

EARNINGS REPORT 6M2024

FPT CORPORATION

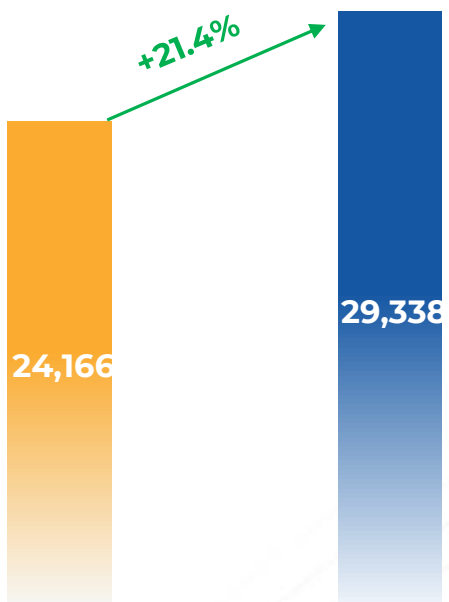


FINANCIAL PERFORMANCE IN 6M2024

Unit: VND Billion

In the first half 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,...

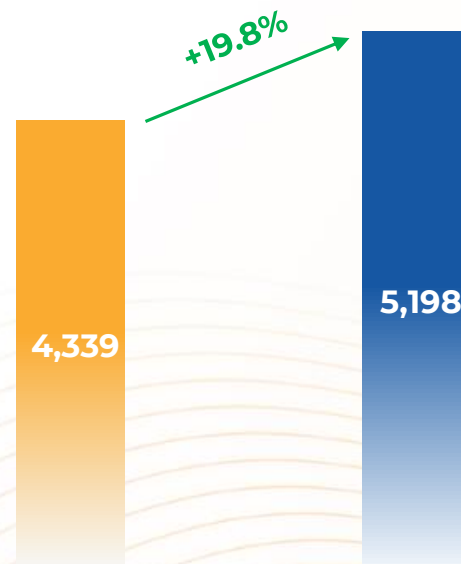
FPT's Revenue



6M2023

6M2024

