



EARNING REPORT
H1/2022

FPT CORPORATION

AI



DISCLAIMER

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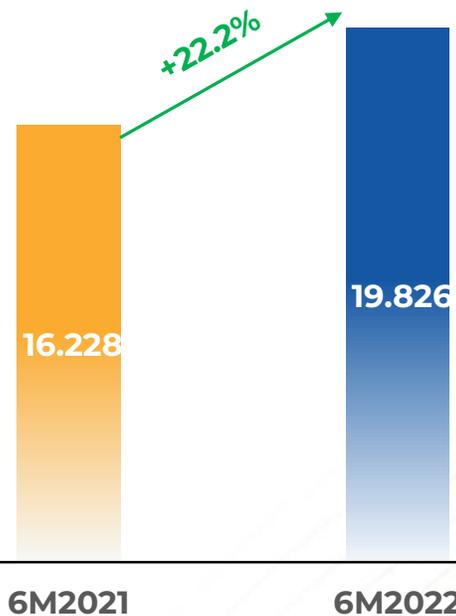


FINANCIAL PERFORMANCE IN Q2/2022

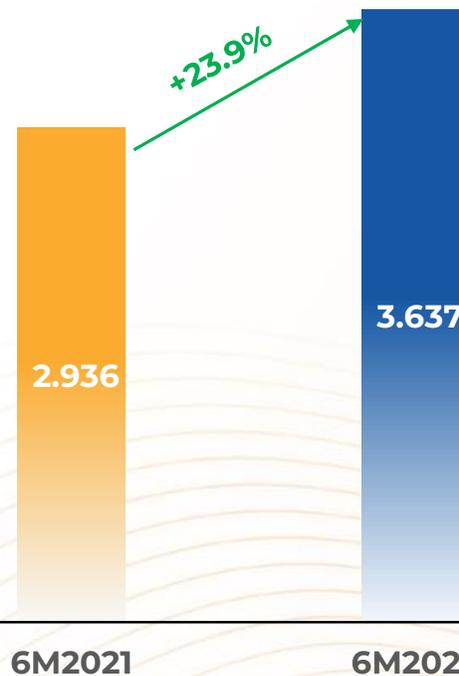
Unit: VND billion

FPT's business performance in the first half of 2022 continued to grow at 20%+ rate, surpassing all guidance,...

