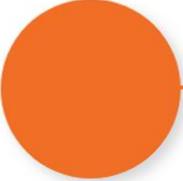


The background features a dark blue space with a grid of glowing orange and blue lines at the bottom, suggesting a digital landscape. A large, glowing orange and yellow 3D arrow points upwards, centered within a circular digital interface. Surrounding this central element are various icons: a globe, a DNA helix, a shield, a Wi-Fi symbol, a gear, a person icon, a laptop, and a cloud. The letters 'AI' are faintly visible in the lower center. The overall aesthetic is futuristic and technological.

# EARNINGS REPORT 6M2023

FPT CORPORATION



## DISCLAIMER

*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 have been made on the basis of all the information available 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](mailto:ir@fpt.com)**

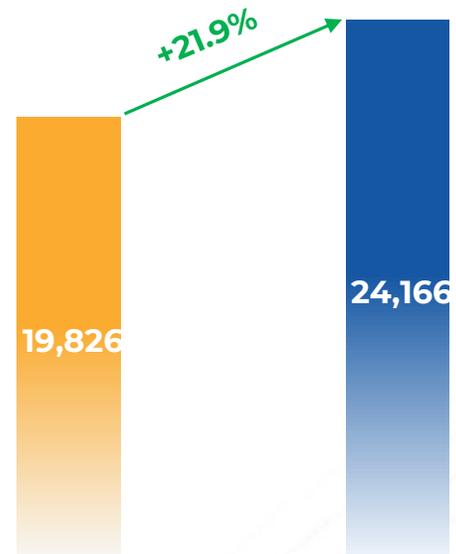


# FINANCIAL PERFORMANCE IN 6M2023

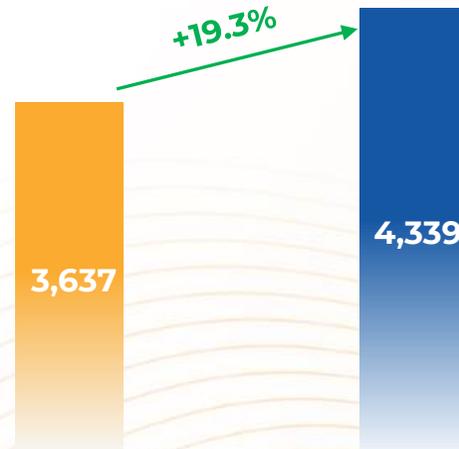
Unit: VND billion

FPT's business performance in the first half of 2023 continue to grow at 20%, closely following the guidance set out at the Annual General Meeting of Shareholders,...

