



FPT CORPORATION EARNING REPORT Q1/2021





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01

FPT's Performance for Q1/2021

FINANCIAL PERFORMANCE IN Q1/2021

Unit: VND Billion

REVENUE

7,586

+14.4% YoY

PROFIT BEFORE TAX

1,397

+22.3% YoY

PROFIT AFTER TAX (PAT)

1,151

+22.8% YoY

PAT TO PARENT
COMPANY'S SHAREHOLDER

906

+21.3% YoY

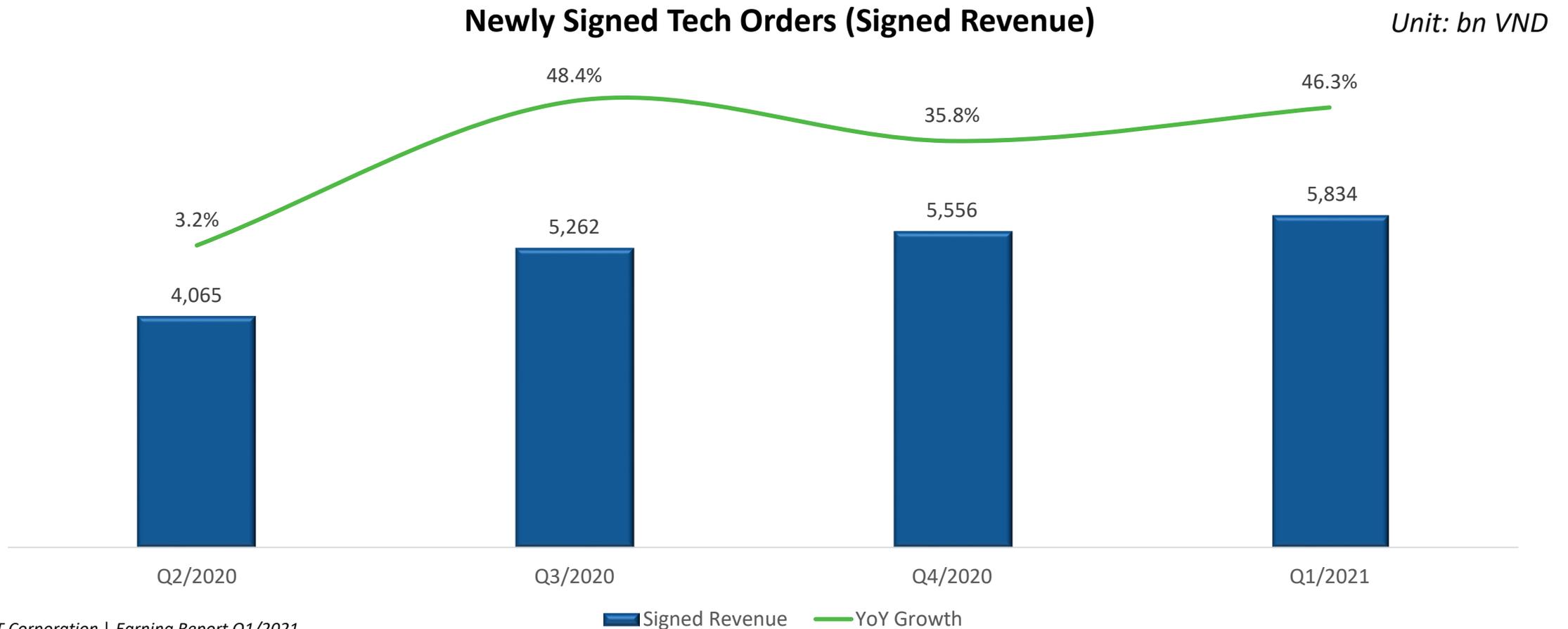
EPS
(VND)

1,156

+20.8% YoY

IT INVESTMENT CONTINUED TO RISE

- In the beginning of 2021, major clients who have signed agreements with FPT at the end of last year started to send in orders for IT projects. Hence, the newly signed orders (signed revenue) for both domestic and global market have increased significantly. FPT expected to realize the revenue in the upcoming quarters.