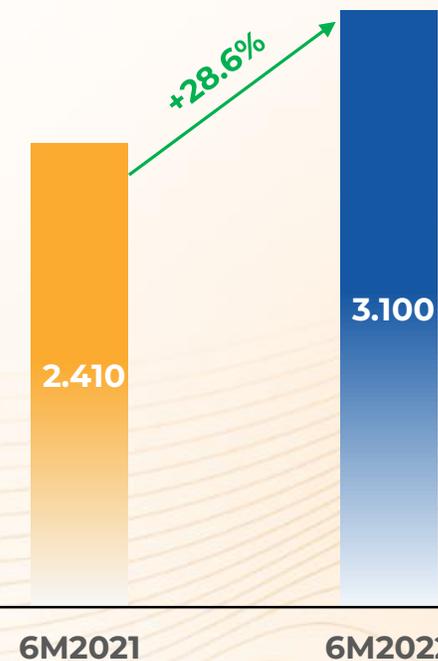
FPT's Revenue



FPT's Profit Before Tax



FPT's Profit After Tax

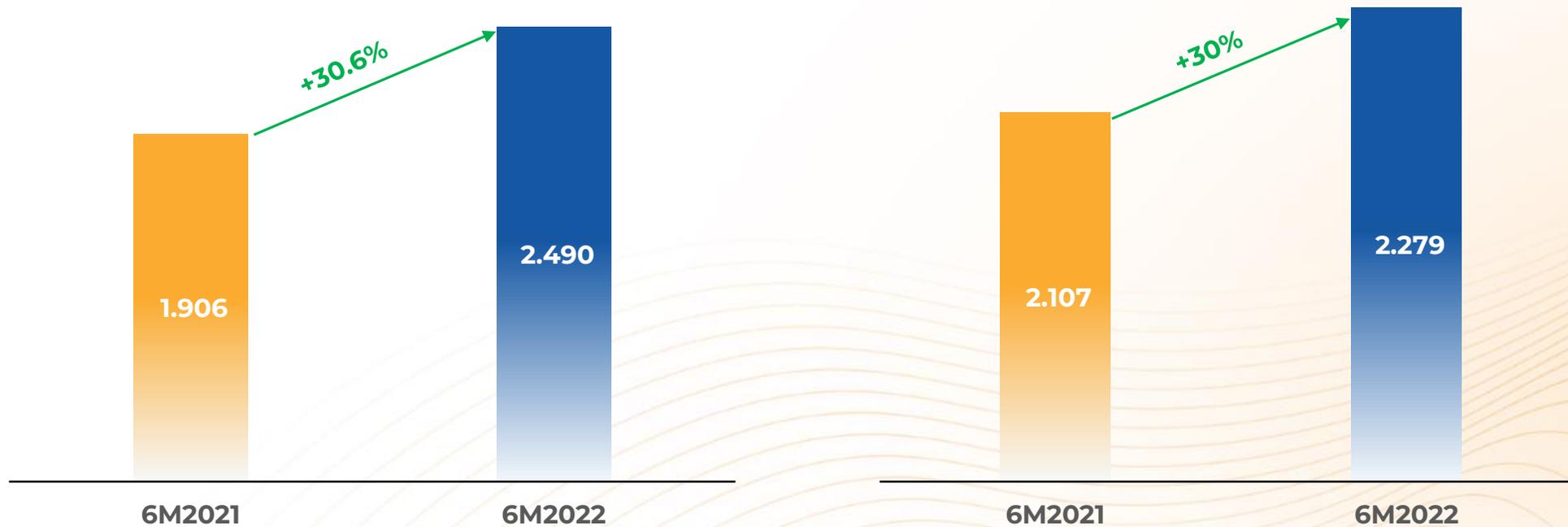


FINANCIAL PERFORMANCE IN Q2/2022

...aiming towards creating value and ensuring interest for our Shareholders

PAT to Parent company's shareholder

EPS

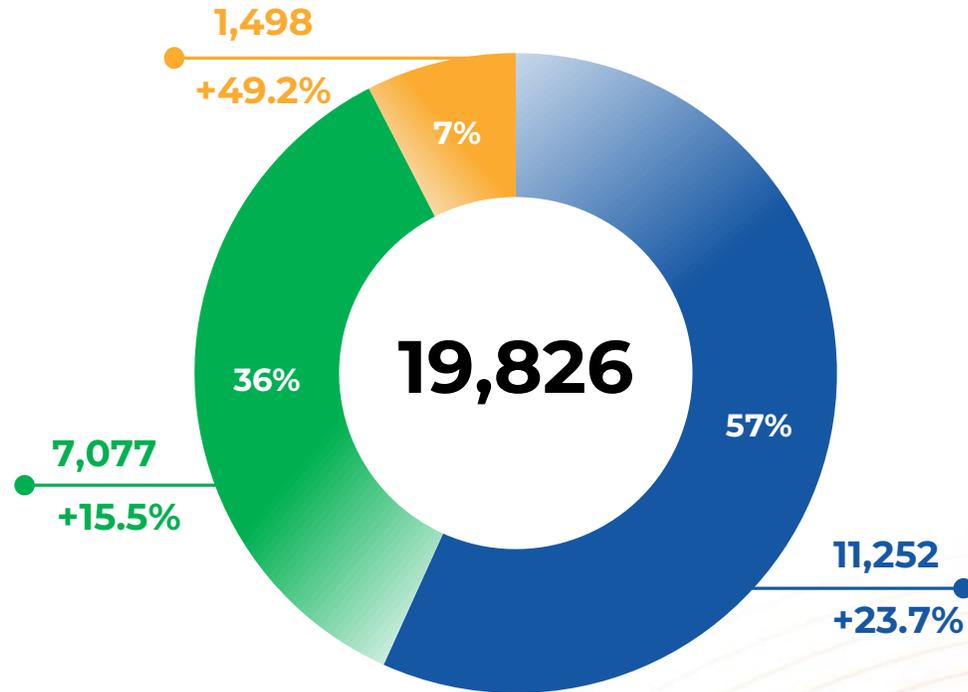


Unit: VND billion

PERFORMANCE BY BUSINESS SECTOR

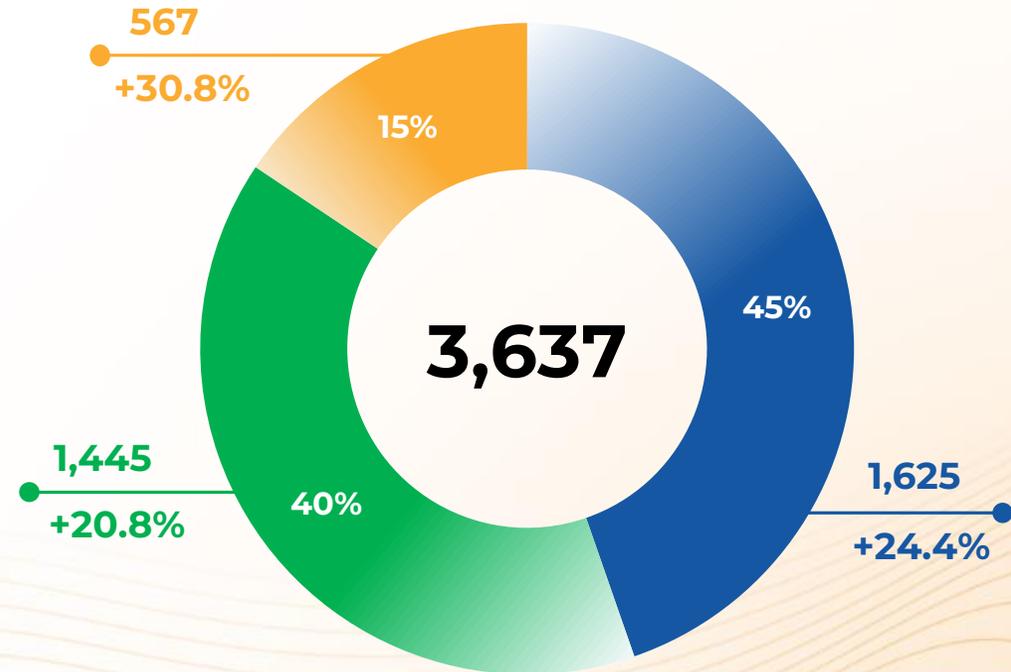
Unit: VND billion

Revenue by sector



- Technology
- Telecommunication
- Education, Investment and Others

PBT by sector



- Technology
- Telecommunication
- Education, Investment and Others

