



FPT CORPORATION EARNING REPORT 9M2021





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01

FPT's Performance for 9M2021

FINANCIAL PERFORMANCE IN 9M2021

Unit: VND Billion

REVENUE

24,953

+17.9% YoY

PROFIT BEFORE TAX

4,575

+20.0% YoY

PROFIT AFTER TAX (PAT)

3,785

+19.4% YoY

PAT TO PARENT
COMPANY'S SHAREHOLDER

3,031

+18.6% YoY

EPS
(VND)

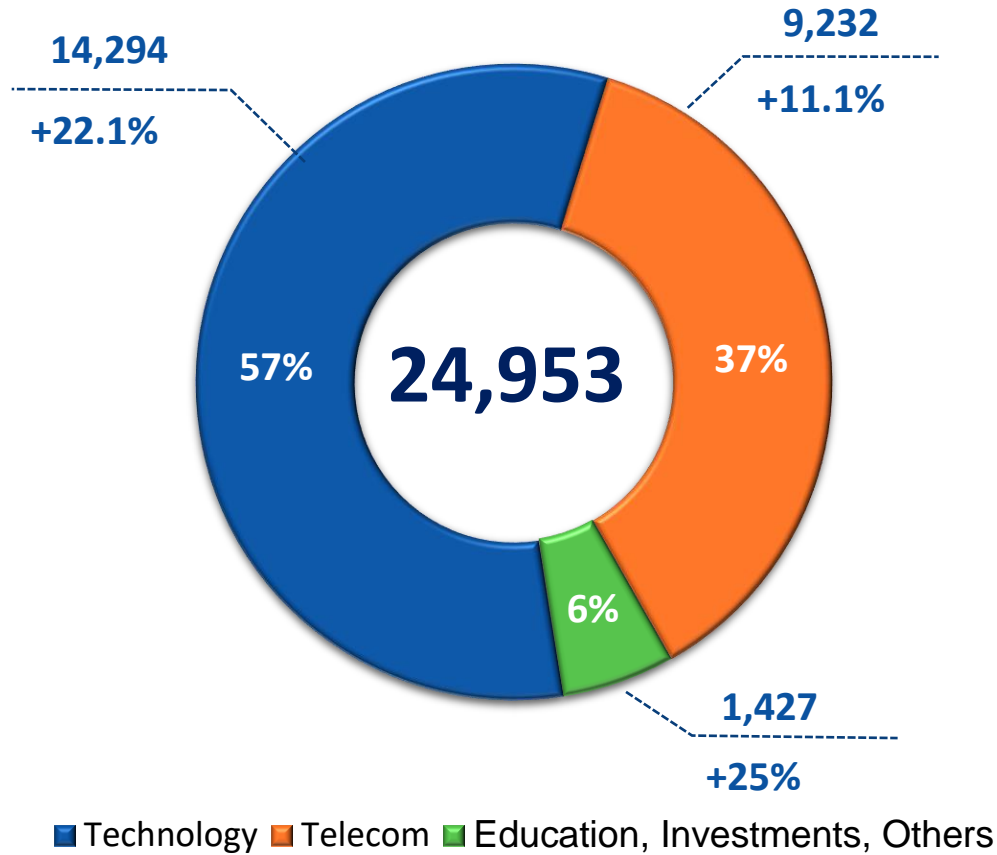
3,347

+18.1% YoY

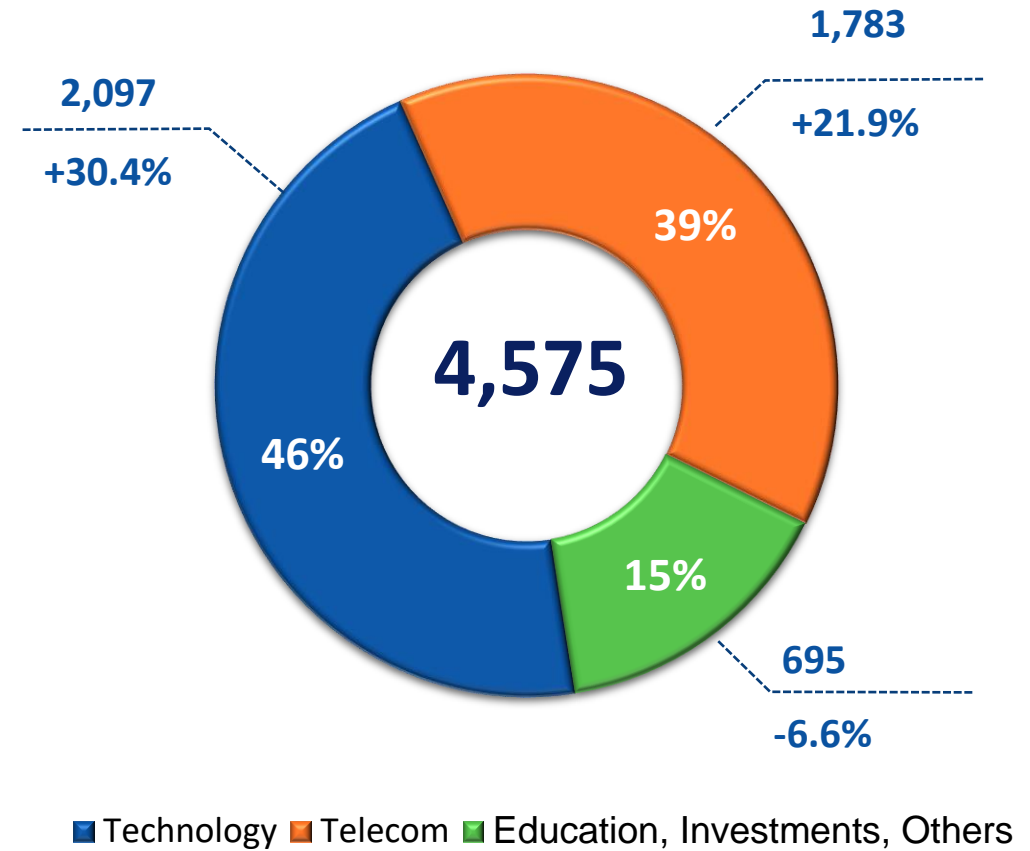
PERFORMANCE BY BUSINESS SECTOR