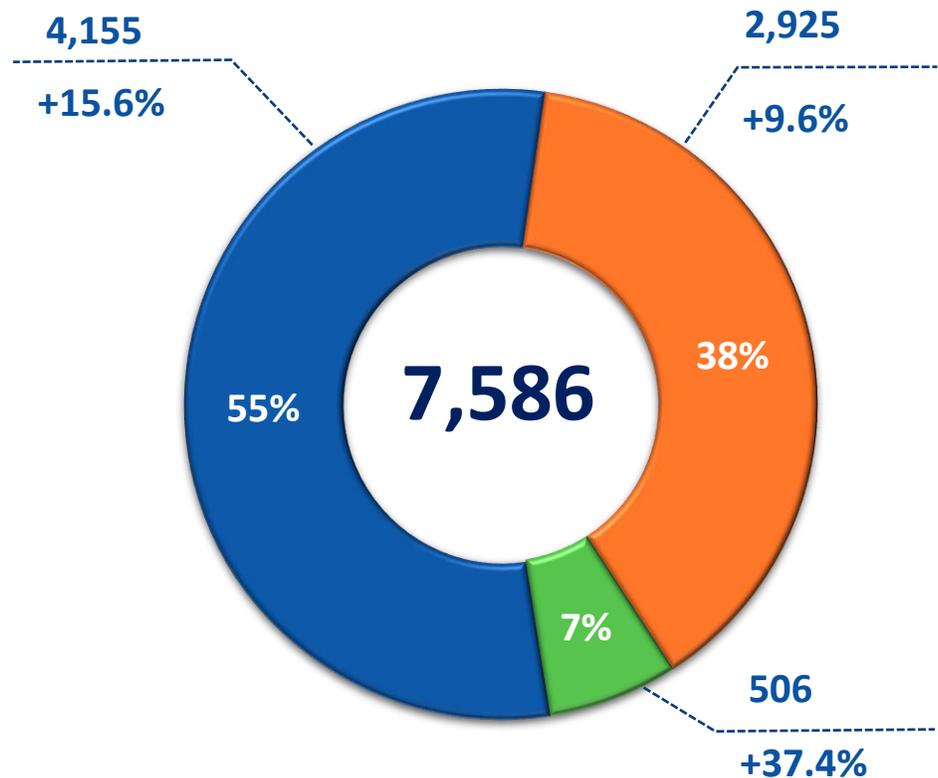




PERFORMANCE BY BUSINESS SECTOR

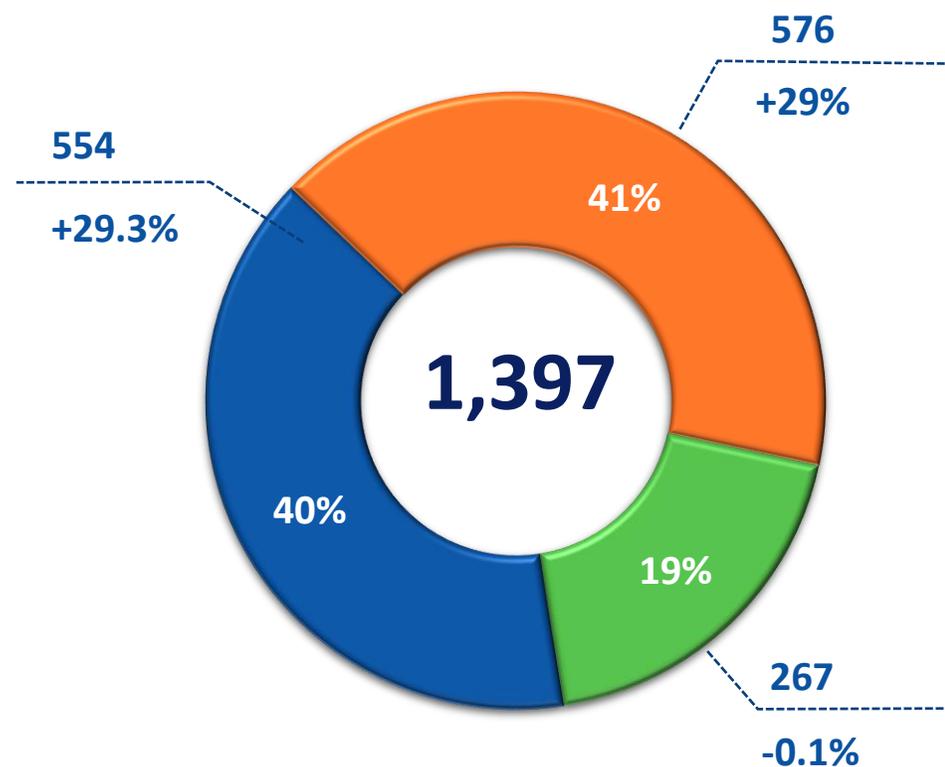
Unit: VND Billion

