

**FPT CORPORATION**

**THE SOCIALIST REPUBLIC OF VIETNAM**  
***Independence - Freedom - Happiness***

**No.: 359/ FPT - FCC**

***Hanoi, October 24<sup>th</sup>, 2016***

**DISCLOSURE OF INFORMATION  
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 nine months of 2016

This information was disclosed on Company/Fund's Portal on date October 24<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 nine months of 2016*

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

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

Ending the first nine months, FPT recorded consolidated revenue of VND 28,468 billion, slightly decreased by 3% year-over-year (YoY). However, profit before tax (PBT) has increased by 2% YoY to VND 2,012 billion. Profit after tax (PAT) was VND 1,744 billion, up 5% YoY. PAT attributable to parent company's shareholders was VND 1,330 billion, up 5% YoY. EPS was VND 2,900 after nine months, up 4% as compared to nine months of 2015 (9M2015).

Such a good result was thanks to revenue and profits in the third quarter have increased strongly as compared to the prior year period. Specifically, FPT's consolidated revenue in the third quarter of 2016 (3Q2016) was VND 10,650 billion, up 7% against 3Q2015. PBT was VND 754 billion, up 22% against 3Q2015. PAT was VND 667 billion in 3Q2016, up 29% YoY. PAT attributable to parent company's shareholders was VND 468 billion in 3Q2016, up 20% YoY. EPS was VND 1,020, up 20% YoY. Best performing sectors included Technology and Telecom. The Technology sector has recorded revenue of VND 2,697 billion in 3Q2016, up 23% YoY, and PBT of VND 292 billion, up 45% YoY thanks to the completion of several large domestic contracts. The Telecom sector, has recorded PBT of VND 320 billion in 3Q2016, up 18% YoY thanks to lower cost allocation relating to the fiber optic swap project, in contrary to negative growth PBT growth of 2% in 2Q2016, and a flat PBT growth in 1Q2016. Revenue of the Telecom sector was VND 1,744 billion in 3Q016, growing healthily by 20% against 3Q2015.

"Going-global" continued to serve as an important growth driver. After nine months, overseas markets recorded VND 4,169 billion in revenue, up 27% YoY, and PBT of VND 604 billion, up 33% YoY.

Besides, the Retail segment continued to perform outstandingly in 9M2016 with 32% growth in revenue and 44% of growth in terms of PBT, on a year-over-year basis. E-commerce continued to be an important growth driver where revenue from online sales in 9M2016 increased by 97% YoY, contributed 11.2% to retail revenue, against the targeted 7.4% contribution target. By the end of September, the retail segment was operating more than 350 shops nationwide.

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

- ❖ **Opens an office in Fukuoka to welcome the new opportunities from the western region of Japan.** This is the 4<sup>th</sup> office of FPT in Japan following ones in Tokyo, Osaka and Nagoya. Besides the four offices, FPT Japan also opened two dormitories with nearly 200 rooms for employees travelled from Vietnam.
- ❖ **Uses Pepper robot as the receptionist of FPT Japan's head office.** Bought by FPT Japan from Softbank Company, Pepper is the NAO's new life robot and uses image recognition technology – a recognition API developed by FPT's technology experts.

When going to the company, customers can interact with built-in display and select options to get assistance from Pepper.

- ❖ **Wins the USD 8.8 million project to "Provide and implement ERP/EAM" for Electricity Generation Company of Bangladesh Limited (EGCB).** After two years in Bangladesh market, FPT IS has won four big contracts with a total value of nearly USD 60 million, equivalent to VND 1,350 billion.



