

CÔNG TY CỔ PHẦN FPT  
FPT CORPORATION

CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM  
Độc lập - Tự do - Hạnh phúc  
THE SOCIALIST REPUBLIC OF VIETNAM  
Independence - Freedom - Happiness

Số: 164/FPT-FMC

No.: 164/FPT-FMC

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Hanoi, July 18<sup>th</sup>, 2024

**CÔNG BỐ THÔNG TIN BẤT THƯỜNG**  
**IRREGULAR INFORMATION DISCLOSURE**

**Kính gửi: Ủy ban Chứng khoán Nhà nước**  
**Sở Giao dịch Chứng khoán thành phố Hồ Chí Minh**  
**To: The State Securities Commission**  
**Hochiminh Stock Exchange**

- Tên tổ chức/*Name of organization*: Công ty Cổ phần FPT/ *FPT Corporation*
  - Mã chứng khoán / *Stock code*: FPT/ *FPT*
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2. Nội dung thông tin công bố / *Content of Information disclosure*: Kết quả kinh doanh Q2/2024 / *FPT's financial performance of Q2/2024*.

3. Thông tin này đã được công bố trên trang thông tin điện tử của công ty vào ngày 18/07/2024 tại đường dẫn <https://fpt.com.vn/vi/nha-dau-tu/thong-tin-cong-bo/> This information was published on the company's website on 18/07/2024, as in the link <https://fpt.com.vn/en/ir/information-disclosures>

Chúng tôi xin 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/*We hereby*



*certify that the information provided is true and correct and we bear the full responsibility to the law.*

*Tài liệu đính kèm/Attached documents: Kết quả kinh doanh Quý 2 năm 2024/ FPT's financial performance of Q2/2024*

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

Người được UQ CBTT  
*Person authorized to disclose information*



**Mai Thị Lan Anh**



## FINANCIAL PERFORMANCE HIGHLIGHTS IN Q2/2024

First 6 months of 2024, FPT recorded revenue of VND 29,338 billion, profit before tax of VND 5,198 billion, up by 21.4% and 19.8% respectively over the same period last year, following the guidance set out at the beginning of 2024. Profit-after-tax attributable for parent company's shareholder reached VND 3,672 billion (+22.3% YoY), EPS (Earning Per Share) reached VND 2,514/share, increased by 21.7% compared to the previous year.

### **Global IT Services segment recorded 15 large deals with scale of \$5mn+.**

Technology sector (including Domestic IT Services and Global IT Services) continues to play a key role, contributing 62% of revenue and 47% of pre-tax profit of FPT Corporation, equivalent to VND 18,077 billion (+27.3%YoY) and VND 2,452 (+22.3% YoY) billion respectively.

Continuing the robust growth from Q1/2024, Global IT Services reached VND 14,573 billion, up by 29.8%, profit before tax reached VND 2,294 billion, up by 25.1% over the same period last year. Revenue grew in all markets, especially in Japan (up by 35.2% YoY) despite JPY depreciation, thanks to the rising demand for digital transformation in this market. Notably, leveraging on new position as a billion-dollar global IT services provider, FPT continue to secure a multitude of large contracts from overseas market, clinching 27 large deals with scale of \$5mn+ each in just 6 months of 2024, mainly in Japan and APAC countries.

Digital transformation revenue reached VND 6.705 billion, an increase of 37% over the same period, affirming the ability to provide effective and comprehensive digital transformation services of the company.

Thanks to endeavors to enhance collaboration with governmental entities and advance Cloud Computing and AI for local enterprise, Domestic IT Services segment maintained revenue growth of 17.8% YoY, reaching VND 3,504 billion and PBT of VND 157 billion (-7.8% YoY). With high applicability, Made-by-FPT ecosystem brought in VND 942 billion in revenue, growing 47.5% over the same period last year, continuing to be one of the Group's key growth drivers in the long term.

