

EARNINGS REPORT 3M2024

FPT CORPORATION

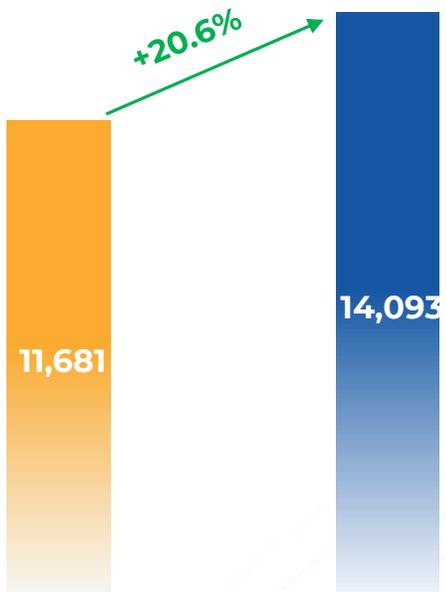


FINANCIAL PERFORMANCE IN 3M2024

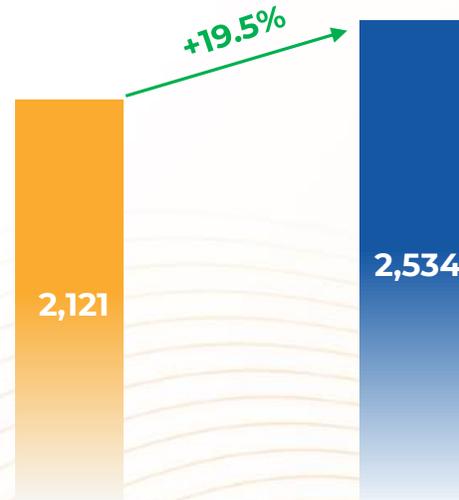
Unit: VND Billion

In the first quarter 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,...

