

CÔNG TY CỔ PHẦN FPT
FPT CORPORATION

CỘNG HOÀ XÃ HỘI CHỦ NGHĨA VIỆT NAM
Độc lập - Tự do - Hạnh phúc
THE SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness

Số/No.: 73/FPT-FCC

Hà Nội, ngày 09 tháng 03 năm 2018
Hanoi, March 9th, 2018

**CÔNG BỐ THÔNG TIN
TRÊN CỔNG THÔNG TIN ĐIỆN
TỬ CỦA ỦY BAN CHỨNG KHOÁN
NHÀ NƯỚC VÀ SGĐCK TP.HCM**

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

Kính gửi/ To: - Ủy ban Chứng khoán Nhà nước/ *The State Securities
Commission*
- Sở Giao dịch chứng khoán TP.HCM/ *Hochiminh Stock
Exchange*

- Tên tổ chức / *Organization name*: Công ty Cổ phần FPT/ *FPT Corporation*
- Mã chứng khoán/ *Security Symbol*: FPT/ *FPT*
- Địa chỉ trụ sở chính/ *Address*: Số 17 Duy Tân, Phường Dịch Vọng Hậu, Quận Cầu Giấy,
Hà Nội/ *17 Duy Tan Street, Dich Vong Hau Ward, Cau Giay Distric, Hanoi*
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- Người thực hiện công bố thông tin/ *Submitted by*: Bà Bùi Nguyễn Phương Châu/ *Ms.
Bui Nguyen Phuong Chau*
Chức vụ/ *Position*: Trưởng Ban Truyền thông FPT/ *Head of FPT Corporate
Communications Department*

Loại thông tin công bố: định kỳ bất thường 24h theo yêu cầu
Information disclosure type: Periodic Irregular 24 hours On demand

Nội dung thông tin công bố (*): Nghị quyết số 01.03.2018/NQ-HĐQT-FPT ngày 09/03/2018 về
việc thông qua và phê duyệt một số nội dung trình ĐHCĐ thường niên 2018 phê duyệt:

- Chương trình ĐHCĐ thường niên 2018;
- Báo cáo HĐQT năm 2017, định hướng và kế hoạch 2018;
- Ngân sách và thù lao HĐQT năm 2018;
- Báo cáo tài chính kiểm toán năm 2017;
- Phương án sử dụng lợi nhuận năm 2017 và chính sách chi trả cổ tức bằng tiền mặt năm 2018;



- Đề xuất phương án chọn công ty kiểm toán thực hiện kiểm toán báo cáo tài chính năm 2018;
- Đề xuất sửa đổi bổ sung Điều lệ Công ty;
- Quy chế quản trị công ty.

Content of Information disclosure (*): Resolution No. 01.03.2018/NQ-HĐQT-FPT dated March 9th, 2018 approved some content submit to the Annual General Meeting of shareholders to approve as follows:

- Agenda of 2018 AMG;
- The BOD's report in 2017, directions and business plan for 2018;
- 2017 BOD's remuneration budget;
- 2017 Audited Financial Statement;
- 2017 Profit Distribution plan and policy for 2018 cash dividend payment;
- Selection one among four audit firms to audit the 2018 financial statement;
- The proposal on Company Charter Amendments and Supplements
- The Corporate Governance Regulations

Thông tin này đã được công bố trên trang thông tin điện tử của công ty vào ngày 09/03/2018 tại đường dẫn: <http://fpt.com.vn/vi/nhadautu/cong-bo-thong-tin>

This information was disclosed on Company/Fund's Portal on date March 9th, 2018 Available at: <https://fpt.com.vn/en/ir/information-disclosure>

Tôi cam kết các thông tin công bố trên đây là đúng sự thật và hoàn toàn chịu trách nhiệm trước pháp luật về nội dung các thông tin đã công bố/ *I declare that all information provided in this paper is true and accurate; I shall be legally responsible for any misrepresentation.*

Đại diện tổ chức

Organization representative

Người CBIT/ Party to disclose information

Tài liệu đính kèm/Attachment: Nghị quyết 01.03.2018/NQ-HĐQT-FPT/Resolution No. 01.03.2018/NQ-HĐQT-FPT



Bùi Nguyễn Phương Châu

Nơi nhận/Recipient:

- Như trên/As above;
- Lưu/Archived by: VT, FCC/Admin, FCC

RESOLUTION OF FPT CORPORATION'S BOARD OF DIRECTORS

FPT CORPORATION'S BOARD OF DIRECTORS

Pursuant to:

- Law on Enterprises released in 2014;
- Company Charter of FPT Corporation;
- Minutes of the Board of Directors meeting No. 01.03-2018/BB-HĐQT/FPT dated March 9th, 2018

DECIDED THE FOLLOWING

Article 1: Approved Agenda of 2018 AGM, detail as attached, cordially submit to the AGM for approval.

Article 2: Approved BOD's Report in 2017, directions and business plan for 2018, details as attached, cordially submit to the AGM for approval.

Article 3: Approved 2018 BOD's remuneration budget, cordially submit to the AGM for approval. Details are as follows:

- Salary for executive members of the BOD: **VND 10.76 billion;**
- Bonus for executive members of the BOD: not exceeding **0.49%** profit before tax;
- Compensation for non-executive members of the BOD: **VND 5.75 billion.**

Article 4: Approved 2017 Audited Financial Statements, cordially submit to the AGM for approval.

Article 5: Approved 2017 Profit Distribution plan and policy for 2018 cash dividend payment, cordially submit to the AGM for approval. Details are as follows:

Plan for 2017 profit distribution

- Total cash dividend payment of 25% for FY2017VND (2,500 per share), in which:
 - o Already paid in 2017: 10%
 - o The rest (15%) will be paid following the AGM's approval.
 - o Schedule: 2nd quarter of 2018

Plan for stock dividend payment

- Ratio of stock dividend is 15% for FY2017 (20:3)
 - o Source: retained earnings
 - o Odd lots plan: the number of shares to be received by each shareholder will be rounded down. The odd lots (less than 10 shares), if any, will be aborted.



- New shares' listing: the newly issued shares (as stock dividend) will be listed immediately after listing approval is obtained.
- Schedule: immediately after the AGM's approval (at the same time with the rest of FY2017 cash dividend payment)

2018 cash dividend policy

- Propose cash dividend plan of 20% (VND 2,000 per share) – on new outstanding shares after the stock dividend of 15%.
- The BOD will decide on the cash dividend advance when appropriate during the year, based on the actual business result and other considerations to optimize business activities.
- The actual FY2018 cash dividend will be approved by the AGM

Article 6: Approved selection one (1) among four (4) audit firms as below (Big 4) to audit the 2018 financial statements, cordially submit to the AGM for approval.

1. KPMG
2. Deloitte
3. PwC
4. Earnst & Young

Article 7: Approved the proposal on Company Charter Amendments and Supplements in accordance with the new Decree on Corporate Governance. Details as attached, cordially submit to the AGM for approval.


Article 8: Approved the Corporate Governance Regulations. Details as attached, cordially submit to the AGM for approval.

Article 9: Members of Board of Directors, Supervisory Board, and Board of Management of FPT Corporation, and related individuals have obligation to execute this Resolution.

This resolution takes effect immediately upon signing./

Archived by:
 - As Article 9 ;
 - Admin, BOD Office.

