



FPT CORPORATION EARNING REPORT 2021



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01

FPT's Performance for 2021

FINANCIAL PERFORMANCE IN 2021

Unit: VND Billion

REVENUE

35,657

+19.5% YoY | 103% target

PROFIT BEFORE TAX

6,335

+20.4% YoY | 102% target

PROFIT AFTER TAX (PAT)

5,345

+20.8% YoY | 102% target

PAT TO PARENT
COMPANY'S SHAREHOLDER

4,333

+22.5% YoY | 104% target

EPS
(VND)

4,346

+21.4% YoY | 103% target

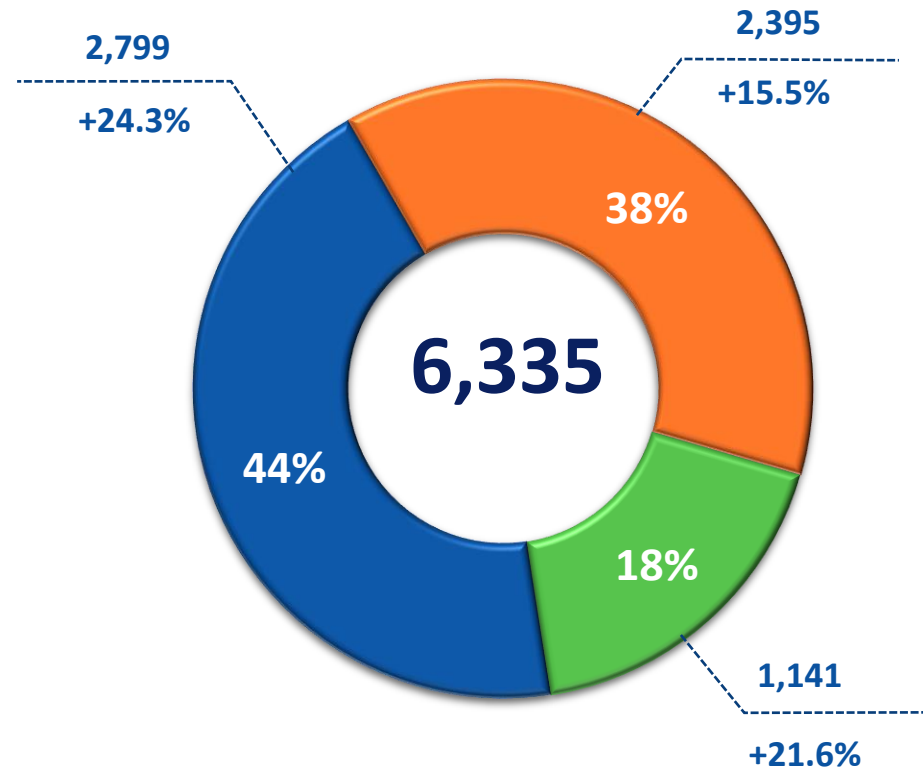
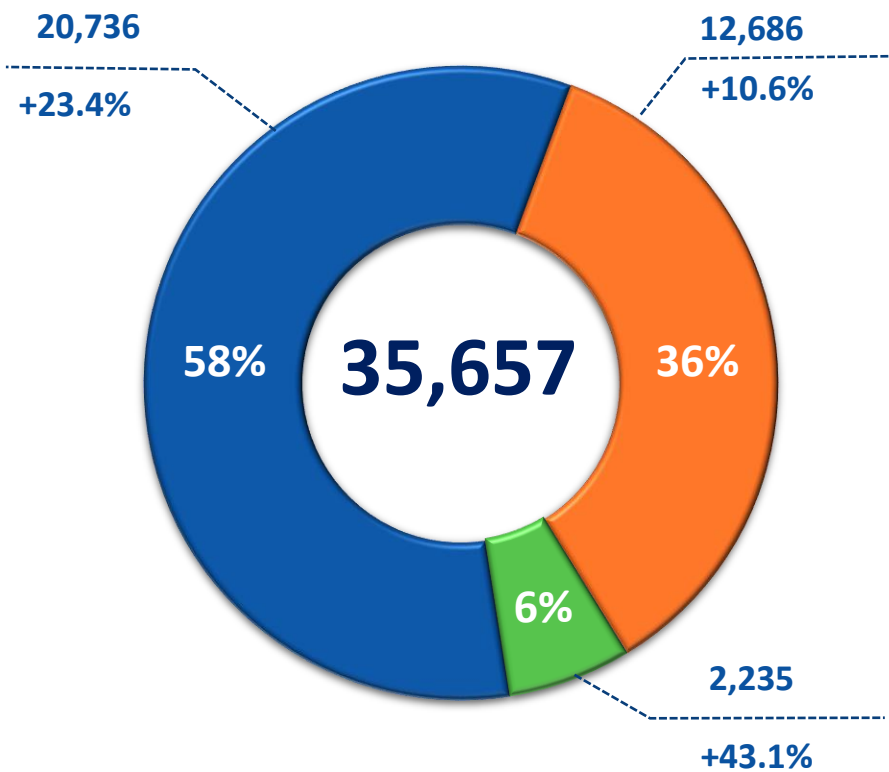