Unit: VND Billion

Revenue by sector



PBT by sector



Unit: VND Billion



02

Performance by Business Segment

9M2021 PERFORMANCE BY SEGMENT

Unit: VND Billion

GLOBAL IT SERVICES

10,415 (+18.6%) in Revenue

1,732 (+22.1%) in PBT

DOMESTIC IT SERVICES

3,880 (+32.3%) in Revenue

365 (+92.7%) in PBT

TELECOM SERVICES

8,822 (+11.0%) in Revenue

1,600 (+22.8%) in PBT

ONLINE ADVERTISING

410 (+12.7%) in Revenue

183 (+15.0%) in PBT

EDUCATION, INVESTMENTS, AND OTHERS

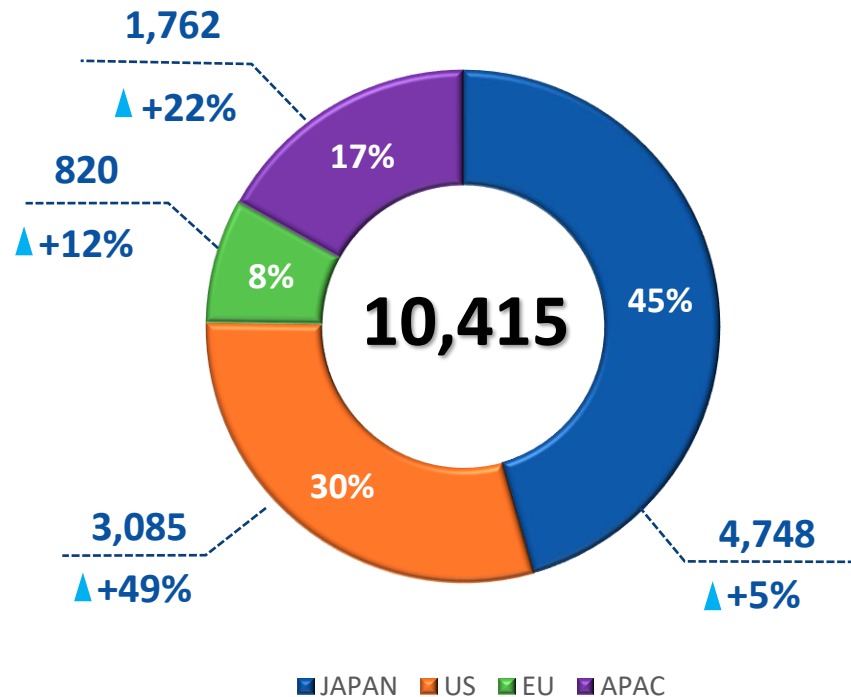
1,427 (+25.0%) in Revenue

695 (-6.6%) in PBT

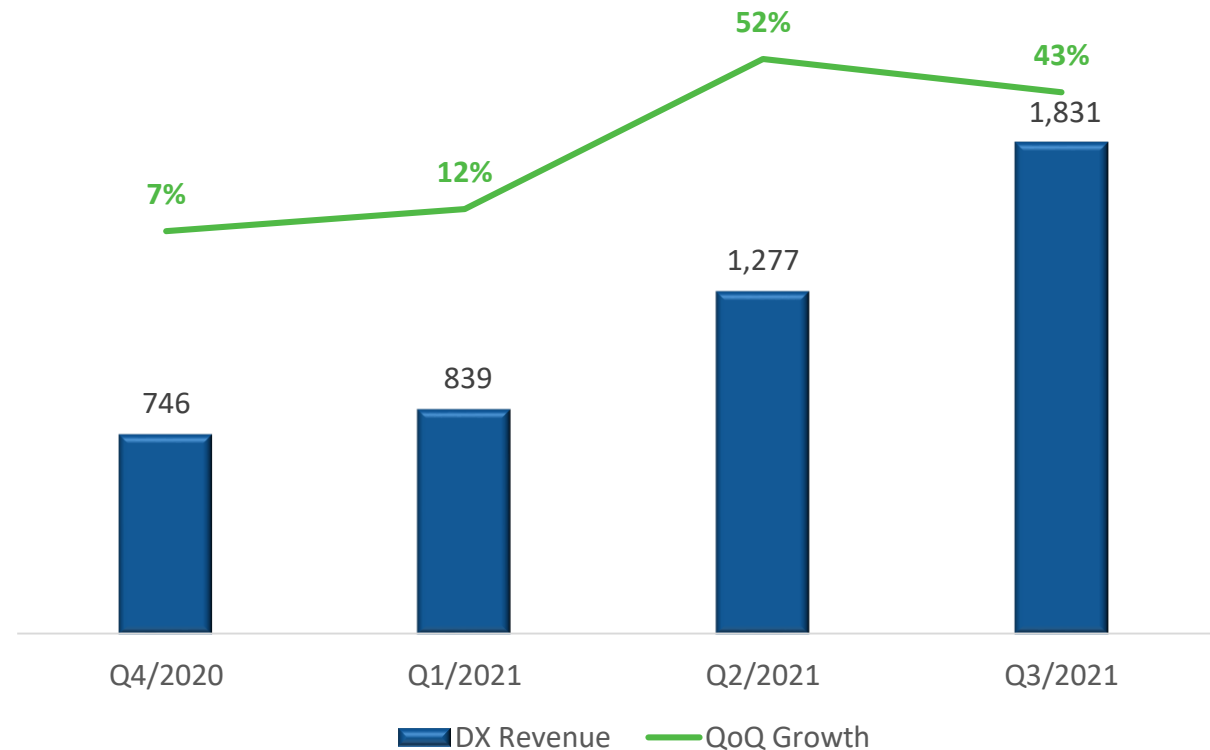
GLOBAL IT SERVICES: IMPROVEMENT ACROSS THE BOARD

- Revenue increased across all markets, especially in the United States and EU where the economy is picking up quickly with high vaccination rate.
- DX revenue continues to improve with the accumulated revenue of VND 3,947 billion, up 59.6% YoY with strong focus on Cloud, AI/Data Analytics, and Low Code.

