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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Email: ir@fpt.com.vn
FPT’s business performance in 2022 continue to grow at 20%+ rate, achieving 104% of the revenue target and 100% of the profit target.
FINANCIAL PERFORMANCE IN 2022

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

PAT to Parent company’s shareholder

<table>
<thead>
<tr>
<th>Year</th>
<th>PAT (VND billion)</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>4,337</td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td>5,295</td>
<td>+22.1%</td>
</tr>
</tbody>
</table>

EPS

<table>
<thead>
<tr>
<th>Year</th>
<th>EPS (VND)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>3,618</td>
</tr>
<tr>
<td>2022</td>
<td>4,421</td>
</tr>
</tbody>
</table>

Unit: VND billion

Unit: VND
PERFORMANCE BY BUSINESS SECTOR

Revenue by sector

- Technology: 33%, 14,730 (16.1% growth)
- Telecommunication: 9%, 3,767 (+68.6% growth)
- Education, Investment & Others: 58%, 25,521 (+23.1% growth)

Total Revenue: 44,017 VND billion

PBT by sector

- Technology: 37%, 2,818 (+17.6% growth)
- Telecommunication: 18%, 1,415 (+23.8% growth)
- Education, Investment & Others: 45%, 3,421 (+22.2% growth)

Total PBT: 7,654 VND billion

Unit: VND billion
PERFORMANCE BY BUSINESS SEGMENT

GLOBAL IT SERVICES
18,935 (+30.2%) Revenue
2,987 (+23.3%) PBT

DOMESTIC IT SERVICES
6,586 (+6.3%) Revenue
434 (+15.3%) PBT

TELECOM SERVICES
13,954 (+15.5%) Revenue
2,508 (+18.4%) PBT

ONLINE ADVERTISING
775 (+27.6%) Revenue
309 (+12%) PBT

EDUCATION, INVESTMENT AND OTHERS
3,767 (+68.6%) Revenue
1,415 (+23.8%) PBT

Unit: VND billion
Revenue continued to increase in all markets, especially in the US (+50%) and APAC (+36.4%). Japan market posted strong growth in the 2nd half of 2022, result in the overall growth of 16% YoY (+30% JPY-based revenue growth).

Revenue from Digital Transformation reached VND 7,349 billion, up by 33% YoY, focusing on new technologies such as Cloud Computing, Artificial Intelligence/Data Analytics, ...
With increased capabilities, FPT recorded various orders from global clients, including **31 projects with a scale of over 5 million USD (+63% YoY)**, signed revenue reached $1 billion, or VND 21,594 billion (+38.9% YoY)

### Signed revenue

Signed revenue posted VND 21,594 billion (+38.9% YoY)

<table>
<thead>
<tr>
<th>Year</th>
<th>Signed revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>15,541</td>
</tr>
<tr>
<td>2022</td>
<td>21,594</td>
</tr>
</tbody>
</table>

### Clients

Number of clients with revenue from $500K: 291 (+18.8%)

Number of clients with revenue from $1M: 162 (+28.6%)

### Deals

Semi-mega deals ($500k+): 411 (+60%)

Mega deals ($1+ mn): 204 (+83.8%)

Large deals ($5+ mn): 31 (+63.2%)
**DOMESTIC IT SERVICES MAINTAINED POSITIVE GROWTH**

**Domestic IT Services maintain positive growth**

Domestic IT Services reached **VND 6,586 billion (+6% YoY)** in revenue and **VND 434 billion (+15.3% YoY)**.

**Made-by-FPT: Continue strong growth momentum**

Made-by-FPT products recorded **VND 1,150 billion** in revenue, up by **54.3% YoY**.
Telecom services revenue recorded double digit growth (+15.5%), reached VND 13,954 billion. Profit margin expanded from 17.5% to 18% thanks to profit growth from PayTV segment.

### Revenue by business lines

<table>
<thead>
<tr>
<th>Year</th>
<th>Broadband</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>6,787</td>
<td>1,452</td>
</tr>
<tr>
<td>2022</td>
<td>7,404</td>
<td>1,650</td>
</tr>
</tbody>
</table>

### PBT by business lines

<table>
<thead>
<tr>
<th>Year</th>
<th>Broadband</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>667</td>
<td>667</td>
</tr>
<tr>
<td>2022</td>
<td>859</td>
<td>859</td>
</tr>
</tbody>
</table>
The education segment continued to see strong revenue growth of 53%, reaching VND 4,712 billion. The year 2022 also saw FPT Education surpassed the Mega milestone with 100,000+ full-time-equivalent students.