



FPT CORPORATION EARNING REPORT 2020

01/2021



DISCLAIMER

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Contact:

Investor Relations Office

Email: ir@fpt.com.vn



01

FPT's Performance for 2020

FINANCIAL PERFORMANCE IN 2020

Unit: VND Billion

REVENUE

29,830

+7.6% YoY

PROFIT BEFORE TAX

5,261

+12.8% YoY

PROFIT AFTER TAX (PAT)

4,422

+13.1% YoY

PAT TO PARENT
COMPANY'S SHAREHOLDER

3,538

+12.8% YoY

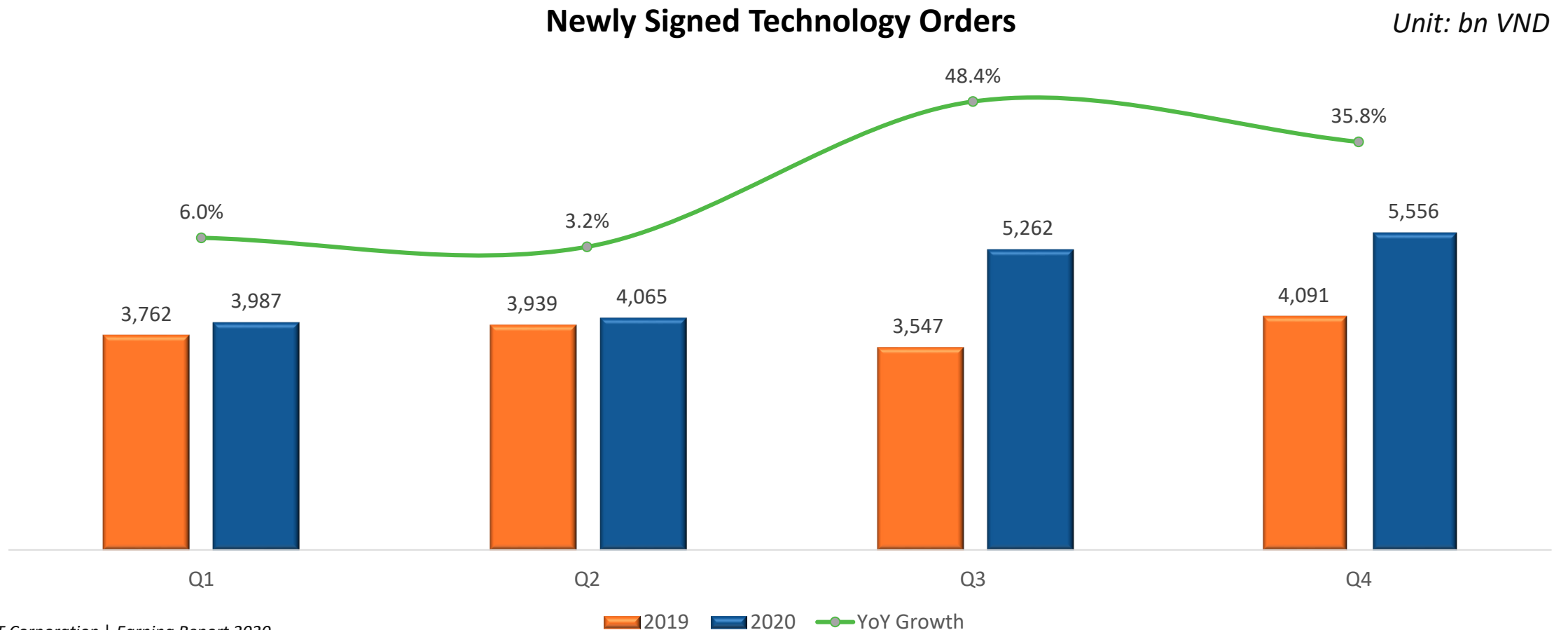
EPS
(VND)

4,119

+12.3% YoY

IT INVESTMENT SURGED AGAIN IN THE 2ND HALF OF 2020

- Due to the negative impacts of COVID-19 on domestic and global enterprises, the new orders of IT projects slowed down significantly in the first half of 2020
- In the 2nd half of 2020, as clients got used to remote working, the domestic and global demand for IT outsourcing surged back, increasing the volume of new orders and setting the foundation for 2021's growth