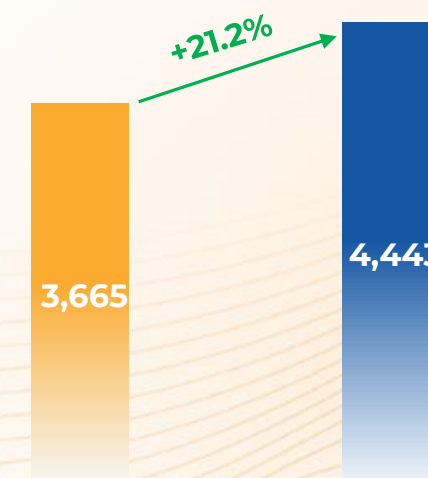
FPT's Profit-Before-Tax



6M2023

6M2024

FPT's Profit-After-Tax



6M2023

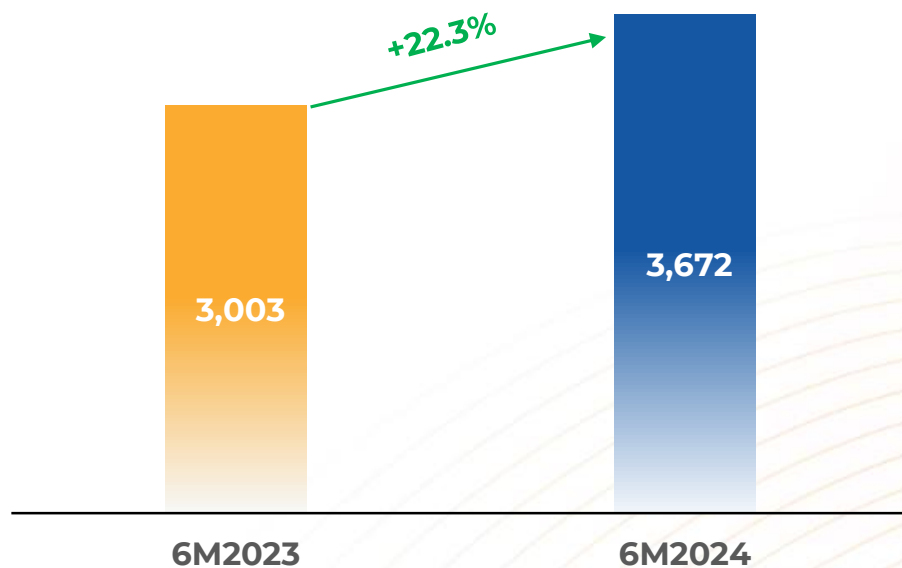
6M2024

● FINANCIAL PERFORMANCE IN 6M2024

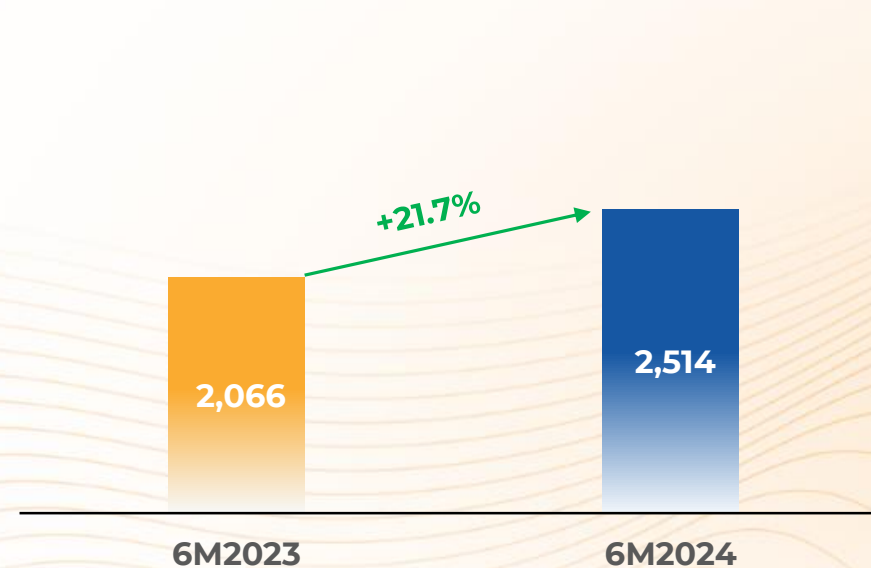
...aiming towards creating value and ensuring interest for our Shareholders.