PERFORMANCE BY BUSINESS SECTOR

Unit: VND Billion

Revenue by sector

PBT by sector



■ Technology ■ Telecom ■ Education, Investments, Others

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Unit: VND Billion



02

Performance by Business Segment

2021 PERFORMANCE BY SEGMENT

Unit: VND Billion

GLOBAL IT SERVICES

14,541 (+21.2%) in Revenue

2,423 (+23.0%) in PBT

DOMESTIC IT SERVICES

6,196 (+29.0%) in Revenue

377 (+33.9%) in PBT

TELECOM SERVICES

12,079 (+11.2%) in Revenue

2,119 (+16.5%) in PBT

ONLINE ADVERTISING

608 (+1.4%) in Revenue

276 (+8.1%) in PBT

EDUCATION, INVESTMENTS, AND OTHERS

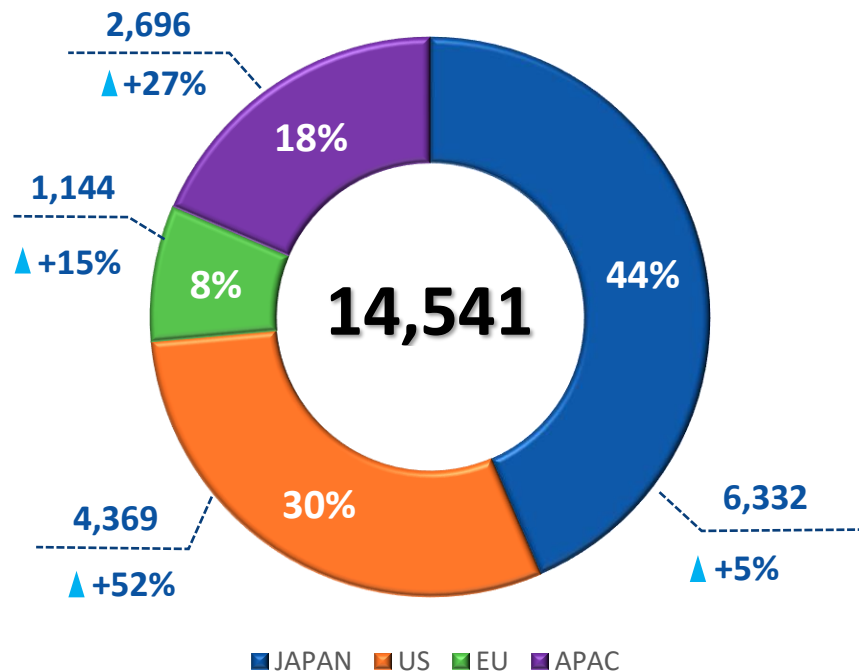
2,235 (+43.1%) in Revenue

1,141 (+21.6%) in PBT

