

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.: 80 /FPT-FCC

Hà Nội, ngày 14 tháng 03 năm 2019
Hanoi, March 14th, 2019

CÔNG BỐ THÔNG TIN
TRÊN CÔNG 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*: Số 17 Duy Tân, Phường Dịch Vọng Hậu, Quận Cầu Giấy, Hà Nội/ *17 Duy Tan Street, Dich Vong Hau Ward, Cau Giay Distric, Hanoi*
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 - Người thực hiện công bố thông tin/ *Submitted by*: Bà Bùi Nguyễn Phương Châu/ *Ms. Bui Nguyen Phuong Chau*
Chức vụ/ *Position*: Trưởng Ban Truyền thông FPT/ *Head of FPT Corporate Communications 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 (*): Thông tin về họp Đại hội đồng Cổ đông thường niên năm 2019 và Dự thảo Tài liệu trình Đại hội đồng Cổ đông phê duyệt, gồm:

- Thông báo mời họp ĐHĐCĐ thường niên 2019;
- Giấy ủy quyền;
- Danh sách HĐQT nhận ủy quyền tham dự ĐHĐCĐ thường niên năm 2019;
- Tài liệu ĐHĐCĐ thường niên 2019;
- Mẫu phiếu biểu quyết.

Content of Information disclosure (*): Information of FPT's 2019 AGM and Document submit to the Annual General Meeting of shareholders to approve as follows:

- Invitation letter to FPT's 2019 AGM;



- Letter of Authorization attend at FPT's 2019 AGM;
- List of the BOD's members suggested to be assigned to attend FPT's 2019 AGM ;
- Document of FPT's AGM 2019;
- Ballot.

Thông tin này đã được công bố trên trang thông tin điện tử của công ty vào ngày 14/03/2018 tại đường dẫn: <https://fpt.com.vn/vi/nhadautu/cong-bo-thong-tin/dai-hoi-dong-co-dong>

This information was disclosed on Company/Fund's Portal on date March 14th, 2019 Available at: <https://fpt.com.vn/en/ir/information-disclosure/annual-general-shareholders-meeting>

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*: Thông báo mời họp ĐHĐCĐ thường niên năm 2019; Giấy ủy quyền; Danh sách HĐQT nhận ủy quyền tham dự ĐHĐCĐ thường niên 2019; Tài liệu ĐHĐCĐ thường niên 2019; Phiếu biểu quyết/*Invitation letter to FPT's 2019 AGM; Letter of Authorization attend at FPT's 2019 AGM; List of the BOD's members suggested to be assigned to attend FPT's 2019 AGM; Document of FPT's 2019 AGM; Ballot.*

Đại diện tổ chức
Organization representative

Người CBTT/*Party to disclose information*



Bùi Nguyễn Phương Châu



Nơi nhận/Recipient:

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



FPT CORPORATION

Address: 17 Duy Tan Street, Cau Giay District, Ha Noi, Vietnam

Tel: (84-24) 7300 7300; Fax: (84-24) 3768 7410 Company Code No. 0101248141, 41st version issued by Hanoi Department of Planning and Investment on October 9th 2017

Hanoi, March 11st, 2018

INVITATION TO THE 2018 ANNUAL GENERAL MEETING OF SHAREHOLDERS

To:

Address:

Dear Shareholders,

The Board of Directors (BOD) respectfully invites shareholders of FPT to attend the 2018 Annual General Meeting of Shareholders. Details of the meeting are as follows:

- **Time:** 1:00 pm Thursday, April 5th, 2018
- **Venue:** Grand Ballroom, Ground Floor, Hanoi Daewoo Hotel, 360 Kim Ma Street, Ba Dinh District, Hanoi
- **Documents:** Shareholders can obtain documents at FPT Investor Relations Department, FPT Corporation, Tel.: 024 7300 7300, or download from <https://fpt.com.vn/en/ir/information-disclosure/annual-general-shareholders-meeting> which is available on March 22nd, 2018.
- **Proxy:** Please send proxy statement to the FPT Investor Relations Department by post in FPT envelope (attached in this Invitation) or by fax to 024 3768 7410 or email to ir@fpt.com.vn before March 30th, 2018.

In case your entrusted representative is not available, please authorize one of the BOD members in attached list to act on your behalf.

- **Shareholders or proxies have to present the following papers at meeting:**
 1. Invitation Letter;
 2. ID Card or Passport;
 3. Proxy statement (in case of Proxy).

It is our great honor to receive you at the 2018 Annual General Meeting of Shareholders.

Yours respectfully,

**ON BEHALF OF THE BOD
CHAIRMAN**



Truong Gia Binh

Note: All expenses related to the attendance at FPT Annual General Meeting, which include accommodation, travelling and other personal expenses will be borne by shareholders.



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....., *Date:*

LETTER OF AUTHORIZATION

(Ref: The attendance at FPT’s Annual General Meeting of Shareholders 2018
Dated April 5th, 2018)

1. The Assignor:

Full name:.....
ID No./Business Registration No: dated issued by.....
Address:
Telephone:
Number of shares owned:
(In words:)

2. The Assignee:

Full name:
ID No./Business Registration No: dated issued by.....
Address:
Telephone:
Number of shares authorized:
(In words:)

3. Scope of Authorization:

The Assignee shall represent the assignor in attending FPT’s Annual General Meeting of Shareholders 2018 held on April 5th, 2018 and executing all rights and obligations in relation to the authorized shares in such meeting.

We commit to take all responsibilities under this authorization and fully comply with all applicable laws as well as regulations stipulated in the FPT Charter.

Assignee
(Full name and signature)

Assignor
(Full name and signature)

Notes: For the assignor, being an organization or a company, the signature of the assignor’s legal representative and its seal are required.



**LIST OF THE BOARD OF DIRECTORS' MEMBERS
SUGGESTED TO BE ASSIGNEE TO ATTEND FPT'S 2019 ANNUAL
GENERAL MEETING OF SHAREHOLDERS**

No.	Full name	Position	ID/Passport No.	Issuing date	Issuing place
1	Truong Gia Binh	Chairman	011435804	14/02/2007	Hanoi
2	Bui Quang Ngoc	Vice Chairman cum CEO	011501286	22/12/2007	Hanoi
3	Do Cao Bao	The BOD member	001057007029	11/08/2016	Hanoi
4	Jean-Charles Belliol	The BOD member	11 DC 88066	09/12/2011	Hanoi

ADDRESS: 17 Duy Tan Street, Dich Vong Hau Ward, Cau Giay District, Hanoi

TELEPHONE: (84-24) 7300 7300

FAX: (84-24) 3768 7410



**DOCUMENTS OF THE 2019
ANNUAL GENERAL MEETING OF SHAREHOLDERS**
March 2019

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TENTATIVE AGENDA
2019 ANNUAL GENERAL MEETING OF SHAREHOLDERS

Time: 1:00 pm Friday, March 29th, 2019

Venue: Fansipan Ballroom, JW Marriott Hotel, 8 Do Duc Duc, Nam Tu Liem, Hanoi

No.	Time	Content (draft)	Person in Charge
1.	1:00 – 2:00	Registration	Organization Committee
2.	2:00 – 2:05	Opening ceremony	Organization Committee
3.	2:05 – 2:10	Report on the validity of AGM	Supervisory Board
4.	2:10 – 2:20	Nomination of the secretary, election of the voting committee and approval of the meeting agenda	Chairman
5.	2:20 – 2:30	Presentation of 2018 Board of Directors (BOD)' report, the direction and 2019 plan Budget and remuneration for BOD in 2019	BOD
6.	2:30 – 2:40	Presentation of Board of Management Report about business activities and audited financial statements in 2018	BOM
7.	2:40 – 2:45	Presentation of 2018 Supervisory Board's Report Budget and remuneration for Supervisory Board in 2019 Proposal of independent audit companies to audit financial report 2019	Supervisory Board
8.	2:45 – 2:50	Presentation of 2018 Profit Distribution Plan Proposal of cash dividend payment 2019	BOM
9.	2:50 – 3:05	FPT 2019-2021 Strategic Intentions	BOD
10.	3:05 – 3:20	Introduce FPT's CEO term 2019 – 2022 and FPT's Board of Management	BOD
11.	3:20 – 3:50	Discussions on Voting Issues	Chairman
12.	3:50 – 4:00	Voting	Voting Committee
13.	4:00 – 4:25	Discussions on other issues	Chairman
14.	4:25 – 4:40	<i>Break</i>	
15.	4:40 – 4:45	Announcement on Voting result	Voting Committee
16.	4:45 – 4:50	Approval on 2019 AGM Resolutions	BOD and Supervisory Board
17.	4:50 – 5:00	Approval on 2019 AGM Minutes	Secretary
18.	5:00	Meeting closing	Chairman

Hanoi, March 8th, 2019

VOTING ISSUES

- Content 1:** Approve 2018 Audited Financial Statement; The Board of Directors' report; The Corporation's 2019-2021 strategy; 2019 business plan; and the Supervisory Board's report.
- Content 2:** Approve the plan for 2018 profit distribution and share dividend payment.
- Content 3:** Approve policy for cash dividend payment in 2019.
- Content 4:** Approve the Proposal of List of Auditors for 2019 Financial Statement.
- Content 5:** Approve the 2019 remuneration package for the Board of Directors; the 2019 action plan and remuneration package for the Supervisory Board.

**ON BEHALF OF THE BOD
CHAIRMAN**

(Signed)

TRUONG GIA BINH

THE BOD'S REPORT 2018

I. ASSESSMENT OF THE BOD ON THE COMPANY'S PERFORMANCE

1. Assessment on business performance

The Board of Directors kept going strong, as revenue and profit before tax exceeded the target by 6% and 10.7%, respectively, growing by 17.4% and 30.6% respectively in comparative terms. (In 2017, business results of FPT Retail and Synnex FPT were consolidated using the equity method for associated companies). Specifically, FPT recorded a consolidated business revenue of VND 23,214 billion, equivalent to 106% of the target. Consolidated profit before tax reached VND 3,858 billion, equivalent to 110.7% of the target. In comparison with the actual figures from 2017, revenue decreased by 47.1% and profit before tax decreased by 9.3%. These impressive results come from the efforts of all units and most of them have high rates of achieving targets, except for the Digital Content segment due to increasing competition in the advertising field.

