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During the first half of 2020, revenue and profit before taxes (PBT) of FPT reached VND 13,611 billion and VND 2,428 billion, up 9.0% and 13.5% YoY, equivalent to 95% and 99% target. Profit after tax was VND 2,021 billion, up 13.5% YoY. PBT margin reached 17.8% compared to 17.1% of 6M2019.

Summary of YTD consolidated financial performance

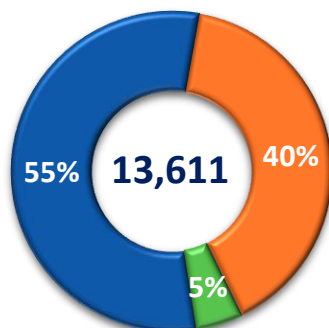
Unit: billion VND

Items	6M2019	6M2020	YoY change	vs. YTD guidance
Net revenue	12,492	13,611	9.0%	95%
Profit before tax (PBT)	2,139	2,428	13.5%	99%
Profit after tax (PAT)	1,780	2,021	13.5%	98%
PAT attributed to parent company's shareholders	1,418	1,626	14.7%	99%
Basic EPS (VND)	1,822	2,078	14.1%	99%

Table 1 – Summary of financial performance in 6M2020

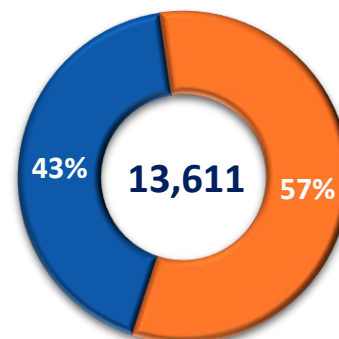
Technology Sector contributed 55% to revenue and 40% to PBT. Telecom Sector is accounted for 40% revenue and 39% PBT. Revenue from global market makes up 43% of the total revenue.