PAT to Parent company's shareholder

EPS



Unit: VND Billion

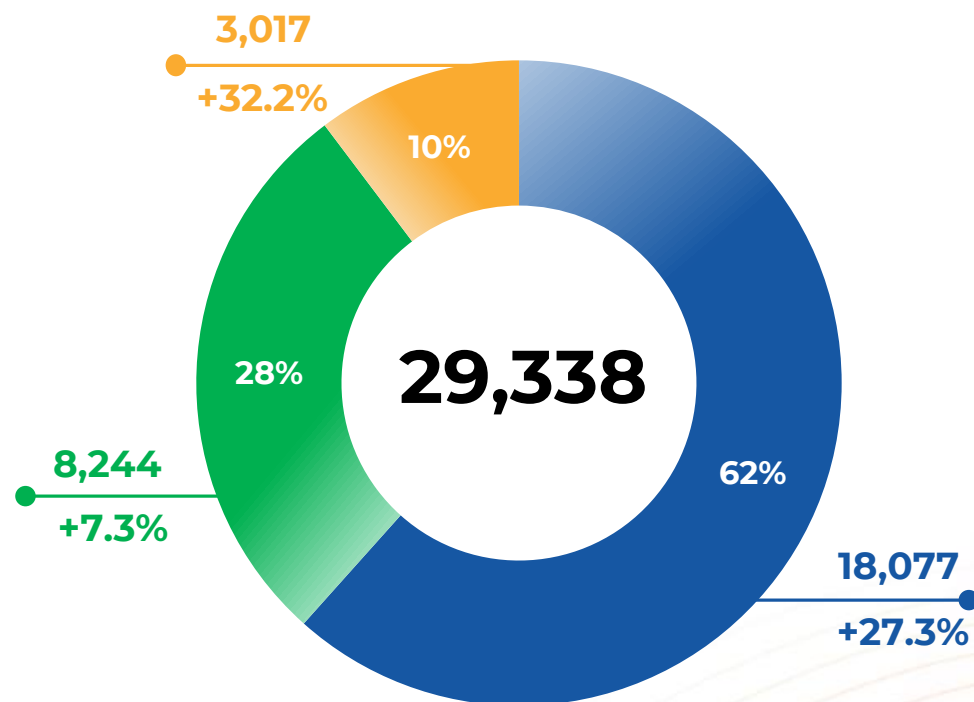


Unit: VND

PERFORMANCE BY BUSINESS SECTOR

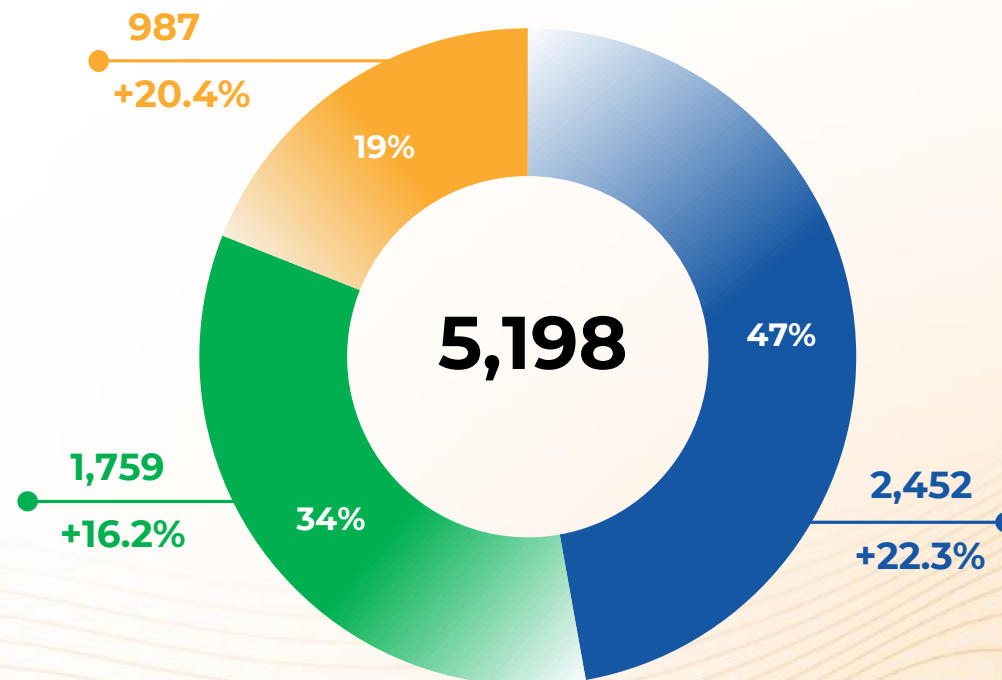
Unit: VND Billion

Revenue by sector



- Technology
- Telecommunication
- Education, Investment and Others

PBT by sector



- Technology
- Telecommunication
- Education, Investment and Others

6M2024 PERFORMANCE BY BUSINESS SEGMENT

Unit: VND Billion

