



FPT CORPORATION EARNING REPORT H1/2021





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01

FPT's Performance for H1/2021

FINANCIAL PERFORMANCE IN H1/2021

Unit: VND Billion

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)

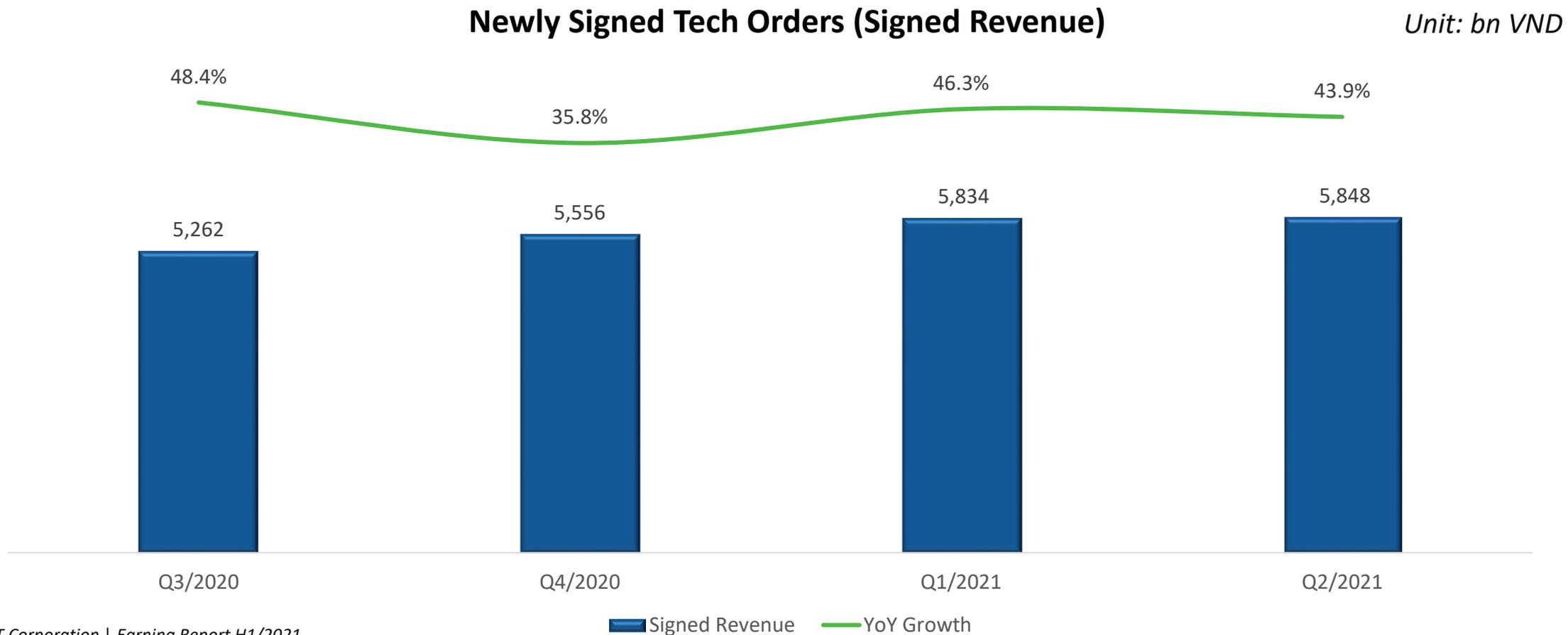
2,107

+16.7% YoY



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

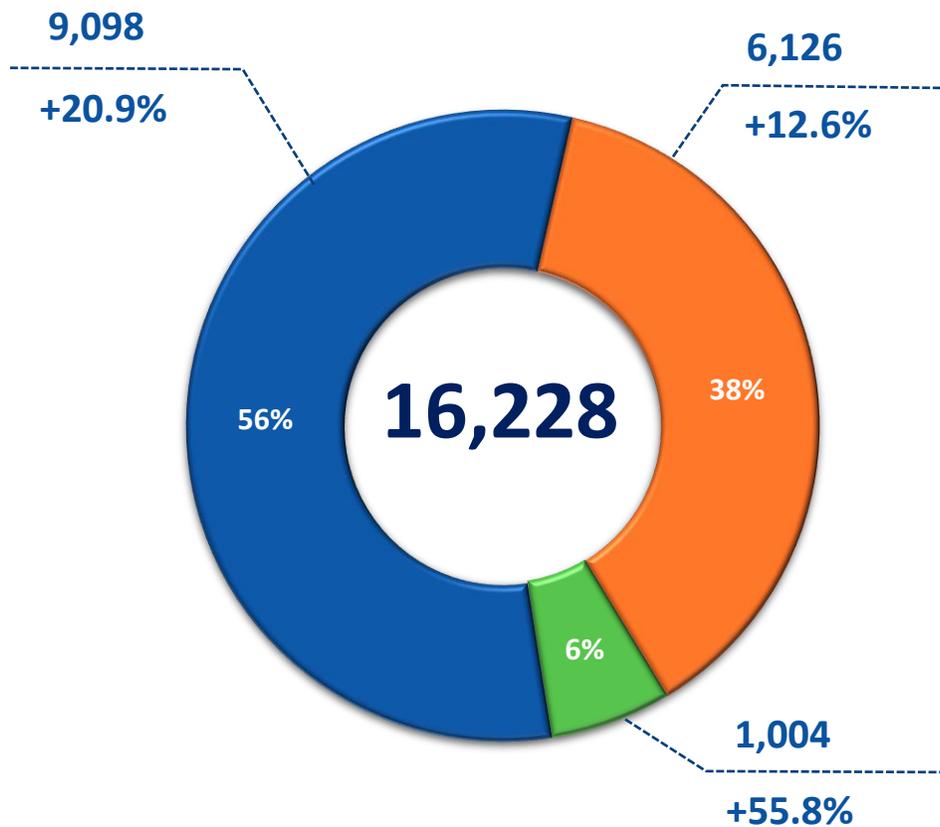