**ON BEHALF OF THE BOD
 CHAIRMAN**



Truong Gia Binh



TENTATIVE AGENDA
2018 ANNUAL GENERAL MEETING OF SHAREHOLDERS

Time: 13:00 Thursday, April 5th, 2018

Venue: Grand Ballroom, Ground floor, Hanoi Daewoo Hotel, 360 Kim Ma, Ngoc Khanh, Ba Dinh, Hanoi

No.	Time	Content (draft)	Person in Charge
1.	13:00 – 14:00	Registration	Organization Committee
2.	14:00 – 14:05	Opening ceremony	Organization Committee
3.	14:05 – 14:10	Report on the validity of AGM	Supervisory Board
4.	14:10 – 14:20	Nomination of the secretary, election of the voting committee and approval of the meeting agenda	Chairman
5.	14:20 – 14:30	Presentation of 2017 Board of Directors (BOD)' report, the direction and 2018 plan Budget and remuneration for BOD in 2018	BOD
6.	14:30 – 14:40	Presentation of Board of Management Report about business activities and audited financial statements in 2017	BOM
7.	14:40 – 14:45	Presentation of 2017 Supervisory Board's Report Budget and remuneration for Supervisory Board in 2018	Supervisory Board
8.	14:45 – 14:50	Presentation of 2017 Profit Distribution Plan Proposal of cash dividend payment 2018 Proposal of independent audit companies to audit financial report 2018	BOM
9.	14:50 – 15:00	Presentation of proposal on Charter Amendment and Corporate Governance Regulation	BOD
10.	15:00 – 15:20	FPT 30 years of Pioneering and 2018-2020 Strategic Intentions	BOD
11.	15:20 – 15:50	Discussions on Voting Issues	Chairman
12.	15:50 – 16:00	Voting	Voting Committee
13.	16:00 – 16:25	Discussions on other issues	Chairman
14.	16:25 – 16:40	<i>Break</i>	
15.	16:40 – 16:45	Announcement on Voting result	Voting Committee
16.	16:45 – 16:50	Approval on 2018 AGM Resolutions	BOD and Supervisory Board
17.	16:50 – 17:00	Approval on 2018 AGM Minutes	Secretary
18.	17:00	Meeting closing	Chairman



THE BOD'S REPORT 2017

I. ASSESSMENT OF THE BOD ON THE COMPANY'S PERFORMANCE

1. Assessment on business performance

Ending FY2017, FPT recorded consolidated revenue of VND 43,845 billion, up 8% compared with FY 2016, equivalent to 94% of the year to date (YTD) target. Consolidated profit before taxes (hereinafter referred to as PBT) reached 4,255 billion, up 41% over the previous year, exceeding 25% beyond the YTD target. Excluding the impact of the divestment (the consolidation of the business results of both FPT Retail and FPT Trading Company in 2017, and simultaneously the elimination of profit from divestment), the revenue and profit respectively reached VND 45,213 billion, up 11.5% and 3,373 billion, up 11.9%.

With the above results, FPT respectively fulfilled 97% of the revenue YTD target and 99% of the cumulative profit target. Most of the business units have made their best efforts to achieve high completion rates, except in the domains of system integration, software solutions and IT services, of which some major projects have failed to achieve expected business results.

Global market expansion continued to indicate a proper strategic direction, recording a revenue of VND 7,199 billion, up 18% and a PBT of VND 1,207 billion, up 29% compared to 2016.

2. Implementation results of strategic directions

2.1. Aspiring to be a global corporation

In 2017, the globalization direction of FPT continues to function as one of the three key drivers of the strategic direction, contributing significantly to the overall performance.

- Revenue from overseas markets reached VND 7,199 billion, up 18% over 2016, accounting for 16% of the total revenue. PBT from overseas markets reached VND 1,207 billion, up 29% over 2016, accounting for 36% of the total PBT.
- New offices in the U.S.A and Australia were opened in order to provide onsite services and seek new customers. Currently, FPT is present in 33 countries around the world.
- FPT became a senior partner of leading technology firms such as GE, Microsoft, AWS, IBM, Siemens, etc. In terms of customers, FPT has established relationships with 75 major customers in the Fortune 500.
- The software outsourcing segment has gained reputation in the global market: FPT Software is the sole Vietnamese representative featured in the IAOP's The Global Outsourcing 100. With more than 12,000 employees, FPT Software - the FPT subsidiary in charge of software export - is the No. 1 software exporting firm in Southeast Asia.
- Systems Integration and Infrastructure Solutions segments: actively participated in international tenders, achieving high bidding winning ratios in developing countries, especially projects funded by World Bank. As highlights in 2017, FPT IS won the contract for implementation of ERP system for Laos Electricity Corporation, along with USD 11.3 million tender package under the Ministry of Planning and Finance of



Myanmar's Public Finance Modernization Project. At the same time, FPT IS continued to implement major projects, including the following: Project "Supply, Deployment and Maintenance of Management Application Systems VAT (IVAS)" with USD 33.6 million of worth, and "Supply and deployment of ERP/EAM Software with USD8.8 million-worth in Bangladesh.

2.2. A pioneer in the digital world

The 4th Industrial Revolution is happening with lightning-speed, as well as a powerful impact on the economic and social life of the global, including Vietnam. The application of new technologies such as Cloud, Blockchain, Big Data, AI, etc. has developed to a new level, bringing growth opportunities for enterprises and organizations in general and the Vietnam's IT industry in particular.

- In 2017, the Corporation's revenue from "Digital Transformation" continued to grow by over 50%, contributing 7% of the total revenue.
- FPT has become a pioneer in the 4th Revolution in Vietnam. FPT is currently the strategic partner of the world's top Digital Transformation corporations such as General Electric and Amazon Web Services (AWS). Throughout 2017, FPT Group's staffs have earned 160 certificates of GE Predix, 373 certificates of AWS, helping FPT become one of the best partners to deploy platform services of these partners.
- FPT has continued to invest and construct IT R&D units in subsidiaries to develop new products/services. During the past year, a total of 98 Proof of Concept (PoC) was provided to the clients of the Corporation.
- Promoting investment in Digital Transformation at FPT through continue to develop and commercialize many of FPT's proprietary technology projects, including:
 - ✓ FPT.AI-Conversational Platform provides applications with a natural language interface for interactive chat with end users (creating chatbots);
 - ✓ Data Management Platform (DMP), an application project that applies Big Data technology to member companies and develops several new businesses;
 - ✓ The Human Machine Interface (HMI), a project of operator-to-machine interaction, virtual assistant driver, automatic driver, designed in the cloud computing model;
 - ✓ FPT also successfully launched new IoT products such as FPT Play Box, F-Plus.

2.3. Heightening the position

With the ambition to improve the position of the Vietnam's IT industry in the global technology value chain, FPT has been making tremendous efforts to expand its business scale, actively investing in new technology research, in order to become the pioneer in Digital Transformation domestically and globally.

- For the 4th consecutive year, FPT ranked among The Global Outsourcing 100 as assessed by IAOP;
- Signed 07 large-scale contracts, with over USD10 million revenue worth per contract, gradually shift from outsourcing to in-house software development, from system integration to leasing, in combination with expansion of infrastructure and coverage area, to create a stronger competitive advantage;
- FPT also pays significant attention to improve its internal management capability as well as restructuring its units, in order to optimize costs, to tackle cumbersome, insignificant

inconveniences and procedures. Managers are rotated on a rational, regular basis; a dynamic work environment which encourages creative innovations, contributing to maximize employees' talent development. Thanks to those driving forces, the Corporation's revenue grew 8% compared to 2016, and the PBT growth reached 41%, higher than 2016's figure.