Revenue by sector



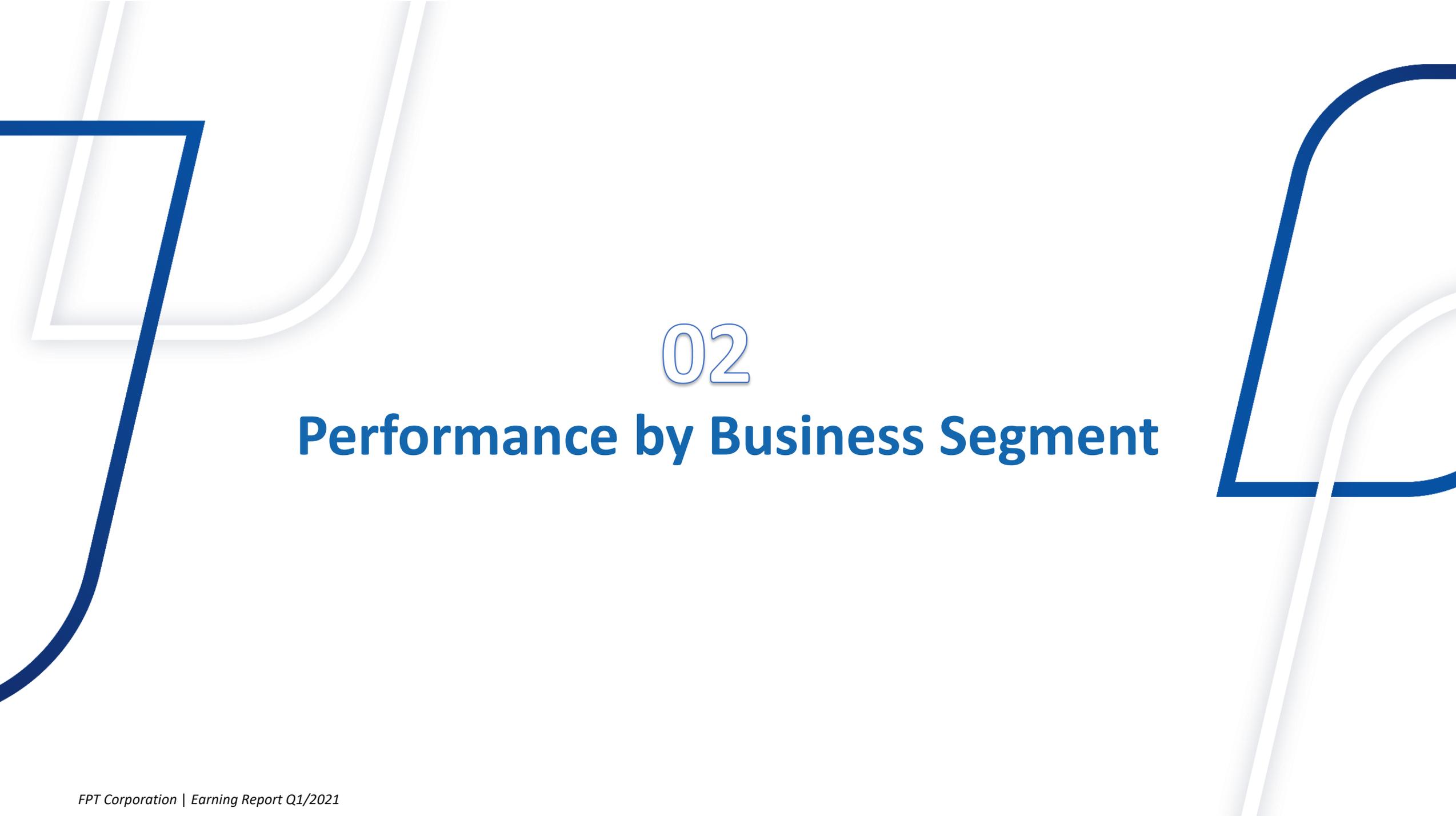
■ Technology ■ Telecom ■ Education, Investments, Others

