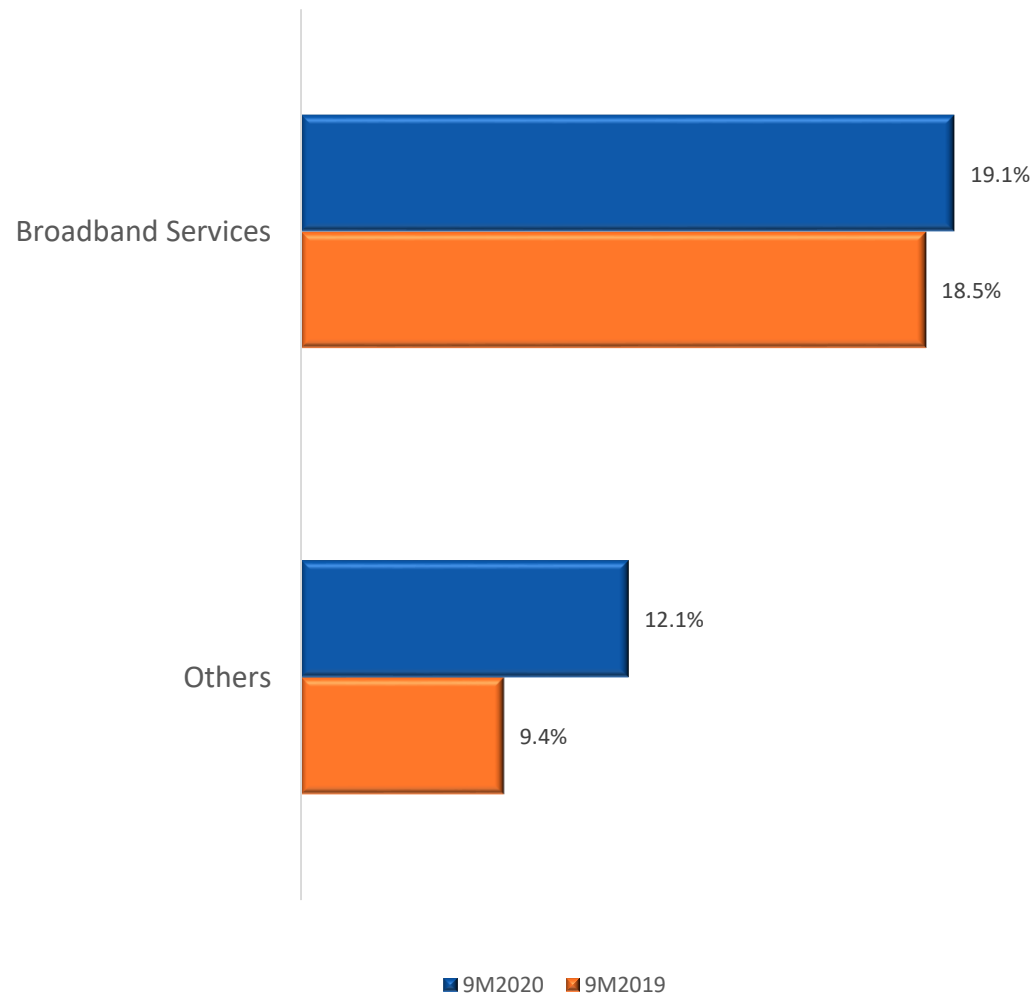
Broadband services grew steadily thanks to increased demand for Internet services and higher margin