Globalization continues to be an important driving force in FPT's growth with foreign markets generating positive accounts for 39.2% of the Group's total revenue and 38.7% of the total profit before tax of the Group.

In 2018, the Group's "Digital Transformation" revenue continued to grow by 30.8%, accounting for 20% of software export revenue.

1. Results of the implementation of strategic directions

1.1. Becoming a global corporation

In 2018, globalization continues to be one of the three key factors in the strategic direction and an important driving force for the growth of the Group.

- Revenue from foreign markets reached VND 9,109 billion, growing 26.5% compared to 2017, accounting for 39.2% of FPT's total revenue. Profit before tax from foreign markets reached VND 1,492 billion, an increase of 23.6% compared to 2017, accounting for 38.7% of the total profit before tax of the Group;
- FPT opened new offices in the US and Japan, bringing the total number of FPT offices outside of Vietnam to 38;
- All key markets have significant changes in strategic intentions and core competencies; creating a premise to strongly grow in the future
- FPT successfully maintain partnerships with 100 big Fortune Global 500 customers.

1.2. Pioneering in digital transformation

The digital revolution is growing rapidly and on an unprecedented scale. A new world is here. A newly established order is to bring about tremendous opportunities for pioneering businesses. In 2018, FPT invested in researching and developing new technology-based services to capture these prospects and have achieved some remarkable results:

- ✓ Revenue from digital transformation services in foreign markets earned FPT VND 1,679 billion, an increase of 30.8%, accounting for 20% of total software export revenue.
- ✓ FPT signed multiple strategic cooperation agreements on digital transformation with domestic and foreign corporations such as: developing smart factories producing chicken eggs in Japan and Vietnam with ISE Foods; providing digital transformation and IT service to Carlsberg; providing digital transformation

solutions to Shinhan bank; developing and deploying Schneider Electric's open IoT technology platform for energy management in buildings, data centres and manufacturing plants.

- FPT established a technology ecosystem with many solutions to utilise the core technology of the digital revolution such as the new version of the artificial intelligence platform FPT.AI; Voice Remote control device exclusively for FPT Play Box Internet TV equipment; Comprehensive digital conversion solution for businesses, akaRPA; Smart hospital general management system FPT.eHospital 2.0...

1.3. Heightening the position

With the desire to enhance the position of Vietnam's IT industry within the global technology value chain, FPT has been trying its best to grow rapidly in business scale, actively investing in researching new technologies to become a pioneer in the digital transformation of Vietnam and globally.

- For the 5th consecutive year, FPT is among the Global 100 Outsourcing assessed by IAOP;
- FPT signed the largest-scale contract in the Group's 30-year history with a value of 115 million USD;
- Becoming a technology services provider, especially digital transformation services comprehensively and effectively for customers from consulting, development to implementation and maintenance.

1.4. Assessment on values FPT brought to stakeholders towards sustainability

Stakeholders	Values
Shareholders	<ul style="list-style-type: none"> - Total profit before tax: VND 3,858 billion, increased by 30.6%; - Earnings per share (EPS): VND 3,903/share; - Payment of dividends of 10% in cash, 15% in shares of 2017, and advance payment of 10% of 2018 dividend in cash for shareholders.
Customers	<ul style="list-style-type: none"> - Establishment of FPT technology ecosystem with many solutions and applications integrated with core technology of digital revolution such as artificial intelligence, big data analysis and universal connection ... to help customers improve competitiveness, develop new business models and thus motivate growth; - Customer experience enhanced for the application of new technologies; - Continuously improved brand reputation: for the third consecutive year FPT is among the Top 10 in the list of 40 most valuable companies in Vietnam as evaluated by Forbes Vietnam.
Employees	<ul style="list-style-type: none"> - Total expenditure for training activities of the Company was 79.6 billion VND, an average number of training hours of 74.3 hours/staff; - FPT being one of 28 companies in the Vietnamese market and top 130 companies in the Asia region to have the best working

Stakeholders	Values
	environment, voted by HR Asia Magazine, based on the survey on companies from 24 different sectors in Asia.
The Government	<ul style="list-style-type: none"> - A contribution to the State Budget of VND 3,477 billion; - Sponsorship and organisation of many events in Vietnam and abroad related to digital economic development, contribution to the development of the digital economy in Vietnam and the enhancement of the image of Vietnamese IT industry.
Society	<ul style="list-style-type: none"> - A sum of 33 billion VND for social responsibility activities. In particular, 83% spent on investment in education and the younger generation; - Training for 36,635 students at all levels from primary, secondary and high school to college, university and postgraduate education; - March 13 every year being chosen for community activities: In 2018, FPT cooperated with the National Volunteer Center to launch the "FPT for Community Day", attracting nearly 5,000 people to a walk around Hoan Kiem Lake to participate in fundraising for implementing social security programs.
Environment	<ul style="list-style-type: none"> - Regular environmental impact assessment reports and compliance with regulations regarding environmental protection. Prioritisation of the application of new technologies and environmentally friendly materials that make the most of natural energy sources in order to minimise the impact on the environment during the process of designing offices; - Propagation to raise awareness amongst employees about the environment: posters of 10 things to do to save electricity and support for Earth Hour ...

II. ASSESSMENT OF THE BOD ON THE BOM'S PERFORMANCE

1. 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;
- Active participation by BOD's members in weekly meetings and other periodic meetings of the BOM in order to follow the company's business operations.

2. General assessment

In 2018, the CEO and the Board of Management and its subsidiaries made great efforts in fulfilling the Group's business objectives. Foreign markets grew well with impressive numbers. Revenue and overall profit of the Group continued to grow steadily.

- The Board highly appreciates the CEO and the BOM for their achievements for the mission of pioneering the digital revolution in Vietnam and in the world. The strategic objectives were all accomplished with positive outcomes, the business results of the Group were also demonstrated impressive figures.
- In operation, BOM has complied with the provisions of Law, the Company's Charter, Resolutions of AGM, Resolutions of BOD Meeting and Decision of Chairman of the BOD.

III. BOARD OF DIRECTORS

1. Activities of committees under the BOD

There are three committees under the BOD. The details off activities are show below:

No.	Committee	Member	Position
1	The Personnel and Remuneration Committee	Mr. Do Cao Bao	Chairman
2	The Development Policy Committee	Mr. Truong Gia Binh	Chairman
3	The Chairman's Office	Mrs. Lai Huong Huyen	The Chief

1.1. The Personnel and Remuneration Committee

- ✓ Deploying the program of planning and development of leaders and rotation of senior leaders at FPT
 - Carry out planning, evaluation, rotation and training of leading employees. Implementing the Radar Chart based on 13 criteria in FPT and member companies. In 2018, FPT promoted 02 FPT Executive Vice President and transferred 3 CEO of 3 member companies, that is: CEO of FPT Software transfers to be CEO of FPT Telecom, CEO of FPT Telecom transfers to be CEO of FPT Information System, CEO of FPT Information System transfers to CEO of FPT Software. At the same time, FPT also directed the rotation of leaders and managers at all levels: reaching 771 leaders / managers at all levels in subsidiaries who have been rotated and appointed.
 - Develop training matrix and competencies, set up corresponding training courses for leaders, including on-the-class training and on-line training.
 - Set up the master-disciple program for the leader: 106 masters with more than 350 sessions and more than 1,000 disciples in 2018.
- ✓ Controlling the restructure at FPT Information System Company Limited (FPT IS) and FPT Synnex Joint Stock Company (Synnex FPT).
- ✓ Promulgating the Group's policies
 - Form FPT salary scale system in accordance with new regulations of the Labor Law in 2018;
 - Promulgate the Retirement Policy in FPT;
 - Direct the control over the preparation and promulgation of personnel policies at the Group, control and consult the application of regimes, policies at Subdiaries in order not to contrary to the regulations of the Group and legal regulations.
- ✓ Form the Personnel Strategy
 - Direct the development of the group's personnel strategy in the Balance Score Card

- (BSC) model in 2018 to each member unit with detailed operation plans and evaluation indicators for each stage of each unit.
- Direct the formation of the FPT brand image in the tasks of attracting human resources by organizing some activities, events at key universities nationwide, attract more than 15,000 senior students creating FPT's future human resources.
 - Direct the development of programs to make FPT more innovative, innovative: Improve competitiveness; I-Creation; I-Do program ...widely spread to each FPT employee.
 - Direct the implementation of PS 9.2 personnel's information management program into operation. Direct the formation of professional software programs such as SSC Portal, e-Learning, Online Test.
- ✓ Direct the formation and implementation of the project to build up the key employee team
- Direct the implementation of training for staff and officers, including MiniMBA training and leadership skills training for this team. There are 149 people completed the program in 2018.
 - Manage, monitor and take care for key employees through training programs and professional development / management for each group or separately, build up policies for the core team. There are 120 people completed the program in 2018.
- ✓ Direct the development and implementation of upgrading all FPT human resources in line with the standard of a global company:
- Build up resources for globalization from domestic and foreign sources, build FPT brand in recruitment.
 - Direct the development and monitoring of the implementation of training plans and programs for staffs and officers on foreign languages, skills and expertise in accordance with the requirements of globalization.
 - Coordinate with FPT University to carry out extensive training for all employees in FPT; ensure that the study house of staff and officers to be at least 60 hours per year and teaching hours of leaders to be at least 25.5 hours per year in the whole system. The completion rate of learning task of FPT employees in 2018 reached 99% (employees at level 2.4 or higher).
 - Direct the Master-Disciple program in the whole of FPT, in order to bring the experience training to all levels of leadership and/or management. This program has been implemented for five consecutive years and achieved high efficiency, with more than 100 leaders registered as masters and more than 1000 managers at all levels registered as disciples every year.

1.2. The Development Policy Committee

- ✓ Evaluating the strategic implementation results until 2018 and building the business strategy 2019 - 2021 to submit to the Board of Directors for approval at the meeting in early 2019
- ✓ In 2018, FPT will focus its resources on technology development. The distribution and retail sectors with the participation of strategic investor creates strong momentum for growth and innovation.
- ✓ Implement and support successful acquisition of M&A deals in the US and Japan.
- ✓ Promote the establishment of FPT digital transformation center to meet the leading digital transformation consulting capacity of Vietnam through practical digital transformation in FPT Corporation, member companies and FPT's partners.
- ✓ Supporting the Chairman of the Board of Directors and senior leaders to develop the

international relations such as participating in APEC, the Vietnam Business Forum at Davos. Cooperating with leading corporations in the world in international markets such as Europe, Japan, USA; participating in World Economic Forum, Vietnam private economy, the conference related to digital economic development to promote digital economic shifting in Vietnam creating opportunities for FPT development.

