

“Thanks to the strong growth of 30% year on year (YoY) in Q2 2019, FPT’s profit before tax (PBT) achieved VND 2,139 billion, increased by 26.8% YoY in 1H2019”



Consolidated revenue and PBT reached VND 12,492 billion and VND 2,139 billion, equal to 104% and 111% of the year to date (YTD) target. PBT margin was improved to 17.1% (16.5% in 1H2018).

Summary of YTD consolidated financial performance

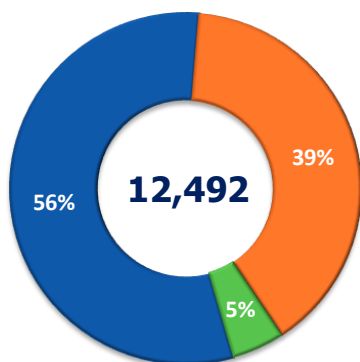
Unit: VND in billions

Items	6M2018	6M2019	YoY change	vs. YTD guidance
Net revenue	10,225	12,492	22.2%	104%
Profit before tax (PBT)	1,687	2,139	26.8%	111%
Profit after tax (PAT)	1,412	1,780	26.1%	111%
PAT attributed to parent company’s shareholders	1,103	1,418	28.5%	111%
Basic EPS (VND)	1,638	2,097	28.0%	111%

Table 1 - Summary of financial performance in 6M2019

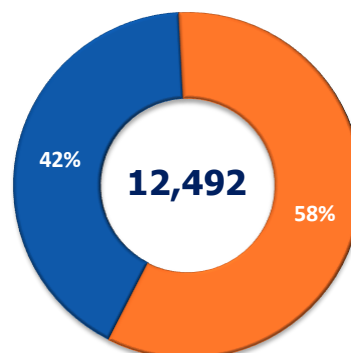
In the 1H2019, overseas markets brought FPT with revenue of VND 5,208 billion, up 34.0% YoY and 802 billion, up 36.1% YoY. The overseas revenue and PBT contributed 42% and 38% to the Corporation’s performance (In 1H2018, the proportions were 38% and 35%), respectively.

