



INVESTOR PRESENTATION

2024

FPT Corporation





OVERVIEW

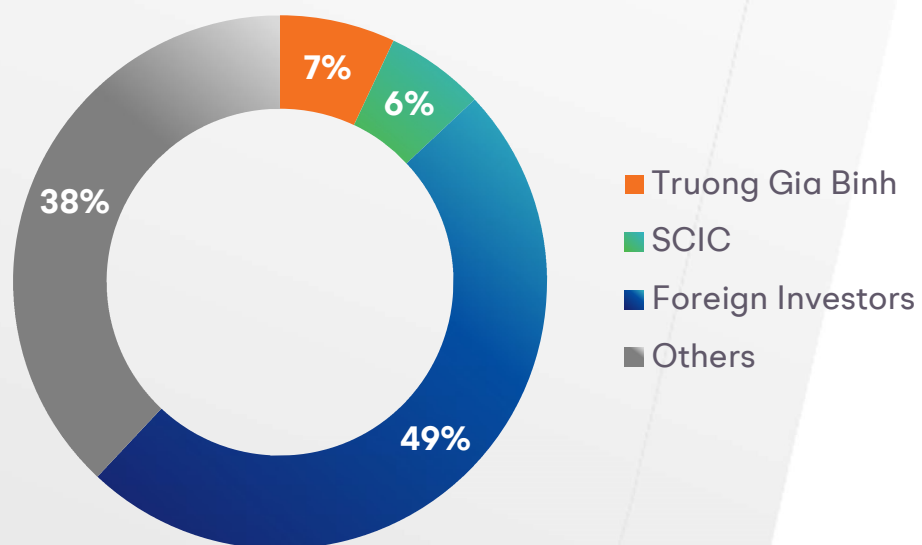
The Leading Technology Corporation In Vietnam



Basic information

Name	FPT Corporation
Founded	1988
Stock ticker	FPT (HoSE)
Market capitalization	\$6+ billion
Revenue (2023 consolidated)	\$2.2 billion
No. of employees	42,000

Diversified ownership





OVERVIEW

A LONG HISTORY OF INDUSTRY LEADERSHIP

1988

FPT established with 13 founders.

1997

Pioneer in modernizing the internet industry

2006

- Established FPT University
- Listed on Vietnam stock market.

1990

Pioneer in building national IT system

1999

Pioneer in software outsourcing for global markets

NOW

Focus on Digital Transformation
The only Technology firm in VN30



OVERVIEW

OUR CORE BUSINESSES

TECHNOLOGY SECTOR

Global IT Services
Domestic IT Services

TELECOM SECTOR

Telecom Services
Online Advertising

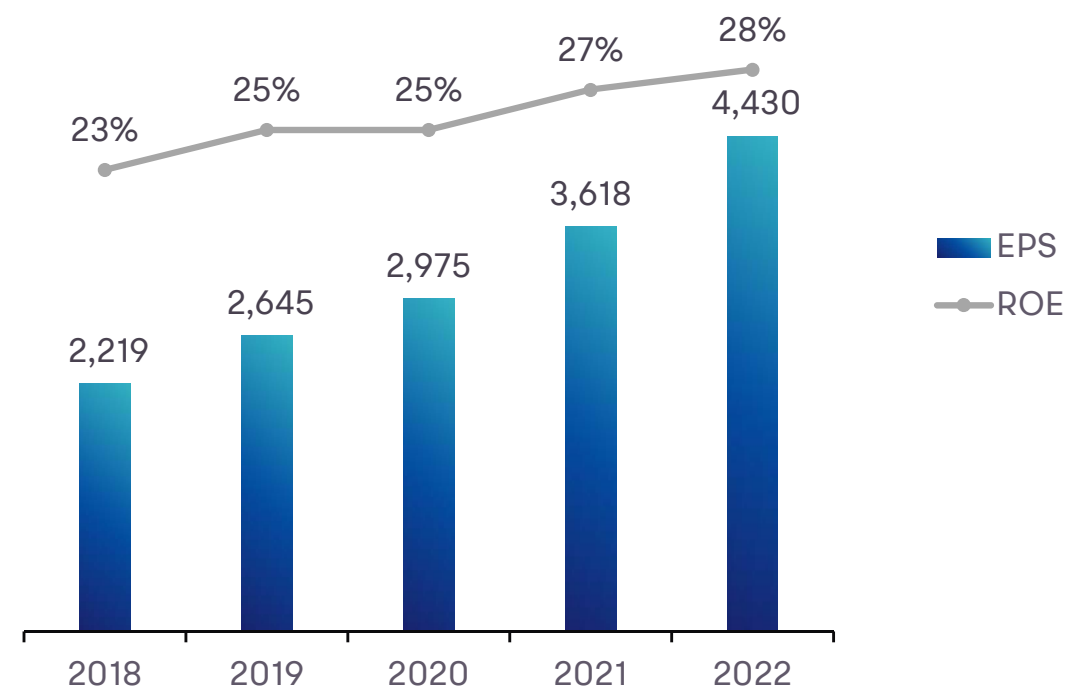
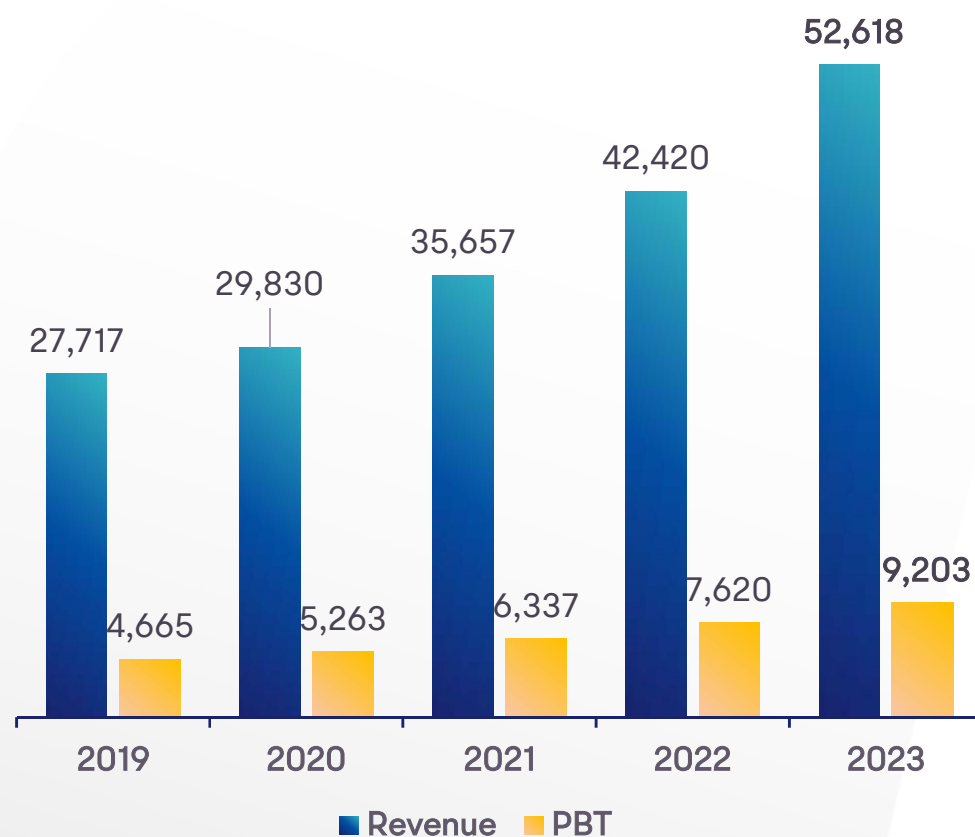
EDUCATION SECTOR





