



30 YEARS OF PIONEERING

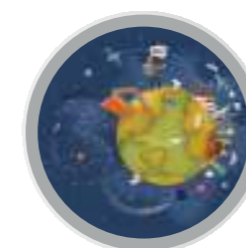


ANNUAL REPORT | 2017

ABBREVIATIONS

AGM	Annual General Meeting of Shareholders
BOD	Board of Directors
BOM	Board of Management
CEO	Chief Executive Officer
HCMC	Ho Chi Minh City
ICT	Information Communications and Technology
IoT	Internet of Things
FPT	FPT Corporation
FPT Education	FPT Education Company Limited
FPT IS	FPT Information System Company Limited
FPT Investment	FPT Investment Company Limited
FPT Online	FPT Online Service Joint Stock Company
FPT Retail	FPT Digital Retail Joint Stock Company
FPT Software	FPT Software Company Limited
FPT Telecom	FPT Telecom Joint Stock Company
Synnex FPT	Synnex FPT Joint Stock Company
PBT	Profit Before Tax
R&D	Research and Development
M&A	Mergers and Acquisitions
BPO	Business Process Outsourcing
S.M.A.C	Social, Mobile, Analytics/Big Data, Cloud
USD	US dollar
VND	Vietnam dong
YoY	Year on Year

CONTENT



1. FPT 2017	4
Chairman's message	6
Key indicators and Awards in 2017	8
2017 milestone events and activities	10
Financial highlights for the 2013 – 2017 period	14
2. FPT 30 YEARS OF PIONEERING	16
Company introduction	18
Milestones of 30-year pioneering	20
Business sectors	22
Geographical coverage	26
Organizational structure	27
Subsidiaries and associates	28
Leadership	30
Equity and shareholder information	35
Strategic direction for the 2018-2020 period	36
3. BUSINESS PERFORMANCE ANALYSIS IN 2017 AND GUIDANCE FOR 2018	44
Overall financial performance and the BOM's evaluation	46
Business performance analysis in 2017	53
Assessment of the BOD on Company's performance	62
Assessment of the BOD on the BOM's performance	64
The BOD's plan and guidance for 2018	64
4. CORPORATE GOVERNANCE	66
Overall corporate governance structure	68
Corporate governance in 2017	69
Information and activities of the BOD	71
Report of the Supervisory Board	78
Transactions, remuneration and other benefits for the BOD, the Supervisory Board and the CEO	80
Risk management	82
Investor relations	86
5. SUSTAINABLE DEVELOPMENT REPORT	90
The CEO's message	92
Overview of FPT's sustainable development	94
Association of sustainable development with corporate governance	100
Stakeholders engagement	103
Economic growth ensurance	110
Human resources development	116
Corporate social responsibility and environmental protection	121
6. AUDITED CONSOLIDATED FINANCIAL STATEMENTS	128

01

FPT 2017



FPT pioneers in digital transformation and accompanies with many leading corporations in the world to build technology platform 4.0.



“*FPT’s desire is to become the global leader in IoT. FPT’s mission is to **PIONEER IN DIGITAL TRANSFORMATION.***”

CHAIRMAN’S MESSAGE

Dear Valued Shareholders,

Having achieved success over 30 years of ups and downs, today FPT is proudly to be the leading information technology corporation of Vietnam and the region, and a Top 100 Global Outsourcing Service. In Vietnam, FPT has become an innovative organization that nurtures talents and the spirit of innovation.

The success of FPT comes from the core values that was formed and affirmed along the development of the Corporation. Every staff member is respected and facilitated their personal development. FPT people, who are hard-working and innovative, always live to the fullest. FPT leaders are exemplary and wise, honorable and objective.

Above all, the success of FPT comes from the bravery and courage to take the lead in the industry. FPT is proud to have been a pioneer throughout its 30-year journey. Only those with incredible determination and burning desire lead, accompanied with a strong belief in hands and minds, guided by the desire to construct an innovative organization, working creatively in science and technology, and succeeding alongside major global corporations.

FPT PIONEERING IN CREATING A NEW WORLD

Dear Valued Shareholders,

The world is changing. The digital transformation is progressing dramatically on an unprecedented scale. The real world creates the virtual one, and vice versa; the virtual world becomes the real one. A connected world in the future is forecast. Humans create a robot that can learn to play chess itself and rapidly defeat any chess player. In the near future, robots will create robots themselves. They will replace humans physically and intellectually in almost every job. Life as we know is changing completely.

A new world is being shaped. The establishment of a new order creates challenges for existing mechanism, also opens up great opportunities for pioneering businesses and start-up nations.

FPT is determined to pioneer in creating this new world. FPT’s desire is to become the global leader in IoT. FPT’s mission is to **PIONEER IN DIGITAL TRANSFORMATION.**

FPT Software pioneers in digital transformation with global leading technology partners and customers.

FPT Telecom pioneers in digital transformation to bring the best Internet values for customers.

FPT IS pioneers in digital transformation to create digital advances for customers.

FPT Education pioneers in digital transformation to educate global digital workforce.

FPT Online pioneers in digital transformation to become the

most trusted journalism.

With such glorious mission, more than 32,000 FPT people share one common view:

Regardless of their position or age, whether specializing in business or technology, leaders or personnel, all commit to achieve FPT’s mission by taking actions.

FPT staff are wholeheartedly dedicated to customers; serving customers in a swift, full and satisfactory manner; making use of the latest technology to bring customers the highest values;

We learn and strive effortlessly to reach the peak of technology, expertise and management.

Dear Valued Shareholders,

FPT’s results and achievements in business and technology in 2017 constitute a solid foundation for the organization going forward.

FPT will concentrate all resources on its core business of technology and telecommunication after reducing its owner capital ratio in Distribution and Retail.

Globalization contributes 16% and 28% respectively to the Corporation’s total revenue and profit. A dramatic increase in the number of Fortune 500 customers, a continuous record of tens of millions in contract values, and the increase of approximately 2 times in the number of customers who have over USD 10 million revenue, all affirm FPT’s position and opportunities in the global market.

FPT’s technology capability has been confirmed by its strategic partnerships with corporations founding their own technology platforms of digital transformation such as GE (Predix), Siemens (MindSphere), and Airbus (Skywise).

All these achievements give us a strong believe that the Corporation will conquer all challenges, strive for new highs and a bright future.

FPT’s 30 years will be a milestone on the Corporation’s glorious journey of “Pioneering in Digital Transformation”!

I would like to express my gratitude to all valued shareholders who have always accompanied and supported us!

On behalf of the Board of Directors

Chairman



Truong Gia Binh

KEY INDICATORS AND AWARDS FOR 2017

KEY INDICATORS

TOTAL REVENUE
43,845
VND BILLION

OVERSEAS REVENUE
7,199
VND BILLION

TOTAL PROFIT BEFORE TAX
4,255
VND BILLION

OVERSEAS PROFIT BEFORE TAX
1,207
VND BILLION

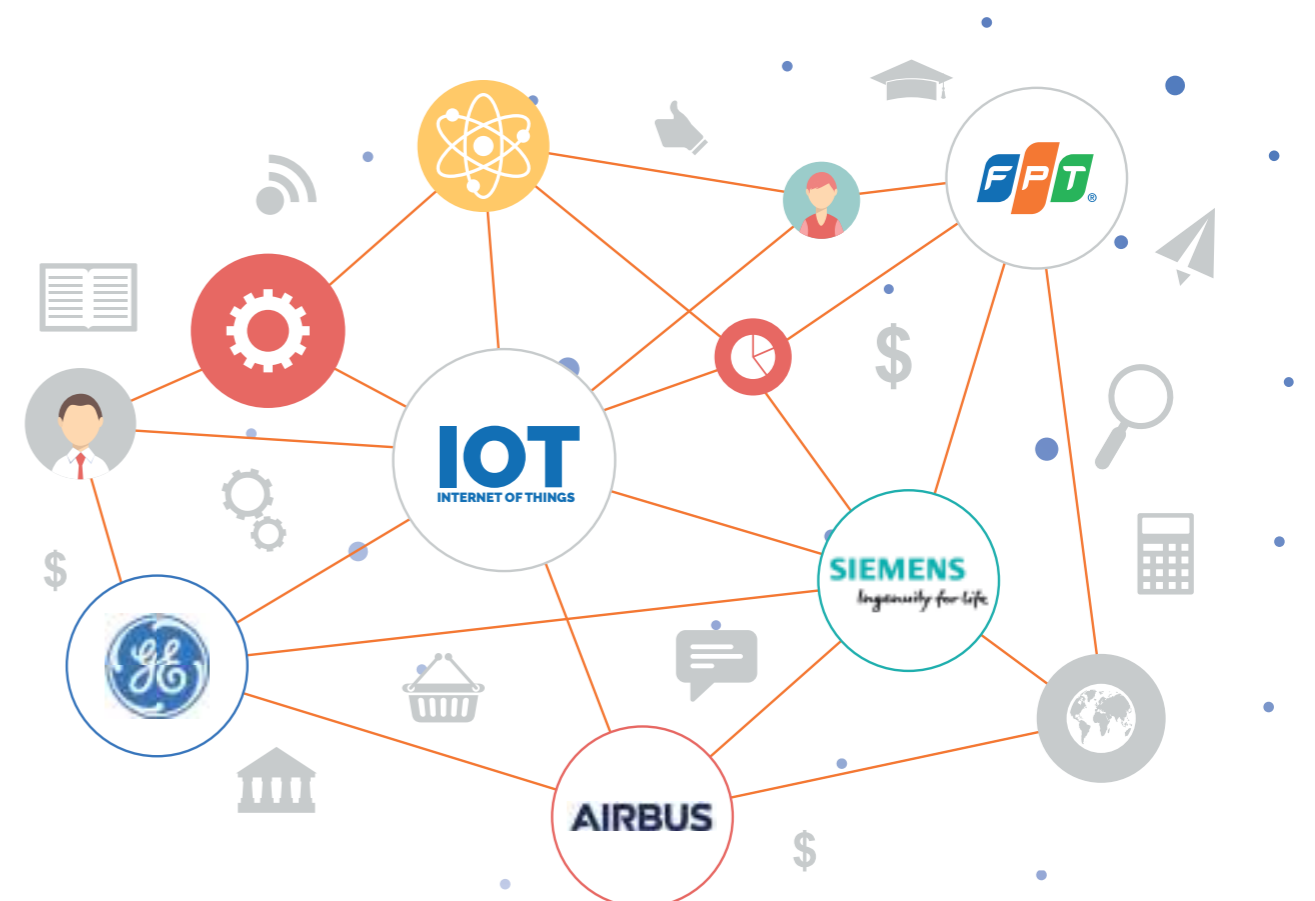
PRESENCE
33
COUNTRIES AND TERRITORIES

EMPLOYEES
32,092 (*)
PEOPLE

ENGINEERS, DEVELOPERS, TECHNOLOGY EXPERTS
13,400
PEOPLE

(*) 32,092 people include employees of two associates FPT Retail and Synnex FPT. If excluding the employees of these two companies, total headcount of the Corporation is 25,322 people.

PARTNERS IN DEVELOPING SERVICES AND SOLUTIONS ON IOT PLATFORM:
AIRBUS (SKYWISE); SIEMENS (MINDSPHERE); GENERAL ELECTRIC (PREDIX)



AWARDS



TOP 100



Best Outsourcing Service Providers - The Global Outsourcing 100

TOP 300

Asia300

Asia Companies with Best Business Performance - Asia300

TOP 50



Listed Companies in Vietnam

TOP 3



Intelligent Bus System Management and Operation

TOP 10



Most Valuable Brands in Vietnam

TOP 50



Best Companies for Corporate Governance in Vietnam

2017 MILESTONE EVENTS AND ACTIVITIES



10 MILESTONE EVENTS



01 FPT WON THE BIGGEST SOFTWARE PROJECT IN ITS HISTORY

The project between FPT and a supplier who provides ERP package solutions for Japanese SMEs values USD 36.5 million. Participating in this project, FPT will complete an ERP system to support its customer's partners.

For the first time, FPT will be a SI company (Systems Integrator) in developing market, providing end users technology consultation and solutions to their problems, developing the product from A to Z.

The project has a significant impact on the future of both FPT Software and its customers. Japanese customer aims that the product will improve capability of IT system to manage internal processes better and improve the performance of SMEs in such rapid change of technology. In the meantime, this is an opportunity for FPT to prove its capability to perform difficult tasks in software projects, and to apply advanced technologies in building system architecture.

02 FPT HAS MADE GREAT STRIDES IN DEVELOPING SMART TRANSPORTATION SYSTEM

FPT has proposed and implemented many technology solutions to build and develop smart transportation system in Vietnam for years.

- In Hanoi, FPT was assigned to develop smart traffic system with total investment of VND 1,700 million including 9 important components, such as the operating/controlling system, the system for monitoring and collecting traffic information, digital map, etc.
- In Ho Chi Minh city, FPT has developed and implemented smart transportation solutions including bus smart management and operation system, electronic traffic information board, measurement of traffic flow by camera with more than 90% accuracy, the Traffic Information Service Portal, etc.

03 FPT ESTABLISHED PARTNERSHIPS WITH MANY FORTUNE 500 COMPANIES

Since 2016, with the strategic goal of pioneering in digital transformation by accompanying with leading corporations that have their own digital platforms, FPT has approached and cooperated with many global corporations whose turnover is tens of billion US dollars.

In 2017, FPT saw dramatic changes in the number of contracts signed with foreign partners. In addition, FPT has established partnership with 40 big corporations, including 20 famous corporations in the Fortune 500 such as Airbus, Siemens, etc. FPT is one of a few company in the world selected by Airbus to jointly develop Skywise technology platform, an IoT platform providing free data for the entire Airbus industry.

In 2017, FPT has provided services and solutions for 64 customers and partners in the Fortune 500.

04 FPT LAUNCHED FPT.AI FOR COMMUNITY

As a pioneer in digital transformation in the 4th Industrial Revolution in Viet Nam, FPT has invested in research and development of many major technologies such as Artificial Intelligence (AI), Deep Learning, Internet of Things (IoT), Big Data, etc. In 2017, FPT has achieved initial positive results.

- On June 6th, 2017, FPT officially released an open AI platform - FPT.AI which enables technology community to use FPT's research results to apply AI to real life. FPT.AI applies the latest machine learning techniques for natural language processing, supporting applications that use interactive user interfaces with voice or text. Domestic and foreign enterprises have used FPT.AI to develop business solutions.
- Also in 2017, FPT's first self-driving test car was rolled out, receiving significant attention from technology community, and domestic and international media.

05 FPT DIVESTED FROM DISTRIBUTION AND RETAIL SECTORS, FOCUSED ON TECHNOLOGY

On December 18th, 2017, FPT announced its divestment of less than 50% from FPT Retail and FPT Trading. Accordingly, FPT reduced its holding in FPT Trading through strategic cooperation with Synnex - the world's third-largest electronics, telecommunication and electronic component Distributor. Synnex has invested 47% of charter capital in FPT Trading. Regarding retail sector, FPT sold 30% of its shares in FPT Retail to Dragon Capital and VinaCapital. FPT Retail will list its stock on HoSE before April 30th, 2018.

Thus, the owner capital ratio of FPT in FPT Retail is 47%, and in Synnex FPT is 48%. These two subsidiaries become associates of FPT. The divestment in Distribution - Retail sector is an action to implement FPT's strategy that focuses on Information Technology and Telecommunications.

2017 MILESTONE EVENTS AND ACTIVITIES (Continued)

06



07



08



10 MILESTONE
EVENTS

09



10



06

FPT TELECOM CELEBRATED ITS 20 YEARS' ANNIVERSARY

FPT Telecom has accompanied and left remarkable traces along the 20-year journey of Internet in Vietnam. FPT Telecom is the first joint stock company in Vietnam to be licensed to provide telecommunication services, eliminating the monopoly position of state enterprises.

At the 20 years' anniversary of Internet Vietnam, FPT Telecom was honored to be in top 5 most influential internet service providers in Vietnam. Over the last two decades, FPT Telecom has contributed to the development of the Internet in particular and Vietnam's economy in general.

FPT Telecom has continuously created milestones and enhanced the Internet experience for customers. In 2017, FPT Telecom launched SOC, the 1-Gbps Internet service package for individuals and households, which is the fastest in Viet Nam so far. By using fiber optic infrastructure along with advanced technology devices, this service allows users access the Internet 100 times faster than the average Internet speed in Vietnam.

07

MANY SENIOR LEADERS MADE BUSINESS VISIT TO FPT OFFICES

In 2017, FPT was honored to welcome many senior leaders of Vietnam and foreign government and ministries such as Prime Minister Nguyen Xuan Phuc, Deputy Minister Vu Duc Dam, His Majesty, Haji Hassanah Bolkiah Mu'izzaddin Waddaulah, Sultan and Yang Di-Pertuan of Brunei Darussalam, Peter Pellegrini, Deputy Prime Minister for Investments and Information Technology of Slovak Republic.

In addition, many senior leaders of the world's biggest corporations on digital transformation have visited and signed many important cooperation agreements such as Chairman and CEO of Siemens, Mr. Joe Kaeser, Airbus's Chief Technology Officer, Marc Fontaine. This sequence of events shows that Vietnam is an important destination for IT development and FPT is a key technology partner in the 4th Industrial Revolution.

08

FPT COMMENCED THE CONSTRUCTION PROJECTS OF ITS OWN

On December 28th, 2017, the Corporation commenced FPT Tower complex on an area of 1.6 ha in Cau Giay District, Hanoi. With a gross floor area of over 100,000 m², FPT Tower will provide a workplace for approximately 9,000 people in IT industry. This is the Corporation's largest construction site so far.

Previously, on December 6th, 2017, FPT University and Software Park complex in Can Tho were built on an area of over 17 ha, with a total estimated investment of VND 1,400 billion. When the complex comes into operation, it will provide high-quality labor force to the Mekong Delta River region.

In the past 10 years, the scale of FPT's human resources has a growth rate of approximately 16% per year. For the 2018-2020 period, FPT is expected to maintain its growth rate of 18% and has more than 50,000 employees by 2020. FPT has always pioneered to invest in the construction of university and software park complexes in Vietnam, which is on par with large corporations' campus models worldwide. Currently, the total number of FPT's office and campus complexes that have been and will be put into operation is 17.

09

FPT EDUCATION LAUNCHED A SERIES OF NEW PRODUCTS

2017 has been a successful year of FPT Education with many outstanding events, such as the commencement of FPT University campus in Can Tho, business visit of national and international politicians and important figures, etc.

Notably, with the first year of enrollment at FPT High School in Da Nang and the establishment of FPT Primary School and FPT Secondary School, FPT Education has reached an important milestone by successfully expanding its coverage, completing education system from elementary level to postgraduate level.

In this year, FPT Education also launched three new products: FPT UBD Global Centre, BTEC FPT International College, and Fast Track. These new products not only help FPT expand its coverage and education area, but also orient students and parents to a modern educational mindset - "practical and experimental"; thus, increase their possibility to get a job after graduation.

10

IKHIEN AWARDS AND IDO PROGRAM HONORED INNOVATIVE WORK PRACTICES

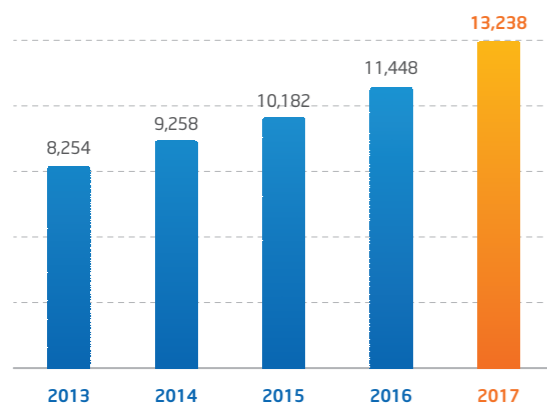
In 2017, FPT organized iKhien - the biggest award of the Corporation in its history. The award aims to build an innovative and transparent working place, promote job ownership among FPT people and encourage new ideas that enhance work efficiency. Within 9 months there were 155 applications submitted, resulting in 9 Gold, 18 Silver, 10 Bronze, and 7 Consolation prizes awarded to the outstanding individuals and teams of FPT's member companies.

The contest will be held annually in 3 years (2017-2019) to search for initiatives of FPT employees continuously.

FINANCIAL HIGHLIGHTS FOR THE 2013 - 2017 PERIOD

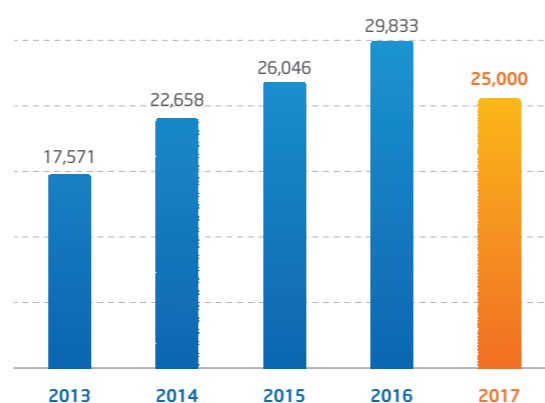
Owner's equity

Unit: VND billion

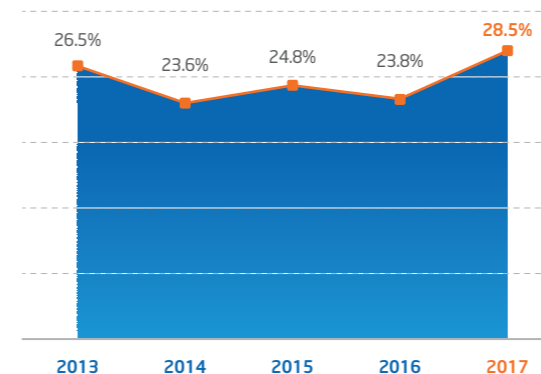


Total assets (*)

Unit: VND billion

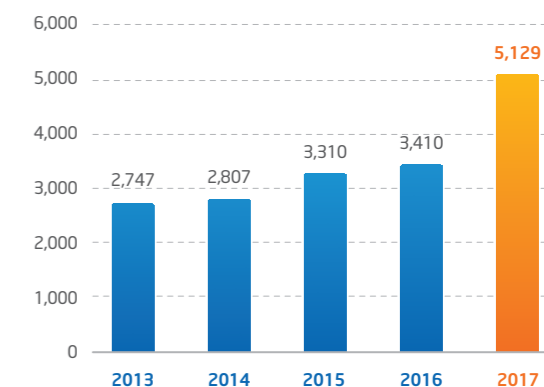


Return on equity (ROE)



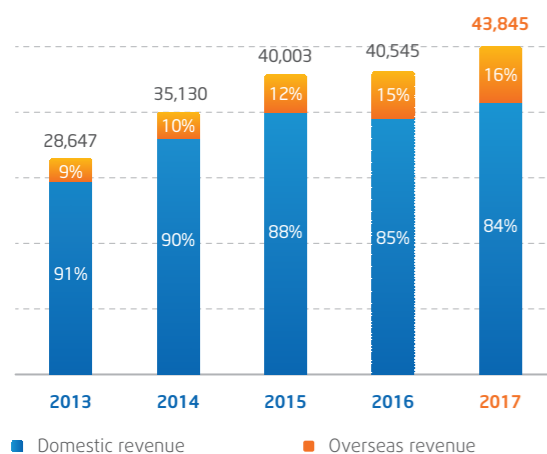
Earnings per share (EPS) (*)

Unit: VND billion



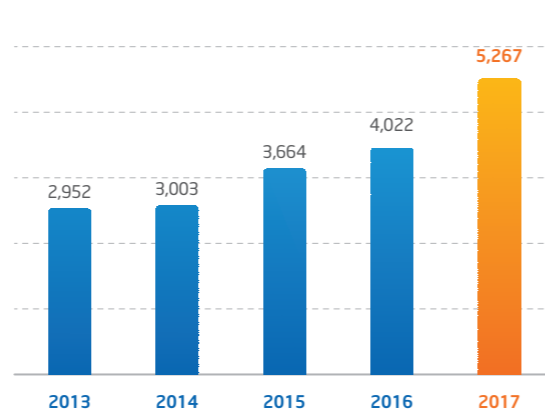
Consolidated revenue ()**

Unit: VND billion



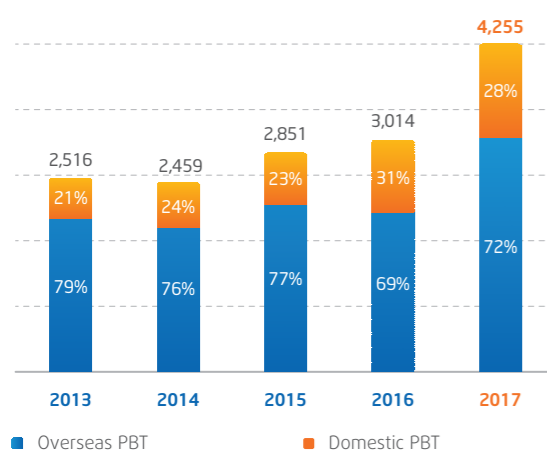
Earnings before interest, tax, depreciation and amortization (EBITDA) (*)**

Unit: VND billion



Profit before tax

Unit: VND billion



Note:

(*) FPT's total assets decreased because total assets of FPT Retail and Synnex FPT are not incorporated in the Corporation's consolidated financial statement as of December 31st, 2017.

(**) Consolidated revenue consists of the financial performance of the Distribution and Retail sector in the period from January 1st, 2017 to December 17th, 2017.

(***) EBITDA was calculated using the following formula:

$$\text{EBITDA} = \text{Profit before tax} + \text{Interest expenses} - \text{Interest from bank deposits} + \text{Depreciation \& Amortization.}$$

(*) Note: EPS in the 2013-2016 period was retroactively adjusted to take into account a stock dividend of 15% in 2017 and to follow the regulation of EPS calculations under Circular 200/2014/TT-BTC.

Financial Performance Summary in 2013 - 2017

Unit: VND billion

NO.	Indicators	2013	+/-	2014	+/-	2015	+/-	2016	+/-	2017	+/-
1	Total revenue	28,647	13.0%	35,130	22.6%	40,003	13.9%	40,545	1.4%	43,845	8.1%
2	Operating profit	2,451	5.7%	2,389	-2.5%	2,802	17.3%	2,964	5.8%	4,220	42.4%
3	EBITDA	2,952	8.5%	3,003	1.7%	3,664	22.0%	4,022	9.8%	5,267	30.9%
4	EBIT	2,509	8.1%	2,456	-2.1%	2,931	19.3%	3,089	5.4%	4,227	36.9%
5	EBT	2,516	4.5%	2,459	-2.2%	2,851	15.9%	3,014	5.7%	4,255	41.2%
6	NPAT	2,065	4.0%	2,079	0.7%	2,438	17.3%	2,576	5.6%	3,528	37.0%
7	NPAT attributable to company's shareholders	1,608	4.4%	1,632	1.5%	1,931	18.3%	1,991	3.1%	2,932	47.3%

+/-: YoY change

02

FPT 30 YEARS OF PIONEERING



FPT has built many IT systems which have become a solid foundation for the modernization of Vietnam.



COMPANY INTRODUCTION



FPT is striving to become a strong organization by making effort to create technology innovations, committing to satisfy the customers, contributing to the nation's prosperity, enabling its employees to fulfill their potentials and enhancing the quality of their lives.



Company introduction			
Name in Vietnamese	Công ty cổ phần FPT	Business registration certificate and tax code number	0101248141
Name in English	FPT Corporation	Headquarters	No. 17 Duy Tan Street, Dich Vong Hau Ward, Cau Giay District, Ha Noi, Viet Nam
Abbreviation	FPT	Telephone	+84 24 7300 7300
Date of establishment	September 13th, 1988	Fax:	+84 24 3768 7410
Stock code	FPT	Website:	https://fpt.com.vn
Charter capital	VND 5,309,611,050,000	Owner's equity	VND 13,238,376,233,773



FPT TOWER



FPT COMPLEX DA NANG



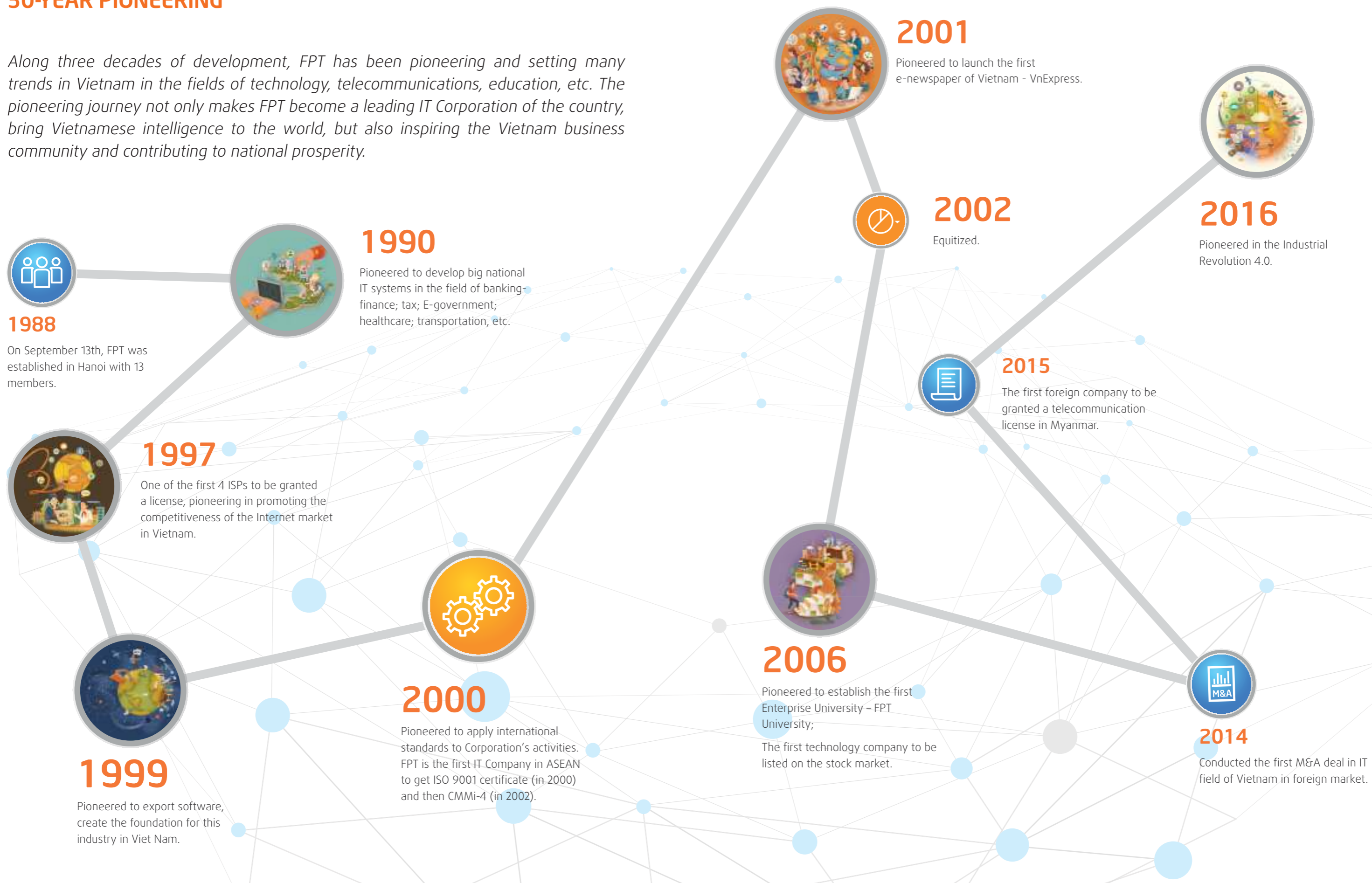
F-VILLE 3 SOFTWARE VILLAGE



SOFTWARE VILLAGE AND FPT CAN THO UNIVERSITY COMPLEX

30-YEAR PIONEERING

Along three decades of development, FPT has been pioneering and setting many trends in Vietnam in the fields of technology, telecommunications, education, etc. The pioneering journey not only makes FPT become a leading IT Corporation of the country, bring Vietnamese intelligence to the world, but also inspiring the Vietnam business community and contributing to national prosperity.



BUSINESS SECTORS

MAIN BUSINESS SECTORS

The core business of the Corporation focuses on 3 main sectors: Technology, Telecommunication and Education.

TECHNOLOGY

- SOFTWARE EXPORT
- IT SERVICES FOR DOMESTIC MARKET AND DEVELOPING MARKETS

TELECOMMUNICATION

- TELECOM SERVICES
- DIGITAL CONTENT SERVICES

EDUCATION

- EDUCATION FOR HIGH SCHOOL, UNDERGRADUATE AND POSTGRADUATE
- INTERNATIONAL STUDENTS' ASSOCIATION AND DEVELOPMENT
- TRAINING FOR ENTERPRISES

TECHNOLOGY

PRODUCTS AND SERVICES

- **Software export sector:**
 - Digital age services: Digital transformation, Cloud Professional Service, Big Data Analytics, Mobility, Internet of Things;
 - Traditional IT services: Software Development, Legacy Modernization, Managed Services, Test Centre of Excellence, BPO Services;
 - Product Engineering: IC design, CAD/CAE, Embedded System.
- **IT services for domestic market and markets of developing markets:**
 - Providing package solution, industry comprehensive and specialized solutions for Banking-Finance, Public Finance, Telecom, Health care, Transportation, Electricity, Water, Gas;
 - Providing specialized solutions on technology platforms of SAP, Oracle, Microsoft, ESRI: solutions for Enterprise Resource Planning (ERP), application of Geographic Information Systems (GIS) to many fields;
 - Providing integrated solutions for big systems;
 - Providing other IT services: security services; digital signature services; e-services, maintenance and managed services, etc.

POSITION AND CAPACITY

- **Strategic Partner on Technology of General Electric, Siemens, Amazon Web Service;**
- **TOP 100** Global Outsourcing Services;
- More than **550** global customers, including **64** customers from **Top Fortune 500 corporations;**
- **100** domestic and foreign banks and financial institutions;
- **500** units in 22 local administrations;
- **200** hospitals and medical facilities across the country;
- Platinum Partner of SAP;
- Gold Partner of Oracle;
- Platinum Partner – IBM Top level partner;
- The only digital signature service provider in Viet Nam using hardware solutions at Level 4, the highest level in the FIPS 140-2 device security standard, accredited **by the US and Canadian governments.**

64 CUSTOMERS

From Top Fortune 500 corporations



13,000+

Software engineers, Technology experts



TELECOMMUNICATION

PRODUCTS AND SERVICES

- Telecommunication services: Broadband Internet; Leased line; Data centres; VoIP Phone; Provincial and international connection service; video conference; Cloud service and IoT, etc.;
- FPT Television; FPT Play Internet TV and Internet-based entertainment services;
- Digital content services: e-news system including VnExpress.net; Ngoisao.net; iOne.net; Online Advertising; Smart Advertising System eClick AdNetwork.

POSITION AND CAPACITY

- Internet infrastructure coverage of **59** cities and provinces;
- A North-South axis; Tay Nguyen axis; an international axis connecting China, Cambodia, Laos and other axes connecting to **59 cities and provinces** over the country; AAG, APG marine optical cable;
- **4 data centres** across the country;
- International bandwidth capacity of **870 Gbps**;
- **Number One** Online Advertising Services in Vietnam;



59 PROVINCES, CITIES

NUMBER 1 ONLINE ADVERTISING SERVICES
in Vietnam

EDUCATION

PRODUCTS AND SERVICES

- Training high-quality human resources in IT and other fields from College, undergraduate and postgraduate;
- International associated programs; international student development programs;
- Enterprise training programs;
- E-learning;
- Education system from primary, secondary and high school.

POSITION AND CAPACITY

- The first university of Vietnam to be ranked **3 stars** in 2 consecutive terms by QS Stars (the prestigious university rating system);
- Currently enrolling 24,782 undergraduates;
- 94% of graduates to be employed within 12 months after graduation, especially students majored in Software Engineering has an employment rate of 96%;
- FUNiX, the first online university of Viet Nam, now has 1,700 students from 56 cities, provinces and 23 countries;
- Currently educating **136** primary students and **964** high school students.

ENROLLING 24,782
Undergraduates

96%
Students
EMPLOYED AFTER GRADUATION

BUSINESS ACTIVITIES IN ASSOCIATES

FPT invests in 4 associates in the fields of distribution, technology products retail, securities and investment fund management.

PRODUCTS AND SERVICES

- Distribution of technology products: project support, distribution of IT products, mobiles, mobile devices, smart transportation accessories from Apple, Asus, Dell, IBM, Lenovo, Microsoft, HP, Garmin, Fitbit, etc.;
- Computer services: Providing computer components maintenance and warranty services for partners and consumers across the country;
- Retail of technology products: computers, tablets, phones, accessories, and Apple products in the form of its featured retail chain;
- Securities: securities investment advisory and securities depository services;
- Investment fund management: FPT investment fund management, portfolio management and other services.

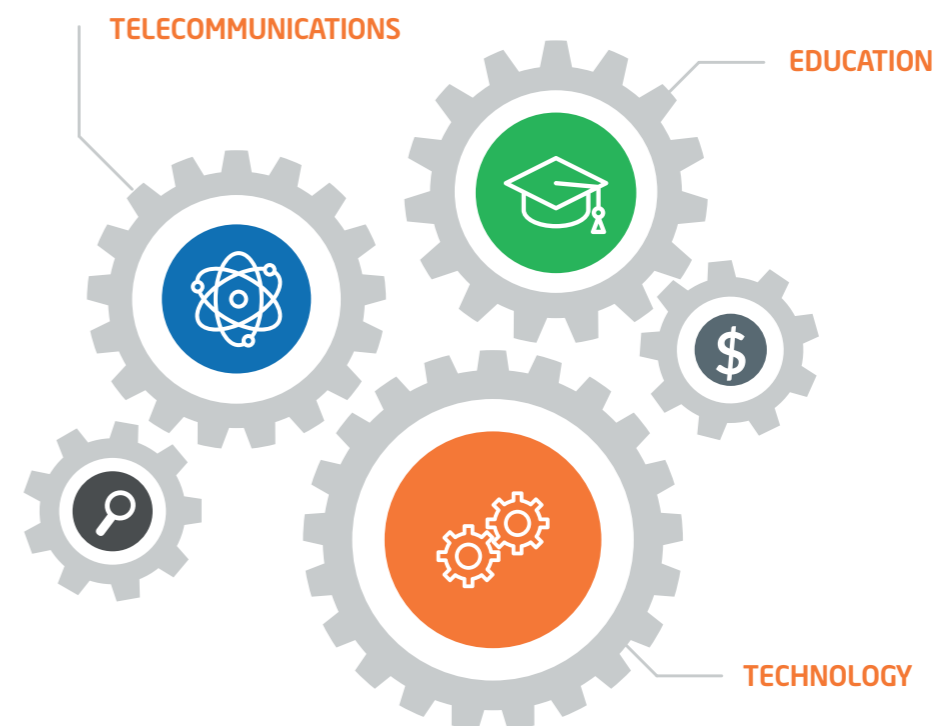
POSITION AND CAPACITY

- Provider of more than **30** technology giants;
- **1,500** distribution agencies in 63 cities/provinces;
- **473** stores of FPT Shop in **63** cities/provinces;
- Retail chain featuring all Apple models.

1,500 AGENCIES
In 63 cities/provinces



473 STORES OF FPT SHOP
In 63 cities/provinces

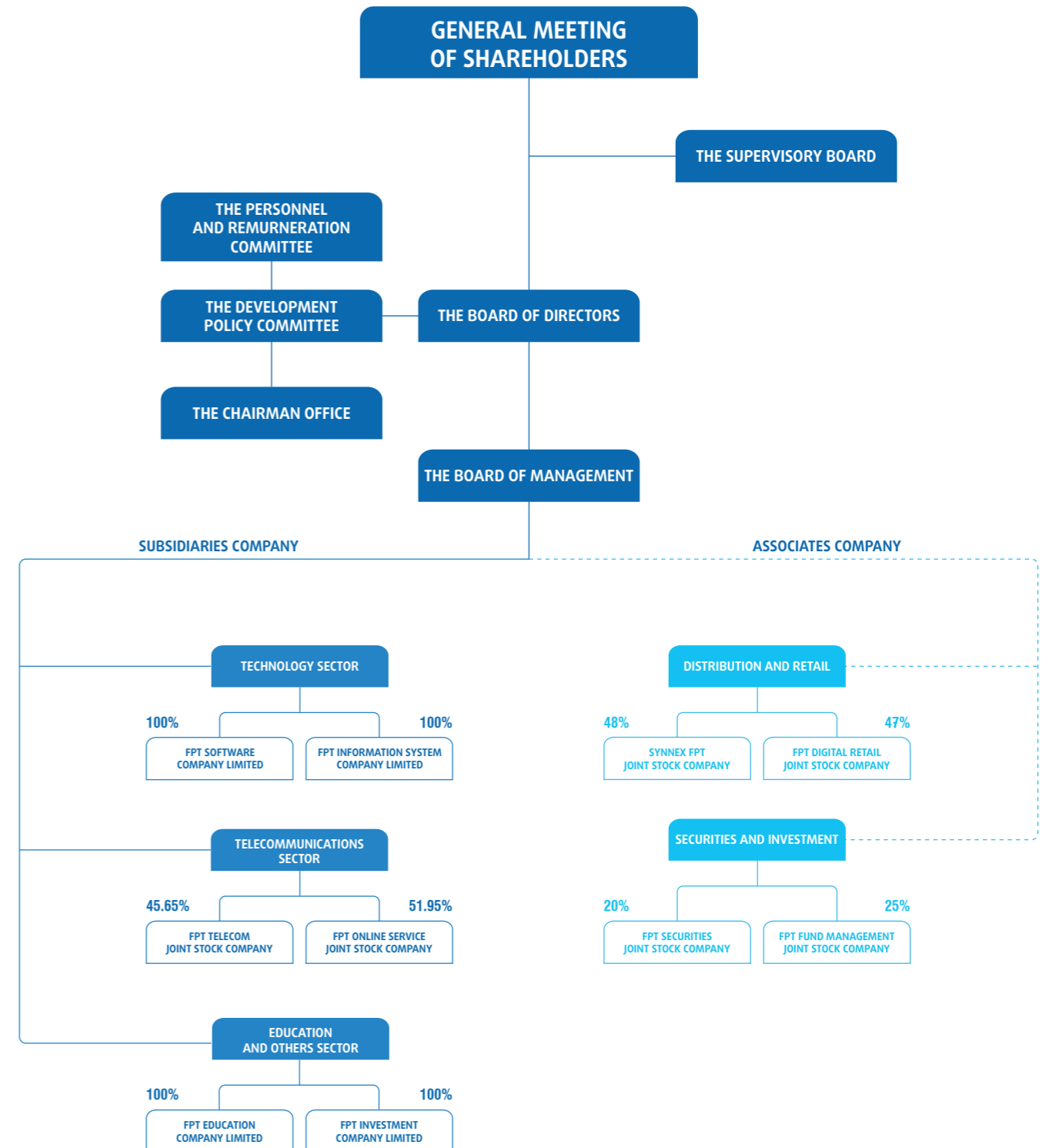
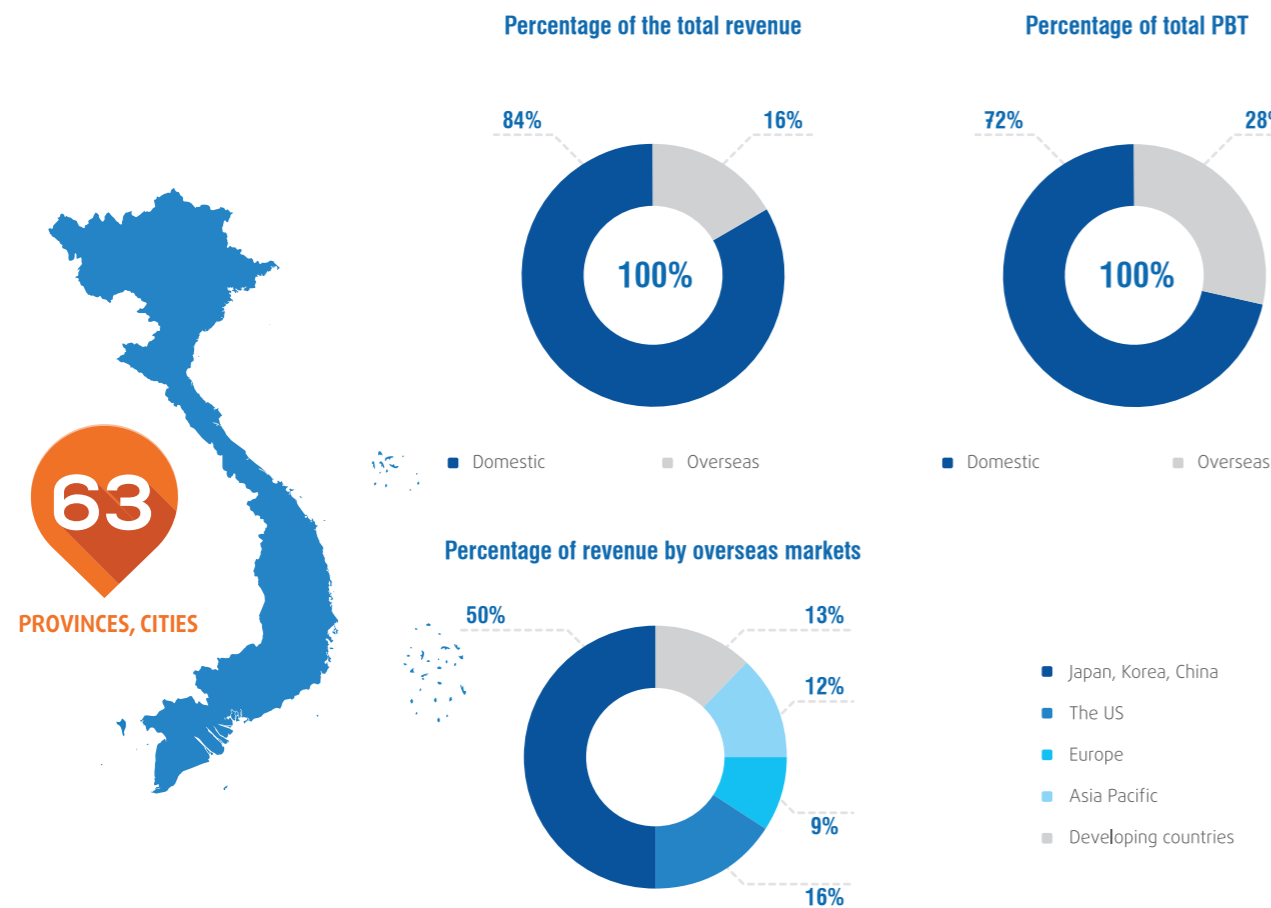


GEOGRAPHICAL COVERAGE

PRESENCE








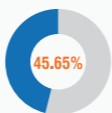

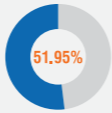




(*): The number of countries and territories is calculated based on one of two criteria: customers or representative offices.



SUBSIDIARIES AND ASSOCIATES

SUBSIDIARIES

As of December 31st, 2017, FPT has six subsidiaries (excluding a subsidiary which has been scaled down since 2011) and four associates.

Name of subsidiary	Address	Main business sector	Charter capital (VND)	FPT's owner capital ratio (%)
 FPT Software Company Limited	Floor 6-12, FPT Building, Duy Tan Street, Dich Vong Hau Ward, Cau Giay district, Hanoi, Vietnam.	Providing software products and services.	1,300,000,000,000	
 FPT INFORMATION SYSTEM COMPANY LIMITED	Floor 22, Keangnam Landmark, Pham Hung, Nam Tu Liem district, Hanoi, Vietnam.	Providing applications, software solutions, ERP, IT services and integrated system services.	850,000,000,000	
 FPT TELECOM JOINT STOCK COMPANY	Floor 2, FPT Building, Duy Tan Street, Dich Vong Hau Ward, Cau Giay district, Hanoi, Vietnam.	Providing broadband internet services, leased lines, data centers, voice, television services and other online services.	1,507,832,590,000	
 FPT ONLINE SERVICE JOINT STOCK COMPANY	Floor 2, Tan Thuan FPT Building, Lot 29B-31B-33B, Tan Thuan street, Tan Thuan Export Processing Zone, Tan Thuan Dong Ward, District 7, Ho Chi Minh City, Vietnam.	E-newspapers, online advertising.	140,853,360,000	
 FPT EDUCATION COMPANY LIMITED	FPT Building, Duy Tan Street, Dich Vong Hau Ward, Cau Giay district, Hanoi, Vietnam.	Providing upper secondary education; vocational education; graduate and post-graduate education; international associate degree programs; international student development programs; corporate training programs.	250,000,000,000	
 FPT INVESTMENT COMPANY LIMITED	FPT Building, Duy Tan Street, Dich Vong Hau Ward, Cau Giay district, Hanoi, Vietnam.	Financial services' support activities (investment consulting excluding legal and financial advisory).	800,000,000,000	

ASSOCIATES

Name of associate	Address	Main business sector	Charter capital (VND)	FPT's owner capital ratio (%)
 Synnex FPT Joint Stock Company (*)	FPT Building, Duy Tan Street, Dich Vong Hau Ward, Cau Giay district, Hanoi, Vietnam.	Distributing ICT products, solutions and components; manufacturing desktops, smart phones and tablets.	830,188,000,000	
 FPT DIGITAL RETAIL JOINT STOCK COMPANY (*)	261-263 Khanh Hoi, ward 5, district 4, Ho Chi Minh City, Vietnam.	Retail of ICT products, components.	400,000,000,000	
 FPT SECURITIES JOINT STOCK COMPANY	Floor 2, 71 Nguyen Chi Thanh street, Dong Da district, Hanoi, Vietnam.	Securities trading, brokerage, investment advisory and securities depository services.	993,769,520,000	
 FPT FUND MANAGEMENT JOINT STOCK COMPANY	Floor 9, TTC Building, Lot B1A, Dich Vong Hau Ward, Cau Giay district, Hanoi, Vietnam.	Portfolio and fund management and other services.	110,000,000,000	

(*) On December 18th, 2017, FPT completed divestment in Synnex FPT Joint Stock Company and FPT Digital Retail Joint Stock Company to 48% and 47% respectively. These two companies became associates.

