

EARNINGS REPORT 9M2024

FPT CORPORATION

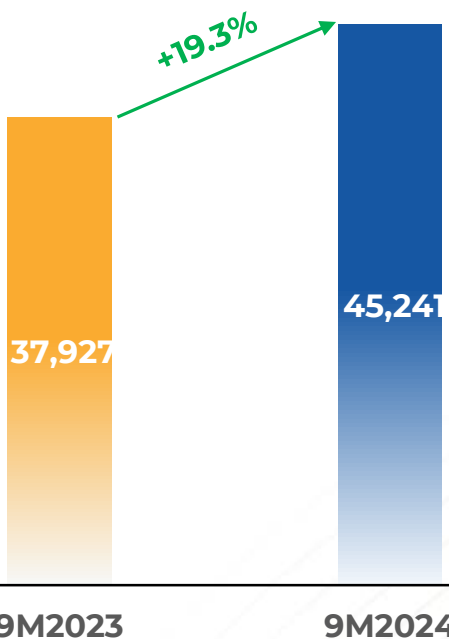


FINANCIAL PERFORMANCE IN 9M2024

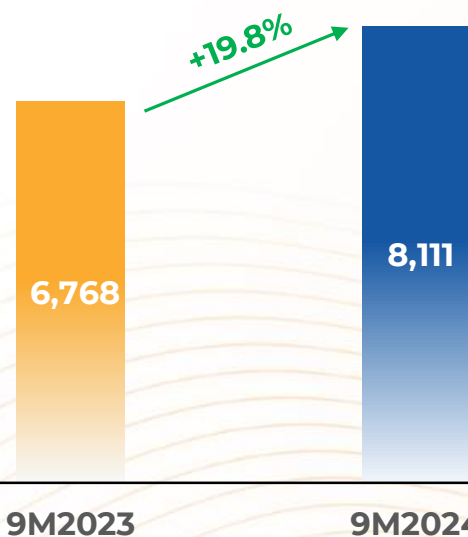
Unit: VND Billion

9 months of 2024, FPT Corporation's business results continued to achieve ~20% growth rate, closely following the guidance set out at the beginning of the year,...

