

CÔNG TY CỔ PHẦN FPT
FPT CORPORATION

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

Số/No.: 315/FPT-FAF

Hà Nội, ngày 24 tháng 07 năm 2017
Hanoi, July 24th, 2017

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

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

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

- Tên tổ chức / *Organization name*: Công ty Cổ phần FPT/ *FPT Corporation*
- Mã chứng khoán/ *Security Symbol*: FPT/ *FPT*
- Địa chỉ trụ sở chính/ *Address*: Tòa nhà FPT Cầu Giấy, 17 phố Duy Tân, Phường Dịch
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Chức vụ/ *Position*: Trưởng phòng Quan hệ Cổ đông FPT/ *Head of FPT Investor
Relations Department*

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

Nội dung thông tin công bố (*)/ Content of Information disclosure (*): Tóm tắt tình
hình hoạt động kinh doanh 6 tháng năm 2017/ *Financial performance highlights in the
first six months of 2017*

Thông tin này đã được công bố trên trang thông tin điện tử của công ty vào ngày
24/07/2017 tại đường dẫn: <http://fpt.com.vn/vi/nhadautu/cong-bo-thong-tin>
*This information was disclosed on Company's Portal on July 24th, 2017, available at:
<https://fpt.com.vn/en/ir/information-disclosure>*



Tôi cam kết các thông tin công bố trên đây là đúng sự thật và hoàn toàn chịu trách nhiệm trước pháp luật về nội dung các thông tin đã công bố./

I declare that all information provided in this paper is true and accurate; I shall be legally responsible for any misrepresentation.

Tài liệu đính kèm/ Attachment: Tóm tắt tình hình hoạt động kinh doanh 6 tháng năm 2017/ Financial performance highlights in the first six months of 2017

Đại diện tổ chức
Organization representative

Người UQ CBTT

Party authorized to disclose information



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Trần Hồng Dương

Nơi nhận/ Recipient:

- Như trên/ *As above;*
- Lưu/ *Archived by: VT, FAF/ Admin, FAF.*



FPT'S FINANCIAL PERFORMANCE IN 6M2017

Ending the first half of 2017, FPT recorded consolidated revenue of VND 20,136 billion, up 13% YoY, equal to 102% of the year-to-date (YTD) target for the six-month period. Profit before tax (PBT) was VND 1,427 billion, increasing by 13% YoY and equal to 102% of the YTD target. Profit after tax (PAT) was VND 1,211 billion, up 12% YoY.

Year-to-date PAT attributable to parent company's shareholders was VND 925 billion, up 13% YoY. Year-to-date EPS was VND 1,747 in six months, up 12% YoY.

FPT's earnings growth in six months continued to be driven by the two core business sectors including Technology and Telecom, which altogether accounted for 75% of the consolidated PBT of the group. More specifically, year-to-date PBT of the Technology and Telecom sectors increased by 27% and 17% YoY, respectively.

The Distribution and retail sector has achieved 103% of revenue and 104% of PBT targets for the year to date, in which, the retail segment continued to perform outstandingly in the first six months, with its YTD revenue up 31% and YTD profit before tax up 44% YoY.

During the reported period, FPT's overseas markets recorded revenue of VND 3,071 billion, up 14% YoY, and PBT of VND 450 billion, up 19% YoY.



SOME NOTABLE EVENTS IN 6M2017



GLOBALIZATION

- ❖ Official launching of FPT's biggest IT project overseas: The Integrated VAT Administration System (IVAS) implemented by FPT Information System (FPT IS) for the National Board of Revenue, Bangladesh (NBR) was officially put into operation on schedule after 12 months of deployment. This was the largest overseas IT project of FPT (USD 33.6 million, World Bank-funded project).
- ❖ FPT won biggest IT contract for Public sector in Myanmar: FPT was officially selected by Myanmar's Ministry of Planning and Finance for a contract worth USD 11.3 million. This has been the biggest IT project of Myanmar government so far and also the biggest World Bank funded IT project in this country.
- ❖ FPT opens Vietnam's largest software outsourcing center: FPT Software officially launched 2nd phase of software village, F-Ville 2. Together with F-Ville 1, opened in 2013, FPT Software's office in Hoa Lac is the largest software outsourcing center in Vietnam with 5,000 employees and was targeted to become a global center to provide digital transformation.
- ❖ FPT Japan get big win in Sendai: Japanese language and technical skills helped FPT Japan beat its competitors from South Korea and China to win a value contract with a multinational computer technology company based in Sendai (Japan).
- ❖ 80% of 10,000 BrSE participants working in Japan: They are currently working at some of Japan's major companies, including NTT Communications, Fujitsu, SBI Holdings, Human Touch, Pasona Tech, FPT Japan with a salary of USD 2,000 – USD 3,000/month. The remaining 20% are currently working at FPT Software in Vietnam and Japanese companies in Vietnam.
- ❖ FPT signs MoU with UPS: FPT signed a memorandum of understanding (MoU) with the US's United Parcel Service (UPS), the leader in global logistics, with revenue standing at USD 61 billion in 2016 on May 31, during Prime Minister Nguyen Xuan Phuc's visit to the US.



PROJECTS

- ❖ FPT and Vietnam Airlines signed strategic cooperation agreement: Accordingly, FPT will provide Vietnam Airlines with its best IT products, services and solutions meeting Vietnam Airlines' requirements including security solution.
- ❖ Hanoi to have Digital Maps by 2017: FPT will implement a digital map of Hanoi that provides people and agencies with real-time traffic information and a list of traffic infrastructure facilities. Total of investment value of FPT is VND 2,200 billion.