INTRODUCTION OF THE BOARD

THE BOARD OF DIRECTORS (BOD) FOR THE 2017-2022 PERIOD

The annual shareholders' meeting of FPT on March 31st, 2017 elected the BOD for the 2017 – 2020 period. Accordingly, the BOD of FPT has seven members, as follows:



2

1

3



4

5

6

7

1 MR. TRUONG GIA BINH

FOUNDING MEMBER, CHAIRMAN OF THE BOD

- Graduated in 1979 from the Math-Mechanics Department, Lomonosov Moscow State University, Russia. Successfully defended his doctoral thesis at the university in 1982. Awarded title of Associate Professor by the State in 1991.
- Given the Nikkei Asia Award by the Nikkei Group, Japan, in 2013 for his contributions to the development of Vietnam's IT sector.
- During the firm's development, he laid out the long-term vision and strategic directions that have enabled FPT to maintain its growth over the past 30 years.

2 MR. BUI QUANG NGOC

FOUNDING MEMBER, VICE CHAIRMAN OF THE BOD

- Graduated from the Mathematics Department of Kishiniov University, Moldova, in 1979. Successfully defended his doctoral thesis on databases at the University of Grenoble, France, in 1986.
- Selected as one of the top 10 chief information officers (CIO) in Indochina in 2005.
- First head of the IT division of FPT, predecessor of important firms such as FPT IS, FPT Software, FPT Telecom and FPT Trading (Synnex FPT).
- Being prominent in FPT's administration, he has pioneered the modernization of the Corporation's administration systems, ensuring that all activities have been carried out efficiently and accurately in accordance with international quality standards.

3 MR. DO CAO BAO

FOUNDING MEMBER, MEMBER OF THE BOD

- Graduated in 1984 from the Military Technical Academy in Vietnam with a degree in Mathematics of Control.
- With 30 years of experience in IT in Vietnam and foreign countries, he is a respected software expert in Vietnam. He has managed many national-scale projects, making significant contributions to the development of FPT.
- As the top leader of FPT IS from 1994 to 2015, he has made FPT IS continuously a leading company in Vietnam's system integration, software development and IT service.

4 MR. DAN E KHOO

INDEPENDENT MEMBER OF THE BOD

- Has over 26 years of experience in IT and was a top leader in many prestigious technology organizations throughout the world, including the Southeast Asia Information Technology Organization (SITO), and the Asian-Oceanian Computing Industry Organization (ASOCIO).
- Holds the Chairman Emeritus of the World Information Technology and Services Alliance (WITSA).
- Taking the post of an independent member on FPT's BOD, providing instruction on implementing FPT's globalization strategy and consultation on its strategies and operations in developing countries.

5 MR. TOMOKAZU HAMAGUCHI

INDEPENDENT MEMBER OF THE BOD

- Has 40 years of experience in IT and was formerly Chairman and CEO of NTT Data, the world's sixth largest IT service provider. NTT Data is a part of the NTT Group, Japan.
- Currently the Chairman of JISA – Japan's largest non-profit IT organization.
- He is currently playing the role of strategic consultant for FPT's globalization strategy, particularly development strategy in the Japanese market.

7 MR. JEAN-CHARLES BELLIOU

INDEPENDENT MEMBER OF THE BOD

- Held an MBA from the École Supérieure de Commerce de Reims, France.
- Has worked in Viet Nam for 15 years. He used to be the CEO of a well-known French bank in Viet Nam. He is a banking expert with 26 years of experience in corporate finance, technical finance and project finance.
- He is a commercial counsellor for the French Embassy in Viet Nam and an expert in banking with 26 years of experience in corporate finance, financial engineering, and project finance.
- He was nominated by Red River Holdings as a member of FPT's BOD for the 2012-2017 term in April 2012. However, as of early August 2016, he was no longer the representative of major shareholder Red River Holdings in FPT's BOD and has become an independent member of the BOD.

6 MR. LE SONG LAI

NON-EXECUTIVE MEMBER OF THE BOD

- Received his MA in Law from Hanoi National University in 1998, and from Cambridge University, UK in 1999.
- Had significant experience in the fields of finance and investment at many state-owned enterprises. Currently he is a Deputy General Director of the State Capital and Investment Corporation (SCIC).

THE BOARD OF MANAGEMENT

In January 2017, the BOD of FPT dismissed Mr. Nguyen Khac Thanh from the position of Deputy General Director of Global Resources. Also in 2017, Mr. Uwe Schlager did not hold the position of M&A Director. Therefore, on December 31st 2017, the BOM of FPT has six members, as follows:



6

3

2

1

4

5

1

MR. BUI QUANG NGOC

CHIEF EXECUTIVE OFFICER

- Graduated from the Mathematics Department of Kishinhov University, Moldova, in 1979. Successfully defended his doctoral thesis on databases at the University of Grenoble, France, in 1986.
- Selected as one of the top 10 chief information officers in Indochina in 2005.
- First head of the IT division of FPT, predecessor of important firms such as FPT IS, FPT Software, FPT Telecom and FPT Trading (Synnex FPT).
- Being prominent in FPT's administration, he has pioneered the modernization of the Corporation's administration systems, ensuring that all activities have been carried out efficiently and accurately in accordance with international quality standards.

2

MR. NGUYEN THE PHUONG

EXECUTIVE VICE PRESIDENT
AND CHIEF FINANCIAL OFFICER

- Graduated from the Foreign Trade University and gained nearly 18 years of experience in the financial sector.
- Since joining FPT in August 2000, he has made remarkable contributions to the construction of FPT's finance and accounting system, bringing them up to international standards.

3

MR. DO CAO BAO

EXECUTIVE VICE PRESIDENT
OF BUSINESS DEVELOPMENT

- Graduated in 1984 from the Military Technical Academy in Vietnam with a degree in Mathematics of Control.
- With 30 years of experience in IT in Vietnam and foreign countries, he is a respected software expert in Vietnam. He has managed many national-scale projects, making significant contributions to the development of FPT.
- As the top leader of FPT IS from 1994 to 2015, he has made FPT IS continuously a leading company in Vietnam's system integration, software development and IT service.

4

MR. DUONG DUNG TRIEU

EXECUTIVE VICE PRESIDENT OF GLOBAL
EXPANSION

- Graduated from the University of Science and Technology in 1995 and has nearly 23 years of experience in IT.
- Holding important positions in subsidiaries, he has a wealth of experience in managing and implementing large FPT IT projects in the banking, telecommunications and tax sectors in both domestic and foreign markets.

5

MR. LE HONG VIET

CHIEF TECHNOLOGY OFFICER

- Graduated from Sydney University, Australia in 2004 with a degree in software engineering.
- After joining FPT in 2005, he has held many important positions and has contributed positively to technology activities, and software export.
- With a solid technical foundation and working experience in many countries, he is one of the people who has laid the foundations for the application and development of new technologies at FPT.

6

MR. HOANG VIET HA

CHIEF OPERATING OFFICER

- Holds a doctoral degree in Business Management from Macquarie Graduate School of Management, Sydney, Australia.
- He has many years of experience managing large companies and groups. He served as the Chief Operating Officer of Bao Viet Group (2011 - January 2015), Vice Chairman of HIPT's BOD (2012 - 2016 term), and is a member of the National Reinsurance Company's BOD.

THE SUPERVISORY BOARD FOR THE 2017 -2022 PERIOD

The annual shareholders' meeting of FPT on March 31st 2017 elected the Supervisory Board for the 2017 – 2020 period. The Supervisory Board of FPT has three members, two of whom are reappointed and one is newly appointed, as follows:



2

1

3

1

MR. NGUYEN VIET THANG

HEAD OF THE SUPERVISORY BOARD

- Graduated from Hanoi Commerce University in 1989, and holds a doctoral degree in economics from the Philippines' Bulacan University in 2014.
- He has been the Vice Principal of FPT University cum Director of FPT School of Business under FPT University. He acted as the Deputy Head of the Business Administration Department of Hanoi National University.

2

MR. NGUYEN KHAI HOAN

MEMBER OF THE SUPERVISORY BOARD

- Graduated from the Finance Institute, Russia, in 1999 and holds a doctoral degree in economics (majoring in investment) from the Economics Institute of the Russian Academy of Sciences, 2003.
- He joined FPT in 2003, and was the Chief Accountant for FPT Software from 2005 to 2010.
- Since January 2011, he has been the Executive Vice President of Finance for FPT Software.

3

MS. NGUYEN THI KIM ANH

MEMBER OF THE SUPERVISORY BOARD

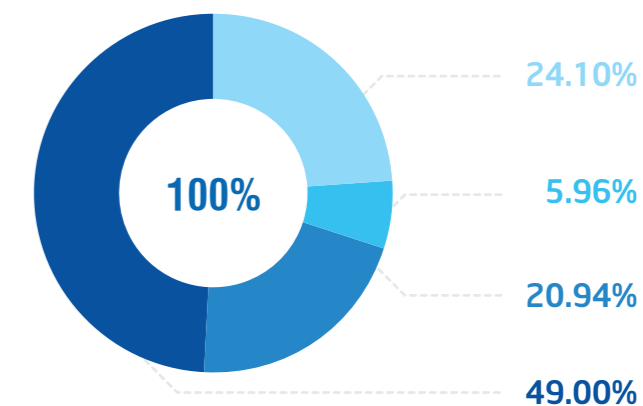
- Graduated from the Institute of International Relations majored in International Relations and accomplished her Master in Trade and Finance at Leeds Metropolitan University, England.
- Since 2008, she has worked at State Capital Investment Corporation (SCIC) and is currently an Investment Officer at SCIC.

EQUITY AND SHAREHOLDING INFORMATION

STOCK INFORMATION

Shareholding structure:

- Foreign investors: **49.00%**
- Internal investors: **20.94%**
- The State (SCIC): **5.96%**
- Other domestic investors: **24.10%**



Some key indicators:

Charter capital:

VND 5,309,611,050,000

Number of authorized shares:

530,961,105 shares

Type of shares:

COMMON

Number of outstanding shares:

530,878,729 shares

Number of treasury shares:

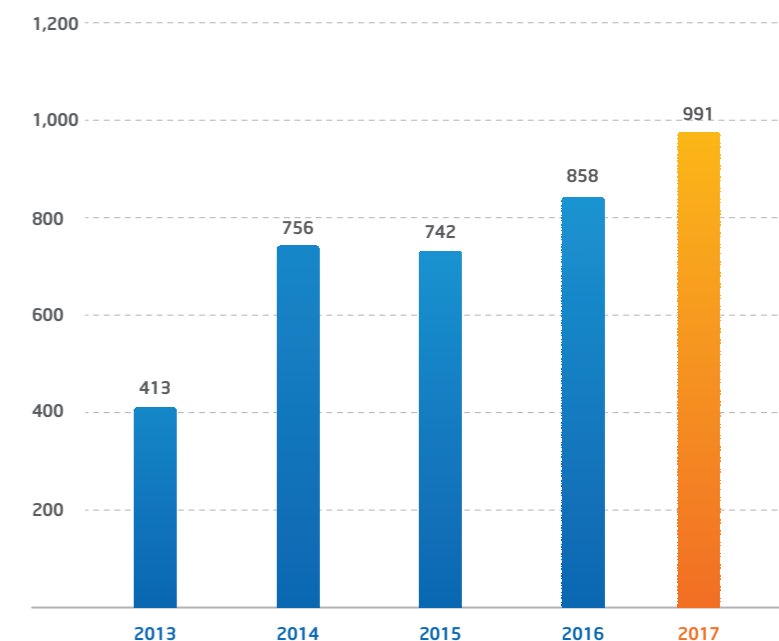
82,376 shares

Par value:

VND 10,000

Dividend Payment History from 2013 to 2017

Unit: VND billion



Note: This is cash dividend paid for shareholders of FPT, including the remaining dividends of the previous year (if any), and advanced payment of dividends of the current year.

STRATEGIC DIRECTIONS FOR THE 2018 - 2020 PERIOD

MACROECONOMIC PROSPECTS

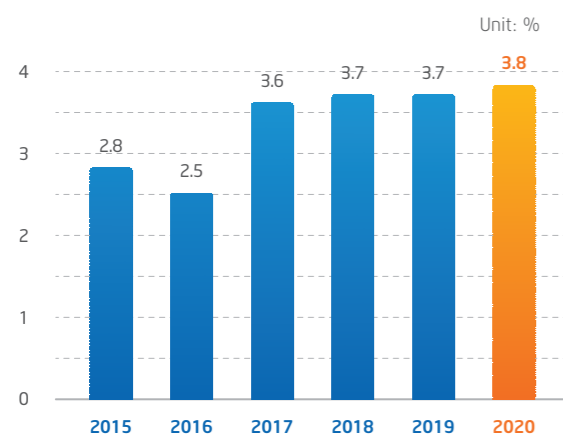
Global economy

Opportunities

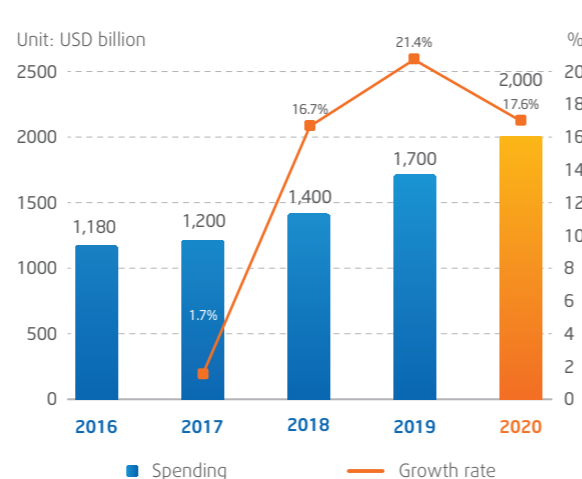
The global economy in the 2018 – 2020 period is expected to recover and enter a new growth period with GDP forecast to increase in 2018, reaching 3.7% and remaining stable until 2020. International economic integration through bilateral and multilateral trade agreements promotes export growth.

Asia-Pacific is a high-growth region with average GDP growth rate of 5.4% and import-export value increased from 3% – 4.8%, equal to USD 100 billion each year.

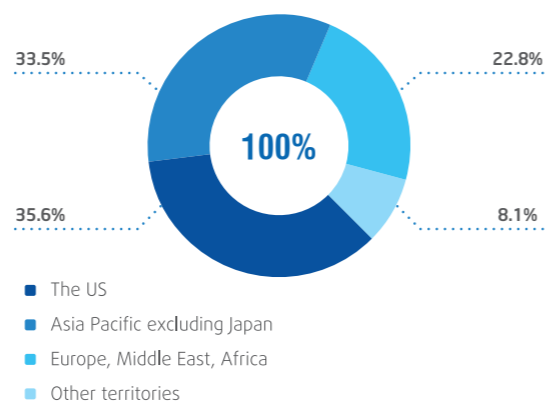
GDP growth in the 2015-2020 period



Total spending on global digital transformation



Global spending proportion on digital transformation by regions



In addition, the 4th Industrial Revolution leads to the wave of digital transformation. According to IDC's forecast, the global digital transformation market is growing at an annual average rate of approximately 17% per year, estimated to reach USD 2,000 billion by 2020. The US and Asia Pacific (excluding Japan) markets have highest spending, accounting for nearly 70% of total global spending on digital transformation.

Challenges

Financial market has unusual fluctuations, population structure is aging and government management reform has not been comprehensive. There is the threat of protectionism of domestic production through trade restriction and withdrawal from free trade agreements that can break the momentum of global trade recovery.

The digital transformation process has progressed rapidly at a large scale, leading to an intense competition globally. Startups with dynamic management and new technology are competing with traditional businesses in the same field. High quality human resources are in short, especially in developing countries.

Vietnam's macro-economy

Opportunities

Vietnam's economy in the 2018 – 2020 period is forecast to grow with stable macroeconomic indicators. Gross Domestic Product (GDP) increased by 6.5% – 6.7%; inflation was controlled at 4%.

The government timely set up mechanisms and policies to orient the development of intelligent industry, focus on developing IT infrastructure, and promote innovative startup ecosystems and human resources development. 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 the end of 2017, total investment value reached VND 676.3 trillion, accounting for 64.3%.
- The Industrial Revolution 4.0 promotes the development of smart transportation, smart healthcare, smart manufacturing, and smart cities based on the application of new technology solutions.
- Forester forecast that 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 becomes more transparent and equal; trade barriers, investments and tariffs are being eliminated, making it easier to access international markets.

Enterprises have taken advantage of globalization and benefit from bilateral and multilateral FTAs agreements, thereby expanding cooperation, diversifying markets and increasing export turnover in the region and the world.

Challenges

There are existing policies that have not been resolved, causing difficulties for enterprises in production and business activities such as accessibility to investment capital, overlapping administrative procedures, tax-fee contribution to the state budget, and mechanisms to recover capital from several BOT projects.

Human resource development has not been able to keep up with the demands of the 4th Industrial Revolution, leading to a shortage of high quality human resources. In addition, low-cost labor is losing its edge.

When integrating, Vietnam's enterprises face strict regulations on tariffs, origin and quality of goods and services, and transparency of enterprise information and intellectual property, especially regulations on environmental protection and sustainable development.

INDUSTRY PROSPECTS AND OPPORTUNITIES FOR FPT

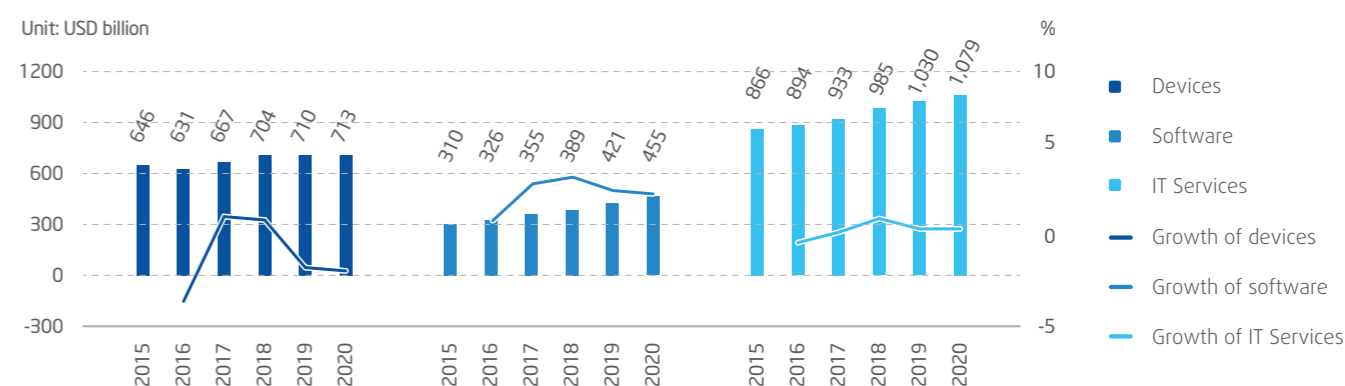
IT market

Global IT market opens up great opportunities

Spending on IT services and software increases rapidly

According to Gartner's forecast, the size of the global IT market is expected to reach USD 3,700 billion in 2018, up by 4.5% from 2017. The IT and software service segment is growing at a higher rate than the overall market share, equal to 5.5% and 9.5% respectively, in contrast with the slower growth of devices (hardware) segment.

Forecast of global IT spending by products/IT services

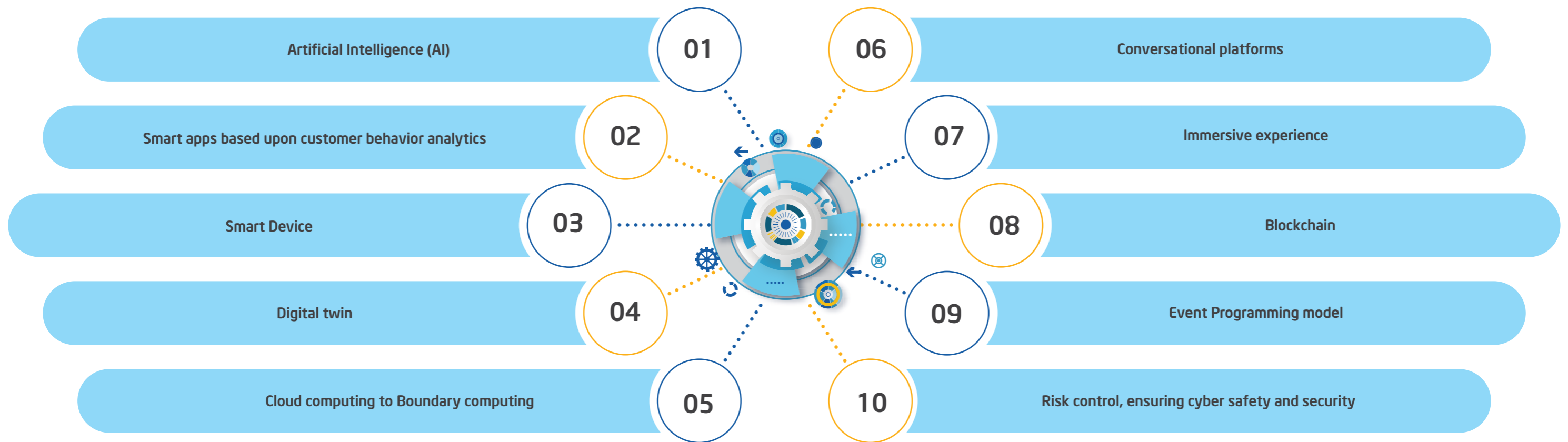


Digital transformation trend continues to grow fast

According to a global CIO survey conducted by Gartner Inc., the most successful organizations in private and public sectors spent 33% and 21% of their IT budgets in 2017 (respectively) on investments in digital transformation. In 2018, these organizations are expected to increase spending by up to 43% on IT budgets for digitization, with public institutions increasing by 28%. In the 4th Industrial Revolution, digital transformation is indispensable trend, with enterprises becoming digital business at a faster rate.

Digital Smart Network will be the technology trend leading organizations and enterprises in 2018. This network is a combination of human, devices, content and digital service systems, operating based on digital models, business platforms and a system of intelligent and diverse service to support digital organizations and enterprises.

10 digital transformation trends



01

Artificial Intelligence (AI): Including technologies such as deep learning, analysis, forecasting, and independent operating...to enhance decision making process, re-establish business models and ecosystems, and improve customer experience with digital enhancements.

02

Smart apps based upon customer behavior analytics: Including technologies such as virtual customer assistants and business assistants. In the next few years, most of application and service will integrate with AI not only to replace human, but also to automatically collect, analyze and share information to specific groups of users.

03

Smart Device: including machines equipped with artificial intelligence to perform advanced behaviors, interact more naturally with the environment and with humans (such as self-driving cars, robots, and unmanned aircraft).

04

Digital twin: sensor-based technologies that accurately simulate the state of device, systems, or things, and can be adjusted, operationally improved, and increased in value.

05

Cloud computing to Boundary computing: Boundary computing is a method of optimizing a cloud computing system by processing data at the edge of the network, closest to the source of data. This technology reduces transmission costs, time delays and bandwidth limitations.

06

Conversational platforms: The conversational platform will promote the next model transformation in how people interact with the digital world through the process of obtaining a question or instruction from users and then responding by performing a number of functions, displaying some contents or requiring additional input.

07

Immersive experience: Including virtual reality (VR) and virtual interaction (AR) technology. The VR/AR market is fragmented and full of potential because of new VR applications currently serving entertainment sector only, and has not been applied to improve labor productivity.

08

Blockchain: Blockchain is developing from digital currencies into a platform to digitize business, set up digital business in many areas such as government, healthcare, manufacturing, media distribution, identification, standard registration and supply chain.

09

Event Programming model: is a programming model based on the detailed discovery, collection and analysis of events stored digitally, reflecting situations or state changes, such as completing orders or landing airplanes.

10

Risk control, ensuring cyber safety and security: To ensure the safety of digital business initiatives, security and risk managers must follow risk assessment and evaluation approach (CARTA) and continually adapt to improve security infrastructure.

Vietnam's IT market

Software export market

In 2017, software industry's market size is estimated at over USD 300 billion globally (ITO), and will continue to grow in 2018 due to the impact of digital transformation trend and the Industrial Revolution 4.0. In particular, the software export industry in Viet Nam has established a strong international brand, in the top 10 within Asia Pacific region. According to Gartner, Vietnam is the most attractive destination for IT services.

Over the past three years, software services market is shifting from Chinese and Indian to ASEAN countries, contributing to the growth of the software export market and IT services in Vietnam by 15%-25% per year. This is the opportunity for software export of Vietnam in general, and for FPT in particular.

Integrated systems and infrastructure solutions market

According to IDC, in 2018 domestic investment in IT infrastructure will continue to grow by 10% compared to 2017, estimated at USD 1.4 billion, mainly in the fields of artificial intelligence technology, IoT, apply high technology in agricultural cultivation, cyber safety and security, etc. It is likely that the market will grow by 10% annually until 2020.

Telecommunication and Pay-TV market

The global telecommunications industry continues to invest massively in digital transformation and plays an important part in global economy and the society. Some basic trends are driving the development of telecommunications industry:

- Mobile technology: LTE, 5G
- Broadband technology: optical fiber
- IoT: cloud computing, Big Data analysis and M2M (Machine to Machine)
- Digital Media: Video streaming
- Smart Infrastructure: smart city

In recent years, the trend toward the use of fiber-optic broadband Internet service is increasing with average growth rate of 15%-20% per year. In the future, the demand of using customer data for internet service, internet television, video, music and the development of IoT will continue to promote the development of broadband internet in Vietnam.

In Pay-TV market, the number of subscribers is estimated to reach 13.2 million with 16 providers by the end of 2017. Market revenue is estimated at VND 7,500 billion. In recent years, many new providers of OTT TV services have appeared in the market, such as Vietnamnet ICOM and Clip TV, in addition to the existing providers in the field of television such as VTVcab, SCTV, AVG, VTC, HTVC, Hanoicab, VNPT, Viettel, and K+.

IT human resource training and development

According to the Ministry of Information and Communications' 2017 report, Viet Nam needs approximately 1.2 million IT workers by 2020. Meanwhile, Vietnam is lack of 500,000 workers.

The IT industry is constantly developing. In addition to hardware, software and computer network, many new branches have appeared, such as security, game programming, mobile application, and 3D design, etc. This leads to the lack of human resource in both quantity and quality.

Vietnam currently has:

- 153 IT universities and colleges;
- 40,000 workers trained every year;
- More than 20 IT majors put into training curriculum.

**SHORT OF 0.5 MILLION
IT WORKERS**
In 2020



USD 300 BILLION
Market size
of software export



STRATEGIC BUSINESS DIRECTIONS IN THE 2018 - 2020 PERIOD

PIONEERING IN THE DIGITAL TRANSFORMATION IN VIET NAM AND IN THE WORLD



Aspiring to be a global corporation

Target	Mission	Action
Increasing growth rate from big overseas markets higher than in domestic market; Winning the bidding over global competitors.	<ul style="list-style-type: none"> Increasing revenue growth from overseas markets in 2018 to reach 30%; Doubling the number of international bidding wins as in 2017. 	<ul style="list-style-type: none"> Enhancing capacity for international competitions; Carrying out mergers and acquisitions in order to promote market growth and expansion, and develop specialized products and services.
Becoming the global partner at the highest level of the world's leading technology corporations on the Internet of things (IoT) platform.	<ul style="list-style-type: none"> Developing cooperation plans and upgrade global partnerships annually, such as GE, Siemens, AWS, MS, IBM, and Cisco, etc. 	<ul style="list-style-type: none"> Developing and implementing strategic partnerships with leading IoT partners.
Increasing the number of Fortune 500 customers.	<ul style="list-style-type: none"> Acquiring more Fortune 500 customers in Japan, America, Germany, France, and Australia annually. 	<ul style="list-style-type: none"> Standardizing, developing and implementing a new plan to attract client, focus on the priority areas.

Pioneering in the digital transformation

Target	Mission	Action
Becoming one of the world's leading company providing digital transformation services.	<ul style="list-style-type: none"> Increasing digital transformation revenue growth by 70% per year; Jointly developing IoT platforms and smart factory with strategic international partners. 	<ul style="list-style-type: none"> Establishing high level partnerships with international partners; actively involve in the development, production and commercialization of PoC and digital transformation services, using S.M.A.C, IoT, Industrial IoT, Digital Platform & API, AI, AR / VR, Robotics, 5G, and Blockchain; Building a team of senior experts in digital architecture, Data Science, and AI, and connect Vietnamese experts in this field worldwide.
Implementing strong and comprehensive digital transformation among the Corporation.	<ul style="list-style-type: none"> Transforming 10% - 30% - 50% activities of the cooperation digitally from 2018 to 2020. 	<ul style="list-style-type: none"> Developing and implementing a program of moving the information system of FPT to digital platform and IoT.
Building FPT ecosystem on an open IoT platform.	<ul style="list-style-type: none"> Developing IoT solutions for transportation, healthcare, e-government, and banking, etc.; Developing an open IoT Platform and ecosystem of FPT with 100% growth in the number of partners per year. 	<ul style="list-style-type: none"> Building a research development center, ensure an innovative environment for developing technology solutions Building an IoT and AI-based ecosystem among subsidiaries, connect to the community to enhance the competitiveness the Corporation; Effectively running a program to support startup community
Developing IT labor force.	<ul style="list-style-type: none"> Doubling the number of IT students trained on digital transformation at universities. 	<ul style="list-style-type: none"> Introducing digital transformation and AI into training program of FPT University and other universities across Vietnam.

Hightening the position

Target	Mission	Action
Changing dramatically in business scale	<ul style="list-style-type: none"> Changing dramatically in business scale through long-term contracts; comprehensive and specialized solutions; high added values services; or new services and areas with high revenue. 	<ul style="list-style-type: none"> Developing and implementing a plan of business growth combined closely with the standardization and development, and implement annual service development plan towards high value projects.
Implementing FPT digital transformation solutions in Vietnam and in the world.	<ul style="list-style-type: none"> Increasing revenue growth of digital transformation solutions of FPT by 50% per year. 	<ul style="list-style-type: none"> Developing and implementing programs to find suitable customers; improve the quality of digital transformation solutions by building learning environment and maximizing the creative capacity of FPT employees.

Orientation for sustainable development

Target	Mission	Action
Sustainable business growth.	<ul style="list-style-type: none"> Ensuring high revenue and profit growth, along with risk control and cost optimization; Promoting the development of FPT's pioneering brand in the 4th industrial revolution. 	<ul style="list-style-type: none"> Ensuring sustainable revenue and profit growth from traditional business sectors, and accelerate sales from globalization, S.M.A.C, smart services, and IoT; Building a solid foundation for FPT based on human resource and technology factors throughout the Corporation and member companies: improving the quality of IT human resources; developing new technologies, investing in IT infrastructure, and strengthening the strategic advisory function for the IT industry to the government; Strictly adhering to the tax and tax payment policy, contribute to the implementation of the social development goals of the government.
Positive contribution to the development of the society.	<ul style="list-style-type: none"> Investing in improving the quality of education and building human resources in Industrial revolution 4.0 for the society. 	<ul style="list-style-type: none"> Developing IT resource, building a young generation of IT engineers with high professional qualifications and strong foreign language skills for FPT in particular and the society in general; Strengthening staff engagement with community activities, help disaster victims to recover, and support to build school in underprivileged areas.
Environmental protection.	<ul style="list-style-type: none"> Raising awareness of environmental protection, encourage people to use natural resources economically and efficiently. 	<ul style="list-style-type: none"> Saving energy in FPT's offices and school buildings by raising awareness of energy conservation and infrastructure systems improvement; Control the collection and treatment process of waste at FPT's offices to meet the standards.



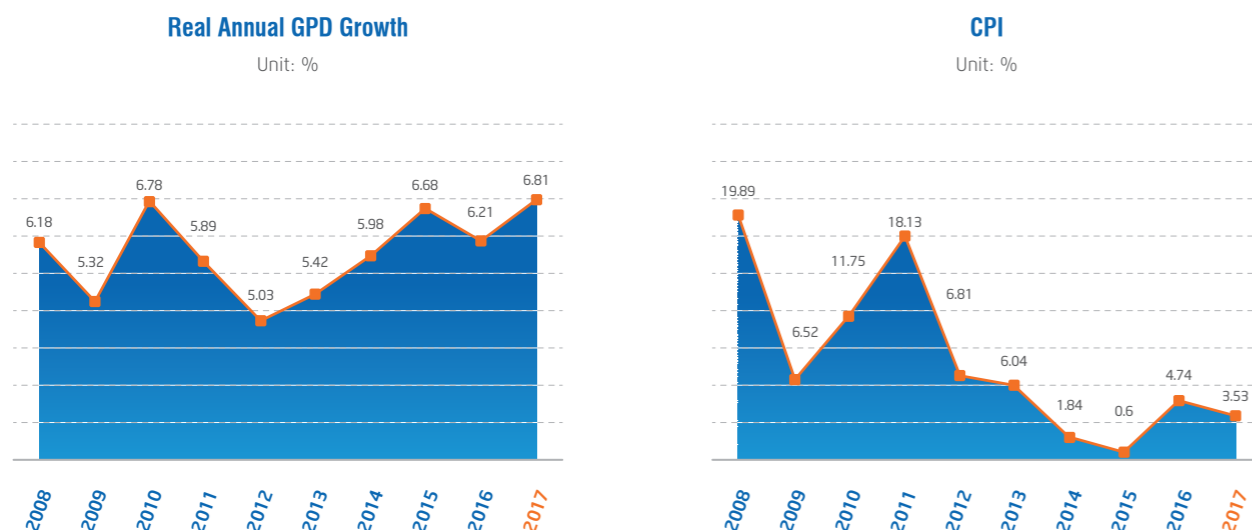
FPT software engineers have reached 33 countries. Together we will bring the flag of Vietnam technology around the world.

OVERALL FINANCIAL PERFORMANCE AND THE BOM'S EVALUATION

THE MACROECONOMIC CONTEXT

According to the World Bank's report, global GDP growth is estimated at 3% in 2017. Remarkably, growth among emerging markets and developing economies is estimated to have accelerated to 4.3%, reflecting firming activity in commodity exporters. However, the world economy is also affected by complicated changes in world politics, a weak recovery and potential risk, escalating trade protectionism.

The domestic economy experienced positive change, the highest GDP growth rate in the last 6 years is estimated at 6.81%, which is higher than 6.7% growth rate planned at the beginning of the year. CPI increased by 3.53% in comparison to the average in 2016, below the government's target rate. As of December 15th, 2017, total government budget spent was VND 1,220 trillion, equal to 87.7% of annual estimate; particularly the amount of money spent on development was VND 260 trillion, equal to 72.6% of the annual estimate. During the year, Vietnam successfully hosted APEC 2017 with the statement affirmed that the Asia-Pacific continues to promote free trade and investment, being a driver for sustainable development and supporting the process of "Going global".



BUSINESS PERFORMANCE IN 2017 AND THE BOM'S EVALUATION



In 2017, FPT has strived to accomplish all targets. Particularly, the Corporation completed restructuring Distribution and Retail sectors to focus on core business sectors, which are Technology and Telecommunications. The orientation of new technologies investment in this year has recorded positive results, such as developing its own AI platform, becoming a key partner on IoT platform of leading corporations worldwide. This is the solid foundation that helps FPT establish partnerships with many giants in the world, aiming to become the leading digital transformation service provider in domestic and foreign markets.

Mr. Bui Quang Ngoc,
FPT CEO

Overall financial performance

In 2017, FPT recorded consolidated revenue of VND 43,845 billion, up 8% compared to 2016. PBT was VND 4,255 billion, up 41% YoY thanks to good performance of business lines and gain from the divestment in FPT Retail and Synnex FPT. EPS was VND 5,129, up 50% YoY. Meanwhile, FPT's total assets were down 16%, mainly due to the fact that the total assets of FPT Retail and Synnex FPT were not incorporated in the Corporation's consolidated financial statements as at December 31st, 2017.

4,255
VND BILLION
Profit before tax

Summary of key financial performance metrics in 2017:

Unit: VND billion

Items	2016	2017	Change
Total assets	29,833	25,000	-16%
Consolidated business revenue	40,545	43,845	8%
Operating profit	2,964	4,220	42%
EBITDA	4,022	5,267	31%
Profit before tax	3,014	4,255	41%
Profit after tax	2,576	3,528	37%
Earnings per share (VND)	3,410	5,129	50%
Cash dividend paid during the year (*)	858	991	16%
Payout ratio (%)	43.1	33.8	

* Note: Cash dividend paid for FPT's shareholders, including the remaining cash dividend of the previous year (if any) and advanced cash dividend for the reported year.

Result of FPT's divestment in the distribution and retail sector

In accordance with Resolution No. 01.08-2017/NQ-HDQT/FPT dated August 1st, 2017 and Resolution No. 01.09-2017/NQ-HDQT/FPT dated September 11th, 2017, FPT completed the divestment in FPT Retail and FPT Trading to below 50%. Specifically, from December 18th, 2017, FPT's ownership ratio in FPT Retail and Synnex FPT has been reduced to 47% and 48%, respectively and these companies are no longer subsidiaries of FPT, becoming associates instead. FPT's businesses are now grouped into three main segments: Technology, Telecom, and Education and Investment.

After completing the divestment in FPT Retail and FPT Trading, FPT recorded an one-off after-tax gain attributable to the parent company's shareholders of VND 911 billion.

Financial performance by operating sectors

Revenue of the three business sectors of FPT, Technology, Telecom, and Education and Investment, all achieved double-digit growth in 2017. The Technology sector recorded revenue up 11% and PBT up slightly of 3% compared with 2016 due to the below-expectation performance of software solutions, IT services and system integration. In contrast, software outsourcing continued to be an important growth driver of the Technology sector and the pivot in the Corporation's "Going global" strategy, with revenue and PBT growth of 20% and 25%, respectively.

The Telecom sector recorded revenue up 15%, however, PBT was up only by 2% YoY, due to the provision for Vietnam's public-utility telecommunication service fund and license fee.

With a strategic focus on Technology and Telecom and the huge potentials of the market, these operating sectors will continue

to remain key contributors to the consolidated PBT of the Corporation.

The education and investment sector recorded revenue up 17%, and PBT increased sharply by 606% thanks to the one-off gain on the divestment in the distribution and retail sector.

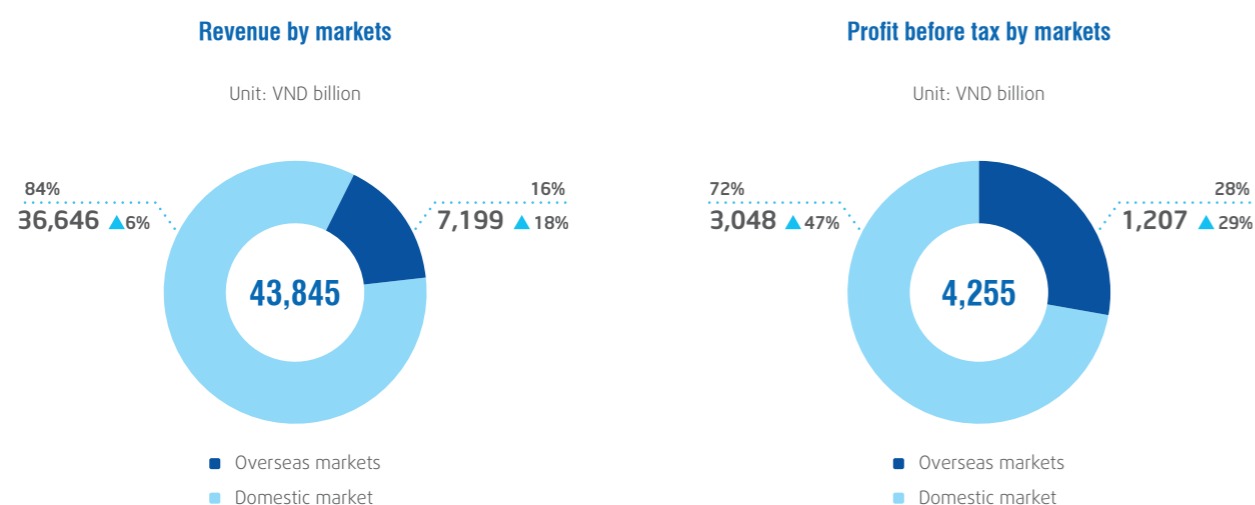
The distribution and retail sector (no longer consolidated since December 18th, 2017) also achieved fruitful results in 2017. While the distribution segment caught up with market growth, the retail segment maintained an impressive growth of both revenue and PBT, up 22% and 40%, respectively.

Financial performance by domestic and overseas markets

In 2017, FPT continued to harvest outstanding success with the 'Going Global' strategy, generating revenue of VND 7,199 billion (up 18%) and PBT of VND 1,207 billion (up 29%) YoY, accounting for 16% and 28% of the consolidated revenue and PBT, respectively.

Software outsourcing continued to be an important growth driver of the 'Going Global' strategy. The Japanese market recorded impressive revenue growth of 26% and reached VND 3,599 billion, accounting for 50% of total revenue from the Corporation's overseas market.

In the domestic market, revenue was up slightly by 6% YoY, while PBT increased significantly by 47% thanks to the result of the divestment in distribution and retail sector.



FINANCIAL POSITION

Total assets

As of December 31st, 2017, total assets were VND 25,000 billion, down VND 4,833 billion, a 16% decrease in comparison to 2016. This is because FPT Retail and Synnex FPT are no longer FPT's subsidiaries as of December 31st, 2017, therefore, the assets of these companies were not incorporated in the Corporation's consolidated financial statements. Accordingly, various balance sheet amounts also decreased sharply, for example, the inventory has reduced by VND 3,534 billion, equal to 78%; cash and cash equivalents has reduced VND 1,625 billion, equal to 17% YoY. Return on assets (ROA) reached 12.5%, up 2.8% compared with 2016.

Regarding the balance of provision for doubtful accounts receivable as of December 31st, 2017, in the Telecom Services segment, the provision was made based on the historical percentage of customers who dropped out and of whom the receivable amount was unable to be collected. In the Telecommunication business, this is considered an operating expense. By 2017 year-end, the Corporation did not net-off the amount due from dropped out subscribers with the provision made for such accounts, which resulted in the increased amount of provision. The balance of provision for accounts receivable as of December 31st, 2017 (excluding such provision in the Telecom services segment) was VND 64.4 billion, which remained low at 1.3% of the total short-term accounts receivable balance, compared to that of 1.5% as of December 31st, 2016.

Total liabilities

As of December 31st, 2017, the total interest-bearing debt balance has decreased from VND 9,939 billion to VND 4,682 billion (decreased VND 5,257 billion) due to decreasing short-term borrowing by VND 5,090 billion. Unlike previous years, the short-term borrowing balance did not consist of loans to finance working capital in the distribution and retail segments, which meant that this balance reduced sharply compared to December 31st, 2016.

Long-term borrowing was to finance capital expenditure investments of the Technology and Telecom sectors, in which the Telecom services segment has its balance decreased sharply by VND 344 billion due to finishing most of its fiber optic projects across the country. The long-term borrowing balance of Software outsourcing increased by VND 177 billion because of the high demand for office complexes and advanced technology investments. As of December 31st, 2017, long-term borrowing balance at the software outsourcing segment was VND 460.2 billion, which accounted for 81% of the difference in the consolidated long-term borrowing balance between the two periods.

The liquidity ratios are improved, with the quick ratio is 1.35 times, up 0.36 times in comparison to 2016. The Corporation's net debt to equity ratio was 35.4%, which is lower than at the end of last year (86.8% in 2016, details as the table below), indicating high financial safety as well as potential to mobilize more financial resources for business expansion going forward.

Fundamental ratios

Ratios	2016	2017
Liquidity ratios		
Current ratio (times)	1.26	1.45
Quick ratio (times)	1.00	1.35
Leverage and coverage ratios		
Debt/Total assets	33.3%	18.7%
Debt/Equity	86.8%	35.4%
Net debt/Equity	4.3%	-23.8%
Operating efficiency ratios		
Inventory turnover (times)	6.6	8.9
Accounts receivable (times)	8.3	8.0
Accounts payable turnover (times)	10.6	10.4
Cash conversion cycle (in days)	65.2	51.6
Profitability ratios		
Operating profit margin	7.3%	9.6%
Profit before tax margin	7.4%	9.7%
Profit after tax margin	6.4%	8.0%
Return on capital employed (ROCE)	15.8%	20.4%
Return on equity (ROE)	23.8%	28.5%
Return on assets (ROA)	9.7%	12.5%

PERSONNEL AND ORGANIZATION STRUCTURE

Subsidiaries and associates

With a strategic focus on rapid growth, sustainable development and becoming a technology-focused corporation, FPT completed the reduction of its ownership in FPT Retail and Synnex FPT to under 50%. In concrete terms, FPT's ownership ratio in FPT Retail and Synnex FPT has been reduced to 47% and 48%, respectively. Therefore, these companies are no longer subsidiaries of FPT, becoming associates instead from December 18th, 2017.

As of December 31st, 2017, FPT has 6 subsidiaries (excluding a subsidiary which has been scaled down since 2011) and 4 associates, which are divided into three business sectors: Technology, Telecom, and Education and Investment. FPT's subsidiaries and associates as of December 31st, 2017 are as follows:

6 subsidiaries:

- In Technology sector: **FPT Software and FPT IS**
- In Telecom sector: **FPT Telecom and FPT Online**
- In Education and Investment sector: **FPT Education and FPT Investment**

4 associates

- Synnex FPT Joint Stock Company
- FPT Digital Retail Joint Stock Company
- FPT Fund Management Joint Stock Company
- FPT Securities Joint Stock Company

The Board of Management and the chief accountant as of December 31st, 2017

No.	Senior management	Position	Percentage of ownership
1	Mr. Bui Quang Ngoc	Chief Executive Officer	3.42%
2	Mr. Do Cao Bao	Executive Vice President	1.13%
3	Mr. Nguyen The Phuong	Executive Vice President	0.09%
4	Mr. Duong Dung Trieu	Executive Vice President	0.43%
5	Mr. Hoang Viet Ha	Chief Operating Officer	0.00%
6	Mr. Le Hong Viet	Chief Technology Officer	0.00%
7	Mr. Hoang Huu Chien	Chief Accountant	0.02%

Changes in the BOM during the year included:

- Appointing Mr. Nguyen Khac Thanh, formerly Executive Vice President of Global Resources (until January 1st, 2017), to the position of Rector of FPT University for the third term from 2016 to 2021.
- Dismissing Mr. Uwe Schalger as M&A Director from September 30th, 2017.

Human resources

The Corporation's personnel continued to grow in size and level of accomplishment. By the end of December 2017, the total headcount (including the distribution and retail segment) has reached 32,092 people, an increase of 13% compared with 2016. The total headcount excluding the distribution and retail segment was 25,322 people (up 14.2% YoY), with the number of engineers, programmers and IT experts reaching 12,181 people, up 18.7% from 2016 and accounting for 48% of the total headcount of the Corporation. The number of specialists in these areas excluding the distribution and retail segment in 2016 was 10,265 people.

In order to improve employees' capabilities to keep up-to-date with changes in the business and technology world, FPT has placed a stronger focus on internal training. The BOM has issued a training policy that requires FPT employees to participate in continuous training programs suggested by FPT Corporate University, or complete at least one online course. In 2017, 268,864 employee training sessions with a total of more than 1.7 million hours of training recorded; 3,551 technology certificates were obtained by FPT employees from global tech-giants, bringing the total number of international technology certificates possessed by FPT employees to 6,834 certificates, almost double that of 2016.

Compensation, welfare policies, enhanced working facilities as well as many other measures were conducted during the year to better provide for the employees. The annual employee survey has revealed that we have an active, professional, and flexible working environment with friendly and supportive colleagues, good promotion prospects, and excellent training and development opportunities, all offered with competitive compensation packages.

INVESTMENT AND MAJOR CAPITAL EXPENDITURE PROJECTS

In 2017, FPT has continued to invest in core businesses which contributed significantly to the Corporation's growth, including the Telecom sector (to invest in infrastructure, expand the customer base and invest in new products), and the Technology sector (to invest in advanced technology and office complexes to accommodate an increasing workforce). The Telecom sector finished most of its fiber-optic conversion projects across the country. Cash spent on fixed assets in 2017 was VND 1,104 billion, a decrease of VND 329 billion, or 23% less than 2016 spending.

Breakdown of fixed asset spending by sector:

Unit: VND billion

Business Sector	Reimbursed in FY 2016	Reimbursed in FY 2017	Major projects
Telecom	1,003	691	Investment in infrastructure, fiber optic swap project, pay TV services, etc.
Technology	286	375	Investment in office building to support business expansion, R&D
Education and Investment	28	39	
Total capital expenditure	1,433	1,104	

Capital expenditure is recorded in accordance with Vietnamese accounting standards - Fixed assets.

REPORT ON THE CORPORATION'S CORPORATE SOCIAL AND ENVIRONMENTAL RESPONSIBILITIES

Together with business development and corporate governance, FPT has made significant contributions to the development of Vietnamese society, especially in aiding education support programs, which will in turn help with youth development.

In 2017, FPT and its employees have altogether contributed VND 35.7 billion to community activities, in which:

- The contribution from the Corporation was VND 31.2 billion; and
- The contribution from employees was VND 4.5 billion.

The expenditure was divided between two purposes: education and young people's development programs, and charitable programs to support families living in poor conditions and disaster victims.