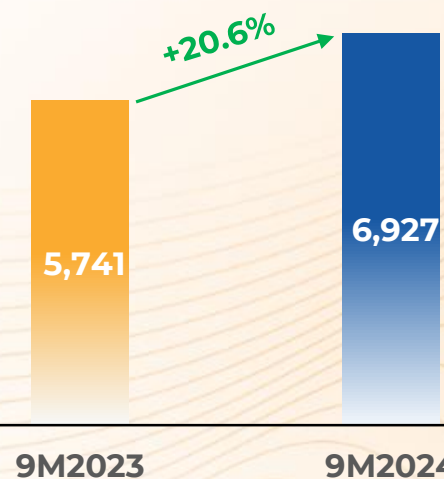
FPT's Revenue



FPT's Profit-Before-Tax



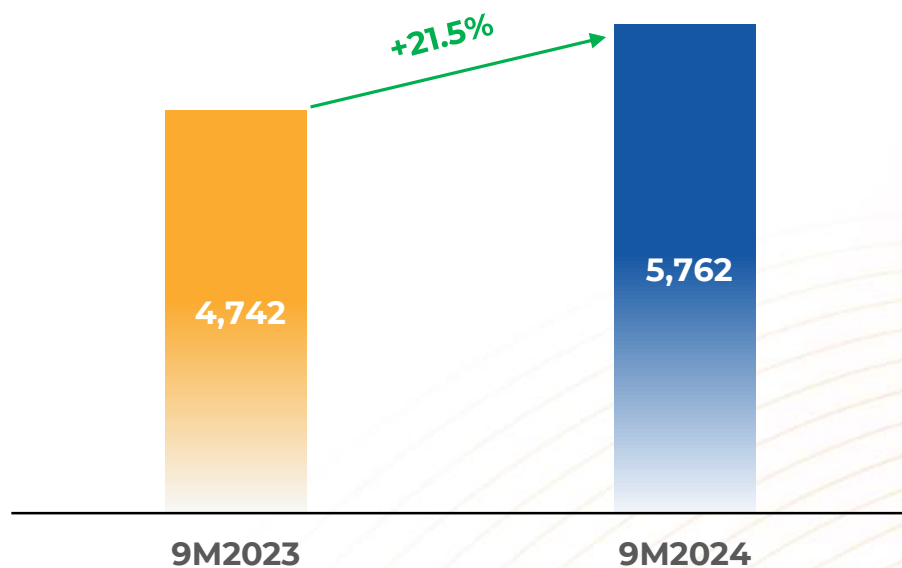
FPT's Profit-After-Tax



● FINANCIAL PERFORMANCE IN 9M2024

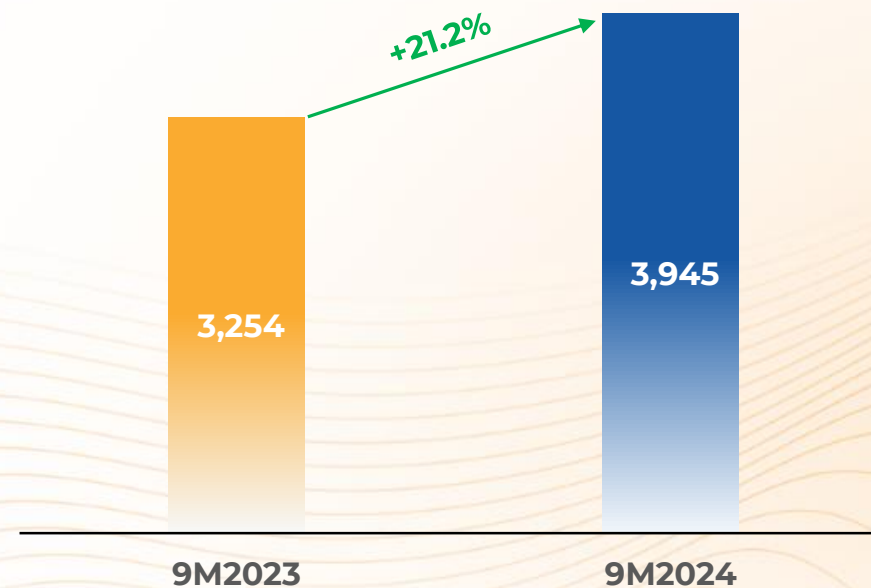
...aiming towards creating value and ensuring interest for our Shareholders.

