



**EARNING REPORT**  
**9M2022**

**FPT CORPORATION**

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## DISCLAIMER

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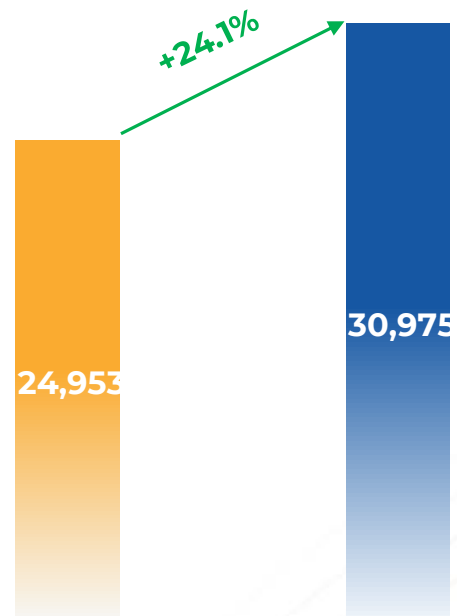


# FINANCIAL PERFORMANCE IN 9M2022

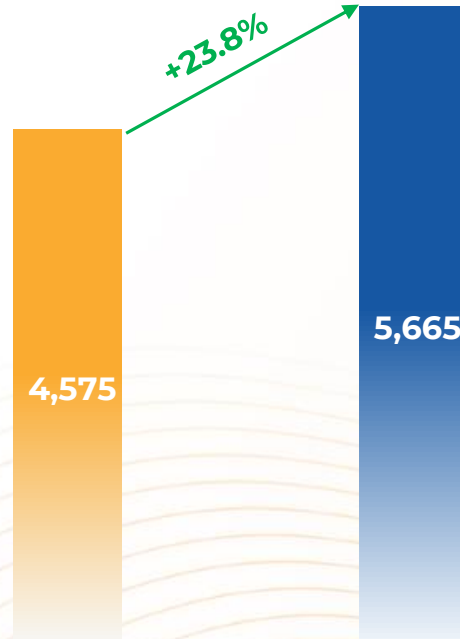
Unit: VND billion

FPT's business performance in 9 months of 2022 continued to grow at 20%+ rate, surpassing all guidance,...

