

The background features a dark blue space with a grid of glowing orange and blue lines at the bottom, suggesting a digital landscape. A large, glowing orange and yellow 3D arrow points upwards, centered within a circular digital interface. Surrounding this central element are various icons: a globe, a DNA helix, a shield, a Wi-Fi symbol, a gear, a person icon, a cloud, and a laptop. The letters 'AI' are visible in the lower center. The overall aesthetic is futuristic and technological.

# EARNINGS REPORT 12M2023

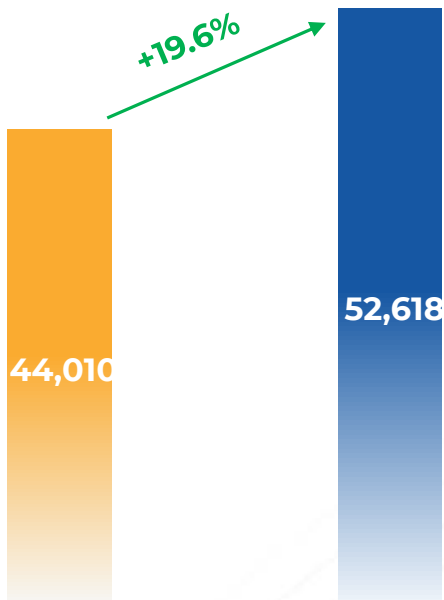
FPT CORPORATION

# FINANCIAL PERFORMANCE IN 12M2023

Unit: VND billion

By the end of 2023, FPT's business performance continue to grow at 20%, surpassing 101% revenue plan and 102% profit plan,...