PAT to Parent company's shareholder



Unit: VND Billion

EPS

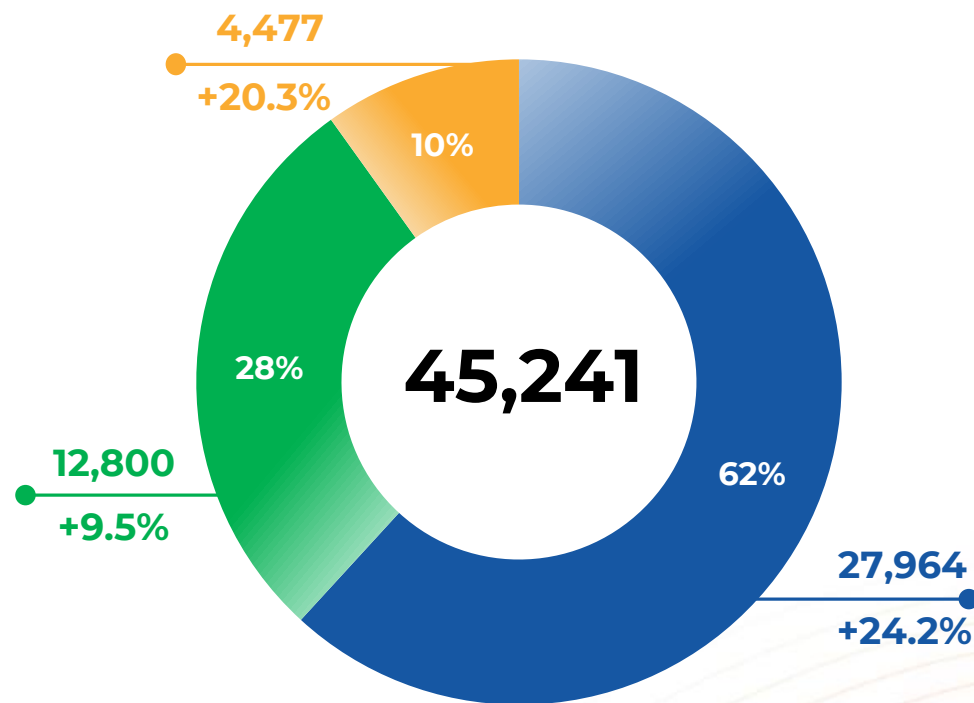


Unit: VND

PERFORMANCE BY BUSINESS SECTOR

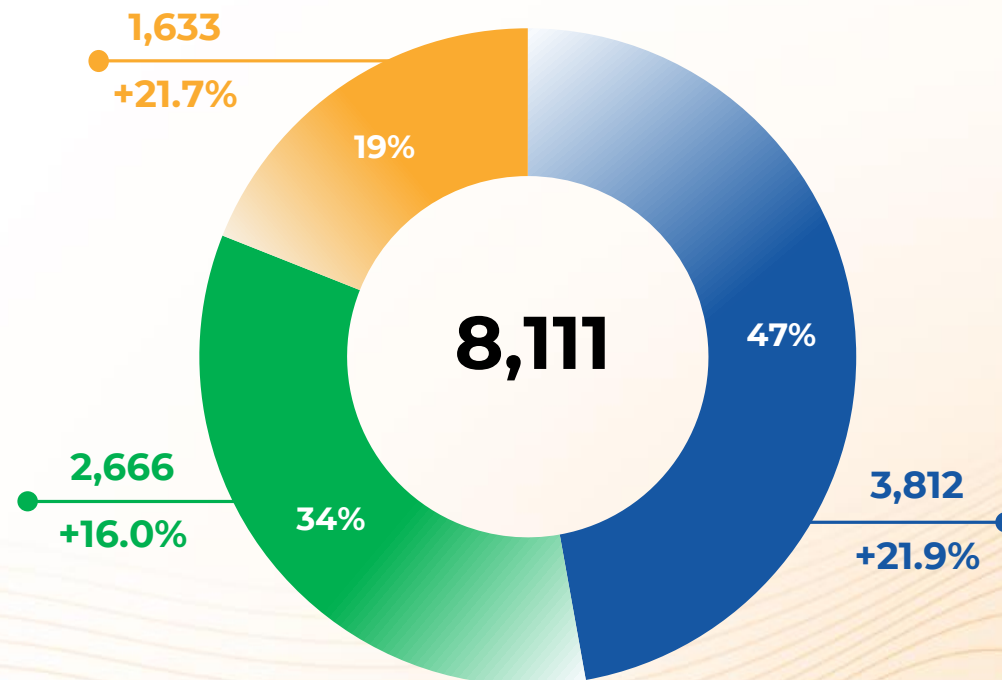
Unit: VND Billion

Revenue by sector



- Technology
- Telecommunication
- Education, Investment and Others

PBT by sector



- Technology
- Telecommunication
- Education, Investment and Others

9M2024 PERFORMANCE BY BUSINESS SEGMENT

Unit: VND Billion

GLOBAL IT SERVICES

22,668 (+28.6%) in Revenue
3,614 (+25.6%) in PBT

DOMESTIC IT SERVICES

5,296 (+8.3%) in Revenue
197 (-21.2%) in PBT

TELECOM SERVICES

12,320 (+9.2%) in Revenue
2,547 (+14.9%) in PBT

ONLINE ADVERTISING

480 (+16.2%) in Revenue
119 (+45.4%) in PBT

EDUCATION, INVESTMENT AND OTHERS

