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01

FPT’s Performance for 9M2021
FINANCIAL PERFORMANCE IN 9M2021

**Unit: VND Billion**

**REVENUE**

24,953

+17.9% YoY

**PROFIT BEFORE TAX**

4,575

+20.0% YoY

**PROFIT AFTER TAX (PAT)**

3,785

+19.4% YoY

**PAT TO PARENT COMPANY’S SHAREHOLDER**

3,031

+18.6% YoY

**EPS (VND)**

3,347

+18.1% YoY
PERFORMANCE BY BUSINESS SECTOR

Revenue by sector

- Technology: 24,953 billion VND (+22.1%)
- Telecom: 9,232 billion VND (+11.1%)
- Education, Investments, Others: 1,427 billion VND (+25%)

PBT by sector

- Technology: 4,575 billion VND (+30.4%)
- Telecom: 2,097 billion VND (+21.9%)
- Education, Investments, Others: 695 billion VND (-6.6%)

Unit: VND Billion
Performance by Business Segment
## 9M2021 PERFORMANCE BY SEGMENT

**Unit: VND Billion**

### GLOBAL IT SERVICES

- **Revenue:** 10,415 (+18.6%)
- **PBT:** 1,732 (+22.1%)

### DOMESTIC IT SERVICES

- **Revenue:** 3,880 (+32.3%)
- **PBT:** 365 (+92.7%)

### TELECOM SERVICES

- **Revenue:** 8,822 (+11.0%)
- **PBT:** 1,600 (+22.8%)

### ONLINE ADVERTISING

- **Revenue:** 410 (+12.7%)
- **PBT:** 183 (+15.0%)

### EDUCATION, INVESTMENTS, AND OTHERS

- **Revenue:** 1,427 (+25.0%)
- **PBT:** 695 (-6.6%)

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FPT Corporation | Earning Report 9M2021
GLOBAL IT SERVICES: IMPROVEMENT ACROSS THE BOARD

- Revenue increased across all markets, especially in the United States and EU where the economy is picking up quickly with high vaccination rate.
- DX revenue continues to improve with the accumulated revenue of VND 3,947 billion, up 59.6% YoY with strong focus on Cloud, AI/Data Analytics, and Low Code.

### Revenue by market

- **JAPAN**: 1,762 billion (45% increase)
- **US**: 820 billion (12% increase)
- **EU**: 3,085 billion (49% increase)
- **APAC**: 4,748 billion (5% increase)

### DX revenue

- **Q4/2020**: 746 billion (7% growth)
- **Q1/2021**: 839 billion (12% growth)
- **Q2/2021**: 1,277 billion (52% growth)
- **Q3/2021**: 1,831 billion (43% growth)

**Unit: VND Billion**
GLOBAL IT SERVICES: 16 LARGE DEALS ($5M+)

As FPT improves both capacity and capabilities, the firm receives strong demand from international clients with 16 large deals having the size of more than $5 million each.

**01 Signed Revenue**
- Signed Revenue for 9M2021 posted VND 12,807 (+33.5%)  
- 9M2020: VND 9,595
- 9M2021: VND 12,807

**02 Clients (+$1M)**
- Number of clients with revenue from $500k: 189 (+5%)
- Number of clients with revenue from $1 million: 95 (+9.2%)
- 9M2020: 87
- 9M2021: 95

**03 Deals**
- Semi-mega deals ($500k+): 185 (+18.6%)
- Mega deals ($1 mn+): 73 (+19.7%)
- Large deals ($5 mn+): 16 (+167%)
- 9M2020: 156
- 9M2021: 185
TECHNOLOGY ACTIVITY: HIGHLIGHTS DURING THE NEW WAVE OF COVID

MADE-BY-FPT: ACCELERATING GROWTH FOR REVENUE

Made-by-FPT Software products recorded VND 415 billion in revenue, up 54.9% YoY.

Made-by-FPT Revenue

- 2020: VND 268 billion
- 2021: VND 415 billion (+54.9%)

eCOVAX: VACCINE FOR BUSINESS

Nearly 500 businesses have signed up for eCOVAX within a short period of time to implement technology solutions that prepare them for the “new normal”.

FPT.AI: VIRTUAL MEDICAL ASSISTANT

FPT’s AI medical assistant has made 2 million calls to reach 1.6 million citizens to monitor COVID-19 outbreaks as well as advise people on treatment and recovery.
TELECOM SERVICES: IMPROVED PROFIT MARGIN

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

Revenue by Business Lines

<table>
<thead>
<tr>
<th>Business Line</th>
<th>9M2020</th>
<th>9M2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Broadband Services</td>
<td>4,898</td>
<td>5,376</td>
</tr>
<tr>
<td>Others</td>
<td>3,049</td>
<td>3,446</td>
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</table>

PBT by Business Lines

<table>
<thead>
<tr>
<th>Business Line</th>
<th>9M2020</th>
<th>9M2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Broadband Services</td>
<td>935</td>
<td>1,115</td>
</tr>
<tr>
<td>Others</td>
<td>368</td>
<td>484</td>
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</tbody>
</table>

PBT Margin

<table>
<thead>
<tr>
<th>Business Line</th>
<th>9M2020</th>
<th>9M2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Broadband Services</td>
<td>12.1%</td>
<td>19.1%</td>
</tr>
<tr>
<td>Others</td>
<td>14.0%</td>
<td>12.1%</td>
</tr>
</tbody>
</table>
EDUCATION SECTOR: DEMAND FOR IT EDUCATION INCREASES

Revenue from Education sector increased 49% to VND 2,115 billion in 9M2021.

Education Revenue

<table>
<thead>
<tr>
<th></th>
<th>9M2020</th>
<th>9M2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>1,423</td>
<td>2,115</td>
</tr>
<tr>
<td>Growth (%)</td>
<td>+49%</td>
<td></td>
</tr>
</tbody>
</table>
OTHER RECOGNITION AND AWARDS

ASIAMONEY: THE MOST OUTSTANDING COMPANY IN VN

According to AsiaMoney’s poll, FPT is the most outstanding company in Vietnam regarding financial results, management team, investor relations, and CSR in 2021.

FPT SOFTWARE: RECOGNITION FROM HR ASIA

HR Asia Magazine awarded FPT among Best Companies to Work for in Asia. This is the first time for a company headquartered in Vietnam to be ranked in the list.

RECOGNITION FROM MINISTRY OF FINANCE

FPT received the recognition from Ministry of Finance due to the successful implementation of the project at Hochiminh Stock Exchange (HOSE). During the ceremony, the Minister also discussed potential application of technology and digital transformation in finance industry.