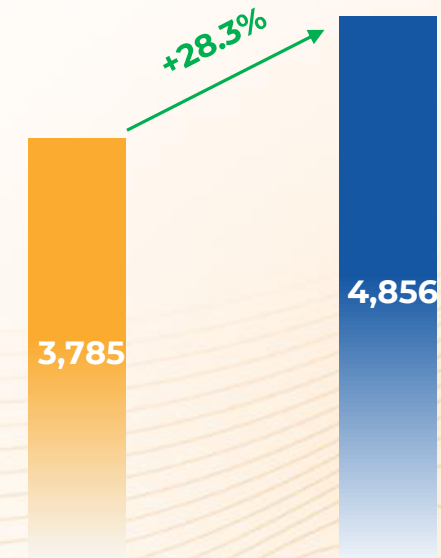
### FPT's Revenue



### FPT's Profit Before Tax



### FPT's Profit After Tax



9M2021

9M2022

9M2021

9M2022

9M2021

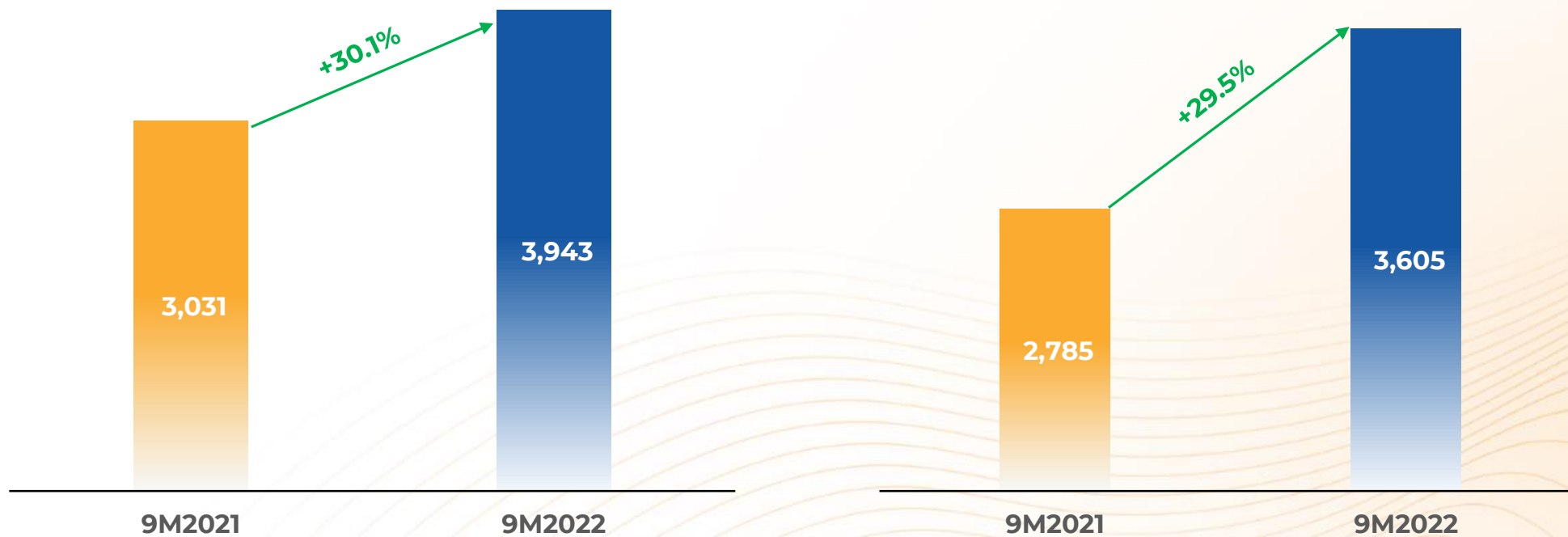
9M2022

# FINANCIAL PERFORMANCE IN 9M2022

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

PAT to Parent company's shareholder

EPS

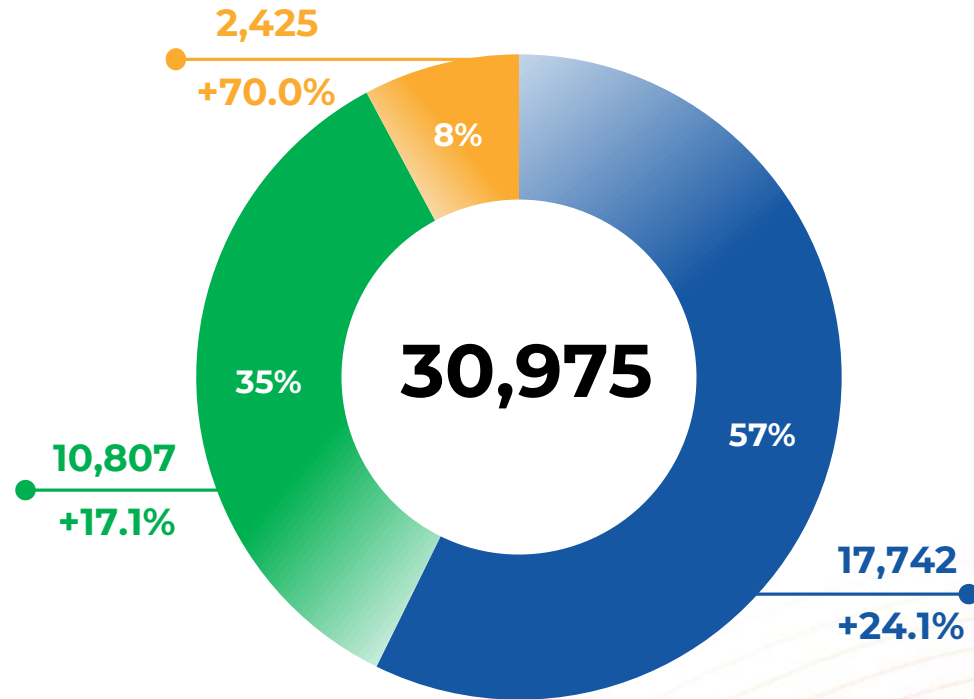


Unit: VND billion

# PERFORMANCE BY BUSINESS SECTOR

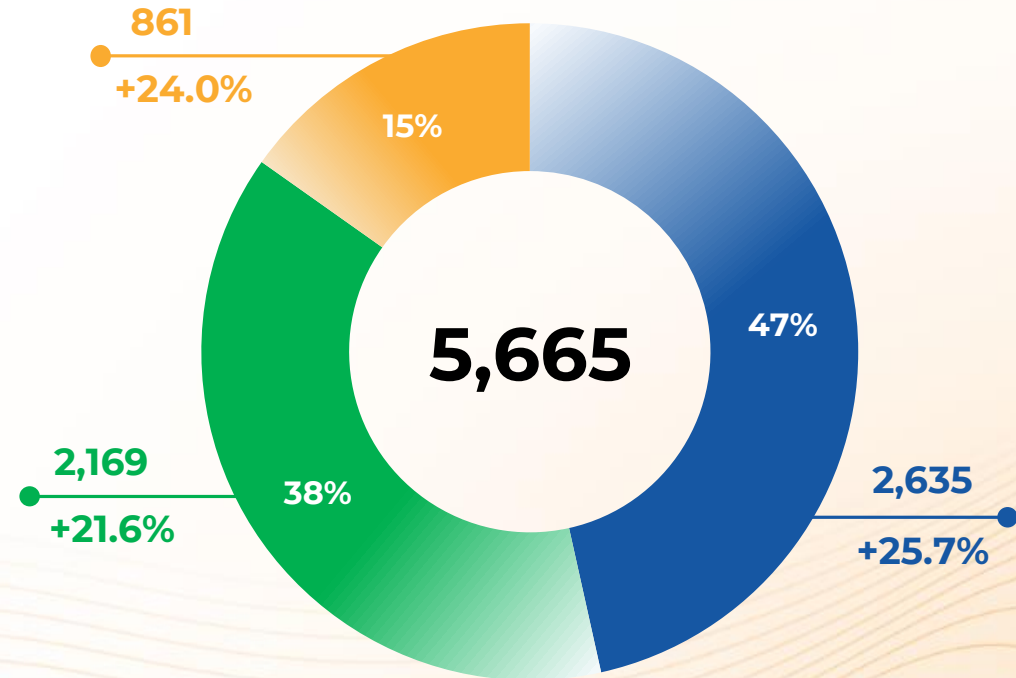
Unit: VND billion