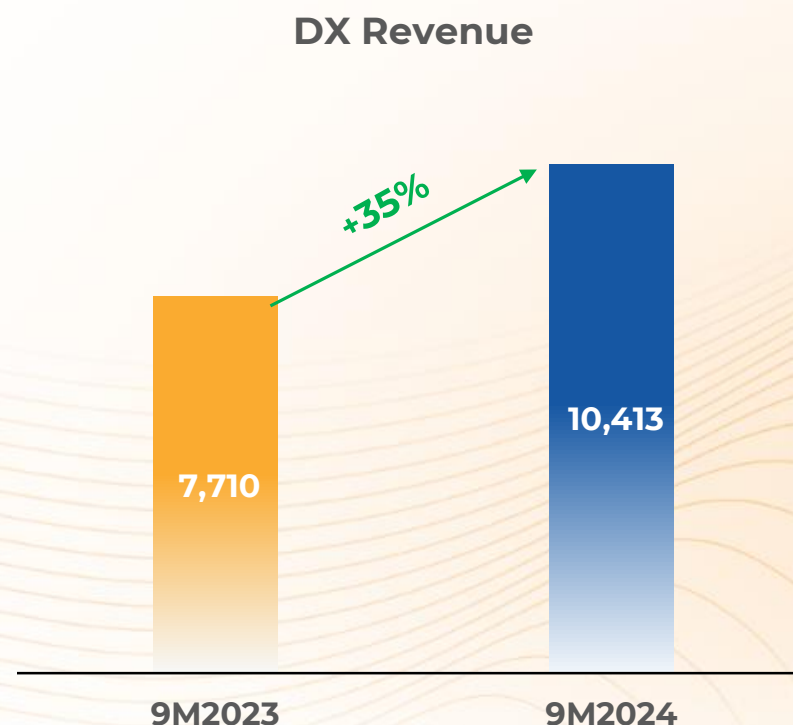
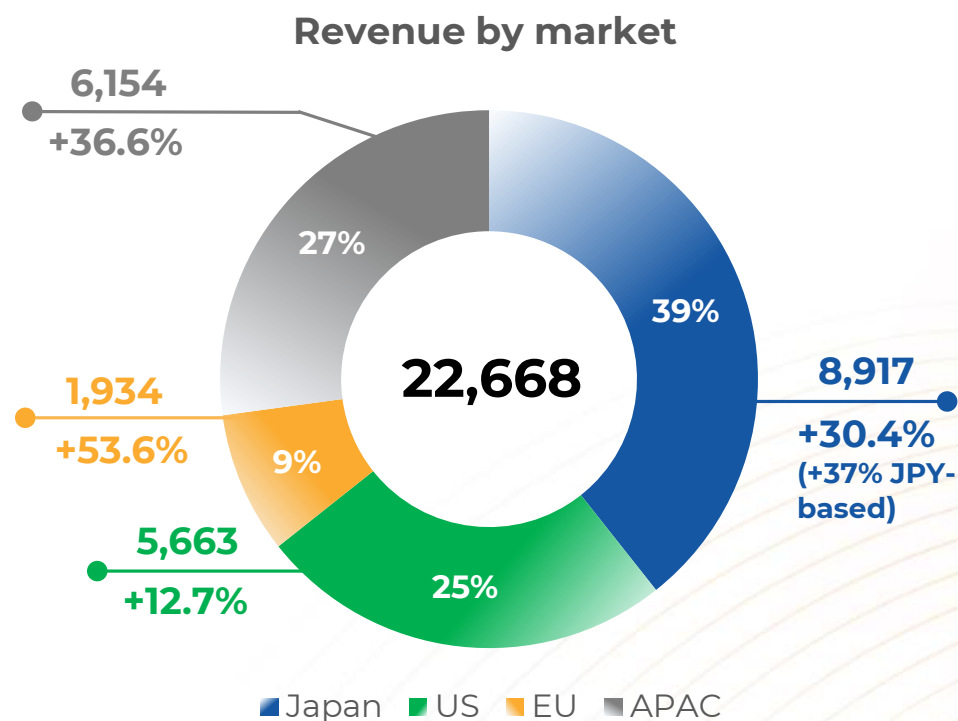
4,477 (+20.3%) in Revenue
1,633 (+21.7%) LNTT

GLOBAL IT SERVICES: ACROSS-THE-BOARD MARKET GROWTH

Unit: VND Billion

9 months of 2024, The Global IT services segment continues to experience robust growth, achieving a **28.6% YoY** increase, driven by strong performances in the Japanese market (**+30.4%**) and the APAC region (**+36.6%**). This growth is fueled by significant IT spending in these markets, particularly in digital transformation initiatives.

Digital Transformation revenues reached **VND 10,413 billion**, representing a **35% YoY** increase, with a focus on emerging technologies such as Cloud, AI/Data Analytics, Product Engineering,...