GLOBAL IT SERVICES

14,573 (+29.8%) in Revenue
2,294 (+25.1%) in PBT

DOMESTIC IT SERVICES

3,504 (+17.8%) in Revenue
157 (-7.8%) in PBT

TELECOM SERVICES

7,966 (+7.3%) in Revenue
1,697 (+15.1%) in PBT

ONLINE ADVERTISING

278 (+7.6%) in Revenue
62 (+57.7%) in PBT

EDUCATION, INVESTMENT AND OTHERS

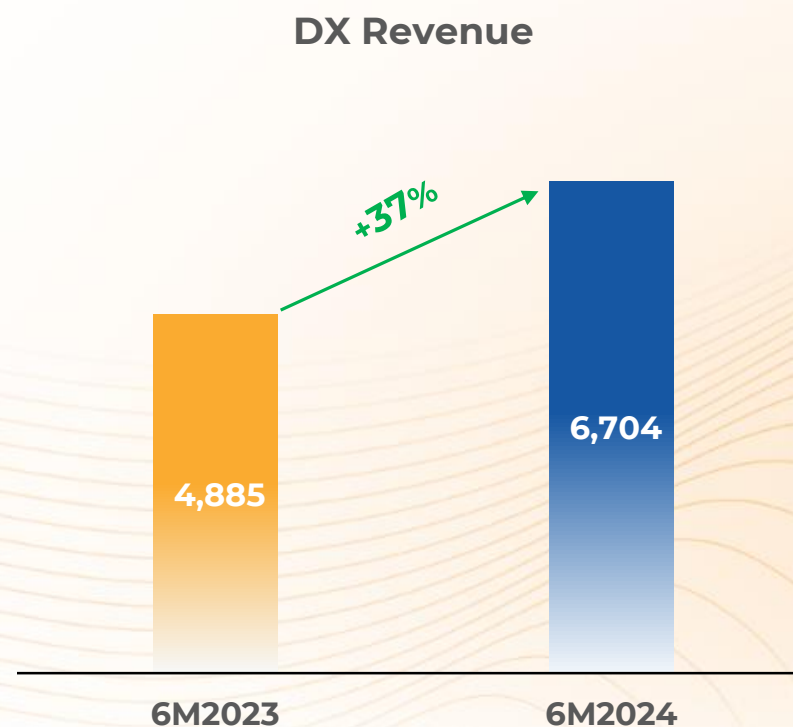
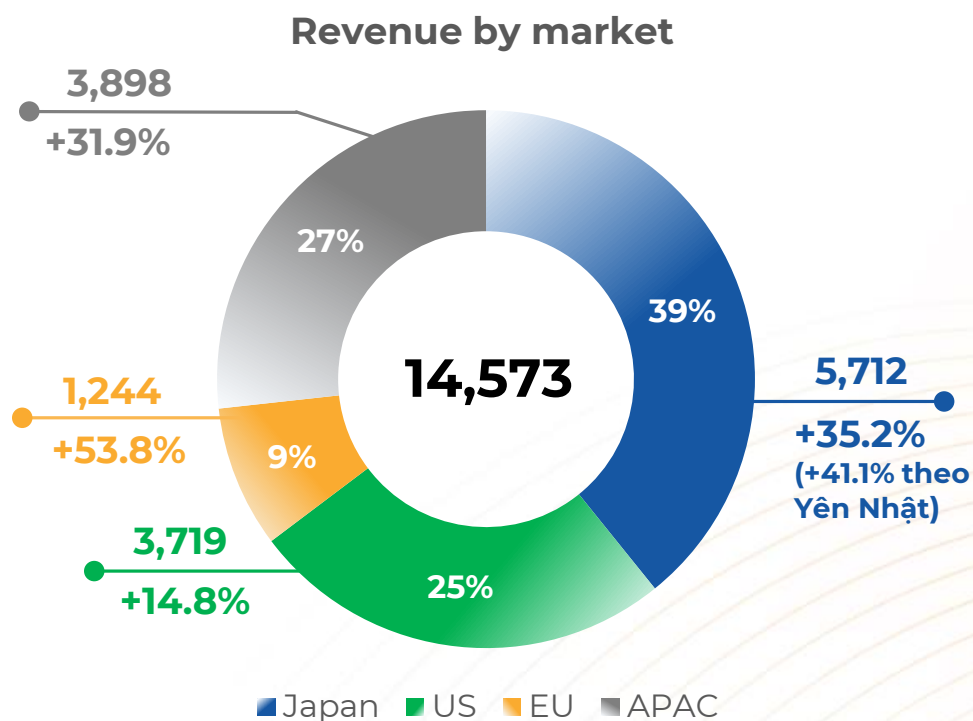
3,017 (+32.2%) in Revenue
987 (+20.4%) in PBT