1.3. The Chairman's Office

- ✓ Assisting the Chairman and the BOD to hold periodic meetings, collect opinions in writing; drafting and releasing documents of the BOD in accordance with regulations specified in Corporate Governance Framework, the Company Charter, the Law on Enterprise and other legislative regulations.
- ✓ Coordinating to hold the AGM in April 2018.
- ✓ Providing information to members of the BOD and the Supervisory Board and the Corporation's shareholders upon request.

2. Remuneration and other benefits

Pursuant to the 2018 remuneration package approved by the AGM 2018, the actual remuneration for the BOD, the CEO and the Supervisory Board are as follows:

Unit: VND in billions

	Salary		Bonus (% profit before tax)		Compensation	
	Approved by the AGM	2018	Approved by the AGM	2018	Approved by the AGM	2018
The BOD Executive members	10.76	10.7	Not exceed 0.49% PBT	0.49% PBT	None	None
The BOD Independent, Non-executive members	None	None	None	None	5.75	5.5

The detailed salary, bonus and compensation for all BOD members in 2018 are as follows:

Members	Position	Executive	Independent, Non-executive	Monthly compensation	Salary (%)	Bonus (%)	Compensation (%)	Total
Mr. Truong Gia Binh	Chairman	x			32%	68%	0%	100%
Mr. Bui Quang Ngoc	Vice Chairman	x			34%	66%	0%	100%
Mr. Do Cao Bao	Member	x			46%	54%	0%	100%
Mr. Le Song Lai	Member		x	22,000,000	0%	0%	100%	100%

Members	Position	Executive	Independent, Non-executive	Monthly compensation	Salary (%)	Bonus (%)	Compensation (%)	Total
Mr. Jean-Charles Belliol	Member		x	50,000,000	0%	0%	100%	100%
Mr. Tomokazu Hamaguchi	Member		x	192,518,750	0%	0%	100%	100%
Mr. Dan E Khoo	Member		x	192,518,750	0%	0%	100%	100%

3. Information about the members of the Board of Directors

FPT's BOD consists of 7 people. The structure of the BOD ensures a balance between members with many experience in IT, corporate governance, and globalization as well as between executive members, non-executive members and independence members. List of the BOD as follow:

No.	Member	Member of the BOD			Percentage of voting rights / share ownership	Current title in the BOD of other companies (as of December 31 st , 2018)
		Independent	Responsible, non-executive	Executive		
1	Mr. Truong Gia Binh		x		7.09%	<ul style="list-style-type: none"> - Member of the BOD of FPT Telecom Joint Stock Company. - Chairman of FPT Education Company Limited. - Member of the BOD of FPT University. - Member of the Board of Members of FPT Information System Company Limited. - BOD member of Vietnam Joint Stock Commercial Bank for Foreign Trade.
2	Mr. Bui Quang Ngoc			x	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.

No.	Member	Member of the BOD			Percentage of voting rights / share ownership	Current title in the BOD of other companies (as of December 31 st , 2018)
		Independent	Responsible, non-executive	Executive		
3	Mr. Do Cao Bao			x	1.12%	<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		x		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.
5	Mr. Jean-Charles Belliol	x			0%	
6	Mr. Tomokazu Hamaguchi	x			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	x			0%	

4. Activities of the BOD

4.1. Number of BOD meetings

No.	Member	Position	Commencement date	Dismissal date	Number of meetings attended	Percentage of attended
1	Mr. Truong Gia Binh	Chairman	12/04/2012, reappointed by the AGM and BOD on 31/03/2017		8/8	100%
2	Mr. Bui Quang Ngoc	Vice of Chairman			8/8	100%
3	Mr. Do Cao Bao	Member			8/8	100%
4	Mr. Le Song Lai	Member			8/8	100%
5	Mr. Jean-Charles Belliol	Member			8/8	100%
6	Mr. Hamaguchi Tomokazu	Member	03/04/2012, reappointed by the AGM on 31/03/2017		8/8	100%
7	Mr. Dan E Khoo	Member			8/8	100%

4.2. Contents and results of the meetings

In 2018, the BOD conducted 08 meetings, including 04 written working sessions and 04 face-to-face meetings. 07 out of the 08 meetings issued 08 resolutions, the other 01 meeting did not issue any resolutions. The specific contents of each meeting is as follows:

Session	Participants	Main content
Session 01 02/01 – 10/01/2018	Opinions collected in writing Issued resolution no. 01.01- 2018/NQ-HĐQTFPT	- Proposal for the dismissal of Mr. Duong Dung Trieu from the position of Executive General Director of Globalization - FPT Joint Stock Company.
Session 02 12/01 – 15/01/2018	Opinions collected in writing Issued resolution no. 02.01- 2018/NQ-HĐQTFPT	- Proposal for the appointment of Mr. Nguyen Van Khoa to the position of Deputy General Director of FPT Joint Stock Company. - Proposal for the appointment of Mr. Hoang Viet Anh to the position of Deputy General Director of FPT Joint Stock Company.
Session 03 29/01/2018	BOD: 7/7 members Observers: - Supervisory Board: 2/3 - Board of Management: 3/3 Issued resolution no. 03.01- 2018/NQ-HĐQTFPT	- 2017 Business Report. - 2018 Business Report. - FPT 2018-2020 Strategy Report. - Report on the share issuance program for officials who have contributed in 2017.

Session	Participants	Main content
		<p>- Report on the closing date for the list of Shareholders and participation in the General Meeting of Shareholders.</p> <p>- Proposal for the Content and Program of Annual General Meeting of Shareholders 2018.</p> <p>- Report of the BOD for 2017, orientation and plan for 2018.</p> <p>- Report on budget proposal and remuneration for BOD in 2018.</p> <p>- 2017 audited financial statements.</p> <p>- Report on 2017 profit utilisation plan and cash dividend policy for 2018.</p> <p>- Proposal for the list of independent auditing companies to audit the Financial Statements of 2018.</p> <p>- Proposal for amendments to the Company Charter and Corporate Governance Regulations under the new Decree on Corporate Governance.</p> <p>- Report on transactions between FPT Joint Stock Company and businesses and related persons in accordance with the Law on Enterprises and the company's Charter; Authorisation for the Board of Directors of the company to decide to sign and perform contracts and transactions between the Company and businesses and related persons.</p>
<p>Session 04 09/03/2018</p>	<p>BOD: 7/7 members Observers: - Supervisory Board: 2/3 - Board of Management: 3/3 Issued resolution no. 01.03-2018/NQ-HĐQTFPT Issued resolution no. 02.03-2018/NQ-HĐQTFPT</p>	
<p>Session 05 02/05 – 03/05/2018</p>	<p>Opinions collected in writing Issued resolution no. 01.05-2018/NQ-HĐQTFPT</p>	<p>- Report on the remaining 2017 cash dividend payment plan.</p> <p>- Report on the stock dividend payment plan from the retained earnings to existing shareholders.</p>
<p>Session 06 31/07/2018</p>	<p>BOD: 7/7 members Observers: - Supervisory Board: 2/3 - Board of Management: 3/3 Issued resolution no. 01.07-2018/NQ-HĐQTFPT</p>	<p>- Proposal to increase charter capital of FPT Software and FPT Education Company Limited.</p> <p>- Proposal for advance payment of the first cash dividend of 2018.</p>
<p>Session 07 12/11/2018</p>	<p>BOD: 7/7 members Observers: - Supervisory Board: 2/3 - Board of Management: 3/3</p>	<p>- Discussion on business results for the first 9 months and expectations for the results of the implementation of the 2018 business plan.</p>

Session	Participants	Main content
	No resolution issued.	
Session 08 20/12 – 24/12/2018	Opinions collected in writing Issued resolution no. 02.12- 2018/NQ-HĐQTFPT	- Proposal for dissolution of FPT Entertainment Media Company Limited.

4.3. Resolution issued by the BOD in 2018

No.	Resolution No.	Date	Content
1	01.01-2018/ NQ- HĐQTFPT	12/01/2018	Approval for the dismissal of Mr. Duong Dung Trieu from the position of Executive General Director of Globalization - FPT Joint Stock Company.
2	02.01-2018/ NQ- HĐQTFPT	15/01/2018	- Approval for the appointment of Mr. Nguyen Van Khoa to the position of Deputy General Director of FPT Joint Stock Company. Approval for the appointment of Mr. Hoang Viet Anh to the position of Deputy General Director of FPT Joint Stock Company
3	03.01-2018/ NQ- HĐQTFPT	29/01/2018	- Ratification of the 2017 Business Report. - Ratification of the 2018 Business Report. - Ratification of the FPT 2018-2020 Strategy Report. - Implementation of the resolution of the 2017 Annual General Meeting of Shareholders on March 31, 2017; approval of the Regulation on stock issuance program for employees with contributions in 2017.. Ratification of the closing date for the list of Shareholders and participation in the General Meeting of Shareholders.
4	01.03-2018/ NQ- HĐQTFPT	09/03/2018	- Approval for the Program of Annual General Meeting of Shareholders 2018. - Approval for the Report of the BOD for 2017, orientation and plan for 2018. - Approval for the Report on budget proposal and remuneration of 2018, submission to the General Meeting of Shareholders for approval. - Ratification of 2017 audited financial statements. - Approval for the Report on 2017 profit utilization plan and cash dividend policy for 2018.

No.	Resolution No.	Date	Content
			- Approval for the Proposal for choosing one (01) of the four (04) Big 4 Accounting Firms to audit the Company's 2018 Financial Statements, namely: KPMG, Deloitte, PwC, and Ernst & Young; submission to the General Meeting of Shareholders for approval. Approval for Proposal for amendments to the Company Charter and Corporate Governance Regulations.
5	02.03-2018/ NQ-HĐQTFPT	09/03/2018	Approval for the undertakings of transactions between FPT Joint Stock Company and businesses and related persons in accordance with the 2014 Law on Enterprises and the company's Charter.
6	01.05-2018/ NQ-HĐQTFPT	03/05/2018	Approval for the remaining 2017 cash dividend payment plan. Approval for the stock dividend payment plan from the retained earnings to existing shareholders.
7	01.07-2018/ NQ-HĐQTFPT	31/07/2018	- Approval for the proposal to increase charter capital of FPT Software and FPT Education Company Limited. Approval for Proposal for advance payment of the first cash dividend of 2018
8	02.03-2018/ NQ-HĐQTFPT	24/12/2018	Approval for the dissolution of FPT Entertainment Media Company Limited.