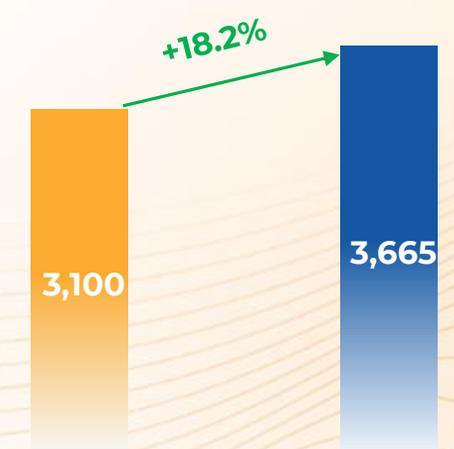
FPT's Revenue



FPT's Profit-Before-Tax



FPT's Profit-After-Tax



6M2022

6M2023

6M2022

6M2023

6M2022

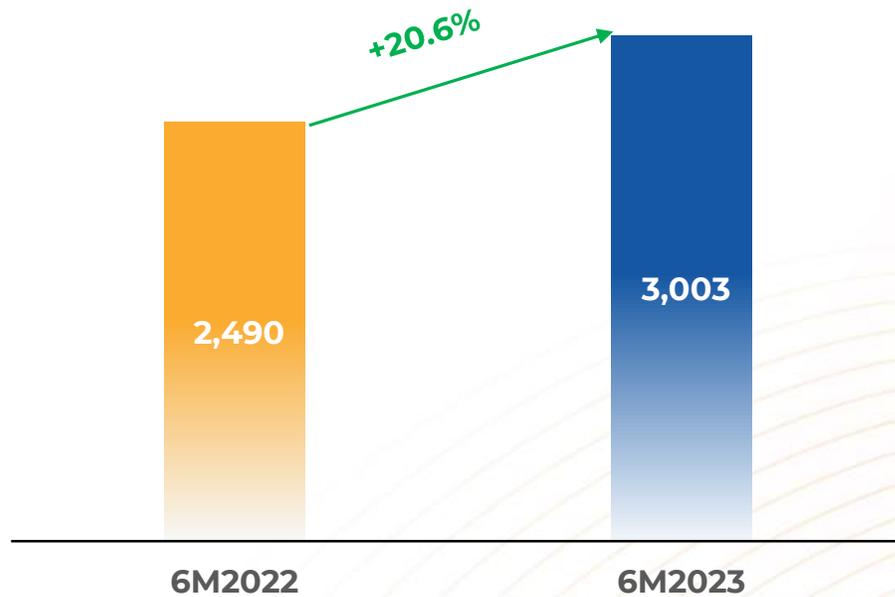
6M2023

# FINANCIAL PERFORMANCE IN 6M2023

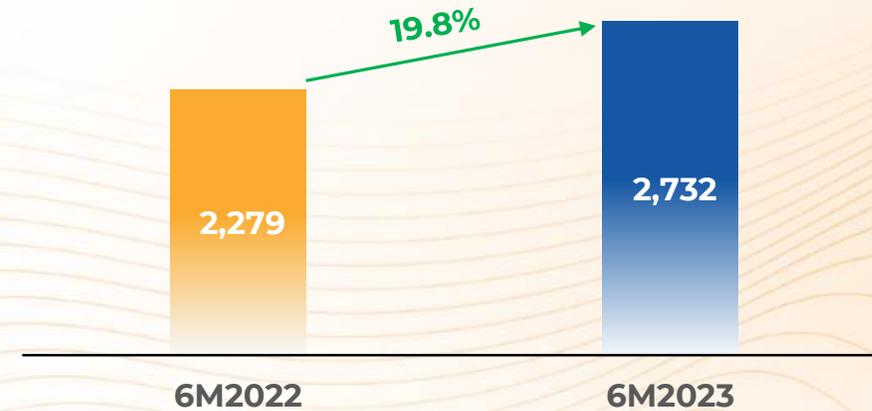
...aiming towards creating value and ensuring interest for our Shareholders.