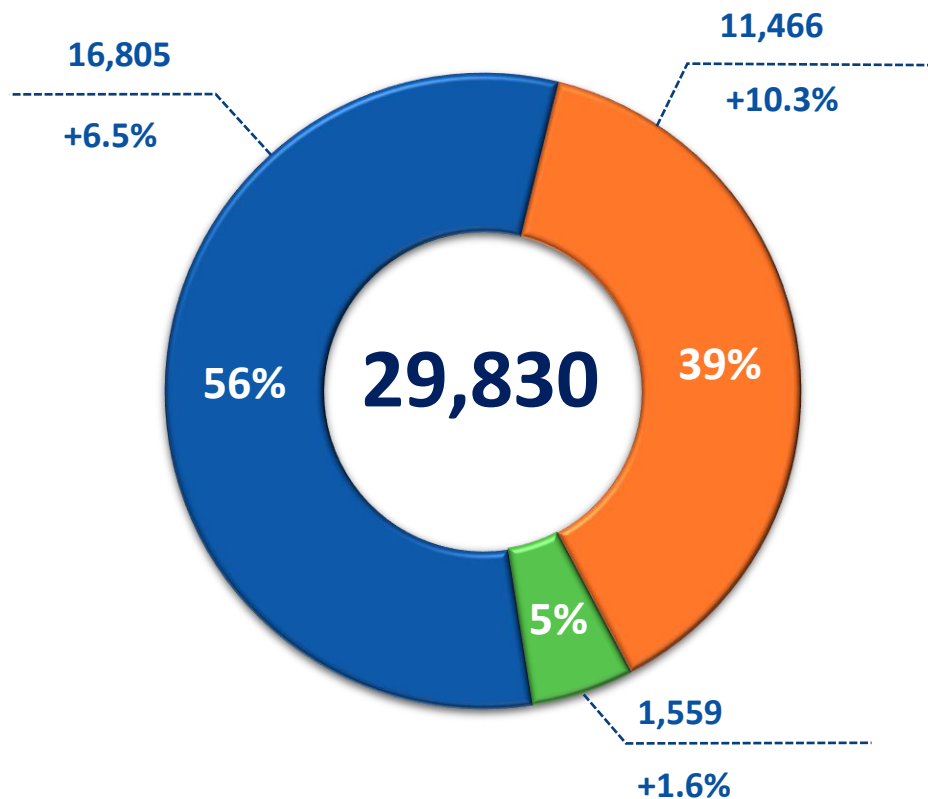




PERFORMANCE BY BUSINESS SECTOR

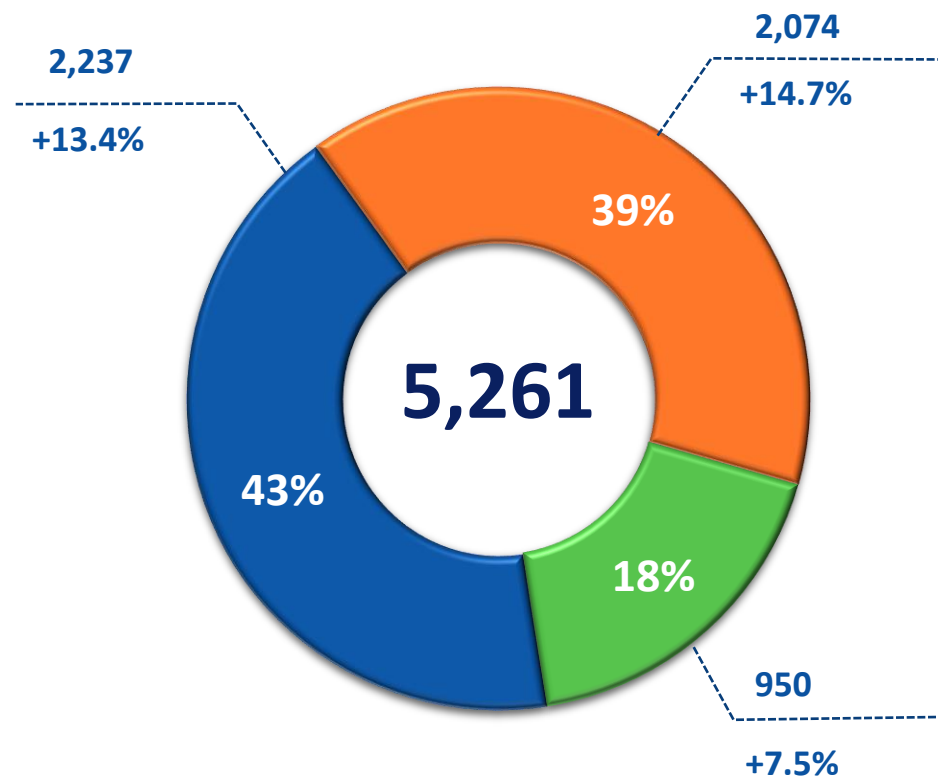
Unit: VND Billion

Revenue by Sector



■ Technology ■ Telecom ■ Education, Investments, Others

PBT by Sector



■ Technology ■ Telecom ■ Education, Investments, Others

Unit: VND Billion



02

Performance by Business Segment

2020 PERFORMANCE BY SEGMENT

Unit: VND Billion

GLOBAL IT SERVICES

12,000 (+10.6%) in Revenue