## Revenue by sector



- Technology
- Telecommunication
- Education, Investment and Others

## PBT by sector



- Technology
- Telecommunication
- Education, Investment and Others

## 9M2022 PERFORMANCE BY BUSINESS SEGMENT

Unit: VND billion

### GLOBAL IT SERVICES

**13,479** (+29.4%) in Revenue  
**2,210** (+27.6%) in PBT

### DOMESTIC IT SERVICES

**4,263** (+10%) in Revenue  
**425** (+16.5%) in PBT

### TELECOM SERVICES

**10,243** (+16.1%) in Revenue  
**1,928** (+20.5%) in PBT

### ONLINE ADVERTISING

**564** (+37.7%) in Revenue  
**241** (+31.2%) in PBT

### EDUCATION, INVESTMENT AND OTHERS

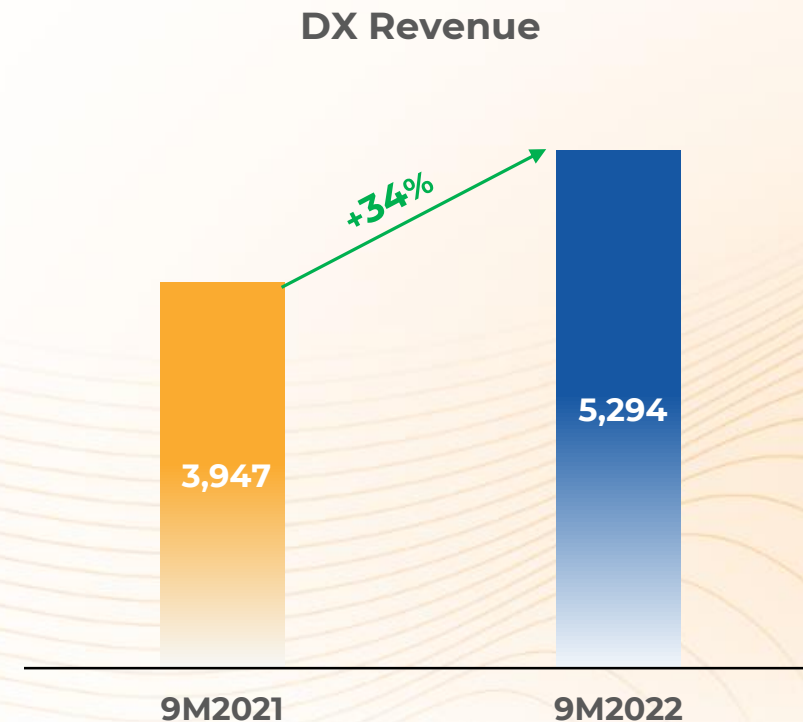
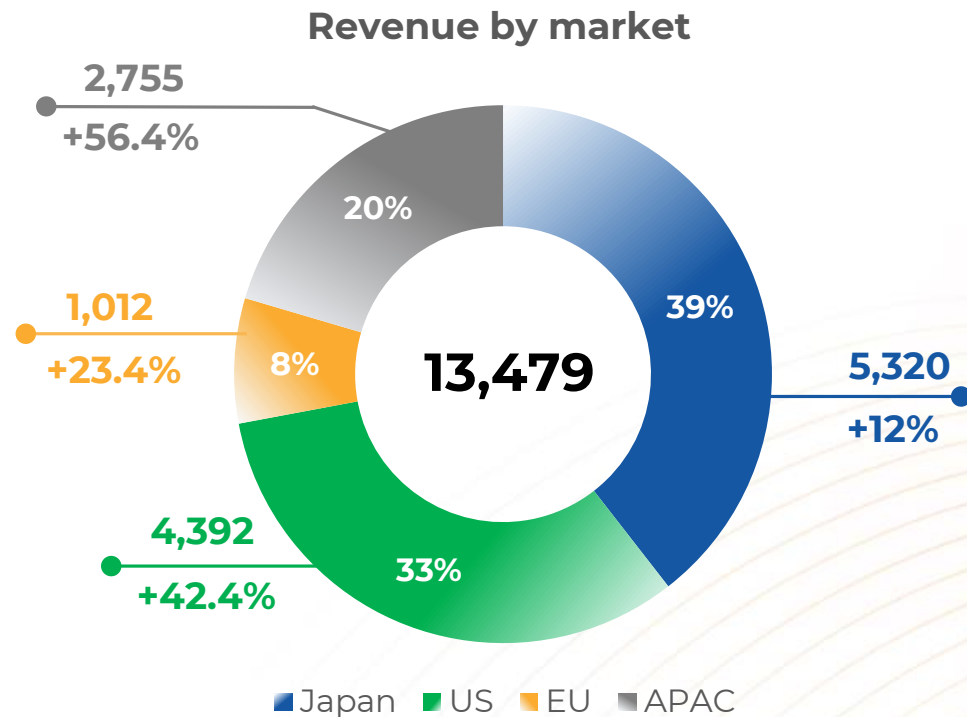
**2,425** (+70.0%) in Revenue  
**861** (+24.0%) in PBT

# GLOBAL IT SERVICES SUSTAINED HIGH GROWTH RATE

Unit: VND billion

Revenue continued to increase in all markets, especially in the US (+42.4%) and APAC (+56.4%). Japan market saw rapid recovery with the revenue growth of 12% despite weakening JPY.