Revenue by sector

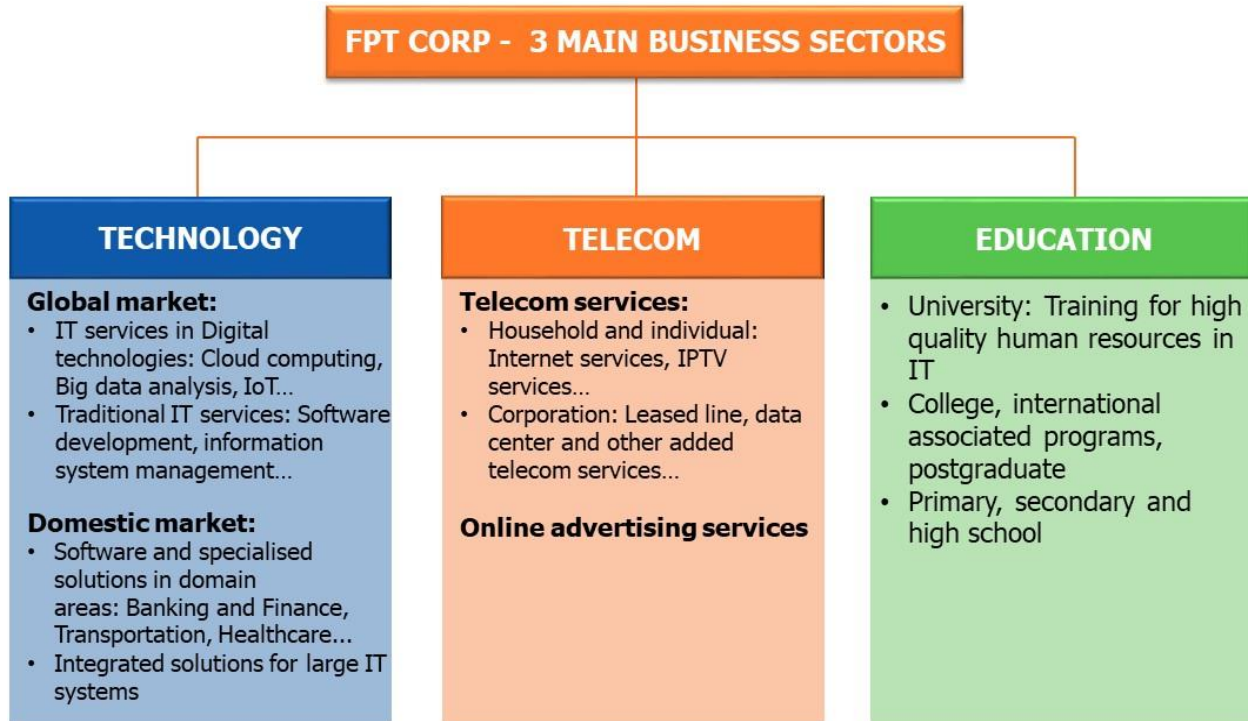


■ Technology ■ Telecom ■ Education, investments & Other

Revenue by market

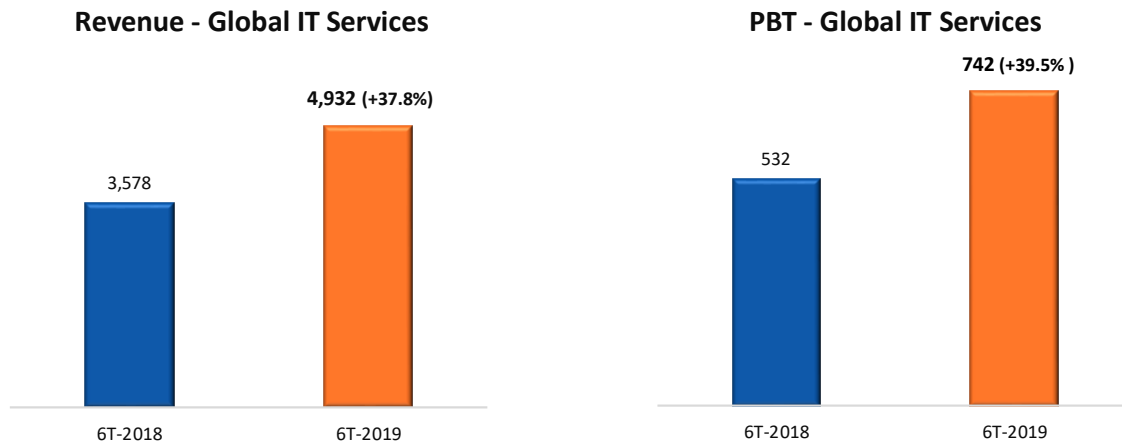


■ Overseas ■ Domestic



Technology sector: PBT achieved VND 855 billion, up 44.4% YoY, driven by the core pillar – Global IT Services.

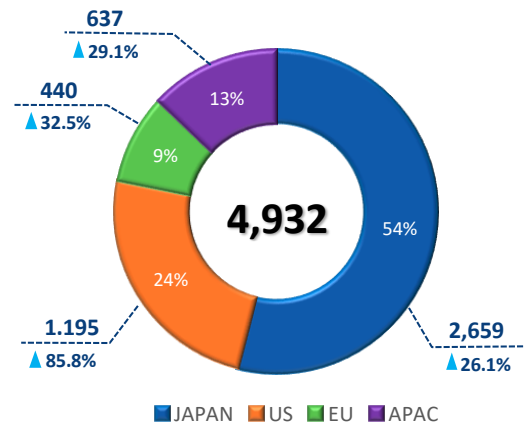
❖ **Global market:** The segment’s revenue and PBT increased by 37.8% and 39.5% YoY, respectively. PBT margin was 15.0%, slightly increase in comparison with 1H2018 (14.9%).



With a strategic focus on digital transformation, this service line’s revenue was VND 1,654 billion, up 40.9% YoY, contributing 34% to the global IT services’ revenue (this proportion in 1H2018 was 33%).

All market revenues achieved solid growth, especially in the US market - the second largest market – reached revenue of VND 1,195 billion, up 85.8% YoY. Excluding Intellinet performance in 1H2019, this market’s revenue still achieved impressive growth of 49.2% YoY thanks to increasing sale from existing customers as well as enhancing FPT’s position in the US after Intellinet acquisition. Japan continued to be FPT’s most important market with revenue of VND 2,659 billion, up 26.1% YoY, accounting for 54% of the global IT services’ revenue.

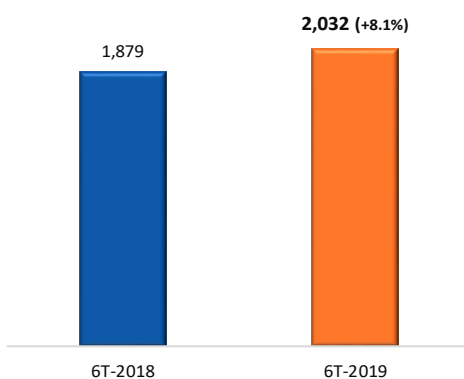
Revenue by market



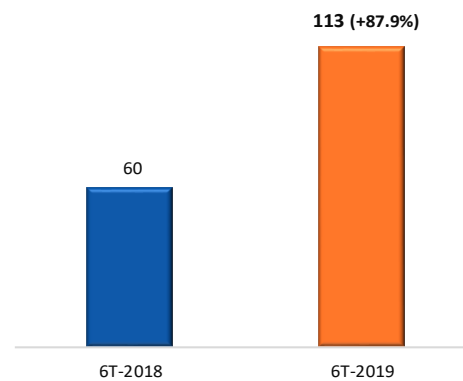
❖ **Domestic market:** The segment’s revenue and PBT increased by 8.1% and 87.9% YoY, respectively.

Total contract value signed was VND 2,445 billion, up 47.5% YoY. However, backlog balance for the domestic market was VND 2,560 billion by the end of June 2019, down 8.4% YoY.

