

**EARNING REPORT  
3M2023**

**FPT CORPORATION**

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## DISCLAIMER

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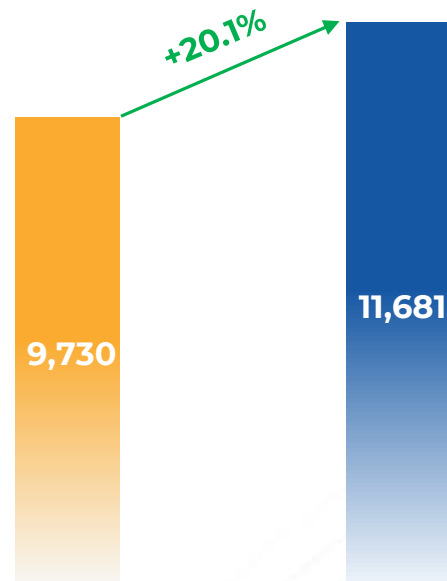


# FINANCIAL PERFORMANCE IN 3M2023

Unit: VND billion

FPT's business performance in the first 3 months of 2023 continue to achieve 20% growth rate, following the guidance set out at the Annual General Meeting of Shareholders,...

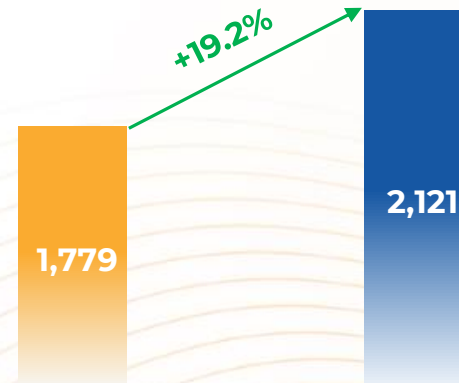