Details of programs that have been contributed to during the year are as follows:

Unit: VND billion

No.	Programs	Number of people supported / involved (person)	Budget
I	Education and youth support	12,261,755	32.9
1	Scholarships	1,141	25.7
2	Deploying technology application programs in training	7,241,687	4.4
3	Providing learning facilities (computers, books)	18,427	1.5
4	Awards encouraging students to be competent in the field	500	1.1
5	Other educational support activities	5,000,000	0.2
II	Disaster support activities	8,256	1.1
III	Charitable, humanitarian activities	7,116	1.7

Environmental responsibilities: FPT also held activities and programs to encourage employees to develop an environmental protection mindset and prioritize the use of new technologies and environment-friendly materials, maximizing the use of renewable energy at the company's offices and minimizing environmental impact.

(Please refer to the Sustainable Development Report from page 90)

TECHNOLOGY ACTIVITIES IN 2017

In pioneering strategic direction in the digital revolution, FPT focuses its investment on developing solutions and services based on the revolution's core technologies. At the same time, FPT strengthens the establishment of partnerships with corporations that own technology platforms to enhance its capacity to provide digital transformation services to customers globally.

In 2017, one of the core technologies of the digital transformation researched by FPT is Artificial Intelligence (AI) technology, an area in which the Corporation has achieved impressive results in 2017. The company launched a platform to build the FPT AI dialogue interface. After more than six months of launching, some Chatbots (automatic chat interaction application with the end user) based on this platform have been developed and put into practical applications. This includes: as virtual assistants supporting medical applications for one of the leading healthcare providers in the US; as virtual assistants automatically supporting customers through two email and chat channels for one of Singapore's leading telecommunications companies; as a Chatbot that takes care of FPT Telecom's virtual customers, helping to answer questions and provide support; and as a Chatbot selling virtual goods at the FPT Shop, helping customers find product information, sending announcements about promotions, and supporting direct orders. Some AI research results have also been applied to the development of self-propulsion technology. In October 2017, FPT successfully tested self-propulsion on 4-seater commercial vehicles, which can be self-propelled at 15km/h on the Company's premises in Ho Chi Minh City.

Also in 2017, FPT was one of the first technology companies selected by Airbus, Siemens, and GE to be partners in the development of services and solutions based on the technology needs of each company. For example, FPT will provide 500 software engineers to develop aviation solutions via Airbus' platform, Skywise.

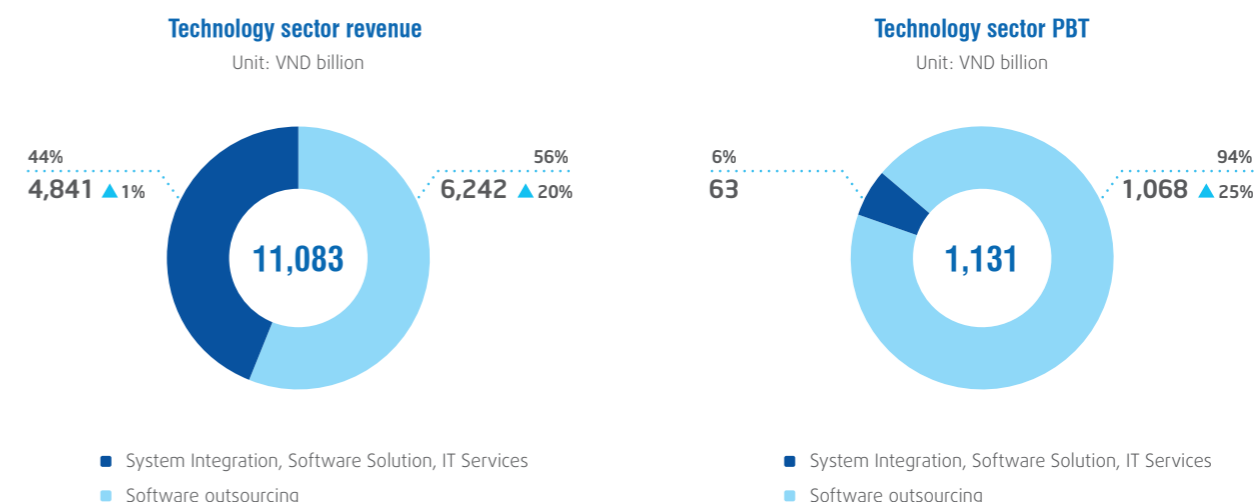
PERFORMANCE ANALYSIS BY BUSINESS SECTOR IN 2017

TECHNOLOGY SECTOR

The technology sector consists of two companies:

- FPT Software operates in the Software Outsourcing segment;
- FPT IS operates in the Software Solutions, System Integration and IT Services segments.

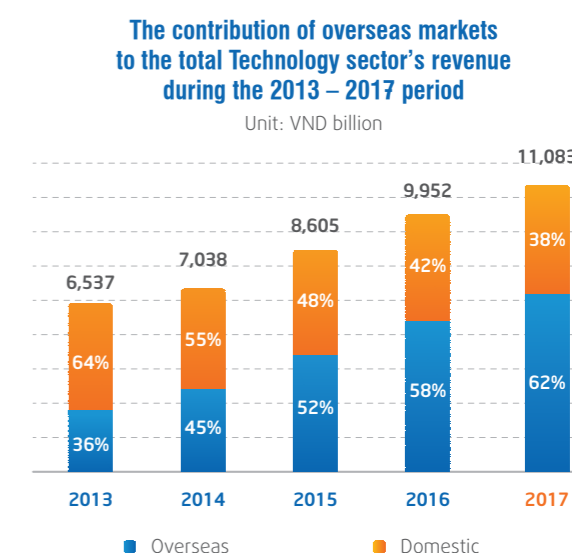
In 2017, the Technology sector recorded revenue of VND 11,083 billion, up 11% from 2016, and PBT of VND 1,131 billion, up 3%, contributing 25% and 27% in consolidated revenue and PBT, respectively.



The Technology sector continues its leading role in the "Going global" strategy of the corporation

In 2017, 62% of the Technology sector's revenue came from overseas markets. In the domestic market, various difficulties are arising from macroeconomic policy change such as state budget constraints and banking system restructuring. FPT's 'Going Global' strategy continues to be an important growth driver of the sector in particular, and of the Corporation in general. This is the biggest difference between FPT and other companies in the industry whose sources of revenues are generally dependent on the domestic market.

During the 2013 - 2017 period, the Technology sector's revenue has delivered a CAGR of 14% per annum, while its overseas operation delivered a CAGR of 31% per annum over the same period.

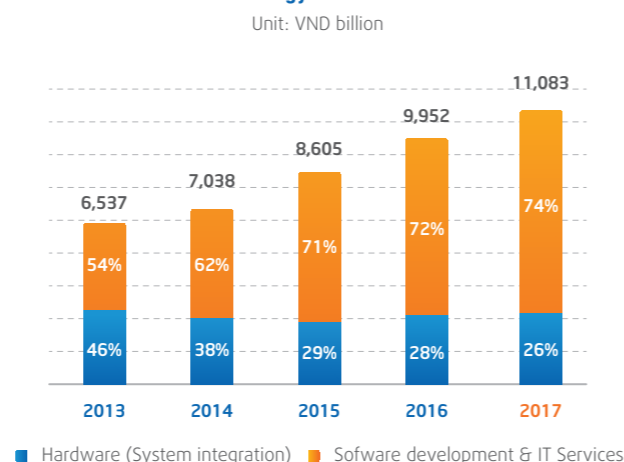


In addition to the Software Outsourcing segment, which has maintained a strong compounded annual growth rate of 30% over the past five years, other segments in the Technology sector also found opportunities to export solutions that have successfully been introduced in the domestic market to other developing markets. In 2017, FPT implemented an integrated income tax management system for the Bangladesh tax agency (IVAS), introduced an ERP system for Electricite Du Laos, and won the biggest IT contract for the Public sector in Myanmar with a value of USD 11.3 million.

Continuing the investment focus in software and services and the intentional reduction of hardware revenue in the Technology sector

In 2017, the contribution of software and services to total Technology sector's revenue continued to rise. Software development (including software outsourcing and software solutions) and IT services combined accounts for 74% of the Technology sector's revenue, an increase of 20% versus 2013. In contrast, the portion of total revenue within the Technology sector coming from hardware has dropped from 46% in 2013 to only 26% in 2017 (see the below chart 'Percentage of hardware vs. software and services in technology sector revenue'). This trend shows that the added value that FPT give customers through its products and services is increasing. This is the focus direction of Technology sector in the future, due to the advantages of capital and human resources.

Percentage of hardware vs. Software and services in technology sector revenue



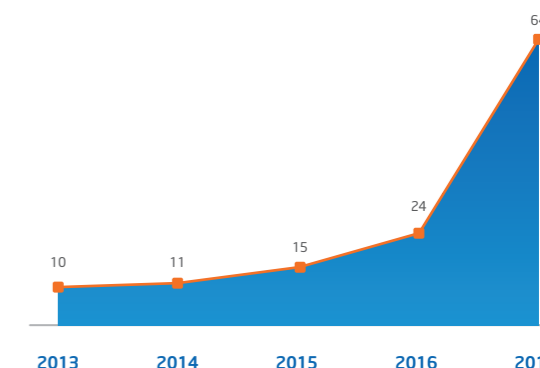
for FPT's 'Going Global' strategy, reached the milestone of USD 50 billion after 9 years, and also rebounded after one year of decline (up 17% YoY). The success resulted in a considerable effort to change the operation structure and management team as well as opening more representative offices in major cities. The Asia-Pacific also had a year of impressive growth with revenue of VND 841 billion, up 33%.

USD 50 BILLION
Revenue from the US market



Revenue in the European market decreased slightly by 7% due to FPT proactively offering more competitive prices to customers in the German market, and to new projects being in the proof of concept phase. Therefore, revenue in this market is expected to return growth in 2018.

Number of Fortune 500 clients



Empowering FPT's position through attracting more Fortune 500 customers.

In 2017, FPT continued to be successful in its strategy of focusing on the top 500 largest companies in the world (the Fortune 500). The number of customers who are among these companies increases by 40 customers, 2.7 times compared to 2016. This includes an agreement between FPT and Airbus in aviation technology (Skywise) based on open platforms for worldwide airlines. According to the agreement, FPT will create a pool of up to 500 developers and train these software talents to develop Skywise-based solutions, improving business efficiency in the aviation industry.

Big client groups by revenue in the software outsourcing segment

	2013	2014	2015	2016	2017
Number of clients with revenue of USD 1 million ++	25	24	25	27	60
Number of clients with revenue of USD 5 million ++	3	5	3	10	10
Number of clients with revenue of USD 10 million ++		1	2	3	5

The number of clients in the Software outsourcing segment with revenues above significant milestones (such as USD 1 million and USD 10 million) increased sharply, with twice as many as in 2016. FPT's position in the technology world is becoming higher by signing and delivering larger contracts and bigger customers.

Human resource growth in the Software outsourcing segment

In 2017, the total number of employees in FPT's Software outsourcing segment has grown impressively by 23%. The total average delivery headcount increased by 25%, accounting for 95% of total recruitment personnel. This shows that FPT focused on delivery headcount recruitment as well as maximizing the performance of support personnel. The growth resulted in a change in recruitment strategy: promoting new graduates from university recruitment with an internal training duration of three to six months. This meant that revenue per head decreased slightly by 3%, reaching VND 539 million per person per year (due to the fact that the newcomers did not generate revenue in the short term). With this growth rate, FPT expects to create stronger motivation to grow in the future, reaching the goal of 30,000 people in the software outsourcing segment by the end of 2020.



“
For the first time in the company's history, FPT Software has reached the profit of VND 1,000 billion and the revenue continued to increase by 20% YoY. In addition, with positive results of R&D in digital technology, FPT Software has had 40 more Fortune-500 customers. The capability to implement large-scale projects from A to Z of the company is affirmed through big projects worth tens of millions of US dollar. The labour force of the company exceeds 13,000 people, accounting for 10% of total software employees in Vietnam. To enhance employees' development, FPT Software invested heavily in internal training by establishing Fresher Academy and has been implementing intensive training on digital technology.
”

Mr. Hoang Viet Anh,
FPT Software CEO

Software outsourcing segment

Software outsourcing continued a successful year with revenue of VND 6,242 billion, up 20%, and PBT of VND 1,068 billion, up 25% compared with 2016.

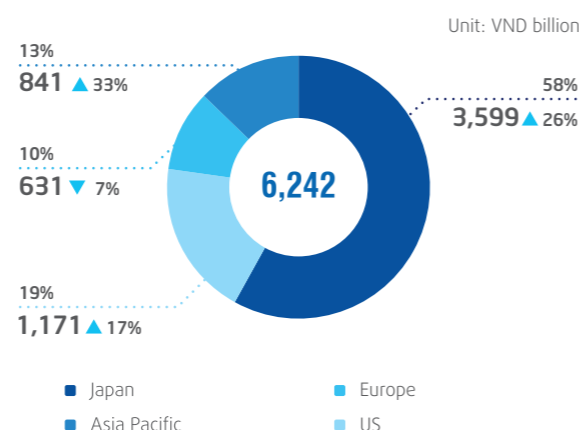
2017 highlights

- Most of the Software outsourcing market continued to deliver impressive growth

Japan continued to be FPT's most important market with revenue of VND 3,599 billion, up 26% YoY, accounting for 58% of Software outsourcing revenue. In 2017, FPT made a strong impression in the Japanese market with the signing of a software contract worth USD 36.5 million - the largest contract in FPT's history of close to 30 years. FPT Staffing, FPT Japan's subsidiary, has officially committed to supply IT engineers for the corporation's key market. FPT Japan also opened the Okinawa Research and Development Centre to support improvements in access to advanced technology to change innovative ideas into products and services.

- Revenue from the US market, the second-largest market

Software outsourcing revenue by markets in 2017



The Software outsourcing segment's headcount and productivity

Indicator	Y2015	Y2016	Y2017
Average total headcount	8,464	9,359	11,556
YoY change	35%	11%	23%
Average delivery headcount	7,692	8,243	10,340
YoY change	34%	7%	25%
Annual revenue per head (VND in millions)	485	554	539
YoY change	4%	14%	-3%

Automotive technology is expected as a growth driver going forward

Over the years, FPT has focused on investing in researching and developing advanced technology trends, especially in the automotive domain. FPT started to supply automotive services in 2015 and after three years of operation revenue has reached VND 1,040 billion, up 32% YoY, accounting for 17% of software outsourcing revenue. FPT has been implementing approximately 150 automotive technology-related projects for 20 customers in Japan, Korea, Europe and America. In 2017, FPT became the first Vietnamese corporation included in the Development Partners list of Autosar (AUTomotive Open System ARchitecture), a worldwide organization of car's software and solutions companies. In addition, after one year of research and development, the first autonomous car (4 seater commercial vehicle) was tested at FPT's office at a speed of 25km/h. FPT expects revenue from automotive solutions to reach annual growth rate by 60% in the next three years.

Software solutions, IT services and (Hardware) System Integration segments



In addition to focusing on promoting traditional business integration projects with strategic customers, some new business activities—such as intelligent transformation, service delivery in the form of hire purchase, digital transformation, implementing ERP projects for large enterprises, and large-scale contracts in the Myanmar market—have brought a brand new motivation for FPT IS's business operations in 2017. The initial results were impressive, enabling FPT IS pursue and realize a new strategy in the 2018 – 2020 period. FPT IS is providing digital transformation services, developing new business models, and increase the proportion of market share in revenue structure.

Mr. Pham Minh Tuan,
FPT IS CEO



Unlike Software Outsourcing markets which are aimed at developed countries, the remaining segments of the technology sector share the same customer base and their revenue comes largely from the domestic market and from developing countries such as Bangladesh, Myanmar, Laos, and Cambodia.

In 2017, these business segments recorded revenue of VND 4,841 billion, up slightly from 2016, and PBT of VND 63 billion, lower than 2016's PBT of VND 247 billion due to the poor results of some domestic contracts of system integration and software solutions. The total value of contracts signed in 2017 was VND 5,549 billion, up 20% YoY, which will pave the way for growth in 2018.

FPT has also continued to invest in developing solutions to keep up-to-date with new opportunities. 2017 has been marked by success in applying researched solutions to real projects. Some solutions and projects include:

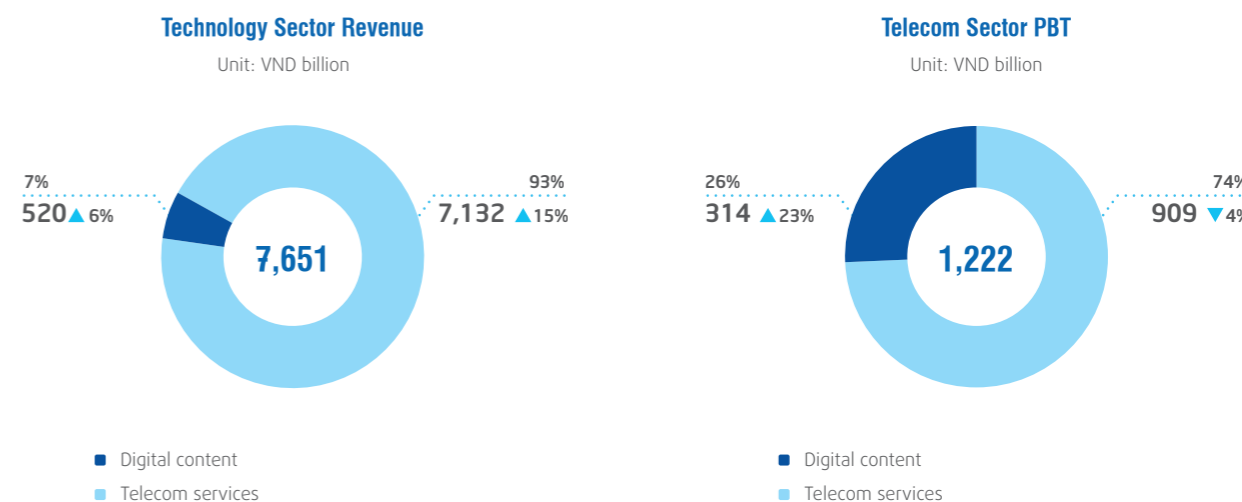
- FPT is in charge of the supply, installation and commissioning of pre-fabricated data centre facilities for Myanmar's Ministry of Planning and Finance. This has been the Myanmar government's biggest IT project with a contract worth USD 11.3 million. This project is expected to significantly facilitate the modernization of the financial and banking system. By implementing various important IT projects in Myanmar, FPT continued to reinforce its 'Going Global' strategy in developing countries.
- FPT has officially designed, supplied, installed and developed ERP/EAM software for Bangladesh's Gas Transmission Company Limited (GTCL), including related support systems and training. This is the largest ERP project implemented by a Vietnamese company in a foreign market with a contract worth USD 9.1 million. The GTCL highly appreciated FPT's implementation capacity, expertise and efforts. This project is part of the modernization of Bangladesh's energy management program funded by the World Bank.
- The Ho Chi Minh-based project 'Upgrading the traffic control system for transportation management' at 200 intersections and 150 cameras is worth VND 219 billion. FPT as a prime contractor is in charge of the entire project under the 'turnkey contract' model. This is the largest 'smart transportation' contract in Vietnam so far that is expected to be completed in 2018.
- FPT continued to implement Enterprise Resource Planning (ERP) projects for large companies such as Vietnam Soya Products Company, Truong Thanh Furniture Corporation, and Aviation Logistics Corporation (ALS). FPT also delivered the Oracle E-Business Suite of ERP products for Binh Minh Plastics Joint Stock Company. The system will help Binh Minh Plastics access consistent and transparent information, as well as control accounting data from its branches/factories and member companies.
- The FPT.eHospital solution is being used by 200 large hospitals and healthcare organizations nationwide. In 2017, FPT successfully implemented FPT eHospital for Bach Mai Hospital. This system will replace the various software systems previously used in medical examination and treatment, laying the foundation for its IT application. The system will enable Bach Mai Hospital to improve the quality of patient care, reduce work overload for healthcare workers, and improve the management capacity of the leadership team at the hospital.

TELECOM SECTOR

The telecom sector includes two companies:

- FPT Telecom operates in the Telecom Services segment.
- FPT Online operates in the Digital Content segment.

The Telecom sector recorded revenue in 2017 of VND 7,651 billion, up 15%, and PBT of VND 1,222 billion, up 2%, accounting for 17% and 29% of FPT's consolidated revenue and PBT, respectively and achieving annual targets.



Telecom services segment



In 2017 as well as in the past 21 years, FPT Telecom has continuously maintained its positive momentum in the context of fierce market competition, which is the result of the endless efforts, creativity and pioneering of the whole leadership team as well as employees.

In 2018, with the strategic goal of pioneering in digital transformation, we believe that FPT Telecom will continue to develop brilliantly with the convergence of infrastructure, technology and recruitment within the younger generation, moving step by step from service provider to experienced supplier.

Mr. Nguyen Van Khoa,
FPT Telecom CEO



By the end of 2017, revenue from Telecom Services segment reached VND 7,132 billion, up 15%. PBT was VND 909 billion, down 4% compared with 2016. PBT of this segment achieved double-digit growth without the provision of Vietnam's public-utility telecommunication service fund and license fee. Telecom services maintained a high and stable growth rate with revenue from internet broadband services to individuals and households increasing by 11%, revenue from corporate clients with services including leased lines, hosting, and voice increasing by 20% and Pay TV revenue increasing by 50%, and accomplished the 2017 plan.

Broadband internet in the Vietnamese market continued impressive growth momentum. As of November 30th, 2017, a number of broadband subscribers reached 11 million accounts, up 23% compared with the beginning of 2017. Fiber accounts increased sharply by 43%, accounting for 82% of total fixed broadband subscribers. Under strong competitive pressure from large rivals, the number of internet subscribers was maintained at a good growth rate, in line with the general growth rate of the whole market. FPT has continued to conduct terminal fiber optic infrastructure rollouts and equipment swaps (from copper to fiber) for customers in the major cities, bringing the fiber optic infrastructure coverage to 26 cities and provinces, 14 of which have a conversion rate of 100%. FPT also continued to expand and look for new potential business segments based on its strengths such as data center, cloud computing, OTT services, and especially Pay TV, an area of the market with significant growth capacity.

Continuing to pioneer in technology and diversify telecom services

Having contributed to Vietnam's internet development for more than 20 years, FPT was honored as one of the top enterprises influencing Vietnam's internet development in the past two decades (1997 - 2017). The award recognized FPT's pioneering in the application of advanced IT such as

leading fiber optic infrastructure, successfully implementing IPv6 for more than one million households, launching the highest internet service package in Vietnam and expanding new services such as smart TV and cloud computing. In 2017, FPT Telecom's achievements include the following:

In the broadband internet line:

- In April 2017, FPT Telecom launched FPT HI GIO Cloud - a new cloud platform service that provides the first comprehensive feature in Vietnam for both individual and business customers. Thanks to functions such as VPN, MPLS, firewall and load balancing, FPT HI GIO Cloud allows users to expand systems easily, with minimal limitations and flexible costs. Based on advanced exclusive technologies and the high standards of Internet Initiative Japan (IIJ), along with FPT's infrastructure, management and market experiences, this service is expected to bring many benefits to domestic users.
- In May 2017, FPT Telecom launched a 1Gbps Internet service package - 100 times faster than the average access Internet speed - for the first time in Vietnam, in order to better respond to the growing internet speed demand in the Vietnamese market. Specializing in advanced technology capacity and infrastructure, FPT is always pioneering to provide outstanding services to customers.
- In July 2017, Vietnam ranks 5th in Asia in terms of IPv6 deployment. FPT contributed to this achievement with over 1 million broadband subscribers with an IPv6 application rate of approximately 28%, seven times higher than the national average. The achievement was resulted in the effort to upgrade national IPv6 infrastructure, complete services, software, devices and network transformation for ensuring Internet in Vietnam is secure and fully compatible with IPv6.

In the Pay TV line:

- FPT officially launched the first genuine TV Box in Vietnam to support 4K content with high-speed data transfer rates of up to 900 Mbps. In addition, FPT also invests in the 4K content store to bring customers a whole new experience through the most advanced technology.

- With its 'watch it to love it' objective, FPT television is continuously delivering diversified content and increased utility for users. In 2017, FPT was a pioneer in the creation and development of interactive TV shows as 'Big School', the first independent examinations on IPTV; interactive theatre, allowing audiences to participate in performances and pick the ending.

Digital Content segment



VnExpress is constantly striving for accurate, objective reporting news. In the context of booming social networking, many people are involved in the flow of information, but at the same time increasing the risk of spreading false information. VnExpress recognizes that independent information verification is vital. Newspapers are also constantly setting new goals to meet the increasing demand of the news market. In recent years, the newspaper office has invested in high quality press, depth, pioneering research and the application of advanced technology for operation and product development, delivering a convenient experience for users. With over 40 million readers, 4 million comments posted and revenue of VND 520 billion, last year VnExpress was the most viewed Vietnamese newspaper, published the most readers' comments and generated the largest advertising revenue.

Mr. Thang Duc Thang,
FPT Online CEO



In 2017, the Digital Content segment recorded revenue of VND 520 billion, up 6% YoY, and PBT of VND 314 billion, up 23% compared to 2016, exhibiting a margin improvement thanks to operational cost optimization. With nearly 23.9 billion page views from computers and mobile devices, VnExpress held the position of most read Vietnamese newspaper throughout the year. In addition to promoting different types of advertising methods and enhancing brands' communication efficiency, FPT focused on the application of big data to suggest articles or videos to readers and to select suitable content and methods of advertising for revenue maximization.

Some highlights in 2017

- 2017 is the third consecutive year in which FPT has successfully organized the VEPF (Vietnam e-payment Forum) event. This is a great opportunity to let Government and participants discover solutions and cooperate to promote e-payment. The VEPF attracted enormous public attention with more than 1 million landing page views, 830 direct attendees and hundreds of mentions of the event in the media.
- VnExpress International was named among top 15 English news websites in Southeast Asia and was the only website from Vietnam on the list, standing alongside established sites in the region such as Singapore's Channel NewsAsia and The Straits Times, Thailand's Bangkok Post and The Nation, Malaysia's The Star Online and Indonesia's Jakarta Post. The award is based on four criteria: quality of information, quality of design and user experience, web domain authority and the number of social media followers.

EDUCATION SEGMENT



“
 FPT Education Organization has completed its two most important tasks for 2017. The first was to expand its field of operation by building two subdivisions in Da Nang and Can Tho. The second was to improve the multi-level education system, covering all levels of education from primary to postgraduate. Having all levels of education with the same education management, same mission and based on FPT Education Organization's unified training model will help learners have more choices and support with better orientation.
 ”

Mr. Le Truong Tung,
 Chairman of FPT University

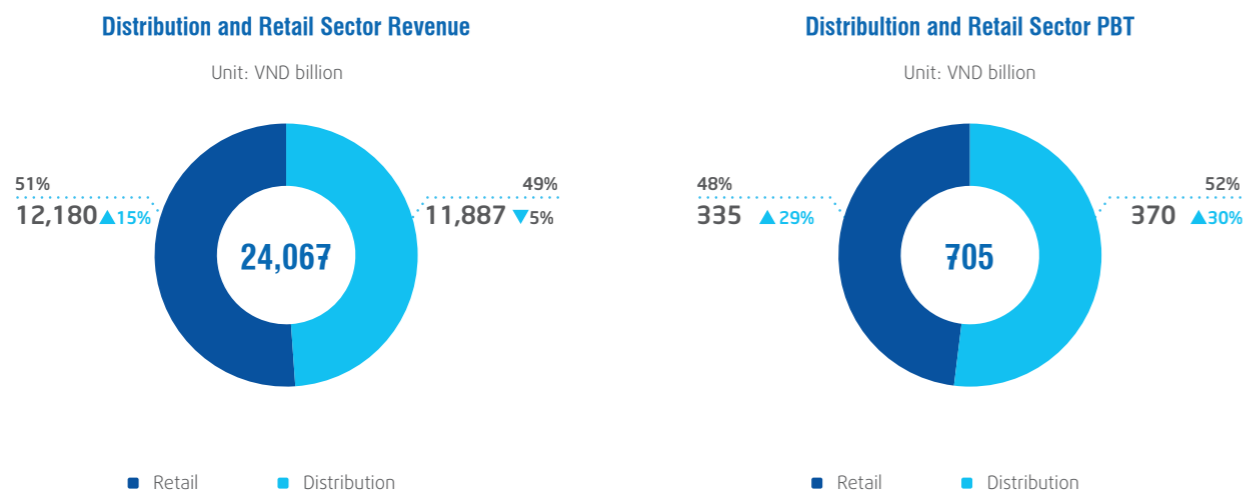
In 2017, the Education segment's recorded revenue exceeded its target by 6%. Enrollments recorded a strong growth rate of 53%, completing 100% of the target, equivalent to 12,500 new students. At the end of the year, FPT's education at all levels totalled 24,700 students, an increase of 27% compared to 2016.

To reach the goal of 100,000 students in 2020 including 15% foreign students, FPT Education aims to become a multi-level, multidisciplinary, multi-segment, multi-modal and multi-location educational system. With the launch of FPT primary and secondary school and the first year of high school enrollment in Da Nang, FPT Education has successfully expanded, becoming a multi-level education system from primary to postgraduate.

The online university FUNiX has attracted a total of 1,700 students, up 70% in comparison to 2016. FUNiX continues to expand and attract students from 63 cities and provinces in Vietnam and from 23 countries around the world. In 2017, FUNiX launched TineX, a training model that combines online learning with FUNiX's mentors and offline training with recruiters.

PERFORMANCE ANALYSIS BY ASSOCIATES IN 2017

In FPT Corporation's consolidated financial statements, the distribution and retail sector in 2017 recorded revenue of VND 24,067 billion, up 4% from the previous year, and PBT of VND 705 billion, up 30%. (The incorporated period is from January 1st, 2017 to December 17th, 2017.)



The associates' business performance for the year starting on January 1st, 2017 and ending December 31st, 2017:

FPT Digital Retail Joint Stock Company



“
 Experience and passion are two of the most important values that have helped FPT Retail to succeed over the past few years as well as to deliver impressive business results in 2017. To grow rapidly, FPT Retail is constantly learning from eminent persons and serving wholeheartedly to bring the best experiences and services to customers.
 In 2018, together with plans to be listed on the Ho Chi Minh Stock Exchange, FPT Retail will continue to improve service quality and seek new business directions.
 ”

Ms. Nguyen Bach Diep,
 FPT Retail CEO

Under strong competitive pressure, FPT Retail continued to achieve impressive growth in 2017. Concretely, the Retail sector's revenue reached VND 12,863 billion, up 22%, and PBT of VND 363 billion, up 40% YoY. The profit before tax margin was 2.8%, in comparison with 2.5% in 2016. FPT Retail were operating 473 stores by the end of 2017, up 23% YoY. Online sales, another important growth driver, also saw impressive revenue growth of 124% YoY, accounting for 15.7% of the total retail revenue.

In 2017, FPT Retail promoted the expansion of F.Studio, a new and independent chain specialized in Apple products. The F.Studio currently has 10 stores, with a presence in 9 major cities. Considered as a potential market with 60% Apple products in Vietnam is authentic, FPT Retail expects the chain will contribute to account for 30% of total revenue over the next five years.

Synnex FPT Joint Stock Company



“
 In 2017, FPT Synnex has made big changes in terms of business direction, governance management activities and its organizational model. The company has made efforts to deepen its relationships with technology firms to find the most business opportunities and the best support from partner companies. At the same time, the company optimizes operation process to bring the highest efficiency to the distribution system, agencies. The company has also transformed its operations into a joint-stock company with the participation of strategic investor, Synnex Technology International Corporation (Synnex).
 In 2018, Synnex FPT will continue to implement these business and governance management directions and continue to expand business sectors based on support from Synnex Corporation.
 ”

Mr. Bui Ngoc Khanh,
 Synnex FPT CEO

In 2017, Synnex FPT's growth has recovered after a year of decline due to the release of Lumia products in 2016, which did not affect 2017 profits. Synnex FPT recorded revenue of VND 12,572 billion, up 1% in comparison with 2016, and PBT of VND 391 billion, up 37%.

with revenue of USD 33 billion and the world's third largest distribution group in IT, telecom and IC component distribution. Synnex's expertise and experience are expected to help Synnex FPT in enriching partner's product management, channel development, logistics and business operation. The cooperation between FPT and Synnex will enhance the quality and business performance in the future.

ASSESSMENT OF THE BOD ON THE COMPANY'S PERFORMANCE

ASSESSMENT OF BUSINESS PERFORMANCE

In 2017, FPT recorded consolidated revenue of VND 43,845 billion, up 8% compared to the previous year, accounting for 94% of the budget. PBT was VND 4,255 billion, up 41% YoY, exceeding the goal by 25%. The impressive result is partly thanks to gains on the divestment of the Distribution and Retail sector. Excluding the benefit from divestment (consolidating the 2017 financial results of both FPT Retail and Synnex FPT, also subtracting the profit from divestment), consolidated revenue and profit reached VND 45,213 billion and VND 3,373 billion, up 11.5% YoY and 11.9% respectively.

FPT achieved 97% of the budgeted revenue and 99% of its profit plan. The majority of business sectors have reached high rates of target achievements, with the exception of system integration, software solution and IT services due to the subpar results of some big projects.

The global market continues to be on the right track with revenue of VND 7,199 billion, rising 18% compared to 2016, and PBT of VND 1,207 billion, up 29%.

RESULTS OF IMPLEMENTING STRATEGIC DIRECTIONS

Aspiring to be a global corporation

In 2017, "Going global" continues to be one of the three key drivers of strategic direction, contributing significantly to the Corporation's business results. Achievements include:

- Overseas revenue reaching VND 7,199 billion, up 18% compared to 2016, accounting for 16% of FPT's total revenue. Profit before tax from foreign markets reached VND 1,207 billion, up 29% compared to 2016, accounting for 28% of the Corporation's total profit before tax.
- Opening new offices in the US and Australia to provide on-site services and find new customers. Currently, FPT has a presence in 33 countries around the world.
- Becoming a top partner of leading technology companies worldwide including GE, Microsoft, AWS, IBM, and Siemens. FPT currently has 64 clients among the Fortune 500.
- Software export has created a reputation in the global market: FPT Software is the only representative of Vietnam in the Top 100 Global Outsourcing Services.
- System Integration and Infrastructure solutions: actively participating in international bidding, with high winning ratios in developing countries, especially for projects funded by the World Bank. In 2017, FPT IS won the contract for implementation of an ERP system for Laos Electricity Corporation, a USD 11.3 million bidding package under the project 'Modernizing Public Finance Management' for the Ministry of Planning and Finance of Myanmar. At the same time, FPT IS continued to implement major projects including: a USD 33.6 million project to provide, implement and maintain the Integrated VAT Administration System (IVAS) and a USD 8.8 million project to provide and implement ERP / EAM software in Bangladesh.

Pioneering in the digital world

The fourth industrial revolution is having a significant effect on life, the economy and societies worldwide, including Vietnam. The application of new technologies such as Cloud,

Blockchain, Big Data, and AI has been lifted to a new height, opening up development opportunities for enterprises and organizations in general and Vietnam's IT industry in particular.

- In 2017, the Corporation's Digital Transformation revenue continued to grow by over 50%, contributing 21% of the Technology's revenue.
- FPT has been a pioneer in the 4th industrial revolution in Vietnam. FPT is a strategic partner of the world's leading digital conversion corporations such as General Electric and Amazon Web Services (AWS). In 2017, the Corporation's staff got 160 GE Predix technology certificates and 373 AWS technology certificates, positioning FPT as one of the best partners to implement the foundation services of these partners;
- Continuing to invest and build up IT research and development units at subsidiaries to develop new products and services. In this year, a total of 98 PoC samples were delivered to customers;
- Strengthening FPT's investment in digital conversion by continuing to develop and commercialize many technology projects, such as:
 - The FPT.AI system provides applications with a natural language interface for interactive chats with the last user (create chatbot);
 - The Data Management Platform (DMP) applies Big Data technology to its member companies and develops new business;
 - The Human Machine Interface (HMI) is an interactive project between operators and machines, including virtual assistant driving, auto driving, and cloud model design.
 - FPT also succeeded in introducing new IoT products such as FPT Play Box and F-Plus.

Heightening the position

With the desire to enhance the position of Vietnam's IT industry in the global technology value chain, FPT has been making significant efforts to increase the scale of business, actively investing in new technology research to become the pioneer in digital conversion both in Vietnam and worldwide.

- Included in the Top 100 Global Outsourcing by IAOP for the fourth consecutive year;
- Signed 7 large-scale contracts with revenue of more than USD 10 million per contract, step by step transferring from software outsourcing to software development and from system integration to leasing, combining investment in

infrastructure and coverage to create a more competitive advantage;

- Focusing on enhancing the Corporation's internal management capability in parallel with restructuring units in order to optimize costs, and solve the problems of redundant procedures. Management is rotated periodically within a dynamic working environment, encouraging innovation and contributing to developing staff talent. Thanks to these driving forces, the Corporation's revenue has grown by 8% compared to 2016, and profit before tax was 41% higher than 2016.

Assessment of value FPT brought to stakeholders towards sustainability

Stakeholders	Value
Shareholders	<ul style="list-style-type: none"> Successfully reducing ownership in the distribution and retail sector to less than 50% to focus more on IT and telecommunications, bringing great value to shareholders; Total profit before tax: VND 4,255 billion, up 41%; Earnings per share (EPS): VND 5,129 per share; Cash dividend is VND 2,000 per share and stock dividend is 15% for shareholders.
Customers	<ul style="list-style-type: none"> Providing products, services and solutions based on the core technologies of the digital revolution such as IoT, IoV, Analytics, and Robotics to help customers keep up-to-date with trends and improve their competitive capacity; An excellent brand in the field of information technology and telecommunication, honoured by Asia Pacific Brands Foundation (APBF); For the second year in a row, listed as the Global Trusted Carrier Provider by the IAOP in three categories: customer rating, award & certification, and social responsibility.
Employees	<ul style="list-style-type: none"> The total cost of training activities of the company reached VND 77.9 billion, with average training hours of 59 hours per employee; Constructing two more campus-based workplaces in Ha Noi and Can Tho in the model of technology corporations worldwide.
Government, ministries/ agencies	<ul style="list-style-type: none"> Contributing VND 6,449 billion to the State budget; Implementing many important information technology projects for the country in the fields of e-government, public finance, transportation, and healthcare.
Community	<ul style="list-style-type: none"> Spending VND 35.7 billion on social responsibility activities, an increase of 10.8% compared to 2016. 92% of this amount was spent on investment activities for education and the younger generation; Setting 13th March as FPT Day for the community with a series of programs including blood donation drives, awarding scholarships to low-income students, and giving gifts to and disadvantaged people.
Environment	<ul style="list-style-type: none"> FPT always prepares environmental impact assessment reports and complies with regulations on environmental protection. During the process of designing offices, FPT always prioritizes the application of new technologies, environmentally friendly materials, and natural energy resources to minimize impacts on the environment. Taking steps to raise employees' awareness of environment displaying posters of 10 to-do things to save electricity and supporting Earth Hour.

ASSESSMENT OF THE BOD ON THE BOM'S PERFORMANCE

MONITORING METHOD

The BOD monitored the BOM's activities by:

- Monitoring the completion of important indicators committed to by the CEO and the BOM;
- Requesting the CEO and the BOM report 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 the company's business operations, the BOD's members actively participated in weekly meetings and other periodic meetings of the BOM.

GENERAL ASSESSMENT

In 2017, the the CEO, the Board of Management of FPT and the member companies had great success in achieving the company's business targets. Overseas markets, especially Japan, achieved very good growth.

- The BOD greatly appreciates the CEO and Board of Management's work in implementing the Corporation's "Going global" strategy. The "Going global" strategy achieved positive results and contributed significantly to the Corporation's business results. Revenue and profit from "Going global" continued to grow at VND 7,199 billion and VND 1,207 billion respectively, up 18% and 29% respectively from 2016.
- During operation, the Board of Management has complied with the provisions of law, the Company's regulations, Resolutions of the AGM, Resolutions of the BOD and Decisions of the Chairman of the BOD.

THE BOD'S PLAN AND GUIDANCE FOR 2018

Based on macroeconomic condition analysis and forecasts in the country and abroad, the trends of the IT industry in the 4th Industrial Revolution, and the strategic directions of the Corporation, the BOD has approved the guidance for 2018 as follows:

Main targets for 2018:

Unit: VND billion

Business sectors	Revenue			Profit before tax		
	2017	2018	YoY change	2017	2018	YoY change
Technology	11,083	12,149	10%	1,131	1,460	29%
Telecom	7,652	8,660	13%	1,222	1,394	14%
Education and Investment	1,044	1,090	4%	245	216	-12%
Profit from Distribution and Retail associates	0	0		358	414	16%
Total	19,778	21,900	11%	2,956	3,484	18%
Merge adjustment	24,067	0	-100%	1,298	0	-100%
TOTAL AFTER MERGING ADJUSTMENT	43,845	21,900	-50%	4,255	3,484	-18%

2018 is the first year that FPT operates in the three main sectors: Technology, Telecom and Education after the divestment of the distribution and retail sector. The FPT's financial position will change with consolidated revenue coming from the three sectors. In addition, FPT's profit margin will increase two times to approximately 16% thanks to high profit margin of these sectors.

PROSPECTS AND DIRECTIONS BY BUSINESS SECTORS

Technology sector

Facing a great opportunity in the global software services market, FPT Corporation has committed to strengthen activity in software export by focusing on the following goals in 2018: (1) Continue a strategic focus on major customers; (2) Focus on investing in new technologies such as artificial intelligence (AI), Internet technology (IoT), robot technology and especially smart factory technology; (3) Continue to enhance specialized capacity in some key sectors such as aviation, automobile, finance and banking; (4) Continue to develop the workforce and expertise, especially in the area of new technology skills; (5) Seek opportunities to merge or make acquisitions in the US and Japanese markets with a focus on companies with revenue of USD 50-200 million to develop strategic capabilities and technologies.

The Software Solutions, IT Services and System Integration segments are focused on transforming their business model from the traditional business model to a leasing technology service business; increasing the proportion of revenue and profit from corporate customers, focusing on large customers with high revenue and profit; at the same time, taking advantage of the 4th industrial revolution to create new categories.

THE INVESTMENT PLAN FOR 2018

FPT's investment business in 2018 will focus on the following main activities:

- Infrastructure investment in the field of telecommunication services including:
 - Investing in telecommunications infrastructure in high-building areas for business expansion;
 - 1 marine cable line;
 - Sinking backbone cabling underground in the central region.
- Investment in offices for the Technology sector to meet long-term demand with reasonable costs.
- Investment in new educational campuses.

The investment demand in 2018 is as follows:

Unit: VND billion

Business sectors	In 2018
Technology	1,210
Telecom	2,005
Education and Investment	511
Total capex needed for existing businesses	3,726

Telecom sector

Identifying infrastructure is the foundation of telecom business as well as other value-added services. In 2018 the telecom sector will continue to implement, expand, and upgrade optical infrastructure in existing areas as well as continue to expand the area to develop new subscribers. Following good growth in previous years, Pay TV has been targeting for developing and diversifying content, bringing new experiences to customers in 2018. In addition, FPT will strengthen investment in new services and products in the field of telecommunications services based on strong infrastructure. The digital content industry continues to improve and invest in new technological features following the new trend.

Education segment

The education segment will continue to implement its strategy to become a multi-level, multi-subject, multi-segment, multi-measure and multi-position education system. In 2018, the education segment will focus on developing Mega education in Da Nang and Can Tho. In addition, general education will be expanded to primary and secondary education.

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

- Promoting "Going global" and Pioneering in Digital Transformation, driving the growth motivation for the Corporation;
- Supervising restructuring within subsidiaries to improve efficiency;
- Enhancing the capability of management teams in response to the Corporation's development strategies and promote the Founder's Mentality;
- Improving corporate governance in accordance with international standards, while enhancing the role of risk control in financial management, accounting and auditing, as well as corporate risk management;
- Continuing to promote existing platform to achieve sustainable business growth, provide professional development opportunities for staff and technology development for the community, and raise employee awareness of protecting the environment.

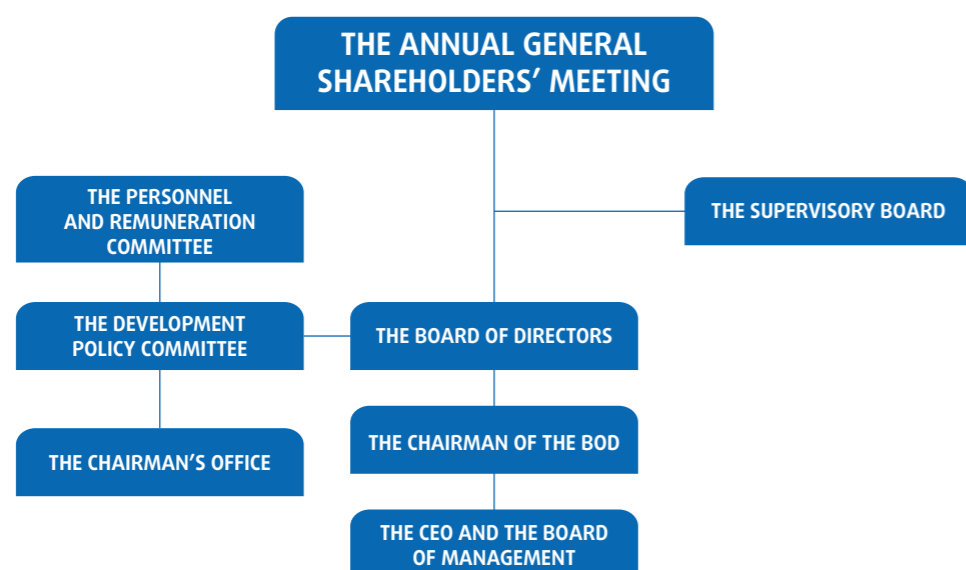
04

CORPORATE
GOVERNANCE



The dynamic of FPT has promoted the competitiveness of the market, making Vietnam a country with advanced Internet infrastructure in the world.

CORPORATE GOVERNANCE STRUCTURE



THE ANNUAL GENERAL SHAREHOLDERS' MEETING (AGM): The AGM is the highest authority of the Corporation. Its members carry out a number of functions and duties as stipulated in the Company Charter and relevant laws.

THE BOARD OF DIRECTORS (BOD): The BOD is the highest governing body of the Corporation. It can act on behalf of the Corporation to make decisions and exercise the Corporation's rights and duties which are not under the authority of the AGM, in accordance with the Company Charter and relevant laws.

THE CHAIRMAN OF THE BOD: The Chairman is the legal representative of the Corporation. The Chairman is responsible for handling the BOD's activities between two meeting sessions, and to consider and decide the corporate governance activities of the Corporation under the Company Charter and related legal regulations.

The Chairman of the BOD: Mr. Truong Gia Binh

THE CEO AND THE BOARD OF MANAGEMENT (BOM): The CEO is the legal representative of the Corporation. The BOM consists of the CEO and the Executive Vice Presidents. The CEO and the BOM are responsible for directing the daily business activities of the Corporation which are in compliance with the decisions of the AGM, the BOD and the Chairman of the Board.

The CEO: Mr. Bui Quang Ngoc

THE SUPERVISORY BOARD (SB): The Supervisory Board supervises the BOD and the CEO in managing and administering the company. It is accountable to the AGM for the performance of assigned duties.

Head: Mr. Nguyen Viet Thang

THE PERSONNEL AND REMUNERATION COMMITTEE: is a part of the BOD. It directs the building of policy frameworks and human resource procedures for the Corporation and all of its subsidiaries. It supports the BOD to choose, propose, appoint, dismiss and evaluate the performance of the members of the BOM, representatives and other senior managers of the Corporation and its subsidiaries.

The Chairman: Mr. Do Cao Bao

THE DEVELOPMENT POLICY COMMITTEE: is a part of the BOD. It is responsible for making development proposals to the BOD, building strategies for the BOD, and directing and monitoring issues related to the development strategies of the Corporation and its member companies.

The Chairman: Mr. Truong Gia Binh

THE CHAIRMAN'S OFFICE: The Chairman's Office is a supporting function under BOD. As a part of the BOD, it is responsible for supporting the BOD and the Chairman to perform their functions and duties.

The Chief: Mrs. Lai Huong Huyen

CORPORATE GOVERNANCE IN 2017

FPT always strives to abide by the provisions related to corporate governance in general as well as its own managerial regulations for listed public joint stock companies, including:

- Enterprise Law 2014;
- Circular 121/2012/TT-BTC on corporate governance applied to public companies;
- Circular 155/2015/TT-BTC on information disclosure on the stock market.

In addition, to enhance the compliance with laws related to corporate governance, FPT defines these regulations in internal documents as follows:

- Company Charter;
- Regulations on Corporate Governance.

In 2017, FPT committed to adhere all essential regulations on corporate governance, related to the composition of the BOD, the Supervisory Board and the AGM and information disclosure.

The Corporation has always been one of the first listed companies to submit its quarterly financial report and annual Financial Statement (usually 10 – 15 days prior to the due date). This is highly appreciated by the State Securities Commission of Vietnam (SSC) and the Ho Chi Minh City Stock Exchange (HoSE).

FPT also strove to improve the quality of its corporate governance in accordance with international standards by consistently applying the OECD's Principles of Corporate Governance, including the following key issues:

- Ensure all shareholders' rights;
- Ensure fair treatment among all shareholders;
- Ensure the rights and roles of related parties;
- Ensure information disclosure and transparency;
- Emphasize the responsibilities of the BOD to shareholders.