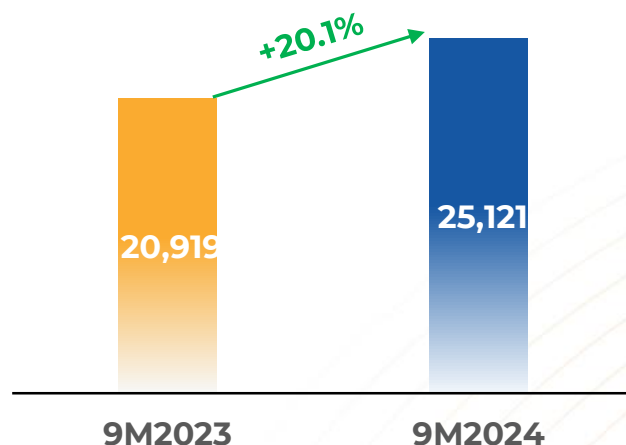
● GLOBAL IT SERVICES: 33 LARGE DEALS WITH SCALE OF \$5MN+

Signed revenue hit the \$1 billion mark in 9 months of 2024, amounting to **VND 25,121 billion**, a **20.1%** rise year-on-year. This performance was mainly fueled by the Japanese and APAC markets. Over the same period, FPT secured numerous large international deals, winning 33 major projects valued at over USD 5 million each, reflecting a 65% increase compared to the same period last year.

Signed revenue

Signed revenue totaled VND 25,121 billion (+20.1% YoY)

Signed revenue
Unit: VND billion

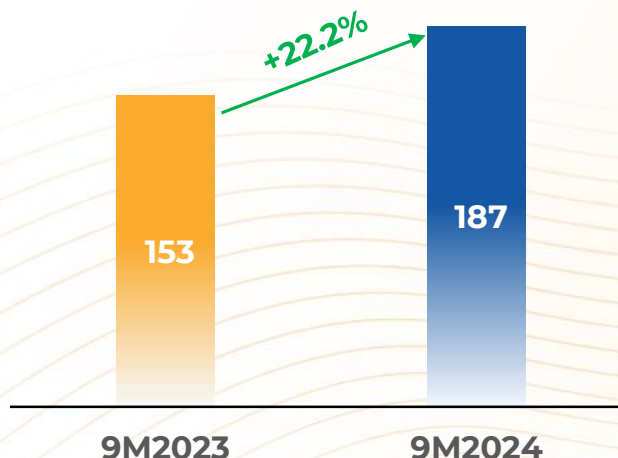


Clients

Number of clients with revenue from \$500K: 318 (+21.4%)

Number of clients with revenue from \$1M : 187 (+22.2%)

Number of clients with revenue from \$1M



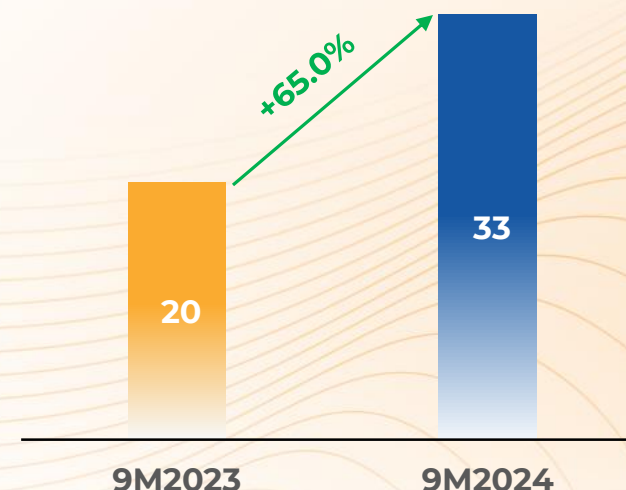
Deals

Semi-mega deals (\$500k+): 146 (+1.4%)

Mega deals (\$1mn+): 137 (+38.4%)

Large deals (\$5mn+): 33 (+65.0%)

Large deals (\$5mn+)