FPT's Revenue



3M2022

3M2023

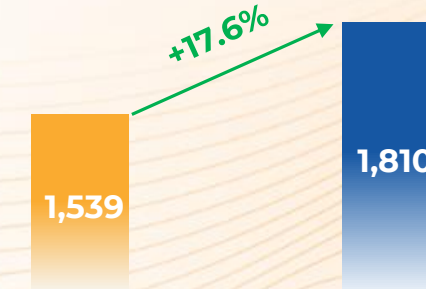
FPT's Profit-Before-Tax



3M2022

3M2023

FPT's Profit-After-Tax



3M2022

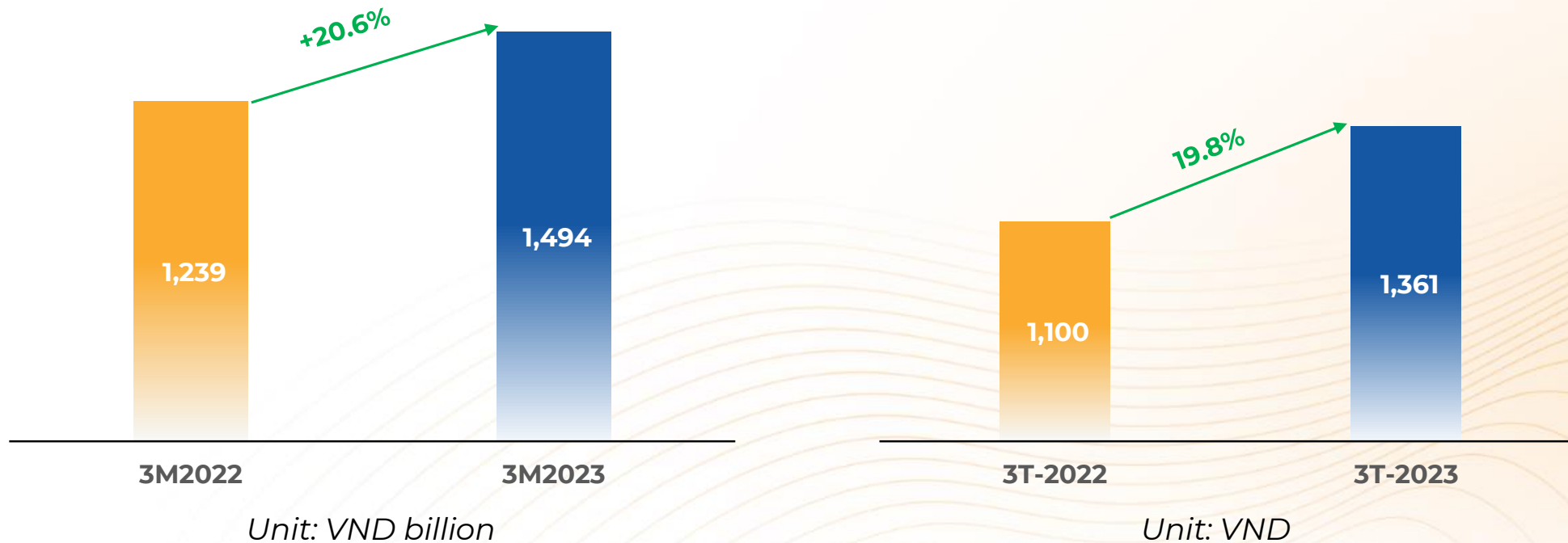
3M2023

# FINANCIAL PERFORMANCE IN 3M2023

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

PAT to Parent company's shareholder

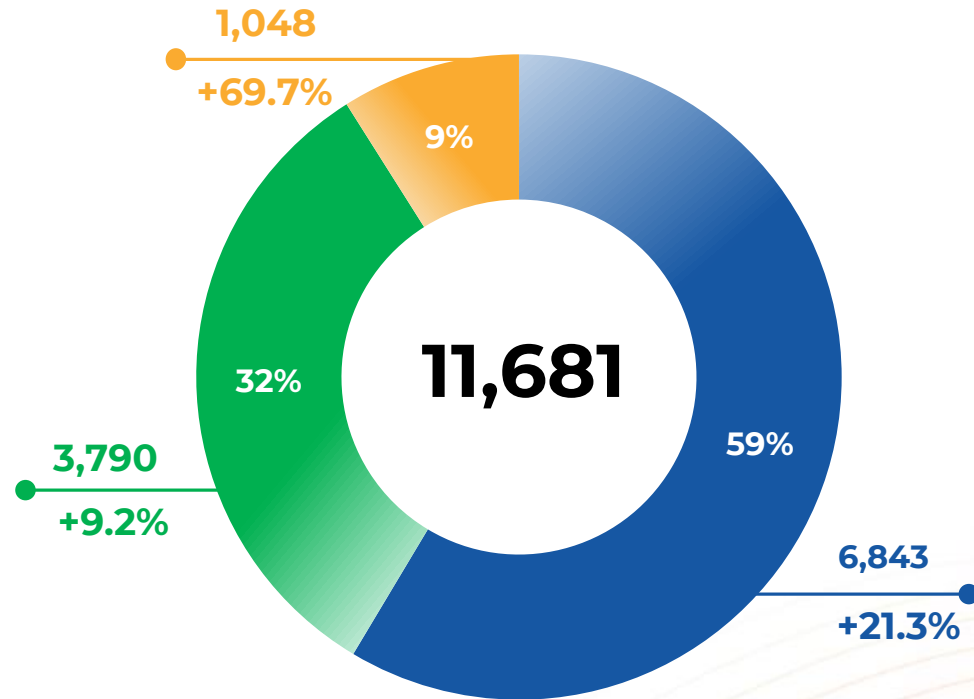
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# PERFORMANCE BY BUSINESS SECTOR