PERFORMANCE BY BUSINESS SECTOR

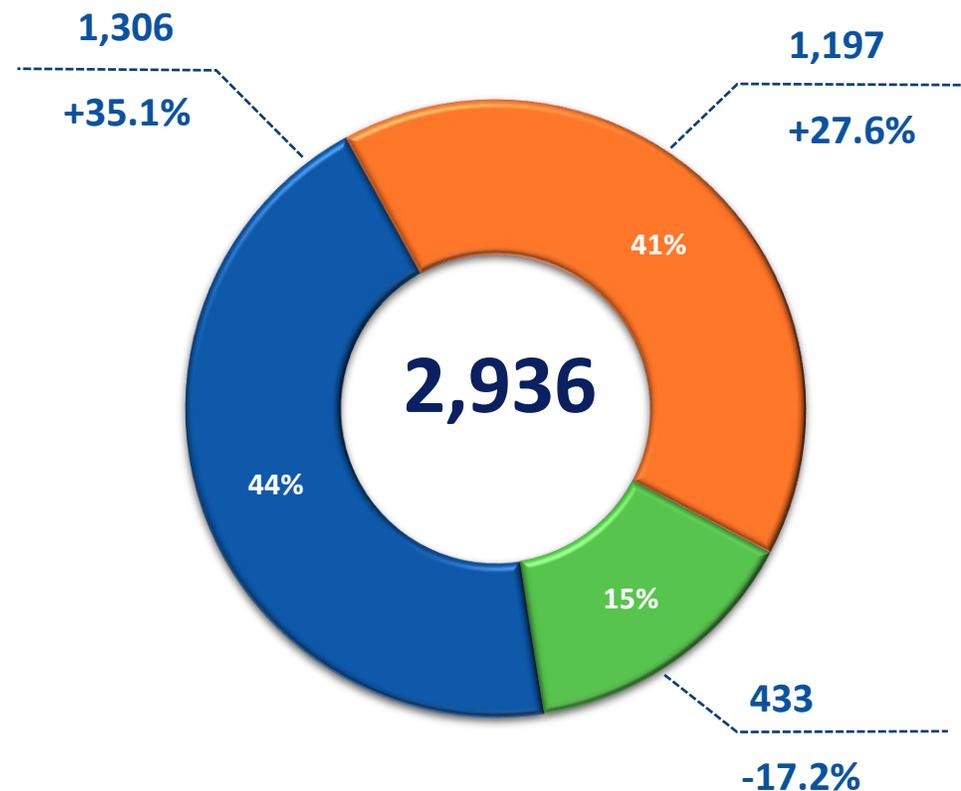
Unit: VND Billion

Revenue by sector



■ Technology ■ Telecom ■ Education, Investments, Others

PBT by sector



■ Technology ■ Telecom ■ Education, Investments, Others

Unit: VND Billion



02

Performance by Business Segment

H1/2021 PERFORMANCE BY SEGMENT

Unit: VND Billion

GLOBAL IT SERVICES

6,683 (+15.0%) in Revenue