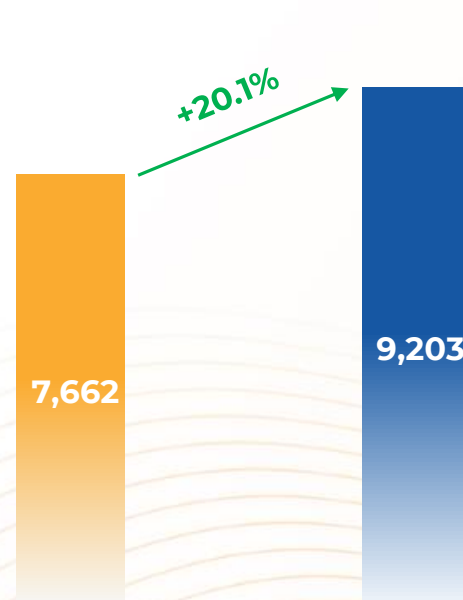
FPT's Revenue



12M2022

12M2023

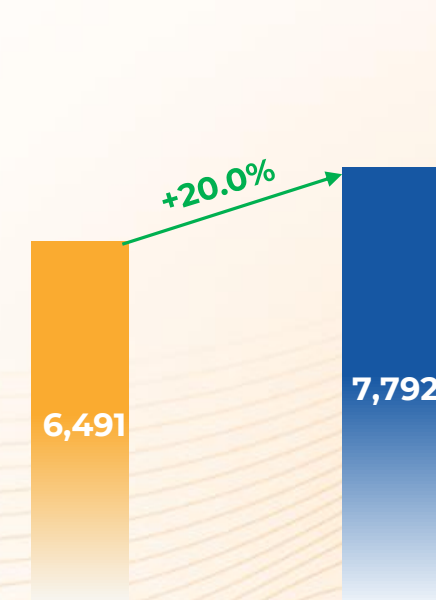
FPT's Profit-Before-Tax



12M2022

12M2023

FPT's Profit-After-Tax



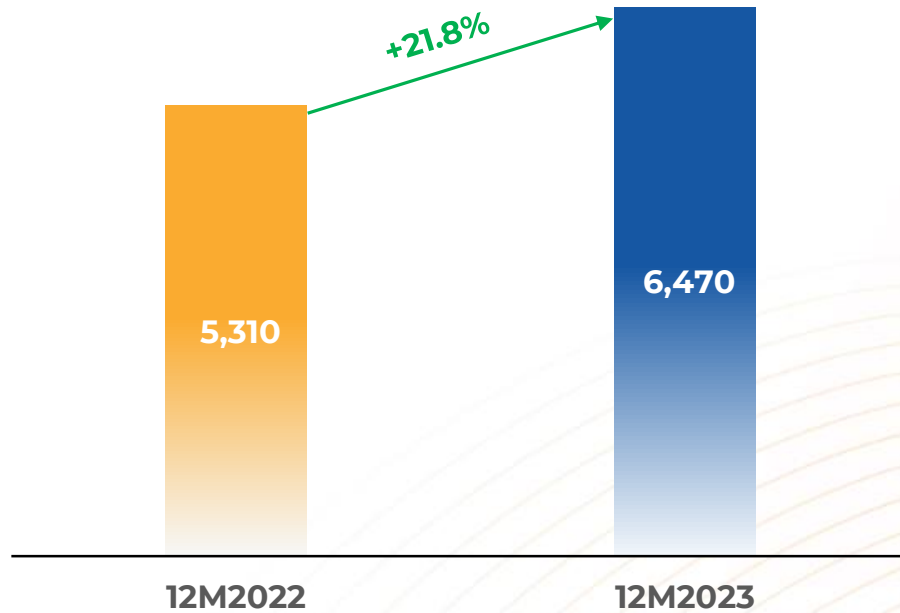
12M2022

12M2023

# FINANCIAL PERFORMANCE IN 12M2023

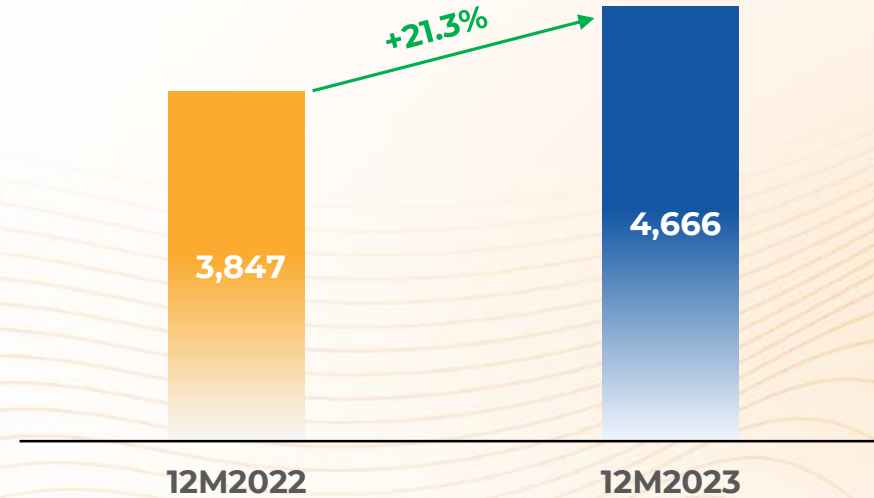
...aiming towards creating value and ensuring interest for our Shareholders.