1,970 (+14.4%) in PBT

DOMESTIC IT SERVICES

4,805 (-2.6%) in Revenue

267 (+6.8%) in PBT

TELECOM SERVICES

10,867 (+11%) in Revenue

1,819 (+22.2%) in PBT

ONLINE ADVERTISING

599 (-1.6%) in Revenue

256 (-20.3%) in PBT

EDUCATION, INVESTMENTS, AND OTHERS

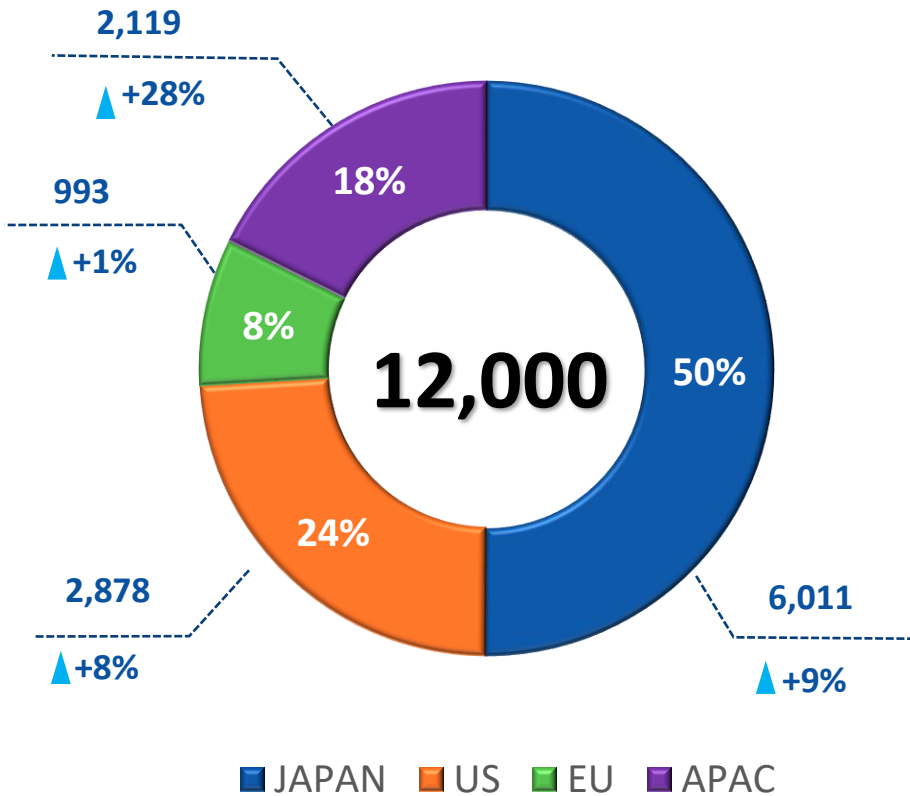
1,559 (+1.6%) in Revenue

950 (+7.5%) in PBT

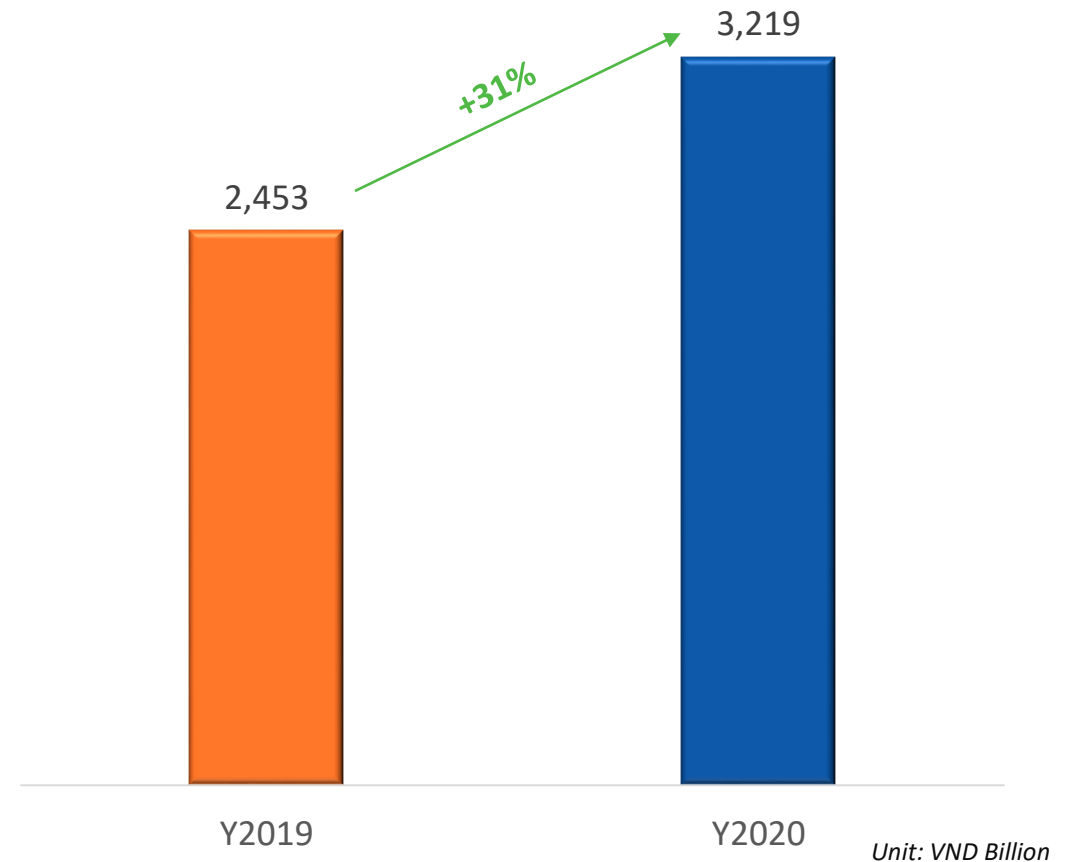
GLOBAL IT SERVICES: DIGITAL TRANSFORMATION ACCELERATED

- APAC market delivered robust growth thanks to successful efforts in controlling the pandemic
- DX Revenue increased by 31% with a surge in demand for Cloud, Internet of Things, and Low code technology

Revenue by market



DX Revenue



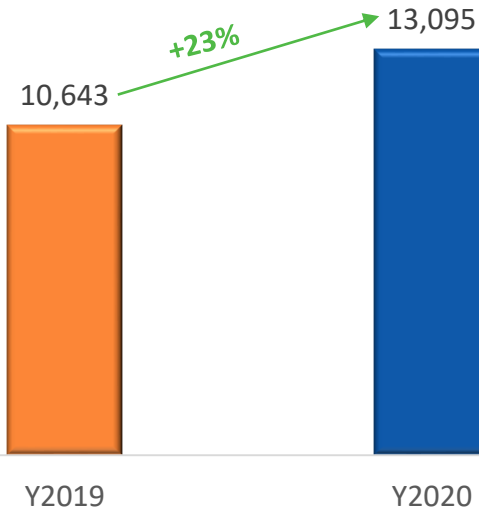
GLOBAL IT SERVICES: WINNING MULTI-MILLION-USD PROJECTS

Winning multiple \$100-million projects, FPT gained large volume of new orders (signed revenue)

