

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.: 96 /FPT-FCC

Hà Nội, ngày 23 tháng 04 năm 2021  
Hanoi, April 23<sup>rd</sup>, 2021

CÔNG BỐ THÔNG TIN  
TRÊN CỔNG THÔNG TIN ĐIỆN TỬ  
CỦA ỦY BAN CHỨNG KHOÁN NHÀ  
NƯỚC VÀ SGDK 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 phố Duy Tân, Phường Dịch Vọng Hậu, Quận Cầu Giấy, Hà Nội/ *No.17 Duy Tan Street, Dich Vong Hau Ward, Cau Giay District, Hanoi*
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Chức vụ/ *Position*: Giám đốc Truyền Thông FPT/ *Chief of FPT's Communications Officer*

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:** Kết quả kinh doanh quý 1 năm 2021.

**Content of disclosing information:** *FPT's financial performance highlights of the first quarter in 2021.*

Thông tin này đã được công bố trên trang thông tin điện tử của công ty vào ngày 23/04/2020 tại đường dẫn: <http://fpt.com.vn/vi/nhadautu/cong-bo-thong-tin>  
*This information was disclosed on Company website*  
*(<https://fpt.com.vn/en/ir/information-disclosure>) on April 23<sup>rd</sup>, 2021.*



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*: Kết quả kinh doanh quý 1 năm 2021/*FPT's financial performance highlights of the first quarter in 2021.*

**Đại diện tổ chức**  
**Organization representative**

Người UQ CBTT

*Party authorized to disclose information*



**Bùi Nguyễn Phương Châu**

**Nơi nhận/ Recipient:**

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





No.: 97/FPT – FCC

Hanoi, April 23<sup>rd</sup>, 2021**FINACIAL PERFORMANCE HIGHLIGHTS IN Q1/2021**

For the first quarter of the year, revenue and PBT of FPT reached respectively VND 7,586 billion and VND 1,397 billion, up 14.4% and 22.3% YoY, equivalent to 102% and 105% target. Profit after tax increased 22.8% YoY, equivalent to 103% target and EPS up 20.8% reaching 104% target. The operating performance continues to grow at double digit rate thanks to FPT's increased sales efforts and more focus on high margin services.

**Technology leading growth with ample opportunity in 2021**

With highest growth in terms of PBT, Technology sector contributed 40% in PBT and 55% in revenue of FPT. Technology's signed revenue recorded VND 5,834 billion, highest among the last 04 quarters, up 46.3% YoY. The growth reflects strong demand in technology investment in both domestic and global market, setting solid foundation for growth in the upcoming quarterly revenue.

Focusing on digital transformation for government clients and major enterprises as well as developing new Made-by-FPT software solutions, Domestic IT Services recorded VND 986 billion in revenue, up 40.1% YoY, and VND 59 billion, up 1,828.7% YoY.

Global IT Services' revenue reached VND 3,169 billion, up 9.6% YoY. PBT recorded VND 495 billion, up 16.4% compared to Q1/2020 when there was little impact by COVID-19. Targeting "whale clients" (major enterprises with high-value projects), FPT signed 04 new projects with the potential revenue of more than \$5 million each in Q1/2021. Therefore, signed revenue for global market recorded VND 4.489 billion, up 43%, setting a solid foundation for accelerated revenue growth in the upcoming quarters.

**Robust performance from Telecom and Education**

Telecom sector recorded VND 2,925 billion in revenue, up 9.6% YoY and VND 576 billion in PBT, up 29% YoY. In which, Telecom services' PBT was VND 524 billion, up 30.7% thanks to Broadband services' improved PBT margin and new profit stream from PayTV services. Additionally, Education segment's revenue reached VND 698 billion, up 57% YoY.

**Organization representative**  
Party authorized to disclose information



**Bui Nguyen Phuong Chau**