

INVESTOR UPDATE IN 9M2018



“Ending 3Q2018, revenue and profit before tax exceeded the YTD targets, increased by 21% and 33%, respectively. Technology and telecom sectors contributed 94% to the Corporation’s revenue.”

In like for like comparison ().*



Specifically, revenue and profit before tax (PBT) reached VND 16,261 billion and VND 2,738 billion, equal to 106% and 115% of the YTD targets, respectively. PBT margin achieved **16.8%**, equal to 2.3 times that of 9M2017.

Summary of YTD consolidated financial performance

Unit: VND in billions

Items	9M2018	vs. YTD guidance	YoY change	
			Like for like comparison (*)	Compared to the report number (**)
Net revenue	16,261	106%	21%	-48%
Profit before tax (PBT)	2,738	115%	33%	19%
Profit after tax (PAT)	2,302	115%	31%	18%
PAT attributed to parent company’s shareholders	1,828	117%	37%	21%
Basic EPS (VND)	2,985	117%	37%	21%

Table 1 - Summary of financial performance in 9M2018

(*) Incorporate FPT Retail and Synnex FPT as FPT's associates under the equity method

(**) Fully incorporate FPT Retail and Synnex FPT as FPT's subsidiaries

Overseas markets continue to be an essential growth of FPT in 9M2018. Revenue from foreign markets was VND 6,397 billion, up 31% YoY. PBT from foreign markets was VND 1,040 billion, up 40% YoY, accounting for 38% of consolidated PBT.

INVESTOR UPDATE IN 9M2018



PBT growth of all business sectors are over 20%



Technology sector: PBT soars by 37% YoY, driven by the core pillar - Software Outsourcing

- ❖ **Software outsourcing:** The segment recorded revenue of VND 5,903 billion, up 35% YoY. PBT was VND 930 billion, up 34% YoY. There is an improvement of PBT margin in comparison with 1H2018; it increased from 14,9% to 15.8% in 9M2018.

Outsourcing revenue by markets achieved a strong growth of over 26% YoY. Japan continued to be FPT's most important market with revenue of VND 3,343 billion, up +31% YoY, accounting for 57% of software outsourcing revenue.

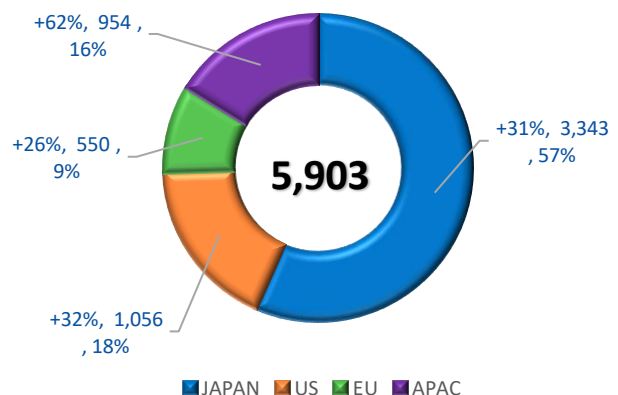
APAC market also had impressive growth of 62% YoY and reached VND 954 billion thanks to expanding Australia market.

Continue to focus on digital transformation, this service line's revenue from overseas markets was VND 1,178 billion, up 40% YoY, contributing 20% to the software outsourcing's revenue. In September 2018, FPT signed Memorandum of Understandings with Carlsberg and Shinhan in digital transformation services.

- ❖ **System integration, software solution, and IT services:** The business recorded revenue of VND 2,932 billion, up 7% YoY, equal to 111% of the YTD targets, and PBT of VND 107 billion, equal to 161% of the YTD targets. The PBT margin was 3.6%, equal to 1.7 times that of 9M2017.

Total contract value signed in 9M2018 was VND 2,462 billion, down 34% YoY due to delay in contract signing with banks and the government agencies. In addition, in 9M2017, FPT won software contracts and ATM maintenance services from the largest banks for the subsequent three years, but there are such contracts in 9M2018.

Revenue by markets



INVESTOR UPDATE IN 9M2018



Telecom sector: Telecom services is the key growth driver in this sector, contributing 94% to this sector's revenue

- ❖ **Telecom services:** Revenue was VND 6,107 billion in 9M2018, achieving the YTD target, up 17% YoY. PBT was VND 907 billion, equal to 109% of the YTD targets, **up 23% YoY**. Broadband services revenue recorded 13% YoY growth and reached VND 3,917 billion. Excluding the provision of the Vietnam Public Utility Telecommunication Service Fund (VTF) and license fee (for current and comparative periods), PBT margin increase **by 0.9% YoY** thanks to the better financial performance of Pay TV and a reduction in VTF contributions.
- ❖ **Online advertising:** PBT reached VND 217 million, up 8%. PBT margin was 57.4% and improve in comparison with 9M2017 (53.7%) thanks to optimizing operational cost.



Education: In 9M2018, the segment achieves an impressive growth of revenue, **exceeding 10%** of the YTD targets.



As of September, 30th 2018, FPT Education delivered a strong enrollment growth of **50% YoY**, equivalent to **18,700 new students** and the total number of students is **36,300**.

INVESTOR UPDATE IN 9M2018



Financial performance by sectors

Unit: VND in billions

Segments	REVENUE				PROFIT BEFORE TAX			
	9M2017	9M2018	YoY change	% YTD guidance	9M2017	9M2018	YoY change	% YTD guidance
Software outsourcing	4,377	5,903	35%	107%	696	930	34%	106%
System integration, software solutions and IT services	2,727	2,932	7%	111%	58	107	83%	161%
Subtotal Technology	7,104	8,835	24%	108%	755	1,037	37%	110%
Telecom services	5,216	6,107	17%	101%	736	907	23%	109%
Online advertising	374	379	1%	93%	201	217	8%	97%
Subtotal Telecom	5,590	6,485	16%	101%	937	1,124	20%	106%
Education & investments	732	941	29%	N/A	136	296	117%	N/A
Distribution and Retail associates	-	-	N/A	N/A	228	281	23%	N/A
Total (like for like comparison)	13,426	16,261	21%	106%	2,056	2,738	33%	115%
Consolidated adjustment	17,705	-	N/A	N/A	252	-	N/A	N/A
Total	31,131	16,261	-48%	106%	2,308	2,738	19%	115%

Table 2 - Financial performance by segments in 9M2018

Note: Subtotals may not add up due to rounding

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 expectation that we have made on the basis of all the information we have 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.

This document, which is not for public circulation, must not be copied, transferred or the content disclosed to any third party and is not intended for use by any person other than the addressee.

No part of this publication may be reproduced, stored in a retrieval system, or transmitted, on any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of FPT Corporation.