PAT to Parent company's shareholder

EPS



Unit: VND billion

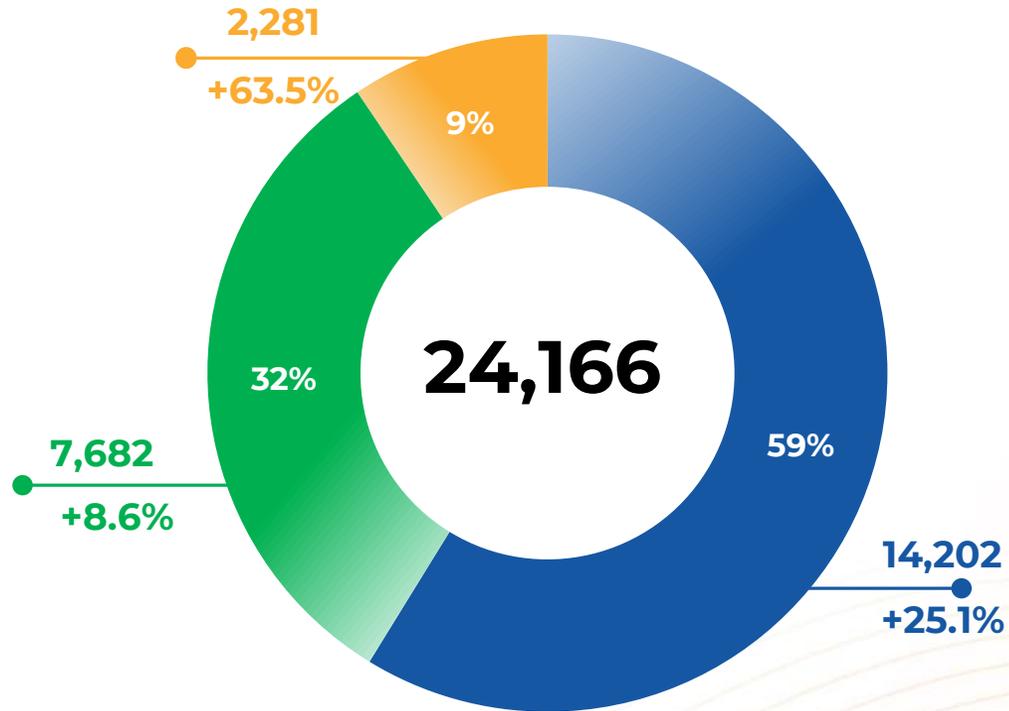


Unit: VND

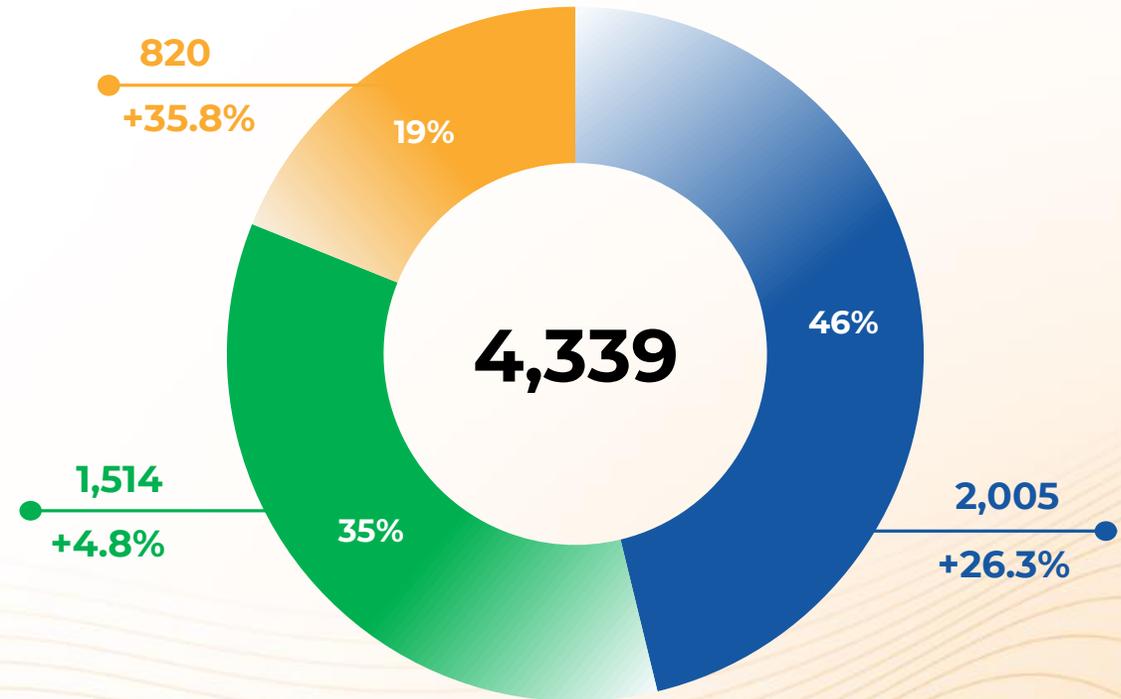
# PERFORMANCE BY BUSINESS SECTOR

Unit: VND billion

### Revenue by sector



### PBT by sector



■ Technology ■ Telecommunication ■ Education, Investment and Others ■ Technology ■ Telecommunication ■ Education, Investment and Others