Currently, in alignment with the ASEAN Corporate Governance Scorecard, FPT has made efforts to improve its governance over the years and meet regional standards. In particular, FPT has met the criteria related to shareholders' rights, fair treatment for all shareholders and related parties, transparency of information. FPT is developing a plan to best meet all criteria of the ASEAN Corporate Governance Scorecard.

RIGHTS OF SHAREHOLDERS

The Annual General Shareholders' Meeting (AGM)

On March 31st, 2017, FPT held the AGM 2017 adhering to existing laws to ensure the rights and interests of shareholders. The invitation to the AGM 2017 was sent to all shareholders with full information in terms of time, venue, meeting agenda and general information about registration. All documents of the AGM 2017 and regulations on election of the Board of Directors and the Supervisory Board for the 2017 – 2022 term were published on FPT website in both Vietnamese and English 15 days before the date of the AGM.

The Chairman of the BOD and the CEO will jointly chair the AGM 2017 and answer all shareholders' questions at the meeting.

The AGM's resolutions and report will be published on the Corporation's website in both Vietnamese and English within 24 hours, in accordance with the regulations, with all information displayed in chronological order. It recorded accurately and fully all opinions of shareholders, the number of votes and the proportion of voting for shareholders' opinions on reports, the plans for using profits, the dividend payment plan, the budget and remuneration of the Board of Directors/Supervisory Board, and the election of the Board of Directors/Supervisory Board in the next term.

Dividend payment for shareholders

At AGM 2017, the AGM approved the dividend payment plan at a rate of 15% (the shareholders owning 20 shares will get 3 more shares) and the policy of cash dividends payment at the rate of 20% (VND 2,000/share, based on the new number of shares after a 15% dividend payment was approved by the AGM). The dividend payment in 2017 is summarized as follows:

- Payment of the remaining dividends in 2016 in cash to shareholders at a rate of 10% as valued on June 9th, 2017;
- Payment of dividends in 2016 by shares to shareholders at a rate of 15%, closed on May 26th, 2017. The new shares were officially traded on July 10th, 2017;
- Advanced payment of dividends in cash in 2017 for shareholders at the rate of 10% as valued on August 31st, 2017.

FAIR TREATMENT AMONG SHAREHOLDERS

Voting rights

When participating the AGM, each shareholder or his/her authorized representative will get a ballot paper from the Corporation. The barcode on ballot papers contain each shareholder's number so that the number of votes will be counted accurately and quickly. Shareholders confirm their opinions on voting contents by marking one of three boxes on the ballot paper: agree, disagree or abstain, and signing to confirm.

Appointment and dismissal of members of the Board of Directors and the Supervisory Board

A member of the Board of Directors or Supervisory Board may only be appointed or dismissed with the approval of the AGM.

At AGM 2017, FPT dismissed all members of the BOD and the Supervisory Board term 2012-2017, and elected members of the BOD and the Supervisory Board term 2017 – 2022 by secret balloting and cumulative voting. The list of candidates with curriculum vitae attached was published on FPT's website 15 working days prior to the AGM 2017, so that shareholders had time to consider and select the candidates who best met the criteria to become a member of the BOD or the Supervisory Board in the new term. The result of the election was announced in the AGM 2017 resolutions and report published on FPT's website within 24 hours.

ENSURE THE RIGHTS AND ROLES OF STAKEHOLDERS

Shareholders	FPT's commitments
Customers	Endeavouring to satisfy customers by best solving and deeply understanding their demands.
Shareholders – Investors	Endeavouring to bring the sustainable and highest benefits to shareholders.
Employees	Building a strong force to support the development of the Corporation, preserving and promoting the Corporation's core values, creating opportunities for each individual to fulfill their potentials and achieve success, and ensuring the benefits of the employees.
Community	To contribute to the community, which is essential to the sustainable development of the company.
Government and ministries	Actively coordinating with ministries to implement government policies and regulations of ministries to support the sustainable development of the Corporation and contribute to the prosperity of the country.
Partner, providers	Endeavouring to establish partnerships on the basis of enhancing mutual understanding, maximizing the strength of cooperation, committing to long-term relationships, mutual success and sustainable development.
Press and media	Providing timely and transparent information related to the activities of FPT and its member companies.

INFORMATION DISCLOSURE AND TRANSPARENCY

FPT's information disclosure policy is implemented in accordance with current regulations and Corporate Governance Policy. Information disclosure is implemented by FPT in accordance with the following principles:

- Disclosure of information must be accurate, complete, clear and published in a timely manner;
- Information must be disclosed in accordance with updated regulations on information disclosure for listed companies;
- All related parties have the right to access the information of FPT published on the Corporation's website, Ho Chi Minh City Stock Exchange and the State Securities Commission.

INFORMATION AND ACTIVITIES OF THE BOARD OF DIRECTORS (BOD)

MEMBERS AND STRUCTURE OF THE BOD

In 2017, the AGM reappointed all 7 members of the BOD for the new term of 2017 – 2022. The positions of Chairman and Vice Chairman of BOD were reappointed in Board Resolution no. 02.03-2017/NQ-HDQTFFPT on March 31st, 2017.

The structure of the BOD ensures a balance among members with substantial experience in IT, corporate governance and globalization, as well as among executive members, non-executive members and independent members. The list of BOD members is as follows:

No.	Name	Members of BOD	Percentage of voting rights / share of ownership	BOD titles held in other companies (as of 31st December 2017)
1	Mr. Truong Gia Binh	Chairman, non-executive member	7.10%	<ul style="list-style-type: none"> • Member of the BOD of FPT Telecom Joint Stock Company; • Member of the BOD of FPT University; • Member of the Board of Members of FPT Information System Company Limited.
2	Mr. Bui Quang Ngoc	Executive member	3.42%	<ul style="list-style-type: none"> • Member of the BOD of FPT Telecom Joint Stock Company; • Member of the BOD of FPT University; • Member of the Board of Members of FPT Information System Company Limited.
3	Mr. Do Cao Bao	Executive member	1.13%	<ul style="list-style-type: none"> • Member of the BOD of FPT City Joint Stock Company, Da Nang; • Member of the Board of Members of FPT Information System Company Limited.
4	Mr. Le Song Lai	Non-executive member	0%	<ul style="list-style-type: none"> • Chairman of the BOD of Bao Minh Insurance Corporation; • Member of the BOD of Vietnam National Reinsurance Corporation; • Chairman of the Board of Members of SCIC Investment Company Limited; • Chairman of the Board of Members of Trang Tien Plaza Company Limited.
5	Mr. Jean-Charles Belliol	Independent member	0%	
6	Mr. Tomokazu Hamaguchi	Independent member	0%	<ul style="list-style-type: none"> • Member of the BOD of East Japan Railway Company; • Member of the BOD of Kuraray Company.
7	Mr. Dan E. Khoo	Independent member	0%	

Since 2013, FPT has separated the roles of Chairman of the BOD and CEO to ensure the independence and clear division of responsibilities between the BOD and Board of Management, ensuring the decentralization of decision-making and improving the independence of the BOD.

ACTIVITIES OF THE BOD

Number of BOD meetings

No.	BOD member	Position	Commencement date	No longer member of BOD date	Number of meetings attended	Percentage of attendance
1	Mr. Truong Gia Binh	Chairman	April 12th, 2012, reappointed by the AGM and BOD on March 31st, 2017		11/11	100%
2	Mr. Bui Quang Ngoc	Vice Chairman			11/11	100%
3	Mr. Do Cao Bao	Member			11/11	100%
4	Mr. Le Song Lai	Member			11/11	100%
5	Mr. Jean-Charles Belliol	Member			11/11	100%
6	Mr. Hamaguchi Tomokazu	Member	April 3rd, 2012, reappointed by the AGM on March 31st, 2017		11/11	100%
7	Mr. Dan E. Khoo	Member			11/11	100%

Contents and results of the meetings

In 2017, 11 meetings were held, including 7 written working sessions and 4 face-to-face meetings. Only 9 out of 11 sessions have resolutions issued, the remaining 2 sessions include discussions without issuing resolutions.

The contents of each meeting is as follows:

No.	Session	Participants	Main content
1	Session 1 February 10th, 2017	BOD: 7/7 members Observers: • Supervisory Board: 3/3 • Board of Management: 5/5 Issued resolution no. 01.02.2017/NQ-HDQT-FPT Issued resolution no. 02.03.2017/NQ-HDQT-FPT	<ul style="list-style-type: none"> Reported on business results in 2016; Reported on business plan of 2017; Reported on strategy in term 2017 – 2019; Reported on share issuance program for employees with contributions in 2016; Reported on the closing date of the General Meeting of Shareholders list and the date of the General Meeting of Shareholders.
2	Session 2 March 10th, 2017	BOD: 7/7 members Observers: • Supervisory Board: 3/3 • Board of Management: 5/5 Issued resolution no. 01.03.2017/NQ-HDQT-FPT	<ul style="list-style-type: none"> Reported on the content and agenda of the Annual General Meeting of Shareholders 2017; Reported of the Board of Directors 2016, guidance and plan of 2017; Reported on Proposal for budget and remuneration for the Board of Directors in 2017; Reported on Audited Financial Statements for 2016; Report of the Supervisory Board 2016, operating budget and remuneration 2017; Reported on the plan to use profits in 2016 and cash dividends policy in 2017; Reported on independent auditing companies recommendations to audit the Financial Statements for 2017; Reported on the share issuance program for employees for the period of 2017 – 2019; Reported on nomination of candidates for the Board of Directors and the Supervisory Board for the term 2017 – 2022.

No.	Session	Participants	Main content
3	Session 3 March 31st, 2017	Opinions collected in writing Issued resolution no. 02.03.2017/NQ-HDQT-FPT	<ul style="list-style-type: none"> Reported on the proposal to reappoint Mr. Truong Gia Binh as Chairman and Mr. Bui Quang Ngoc as Vice Chairman of the BOD of FPT Corporation.
4	Session 4 April 18th – 20th, 2017	Opinions collected in writing Issued resolution no. 01.04.2017/NQ-HDQT-FPT	<ul style="list-style-type: none"> Reported on the remaining dividend payment for 2016 in cash; Reported on dividend payment by share from profit to current shareholders.
5	Session 5 May 11th – 12th, 2017	Opinions collected in writing Issued resolution no. 01.05.2017/NQ-HDQT-FPT	<ul style="list-style-type: none"> Reported on the proposal of changing investment method on FPT Building in Hanoi and authorizing the CEO to implement the investment plan.
6	Session 6 June 12th – 14th, 2017	Opinions collected in writing Issued resolution no. 01.06.2017/NQ-HDQT-FPT	<ul style="list-style-type: none"> Reported on the criteria for selecting independent auditing companies to audit the Financial Statements of FPT Corporation and its member companies; Reported on the selection of Deloitte Vietnam Company Limited as the auditor of the 2017 Financial Statements for FPT Corporation and its subsidiaries.
7	Session 7 June 20th – 21st, 2017	Opinions collected in writing No resolution issued	<ul style="list-style-type: none"> Reported on the increase of charter capital for FPT Corporation. The Board of Directors will update the charter capital in the Charter in accordance with current regulations.
8	Session 8 July 25th – 31st, 2017	Opinions collected in writing Issued resolution no. 01.08.2017/NQ-HDQT-FPT	<ul style="list-style-type: none"> Reported on FPT's reduction of owner capital in FPT Digital Retail Joint Stock Company to below 50%.
9	Session 9 August 1st, 2017	BOD: 7/7 members Observers: • Supervisory Board: 2/3 • Board of Management: 5/5 Issued resolution no. 02.08.2017/NQ-HDQT-FPT	<ul style="list-style-type: none"> Reported on the proposal to increase the charter capital of FPT Software from the current capital of VND 1,000 billion to VND 1,300 billion; Reported on advanced dividend payment in cash for the first stage of 2017.
10	Session 10 September 10th – 11th, 2017	Opinions collected in writing Issued resolution no. 01.09.2017/NQ-HDQT-FPT	<ul style="list-style-type: none"> Reported on the divestment plan of FPT Trading Company Limited (FPT Trading) to below 50%.
11	Session 11 November 10th, 2017	BOD: 7/7 members Observers: • Supervisory Board: 2/3 • Board of Management: 5/5 No resolution issued	<ul style="list-style-type: none"> Reported and evaluated business results in the first 9 months and forecasted the results of the 2017 business plan.

Content of Resolutions issued in 2017

No.	Resolution No.	Date	Content
1	01.02 - 2017/NQ-HDQTFPT	February 13th, 2017	<ul style="list-style-type: none"> Approved the business results of 2016; Approved the business plan of 2017; Approved the 2017 – 2019 strategy; Approved the 2016 Employee with Record Stock Ownership Plan (ESOP) program; Approved the holder-of-record date and date to organize the AGM.
2	01.03- 2017/NQ-HDQTFPT	March 10th, 2017	<ul style="list-style-type: none"> Approved the 2017 AGM agenda; Approved the BOD Report on 2016 business performance and guidance for 2017; Approved the Proposal on the BOD's 2017 budget and remuneration submitted to AGM for approval; Approved 2016 Audited Financial Statements; Approved the 2016 Supervisory Board Report, operating budget and remuneration 2017; Approved the proposal of 2016 profit distribution plan and 2017 cash dividend payment policy; Approved the proposal to select one (1) of the four (4) audit firms (Big 4) to audit the company's 2016 Financial Statements (KPMG, Deloitte, PwC, and Ernst & Young) and authorize the Board of Directors to select specific auditor; Approved the Share Issuance Program for employees in 2017 – 2019; Approved the list of candidates for the BOD and the Supervisory Board for the term 2017 – 2022.
3	02.03- 2017/NQ-HDQT-FPT	March 15th, 2017	<ul style="list-style-type: none"> Approved the Regulations and Share Issuance Program for employees with record contributions in 2016 and attached the list of employees.
4	02.03- 2017/NQ-HDQTFPT	March 31st, 2017	<ul style="list-style-type: none"> Approved the appointment of Mr. Truong Gia Binh as Chairman and Mr. Bui Quang Ngoc as Vice Chairman of FPT's BOD.
5	01.04- 2016/NQ-HDQTFPT	April 20th, 2017	<ul style="list-style-type: none"> Approved the 2016 final cash dividend payment; Approved the stock dividend payment policy using retained profit to distribute to existing shareholders.
6	01.05 - 2017/NQ-HDQTFPT	May 12th, 2017	<ul style="list-style-type: none"> Approved the change of investment on FPT Office building in Hanoi; Authorized the CEO to implement the investment plan.
7	01.06 - 2017/NQ-HDQTFPT	June 15th, 2017	<ul style="list-style-type: none"> Approved the selection criteria for an Independent Auditing Company to audit the 2017 Financial Statements of FPT Corporation and its member companies; Approved the appointment of Deloitte Vietnam Company Limited as the auditor of the 2017 Financial Statements of FPT Corporation and its member companies.

No.	Resolution No.	Date	Content
8	01.08-2017/ NQ-HDQTFPT	August 1st, 2017	<ul style="list-style-type: none"> Approved the divestment of FPT Corporation (FPT) in FPT Digital Retail Joint Stock Company to below 50%.
9	02.08-2017/ NQ-HDQTFPT	August 1st, 2017	<ul style="list-style-type: none"> Approved an increase in the charter capital of FPT Software Company Limited from the current capital of VND 1,000 billion to VND 1,300 billion; Approved the first cash dividend payment in 2017.
10	01.09-2017/ NQ-HDQTFPT	September 11th, 2017	<ul style="list-style-type: none"> Approved the divestment plan of FPT Trading Company Limited (FPT Trading) to below 50%.

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 for the Corporation's operation and development strategy, and actively discussed business targets, development directions of each business sector, and proposed effective solutions. In addition, with their experience as BOD members 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 rich experience in the field of banking and finance, in the BOD meeting sessions and the Corporation's Strategic Conference and weekly briefings, he actively contributed ideas and recommendations for financial and investment activities, and a number of business targets for 2017 and the period of 2018 – 2020 for the Corporation and some of its member companies.

Mr. Tomokazu Hamaguchi: With his rich experience in globalization in general and Japanese market in particular, he made several recommendations to promote globalization activities and enhance the competitiveness of important business segments of the Corporation, such as software export and telecommunication services.

Mr. Dan E. Khoo: As the Chairman Emeritus of the World Information Technology and Services Alliance (WITSA), he offered many insights into new global technology trends. This important practical experience helped him give strategic advice for FPT to invest in and develop products, services and solutions to adapt with technology transformation, especially in relation to digital transformation. In the role of strategic consultant for the Corporation in developing countries, he also connected FPT with some partners and customers to provide IT services in Malaysia.

BOD members owning certificates on corporate governance

In 2017, FPT Corporation appointed two directors to participate in the corporate governance training course held by The Securities Research and Training Center under the State Securities Commission.

At December 31st, 2017, the Corporation has 6 directors who are members of the BOD, the Supervisory Board, BOM and Company Secretary owning certificates on corporate governance as regulated in Article 34, Circular 121/2012/TT-BTC regulating corporate governance for public companies. The details are as follows:

1. Mr. Le Song Lai – Non-executive member of the BOD;
2. Mr. Do Cao Bao – Member of the BOD, Vice CEO;
3. Mr. Nguyen Viet Thang – Head of the Supervisory Board;
4. Ms. Nguyen Thi Kim Anh – Member of the Supervisory Board;
5. Ms. Lai Thi Huong Huyen – Secretary;
6. Mr. Hoang Viet Ha – Executive Director.

Currently, information of remaining members of the BOD, the Supervisory Board and the Board of Management are still updated and complied with the regulations of the law on corporate governance.

ACTIVITIES OF COMMITTEES UNDER THE BOD

There are three committees under the BOD, details as follow:

No.	Committee	Name	Position
1	The Personnel and Remuneration Committee	Mr. Do Cao Bao	Chairman
2	The Development and Policy Committee	Mr. Truong Gia Binh	Chairman
3	The Chairman's Office	Ms. Lai Huong Huyen	Head of Office

The Personnel and Remuneration Committee:

The Personnel and Remuneration Committee is responsible developing policy and personnel framework for the Corporation and its member companies, and supporting the BOD in selecting, appointing and dismissing personnel. In 2017, the Committee has carried out the following tasks:

- **Implemented the senior leadership planning and development program**
 - ☑ Planned, evaluated, rotated and trained senior managers;
 - ☑ Built the leadership evaluation radar chart with 13 criteria applied to FPT and its member companies;
 - ☑ Completed the evaluation of 248 leaders/managers at all levels of the Corporation;
 - ☑ Developed a set of materials for FPT leaders to register their personal capacity development under the 13 criteria of FPT. As a result, 140 senior managers registered their personal capacity development in 2017;
 - ☑ Developed a training matrix, set up training courses for leaders, including on-the-job training and online training;
 - ☑ Set up the Mentor-Mentee program for leaders.
- **Implemented the member companies restructuring program**
 - ☑ Controlled the restructuring of FPT Information System Company Limited and FPT Trading Company Limited.
- **Issued the updated corporate policies**
 - ☑ Built the FPT salary scale system in accordance with new regulations of labor law 2018;
 - ☑ Controlled of the development and issuance of personnel policies at the Corporation, controlled and advised on regulations and policies application at its member companies following regulations of the Corporation.
- **Built Human Resource (HR) development strategy**
 - ☑ Built HR development strategy using Balanced Scorecard (BSC) 2017, which applies to all member companies with detailed action plans and indicators customized for different stages of each member company;
 - ☑ Directed the building of FPT's brand image to attract employees, especially in key universities nationwide;
 - ☑ Built programs to make FPT more innovative and competitive, such as: Enhancing competitiveness; iKhien awards; We love FPT program, etc. and spread among FPT employees;
 - ☑ Directed the implementation of the Human Resource Information Management (PS 9.2) program;
 - ☑ Directed the drafting of action plans in 2018 in accordance with the HR development strategy.
- **Directing the formulation and implementation of the top talents development project**
 - ☑ Directed the training programs for top talents, including MiniMBA and leadership skills;
 - ☑ Managed, kept track of and provided coaching sessions for top talents through training courses and development programs for each group, drafting policies for particular groups of top talents.

- **Directed the formulation and implementation of the project to develop FPT's staff members to meet global company standards**
 - ☑ Directed to build job descriptions for globalization positions and working standards in global environment; built position system at FPT Software in accordance with ITSS standard;
 - ☑ Built resources for globalization from domestic and foreign sources; building the FPT's employer brand;
 - ☑ Directed the drafting and supervision of the implementation of plans and training programs in terms of foreign languages, professional skills to meet globalization standards (already implemented at FPT Software and FPT IS);
 - ☑ Cooperated with FPT Corporate University to implement training programs for all FPT employees; ensured the number of hours spent on studying of employees and on teaching of leaders; and put online training programs such as Massive Open Online Courses (MOOC) into operation;
 - ☑ Directed the Mentor-Mentee program to be applied across the Corporation, to bring training experience to all leaders/managers.

The Development Policy Committee

In 2017, the Development Policy Committee performed the following tasks:

- Evaluated the effectiveness of strategy in 2017 and developed business strategy 2018 – 2020 to submit to the BOD for approval at the first meeting session of 2018;
- Proposed the business plan in 2018 for approval; developed a strategic map of the 2018 – 2020 BSC;
- Organized 2018 strategic workshops such as contracting policy, digital human resource development, technology development, product development (made by FPT);
- Completed implementation of M&A activities, thereby completing the reduction of FPT's owner capital ratio in FPT Retail and Synnex FPT. From 2018, FPT will focus its resources on technology development. Distribution and retail sectors with the involvement of strategic investors create strong momentum for growth and innovation;
- Supported the Chairman of the BOD and senior officials to develop international relations such as APEC participation and big "whale-hunting" programs in international markets such as Europe, Japan, and the USA; actively participated in the Vietnam Private Business Forum and Digital Economic Development Conference to promote digital transformation in Vietnam and create opportunities for FPT development.

The Chairman's Office

- Assisting the Chairman and the BOD to hold periodic meetings and collect opinions in writing; drafting and releasing documents of the BOD in accordance with regulations specified in the Corporate Governance Framework, the Company Charter, the Enterprise Law and other legislative regulations;
- Coordinating to hold the AGM in March 2017;
- Providing information to members of the BOD, the Supervisory Board and the Corporation's shareholders upon request.

OVERALL EVALUATION OF THE BOD'S PERFORMANCE

In 2017, the BOD of FPT was always attentive to business activities, complied with all regulations, 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 and its member companies. Strategic goals, strategic actions and action plans that need immediate implementation is clearly defined to each level. The Chairman directed and supervised the implementation of the strategy-building model in each member companies to ensure consistency in direction and performance at all levels.

According to the Corporation's strategic direction as determined at the beginning of the year, the BOD directed and supported the BOM in implementing the efficient restructuring and streamlining of member companies, through which their operational systems have been strengthened, senior leaders are rotated, cohesive and strong teams are formed, and a new vitality for developing business growth has been created, which is creating 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 are highly respected in the region's IT sector. They also have substantial experience and an extensive network. In 2017, these members has supported FPT with orientation and market development in the strategy of Pioneering in Digital Transformation.

REPORT OF THE SUPERVISORY BOARD

SUPERVISORY BOARD MEMBERS

All members of Supervisory Board finished their term this year (2012 – 2017). The AGM 2017 elected the Supervisory Board for the term of 2017 – 2022. As of March 31st, 2017, Mr. Cao Duy Ha is no longer a member of the Supervisory Board of FPT. The Supervisory Board for 2017 – 2022 has three members, two of whom have been reappointed, as follows:

No.	Member	Position	Commencement	Number of attendance	Percentage of attendance
1	Mr. Nguyen Viet Thang	Head of Supervisory Board	April 12th, 2012, reappointed by the AGM as a member of the Supervisory Board for the term 2017 – 2022 at March 31st, 2017, re-elected by the Supervisory Board as the Head of Supervisory Board on April 3rd, 2017.	6/6	100%
2	Mr. Nguyen Khai Hoan	Member of Supervisory Board	April 12th, 2012, reappointed by the AGM as a member of the Supervisory Board on March 31st, 2017.	6/6	100%
3	Ms. Nguyen Thi Kim Anh	Member of Supervisory Board	Reappointed by the AGM as a member of the Supervisory Board on March 31st, 2017.	5/6	83%

ACTIVITIES OF THE SUPERVISORY BOARD

In 2017, the Supervisory Board conducted 6 meeting sessions. Details as follows:

Session	Participant	Content
Session 1 March 23rd, 2017	3/3	<ul style="list-style-type: none"> Reviewed and evaluated the Corporation's 2016 consolidated Financial Statements; evaluated the 2016 business results and documents of the 2017 AGM prepared by the Board of Management; Evaluated the supervision compliance with regulations of members of the BOD, BOM and the Corporation's management positions in 2016; Discussed and reported on the performance of the Supervisory Board in 2016 and the 2017 plan.
Session 2 April 3rd, 2017	3/3	<ul style="list-style-type: none"> Elected Head of the Supervisory Board for the term of 2017 – 2022 (Mr. Nguyen Viet Thang); Assigned tasks to each member in 2017 after the 2017 AGM.
Session 3 May 26th, 2017	3/3	<ul style="list-style-type: none"> Evaluated the report on business results in the first quarter of 2017; Visited and reviewed the report on the FPT City project in Da Nang. Evaluated the report on the recovery of capital of the project; Visited and worked with FPT Software - Da Nang; Assigned tasks in coordination with the Compliance Mentoring Board regarding the compliance of the Corporation and the internal work of the Supervisory Board.
Session 4 July 25th, 2017	3/3	<ul style="list-style-type: none"> Reviewed and evaluated the Corporation's 2017 second quarter consolidated financial report; evaluated business results in the first two quarters of 2017; Evaluated supervision compliance with regulations of members of the BOD, BOM and the Corporation's management positions in the first two quarters of 2017; Discussed and prepare for the control in some areas of FPT's member companies.

Session	Participant	Content
Session 5 October 19th, 2017	3/3	<ul style="list-style-type: none"> Reviewed and evaluated the Corporation's 2017 third quarter consolidated financial report; evaluated the business results in the first nine months of 2017, prepared by the BOM. Assessed the Corporation's ability to reach the 2017 revenue and profit target; Reviewed and evaluated the internal supervision results of the Compliance Monitoring Board in the first nine months.
Session 6 December 27th, 2017	3/3	<ul style="list-style-type: none"> Planned for the inspection of overdue debts, inventories, and the issuance of preferential shares for employees in 2016; Discussed and evaluated the feasibility of completing the plan and considered the results of production and business activities in 2017; Discuss the Supervisory Board's work plan for 2018.

Monitoring the implementation of the resolution of the 2017 AGM

2017 was a difficult year for the economy but the Corporation has accomplished nearly all of the main objectives set in AGM Resolutions in 2017.

- The company has completed the provision following related regulations, ensured the obligation to remit the State budget;
- The company has paid the 2016 dividend of 10% in cash and 15% by shares, and processed advanced cash dividend payment in 2017 in accordance with the resolution approved by the Annual General Meeting of Shareholders in 2017;
- Business results in 2017: revenue reached VND 43,845 billion, achieving 94% of target revenue and increasing by 8% compared to 2016. Profit after tax was VND 3,522 billion, up 37% over the same period of 2016;
- Paying remuneration to the BOD and the Supervisory Board: in 2017, the company paid full remuneration to members of the Board of Directors and the Supervisory Board in accordance with regulations and quota approved by the General Meeting of Shareholders 2017.

Supervision activities of the Supervisory Board for the BOD, BOM and shareholders

- Inspected, supervised and ensured that the company operates in accordance with Enterprise Law, and supervised the implementation of the resolution passed by the AGM 2017;
- The Supervisory Board attended all BOD meetings during the period and made positive contributions;
- The Supervisory Board monitored the implementation of the policy of issuing preferential shares to employees in 2017 in accordance with the resolution passed by the 2017 AGM.

The collaboration between the Supervisory Board and the BOD, the BOM, and management staff

- The Supervisory Board received full information on the Corporation's business plan in the period;
- The Supervisory Board coordinated actively and regularly with the BOD and the BOM;
- The Supervisory Board collaborated with the Compliance Monitoring Department to monitor supervision results for the period.

Monitoring the compliance

In 2017, the Supervisory Board found no unusual sign that affects or violated regulations of the State or the Corporation in the activities of members of the BOD, BOM and management staff.

Other activities of the Supervisory Board

- Reviewed the quarterly financial reports provided by the BOM;
- Supervised the issuance of shares throughout the year to ensure compliance with the regulations of the State and approved by the shareholders;
- Evaluated and inspected the situation of overdue debts and bad debts and the status of inventory;
- Cooperated with the BOM to evaluate and select Deloitte Vietnam Company Limited as the 2017 independent auditor.

SUMMARY OF REMUNERATION AND OPERATING EXPENSES OF THE SUPERVISORY BOARD

In 2017, members of the Supervisory Board made effort to accomplish their assigned functions and duties. Total remuneration and operating expense for members of the Supervisory Board paid in advance was VND 739,200,000 and VND 15,300,000 respectively, which is included in the total remuneration and operating expenses of VND 904,200,000 approved by the 2017 AGM. In 2017, the Supervisory Board did not use advisory services.

ACTION PLAN OF THE SUPERVISORY BOARD IN 2018

- Supervise compliance with the Resolution of the 2018 AGM: the Supervisory Board coordinates to review the independent audit reports and supervise the implementation of issues raised by the auditors;
- Continue to review and monitor financial regulations, operating regulations and policies issued by the BOD and the BOM this year, ensure compliance with laws and regulations. evaluate the influence of the implementation of these regulations on shareholders' benefits;
- Strengthen the coordination between the Supervisory Board and the Compliance Mentoring Board to assess, handle and supervise any incidents in a timely manner.

TRANSACTIONS, REMUNERATION AND OTHER BENEFITS FOR THE BOD, THE CEO AND THE SUPERVISORY BOARD

REMUNERATION AND OTHER BENEFITS

In accordance with the annual 2017 remuneration budget approved by the AGM 2017, the actual remuneration for the BOD, the CEO and the Supervisory Board is as follows:

Unit: VND million

	Salary		Bonus (% profit before tax)		Compensation	
	APPROVED BY THE AGM	2017	APPROVED BY THE AGM	2017	APPROVED BY THE AGM	2017
BOD Executive members	10,760	9,700	Not exceed 0.49%	0.41%	None	None
BOD Independent, Non-executive members	None	None	None	None	5,750	5,410
Supervisory Board members	None	None	None	None	904,2	739,2

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

Unit: VND

Members	Position	Executive	Independent, Non-executive	Monthly compensation	Salary	Bonus	Compensation	Total
Mr. Truong Gia Binh	Chairman	x			41%	59%	0%	100%
Mr. Bui Quang Ngoc	Vice Chairman, CEO	x			38%	62%	0%	100%
Mr. Do Cao Bao	Member	x			46%	54%	0%	100%
Mr. Le Song Lai	Member		x	23,166,667	0%	0%	100%	100%
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%

The detailed compensation for members of the Supervisory Board in 2017 is as follows:

Unit: VND

Members	Position	Compensation
Mr. Nguyen Viet Thang	Head	28,783,333
Mr. Nguyen Khai Hoan	Member	16,408,333
Ms. Nguyen Thi Kim Anh	Member	16,408,333

TRANSACTIONS OF INTERNAL AND MAJOR SHAREHOLDERS

No.	Transaction executor	Internal shareholder/ Major shareholder or related person	Number of shares owned at the beginning of the period		Number of shares owned at the end of the period		Reason for change (shares)
			Number of shares	Percentage	Number of shares	Percentage	
1	Mr. Do Cao Bao	Executive Vice President	5,426,813	1.18%	5,976,192	1.13%	Sold 300,000 shares, received 30,746 ESOP shares and 818,633 stock dividends
2	Mr. Bui Quang Ngoc	Vice Chairman, CEO	17,046,361	3.71%	18,155,664	3.42%	Sold 1,500,000 shares, received 45,522 ESOP shares and 2,563,781 stock dividends
3	Mr. Duong Trieu Dung	Executive Vice President	1,599,258	0.35%	2,287,504	0.43%	Bought 390,000 shares, received 50,746 ESOP shares and 247,500 stock dividends
4	Bao Minh Insurance Corporation	Mr. Le Song Lai – BOD Member	172,500	0.04%	5	0%	Sold 198,370 shares, received 25,875 stock dividends
5	SCIC Investment One Member Company Limited	Mr. Le Song Lai – BOD Member	1,675,663	0.36%	1,927,011	0.36%	Received 251,348 stock dividends

The above table is arranged based on the transaction date.

CONTRACTS OR TRANSACTIONS WITH INTERNAL SHAREHOLDERS

With the Parent Company – Subsidiary Company model, some members of the BOD of FPT and the CEOs of member companies concurrently hold positions in the Boards of Directors, the Board of Members and the Supervisory Board of member companies.

In 2017, FPT executed regular transactions with member companies and other companies in which the Corporation holds control rights. Details are as follows:

No.	Name of organization	Relationship	Transaction
1	FPT Software Company Limited	Subsidiary	<ul style="list-style-type: none"> FPT let out the office and charged management fees and utility services; FPT purchased software services.
2	FPT Information System Company Limited	Subsidiary	<ul style="list-style-type: none"> FPT let out the office and charged management fees and utility services; FPT purchased IT and Network devices.
3	FPT Telecom Joint Stock Company	Subsidiary	<ul style="list-style-type: none"> FPT let out the office and charged management fees and utility services; FPT purchased internet services and Data Center services.
4	FPT Online Service Joint Stock Company	Subsidiary	<ul style="list-style-type: none"> FPT let out the office and charged management fees and utility services; FPT purchased advertising services.
5	FPT Education Company Limited	Subsidiary	<ul style="list-style-type: none"> FPT purchased training services.
6	Synnex FPT Joint Stock Company	Associate	<ul style="list-style-type: none"> FPT provided utility services and collected management fees; Purchased computer and IT devices.
7	FPT Digital Retail Joint Stock Company	Associate	<ul style="list-style-type: none"> FPT provided utility services and collected management fees.

RISK MANAGEMENT

GENERAL PRINCIPLE

Risk management is an indispensable and inseparable part of every process/task in the Corporation. It is also classified, assigned and carried out consistently in all levels to achieve benefit optimization. Every year, the CEO directs the development and approval of the general risk management framework for the whole Corporation, including:

- Risk management policy;
- Risk management structure;
- Major risk categories and monitoring mechanism;
- Notifying and reporting mechanism at each level.

RISK MANAGEMENT MODEL

The risk management system is decentralized from the Corporation to its member companies. This guarantees that risks are addressed and managed by authorized leaders/individuals. The risk management system is decentralized as a united system, consistent between the Corporation and its member companies. FPT also builds a mechanism of internal audit, collaborating with the internal audit departments at its member companies to manage the compliance risks throughout the whole corporation. Functional units perform risk management-related activities.

Risk management is actively implemented throughout the system to minimize the effects on business and ensure sustainable development. Risks are identified and divided into different groups based on business sectors to evaluate their impact on business goals. This allows FPT to determine procedures to identify risks early and quantify risks associated with business plans, and build mechanism to monitor and eliminate those risks. The Balanced Scorecard (BSC) is currently applied comprehensively at FPT and its member companies to supervise major risks associated with the Corporation's strategies and business.

FPT also established the Strategic Management Office (SMO) in order to monitor and evaluate the KPIs system, which includes indicators of risk management throughout the Corporation to ensure prompt identification and monitoring of operation-related risks.

FPT's risk inspection levels



Risk is handled within a closed process of six steps:



MAJOR RISKS AND RISK MANAGEMENT MEASURES

Types of strategic risks

Name of risk	Risk description	Risk management measure
Risks of strategies/vision	Risks of strategies and visions can lead to unreasonable investment in resource allocation, failure to develop new potential business segments or to provide new high-tech products and services that better meet market demands.	<ul style="list-style-type: none"> • Hold an annual strategic conference to update the latest trends in business and technology to ensure strategic directions and visions to be accurately implemented; • Apply BSC to monitor and manage the process to implement the strategies and to ensure that they are accurately implemented.
Risks of competitive decline	Risk of falling competitiveness, failing to capture market demands and trends. Most of the Corporation's business sectors have low entry barriers and yet have faced big difficulties as foreign or newly emerging competitors arrive and seize market shares.	<ul style="list-style-type: none"> • Provide overall services which meet international quality standards to comprehensively meet consumer needs; • Reinforce training and skill development, particularly for technology staff, to enhance new technology capabilities to compete with other companies; • Continuously improve business models, information systems and internal processes to optimize operations and expenditures by utilizing a modern corporate governance system.

Operating risks

Name of risks	Risk description	Risk management measure
Risks of information disclosure	These risks derive from information not being disclosed in a timely, accurate or sufficient manner.	<ul style="list-style-type: none"> • Update legal regulations related to information disclosure for listed companies; • Build internal processes on information provision and disclosure in order to ensure that operation and finance information is timely and accurately reported; • Regularly discuss with those in charge of information disclosure at the State Securities Commission and the Ho Chi Minh City Stock Exchange to check the sufficiency and accuracy of information to be disclosed.
Risks of human resources	These risks refer the quantity and quality of personnel failing to keep up with development needs as well as international standards for effective globalization.	<ul style="list-style-type: none"> • Build FPT to become a learning organization, develop highly qualified staff members, organize and arrange human resources based on the Corporation's long-term goals; • Continue investing in training programs at FPT University as well as internal training programs such as 10,000 Bridge Software Engineer to improve and make good use of high quality and abundant human resources; • Build competitive compensation policies to retain and develop human resource to meet business growth targets; • M&As to increase the number of domestic and international experts.
Risks of information security	Information is one of the most important and valuable assets of an organization or enterprise. Risks related to information, such as information improper disclosure, alteration, loss or rejection, seriously affect an organization's operations, reputation and strategy.	<ul style="list-style-type: none"> • Aggressively implement methods to avoid data loss and enhance system safety to ensure information security within the Corporation; • Annually update FPT's information security processes, apply the latest security standards, and assign responsibility to the Corporation's employees to avoid information security violations which could lead to serious.

Financial risks

Name of risk	Risk description	Risk management measure
Risks of exchange rate	Highly fluctuating exchange rates have a huge impact on profits earned from business activities. A number of FPT's business operations, including distribution, retail, system integration, and software outsourcing are potentially influenced by exchange rate fluctuations.	<ul style="list-style-type: none"> Closely monitor factors that affect exchange rates; Implement appropriate exchange rate insurance measures which include foreign currency futures and options; Implement flexible sales policies based on exchange rate fluctuations.
Risks in normal business	Risks in normal business activities include uncontrolled bad debts and high inventories.	<ul style="list-style-type: none"> Create procedures for Sales, Purchasing, Contract implementation, etc. in order to reduce risks arising during business operations; Create policies to control customer liabilities and to manage inventories; Analyze and closely control the process, starting with quantifying the demand to purchase.

Regulatory risks

Name of risk	Risk description	Risk management measure
Regulatory risks	FPT's business activities also take place outside Viet Nam. This globalization requires FPT to comply with foreign laws, especially regulations on migrant employee activities. In addition, cultural differences in a multinational workforce and between the company and its partners present big challenges	<ul style="list-style-type: none"> Closely follow the policies and major directions of the government, and actively research and give recommendations to competent authorities to promote the role of IT in boosting economic growth; Research, update and comply with provisions, and respect the cultural and business environment of related foreign markets; Train employees about cultural appreciation and sensitivity of countries where FPT conducts business.

Risk management related to the environment and sustainable development

As a green-oriented enterprise, FPT has turned its attention to environmental protection and resource saving by implementing specific solutions such as: compliance with legal regulations related to the protection of the environment and natural resources; construction of environmentally friendly working office systems; applying technology to reduce energy consumption; and raising the awareness of environmental protection in its staff.

Over the years, FPT has focused on implementing risk management related to sustainable development from the perspective of reviewing and managing the risks that affect the sustainable development of FPT, risks arising from the social environment that affect FPT, and risks from FPT's operation and business affecting the social environment. For its sustainability strategy, FPT has built and integrated the Corporation's vision for sustainable development into its business strategy.

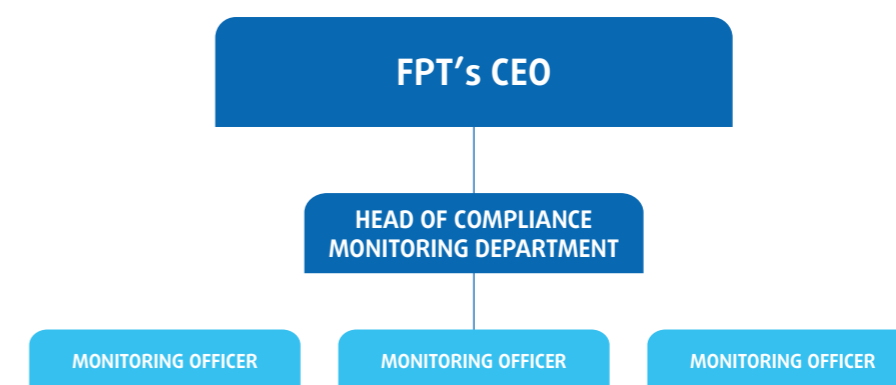
For financial statements and corporate governance, FPT has built mechanisms that provide non-financial information and financial statements to enhance the transparency of information provided to stakeholders.

FPT has also implemented the Sustainable Development Report requested by the State Securities Commission. The report is the Corporation's disclosure and commitments to stakeholders regarding its activities towards sustainable development. In this report, FPT assesses and discloses information on its operation efficiency in terms of society and the environment, in addition to providing information on financial efficiency and capital management. The Sustainable Development Report is a new way to build and quantify corporate value.

COMPLIANCE AND INTERNAL AUDITS

FPT considers compliance and internal audits effective measures to prevent and minimize risks associated with business activities. The assessment made in 2017 included compliance with the law, regulations and internal procedures of FPT, and provisions ensuring benefits for employees such as compensation and other personnel policies. Along with the internal audit system, the assessment of compliance risk helps FPT ensure that its sustainable development strategy is implemented in all business areas of FPT and throughout its entire system.

FPT's Compliance Monitoring Department Structure



RISK MANAGEMENT IN 2017

In 2017, in order to reinforce the application of risk management in business segments, FPT and some member companies have implemented advanced risk management models to some specific business segments such as software outsourcing. The Corporation has created a risk management handbook; specified guidance for risk identification and reporting procedures; trained staff in risk management, from new employees to top levels; and built a database of risk events as a reference for risk analysis and control.

Risk management in some key operating segments has been integrated by upgrading and developing processes such as sales, project implementation and procurement. Risk management continues to be implemented through close cooperation between all levels of management, including the BOM, Compliance Monitoring Department, Quality Assurance Department, Internal Audit and heads of related departments in member companies. The issues which need to be controlled include areas where potential risks may occur, especially those related to compliance, standards, procedures and legal provisions. These activities are conducted with effective coordination between the Corporation and member companies on the basis of direct and periodic meetings.

INVESTOR RELATIONS

STOCK INFORMATION

Statistics on stock transactions and FPT's stock movements in 2017

NO.	Items	Amount	Unit
1	Total trading sessions	250	sessions
2	Total order-matching volume	300,142,160	shares
3	Total order-matching value	15,112,001	VND in million
4	Average order-matching volume per session	1,200,569	shares
5	Highest order-matching volume in 52 weeks (at November 13th, 2017)	4,769,280	shares
6	Lowest order-matching volume in 52 weeks (at September 1st, 2017)	268,680	shares
7	Highest price in 52 weeks (at November 29th, 2017)	59,300	VND/share

Return rate of FPT stock in 2017 in comparison with December 31st, 2016



Statistics on transactions with foreign investors in 2017

The foreign ownership rate in FPT always reached the legal ceiling of 49% in 2017. The number of foreign transactions was 211 with a total volume of more than 36.7 million shares, amounting to VND 1,879 billion. As the foreign ownership rate reached the maximum percentage permitted, there were no longer stocks available to buy on December 31st, 2017.

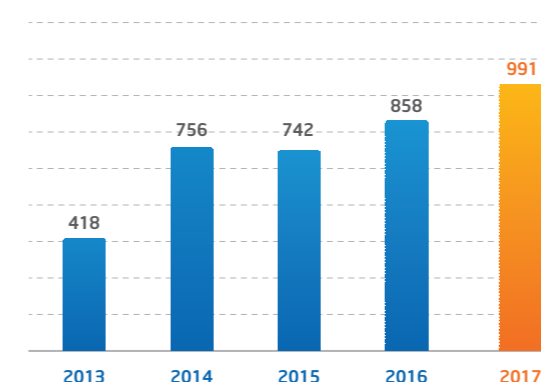
Dividend payment

In 2017, FPT dividend payments included:

- Payment of 2016's final cash dividend to shareholders at a rate of 10% of par value on June 9th, 2017;
- Payment of 2016's stock dividend to shareholders at a rate of 15% on May 26th, 2017. New shares were transacted officially on July 10th, 2017;
- Payment of 2017 interim cash dividend to shareholders at a rate of 10% par value on August 31st, 2017.

Cash dividend

Unit: VND billion



Note: This is cash dividends paid for FPT's shareholders, including the remaining dividend payment of the previous year (if any), advance dividend payment of the current respective year.

Dividend history

Year	Cash dividend payment (%/ charter capital)	Stock dividend payment (%/ charter capital)
2017	20%	15%
2016	20%	15%
2015	20%	15%
2014	25%	25%
2013	15%	None

Additional share issuance

In 2017, FPT additionally issued 2,296,370 shares to employees with significant contributions in 2016. These shares are locked up three years from the date of issue. The date of transaction is expected to be April 6th, 2020.

The Corporation's charter capital increased in two phases in 2017. The charter capital rose to VND 4,617,230,540,000 in the first phase because the Corporation had paid ESOP shares, and to VND 5,309,611,050,000 in the second phase because the Corporation had paid stock dividends to shareholders in 2016 in accordance with the Resolution of the 2017 AGM.

Transaction of treasury shares

In 2017, the Corporation did not make any purchase of shares under the scheme of preference share buyback from staff leaving the Corporation. Therefore, the treasury shares remained unchanged from the beginning of the year, with 82,376 shares.

Shareholders' statistics

According to the list of shareholders at March 1st, 2018.

By type of shares

Type of shares	Number of shares	Percentage	Par value (VND)	Voting right
Common shares	530,878,729	99.98%	10,000	1:1
Preference shares for employees	82,376	0.02%	10,000	1:0
Total of authorized shares	530,961,105	100.00%		

By number of shares owned

Number of shares	Number of shareholders	Percentage	Number of shares	Percentage
1-999	15,291	68.62%	2,591,263	0.49%
1,000-10,000	5,359	24.05%	17,145,780	3.23%
10,001-1,000,000	1,551	6.96%	122,654,075	23.10%
More than 1,000,001	83	0.37%	388,487,611	73.17%
Treasury shares			82,376	0.02%
Total	22,284	100.00%	530,961,105	100.00%

By shareholding groups

Type	Number of shareholders	Percentage	Number of shares	Percentage
State (SCIC)	1	0.00%	31,633,818	5.96%
Internal shareholders	1,621	7.27%	111,206,686	20.94%
<i>The BOD, BOM, Supervisory Board and Chief Accountant</i>	9	0.04%	63,154,139	11.89%
<i>Staff</i>	1,612	7.23%	48,052,547	9.05%
External shareholders (individual investors)	20,334	91.25%	86,447,373	16.28%
External shareholders (institutional investors)	328	1.47%	301,590,852	56.80%
Treasury shares			82,376	0.02%
Total	22,284	100.00%	530,961,105	100.00%

By geography

Location	Number of shareholders	Percentage	Number of shares	Percentage
Viet Nam	21,078	93.17%	270,709,923	50.98%
<i>Individual investors</i>	20,922	92.29%	193,533,293	36.32%
<i>Institutional investors</i>	156	0.88%	77,176,630	14.66%
Abroad	1,206	6.83%	260,168,806	49.00%
<i>Individual investors</i>	1,033	5.93%	4,120,766	0.82%
<i>Institutional investors</i>	173	0.90%	256,048,040	48.18%
Treasury shares			82,376	0.02%
Total	22,284	100.00%	530,961,105	100.00%

Top 10 shareholders

Top 10 shareholders	Shares	Percentage
Mr. Truong Gia Binh	37,705,980	7.10%
The State Capital and Investment Corporation (SCIC)	31,633,818	5.96%
Macquarie Bank Limited	24,316,419	4.58%
Government of Singapore	18,755,097	3.53%
Mr. Bui Quang Ngoc	18,155,664	3.42%
Vietnam Enterprise Investments Limited	12,153,400	2.29%
QT Limited Company	11,303,719	2.13%
Fidelity Funds	9,830,604	1.85%
Kuroto Fund LP	9,624,111	1.81%
Norges Bank	8,898,649	1.68%

ACTIVITIES WITH SHAREHOLDERS AND INVESTORS

In 2017, FPT's Department of Investor Relations (IR) continued to bring investors a professional, effective, and transparent image. As illustrated by monthly analyses of securities companies, FPT is always ranked in top stocks, high liquidity and good recommendations.

Some outstanding activities of IR in 2017:

- Fully complying with regulatory requirements on information disclosure, ensuring timely disclosure of information;
- Announcing business results on a monthly basis to the State Securities Commission, Ho Chi Minh Stock Exchange and mass media;
- Circulating up-to-date news regarding the company's business through monthly reports and quarterly analyst meetings with investors;
- Ensuring that the Investor Relations section of the Corporation's website provides the latest and most accurate information to investors;
- Retaining continual interest from investment funds, with 85 meetings and 161 offshore investment funds (excluding foreign investment funds with offices in Viet Nam) contacting and meeting with FPT in 2017.

In addition, the Corporation leaders attended workshops held by large investment funds and securities companies:

- Viet Capital Securities Company's Vietnam Access Day Workshop held in Ho Chi Minh City in February 2017;
- UBS's LVMS Workshop in Thailand in May 2017;
- KIS's IR Conference in Korea in June 2017.