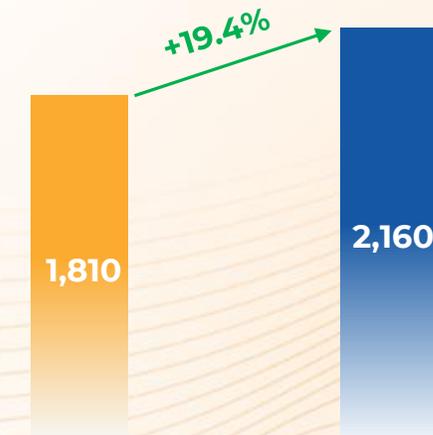
FPT's Revenue



FPT's Profit-Before-Tax



FPT's Profit-After-Tax



3M2023

3M2024

3M2023

3M2024

3M2023

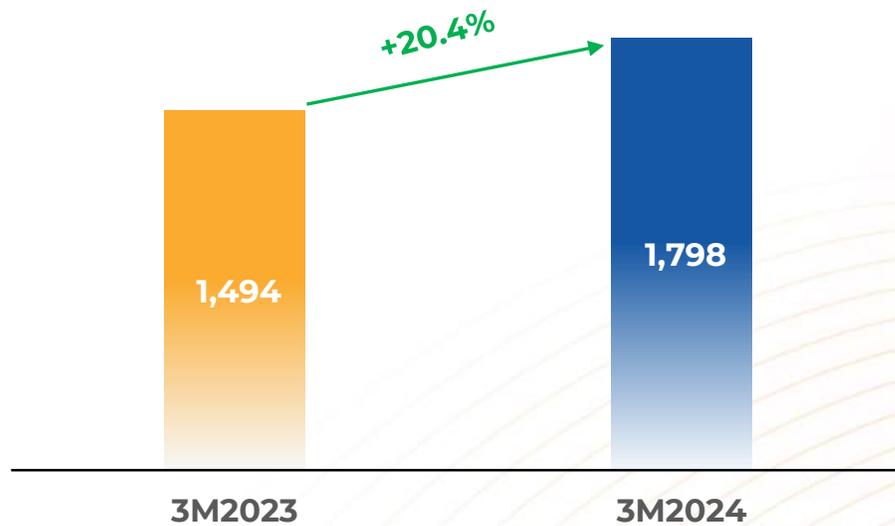
3M2024

FINANCIAL PERFORMANCE IN 3M2024

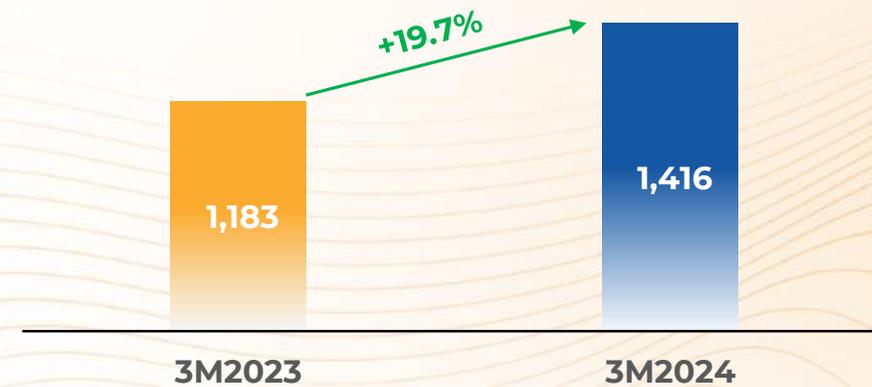
...aiming towards creating value and ensuring interest for our Shareholders.