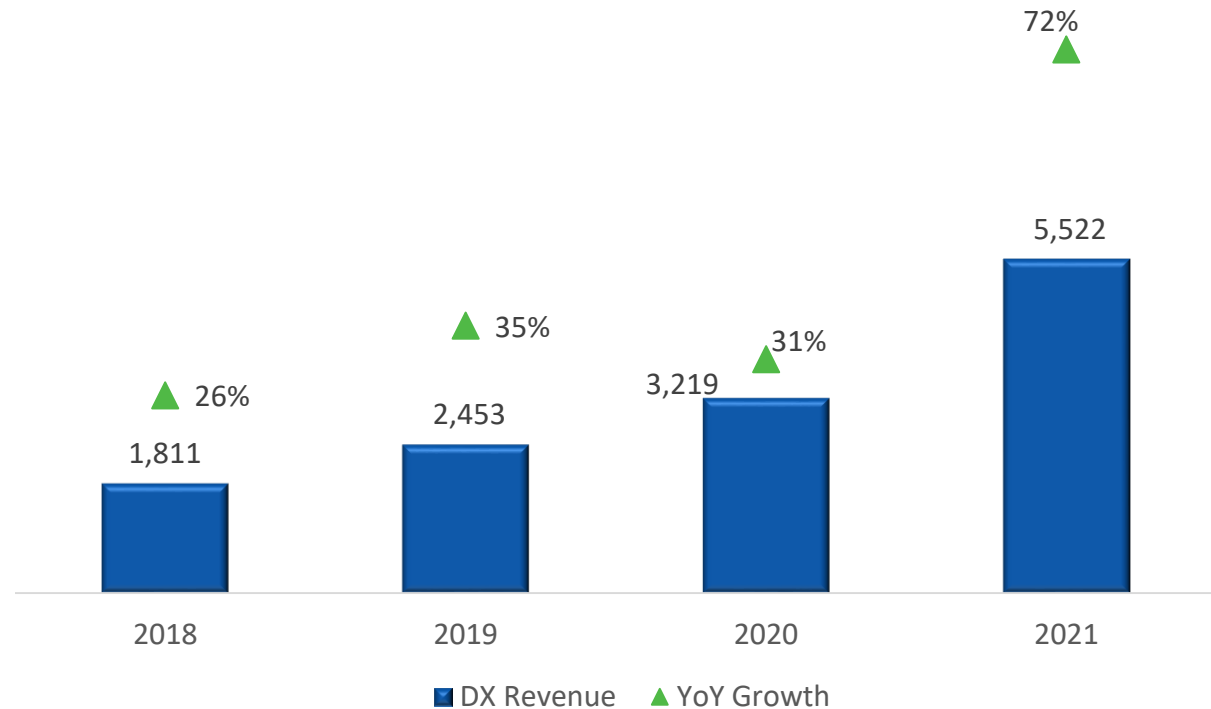
GLOBAL IT SERVICES: DX ACCELERATED IN KEY TECHNOLOGIES

- 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 5,522 billion, up 72% YoY with strong focus on Cloud, AI/Data Analytics, and Low Code.

Revenue by market



DX accelerated



Unit: VND Billion

FPT Corporation | Private and Confidential

GLOBAL IT SERVICES: 19 LARGE DEALS (\$5M+)

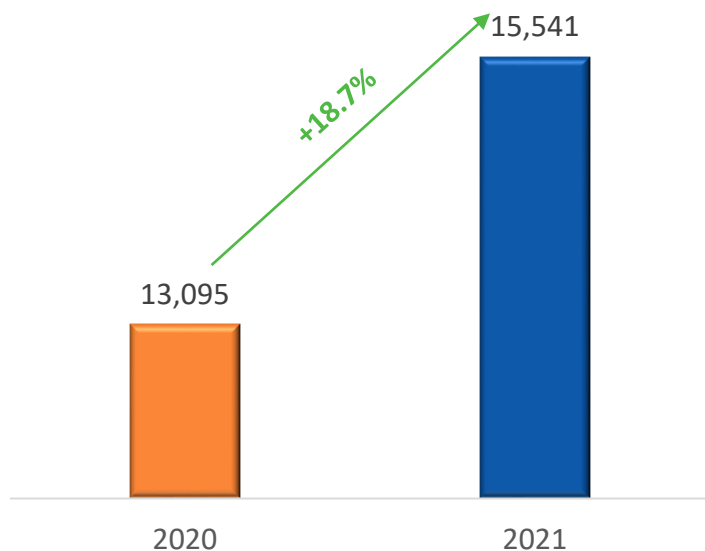
As FPT improves both capacity and capabilities, the firm receives strong demand from international clients with 19 large deals having the size of more than \$5 million each

01

Signed Revenue & Productivity

- Signed Revenue posted VND 15,541 bn (+19%)