PBT by sector



■ Technology ■ Telecom ■ Education, Investments, Others

Unit: VND Billion



02

Performance by Business Segment

Q1/2021 PERFORMANCE BY SEGMENT

Unit: VND Billion

GLOBAL IT SERVICES

3,169 (+9.6%) in Revenue

495 (+16.4%) in PBT

DOMESTIC IT SERVICES

986 (+40.1%) in Revenue

59 (+1,828.7%) in PBT

TELECOM SERVICES

2,804 (+9.3%) in Revenue

524 (+30.7%) in PBT

ONLINE ADVERTISING

121 (+18.1%) in Revenue

52 (+14.1%) in PBT

EDUCATION, INVESTMENTS, AND OTHERS

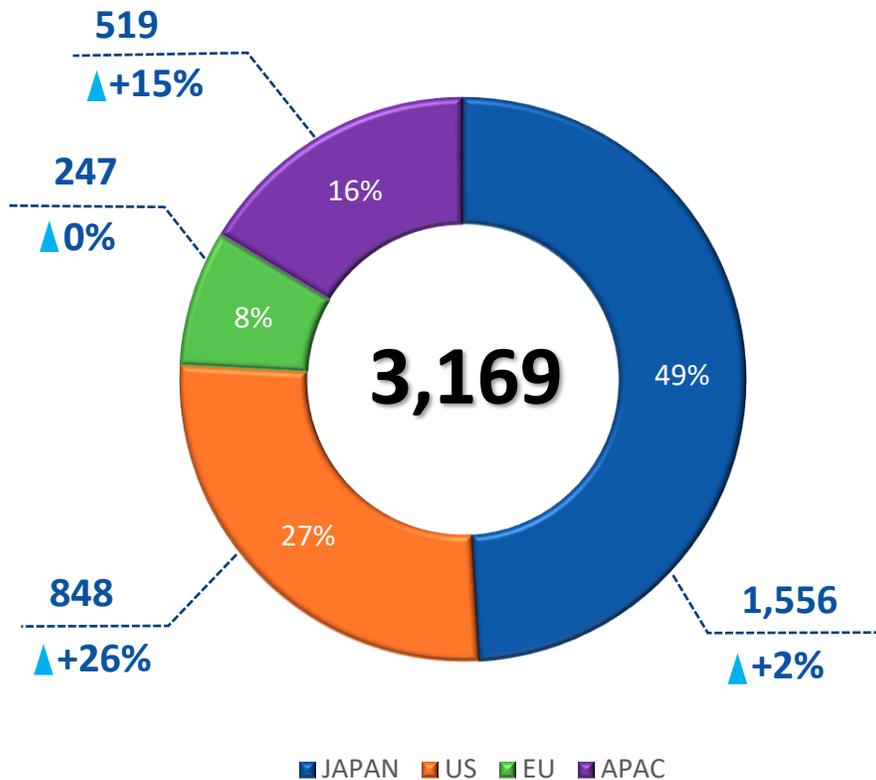
506 (+37.4%) in Revenue

267 (-0.1%) in PBT

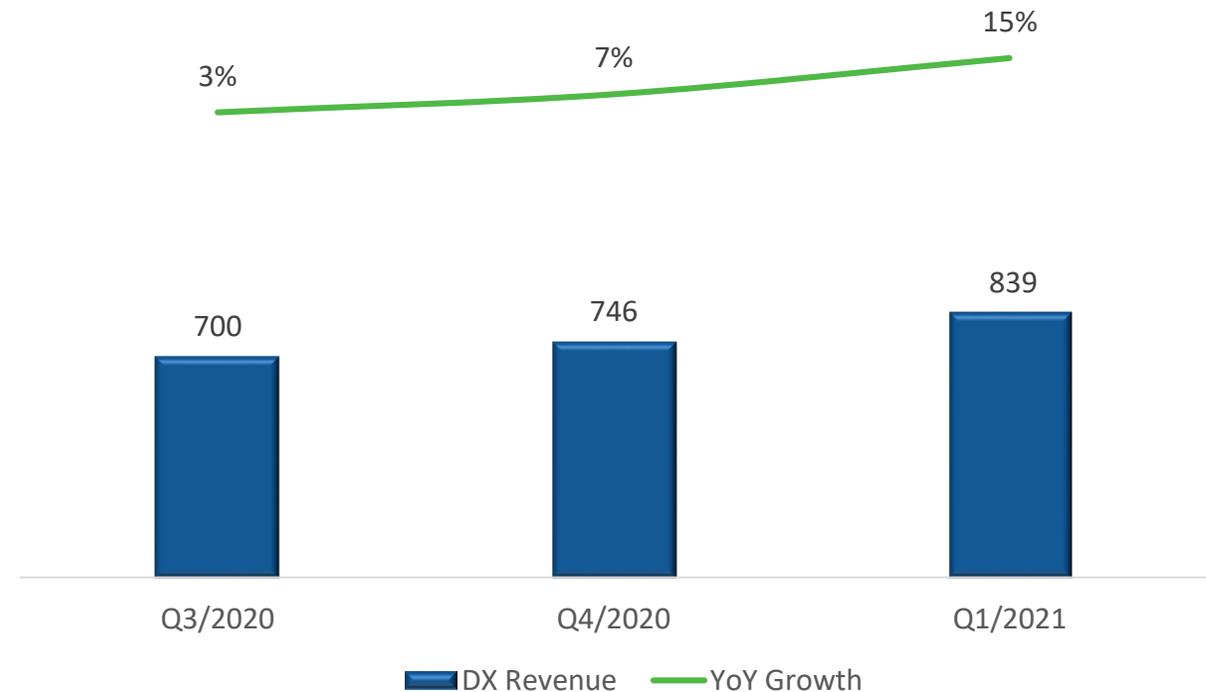
GLOBAL IT SERVICES: HIGH GROWTH IN US MARKET