## 6M2023 PERFORMANCE BY BUSINESS SEGMENT

Unit: VND billion

### GLOBAL IT SERVICES

**11,227** (+30.2%) in Revenue  
**1,834** (+34.6%) in PBT

### DOMESTIC IT SERVICES

**2,975** (+9%) in Revenue  
**171** (-24.3%) in PBT

### TELECOM SERVICES

**7,423** (+10.4%) in Revenue  
**1,475** (+14.5%) in PBT

### ONLINE ADVERTISING

**259** (-26.1%) in Revenue  
**40** (-74.8%) in PBT

### EDUCATION, INVESTMENT AND OTHERS

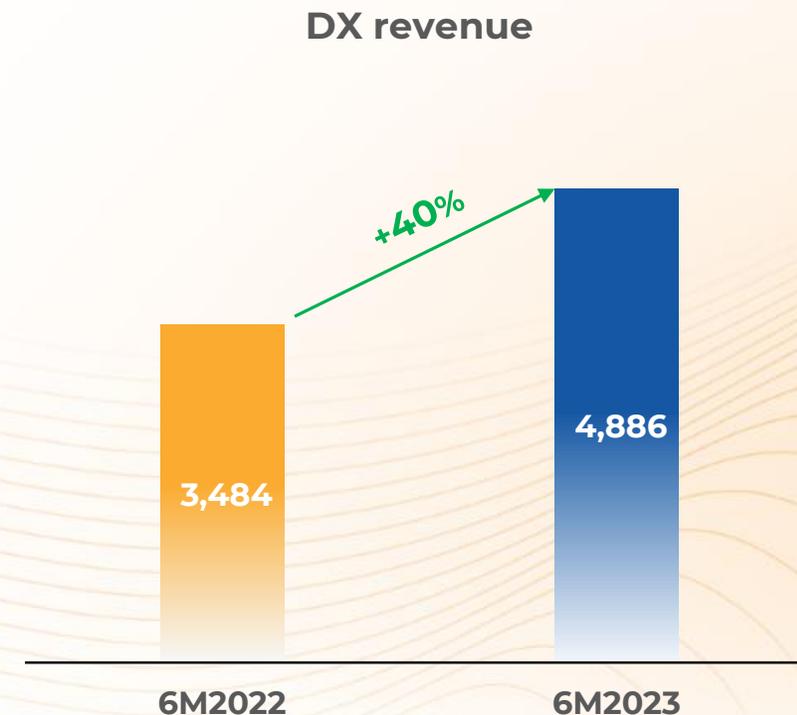
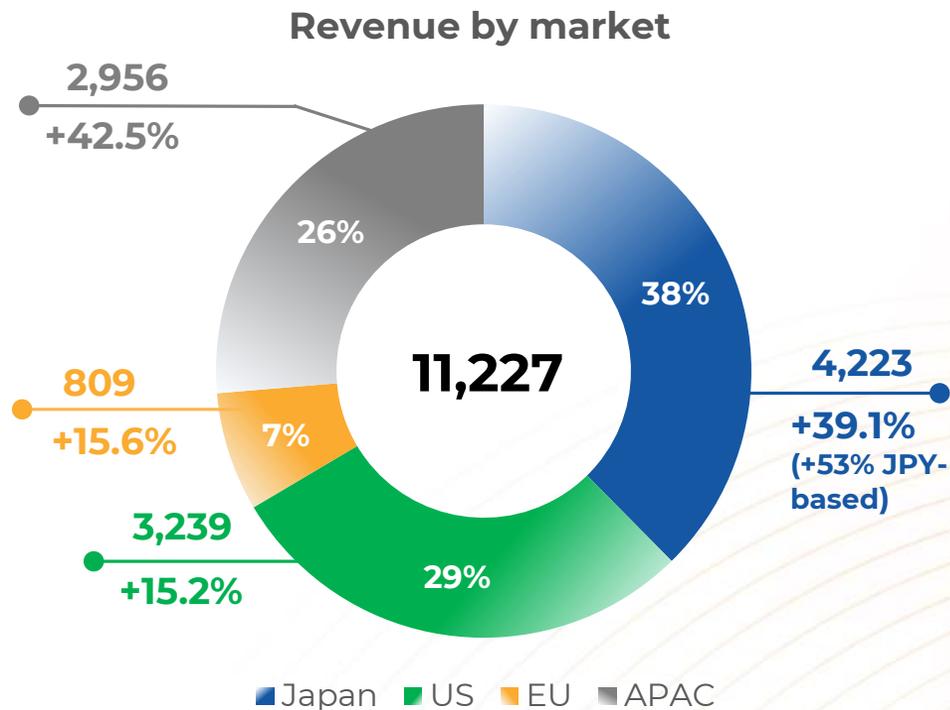
**2,281** (63.5%) in Revenue  
**820** (+35.8%) in PBT

# GLOBAL IT SERVICES SUSTAINED ROBUST GROWTH

Unit: VND billion

Revenue continued to increase in all markets, especially in Japan (+39.1%) and APAC (+42.5%), fueled by high demand for IT spending in these markets, especially spending for Digital Transformation services.