Signed Revenue

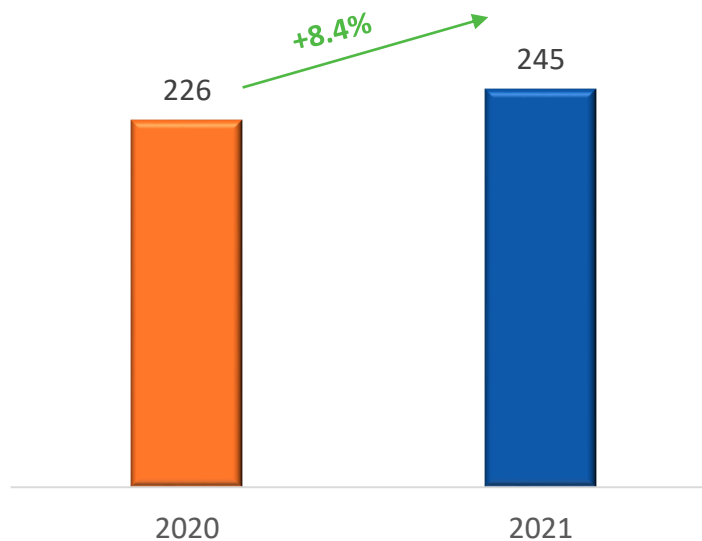


02

Clients

- Number of clients with revenue from \$500k: 245 (+8%)
- Number of clients with revenue from \$1 million: 126 (+7%)

Clients (+\$500K)

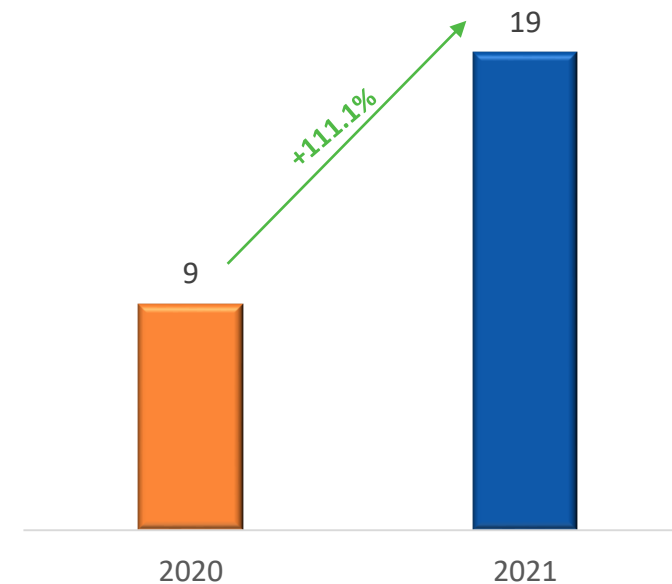


03

Deals

- Semi-mega deals (\$500k+): 257 (+33%)
- Mega deals (\$1 mn+): 111 (+23%)
- Large deals (\$5 mn+): 19 (+111%)