2Q/2022 PERFORMANCE BY BUSINESS SEGMENT

Unit: VND billion

GLOBAL IT SERVICES

8,622 (+29.0%) in Revenue

1,362 (+28.4%) in PBT

DOMESTIC IT SERVICES

2,630 (+8.9%) in Revenue

263 (+7.0%) in PBT

TELECOM SERVICES

6,727 (+15.0%) in Revenue

1,288 (+20.6%) in PBT

ONLINE ADVERTISING

350 (+25.6%) in Revenue

157 (+22.4%) in PBT

EDUCATION, INVESTMENT AND OTHERS

1,498 (+49.2%) in Revenue

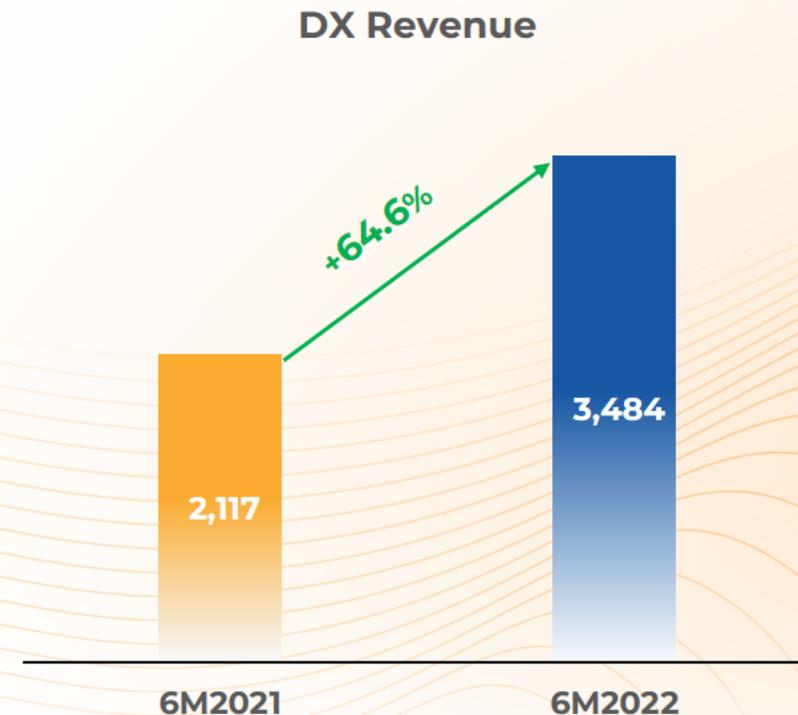
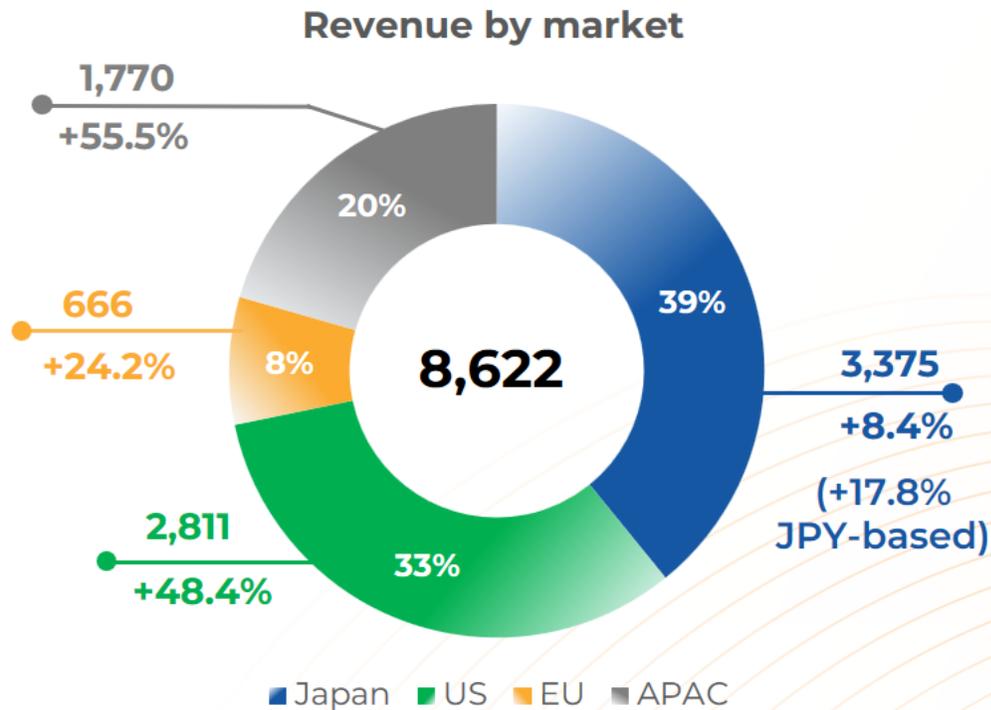
567 (+30.8%) in PBT

GLOBAL IT SERVICES SUSTAINED HIGH GROWTH RATE

Unit: VND billion

Revenue continued to increase in all markets, especially in the US (+48.4%) and APAC (+55.5%). Japan market saw rapid recovery with the JPY-based revenue growth of 18%.