- Thanks to the focus on high value added services and the improvement in employees' productivity, PBT margin of Global IT services has improved from 14.7% in Q1/2020 to 15.6% in Q1/2021.
- The signed revenue from major clients in the US at the end of 2020 started to be realized in Q1/2021. Digital transformation (DX) revenue from new technology like AI, Cloud, Blockchain... continues to advance.

Revenue by market



DX revenue



Unit: VND Billion

GLOBAL IT SERVICES: 04 LARGE DEALS (\$5M+)

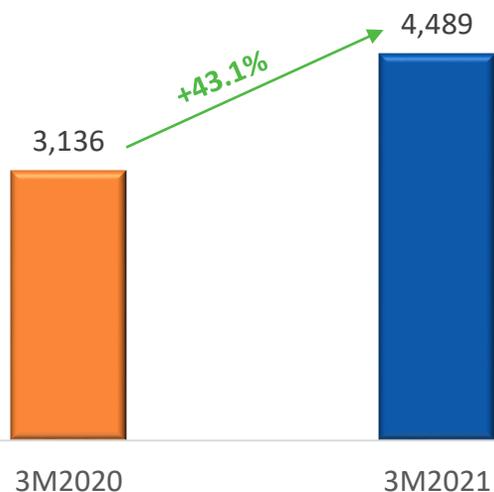
In the first quarter of 2021, FPT received multiple orders from global clients to implement digital transformation projects. There were 04 projects with the size larger than \$5 million in this quarter, compared to 02 in the same period of 2020.