Revenue by Business Lines

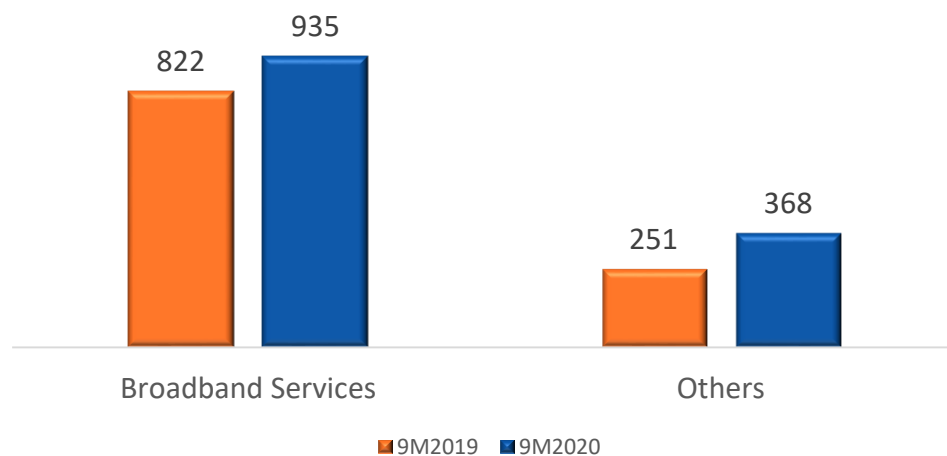


PBT Margin

Unit: VND Billion



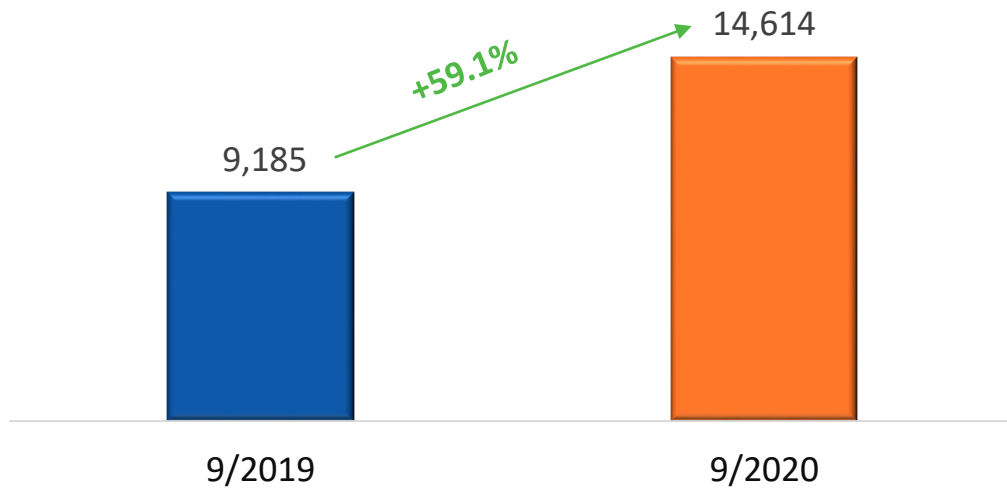
PBT by Business Lines



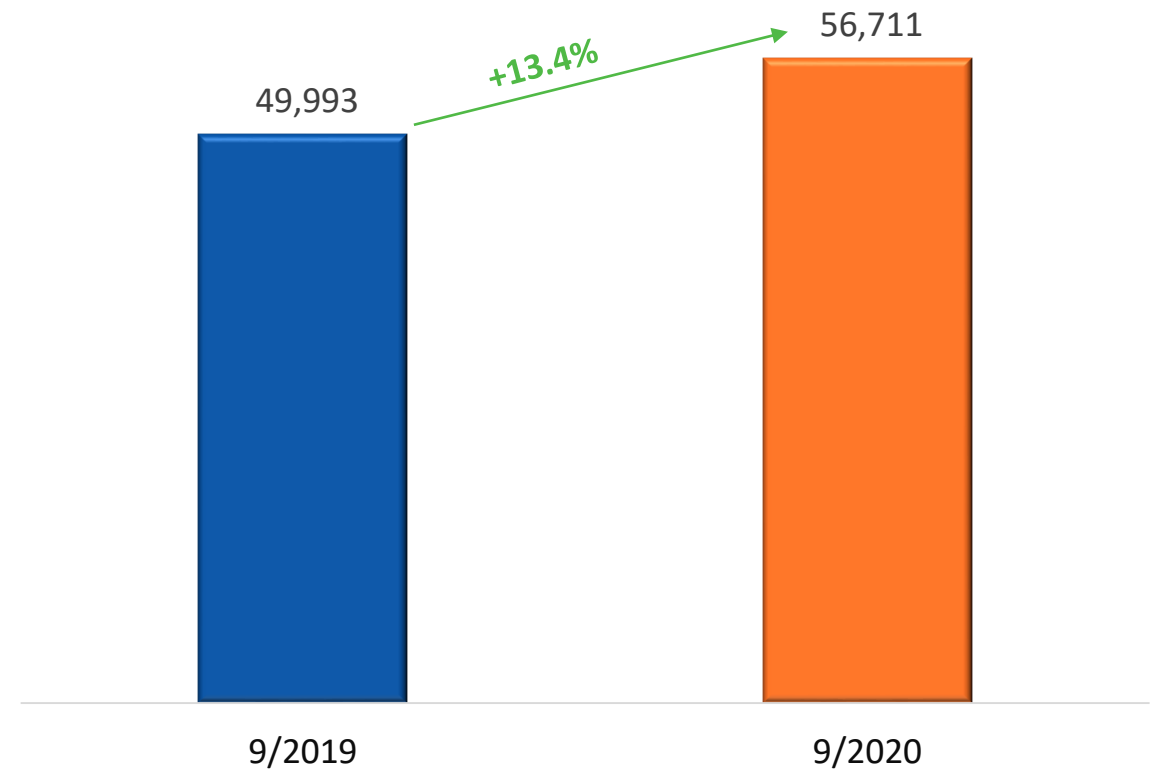
EDUCATION SECTOR: HIGH DEMAND FOR NEW SCHOOL YEAR

- Due to COVID-19, the admission process was pushed back to September and October. Hence, the number of students in September this year is not the full representation of next school year.
- In September, 14,614 new students enrolled in Polytechnics, International Affiliate Programs, and 1-to-12 schools. New university students are expected to enroll in October.

New student enrollment



Total number of students



OPERATIONAL HIGHLIGHTS: SUCCESSFUL BID FOR CLIENT IN THE USA

Champion the IT Work for High-tech Corporation

- An automotive trading platform corporation in the USA has chosen FPT over hundreds of other global IT vendors as the champion for their IT budget for the next 03 years
- FPT will offer full IT service to the client including R&D, consulting, implementation as well as maintenance



Mr. Dang Tran Phuong, the CEO of FPT America

Intellinet and FPT Education as Key Winning Features

- Intellinet acquisition continues to deliver outstanding performance. Thanks to Intellinet's consulting capability and long-term network with business leaders in the region, FPT could defeat other globally recognized IT outsourcing candidates to become the strategic partner of high-tech client
- The client identifies one of the winning features of FPT is the education business which can provide high-quality human resources to scale the IT services offered