Revenue by market



DX revenue



Unit: VND Billion

GLOBAL IT SERVICES: 16 LARGE DEALS (\$5M+)

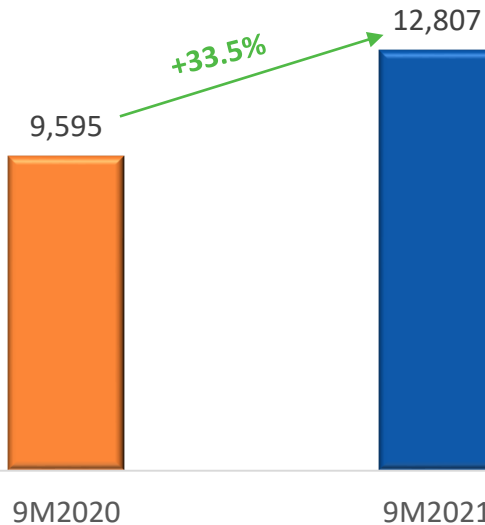
As FPT improves both capacity and capabilities, the firm receives strong demand from international clients with 16 large deals having the size of more than \$5 million each

01

Signed Revenue

- Signed Revenue for 9M2021 posted VND 12,807 (+33.5%)

Signed Revenue

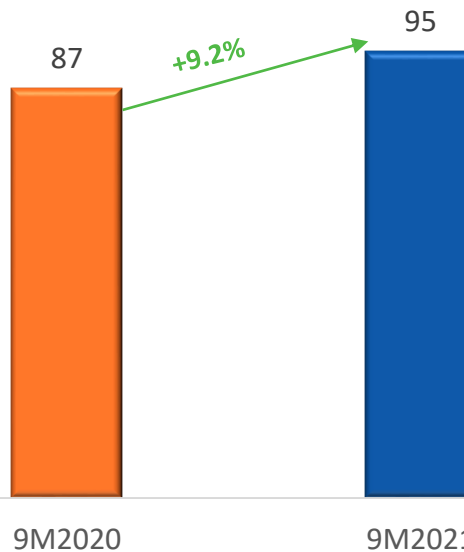


02

Clients

- Number of clients with revenue from \$500k: 189 (+5%)
- Number of clients with revenue from \$1 million: 95 (+9.2%)

Clients (+\$1M)

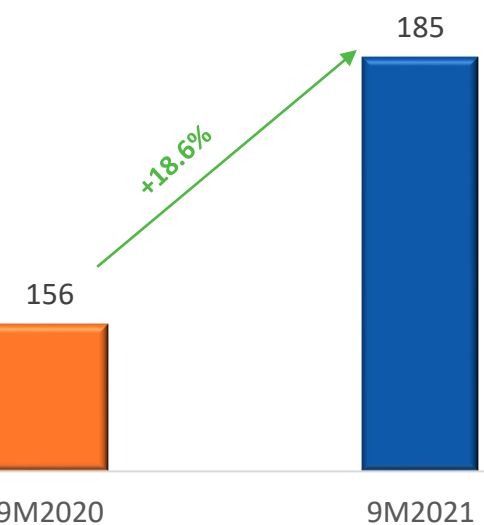


03

Deals

- Semi-mega deals (\$500k+): 185 (+18.6%)
- Mega deals (\$1 mn+): 73 (+19.7%)
- Large deals (\$5 mn+): 16 (+167%)