01

Signed Revenue

- Signed Revenue for Q1/2021 posted VND 4,489 (+43%)

Signed Revenue

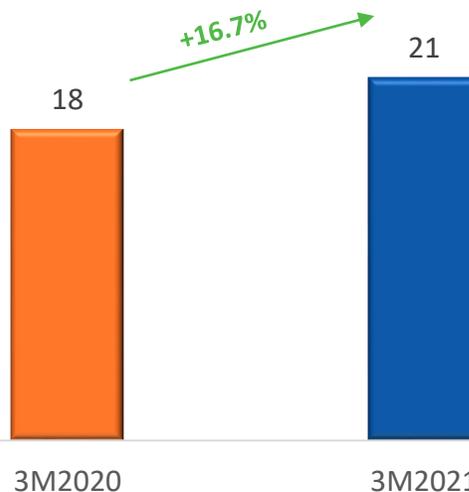


02

Clients

- Number of clients with revenue from \$500k: 62 (-4.6%)
- Number of clients with revenue from \$1 million: 21 (+16.7%)

Clients (+\$1M)

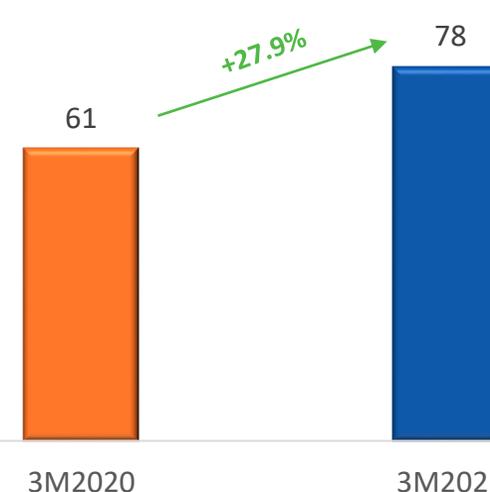


03

Deals

- Semi-mega deals (\$500k+): 78 (+27.9%)
- Mega deals (\$1 mn+): 28 (-3.4%)
- Large deals (\$5 mn+): 04 (+100%)