PAT to Parent company's shareholder

EPS



Unit: VND Billion

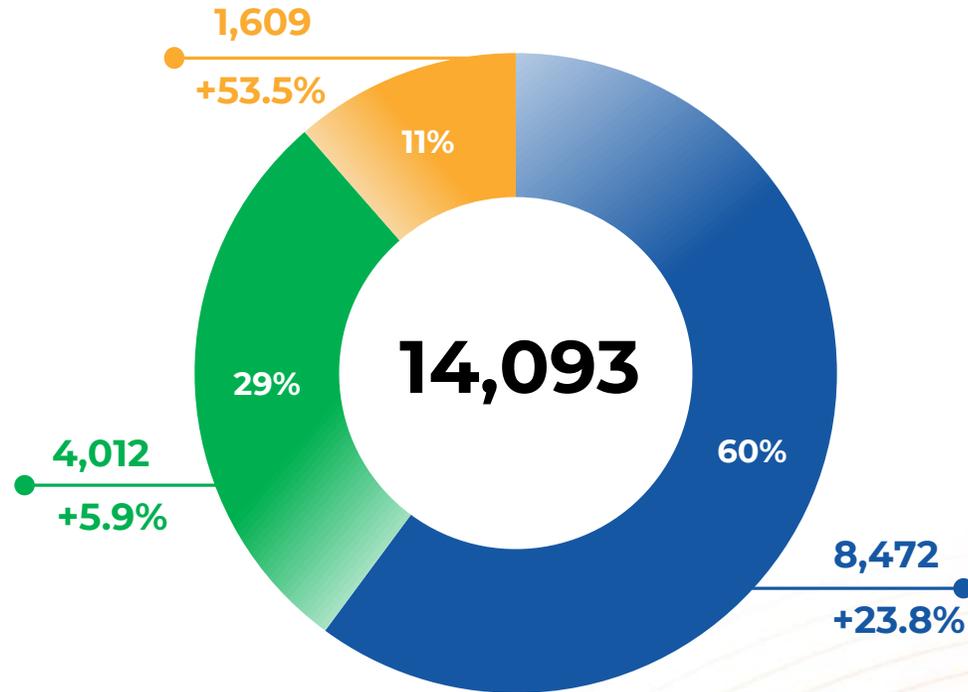


Unit: VND

PERFORMANCE BY BUSINESS SECTOR

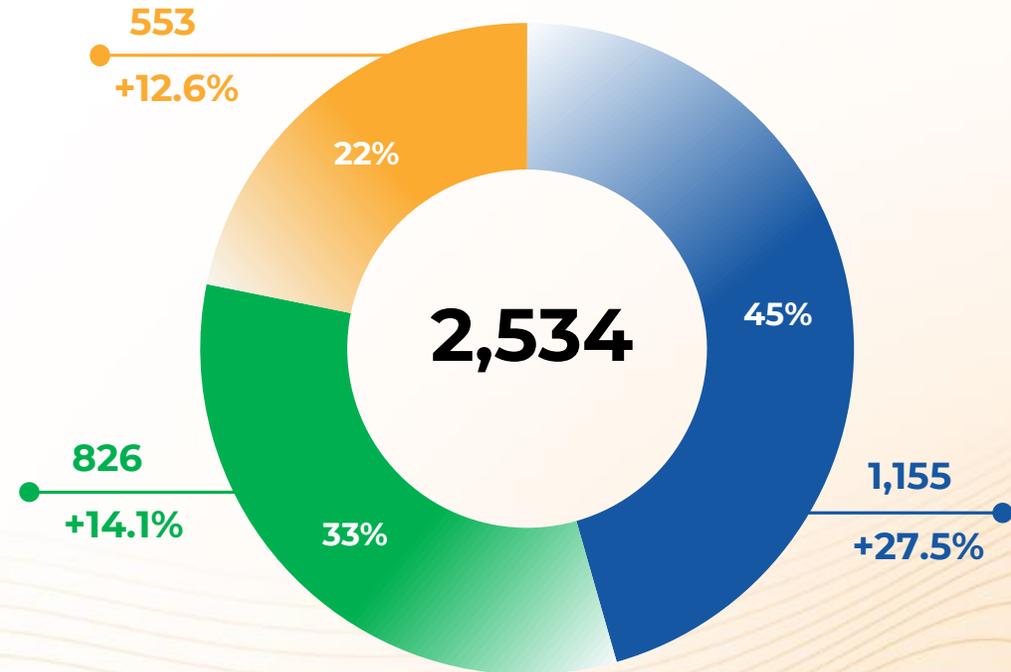
Unit: VND Billion

Revenue by sector



- Technology
- Telecommunication
- Education, Investment and Others

PBT by sector



- Technology
- Telecommunication
- Education, Investment and Others

3M2024 PERFORMANCE BY BUSINESS SEGMENT

Unit: VND Billion

GLOBAL IT SERVICES

6,999 (+28.8%) in Revenue

1,115 (+25.5%) in PBT

DOMESTIC IT SERVICES

1,472 (+4.6%) in Revenue

41 (+130.1%) in PBT

TELECOM SERVICES

3,885 (+5.1%) in Revenue

805 (+11.4%) in PBT

ONLINE ADVERTISING

127 (+33.6%) in Revenue

20 (+2992.0%) in PBT

EDUCATION, INVESTMENT AND OTHERS

1,609 (+53.5%) in Revenue

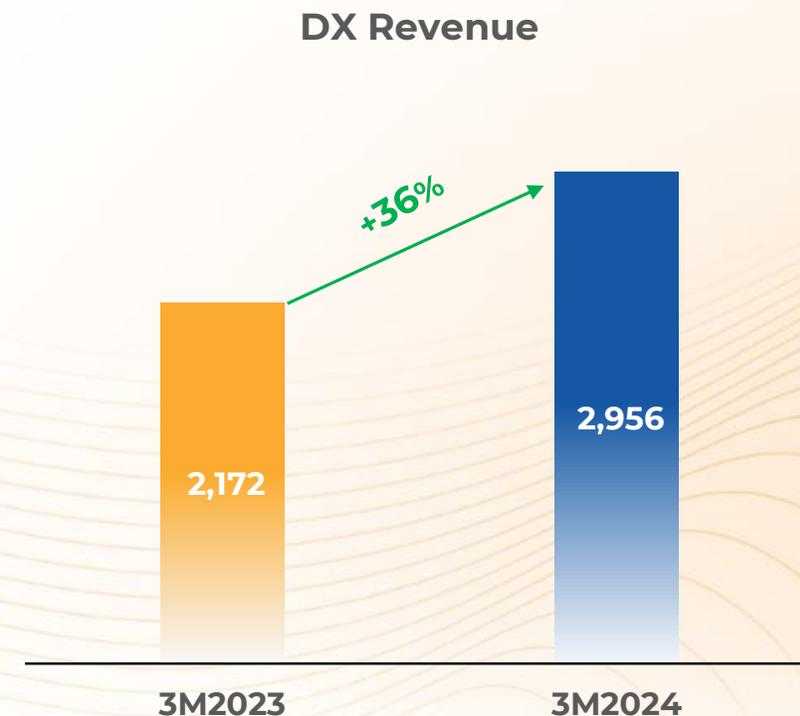
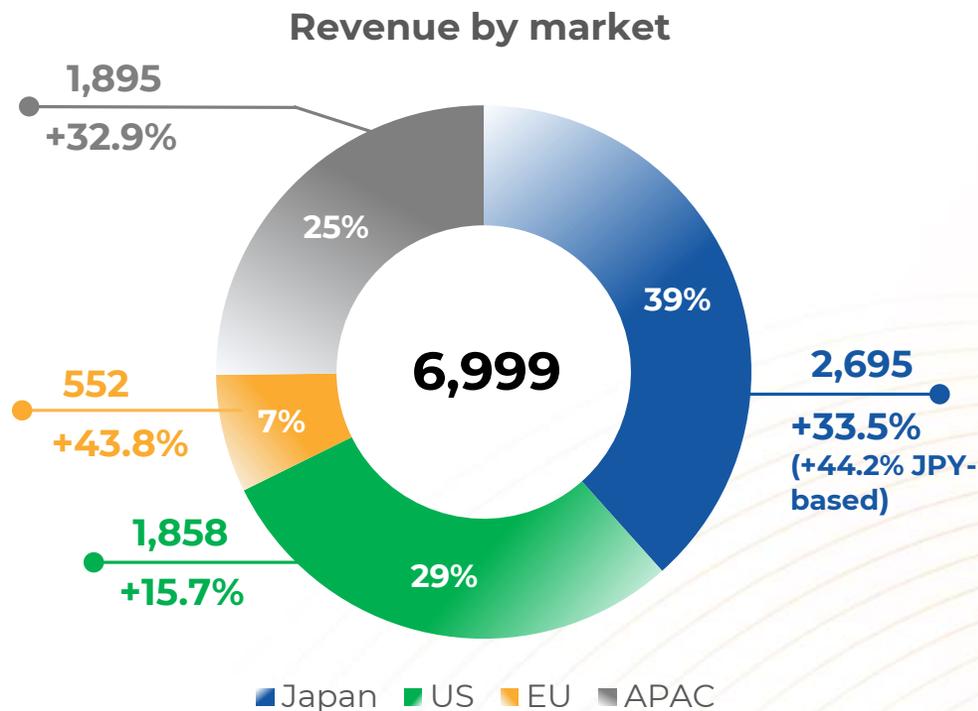
553 (+12.6%) in PBT