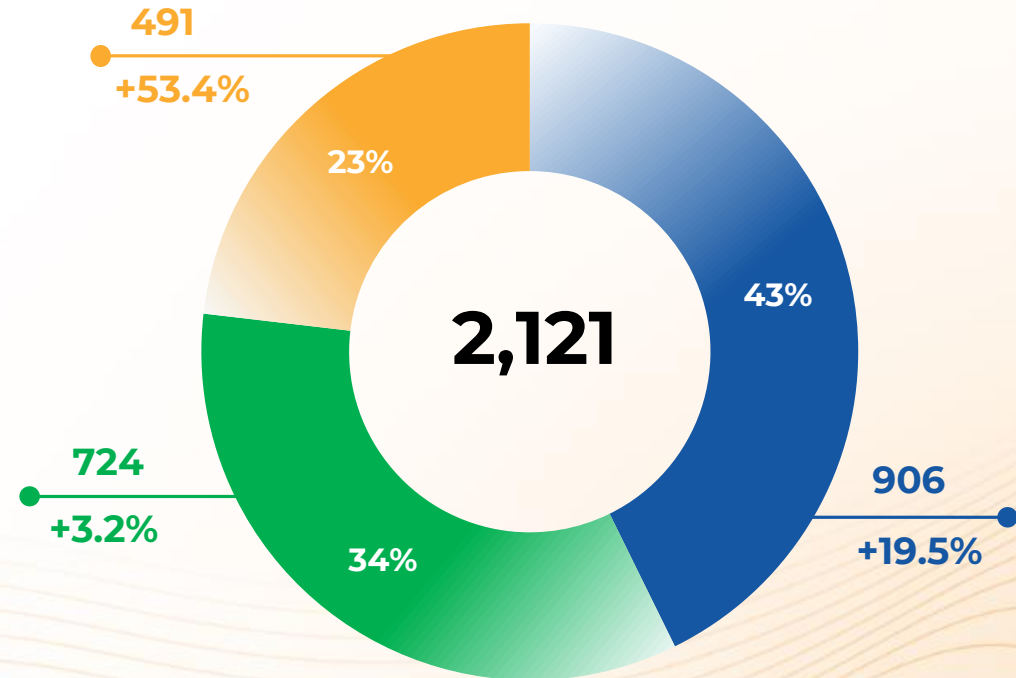
Unit: VND billion

## Revenue by sector



- Technology
- Telecommunication
- Education, Investment and Others

## PBT by sector



- Technology
- Telecommunication
- Education, Investment and Others

## 3M2023 PERFORMANCE BY BUSINESS SEGMENT

Unit: VND billion

### GLOBAL IT SERVICES

**5,435** (+32.2%) in Revenue

**889** (+33.2%) in PBT

### DOMESTIC IT SERVICES

**1,407** (-8%) in Revenue

**18** (-80.6%) in PBT

### TELECOM SERVICES

**3,695** (+11.3%) in Revenue

**723** (+14.2%) in PBT

### ONLINE ADVERTISING

**95** (-36.9%) in Revenue

**1** (-99%) in PBT

### EDUCATION, INVESTMENT AND OTHERS

**1,048** (69.7%) in Revenue

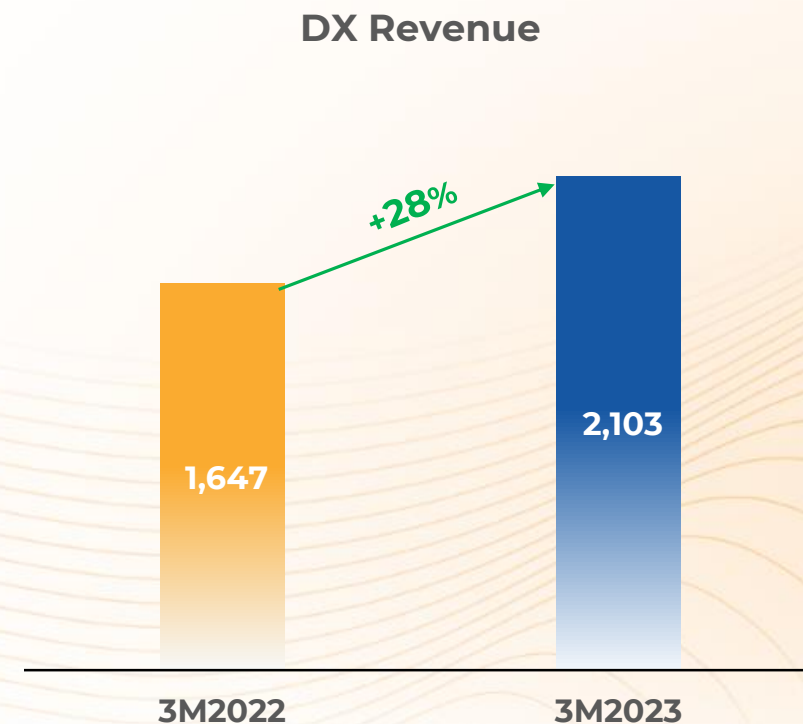
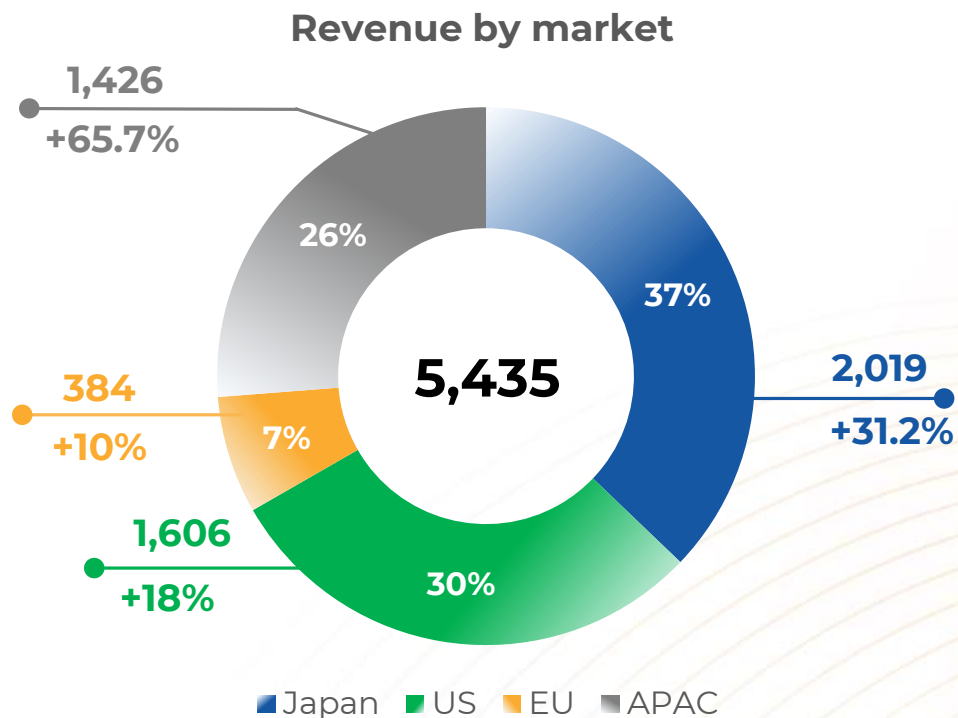