Revenue by sector

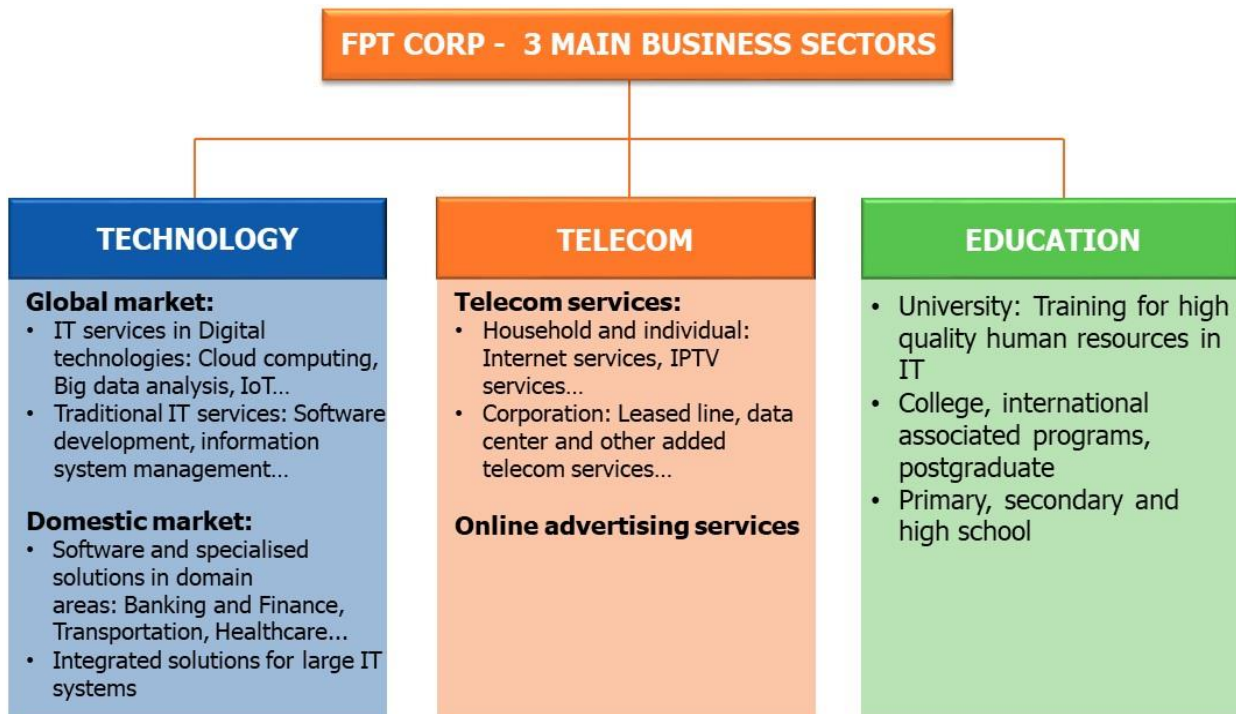


■ Technology ■ Telecom ■ Education, Investments, Others

Revenue by market



■ Global Market ■ Domestic Market

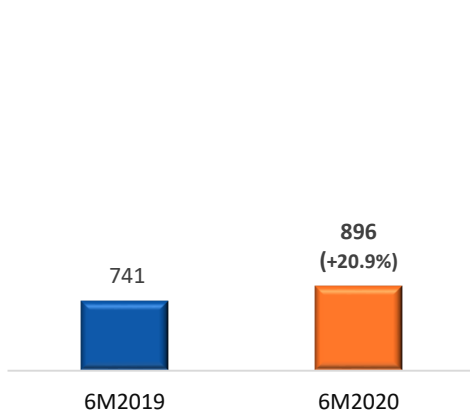


Technology sector: The revenue and PBT of technology sector posted VND 7,527 billion and VND 967 billion, up **8.1%** and **13.3%**, equivalent to **95%** and **93%** target.

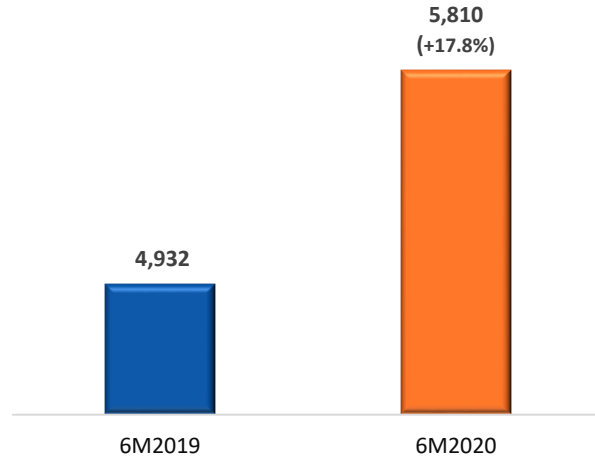
❖ **Global IT services:** One of the two major business lines, Global IT Services recorded VND 5,810 billion in revenue and VND 896 billion in PBT, respectively up **17.8%** and **20.9%**, increase the PBT margin from 15.0% to **15.4%**. In particular, revenue from digital transformation services contributed VND 1,773 billion, accounted for 23% of the sector's revenue, up **65%** thanks to the increasing demand for new digital technology.

The growth rates decelerated in recent months due to the challenging sales process during the pandemic at the end of Q1 and beginning of Q2. Nevertheless, FPT quickly adopted new sales practice via online channels to accommodate clients' demand, gradually picking up the number of newly signed contracts. Most recently, outbidding several global competitors, FPT successfully secured a US\$20-million IT project with a leading automotive company in the US. The total value of signed revenue for the 6-month period increased by **16%** YoY.

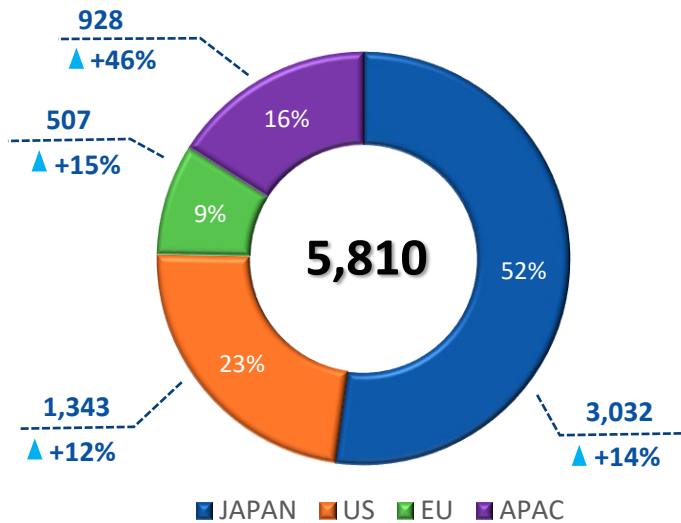
PBT - Global IT Services



Revenue - Global IT Services



Revenue by market



In the first 06 months of the year, FPT's respective growth rates in Japan, US, EU, and APAC are: **14%**, **12%**, **15%**, and **46%**. While the market in the US and the EU are negatively impacted by the pandemic, revenue from APAC and Japan markets still increase quickly, signaling the room for growth in these markets.