Revenue from Digital Transformation reached **VND 5,294 billion**, up by **34%** YoY, focusing on new technologies such as Cloud Computing, Artificial Intelligence/Data Analytics, Blockchain,...



# GLOBAL IT SERVICES: 18 LARGE DEALS OF \$5MN+

Unit: VND billion

9 months of 2022, FPT recorded various orders from global clients, including **18 projects with a scale of over 5 million USD, signed revenue reached VND 16,799 billion (+42.6% YoY)**, heading towards the billion USD milestone by the end of this year.

## Signed revenue

Signed revenue posted VND 16,799 billion (+42.6% YoY)

## Clients

Number of clients with revenue from \$500K: 224 (+18.5%)

Number of clients with revenue from \$1M: 115 (+21.1%)

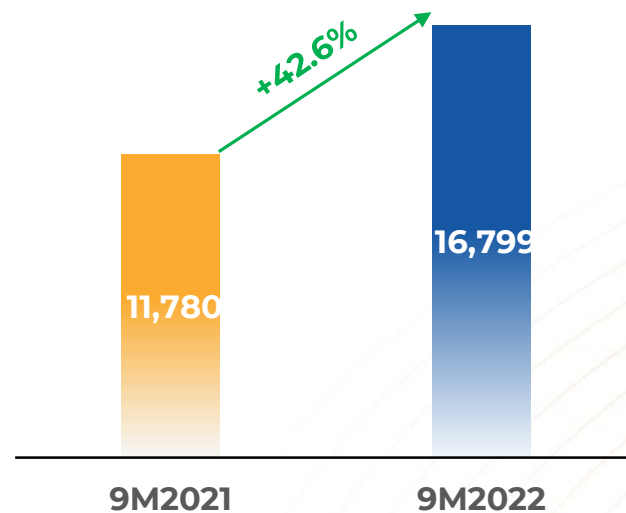
## Deals

Semi-mega deals (\$500k+): 220 (+19%)

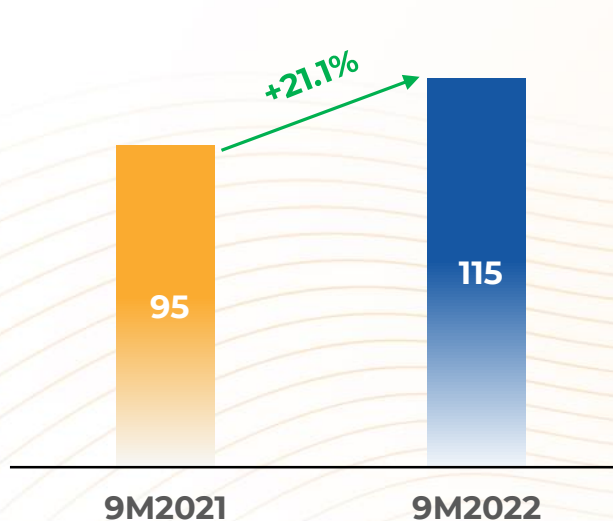
Mega deals (\$1+ mn): 106 (+45.2%)

Large deals (\$5+ mn): 18 (+12.5%)