Revenue from Digital Transformation reached **VND 4,886 billion** in the first 6 months of 2023, up by **40%** YoY, focusing on new technologies such as Cloud, AI/Data Analytics, ...



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

During the first half of 2023, FPT recorded various orders from global clients, including **13 deals** with a scale of over \$5 million, **signed revenue reached VND 15,017 billion (+28.6% YoY)**.

### Signed revenue

Signed revenue posted VND 15,017 billion (+28.6% YoY)

### Clients

Number of clients with revenue from \$500K: 188 (+22.1%)

Number of clients with revenue from \$1M: 100 (+25%)

### Deals (\*)

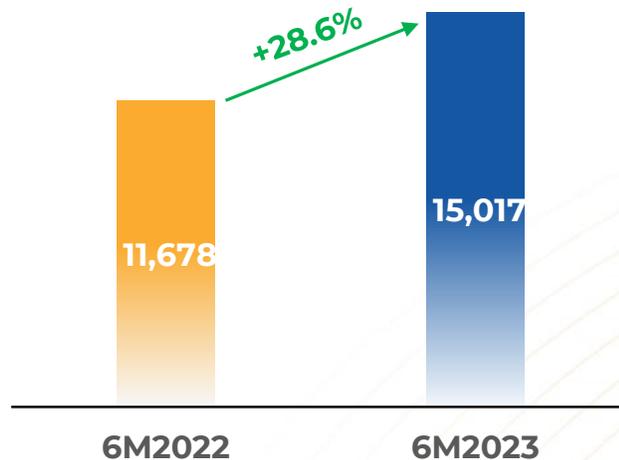
Semi-mega deals (\$500k+): 102 (-36.6%)

Mega deals (\$1+ mn): 74 (-3.9%)

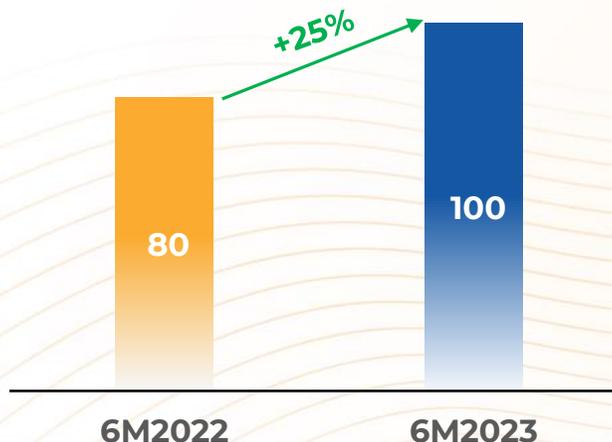
Large deals (\$5+ mn): 13 (+0%)

#### Signed revenue

Unit: VND billion



#### Clients with revenue \$1M+



#### Large deals (\$5+ mn)



(\*) Won deals and signed revenue can have differences in timing and value recognition. A won deal may involve multiple orders that are signed and implemented over a period of time.

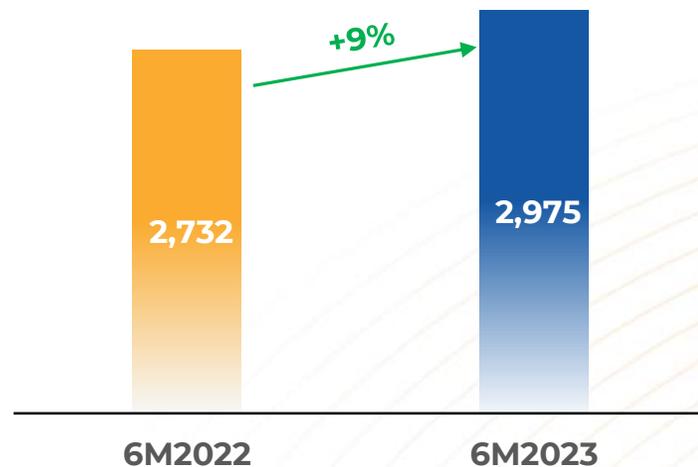
## DOMESTIC IT SERVICES WITNESSED RECOVERY