GLOBAL IT SERVICES: ACROSS-THE-BOARD MARKET GROWTH

Unit: VND billion

In the first 3 months of 2024, Global IT Services segment sustain robust growth, surging by **28.8%** predominantly fueled by increasing investment in IT services from Japan (**+33.5%**) and APAC (**+32.9%**)

Revenue from Digital Transformation soared to **VND 2,956 billion**, marking a substantial **36% YoY** increase, primarily driven by Cloud Computing, AI/Data Analytics, Product Engineering,...



GLOBAL IT SERVICES: 15 LARGE DEALS WITH SCALE OF \$5MN+

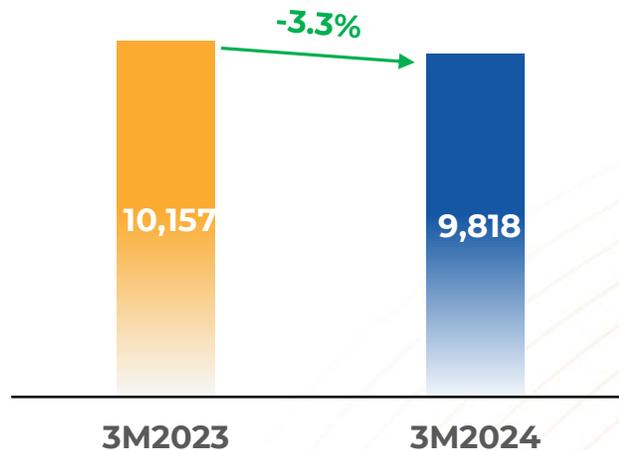
Signed revenue totaled **VND 9,818 billion** (-3.3% YoY), primarily attributed to FPT's acceleration in securing new contracts during the end of 2023. In the first quarter of 2024, FPT continued to secure a multitude of large contracts from overseas markets, clinching **15 large deals valued at \$5mn+ each** (a remarkable 2.5-fold increase compared to the same period last year) with a primary emphasis on the Japanese and APAC markets.