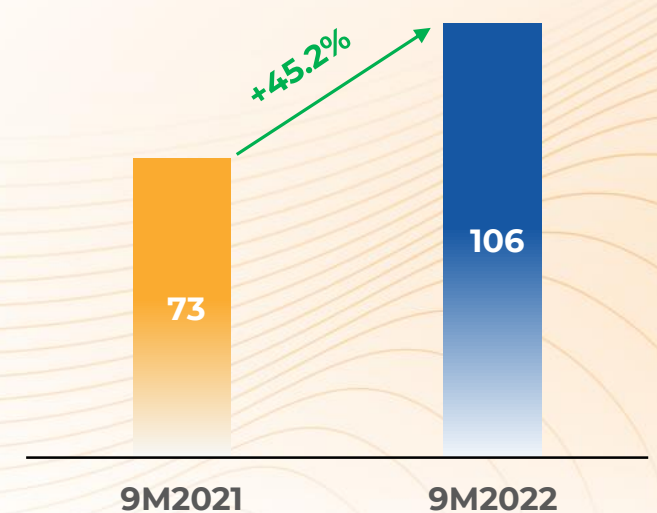
### Signed revenue



### Clients with revenue \$1M+



### Mega deals (\$1+ mn)





# DOMESTIC IT SERVICES MAINTAINED POSITIVE GROWTH

Unit: VND billion

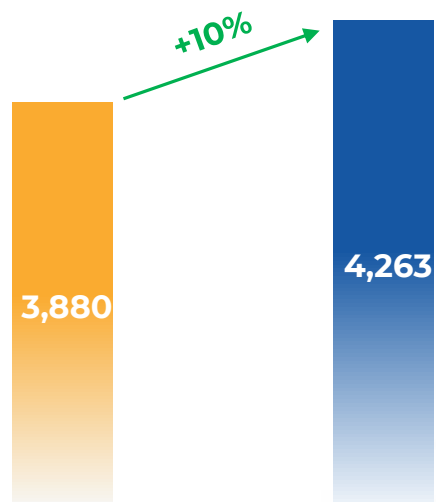
## Domestic IT Services maintain positive growth

Domestic IT Services reached **VND 4,263 billion (+10% YoY)** in revenue and **VND 425 billion (+16.5% YoY)** in profit before tax.

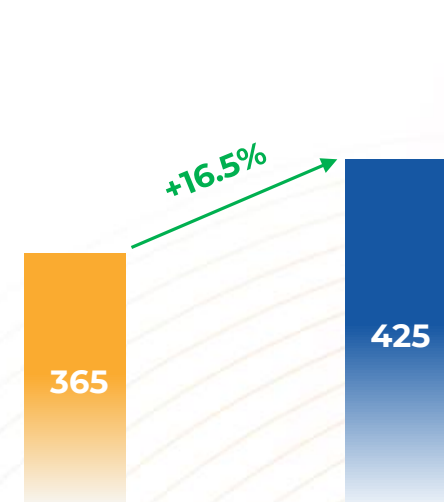
## Made-by-FPT: Continue strong growth momentum

Made-by-FPT products recorded **VND 658 billion** in revenue, up by **48.3% YoY**.

