

**CÔNG TY CỔ PHẦN FPT**  
**FPT CORPORATION**

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

Số/ No.: 349FPT-FAF

Hà Nội, ngày 18 tháng 08 năm 2017  
Hanoi, August 18<sup>th</sup>, 2017

**CÔNG BỐ THÔNG TIN**  
**TRÊN CÔNG THÔNG TIN ĐIỆN TỬ**  
**CỦA ỦY BAN CHỨNG KHOÁN NHÀ**  
**NƯỚC VÀ SGDC 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 Vọng Hậu, Quận Cầu Giấy, Hà Nội/ *FPT Cau Giay Building, 17 Duy Tan Street, Dich Vong Hau Ward, Cau Giay District, Hanoi*
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- Người thực hiện công bố thông tin/ *Submitted by*: Ông Trần Hồng Dương/ *Mr. Tran Hong Duong*
- 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 7 tháng năm 2017/ *Financial performance highlights in seven months of 2017*

Thông tin này đã được công bố trên trang thông tin điện tử của công ty vào ngày 18/08/2017 tại đường dẫn: <http://fpt.com.vn/vi/nhadautu/cong-bo-thong-tin>  
*This information was disclosed on Company's Portal on August 18<sup>th</sup>, 2017, available at: <http://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 7 tháng năm 2017/  
*Financial performance highlights in seven months of 2017*

**Đại diện tổ chức**  
**Organization representative**

Người UQ CBTT  
*Party authorized to disclose information*



The stamp is circular and red, containing the text: "M.S.D.N. 010124814", "CÔNG TY CỔ PHẦN FPT", and "Q. CẦU GIẤY - TP. HÀ NỘI". A blue handwritten signature is written over the stamp.

**Nơi nhận/ Recipient:**

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

**Trần Hồng Dương**



**FPT'S FINANCIAL PERFORMANCE IN 7M2017**

In the first seven months of 2017, FPT recorded consolidated revenue of VND 23,587 billion, up 13% YoY, equivalent to 102% of the YTD targets. Profit before tax (PBT) was VND 1,686 billion, increasing by 19% YoY and equal to 102% of the YTD target. Profit after tax (PAT) was VND 1,426 billion, up 18% YoY.

Year-to-date PAT attributable to parent company's shareholders was VND 1,086 billion, up 20% YoY. Year-to-date EPS was VND 2,050 in the seven-month period, up 19% YoY.

FPT's earnings growth in seven-month period continued to be driven by the two core business sectors including Technology and Telecom, which accounted for 75% of the consolidated PBT of the group. Year-to-date PBT of the Technology and the Telecom sectors increased by 39% and 16% YoY, respectively.

During the reported period, FPT's overseas markets recorded revenue of VND 3,649 billion, up 16% YoY, and PBT of VND 533 billion, up 24% YoY.

The Distribution and retail sector has achieved 101% of revenue and 103% of PBT targets for the year to-date, in which, the retail segment continued to perform outstandingly in the first seven months, with its YTD revenue up 29% and YTD profit before tax up 44% YoY.





## SOME NOTABLE EVENTS IN 7M2017

- ❖ FPT transferred 30% of its ownership in FPT Retail to Dragon Capital and VinaCapital: August 11, FPT has completed transferring 30% of FPT Digital Retail JSC (FPT Retail)'s charter capital, which is equivalent to 6,000,000 shares, to funds managed under and associated with Dragon Capital and VinaCapital.



### GLOBALIZATION

- ❖ FPT Software becomes Futurenuri's exclusive partner in the Asia Pacific region: July 17, FPT Software and Futurenuri (Korea) announced the commercialization of Tulip digital library system in Vietnam after more than a year for product research and development and market research.
- ❖ FPT and Siemens partners in MindSphere IoT Operating System: FPT Corporation and Siemens AG today announced the signing of the Memorandum of Understanding, upon which the two companies will collaborate in utilizing and implementing MindSphere, the cloud-based open IoT operating system from Siemens, for global customers of different sizes. MindSphere, is currently running on SAP HANA cloud platform, with plan in the nearest future to expand to other infrastructures like AWS and Azure.
- ❖ FPT and Arago announce strategic global partnership: July 10, FPT Software, a global leading software and technology company headquartered in Vietnam and Arago GmbH (Arago), a pioneer in artificial intelligence (AI) and leader in intelligent automation, today announced a strategic global partnership.



### PROJECTS

- ❖ FPT IS deploys ERP for ALS to create breakthrough in management: Aviation Logistics Corporation (ALS) has just officially kicked off the Enterprise Resource Planning project (ERP) with the total value of VND11 billion. This project will be implemented by FPT IS within 9 months.



### AWARDS

- ❖ FPT 'score a hat trick' at Annual Reports Awards 2017: Some 50 listed companies were honoured at the Best Annual Report Awards during a ceremony in HCM City on July 25. The ceremony also celebrated the 10th year of the awards. This year, FPT was awarded in three categories: Top 10 of ARAs 2017; Best content on CSR; and Top 3 among Top 10 of ARAs many years in a row.





## TECHNOLOGY

- ❖ FPT Software - only Vietnamese enterprise to join FORCS FinTech Conference: This is FORCS's annual event, gathering FinTech experts and companies, managers in the field of consulting, finance, banking, and investors. FORCS FinTech Conference 2017 - The Digital Revolution in Financial Services was held on July 14.



## DISTRIBUTION - RETAIL

- ❖ FPT Trading partners with Lotte to distribute tech products: FPT Trading signed a business cooperation contract with Lotte e-commerce (Lotte Shopping holdings). Accordingly, Lotte e-commerce will offer tech products imported and distributed by FPT Trading namely cell phones, tablets, laptops etc. on the website [www.lotte.vn](http://www.lotte.vn)
- ❖ FPT Shop ranked among best-performing retailers in Vietnam: According to the data of Retail Asia Publishing Pte Ltd and Euromonitor Pte Ltd, FPT Shop ranked first in terms of sales per sqm in Vietnam. The ranking named the top retailers in each of the 14 economies in Asia Pacific, took into account many variables such as total sales, the number of outlets, sales areas, and sales per sqm.

**Organization representative**

*Party authorized to disclose information*



**Tran Hong Duong**

