



**EARNING REPORT
2022**

FPT CORPORATION

AI



DISCLAIMER

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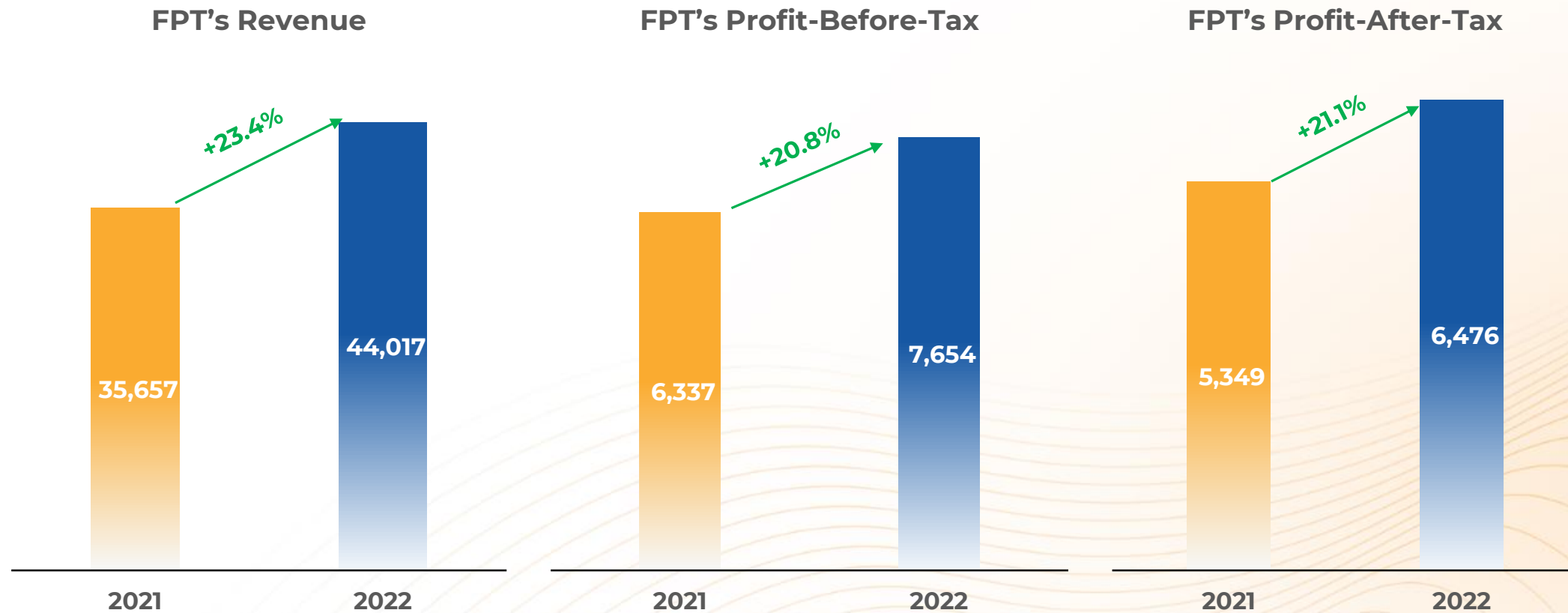
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FINANCIAL PERFORMANCE IN 2022

Unit: VND billion

FPT's business performance in 2022 continue to grow at 20%+ rate, achieving 104% of the revenue target and 100% of the profit target.

