

No.: 279/FPT - FCC

Hanoi, August 22<sup>th</sup>, 2016

**DISCLOSURE OF INFORMATION ON THE STATE SECURITIES  
COMMISSION'S PORTAL AND HOCHIMINH STOCK EXCHANGE'S PORTAL**

To: - The State Securities Commission  
- Hochiminh Stock Exchange

- Organization name: FPT Corporation
- Security Symbol: FPT
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Position: Head of FPT Corporate Communications Department

Information disclosure type:  Periodic  Irregular  24 hours  On demand

**Content of Information disclosure (\*):**FPT's Business performance in seven months of 2016

This information was disclosed on Company/Fund's Portal on date August 22<sup>th</sup>, 2016

Available at: <https://www.fpt.com.vn/en/ir/information-disclosure>

I declare that all information provided in this paper is true and accurate; I shall be legally responsible for any misrepresentation.

*Attachment: FPT's Business  
performance in seven months of 2016*

**Organization representative**  
*Party authorized to disclose information  
(Signed)*

## ***FPT'S BUSINESS PERFORMANCE IN SEVEN MONTHS OF 2016***

In the first seven months of 2016, FPT has recorded consolidated revenue and profit before tax of VND 20,931 billion and VND 1,421 billion, equal to 93% and 100% of the year-to-date guidance, respectively. Profit after tax was VND 1,207 billion, equal to 101% of the YTD guidance. Profit after tax attributable to parent company's shareholders was VND 906 billion. EPS was VND 1,976 after seven months.

The "Going global" strategy continued to serve as an important growth driver. In seven months, overseas markets showed encouraging result with VND 3,139 billion of revenue, up 30% year over year, and VND 428 billion in profit before tax, up 32% year over year. In which, the largest contribution was from the Software outsourcing segment with its revenue up 34% year over year. Japan market, which is the largest overseas market of FPT, has delivered the highest growth rate in recent years with 53% year-over-year in VND term.

Besides, the Retail segment maintained its outstanding performance, increasing 33% in revenue and 39% in profit before tax, reaching 104% and 111% of the YTD target, respectively. The Retail segment was operating 334 shops as at the end of July 2016, and continued to gain more market share in smartphone, laptop and tablet categories.

## **SUMMARY OF NOTABLE EVENTS IN JULY 2016**



### **"GLOBALIZATION" STRATEGY UPDATE**

- ❖ Signs a cooperative agreement on global business development with Gratex International which is hoped to bring about million-euro projects to 2 companies in the coming times.
- ❖ Appoints Mr. Nakai Takumi as Deputy Director and Chief Sales and Marketing Officer of FPT Japan. Mr. Nakai Takumi has more than 20 years of experience working in various managerial positions at several giants in Japan.



### **NEW NOTABLE WINS**

- ❖ Successfully builds an e-payment system for the State Treasury of Vietnam. The system has helped to reduce roughly 50% of procedures from the State Treasury.
- ❖ Wins an overall hospital management system project worth nearly 14 billion. The project will be deployed in 12 months, starting from July 2016.
- ❖ Stars an ERP project for Binh Minh Plastic JSC. The project worth over VND 11 billion is expected to be implemented in about 8.5 months.

- ❖ Completes FPT.iHRP project for Saigon Tourist 2 months ahead of schedule. The FPT.iHRP system is now trusted and used in hundreds of corporations and major companies in Vietnam.
- ❖ Signs a contract to implement ERP system for Viet Sing Company. In the first 06 months of 2016, FPT IS has won many ERP contracts worth nearly VND 300 billion.
- ❖ Cooperates with Toshiba to implement iiPoint in all 330 FPT shops operated by FPT Retail.



## POSITION

- ❖ The only Vietnamese company given three stars by IAOP. FPT Software has been recognized as leader for the 3<sup>rd</sup> consecutive year on The Global Outsourcing 100® (GO100) list.
- ❖ Honored in four categories as Top software export and outsourcing, Gold medal in software and service exports, Top software service provider and Top IT system integration provider.



## INVENTION

- ❖ Granted patents on all five of the submitted invention on 3D printing. Before that, FPT has been granted two patents including “Auto-winding kites and wind-turbine kites” and “Moving and pressing finger detection system within a limited virtual space”.



## DISTRIBUTION

- ❖ Brings genuine Redmi Note 3 Pro to Vietnam with competitive price and better quality compared to competitors in the same segments. FPT Trading will distribute Redmi Note 3 Pro at the price of VND 3.79 million for 2GB Ram and VND 4.59 million for 3GB Ram one.



## EDUCATION

- ❖ Successfully organizes Android Application Development Exam Code: AND-401 which was ranked the "best Mobile App Development Certifications for 2016" by Tom's IT Prp. The training system according to international standards – FPT Nanoversity under FPT University was the only authorized partner of the ATC (Advanced Training Consultants) in Vietnam to hold training courses and grant Android ATC Certifications. This certification is valid on a global scale and becomes the standard for the capacity assessment of IT engineers when joining the mobile application market globally.

***Head of FPT Corporate Communications Department  
(Signed)***