OVERVIEW

PROVEN RECORD OF STELLAR FINANCIAL RETURNS





FPT ECOSYSTEM
A LEADING GLOBAL
TECH ENABLER,
SUPPORTED BY STRONG
EDUCATION & TELECOM
BUSINESS

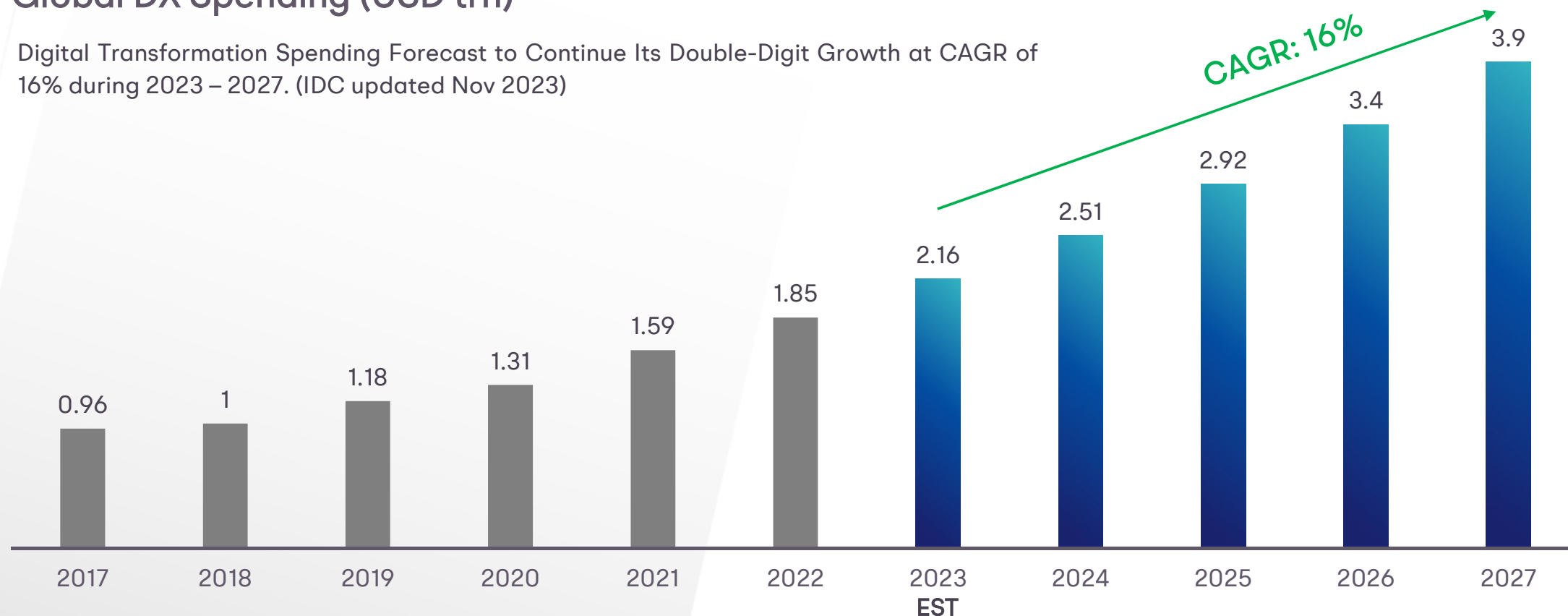


INDUSTRY FORECAST: STRONG DX GROWTH

2024 Global IT Services projected to reach USD 1.5 trillion, an 8.7% YoY and becoming the largest segment of IT Spending. This is largely due to enterprises investing in organizational efficiency and optimization projects (which is crucial during this period of economic)

Global DX Spending (USD trn)

Digital Transformation Spending Forecast to Continue Its Double-Digit Growth at CAGR of 16% during 2023 – 2027. (IDC updated Nov 2023)





TECHNOLOGY SECTOR

VIETNAM - THE EMERGING DESTINATION FOR INNOVATIONS

Why Vietnam?

Highly skilled workforce



- Young demographics with 50%+ of the IT engineers from 20-30 years old.
- Among top nations with most IT graduates – **60,000** annually
- Best-in-region pricing

Booming Telecoms & IT sectors



- 4G mobile network coverage reached approximately 99.8% of the total population.
- Ranked #2 fastest growing digital economy worldwide (2022).
- The digital sector is projected to reach over US\$200 billion by 2045.

Stable Politics & Economy



- Free trade with 56 economies.
- Vietnam's GDP grew 5.05% in 2023 – best-in-region growth.
- Ranked #41 in Global Peace Index in 2023.
- Strategic partnerships with China, India, Japan, Germany, the UK, the USA, and more.