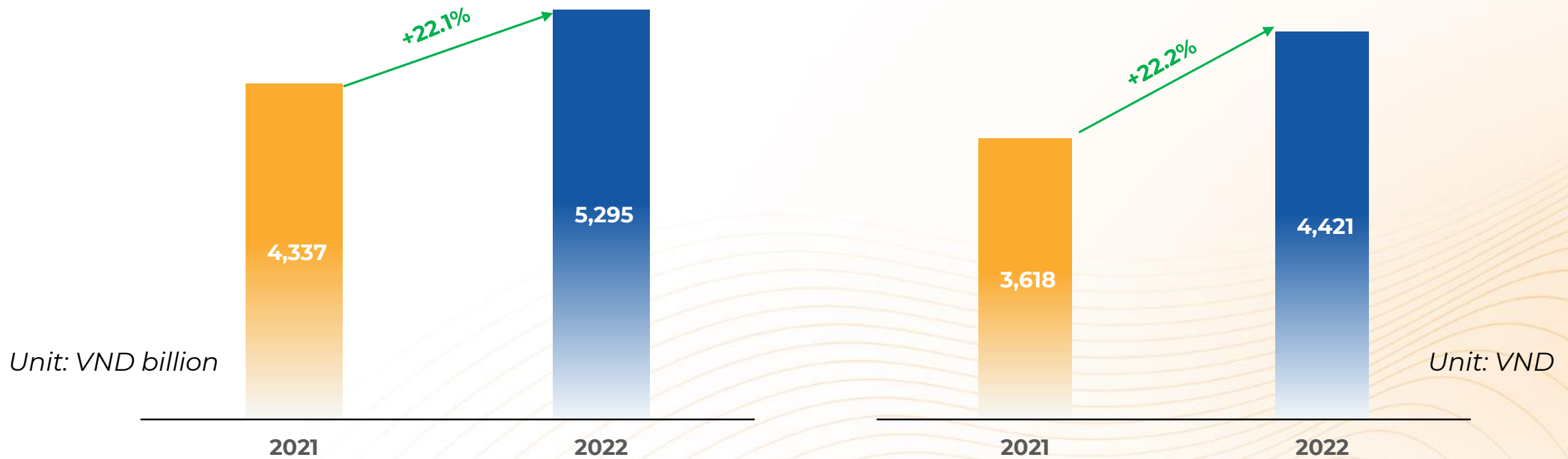


FINANCIAL PERFORMANCE IN 2022

...aiming towards creating value and ensuring interest for our Shareholders

PAT to Parent company's shareholder

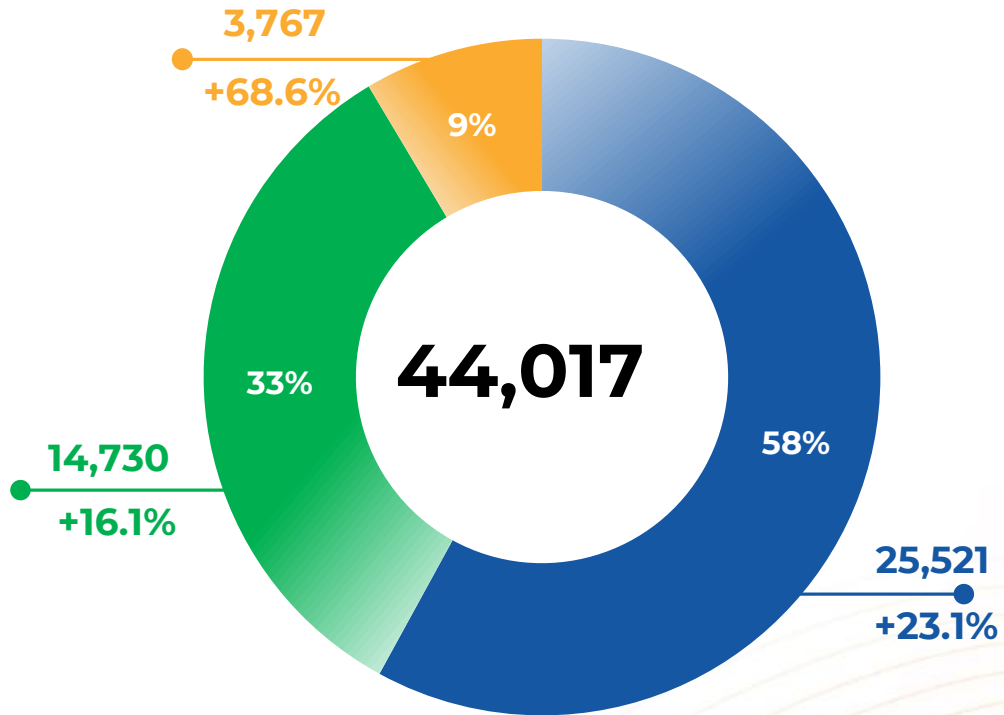
EPS



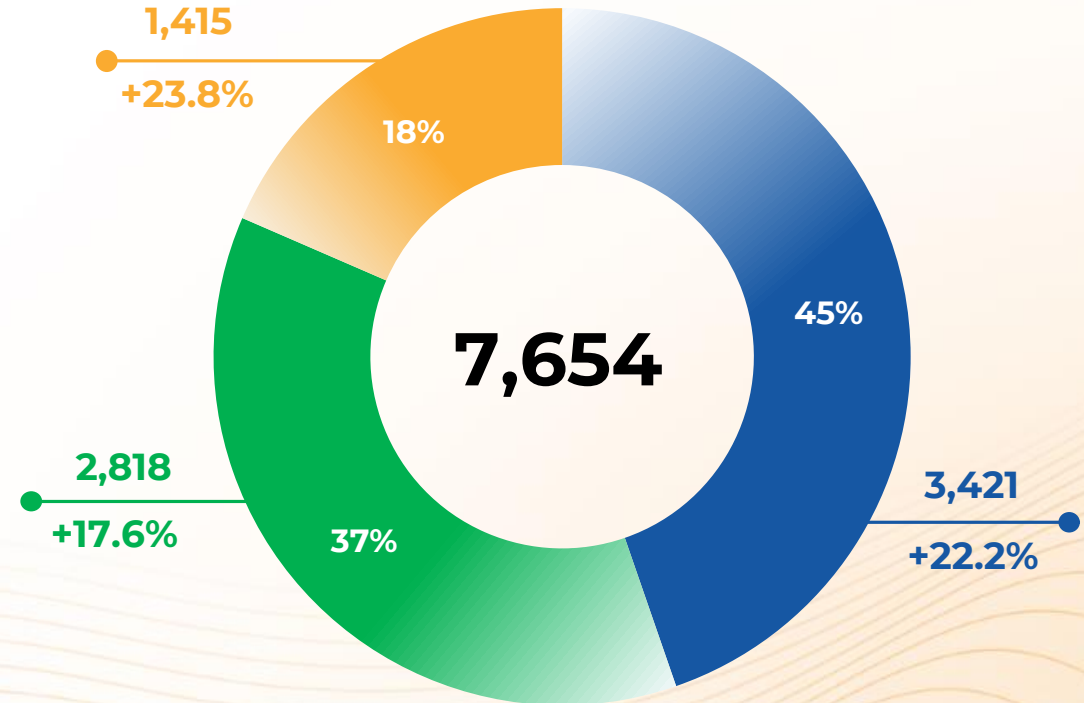
PERFORMANCE BY BUSINESS SECTOR

Unit: VND billion

Revenue by sector



PBT by sector



■ Technology ■ Telecommunication ■ Education, Investment & Others

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PERFORMANCE BY BUSINESS SEGMENT