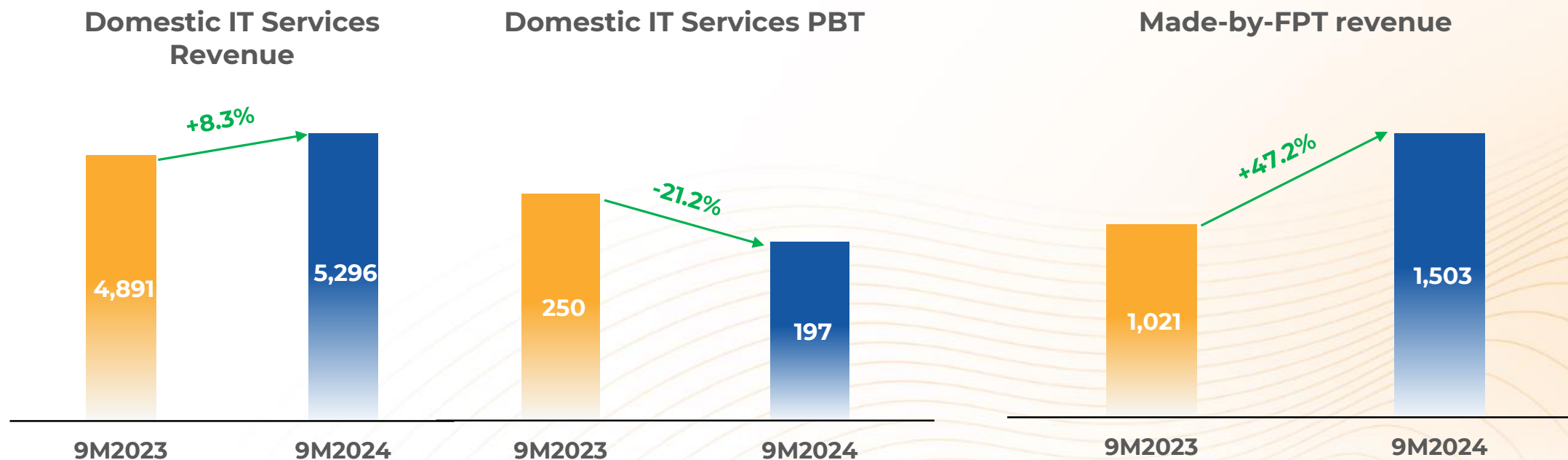


● DOMESTIC IT SERVICES: MADE-BY-FPT SUSTAINED GROWTH TRAJECTORY

Thanks to efforts in strengthening partnerships with government bodies and promoting Cloud and AI solutions for domestic enterprises, the Domestic IT Services segment reported revenue of **VND 5,296 billion (+8.3%)** and pre-tax profit of **VND 197 billion (-21.2%)**.

FPT's Made-by-FPT product ecosystem maintained strong growth, achieving revenue of **VND 1,503 billion (+47.2%)**, driven by its high applicability for both enterprise and government sectors