5. Activities of non-executive and independent members of the BOD

By December 31st 2018, FPT's BOD had three independent members: 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, as well as actively discussed business targets, development directions in each business sector, and suitable proposals and 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 2018 are as follows:

Mr. Jean-Charles Belliol: With his vast experience in the field of banking and finance, in BOD meeting sessions as well as the Corporation's Strategic Conference and weekly briefings, he actively contributed ideas and recommendations for financial and investment activities as well as a number of business targets for 2018 and the period of 2018-2020 for the Corporation and some subsidiaries. In 2018, he also actively contributed ideas to the Group's M&A activities, including the acquisition of Intellinet in July.

Mr. Tomokazu Hamaguchi: with vast experience in globalization in general and the Japanese market in particular, he made a number of suggestions to promote activities and enhance the competitiveness in some important areas of the Group, such as Software Export and

Telecommunication Services whilst at the same time contributing important comments that helped boost FPT's operation in the Japanese market. In 2018, in the Japanese market, building technological capacity in specialised fields and focusing on enterprises in Japan's top 1,000 large enterprises, brought in contracts worth of millions of USD and really enhanced the position of the Company in the eyes of customers.

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. His important practical experience helped him give strategic advice for FPT to invest and develop products, services and solutions to meet technology transformation trends, 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 supply IT services in Malaysia.

6. Overall evaluation of the BOD's performance

In 2018, FPT's BOD 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, focused on globalization, and defined foreign markets as the key growth target in the future.

The development of strategy continues to be consolidated. BOD cooperated with BOM to ensure all strategy-building models implemented at the corporate level to define strategic goals, strategic actions and action plans for immediate implementation. The BOD Chairman directed and supervised the dissemination and implementation of the strategic building model in every subsidiary to ensure consistency in direction and performance at all levels.

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 regarded in the region's information technology sector. They also have substantial experience and an extensive network of contacts that has allowed them to make large contributions to FPT's global strategy in terms of pioneering in digital revolution in Vietnam and in the world.

7. Assessment of independent members of BOD on BOD's performance

Mr. Dan E Khoo: Throughout the course of FY2018, the FPT's BOD performed its duties with utmost care and diligence. Led by a Chairman with a strategic and insightful mind, the board made key decisions to enhance the growth of the global FPT business whilst remaining sensitive to changing conditions of the business, geo-political and economic environment.

Decisive action was taken by the Corporation to focus on growing the most vital segments of the business and customer segments as well as refresh the solution offerings to enhance the value proposition and competitive advantage. The Corporation's leadership showed courage in implementing innovative approaches to both management and strategic planning, to reap the rewards of a global move towards digital transformation. At the same time, action was taken to explore new opportunities in startup entrepreneurship while keeping the main focus on the core business lines.

It is heartening to note that the Corporation also stressed the importance of investing in talent with suitable training, certification, rewards and facilities that provide a conducive environment for talent to be productive and flourish.

Mr. Jean-Charles Belliol: During 2018, FPT's BOD has implemented all targets according to the Resolution of AGM in order to foster the development of FPT Group to the benefit of all

stakeholders, who are not only shareholders but also customers, Group personnel and the society. Debate during BOD meetings between and among executive directors and independent directors were active, transparent and fruitful and covered full spectrum of subjects and topics: business, technical and economic trends and environment, strategy, implementation, finance, personnel and organization as well as M&A transaction. BOD is willing to listen and record the recommendations as well as contributions of all independent members of BOD on the financial and investment activities as well as some business targets for 2018 and the period of 2019-2021 of the Corporation and some subsidiaries.

Mr. Tomokazu Hamaguchi: During 2018, FPT's BOD eagerly discussed various matters for FPT growth such as: evaluating the quarterly results, discussing improvement measures for business with poor performance, analyzing the trend of technology and business direction of the world discussing the strategy for future growth, discussing various matters of the company with human resource development, M&A, others...

IV. The BOD's plan and guidance for 2019

The prospect of macroeconomic and abroad, the trend development of information technology in the Industrial Revolution 4.0 and the strategic direction of the Company, the Board announced plans to operate the business in 2019 as follows:

1. Main targets for 2019

Unit: Billion in VND

Business sectors	Revenue			Profit before tax		
	2018	2019		2018	2019	
Technology	13.402	15.450	15,3%	1.519	1.933	27,2%
Telecom	8.831	9.980	13,0%	1.458	4.660	13,9%
Education & Investment	1.375	1.670	21,4%	488	425	-13,0%
<i>Profits from affiliated companies in retail and distribution sectors</i>	0	0		387	442	14,1%
<i>Consolidated Revenue Adjustment</i>	-394	-440				
Total	23.214	26.660	15%	3.858	4.460	16%

2. Prospect and directions by business sectors

2.1. Technology sector

Assessing the potential challenges of the world's economy, as well as opportunities in the global market, FPT determines to continue to promote the software export sector upon the following orientations in 2019: (1) focusing on selling services to big customers, cross-selling between markets and selling FPT's technology solutions; (2) key investments in digital transformation technology; (3) improving specialized capability in a number of key sectors and following the expansion of customers in aviation, automotive engineering, finance - banking, robotics ...; (4) continuing to develop and maintain personnel and experts under new personnel policies; (5) looking for more mergers / acquisitions and opportunities in the American, Japanese and European markets .

The Software Solutions, IT Services and System Integration sectors are to focus on developing software and solutions for the mass market, especially corporate customers. In addition, FPT continues to improve and upgrade software and self-development solutions (Made by FPT), and increase sales from these products in 2019.

2.2. Telecom sector

In 2019, Telecommunication sector will continue to upgrade the optical infrastructure in the remaining areas and expand the coverage area to develop new subscribers, as well as to promote

the development of pay television, diversify new content and services on a strong infrastructure, bring new experiences to customers. The division will also invest in new services such as Data Center and cloud services.

2.3. Education segment

Continuing to implement the strategy towards a multi-level, multi-disciplinary, multi-segmented, multi-modal and multi-positional education system. In 2019, the Education segment will focus on developing a Mega Education model in Da Nang and Can Tho. In addition, investment in the general education sector will be increased in order to expand primary and secondary education systems in major cities.

3. The investment plan for 2019

FPT's investment activities in 2019 will focus on the following main activities:

- Infrastructure investment in the field of Telecommunication services including: telecommunications infrastructure to expand business areas; 01 sea cable route; the underground backbone cable in the Central region;
- Investment in developing new technologies and offices for the Technology sector to meet the demands for long-term offices for reasonable costs;
- Investment in new educational facilities.

Specific investment needs in 2019 are as follows:

<i>Unit: Billion in VND</i>	
Sector	2019
Technology	1.029
Telecommunication	3.004
Education and Investment	636
Total	4.669

In 2019, the BOD will continue to maintain the regular quarterly meeting regime and hold meetings in the form of collecting written opinions to implement resolutions of the General Meeting of Shareholders and direct the implementation of strategic directions, programs and objectives for 2019, specifically as follows:

- Promoting activities of Globalization and pioneering digital transformation, creating motivation for the Group to grow;
- Supervising the implementation of restructuring in member bodies towards high efficiency;
- Improving the capability of the leading personnel to regarding the development strategy of the Group and promoting the spirit of the founder;
- Improving corporate governance pursuant to international standards, while enhancing the role of risk management and control in financial management, accounting and auditing and enterprise risk management;
- Continuing to develop the foundations of the past years to sustainably grow business and to build strong human resources and to develop technology for the community as well as enhance environmental awareness for employees.

**ON BEHALF OF THE BOD
CHAIRMAN**

(Signed)

Truong Gia Binh

STRATEGIC DIRECTION FOR THE PERIOD OF 2019 – 2021

DIGITAL TRANSFORMATION – OPPORTUNITY FOR FPT TO BREAK THROUGH

I. THE CONTEXT OF DIGITAL TRANSFORMATION AND ITS IMPACT ON IT SERVICE MARKET

1. Digital Transformation is inevitable

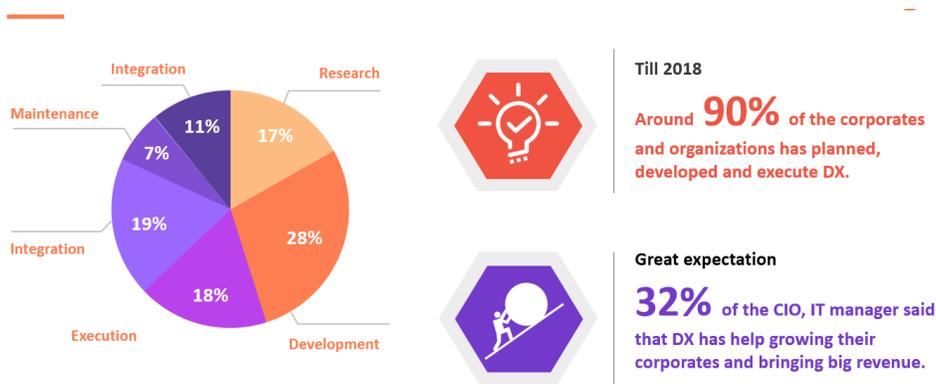
The leaps made in advancement of digital technologies in the 4th industrial revolution have been enabling the transition of the whole world to a defined destination: **Digital World**. Individuals, enterprises, organisations and even whole countries are focusing on seizing opportunities in utilising the most effective technology based platforms, such as AI, IoT, Big data analysis, Cloud computing and Machine learning.

Digital transformation has been happening in various enterprises and organisations, on different scales but often similar in nature. That is how to combine and apply the power of platform technologies so as to solve the organisation's problem points, making progress in operation and management of production and business activities more effective.