Large deals

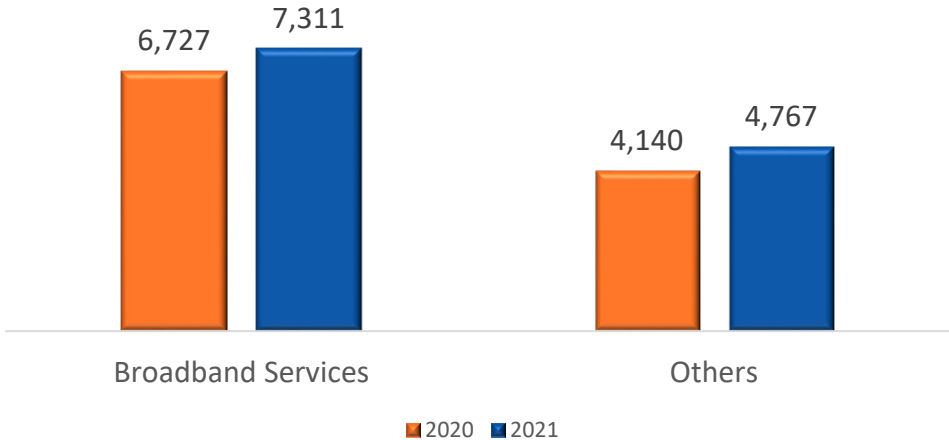


TELECOM SERVICES: IMPROVED PROFIT MARGIN

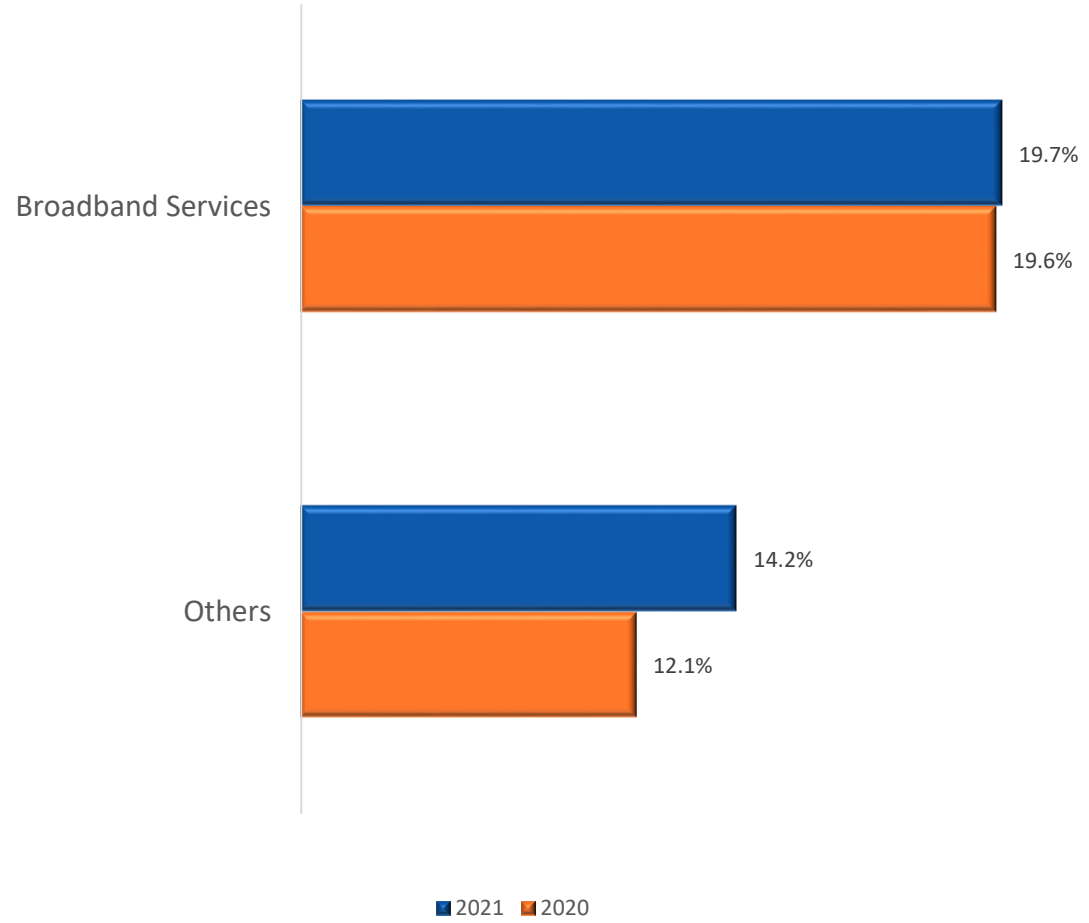
With a rise in PayTV's profit, PBT margin of Telecom services continued to improve