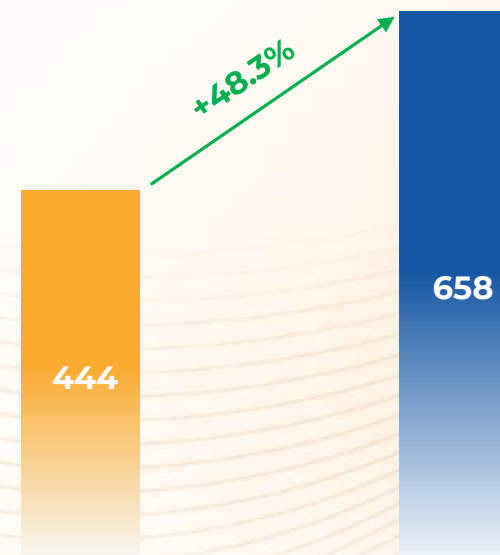
Domestic IT Services Revenue



Domestic IT Services PBT



Made-by-FPT Revenue



9M2021

9M2022

9M2021

9M2022

9M2021

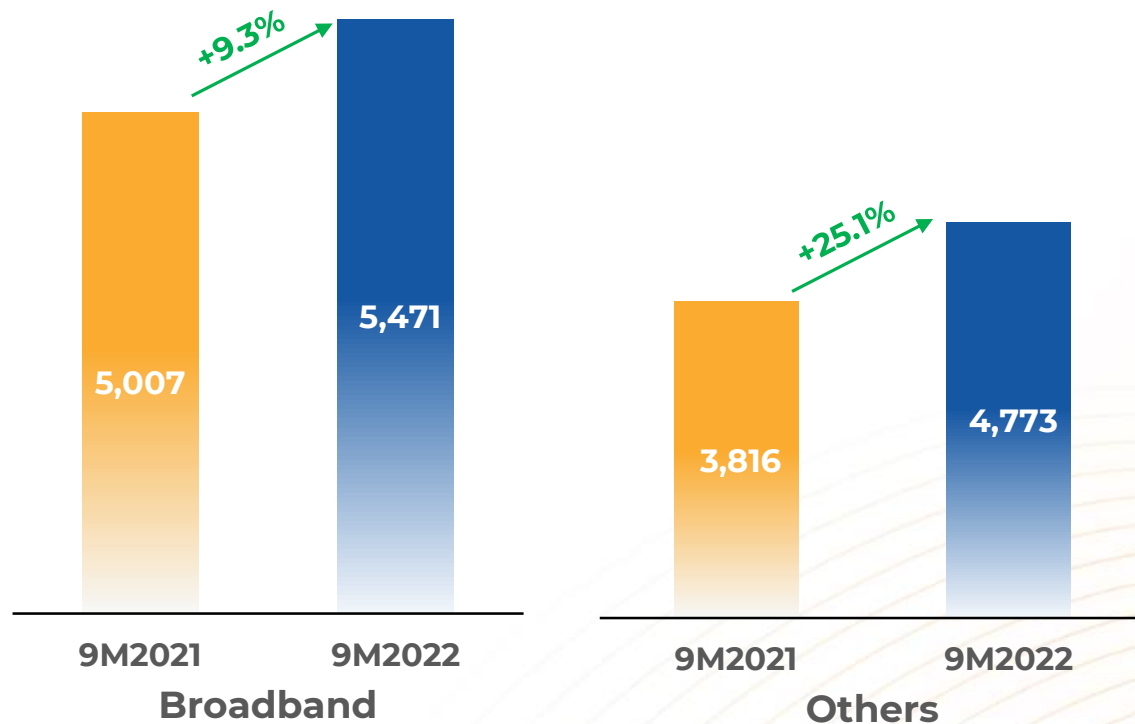
9M2022

## TELECOM SERVICES: EXPANDED PROFIT MARGIN

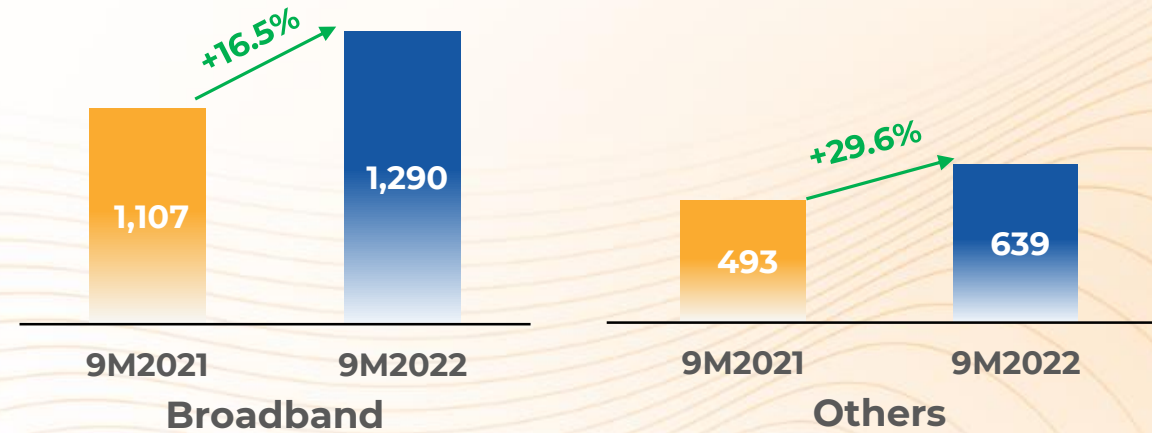
Unit: VND billion

Telecom services revenue recorded double digit growth **(+16.1%)**, reached **VND 10,243 billion**. Profit margin expanded from 18.1% to 18.8% thanks to profit growth from PayTV segment.