GLOBAL IT SERVICES: ACROSS-THE-BOARD MARKET GROWTH

Unit: VND Billion

In the first half of 2024, Global IT Services segment sustain robust growth, surging by **29.8%** predominantly fueled by increasing investment in IT services from Japan **(+35.2%)** and APAC **(+31.9%)**,

Revenue from Digital Transformation soared to **VND 6,704 billion** marking a substantial **37% YoY** increase, primarily driven by Cloud Computing, AI/Data Analytics, Product Engineering,...

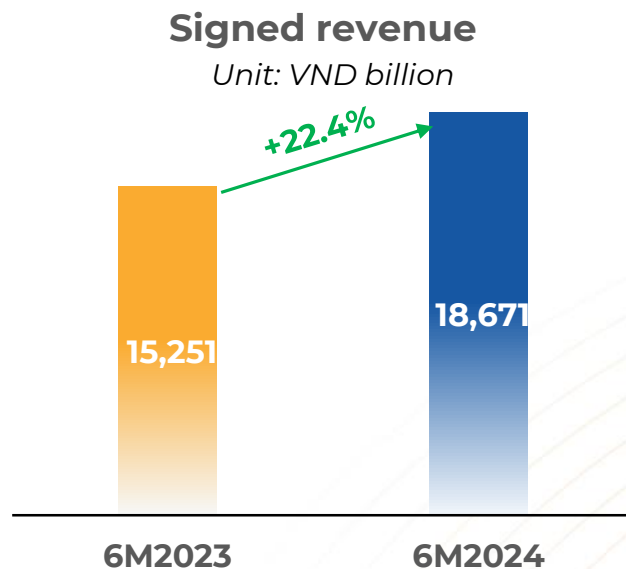


GLOBAL IT SERVICES: 27 LARGE DEALS WITH SCALE OF \$5MN+

Signed revenue totaled VND 18,671 billion (+22.4% YoY), primarily attributed to FPT's acceleration in securing new contracts during the end of 2023. In the first half of 2024, FPT continued to secure a multitude of large contracts from overseas markets, **clinching 27 large deals valued at \$5mn+ each** (a remarkable 2-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 18,671 billion (+22.4% YoY)

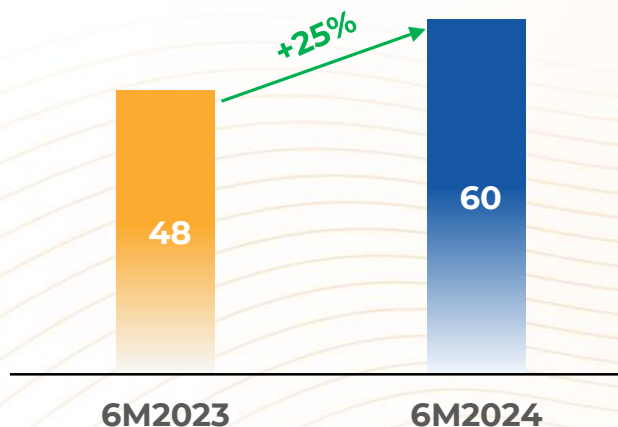


Clients

Number of clients with revenue from \$500K: 242 (+28.7%)

Number of clients with revenue from \$1M: 134 (+34.0%)