01 Signed Revenue & Productivity

- Signed Revenue for 2020 posted VND 13,095 (+23%)

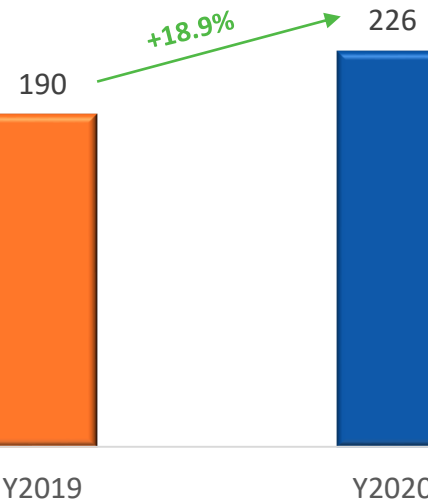
Signed Revenue



02 Clients

- Number of clients with revenue from \$500k: 226 (+19%)
- Number of clients with revenue from \$1 million: 118 (+8%)

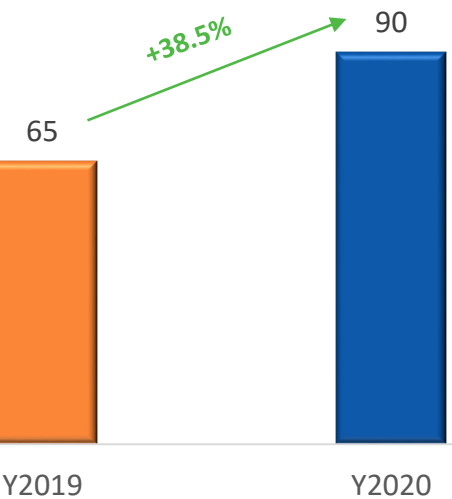
Clients (+\$500k)



03 Deals

- Semi-mega deals (\$500k+): 193 (+8%)
- Mega deals (\$1 mn+): 90 (+38%)

Mega deals



TECHNOLOGY ACTIVITY: INCREASE ADDED VALUE

CAPACITY: NEW FACILITIES AROUND THE WORLD



A Global Delivery Center in India, expected to employ 1,000 staffs



A near-shore development center in Costa Rica to serve clients in the USA

MADE-BY-FPT: COMMERCIALIZATION AND RECOGNITION



Commercialized products in 2020: FPT eInvoice, Surround Core ERP, FPT EagleEye, FPT. Spro, FPT eSign Cloud, akaAT, akaMES



FPT's products received well-recognized awards from Make in Vietnam 2020, IT World Awards, Stevie® Awards

CAPABILITY: NEW AI RESEARCH CENTER



Partnering with Mila AI Research Institute in Canada, FPT is building a large-scale AI Research Center