From an enterprise perspective, the transforming pressure can be seen more clearly with the high speed implementation of digitisation in public administration as well as the ability to use and apply the technology of individuals. According to the report by MarketandMarkets in 2018, the trend of DX at government level is growing strongly, at a rate of more than 19%. With the development of smart phones, individuals have changed their consumption habits, which also puts pressure on service businesses. According to Research and Market, in 2018, the smart phone market grew by more than 19%, reaching 1.9 billion devices.

In Vietnam, the Government particularly pays attention to the 4th industrial revolution and potential ways of increasing the capacity to approach the revolution of economic sectors in order to perform a leap in domestic progress and shorten the development time gap between Vietnam and the world. The Government is involved from becoming an example in DX, to facilitating the best environment for enterprises to develop. Therefore, more than ever, the Government needs the companionship and participation of the business enterprise sector.

According to IDG, approximately 90% of organisations and enterprises have planned, developed and implemented DX.



Survey done by IDG with 628 clients including international corporations, billion-scale corporates.

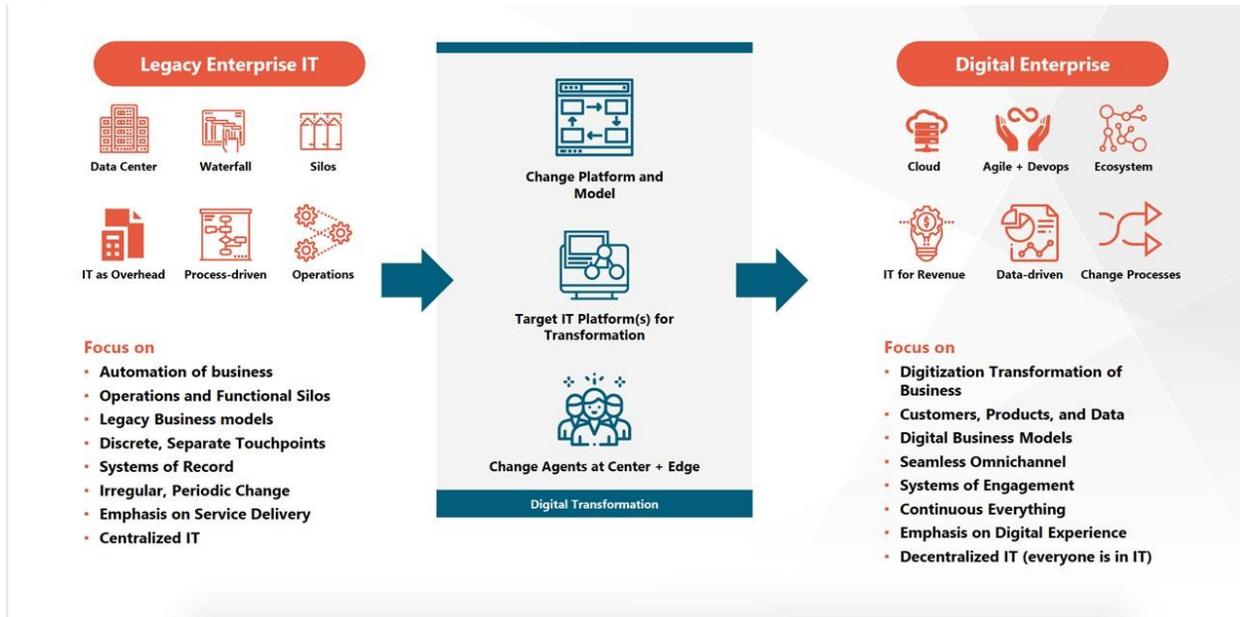
Source: IDG – 2018 State of Digital Business Transformation

2. Digital transformation and IT service market

The nature of DX is technology integration and comprehensive restructuring including two elements. The first one is the transition in direction and position of the enterprises/organisations. The second element is the change in operating models; people; processes; methods of working; internal and external interactive systems as well as corporate culture.

DX will transform enterprises and organisations into Digital Enterprises and Digital Organisations. Thanks to advanced technological capabilities and model transition, digital enterprises/organisations have a competitive advantage and outstanding development capabilities which are based on the personalisation of customer experience on digital platforms within a short time window, at a high level and on a large scale. Digital platforms, Cloud computing, Mobile experience, Automation and Personalisation have shortened the roadmap for customer experience to near real-time levels.

Digital Transformation on Foundational Platforms



Implementing Digital transformation: Moving from big project plans to small and practical activities which lead to immediate results

According to the very latest report of Forrester, DX has gradually shifted from tremendous efforts into implementing small and continuous practical activities which can yield desirable outcomes immediately.

Three levels of implementing digital transformation in a practical way to achieve success

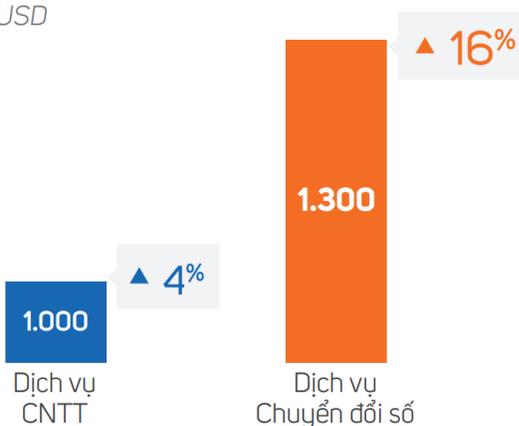
	Level		
	Small project		Small project
Definition	Identifying feasibility and evaluate the potential outcomes	Definition	Identifying feasibility and evaluate the potential outcomes
Popularity	Pretty much	Popularity	Pretty much

Digital transformation market's growth rate is expected to be 4 times higher than that of IT service market

According to IDC, by 2022, the DX market is expected to reach USD 2,000 billion, with the growth rate at 4 times higher than that of IT service market. In 2018, worldwide spending on DX reached USD 1,300 billion, increased by **16.8%**, while the total IT service market reached USD 1,000 billion and only grew by **4%**.

Some IT service enterprises in the world, including FPT, quickly recognised this market opportunity and began to transform themselves, with the aim of becoming comprehensive digital service providers, elevating their enterprises into the business segment of the value chain's most worthwhile services.

Đơn vị: Tỷ USD



II. STRATEGIC DIRECTIONS IN THE 2019 – 2021 PERIOD

With opportunities and unlimited possibilities of the DX market, FPT defines this is the important chance to innovate for corporate for both position, capabilities and scale of growth. Hence, in 2019 – 2021, FPT will shift from IT Services to DX Services with two strategic pillars:

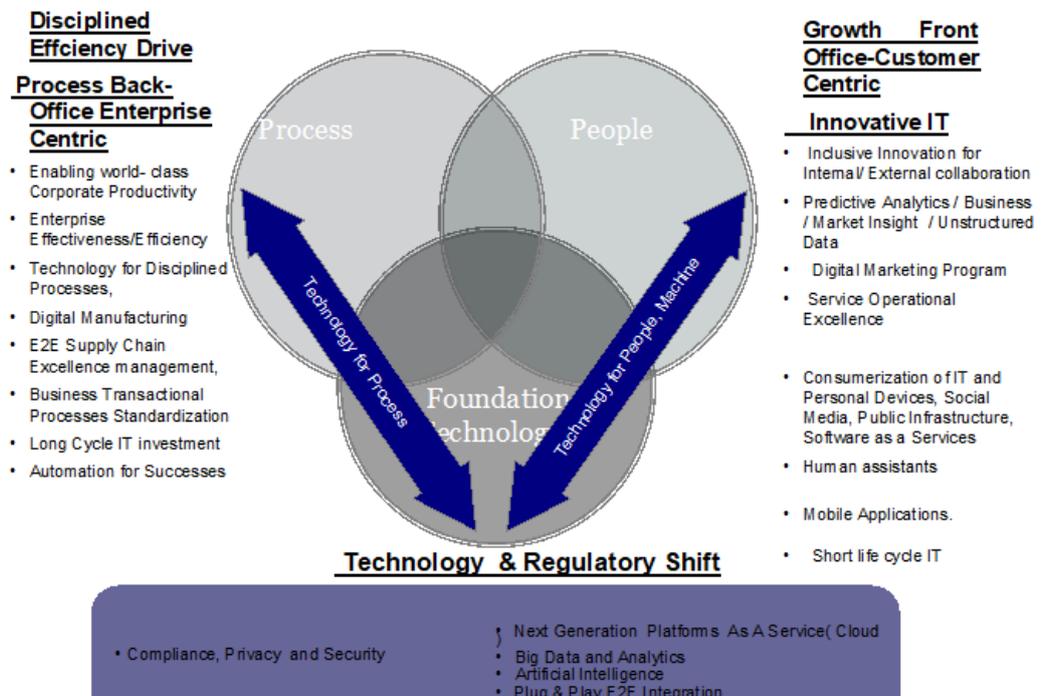


1. FPT's Digital Transformation Approach

From FPT's point of view, DX is solving the pain points in corporate business operations and satisfies customers through the benefits of analysis and exploring data based on digital platforms.

When implementing DX, there are three elements: Identify the process; Change people and Apply latest technologies.

3 elements need to be influenced when implementing Digital Transformation:



This approach is syndicated by FPT according to the below aspects:

System, operational processes

The digitalisation of this aspect is to focus on solving the problems of the operating system internally, with the pain points coming from the independent systems and processes for decision making that affects directly the effectiveness of the operation and overall efficiency.

People and Customers

This aspect focusing more on the ability to respond and react to customers' needs and market changes with outsider points of view (as in customer position). The pain point mainly focuses on the "touch points" between corporates and consumers, service experience and customer satisfaction.

Technology and standardized systems

This aspect focuses on the equality and accuracy of the analytical/measurable system and the automation capability with the real system time; is the critical assurance of the problem solving for systems' issues, operational process, human and customers. Pain points focuses on the compatibility and responsive ability of automatic systems.

Through practical implementation of global clients' projects, FPT observes that the practical way to approach DX and bring success is:

- **Choose the area:** focus on the area that brings biggest benefits to the Corporation with fastest speed; focusing on creativity and outcomes, instead of upgrading the old system.
- **Implement within shortest time:** each project is planned for completion within 3 to 6 months.