Unit: VND billion

GLOBAL IT SERVICES

18,935 (+30.2%) Revenue
2,987 (+23.3%) PBT

DOMESTIC IT SERVICES

6,586 (+6.3%) Revenue
434 (+15.3%) PBT

TELECOM SERVICES

13,954 (+15.5%) Revenue
2,508 (+18.4%) PBT

ONLINE ADVERTISING

775 (+27.6%) Revenue
309 (+12%) PBT

EDUCATION, INVESTMENT AND OTHERS

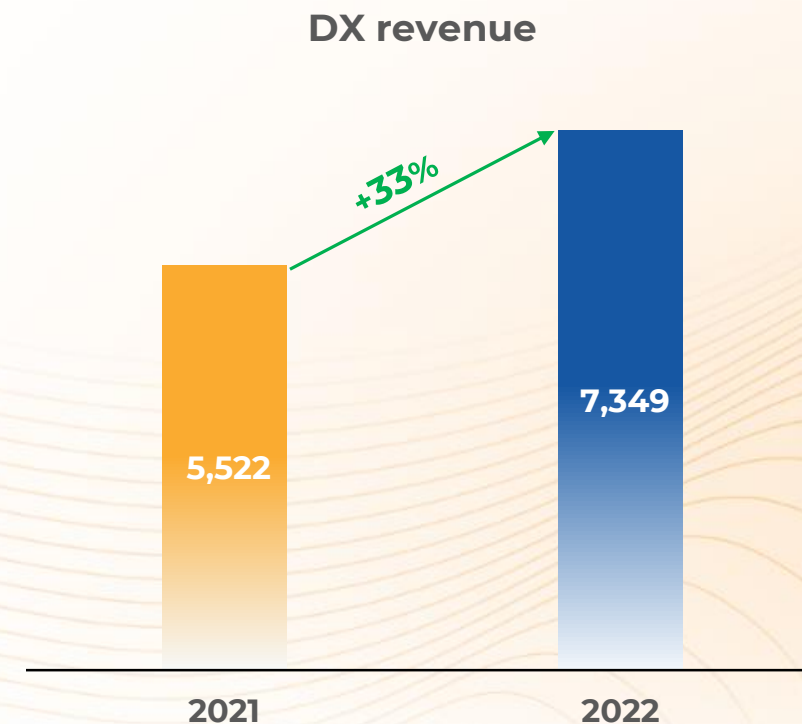
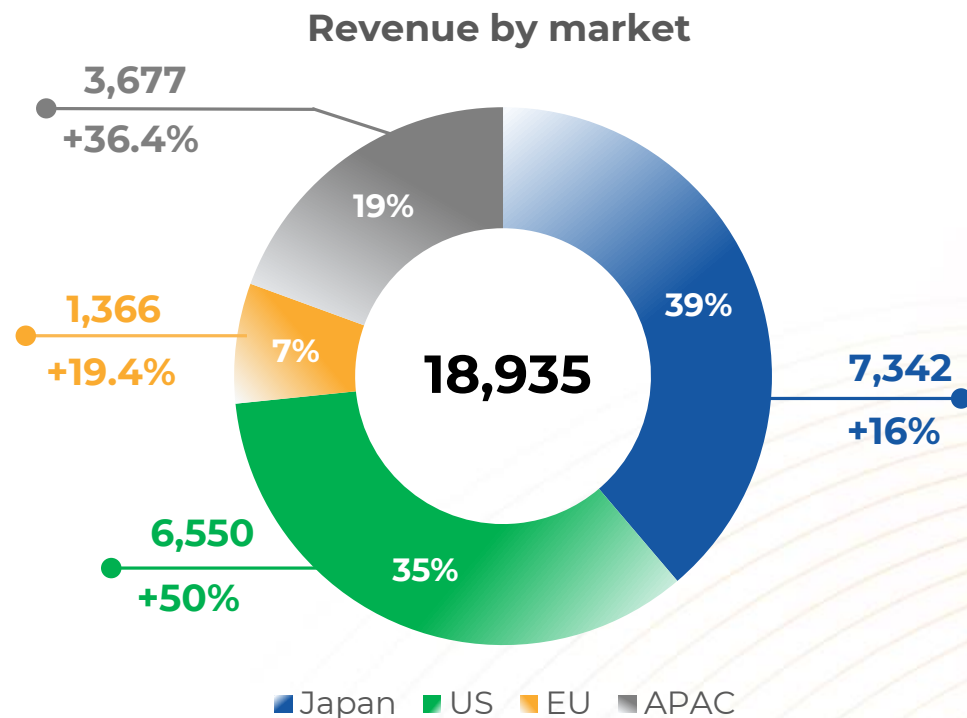
3,767 (+68.6%) Revenue
1,415 (+23.8%) PBT

GLOBAL IT SERVICES RECORDED HIGH GROWTH RATE

Unit: VND billion

Revenue continued to increase in all markets, especially in the US **(+50%)** and APAC **(+36.4%)**. Japan market posted strong growth in the 2nd half of 2022, result in the overall growth of **16% YoY (+30% JPY-based revenue growth)**.

Revenue from Digital Transformation reached **VND 7,349 billion**, up by **33% YoY**, focusing on new technologies such as Cloud Computing, Artificial Intelligence/Data Analytics, ...