1,061 (+18.4%) in PBT

DOMESTIC IT SERVICES

2,415 (+40.7%) in Revenue

246 (+245.1%) in PBT

TELECOM SERVICES

5,847 (+12.1%) in Revenue

1,069 (+28.2%) in PBT

ONLINE ADVERTISING

279 (+26.0%) in Revenue

128 (+22.2%) in PBT

EDUCATION, INVESTMENTS, AND OTHERS

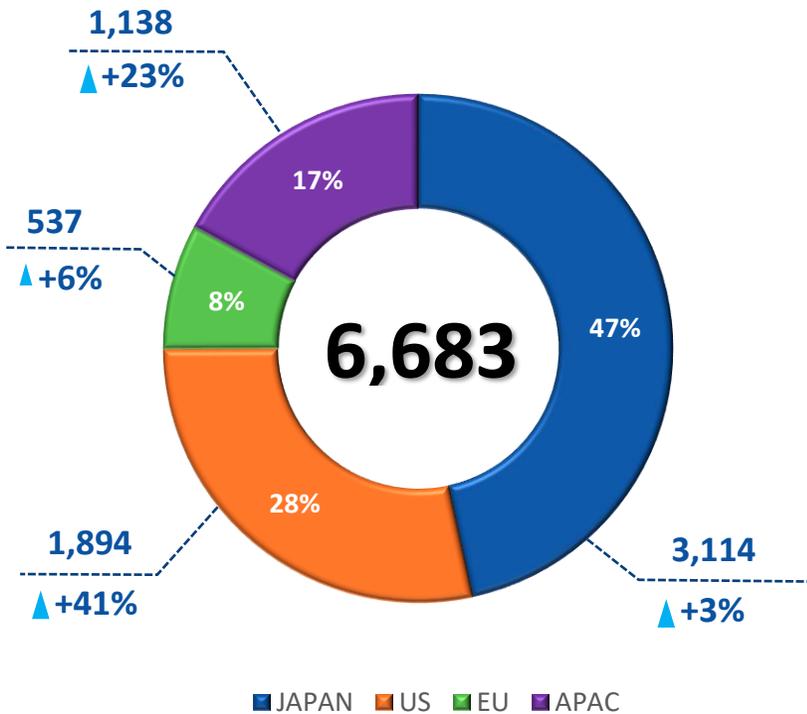
1.004 (+55.8%) in Revenue

433 (-17.2%) in PBT

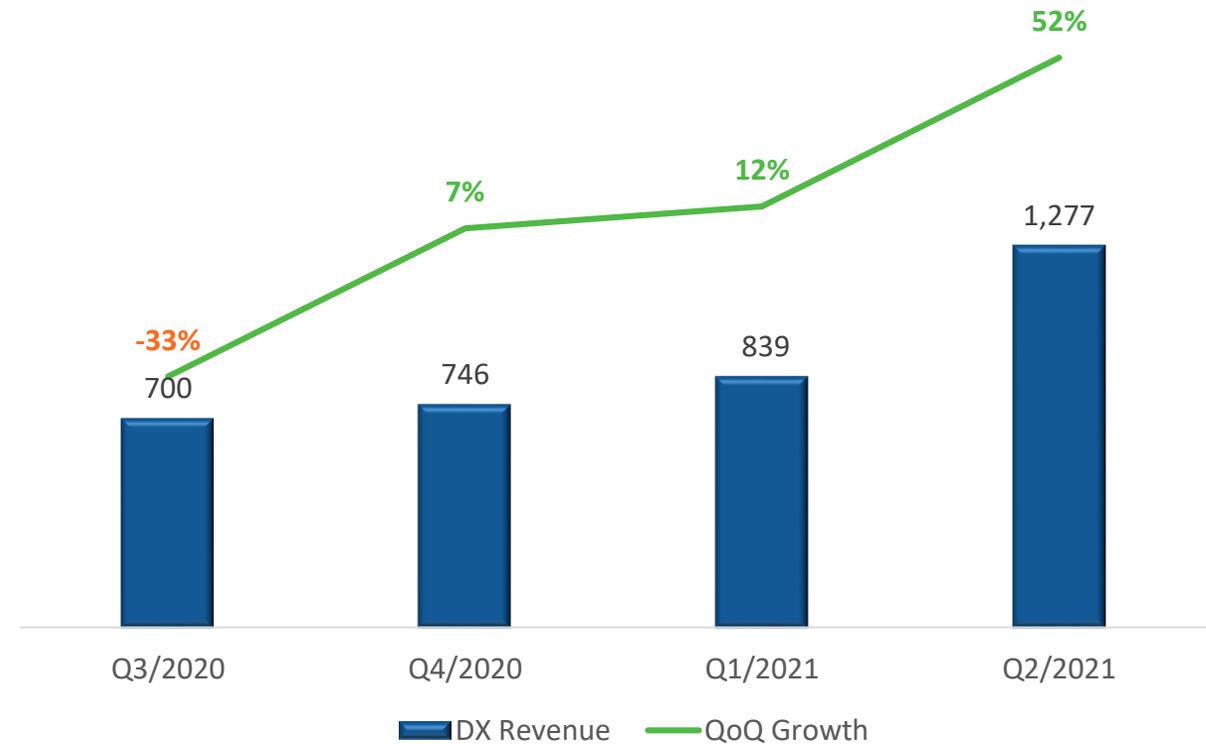
GLOBAL IT SERVICES: IMPROVEMENT ACROSS THE BOARD

- 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

Revenue by market



DX revenue



Unit: VND Billion

GLOBAL IT SERVICES: 11 LARGE DEALS (\$5M+)

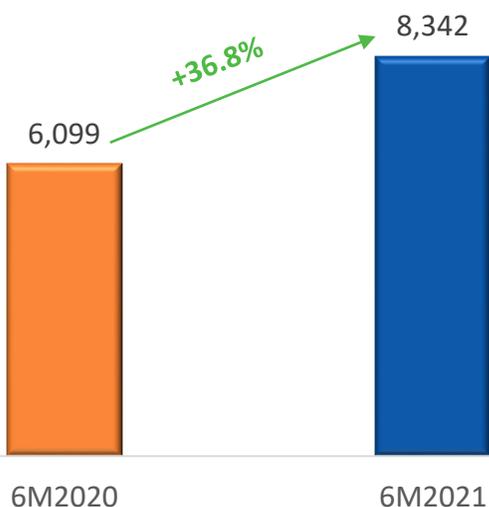
As FPT improves both capacity and capabilities, the firm receives strong demand from international clients with 11 large deals having the size of more than \$5 million each

