FPT CORPORATION
EARNING REPORT H1/2021
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01

FPT’s Performance for H1/2021
FINANCIAL PERFORMANCE IN H1/2021

**REVENUE**
16,228
+19.2% YoY

**PROFIT BEFORE TAX**
2,936
+20.9% YoY

**PROFIT AFTER TAX (PAT)**
2,410
+19.3% YoY

**PAT TO PARENT COMPANY’S SHAREHOLDER**
1,906
+17.2% YoY

**EPS (VND)**
2,107
+16.7% YoY

Unit: VND Billion
IT INVESTMENT CONTINUED TO RISE

Technology project orders continue to grow for both domestic and global market with significant increase in the domestic market, signaling strong demand for digital transformation in Vietnam.

Newly Signed Tech Orders (Signed Revenue)  

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Newly Signed Tech Orders (Signed Revenue)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3/2020</td>
<td>5,262 bn VND</td>
</tr>
<tr>
<td>Q4/2020</td>
<td>5,556 bn VND</td>
</tr>
<tr>
<td>Q1/2021</td>
<td>5,834 bn VND</td>
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<tr>
<td>Q2/2021</td>
<td>5,848 bn VND</td>
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</tbody>
</table>

Unit: bn VND

Signed Revenue YoY Growth

- Q3/2020: 48.4%
- Q4/2020: 35.8%
- Q1/2021: 46.3%
- Q2/2021: 43.9%
PERFORMANCE BY BUSINESS SECTOR

**Revenue by sector**

- Technology: 9,098 (56%) +20.9%
- Telecom: 6,126 (38%) +12.6%
- Education, Investments, Others: 1,004 (6%) +55.8%

**PBT by sector**

- Technology: 1,306 (44%) +35.1%
- Telecom: 1,197 (41%) +27.6%
- Education, Investments, Others: 433 (15%) -17.2%

Unit: VND Billion
02

Performance by Business Segment
### H1/2021 PERFORMANCE BY SEGMENT

<table>
<thead>
<tr>
<th>Segment</th>
<th>Revenue (VND Billion)</th>
<th>PBT (VND Billion)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GLOBAL IT SERVICES</strong></td>
<td></td>
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</tr>
<tr>
<td>6,683 (+15.0%)</td>
<td>1,061 (+18.4%)</td>
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<tr>
<td><strong>DOMESTIC IT SERVICES</strong></td>
<td></td>
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</tr>
<tr>
<td>2,415 (+40.7%)</td>
<td>246 (+245.1%)</td>
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<tr>
<td><strong>TELECOM SERVICES</strong></td>
<td></td>
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<tr>
<td>5,847 (+12.1%)</td>
<td>1,069 (+28.2%)</td>
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<tr>
<td><strong>ONLINE ADVERTISING</strong></td>
<td></td>
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</tr>
<tr>
<td>279 (+26.0%)</td>
<td>128 (+22.2%)</td>
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</tr>
<tr>
<td><strong>EDUCATION, INVESTMENTS, AND OTHERS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.004 (+55.8%)</td>
<td>433 (-17.2%)</td>
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</tbody>
</table>

*Unit: VND Billion*
GLOBAL IT SERVICES: IMPROVEMENT ACROSS THE BOARD

- Revenue accelerated across all markets with strong growth in the USA (+41%) thanks to strong demand from large scale clients
- DX revenue continues to improve with Q2/2021 results increased 22% YoY and 52% compared to Q1/2021. DX revenue for the first half of the year recorded VND 2,116 billion, up 19.3% YoY thanks to high growth rates in Low Code, Cloud, and Blockchain technology
GLOBAL IT SERVICES: 11 LARGE DEALS ($5M+)

As FPT improves both capacity and capabilities, the firm receives strong demand from international clients with 11 large deals having the size of more than $5 million each.

**Signed Revenue**
- Signed Revenue for H1/2021 posted VND 8,342 (+36.8%)

**Clients**
- Number of clients with revenue from $500k: 125 (+4.2%)
- Number of clients with revenue from $1 million: 58 (-10.8%)
  ➔ Clients’ merger and restructuring consolidate the number

**Deals**
- Semi-mega deals ($500k+): 139 (+41.8%)
- Mega deals ($1 mn+): 50 (+25%)
- Large deals ($5 mn+): 11 (+450%)

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MADE-BY-FPT: ACCELERATING GROWTH FOR REVENUE

Made-by-FPT Software products recorded VND 255 billion in revenue, up 53.6% YoY.

BASE.VN: STRATEGIC INVESTMENT IN SAAS

- Recognizing the potential of SaaS market for SME in Vietnam, FPT acquired the majority stake in Base.vn
- Base.vn is expected to accelerate its growth, having strong synergy with FPT’s current business lines
TELECOM SERVICES: IMPROVED PROFIT MARGIN

With a rise in PayTV’s profit, along with the pause in capital expenditure in new facilities due to the current pandemic situation, PBT margin of Telecom services continued to improve.

**Revenue by Business Lines**

- **Broadband Services**
  - 6M2020: 3,210
  - 6M2021: 3,486

- **Others**
  - 6M2020: 2,008
  - 6M2021: 2,361

**PBT Margin**

- **Broadband Services**
  - 6M2020: 21.9%
  - 6M2021: 19.3%

- **Others**
  - 6M2020: 13.0%
  - 6M2021: 10.6%
Revenue from Education sector increased 53% to VND 1,362 billion in H1/2021.