Unit: VND billion

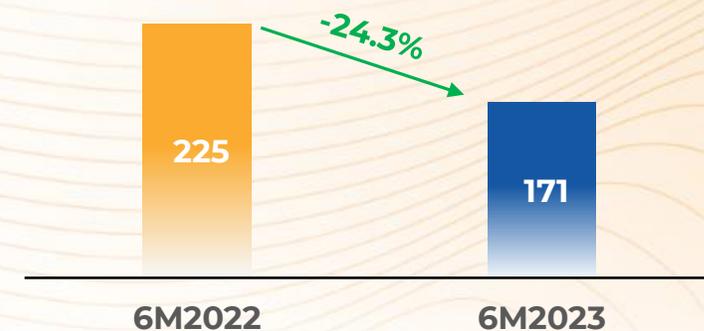
Domestic IT Services reached **VND 2,975 billion (+9%) in revenue** and **VND 171 billion (-24.3%) in PBT**. FPT continue to promote cooperation with the public sector, foreign businesses and other resilient economic sectors to maintain growth.

With the support from the government and local authorities, FPT has promoted the signing of digital transformation cooperation agreements with nearly **30 localities** and trained digital transformation awareness for nearly **thousands of local leaders** across the country.

Domestic IT Services Revenue



Domestic IT Services PBT

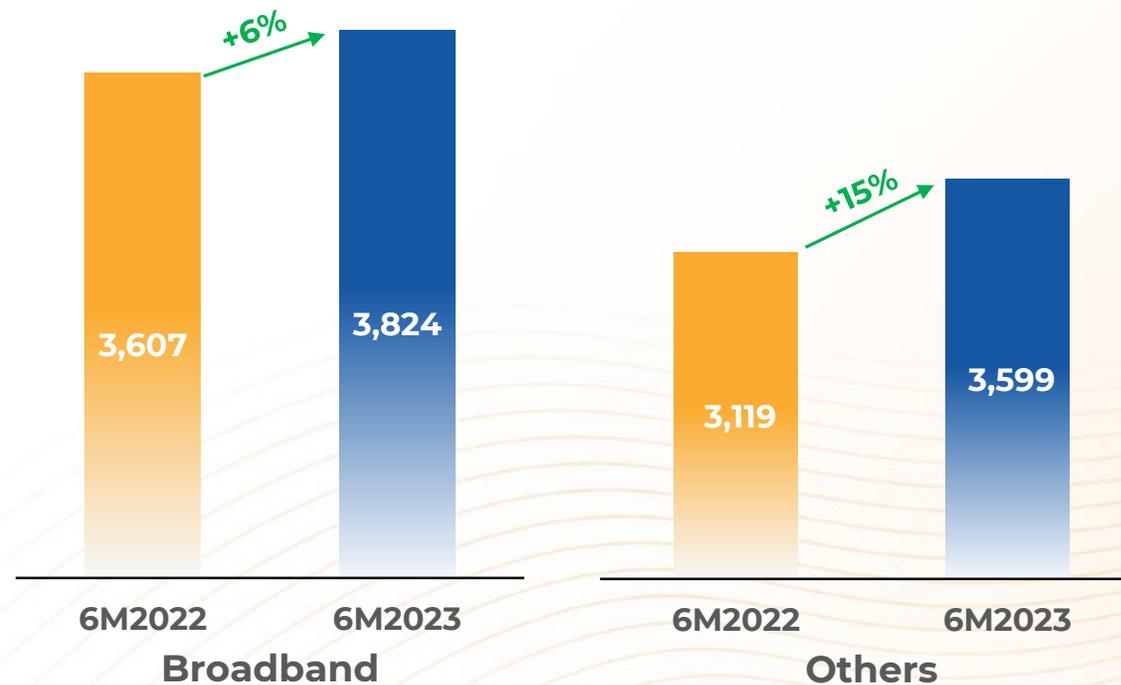


## TELECOM SERVICES MAINTAINED DOUBLE-DIGIT GROWTH

Unit: VND billion

Telecom Services recorded double-digit growth with revenue of **VND 7,423 billion (+10.4%)** and PBT of **VND 1,475 billion (+14.5%)**.