Semi-mega deals



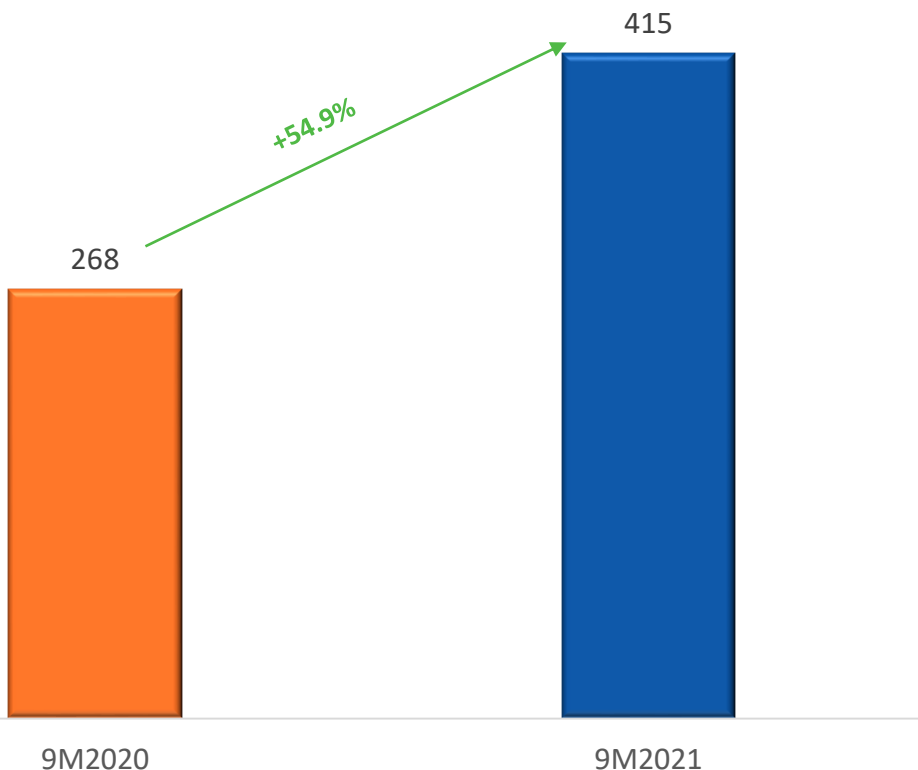


TECHNOLOGY ACTIVITY: HIGHLIGHTS DURING THE NEW WAVE OF COVID

MADE-BY-FPT: ACCELERATING GROWTH FOR REVENUE

Made-by-FPT Software products recorded VND 415 billion in revenue, up 54.9% YoY.

Made-by-FPT Revenue



eCOVAX: VACCINE FOR BUSINESS

Nearly 500 businesses have signed up for eCOVAX within a short period of time to implement technology solutions that prepare them for the “new normal”.

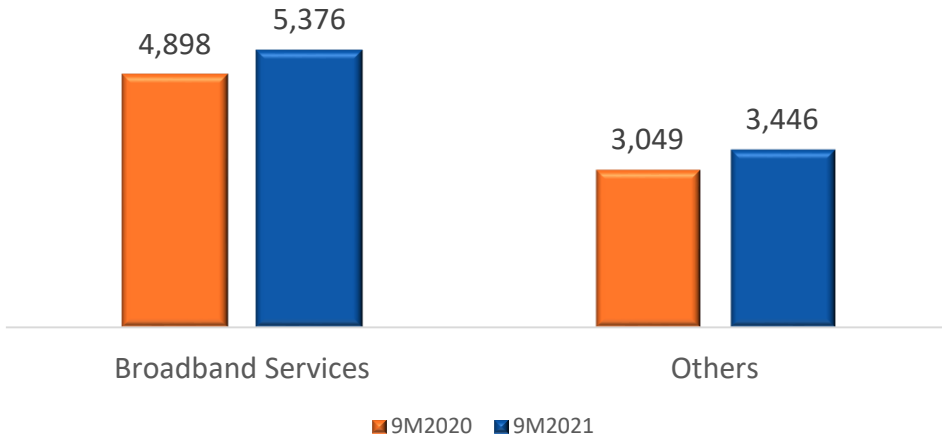
FPT.AI: VIRTUAL MEDICAL ASSISTANT

FPT’s AI medical assistant has made 2 million calls to reach 1.6 million citizens to monitor COVID-19 outbreaks as well as advise people on treatment and recovery.