**491** (+53.4%) in PBT

# GLOBAL IT SERVICES WITNESSED ROBUST GROWTH

Unit: VND billion

Revenue continued to increase in all markets, especially in Japan **(+31.2%)** and APAC **(+65.7%)**, heading towards the \$1B milestone by the end of this year.

Revenue from Digital Transformation reached **VND 2,103** billion in the first 3 months of 2023, up by **28% YoY**, focusing on new technologies such as Cloud Computing, AI/Data Analytics, ...



## GLOBAL IT SERVICES: 6 LARGE DEALS OF \$5MN+

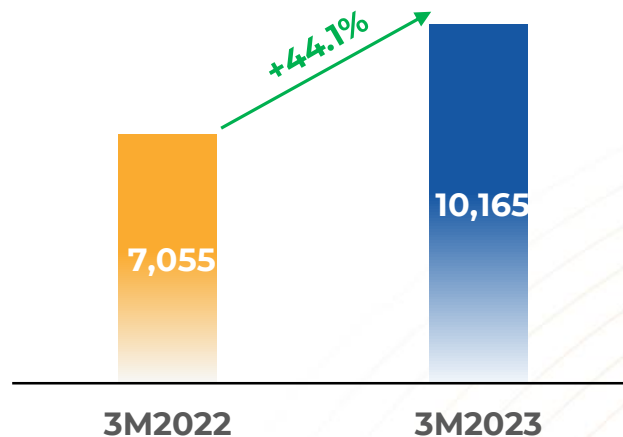
During the first 3 months of 2023, FPT recorded various orders from global clients, including **6 deals with a scale of over \$5 million, signed revenue reached VND 10,165 billion (+44.1% YoY).**

### Signed revenue

Signed revenue posted VND 10,165 billion (+44.1% YoY)