The Investor Relations Department continued to set the following goals for 2018:

- Operating as an effective bridge between investors and the company;
- Respecting the rights of investors and acknowledging their comments to develop a stronger company.

05

SUSTAINABLE DEVELOPMENT REPORT



FPT University is the first corporate university in Vietnam, considering diverse and practical experience to be the highlight in training, enhancing global competitiveness for its students.



THE CEO'S MESSAGE

Dear Valued Shareholders and Stakeholders,

Over the past three decades, along with ensuring the steady growth of the financial indicators, FPT has always understood the concerns of its stakeholders and worked hard to bring them the highest value.

It is the provision of solutions, services, and products with the best quality, bringing satisfaction to customers.

It is the sustainable growth of financial indicators that benefits shareholders and investors. FPT has always ranked in the top 10 of 500 best profit enterprises.

It is always in the top business contributing most to the State Budget and creating several jobs to contribute to Vietnam's social stability. In 2017, with over VND 6,400 billion contributing to the State Budget, FPT has created more than 3,600 new jobs and become one of the enterprises with the best working environment.

During the past 30 years, we have not only been proud of FPT's contribution to the Vietnamese economy and the IT sector in particular, ensuring the highest benefit for our stakeholders but also being proud of being one of the most active enterprise when it comes to community activities.

Based on the strengths of technology, FPT has provided solutions to solve difficult problems in the field of transportation, health care, education and public administration for the sake of Vietnamese people and the community's benefit.

FPT also understands that the greatest asset of a country as well as the enterprises is its people. Therefore, FPT always focuses on investing in education and the young generation. In 2017, the total expenditure on educational activities and the young generation accounted for 92% of the Corporation's total budget for social activities.

FPT endeavors to build a shared and compassionate culture for thousands of FPT staff. Since 2010, March 13th has become the traditional FPT Community Day. It is the day to remind each staff to actively contribute a small part to the society by taking concrete actions; At the same time, we nurture and spread the kindness of each staff to the people in need. We believe that the kindness as well as loving spirit is one of the characteristic that runs in the veins of FPT people and will forever remain the same through the development of our Corporation.

FPT is looking forward to its 30th Anniversary. With that eagerness, besides the effort to obtain business and technology achievements, FPT will carry out more community initiatives to widely spread happiness for everyone.

My sincere thanks to all our valued shareholders and stakeholders.

FPT's CEO

Bui Quang Ngoc

GENERAL INFORMATION

The report summarizes and assesses the sustainable development activities of FPT Corporation in 2017. Based on the Corporation's vision, development directions and business strategy, the report presents FPT's material aspects that have significant impacts on economic, social and environmental issues.

FPT's Sustainable development Report is included in its Annual Report to help investors, shareholders and stakeholders access information on FPT's development strategy and business operations in terms of sustainable development.

In this report, significant areas are identified based on a combination of stakeholders' interests and their impact on FPT.

Method of developing the report content: This report was developed based on the Global Reporting Initiative (GRI) with three general standards for all businesses and 33 criteria for specific topics organized by economic, social and environmental fields. It is also informed by the Guide to the Publication of Environmental and Social Information issued by the State Securities Commission (SSC) in cooperation with the International Finance Corporation (IFC).

Regarding the Corporation's targets and strategic activities for sustainable development, we also refer to the United Nations' 17 Sustainable Development Goals (SDGs).

Reporting period: January 1st, 2017 – December 31st, 2017.

Scope of the report: This report summarizes the activities of FPT and its subsidiaries in the field of ICT within Vietnam and other countries in which FPT operates. Index of energy consumption (electricity, water) is only counted in ten offices of FPT in Hanoi, Ho Chi Minh City, Da Nang, including: FPT Cau Giay, F-Ville 1, F-Ville 2, FPT University, F-Town 1, F-Town 2, FPT Tan Thuan 1, FPT Tan Thuan 2, F-Complex, and FPT Massda. This is the second year FPT has released this index.

Contact:

The report was prepared by the FPT Corporation's Corporate Communications Department. If you have any concerns, please contact:

Ms. Bui Nguyen Phuong Chau, Head of FPT Corporation's Corporate Communications Department.

Address: FPT Building, 17 Duy Tan Street, Dich Vong Hau Ward, Cau Giay District, Hanoi

Tel: +84 24 7300 7300;

Email: chaubnp@fpt.com.vn

CORPORATE INFORMATION

Operating sectors: As the number one IT service company in Vietnam, the Corporation's activities focus on two key areas: technology and telecommunications. In addition, in order to meet the demand for human resources for the Corporation's operations and contribute to the professional development for the society, FPT also participates in the education sector. (See details about business sectors of FPT on pages from 22 to 25).

Scale of business and scope of activities: FPT's revenue in 2017 reached VND 43,845 billion and the number of personnel reached 32,092. FPT is present in 33 countries and territories in 5 continents:

- **Asia:** Vietnam (headquarters), Bangladesh, Brunei, Cambodia, Indonesia, China, Japan, Laos, Malaysia, Myanmar, the Philippines, Singapore, Korea, Timor, Taiwan, Thailand
- **Europe:** Austria, Croatia, Czech Republic, France, Germany, Hungary, the Netherlands, Norway, Finland, Slovakia, Turkey, the UK
- **America:** Canada, the US
- **Oceania:** Australia, New Zealand
- **Africa:** Mozambique

KEY INDICATORS

6,449 VND BILLION
Contributed to the State budget

32,092
jobs contributed to the society

35.7 VND BILLION
spent on community activities

12.28 MILLION
Beneficiaries

268,864
Employees trained

1,787,269
Training hours for employees

77.9 VND BILLION
Spent on training activities



IMPACTS OF SUSTAINABLE DEVELOPMENT TRENDS ON FPT

In 2012, Vietnam issued the sustainable development strategy for the period 2011 – 2020, which aims for sustainable and efficient growth, coupled with social progress and justice, natural resources and environment protection, political and social stability, and the firm safeguarding of independence, sovereignty, unity and the territorial integrity of the country.

The strategy outlines the priorities for sustainable development in 2011 – 2020, summarized as follows:

- **Economy:**
 - ☑ Orientation: Maintain sustainable economic growth; step by step implementation of green growth; sustainable production and consumption.
 - ☑ Specific objectives: Economic growth rate reaches a 5-year average of 6.5-7% per year. The State budget deficit does not exceed 4% of GDP. Social labor productivity increases on average 4-5% per year.
- **Society:**
 - ☑ Orientation: Create decent work; enhance the quality of education and training to improve people’s knowledge and professional skills in combination with the requirements of national, regional and local development.
 - ☑ Specific objectives: The percentage of trained workers reaches about 65-70%, including workers possessing diplomas or certificates reaching 25-26%. The unemployment rate in urban areas is less than 4%.
- **Environment:**
 - ☑ Orientation: Reduce air and noise pollution in big cities and industrial areas; protection of water environments and sustainable use of water resources and land resources.
 - ☑ Specific objectives: By 2020, 95% of the urban population, and 90% of the rural population have access to clean water.

Technology is seen as the foundation and driving force for sustainable development. As an IT Corporation FPT must take the lead in implementing e-government solutions, smart business management, educational technology, smart healthcare, and applying the latest technology in social infrastructure including transportation, electric system management, and waste water treatment, in order to contribute to guaranteeing labor productivity, improving the quality of people’s lives, solving pressing social problems, and protecting the environment.

In addition, it is impossible to separate Vietnam’s sustainable development from global climate change. DARA International Foundation’s research on vulnerable climate change shows that climate change has cost Vietnam USD 15 billion per year, equal to 5% of the country’s GDP.

The consequences caused by climate change on the country’s economy will likely pose a risk to FPT’s business activities in terms of direct impacts on the operation of clients and partners, especially in the fields of banking, transportation, energy, insurance, oil and gas. This may lead to situations in which customers are investing in urgent priorities to serve short-term goals in place of IT investment. However, this is great opportunity for FPT to involve itself in the systems construction for disaster warning and relief with the most modern technologies.

IMPACTS OF FPT’S ACTIVITIES ON SUSTAINABLE DEVELOPMENT FACTORS

The assessment of the impact of FPT’s activities on economic, social and environmental factors will help FPT define its role, responsibilities and necessary activities to ensure its sustainable development and contribution to the sustainable development of Vietnam.

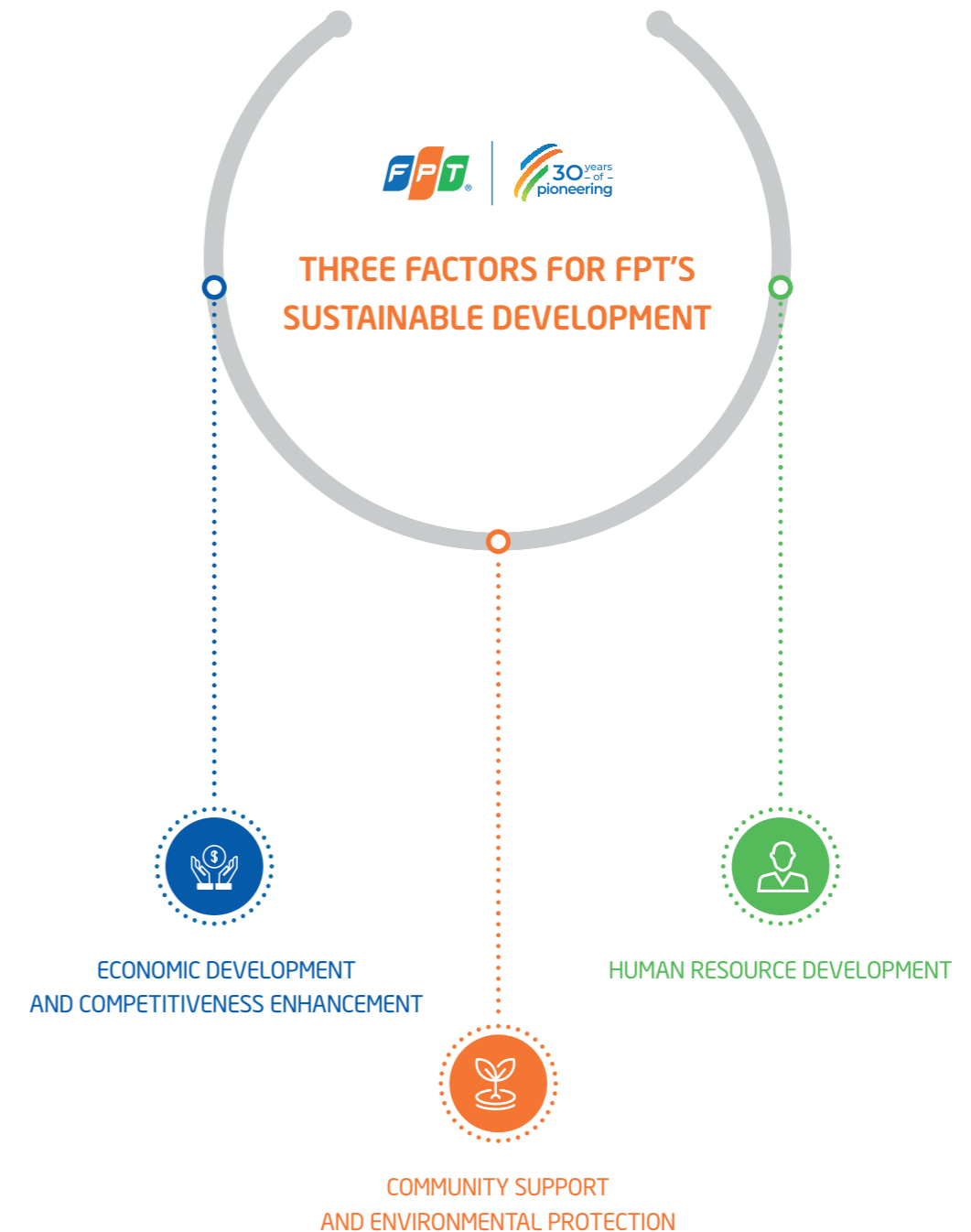
Economic impacts: Being a crucial part of the economy, FPT always ensures stable revenue and profit growth, as well as its contribution to the State budget. As Vietnam’s biggest IT service provider, FPT consistently pioneers new technological trends, invests in R&D, contributes to modernizing ministries and industries, and improves the competitiveness of the economy and enterprises.

Social impacts: Over the years, FPT has always created jobs, offered stable incomes for tens of thousands of people, and contributed to social stability. FPT also focuses on improving the employee professional development by further raising the quality of training delivered by FPT Education. In addition, with the desire to promote the application of IT in solving social problems, FPT has been actively investing in R&D and the implementation of solutions in key areas of the social economy, including focusing on investment in education and the younger generation.

Environmental impacts: IT and telecommunications are environment-friendly business segments. FPT’s environmental impact mostly comes from water and energy consumption in operating its office buildings and shops, and is therefore dependent on its employees’ awareness of environmental protection. Accordingly, FPT understands that it is essential to comply with water and energy consumption regulations. FPT is also invested in employing green architecture and technological solutions to minimize energy consumption in operating office buildings and shops nationwide. FPT also actively works to raise employee’s awareness of environmental protection.

FPT’S SUSTAINABILITY ORIENTATION

FPT’s sustainable development model



Sustainable development orientation and strategy

The United Nations' Sustainable Development Goals (SDGs) as they relate to FPT's sustainable development orientation

04

Quality education: Ensuring educational quality and improving lifelong learning opportunities for all people.

- ☑ FPT University has developed training programs following international training standards and linked them with enterprises' demands;
- ☑ FPT has created scholarship programs for students.

07

Affordable and clean energy: Ensuring access to energy with reasonable, reliable, sustainable and modern energy supplies for everyone.

- ☑ FPT raises employee awareness of energy saving;
- ☑ FPT increases the use of renewable energy, recyclable resources and energy-saving materials in FPT's buildings.

08

Decent Work and Economic Growth: Promoting long-term, open and sustainable economic growth, and creating jobs for all.

- ☑ FPT ensures growth in traditional business sectors; promotes R&D to increase revenue from new technology-based services and solutions, and from oversea markets;
- ☑ FPT creates jobs and stable incomes for thousands of people.

09

Industry, Innovation and Infrastructure: Building up solid infrastructure, promoting open and sustainable industrialization, and encouraging innovation.

- ☑ FPT develops and implements IT solutions for key areas of the economy to improve competitiveness;
- ☑ FPT expands the provision of internet services and enhances access to services for people.

12

Responsible consumption and production: Ensuring sustainable consumption and production models.

- ☑ FPT applies advanced management standards and procedures in the Corporation's business and custom services provision activities

13

Climate action: Taking urgent measures to respond to climate change and its effects.

- ☑ FPT raises the awareness of environmental protection against climate change in employees.

Based on the United Nations' Sustainable Development Goals (SDGs) set in 2015, FPT has analyzed and selected targets that will guide its 2016 – 2020 sustainable development strategy as follows:

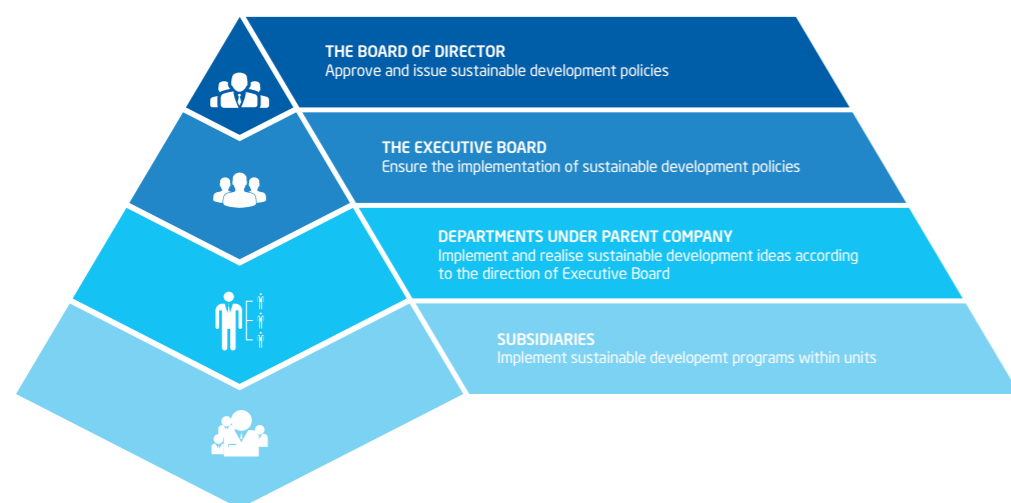
Objectives	Content
SUSTAINABLE GROWTH	
Objective 1: (SD 8 – Decent Work and Economic Growth)	<ul style="list-style-type: none"> • Sustainable growth in revenue from traditional business segments through expanding geographical coverage and by offering new products and services; • Boosting R&D to increase revenue from S.M.A.C, smart services, and IoT-based services and solutions; • Promoting policies to encourage creativity, innovation and promoting entrepreneurship within the Corporation; • Improving competitiveness and labor productivity through the application of technology, and making the Corporation a learning organization; • Building the best working environment for employees to develop their skills and abilities, so that they will have strong attachment and contribution to the Corporation; • Building a policy to discover, attract, foster, reward and treat talented people.
CONTRIBUTION TO SOCIAL DEVELOPMENT	
Objective 2: (SD 4 – Quality education)	<ul style="list-style-type: none"> • FPT University has trained highly skilled individuals in line with the practical requirements of enterprises. The training programs follow international standards, aiming for comprehensive development and the preservation of national values. FPT University's training programs are built along international training standards, including practical and foreign language skills, and comprehensive personal development activities; • FPT University builds a dynamic learning environment with modern facilities; • FPT University integrates advanced educational technology and IT into teaching and learning. Modern educational technologies such as Tectonic Theory, Project-based Learning, and online management of the entire course material and attendance system; • The online university FUNiX offers a new way of learning, through which each student determines his or her learning progress. Students learn from the world's best lecturers and can get in touch with top experts working in Vietnam's IT industry. By pioneering in the application of advanced IT in distance learning, FUNiX offers lifelong learning opportunities for students; • Building scholarship programs for students.
Objective 3: (SD9 – Industry, innovation and infrastructure)	<ul style="list-style-type: none"> • Building and developing Internet infrastructure to meet the bandwidth demands of users and enterprises; • Providing IT solutions for key national economic industries, contributing to modernization, and raising the efficiency of industries; • Applying IT to contribute to solving pressing social problems.
CONTRIBUTING TO PROTECTING THE ENVIRONMENT	
Objective 4: (SD 7 – Affordable and clean energy)	<ul style="list-style-type: none"> • Complying with environmental protection regulations; • Raising employee awareness of environmental protection and energy conservation;
Objective 5: (SD 12 – Responsible consumption and production)	<ul style="list-style-type: none"> • Using efficient energy solutions in corporate buildings; • Applying technology to minimize the use of environmental resources;
Objective 6: (SD13 – Climate actions)	<ul style="list-style-type: none"> • Periodically evaluating waste management processes to take steps to minimize environmental pollution.

ASSOCIATION OF SUSTAINABLE DEVELOPMENT WITH CORPORATE GOVERNANCE

FPT defines corporate governance as one of the most important elements in ensuring efficient growth, sustainable development, and contributing to ensuring long-term benefits for shareholders, customers, employees and the community. In addition to building a strong management system on the basis of compliance with all legal provisions and the application of advanced management models, FPT has also issued a system of internal regulations in order to create unified management mechanisms.

MANAGEMENT MODEL AND STAKEHOLDERS' ROLES AND RESPONSIBILITIES IN SUSTAINABLE DEVELOPMENT MANAGEMENT

Sustainable development management model



Body	Roles and activities	Persons/units in charge
The BOD	<ul style="list-style-type: none"> Approving and issuing sustainable development strategies and directions for the Corporation 	<ul style="list-style-type: none"> The BOD
The BOM and CEO	<ul style="list-style-type: none"> Establishing specific sustainable development goals for each department and subsidiaries; Directing the implementation of sustainable development related tasks; Supervising the results of the implementation of sustainable development policies of departments and subsidiaries. 	<ul style="list-style-type: none"> The CEO and Director of Corporate Social Responsibility
Internal Control	<ul style="list-style-type: none"> Independently and objectively evaluating the risk management and corporate governance system in operational areas; Providing periodic and irregular reports when problems arise in implementing sustainable development activities. 	<ul style="list-style-type: none"> Balanced Scorecard (BSC) management team; Corporate Quality Assurance Department; Corporate Communications Department
Corporate business administration departments	<ul style="list-style-type: none"> Implementing sustainable development activities at corporate level; Advising and supporting the implementation of sustainable development goals at subsidiaries. 	<ul style="list-style-type: none"> Corporate Communications Department and other corporate business administration departments
Subsidiaries	<ul style="list-style-type: none"> Implementing sustainable development activities as planned; Reporting on the sustainable development activities of subsidiaries to the BOM. 	<ul style="list-style-type: none"> Division in charge of sustainable development at subsidiaries

SUSTAINABLE DEVELOPMENT-RELATED RISK MANAGEMENT

FPT's sustainable development-related risk management goal is to ensure corporate development in association with environmental protection and the support of society and the community. To achieve this goal, FPT has taken the following actions:

- FPT's corporate strategy map was developed following the Balanced Scorecard (BSC), including economic growth and other targets for the development of social, environmental and human resources.
- The targets are concretized into numerical targets with a person in charge to implement, supervise and report on a monthly, quarterly and yearly basis. Currently, these indicators have been managed online. If indicators are not passed, there are warnings to take timely measures.

In addition, FPT Corporation has created a Sustainable Development Report at the request of the Vietnam State Securities Commission. The Sustainable Development Report includes FPT's commitment to carry out activities towards sustainable development. In this report, the Corporation provides information about its performance in regard to the environment and society, along with its financial activities and capital governance. The Sustainable Development Report is presented as a new way to build and quantify the value of the business.

INCORPORATE SUSTAINABLE DEVELOPMENT IN THE SUPPLY CHAIN; IMPROVE THE SELECTION PROCESS FOR SERVICE PROVIDERS

Incorporating sustainable issues in procurement decisions and service utilization not only helps FPT reduce risks related to economic, social and environmental issues, but also helps FPT manage the supply chain better. The Corporation's procurement and use of services is carried out through its dedicated Procurement Department. This department is responsible for overseeing the entire Corporation's procurement activities in accordance with procedures and regulations specific to each of services and goods.

To ensure sustainable development, right from the beginning, FPT has evaluated and selected suppliers in full compliance with legal requirements, sense of responsibility for environmental protection and business ethics. At the same time, suppliers are selected based on a set of criteria including price, reputation, quality, availability and delivery, and social and environmental responsibility. The selection criteria of suppliers can be changed to suit each type of goods/ services in order to find the most suitable suppliers to ensure the highest benefits for FPT and its suppliers. Criteria are evaluated on a scale with different weights depending on the group of shopping services.

HIGHLIGHTING CONCERN FOR THE ENVIRONMENT AND SOCIETY AND APPLYING INTERNATIONAL STANDARD ADVANCED MANAGEMENT PROCEDURES TO FPT'S VALUE CHAIN

Continuously improving the efficiency of corporate governance and production management is the most effective way to ensure customer satisfaction, enhance competitiveness and bring sustainable benefits to stakeholders. This is also an important tool for ensuring compliance and achieving FPT's sustainable development goals in line with international standards.

- Applying strategic management methods with the Balanced Scorecard (BSC) system. BSC has helped FPT set up the most effective management system by:
 - Establishing and measuring the most important goals of the Corporation, each subsidiary and each department to each employee;
 - Synchronizing daily activities with the whole organization's vision, mission, goals and strategy;
 - Helping employees, departments and subsidiaries operate according to these goals.

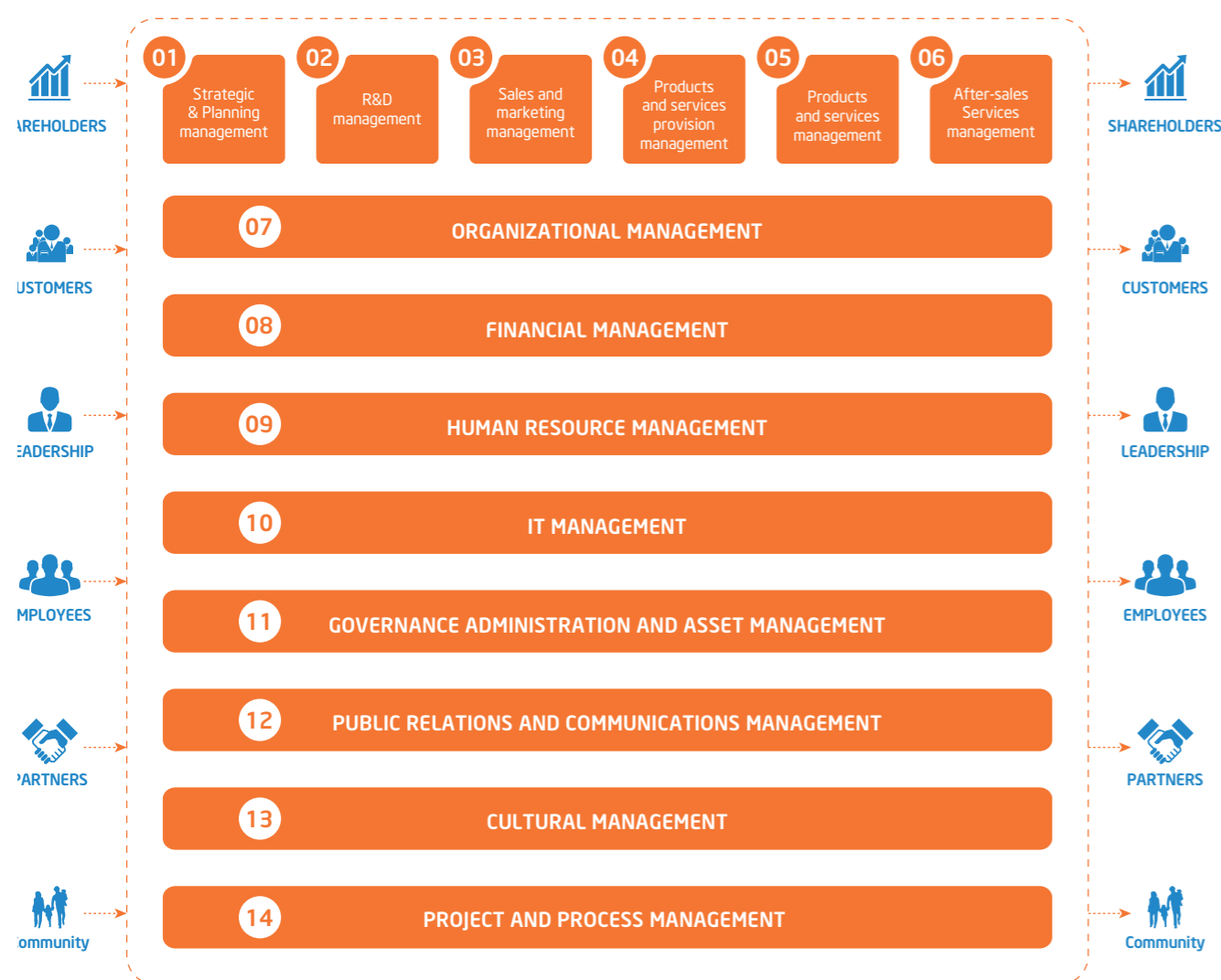
BSC not only promotes the strong development of the organization, but also ensures sustainable development, as the system always keeps both financial and non-financial goals balanced, including short-term and long-term goals, tangible and intangible goals, and organizational and social objectives, etc.

- Building a comprehensive management system that aims to set standards for all activities of the Corporation; providing a job guidance system so that all employees can follow and comply with those standards.

Each business sector of the Corporation has also won many international standard certifications, specifically:

No.	Business Sectors	Certifications
1	FPT Corporation	<ul style="list-style-type: none"> ISO 9001:2015: Standard for Quality Management System
2	Technology (Software development, System integration, IT services)	<ul style="list-style-type: none"> CMMi5: Certificate for software development processes; CMMi level 3: Capability Maturity Model Integration level 3; ISO 27001: Standard for information security management system; ISO 20000: Standard for IT service management system.
3	Telecommunications	<ul style="list-style-type: none"> ISO 50001:2011: International standard for energy management system; Uptime Tier III: International certificate for data center; ISO 27001: Standard for information security management system.
4	Education	<ul style="list-style-type: none"> Award a 3-star rating by QS World University Rankings a prestigious university ranking).

FPT's management system model:



STAKEHOLDER ENGAGEMENT

FPT defines stakeholders as those who influence or are influenced to some extent by the business activities of the Corporation. Seven key stakeholders of FPT are: customers; shareholders and investors; employees; partners and suppliers; the community; the Vietnamese Government, ministries and authorities; and the press and media.

Feedback from stakeholders is an important factor affecting FPT's mindset and ways of managing and operating business activities.

Methods of communicating with and receiving feedback from stakeholders:

Stakeholder	Interactive channels	Frequency
Customers	<ul style="list-style-type: none"> Sales, consultancy, services Customer care centers and hotlines for units in-charge Social networks such as Facebook and online forums FPT and subsidiaries' websites Exhibitions, fairs and workshops 	<ul style="list-style-type: none"> Frequently and at events 24/7 Frequently Frequently At events
Shareholders and investors	<ul style="list-style-type: none"> Face to face meetings and on request Annual General Shareholders meeting Investors' monthly bulletins FPT websites 	<ul style="list-style-type: none"> Quarterly, on request and at events Annually Monthly Frequently
Employees	<ul style="list-style-type: none"> Internal conferences, internal workshops and seminars The 'Chungta.vn' internal news portal and other publications Social networks such as Facebook; in the workplace Internal training courses Internal sporting, performance, and sum-up activities 	<ul style="list-style-type: none"> At events Frequently Frequently Frequently Frequently
Partners and suppliers	<ul style="list-style-type: none"> Face-to-face meetings Company profiles Conferences and seminars 	<ul style="list-style-type: none"> At events Frequently At events
Community	<ul style="list-style-type: none"> Face-to-face meetings to understand demand Collaborating with social organizations and charities to gain information Via the press 	<ul style="list-style-type: none"> At events and on request At events and on request At events and on request
Vietnamese Government, ministries and authorities	<ul style="list-style-type: none"> Participating in IT conferences and workshops held by the Government and governmental agencies Joining competitiveness enhancement and specialized seminars organized by ministries and government agencies Participating in organizations and associations 	<ul style="list-style-type: none"> At events At events Depending on the Corporation's demand in each period
Press and media	<ul style="list-style-type: none"> Press conferences Interviews and periodic press releases FPT website Social networks such as Facebook and YouTube FPT News 	<ul style="list-style-type: none"> At events At events and on request Frequently Frequently Weekly

STAKEHOLDER ENGAGEMENT IN FPT'S POLICIES AND OPERATIONS

Customers: FPT makes a significant effort to satisfy customers by working to act on their insights and meet their requirements with dedication and competence.

Customer interests	FPT's actions	FPT values offered to customers in 2017
<ul style="list-style-type: none"> • Products and services with advanced technology that meet the requirements of customers; • Dedicated, professional customer care that complies with a business code of ethics; • Delivering quality products and services in a timely manner with dedicated pre-sales and after-sales support. 	<ul style="list-style-type: none"> • Investing in R&D for new products, services and solutions based on new trends in technology; • Clearly and precisely defining customers' requirements in product specifications, communication, behavior, branding and technology; • Establishing and applying written codes of conduct in customer liaison and treatment; • Evaluating customers' satisfaction in order to find ways to improve their satisfaction; • Improving FPT's brand reputation. 	<ul style="list-style-type: none"> • Providing products, services, and solutions based on core digital revolution technologies such as IoT, IoV, Analytics, and Robotics to help customers keep up-to-date with trends and enhance competitive competency in the 4th Industrial Revolution. • Enhancing brand reputation continually. For the second consecutive year, FPT appeared in the Top 10 list of 40 most valuable brand names in Vietnam, evaluated by Forbes Vietnam. • For the second year in a row, awarded the Global Trusted Carrier Provider ranked by the IAOP in three categories: customer rating, award & certification, and social responsibility. • An excellent brand in the field of information technology and telecommunications honoured by APBF Asia Pacific (APBF). • Performing periodic assessment of customer satisfaction in each area. In 2017, the satisfaction index of customers in all fields reached targets. For example, the field of software exports averaged 88.6 points, the telecommunications sector reached 72.3 points, and the software sector reached 91.2 points, etc.



Shareholders and Investors: FPT makes great efforts to act in the best and most sustainable interests of shareholders.

Shareholder and investor interests	FPT's actions	Values offered to shareholders and investors in 2017
<ul style="list-style-type: none"> • Ensuring benefits for shareholders and investors; Transparent information disclosure; • High and sustainable returns on investment; • Enhancing management capability and market value of shares. 	<ul style="list-style-type: none"> • Focusing on core business areas, paying special attention to high-tech sectors creating high added-value, potentially increasing shareholder value and maintaining sustainable growth; • Seeking suitable business models based on modern technology platforms, boosting sustainable growth; • Expanding business markets, especially overseas; • Establishing and applying internal control mechanisms, prevention policy, internal and external risk prevention and mitigation in all activities of the Company; • Full, timely and transparent communication with and listening to feedback from shareholders. 	<ul style="list-style-type: none"> • Successfully reducing the ownership ratio in Distribution and Retail to less than 50% to focus more on IT and telecom, bringing higher value to shareholders. • In 2017, FPT has made a full dividend payment of 10% in cash, 15% in 2016 shares and an advance 10% 2017 cash dividend for shareholders; • Ranking in the Top 10 of 500 Best Profitable Companies in 2017. • For the third year in a row, appearing in Nikkei's list of 300 notable companies in Asia (Nikkei Asia 300). • For the sixth time, honoured in the Top 50 Best Companies in Vietnam list (Top 50) and appearing for the fifth time in the list of the 50 best listed companies. • All shareholders and investors have the right to access the information disclosed by FPT in accordance with regulations through the investor relations department, Annual Report, the Corporation's homepage, the Ho Chi Minh Stock Exchange, and the State Securities Commission. In 2017, FPT is one of the ten companies with the best annual report. • FPT's stock's growth rate is strong compared to the market



Employees: FPT attempts to build a strong workforce to meet the development demands of the Corporation, preserve and promote the Corporation's core values, create opportunities for each employee to demonstrate their abilities and succeed, and ensure for both the material and mental lives of its employees.

Employee interests	FPT's actions	Values offered to employees in 2017
<ul style="list-style-type: none"> • Availability of opportunities to fully develop their professional abilities; • Ensuring both the material and mental lives of employees; • A friendly and creative working environment. 	<ul style="list-style-type: none"> • Continuously creating opportunities and challenges, and ensuring a collaborative and equal environment that encourages creativity; • Building and maintaining training programs for succession leaders who are loyal to the company's ideals; • Building and implementing human resource development plans that align with the goals and development strategies of the Corporation; • Drafting and applying reasonable encouragement and compensation policies that align with working performance and employee contributions; • Periodically collecting employee opinions on the Corporation to inform appropriate actions; • Applying insurance and welfare policies in accordance with the corporate union's regulations; • Building and developing the culture and core values of the Corporation; • Building workplaces following the campus models of large global corporations. 	<ul style="list-style-type: none"> • Total spending for training activities is VND 77.9 billion; Average training hours of 59 hours per employee per year; • Providing annual health checks and collaborating with a prestigious insurance company to implement the FPT Care program for staff and families; • Continuing to appear on the list of 100 best workplaces in Vietnam, produced by Alphabet and Nielsen Job Network. • Building a campus-based working environment in the model of major technology corporations worldwide. In 2017, FPT started two office complexes: software export and training centres in Hanoi and Can Tho that raise the total number of FPT-owned projects nationally to 17. • Organizing cultural and sport events such as FPT Village Association, Sports Festival, and the company's Anniversary Celebration. • Implementing full social welfare for employees including health insurance, social insurance, and vacation time, etc.

Community: FPT endeavors to contribute to the community, which is considered a foundation for the Corporation's sustainable development.

Community interests	FPT's actions	Value offered to communities in 2017
<ul style="list-style-type: none"> • Supporting community development; • Reliable support for communities. 	<ul style="list-style-type: none"> • Offering scholarships and implementing talent support programs; • Developing programs to apply IT in education and social activities in order to disseminate knowledge and new technologies to communities; • Organizing the FPT Community Day (March 13th) so that all FPT staff can make practical contributions to society; • Promoting the Corporation's volunteer programs such as establishing libraries, offering scholarships to students in need, giving gifts to child patients, blood donation drives, etc. 	<ul style="list-style-type: none"> • Spending VND 35.7 billion for social responsibility activities, an increase of 10.8% compared to 2016. Of this amount, 92% was spent on investment activities for education and young generation. • Setting aside March 13th every year for community activities. In 2017, the FPT for the Community Day has awarded thousands of gifts and scholarships to more than 7,000 students in need in 23 primary and secondary schools nationwide; blood donation drives resulting in 1,100 staff members making blood donations, with 1,100 blood units donated.

The Government, ministries and authorities: FPT actively coordinates with enforcement agencies to carry out the policies and regulations of the Government and State bodies for the sustainable development of the Corporation and for national prosperity.

Government, ministries and authorities interests	FPT's actions	Value offered to Government, ministries and authorities in 2017
<ul style="list-style-type: none"> • Fully achieving obligations to the State; • Complying with regulations on information disclosure for listed companies; • Complying with regulations of the industry in particular and the law in general. 	<ul style="list-style-type: none"> • Fulfilling corporate obligations such as paying taxes, social insurance, etc. • Disclosing information fully and punctually as regulated; • Applying the State Securities Commission's information disclosure regulations via an Information Disclosure System (IDS), and participating in training courses as required. Actively commenting on relevant documents upon request; • Actively participating in foreign trade and investment promotion programs organized by the Government and relevant ministries and authorities in domestic and global markets; • Supporting the development of businesses in the same industry. 	<ul style="list-style-type: none"> • Contributing VND 6,449 billion to the State budget; • Sponsoring and organizing many events in the industry such as The ICT Summit and Japan IT Day in Vietnam; • Listed among the Top 10 companies with the best sustainable development reports.

Partners and suppliers: FPT endeavors to establish strong and professional relationships with partners based on effective communication, maximizing cooperation and creating long-term partnerships for succeeding and developing sustainably together.

Partner and supplier interests	FPT's actions	Values offered to partners and suppliers in 2017
<ul style="list-style-type: none"> • Building powerful alliances and win-win relationships for mutual benefit and success; • Working with partners to expand business areas and develop new products and services. 	<ul style="list-style-type: none"> • Building and implementing standards for collaboration with partners; • Selecting and sorting partners based on criteria such as technology, market share, brand, and collaboration; • Building long-term alliances with partners on the basis of business sectors, geographic conditions and market/customer segments; • Establishing two-way communications between FPT's subsidiaries and partners, and cooperating with partners to solve any emerging issues as quickly as possible. 	<p>Based on competencies in technology and a skilled and experienced workforce, FPT established strategic partnerships with big corporations. In 2017, FPT:</p> <ul style="list-style-type: none"> • Became a partner in utilizing Siemens' IoT technology platform, MindSphere. • Signed an agreement to develop technology in the aviation industry based on Airbus's Skywise technology. • Became the first partner of Arago in Southeast Asia on the artificial intelligence platform HIROTM. • Awarded Technology Partner of the Year at the AWS Singapore 2017 Summit by Amazon Web Services (AWS), Amazon's Cloud Technology Company. • First Vietnamese partner and one of 22 Asia Pacific partners recognized as IBM's highest level partner.

Press and Media: FPT provides information on the activities of the Corporation and its subsidiaries in a timely and transparent manner to the press and media.

Partner and supplier interests	FPT's actions	Value offered to the press and media in 2017
<ul style="list-style-type: none"> Providing up-to-date and precise information about FPT's activities; Actively providing media with information on the activities of the Corporation and the ICT industry. 	<ul style="list-style-type: none"> Actively and regularly providing information to the media through FPT bulletins, press releases, press conferences and articles; Regularly and punctually supporting and providing answers to inquiries from the press; Providing analysis and evaluation of the development of the domestic ICT industry as well as forecasts about global IT trends, and accommodating the press and media with general industry information. 	<ul style="list-style-type: none"> Providing valuable and useful information to the community on diverse topics, including business experience and results, new trends in technology, and the Corporation's development direction; Nearly 27,004 articles about FPT in the media; an average of close to 74 articles on FPT posted daily.

IDENTIFICATION OF CRITICAL ASPECTS

Principles and processes to identify material aspects

Principles: Based on the context of the domestic and global IT market, stakeholders' feedback and concerns, and the United Nations' 17 Sustainable Development Goals (SDGs), the Report focuses on evaluating and identifying key issues in the relationship between the economy, society and the environment and the business of the Corporation.

Process of identifying material aspects

Step 1: Identifying the key issues that have significant impacts on the business operations of the Corporation and the interests of stakeholders.

- Researching information from market and industry reports;
- Analyzing evaluation reports and customer surveys of the Corporation;
- Considering specific business sectors and areas of activity of the Corporation;
- Acting according to the guidance from building a sustainable development report;
- Acting according to the content of meetings with shareholders and investors.

Step 2: Analyzing and identifying material aspects of interest to stakeholders.

- Selecting material aspects of interest to stakeholders according to four criteria: improving corporate governance; ensuring economic growth; developing human resources; and reflecting social and environmental responsibilities.

Step 3: Analyzing material aspects relevant to stakeholders

- Establishing a matrix of material aspects.

List of material aspects relevant too economic, social and environmental issues

Criteria	Material aspects	Main contents	Corresponding
Economy	Generating and allocating direct economic value	<ul style="list-style-type: none"> Stable business indicators Ensuring rights for shareholders Ensuring benefits for employees and making a great contribution to the community Investing in research and development 	GRI 201-1
		<ul style="list-style-type: none"> Contributing to the State budget 	GRI 203-2
	Indirect economic impact	<ul style="list-style-type: none"> Contributing to improve competitive capacity of the economy 	GRI 203-2
		<ul style="list-style-type: none"> Enhancing the position and brand of the IT industry in Vietnam 	GRI 203-2
		<ul style="list-style-type: none"> Contributing to the development of IT areas Promoting high quality staff training, providing lifelong learning opportunities for students 	GRI 203-1 GRI 404
Society	Human resource development	<ul style="list-style-type: none"> Human resource structure 	GRI 401
		<ul style="list-style-type: none"> Ensuring benefits for employees; improving the quality of resources 	GRI 201-3; GRI 401-2; GRI 403; GRI 404
		<ul style="list-style-type: none"> Attracting and nurturing talent 	GRI 401
	Social responsibility	<ul style="list-style-type: none"> Building a unique cultural office environment; engaging staff 	GRI 401
		<ul style="list-style-type: none"> Committing in utilizing human resources 	GRI 406
Environment	Incorporating environmental activities	<ul style="list-style-type: none"> Investing in the overall development of the society 	GRI 413
		<ul style="list-style-type: none"> Building a friendly office environment Raising awareness of environmental protection for staff 	GRI 302-1 GRI 307-1

ENSURING STABLE ECONOMIC GROWTH

GENERATING AND ALLOCATING DIRECT ECONOMIC VALUE

FPT understands that only by reaching economic targets can the Corporation develop sustainably and ensure the interests of stakeholders. FPT has ensured steady revenue and profit growth over the years; maintained and expanded its market share in core business areas; and continuously expanded into new markets and searched for suitable business models. FPT attaches special importance to investing in research and development, creating growth drivers for the Corporation in the future and simultaneously ensuring financial benefits for shareholders.

Stable business indicators

In 2017, FPT's consolidated revenue reached VND 43,845 billion, up 8% in comparison with 2016. Profit before tax increased by 41% over the previous year, reaching VND 4,255 billion. Accounting for one third of the Corporation's total profit before tax, globalization continues to be an important growth driver for FPT. Foreign markets recorded a satisfactory result of VND 7,199 billion in revenue, up 18%, and VND 1,207 billion in profit before tax, an increase of 29% over the same period last year.

Ensuring the benefits of shareholders

The total value of cash dividend payment that FPT paid for the shareholders from 2013 – 2017 was VND 4,530 billion. In 2017, FPT's dividend payment in cash is VND 991 billion.

Currently, FPT is one of the largest capitalized stocks on the

market with a capitalized value of over VND 30,000 billion (at December 31st, 2017).

Ensuring benefits for employees and making a significant contribution to the community

In 2017, FPT has fully paid all employees' expenses such as salary for production and business, the 13th month salary on the occasion of the establishment of the Group and the New Year, bonuses based on business performance and on track to achieve project/work performance, health insurance for employees according to FPT Care policy, and social insurance.

FPT also allocated VND 35.7 billion to community activities. This amount is deducted from the Corporation's budget and its staff contribution.

Investing in R&D

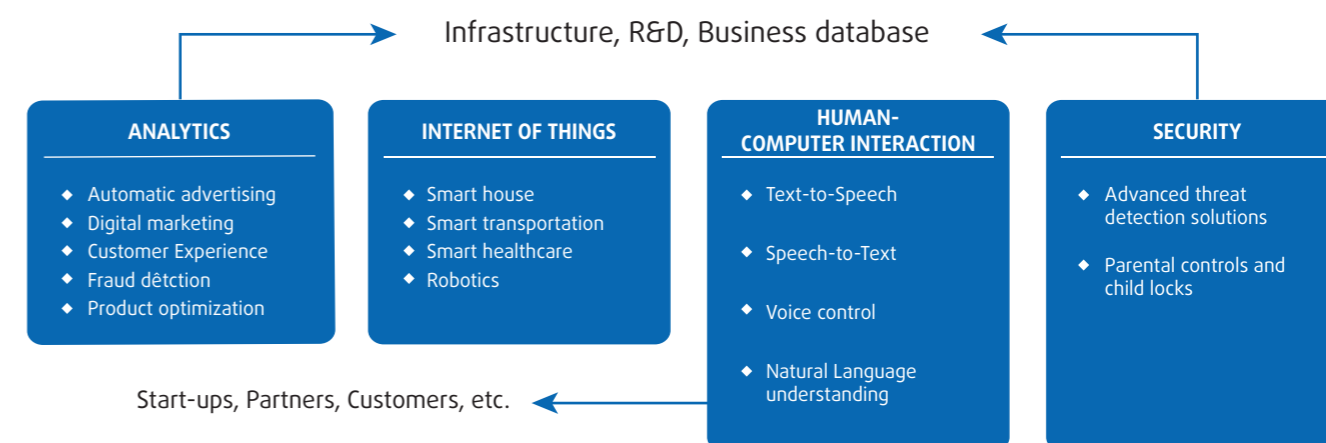
FPT technology strategy and direction 2017 – 2020

According to the trend of the 4th Industrial Revolution, the digital revolution, technology plays a core role in change, and is present in every corner of life. FPT will be at the forefront of digitization trends through the development, application and transformation of the Corporation's operations, not only by making improvements, but by introducing new, highly practical technology with new business efficiency as well as new experiences for customers, thus keeping up-to-date and developing together in the digital world.

FPT will:

- Focus on research and development of solutions and services based on S.M.A.C, IoT technology, and digital transformation for customers and for the business and administration activities of the Corporation.
- Create a new business model based on the technological application of S.M.A.C and IoT.
- Become a partner in the development of cloud computing technology, IoT, and Industry IoT (IIoT) of large corporations worldwide.
- Set up a development environment for innovative technology ideas; increase investment and raise the quality of the contingent of technology experts.
- Move towards the development of activities for the technology community, thereby building a sustainable technology ecosystem.

Key R&D areas of focus



Some significant achievements in 2017

- **Step by step mastering of communication technology between humans and machines**

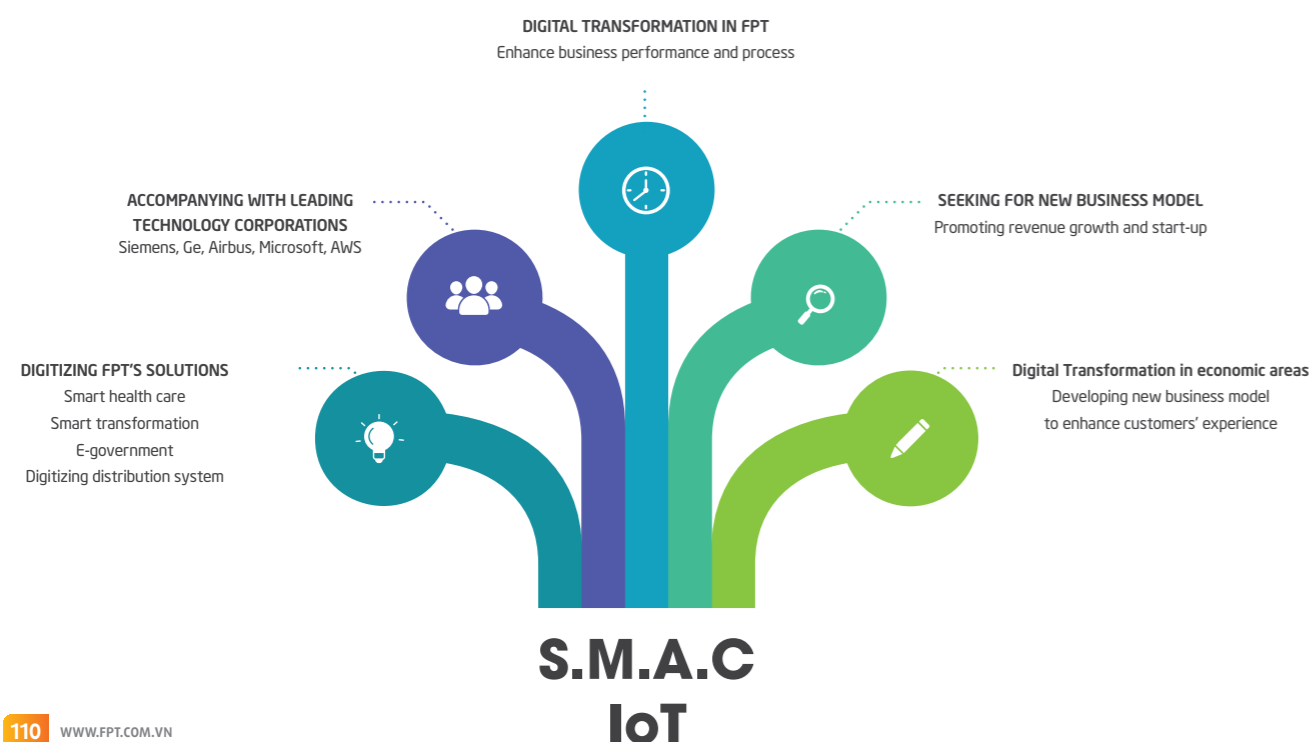
In 2017, it is easy to see that artificial intelligence (AI) has come into all corners of life from entertainment and healthcare to manufacturing and logistics. According to a Teradata survey, in 2017 up to 80% of entrepreneurs have actually implemented AI and 30% have confirmed they will expand investment in AI over the next three years.