2.4. Assessment on values FPT brought to stakeholders towards sustainability development

Related persons	Values
Shareholders and investors	<ul style="list-style-type: none"> - Completed to reduce the Corporation's ownership at FPT Retail and FPT trading to under 50% to focus more on IT and telecom, bringing great value to shareholders; - PBT: VND 4,255 billion, up 41%; - EPS: 5,129 VND/share; - Paid final dividends of VND 2,000 per share in cash and 15% by stock.
Customers	<ul style="list-style-type: none"> - Provided products, services and solutions based on core technology platforms of the digital revolution such as IoT, IoV, analytics, and robotics in order to help customers catch up with trends and improve competitiveness; - An excellent brand in the field of information technology and telecommunication world by APBF Asia Pacific (APBF). - The second consecutive year listed in IAOP's The Global Outsourcing 100 with ranked star in three categories: customer references, awards & certifications and corporate social responsibility.
Employees	<ul style="list-style-type: none"> - The total cost of the Corporation training activities reached VND 77.9 billion, the average training hours reached 59 hours/staff; - Built two more campus-based workplaces like international major technology corporations' trend in Hanoi and Can Tho city.
Vietnamese Government	<ul style="list-style-type: none"> - Contributed VND 6,449 billion to the Budget; - Deployed many important nationwide IT Projects in the field of e-government, public finance, transportation, healthcare, etc.
Community	<ul style="list-style-type: none"> - Paid VND 35.7 billion for social responsibility activities, an increase of 10.8% in comparison with 2016. Of which, 92% spent on investment activities for education and youth; - March 13th is the day for FPT's community with a series of blood donation programs, scholarships and gifts for poor students and

disadvantaged people.

Environment

- FPT has always completed the Environment Impact Assessment Report as well as complied with regulations related to environmental protection. Simultaneously, during the office design process, FPT consistently prioritized the application of new, eco-friendly technologies and materials, and made the most of natural energy sources to minimize environmental impacts;
 - Disseminated and raised the awareness of all staff about the importance of protecting our environment: the "10 DO to save electricity" posters, and activities in response to Earth Hour, ect...
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II. ASSESSMENT OF THE BOD ON THE BOM'S PERFORMANCE

1. Monitoring method

The BOD monitored the BOM's activities by:

- Supervising the completion of important indicators committed by the CEO and the BOM;
- Requesting the CEO and the BOM to report the business performance at quarterly meetings of the BOD;
- Coordinating with the Supervisory Board to closely monitor the company's operations in order to raise practical recommendations for the CEO and the BOM to fulfill the tasks assigned by the AGM and the BOD;
- In order to follow business operations of the company, the BOD's members actively participated in weekly meetings and other periodic meetings of the BOM.

2. General assessment

In 2017, the CEO and the BOM and Subsidiaries at all levels have worked hard in implementing the business goals of the Corporation. Oversea markets, especially Japan, has grown quickly. The total revenue and PBT achieved stable growth.

- The BOD highly appreciated the CEO and the BOM in implementing the globalization strategic direction. The objectives of the globalization strategic direction achieved positive results and made significant contributions to the business results of the Corporation. Revenue and profit from globalization continued to grow well, up 18% and 19% respectively compared with 2016.
- During the operation, the BOM has complied with all the provisions of law, the Company Charter, the Resolution of the AGM, the Resolutions of the BOD and the Decisions of the Chairman.

III. BOARD OF DIRECTORS

1. Information about the members of the Board of Directors

In 2017, the AGM has reappointed all 07 members of the BOD's term of office 2012-2017 to term of office 2017-2022. The BOD has reappointed position of the BOD's Chairman and Vice Chairman of new term at Resolution No.02.03- 2017/NQ-HĐQT FPT date March 31st, 2017.

The structure of the BOD ensures a balance between members with considerable IT experience, corporate governance, and globalization as well as between executive members, non-executive members and independence members. List of the BOD as follow:

No.	Member	Members of the BOD			Percentage of voting rights / share ownership	Current title in the BOD of other companies (as of December 31 st , 2017)
		Independent	Responsible, non-executive	Executive		
1	Mr. Truong Gia Binh		x		7.10%	- Member of the BOD of FPT Telecom Joint Stock Company.

						<ul style="list-style-type: none"> - Member of the BOD of FPT Education Company Limited. - Member of the Board of Members of FPT System Information Company Limited.
2	Mr. Bui Quang Ngoc		x	3.42%		<ul style="list-style-type: none"> - Member of the BOD of FPT Telecom Joint Stock Company. - Member of the BOD of FPT Education Company Limited. - Member of the Board of Members of FPT System Information Company Limited.
3	Mr. Do Cao Bao		x	1.13%		<ul style="list-style-type: none"> - Chairman of FPT City Da Nang Joint Stock Company. - Member of the Board of Members of FPT System Information Company Limited.
4	Mr. Le Song Lai		x	0%		<ul style="list-style-type: none"> - Member of the BOD of Vietnam Diary Products Joint Stock Company. - Member of the BOD of Bao

Minh Insurance Corporation.
 - Member of the BOD of Vietnam National Reinsurance Corporation.
 - Chairman of the Board of Members of Trang Tien Investment & Trading Co., Ltd.

5	Mr. Jean-Charles Belliol	x		0%	
6	Mr. Tomokazu Hamaguchi	x		0%	- Member of the BOD of JR East Railway Company. - Member of the BOD of Kuraray Co., Ltd.
7	Mr. Dan E Khoo	x		0%	

2. Activities of the BOD

2.1. Number of BOD meetings

No.	Board member	Position	Commencement date	Dismissal date	Number of meetings attended	Percentage of attended
1	Mr. Truong Gia Binh	Chairman	March 31 st , 2017		4/4	100%
2	Mr. Bui Quang Ngoc	Vice Chairman	March 31 st , 2017		4/4	100%
3	Mr. Do Cao Bao	Member	March 31 st , 2017		4/4	100%
4	Mr. Le Song Lao	Member	March 31 st , 2017		4/4	100%

No.	Board member	Position	Commencement date	Dismissal date	Number of meetings attended	Percentage of attended
5	Mr. Jean-Charles Belliol	Member	March 31 st , 2017		4/4	100%
6	Mr. Hamaguchi Tomokazu	Member	March 31 st , 2017		4/4	100%
7	Mr. Dan E Khoo	Member	March 31 st , 2017		4/4	100%

2.2. Contents and results of the meetings

In 2017, 11 sessions were held with 10 resolutions issued, of which 02 sessions included discussions without issuing resolutions:

Session	Participants	Main content
Session 01 February 10 th , 2017	The BOD: 7/7 Observers: - The Supervisory: 3/3 - The BOM: 5/5 Issued Resolution No. 01.02.2017/NQ-HDQT-FPT	- Reported the 2016 business results. - Reported the 2017 business plan. - Reported the 2017-2019 strategic directions. - Reported the regulation and plan of share issuance for employees with notable achievements in 2016. - Reported the closing date of Annual General Meeting 2017's Participant list and Annual General Shareholder Meeting 2017's Date.
Session 02 March 3 rd , 2017	The BOD: 7/7 Observers: - The Supervisory Board: 3/3 - The BOM: 5/5 Issued Resolution No.01.03.2017/NQ-HDQT-FPT	- Reported Content and Agenda of 2017 AGM. - Reported BOD's Report in 2016, directions and business plan for 2017. - Reported 2017 BOD's remuneration budget. - Reported 2016 Audited Financial Statements. - Reported Supervisory Board's Report in 2016, 2017 remuneration budget. - Reported 2016 Profit Distribution plan and policy for 2017 cash dividend payment. - Reported the proposal to select one (1)

among four (4) audit firms (Big Four) to audit the Company's 2017.