### Signed revenue

Unit: VND billion

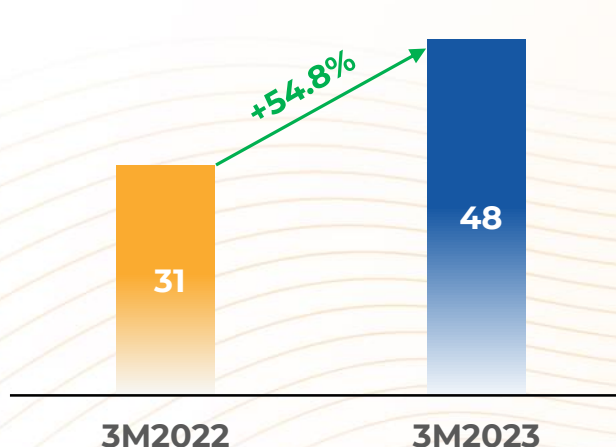


### Clients

Number of clients with revenue from \$500K: 97 (+19.8%)

Number of clients with revenue from \$1M: 48 (+54.8%)

### Clients with revenue \$1M+



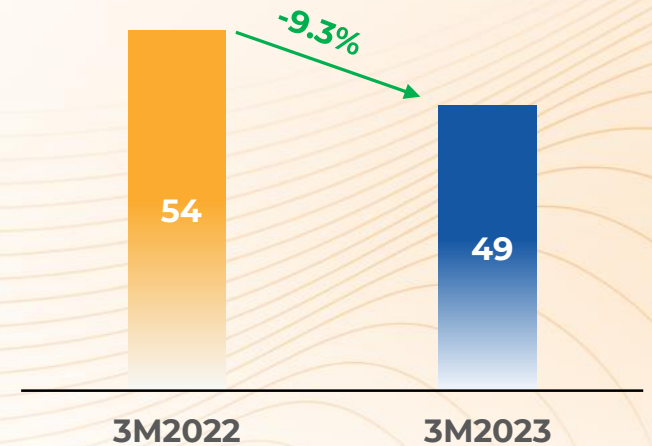
### Deals (\*)

Semi-mega deals (\$500k+): 67 (-37.4%)

Mega deals (\$1+ mn): 49 (-9.3%)

Large deals (\$5+ mn): 6 (-14.3%)

### Mega deals (\$1+ mn)



(\*) Won deals and signed revenue can have differences in timing and value recognition. A won deal may involve multiple orders that are signed and implemented over a period of time.



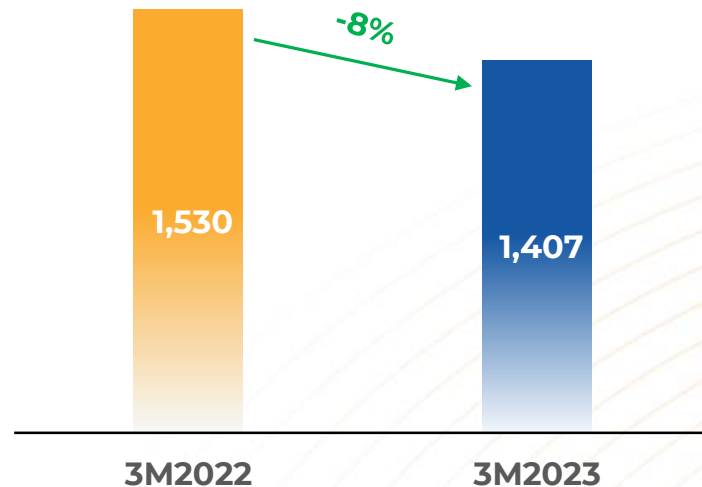
## ● DOMESTIC IT SERVICES SAW RECOVERY

Unit: VND billion

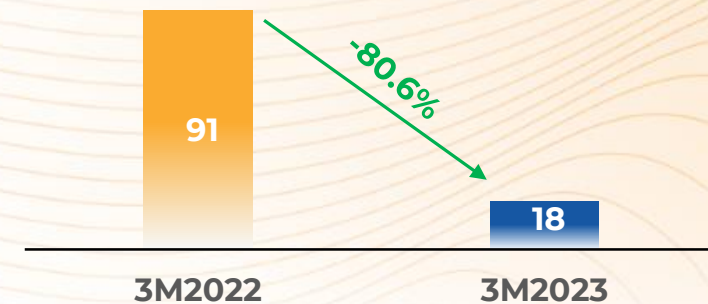
Domestic IT services recorded a recovery at the end of Q1 with revenue of **VND 1,407 billion (-8% YoY)** and PBT of **VND 18 billion (-80.6% YoY)**. The domestic market faced short-term difficulties in Q1 due the decrease in demand for IT investment from enterprises. FPT continues to promote cooperation with the public sectors, foreign businesses and other resilient economic sectors to maintain growth.