Signed revenue

Signed revenue totaled VND 9,818 billion (-3.3% YoY)

Signed revenue

Unit: VND billion

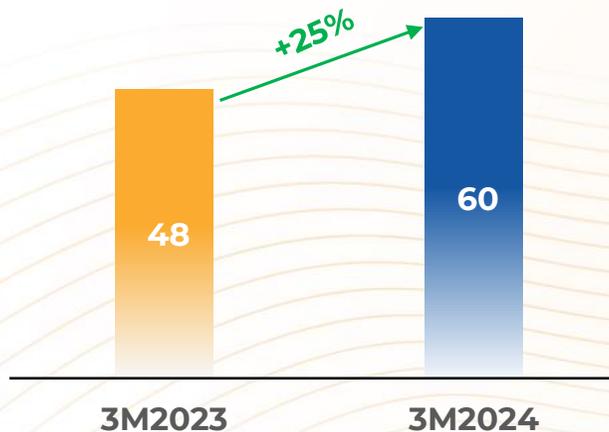


Clients

Number of clients with revenue from \$500K: 129 (+33%)

Number of clients with revenue from \$1M: 60 (+25%)

Clients with revenue \$1M+



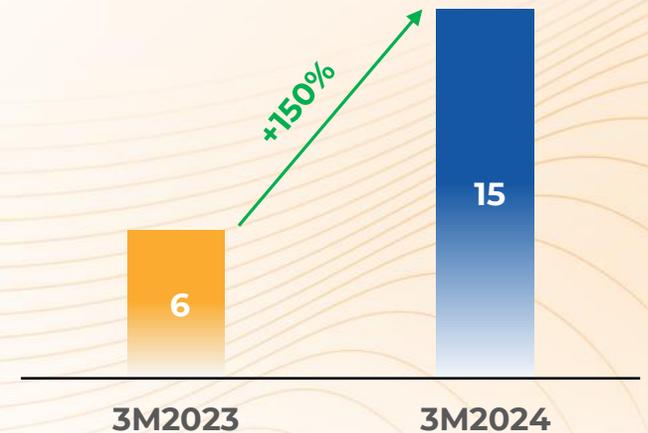
Deals

Semi-mega deals (\$500k+): 72 (+11%)

Mega deals (\$1mn+): 66 (+35%)

Large deals (\$5mn+): 15 (+150%)

Large deals (\$5mn+)

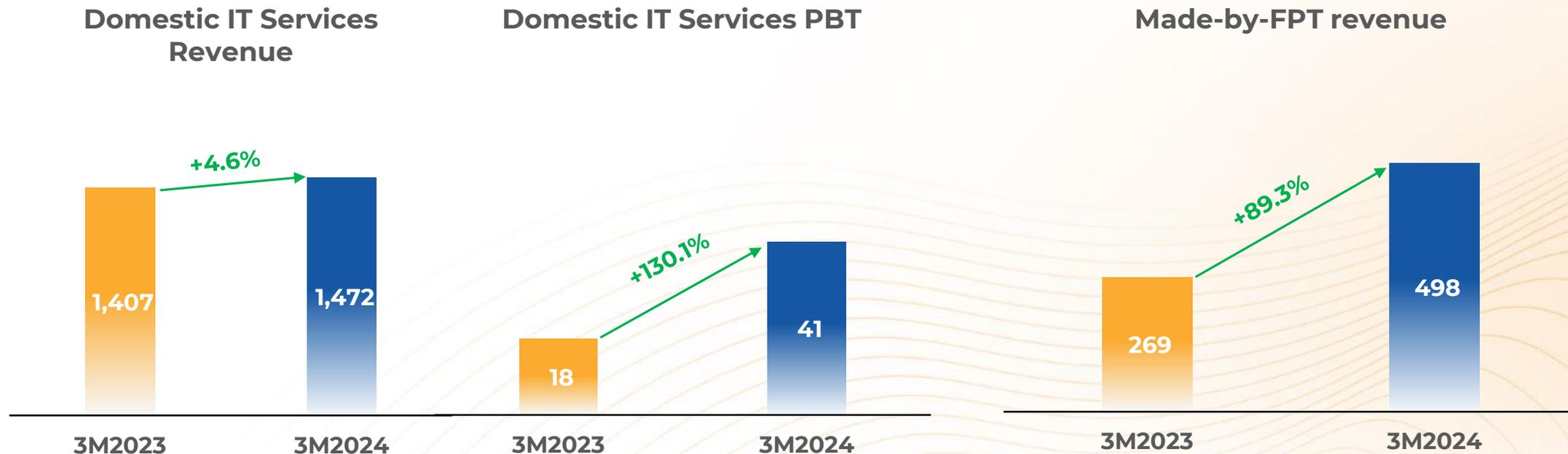


● DOMESTIC IT SERVICES: MADE-BY-FPT SUSTAINED GROWTH TRAJECTORY

Thanks to efforts to enhance collaboration with governmental bodies and advance Cloud Computing and Artificial Intelligence services for local enterprises, the Domestic IT Services segment achieved revenue of **VND 1,472 billion (+4.6%)** and PBT of **VND 41 billion (+130.1%)**.