2. Competitive advantage of FPT

3 pillars of FPT competitive advantage in Digital Transformation

2.1. Experience and System of processes

- Capability and experience in development of IT systems at national level such as Tax systems and insurance, etc. serving millions of people.
- Experience in implementation and deployment of core IT systems for thousands of corporates domestically as well as providing IT services for over 650 corporations around the world, including 100 customers in the Fortune Global 500 list.
- Directly providing products and services for end-users in: Commerce, Telecommunications, Information, Entertainment and Education.
- **30+ years of experience**
- **10+ systems that affect millions of people**
- **100 Clients in The Fortune Global 500 list**
- **CMMI5:** version 1.3
- **A-Spice:** level 3
- **ISO 9001:** 2015
- **ISO 20000-1:** 2015
- **ISO 27001:** 2013 (BS 7799 – 2:2002)

2.2. Strong workforce

- Have a large number young technology engineers that have the ability to learn fast.
- Own training system, applying latest technologies for training, providing the high quality human resources relevant to industry, ready to provide overall resources for DX.

- **16.000+ Engineers, technology experts**
- **30.000+ Students**

2.3. International-standard Technology

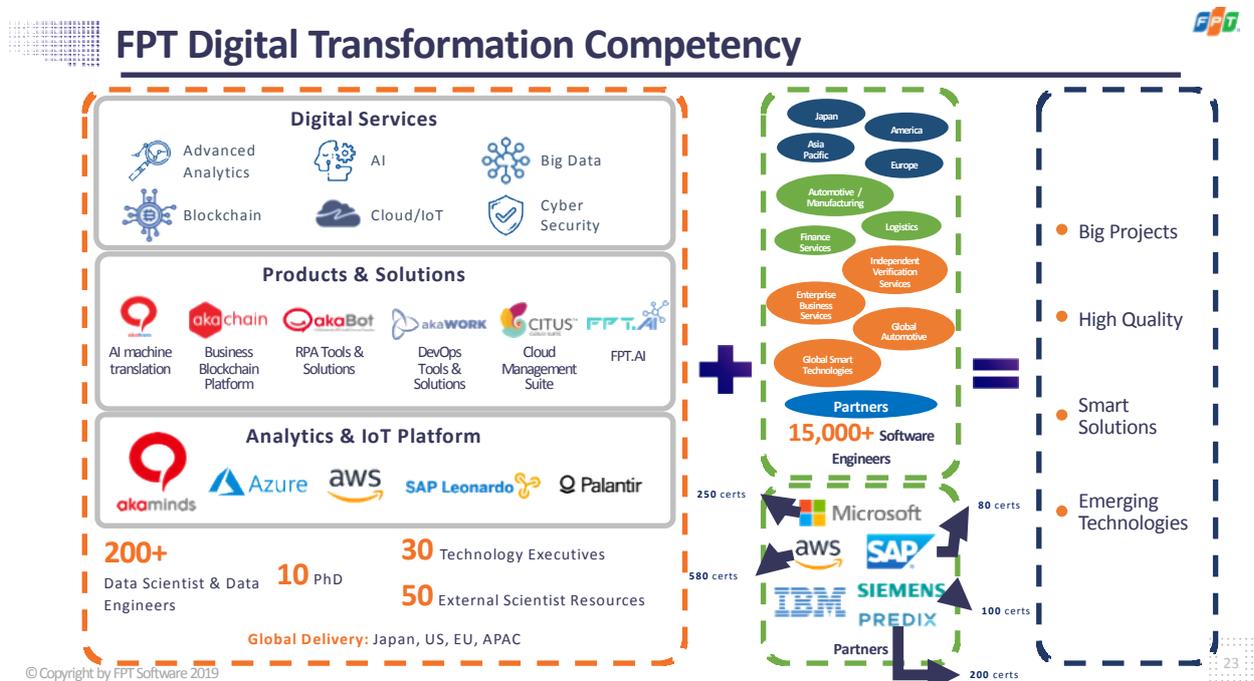
- Quickly capture technological trends and focus on investing core technology, develop DX platforms based on new technology like AI, Big data analysis, IoT, etc. provided services to many customers around the world.
- The most senior partner and have more than 1,200 technological certificates of world-class leading partners such as Microsoft, Amazon Web Services, GE, Siemens, Schneider Electric, Airbus, etc.

7000+ Technological certificates

1.200+ Foundation technological certificates

300+ Engineer and 60+ AI Doctors

10+ Digital Transformation platform



3. Vision and Objective in 2019 – 2021

“The 4th Industrial Revolution - the digital revolution, is changing the way people live, work and communicate, based on the application of technologies such as IoT, Big data, AI and robotics. Vietnam is facing an unprecedented opportunity and challenge which is to catch up with the world’s leading technologies and to avoid becoming a straggler. “The fourth industrial revolution is an exceptional opportunity to fulfil the desire to prosper the nation”. As the no.1 IT Company in Vietnam, FPT proudly bears the responsibility with great ambition to bring Vietnam into the front line of the Digital Revolution”. **Truong Gia Binh, Chairman of FPT**

FPT – LONG-TERM PLAN

Top 50

Becoming the digital corporation and in global top tiers firm that provides comprehensive DX services; in top 50 firms that provide Digital Services/IT services around the world.

From #180 in IT Service in 2018 (according to Gartner), FPT will be in Top 100 and then heading towards Top 50 in 10 years.

GIAI ĐOẠN 2019 – 2021

Position	Client Portfolio	Profit	Product and service
The world leading company to provide comprehensive DX service	+30 customers in The Fortune Global 500 list per year	Sustain double-digit growth	Complete comprehensive DX service package
Increase value and status of FPT by providing high value work such as DX consulting and strategy	Approach international clients to provide DX services and other product services of FPT. The goal is to have 30 more customers in The Fortune Global 500 list in every year.	Always achieve 15% revenue increasing annually.	Finish the portfolio of solutions, products and services in the DX value chain in two years.

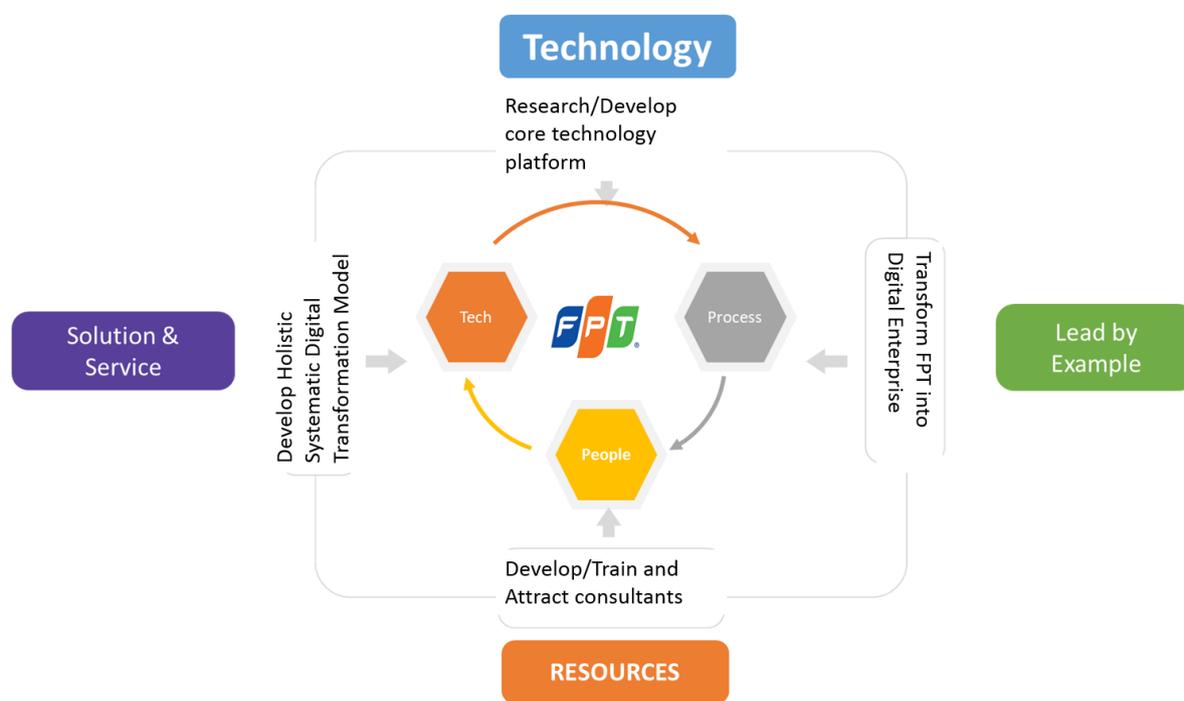
Responsibilities and roles of FPT in the Digital Revolution Era

	B2C	B2B	B2G	The world
Role	Encourage/Inspire	Consult/Create	Provide service/Coordinate	Pioneer/Incubate
Responsibility	FPT responses to the needs and preferences of millions of people anywhere, anytime by merely touching upon their digital devices.	Together with customers in Vietnam and around the world, FPT creates solutions and services to help them transform, based on near real time and data driven.	FPT participates in building Digital Government, Smart Transportation, Smart Healthcare, Smart Education, Smart Energy, Smart Telecommunications and Smart Manufacturing	FPT pioneering in creating Digital Vietnam and Global economic significance.

III. ACTION PLANS AND AMBITION TO CONQUER DIGITAL TRANSFORMATION OF FPT

“THING BIG - START SMART - SCALE FAST”

In order to execute the major goals set out in the coming 3-year period of 2019-2021, FPT soon prepared drastic action plans in four directions: Resources, Solution & Service, Technology, and FPT - Lead by Example.



1. Resources

FPT continues to focus on investments in R&D and continuous improvement of the capacity of the DX strategy consultants with a deep understanding of industries, business models, technological knowledge and developing tools to bring added value and specific benefits to the customer right from the first step of the DX journey.

In 2018, FPT added 100 consultants with 20-30 years of professional experience in a number of fields through the acquisition of a leading technology consultant company in the US, Intellinet.

In early 2019, FPT established the Digital Transformation Division (FPT Digital - FDX) under FPT and FPT Digital Academy (FDA) to bring together DX consultants and attract digital technology experts in order to research and develop DX consulting services for customers. FDX's consultants have been experienced to DX case of top companies in the world. Notably, FDX's team has been guided directly by Mr. Phuong Tram, ex-CIO of DuPont, who has led and executed the DX journey that achieving billions of dollars in revenue, decreasing 90% lead-time and been making DuPont a typical example of DX's success.