Since 2016, FPT has strengthened investment in human-machine interface technology, AI's core technology, in order to build a common platform for the Corporation and partners. Its aims are to replace humans in some basic tasks, helping FPT and its customers improve their experience as well as efficiency and to create new capabilities.

In 2017, FPT has achieved some impressive results in the research and development of this technology. Details as follows:

- **Launching FPT AI technology platform**
 - ☑ Including two components: the speech processing technology and the FPT AI – Conversational Platform;
 - ☑ 7,269,472 supporting requests sent to the FPT AI platform for the community;
 - ☑ 4,237 developers using the platform;
 - ☑ 1.5 million characters converted into spoken words, equivalent to 27,000 automatically speaking hours;
 - ☑ Developing applications that automatically interact with users (chatbot) for customers in some areas such as healthcare, telecommunications, and retail. It is also applied to the corporation's operation such as: FQC - virtual assistant of the quality management department, MyFSoft - virtual assistant answering employees' frequently asked questions.

FPT Research and Development Strategic Direction Model



• **Applying to auto vehicle technology**

- ☑ Successfully testing self-driving technology on 4-seater commercial vehicles. At 25km/h, the vehicle can self-align, actively turn left/right along the road and identify objects on and across the road to automatically brake and avoid obstacles.

• **Applying available solutions to FPT**

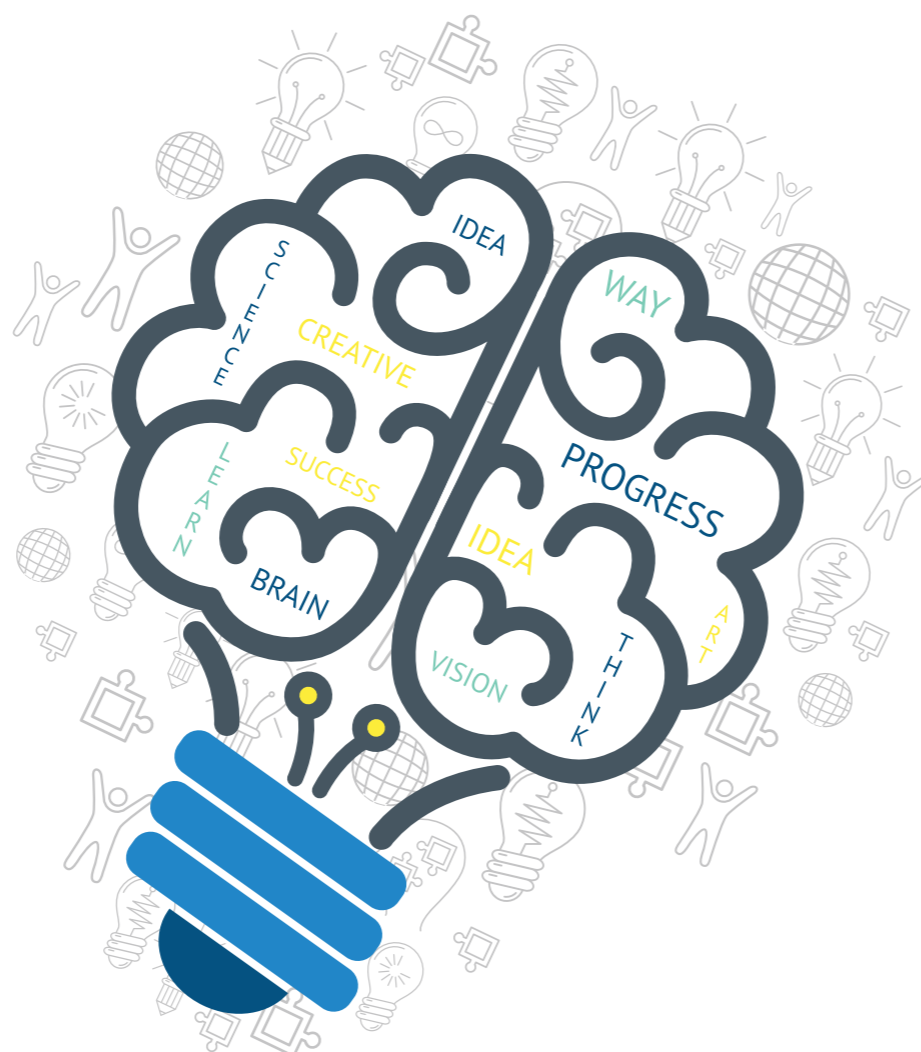
- ☑ Intelligent healthcare: applying voice technology to data entry helps medical staff work faster;
- ☑ Intelligent transportation: non-stop charging, traffic safety monitoring system, bus operating system;
- ☑ E-government: providing facilities and tools in an electronic environment with 100% secure digital data, information, improving public administration process for state agencies, providing a wide range of services and utilities for people.

• **Becoming a partner in the development of technology platforms of large corporations worldwide**

- ☑ Airbus
 - Skywise technology platform: allowing the aviation industry to switch from fly-by-wire to 'fly by the data';
 - FPT provides 500 software engineers to develop solutions based on the Skywise platform;
 - FPT participates in Skywise training for Airbus customers and Skywise units around the world;
 - Jointly investing in providing third-party application programming interfaces (APIs) to develop applications on Skywise; transforming and maintaining applications on the Skywise platform.
- ☑ Siemens
 - MindSphere Technology Platform: helping businesses develop digital services such as forecasting or optimizing their products and processes through the use of digital copies;
 - Jointly training approximately 1,000 workers in Vietnam related to MindSphere; providing digital transformation services based on the MindSphere platform for all areas in the Asia Pacific and Europe;
 - FPT will participate in all activities related to the development of this technology platform including consulting, application development, system integration, technology development and connecting development.
- ☑ General Electric (GE)
 - Technological platform GE Predix: Targeting to industries, manufacturing, healthcare or public service. Applications on GE Predix can efficiently connect, monitor and control equipment in the above industries with high security;
 - Cooperate to bring IIoT and GE's GE Predix technology into strategic markets; firstly, Japan, followed by markets where FPT is well-positioned.

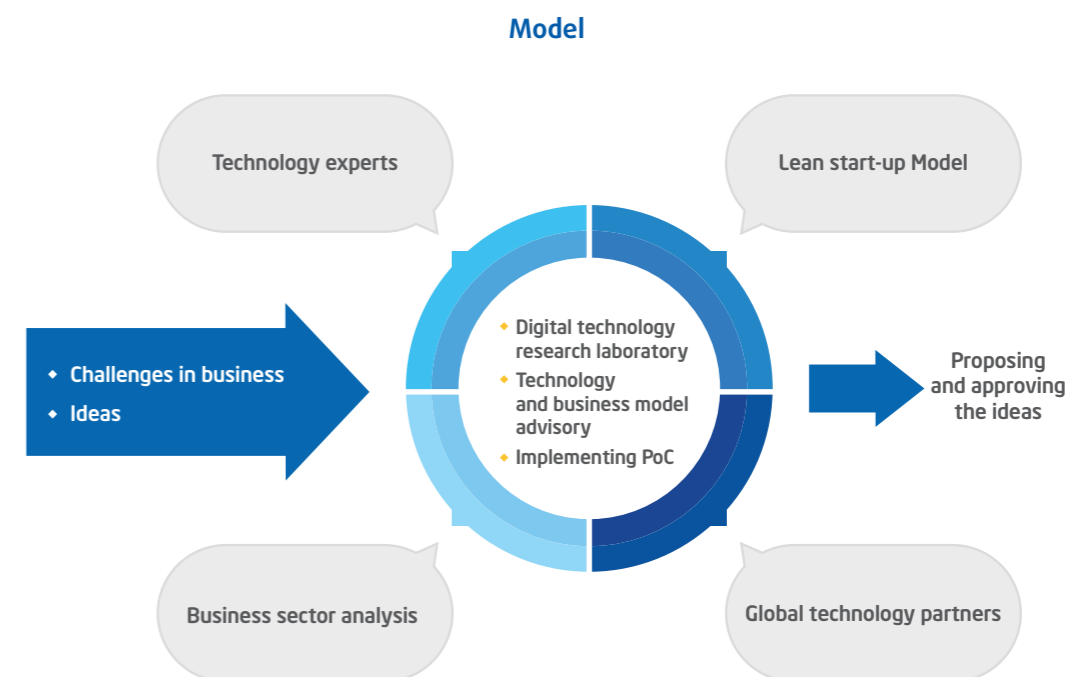
☑ AWS

- AWS Cloud Platform has been used by more than 1 million customers in 190 countries around the world;
- FPT is one of the largest Amazon AWS partners in the APAC region;
- FPT has been using AWS technologies to develop solutions for global customers. For example, automatize customer supporting centre (Call Centre) by using the latest chatbot technologies of AWS which are AWS Connect and AWS Lex; IoT solution for data analysis and processing for customers working in healthcare and automobile equipment manufacturing in Malaysia, America and Japan; Self-Service Portal that helps customers manage infrastructure and costs on AWS with microservices and multi-tenancy structure based on AWS Lambda and API Gateway for the two big customers on energy and telecommunications in Europe and Australia.



• **Developing PoC**

FPT provides Co-Innovation services through the mobilization of high quality resources and international standard laboratories to assist clients in translating ideas into PoC and changing the business model.



• **Building a sustainable technology ecosystem**

Establishing a strong and sustainable technology ecosystem in Vietnam, in which FPT is a pioneer, connection among its stakeholders is a goal that FPT has been implementing since 2013. In the past two years, in addition to organizing programs dedicated to customers and partners, FPT has focused on implementing activities that support and develop technology community with the series programs f.transform().

- ☑ FPT TechDay 2017: Bringing artificial intelligence to the community

With the theme 'AI - Unlimited Experience, Unlimited Future', FPT TechDay 2017, which took place on June 6th, 2017, involved more than 700 participants in the latest research on artificial intelligence.
- ☑ Vietnam AI Hackathon

For the first time in Vietnam, a hackathon program specially focused on AI was offered to the technology community. With 1,900 contestants and 92 teams registered, 15 teams reached the final round on June 3rd - 4th at F-Ville 1 Hoa Lac High Tech Park. This competition brings new ideas and solutions to current practical problems base on AI.
- ☑ Digital Race - Unmanned vehicles

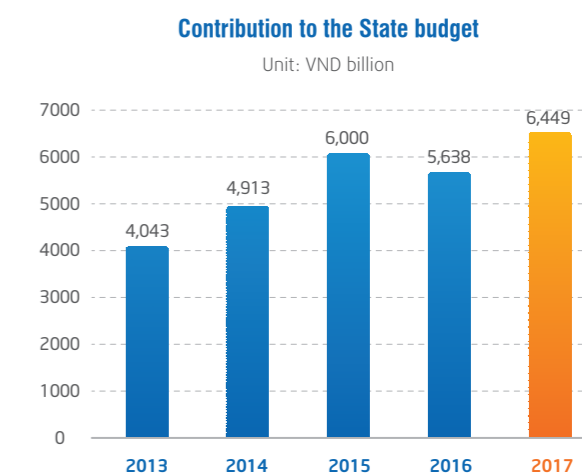
In 2017, the contest attracted the participation of 206 teams from 32 technology universities nationwide, compared to 145 teams from 26 universities in 2016.

INDIRECT ECONOMIC IMPACT

FPT also contributes indirectly to Vietnam's economic growth by providing technology solutions; improving competitiveness and productivity for key economic sectors of the country; applying technology to contribute to solving pressing societal problems; and improving quality of life. FPT also promotes high quality professional development for social growth.

Contributing to the State budget

FPT's total contribution to the State budget in the period 2013 - 2017 was VND 27,043 billion. In 2017 alone, FPT contributed VND 6,449 billion to the State Budget.



Contributing to improving the competitiveness of the economic sector

As the largest IT service provider in Vietnam, FPT has provided effective solutions and IT services in almost all important socio-economic fields. In particular, as part of the Fourth Industrial Revolution, FPT has focused on researching solutions and services according to the latest trends in technology to contribute to digital transformation of economic sectors, enhance competitiveness, and better serve the community.

- **E-government:** FPT develops digital government solutions with secure, reliable digital data, streamlines public administration and government agency processes, as well as provides services and facilities to the public. With E-government solution, Vietnamese people and business will play an important role; all programs aim to maximize convenience for people and businesses. Users will have access to the information they need, such as the status of processing records, results, problems, and updates to new policies, anytime, anywhere, through various information channels such as websites, SMS, mobile devices, and social networks. In addition, people and businesses will also have access to unlimited data warehouses managed by the state (not confidential) to enable the creation of new services and add value for society, thus contributing to improving state management efficiency as well as providing better public services.
- **Public finance:** FPT has built most of the significant IT systems used by ministries and authorities such as the Ministry of Finance, the General Department of Taxation, the General Department of Vietnam Customs, and the State Treasury. The Tax Management System is the core operational system of the tax industry in Vietnam; the Electronic Customs System (FPT.eCustom) has helped businesses save time and reduced the costs of customs procedures; customs declaration information has become consistent and standardized for both enterprises and customs facilitating the management of customs clearance and the stages following. At present, FPT is proposing to the Ministry of Finance to implement IT 4.0 solutions such as using Big Data to forecast and detect fraudulent risks in tax declaration, refund, and tax payment.
- **Intelligent transportation:** Over the years, FPT has focused on the research and application of seven technology solutions for the transport sector, namely providing real-time traffic information, managing and maintaining traffic infrastructure, traffic management, image processing and cruise control (fines), development of public passenger transport, personal vehicle management, and save and rescue. Hanoi City has invited FPT to implement the intelligent transportation solutions for the whole city. In Ho Chi Minh City, FPT has implemented and operated many systems such as the digital traffic map and bus management system. The Traffic Violation Surveillance and Monitoring System on the Noi Bai – Lao Cai Highway developed by FPT and is being expanded to other provinces.
- **Intelligent healthcare:** After nearly 20 years of establishment and development, the Hospital Management System (FPT eHospital) has been implemented and applied successfully in more than 200 hospitals and health facilities across the country. In addition, FPT has successfully developed and implemented

solutions for electronic patient records, unpublished personal medical records, hospitals, community health solutions and intelligent health services. FPT has been actively investing in new technology platforms such as cloud computing (hospital chain, central management of medical examination and treatment), mobile devices (Mobility IOT), Big Data analysis, Chat bot application, and Voice Recognition (AI) to assist doctors, patients, and patient’s families in medical examination and treatment in the hospital and at home. These solutions, in addition to improving the effectiveness of medical examination and treatment, also help the state management agencies to develop a large database of health data for analysis, forecasting and availability, proactively responding to possible future health concern.

- **Finance, Banking and Securities:** FPT has introduced a variety of products with many different versions to suit each customer and market stage, such as SmartBank, FPT. UTS, FPT.Smart connect, and FPT.SBRS. SmartBank, a core banking software system, has been applied to manage the business operations of banks with several features: centralized and online processing; great flexibility, parameterization and automation; high security; user-friendly interface; multi-currency processing; allowing money transactions and withdrawals at many places; and easily connecting to external systems and service channels. SmartBank has been applied in more than 20 banks in Vietnam and other countries. FPT has also developed a number of modern solutions for digital platform banks such as Retail Banking, Transaction Banking, Digital Banking Branches.

Empowering the position and brand of Vietnam’s IT sector

- Significantly contributing to the growth of the sector’s workforce. By the end of 2017, FPT’s employees numbered 30,092. In the field of software export, FPT’s workforce reached 13,000 people, accounting for about 10% of the total software industry workforce in Viet Nam.
- Contributing to enhancing Vietnam – Japan relations in the IT field. Over the past 10 years, FPT’s revenue in Japan has grown at a rate of 32% per year. FPT Japan’s revenue growth rate is 2.5 times higher than the average growth rate of Viet Nam – Japan export turnover (13.9% per year) in the last 10 years.
- Confirming the position of Viet Nam in the global technology value chain. In 2017, FPT became the only partner of General Electric in the ASEAN region in IIoT technology. FPT is also Siemens’ MindSphere technology platform partner. FPT was also certified in 2017 as a special partner of Amazon Web Services and as the company with the highest AWS technology certification in the Asia Pacific region.
- Bringing Vietnam into the world’s most popular software export destination. According to A. T. Kearney’s 2017 Global Services Location Index, Vietnam ranks sixth. This is Vietnam’s highest position in the eight years in which it has been evaluated by A. T. Kearney so far. Gartner recently released the report ‘Assessing the nation’s IT outsourcing services in the Asia-Pacific region in 2016, in which Vietnam ranks as one of the top 6 locations for global technology transfer in the Asia-Pacific region.

Contributing to the development of IT areas

In order to meet the scale of human resource development, FPT has always pioneered in investing in building complexes and office buildings nationwide in the model of large technology corporations worldwide. These facilities not only create an environment for creative work but also contribute to the creation of modern technology ecosystems, adding to the development of concentrated IT and hi-tech areas in Vietnam. FPT is also the only technology company in Vietnam to invest in building large-scale universities and software parks in four key economic areas: Hanoi, Da Nang, Ho Chi Minh City, and Can Tho.

At present, FPT has developed 11 office complexes across Hanoi, Da Nang and Ho Chi Minh City with a total area of 236,844 square meters, equivalent to over 40% of the total office space of IT areas. The total office space for 4 IT centers is 579,215 m2, accommodating close to 25,000 employees. This is also one of the important factors for FPT to continue to be counted among the Top Employers with the best working environment.

Promoting high-quality human resource training and offering lifelong learning opportunities

Over 10 years, FPT University has trained 24,782 students. With strengths in the field of IT, the University has been training highly qualified individuals who have gone on to work for big enterprises and corporations, in both Vietnamese and international markets.

FPT University’s training program follows international training standards, domestic legal regulations and the needs of enterprises. Students are trained in social knowledge, specific technical fields, practical skills, and foreign language skills, with comprehensive personal development in a modern learning environment. At FPT University:

- 100% of students are trained so well that they can study English manuals and programs;

- 100% of the books are imported from abroad, except for compulsory courses as required by the Ministry of Education and Training, with copyrights purchased from notable publishers such as McGraw Hill, Pearson, Cengage Jones and Bartlett Learning;
- The curriculum is designed according to international standards including ACM – (IT sector), AACSB (Economic sector), and NASAD and RIBA standards (Graphic sector);
- 100% of FPT students are provided the best conditions for professional development and soft skills via life skills training programs;
- From the university’s third year of operation, 100% of students to take part in the internship program which lasts 4-8 months in order to help students quickly gain useful workplace experience. Students are also trained in practical skills, so enterprises do not have to retrain after recruitment;
- FPT University was one of the first universities to integrate advanced technology and IT into teaching and learning, and uses modern educational technologies such as Tectonic Theory and project-based learning; all course materials and attendance systems are managed online;
- Focusing on investing in modern facilities, creating a dynamic and internationalized learning environment for students.

94% of FPT university graduates gain employment within 12 months after graduation, with software engineering students finding particular success with a 96% employment rate. FPT University is also the first school in Vietnam to be ranked 3 stars by QS Stars. The university received a rating of 5 stars in the areas of Quality of Training, Employment, Facilities and Social Responsibility.

The FUNix training college has attracted 1,700 students from 56 provinces and cities nationwide as well as 23 countries worldwide over the past two years.



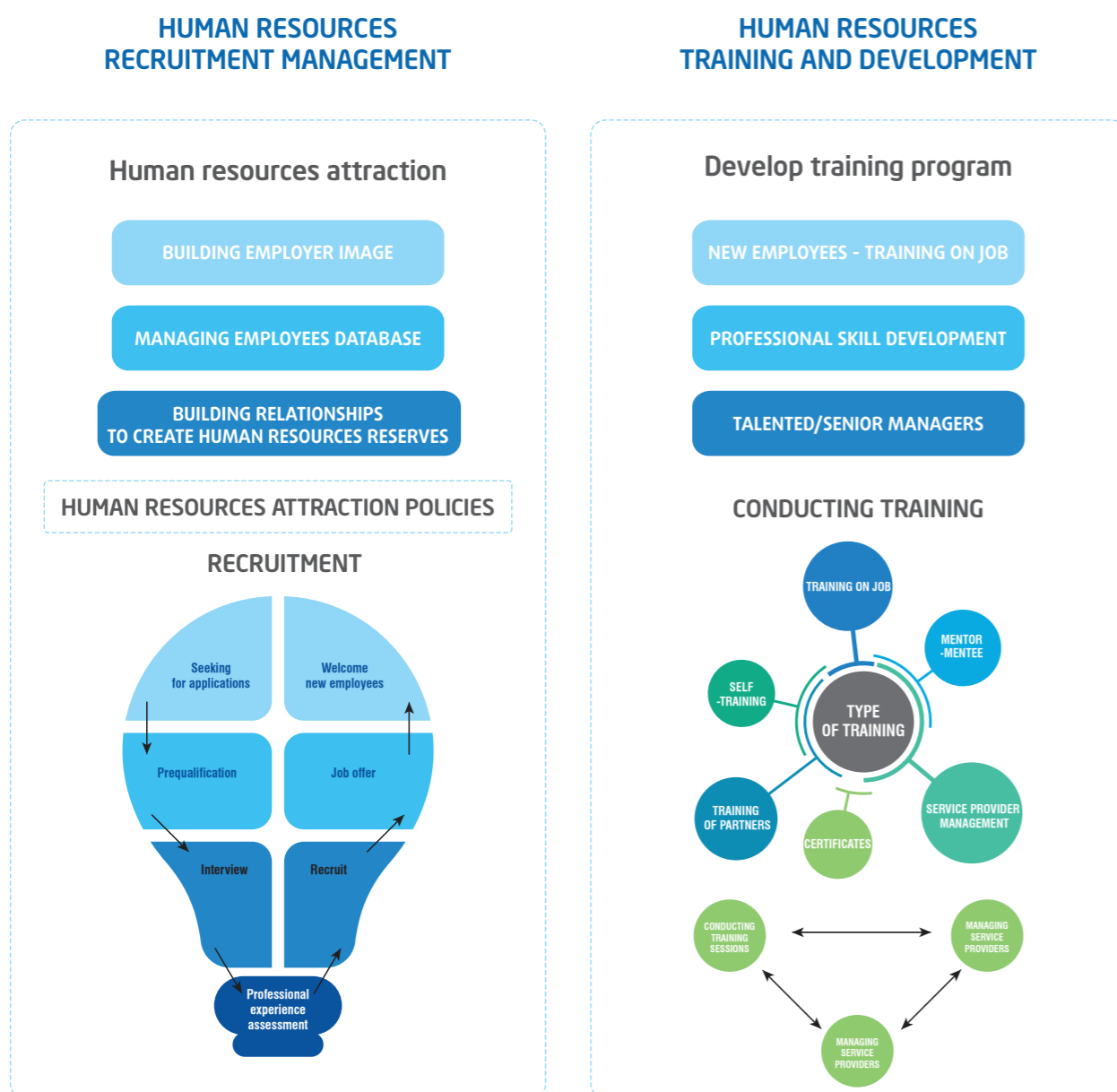
DEVELOPING HUMAN RESOURCES

Promoting new training methods, creating learning opportunity for everyone, ensuring the human resources with sufficient professional skills and knowledge to adapt with international standards.

Defining human as the core element to create the sustainable development of the Corporation, from the beginning of its establishment, FPT has made many efforts to “enables staff to reach their full potential in terms of both their careers and personal lives”.

Therefore, in the human resource management strategy, FPT always focuses in developing an implementing solutions to build a dynamic and creative work environment; drafting policies to discover, attract, foster and recruit talents, transforming FPT in to a learning organization, developing highly trained and qualified human resources; assess staff competency in a fair and transparent way; and create engagement through the installation of FPT’s core values and corporate culture.

Process of recruiting and training staff at FPT



HUMAN RESOURCE STRUCTURE

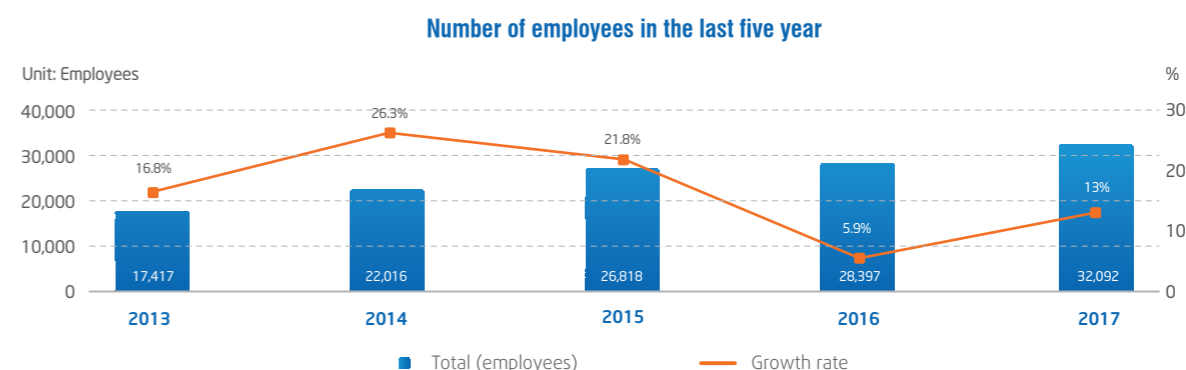
According to the Global Reporting Initiative (GRI), the level of diversity within an organization (G4 – LA12) provides insights into the human capital of the organization. Comparisons between broad workforce diversity and management team diversity also offer information on equal opportunity.

Over the last 10 years, FPT’s staff has grown by nearly 16% a year. It is expected that in 2018 – 2020 period, FPT will maintain its growth rate of 18% and staff numbers over 50,000 persons by 2020.

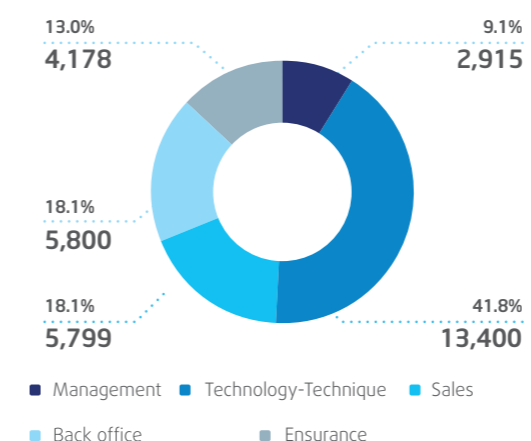
By the end of 2017, FPT had created 3,695 new jobs, raising its staff numbers to 32,092 employees, an increase of 13% compared to 2016. This number includes personnel in two affiliated companies in distribution and retail technology products: Synnex FPT and FPT Retail. Excluding the personnel of these two companies, the total number of employees at December 31st, 2017 is 25,322.

The structure and qualification level of staff remained stable with the percentage of workers with university and post-graduate degrees accounting for 60.3% of the Corporation’s total workforce, equivalent to 19,368 people (up 6% compared to 2016); the total number of engineers, programmers and technology specialists was 13,400(*), an increase of nearly 10%, accounting for 42% of the Corporation’s total staff. The proportion of young employees has been maintained in recent years with the average age of FPT employees is 28.2. In 2017, workers under 30 years old accounted for 73.6% of staff, in line with sectoral characteristics.

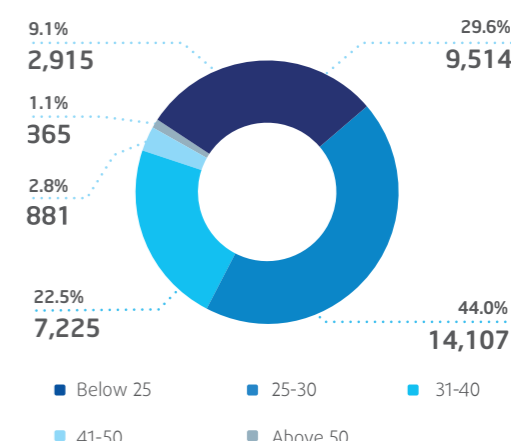
(*): 13,400 includes Technology – Technique human resources and IT-specialized management.



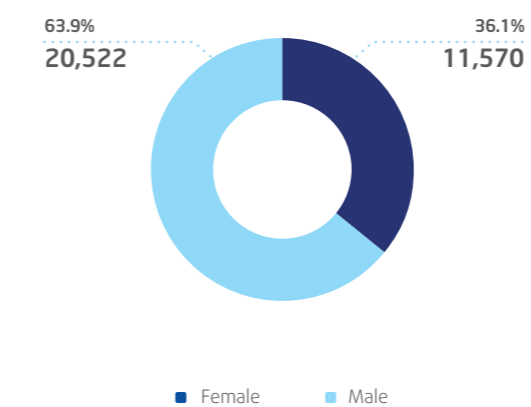
Human resource structure by function in 2017



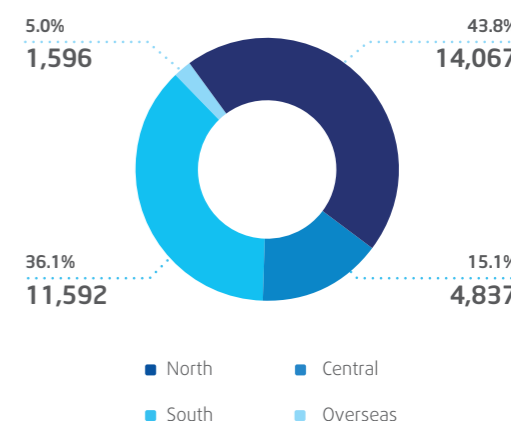
Human resource structure by age in 2017



Human resource structure by gender in 2017



Human resource structure by geography in 2017



ENSURING EMPLOYEES' RIGHTS AND DEVELOPING HIGH QUALITY HUMAN RESOURCES

FPT's greatest asset is its people, therefore we have always recognize and realize the employees' efforts and contributions to the Corporation's sustainable development.

FPT always adheres to the provisions of the labour law and ensure the employees' rights.

FPT ensures the right of employees to freely participate in the Trade Union and creates favourable conditions in which the Trade Union can operate under the Trade Union Act and Labour Laws. 100% of FPT employees participate in a Collective Bargaining Agreement at all levels. Employees' rights are also concretized in the following policies:

Comprehensive policies:

FPT pays close attention to compensation and promotion policies, taking good care of its employees so as to enable them to reach their full potential in terms of both their careers and personal lives. FPT's compensation policy is built based on the following criteria:

- Being commensurate with working results and contributions to FPT;
- Market competitiveness;
- Encouragement to increase work quality and productivity;
- Fairness and transparency.

FPT's compensation structure consists of four components:

- Salary: A 12-month base salary and a '13th month' salary paid on FPT's Anniversary and on the occasion of New Year. Every year, the company conducts salary surveys performed by some of the world's largest human resource consulting firms such as Mercer to consider adjusting the base pay to suit the Company's development, the labour market and the inflation index (CPI) of Vietnam.
- Travelling, mobile phone top-up, plurality, long-term working abroad allowances. These regimes have regularly been reviewed, supplemented and updated to ensure maximum support for employees.
- Bonuses based on employee's performance and work achievements. There are no caps to the bonuses provided to the employees based on their performance at FPT. The regime is designed to encourage employees to give total dedication to the company. The achievements are always recognized in a timely, fair and transparent way.
- Welfare policies: Social/Health/Unemployment insurance...

Welfare policies

In addition to the general welfare policies for employees as regulated by the law, the company has established a range of welfare policies for the purpose of comprehensive care

for employees and their families, as follows:

- Regular medical check-up: All employees who have signed official labour contracts are given a medical check-up once a year at hospital facilities designated by the Company. 100% of annual medical check-up costs are paid by the Company.
- Health insurance: In addition to general insurance policies for employees in accordance with the law, all employees who sign official contracts are entitled to purchase Health Insurance packages at different rates based on the employee's level. The Company also provides health insurance packages for families of employees with reasonable fees.
- Preferential policies when using services of subsidiaries of the Corporation: Employees who have been signed official labour contracts and their relatives are free or discounted in services of subsidiaries. Preferential treatment is specified for each service.

Checkpoint system

Depending on the business line of each sub-unit, usually two times per year or every month per quarter, FPT staff will conduct checkpoint evaluations to review results and plan their work during the year. All employees who have signed official contracts with the company must participate in the checkpoint assessment. At these assessments, staff will report on the status of work performed, follow-up work plans and recommendations on the online system. Once the online declaration process is completed, direct managers will review, approve and directly communicate the work orientation and development opportunities for each position according to general direction of the company in the next stage.

In addition, every year, the Corporation conducts surveys to collect comments from employees regarding all areas of the Corporation. At the end of each year, the Corporation surveys all employees, with the results of this survey assisting the Corporation to improve its policies and working environment.

Training policies

According to the Global Reporting Initiative (GRI), maintaining and improving human capital, particularly through training that expands the knowledge base of employees, is a key element in organizational development. This indicator provides insight into the scale of the organization's investment in this area and the degree to which the investment is made across the entire employee base. The access to training opportunities also supports progress in other areas of social performance, such as ensuring equal opportunity in the workplace.

As technology requires constant change and innovation, FPT has built up generations of employees who increasingly learn and strive to help FPT succeed. FPT staff at level 3 or above must participate in an annual training program provided by FCU or complete at least one online course on MOOC (Massive Open Online Courses).

In 2017, FPT continued to invest heavily in training activities with a budget of VND 77,9 billion for training, an increase of nearly VND 40 billion compared to 2016. The target number of staff received training. The number of training hours received has also increased impressively compared to 2016, and the number of staff certificates awarded was double that of the same period last year. The majority are certificates specific to the trends of the 4.0 revolution such as cloud computing and IoT.

77.9
VND BILLION
Training budget

Some educational metrics in 2017

Metrics	2017	+/- YoY
Training budget	VND 77.9 billion	102.9%
Participations	268,864 participants	20.4%
Training hours	1,787,369 hours	76.7%
Training costs per staff member	VND 2.6 million	67.7%
Participations per staff members	9 participations/person	0%
Training hours per staff member	55.7 hours/person	35.9%
Number of certificates issued to FPT staff members	6,834 certificates	108.2%

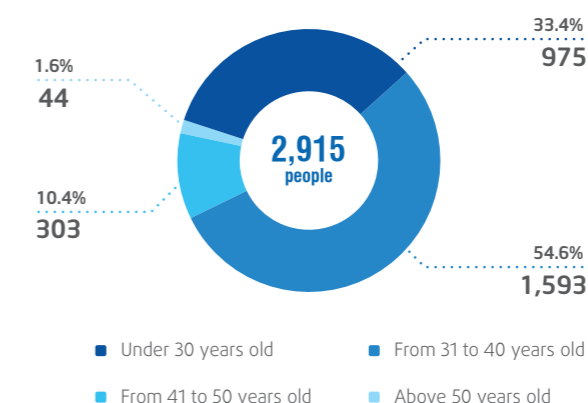
Training programs include entry-level training; technology staff training; training and fostering professional skills and soft skills; and training staff in supporting functions.

ATTRACTING AND DEVELOPING TALENTED PEOPLE

FPT accepts everyone as they are, with their strengths and weaknesses, with their good and bad points, as well as provides the best conditions for each member to be themselves and fulfill their ambitions.

In 2017, FPT has 2,915 managers, accounting for 9.1% of the total workforce of the Corporation. 88.1% of these managers are under the age of 40.

Graph of number of managers by age.



Some typical programs to foster and attract talents:

- Talent internship program: implemented in 2003 with the purpose of recruiting top students in Economics and Technology for potential management positions.
- Personnel planning: aims at building a team of young, trained and experienced staff who deeply understand FPT's business operations and core values in order to be ready to assume leadership and senior management positions in the Corporation and its subsidiaries. FPT's leaders are given challenges and rotated within the Corporation through various business fields and environments.
- Trạng Contest: since 2003, FPT has held Trạng Contest to seek and develop new talents for the Corporation. Many winners of 'Trạng FPT' have been appointed to important positions such as Vice CEO of FPT Corporation, CEO of FPT IS, and CEO of FPT Software.
- FPT has also organized many programs to find talents within the Corporation such as vertical examination, top under35, innovation contests in many fields, ranking technology staff, and naming the Top 100 most excellent FPT staff annually, with a corresponding reward policy.

CREATING A UNIQUE CORPORATE CULTURE TO CONNECT EMPLOYEES

FPT is one of only a few Vietnamese companies building and maintaining unique corporate culture values which have given it advantages in attracting talent, as well as creating connection among its employees and between employees and the Corporation.

The FPT culture is the summary of its codes of conduct in its business activities as well as in other activities to support employees' mental lives.

Code of conduct and code of ethics in FPT: "Respect - Innovation - Team spirit - Objectivity - Exemplarity - Wisdom".

Every FPT employee needs to have the spirit of "Respect - Innovation - Team spirit"

- RESPECT - is The spirit of Respect means "respecting individuals", including Frankness, Listening and Tolerance. In FPT, employees can speak directly to managers, regardless of their position or relationship.
- INNOVATION - is The spirit of Innovation includes Learning, Innovation and STCo (the typical humor of FPT's people).
- TEAM SPIRIT - is The Team spirit in FPT includes Consensus, Unity and Sincerity.
- FPT leaders must possess the three core values: "Objectivity - Exemplarity - Wisdom"
- OBJECTIVITY - is Objectivity is the most important virtue of leaders, which helps them gain the trust of employees and inspires them to work with increased dedication instead of flattering their leaders.
- EXEMPLARITY - Leaders must be the ones who most clearly reflect the FPT spirit of "Respect - Innovation - Team spirit".
- WISDOM - Leaders must be visionary and decisive.

The model for FPT's building policies and cultural programs



FPT also deploys cultural activities to ensure a rich mental life for its employees, giving them excitement and enthusiasm in their work via:

- Annual events such as FPT's Anniversary (September 13th); Towards the Origins Day (March 10th in the lunar calendar); Parents Day (November 19th); International Women's Day (March 8th) and Men's Day (November 11th), etc.
- Internal publications that help employees learn about the history and core values of the company such as: Historical Records, a brief history, the internal magazine chungta.vn; FPT News; Tech Insight News; and Fun4Fun.
- Social activities to inspire benevolence among all employees. FPT holds FPT Community Day (March 13th) annually, where FPT employees take part in community activities across the country. At the same time, FPT calls for each staff to contribute one day's wage to support people and colleagues in need.

STAFFING COMMITMENTS

With the philosophy of giving each member the best possible talent development, FPT is committed to creating a fair, transparent, non-discriminatory working environment in all production and business activities.

- In its existence of almost 30 years, FPT has always strictly complied with the law on labour use, ensuring the rights of employees in accordance with all regulations:
- Signing labor contracts with employees as stipulated by the provisions of the Labor Laws and the guiding documents of the State and the internal regulations of the Corporation;
- Arranging for employees to work accordingly to their qualifications, expertise, capabilities, health, job position and gender;
- Strictly complying with the provisions of the Labor Laws and the terms of the Collective Labor Agreement;
- Recruiting in accordance with procedures posted publicly on the Corporation's website. Accordingly, candidates do not have to pay for public examination and candidate selection is based on personal capabilities;
- Creating an innovative work environment. FPT focuses on developing facilities and building a modern nature-friendly work environment. Offices that have been built on the campus model are F-Ville (Hoa Lac Hi-Tech Park, Hanoi), F-Town (Saigon Hi-Tech Park in District 9, Ho Chi Minh City), and the FPT Complex (Da Nang Hi-Tech Park).

CORPORATE SOCIAL RESPONSIBILITY AND ENVIRONMENTAL PROTECTION

CORPORATE SOCIAL RESPONSIBILITY Investing in overall social development

As a pioneering IT company in Vietnam, FPT believes that along with ensuring stable economic development objectives, fulfilling its obligations to the State, each business should be responsible for and take specific actions to build up community and society. These responsibilities and actions should promote sustainable development of the society in general and of enterprises in particular. Therefore, within FPT, investment activities for the development of the society are always carried out in parallel with business activities and have a specialized operating apparatus under direct leadership from the Corporation's highest levels.

FPT believes that the most valuable asset of all nations, enterprises in general and FPT in particular is the people. Therefore, FPT's investing in education and the young generation is the key demographic for social responsibility activities. FPT also encourages staff and partners to jointly carry out volunteer activities and community building through direct financial contributions and participation and social responsibility activities organized by the Corporation.

In 2017, FPT and its staff spent VND 35.7 billion on social responsibility activities, an increase of 10.8% from 2016, bringing value to over 12.28 million people in various forms, including:

- The Corporation's budget: VND 31.2 billion, increase 16.4% to compare with 2016
- FPT staff contributions: VND 4.5 billion

FPT also mobilized VND 700 million in contributions from individuals and organizations outside the Corporation.

These funds are allocated by FPT Corporation mainly for two purposes of investment in education and the younger generation: voluntary activities for families in difficult circumstances, and disaster relief.

Investing in education and the younger generation

FPT uses up to 92% of its total expenditure for social responsibility activities to invest in education and the younger generation. Some of FPT's exciting activities that invest in education and the younger generation are as follows:

- The FPT Centre for Young Talent

The FPT Centre for Young Talent (FYT) was established in 1999 with the purpose of gathering young talent in the country, providing them with the conditions to develop comprehensively, and helping them become successful people in society and contribute to national prosperity.

Throughout their time at FYT, young talents had chances to communicate, enrich their knowledge and look for their

mission, as well as be inspired to study in- depth expertise and advanced soft skills to support for their future career.

After 18 years of operation, FYT has recruited and supported 422 talented students, more than 200 of whom are living and working abroad. Many of them become successful, including Dam Quang Minh, Rector of FPT University; Vuong Vu Thang, CEO of the Vietnam Communications Corporation; Vuong Quang Khai, Vice President of the VinaGame Corporation; and Nguyen Hoa Binh, CEO of PeaceSoft, ect.

In 2017, FYT recruited 24 members' intake 18, including 16 national international award winners.

- Online Knowledge Contests for Students of the Violympic Centre

With the desire to bring Vietnamese students new learning methods based on the Internet, FPT pioneered the Violympic Math Solving Competition for students. Over the past 10 years, the contest has become a favorite intellectual playground, attracting millions of Vietnamese students. It opened other subjects such as the English and Physics tests, solving mathematical problems on a global scale through Vio-Global and transferring content, form of application for Laos. In 2017 alone, the online knowledge contest for students of the Violympic Center received 7.24 million participants nationwide.

In 2017, FPT invested in upgrading the Violympic Competition through renewing the term for taking the exam, the exam content, and technology platform usage. Accordingly, the competition from 2017 – 2018 will be supplemented with practical problems, improving thinking; applying new technologies such as big data technology and Chatbot - robot answering frequently asked questions. FPT will apply advanced technologies such as virtual reality or interactive reality to make the contest's visuals and content, more interesting for students.

- Digital Race – 'Self-driving technology' theme for students

Digital racing, the "Self-driving technology" theme is a prominent playground organized by FPT for technology students, to actively orient students to approach and experience the latest technology, the most challenging, contributing to skill development for Vietnam during the 4th Industrial Revolution. Participating in the Race, contestants, research, create, and experience technology in the field of image processing, embedded programming, and artificial intelligence; develop soft skills such as team building and project management. Teams are given a model vehicle to equip with an automated control system and race on a simulated model with gradual levels of challenge over the years. In 2017, the contest attracted the participation of 206 teams from 32 technology universities nationwide, compared to 145 teams from 26 universities in 2016.

Before the Digital Race, FPT has held many other technology competitions such as the Vietnamese Intellectuals (from 2000 to 2007), the Mobile Labs (2008 and 2009), the Mobile Robot Challenge (2013), and the S.M.A.C Challenge (2014 and 2015).

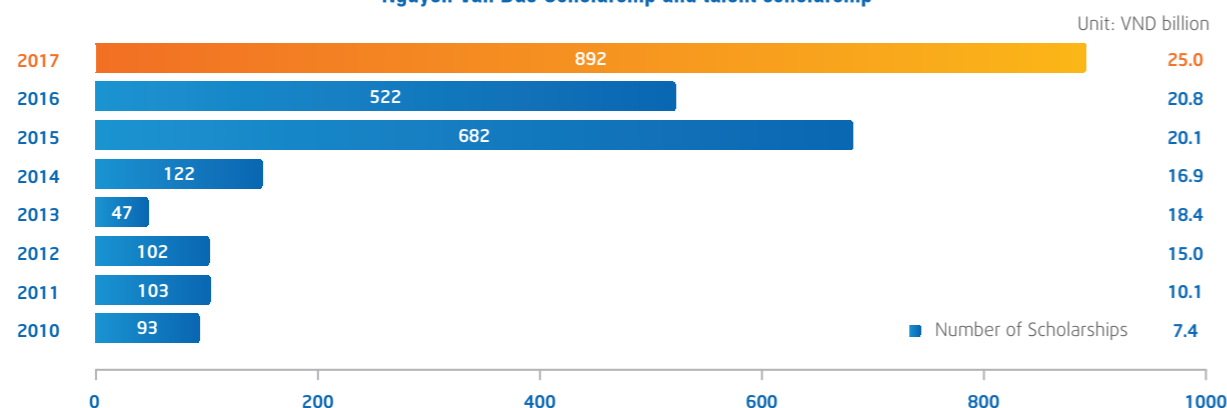
- The Nguyen Van Dao Scholarship

Wishing to bring the best learning and development opportunities to disadvantaged students and young talents, FPT spent nearly VND 25 billion in 2017, an increase of almost 20% compared to 2016, to award 892 Nguyen Van Dao scholarships for students in the following three areas:

- The "Fondness for learning" scholarships for students in need of good academic achievement;
- The 'Excellent student' scholarships for students with excellent academic performance;
- The 'Arts, Entertainment, Performance & Sports' scholarships for students with excellent achievements in the fields of sports, culture or art.

Across eight years, FPT has awarded 2,563 scholarships worth a total of VND 133.7 billion VND to talented students.

Nguyen Van Dao Scholarship and talent scholarship



In addition to the Nguyen Van Dao Scholarship, in 2017 FPT also spent VND 7.3 billion to help disadvantaged students with good academic performance to pay tuition fees. Funding for this activity is not part of the budget for social responsibility activities, but it is also recognized as one of the many methods applied by FPT to provide maximum support for training activities and investment in the younger generation.

Investment in education and the younger generation in 2017

No.	Program	Beneficiary	Specific program	No. of beneficiaries/ participants	The Corporation's budget (VND in millions)	FPT staff's contribution (VND in millions)	Budget from other sources	Total cost (VND in millions)
1	Offering scholarships	Students	Nguyen Van Dao Scholarship	892	24,961	240	240	24,961
2	Implementing programs applying technology in training	Primary to high school students	Violympic - an internet-based math competition in Vietnamese and English and physics contest to help students improve their knowledge of mathematics and English, access to modern computing and new methods of applying IT in teaching and learning. FPT brought the online math contest to Laos.	7,241,687	4,360	4,360	0	4,360
3	Providing learning facilities (books, bookcases, computers, etc.)	pupils/students	"Inspiring a Dream" program giving bookcases, computers and learning tools	18,427	1,521	1,521	0	1,521
	Honoring and encouraging students who have IT capability	pupils/students	Digital Race 2016 – 2017; the 26th Vietnam Student Olympiad Informatics Contest	500	1,055	0	700	1,755
	Other educational supporting activities	Students / Promoting scientific research activities/ Student conferences / workshops		5,000,000	200	0	0	200
Total				12,261,755	31,076	1,761	700	33,538

Social Activities

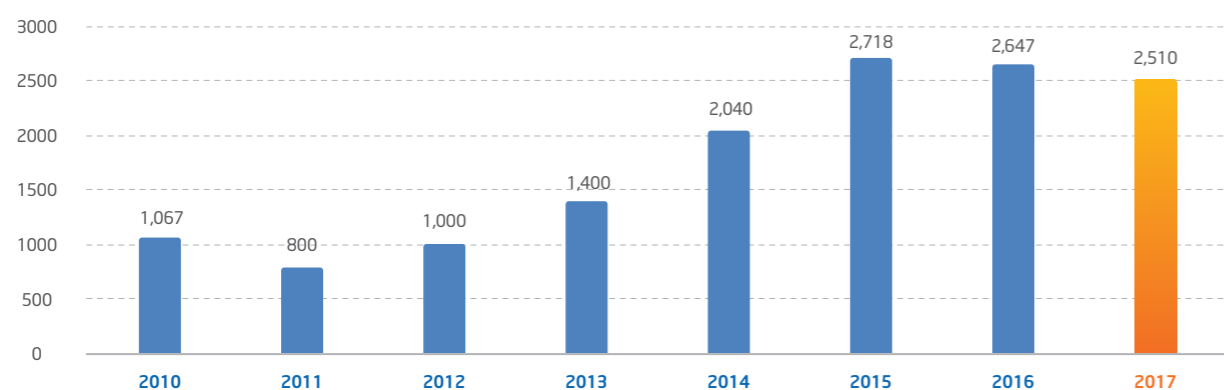
FPT always encourages employees to participate in volunteer activities, spreading compassion in the community. Each employee is encouraged to contribute at least one day's salary to the FPT Community Fund to contribute to the Company's activities in support of disadvantaged FPT families, disaster relief, and education support for disadvantaged children, especially in remote and isolated areas. These activities will be carried out by FPT staff throughout the year. March 13th has been selected as the annual 'FPT for the community' day, during which the Corporation carries out a wide range of activities to support the community such as humanitarian donation, tree planting, and gifts for children, the elderly, and families in need. In 2017, FPT continues to run blood donation drives, resulting in the donation of 2,510 units of blood. The company also implemented a series of programs to support relief for natural disasters and floods, as well as voluntary

programs for low-income families and students, involving tens of thousands of people in many provinces and cities across the country such as Yen Bai, Son La, Tuyen Quang, Bac Can, Hoa Binh, Lai Chau, Dien Bien, Ha Giang, Quang Nam, Thua Thien Hue, Phu Yen, Kien Giang and Tien Giang.