Clients with revenue \$1M+



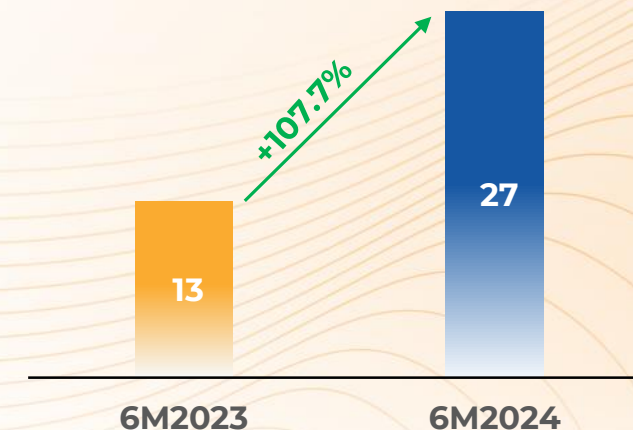
Deals

Semi-mega deals (\$500k+): 113 (+10.8%)

Mega deals (\$1mn+): 112 (+51.4%)

Large deals (\$5mn+): 27 (+107.7%)

Large deals (\$5mn+)

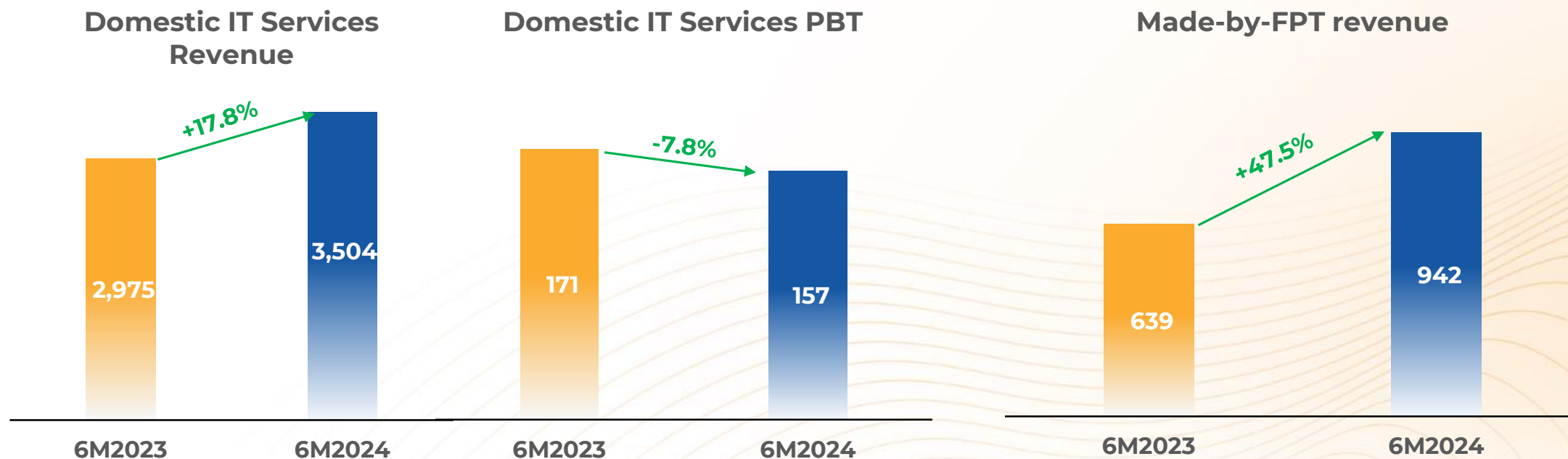


● DOMESTIC IT SERVICES: MADE-BY-FPT SUSTAINED GROWTH TRAJECTORY

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 3,504 billion (+17.8% YoY)** and PBT of **VND 157 billion (-7.8%)**.

The Made-by-FPT product ecosystem continued to witness robust growth, generating revenue of **VND 942 billion (+47.5% YoY)**, fueled by its broad applicability across both the Business and Government sectors.