- Reported the plan of share issuance for employees in 2017-2019.

- Reported the lists of candidates of the Board of Directors and Supervisory Board Members for the period 2017-2022.

Session 03 March 3 rd , 2017	Opinions collection in writing Issued Resolution No.02.03.2017/NQ-HĐQT-FPT	- Reported to appoint Mr. Truong Gia Binh to be Chairman of the Board of Directors and Mr. Bui Quang Ngoc to be Vice Chairman of Board of Directors.
Session 04 April 18 th – 20 th , 2017	Opinions collection in writing Issued Resolution No.01.04.2017/NQ-HĐQT-FPT	- Reported 2016 final cash dividend payment. - Reported the plan for stock dividend payment from retained earnings for existing shareholders.
Session 05 May 11 st – 12 nd , 2017	Opinions collection in writing Issued Resolution No.01.05.2017/NQ-HĐQT-FPT	- Reported the changes in the form of investment cooperation of FPT Office Building in Hanoi and authorize CEO to implement this investment plan.
Session 06 June 12 nd – 14 th , 2017	Opinions collection in writing Issued Resolution No.01.06/NQ-HĐQT-FPT	- Reported the criteria of appointing auditors to audit financial statements of FPT Corporation and its subsidiaries for the year 2017. - Reported the proposal of BOM to appoint Deloitte Vietnam Ltd. as the auditor of the financial statements of FPT Corporation and its subsidiaries for the year 2017.
Session 07 June 20 th – 21 st , 2017	Opinions collection in writing Without Resolution issued	- Reported the increase of FPT's charter capital. The BOD will update information of FPT's charter capital in accordance with the Corporation Charter.
Session 08 July 25 th – 31 st , 2017	Opinions collection in writing Issued Resolution No.01.08.2017/NQ-HĐQT-FPT	- Reported the divestment plan of FPT Corporation (FPT) at FPT Retail to reduce FPT's ownership to under 50% (details as submitted proposal).

Session 09 August 1 st , 2017	The BOD: 7/7 Observers: - The Supervisory Board: 2/3 - The BOM: 5/5 Issued Resolution No.02.08.2017/NQ-HDQT-FPT	- Reported to increase charter capital for FPT Software from VND 1.000 billion (current charter capital) to VND 1.300 billion. - Reported the interim cash dividend payment in 2017.
Session 10 September 10 th - 11 st , 2017	Opinions collection in writing Issued Resolution No.02.09.2017/NQ-HDQT-FPT	- Reported the divestment plan in FPT Trading Company Limited to below 50%.
Session 11 November 10 th .2017	The BOD: 7/7 Observers: - The Supervisory Board: 2/3 - The BOM: 5/5 Without Resolution issued	- Reported and evaluated financial performance in 9 months of 2017 and expected the total.

2.3. Resolution issued by the BOD in 2017

No.	Resolution No.	Date	Content
1	01.02 - 2017/NQ-HDQTFPT	February 13 th , 2017	- Approve the 2016 business results. - Approve the 2017 business plan. - Approve the 2017-2019 strategic directions. - Approve the regulation and plan of share issuance for employees with notable achievements in 2016. - Approve the closing date of Annual General Meeting 2017's Participant list and Annual General Shareholder Meeting 2017's Date.
2	01.03- 2017/NQ-HDQTFPT	March 10 th , 2017	- Approved Agenda of 2017 AGM. - Approved BOD's Report in 2016, directions and business plan for 2017. - Approved 2017 BOD's remuneration budget. - Approved 2016 Audited Financial Statements. - Approved Supervisory Board's Report in 2016, 2017 remuneration budget. - Approved 2016 Profit Distribution plan and policy for 2017 cash dividend payment.

No.	Resolution No.	Date	Content
			<ul style="list-style-type: none"> - Approved the proposal to select one (1) among four (4) audit firms (Big Four) to audit the Company's 2017 Financial Statements, including: KPMG; Deloitte; PwC; Ernst & Young; and authorize the Board of Directors to select a specific audit firm. - Approved the plan of share issuance for employees in 2017-2019. - Approved the lists of candidates of the Board of Directors and Supervisory Board Members for the period 2017-2022.
3	02.03- 2017/NQ- HDQT-FPT	March 15 th , 2017	- Approved the regulation and plan of share issuance for employees with notable achievements in 2016 and the attached list.
4	02.03- 2017/NQ- HDQTFPT	March 31 st , 2017	- Approved to appoint Mr. Truong Gia Binh to be Chairman of the Board of Directors and Mr. Bui Quang Ngoc to be Vice Chairman of Board of Directors.
5	01.04- 2016/NQ- HDQTFPT	April 20 th , 2017	<ul style="list-style-type: none"> - Approved 2016 final cash dividend payment. - Approve the plan for stock dividend payment from retained earnings for existing shareholders.
6	01.05 - 2017/NQ- HDQTFPT	May 12 th , 2017	<ul style="list-style-type: none"> - Approve the changes in the form of investment cooperation of FPT Office Building in Hanoi. - Authorize CEO to implement this investment plan.
7	01.06 - 2017/NQ- HDQTFPT	June 15 th , 2017	<ul style="list-style-type: none"> - Approve the criteria of appointing auditors to audit financial statements of FPT Corporation and its subsidiaries for the year 2017. - Approve the proposal of BOM to appoint Deloitte Vietnam Ltd. as the auditor of the financial statements of FPT Corporation and its subsidiaries for the year 2017.
8	01.08-2017/ HDQTFPT	NQ- August 1 st 2017	- Approved the divestment plan of FPT Corporation (FPT) at FPT Retail to reduce FPT's ownership to under 50% (details as submitted proposal).
9	02.08-2017/ HDQTFPT	NQ- August 1 st 2017	<ul style="list-style-type: none"> - Approve to increase charter capital for FPT Software from 1.000 billion VND (current charter capital) to 1.300 billion VND. - Approve the interim cash dividend payment in 2017.
10	01.09-2017/ HDQTFPT	NQ- September 11 th , 2017	- Approve the divestment plan in FPT Trading Company Limited to below 50% (details as submitted proposal).

