

*“FPT’s profit after tax attributed to parent company’s shareholder in Q3 2019 was VND 960 billion, up 32.4% YoY thanks to strong growth from technology and education sectors”*



FPT’s revenue and profit before tax (PBT) in Q3 2019 increased by 17.7% and 30.2% YoY, achieved VND 7,104 billion and VND 1,368 billion, respectively. In 9M2019, consolidated revenue and PBT reached VND 19,597 billion and VND 3,507 billion, equal to 104.0% and 110.5% of the year to date (YTD) target. PBT margin was improved to 17.9% (16.8% in 9M2018).

### Summary of YTD consolidated financial performance

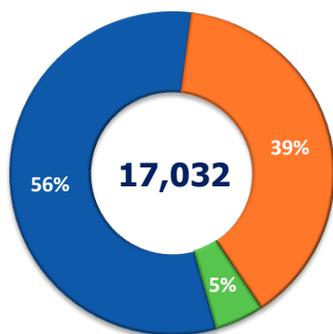
Unit: VND in billions

Items	9M2018	9M2019	YoY change	vs. YTD guidance
Net revenue	16,261	19,597	20.5%	104.0%
Profit before tax (PBT)	2,738	3,507	28.1%	110.5%
Profit after tax (PAT)	2,302	2,940	27.7%	110.4%
PAT attributed to parent company’s shareholders	1,828	2,378	30.1%	110.7%
Basic EPS (VND)	2,712	3,513	29.5%	110.8%

Table 1 - Summary of financial performance in 9M2019

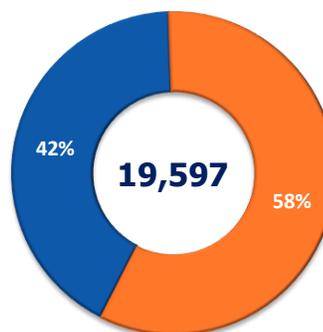
In the 9M2019, overseas markets brought FPT with revenue of VND 8,221 billion, up 28.5% YoY and 1,344 billion, up 29.4% YoY. The overseas revenue and PBT contributed 42% and 38% to FPT’s result (In 9M2018, the proportions were 39% and 38%), respectively.