01

Signed Revenue

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

Signed Revenue



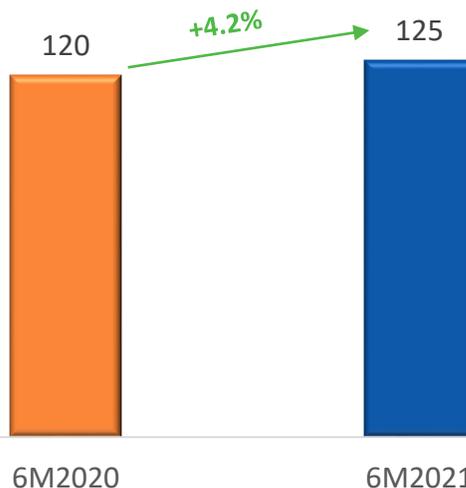
02

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

Clients (+\$500K)

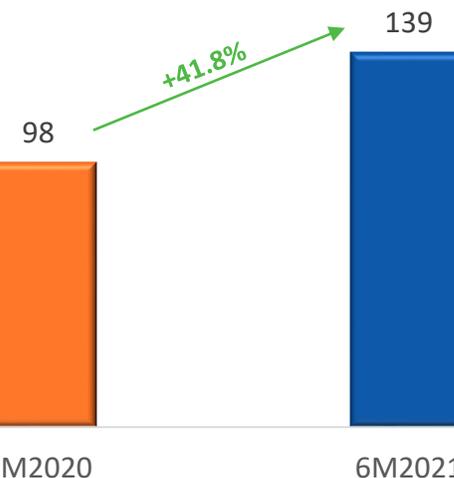


03

Deals

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

Semi-mega deals

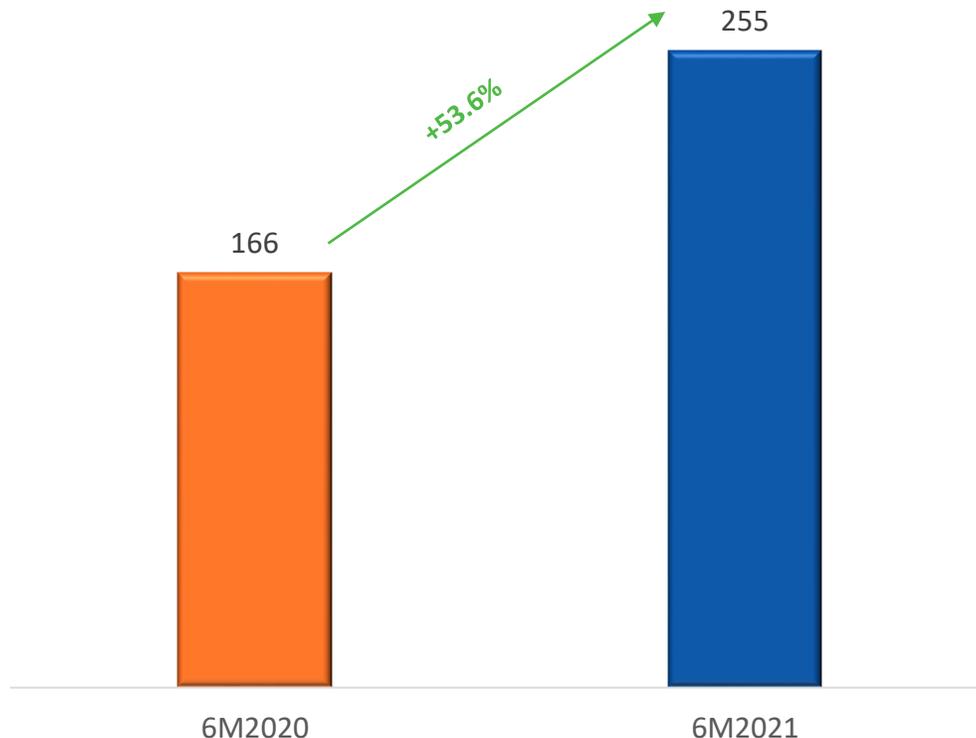


TECHNOLOGY ACTIVITY: HIGHLIGHTS IN PRODUCT DEVELOPMENT

MADE-BY-FPT: ACCELERATING GROWTH FOR REVENUE