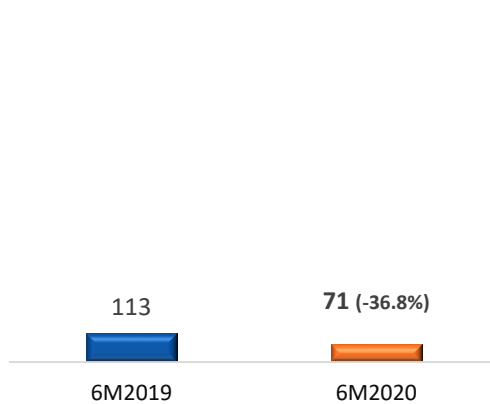
To develop capabilities in new technology, on June 12th, FPT has signed a strategic partnership agreement between 2020 – 2023 with Quebec-based research centre Mila in three major areas: enhancement of FPT's AI capabilities; strategic consulting on the development of FPT.AI Research Center in Quy Nhon (Binh Dinh); training and exchanging high-quality AI workforce. FPT is the first technology corporation in Southeast Asia to become a strategic partner of Mila, world's largest deep learning institute. FPT and Mila want to achieve significant results in applying AI to healthcare, agriculture, language, and manufacturing.



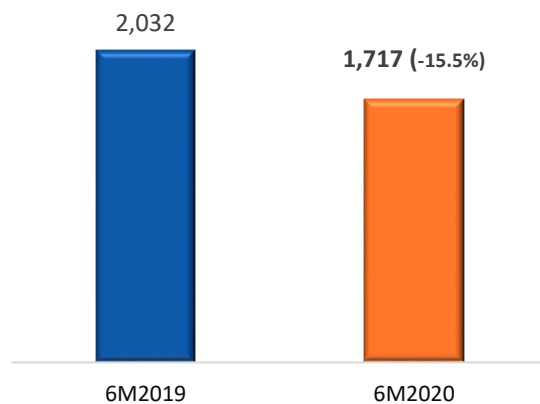
The online partnership agreement signing ceremony in Hanoi and Montreal

- ❖ **Domestic IT Services:** Revenue and PBT of Domestic IT Services decreased by 15.5% and 36.8% YoY due to COVID-19's impact on corporate clients. Meanwhile, FPT is fostering the sales of Made-by-FPT products in the domestic market. The revenue from these products for the first half of the year grew by 28% YoY.

PBT - Domestic IT Services



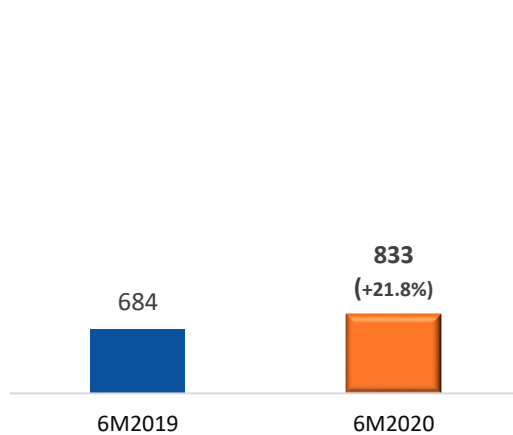
Revenue - Domestic IT Services



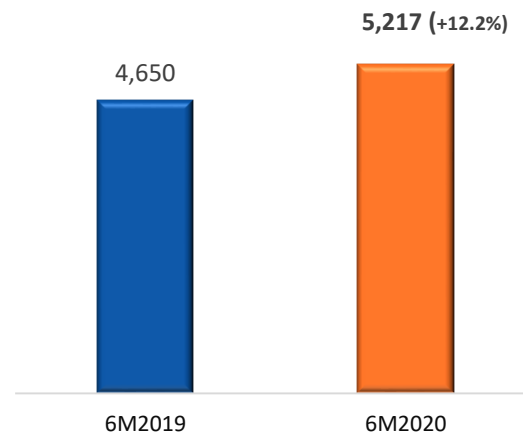
Telecom sector: Revenue and PBT reached VND 5,439 billion and VND 938 billion respectively, up 10.5% and 14.2% equivalent to 96% and 99% targets.