The Made-by-FPT product ecosystem continued to witness robust growth, generating revenue of **VND 498 billion (+89.3%)**, fueled by its broad applicability across both the Business and Government sectors.

Unit: VND Billion

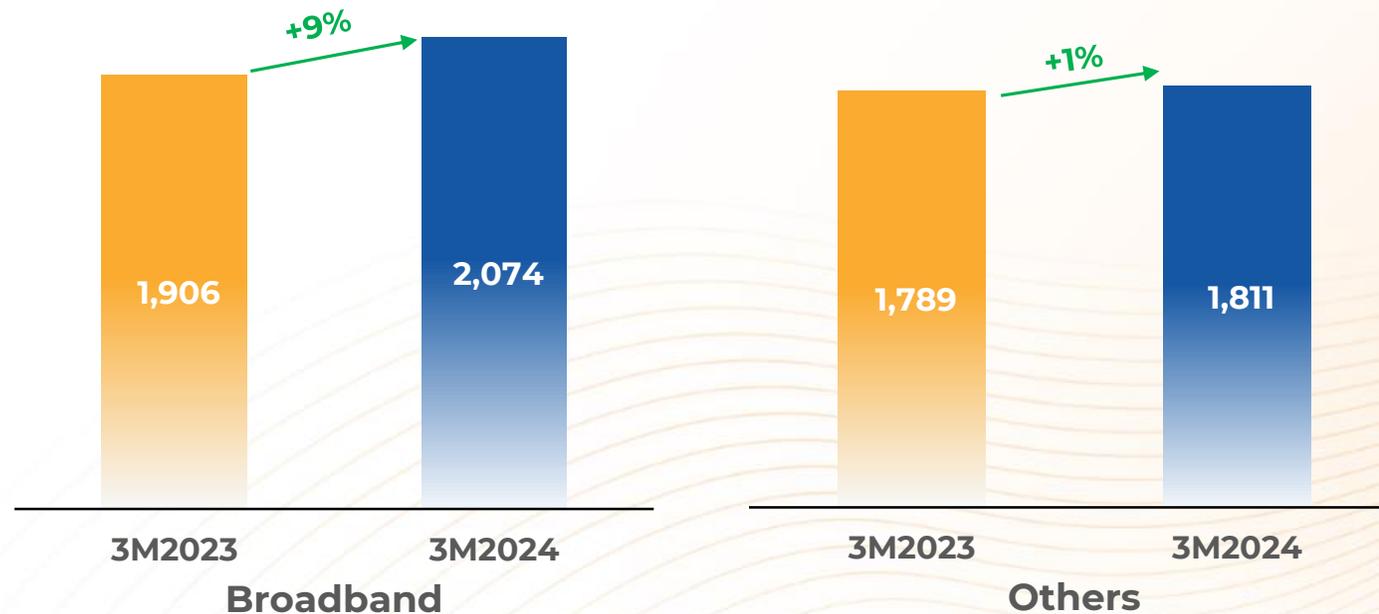


TELECOM SERVICES: SUSTAINABLE EXPANSION

Telecommunications services sustained their growth trajectory, achieving revenue of **VND 3,885 billion (+5.1%)** and PBT of **VND 805 billion (+11.4%)**