3. Activities of committees under the BOD

There are three committees under the BOD. The details off activities are show below:

No.	Committee	Member	Position
1	The Personnel and Remuneration	Mr. Do Cao Bao	The Chairman

Committee			
2	The Development Policy Committee	Mr. Truong Gia Binh	The Chairman
3	The Chairman's Office	Mrs. Lai Huong Huyen	The Chief

3.1. The Personnel and Remuneration Committee

With the function of developing the policy and personnel framework for the Corporation and the subsidiaries as well as supporting the BOD in selecting, appointing and dismissing personnel in 2017, The Personnel and Remuneration Committee has carried out the following tasks:

- Implementing the senior leadership planning and development program
 - ✓ Planning, evaluating, rotating and training senior managers.
 - ✓ Building the Leadership evaluation radar chart with 13 criteria that will be applied to those at the parent companies and subsidiaries.
 - ✓ Results: completed the evaluation of 248 leaders/managers at all levels of FPT.
 - ✓ Developing a set of documents for FPT leaders to register their capacity development program in accordance with FPT's 13 specified criterions. As a result, 140 senior executives registered their personal capacity development in 2017.
 - ✓ Building training matrix and competencies, set up corresponding training courses for leaders, including classroom training and online training.
 - ✓ Setting up Mentor - Mentee programs for the leaders.
- Controlling the restructuring of member companies
 - ✓ Controlling the restructuring at FPT Information System (FPT IS) and FPT Trading Company Limited (FPT Trading).
- Issuing the Corporation policies
 - ✓ Establishing FPT's basic salary matrix subject to the new regulations of the labour law in 2018.
 - ✓ Directing and supervising the draft, issuance of regulations/policies of subsidiaries to make sure it compliance with FPT regulations.
- Formulating the human resource (HR) development strategy
 - ✓ Directing the formulation of HR development strategy using 2017 Balanced Scorecard (BSC) which applies to all of subsidiaries and their own subsidiaries with detailed action plans and indicators customized for different periods at different subsidiaries.
 - ✓ Directing the building of FPT brand image in the attraction of human resources: directing the deployment of FPT brand name in key universities in the whole country.
 - ✓ Directing the building of programs to make FPT more innovative, creative: Improving the competitiveness; iKhien program; We Love FPT program ... widely spread to each FPT staff.
 - ✓ Directing the implementation of PS 9.2 personnel management program into operation.
 - ✓ Directing the building of the action plan for 2018 under HR strategy.
- Directing the formulation and implementation of the project to develop top talents
 - ✓ Directing the training and development programs for top talents, including training MiniMBA and leadership skill training for them.

- ✓ Managing, keeping track of and coaching top talents through training and development programs for each group, drafting specific policies for the groups of top talents.
- Directing the creation and implementation of the project to improve the “quality” of FPT’s human resources to meet global standards
 - ✓ Directing the creation of full Job Description (JD) for positions involving the “going global” strategy, and working standards in a more international environment; Building system of work positions in accordance with ITSS standard at FPT Software.
 - ✓ Preparing human resources pool for “going global” using both Vietnamese and non-Vietnamese resources, and strengthening the branding of FPT in recruitment.
 - ✓ Directing the drafting and supervising the implementation of education and training programs in terms of foreign languages, professional skills and expertise to meet global standards, which have been actively implemented by FPT Software and FPT IS.
 - ✓ Working with FPT Corporate University to implement training programs that is applicable to every FPT staff; logging number of hours spent on teaching and studying for each employee; putting online training programs such as Massive Open Online Courses (MOOC) into operation.
 - ✓ Directing the Mentor – Mentee program, applied across the whole Corporation to pass the experiences to all levels of manager.

3.2. The Development Policy Committee

In 2017, the Development Policy Committee undertook the following:

- Evaluating the strategic implementation results until 2017 and building the business strategy 2018-2020 to submit to the Board of Directors for approval at the meeting in early 2018;
- Developing, proposing to competent authorities to approve the business plans in 2018; Strategic map of the BSC scorecards in 2018-2020;
- Organizing strategic planning seminar; seminars on the strategy implementation in 2018, such as the policy of performance-based package, developing digital human resources, developing technology, developing “made by FPT” products;
- Completing the implementation of M&A activities, thereby, completing the divestment of FPT at FRT and FTG. From 2018, FPT will focus its resources on technology development. The distribution and retail sectors with the participation of strategic investor creating a strong momentum for growth and innovation;
- Supporting the Chairman of the Board of Directors and senior leaders to develop the international relations such as participating in APEC, focus increasing sales from large companies in international markets such as Europe, Japan, USA; being active in actions through the Vietnam Business Forum, International Conference on Digital Economy to promote the transfer of digital economy in Vietnam and create opportunities for FPT’s development.

3.3. The Chairman’s Office

- Assisting the Chairman and the BOD to hold periodic meetings, collect opinions in

writing; drafting and releasing documents of the BOD in accordance with regulations specified in Corporate Governance Framework, the Company Charter, the Law on Enterprise and other legislative regulations.

- Coordinating to hold the AGM in March 2017.
- Providing information to members of the BOD and the Supervisory Board and the Corporation's shareholders upon request.

4. Activities of non-executive and independent members of the BOD

By December 31st 2017, FPT's BOD had three independent members, including: Mr. Jean-Charles Belliol, Mr. Tomokazu Hamaguchi and Mr. Dan E Khoo. These independent members participated in all regular meetings of the BOD in 2017 and contributed important ideas and recommendations in the Corporation's operation and development strategy, as well as actively discussed about business targets, development directions in each business sector and gave suitable proposals and solutions. In addition, with their experience as a BOD member in many big firms, they made many important contributions to the Corporation's corporate governance.

Notable activities of the BOD's independent members in 2017 are as follows:

Mr. Jean-Charles Belliol: With his vast experience in the field of banking and finance, in the BOD meeting sessions as well as the Corporation's Strategic Conference and the weekly briefing, he actively contributed ideas and recommendations for the financial and investment activities as well as some business targets for 2017 and the period of 2018-2020 of the Corporation and some subsidiaries.

Mr. Tomokazu Hamaguchi: With his vast experience in globalization in general and Japan market in particular, he made several recommendations to promote globalization activities and enhance competitive capability of some important business segments of the Corporation such as software outsourcing and telecom service.

Mr. Dan E Khoo: Used to be the Chairman Emeritus of the World Information Technology and Services Alliance (WITSA), he had many chances to quickest access new global technology trends. These are important practical experience which helped him make strategic advices for FPT to invest and develop products, services and solutions to meet the technology transformation trends, especially digital transformation-related ones. In the role of strategic consultant for the Corporation in developing countries, he also connected FPT with some partners and customers to supply IT services in Malaysia.

5. Overall evaluation of the BOD's performance

In 2017, FPT's BOD was always attentive to business activities, complied with the general regulations of the BOD, directed and strictly supervised the operation of the BOM to ensure the implementation of strategic goals and plans in a timely manner.

The development of strategy continues to be consolidated. The strategy building model was implemented at the corporate level to define strategic goals, strategic actions and action plans that must be implemented immediately. The BOD Chairman directed and supervised the dissemination and implementation of the strategic building model in every subsidiary to ensure consistency in direction and performance at all levels.

According to the strategic direction agreed upon in the Corporation since the beginning of the year, the BOD directed and supported the BOM in implementing the quick restructuring and streaming of subsidiaries, whereby subsidiaries' operational systems have been strengthened,

senior leaders have been rotated, cohesive and strong teams formed, and a new vitality for delivering business growth has been created, which is developing momentum for the great long-term goals ahead.

The Corporation continues to improve transparency in corporate governance. The BOD's independent members are all foreigners who have held leadership positions for many years and have highly-regarded reputations in the regional information technology sector. They also have profound experience and an extensive network of contacts that allows them to make large contributions to FPT's Strategy Pioneering in Digital Transformation in 2017.

