EARNING REPORT
1Q/2022
FPT CORPORATION
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FPT’s business performance in the first quarter of 2022 continued to grow at a high rate...

Unit: VND billion
FINANCIAL PERFORMANCE IN 1Q/2021

...towards the highest goal of ensuring Shareholders’ interest

PAT to Parent company’s shareholder

<table>
<thead>
<tr>
<th>Quarter</th>
<th>PAT (VND billion)</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>3M-2021</td>
<td>906</td>
<td></td>
</tr>
<tr>
<td>3M-2022</td>
<td>1.239</td>
<td>+36.7%</td>
</tr>
</tbody>
</table>

EPS

<table>
<thead>
<tr>
<th>Quarter</th>
<th>EPS (VND billion)</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>3M-2021</td>
<td>1.156</td>
<td></td>
</tr>
<tr>
<td>3M-2022</td>
<td>1.365</td>
<td>+36%</td>
</tr>
</tbody>
</table>

Unit: VND billion
**PERFORMANCE BY BUSINESS SECTOR**

### Revenue by sector
- **Technology**: 3,471 billion VND, +18.7%
- **Telecommunication**: 5,593 billion VND, +34.6%
- **Education, Investment and Others**: 667 billion VND, +31.7%

Total Revenue: 9,730 billion VND

### PBT by sector
- **Technology**: 701 billion VND, +21.7%
- **Telecommunication**: 308 billion VND, +15.1%
- **Education, Investment and Others**: 43 billion VND, +17%

Total PBT: 1,779 billion VND

Unit: VND billion
1Q/2021 PERFORMANCE BY BUSINESS SEGMENT

**DOMESTIC IT SERVICES**

4,111 (+29.7%) in Revenue
667 (+34.9%) in PBT

**GLOBAL IT SERVICES**

1,481 (+50.3%) in Revenue
103 (+75.5%) in PBT

**TELECOM SERVICES**

3,320 (+18.4%) in Revenue
633 (+20.9%) in PBT

**ONLINE ADVERTISING**

151 (+24.3%) in Revenue
68 (+30.2%) in PBT

**EDUCATION, INVESTMENT AND OTHERS**

667 (+31.7%) in Revenue
308 (+15.1%) in PBT

Unit: VND billion
Revenue increased in all markets, especially in the US (+60.7%) and APAC (+41%).

Revenue from Digital transformation reached **VND1,648 billion**, up by 96.2% over the same period, focusing on new technologies such as Cloud Computing (+308%), Artificial Intelligence/Data Analytics (up nearly 200%) and Low code (+137%).
In the first quarter of 2022, FPT recorded various orders from global clients, including 7 projects with a scale of over 5 million USD (+75% compared to 1Q2021), the number of customers with revenue of 1+ million USD reached 31 customers, an increase of 47.7% over the same period, showing the effectiveness of the "whale hunting" strategy.

**Signed revenue**
Signed revenue posted VND 7,057 billion (+57%)

**Clients**
Number of clients with revenue from $500K: 81 (+30.6%)
Number of clients with revenue from $1M: 31 (+47.6%)

**Deals**
- Semi-mega deals ($500k+): 107 (+37%)
- Mega deals ($1+ mn): 54 (+92.8%)
- Large deals ($5+ mn): 7 (+75%)

**Mega deals ($1+ mn)**

Unit: VND billion
DOMESTIC IT SERVICES: SIGNIFICANTLY ENHANCE PROFIT MARGIN

Made-by-FPT: Continue strong growth momentum

Made-by-FPT products recorded **VND 271 billion** in revenue, up by **104% YoY**.

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Domestic IT Services enhanced profit margin

Domestic IT Services reached **VND 1,481 billion** (+50.3% YoY) in revenue while profit margin was significantly expanded from 6% to 7%, helping PBT to reach **VND 103 billion** (+75.5% YoY).
Telecom services revenue recorded double-digit growth (**+18.4%**), reached **VND 3,320 billion**. Profit margin expanded from **18.7%** to **19.1%** thanks to profit growth from PayTV segment.

**Revenue by business lines**

<table>
<thead>
<tr>
<th></th>
<th>3M-2021</th>
<th>3M-2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Broadband</td>
<td>1.605</td>
<td>1.780</td>
</tr>
<tr>
<td>Others</td>
<td>1.199</td>
<td>1.540</td>
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</table>

**PBT by business lines**

<table>
<thead>
<tr>
<th></th>
<th>3M-2021</th>
<th>3M-2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Broadband</td>
<td>387</td>
<td>410</td>
</tr>
<tr>
<td>Others</td>
<td>136</td>
<td>223</td>
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The education segment continued to see strong revenue growth of 38%, reaching VND 961 billion in the first quarter of 2022.

Education revenue

Unit: VND billion