Unit: VND Billion

Revenue by business lines

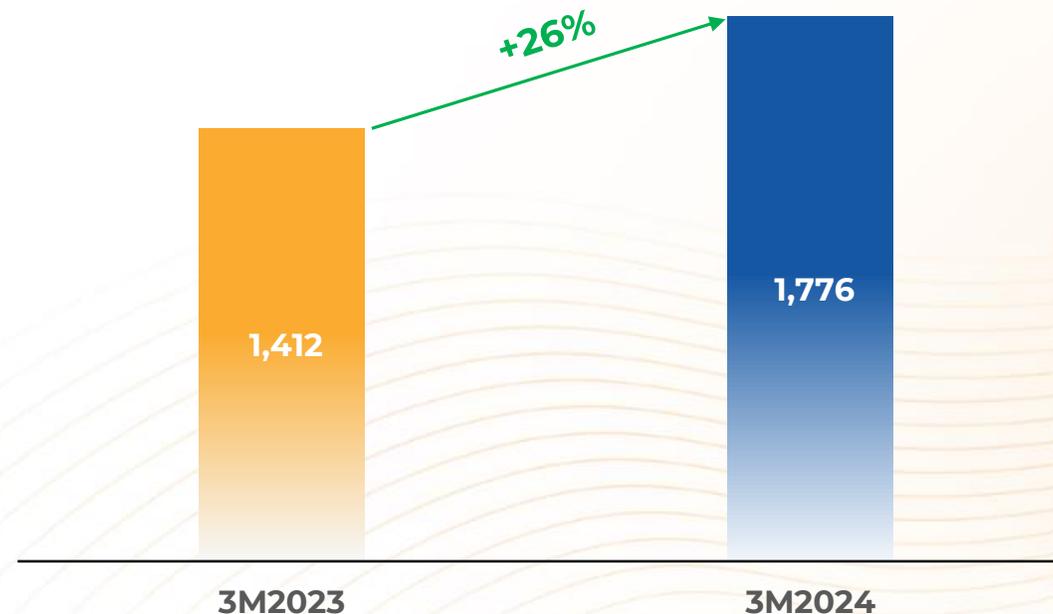


● EDUCATION SECTOR: WIDENING PROVINCIAL FOOTPRINT

Unit: VND Billion

The Education sector maintains a steady **revenue growth of 26%**, reaching **VND 1,776 billion** in the initial quarter of 2024. Notably, FPT recently marked the completion of the FPT Education Complex project in Thanh Hoa and secured the Investment Certificate for another Education Complex in Hue, further solidifying FPT's nationwide presence.

Education Revenue



3M2024 BUSINESS HIGHLIGHTS



Expanding presence with new office in Dalian, China

FPT unveiled the inauguration of its FPT Dalian branch in Liaoning province, China, aimed at delivering top-notch information technology services to clients in Japan and China. This expansion to Dalian also serves as a strategic move to tap into a vast pool of skilled tech professionals proficient in English and Japanese, further enriching the company's talent base. It's estimated that Dalian boasts around 200,000 IT personnel proficient in Japanese.

Prominent Technology Group Leader Appointed as CEO of FPT France

With almost two decades of experience at tech giants like Unisys Europe, CSC Paris, and HCL Technologies, Mr. Christophe Schwanengel has showcased exceptional leadership and sales acumen, securing numerous multimillion-dollar contracts. His appointment as CEO of FPT France signals FPT Software's ambition to emerge as a key player in digital transformation within France, bolstering its presence in French-speaking regions, heading towards the \$100 million milestone for FPT France within the next three years.