Revenue from Digital Transformation reached **VND 3,484 billion**, up by **64.6%** over the same period, focusing on new technologies such as Cloud Computing, Artificial Intelligence/Data Analytics, Blockchain,...



GLOBAL IT SERVICES: 13 LARGE DEALS OF \$5MN+

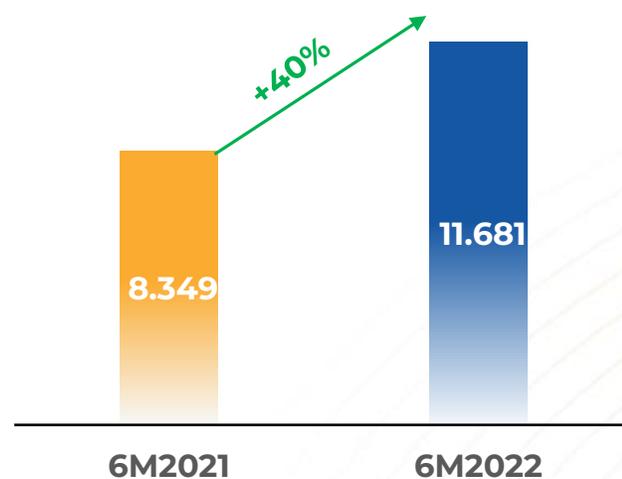
Unit: VND billion

In the first half of 2022, FPT recorded various orders from global clients, including **13 projects with a scale of over 5 million USD**, signed revenue reached **VND 11,681 billion (+40% YoY)**, providing visibility for growth for the later half of 2022.

