

EARNING REPORT
1Q/2022
FPT CORPORATION

AI





DISCLAIMER

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

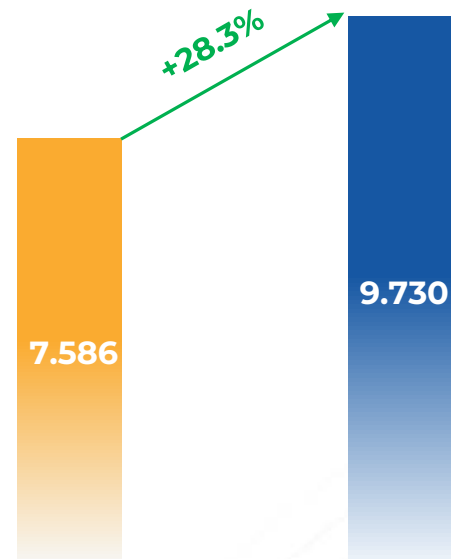


FINANCIAL PERFORMANCE IN 1Q/2021

FPT's business performance in the first quarter of 2022 continued to grow at a high rate...

Unit: VND billion

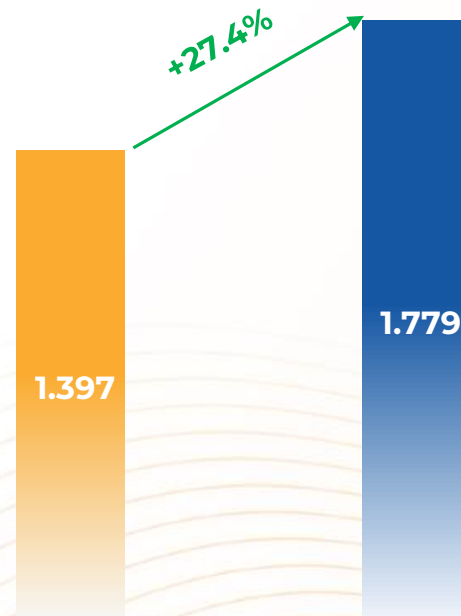
FPT's Revenue



3M-2021

3M-2022

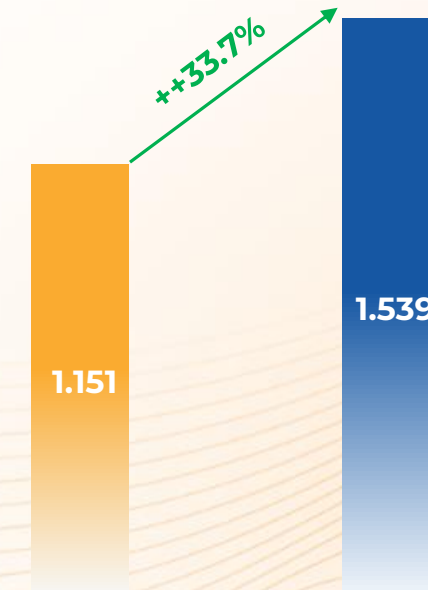
FPT's Profit Before Tax



3M-2021

3M-2022

FPT's Profit After Tax