GLOBAL IT SERVICES: 31 LARGE DEALS OF \$5MN+

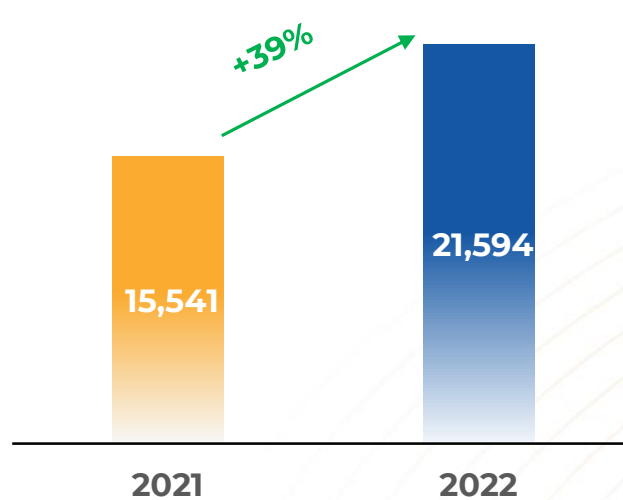
Unit: VND billion

With increased capabilities, FPT recorded various orders from global clients, including **31 projects with a scale of over 5 million USD (+63% YoY), signed revenue reached \$1 billion, or VND 21,594 billion +38.9% YoY**

Signed revenue

Signed revenue posted VND 21,594 billion (+38.9% YoY)

Signed revenue

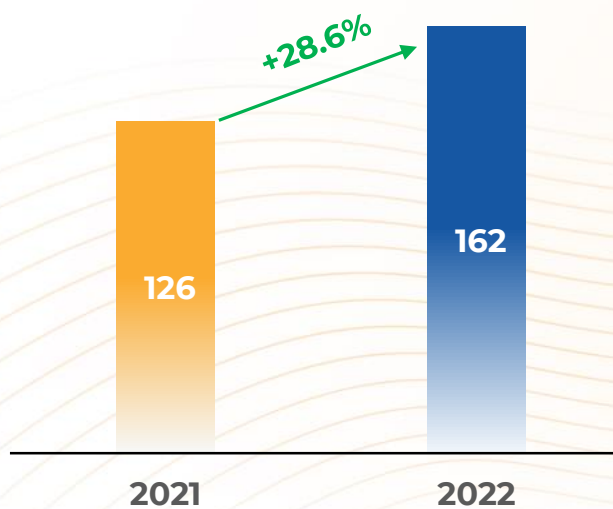


Clients

Number of clients with revenue from \$500K : 291 (+18.8%)

Number of clients with revenue from \$1M : 162 (+28.6%)

Client with revenue \$5M+



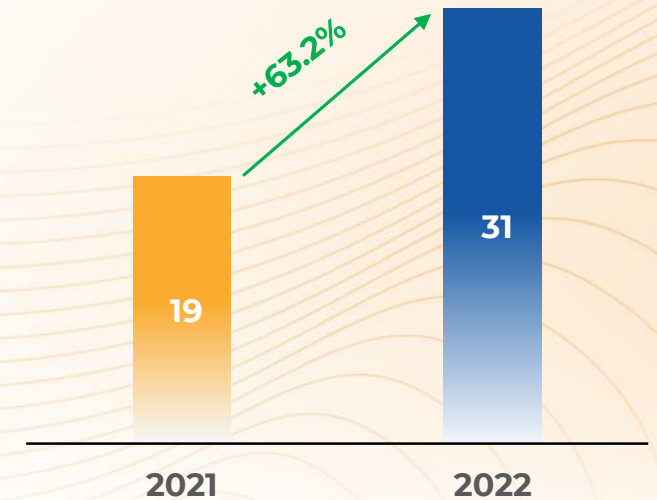
Deals

Semi-mega deals (\$500k+): 411 (+60%)

Mega deals (\$1+ mn): 204 (+83.8%)

Large deals (\$5+ mn): 31 (+63.2%)

Large deals (\$5+ mn)