In the next three years, FPT will attract more 10,000 – 20,000 Vietnamese young intellectuals to meet the needs of the companies worldwide. Those human resources are the prominent strength of Vietnam in the map of DX & IT services, based on young populations with strong mathematical capabilities.

In this overall picture, FPT's education segment (FPT Education) has become one of the key strategic resources, forming FPT's unique advantages compared to other IT companies in the world, when it supplies sustainable and long-termed resources. With the industrial-relevant

philosophy, FPT Education has strong momentum to meet the needs of human resources in the field of DX & digital consulting services.

2. Technology

FPT actively pioneered in researching and developing the most important core technologies of DX & IT services, conducting practical tests and continually exploring and implementing practical solutions to meet different market requirements.

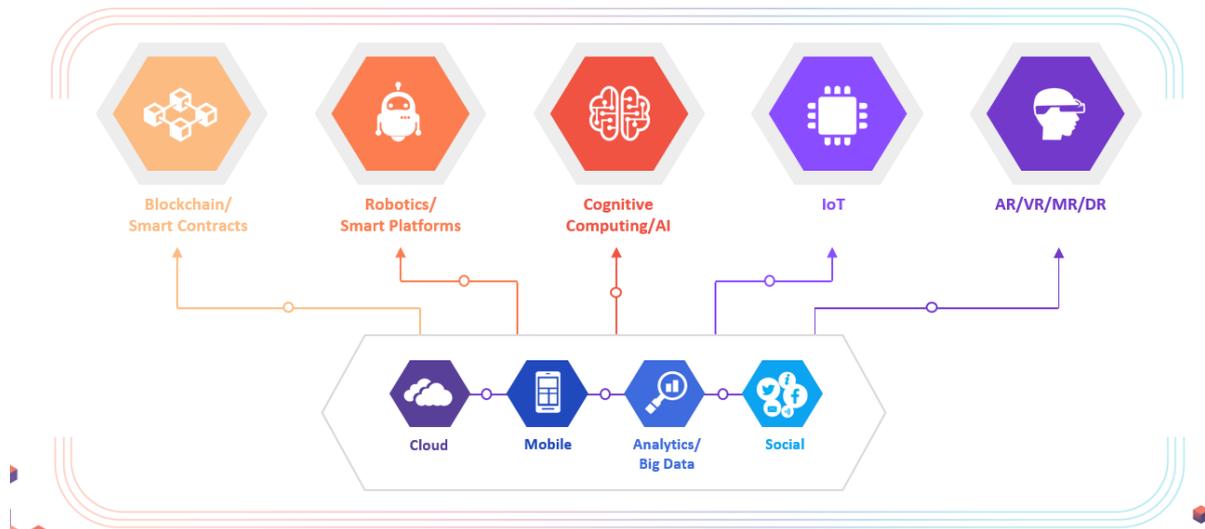
AI - key technology

In the next three years, FPT will invest strongly to build and bring AI platforms to become the focus to develop new applications, optimising the operation of businesses and benefiting to the end-users. FPT expects to become the world's leading AI centre through a complete platform that meets 80% of the business needs of AI in the world. The remaining 20% can be made through consulting and implementing services.

Other core technology investments

In addition to AI, FPT will continue to invest in researching many other core technologies of the digital revolution to improve technological capabilities, build competitive advantages for the Corporation and provide higher value solutions for customers, such as Big data, Cloud computing, Blockchain, etc.

FPT's technologies and DX platforms are developing to meet the diverse needs of corporates and organisations in Vietnam and the world.



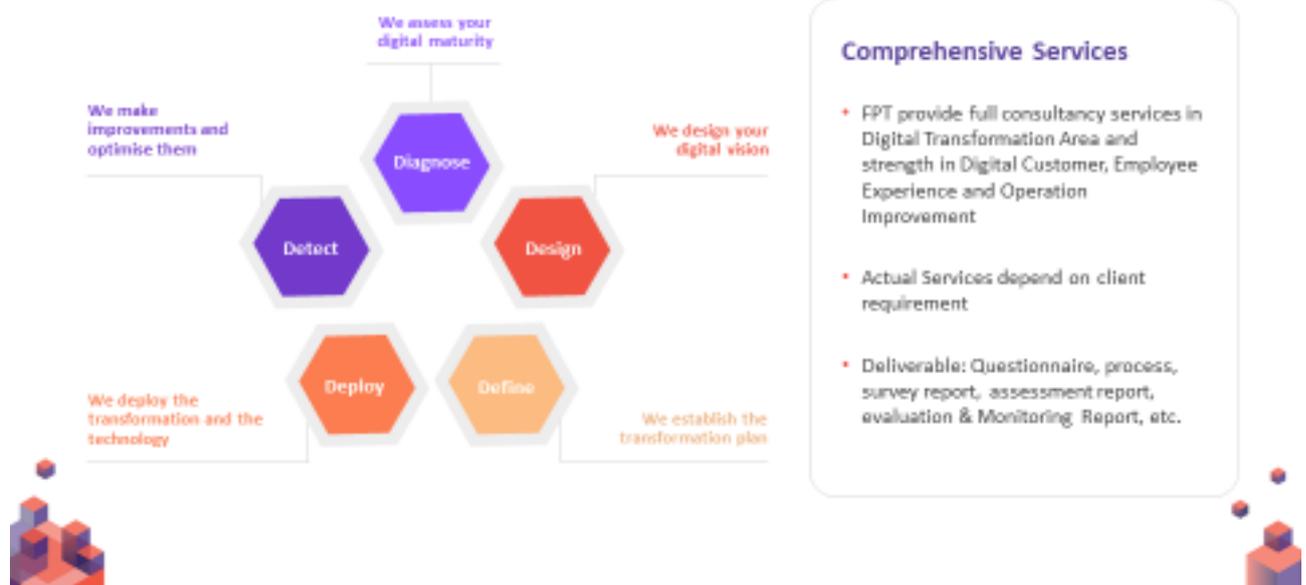
3. Solutions & services

With the strong development of human resource competence, FPT has put full service value into digital transformation and digital services: Consultancy, System integration & Implementation, entrust service. In 3 years from 2019 to 2021, FPT concentrates to complete digital transformation solution for businesses and organisations.

3.1. Consultancy

FPT develops consulting services in all areas of digital transformation, especially with the strength of customer experience and employee experience in mind whilst driving operational improvement using digital technology with a focus on outcome, which creates an improvement in overall efficiency within the shortest timeframe.

FPT Services Offering For Digital Transformation



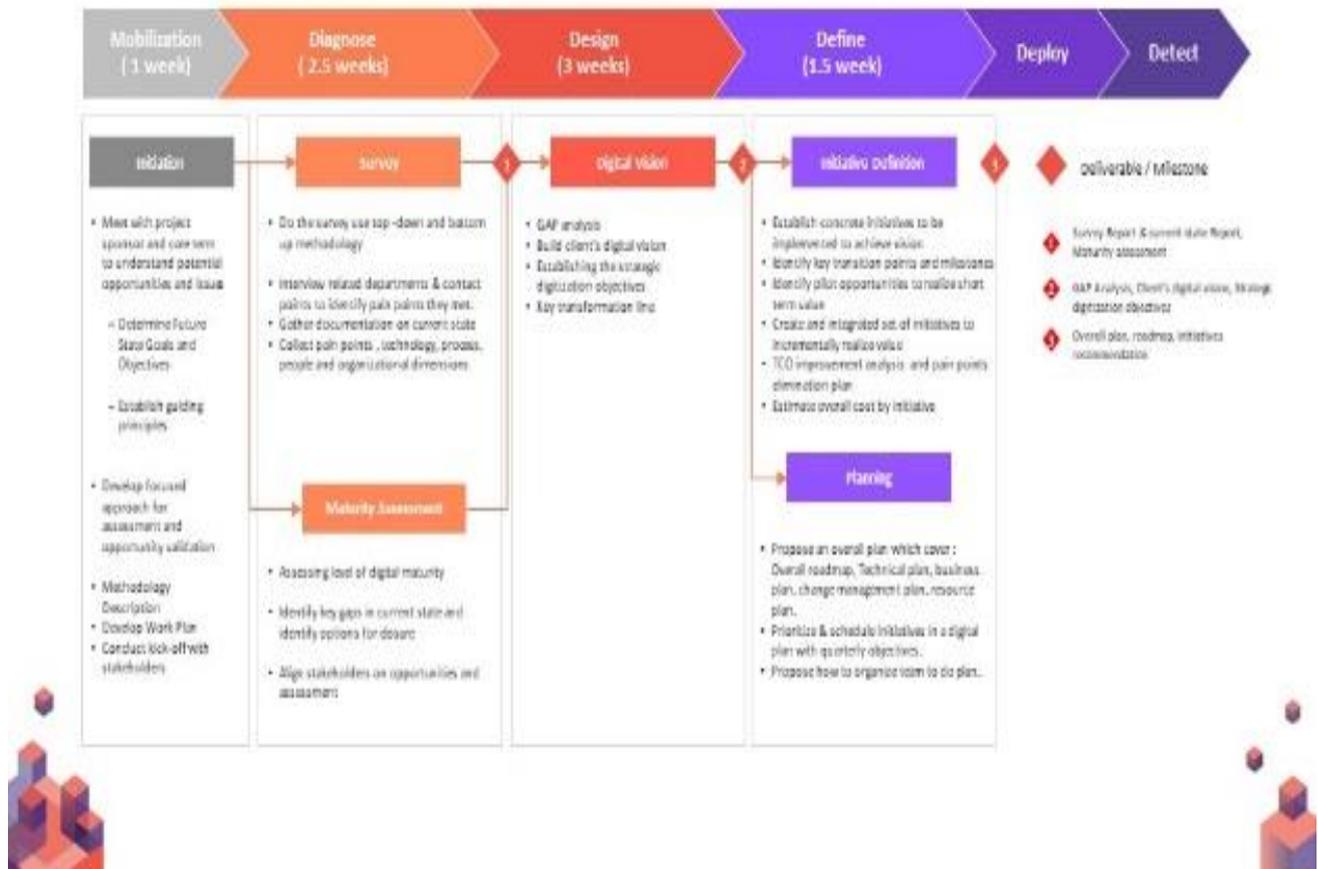
Comprehensive Services

- FPT provide full consultancy services in Digital Transformation Area and strength in Digital Customer, Employee Experience and Operation Improvement
- Actual Services depend on client requirement
- Deliverable: Questionnaire, process, survey report, assessment report, evaluation & Monitoring Report, etc.