PAT to Parent company's shareholder



Unit: VND billion

EPS

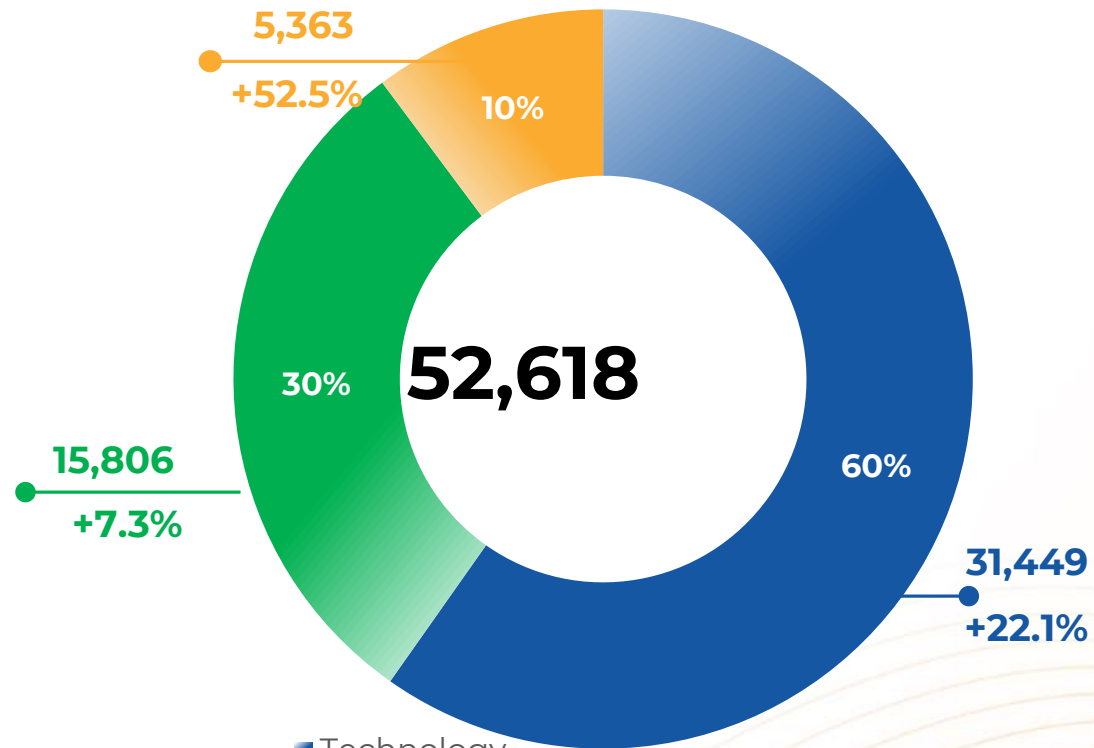


Unit: VND

# PERFORMANCE BY BUSINESS SECTOR

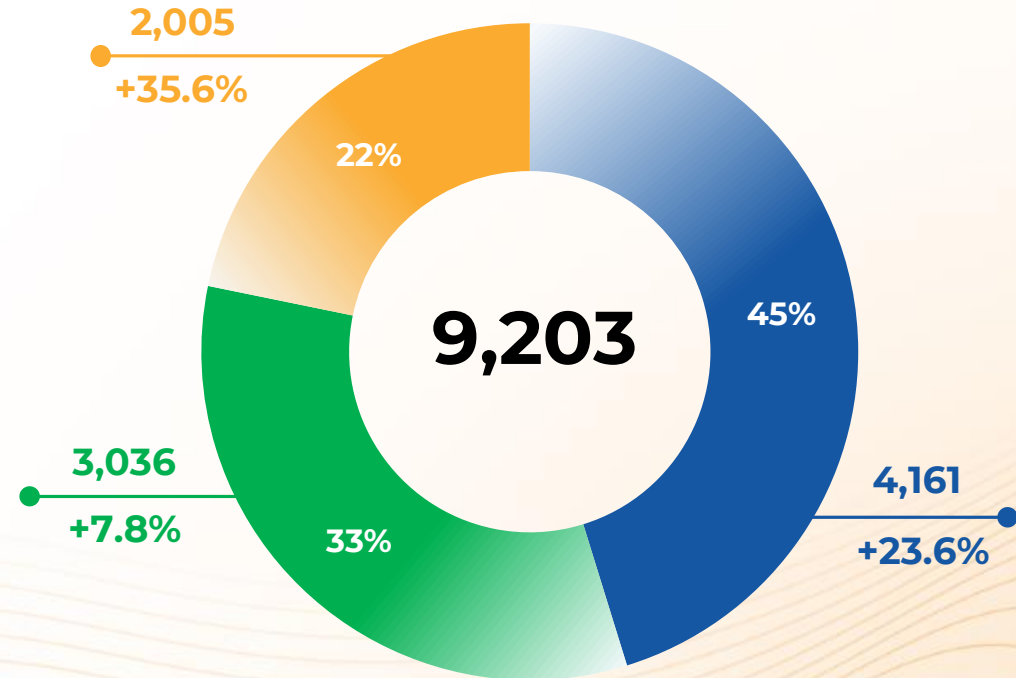
Unit: VND billion

## Revenue by sector



- Technology
- Telecommunication
- Education, Investment and Others

## PBT by sector



- Technology
- Telecommunication
- Education, Investment and Others

## 12M2023 PERFORMANCE BY BUSINESS SEGMENT

Unit: VND billion

### GLOBAL IT SERVICES

**24,288** (+28.4%) in Revenue  
**3,782** (+27.1%) in PBT

### DOMESTIC IT SERVICES

**7,161** (+4.6%) in Revenue  
**379** (-2.6%) in PBT

### TELECOM SERVICES

**15,186** (+8.8%) in Revenue  
**2,895** (+15.4%) in PBT

### ONLINE ADVERTISING

**620** (-20.0%) in Revenue  
**141** (-54.3%) in PBT

### EDUCATION, INVESTMENT AND OTHERS

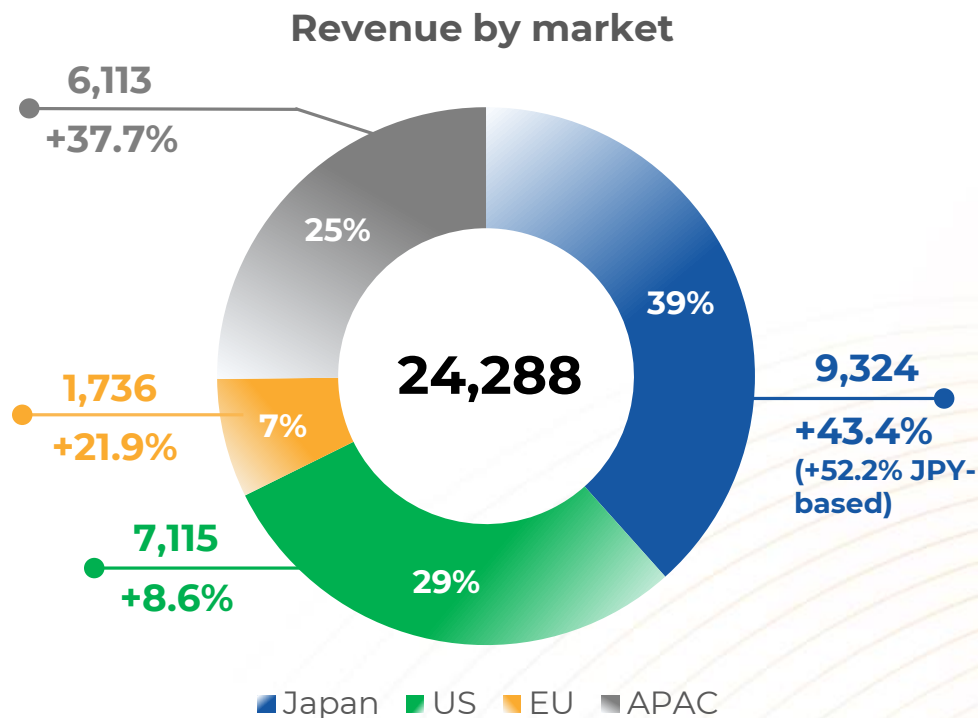