Signed revenue

Signed revenue posted VND 11,681 billion (+40% YoY)

Signed revenue

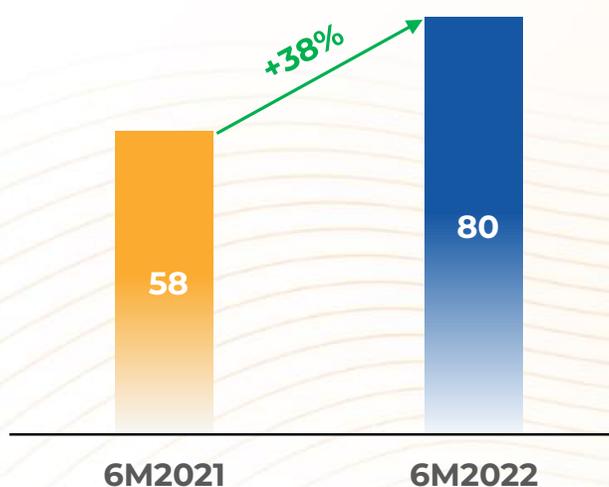


Clients

Number of clients with revenue from \$500K: 154 (+23%)

Number of clients with revenue from \$1M: 80 (+38%)

Clients with revenue \$1M+



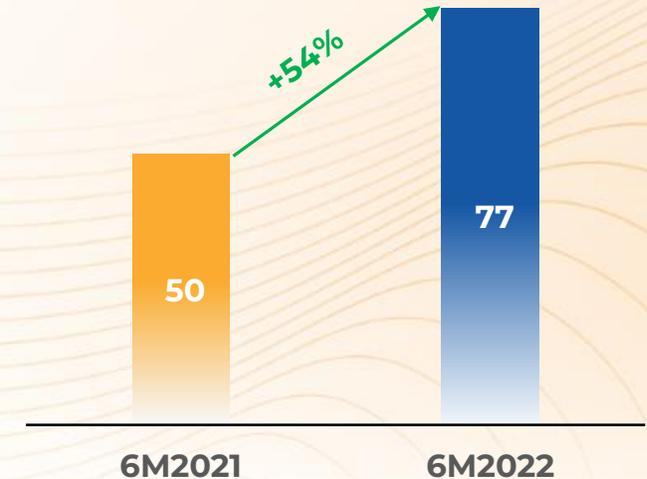
Deals

Semi-mega deals (\$500k+): 161 (+16%)

Mega deals (\$1+ mn): 77 (+54%)

Large deals (\$5+ mn): 13 (+18%)

Mega deals (\$1+ mn)