6. Remuneration and other benefits

Pursuant to the 2017 remuneration package approved by the AGM 2017, the actual remuneration for the BOD, the CEO and the Supervisory Board are as follows:

Unit: VND in millions

	Salary		Bonus (% profit before tax)		Compensation	
	Approved by the AGM	2017	Approved by the AGM	2017	Approved by the AGM	2017
The BOD Executive members	10,760	9,700	Not exceed 0.49%	<0.41%		
The BOD Independent, Non-executive members					5,750	5,410

The detailed salary, bonus and compensation for all BOD members in 2017 are as follows:

Members	Position	Executive	Independent, Non-executive	Monthly compensation	Salary	Bonus	Compensation	Total
Mr. Truong Gia Binh	Chairman	x			44%	56%	0%	100%
Mr. Bui Quang Ngoc	Vice Chairman, CEO	x			40%	60%	0%	100%
Mr. Do Cao Bao	Member	x			47%	53%	0%	100%
Mr. Le Song Lai	Member		x	23,166,667	0%	0%	100%	100%

Members	Position	Executive	Independent, Non-executive	Monthly compensation	Salary	Bonus	Compensation	Total
Mr. Jean-Charles Belliol	Member		x	44,166,667	0%	0%	100%	100%
Mr. Tomokazu Hamaguchi	Member		x	189,485,417	0%	0%	100%	100%
Mr. Dan E Khoo	Member		x	189,485,417	0%	0%	100%	100%

IV. STRATEGIC DIRECTIONS FOR THE 2018-2020

1. Macroeconomic prospects

1.1. The global economy

1.1.1. Opportunities

The world economy in 2018-2020 is forecast to recover and enter a new period of growth, with a GDP growth rate predicted to rise to 3.7% in 2018, and to remain stable until 2020. Along with that, deep international economic integration through bilateral and multilateral trade pacts promotes export growth.

Among them, the Asia-Pacific region belongs to the strongly growing regional category in the period of 2018-2020, with regional GDP increasing at an average of 5.4% and import-export value increasing between 3% to 4.8% equivalent to an annual growth of USD 100 billion.

Global GDP Growth period 2015-2020 (Source IMF, WB)

Year	Growth (%)
2015	2.8
2016	2.5
2017	3.6
2018	3.7
2019	3.7
2020	3.8

In addition, the 4.0 revolution, has brought digital convergence across all sectors, industries, businesses and organizations around the globe. According to IDC's forecast, the global converting market is growing at an average annual rate of nearly 17%, estimated at USD 2 trillion by 2020. The United States and Asia Pacific (excluding Japan) which are the two markets with the largest spending accounts for nearly 70% of total spending for the global digital transformation.

Expenditure for Global Digital Transformation (Source IDC)

Unit: USD in billion

Year	Budget	Growth (%)
2017	1,200	17.8%
2018	1,400	16.7%

2019	1,700	16.7%
2020	2,000	16.7%

Expenditures on Digital Transformation by territories in 2018

Territory	Proportion (%)
United States	35.6%
Asia Pacific except Japan	33.5%
Europe, Middle East and Africa	22.8%
Others	8.1%

1.1.2. Threats

However, along with great opportunities from global economic growth and innovations from the digital revolution are challenges such as political instability, aging in the population structure. Next comes the threat of protectionism of domestic production through trade restrictive measures, withdrawal from free trade agreements that could break the momentum of global trade recovery.

The digital transformation process has grown rapidly with a large scale leading to fierce global competition. Entrepreneurs based on dynamism, superior management and new technology develop strongly compete with traditional businesses in the same field. High quality human resources are scarce, especially in developing countries.

1.2. Vietnamese macroeconomics

1.2.1. Opportunities

Vietnam's economy in the period 2018-2020 is forecasted to have many bright spots with stable macroeconomic indicators. Gross domestic product (GDP) increased by 6.5% - 6.7%, inflation was controlled at 4%.

The Government will promptly provide mechanisms and policies that orientates towards development of smart industries, putting more importance on construction of IT infrastructure, fostering creative startup eco-systems, and promoting human resources training. In addition, demographic factors such as young population, abundant labor force, and rapid rate of urbanization are expected to bring great resources for economic development.

- Non-state development investment is increasingly taking a high share of total social investment. By 2017, the total investment value reached VND 676.3 trillion, accounting for 64.3%.
- The 4.0 revolution promotes the development of intelligent transportation, smart health, smart manufacturing, smart cities ... based on the application of new technology solutions.
- Forrester forecasts technology spending by government and business in Vietnam will reach USD 5 billion in 2018, equivalent to 2.13% of total GDP.

The business environment is increasingly transparent, more equitable, trade barriers, investment and tariffs are eliminated, making it easier to access international markets.

1.2.2. Threats

There are still a number of policies that have not been resolved in time, which makes it difficult for businesses to have access to investment capital, overlapping administrative procedures and tax and fee contributions to the budget, mechanism of solving and recovering capital for some BOT projects.

Human resource training has not kept up with the demands of the fourth industrial revolution, leading to a shortage of high quality human resources. In addition, low-cost labor is losing advantage.

When integration, Vietnam enterprises faced with stricter regulations on tariffs, origin and quality of goods and services, transparency of business information, intellectual property, in particular the provisions on environmental protection and sustainable development.

2. Industry Prospects and Opportunities for FPT

2.1. The IT market

2.1.1. The global IT market opens up great opportunities

– Expenditures on IT services, software growth

According to Gartner's forecast, the global IT market size is expected to reach USD 3.7 trillion in 2018, up 4.3% over 2017. Of which, the IT and software services segment is growing at a higher rate than in 2017. This is in contrast to the slower growth of hardware.

Forecasts for global IT expenditure by IT product/service (Source Gartner)

Unit: USD in billion

	2015	2016	2017	2018	2019	2020
Equipment						
<i>Expenditure</i>	646	631	667	704	710	713
<i>Annual growth</i>		-2.4%	5.7%	5.6%	0.9%	0.4%
Software						
<i>Expenditure</i>	310	326	355	389	421	455
<i>Annual growth</i>		5.3%	8.9%	9.5%	8.4%	8.1%
IT Services						
<i>Expenditure</i>	866	894	933	985	1,030	1,079
<i>Annual growth</i>		3.2%	4.3%	5.5%	4.6%	4.7%

– Digital Transformation trends

According to a global CIO survey conducted by Gartner Inc., the most successful organizations in the private and public sectors spent 33% and 21% of their IT budgets in 2017, respectively, on Digital Transformation investments. In 2018, these organizations are expected to increase expenditure to 43% of IT budget for digitization, with public institutions increasing expenditure to 28%. It is apparent that the 4th Industrial Revolution - Digital Transformation - is an inevitable trend, with enterprises gradually becoming more digitized at an increasingly rapid rate.

Smart digital networks will be the technological trend that leads organizations and businesses in 2018. This network is a tight combination between people, devices, content and digital service systems which operates based on digital models, business platforms and systems of extensive, smart services to support digital organizations and enterprises.

Artificial Intelligence (AI): includes deep learning, analytics, forecasting, independent thinking, etc. to enhance the decision-making process, reconstruct business models and ecosystems, and to improve Customer Experience with digital enhancements.

Intelligent Applications based on User Behavior Analysis (Intelligent Apps and Analytics): includes technologies such as virtual customer assistant, business assistant. In the next few years, almost every application and service will be integrated with AI, not merely to replace humans, but also to automatically collect, analyze and share information to specific user groups.

Intelligent Things: Machines that integrate AI to perform advanced behaviors, for more natural interaction with the surrounding environment and with humans (such as self-driven cars, robots, unmanned aircrafts).