**5,363** (+52.5%) in Revenue  
**2,005** (+35.6%) in PBT

# GLOBAL IT SERVICES SURPASSING THE \$1B MILESTONE

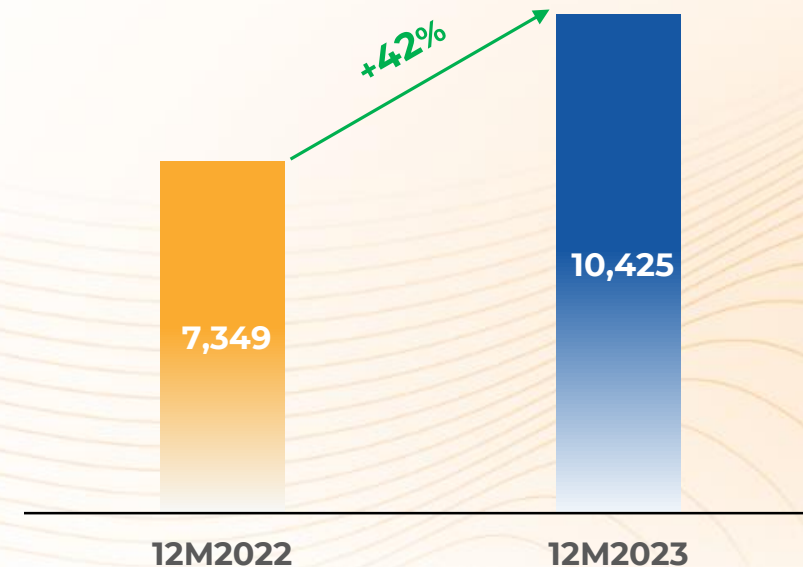
Unit: VND billion

The year 2023 witnessed the Global IT Services segment surpassing the \$1B milestone, driven by the robust growth from Japan (+43.4%) and APAC (+37.7%), fueled by high demand for IT spending in these markets, especially spending for Digital Transformation services.

Revenue from Digital Transformation reached **VND 10,425 billion**, up by **42% YoY**, focusing on new technologies such as Cloud, AI/Data Analytics, ...



### DX revenue



## GLOBAL IT SERVICES: 37 LARGE DEALS OF \$5MN+

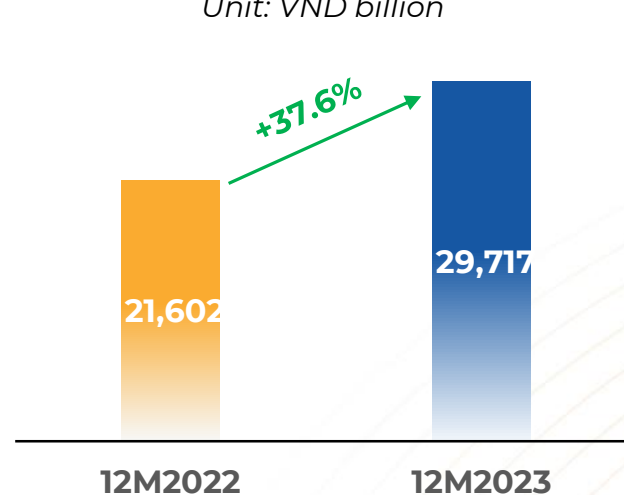
By the end of 2023 FPT recorded various orders from global clients, including 37 deals with a scale of over \$5 million, **signed revenue reached VND 29,717 billion (+37.6% YoY)**.