Unit: VND Billion

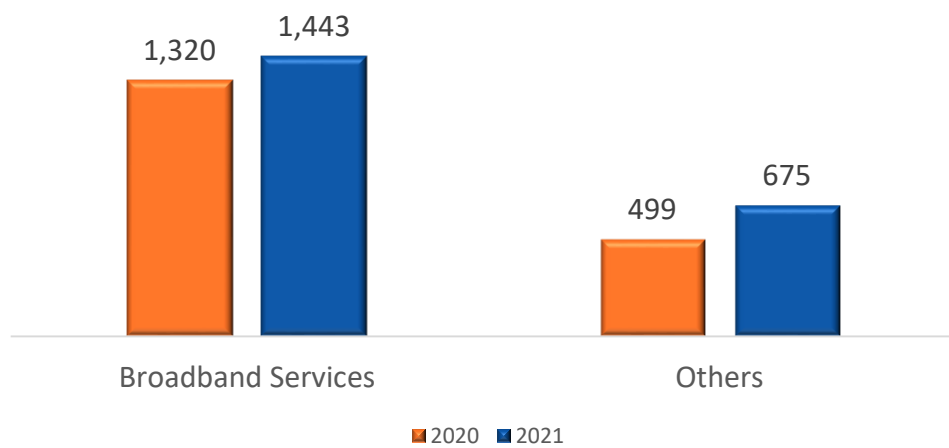
Revenue by Business Lines



PBT Margin



PBT by Business Lines

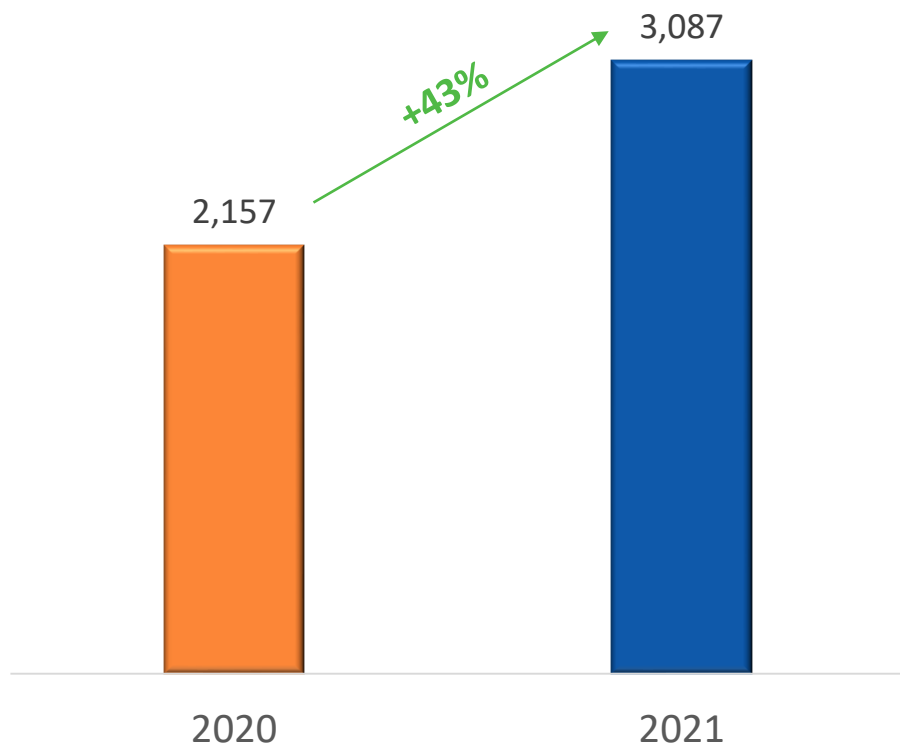




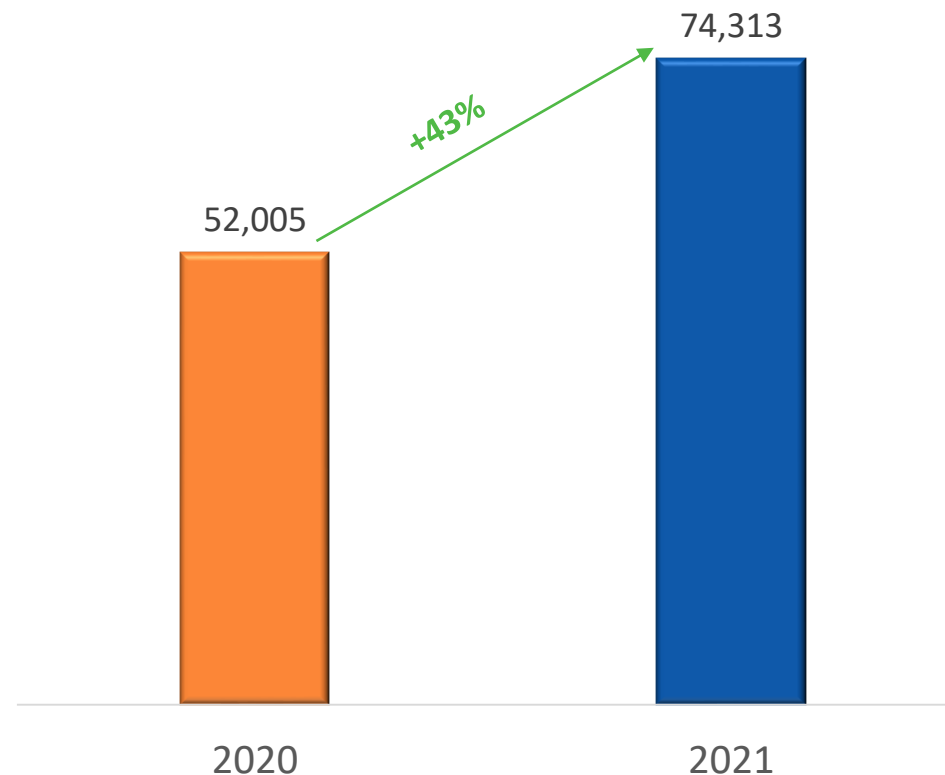
EDUCATION SECTOR: DEMAND FOR IT EDUCATION INCREASES

Despite the negative impacts of COVID-19, Education sector has grown strongly due to increasing demand for private education, especially in IT programs, contributing \$140 million to the top line

Education Revenue



Full-time equivalent students



THANK YOU!