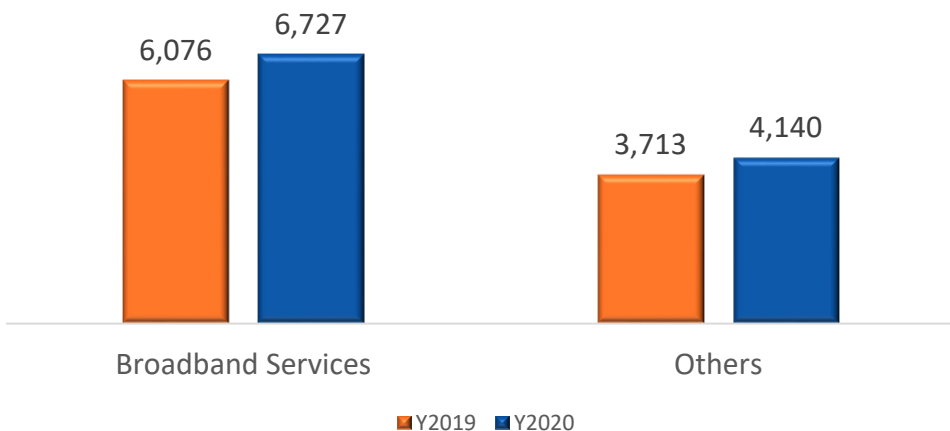




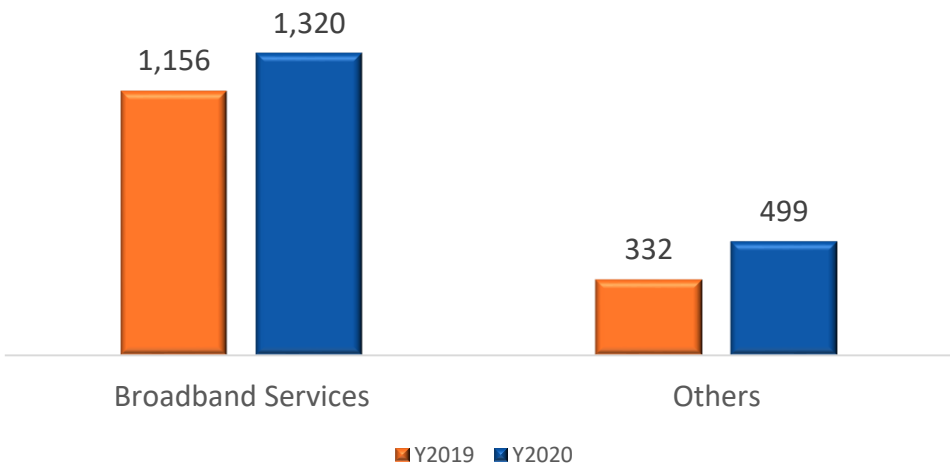
TELECOM SERVICES: STEADY GROWTH

Thanks to effective cost management and more profitable PayTV Service, Telecom Services increased margin