- ❖ FPT IS kick off USD 11.3 million project for the Myanmar government: The USD 11.3 million project involved supply, installation and commissioning of pre-fabricated data center facilities for Myanmar's Ministry of Planning and Finance was officially kicked off by FPT IS on June 7. The project will take 9 months to complete and FPT IS will continue to support operations for the next three years.
- ❖ FPT IS successfully deploys Cisco ACI for VIB: FPT IS and Vietnam International Commercial Joint Stock Bank (VIB) held a closing ceremony of the project entitled "Upgrading VIB-2016 Data Center Network Infrastructure". This is the first project to deploy the latest technology of Cisco ACI for a bank in Vietnam.



AWARDS

- ❖ FPT Software steps up in Top 100 Viet Nam Best Places to Work: The Anphabe Career Network and Nielsen Market Research Company just unveiled the list of Top 100 Best Workplaces in Vietnam 2016. FPT Software ranks 12th on the list, 9-step compared to the 2013 list.
- ❖ FPT Software named AWS's Technology Partner of the Year: On April 11, FPT was recently honored to be named as "Technology Partner of the year" by Amazon Web Services (AWS) at the AWS Singapore 2017.
- ❖ FPT scored maximum point for transparency criteria including corporate and owner: According to Transparency in Corporate Reporting: Assessing the 30 largest companies in Vietnam (TRAC Vietnam 2017), FPT is one of the two enterprises being ranked the first position with a maximum point of 100% on the transparency criteria including corporate and ownership structure.
- ❖ FPT Software receive 3 stars from IAOP for 2nd consecutive year: IAOP just announced 2017's best outsourcing service providers – The Global Outsourcing 100. This is the 2nd consecutive year FPT Software has received stars. FPT Software ranked among the list of Global Outsourcing 100 for the 4th consecutive year.
- ❖ FPT rank among Nikkei Asia 300 for 3rd consecutive year: The Nikkei Asian Review – the leading media conglomerate in Japan, announced a list of Asia 300 – the most valuable and effective business group in Asia. This is the 4th consecutive year that FPT has been honoured by Nikkei and the 3rd consecutive year that FPT has been among the Nikkei Asia 300 list.
- ❖ FPT ranked among Vietnam's 50 best-performing companies for the 6th consecutive year: The Nhip Cau Dau Tu (Investment Bridge) magazine honoured Vietnam's 50 best-performing companies in Viet Nam in 2016 (Top 50 2016) in HCM City on June 9. FPT has been ranked among the list for the 6th consecutive year. The corporation has become the only technology company makes it to the list of Vietnam's 50 best-performing companies.

- ❖ FPT Trading becomes only Vietnamese distributor to be honoured by HPE: FPS under FPT Trading beat over 100 candidates from Asia to win the title of APJ Distributor of the Year on June 5, 2017 at the Sands Expo and Convention Centre in Las Vegas, the U.S.
- ❖ FPT marks 5th consecutive year among Forbes Vietnam's Top 50: Vietnam Forbes Magazine announced a list of 50 best listed companies on the Vietnamese stock market in 2017 on May 29. FPT ranked among the list for the 5th consecutive year.



TECHNOLOGY

- ❖ FPT Software re-appraised at CMMI Level 5 v1.3: FPT Software has been re-appraised at level 5 v1.3 of the CMMI, the highest level based on the CMMI standards. This certificate is very important to FPT Software as it not only increases big customers' trust to the company but also creates many outputs for departments to innovate in project training, administration and operation.
- ❖ FPT and Siemens partners in MindSphere IoT Operating System: FPT Corporation and Siemens AG announced the signing of the Memorandum of Understanding in utilizing MindSphere, the cloud-based open IoT operating system from Siemens, for global customers. FPT and Siemens will work together to train 1,000 Vietnamese employees in MindSphere and provide digital transformation for all areas in Asia Pacific and Europe.
- ❖ FPT Telecom brings HI GIO Cloud to Vietnam Cloud Computing 2017: On June 22, 2017, FPT Telecom attended Vietnam Cloud Computing 2017 and shared the pros and cons of applying cloud computing service in business.
- ❖ FPT Telecom showcase most advanced products/services at Vietnam ICT Comm 2017: At the International Exhibition on Telecommunications Products and Services – Information and Communication Technology (Vietnam ICT Comm 2017), FPT Telecom showcased its 1Gbps Internet service package named SOC for individuals and household customers. The highest speed Internet service package in Vietnam is officially available from May 1, 2017 in Hanoi and also Ho Chi Minh City.
- ❖ For the first time, IBM, Amazon and DuPont discuss AI with tech community: On June 6, senior leaders and technology experts of three giants including the DuPont, Amazon and IBM discussed on Artificial Intelligence (AI) at FPT TechDay 2017.



DISTRIBUTION - RETAIL

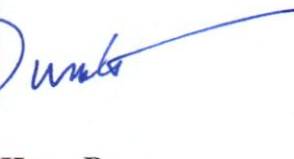

- ❖ Shopee partners with FPT Trading to expand electronics business: E-commerce platform Shopee signed a strategic cooperation agreement with FPT Trading on the expansion of electronics business on July 10.



EDUCATION

- ❖ FPT University honored with PM's Certificate of Merit: Deputy Prime Minister Vu Duc Dam made his visit to the campus of FPT University located at Hoa Lac Hi-tech Park, on February 13. On the occasion, FPT University was honored with a Certificate of Merit from the PM for its achievements in innovating training for high-quality human resources, contributing to build socialist and national defense.
- ❖ Funix International partners with Colorado State University and Plato Academy: On June 15, in Hanoi, Funix International launched a cooperative model of online education to earn a US master's degree as well as a learning consulting system from Nguyen Duc Son and Plato Brand Academy for Marketing/ Communication/ Branding.

Organization representative
Party authorized to disclose information



Tran Hong Duong