TECHNOLOGY SECTOR GLOBAL PRESENCE

10

Japan (39%)

Americas (29%)

USA | Canada | Colombia | Costa Rica | Mexico

APAC (25%)

South Korea | China | Taiwan

Australia | Hong Kong | India

Vietnam (HO) | Singapore | Malaysia

Indonesia | Philippines | Thailand | Myanmar

Europe (7%)

Germany | France | Czech Republic

Netherlands | Romania | Slovakia

United Kingdom | Denmark

United Arab Emirates | Saudi Arabia | Sweden



30

**Countries &
Territories**

30,000

IT Professionals

100+ clients

In Fortune 500



TECHNOLOGY SECTOR

A Complete IT Solution Provider

DX TECHNOLOGIES

- Cloud
- Data & Analytics
- AI
- RPA
- Low-code
- Blockchain
- Metaverse
- Cyber Security
- IoT
- Digital Experience & Commerce

IT SERVICES

- Testing
- Enterprise platforms (SAP, ServiceNow, Salesforce, etc.)
- Applications development & modernization

MANAGED SERVICES

- Infrastructure Management
- Application Management
- Cloud Managed Services
- Cybersecurity Managed Services

PRODUCT ENGINEERING

- Automotive Digital Solutions
 - (IVI (In-Vehicle Infotainment)
 - ECU/MBD Services
 - AUTOSAR Services
 - Automated Driving / EV
 - MaaS / Connected Car
 - Car Security / FuSa / A-SPICE
- Hardware Design (PCB/FPGA)
- Mechanical Design/Analyzing (CAD/CAE)
- Product & Application Lifecycle Management
- Other Embedded Systems

CONSULTANCY

- Business Transformation
- People Transformation
- Technology Transformation
- Consulting & System Integration (CSI)
 - Advisory Services
 - System Integration Services
 - Application Portfolio Optimization & Analytics
- Reporting & Dashboard
- BI / Analytics
- Data Quality



TECHNOLOGY SECTOR Industry Know-how

**Automotive &
Manufacturing**



**Utilities
& Energy**



**Banking, Finance,
Securities &
Insurance (BFSI)**



**Telecoms &
Media**



**Logistics &
Transportation**



Healthcare





TECHNOLOGY SECTOR

Proud to be trusted by global leaders

Khun Woranuch Dechakraisaya

Executive Chairman of KBTG

“I visited the FPT Software Campus in Vietnam and it was no different from Silicon Valley in the US. I am delighted to work with a leading IT company like FPT Software. They have dedicated over 100 experts to support our digital platform and core systems.”



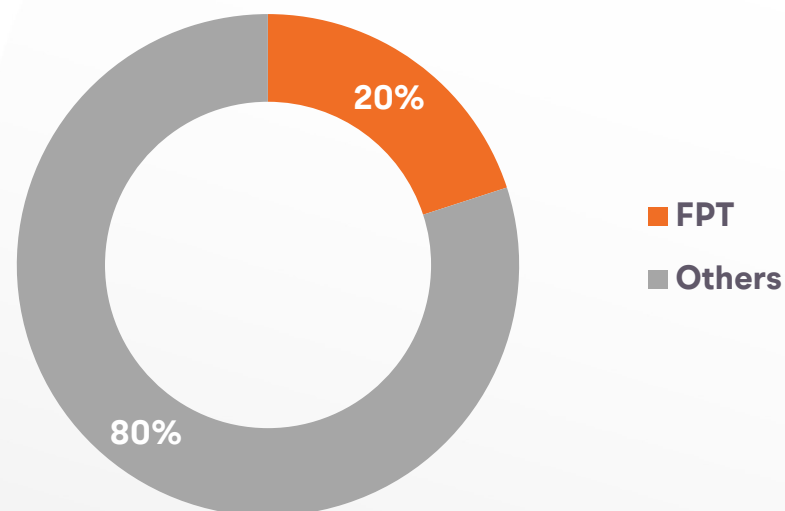


TELECOM SECTOR

STABLE CASH FLOW FROM SUSTAINABLE BUSINESS

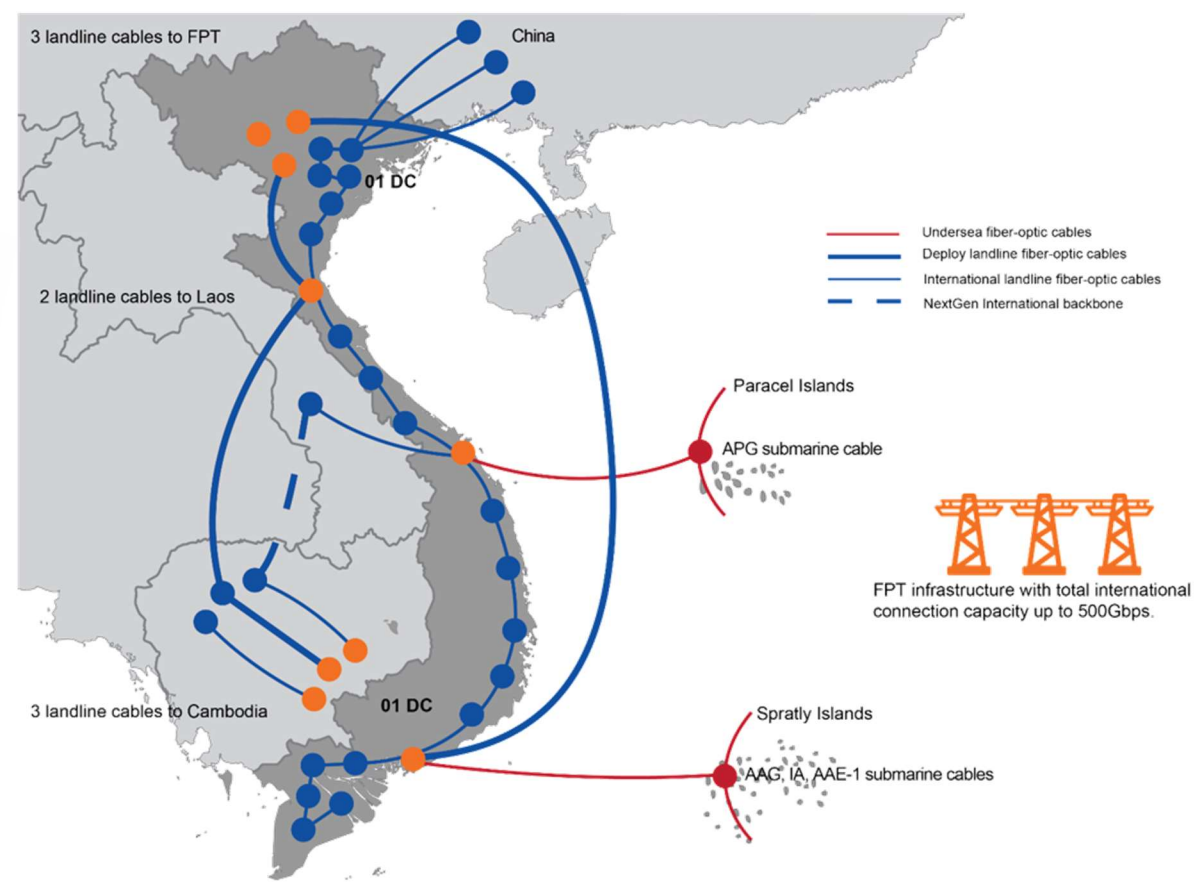
FPT Telecom is the leading privately-owned provider in Broadband, Data Center and PayTV