### Revenue by business lines



### PBT by business lines

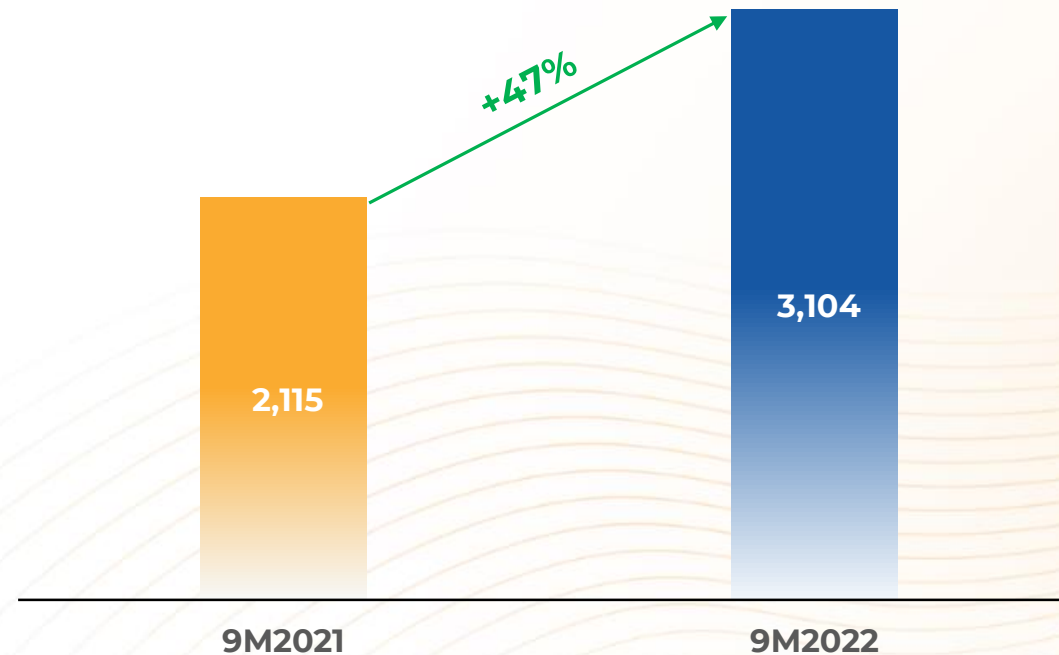


## ● EDUCATION: HIGH GROWTH AMID GLOBAL IT LABOUR SHORTAGE

Unit: VND billion

The education segment continued to see strong revenue growth of **47%**, reaching **VND 3,104 billion** in 9 months of 2022.

### Education Revenue



# BUSINESS HIGHLIGHTS AND AWARDS



## FPT becomes LTS, Inc's strategic shareholder.

October 13, 2022, FPT announced its investment in Japanese business consulting services provider LTS Inc., becoming its strategic shareholder. The investment is expected to help FPT strengthen its capabilities in Japan's consulting industry and target more double-digit million-dollar deals.

## Asia Money: Asia's Most Outstanding Company

AsiaMoney - the leading economic and financial magazine in Asia - has just published the list of the most prominent companies in Asia 2022 (Asia's Outstanding Companies Poll 2022), in which FPT was honored in two categories: by market and by field of operation. FPT has been named in critical categories of the AsiaMoney awards for the second time.

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### ASIAMONEY

[NORTHEAST ASIA](#) [SOUTH ASIA](#) [SOUTHEAST ASIA](#)

China	Kweichow Moutai
Hong Kong	China Telecom
India	HDFC Bank
Indonesia	Astra International
Japan	Lasertec
Korea	Samsung Electronics
Malaysia	Syarikat Takaful Malaysia
Pakistan	Cherat Cement
Philippines	Bloomerry Resorts
Singapore	DBS
Taiwan	Wistron NeWeb
Thailand	CP All
Vietnam	FPT