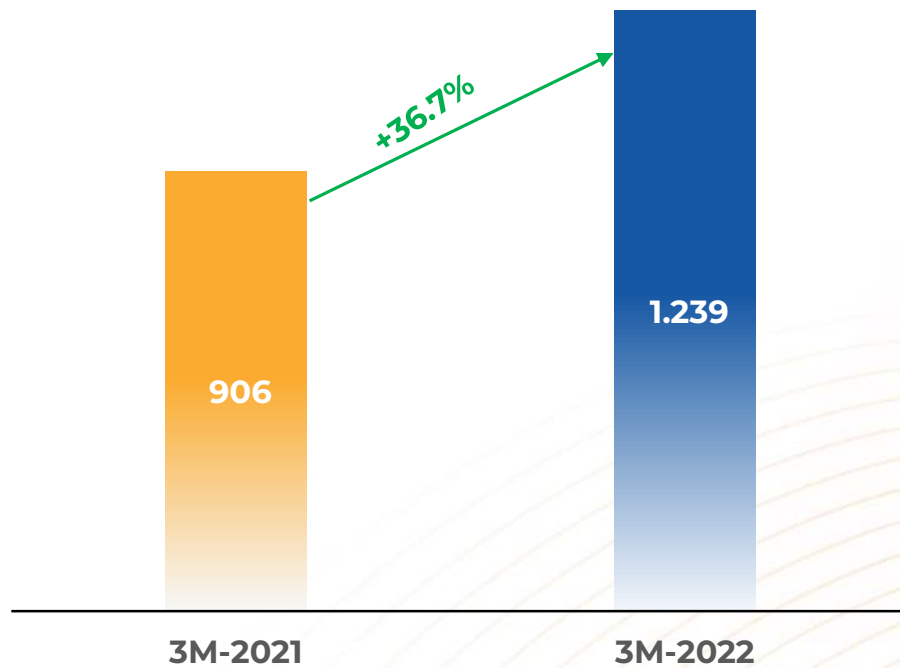
3M-2021

3M-2022

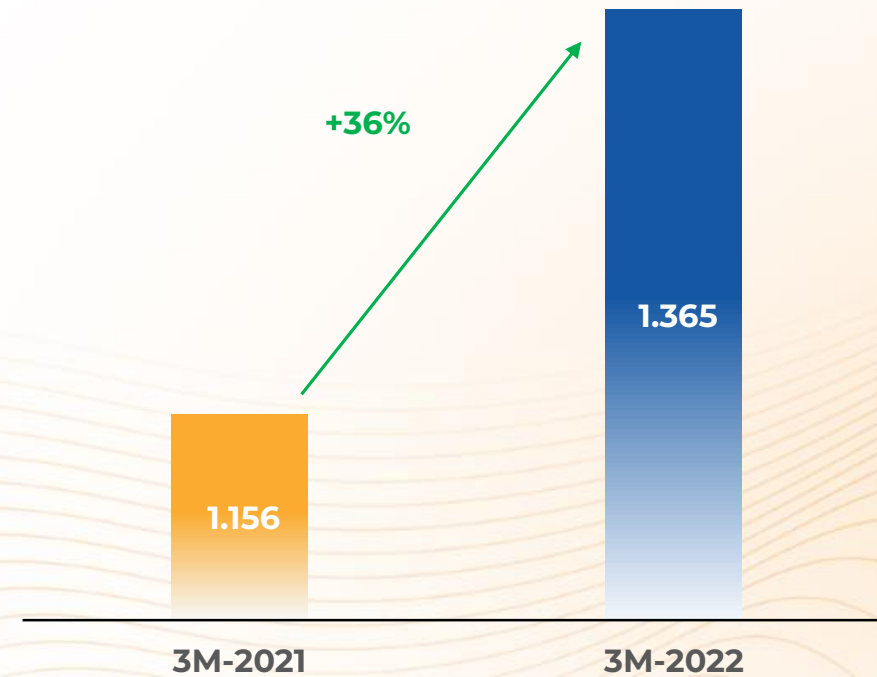
FINANCIAL PERFORMANCE IN 1Q/2021

...towards the highest goal of ensuring Shareholders' interest

PAT to Parent company's shareholder



EPS

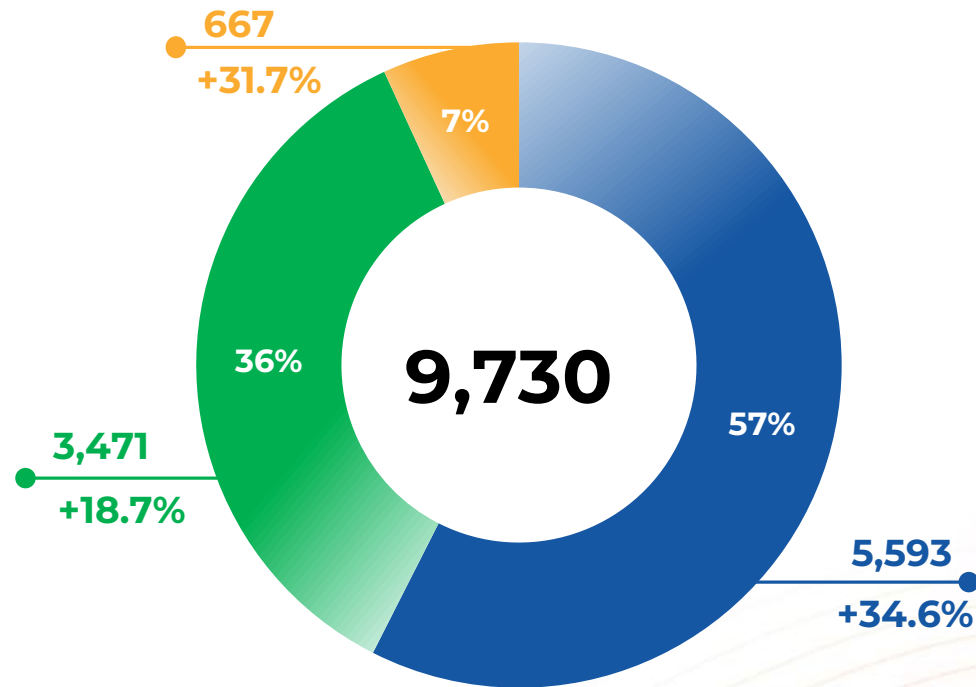


Unit: VND billion

PERFORMANCE BY BUSINESS SECTOR

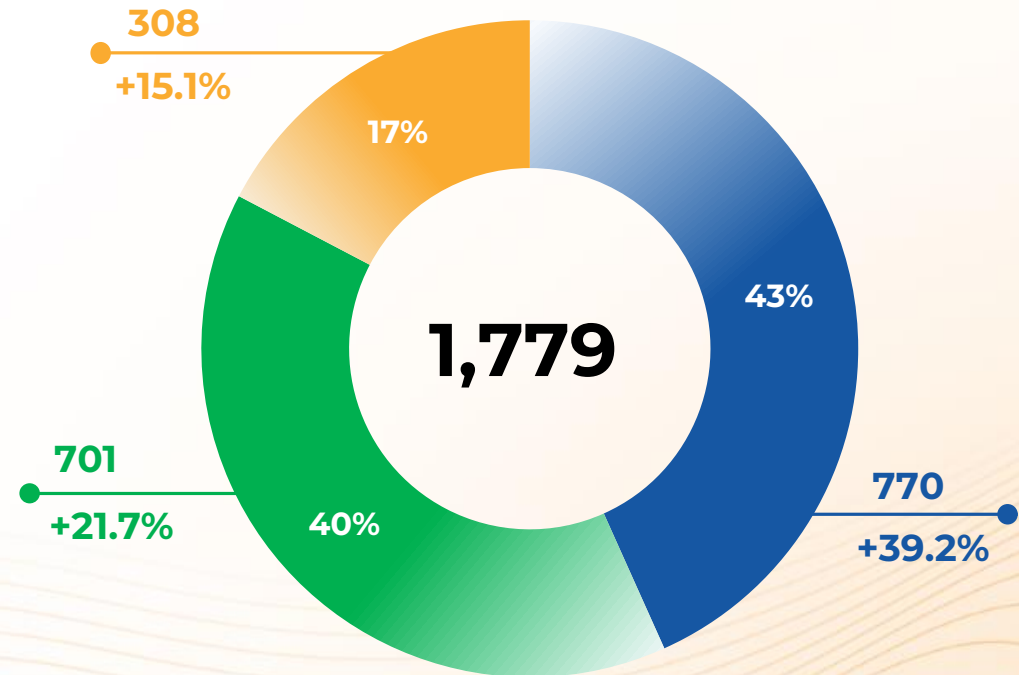
Unit: VND billion

Revenue by sector



- Technology
- Telecommunication
- Education, Investment and Others