Broadband market share

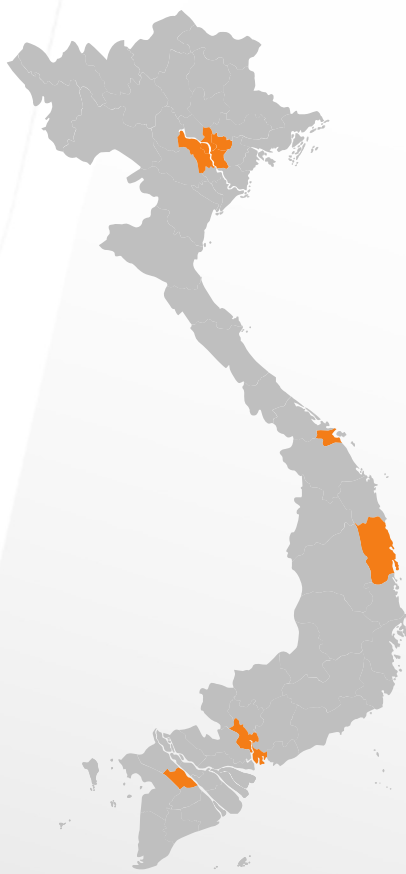


Reached **59/63** provinces
20% market share in PayTV

Nation-wide infrastructure



Large land banks across Vietnam



05 University campuses

In Hanoi, Da Nang, HCMC, Can Tho, Quy Nhon

60+ ha in total area

Shared campus area with FPT Software to combine academic training with on-job training opportunities.

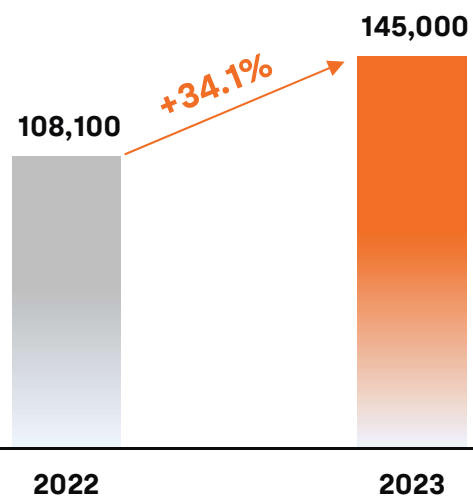
Comprehensive education system, for a comprehensive improvement of Vietnam's IT Talent pool

University & College

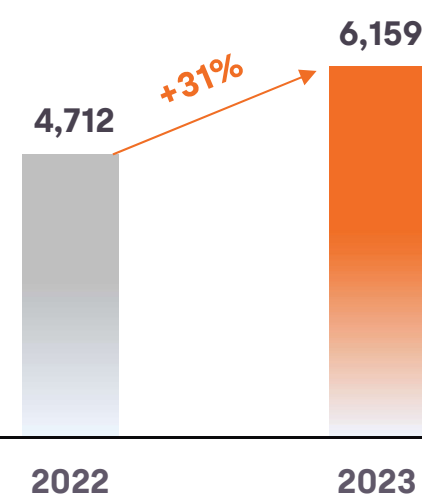
Vocational Training

K12

Full-time-equivalent student



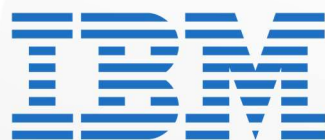
Education revenue



Invest for Digital Transformation

- Accelerate the investment in developing new and advanced technology platforms and solutions
- Recruit talented human resources with capabilities in new technologies
- Focus on digital transformation and higher value-added services (consulting, designing).

Partnership with leading corporations



Strategic M&A to leverage new capabilities and increase global presence



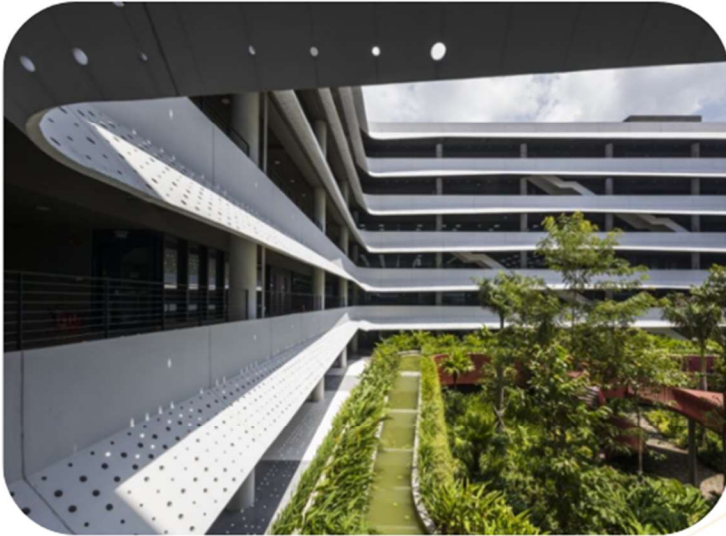
Enhance management capability & productivity

- Promote and diversify training activities
- Implement OKRs to manage performance
- Utilize technology in management according to FPT Digital Kaizen to enhance productivity

● ESG RESPONSIBILITIES

Aiming to utilize technology to help individuals realize their potential and contribute to solving socio-economic problems, we are proud to be among the Top 20 VNSI (Vietnam Sustainability Index)

