

CÔNG TY CỔ PHẦN FPT
FPT CORPORATION

CỘNG HOÀ XÃ HỘI CHỦ NGHĨA VIỆT NAM
Độc lập - Tự do - Hạnh phúc
THE SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness

Số/No.: 47 /FPT-FCC

Hà Nội, ngày 30 tháng 01 năm 2019
Hanoi, January 30th, 2019

**CÔNG BỐ THÔNG TIN
TRÊN CÔNG THÔNG TIN ĐIỆN TỬ
CỦA ỦY BAN CHỨNG KHOÁN NHÀ
NƯỚC VÀ SGDC TP.HCM**

**DISCLOSURE OF INFORMATION ON
THE STATE SECURITIES
COMMISSION'S PORTAL AND
HOCHIMINH STOCK EXCHANGE'S
PORTAL**

Kính gửi/ To: - Ủy ban Chứng khoán Nhà nước/ *The State Securities
Commission*
- Sở Giao dịch chứng khoán TP.HCM/ *Hochiminh Stock
Exchange*

- Tên tổ chức / *Organization name*: Công ty Cổ phần FPT/ *FPT Corporation*
- Mã chứng khoán/ *Security Symbol*: FPT/ *FPT*
- Địa chỉ trụ sở chính/ *Address*: Số 17 phố Duy Tân, Phường Dịch Vọng Hậu, Quận Cầu Giấy, Hà Nội/ *No.17 Duy Tan Street, Dich Vong Hau Ward, Cau Giay District, Hanoi*
- Điện thoại/ *Telephone*: 024. 73007300
- Fax: 024. 37687410
- Người thực hiện công bố thông tin/ *Submitted by*: Bà Bùi Nguyễn Phương Châu/ *Ms. Bui Nguyen Phuong Chau*
Chức vụ/ *Position*: Trưởng Ban Truyền Thông FPT/ *Head of FPT Corporate Communications Department*

Loại thông tin công bố: định kỳ bất thường 24h theo yêu cầu
Information disclosure type: Periodic Irregular 24 hours On demand

Nội dung thông tin công bố: Kết quả kinh doanh năm 2018.

Content of disclosing information: *FPT's financial performance highlights in 2018.*

Thông tin này đã được công bố trên trang thông tin điện tử của công ty vào ngày 30/01/2019 tại đường dẫn: <http://fpt.com.vn/vi/nhadautu/cong-bo-thong-tin>

This information was disclosed on Company's Portal on January 30th, 2019, available at: <https://fpt.com.vn/en/ir/information-disclosure>



Tôi cam kết các thông tin công bố trên đây là đúng sự thật và hoàn toàn chịu trách nhiệm trước pháp luật về nội dung các thông tin đã công bố.

I declare that all information provided in this paper is true and accurate; I shall be legally responsible for any misrepresentation.

Tài liệu đính kèm/ *Attachment*: Kết quả kinh doanh năm 2018/*FPT's financial performance highlights in 2018*

Đại diện tổ chức
Organization representative

Người UQ CBTT

Party authorized to disclose information



Bùi Nguyễn Phương Châu

Nơi nhận/ Recipient:

- Như trên/ *As above*;
- Lưu: VT, FCC/ *Archived by: Admin, FCC.*



No.: 48/FPT – FCC

Hanoi, January 30th, 2019**FINACIAL PERFORMANCE HIGHTLIGHTS IN 2018**

Ending 2018, revenue and PBT were VND 23,214 billion and VND 3,852 billion, equal to 106% and 111% of the 2018 target, achieved strong growth of 17% and 30% year on year (YoY), respectively, in like for like comparison (excluding one-off profit from divestment in FPT Retail and Synnex FPT as well as incorporating ones under the equity method). Compared to the reported number (no adjustment) of 2017, revenue and PBT are down 47% and 9% YoY, respectively.

Profit after tax (PAT) and PAT attributable to parent company's shareholders was VND 3,228 billion and VND 2,615 billion, up 30% and 35% in like for like, down 8% and 11% compared with the reported number of 2017, respectively. EPS was VND 3,897 up 35% in like for like and down 13% YoY. Moreover, the PBT margin achieved 16.6%, equal to 1.7 times that of 2017.

Technology sector's PBT soars by 34% YoY

Technology sector recorded revenue and PBT of VND 13,395 billion and VND 1,519 billion, equal to 110% and 104% of the 2018 target, up 21% and 34% YoY, respectively. In which, the software outsourcing segment recorded revenue of VND 8,443 billion, up 35% YoY. PBT was VND 1,360 billion, up 27% YoY. All market revenues of this segment achieved impressive growth with a range from 23% to 55% YoY.

Telecom sector had its revenue up 15%, to VND 8,831 billion, equal to 102% of the year target. PBT was VND 1,458 billion, equal to 105% of the year target, up 19% YoY. In which, Telecom services is the key growth driver, contributing 94% to this sector's revenue. Revenue and PBT reached VND 8,293 billion and VND 1,142 billion, up 16% and 26% YoY, respectively, thanks to good business operation and decreasing the contribution rate of the Vietnam Public Utility Telecommunication Service Fund compared with 2017.

Overseas markets' profit up 27% YoY

Regardless of the instability of the global economy, the "Going Global" strategy continues to be an essential growth of FPT. In 2018, overseas markets brought FPT with revenue of VND 9,097 billion, up 26% YoY and PBT of VND 1,472 billion, up 27% YoY. The overseas revenue contributed 39% to the Corporation's total revenue, from 16% in 2017.

With a strategic focus on digital transformation, this service line's revenue from overseas markets was VND 1,679 billion, up 31% YoY, contributing 20% to the software outsourcing's revenue.

Organization representative

Party authorized to disclose information



TRƯỞNG BAN TRUYỀN THÔNG FPT

Bùi Nguyễn Phương Châu