Unit: VND billion

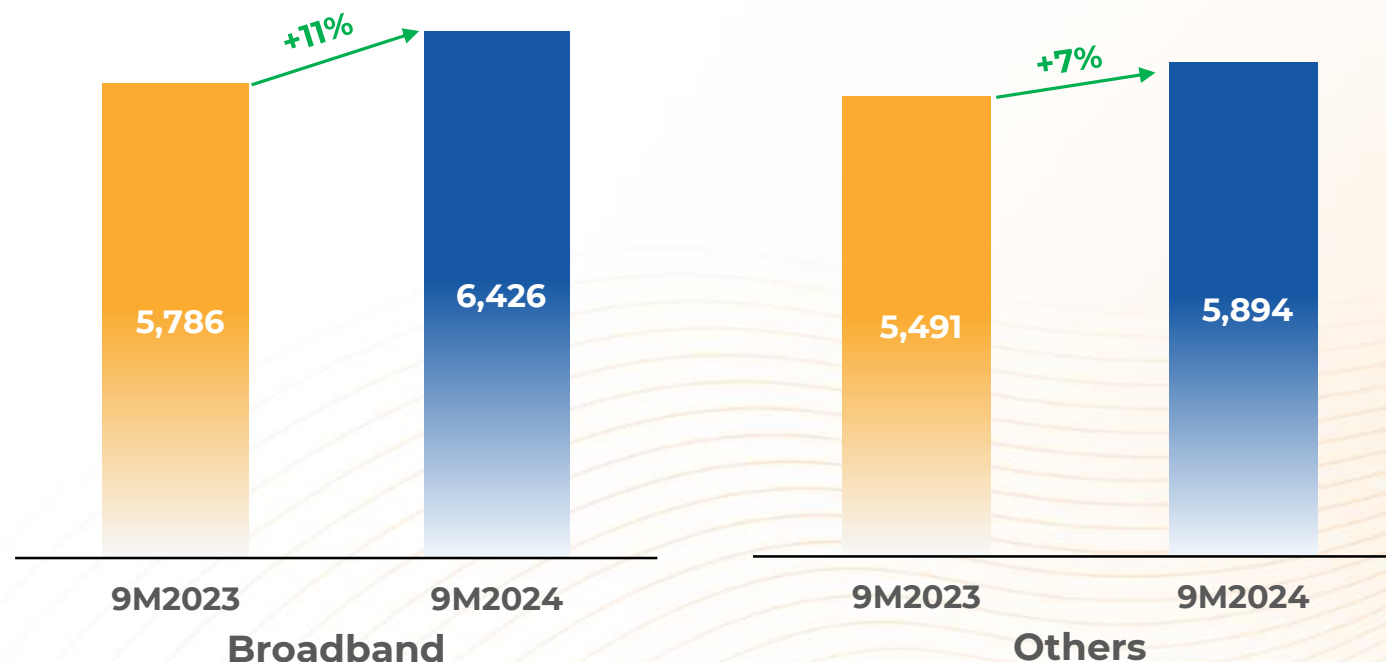


● TELECOM SERVICES: SUSTAINABLE EXPANSION

Telecommunications services sustained their growth trajectory, achieving revenue of **VND 12,320 billion (+7.3%)** and PBT of **VND 2,547 billion (+14.9%)**.

Revenue by business lines

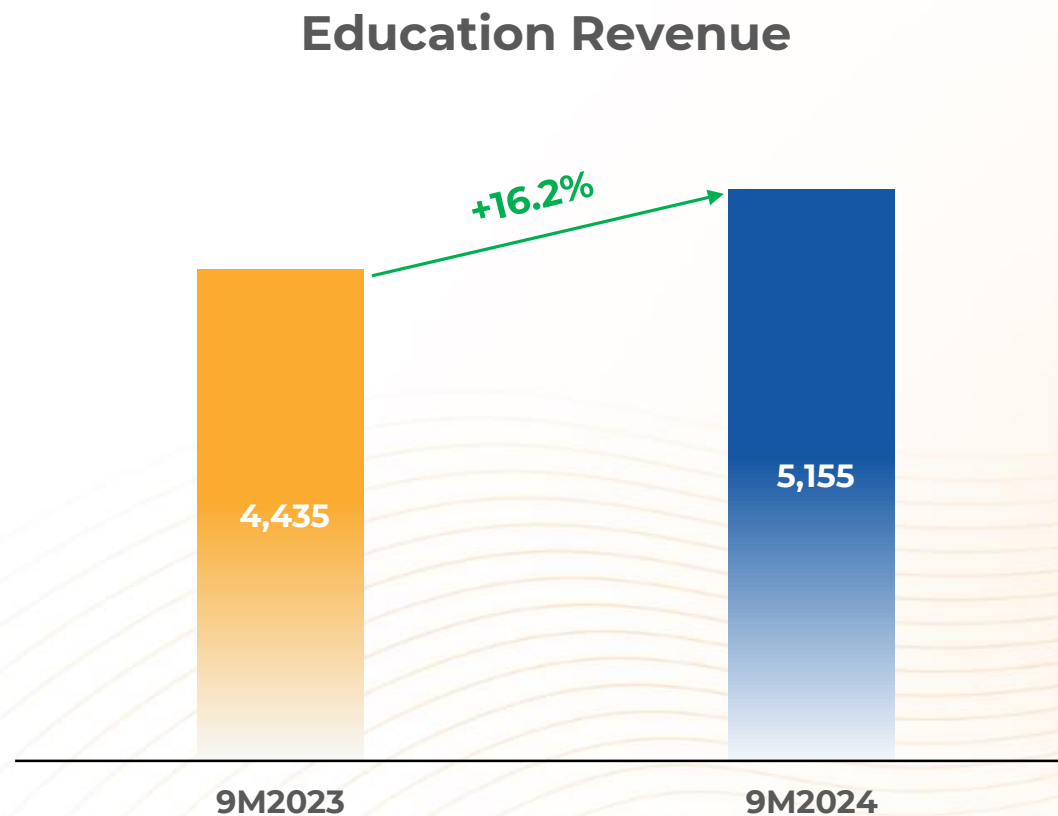
Unit: VND Billion



EDUCATION SECTOR MAINTAINED GROWTH

Unit: VND Billion

The Education sector maintained revenue growth of **16.2%**, reaching **VND 5,155 billion** in 9 months of 2024.