### Revenue by sector

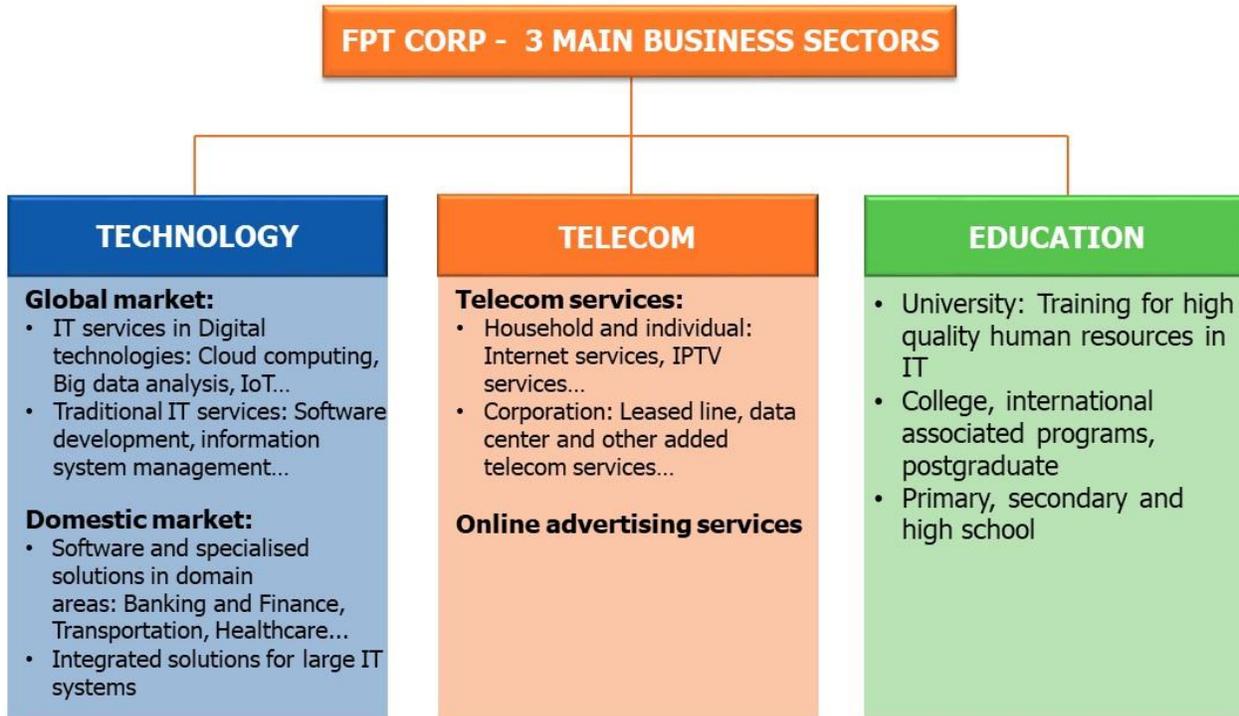


■ Technology ■ Telecom ■ Education, investments & Other

### Revenue by market

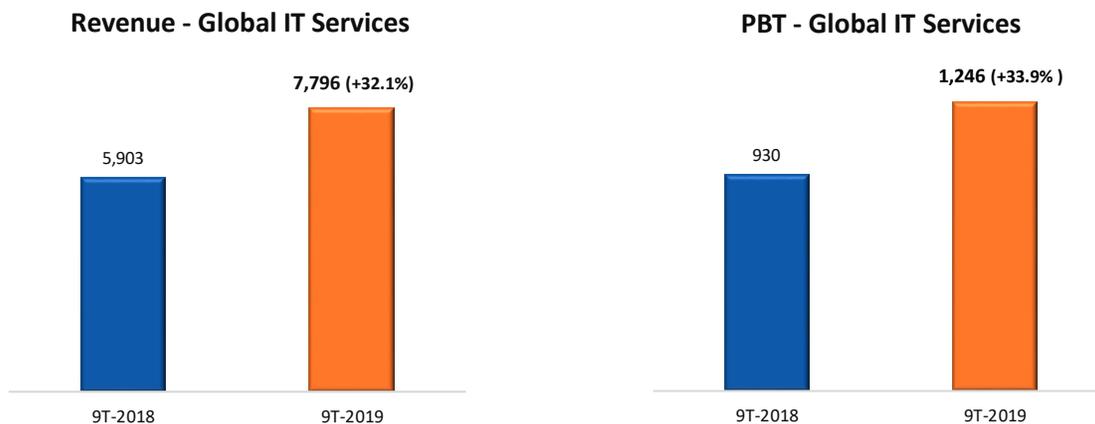


■ Overseas ■ Domestic



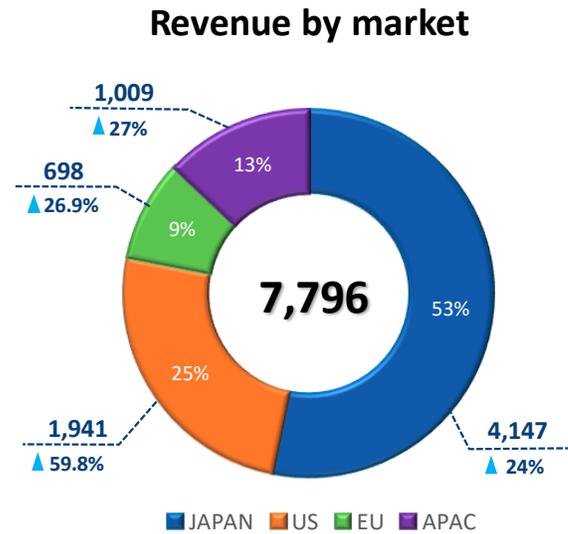
**Technology sector:** PBT achieved VND 1,471 billion, up **41.8%** YoY, driven by the core pillar – Global IT Services.