### Signed revenue

Signed revenue posted VND 29,717 billion (+37.6% YoY)

### Signed revenue

Unit: VND billion

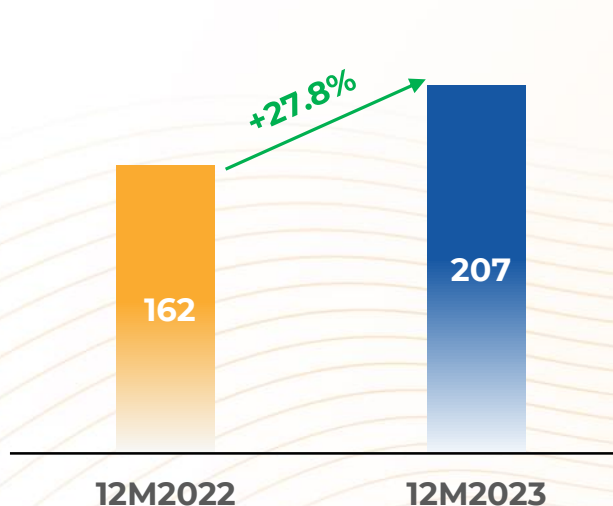


### Clients

Number of clients with revenue from \$500K: 336 (+15.5%)

Number of clients with revenue from \$1M: 207 (+27.8%)

### Clients with revenue \$1M+



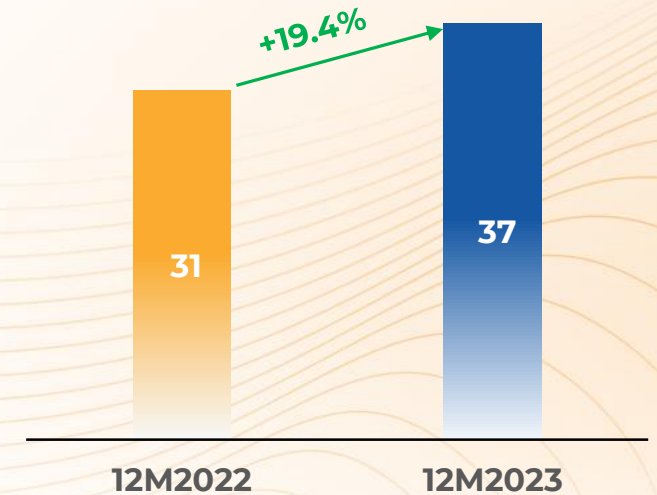
### Deals (\*)

Semi-mega deals (\$500k+): 217 (10.2%)

Mega deals (\$1+ mn): 162 (-5.3%)

Large deals (\$5+ mn): 37 (+19.4%)