ENVIRONMENTAL



SOCIAL



GOVERNANCE





FY2023 BUSINESS PERFORMANCE

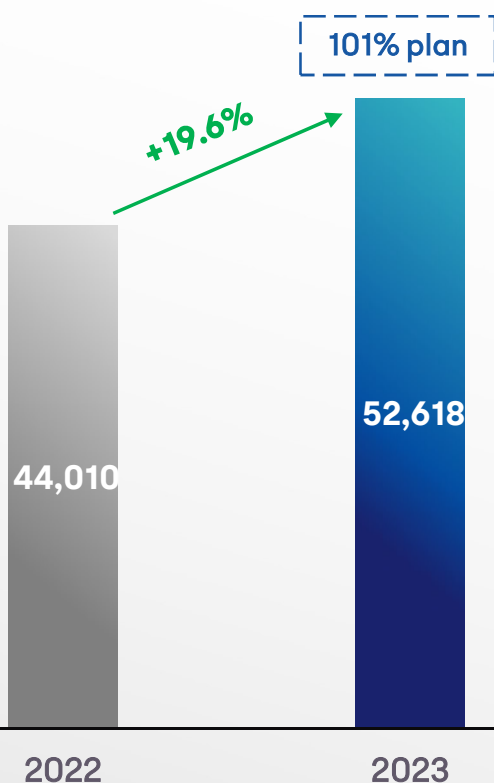


Unit: VND billion

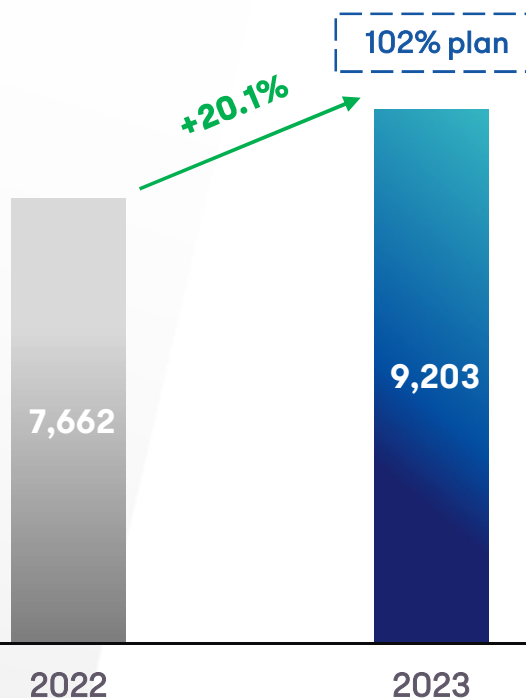
FINANCIAL PERFORMANCE IN 12M2023

By the end of 2023, FPT's business performance continue to grow at 20%, surpassing 101% revenue plan and 102% profit plan.