- ❖ **Telecom services:** Telecom services' revenue and PBT respectively posted VND 5,217 billion and VND 833 billion, up 12.2% and 21.8%. Revenue and PBT of Broadband services increased by 10% and 18% y-o-y respectively.

PBT - Telecom Services

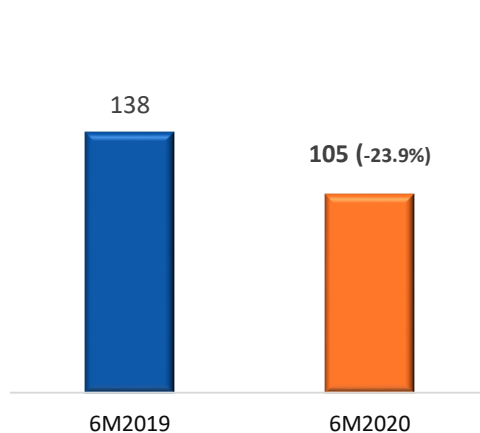


Revenue - Telecom Services

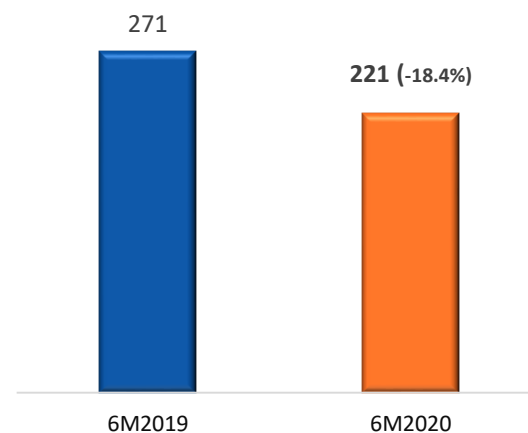


- ❖ **Online advertising:** The pandemic still severely impacted the market for advertising in Vietnam. Revenue and PBT posted VND 221 billion and VND 105 billion, down 18.4% and 23.9%. FPT is targeting customers with new service portfolio, more suitable in the new environment.

PBT - Online Advertising



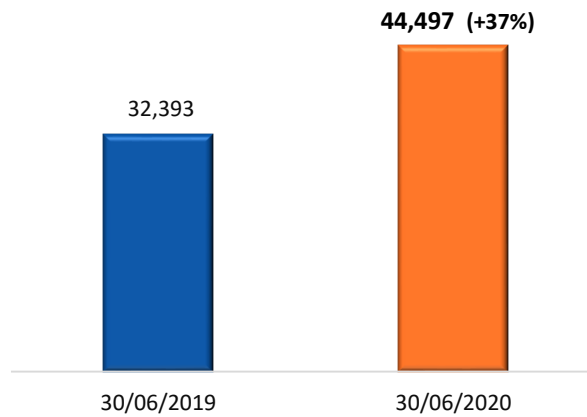
Revenue - Online Advertising





Education sector: Thanks to the advanced technology infrastructure already in place, FPT successfully operated the online learning platform during the pandemic lockdown, sidestepping the disruption in teaching, learning, and admission activities. The total number of students on 30/06/2020 was 44,497, up **37%**.

Total number of students



Financial performance by sector

SEGMENTS	REVENUE				PROFIT BEFORE TAX			
	6M2019	6M2020	YoY change	% YTD guidance	6M2019	6M2020	YoY change	% YTD guidance
Global IT services	4,932	5,810	17.8%	97%	741	896	20.9%	96%
Domestic IT services	2,032	1,717	-15.5%	88%	113	71	-36.8%	65%
Subtotal Technology	6,964	7,527	8.1%	95%	854	967	13.3%	93%
Telecom services	4,650	5,217	12.2%	97%	684	833	21.8%	104%
Online advertising	271	221	-18.4%	73%	138	105	-23.9%	70%
Subtotal Telecom	4,922	5,439	10.5%	96%	822	938	14.2%	99%
Education, investments & Other	607	645	6.2%	88%	464	523	12.8%	115%
Total	12,492	13,611	9.0%	95%	2,139	2,428	13.5%	99%

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