Revenue by Business Lines

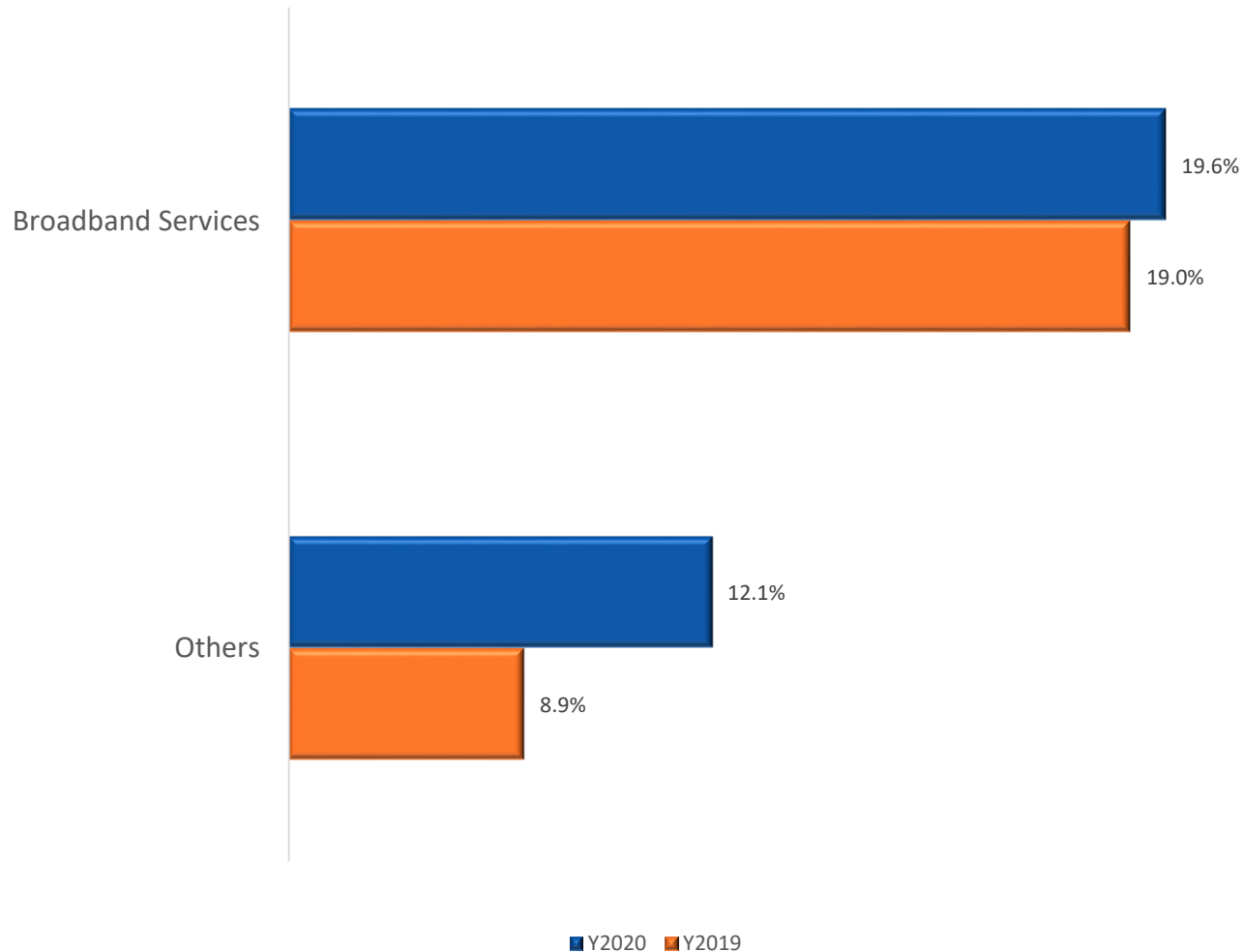


PBT by Business Lines



PBT Margin

Unit: VND Billion

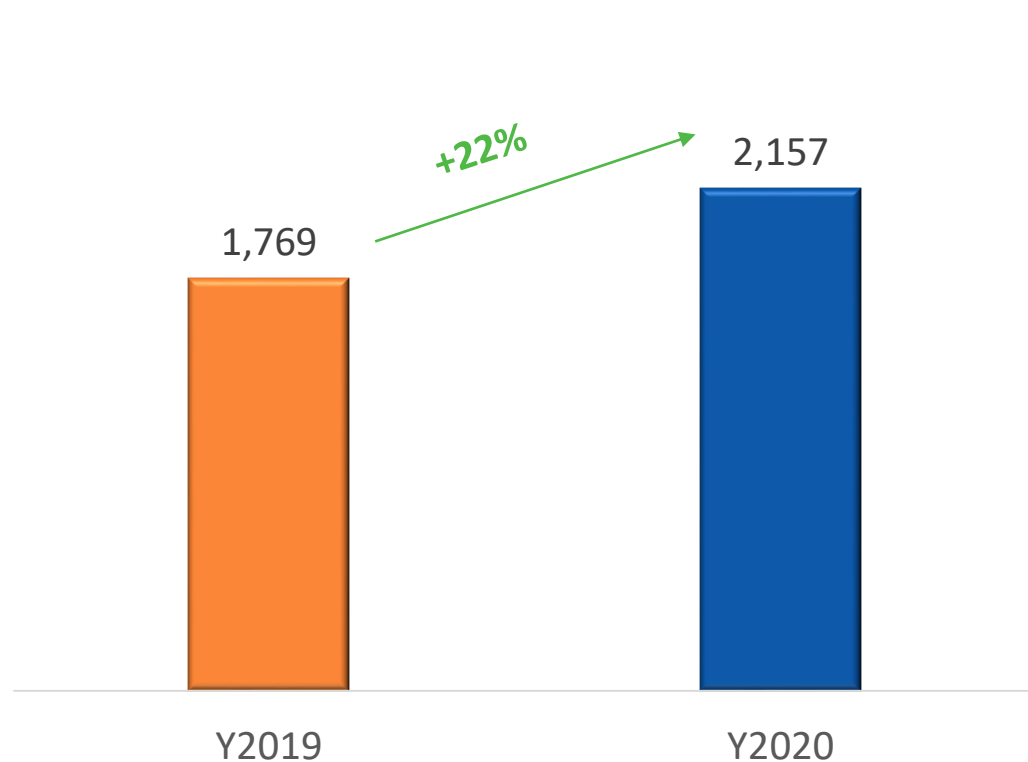




EDUCATION SECTOR: DEMAND FOR IT EDUCATION INCREASES

Despite the negative impacts of COVID-19, Education sector has grown strongly due to increasing demand for private education, especially in IT programs, contributing nearly \$100 million to the top line

Education Revenue



Average Number of Students

