This document has been prepared by FPT Corporation and its subsidiaries for the purpose of setting out certain information in respect of FPT’s business activities in the period stated. This document may contain forward-looking statements that reflect management’s current view with respect to the future development of FPT Corporation, as well as its subsidiaries. The outlook is based on estimates and expectations that we have made on the basis of all the information we have at this point in time. In addition, such forward-looking statements are subject to risks and uncertainties, which may cause actual results to differ materially.

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Contact:
Investor Relations Office
Email: ir@fpt.com.vn
FPT's business performance in 9 months of 2022 continued to grow at 20%+ rate, surpassing all guidance,...
FINANCIAL PERFORMANCE IN 9M2022

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

PAT to Parent company’s shareholder

<table>
<thead>
<tr>
<th></th>
<th>9M2021</th>
<th>9M2022</th>
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<tbody>
<tr>
<td>PAT</td>
<td>3,031</td>
<td>3,943</td>
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EPS

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<tr>
<td>EPS</td>
<td>2,785</td>
<td>3,605</td>
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Unit: VND billion
PERFORMANCE BY BUSINESS SECTOR

**Revenue by sector**

- Technology: 10,807 (17.1% growth)
- Telecommunication: 2,425 (70.0% growth)
- Education, Investment and Others: 17,742 (24.1% growth)

**PBT by sector**

- Technology: 5,665 (25.7% growth)
- Telecommunication: 2,169 (21.6% growth)
- Education, Investment and Others: 861 (24.0% growth)

Unit: VND billion
9M2022 PERFORMANCE BY BUSINESS SEGMENT

Unit: VND billion

GLOBAL IT SERVICES
13,479 (+29.4%) in Revenue
2,210 (+27.6%) in PBT

DOMESTIC IT SERVICES
4,263 (+10%) in Revenue
425 (+16.5%) in PBT

TELECOM SERVICES
10,243 (+16.1%) in Revenue
1,928 (+20.5%) in PBT

ONLINE ADVERTISING
564 (+37.7%) in Revenue
241 (+31.2%) in PBT

EDUCATION, INVESTMENT AND OTHERS
2,425 (+70.0%) in Revenue
861 (+24.0%) in PBT
Revenue continued to increase in all markets, especially in the US (+42.4%) and APAC (+56.4%). Japan market saw rapid recovery with the revenue growth of 12% despite weakening JPY.

Revenue from Digital Transformation reached VND 5,294 billion, up by 34% YoY, focusing on new technologies such as Cloud Computing, Artificial Intelligence/Data Analytics, Blockchain,...
9 months of 2022, FPT recorded various orders from global clients, including **18 projects with a scale of over 5 million USD**, signed revenue reached **VND 16,799 billion (+42.6% YoY)**, heading towards the billion USD milestone by the end of this year.

**Signed revenue**
- Signed revenue posted VND 16,799 billion (+42.6% YoY)

**Clients**
- Number of clients with revenue from $500K: 224 (+18.5%)
- Number of clients with revenue from $1M: 115 (+21.1%)

**Deals**
- Semi-mega deals ($500k+): 220 (+19%)
- Mega deals ($1+ mn): 106 (+45.2%)
- Large deals ($5+ mn): 18 (+12.5%)

**Table**

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<tr>
<th>Category</th>
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<td>Clients with revenue $1M+</td>
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<td>115</td>
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<tr>
<td>Deals</td>
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<td>Semi-mega deals</td>
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<td>106</td>
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<tr>
<td>Mega deals ($1+ mn)</td>
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<td>106</td>
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<tr>
<td>Large deals ($5+ mn)</td>
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Domestic IT Services maintain positive growth

Domestic IT Services reached VND 4,263 billion (+10% YoY) in revenue and VND 425 billion (+16.5% YoY) in profit before tax.

Made-by-FPT: Continue strong growth momentum

Made-by-FPT products recorded VND 658 billion in revenue, up by 48.3% YoY.
Telecom services revenue recorded double digit growth (+16.1%), reached VND 10,243 billion. Profit margin expanded from 18.1% to 18.8% thanks to profit growth from PayTV segment.

### Revenue by business lines

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<tr>
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<tbody>
<tr>
<td>Broadband</td>
<td>5,007</td>
<td>5,471</td>
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<tr>
<td>Others</td>
<td>3,816</td>
<td>4,773</td>
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### PBT by business lines

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<tbody>
<tr>
<td>Broadband</td>
<td>1,107</td>
<td>1,290</td>
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<tr>
<td>Others</td>
<td>493</td>
<td>639</td>
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</table>
The education segment continued to see strong revenue growth of 47%, reaching VND 3,104 billion in 9 months of 2022.
BUSINESS HIGHLIGHTS AND AWARDS

FPT becomes LTS, Inc's strategic shareholder.

October 13, 2022, FPT announced its investment in Japanese business consulting services provider LTS Inc., becoming its strategic shareholder. The investment is expected to help FPT strengthen its capabilities in Japan’s consulting industry and target more double-digit million-dollar deals.

Asia Money: Asia’s Most Outstanding Company

AsiaMoney - the leading economic and financial magazine in Asia - has just published the list of the most prominent companies in Asia 2022 (Asia’s Outstanding Companies Poll 2022), in which FPT was honored in two categories: by market and by field of operation. FPT has been named in critical categories of the AsiaMoney awards for the second time.