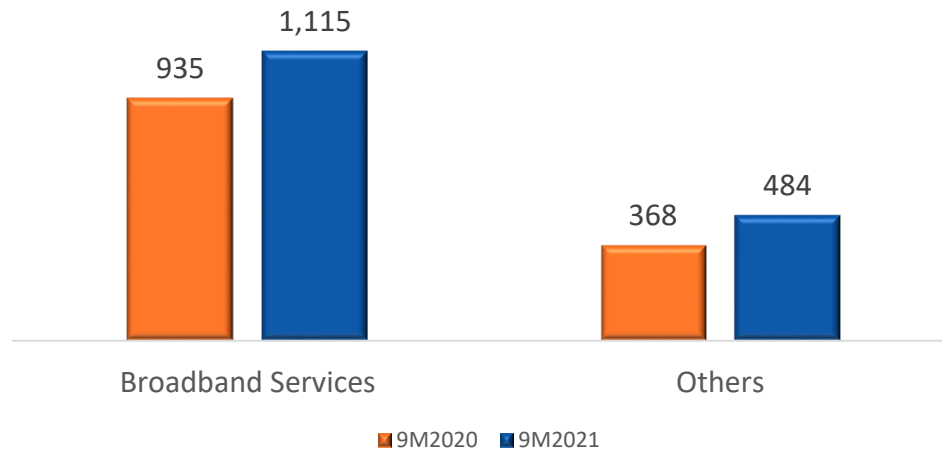
TELECOM SERVICES: IMPROVED PROFIT MARGIN

With a rise in PayTV's profit, along with the delay in capital expenditure in new facilities due to the current pandemic situation, PBT margin of Telecom services continued to improve