Digital Twins: technologies based on sensor data to accurately simulate the states of devices, systems or things, while also being able to improve the performance and increase the usefulness.

Cloud to the Edge computing: Edge computing is a method of optimizing cloud computing systems by performing data processing at the edge of the network, nearest to the source of the data. This technology enables reduction of transmission costs, latency and bandwidth limitations.

Conversational platforms: Conversation platforms will promote the next major paradigm shift in how people interact with the digital world, through the process of obtaining a question or instruction from the user, then responding by performing a number of functionalities, presenting a number of contents or additional input requirements.

Immersive experience: consists of Virtual Reality (VR) and Augmented Reality (AR) technologies. The VR/AR market is fragmented and full of potential, due to new VR applications being exclusively used for the entertainment sector, yet unapplied in labor productivity improvement.

Blockchain: Blockchain is developing from the basis of digital currencies into a platform to digitally transform business and to set up digital businesses in several areas, such as governance, healthcare, manufacturing, media distribution, identification, standard registration and supply chain.

Event-driven programming: is a programming paradigm based on detecting, collecting and analyzing event details which are digitally stored, in order to reflect situations or changes in status, e.g. order completion or aircraft landing.

Risk control, ensuring network security: To ensure the safety of digital business initiatives, security and risk managers must adhere to the Continuous Adaptive Risk and Trust Assessment (CARTA) approach, while continually adapting to develop security infrastructure renovation solutions.

2.1.2. The Vietnamese IT market

– The software outsourcing market

By 2017, the global market size of the software industry is estimated at over USD 994 billion, with the IT outsourcing (ITO) sector reaching USD 64.3 billion, which will continue to grow in 2018 due to the impact of the Digital Transformation trends and the 4.0 Revolution. In particular, the Vietnamese software export industry has established a solid international brand, which ranked among the Top 10 in the Asia-Pacific region. According to Gartner, Vietnam is currently the most attractive destination for the business process outsourcing (BPO) market, with a global market worth of USD 24.6 billion.

Over the past 3 years, the software services market has a shift in trends, moving from Chinese and Indian regions to ASEAN countries, contributing to the growth of the Vietnamese software

and IT services export market, which is 15-25% per year, as well as to the market value of the industry, estimated at VND 1,723,500 billion.

Having anticipated the shift in trends of the IT industry, FPT Software is the currently leading software outsourcing company, being the only Vietnamese company to enter the Global Outsourcing 100 (GO100). Anticipating the major opportunity resulted from the 4.0 Industrial Revolution, FPT aims to achieve the target sales of USD 1 billion by 2020.

- *System Integration Market and Infrastructure Solutions*

According to International Data Corporation (IDC), 2018 is the year when the Vietnamese IT infrastructure investment capital continues to grow by 10% compared to 2017, estimated to achieve USD 1.4 billion of worth, with focuses on the domains of artificial intelligence, Internet of Things, application of hi-tech in agricultural cultivation and network security, etc. It is expected that by 2020 the market will grow at an average rate of 10% per year.

2.1.3. The telecommunications and Pay TV market

The global telecommunications industry continues its process of investing in massive digital transformation, affirming its importance to the global society and economy. The following are some basic trends which are promoting the development of the telecommunications industry:

- Mobile technologies: LTE, 5G
- Broadband technology: Optical fiber
- Internet of Things: Cloud computing, Big Data analysis and M2M
- Digital communications: Video streaming
- Smart infrastructure: Smart cities

Vietnam is one of the fastest-growing telecommunication markets in the world, with a mobile subscription rate of 116 mobile subscribers per 100 people, 77 telecommunications service providers, 52% of the population having used the internet and 52 internet service providers. Revenues from the telecommunications market in 2017 reached VND 352,198 billion. Notably speaking, Vietnam is the third country in Southeast Asia and fifth in Asia in terms of IPv6 deployment rate.

In the pay television market, the number of subscribers reached 13.2 million, with 16 pay television enterprises by the end of 2017. The total market revenue is estimated at VND 7,500 billion. In recent years, new over-the-top (OTT) television service providers have emerged in the pay television sector, including: Vietnamnet ICOM, Clip TV, beside the TV industry veterans such as VTVcab, SCTV, AVG, VTC, HTVC, Hanoicab, VNPT, Viettel, K+, with the total industry revenue estimated at VND 300 billion.

2.1.4. IT human resources training and development.

According to a report by the Vietnamese Ministry of Information and Communications in 2017, Vietnam would need roughly 1.2 million IT staff by 2020, while the number of employee shortages is about 500,000. By the end of 2018, Vietnam will lack approximately 70,000 of IT staffing.

The IT industry is constantly developing with the emergence of countless new branches besides hardware, software and computer network - among which includes security, game programming, and mobile application, 3D design - making the employees, who are newly trained each year, unable to meet expectations in both quantity and quality.

Currently, the entire Vietnam has:

- 153 universities and colleges that offer IT education programs.
- 40,000 IT employees trained each year.
- More than 20 IT majors being taught.

3. Strategic business directions for 2018 – 2020

3.1. Aspiring to be a global Corporation

Goal	Mission	Action
Speed up the growth rate of overseas markets, which are larger than the domestic market; win over global competitors in bidding	<ul style="list-style-type: none"> - Increases revenue growth of overseas markets in 2018 to 35%; - Double the number of successful international tenders compared to 2017; 	<ul style="list-style-type: none"> - Improve international competitiveness; - Implementation of merger and acquisition to accelerate growth, expand markets and develop specialized products and services.
FPT to become the executive-level global partner of the world's leading technology corporations regarding the Internet of Things (IoT) platform	Establish detailed plans for cooperation and elevation of annual global partnerships such as GE, Siemens, AWS, Microsoft, IBM, Cisco, etc.	Develop and implement strategic partnerships with leading IoT partners.
Expand the list of Fortune 500 customers	Gain more customers listed in Fortune 500 in Japan, USA, Germany, France, and Australia every year.	Standardize, develop and implement new client targeting plans, focusing on the above-mentioned prioritized experts.
Increase the rate of foreign staff and managers	Increase the proportion of leaders and foreign employees working for FPT.	<ul style="list-style-type: none"> - Promoting the recruitment of international staff; - Universalize English language usage over the entire FPT Group; training about cultural understanding of the host countries for FPT employees who are on medium-term and long-term overseas work trips.

3.2. Pioneering in digital transformation

Goal	Mission	Action
Become one of the	- Annual revenue growth in	- Establish top-level relations with

Goal	Mission	Action
worldwide leading companies in digital transformation services	Digital Transformation reaches 70%; promote digital experience and Proof of Concept (PoC) to customers; - Jointly develop IoT platform and smart manufacturing with strategic international partners.	international partners; actively involve in the development, production and commercialization of PoC and Digital Transformation services, including use of SMAC, IoT, Industrial IoT, Digital Platform & API, AI, AR/VR, Robotics, 5G, Blockchain, etc. - Building a team of senior-level experts in digital architecture, Data Science, AI, as well as globally connecting Vietnamese experts in this field.
Implement robust and comprehensive Digital Transformation inside the Corporation and member companies	- Achieve Digital Transformation rate targets of 10% - 30% - 50% in the activities of business units from 2018 to 2020	- Develop and implement the Project of transforming FPT information system into digital and IoT platforms.
Building FPT ecosystem on an open IoT platform	- Develop IoT solutions for transportation, healthcare, e-government, banking, etc.; - Build Open IoT Platform and FPT ecosystem, with the partner growth of 100% per year.	- Construct R&D centers, ensuring an innovative and creative environment for developing technological solutions. - Build an ecosystem which is based on IoT platform, as well as on artificial intelligence between the subsidiary companies, in order to connect with the community and strengthen the competitiveness of the Corporation. - Effectively operate incentive programs for the startup community.
Develop digital human resources	Doubling the number of IT students universities are trained in digital transformation.	Introduce the topics of Digital Transformation and Artificial Intelligence into the curricula of FPT University and other universities nationwide.