PBT by sector



- Technology
- Telecommunication
- Education, Investment and Others

1Q/2021 PERFORMANCE BY BUSINESS SEGMENT

Unit: VND billion

GLOBAL IT SERVICES

4,111 (+29.7%) in Revenue
667 (+34.9%) in PBT

DOMESTIC IT SERVICES

1,481 (+50.3%) in Revenue
103 (+75.5%) in PBT

TELECOM SERVICES

3,320 (+18.4%) in Revenue
633 (+20.9%) in PBT

ONLINE ADVERTISING

151 (+24.3%) in Revenue
68 (+30.2%) in PBT

EDUCATION, INVESTMENT AND OTHERS

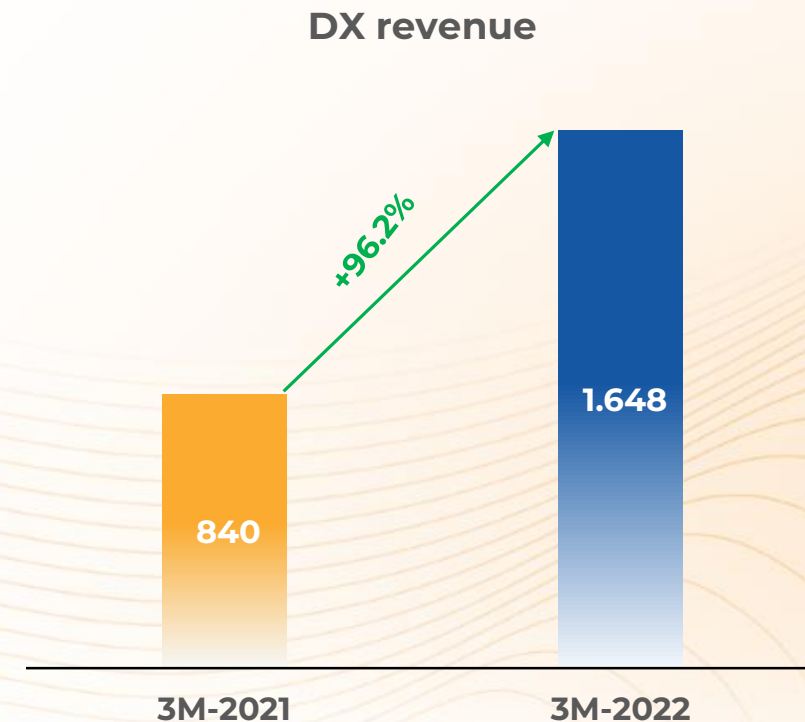