Revenue by Business Lines

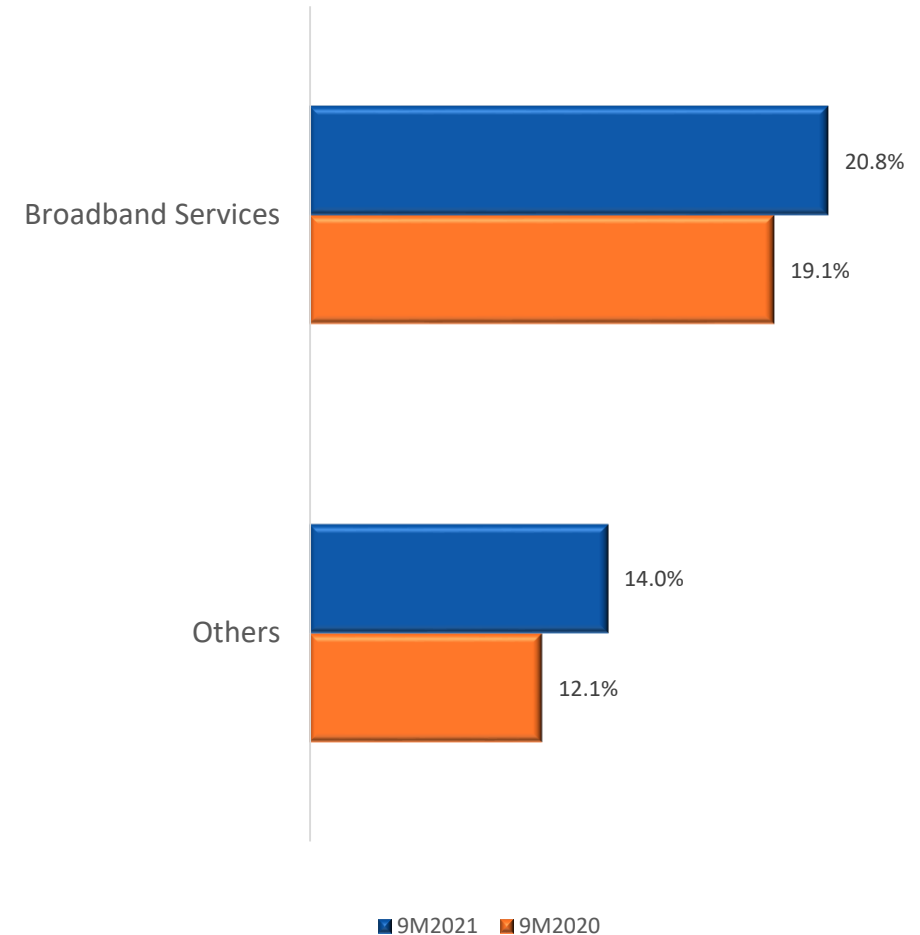


PBT by Business Lines



Unit: VND Billion

PBT Margin

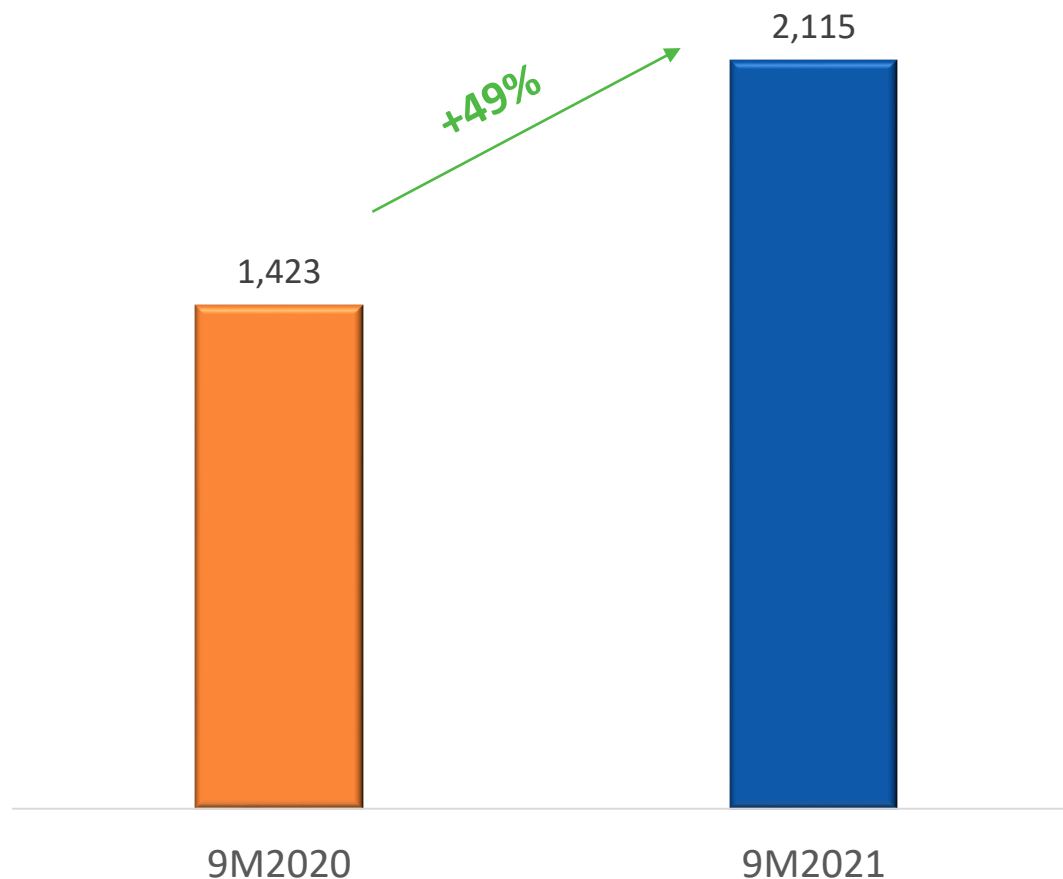




EDUCATION SECTOR: DEMAND FOR IT EDUCATION INCREASES

Revenue from Education sector increased 49% to VND 2,115 billion in 9M2021.

Education Revenue



OTHER RECOGNITION AND AWARDS

ASIAMONEY: THE MOST OUTSTANDING COMPANY IN VN

According to AsiaMoney's poll, FPT is the most outstanding company in Vietnam regarding financial results, management team, investor relations, and CSR in 2021.

FPT SOFTWARE: RECOGNITION FROM HR ASIA

HR Asia Magazine awarded FPT among Best Companies to Work for in Asia. This is the first time for a company headquartered in Vietnam to be ranked in the list.

RECOGNITION FROM MINISTRY OF FINANCE

FPT received the recognition from Ministry of Finance due to the successful implementation of the project at Hochiminh Stock Exchange (HOSE). During the ceremony, the Minister also discussed potential application of technology and digital transformation in finance industry.