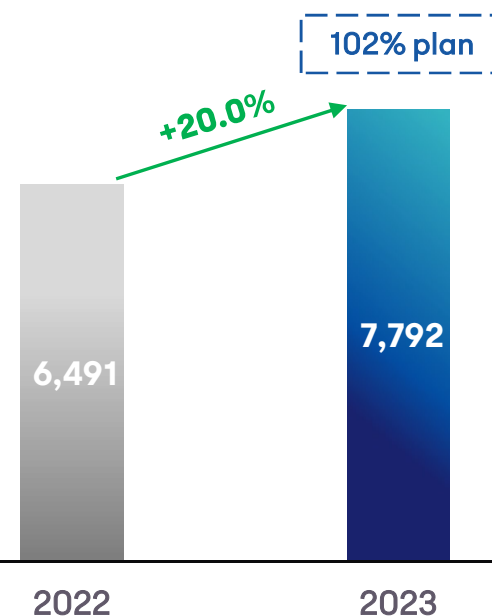
FPT's Revenue



FPT's Profit-Before-Tax

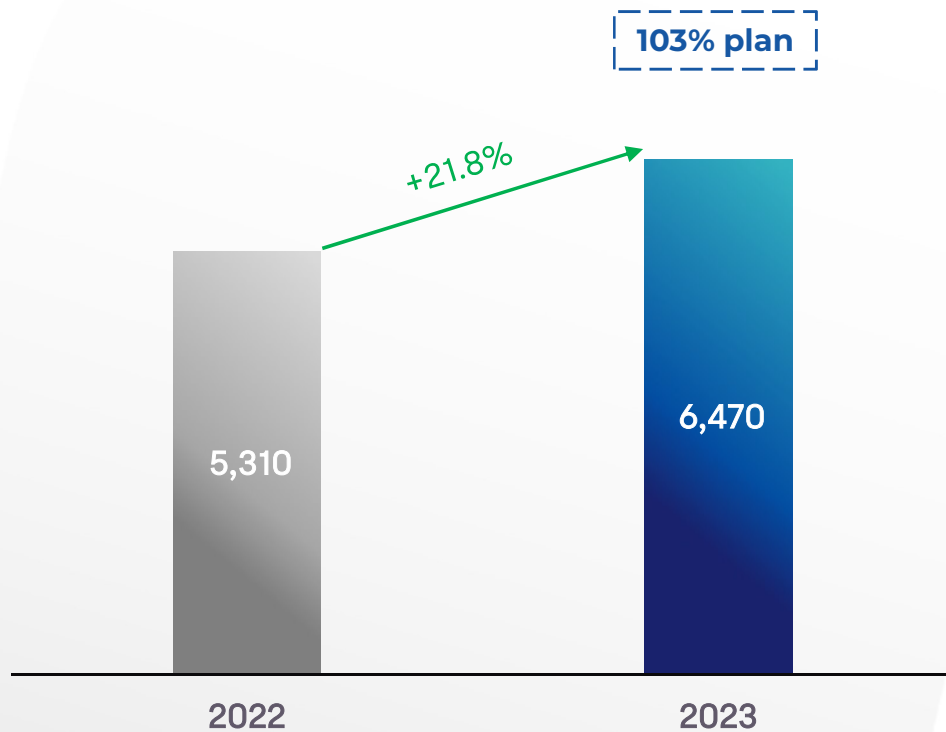


FPT's Profit-After-Tax



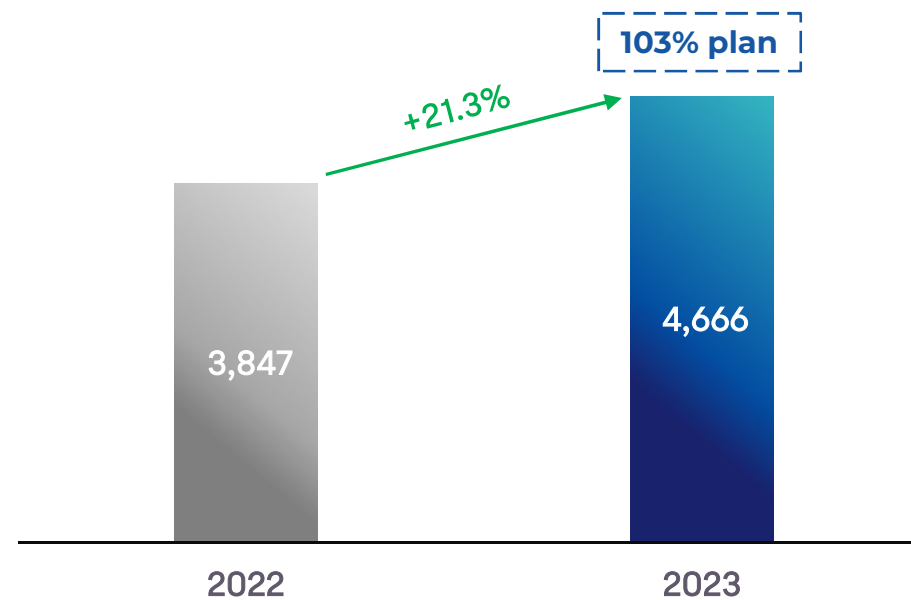
FINANCIAL PERFORMANCE IN 12M2023

PAT to Parent company's
shareholder



Unit: VND billion