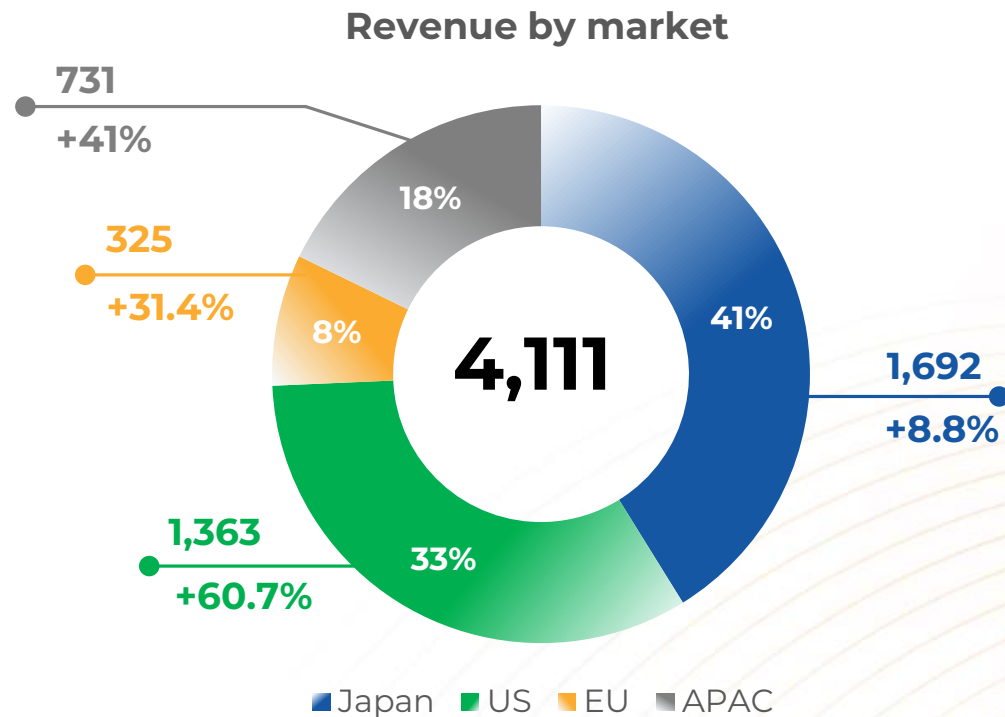
667 (+31.7%) in Revenue
308 (+15.1%) in PBT

GLOBAL IT SERVICES: HIGH GROWTH IN THE US MARKET

Unit: VND billion

Revenue increased in all markets, especially in the US **(+60.7%)** and APAC **(+41%)**.

Revenue from Digital transformation reached **VND1,648 billion**, up by **96.2%** over the same period, focusing on new technologies such as Cloud Computing **(+308%)**, Artificial Intelligence/Data Analytics **(up nearly 200%)** and Low code **(+137%)**.



