

CÔNG TY CỔ PHẦN FPT  
FPT CORPORATION

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

Số/No.: ~~SS~~FPT-FCC

Hà Nội, ngày 21 tháng 12 năm 2017  
Hanoi, December 21<sup>st</sup>, 2017

**CÔNG BỐ THÔNG TIN  
TRÊN CÔNG THÔNG TIN ĐIỆN TỬ  
CỦA ỦY BAN CHỨNG KHOÁN NHÀ  
NƯỚC VÀ SGDCK 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 Duy Tân, Phường Dịch Vọng Hậu, Quận Cầu Giấy, Hà Nội/ *17 Duy Tan Street, Dich Vong Hau Ward, Cau Giay Distric, Hanoi*
- Điện thoại/ *Telephone*: 04. 7300 7300
- Fax: 04. 3768 7410
- 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 (\*)/ *Content of Information disclosure (\*)***: Tóm tắt tình hình hoạt động kinh doanh 11 tháng năm 2017/ *Financial performance highlights in eleven months of 2017.*

Thông tin này đã được công bố trên trang thông tin điện tử của công ty vào ngày 21/12/2017 tại đường dẫn : <http://fpt.com.vn/vi/nhadautu/cong-bo-thong-tin>  
*This information was disclosed on Company/Fund's Portal on date December 21<sup>st</sup>, 2017*  
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: Tóm tắt tình hình hoạt động kinh doanh 11 tháng năm 2017/Financial performance highlights in eleven months of 2017*

**Đại diện tổ chức**

**Organization representative**

Người CBT/Party to disclose information



*[Handwritten signature in blue ink]*

**Bùi Nguyễn Phương Châu**

**Nơi nhận/Recipient:**

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



**FINANCIAL PERFORMANCE HIGHLIGHTS IN ELEVEN MONTHS OF 2017**

In the first eleven months of 2017, FPT's revenue and profits indicators all showed the double digit growth. Consolidated revenue was VND 39,319 billion, up 10% YoY. Profit before tax (PBT) was VND 2,990 billion, increasing by 14% YoY. Profit after tax (PAT) was VND 2,521 billion, up 12% YoY.

Year-to-date PAT attributable to parent company's shareholders was VND 1,958 billion, up 13% YoY. Year-to-date EPS was VND 3,694 in the eleven-month period, up 13% YoY.

FPT's overseas markets recorded revenue of VND 6,163 billion, up 13% YoY, and PBT of VND 967 billion, up 20% YoY, accounting for one-third of the consolidated PBT.

**SUMMARY OF NOTABLE EVENTS****GLOBALIZATION**

- ❖ **FPT Software and Airbus to cooperate in Aviation Technology:** FPT Software will look to create a pool of up to 500 developers and train these software talents of how to utilize Skywise in developing solutions to improve business efficiency in the aviation industry. The training courses about Skywise platform will then be expanded for Airbus's customers and Skywise users.
- ❖ **FPT proposes joining smart factory development in Slovakia:** FPT CEO Bui Quang Ngoc proposed to the Vice Prime Minister of the Slovak Republic that the grant of working visa to Vietnamese citizens be considered and good conditions set out for FPT to develop and provide IT services such as smart factory, smart transportation, education, health insurance in Slovakia.

**PROJECTS**

- ❖ **FPT has cooperated with SHB in implementing e-banking solution for businesses:** The new alternative to SHB's existing e-banking system aims to enhance user experience, provide convenient and flexible services as well as ensure security. At the same time, the new solution also helps SHB to expand and develop new products and services quickly in the future.
- ❖ **Launching data management system of CIC:** On December 8, the National Credit Information Centre of Vietnam (CIC) under the State Bank of Vietnam (SBV) and FPT IS jointly held a launching ceremony for the data management system - CG1 contract. CG1



contract is part of the Financial Sector Modernisation and Information Management System (FSMIMS) project sponsored by World Bank.