DOMESTIC IT SERVICES MAINTAINED POSITIVE GROWTH

Unit: VND billion

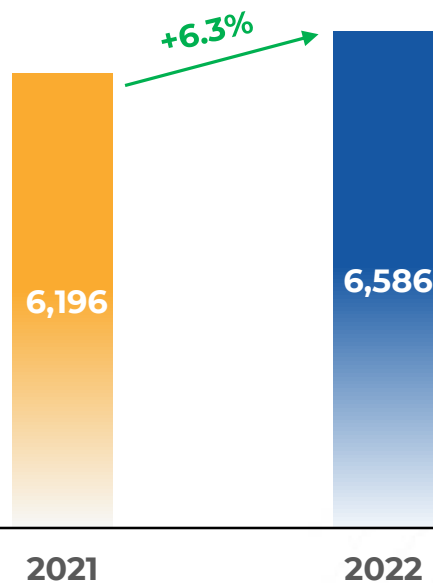
Domestic IT Services maintain positive growth

Domestic IT Services reached **VND 6,586 billion (+6% YoY)** in revenue and **VND 434 billion (+15.3% YoY)**.

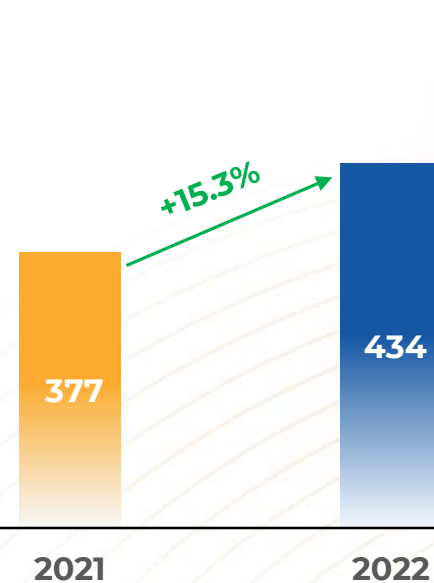
Made-by-FPT: Continue strong growth momentum

Made-by-FPT products recorded **VND 1,150 billion** in revenue, up by **54.3% YoY**.