### Revenue by business lines

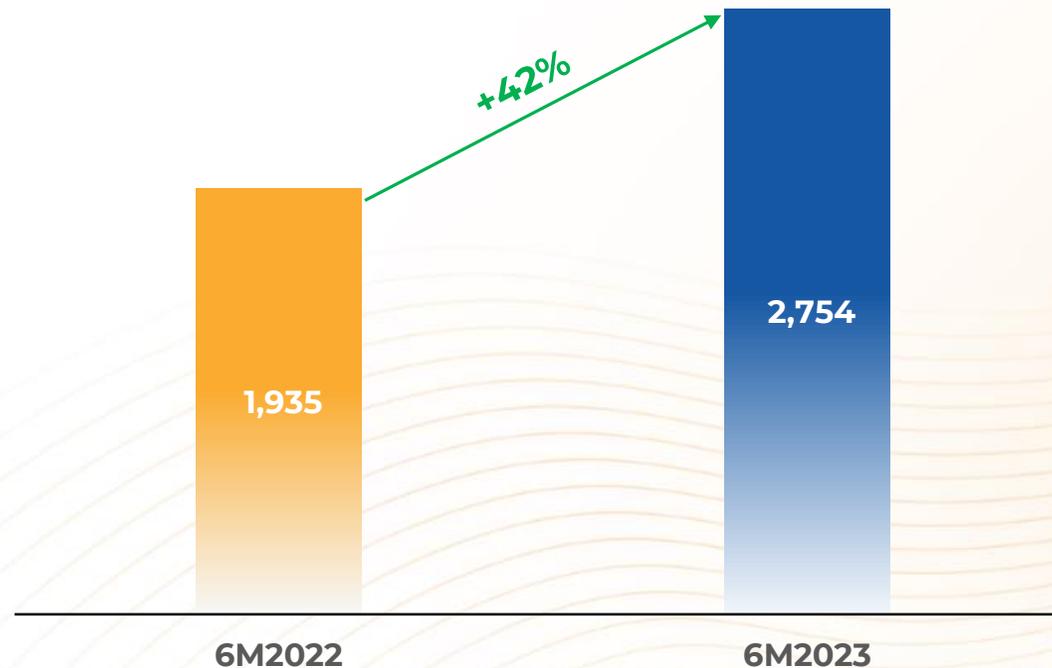


## ● EDUCATION: MAINTAINED HIGH GROWTH RATE

Unit: VND billion

The Education segment continued to see strong revenue growth of **42%**, reaching **VND 2,754 billion** in the first 6 months of 2023.

### Education Revenue



## ● BUSINESS HIGHLIGHTS IN 6M2023



### FPT and Mila AI Institute continue to sign a strategic cooperation agreement

After 3 years of cooperation, the two sides have taken advantage of each other's strengths to jointly research and realize many scientific projects, contributing to improving AI technology capabilities, and at the same time, training a generation of globally competitive talents. According to the strategic agreement in the next 3 years, FPT and Mila will cooperate on research projects related to large language modeling (LLM) and natural language processing (NLP). At the same time, Mila will continue to support FPT in training talents in the field of AI, following the previous achievements of the AI Residency program implemented by both sides.

### FPT acquires Intertec's IT Services division

February 23rd, 2023 – announces its acquisition of Intertec International's (Intertec) IT Services division, to further strengthen its North American nearshore delivery capabilities. The move is a part of FPT's global growth strategy to boost its presence across the world. This investment enables FPT to further address increasing demands for Agile software engineering and bridge the time zone difference. The Vietnamese IT firm will continue to leverage and build upon Intertec's delivery centers and operational experience in Costa Rica, Colombia, and Mexico



## ● BUSINESS HIGHLIGHTS IN 6M2023



### FPT continues to expand its scale in the region

In order to extend its reach to potential customers and expand its business model, FPT continuously opens new offices in regional markets. In the first 6 months of 2023, FPT has opened 4 new offices in Korea, China, Japan and Indonesia.

### FPT becomes a security partner of AWS

Amazon Web Service (AWS) recently certified FPT Software as a Security Partner (AWS Security Service Competency), affirming its ability to provide world-class technology services in the field of security of the cloud computing environment. This certification helps FPT Software to open up many business opportunities and increase competitiveness compared to competitors in the field of Cloud technology, one of the important technology areas of the Company.

**FPT SOFTWARE**

Là Đối tác bảo mật của AWS

aws

**PARTNER**  
Security Services  
Competency