## PROJECTS

- ❖ **Kicks off Distribution Management System project for Uniben.** This is a very important project of Uniben and is one important component of Uniben's outstanding business management system. The project affects 148 partners and over 1,000 employees of Uniben in 63 provinces and cities.
- ❖ **First hospital to run Electronic Medical Records system by FPT IS.** The electronic medical records system, a part of FPT.eHospital is deployed for Women's and Children's Hospital of Quang Ninh Province from July 1, 2016. This is the first e-health project FPT IS has been deployed in Quang Ninh and one of the key projects of the province towards a paperless hospital.
- ❖ **Deploys ERP project for Seven System Vietnam (SSV), a member company of Seven - Eleven - a world's leading retail group.** It is expected that the project will be implemented within four months, and will be put into operation in January 2017. To win this contract, FPT IS beat nearly 10 giants in the ERP sector from countries such as Japan, USA and Singapore.
- ❖ **Deploys the comprehensive management system FPT.eHospital for Tam Duc Heart Hospital.** This is the first private hospital to put FPT.eHospital into application. FPT.eHospital is being deployed in nearly 100 hospitals and medical centers all over the country.



## AWARDS

- ❖ **FPT Brand increases by nearly VND 1,400 billion after one year.** According to the list of 50 most Vietnam valuable brands released by the UK-based Brand Finance, FPT stands at USD 302 million, an increase of USD 63 million, equivalent to VND 1,400 billion compare to last year.
- ❖ **Wins Vietnam HR awards in two categories for the second year in a row.** At Vietnam HR Awards 2016 ceremony, FPT won in two categories including Best working environment and Training & Human Capital Development. For the second consecutive year, FPT has won Vietnam HR awards in two categories.
- ❖ **Ranks among 5 most desirable technology firms. In the ranking for all the sectors of JobStreet.com Vietnam, FPT is one of 10 most desirable employers.** The positions, respectively, are occupied by Unilever, Vinamilk, Vingroup, Samsung, FPT, Viettel, Intel, Nestlé, Procter & Gamble and PepsiCo. In retail sector, FPT ranked at No. 2 in the Top 5 most desirable Retail companies, over Viettel, Mobile World and AEON.



## RETAIL

- ❖ **Signs a cooperation agreement with the Vietnam General Confederation of Labor on welfare program for unionists and workers.** Accordingly, FPT Retail (a member company FPT) will offer workers technology products (laptop, tablet, cell phones, copyrighted software and other products) at zero interest up to 6-month installments. Besides, those with Union membership cards will enjoy a discount of 5% when paying in full to all products at FPT Shop.
- ❖ **Signs a cooperation agreement to open chain stores specializing in Vinamilk products.** In October, FPT Retail and Vinamilk officially gave first two stores a trial run in HCMC. The cooperation will take advantage of FPT Retail capacity in operation, retail chain management, while increasing the efficiency of premise use and regular customers as such specialized stores of Vinamilk's products will use part of FPT Retail's existing stores rather than opening new ones.



## EDUCATION

- ❖ **FPT University comes third at online round of Northern region ACM/ICPC with solving 8 out of 11 problems in the shortest time possible, getting 647 points.** ACM / ICPC is the international scale programming contest, annually gathering outstanding student teams worldwide to compete in the programming contents.
- ❖ **Signs the memorandum of understanding with Herzing University (USA).** Accordingly, the two sides will implement MBA courses with more affordable cost. It is equal to 50% of the fee of courses in the US. This training program is designed for students who are busy and want to save time.



## SUPPORTING THE START-UP

- ❖ **Invests and establishes programmatic advertising company.** Acting on the field of Intelligent Programmatic Online Advertising - FPT AdTrue is the latest business project, which is based on a modern technology platform invested by FPT. This is a potential field, with the global turnover of around 36 billion dollars in 2016. Vietnam market makes up about 45 million dollars.
- ❖ **Launches the website and seeks technology startups in the Southeast Asia <http://www.viisa.vn>.** VIISA is currently active with four major shareholders including FPT, Dragon Capital Group, Hanwha Group (Korea) and BIDV Securities JSC (BSC). FPT will provide expertise in technology solutions. Dragon Capital will support in investment and finance expertise. Hanhwa will help to provide a platform for global expansion, especially in Korea market. BSC will add their expertise in financial management services

*Head of FPT Corporate Communications Department  
(Signed)*