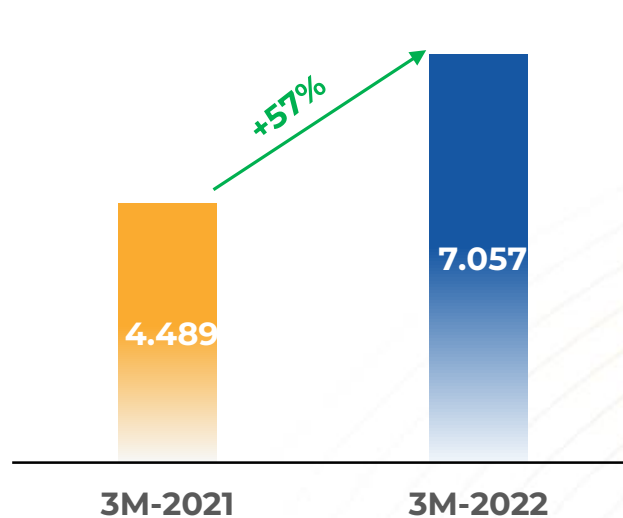
GLOBAL IT SERVICES: 7 LARGE DEALS OF \$5MN+

In the first quarter of 2022, FPT recorded various orders from global clients, including 7 projects with a scale of over 5 million USD (+75% compared to 1Q2021), the number of customers with revenue of 1+ million USD reached 31 customers, an increase of 47.7% over the same period, showing the effectiveness of the "whale hunting" strategy.

Signed revenue

Signed revenue posted VND
7,057 billion (+57%)

Signed revenue

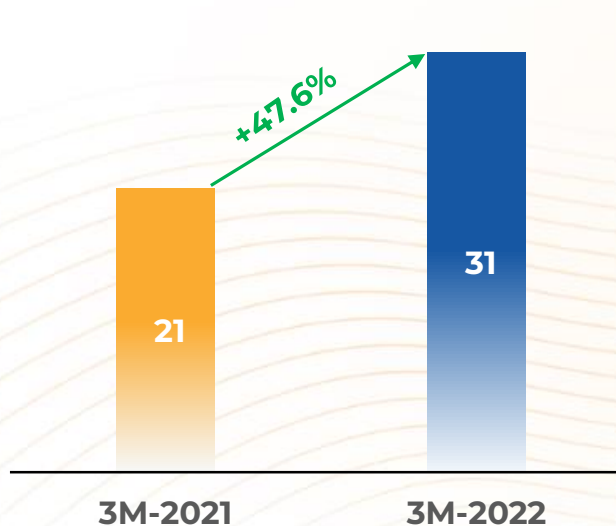


Clients

Number of clients with revenue from
\$500K: 81 (+30.6%)

Number of clients with revenue from
\$1M: 31 (+47.6%)

Clients with revenue \$1M+



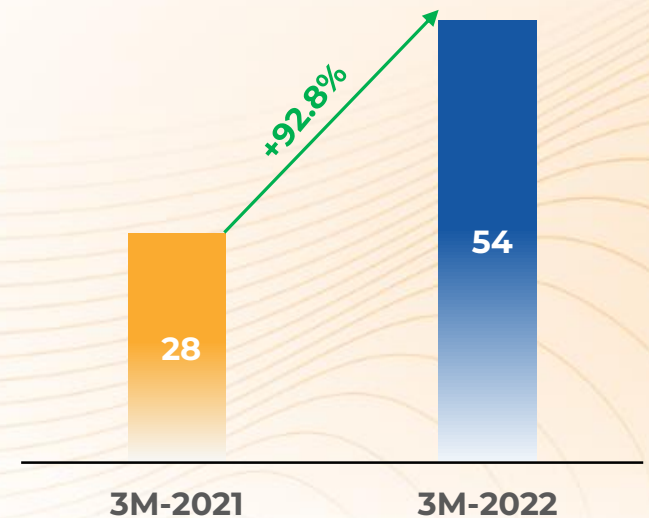
Deals

Semi-mega deals (\$500k+): 107 (+37%)

Mega deals (\$1+ mn): 54 (+92.8%)

Large deals (\$5+ mn): 7 (+75%)

Mega deals (\$1+ mn)