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

Made-by-FPT Revenue



BASE.VN: STRATEGIC INVESTMENT IN SAAS

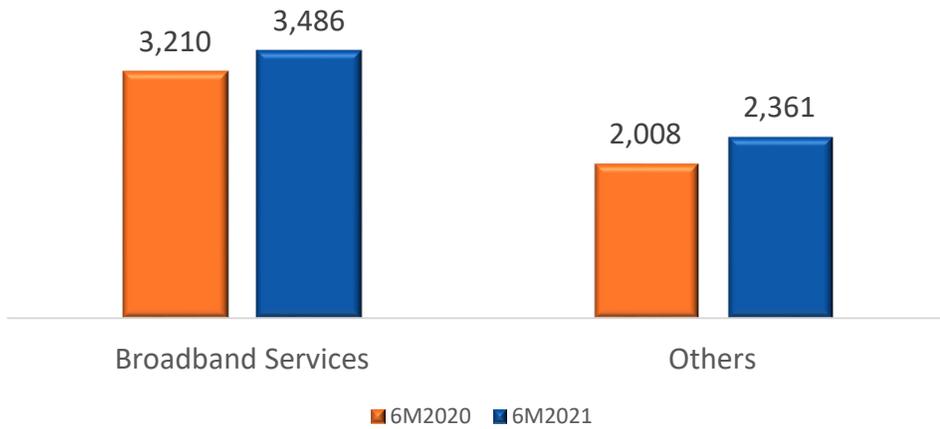
- Recognizing the potential of SaaS market for SME in Vietnam, FPT acquired the majority stake in Base.vn
- Base.vn is expected to accelerate its growth, having strong synergy with FPT's current business lines



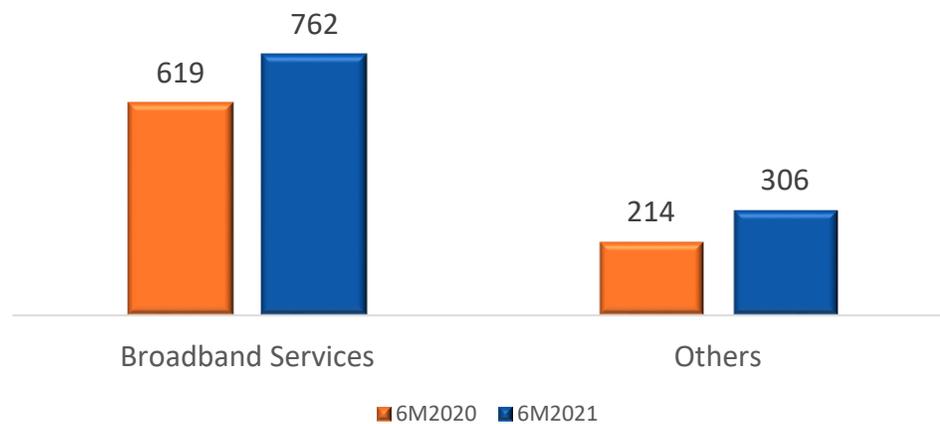
TELECOM SERVICES: IMPROVED PROFIT MARGIN