3M2024 BUSINESS HIGHLIGHTS



FPT transforms Core Leasing system for Vietnam's first financial leasing company

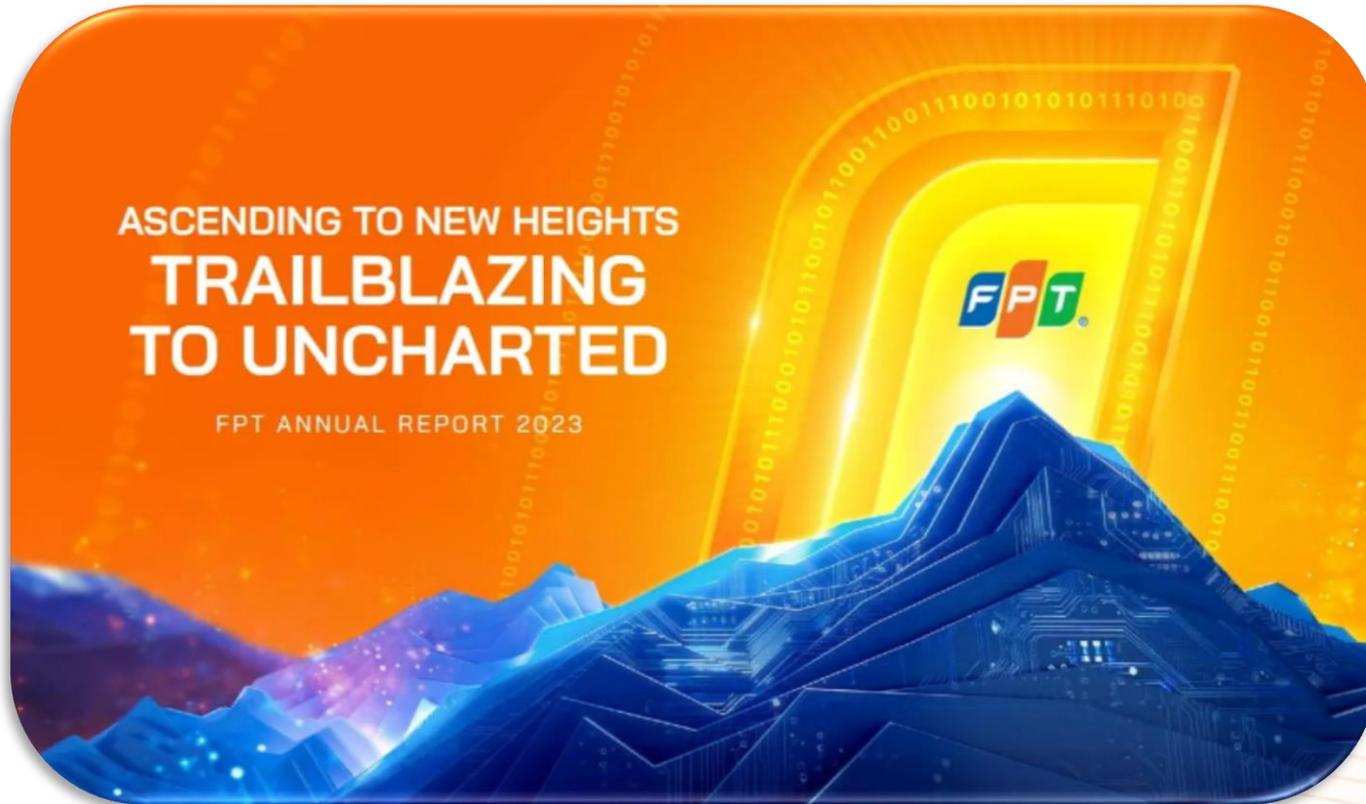
FPT IS and Saigon Thuong Tin Bank Financial Leasing Company Limited (Sacombank-SBL) recently inked a deal to implement the Core Leasing project - FPT.FINEX. This project involves migrating from the SmartBank system to the new FPT.FINEX system across 19 modules, with a deployment timeline of 12 months company-wide. Besides software solutions, FPT IS is also providing comprehensive hardware infrastructure for Sacombank-SBL to ensure seamless and effective system operation. This upgrade of the Core system is poised to enhance performance, safety, and security across the organization.

Topping out FPT Education Complex Thanh Hoa after only 3 months of construction

After a mere 3 months of construction, the FPT Education Complex Thanh Hoa, comprising FPT Thanh Hoa Primary, Secondary, and High Schools (or FPT School Thanh Hoa), has officially reached its topping-out stage and is set to commence operations this year. Simultaneously, alongside construction progress, FPT School Thanh Hoa is undertaking operational preparations to welcome its inaugural student cohort. In the upcoming 2024-2025 academic year, FPT Thanh Hoa Primary, Middle, and High School will admit students in grades 1, 2, 6, 7, and 10, with an anticipated enrollment target of 500 students.



● ANNUAL REPORT & ESG REPORT



Access and explore the Annual Report and ESG Report [HERE](#)

For the 4th consecutive year, FPT has introduced both PDF and Digital versions of its Annual Report and ESG Report simultaneously in 2023.

FPT underscores that ESG initiatives reinforce our core values, facilitating the ongoing pursuit of our mission as a sustainable and globally impactful corporation. The integration of ESG principles and priorities forms a pivotal component of FPT's strategic development, embodying the Group's roles and obligations to its key stakeholders. FPT's dedication to sustainable development is encapsulated through 4 primary facets: Superior management, world-class working environment, environmental stewardship, and social initiatives.



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.

The document is intended for the reference of the specified recipients only. It is strictly forbidden to share or distribute this document or any part thereof in any form or manner without a prior consent of FPT Corporation.

Contact:
Investor Relations Office
Email: ir@fpt.com