Unit: VND Billion

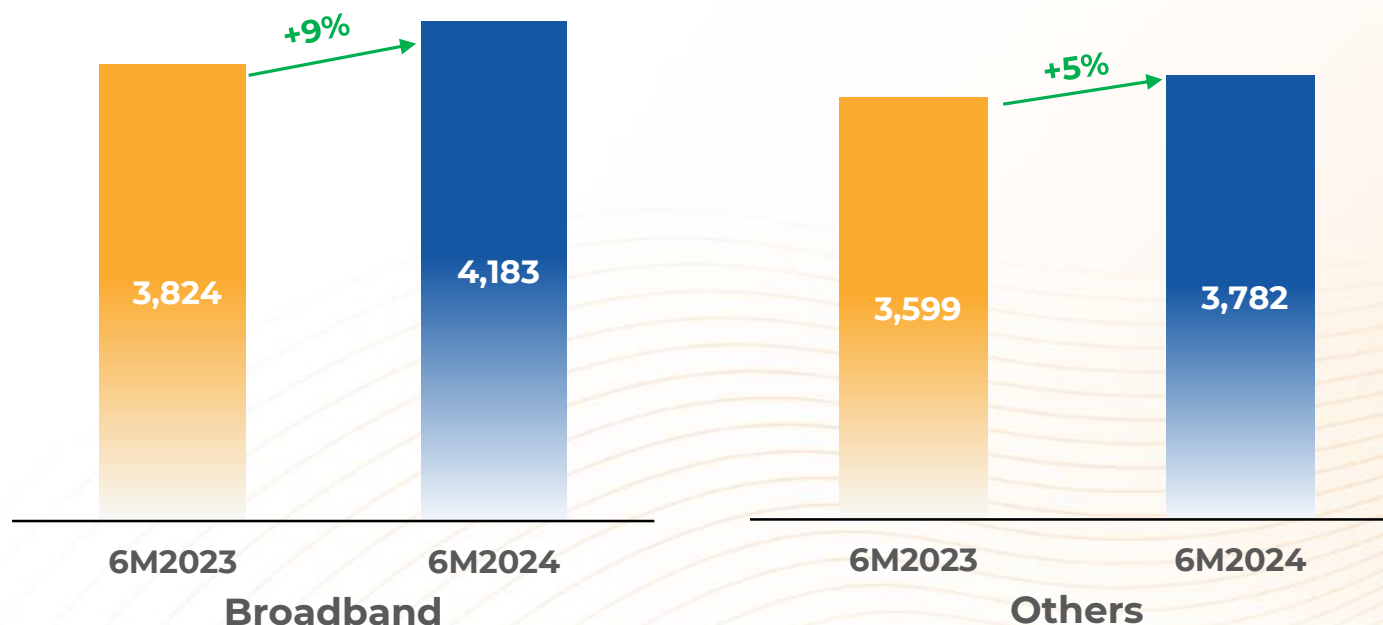


● TELECOM SERVICES: SUSTAINABLE EXPANSION

Telecommunications services sustained their growth trajectory, achieving revenue of **VND 7,966 billion (+7.3%)** và LNTT and PBT of **VND 1,697 billion (+15.1%)**.