In the first quarter of 2023, FPT has successfully deployed the Information System to settle administrative procedures for Hanoi and the Investment Promotion Portal for Khanh Hoa province.

### Domestic IT Services Revenue



### Domestic IT Services PBT

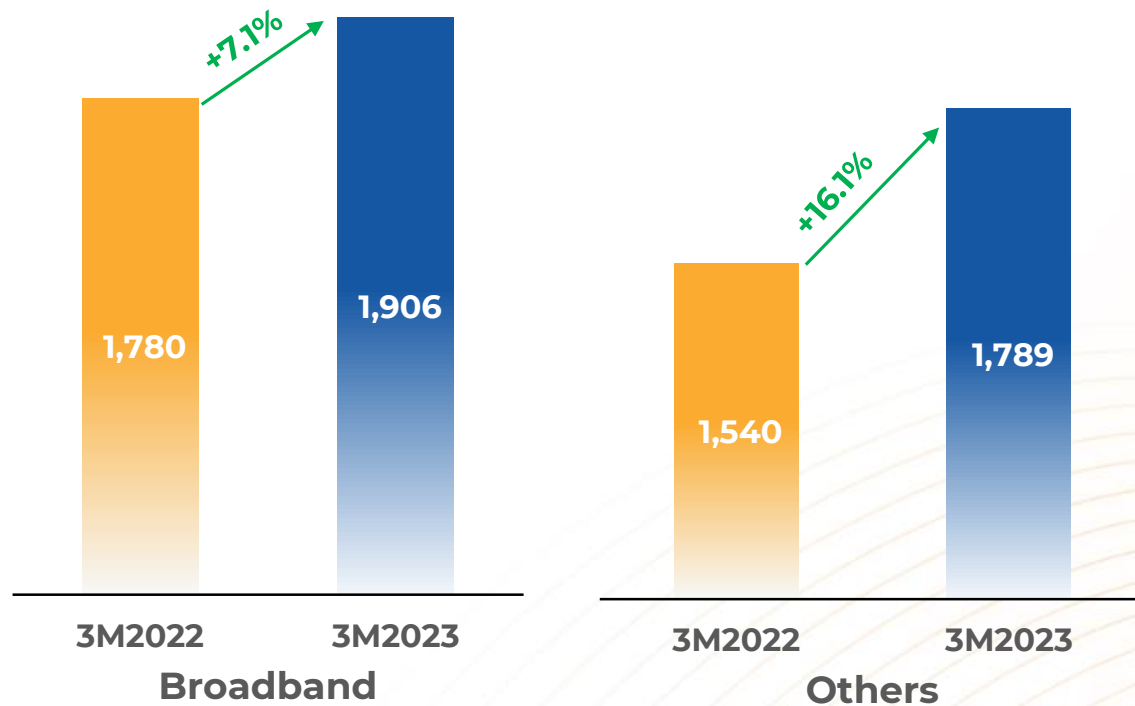


## TELECOM SERVICES MAINTAINED DOUBLE-DIGIT GROWTH

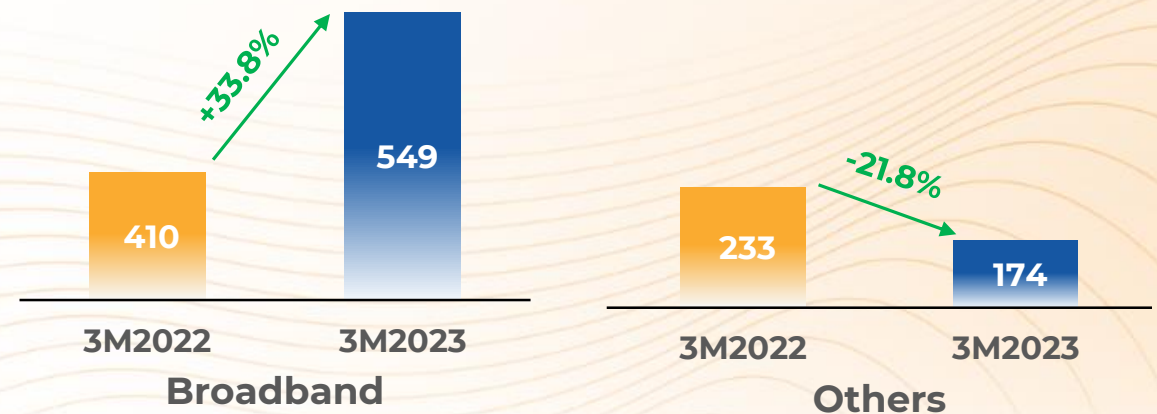
Unit: VND billion

Telecom Services recorded double digit growth with revenue of **VND 3,695 billion (+11.3% YoY)** and PBT of **VND 723 (+14.3% YoY)**. Decreased profit for Others businesses is caused by the increased copyright fees for PayTV content to strengthen its competitive advantage on the market.

### Revenue by business lines



### PBT by business lines

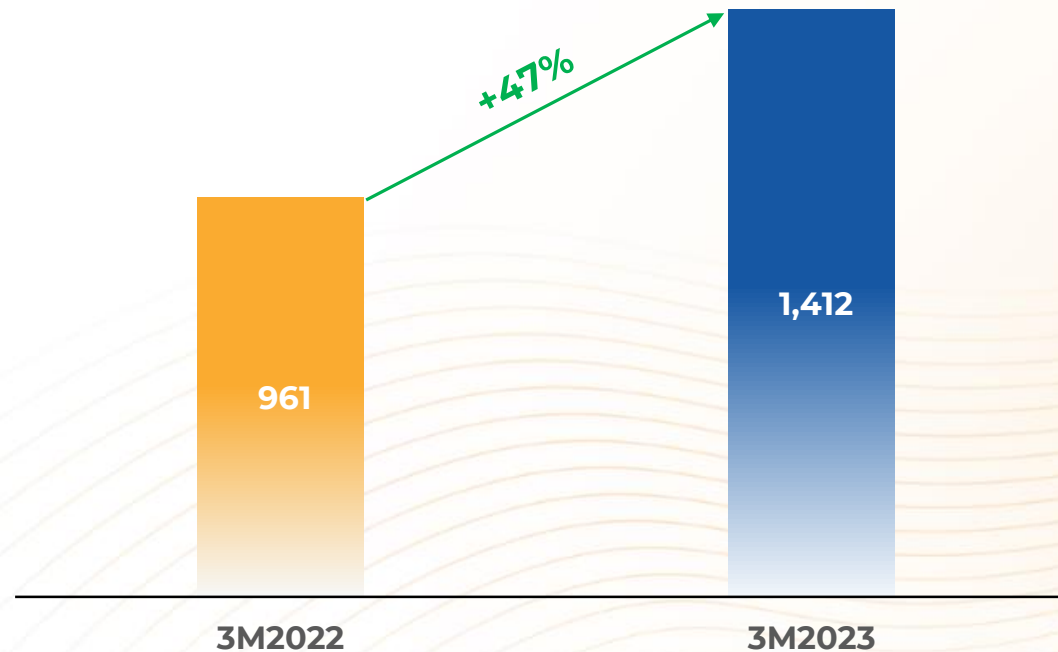


## ● EDUCATION: SUSTAINED HIGH GROWTH RATE

Unit: VND billion

The education segment continued to see strong revenue growth of **47%**, reaching **VND 1,412 billion** in the first 3 years of 2023.

### Education Revenue



## BUSINESS HIGHLIGHTS



### FPT opens 2<sup>nd</sup> office in Korea

FPT has just opened a second office in Korea to strengthen its technology resources, expand its network of operations in Asia and globally, in the context of increasing demand for digital transformation in Korea. FPT Software Korea aims to maintain stellar growth rate of above 50% in 2024, intends to open more offices in many key tech areas such as Gangnam, Pango.

### FPT completes construction of FPT Unischool Complex

On March 30, FPT UniSchool - an educational complex consisting of general education and vocational education built by FPT Education (FPT Edu) in Ha Nam, officially completed construction after 12 months of groundbreaking. The educational complex expects to train approximately 10,000 students annually, contributing positively to the economic and social development of the local area.