### **Telecommunication and Education sector continue to achieve sustainable growth**



Telecommunications services segment grew by 7.3% over the same period last year, reaching VND 7,966 billion; PBT increased by 15.1%, reaching VND 1,697 billion.

Solidifying nationwide presence, FPT's Education maintained steady revenue growth of 24% compared to the same period last year, reaching VND 3,425 billion.

## **Business highlights in 6 months of 2024**

### ***FPT forms a comprehensive partnership with NVIDIA***

On April 23, 2024, in Hanoi, FPT Corporation announced a strategic partnership with NVIDIA to drive the advancement of Artificial Intelligence (AI) and cloud computing on a global scale. As part of this collaboration, FPT plans to invest \$200 million to establish an AI Factory, designed to provide a cloud computing platform for AI research and development in Vietnam. This facility will be equipped with supercomputer systems powered by NVIDIA's cutting-edge technology. Moreover, as a Service Delivery Partner within NVIDIA's network and aspiring to become a Global Systems Integrator, FPT will deliver comprehensive software, hardware, cloud computing services, and Generative AI solutions to enterprises across various industries.

### ***FPT's first M&A deal in Japan***

On March 1, 2024, FPT Group announced the purchase of 100% capital of Next Advanced Communications NAC Co., Ltd. (NAC) - Japanese IT services company, doubling FPT's customer base and service portfolio and strengthening our position in this market. With a team of nearly 300 high-quality engineers, many of whom are in the Top 40 in the world in Salesforce and CRM, this deal is a step in line with FPT's global expansion strategy and allows FPT to take advantage of NAC's experienced human resources and strong expertise in strategic consulting, structural design, technology system planning, design, development and operations. This acquisition thereby ensures rapid and sustainable growth for FPT, enabling FT to approach the revenue target of 1 billion USD from the Japanese market by 2027.

### ***FPT University launches Automotive Software Engineering Department***

FPT University cooperates with FPT Automotive to open a major in Automotive Technology to develop quality human resources to meet market trends. With this new program, students can gain comprehensive knowledge, from basic automobile design and operation principles to in-depth understanding of electronic/software system. They also practice professional skills in designing, developing and testing embedded car systems such as energy control, safety features, entertainment as well as Advanced Driver Assistance Systems (ADAS).

### ***FPT University is admitting 1,000 students specializing in IC design***

FPT University will welcome its inaugural cohort in 2024, focusing on comprehensive training in IC design and fostering research within Vietnam's Semiconductor major. Upon graduation, they



are prepared for various positions in the semiconductor industry, including: Design, simulation, and verification of analog-digital circuits; Developing specification documents (spec) and advising on design processes; Managing and supervising wafer and chip manufacturing processes; Conducting chip testing and overseeing quality management in packaging and inspection of materials and components; Researching and developing materials and component structures; Developing circuit boards and core software (firmware) to support chip applications.

***FPT entered Asia's Top 50 IT Services companies***

Global IT technology firm FPT Corporation has been ranked in Asia's top 50 IT services companies and top 150 globally by revenue, according to Gartner Market Share: Services, Worldwide, 2023. This marks FPT as the first Vietnam-headquartered tech firm to reach this milestone, underscoring the Corporation's commitment to expanding its global customer base as well as providing comprehensive, end-to-end services and solutions.

***FPT recognized as the Largest IT Services Company in Southeast Asia***

Global IT service provider FPT Corporation has been featured in the inaugural Fortune's Southeast Asia 500 as the seventh largest company in the SEA region's technology sector. The recognition by Fortune also spotlights FPT as the only Vietnam-headquartered tech firm, affirming its positioning as a trusted IT leader with innovative, end-to-end services and solutions for regional and global enterprises. This growth was mainly driven by the heightened global drive for digital transformation, one of FPT's most in-demand services worldwide, which saw a 42% year-on-year revenue increase.

***Organization representative  
Person authorized to disclose information***



**Mai Thi Lan Anh**