### Large deals (\$5+ mn)

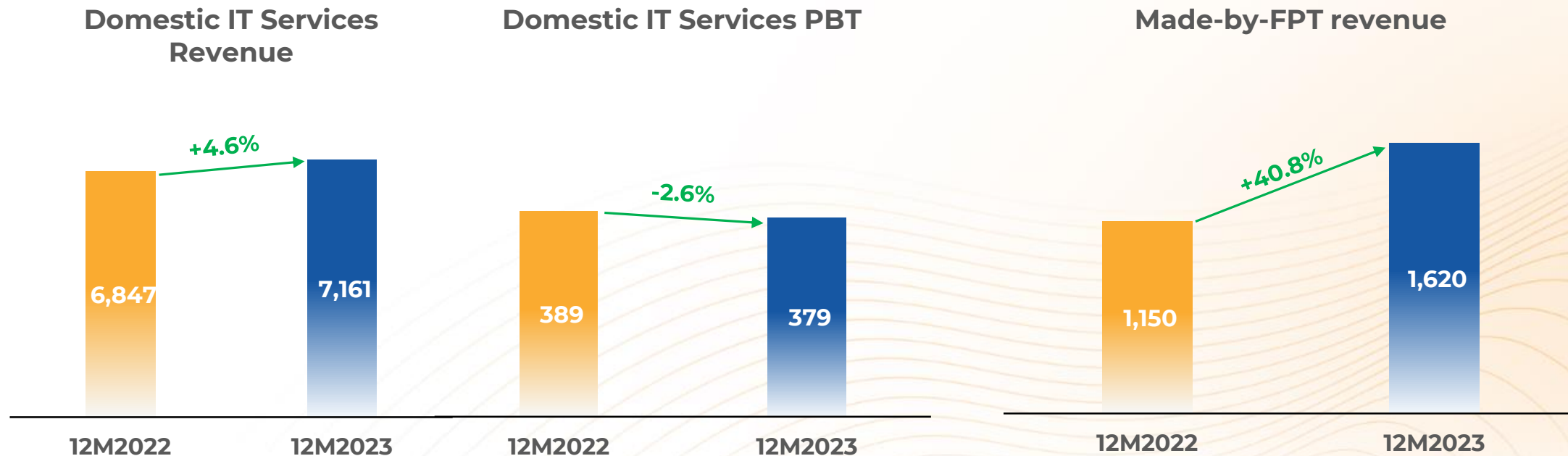


## DOMESTIC IT SERVICES: MADE-BY-FPT POSTED STRONG GROWTH

Thanks to endeavors to enhance collaboration with government entities, ministries, international corporations, and sectors less impacted by economic challenges, Domestic IT Services segment maintained revenue growth of **4.6% YoY**, reaching **VND 7,161 billion** and **PBT of VND 379 billion(-2.6% YoY)**.

Made-by-FPT ecosystem continued stellar growth, posted **VND 1,620 billion** in revenue (**+40.8%**).

Unit: VND billion



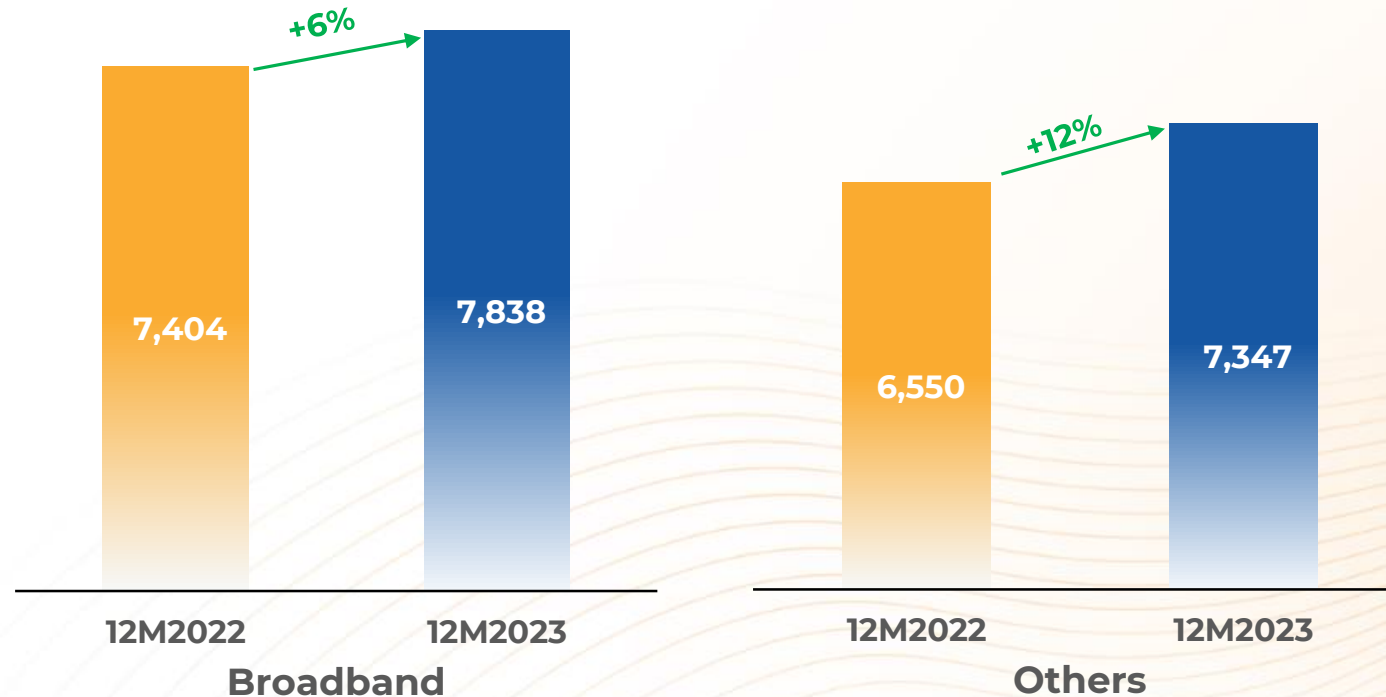


## TELECOM SERVICES MAINTAINED STABLE GROWTH

Telecom Services recorded stable growth with revenue of **VND 15,186 billion (+8.8% YoY)** and PBT of **VND 2,895 billion (+15.4% YoY)**. In 2023, FPT achieves a significant accomplishment by surpassing 4 million broadband internet subscribers, furthering its commitment to unite people, bridging geographical divides, and fostering a more flexible and intelligent societal operation through its expansive network extending across provinces and cities nationwide.