3.3. Heightening the position

Goal	Mission	Action
Awareness and implementation of the mission - the Pioneer branding in the digital revolution	<ul style="list-style-type: none"> - Specify the mission of each subsidiary company, contributing to forming the common mission of the whole FPT Group. - Be the lead in the 4.0 Technology Revolution in Vietnam. 	Promote and nurture the pride of FPT's team of pioneers, as well as the pride of FPT's pioneering brand, to all employees.

Dramatic changes in business scale	Annual average revenue and profit growth increase two digital.	<ul style="list-style-type: none"> - Develop and implement a challenging business growth plan, in tight association with the standardization, development and deployment of annual customer service development plans, aiming for high-valued projects. - Rapid and mass application of successful models.
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Implement Digital Transformation solutions of FPT, domestically and internationally	- Revenue growth of FPT's Digital Transformation solution reaches an annual average of 50%.	Develop and deploy programs to seek suitable customers; Improve the quality of Digital Transformation solutions via building a learning environment, as well as maximizing the creative capacity of employees in the whole Corporation.
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3.4. Orientation for sustainable development

Goal	Mission	Action
Sustainable business growth	<ul style="list-style-type: none"> - Ensure that the revenue growth and profit growth increase two digital, in tight combination with the processes of risk control and cost optimization. - Promote the development of FPT's pioneer brand in the 4.0 Revolution. 	<ul style="list-style-type: none"> - Sustainable revenue growth and profit growth from the traditional business sectors, coupled with promotion of revenue from globalization, Social Mobile Analytics Cloud (S.M.A.C), intelligent services, IoT. - Build a solid foundation for FPT which is based on the factors of human and technology, across the whole the Corporation and subsidiary companies: improve the quality of IT

Goal	Mission	Action
		<p>human resources; develop new technologies, invest in IT infrastructure, and strengthen the strategic advisory function, regarding the IT sector, to the Government.</p> <p>- Comply with the tax policies and pay taxes, contributing to the implementation of the Government's social development goals.</p>
Positively contribute to the development of society	Invest in education quality improvement and build the digital labor force for the society	<p>- Build IT resources, and develop a generation of young IT engineers, with advanced professional qualifications and foreign language skills, for both FPT and the entire society.</p> <p>- Increase staff engagement with community activities such as charity, community development, disaster reliefs, support of school constructions in disadvantaged localities.</p>
Environmental protection	- Raise awareness of environmental protection, economical and efficient use of natural resources.	<p>- Implement economical and efficient use of energy and water resources in office buildings and FPT school campuses, by raising awareness of saving and renovating infrastructure systems.</p> <p>- Monitor the processes of waste collection and treatment at FPT offices, ensuring that they meet the permitted standards.</p>

V. The BOD's plan and orientation for 2018

With the prospect of domestic and international macroeconomic, the trend development trend of information technology in the Industrial Revolution 4.0 and the strategic direction of the Company, the Board or Directors announced business plans in 2018 as follows:

1. Main targets for 2018

Business sectors	Revenue			Profit before tax		
	2017	2018	YoY change	2017	2018	YoY change

Technology	11,083	12,149	9.6%	1,131	1,460	29.1%
Telecom	7,652	8,660	13.2%	1,222	1,394	14.0%
Education & Investment	1,044	1,090	4.5%	245	216	-12.0%
<i>Profits from affiliated companies in retail and distribution sectors</i>	0	0		355	414	16.7%
Total	19,778	21,900	10.7%	2,957	3,484	17.8%
<i>Consolidated adjusted</i>	24,067	0	-100.0%	1,298	0	-100.0%
Total (after Consolidated adjusted)	43,845	21,900	-50.1%	4,255	3,484	-18.1%

2. Prospect and directions by business sectors

2.1. Technology sector

With great opportunities ahead in the global software services market, the Corporation has determined that it will step up its activities in the field of software outsourcing by focusing on the following orientations in 2018: (1) increasing sales from large customers; (2) majorly investing in new technologies such as AI, IoT, Robot Technology ... and especially Smart factory technology; (3) continuing to enhance specialized capacity in some key sectors such as aviation, automobile, finance and banking; (4) continuing to develop staff and experts, especially teams with new technology skills; (5) seeking merger / acquisition opportunities in the US and Japan markets, targeting companies with revenues of USD 50-200 million to develop the Corporation's strategic capabilities and technologies.

The Software solutions, IT services and Systems integration will focus on transforming business model from traditional business model to technology leasing one; Increasing the proportion of revenue and profit from corporate customers, focusing on large customers with high turnover and profit, taking advantage of the 4.0 Technology Revolution to create a new industry.

2.2. Telecom sector

Considering infrastructure is the foundation of telecommunication business as well as other value-added services. In 2018, the telecom sector will continue to deploy, expand and upgrade optical infrastructure in other regions as well as continue to expand coverage to develop new subscribers. Continuing the good growth momentum in the previous years, Pay TV segment is stepping up its development and content diversification, bringing new experiences for customers in 2018. In addition, FPT will enhance investing in new telecom products and services based on strong infrastructure. The Digital Content will continue to be improved and invested to catch new technological trends.

2.3. Education segment

With the strategy to become an educational system with five criteria of multi-level, multidisciplinary, multi-segment, multi-modal and multi-location, in 2018, education segment will focused on Mega Education System developing in Da Nang, Can Tho. In addition to that, high school sector will be expanded to primary and secondary level.

3. The investment plan for 2018

In 2018, FPT will focus on investing in these following main activities:

- Infrastructure for Telecom services, includes: telecommunication infrastructure in buildings to expand business; 01 the sea fiber network; underground the fiber backbone in the central region.

- Offices for the Technology sector to meet long-term demand with reasonable costs.
- New educational campuses.

The investment demand in 2018 is as follows:

Unit: VND in billion

Capital expenditure guidance by business sectors	2018
Technology	1,210
Telecom	2,005
Education & Investment	511
Total	3,726

In 2018, the BOD will maintain regular quarterly meetings pursuant to the law and organize some sessions in the form of collecting opinions in writing to implement resolutions of the AGM. It will also direct the implementation of strategic directions, programs and targets for 2018. Details are as follow:

- Promoting Globalization and Pioneering in Digital Transformation, driving the growth motivation for the Corporation;
- Supervising the implementation of restructuring in subsidiaries to improve efficiency;
- Enhancing capability of management teams in response to the development strategies of the Corporation and promoting the Founder's Mentality;
- Improving corporate governance in accordance with international standards, at the same time enhancing the role of risk management in financial management, accounting and auditing, and corporate risk management;
- Continuing to promote years-built platforms to achieve sustainable business growth, build up strong human resources and technology development for the community as well as raising awareness of environment protecting in employees.

Hanoi,

ON BEHALF OF THE BOD



CHAIRMAN TRUONG GIA BINH