❖ **Global market:** The segment's revenue and PBT increased by **32.1%** and **33.9%** YoY, respectively. PBT margin was 16.0%, slightly increase from 15.8% in 9M2018.

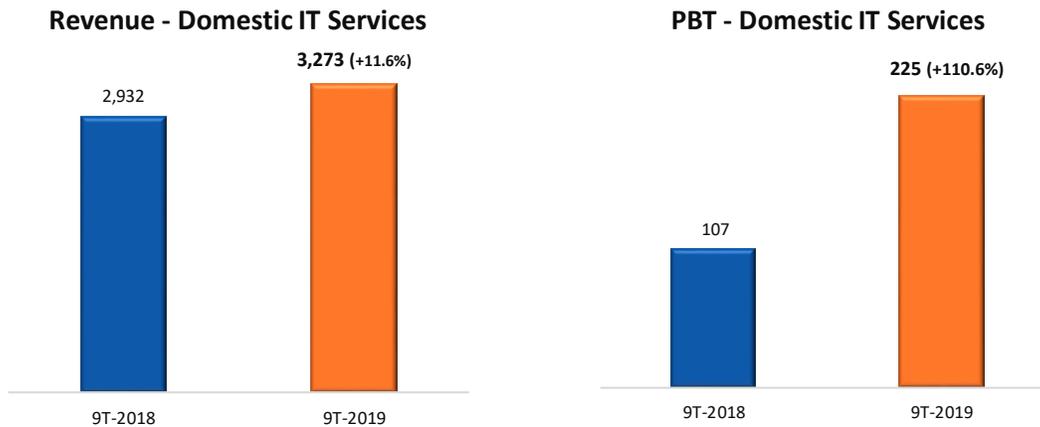


With a strategic focus on digital transformation, this service line's revenue was VND 2,525 billion, up 35.2% YoY, contributing 32.4% to the global IT services' revenue (this proportion in 9M2018 was 31.6%).

All market revenues achieved solid growth, especially in the US market - the second largest market – reached revenue of VND 1,941 billion, up **59.8%** YoY. Excluding Intellinet performance, this market’s revenue still achieved impressive growth of **50.6%** YoY thanks to increasing sales from existing customers as well as enhancing FPT’s position in the US after Intellinet acquisition. Japan continued to be FPT’s most important market with revenue of VND 4,147 billion, up **24.0%** YoY, accounting for 53% of the global IT services’ revenue.



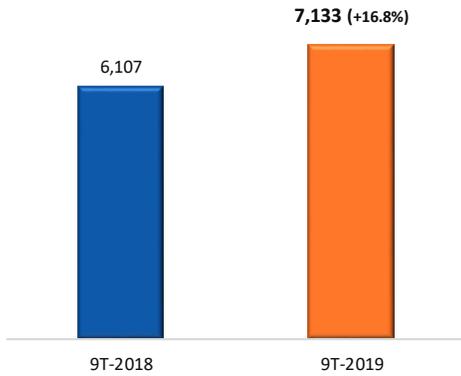
- ❖ **Domestic market:** The segment’s revenue and PBT increased by 11.6% and 110.6% YoY, respectively. PBT margin was improved to 6.9% in 9M2019. The total contract value signed was VND 3,378 billion, up **37.2%** YoY. However, backlog balance for the domestic market was VND 2,253 billion by the end of September 2019, down 11.6% YoY.