*Unit: VND billion*

### Revenue by business lines

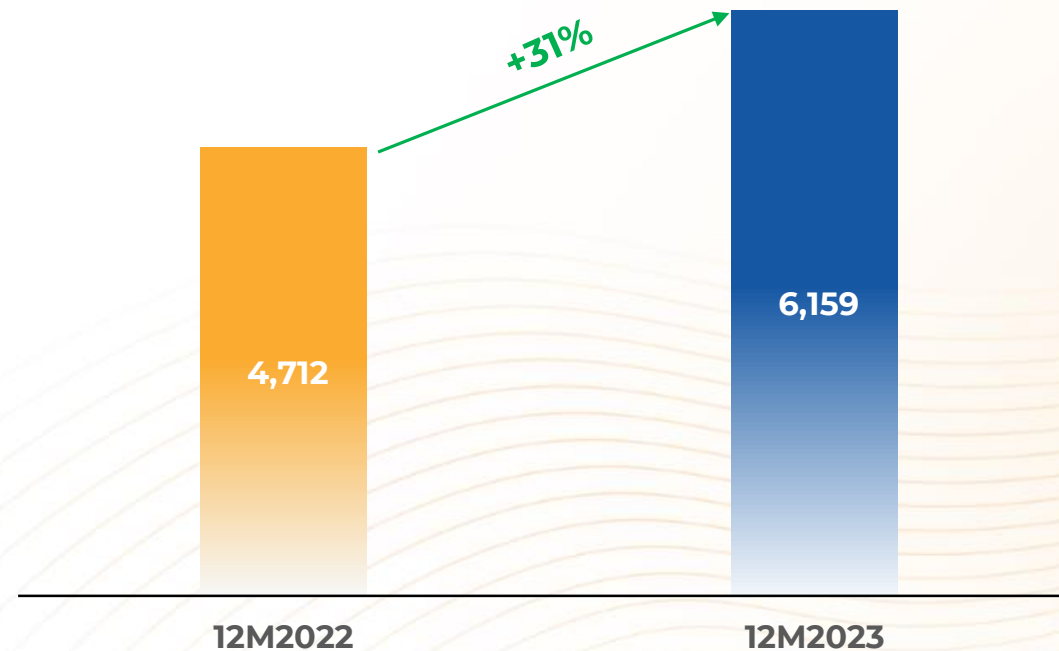


## ● EDUCATION: MAINTAINED HIGH GROWTH RATE

Unit: VND billion

The Education segment continued to see strong revenue growth of **31%**, reaching **VND 6,159 billion**. In 2023, FPT Education marks a noteworthy milestone as it expands its network of training facilities nationwide, establishing a presence in over 20 provinces and cities, with 145,000 learners across the entire system.

### Education Revenue



## ● FPT 2023 RECAP: MARKET EXPANSION

In 2023, FPT expanded its operations in foreign markets by inaugurating 5 new offices in Japan, Korea, China, Indonesia, and Mexico. By the end of the year, FPT has executed 4 strategic investments in the US, Japan, and France.



### **28/02: Acquisition of Intertec International**

This deal is part of FPT's strategy to broaden its global delivery capability, ensuring prompt support for customers across all time zones and geographical locations worldwide.



### **06/11: Acquisition of Cardinal Peak**

FPT announced the acquisition of Cardinal Peak - a product engineering services company to improve competitiveness and service quality in the Americas, especially in new technology fields.



### **24/10: FPT secured a strategic stake in one of the world's Top 10 AI companies.**

FPT and Landing AI, a leading US computer vision and artificial intelligence (AI) software company, signed a strategic cooperation to develop business opportunities and human resources.



### **06/12: Acquisition of French IT consulting firm - AOSIS**

With the participation of AOSIS, FPT will expand its customer base and business opportunities, improve capacity in the fields of SAP, Data, Cloud and smart solutions for businesses focusing on industries like aerospace, aviation and transportation.

## ● FPT 2023 RECAP: TECH ADVANCEMENTS

Enhance technological capacity through investment in new technologies and specific industries with high growth potential



### 28/02: FPT establishes automotive software company in US

Capitalizing on over a decade of expertise in the software technology sector, a workforce comprising over 5,500 skilled engineers and experts specializing in automotive software, and a clientele that extends to more than 150 globally renowned companies such as Honda, Hyundai, Volvo, VinFast, Ford, Yazaki, NXP, among others, FPT Automotive stands committed to meeting industry standards. With a focus on comprehensive services, including in-vehicle entertainment, ECU, safety functions, as well as wireless and digital connectivity, FPT Automotive is well-positioned to cater to diverse customer needs.