BUSINESS HIGHLIGHTS IN Q3/2024



FPT partners with Irish institutions to develop talent and AI applications

During the State visit to Ireland, General Secretary and President To Lam witnessed the signing of several cooperation agreements between Vietnamese universities and businesses with Irish counterparts. FPT Corporation announced partnerships with the ADAPT Research Centre at Dublin City University (ranked among the top 50 young universities globally) and Kyndryl, a Fortune 500 company. FPT and ADAPT will collaborate on AI talent development, providing AI education for FPT students and scholarships for young faculty members. Additionally, FPT and Kyndryl will work together on digital transformation and AI applications in sectors such as banking, insurance, and retail.

FPT opens new office in Japan

Recently, FPT inaugurated a new office in Mita, Minato-ku—one of Tokyo's most prestigious areas and home to major corporations like NEC Global and KCCS. This office also serves as FPT's new headquarters in Japan. The event is part of the company's strategy to expand its operations in response to growing demand for digital solutions and services. FPT currently has over 3,500 employees working across 17 offices and development centers in Japan, along with nearly 15,000 global experts dedicated to serving the Japanese market. The company aims to grow its workforce in Japan to 5,000 employees by the end of 2025 and achieve its first billion-dollar revenue milestone by 2027.



BUSINESS HIGHLIGHTS IN Q3/2024



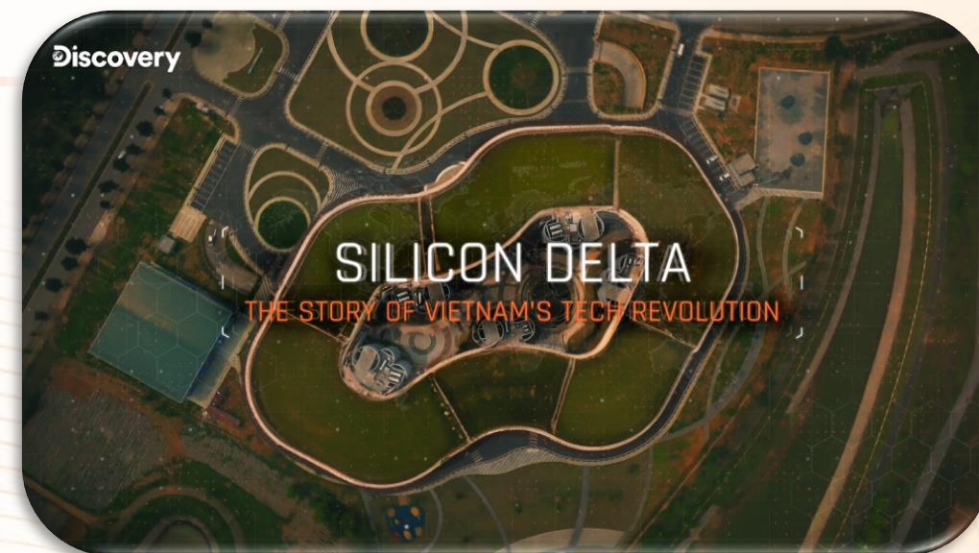
FPT partners with David Lamm Consulting for DX in the energy sector.

FPT Software has announced a collaboration with David Lamm Consulting, a German IT consulting firm, to drive innovative solutions in manufacturing, energy, and sustainability. By combining FPT Software's technological expertise with David Lamm Consulting's advisory experience, the partnership will expand service offerings and better meet market demands. This cooperation also strengthens FPT Software's presence in Germany and Europe. FPT aims to recruit 1,000 employees in Europe by 2030, with 50% being local experts.

"Silicon Delta - The Story of Vietnam's Tech Revolution"

On September 16, 2024, Discovery Channel aired the documentary "Silicon Delta – The Story of Vietnam's Tech Revolution". The 20-minute film chronicles Vietnam's journey from a lesser-known player in the digital landscape to becoming one of Asia's leading digital economies and a frontrunner in the new technological revolution. FPT, as a pioneering company in Vietnam's IT sector, was prominently featured as the main focus of the documentary.

The documentary is now available on Discovery Channel in Southeast Asia, Japan, and Germany and can also be accessed [here](#).





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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