Revenue - Domestic IT Services

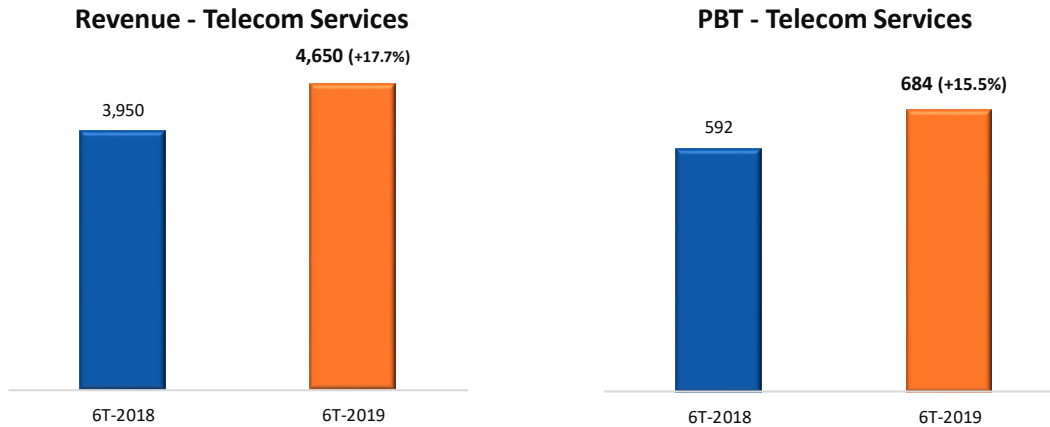


PBT - Domestic IT Services

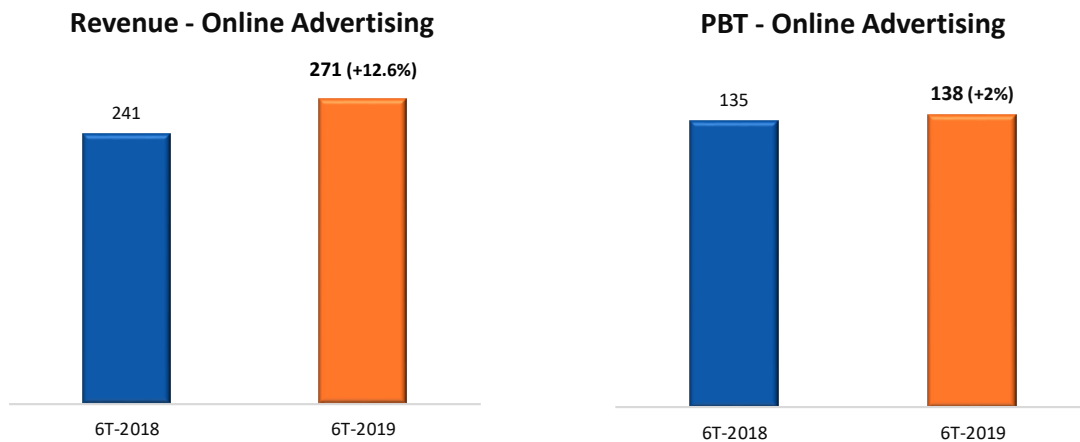


Telecom sector: Revenue was VND 4,922 billion, up 17.4% YoY, thanks to telecom services.

- ❖ **Telecom services:** Revenue and PBT increased by 17.7% and 15.5% YoY, respectively. Revenue from broadband services for individuals and households recorded a growth of 14.4% to VND 2,929 billion underpinned by acquiring new internet subscribers.



- ❖ **Online advertising:** Revenue and PBT increased by 12.6% and 2.0% YoY, respectively.



Education sector: Until now, the education from primary to high school delivered a strong growth enrollment of 81.8% YoY, equal to 2,000 students in Ha Noi, Da Nang, and Can Tho.

Highlight event:

- ❖ At the Paris airshow on June 19, 2019, FPT Software signed an agreement with Airbus to become one of the first Airbus's Skywise certified partners to drive digital collaboration across the global aviation industry. Other four companies handpicked by Airbus to kick off this program include Accenture, CapGemini, IBM, and Sopra Steria.



- ❖ On 11 July 2019, FPT entered into an agreement to become the strategic investor of Homa Techs Inc. (Homa), a provider of Internet of Things networking and smart home/building devices. With a network of partners and clients spanning 45 countries and territories, FPT expects to bring Homa of products to millions of residents and help to accelerate the development of smart buildings and smart cities in Asia.

Contact details:

Investor relations department

Email: ir@fpt.com.vn

Disclaimer

This document has been prepared by FPT Corporation and its subsidiaries for the purpose of setting out certain information in respect of FPT's business activities in the period stated. This document may contain forward-looking statements that reflect management's current view with respect to the future development of FPT Corporation, as well as its subsidiaries. The outlook is based on estimates and expectation that we have made on the basis of all the information we have at this point in time. In addition, such forward-looking statements are subject to risks and uncertainties, which may cause actual results to differ materially.