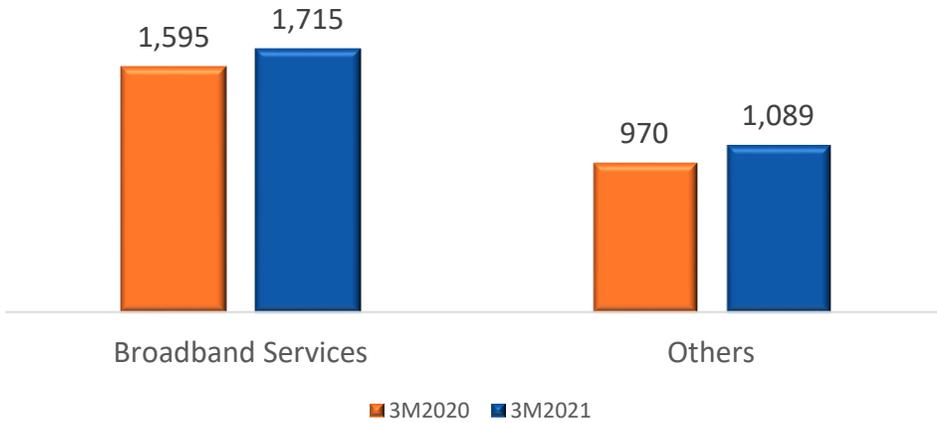
Semi-mega deals



TELECOM SERVICES: IMPROVED PROFIT MARGIN

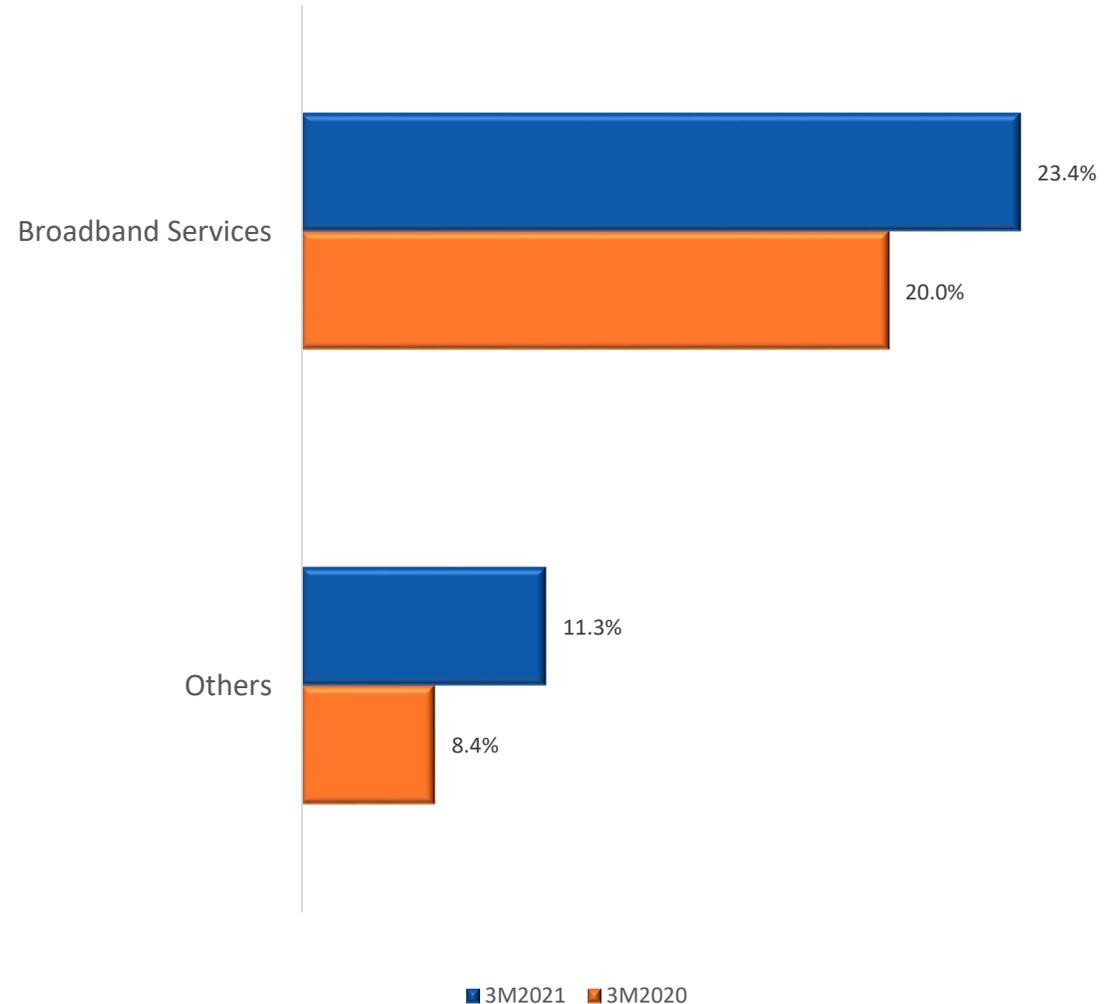
Thanks to the decrease in Q1's marketing expenses and profit from PayTV services, FPT recorded higher profit margin for Telecom Services

Revenue by Business Lines

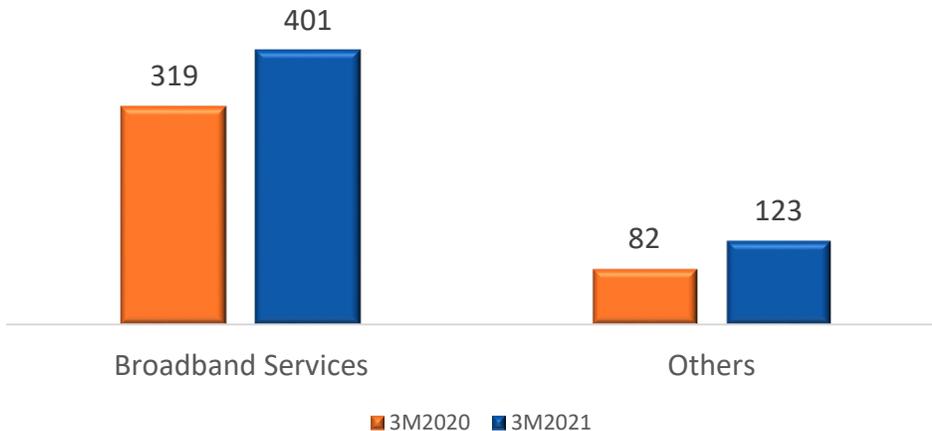


PBT Margin

Unit: VND Billion



PBT by Business Lines





EDUCATION SECTOR: DEMAND FOR IT EDUCATION INCREASES

Revenue from Education sector increased 57% to VND 698 billion in Q1, 2021.