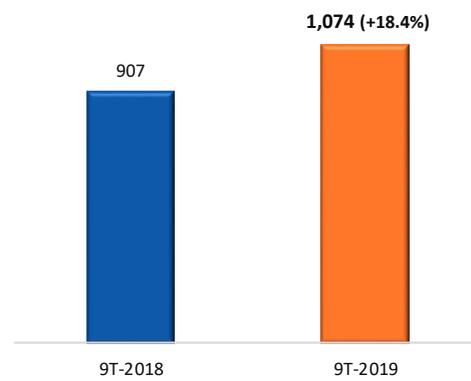
**Telecom sector:** Revenue was VND 7,561 billion, up 16.6% YoY, thanks to telecom services.

- ❖ **Telecom services:** Revenue and PBT increased by 16.8% and 18.4% YoY, respectively. Revenue from broadband services for individuals and households recorded a growth of 13.7% to VND 4,453 billion underpinned by acquiring new internet subscribers.

### Revenue - Telecom Services

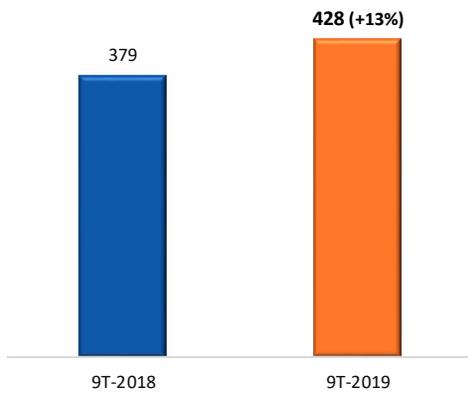


### PBT - Telecom Services

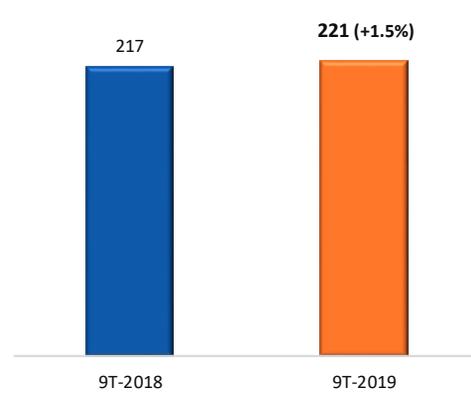


❖ **Online advertising:** Revenue and PBT increased by 13.0% and 1.5% YoY, respectively.

### Revenue - Online Advertising

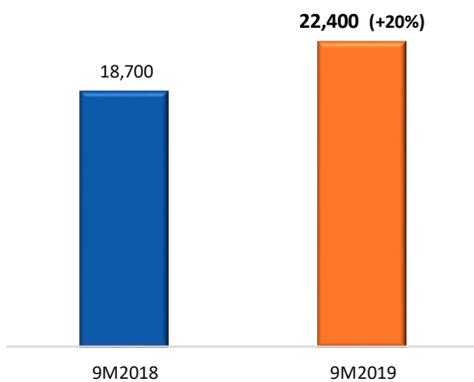


### PBT - Online Advertising

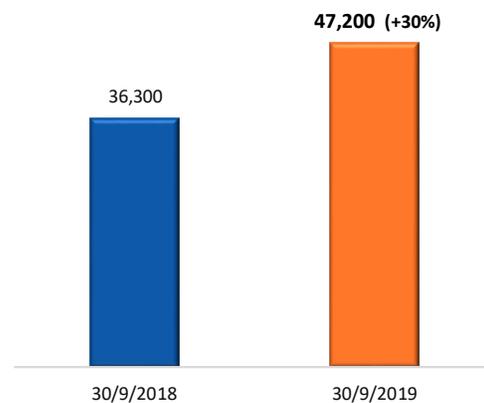


**Education sector:** As of September 30<sup>th</sup> 2019, the total number of students of the education sector was 47,200.

### New student enrollment



### Total number of students





# PERFORMANCE REPORT IN 9M2019

PIONEERING IN  
DIGITAL TRANSFORMATION

**Contact details:**

**Investor relations department**

Email: [ir@fpt.com.vn](mailto:ir@fpt.com.vn)

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