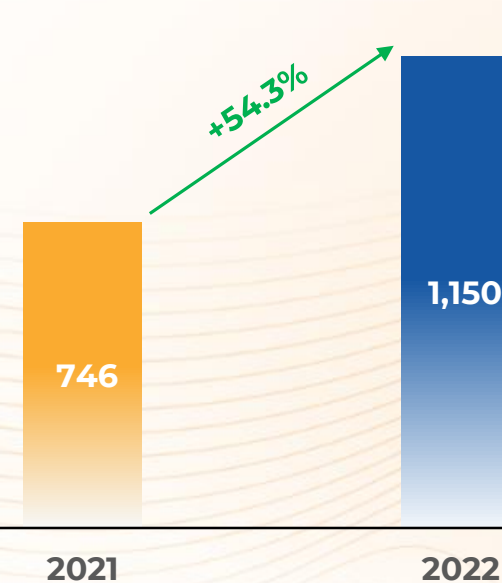
Domestic IT Services Revenue



Domestic IT Services PBT



Made-by-FPT Revenue

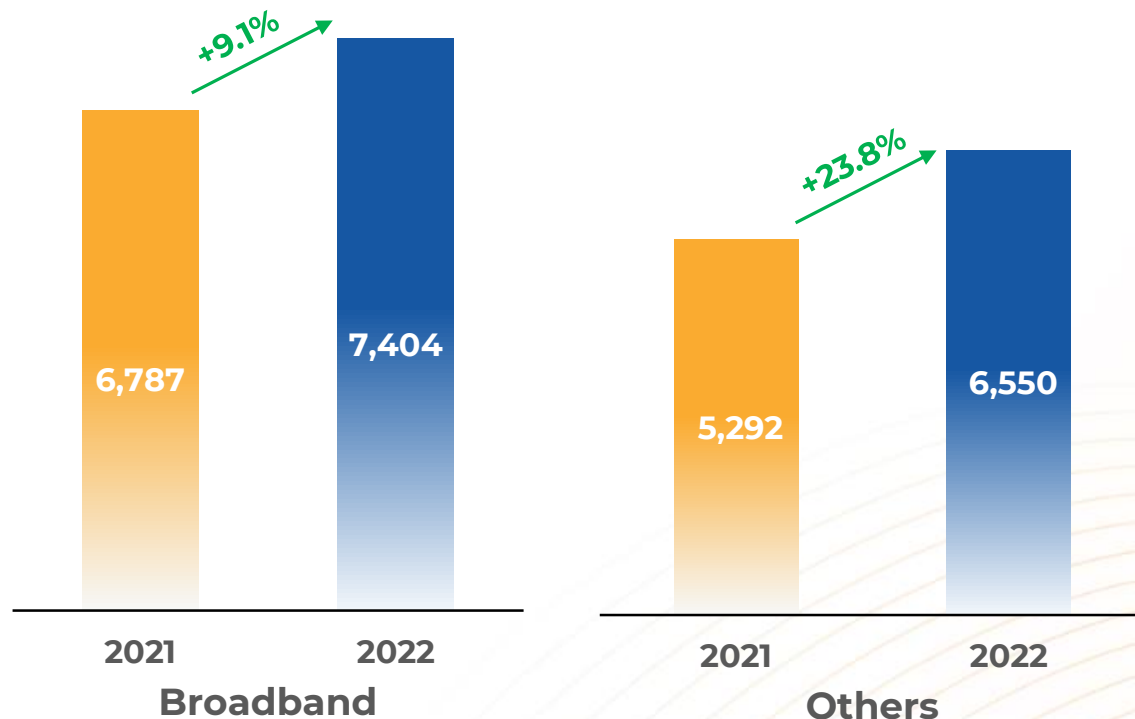


TELECOM SERVICES: EXPANDED PROFIT MARGIN

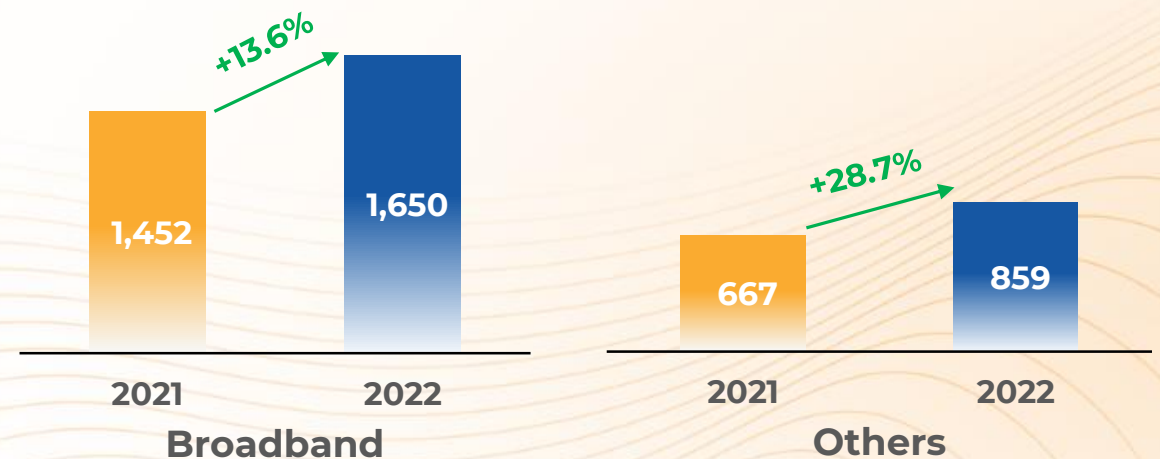
Đơn vị: tỷ đồng

Telecom services revenue recorded double digit growth **(+15.5%)**, reached **VND 13,954 billion**. Profit margin expanded from 17.5% to 18% thanks to profit growth from PayTV segment.

Revenue by business lines



PBT by business lines



● EDUCATION SEGMENT SURPASSED THE MEGA MILESTONE

Unit: VND billion

The education segment continued to see strong revenue growth of **53%**, reaching **VND 4,712 billion**. The year 2022 also saw FPT Education surpassed the Mega milestone with 100,000+ full-time-equivalent students.

Education Revenue