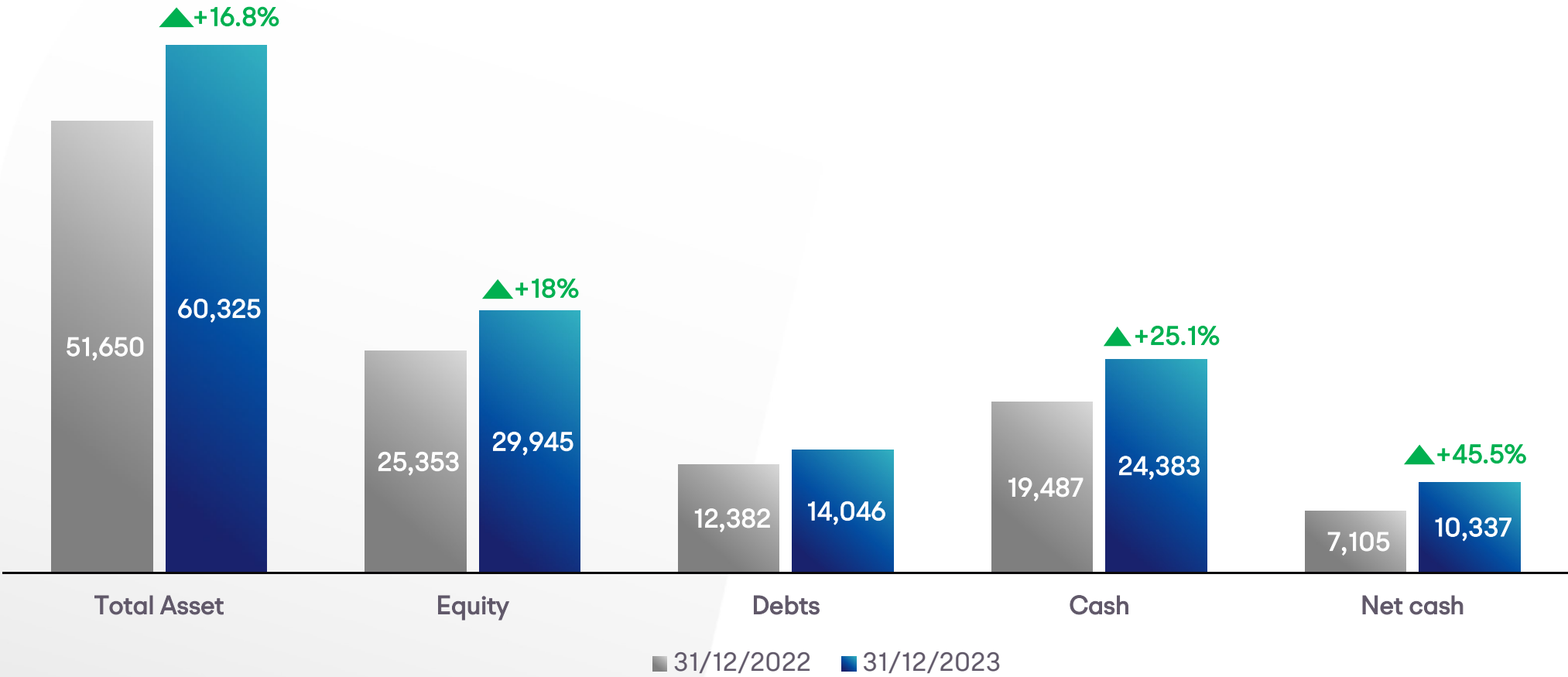
EPS



Unit: VND

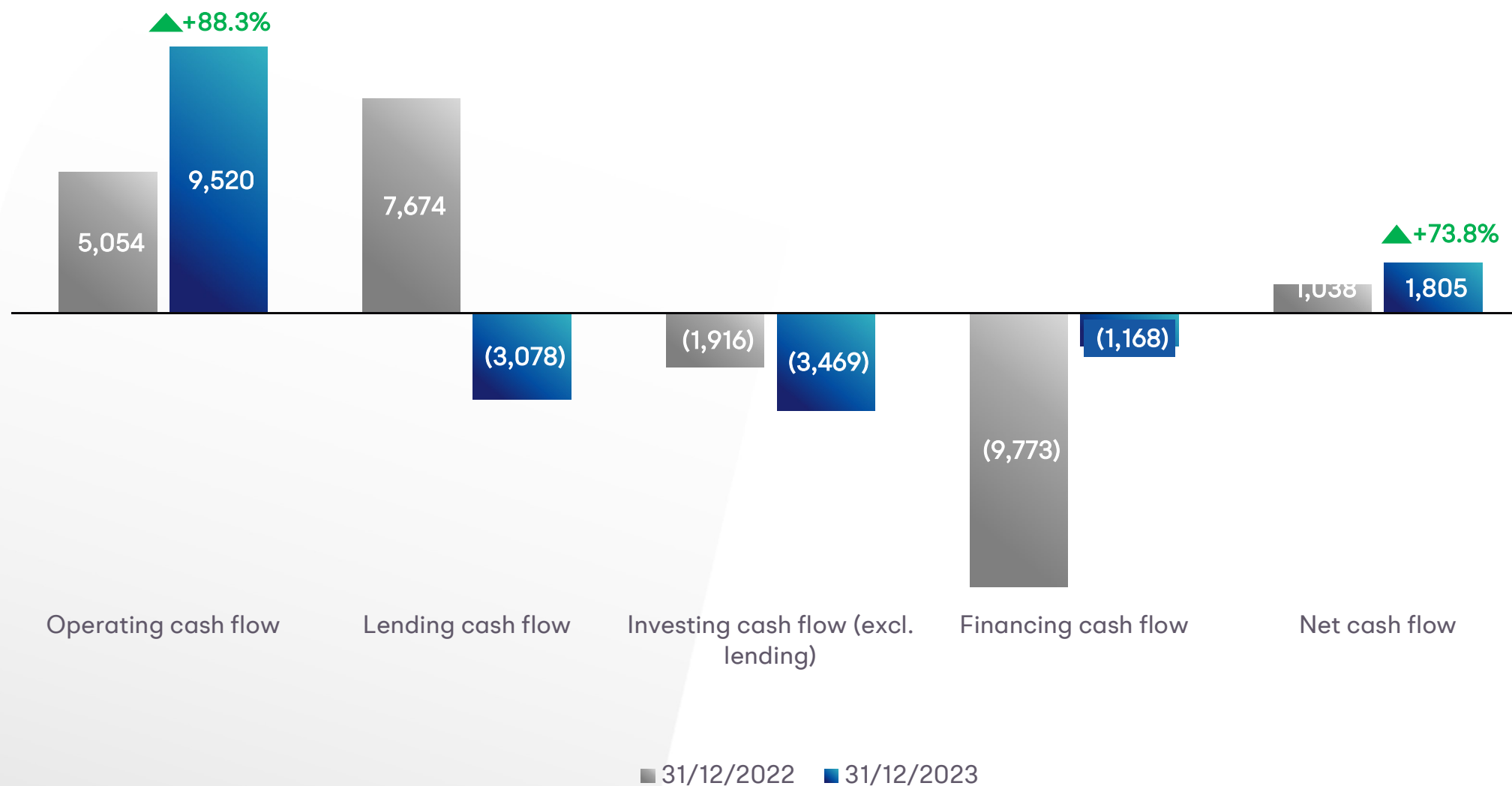
BALANCE SHEET HIGHLIGHTS

Unit: VND billion



CASH FLOW HIGHLIGHTS

Unit: VND billion

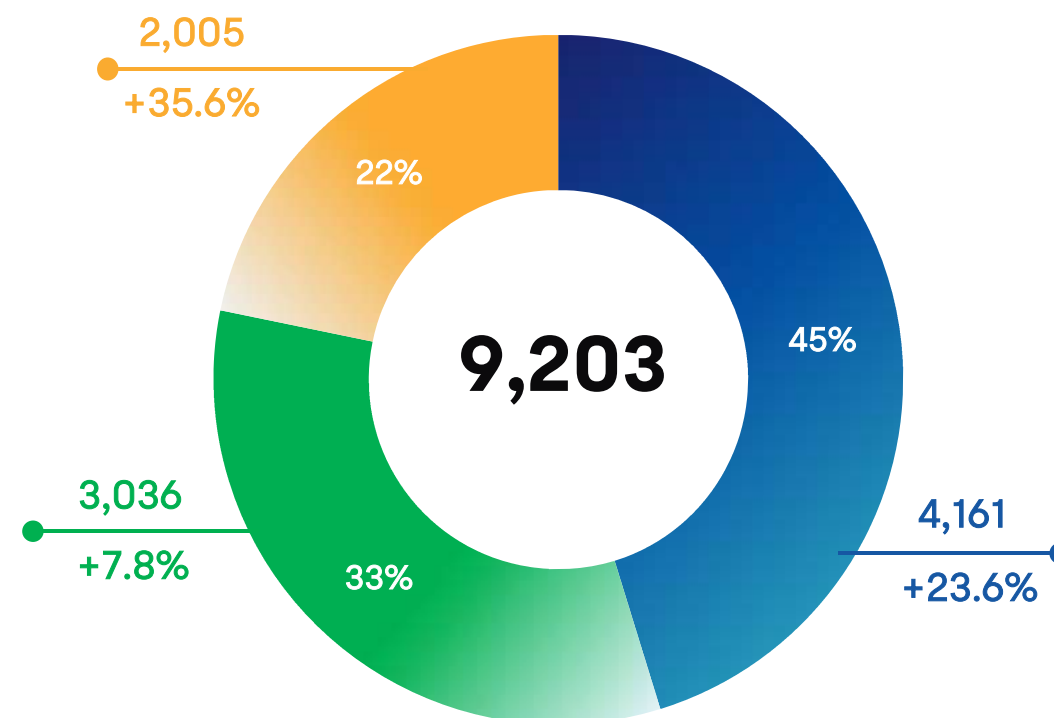
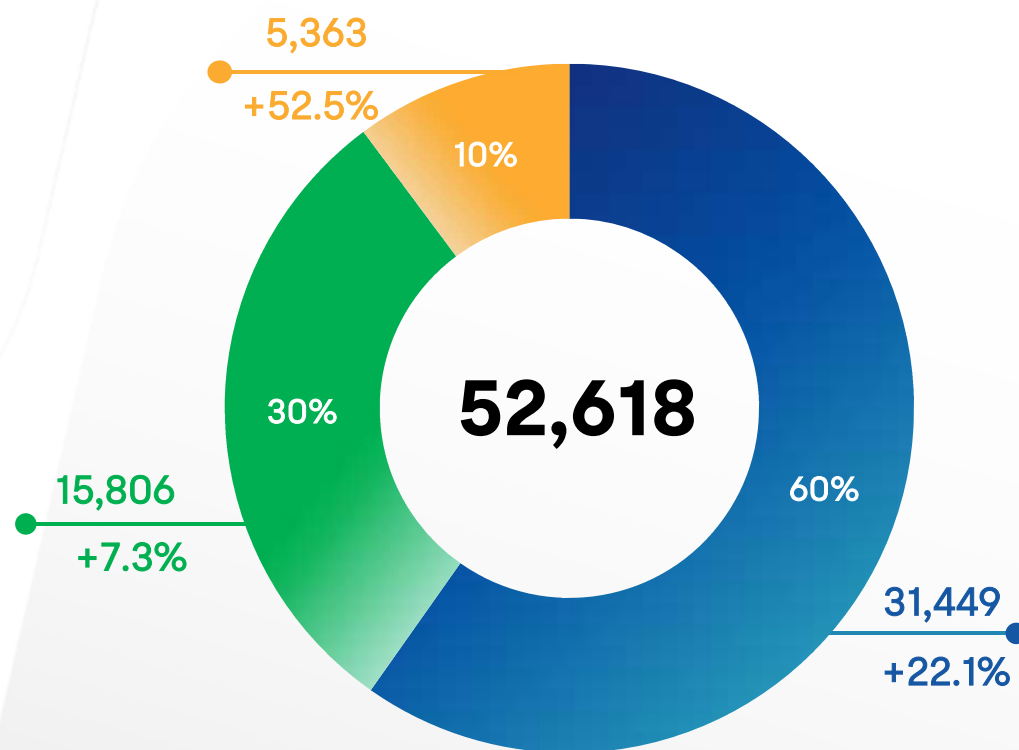