- ❖ **The first general construction contractor to operate the ERP system:** FPT IS and ECOBA Vietnam have successfully held the “Operational acceptance testing” ceremony for the SAP ERP resource management system. The system will help ECOBA to synchronize information and control data transparency, accuracy and consistency.
- ❖ **FPT and DIR cooperates in researching and developing Frontier Technology:** According to this memorandum of understanding, the two companies will cooperate to utilize the technology strength of each side in researching and developing frontier technology solutions, focusing on the following areas: Japanese-language related AI services, Robotic Process Automation (RPA), Self-driving Technologies, Blockchains.
- ❖ **Completing implementation of FPT.eHospital for Bach Mai Hospital:** FPT.eHospital has helped Bach Mai Hospital replace various software in medical examination and treatment, laying the foundation for its IT application. The system will enable Bach Mai Hospital to improve the quality of patient care, reduce work overload for healthcare workers and improve the management capacity of the leadership team at the hospital.
- ❖ **FPT signs contract worth more than USD1m with BIDV Metlife:** FPT and BIDV Metlife just signed a data centre migration contract worth more than USD 1 million with BIDV Metlife. Accordingly, FPT will be in charge of moving BIDV Metlife data centre from Hong Kong to Vietnam. It is expected that the project will be completed by 2021.



## AWARDS

- ❖ **FPT and FPT Chairman Truong Gia Binh win Brand Laureate Special Edition World Award:** FPT was the winner in the field of information technology and telecommunications. FPT Chairman Truong Gia Binh won the award for leadership of large corporations with excellent achievements playing a leading role in a league of their own.
- ❖ **FPT IS – First Vietnamese company to reach highest level of IBM’s technology partner:** On December 7, the multinational technology company IBM has announced that FPT Information System (FPT IS, a member of FPT Corporation) is officially considered an IBM Platinum Business Partner (the highest level). FPT IS is the first partner in Vietnam and the 22<sup>nd</sup> in the Asia-Pacific region to hit this mark of IBM.
- ❖ **iBus by FPT IS won ASEAN ICT Award:** iBus - the Public Transport Information, Management and Operation System developed by FPT IS won the bronze award at the ASEAN ICT Awards 2017, the most prestigious IT awards in the ASEAN region as well as in Asia – Pacific.
- ❖ **CyRadar becomes Google’s information security partner:** CyRadar Information Security Joint Stock Company has been recognized as one of partners of VirusTotal, Google’s Information Security Service, in the array of URL Scanner.
- ❖ **FPT Retail among Top 10 prestigious retailers:** FPT Retail was ranked among Vietnam’s top 10 prestigious retailers announced by the Vietnam Report Joint Stock Company (Vietnam Report) and the VietNamNet Online Newspaper on November 23.





## TECHNOLOGY

- ❖ **Sendo.vn applies 4.0 technologies for Online Friday 2017:** New technologies such as Big Data and AI will be used by Sendo to meet its customers' needs and make them feel safe in this year's "Online Friday" sales event.
- ❖ **FPT started Chatbot Programming Competition:** On November 22, FPT Corporation started Chatbot Programming Competition to find the best automated communication applications for individuals and businesses. FPT will award VND 50 million to the winning team.
- ❖ **Launching FPT.eHospital on mobile platform:** With this version, medical specialists can now access medical records, monitor and take care inpatients as well as supervise all hospital operations using smart mobile devices.



## EDUCATION

- ❖ **FPT has commenced construction on University and Software Park in Can Tho:** On December 6, FPT held the ground-breaking ceremony for FPT University and FPT Can Tho Software Park complex in Ninh Kieu and Binh Thuy district, Can Tho city. The construction covers over 17 hectares with a total investment of more than VND 1.4 trillion. After being finished, the complex is expected to provide high quality human resources for the city.
- ❖ **Launching BTEC Vietnam:** On November 9, the signing ceremony of MOU on the establishment of BTEC Vietnam – a joint venture between FPT Education and Pearson Education took place.

**Organization representative**

*Party authorized to disclose information*



TRƯỞNG BAN TRUYỀN THÔNG FPT  
*Bùi Nguyễn Phương Châu*