The Hope Fund is a non-profit, community-based charity fund operated by VnExpress and FPT Newspapers and licensed by the Ministry of Civil Service. The Hope Fund pursues two goals: to support difficult situations and to motivate development. The Fund believes that promoting information technology, developing sustainable knowledge, and sharing the kindness will create an equal and progressive society. This is an important milestone for FPT to promote volunteer activities and mobilize diverse resources in the society, resulting in a greater contribution to community development and development activities in the coming years.

Number of blood unit donated to the community

Unit: Blood unit



Volunteer activities in 2017

Unit: VND million

No.	Programs	Beneficiary	Specific program	Number of beneficiaries/participants	Number of supported recipients	The Corporation's budget	FPT staff's contribution	Total cost
1	Blood donation	Anemia patients	Holding 20 blood donation drives	2,510 units of blood	2,510			
2	Charity for students and families with difficult circumstances	Children and people with difficult circumstances	60 visiting and gift-giving programs for students and people with difficult situations	4,000	4,000		705	705
3	Supporting FPT people in difficult circumstances, especially during the typhoon of 2017	FPT staff and their relatives in difficult circumstances	Visiting and providing financial support	224 (186 were affected by typhoon)	224		957	957
4	Support for disaster, floods	Students and people in the disaster areas	4 trips giving scholarships, school supplies and computer labs to students in order to help them get back to school after natural disasters and providing people with basic necessities	6 schools with 2,126 students, 1,600 families at 11 localities (province level)	8,256	107	1,022	1,129
5	Tet for the poor 2017	Low-income households and victims of Agent Orange in two mountainous communities of Chau Thanh (Quy Hop district) and Hong Son (Do Luong district) in Nghe An province.	Delivering gifts to families and victims of Agent Orange through the Viet Nam Red Cross	64 families (*)	256			32
6	Understanding the Heart 2017	Nguyen Nha Phuong (born in 2017)	Money donated to the Understanding the heart Fund for heart surgery for Nguyen Nha Phuong	1	1		24	24
7	'2017 Tet Reunion' program	Workers	Giving gifts, tickets to return home for workers in industrial zone Dong Van-Duy Tien Ha Nam	125	125	25		25
Total					15,372	132	2,740	2,872

(*) One family includes 4 persons.

Engaging in environmental protection activities

Ensure the efficient use of natural resources, comply with the provisions of the Law on Environmental Protection, give priority to using alternative energy sources, and raise awareness of environmental protection.

Constructing environment-friendly offices

With office system all across the country, FPT is always conscious that a green office model not only helps the Corporation achieve energy efficiency and reduces operating costs, but also enhances the awareness of environmental protection among its employees.

Accordingly, during the construction of its facilities, FPT always carries out an environmental impact assessment and complies with regulations on environmental protection. In the design process, FPT always gives priority to applying new technologies and environment-friendly materials, as well as utilizing natural energy sources to minimize environmental impact and energy consumption.

- FPT Complex (Da Nang) achieved the EDGE (Excellence in Design for Greater Efficiency) standard by the Ministry of Construction and the World Bank, after reaching minimum savings of 20% in energy, water, and construction materials.
- The Administrative Building of FPT University (Hoa Lac Hi-tech Park) won the Future Projects - Education category at the World Architecture Festival (WAF) and first prize at the Green Architecture Awards hosted by the Vietnam Architects' Association.
- FPT's offices were built on the environment-friendly campus model (office complex integrated with amusement parks, trees, landscaping and other features), including F-Ville (Hoa Lac Hi-tech Park, Hanoi), F-Town (Saigon Hi-tech Park, District 9, Ho Chi Minh City) and the FPT Complex (Da Nang Hi-Tech Park).

2016 was the first year in which FPT has announced electricity and water consumption targets for FPT-owned buildings in Hanoi, Da Nang and Ho Chi Minh City. In 2017, FPT continues to publish these targets in more detail for each building. In general, FPT's electricity and water consumption indexes are relatively stable despite a 13% increase in staffing. This shows that FPT has prioritized the efficient use of electricity to improve the cost efficiency of the Corporation and contribute to energy conservation. Details are as follows:

Location	Building	2016(*)		2017(*)	
		Electricity (Kw)	Water (m3)	Electricity (Kw)	Water (m3)
Ha Noi	FPT Cau Giay (headquarters)	3,915,700	18,253	3,905,600	18,959
	F-Ville 1	1,895,590		1,758,400	
	F-Ville 2 (in use in March 2017)		Using water well	1,640,500	Using water well
	FPT University	2,892,900		3,164,700	
Da Nang	FPT Complex	2,000,240	12,821	2,810,492	34,886
	FPT Massda	913,882	8,772	849,094	9,174
HCM	F-Town 1			2,098,581	31,637
	F-Town 2	1,788,326	30,298	1,968,145	
	Tan Thuan 1			13,219,121 (**)	6,710 (**)
	Tan Thuan 2	2,328,816	37,387	2,129,211	30,869

(*) 2016: 2016: Data for F-Ville 1 and F-Ville 2 buildings are aggregated; Similar to F-Town1, F-Town2 and Tan Thuan 1, Tan Thuan 2 buildings. In 2017, the figures are specific to each building.

(**) The electricity index of Tan Thuan 1 Building was high because 1 more data Center of FPT Telecom was put into operation in 2017

Raising awareness of environmental protection among employees

FPT regularly implements programs to raise awareness of and promulgate knowledge about environmental protection among its employees:

- Collaborating with international and domestic organizations to raise awareness of environmental protection and energy saving by all FPT employees;
- Building and adjusting the electricity use in all office buildings;
- Encouraging staff to use the stairs and restrict elevator usage;
- Establishing a bicycle club and encouraging staff members to cycle to work;
- Supporting and responding to the Earth Hour campaign.



F-VILLE 2 BUILDING



F-VILLE 1 BUILDING

06

AUDITED CONSOLIDATED FINANCIAL STATEMENTS



The birth of VnExpress - the first electronic newspaper in Vietnam, created a new standard in providing information and changed the reading habit of millions of Vietnamese.



FPT CORPORATION

(Incorporated in the Socialist Republic of Vietnam)

AUDITED CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 December 2017

STATEMENT OF THE BOARD OF MANAGEMENT	131
INDEPENDENT AUDITORS' REPORT	133
CONSOLIDATED BALANCE SHEET	134
CONSOLIDATED INCOME STATEMENT	138
CONSOLIDATED CASH FLOW STATEMENT	139
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS	141

STATEMENT OF THE BOARD OF MANAGEMENT

The Board of Management of FPT Corporation and its subsidiaries (herein collectively called the "Corporation") presents this report together with the Corporation's consolidated financial statements for the year ended 31 December 2017.

THE BOARDS OF DIRECTORS AND MANAGEMENT

The members of the Boards of Directors and Management of the Corporation who held office during the year and to the date of this report are as follows:

Board of Directors

Mr. Truong Gia Binh	Chairman
Mr. Bui Quang Ngoc	Vice Chairman
Mr. Do Cao Bao	Member
Mr. Jean Charles Belliol	Member
Mr. Le Song Lai	Member
Mr. Tomokazu Hamaguchi	Member
Mr. Dan E Khoo	Member

Board of Management

Mr. Bui Quang Ngoc	Executive President
Mr. Nguyen The Phuong	Executive Vice President
Mr. Do Cao Bao	Executive Vice President
Mr. Hoang Viet Anh	Executive Vice President (assigned on 01 March 2018)
Mr. Nguyen Van Khoa	Executive Vice President (assigned on 01 March 2018)
Mr. Duong Dung Trieu	Executive Vice President (resigned on 15 January 2018)

BOARD OF MANAGEMENT' STATEMENT OF RESPONSIBILITY

The Board of Management of the Corporation is responsible for preparing the consolidated financial statements, which give a true and fair view of the financial position of the Corporation as at 31 December 2017, and its financial performance and its cash flows for the year then ended in accordance with Vietnamese Accounting Standards, accounting regime for enterprises and legal regulations relating to financial reporting. In preparing these consolidated financial statements, the Board of Management is required to:

- Select suitable accounting policies and then apply them consistently;
- Make judgments and estimates that are reasonable and prudent;
- State whether applicable accounting principles have been followed, subject to any material departures disclosed and explained in the consolidated financial statements;
- Prepare the consolidated financial statements on the going concern basis unless it is inappropriate to presume that the Corporation will continue in business; and
- Design and implement an effective internal control system for the purpose of properly preparing and presenting the consolidated financial statements so as to minimize errors and frauds.

STATEMENT OF THE BOARD OF MANAGEMENT (Continued)

The Board of Management of the Corporation is responsible for ensuring that proper accounting records are kept, which disclose, with reasonable accuracy at any time, the financial position of the Corporation and that the consolidated financial statements comply with Vietnamese Accounting Standards, accounting regime for enterprises and legal regulations relating to financial reporting. The Board of Management is also responsible for safeguarding the assets of the Corporation and hence for taking reasonable steps for the prevention and detection of frauds and other irregularities.

The Board of Management confirms that the Corporation has complied with the above requirements in preparing these consolidated financial statements.

For and on behalf of the Board of Management,



Nguyen The Phuong

Executive Vice President

Power of Attorney No. 94.3-2013/QĐ-FPT-TGD
dated 05 August 2013

05 March 2018

INDEPENDENT AUDITORS' REPORT

No.: 514 /VN1A-HN-BC

**To: The Shareholders
The Boards of Directors and Management
FPT Corporation**

We have audited the accompanying consolidated financial statements of FPT Corporation and its subsidiaries (the "Corporation"), prepared on 05 March 2018 as set out from page 04 to page 48, which comprise the consolidated balance sheet as at 31 December 2017, the consolidated income statement and consolidated cash flows statement for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with Vietnamese Accounting Standards, accounting regime for enterprises and legal regulations relating to financial reporting, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the Corporation's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Corporation's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the Corporation as at 31 December 2017, and its financial performance and its cash flows for the year then ended in accordance with Vietnamese Accounting Standards, accounting regime for enterprises and legal regulations relating to financial reporting.



Vu Duc Nguyen

Deputy General Director

Audit Practising Registration Certificate
No. 0764-2018-001-1

Do Hong Duong

Auditor

Audit Practising Registration Certificate
No. 2393-2015-001-1

DELOITTE VIETNAM COMPANY LIMITED

05 March 2018 Hanoi, S.R. Vietnam

CONSOLIDATED BALANCE SHEET

FORM B 01-DN/HN

Issued under Circular No. 202/2014/TT-BTC
dated 22 December 2014 of the Ministry of Finance

As at 31 December 2017

Unit: VND

ASSETS	Codes	Notes	Closing balance	Opening balance
A. CURRENT ASSETS	100		16,059,937,820,645	21,908,662,957,423
I. Cash and cash equivalents	110	5	3,480,659,514,788	6,013,361,389,774
1. Cash	111		1,886,435,218,720	2,708,396,961,973
2. Cash equivalents	112		1,594,224,296,068	3,304,964,427,801
II. Short-term financial investments	120		4,379,446,212,073	3,472,087,285,737
1. Held-to-maturity investments	123	6	4,379,446,212,073	3,472,087,285,737
III. Short-term receivables	130		6,151,782,399,408	6,640,135,921,823
1. Short-term trade receivables	131		5,038,378,935,917	4,813,644,916,901
2. Short-term advances to suppliers	132		95,340,696,039	502,798,063,471
3. Receivables from contracts under percentage of completion method	134	7	431,581,193,340	621,152,412,137
4. Other short-term receivables	136	8	767,000,371,499	845,228,760,854
5. Provision for short-term doubtful debts	137		(180,518,797,387)	(142,688,231,540)
IV. Inventories	140		1,020,212,423,590	4,553,808,475,949
1. Inventories	141	10	1,024,043,952,523	4,617,030,139,516
2. Provision for devaluation of inventories	149	10	(3,831,528,933)	(63,221,663,567)
V. Other short-term assets	150		1,027,837,270,786	1,229,269,884,140
1. Short-term prepayments	151	11	759,948,049,853	700,736,999,465
2. Value added tax deductibles	152		156,145,888,056	405,361,079,316
3. Taxes and other receivables from the State budget	153	12	111,743,332,877	123,171,805,359

CONSOLIDATED BALANCE SHEET (Continued)

FORM B 01-DN/HN

Issued under Circular No. 202/2014/TT-BTC
dated 22 December 2014 of the Ministry of Finance

As at 31 December 2017

Unit: VND

ASSETS	Codes	Notes	Closing balance	Opening balance
B. NON-CURRENT ASSETS	200		8,939,739,075,221	7,924,598,856,728
I. Long-term receivables	210		231,657,122,488	380,965,916,003
1. Long-term trade receivables	211		161,551,680,000	242,327,520,000
2. Other long-term receivables	216	8	124,834,616,306	192,339,224,231
3. Provision for long-term doubtful debts	219		(54,729,173,818)	(53,700,828,228)
II. Fixed assets	220		5,247,285,021,701	4,589,983,193,268
1. Tangible fixed assets	221	13	4,585,493,059,313	4,131,298,588,426
- Cost	222		8,260,173,587,144	7,932,027,298,677
- Accumulated depreciation	223		(3,674,680,527,831)	(3,800,728,710,251)
2. Finance lease assets	224		3,656,116,414	2,463,716,693
- Cost	225		4,702,426,443	3,446,506,943
- Accumulated depreciation	226		(1,046,310,029)	(982,790,250)
3. Intangible assets	227	14	658,135,845,974	456,220,888,149
- Cost	228		1,117,419,385,566	821,227,956,626
- Accumulated amortisation	229		(459,283,539,592)	(365,007,068,477)
III. Long-term assets in progress	240		805,559,896,217	1,020,980,424,296
1. Long-term work in progress	241		-	14,238,138,008
2. Construction in progress	242	15	805,559,896,217	1,006,742,286,288
IV. Long-term financial investments	250		1,783,369,007,284	826,327,509,802
1. Investments in associates	252	17	1,333,704,438,239	289,799,251,298
2. Equity investments in other entities	253	6	749,259,852,282	756,802,393,141
3. Provision for impairment of long-term financial investments	254	6	(299,595,283,237)	(221,058,175,167)
4. Held-to-maturity investments	255		-	784,040,530
V. Other long-term assets	260		871,868,027,531	1,106,341,813,359
1. Long-term prepayments	261	11	811,433,621,590	1,017,386,186,501
2. Deferred tax assets	262	18	60,434,405,941	88,955,626,858
TOTAL ASSETS (270=100 + 200)	270		24,999,676,895,866	29,833,261,814,151

CONSOLIDATED BALANCE SHEET (Continued)

FORM B 01-DN/HN

Issued under Circular No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance

As at 31 December 2017

Unit: VND

RESOURCES	Codes	Notes	Closing balance	Opening balance
C. LIABILITIES	300		11,761,300,662,093	18,385,186,549,332
I. Current liabilities	310		11,100,344,738,740	17,429,655,689,537
1. Short-term trade payables	311		2,279,172,467,047	3,757,370,436,671
2. Short-term advances from customers	312		561,261,495,876	582,218,403,864
3. Taxes and amounts payable to the State budget	313	12	320,421,087,431	342,476,553,769
4. Payables to employees	314		830,413,330,203	826,716,964,713
5. Short-term accrued expenses	315	19	918,418,793,263	602,957,629,994
6. Payables relating to contracts under percentage of completion method	317		20,380,725,175	18,960,567,464
7. Short-term unearned revenue	318	20	1,293,630,917,628	1,242,029,648,962
8. Other current payables	319	21	439,490,212,823	523,625,410,753
9. Short-term loans and obligations under finance leases	320	22	4,116,988,708,324	9,206,666,235,567
10. Short-term provisions	321	23	6,051,424,047	7,733,835,968
11. Bonus and welfare funds	322		314,115,576,923	318,900,001,812
II. Long-term liabilities	330		660,955,923,353	955,530,859,795
1. Long-term advances from customers	332		40,000,000,000	54,229,591,822
2. Long-term unearned revenue	336	20	47,796,539,629	12,305,331,089
3. Other long-term payables	337	21	1,525,469,921	148,828,875,776
4. Long-term loans and obligations under finance leases	338	24	565,209,817,637	732,697,612,808
5. Deferred tax liabilities	341		2,853,492,585	1,666,814,550
6. Long-term provisions	342	23	3,378,507,298	5,610,537,467
7. Scientific and technological development fund	343		192,096,283	192,096,283

CONSOLIDATED BALANCE SHEET (Continued)

FORM B 01-DN/HN

Issued under Circular No. 202/2014/TT-BTC dated 22 December 2014 of the Ministry of Finance

As at 31 December 2017

Unit: VND

RESOURCES	Codes	Notes	Closing balance	Opening balance
D. EQUITY	400		13,238,376,233,773	11,448,075,264,819
I. Owners' equity	410		13,235,626,233,773	11,445,325,264,819
1. Owners' contributed capital	411	25	5,309,611,050,000	4,594,266,840,000
- Ordinary shares carrying voting rights	411a		5,309,611,050,000	4,594,266,840,000
2. Share premium	412	25	49,465,703,201	49,465,703,201
3. Other owner's capital	414	25	287,829,523,052	56,882,670,000
4. Treasury shares	415	25	(823,760,000)	(823,760,000)
5. Foreign exchange reserve	417	25	10,358,539,447	(5,875,468,099)
6. Investment and development fund	418	25	171,160,597,046	126,889,833,508
7. Other reserves	420	25	87,230,351,424	87,227,200,764
8. Retained earnings	421	25	5,511,408,650,206	4,614,339,862,503
- Retained earnings accumulated to the prior year end	421a		3,323,086,196,728	3,083,041,592,112
- Retained earnings of the current year	421b		2,188,322,453,478	1,531,298,270,391
9. Non-controlling interests	429		1,809,385,579,397	1,922,952,382,942
II. Other resources and funds	430		2,750,000,000	2,750,000,000
1. Non-business expenditure fund	431		2,750,000,000	2,750,000,000
TOTAL RESOURCES (440=300+400)	440		24,999,676,895,866	29,833,261,814,151

Nguyen Tien Hao
Preparer

Hoang Huu Chien
Chief Accountant



Nguyen The Phuong
Executive Vice President
05 March 2018

CONSOLIDATED INCOME STATEMENT

For the year ended 31 December 2017

FORM B 02-DN/HN


Issued under Circular No. 202/2014/TT-BTC
dated 22 December 2014 of the Ministry of Finance

Unit: VND

ITEMS	Codes	Notes	Current year	Prior year
1. Gross revenue from goods sold and services rendered	01	26	43,298,396,301,993	40,447,137,929,383
2. Deductions	02	26	639,785,460,639	915,669,265,439
3. Net revenue from goods sold and services rendered (10=01-02)	10	26	42,658,610,841,354	39,531,468,663,944
4. Cost of sales	11	27	32,976,206,156,753	31,093,333,588,720
5. Gross profit from goods sold and services rendered (20=10-11)	20		9,682,404,684,601	8,438,135,075,224
6. Financial income	21	29	1,583,099,974,667	574,759,707,458
7. Financial expenses	22	30	600,871,831,217	694,213,959,980
- In which: Interest expense	23		368,545,679,548	374,186,078,800
8. Share of net profit from associates	24		71,085,355,123	35,133,362,370
9. Selling expenses	25		3,074,637,403,520	2,638,454,515,198
10. General and administration expenses	26		3,441,128,714,059	2,751,158,473,432
11. Operating profit (30=20+(21-22)+24-(25+26))	30		4,219,952,065,595	2,964,201,196,442
12. Other income	31		101,847,192,667	99,839,840,254
13. Other expenses	32		66,681,480,755	50,142,370,455
14. Profit from other activities (40=31-32)	40		35,165,711,912	49,697,469,799
15. Accounting profit before tax (50=30+40)	50		4,255,117,777,507	3,013,898,666,241
16. Current corporate income tax expense	51	31	698,493,915,640	424,741,482,194
17. Deferred corporate tax expense	52	31	28,509,947,486	13,466,338,768
18. Net profit after corporate income tax (60=50-51-52)	60		3,528,113,914,381	2,575,690,845,279
18.1. Equity holders of the Holding Company	61		2,931,530,862,562	1,990,642,578,391
18.2. Non-controlling interests	62		596,583,051,819	585,048,266,888
19. Basic earnings per share	70	32	5,129	3,410
20. Diluted earnings per share	71		5,129	3,410



Nguyen Tien Hao
Preparer



Hoang Huu Chien
Chief Accountant



Nguyen The Phuong
Executive Vice President
05 March 2018

CONSOLIDATED CASH FLOW STATEMENT

For the year ended 31 December 2017

FORM B 03-DN/HN

Issued under Circular No. 202/2014/TT-BTC
dated 22 December 2014 of the Ministry of Finance

Unit: VND

ITEMS	Codes	Current year	Prior year
I. CASH FLOWS FROM OPERATING ACTIVITIES			
1. Profit before tax	01	4,255,117,777,507	3,013,898,666,241
2. Adjustments for:			
- Depreciation and amortisation of fixed assets	02	1,039,416,768,342	933,439,677,116
- Provisions	03	184,568,266,739	110,598,342,842
- Foreign exchange (gain)/loss arising from translating foreign currency items	04	(18,951,655,934)	16,019,559,188
- (Gain) from investing activities	05	(1,330,954,022,321)	(351,181,315,186)
- Interest expense	06	368,545,679,548	374,186,078,800
3. Operating profit before movements in working capital	08	4,497,742,813,881	4,096,961,009,001
- Increase, decrease in receivables	09	(2,311,600,942,433)	(514,700,144,026)
- Increase, decrease in inventories	10	(617,887,896,217)	714,102,101,632
- Increase, decrease in payables (excluding accrued loan interest and corporate income tax payable)	11	1,709,299,259,291	1,123,673,242,082
- Increase, decrease in prepaid expenses (Increase)/Decrease in trading securities	12	(143,624,640,180)	14,764,983,297
- Interest paid	14	(386,409,842,206)	(359,766,741,527)
- Corporate income tax paid	15	(493,643,801,955)	(531,442,237,616)
- Other cash outflows	17	(265,691,285,266)	(231,933,719,551)
Net cash generated by operating activities	20	1,988,183,664,915	4,311,658,493,292
II. CASH FLOWS FROM INVESTING ACTIVITIES			
1. Acquisition and construction of fixed assets and other long-term assets"	21	(1,104,370,928,512)	(1,433,113,297,810)
2. Proceeds from sale, disposal of fixed assets and other long-term assets"	22	3,873,003,435	4,641,163,312
3. Cash outflow for lending, buying debt instruments of other entities"	23	(942,508,215,806)	(912,254,841,704)
4. Equity investments in other entities	25	-	(314,070,117,375)
5. Cash recovered from investments in other entities	26	(973,833,781,575)	322,220,162,456
6. Interest earned, dividends and profits received	27	408,056,318,390	308,769,840,197
Net cash used in investing activities	30	(2,608,783,604,068)	(2,023,807,090,924)

CONSOLIDATED CASH FLOW STATEMENT (Continued)

FORM B 03-DN/HN
Issued under Circular No. 202/2014/TT-BTC
dated 22 December 2014 of the Ministry of Finance

For the year ended 31 December 2017

Unit: VND

ITEMS	Codes	Current year	Prior year
III. CASH FLOWS FROM FINANCING ACTIVITIES			
1. Proceeds from share issue and owners' contributed capital	31	39,143,700,000	66,576,590,000
2. Capital withdrawals, buy-back of issued shares	32	(130,000,000)	(876,300,000)
3. Proceeds from borrowings	33	21,302,571,414,666	22,299,129,726,143
4. Repayment of borrowings	34	(21,923,254,763,024)	(21,165,445,479,721)
5. Dividends and profits paid	36	(1,330,432,287,475)	(1,058,583,700,785)
Net cash (used in)/generated by financing activities	40	(1,912,101,935,833)	140,800,835,637
Net (decrease)/increase in cash (50=20+30+40)	50	(2,532,701,874,986)	2,428,652,238,005
Cash and cash equivalents at the beginning of the year	60	6,013,361,389,774	3,584,709,151,769
Cash and cash equivalents at the end of the year (70=50+60)	70	3,480,659,514,788	6,013,361,389,774

Nguyen Tien Hao
Preparer

Hoang Huu Chien
Chief Accountant



Nguyen The Phuong
Executive Vice President
05 March 2018

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FORM B 09-DN/HN
Issued under Circular No. 202/2014/TT-BTC
dated 22 December 2014 of the Ministry of Finance

These notes are an integral part of and should be read in conjunction with the accompanying consolidated financial statements

1. GENERAL INFORMATION

Structure of ownership

FPT Corporation (the "Company") was incorporated as a State-owned company in Vietnam and subsequently equitised in accordance with Decision No. 178/QĐ-TTg, following which the Company officially operated as a joint stock company. FPT Corporation was established under Business Registration Certificate No. 0103001041 issued for the first time by Hanoi Department of Planning and Investment dated 13 May 2002 and its amendments.

According to the amended Business Registration Certificate dated 19 December 2008, the Company changed its name from the Corporation for Financing and Promoting Technology to FPT Corporation.

According to the amended Business Registration Certificate dated 22 June 2017, the Company's charter capital is VND 5,309,611,050,000.

Since December 2006, the Corporation's shares have been listed on Ho Chi Minh City Stock Exchange.

The total number of the Corporation's employees as at 31 December 2017 was 25,322 (31 December 2016: 28,397).

Operating industry and principal activities

The principal activities of the Corporation are to provide IT and telecommunication products and services. The main products and services provided are (i) software development including software outsourcing; software solutions, software services and ERP services; (ii) system integration; (iii) informatics services including system management, BPO service, Data Center service etc.; (iv) telecommunication services including internet services and value added services; (v) digital content service including online advertising etc.; (vi) college, university and postgraduate training services; (vii) production, distribution and retails of IT and telecommunication products.

Normal production and business cycle

The Company's normal production and business cycle is carried out for a time period of 12 months or less except some system integration projects which are carried out for a time period of more than 12 months.

The Corporation's structure:

Since 18 December 2017, FPT Corporation's proportions of ownership interest in FPT Digital Retail Joint Stock Company ("FRT") and FPT Trading Company Limited ("FTG") have been reduced to 47% and 48%, respectively. Accordingly, FRT and FTG are no longer subsidiaries of FPT but its associates. FTG's official name is also changed to "Synnex FPT Joint Stock Company". As at 31 December 2017, FPT Corporation had 7 subsidiaries including:

- FPT Information System Corporation;
- FPT Software Company Limited;
- FPT Telecom Joint Stock Company;
- FPT Education Company Limited;
- FPT Online Service Joint Stock Company;
- FPT Investment Company Limited; and
- FPT Media Company Limited.

And 4 associates as follows:

- FPT Digital Retail Joint Stock Company;
- Synnex FPT Joint Stock Company;
- FPT Fund Management Joint Stock Company;
- FPT Securities Joint Stock Company.

Disclosure of information comparability in the consolidated financial statements

Comparative figures are the figures of the audited consolidated financial statements for the year ended 31 December 2016.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

2. ACCOUNTING CONVENTION AND ACCOUNTING PERIOD

Accounting convention

The accompanied consolidated financial statements, expressed in Vietnam Dong (VND), are prepared under the historical cost convention and in accordance with Vietnamese Accounting Standards, accounting regime for enterprises and legal regulations relating to financial reporting.

The accompanied consolidated financial statements are not intended to present the financial position, results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than Vietnam.

Accounting period

The Corporation's financial year begins on 01 January and ends on 31 December.

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies, which have been adopted by the Corporation in the preparation of these consolidated financial statements, are as follows:

Estimates

The preparation of the consolidated financial statements in conformity with Vietnamese Accounting Standards, accounting regime for enterprises and legal regulations relating to financial reporting requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities and disclosures of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the financial year. Although these accounting estimates are based on the management's best knowledge, actual results may differ from those estimates.

Basis of consolidation

The consolidated financial statements incorporate the financial statements of the Company and enterprises controlled by the Company (its subsidiaries) for the period from 01 January 2017 to 31 December 2017. Control is achieved where the Company has the power to govern the financial and operating policies of an investee enterprise so as to obtain benefits from its activities.

The results of subsidiaries acquired or disposed of during the period are included in the consolidated income statement from the effective date of acquisition or up to the effective date of disposal, as appropriate.

Where necessary, adjustments are made to the financial statements of subsidiaries to bring the accounting policies used in line with those used by the Company.

Intragroup transactions and balances are eliminated in full on consolidation.

Non-controlling interests consist of the amount of those non-controlling interests at the date of the original business combination and the non-controlling interests' share of changes in equity since the date of the combination. Losses in subsidiaries are respectively attributed to the non-controlling interests even if this results in the non-controlling interests having a deficit balance.

Business combinations

On acquisition, the assets and liabilities and contingent liabilities of a subsidiary are measured at their fair values at the date of acquisition. Any excess of the cost of acquisition over the fair values of the identifiable net assets acquired is recognized as goodwill. Any deficiency of the cost of acquisition below the fair values of the identifiable net assets acquired is credited to the consolidated profit and loss in the year of acquisition.

The interest of non-controlling shareholders is initially measured at the minority's proportion of the net fair value of the assets, liabilities, and contingent liabilities recognized.

Investments in associates

An associate is an entity over which the Corporation has significant influence and that is neither a subsidiary nor an interest in joint venture. Significant influence is the power to participate in the financial and operating policy decisions of the investee but not control or joint control over those policies.

The results and assets and liabilities of associates are incorporated in these consolidated financial statements using the equity method of accounting. Interests in associates are carried in the balance sheet at cost as adjusted by post-acquisition changes in the Corporation's share of the net assets of the associate. Losses of an associate in excess of the Corporation's interest in that associate (which includes any long-term interests that, in substance, form part of

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

the Corporation's net investment in the associate) are not recognized.

Where a group entity transacts with an associate of the Corporation, unrealised profits and losses are eliminated to the extent of the Corporation's interest in the relevant associate.

Goodwill

Goodwill represents the excess of the cost of acquisition over the Corporation's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities of a subsidiary at the date of acquisition. After acquisition date, if the Parent continues making investment in the subsidiary, it should determine the cost of additional investment and corresponding increase in ownership of the carrying value of the acquired net asset of the subsidiary (not applying fair value as on acquisition date). The difference between the cost of additional investment and the carrying value of the acquired net asset should be recorded directly into retained earnings (similar to transactions among internal shareholders).

Goodwill arising on the acquisition date is presented separately as an intangible asset in the consolidated balance sheet and is amortised on the straight-line basis in the consolidated income statement according to current regulation. In case where the amount of goodwill impairment loss in the period is more than the annual amortised amount on the straight-line basis, the loss amount shall be recognised.

On disposal of a subsidiary, the attributable amount of unmortised goodwill is reduced corresponding to the disposed share proportion and included in retained earnings in case where the Parent remains its control of the subsidiary, or reduced in full and included in the determination of the profit or loss in case where the Parent loses the control.

Financial instruments

Initial recognition

Financial assets

At the date of initial recognition, financial assets are recognized at cost plus transaction costs that are directly attributable to the acquisition of the financial assets.

Financial assets of the Corporation comprise cash and cash equivalents, trade and other receivables, short-term and long-term investments.

Financial liabilities

At the date of initial recognition, financial liabilities are recognized at cost plus transaction costs that are directly attributable to the issue of the financial liabilities.

Financial liabilities of the Corporation comprise trade and other payables, loans and obligations under finance leases and accrued expenses.

Subsequent measurement after initial recognition

Currently, there are no requirements for the subsequent measurement of the financial instruments after initial recognition.

Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, demand deposits and short-term, highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

Financial investments

Held-to-maturity investments

Held-to-maturity investments comprise investments that the Corporation has the positive intent or ability to hold to maturity, including term deposits (commercial bills), bonds, preference shares which the issuer shall redeem at a certain date in the future, loans held to maturity to earn periodic interest and other held-to-maturity investments.

Held-to-maturity investments are recognised on a trade date basis and are initially measured at acquisition price plus directly attributable transaction costs. Post-acquisition interest income from held-to-maturity investments is recognised in the consolidated income statement on accrual basis. Pre-acquisition interest is deducted from the cost of such investments at the acquisition date.

Held-to-maturity investments are measured at cost less provision for doubtful debts.

Provision for doubtful debts relating to held-to-maturity investments is made in accordance with prevailing accounting regulations.

Equity investments in other entities

Equity investments in other entities represent the Corporation's investments in ordinary shares of the entities over which the Company has no control, joint control, or significant influence.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

Equity investments in other entities are carried at cost less provision for impairment.

Provisions for impairment of long-term financial investments

Provisions for impairment of long-term financial investments are made in accordance with Circular No. 228/2009/TT-BTC dated 07 December 2009 issued by the Ministry of Finance on "Guiding the appropriation and use of provisions for devaluation of inventories, loss of financial investments, bad debts and warranty for products, goods and construction works at enterprises", Circular No. 89/2013/TT-BTC dated 28 June 2013 by the Ministry of Finance amending and supplementing Circular No. 228/2009/TT-BTC and prevailing accounting regulations. In some cases, according to the estimate of the Board of Management, the Corporation prudently makes more provision for impairment of long-term financial investments than required as per the prevailing accounting regulations.

Receivables

Receivables represent the amounts recoverable from customers or other debtors and are stated at book value less provision for doubtful debts.

Provision for doubtful debts is made for receivables that are overdue for six months or more, or when the debtor is in dissolution, in bankruptcy, or is experiencing similar difficulties and so may be unable to repay the debt.

Inventories

Inventories are stated at the lower of cost and net realizable value. Cost comprises direct materials and where applicable, direct labor costs, and those overheads that have been incurred in bringing the inventories to their present location and condition. Cost of inventories within the Corporation is calculated using the first in first out (FIFO) method and inventory recording method is the perpetual method. Net realizable value represents the estimated selling price less all estimated costs to completion and costs to be incurred in marketing, selling and distribution.

The evaluation of necessary provision for inventory obsolescence follows current prevailing accounting regulations which allow provisions to be made for obsolete, damaged, or sub-standard inventories and for those which have costs higher than net realisable values as at the balance sheet date.

Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less accumulated depreciation.

The costs of purchased tangible fixed assets comprise their purchase prices and any directly attributable costs of bringing the assets to their working condition and location for their intended use.

The costs of self-constructed or manufactured assets are the actual construction or manufacturing cost plus installation and test running costs.

Tangible fixed assets are depreciated using the straight-line method over their following estimated useful lives:

	(Years)
	Current year
Buildings and structures	5 - 25
Machinery and equipment	3 - 25
Motor vehicles	3 - 10
Office equipment	3 - 8
Other assets	3 - 25

Finance lease assets and depreciation

Finance lease assets are acquired from finance lease transactions, whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

Assets held under finance leases are recognized as assets of the Corporation at their fair value at the inception of the lease or, if lower, at the present value of the minimum lease payments. The corresponding liability to the lessor is included in the consolidated balance sheet as a finance lease obligation. Lease payments are apportioned between finance charges and reduction of the lease obligation so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are charged to profit or loss, unless they are directly attributable to qualifying assets, in which case they are capitalized in accordance with the Corporation's general policy on borrowing costs.

Intangible assets and amortisation

(i) Land use rights

Intangible assets represent land use rights that are stated at cost less accumulated amortisation. Definite land use rights are amortised using the straight-line method over the duration of the right to use the land. Indefinite land use

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

rights are not amortised.

(ii) License, copyright and patent

Purchase price of license is accounted for as intangible asset. License is amortised to the consolidated income statement on straight-line basis over a period of 3 to 5 years. The right to operate the high-speed internet lines are amortised over 15 years.

Purchase prices of copyright and patent are capitalized and accounted for as intangible asset. Copyright and patent are amortised to the consolidated income statement on straight-line basis over a period of 3 to 5 years.

(iii) Brand name and trademark

Purchase prices of trademark and brand name are recorded as intangible asset. Trademark and brand name are amortised to the consolidated income statement on straight-line basis over their estimated useful lives.

(iv) Computer software

Purchase price of new computer software, which is not an integral part of related hardware is capitalized and accounted for as intangible asset. Computer software is amortised to the consolidated income statement on straight-line basis over a period of 3 to 5 years.

Construction in progress

Properties in the course of construction for production, rental, or administrative purposes, or for other purposes, are carried at cost. Cost includes costs that are necessary to form the assets in accordance with the Corporation's accounting policy. Depreciation of these assets, on the same basis as other property assets, commences when the assets are ready for their intended use.

Long-term prepayments

Long-term prepayments comprise prepaid land rental and its attributable cost and office rental. Prepaid land rentals are charged to the consolidated income statement using the straight-line method over the lease term.

Tools and supplies issued for consumption, small devices and office refurbishment are stated at cost and expensed in accordance with the prevailing regulations.

Payable provisions

Payable provisions are made when the Corporation has a present obligation as a result of a past event, and it is probable that the Corporation will be required to settle that obligation. Provisions are measured at the management's best estimate of the expenditure required to settle the obligation as at the balance sheet date.

Provision for warranties

The provision for warranties relates mainly to goods sold and services rendered. The provision is based on estimates derived from historical warranty data associated with similar products and services.

Bonus and welfare funds

The Corporation distributes up to 10% of net profit after tax of subsidiaries to bonus and welfare funds.

Revenue recognition

Revenue is recognized when the outcome of such transactions can be measured reliably and it is probable that the economic benefits associated with the transactions will flow to the Corporation.

Revenue from the sale of goods

Revenue from the sale of goods is recognised when all five (5) following conditions are satisfied:

- the Corporation has transferred to the buyer significant risks and rewards of ownership of the goods;
- the Corporation retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold;
- the amount of revenue can be measured reliably;
- it is probable that the economic benefits associated with the transaction will flow to the Corporation; and
- the costs incurred or to be incurred in respect of the transaction can be measured reliably.

Revenue from services

Revenue of a transaction involving the rendering of services is recognised when the outcome of such transactions can be measured reliably. Where a transaction involving the rendering of services is attributable to several periods, revenue is recognised in each period by reference to the percentage of completion of the transaction at the

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

consolidated balance sheet date of that year. The outcome of a transaction can be measured reliably when all four (4) following conditions are satisfied:

- the amount of revenue can be measured reliably;
- it is probable that the economic benefits associated with the transaction will flow to the Corporation;
- the percentage of completion of the transaction at the consolidated balance sheet date can be measured reliably; and
- the costs incurred for the transaction and the costs to complete the transaction can be measured reliably.

Revenue from software development, system intergration and informatics services

Revenue is recognised in the consolidated income statement by reference to the percentage of completion of transaction at the year end. The percentage of completion is assessed by performance or the percentage of the incurred expense of the completed work over the total contract cost estimate. Revenue is not recognised if there is material unreliable element related to recovery of receivables.

Revenue from processing services

Revenue from processing services is recognised in the consolidated income statement when the goods have been processed and accepted by the buyer. No revenue is recognised if there are significant uncertainties regarding recovery of the receivables due.

Revenue from telecommunication services

Revenue from telecommunication services is recognised on pro-rata basis over the period during which the services are actually provided to customers.

Revenue from online advertising services

Revenue from online advertising services is recognised on the basis of work completed.

Revenue from tuition and fees

Revenue is recognised in the year when services are rendered. Tuition and fees collected in advance from the students are recorded as unearned revenue on the consolidated balance sheet and released to the consolidated income statement in the year in which the semester falls.

• **Tuition and fee payment**

Tuition and fees are fully payables in advance prior to the beginning of each semester.

• **Enrolment fee or application fee**

A one-time fixed application fee is charged per student and collected with applications for enrolment. Proceeds from the application fees are used to defray the costs associated with all procedures relating to processing each student's enrolment, including the administration of applicable assessment evaluation of prior school records and appropriate placement for the student. The application fee is not refundable.

Interest income is accrued on a time basis, by reference to the principal outstanding and at the applicable interest rate.

Dividend income from investments is recognised when the Corporation's right to receive payment has been established.

Foreign currencies

The Corporation applies the method of recording foreign exchange differences in accordance with Circular No. 202/2014/TT-BTC dated 22 December 2014, Circular No. 53/2017/TT-BTC and the Vietnamese Accounting Standard No. 10 (VAS 10) "Effects of changes in foreign exchange rates". Accordingly, transactions arising in foreign currencies are translated at exchange rates ruling at the transaction date. The balances of monetary items denominated in foreign currencies as at the balance sheet date are retranslated at the exchange rates on the same date. Exchange differences arising from the translation of these accounts are recognised in the consolidated income statement.

Goodwill and fair value adjustments arising on the acquisition of a foreign operation are treated as assets and liabilities of the foreign operation and translated at the closing rate.

Financial statements of foreign operations

For the purpose of presenting consolidated financial statements, the assets and liabilities of the foreign operations (including comparative figures) are expressed in reporting currency using exchange rates prevailing on the balance sheet date. Income and expense items (including comparative figures) are translated at the average exchange rates for the year, unless exchange rates fluctuated significantly during that year, in which case the exchange rates at the dates of the transactions are used. Exchange differences arising, if any, are classified as equity and

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

transferred to the Corporation's foreign exchange reserve. Such translation differences are recognised in profit or loss in the year in which the foreign operation is disposed of.

Borrowing costs

Borrowing costs are recognised in the consolidated income statement in the year when incurred unless they are capitalised in accordance with Vietnamese Accounting Standard No. 16 "Borrowing costs". Accordingly, borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use or sale. Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the cost of those assets. For specific borrowings for the purpose of construction of fixed assets and investment properties, borrowing costs are capitalised even when the construction period is under 12 months.

Earnings per share

The Corporation presents basic earnings per share (EPS) and diluted earnings per share (Diluted EPS) for its ordinary shares. Basic EPS is calculated by having the profit or loss attributable to the ordinary shareholders of the Corporation divided by the weighted average number of outstanding ordinary shares during the year. Diluted EPS is determined by adjusting the profit or loss attributable to the ordinary shareholders and the weighted average number of ordinary shares outstanding taking into consideration the effect of all dilutive potential ordinary shares, which comprise convertible bonds and share options.

Related parties

Related parties include associates and key management personnel of the Corporation.

Taxation

Income tax expense represents the sum of the tax currently payable and deferred tax.

The tax currently payable is based on taxable profit for the year. Taxable profit differs from profit before tax as reported in the consolidated income statement because it excludes items of income or expense that are taxable or deductible in other years (including loss carried forward, if any) and it further excludes items that are never taxable or deductible.

Deferred tax is recognised on significant differences between carrying amounts of assets and liabilities in the consolidated financial statements and the corresponding tax bases used in the computation of taxable profit and is accounted for using balance sheet liability method. Deferred tax liabilities are generally recognised for all temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profit will be available against which deductible temporary differences can be utilised.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset realised. Deferred tax is charged or credited to profit or loss, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same tax authority and the Corporation intends to settle its current tax assets and liabilities on a net basis.

The determination of the tax currently payable is based on the current interpretation of tax regulations. However, these regulations are subject to periodic variation and their ultimate determination depends on the results of the tax authorities' examinations.

Other taxes are paid in accordance with the prevailing tax laws in Vietnam.

4. SEGMENT REPORTING

A business segment is a distinguishable component of an enterprise that is engaged in providing an individual product or service or a group of related products or services and that is subject to risks and returns that are different from those of other business segments.

The Corporation has two major segments under the management of FPT Corporation (the "Corporation") as follows:

Information Technology and Telecommunication

- **Telecommunication:** providing internet services to individuals and households, internet services to enterprises such as providing internet leased line service, domestic and international telecommunication, domain,

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

- hosting, Web Portal services, IPTV etc.;
- **Digital content:** providing online services for enterprises and individual customers, including online newspapers (such as VnExpress.net, Ngoinfo.net, IOnet, PCWorld.com.vn, Gamethu.vn etc.); online advertising, AdNetwork, online music, e-payment etc.;
 - **Software Outsourcing:** Software production, providing consultancy and deployment of S.M.A.C/IoT, digital transformation services, IT system transformation services, quality assurance testing, embedded software, ERP implementation and management services;
 - **Software solutions, system integration and informatics services:** providing application software solutions, providing information system integration services, supplying IT equipment, data center services, networking and security system design/development; warranty and maintenance of IT products authorized by hardware vendors;
 - **Manufacture, distribution and retail of technology products:** producing technology products and distributing IT products including IT hardware, application software for mobile phones via chains of retail IT product outlets/showrooms.
 - **Investment and education:** including the following main activities:
 - Providing training services in IT, business management majors at high education, university, and post-graduate levels;
 - Managing investments in associates operating in the finance field;
 - Managing and developing real estate projects relating to the Corporation's infrastructure needs.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

Current year

Unit: VND million

Items	Information Technology and Telecommunication					Investment and education	Elimination	Total
	Telecom munication	Digital content	Software outsourcing	Software solution, system integration and informatics services	Technology product manufacture, distribution and retail			
Segment revenue								
External revenue	7,131,438	519,569	6,054,075	4,820,050	22,897,805	1,235,674	-	42,658,611
Inter segment revenue	177	-	188,168	178,662	1,314,050	151,966	(1,833,023)	-
Total segment revenue	7,131,615	519,569	6,242,243	4,998,712	24,211,855	1,387,640	(1,833,023)	42,658,611
Segment expenses (i)								
Directly attributable expenses	(6,197,119)	(243,771)	(4,745,713)	(4,934,853)	(23,637,499)	(1,593,212)	1,822,265	(39,529,902)
In which:								
- Depreciation and amortisation	(795,051)	(5,382)	(142,807)	(27,176)	(7,832)	(48,204)	(12,965)	(1,039,417)
- Allocation of long-term prepaid expenses	(324,548)	(8,820)	(415,826)	(71,537)	(141,688)	(105,253)	-	(1,067,672)
Segment result (ii)	934,496	275,798	1,496,530	63,859	574,356	(205,572)	(10,758)	3,128,709
Segment profit before tax	908,643	313,831	1,067,920	63,124	705,472	3,078,120	(1,881,992)	4,255,118
Segment assets	8,030,280	1,136,336	5,834,420	4,955,656	-	5,940,992	(898,007)	24,999,677
Segment liabilities	4,609,909	458,899	3,071,939	3,577,587	-	1,441,149	(1,397,775)	11,761,708
Total expenses for acquisition of fixed assets	1,321,096	10,441	757,111	201,901	267,483	562,308	(150,335)	2,970,005

(i). (Segment expenses arising from the business activities of the segment are charged directly to that segment and part of the business costs are allocated to that segment, including outbound sales costs and expenses related to transactions with other segments of the business. Accordingly, segment expenses include cost of sales, selling and administration expenses.