Revenue by business lines

Unit: VND Billion

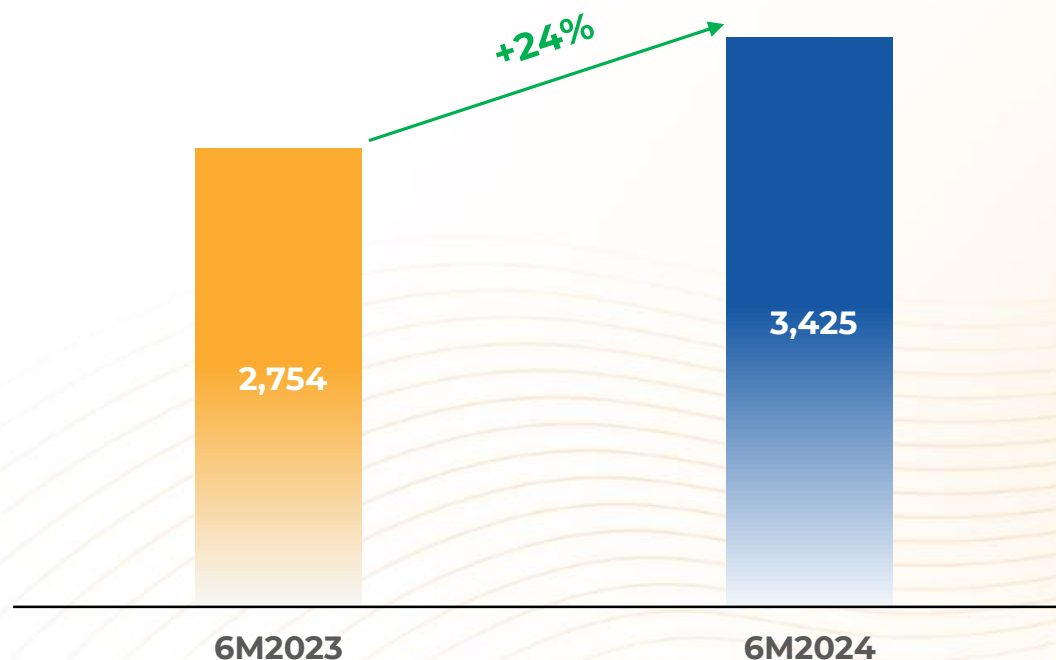


EDUCATION SECTOR: WIDENING PROVINCIAL FOOTPRINT

Unit: VND Billion

The Education sector maintains a steady **revenue growth of 24%**, reaching **VND 3,425 billion** in 1st half 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



6M2024 BUSINESS HIGHLIGHTS



FPT forms a comprehensive partnership with NVIDIA

On April 23, 2024, in Hanoi, FPT Corporation announced a strategic partnership with NVIDIA to drive the advancement of Artificial Intelligence (AI) and cloud computing on a global scale. As part of this collaboration, FPT plans to invest \$200 million to establish an AI Factory, designed to provide a cloud computing platform for AI research and development in Vietnam. This facility will be equipped with supercomputer systems powered by NVIDIA's cutting-edge technology. Moreover, as a Service Delivery Partner within NVIDIA's network and aspiring to become a Global Systems Integrator, FPT will deliver comprehensive software, hardware, cloud computing services, and Generative AI solutions to enterprises across various industries.

FPT's first M&A deal in Japan

On March 1, 2024, FPT Group announced the purchase of 100% capital of Next Advanced Communications NAC Co., Ltd. (NAC) - Japanese IT services company, doubling FPT's customer base and service portfolio and strengthening our position in this market. With a team of nearly 300 high-quality engineers, many of whom are in the Top 40 in the world in Salesforce and CRM, this deal is a step in line with FPT's global expansion strategy and allows FPT to take advantage of NAC's experienced human resources and strong expertise in strategic consulting, structural design, technology system planning, design, development and operations. This acquisition thereby ensures rapid and sustainable growth for FPT, enabling FT to approach the revenue target of 1 billion USD from the Japanese market by 2027.



6M2024 BUSINESS HIGHLIGHTS



FPT University launches Automotive Software Engineering Department

FPT University cooperates with FPT Automotive to open a major in Automotive Technology to develop quality human resources to meet market trends. With this new program, students can gain comprehensive knowledge, from basic automobile design and operation principles to in-depth understanding of electronic/software system. They also practice professional skills in designing, developing and testing embedded car systems such as energy control, safety features, entertainment as well as Advanced Driver Assistance Systems (ADAS).

FPT University is admitting 1,000 students specializing in IC design

FPT University will welcome its inaugural cohort in 2024, focusing on comprehensive training in IC design and fostering research within Vietnam's Semiconductor major. Upon graduation, they are prepared for various positions in the semiconductor industry, including: Design, simulation, and verification of analog-digital circuits; Developing specification documents (spec) and advising on design processes; Managing and supervising wafer and chip manufacturing processes; Conducting chip testing and overseeing quality management in packaging and inspection of materials and components; Researching and developing materials and component structures; Developing circuit boards and core software (firmware) to support chip applications.





DISCLAIMER

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