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

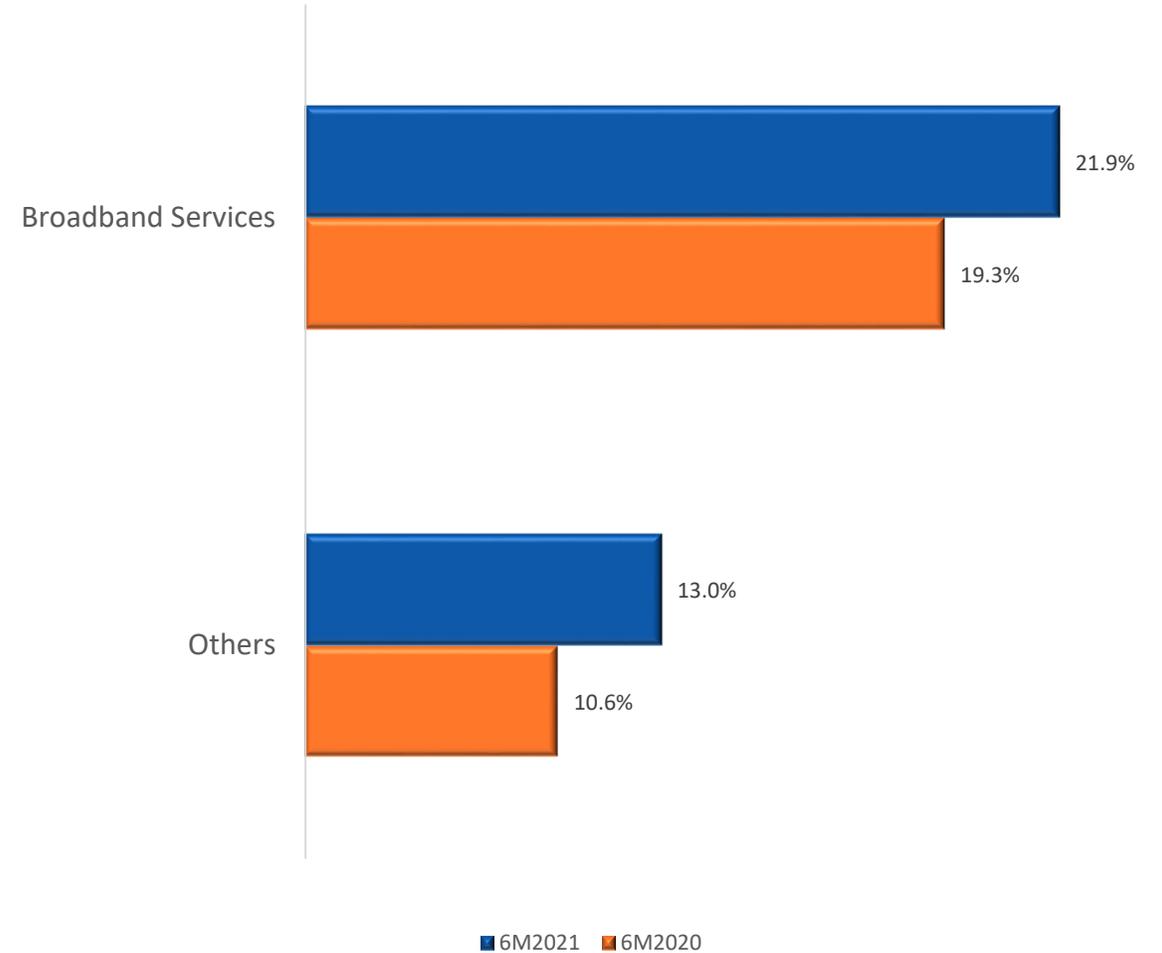


PBT by Business Lines



PBT Margin

Unit: VND Billion





EDUCATION SECTOR: DEMAND FOR IT EDUCATION INCREASES

Revenue from Education sector increased 53% to VND 1,362 billion in H1/2021.

Education Revenue

