

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

To: - The State Securities Commission  
- Hochiminh Stock Exchange

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- Information disclosure type:  Periodic  Irregular  24 hours  On demand

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

This information was disclosed on Company/Fund's Portal on date December 20<sup>th</sup>, 2016

Available at: <https://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 eleven months of 2016*

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

**FPT'S BUSINESS PERFORMANCE IN ELEVEN MONTHS OF 2016**

In the eleven months of 2016 (11M2016), FPT recorded consolidated revenue of VND 35,872 billion, flat on a year-over-year (YoY) basis. Profit before tax (PBT) has increased by 8% YoY to VND 2,631 billion. Profit after tax (PAT) was VND 2,260 billion, up 9% YoY.

PAT attributable to parent company's shareholders and EPS both achieved growth rate of 8% YoY, to VND 1,730 billion and VND 3,771, respectively.

With thirty one percent contribution to the consolidated PBT, the going global strategy continued to be a key strategic direction of FPT. More specifically, after eleven months, FPT's overseas markets delivered a healthy performance with revenue of VND 5,451 billion, increasing by 31% YoY, and PBT of VND 806 billion, up 39% year on year.

**OTHER NOTABLE EVENTS****GLOBALIZATION**

- ❖ **Present in 20 countries:** FPT Korea just received its license of operation. It will run as a branch of FPT Japan and attach special importance to its own advantages related to Automotive, Consumer Electronics and Media Entertainment.
- ❖ **FPT Software achieves 10,000 people:** This scale is equivalent to Top 15 Indian software companies and about 10% of the total workforce in the software sector of Vietnam. With this milestone, FPT Software is closer to TOP companies with large-scale human resources in Asia and target of 30,000 people, \$ 1 billion in revenue in 2020.
- ❖ **Corporates DIR BI to provide Cloud transformation services in Japan:** FPT and DIR BI will be in cooperation of consulting, transitioning to public Cloud as well as providing managed services on Cloud after transformation for Japanese customers.

**PROJECTS**

- ❖ **Enhances LiOA's management capacity with ERP:** ERP would support LiOA in managing and controlling progress, production plan, inventory and finance as well as enhancing coordination between the departments.
- ❖ **Implements ERP for EVN HCMC:** The ERP system with 10 modules will be deployed at 21 spots of Ho Chi Minh Power Corporation (EVN HCMC) and serve 952 users.
- ❖ **Provides information management system for Hoa Lam international hospital:** When the system is put into operation, it will help reduce administrative procedures; keep public healthcare costs; patients could access and view results.



## AWARDS

- ❖ **Honored at HCMC ICT Awards for the third time:** This award has been annually held since 2008 by HCMC People's committee. In 2010 and 2013, FPT.eHospital also won this award.
- ❖ **The most-loved retail brand 2016:** The award is held by the Consumption Advisory Magazine under the Vietnam Economic Times based on 16,000 votes and online feedback from 62,000 people nationwide.



## TECHNOLOGY ADVANCEMENT

- ❖ **Vietnam's first interactive TV show on air:** "Opening cash box" is the first and only interactive TV show on an IPTV platform in Vietnam, favoring breakthrough development of FPT television, providing moments of amusement. The program is launched to give users moments of dramatic and funny entertainment through the remote control
- ❖ **Applies Big Data technology on Online Friday:** Big Data technology helps Sendo.vn eliminate fake goods, counterfeit goods and virtual promotion on Online Friday.



## EDUCATION

- ❖ **Launching FPT Education brand:** On November 25, FPT launched FPT Education brand with 5 criteria including multi-level, multidisciplinary, multi-segment, multi-modal and multi-location.

*Head of FPT Corporate Communications Department  
(Signed)*