(ii). Segment result is the segment revenue less segment expenses.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

Previous year

Unit: VND million

Items	Information Technology and Telecommunication					Investment and education	Elimination	Total	
	Telecommunication	Digital content	Software outsourcing		Software solution, system integration and informatics services				Technology product manufacture, distribution and retail
Segment revenue									
External revenue	6,175,519	490,028	5,144,581		4,472,219	22,091,772	1,157,350	-	39,531,469
Inter segment revenue	921	-	36,499		322,009	1,091,496	592,193	(2,043,118)	-
Total segment revenue	6,176,440	490,028	5,181,080		4,794,228	23,183,268	1,749,543	(2,043,118)	39,531,469
Segment expenses									
Directly attributable expenses	(5,189,977)	(294,835)	(4,234,836)		(4,542,691)	(22,665,283)	(1,631,688)	2,076,363	(36,482,947)
In which:									
- Depreciation and amortisation	(737,030)	(5,685)	(108,487)		(30,087)	(9,091)	(47,351)	4,291	(933,440)
- Allocation of long-term prepaid expenses	(170,375)	(60,622)	(100,484)		(49,799)	(134,956)	(113,686)	-	(629,922)
Segment result	986,463	195,193	946,244		251,537	517,985	117,855	33,245	3,048,522
Segment profit before tax	944,050	254,258	855,443		246,808	543,797	1,288,277	(1,118,734)	3,013,899
Segment assets	7,666,007	862,151	2,435,642		4,014,125	10,157,299	7,645,750	(2,947,712)	29,833,262
Segment liabilities	4,947,606	378,775	1,242,049		2,932,025	8,316,169	4,620,957	(4,052,394)	18,385,187
Total expenses for acquisition of fixed assets	1,007,197	54,386	699,203		45,597	257,107	204,205	23,404	2,291,099

5. CASH AND CASH EQUIVALENTS

Unit: VND

	Closing balance	Opening balance
Cash on hand	10,143,297,590	103,615,081,671
Bank demand deposits	1,874,995,984,980	2,604,781,880,302
Cash in transfer	1,295,936,150	-
Cash equivalents	1,594,224,296,068	3,304,964,427,801
	3,480,659,514,788	6,013,361,389,774

6. FINANCIAL INVESTMENTS

Unit: VND

	Closing balance		Opening balance	
	Cost	Carrying amount	Cost	Carrying amount
a. Held-to-maturity investments	4,438,905,249,557	4,379,446,212,073	3,515,704,023,221	3,472,087,285,737
- Term deposit	4,352,630,197,781	4,352,630,197,781	3,429,337,941,445	3,429,337,941,445
- Other short-term investments	86,275,051,776	26,816,014,292	86,366,081,776	42,749,344,292

6. FINANCIAL INVESTMENTS (Continued)

Unit: VND

	Closing balance			Opening balance		
	Cost	Provision	Fair value	Cost	Provision	Fair value
b. Long-term financial investments						
b1) Investments in associates	630,000,000,000	-	(*)	137,500,000,000	-	
- Synnex FPT Joint Stock Company	398,500,000,000	-	(*)	-	-	
- FPT Securities Joint Stock Company	110,000,000,000	-	246,465,673,600	110,000,000,000	-	(*)
- FPT Digital Retail Joint Stock Company	94,000,000,000	-	(*)	-	-	
- FPT Capital Management Joint Stock Company	27,500,000,000	-	(*)	27,500,000,000	-	(*)
b2) Equity investments in other entities	749,259,852,282	(299,595,283,237)		756,802,393,141	(221,058,175,167)	
- Vietnam Investment Fund	2,100,000,000	-	(*)	4,200,000,000	-	(*)
- Other investments	747,159,852,282	(299,595,283,237)	(*)	752,602,393,141	(221,058,175,167)	(*)

(*) In accordance with Circular No. 200/2014/TT-BTC dated 22 December 2014, the fair value of investments in associates and investments in other entities as at 31 December 2017 should be presented. The Corporation determined the fair value of the investments on the basis of the prices quoted on the stock exchange and the number of shares held by the Corporation at consolidated balance sheet date. However, since the shares of the Company's associates and other entities have not been listed, and there has been no guidance on determination of fair value of investments in unlisted shares, the fair value of such investments have not been disclosed as required by Circular No. 200/2014/TT-BTC.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

7. RECEIVABLES FROM CONTRACTS UNDER PERCENTAGE OF COMPLETION METHOD

Unit: VND

	Closing balance	Opening balance
Recognised revenue to date under percentage of completion method	838,578,943,346	1,772,369,103,380
Less: progress billings and advances from customers	(406,997,750,006)	(1,151,216,691,243)
	431,581,193,340	621,152,412,137

8. OTHER RECEIVABLES

Unit: VND

	Closing balance	Opening balance
a) Current		
Receivables related to maintenance services	98,011,262,505	136,898,781,308
Receivables related to support from suppliers	-	303,648,144,565
Deposits and mortgages	137,469,600,809	63,213,551,424
Other receivables	531,519,508,185	341,468,283,557
	767,000,371,499	845,228,760,854
b) Non-current		
Deposits and mortgages	69,491,018,667	137,214,287,867
Other receivables	55,343,597,639	55,124,936,364
	124,834,616,306	192,339,224,231

9. BAD DEBITS

Total amount of receivables past due or not past due but impaired:

Unit: VND

	Closing balance		Opening balance	
	Cost	Recoverable amount	Cost	Recoverable amount
	300,520,115,186	65,272,143,981	254,137,566,017	57,748,506,249

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

10. INVENTORIES

	Closing balance		Opening balance	
	Cost	Provision	Cost	Provision
Goods in transit	120,106,386,194	-	416,075,802,077	-
Tools and supplies	89,770,774,162	-	87,766,304,143	-
Work in progress	308,795,278,723	-	663,345,582,162	-
Merchandise	505,371,513,444	(3,831,528,933)	3,449,842,451,134	(63,221,663,567)
Total	1,024,043,952,523	(3,831,528,933)	4,617,030,139,516	(63,221,663,567)

11. PREPAYMENTS

	Closing balance	Opening balance
a) Current		
Expenditure for transforming into optical fiber system	354,578,822,565	192,453,308,435
Other current prepayments	405,369,227,288	508,283,691,030
	759,948,049,853	700,736,999,465
b) Non-current		
PayTV installation cost	377,607,624,634	267,928,451,861
Initial set-up for outlets	-	230,768,170,923
Office repair and maintenance	220,347,451,792	153,075,038,876
Prepayments for systems integration contracts	26,274,393,216	38,632,661,595
Electronic equipment and computer system	53,718,966,212	37,296,690,569
Other non-current prepayments	133,485,185,736	289,685,172,677
	811,433,621,590	1,017,386,186,501

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

12. TAXES AND OTHER RECEIVABLES FROM/PAYABLES TO THE STATE BUDGET

Movement of taxes and other receivables from/payables to the State budget:

Items	Opening balance	Amount payable	Amount paid and deducted	Adjustment due to divestment	Closing balance
Value added tax	133,461,681,979	5,353,622,913,908	5,300,771,706,330	(52,077,807,673)	134,235,081,884
- Output value added tax	132,755,827,690	4,437,249,751,589	4,384,071,162,935	(52,399,863,673)	133,534,552,671
- Value added tax on imports	705,854,289	916,373,162,319	916,700,543,395	322,056,000	700,529,213
Import duties	48,030,880	13,531,467,768	13,531,870,059	-	47,628,589
Corporate income tax	46,727,349,284	685,569,033,431	644,183,201,955	(53,027,439,059)	35,085,741,701
Personal income tax	26,450,813,715	334,903,425,448	333,316,011,200	(718,040,121)	27,320,187,842
Foreign contractor withholding tax	8,004,356,857	58,266,891,716	59,363,093,205	(676,006,930)	6,232,148,438
Other taxes and fees	4,612,515,695	3,238,864,677	2,094,414,272	-	5,756,966,100
Total	219,304,748,410	6,449,132,596,948	6,353,260,297,021	(106,499,293,783)	208,677,754,554
In which:					
- Taxes and other receivables from the State budget	123,171,805,359				111,743,332,877
- Taxes and amounts payable to the State budget	342,476,553,769				320,421,087,431

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Continued)

FORM B 09-DN/HN

12. TAXES AND OTHER RECEIVABLES FROM/PAYABLES TO THE STATE BUDGET (Continued)

The balance of taxes and other receivables from/payables to the State budget in detail:

- Taxes and amounts receivable from the State budget

Unit: VND

Taxes and other receivables from the State budget	Closing balance	Opening balance
Value added tax	1,155,425,702	5,630,266,065
Import duties	34,802,628	34,802,628
Corporate income tax	110,103,151,153	116,579,453,690
Personal income tax	99,858,547	825,915,529
Foreign contractor withholding tax	350,094,847	101,367,447
Total	111,743,332,877	123,171,805,359

- Taxes and amounts payable to the State budget

Unit: VND

Taxes and amounts payable to the State budget	Closing balance	Opening balance
Value added tax	135,390,507,586	139,091,948,044
Import duties	82,431,217	82,833,508
Corporate income tax	145,188,892,854	163,306,802,974
Personal income tax	27,420,046,389	27,276,729,244
Foreign contractor withholding tax	6,582,243,285	8,105,724,304
Other taxes and fees	5,756,966,100	4,612,515,695
Total	320,421,087,431	342,476,553,769

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

13. INCREASE, DECREASE IN TANGIBLE FIXED ASSETS

Unit: VND

	Buildings, structures	Machinery, equipment	Motor vehicles	Office equipment	Others	Total
COST						
Opening balance	1,139,385,346,611	5,836,176,211,536	91,407,669,190	828,787,242,675	36,270,828,665	7,932,027,298,677
Purchases	45,330,774,815	875,630,180,679	8,696,491,595	75,554,819,333	729,437,600	1,005,941,704,022
Transfer from construction in progress	506,130,204,081	24,208,964,966	-	-	-	530,339,169,047
Disposals	(12,852,462,819)	(80,128,197,873)	(9,731,586,402)	(22,546,664,528)	(368,772,632)	(125,627,684,254)
Reclassification	(7,298,527,397)	244,406,709,237	(31,158,287,024)	(180,114,161,193)	(25,835,733,623)	-
Decrease due to divestment	(44,913,723,333)	(9,920,033,472)	(3,396,015,426)	(24,651,886,336)	(22,004,052)	(82,903,662,619)
Other increases/(decreases) (*)	(637,021,000)	(994,292,099,114)	(706,526,214)	(3,983,070,873)	15,479,472	(999,603,237,729)
Closing balance	1,625,144,590,958	5,896,081,735,959	55,111,745,719	673,046,279,078	10,789,235,430	8,260,173,587,144
ACCUMULATED DEPRECIATION						
Opening balance	232,116,078,934	2,863,709,348,252	39,809,383,118	646,051,067,932	19,042,832,015	3,800,728,710,251
Charge for the year	59,776,774,625	813,079,867,156	6,077,395,733	46,842,294,437	1,007,268,768	926,783,600,719
Disposals	(1,848,979,486)	(30,414,485,879)	(5,772,515,430)	(19,516,462,008)	(267,072,632)	(57,819,515,435)
Reclassification	(2,920,422,076)	167,463,652,370	(7,723,433,162)	(145,734,501,103)	(11,085,296,029)	-
Decrease due to divestment	(7,843,333)	(7,573,768,164)	(2,548,035,739)	(17,812,489,103)	(10,211,946)	(27,952,348,285)
Other (decreases) (*)	(584,365,319)	(963,288,447,221)	(706,526,214)	(463,803,184)	(2,016,777,481)	(967,059,919,419)
Closing balance	286,531,243,345	2,842,976,166,514	29,136,268,306	509,366,106,971	6,670,742,695	3,674,680,527,831
NET BOOK VALUE						
Opening balance	907,269,267,677	2,972,466,863,284	51,598,286,072	182,736,174,743	17,227,996,650	4,131,298,588,426
Closing balance	1,338,613,347,613	3,053,105,569,445	25,975,477,413	163,680,172,107	4,118,492,735	4,585,493,059,313

(*) Other decreases in fixed assets during the year mainly represent machinery and equipment from former telecommunications fibre infrastructure, which had been retrieved after transforming into optical fibre infrastructure during the period from 2014 to 2016. Since 2017, the Corporation has no longer used such assets so the Corporation has reclassified them into inventory for disposal or replacement purpose.

As at 31 December 2017, the cost of the Corporation's assets including machinery and equipment, motor vehicles and office equipment which had been fully depreciated but are still in use was approximately VND 1,124,840 million (as at 31 December 2016: VND 1,178,130 million).

14. INCREASE, DECREASE IN INTANGIBLE ASSETS

Unit: VND

	Land use right	Computer software	License, copyright and patent	Total
COST				
Opening balance	175,569,944,381	296,738,889,131	348,919,123,114	821,227,956,626
Additions	-	37,324,845,884	20,938,193,194	58,263,039,078
(Decrease) due to divestment	-	(8,215,812,791)	(995,258,570)	(9,211,071,361)
Other increases/(decreases)	(36,454,412,982)	(810,319,388)	284,404,193,593	247,139,461,223
Closing balance	139,115,531,399	325,037,602,836	653,266,251,331	1,117,419,385,566
ACCUMULATED AMORTISATION				
Opening balance	4,662,773,884	219,189,411,207	141,154,883,386	365,007,068,477
Charge for the year	2,442,170,042	41,761,187,679	68,366,290,123	112,569,647,844
(Decrease) due to divestment	-	(5,546,367,270)	(1,129,203,239)	(6,675,570,509)
Other increases/(decreases)	-	(11,278,984,650)	(338,621,570)	(11,617,606,220)
Closing balance	7,104,943,926	244,125,246,966	208,053,348,700	459,283,539,592
NET BOOK VALUE				
Opening balance	170,907,170,497	77,549,477,924	207,764,239,728	456,220,888,149
Closing balance	132,010,587,473	80,912,355,870	445,212,902,631	658,135,845,974

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN



15. CONSTRUCTION IN PROGRESS

Fluctuation:

Unit: VND

	Current year	Prior year
Opening balance	1,006,742,286,288	679,175,240,676
Additions	771,849,613,507	556,442,887,428
Transferred to fixed assets	(805,917,957,379)	(152,644,134,326)
Decrease due to divestment	(123,243,421,629)	-
Other decreases	(43,870,624,570)	(76,231,707,490)
Closing balance	805,559,896,217	1,006,742,286,288

Details by project are as follows:

Unit: VND

	Closing balance	Opening balance
Construction in progress		
Constructions	805,559,896,217	1,006,742,286,288
In which:		
- FPT Tower Project	393,003,100,000	-
- Tan Thuan 3 office building project	122,790,367,827	48,376,071,414
- Nam An Khanh project	92,999,271,455	92,999,271,455
- Asia Pacific Gateway Cable Network	-	200,345,640,231
- FPT office project in Da Nang	-	341,918,642,898
- F-Town 2 project	-	206,965,877,936
- Other projects	196,767,156,935	116,136,782,354
	805,559,896,217	1,006,742,286,288

During the year, total interest expense capitalized into the cost of construction in progress was approximately VND 3,421 million.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

16. INVESTMENTS IN SUBSIDIARIES

Details of the Corporation's subsidiaries as at 31 December 2017 are as follows:

Name of subsidiaries	Place of incorporation and operation	Proportion of ownership rate	Proportion of voting power held	Principal activities
FPT Information System Corporation	Floor 22, Keangnam Landmark 72, E6 Pham Hung, Me Tri, Tu Liem, Hanoi	100%	100%	Providing application software solution, ERP service, IT service and integrated system service
FPT Software Company Limited	Floor 6-12 FPT Cau Giay Building, Duy Tan Street, Cau Giay District, Hanoi	100%	100%	Providing software services and products
FPT Telecom Joint Stock Company (i)	Floor 2, FPT Cau Giay Building, Duy Tan Street, Cau Giay District, Hanoi	45.65%	45.65%	Providing ADSL services, fixed line internet services, online advertising and other online services
FPT Education Company Limited	FPT Cau Giay Building, Duy Tan Street, Cau Giay District, Hanoi	100%	100%	Providing training and technology services
FPT Online Service Joint Stock Company	No. 408 Dien Bien Phu Street, Ward 11, District 10, Ho Chi Minh City	51.95%	84.08%	Providing online services
FPT Investment Company Limited	Floor 13, FPT Cau Giay Building, Duy Tan Street, Cau Giay District, Hanoi	100%	100%	Providing financial services activities (investment consulting service, excluding legal and financial consulting services)
FPT Media Company Limited (ii)	FPT Cau Giay Building, Duy Tan Street, Cau Giay District, Hanoi	100%	100%	Producing news and entertainment shows; providing telecom and advertising services

(i). As at 31 December 2017, FPT Corporation holds 45.65% ownership interest (31 December 2016: 45.65%) and 45.65% of voting rights (31 December 2016: 45.65%) at FPT Telecom Joint Stock Company. However, the Corporation has the power to cast the majority of votes at meetings of the Board of Directors of FPT Telecom Joint Stock Company and thus, the Corporation has the power to control the financial and operating policies of FPT Telecom Joint Stock Company. Therefore, the Corporation has control over FPT Telecom Joint Stock Company, and thus, the financial statements of FPT Telecom Joint Stock Company are incorporated in the Corporation's consolidated financial statements.

(ii). On 08 August 2011, the Executive President of FPT Corporation issued Decision No. 79.1-2011/QD-FPT-TGD on temporarily narrowing the business activities of FPT Media Company Limited.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

17. INVESTMENTS IN ASSOCIATES

Unit: VND

	Current year	Prior year
Opening balance	289,799,251,298	271,434,002,318
Share of net profit after corporate income tax of associates	56,959,207,134	27,967,915,280
Dividends received	(9,034,665,500)	(8,066,666,300)
Increase due to FRT, FTG changed to associates	995,980,645,307	-
Other decreases	-	(1,536,000,000)
Closing balance	1,333,704,438,239	289,799,251,298

Details of the Corporation's associates as at 31 December 2017 which the Corporation accounted for using the equity method in its consolidated financial statements are as follows:

Name of associate	Place of incorporation and operation	Proportion of ownership and voting right	Principal activities
FPT Digital Retail Joint Stock Company	261 - 263 Khanh Hoi, Ward 5, District 4, Hochiminh City	47%	Retails of computers, peripheral devices, software and telecommunication equipment; telecom service agent
Synnex FPT Joint Stock Company	FPT Cau Giay Building, Duy Tan Street, Cau Giay District, Hanoi	48%	Producing technology products and distributing IT devices and mobile phone; and manufacturing computers
FPT Securities Joint Stock Company	No. 52, Lac Long Quan Road, Buo Ward, Tay Ho District, Hanoi	20%	Securities trading, brokerage, investment advisory and securities depository services
FPT Fund Management Joint Stock Company	Floor 9, TTC Building, Lot B1A, Dich Vong Hau Ward, Pham Hung Street, Cau Giay District, Hanoi	25%	Portfolio and fund management and other services

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

18. DEFERRED TAX ASSETS

Unit: VND

	Fixed assets	Revenue	Others	Total
Opening balance	18,653,684,506	58,915,160,591	11,386,781,761	88,955,626,858
Transferred to the consolidated income statement of the year	(858,283,264)	(24,553,816,873)	(1,314,758,310)	(26,726,858,446)
Other decreases	-	(1,321,203,691)	(473,158,780)	(1,794,362,471)
Closing balance	17,795,401,242	33,040,140,027	9,598,864,671	60,434,405,941

19. SHORT-TERM ACCRUED EXPENSES

Unit: VND

	Closing balance	Opening balance
Accrued expenses for system integration projects	408,455,330,656	283,923,262,971
Others	509,963,462,607	319,034,367,023
	918,418,793,263	602,957,629,994

20. UNEARNED REVENUE

Unit: VND

	Closing balance	Opening balance
a) Current		
Unearned revenue related to telecom service	987,786,150,810	866,098,041,817
Unearned revenue related to tuition and fees	230,852,766,071	166,774,771,397
Other unearned revenues	74,992,000,747	209,156,835,748
	1,293,630,917,628	1,242,029,648,962
b) Non-current		
Unearned revenue related to telecom service	7,373,253,511	7,745,770,847
Other unearned revenues	40,423,286,118	4,559,560,242
	47,796,539,629	12,305,331,089

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

21. OTHER PAYABLES

Unit: VND

	Closing balance	Opening balance
a) Current		
Trade union fee	43,851,162,084	43,310,476,507
Social, health and unemployment insurance	10,125,934,480	39,424,867,479
Short-term deposits received	120,204,816,937	165,183,629,597
Dividends payable	171,123,751,156	80,751,052,964
Support fee received in advance from suppliers	-	12,826,578,188
Other current payables	94,184,548,166	182,128,806,018
	439,490,212,823	523,625,410,753
b) Non-current		
Long-term deposits received	205,725,910	3,208,810,814
Other non-current payables	1,319,744,011	145,620,064,962
	1,525,469,921	148,828,875,776

22. SHORT-TERM LOANS AND OBLIGATIONS UNDER FINANCE LEASES

Unit: VND

Items	Opening balance		In the year			Closing balance	
	Amount	Amount able to be paid off	Increase	Decrease due to divestment from FRT, FTG	Other decrease	Amount	Amount able to be paid off
Short-term loans from banks and business entities (i)	8,858,678,752,603	8,858,678,752,603	20,876,999,653,752	4,704,175,825,331	21,277,074,128,878	3,754,428,452,146	3,754,428,452,146
Current portion of long-term loans and liabilities	347,987,482,964	347,987,482,964	660,753,407,360	-	646,180,634,146	362,560,256,178	362,560,256,178
- Current portion of long-term loans (see details in Note 24)	347,210,189,024	347,210,189,024	659,264,059,662	-	644,810,549,652	361,663,699,034	361,663,699,034
- Current portion of long-term obligations under finance leases	777,293,940	777,293,940	1,489,347,698	-	1,370,084,494	896,557,144	896,557,144
Total	9,206,666,235,567	9,206,666,235,567	21,537,753,061,112	4,704,175,825,331	21,923,254,763,024	4,116,988,708,324	4,116,988,708,324

(i). Most of short-term loans from banks and business entities are unsecured. These loans can be withdrawn in either Vietnam Dong or United States Dollar. Interest rate is determined in respect of each specific withdrawal.

23. PROVISIONS

Unit: VND

	Short-term provisions for warranties	Long-term provisions for warranties	Long-term provisions for guarantees on student loans	Total
Opening balance	7,733,835,968	5,597,632,467	12,905,000	13,344,373,435
Additional provision in the year	21,521,461,241	7,894,100,968	-	29,415,562,209
Reversal of provisions	(1,225,360,054)	(2,547,505,723)	-	(3,772,865,777)
Utilisation of provisions	(7,481,314,483)	(7,188,403,996)	-	(14,669,718,479)
Decrease due to divestment	(14,497,198,625)	(390,221,418)	-	(14,887,420,043)
Closing balance	6,051,424,047	3,365,602,298	12,905,000	9,429,931,345

Warranties

The provision for warranties relates mainly to goods sold and services rendered. The provision is based on estimates derived from historical warranty data associated with similar products and services.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

24. LONG-TERM LOANS AND OBLIGATIONS UNDER FINANCE LEASES

Unit: VND

Items	Opening balance		In the year		Closing balance	
	Amount	Amount able to be paid off	Increase	Decrease	Amount	Amount able to be paid off
Long-term loans	1,077,750,425,528	1,077,750,425,528	653,752,239,883	807,516,273,721	923,986,391,690	923,986,391,690
Long-term obligations under finance leases	2,934,670,244	2,934,670,244	2,219,096,375	1,370,084,494	3,783,682,125	3,783,682,125
Total	1,080,685,095,772	1,080,685,095,772	655,971,336,258	808,886,358,215	927,770,073,815	927,770,073,815

Of which:

- Amount due for settlement within 12 months	347,987,482,964	362,560,256,178
- Amount due for settlement after 12 months	732,697,612,808	565,209,817,637

Details of long-term loans by term:

Unit: VND

	Closing balance	Opening balance
Long-term loans	923,986,391,690	1,077,750,425,528
- 3 year-term	457,674,918,560	216,021,865,713
- 4 year-term	190,193,709,103	684,076,132,429
- 5 year-term	276,117,764,027	177,652,427,386
Long-term obligations under finance leases	3,783,682,125	2,934,670,244
Total	927,770,073,815	1,080,685,095,772
Of which:		
- Amount due for settlement within 12 months	362,560,256,178	347,987,482,964
- Amount due for settlement after 12 months	565,209,817,637	732,697,612,808

Long-term loans are repayable as follows:

Unit: VND

	Closing balance	Opening balance
On demand or within one year	361,663,699,034	347,210,189,024
In the second year	339,004,368,712	334,995,327,274
In the third to fifth year inclusive	223,318,323,944	395,544,909,230
	923,986,391,690	1,077,750,425,528
Less: Amount due for settlement within 12 months (shown under current liabilities)	361,663,699,034	347,210,189,024
Amount due for settlement after 12 months	562,322,692,656	730,540,236,504

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

25. OWNERS' EQUITY

Movement in owners' equity

Unit: VND

	Owners' contributed capital	Share premium	Other owners' capital	Treasury shares	Foreign exchange reserve	Investment and development fund	Other reserves	Retained earnings	Total
Prior year's opening balance	3,975,316,400,000	49,465,703,201	-	(823,760,000)	(6,549,325,268)	79,036,549,084	87,227,790,014	4,394,554,749,025	8,578,228,106,056
Shares issued	19,868,290,000	-	-	-	-	-	-	-	19,868,290,000
Profit for the year	-	-	-	-	-	-	-	1,990,642,578,391	1,990,642,578,391
Transferred to bonus and welfare funds	-	-	-	-	-	-	-	(190,500,613,310)	(190,500,613,310)
Distribution and utilisation of Investment and development fund	-	-	-	-	-	47,853,284,424	-	(60,240,152,320)	(12,386,867,896)
Stock dividends declared	599,082,150,000	-	56,882,670,000	-	-	-	-	(655,964,820,000)	-
Cash dividends declared	-	-	-	-	-	-	-	(858,780,401,000)	(858,780,401,000)
Other movements	-	-	-	-	673,857,169	-	(589,250)	(5,371,478,283)	(4,698,210,364)
Current year's opening balance	4,594,266,840,000	49,465,703,201	56,882,670,000	(823,760,000)	(5,875,468,099)	126,889,833,508	87,227,200,764	4,614,339,862,503	9,522,372,881,877
Shares issued	22,963,700,000	-	-	-	-	-	-	-	22,963,700,000
Profit for the year	-	-	-	-	-	-	-	2,931,530,862,562	2,931,530,862,562
Transferred to bonus and welfare funds	-	-	-	-	-	-	-	(212,329,680,082)	(212,329,680,082)
Distribution and utilisation of Investment and development fund	-	-	-	-	-	44,270,763,538	-	(52,450,388,283)	(8,179,624,745)
Stock dividends declared (i)	692,380,510,000	-	62,570,940,000	-	-	-	-	(754,951,450,000)	-
Cash dividends declared	-	-	-	-	-	-	-	(992,519,407,000)	(992,519,407,000)
Other movements	-	-	168,375,913,052	-	16,234,007,546	-	3,150,660	(22,211,149,493)	162,401,921,765
Current year's closing balance	5,309,611,050,000	49,465,703,201	287,829,523,052	(823,760,000)	10,358,539,447	171,160,597,046	87,230,351,424	5,511,408,650,206	11,426,240,654,377

(i). In the year, the Corporation issued 69,238,051 shares for payment of 2016 dividend according to the Company's Shareholders' Annual General Meeting of 2017. FPT Telecom Joint Stock Company (a subsidiary in the Corporation) also issued shares to the Corporation as payment of 2016 dividend which was recorded as other owners' capital according to Circular No. 202/2014/TT-BTC dated 22 December 2014.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

Dividends

On 31 March 2017, the Company's Shareholders' Annual General Meeting approved the plan of payment of 2016 dividend by stock at the pay-out ratio of 15% (03 new shares for every 20 shares held) and second payment of 2016 dividend in cash at the pay-out ratio of 10% of par value (VND 1,000/share) and approved the plan of 2017 dividend advance in cash of 20% of par value (VND 2,000/share).

According to Resolution of the Board of Directors No. 02.08-2017/NQ-HDQT-FPT dated 01 August 2017, the Corporation made advance of 2017 dividend in cash at the pay-out ratio of 10% of par value (VND 1,000/share). The cash dividend pay-out ratio of the whole year 2017 will be decided by the Company's Shareholders' Annual General Meeting in 2018.

Number of outstanding shares

	Closing balance	Opening balance
	Number of shares	Number of shares
Authorised share capital	530,961,105	459,426,684
Issued share capital	530,961,105	459,426,684
Ordinary shares	530,961,105	459,426,684
<i>In which shares subject to restriction in ownership transfer</i>	<i>7,925,466</i>	<i>4,677,812</i>
Treasury shares	(82,376)	(82,376)
<i>In which shares subject to restriction in ownership transfer</i>	<i>-</i>	<i>(82,376)</i>
Outstanding shares in circulation	530,878,729	459,344,308
Ordinary shares	530,878,729	459,344,308
<i>In which shares subject to restriction in ownership transfer</i>	<i>7,925,466</i>	<i>4,595,436</i>

All ordinary shares have a par value of VND 10,000. Each share is entitled to one vote at shareholders' meetings of the Company. Shareholders are entitled to receive dividends as declared at each point of time. All ordinary shares are ranked equally with regard to the Company's residual assets. In respect of shares bought back by the Company, all rights are suspended until those shares are re-issued.

Shares subject to restriction in ownership transfer have a par value of VND 10,000. These shares are subject to restrictions according to which share owners are not allowed to resell their shares within a specified term from the date of issue.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

26. REVENUE

Unit: VND

	Current year	Prior year
Sales of merchandise and services	43,298,396,301,993	40,447,137,929,383
In which:		
- Sales of finished goods, merchandise	26,380,377,860,542	27,423,091,645,447
- Sales of services	16,918,018,441,451	13,024,046,283,936
Deductions	639,785,460,639	915,669,265,439
Net sales	42,658,610,841,354	39,531,468,663,944

Net sales represent the Corporation's sales to external parties. For management purpose, the Corporation maintains data of business revenue that comprises the Corporation's sales to external parties and sales to entities within the Corporation made on commercial basis. The sales to entities within the Corporation were eliminated on consolidation. An analysis of the composition of the Corporation's revenue is as follows:

Unit: VND

	Current year	Prior year
Net sales to external parties	42,691,757,556,511	39,531,468,663,944
Net sales to entities within the Corporation	1,153,072,077,632	1,013,108,806,543
Total business revenue	43,844,829,634,143	40,544,577,470,487

27. COST OF SALES

Unit: VND

	Current year	Prior year
Cost of finished products, goods sold	23,312,854,567,696	22,415,164,867,980
Cost of services rendered	9,653,397,556,140	8,678,879,094,315
Provision for/ (Reversal) of provision for devaluation of inventories	9,954,032,917	(710,373,575)
	32,976,206,156,753	31,093,333,588,720

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

28. PRODUCTION COST BY NATURE

Unit: VND

	Current year	Prior year
Cost of goods purchased	20,577,730,324,025	19,378,179,095,188
Raw materials	3,416,521,569,170	3,336,163,930,418
Labour	6,833,601,300,557	5,250,349,855,969
Depreciation and amortisation	2,115,909,682,562	1,563,361,396,827
Out-sourced services	5,412,822,134,539	5,533,718,614,773
Other monetary expenses	746,067,598,835	1,053,957,945,886
	39,102,652,609,688	36,115,730,839,061

29. FINANCIAL INCOME

Unit: VND

	Current year	Prior year
Interest from bank deposits and loans	396,519,971,984	299,391,605,935
Foreign exchange gain	114,316,322,519	140,131,739,284
Other financial income	1,072,263,680,164	135,236,362,239
	1,583,099,974,667	574,759,707,458

30. FINANCIAL EXPENSES

Unit: VND

	Current year	Prior year
Interest expense	368,545,679,548	374,186,078,800
Foreign exchange loss	123,580,897,013	235,544,592,503
Other financial expenses	108,745,254,656	84,483,288,677
	600,871,831,217	694,213,959,980

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

31. CORPORATE INCOME TAX EXPENSES

Unit: VND

	Current year	Prior year
Current corporate income tax expenses		
- Corporate income tax based on taxable profit in the current year	694,439,378,600	424,968,102,423
- Adjustments for corporate income tax expenses in previous years to that in the current year	4,054,537,040	(226,620,229)
Total corporate income tax expenses	698,493,915,640	424,741,482,194

Unit: VND

	Current year	Prior year
Deferred corporate income tax income		
- Deferred corporate income tax expenses arising from taxable temporary differences	28,509,947,486	70,941,103,514
- Deferred corporate income tax incomes arising from deductible temporary differences	-	(59,503,245,670)
- Deferred corporate income tax expenses arising from unrealised profit in the current year	-	2,028,480,924
Total deferred corporate income tax expenses	28,509,947,486	13,466,338,768

Applicable tax rate

Under its Business Registration Certificate and prevailing tax regulations, the Corporation is obligated to pay CIT at the rate of 10% of taxable income on software production and service, 10% of taxable income on training education and 20% of taxable income on goods sold and the other services rendered.

Tax rates applicable to subsidiaries of FPT Corporation are in accordance with the prevailing tax regulations.

32. BASIC EARNINGS PER SHARE

Basic earnings per share for the year ended 31 December 2017 was calculated based on the profit attributable to ordinary shareholders and a weighted average number of outstanding ordinary shares during the year, as follows:

Unit: VND

	Current year	Prior year
Accounting profit after corporate income tax	2,931,530,862,562	1,990,642,578,391
Appropriation to bonus and welfare funds	212,329,680,082	190,500,613,310
Weighted average number of outstanding ordinary shares	530,113,272	527,920,083
Basic earnings per share	5,129	3,410

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

Restatement of weighted average number of ordinary shares

In the year ended 31 December 2017, FPT Corporation paid dividends by shares, which led to a retrospective adjustment to the weighted average number of outstanding ordinary shares of the year ended 31 December 2016, as follows:

Unit: VND

	Weighted average number of ordinary shares	Earnings per share
Ordinary shares outstanding at the beginning of the year	458,682,032	3,925
Restatement as a result of shares from profit distribution during the year	69,238,051	(515)
As restated	527,920,083	3,410

33. FINANCIAL INSTRUMENTS

Capital risk management

The Corporation manages its capital to ensure that the Company will be able to continue as a going concern while maximising the return to the shareholders through the optimisation of the debt and equity balance.

The capital structure of the Corporation consists of net debt (borrowings disclosed in Notes 22 and 24, offset by cash and term deposits with terms within 12 months) and owners' equity (comprising capital, reserves and retained earnings).

Gearing ratio

Unit: VND

	Closing balance	Opening balance
Loans and obligations under financial leases	4,682,198,525,961	9,939,363,848,375
Less: Cash and term deposits with terms less than 12 months	7,833,289,712,569	9,442,699,331,219
Net debt	(3,151,091,186,608)	496,664,517,156
Equity	13,235,626,233,773	11,445,325,264,819
Net debt to equity ratio	-	0.04

Significant accounting policies

Details of the significant accounting policies and methods adopted by the Corporation (including the criteria for recognition, the bases of measurement, and the bases for recognition of income and expenses) for each class of financial asset, financial liability and equity instrument are disclosed in Note 3.

Financial risk management objectives

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

The Corporation has set up risk management system to identify and assess the risks exposed to the Corporation and designed control policies and procedures to manage those risks at an acceptable level. Risk management system is audited on a regular basis to reflect changes in market conditions and the Corporation's operations.

Financial risks include market risk (including foreign currency risk, interest rate risk and price risk), credit risk and liquidity risk.

Market risk

The Corporation's activities expose it primarily to the financial risks of changes in foreign currency exchange rates, interest rates and prices.

Foreign currency risk management

Certain business operations of the Corporation are exposed to risk of foreign exchange rate fluctuation such as distribution, retail, system integration and software export. Despite the fact that for IT products, foreign exchange rate fluctuation is reflected into selling price, the Corporation still proactively hedges and mitigates unidentified risks by closely monitoring principal factors affecting exchange rates as well as taking into account assessments by big financial institutions, taking appropriate hedging measures such as forward contracts, option contracts and other natural hedging measures such as fixing selling exchange rates, advance payment and others.

The carrying amounts of the Corporation's foreign currency denominated monetary assets and monetary liabilities at the end of the year are as follows:

Unit: VND

	Liabilities		Assets	
	Closing balance	Opening balance	Closing balance	Opening balance
United States Dollar (USD)	978,251,138,656	1,971,391,027,060	1,455,127,442,907	860,476,931,109
Euro (EUR)	18,234,608,023	68,492,481,932	147,321,000,157	207,023,726,267
Japanese Yen (JPY)	101,138,195,422	423,062,639,575	1,066,098,944,073	940,414,984,796
Singapore Dollar (SGD)	98,540,612,806	81,015,737,069	211,862,617,402	168,269,166,723

Foreign currency sensitivity analysis

The Corporation is mainly exposed to United States Dollar, Euro, Japanese Yen and Singapore Dollar.

The following table details the Corporation's sensitivity to a 5% increase and decrease in Vietnam Dong against the relevant foreign currencies. 5% is the sensitivity rate used when reporting foreign currency risk internally to key management personnel and represents management's assessment of the reasonably possible change in foreign exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items and adjusts their translation at the year end for a 5% change in foreign currency rates. For a 5% increase/decrease in the following foreign currencies against Vietnam Dong, the profit before tax in the year would decrease/increase by the following amount:

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

Unit: VND

	Current year	Prior year
United States Dollar (USD)	23,843,815,213	(55,545,704,798)
Euro (EUR)	6,454,319,607	6,926,562,217
Japanese Yen (JPY)	48,248,037,433	25,867,617,261
Singapore Dollar (SGD)	5,666,100,230	4,362,671,483

Share price risk management

Shares held by the Corporation are affected by market risks arising from the uncertainty about future prices of such shares. The Corporation manages this risk exposure by setting up investment limits. The Corporation's Board of Directors also assesses and approves decisions on share investments such as operating industry, investees, etc. The Corporation assesses the share price risk is immaterial.

The Corporation is also exposed to equity price risks arising from investments in subsidiaries and associates. The Corporation's Board of Directors assesses and approves decisions on investments in subsidiaries and associates such as operating industry, investees, etc. Investments in subsidiaries and associates are held for long-term strategic investments rather than trading purposes. The Corporation does not have any intention to trade these investments in the foreseeable future.

Commodity price risk management

The Corporation purchases materials, commodities from local and foreign suppliers for business purpose. Therefore, the Corporation is exposed to the risk of changes in selling prices of materials, commodities. For risk mitigation, the Corporation pays due attention to inventory count, ensuring tight and effective management of inventories from importing stage by evaluating market demand, monitoring inventories on a daily basis to take proper and timely action on the slow-moving goods.

Credit risk

Credit risk refers to the risk that counterparty will default on its contractual obligations resulting in financial loss to the Corporation. The Corporation has set up a constantly and systematically updated internal rating system in place for assessing and rating customers' financial capability over time, taking into account the ratings and assessments by intermediary financial organizations as a basis for sales on credit to customers. In addition, guarantees are required for most of the Corporation's customers who are granted with sales on credit.

The Corporation monitors its liabilities on an on-going basis, including analysis of aging report and recovery dates, customer updates and assessment etc. to take proper actions. The Corporation also buys insurance for its receivables to mitigate unpredictable risks at reasonable cost.

Liquidity risk management

The purpose of liquidity risk management is to ensure the availability of funds to meet present and future financial obligations. Liquidity is also managed by ensuring that the excess of maturing liabilities over maturing assets in any year is kept to manageable levels relative to the amount of funds that the Corporation believes can generate within that year. The Corporation's policy is to regularly monitor current and expected liquidity requirements to ensure that the Corporation maintains sufficient reserves of cash, borrowings and adequate committed funding from its shareholders to meet its liquidity requirements in the short and longer term. The Corporation has been able to optimize its payments and made use of credit from customers and counterparties via the central account.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

The following table details the Corporation's remaining contractual maturity for its non-derivative financial assets and financial liabilities with agreed repayment periods. The tables have been drawn up based on the undiscounted cash flows of financial assets and undiscounted cash flows of financial liabilities based on the earliest date on which the Corporation can be required to pay. The inclusion of information on non-derivative financial assets is necessary in order to understand the Corporation's liquidity risk management as the liquidity is managed on a net asset and liability basis.

Unit: VND

Closing balance	Less than 1 year	From 1 - 5 years	Total
Cash and cash equivalents	3,480,659,514,788	-	3,480,659,514,788
Trade and other receivables	5,033,435,124,831	231,657,122,488	5,265,092,247,319
Held-to-maturity investments	4,379,446,212,073	-	4,379,446,212,073
Equity investments in other entities	-	449,664,569,045	449,664,569,045
Total	12,893,540,851,692	681,321,691,533	13,574,862,543,225

Unit: VND

Closing balance	Less than 1 year	From 1 - 5 years	Total
Loans and obligations under finance leases	4,116,988,708,324	565,209,817,637	4,682,198,525,961
Trade and other payables	2,821,874,588,734	-	2,821,874,588,734
Accruals	918,418,793,263	-	918,418,793,263
Total	7,857,282,090,321	565,209,817,637	8,422,491,907,958
Net liquidity gap	5,036,258,761,371	116,111,873,896	5,152,370,635,267

Unit: VND

Closing balance	Less than 1 year	From 1 - 5 years	Total
Cash and cash equivalents	6,013,361,389,774	-	6,013,361,389,774
Trade and other receivables	6,104,567,810,464	380,965,916,003	6,485,533,726,467
Held-to-maturity investments	3,472,087,285,737	-	3,472,087,285,737
Equity investments in other entities	-	756,802,393,141	756,802,393,141
Total	15,590,016,485,975	1,137,768,309,144	16,727,784,795,119

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

Unit: VND

Closing balance	Less than 1 year	From 1 - 5 years	Total
Loans and obligations under finance leases	9,206,666,235,567	732,697,612,808	9,939,363,848,375
Trade and other payables	4,166,585,454,179	8,893,281,263	4,175,478,735,442
Accruals	602,957,629,994	-	602,957,629,994
Total	13,976,209,319,740	741,590,894,071	14,717,800,213,811
Net liquidity gap	1,613,807,166,235	396,177,415,073	2,009,984,581,308

The management assessed the liquidity risk at acceptable level. The management believes that the Corporation will be able to generate sufficient funds to meet its financial obligations as and when they fall due.

34. RELATED PARTY TRANSACTIONS AND BALANCES

List of related parties having significant transactions and balances for the year:

Related party	Relationship
FPT Digital Retail Joint Stock Company	Associate
Synnex FPT Joint Stock Company	Associate
FPT Fund Management Joint Stock Company	Associate
FPT Securities Joint Stock Company	Associate

During the year, the Corporation entered into the following significant transactions with its related parties:

Unit: VND

	Current year	Prior year
Dividends received in cash		
FPT Securities Joint Stock Company	9,034,665,500	8,066,666,300

As at the balance sheet date, the Corporation had significant outstanding balances with its related parties, as follows:

Unit: VND

	Closing balance	Opening balance
Entrusted investments and loans to		
FPT Fund Management Joint Stock Company	92,366,081,776	92,366,081,776
Capital contribution		

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued)

FORM B 09-DN/HN

FPT Fund Management Joint Stock Company	27,500,000,000	27,500,000,000
FPT Securities Joint Stock Company	110,000,000,000	110,000,000,000
Payables		
Synnex FPT Joint Stock Company	141,743,904,028	-
Loans		
Synnex FPT Joint Stock Company	200,000,000,000	-

35. CAPITAL COMMITMENTS

On 25 February 2015, the Corporation entered into a comprehensive cooperation agreement with Tien Phong Commercial Joint Stock Bank for supporting students who joined the training courses under the 10,000 Bridge Software Engineer program. In this program, approximately 10,000 students will be trained in Japan within 6 - 12 months. The students who participate in this training course in Japan will be rewarded financial guarantee by the Corporation equivalent to 90% of their total credit obligations arising at the Bank, with a maximum credit limit of VND 500 million. As at 31 December 2017, the number of students participating in the program in Japan are about 360, and the total respective estimated guarantee amount is VND 83,054,057,783.

Nguyen Tien Hao
Preparer

Hoang Huu Chien
Chief Accountant



Nguyen The Phuong
Executive Vice President

05 March 2018

NETWORK

FPT CORPORATION

HEAD OFFICE

Address: FPT Building, No. 17 Duy Tan Street, Dich Vong Hau ward, Cau Giay district, Hanoi
Tel: +84 243 7300 7300
Fax: +84 243 3768 7410
Website: <http://www.fpt.com.vn>

HO CHI MINH CITY BRANCH

Address: 3rd - 4th Floor, FPT Tan Thuan Building, Lot L29B-31B-33B, Tan Thuan Street, Tan Thuan Dong ward, district 7, Ho Chi Minh city.
Điện thoại: +84 8 73007300
Fax: +84 8 7300 7388

SUSIDIARIES

1. FPT INFORMATION SYSTEM COMPANY LIMITED

Head office: 22th floor, Keangnam building, Pham Hung Street, Nam Tu Liem district, Hanoi
Tel: +84 243 3562 6000/+84 7300 7373
Fax: +84 4 3562 4850
Website: <http://www.fis.com.vn>
Charter capital: VND 850,000,000,000

2. FPT SOFTWARE COMPANY LIMITED

Head office: 6th floor, FPT Cau Giay Building, Duy Tan street, Dich Vong Hau ward, Cau Giay district, Hanoi.
Tel: +84 243 3768 9048
Fax: +84 243 3768 9049
Website: <http://www.fpt-software.com>
Charter capital: VND 1,000,000,000,000

3. FPT TELECOM JOINT STOCK COMPANY

Head office: 5th floor, PVI building, No. 1, Pham Van Bach street, Cau Giay ward, Hanoi
Tel: +84 243 7300 2222
Fax: +84 243 3795 0047
Website: <http://www.fpt.vn>
Charter capital: VND 1,370,786,090,000

4. FPT EDUCATION COMPANY LIMITED

Head office: FPT University, Education and Training Zone - Hoa Lac Hi-Tech Park, Km29, Thang Long freeway, Thach That district, Hanoi
Tel: +84 243 6291 4068
Fax: +84 4 3768 7718
Website: <http://www.fpt.edu.vn>
Charter capital: VND 250,000,000,000

5. FPT ONLINE JOINT STOCK COMPANY

Head office: No. 1, Nam Ky Khoi Nghia street, Nguyen Thai Binh ward, district 1, Ho Chi Minh city
Tel: +84 87300 9999
Fax: +84 8 7300 9998
Website: <http://www.fptonline.net>
Charter capital: VND 140,853,360,000

6. FPT INVESTMENT COMPANY LIMITED

Head office: FPT Building, Duy Tan street, Dich Vong Hau ward, Cau Giay Distric, Hanoi
Tel: +84 243 73007300
Fax: +84 4 37687410
Website: <http://www.fpt.com.vn>
Charter capital: VND 800,000,000,000

FPT GLOBAL

THE AMERICAS

THE UNITED STATES OF AMERICA (USA)

Head office
Address: 801 East Campbell Rd., Suite 525, Richardson, Texas 75081, USA
Tel: +1 214 253 2662
Fax: +1 214 253 2988
Email: fusa.contact@fsoft.com.vn

Representative offices

New York
Address: 1385 Broadway, Suite 912, New York, NY 10018, USA
Tel: +1 212 418 4793

Los Angeles
Address: 801 Parkview Drive North, Ste#100, El Segundo, CA 90245, USA
Tel: +1 424 336 9888

Bellevue
Address: 13920 SE Eastgate Way, Suite 140, Bellevue, WA 98005, USA
Tel: +1 425 590 9125

Renton
Address: 901 Powell Avenue SW, Suite 111, Renton, WA 98057, USA
Tel: +1 650 931 7246

Silicon Valley
Address: 830 Stewart Dr, Suite 283, Sunnyvale, CA 94085, USA
Tel: +1 408 786 7621

Chicago
Address: 3333 Warrenville Rd. Suite 200, Lisle, IL 6053285, USA
Tel: +1 630 799 8100
Fax: +1 630 799 810

EUROPE

FRANCE
Address: 5, Place de la Pyramide chez Regus Ariane, 92800 Puteaux, France
Tel: +33 01 55 68 11 60
Fax: +33 01 55 68 10 00

GERMANY Frankfurt
Address: Dornhofstrasse 34, 63263 Neu-Isenburg, Frankfurt, Germany
Tel: +49 6 102 812 534
Fax: +49 6 102 299 938
Email: fger.contact@fsoft.com.vn

Essen
Address: Huyssenallee 9, 45128 Essen, Germany
Email: fger.contact@fsoft.com.vn

SLOVAKIA
Address: Južnátrieda 6, Košice 040 01, Slovakia
Email: fger.contact@fsoft.com.vn

ASIA

JAPAN Head office
Address: 6th Floor, Cross Place Building, Hamamatsu-cho, Shiba Park 1-7-6, Minato-ku, Tokyo, Japan
Tel: +81 3 6634 6868
Fax: +81 3 6634 6869
Representative offices

Osaka
Address: Chiyoda Building, East Tower 10F, 2-9-4 Higashi Tenma, Kita-ku, Osaka-shi, Osaka-fu 530-0044, Japan
Tel: +81 6 6356 1005
Fax: +81 6 6655 1166

Nagoya
Address: 7th Floor, Tomita Building, 2-5, Ushijimacho, Nishi-ku, Nagoya-shi, Aichi pref. 451-0046, Japan
Tel: +81 052 756 3456
Fax: +81 052 756 3457

Fukuoka
Address: 8th Floor, Hanamura Building, 1-12-6, Hakata Eki Higashi, Hataka-ku, Fukuoka 812-004, Japan
Tel: +81 92 452 9911
Fax: +81 92 452 9912

SINGAPORE Head offices
Address: 8 Kallang Avenue, 12-09 Aperia Tower 1, Singapore 339509
Tel: +65 6338 4353
Fax: +65 6338 1987

BANGLADESH
Address: House No 45, Road No 12, Block-K, Baridhara, Dhaka-1212, Bangladesh
Tel: +88 01 88 455 221
Email: TuanTM3@fpt.com.vn

MALAYSIA
Address: Suite 9.06, Level 9, The Gardens North Tower, Mid Valley City, 59200 Kuala Lumpur, Malaysia
Tel: +60 3 2287 8086
Fax: +60 3 2287 7086

CAMPUCHIA
Address: No. 47 Street 306, Sangkat Boeung Keng Kang 1 ward, Chamka Norn district, Phnom Penh, Cambodia
Tel: +855 236 877 779
Fax: +855 236 877 778

LAOS
Address: 4th floor, Hatady Nuea Dits, Sailom road, Vientiane Plaza hotel, Hatsady Neua village. Chanthabouly district, Vientiane, Laos.
Tel: +856 309 800386
Fax: +856 20 9999 1319

MYANMAR
Address: 60A PyidaungzuYeikthast, Dagon tsp, Yangon, Myanmar
Tel: +95 1 218 223
Fax: +95 1 218 224

PHILIPPINES
Address: G/F eBloc Tower 3, Geonzon St., Cebu IT Park, Apas, Cebu City, 6000, Philippines
Tel: +63 32 410 6957/ +63 32 410 6858

KOREA
Address: (135-933) 7th floor, 58, Nonhyeon-ro 85-gil, Gangnam-gu, Seoul, Korea
Tel: +82 02 569 8893

CHINA
Address: 5th floor, Room 27, Gubei International Fortune Center, 1438 Hongqiao Avenue, Changning district, Shanghai city, China
Tel: +86 21 61976284
Fax: +81 21 61976210
Email: fcn.contact@fsoft.com.vn

AUSTRALIA


AUSTRALIA
Address: Level 13, 2 Park Street, Sydney NSW 2000, Australia
Tel: +61 2 9004 7160
Fax: +61 2 9004 7070
Email: faust.contact@fsoft.com.vn



FPT CORPORATION

 FPT Building, 17 Duy Tan Street, Dich Vong Hau Ward,
Cau Giay District, Hanoi, Vietnam.

 +84 24 7300 7300

 +84 24 37687410

 www.fpt.com.vn