PERFORMANCE BY BUSINESS SECTOR

Unit: VND billion

Revenue by sector

PBT by sector

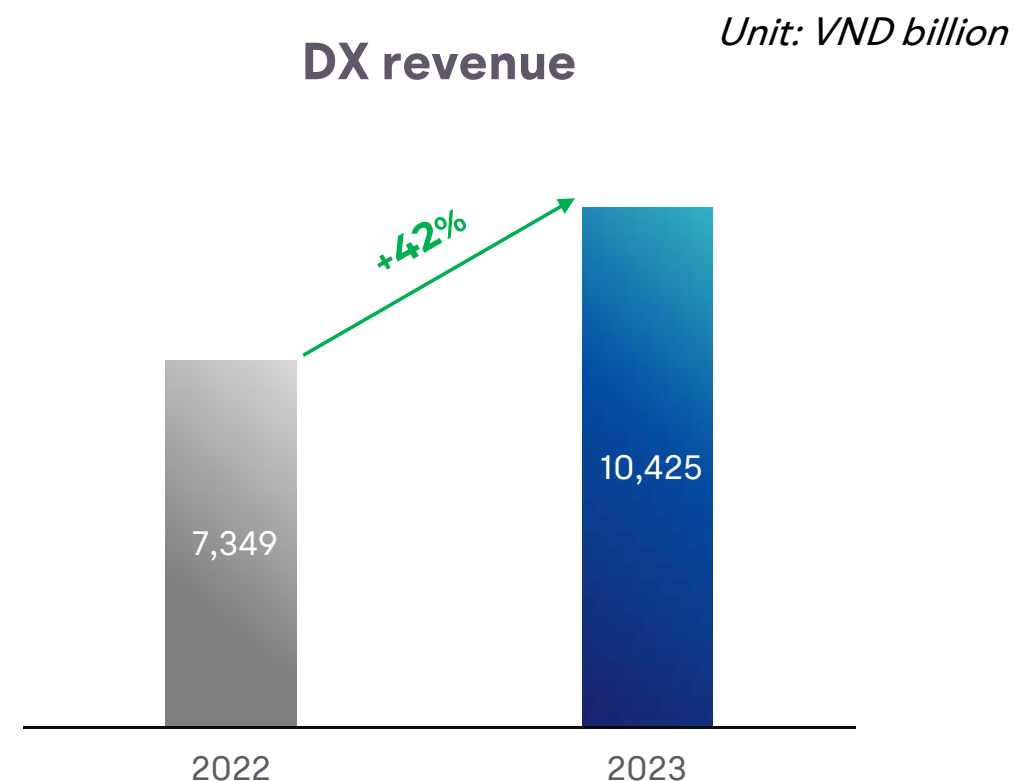
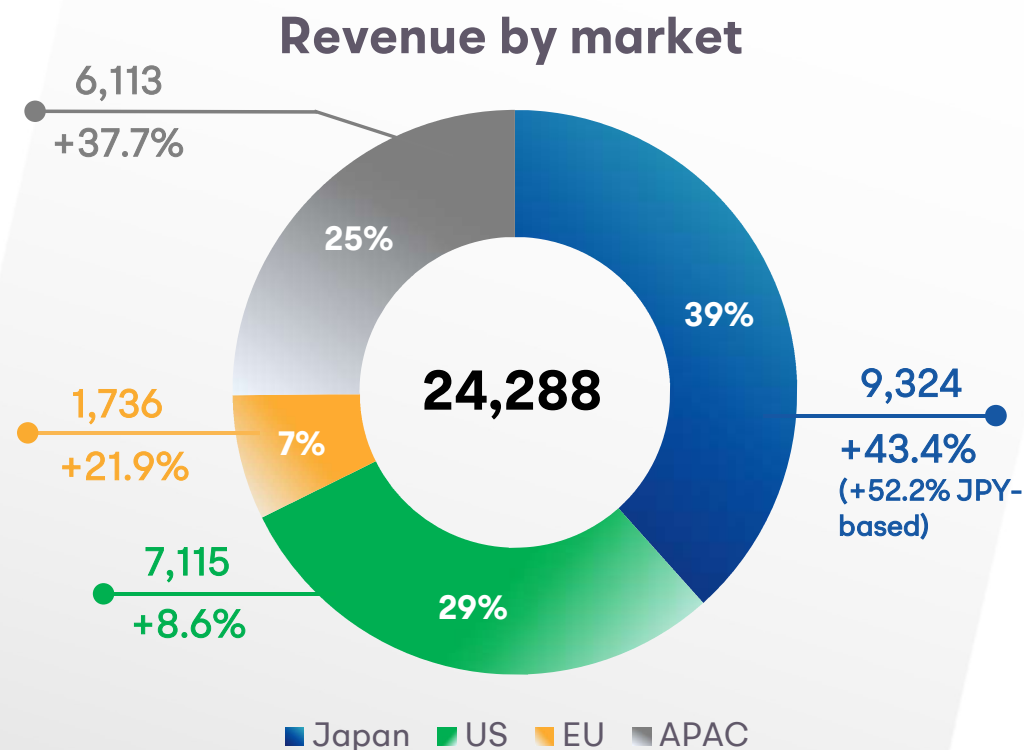


■ Technology ■ Telecommunication ■ Education, Investment and Others ■ Technology ■ Telecommunication ■ Education, Investment and Others

GLOBAL IT SERVICES SURPASSING THE \$1B MILESTONE

The year 2023 witnessed the Global IT Services segment surpassing the \$1B milestone, driven by the robust growth from Japan (+43.4%) and APAC (+37.7%), fueled by high demand for IT spending in these markets, especially spending for Digital Transformation services.

Revenue from Digital Transformation reached VND 10,425 billion, up by 42% YoY, focusing on new technologies such as Cloud, AI/Data Analytics, ...



THANK YOU!