Unit: VND billion

DOMESTIC IT SERVICES: SIGNIFICANTLY ENHANCE PROFIT MARGIN

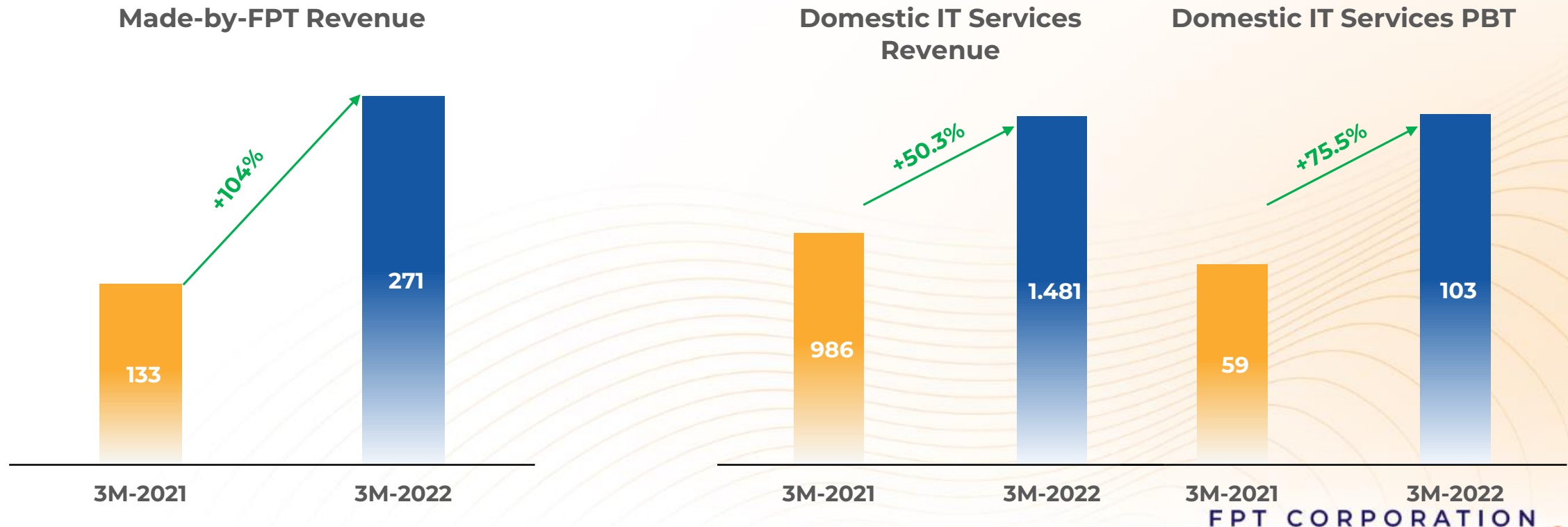
Unit: VND billion

Made-by-FPT: Continue strong growth momentum

Made-by-FPT products recorded **VND 271 billion** in revenue, up by **104% YoY**.

Domestic IT Services enhanced profit margin

Domestic IT Services reached **VND 1,481 billion (+50.3% YoY)** in revenue while profit margin was significantly expanded from 6% to 7%, helping PBT to reach **VND 103 billion(+75.5% YoY)**.