DOMESTIC IT SERVICES MAINTAINED POSITIVE GROWTH H1/2022

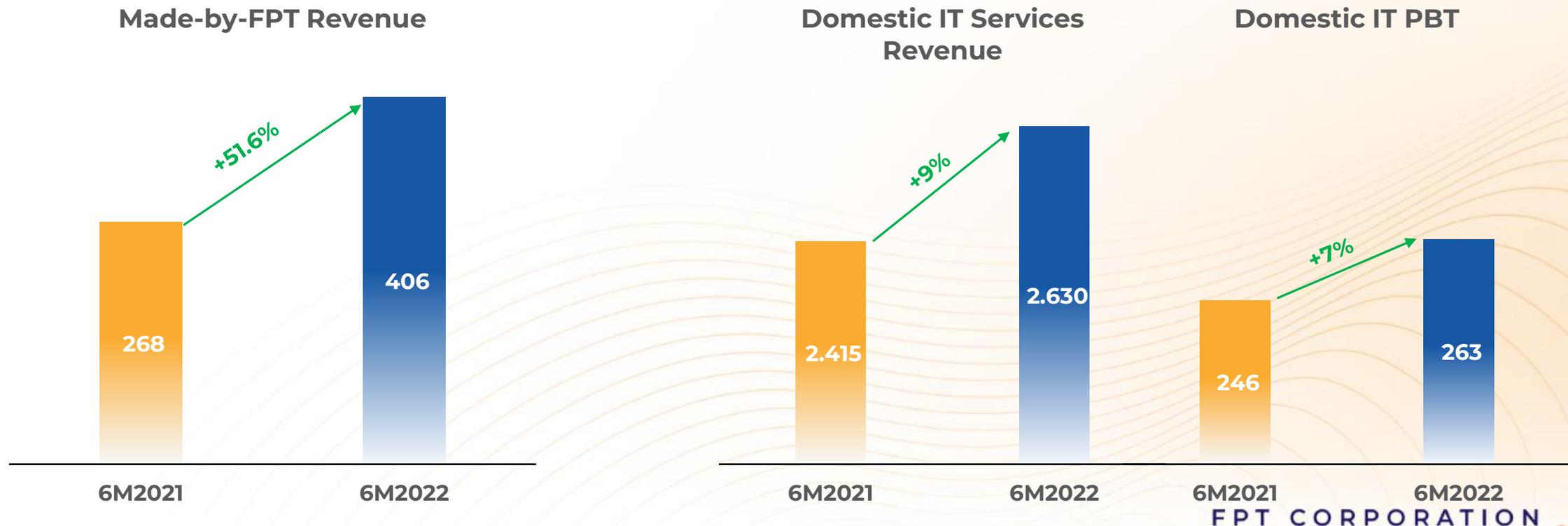
Unit: VND billion

Made-by-FPT: Continue strong growth momentum

Made-by-FPT products recorded **VND 406 billion** in revenue, up by **51.6% YoY**.

Domestic IT Services maintain positive growth

Domestic IT Services reached **VND 2,630 billion (+9% YoY)** in revenue and **VND 263 billion in PBT (+7% YoY)**.

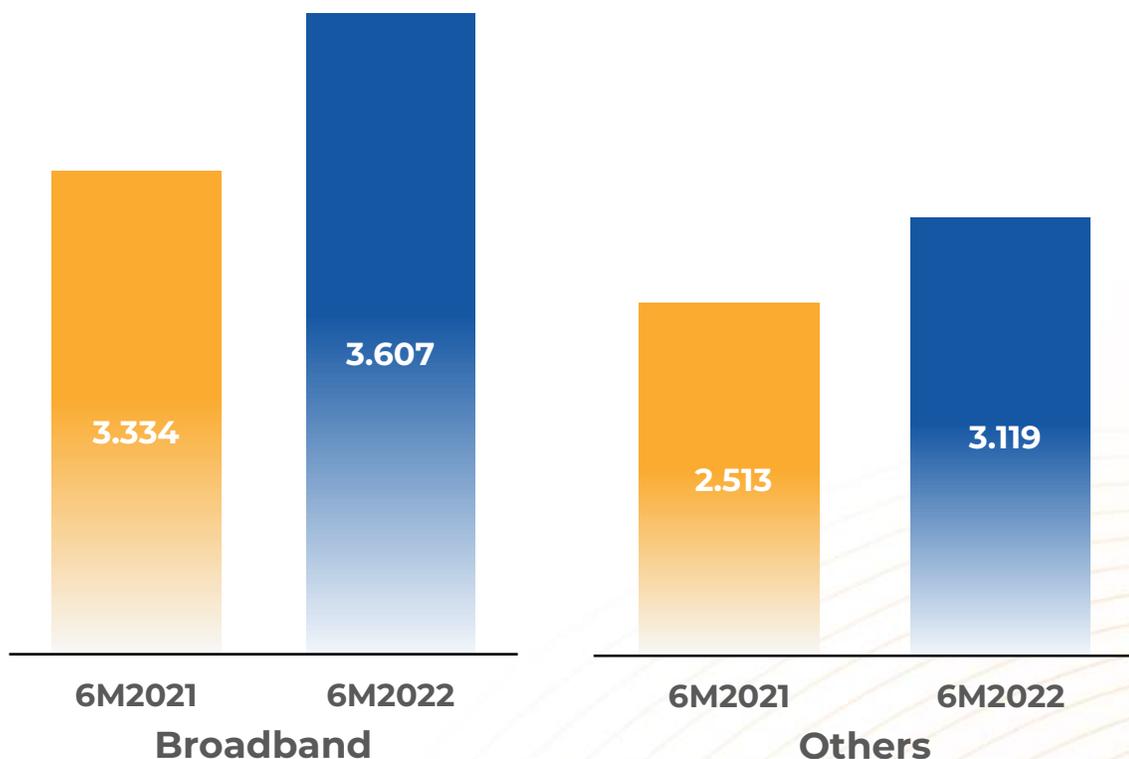


TELECOM SERVICES: EXPANDED PROFIT MARGIN

Telecom services revenue recorded double-digit growth **(+15%)**, reached **VND 6,727 billion**. Profit margin expanded from 18.3% to 19.2% thanks to profit growth from PayTV segment.

Unit: VND billion

Revenue by business lines



PBT by business lines



● EDUCATION: HIGH GROWTH AMID GLOBAL IT LABOUR SHORTAGE

Unit: VND billion

The education segment continued to see strong revenue growth of **42%**, reaching **VND 1,935 billion** in the first half of 2022.

Education Revenue