### Patents in leading nations for core AI technologies, including machine learning, image recognition and processing

In November 2023, the US Patent and Trademark Office (USPTO) formally issued a patent for a machine learning system designed to autonomously categorize and classify documents. This technology is currently implemented in two automated products, namely FPT's akaBot Vision and UBot Invoice. Additionally, FPT had previously received a patent from the USPTO for 3D point cloud processing technology, specifically tailored for tasks within the realm of 3D computer vision. Furthermore, the Japan Patent Office has granted a patent in the field of AI for FPT's image data recognition and processing technology.



## ● FPT 2023 RECAP: HUMAN RESOURCE DEVELOPMENT

By the end of 2023, FPT Education Organization has achieved the milestone of 145,000 learners across the system. Simultaneously, it has expanded its operations to 10 provinces and cities nationwide and established the Department of Semiconductor Circuits, which will welcome the first batch of trainees and students in 2024, with a focus on providing in-depth training in IC design and conducting research for Vietnam's semiconductor IC industry.

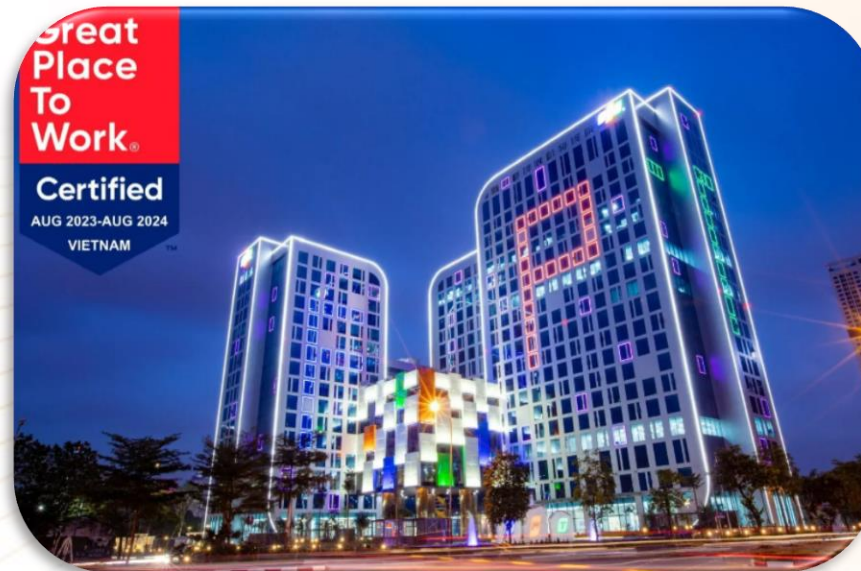


## ● FPT 2023 RECAP: REAFFIRMING OUR POSITION

In 2023, FPT continues to affirm its leading position with domestic and international awards.



- Top 8 IoT service providers in Asia Pacific region
- Top 40 major technology service companies in Singapore
- Top 70 Best Large Workplaces in Asia, alongside world giants such as Accenture, HP, Cisco... evaluated by Great Place to Work.
- TOP 100 best places to work in Japan, Singapore, America.
- Typical CSR enterprises of Vietnam
- “The most impressive community activities globally” with Hope School being the only Vietnamese representative to win the award.



## OUR BILLION DOLLAR JOURNEY



With over two decades of global market experience, FPT has cultivated profound expertise in specialized fields poised for substantial future growth. This transformation, from "developing small applications" to "implementing core services" within customers' IT systems, has been instrumental in shaping FPT's billion-dollar overseas journey, marked by remarkable milestones:

### Scale:

- **1998:** Started globalization strategy with 17 employees.
- **12/2016:** Reached 10,000 employees.
- **9/2021:** Reached 20,000 employees
- **1/2024:** reaching 30,000 employees of more than 70 nationalities working in 30 countries globally.

### Revenue milestones:

- **2002:** First 1 million USD in revenue.
- **2006:** First 10 million USD in revenue.
- **2013:** First 100 million USD in revenue.
- **2021:** First 500 million USD in revenue.
- **2023:** First 1 billion USD, entering the world-class playground - the playground of global billion-dollar IT service firms.
- **2030:** 5 billion USD target - Leverage position in the group of billion-dollar IT service businesses globally.



## DISCLAIMER

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