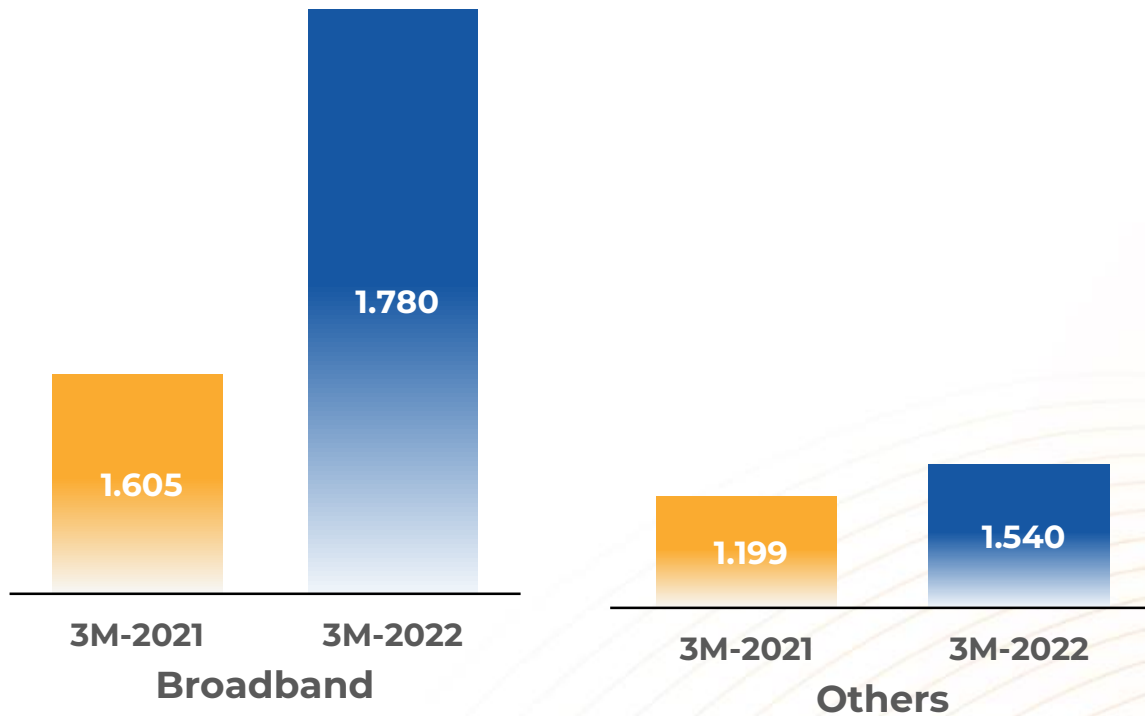


TELECOM SERVICES: IMPROVED PROFIT MARGIN

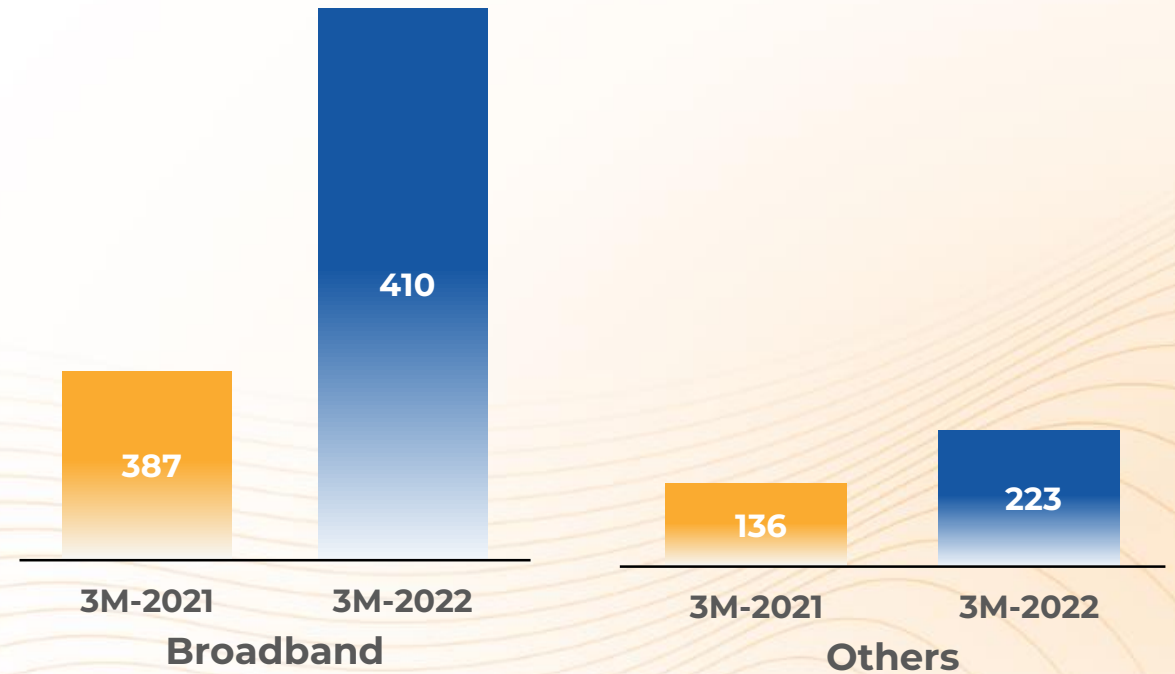
Telecom services revenue recorded double-digit growth **(+18.4%)**, reached **VND 3,320 billion**. Profit margin expanded from 18.7% to 19.1% thanks to profit growth from PayTV segment.

Unit: VND billion

Revenue by business lines



PBT by business lines



● EDUCATION: HIGH GROWTH AMID GLOBAL IT LABOUR SHORTAGE

Unit: VND billion

The education segment continued to see strong revenue growth of **38%**, reaching **VND 961 billion** in the first quarter of 2022.

Education revenue