FPT Methodology for Digital Transformation



Typical Process and Timeline for Digital Transformation



3.2. System & Deployment

FPT provides and deploys effective solutions for time, cost and security to bring a competitive advantage and sustainable development to customers.

FPT focuses on developing knowledge centers and solutions in the fields of e-government, smart cities, smart hospitals, smart transportation, smart energy and smart telecommunications and takes part in digital transformation of banking, aviation, automotives, logistics, retail and manufacturing sectors.

FPT will thrive on the software solution brand of FPT with the purpose is that customers (especially Vietnamese companies and local organisations) only need to connect and use (plug & play) and be mobilised at an extremely competitive price.

FPT has been promoting co-operation, research, developing and deploying services based on core technologies of the digital revolution with leading technology corporations such as Skywise of Airbus, Mindsphere of Siemens, Predix of GE and Amazon Web Services, ...

3.3. Service entrustment

To expand and improve competitiveness in Software Entrusted Development, FPT will transform its models and technologies system to:

- Increasing the ratio of big customers in the Global 500 and the value of the contract with the end-to-end solution;

- Continuous updating of knowledge and experience in key sectors/ fields and technology foundations of digital revolution at international standard;
- Maintain service quality at the international standard, including but not limited to workforce productivity, processing speed and risk management capability.

4. FPT - Lead by Example

4.1. FPT Digital Transformation

Transforming FPT into a digital enterprise is an inevitability mission, an opportunity to improve the competitive advantages of the Corporation.

DX is the foundation for developing significant innovative models for FPT's direct business lines and promoting exponential growth in business models, growth and benefits for FPT's customers and employees.

This will be also the basis for FPT verify and develop a DX model for the industries/ sectors that business/organisations need to create a significant changes for labour productivity and business efficiency.

4.2. Applying a new management model

The OKR (Objective & Key results) is a creative management model that encourages continuous improvement in the creation process, used by many leading global corporations such as Google, Intel, ... Starting from 2019, FPT will apply OKR – as its method of managing by goals, to encourage 50% creativity increase from employees. This method is expected to help FPT achieve miraculous results through encouraging individuals to dare to think big, make important decisions and make efforts to implement creativity and achieve exceptional results.

With a new strategy and orientation and a strong action plan, 2019 is expected to be a pivotal year with many significant breakthroughs in the growth of FPT.

Hanoi, March 8th, 2019

THE STATEMENT TO THE 2019 ANNUAL GENERAL SHAREHOLDERS MEETING OF FPT CORPORATION

Ref: Approval of 2019 remuneration budget for the Board of Directors

Cordially submits to the 2019 Annual General Shareholders Meeting,

1. In accordance with the Charter of FPT Corporation;
2. In accordance with the 2018 Annual General Shareholders Meeting's Resolution and actual payments for the Board of Directors in 2018; Business plan 2019

The Board of Directors (BOD) cordially submits to the General Shareholders Meeting to approve the 2019 remuneration package for the BOD to submit to the AGM. Details as follows:

1. Remuneration for the BOD in 2018

No.	Item	Actual payment	2018 Budget
1	Salary for executive members of the BOD	10.7 billion VND	10.76 billion VND
2	Compensation for non-executive members of the BOD	5.5 billion VND	5.75 billion VND
3	Bonus for executive members of the BOD	0.49% * Profit before tax (excluding profit from divestment)	Not exceeding 0.49% * Profit before tax

2. Budget for remuneration for the BOD in 2019:

- Salary for executive members of the BOD: **10.76 billion VND**;
- Bonus for executive members of the BOD: not exceeding **0.49%** FPT Corporation's profit before tax
- Compensation for non-executive members of the BOD: **5.75 billion VND**

Cordially submit to the General Shareholders Meeting for approval.

**ON BEHALF OF THE BOD
CHAIRMAN**

(Signed)
Truong Gia Binh

Hanoi, March 8th, 2019

REPORT OF THE SUPERVISORY BOARD IN 2018 AND PLAN FOR 2019

I. THE SUPERVISORY BOARD'S ACTIVITIES IN 2018

The Supervisory Board has the following tasks: supervise implementation of the Corporate Charter and resolutions of the AGM; supervise financial activities; monitor activities of the BOD and the BOM as regulated by law.

Supervisory Board term 2017 – 2022 includes 3 members, in which 2 members were re-appointed:

No.	Member	Position	Commencement date
1	Mr. Nguyen Viet Thang	Head	April 12 nd , 2012, reappointed as a member of the Supervisory Board for the term 2017 – 2022 by the 2017 AGM on March 31 st , 2017 and reelected as Head of the Supervisory Board on April 3 rd , 2017
2	Mr. Nguyen Khai Hoan	Member	April 12 nd , 2012, reappointed as a member of the Supervisory Board by the 2017 AGM on March 31 st , 2017
3	Mrs. Nguyen Thi Kim Anh	Member	March 31 st , 2017

In 2018, the Supervisory Board successfully monitored and recommended necessary changes to be made in company operations and it strengthened monitoring procedures and ensured the transparency in the corporation's financial activities.

1. Meetings of the Supervisory Board

In 2018, the Supervisory Board held six meeting sessions. The details and main contents are below:

Session	Participation	Main content
Session one March 07 th , 2018	3/3 members attended	<ul style="list-style-type: none"> - Discuss and evaluate the Consolidated Financial Statements in the year 2017 of the Company, assess comprehensive income of the year 2017, preparation document for the General Meeting of Shareholders in the year 2018 by the Management Board; - Exchange and evaluate inspection of compliance of the Board members; the Management board and company management positions in 2017 to include into the annual report to the 2018 Annual General Meeting of Shareholders. - Discuss on the content of report on the IB's operations in 2017 and the expected operation plan in 2018 presented by the Board of Inspection
Session two April 12 th , 2018	3/3 members attended	<ul style="list-style-type: none"> - Get consent in the operation plan in 2018 after approval of the Annual General Meeting of Shareholders in 2018.

Session	Participation	Main content
		<ul style="list-style-type: none"> - Make assignment of detailed personnel work for members in 2018. - Review the operation plan in 2018 of the Board of Supervisors.
Session three May 25 th , 2018	3/3 members attended	<ul style="list-style-type: none"> - Review and evaluate the business results of the first quarter of 2018. - Assign and coordinate to participate in control activities of member units together with the Inspection Board of the Corporation.
Session four July 19 th 2018	3/3 members attended	<ul style="list-style-type: none"> - Review and evaluate the business results of the 2nd quarter of 2018. - Review some report of Supervisory Board to check for compliance and other related jobs.
Session five October 23 rd 2018	3/3 members attended	<ul style="list-style-type: none"> - Discuss and evaluate the Consolidated Financial Statements 3rd Quarter of 2018, assess BOM's report on accumulated earnings and profits for the first 9 months of 2018 - Review and independently assess the ability to complete the revenue, profit and growth plan of 2018.
Session six December 27 th 2018	3/3 members attended	<ul style="list-style-type: none"> - Plan to check overdue debts and inventories in 2018 (Expected to be implemented at the end of January 2019) - Check the issuance of preferred shares for employees in 2017 (according to the Resolution of AGM 2018) - Check the cash dividend plan in 2018 (according to the Resolution of AGM 2018) - Discuss on the operational plan of Supervisory Board in 2019

2. Working results of the Supervisory Board

- **Monitoring the implementation of the resolutions of the 2018 AGM**
 - ✓ The Board of Management has achieved almost all of the main objectives in the Resolution of 2018 Annual General Meeting of Shareholders
 - ✓ Completing to draw some funds according to the law, ensuring the obligation to pay all State Budget in the year.
 - ✓ Good business result in 2018, especially profit margin increased 1.7% YoY, achieved 16,6%
 - ✓ Paying remuneration to Board of Directors and Supervisory Board: In 2018, the Company has paid in advance full remuneration for all members of Board of Directors and Supervisory Board in accordance with the law as well as the approved amount in 2018 Annual General Meeting of Shareholders
- **Monitoring activities of the Supervisory Board conducted on the BOD, BOM and shareholders' activities**
 - ✓ Inspect, supervise and ensure that the company operates in accordance with the Law on Enterprises, and supervise the implementation of the resolutions passed by the 2018 Annual General Meeting of Shareholders

- ✓ The Supervisory Board fully attend the Board of Management' meetings in the period and has made positive contribution.
 - ✓ The Board of Supervisors supervises the implementation of the policy of preferential shares issuance to employees in 2018 that was approved in General Meeting of Shareholders 2018.
- **Cooperation among IB, Board of Directors and Board of General Directors and other managing staff**
- ✓ Supervisory Board recognized the cooperation of the Board of Directors and Board of Management of the company. Always receive full information on strategic plan as well as updates on the implementation of business plan.
 - ✓ Be active in closely and frequently cooperating with Board of Directors and Board of Management. In addition, Supervisory Board also work with Committee of compliance inspection to evaluate the inspection sessions in periods.
- **Monitoring the compliance**

In 2018, Supervisory Board did not record any unusual signs affecting or violating the State's regulations as well as the Company's regulations in the activities of Board of Management, Board of Director and all managers of member companies.

- **Other activities of the Supervisory Board**

- ✓ The Supervisory Board considers quarter financial statement provided by Board of Management
- ✓ Monitoring the issuance of shares in 2018 to ensure the compliance with State's Regulations and approved by 2018 Annual General Meeting of Shareholders.
- ✓ The Supervisory Board coordinates with the BOM to evaluate and select an independent auditor in 2018, submitting to the 2018 Annual General Meeting of Shareholders for approval.

3. Summary of the remuneration and operating expenses of the Supervisory Board

In 2018, members of Supervisory Board have made a great effort executing their assigned duties and obligations.

About the Supervisory Board's remuneration and expenses: In the total remuneration package of 1.211.800.000 VND which is passed by the Board of Directors in 2018, the corporation has paid 1.036.800.000 VND for the Board of Supervisory's remuneration. In 2018, the Supervisory Board did not outsource any consulting services. The details are as follow:

Unit: Billion in VND

Content	Budget	Advance payment	Content
Outsourcing consulting services	100,000,000	0	Outsourcing consulting services
Supervisory Board remuneration	1,036,800,000	1,036,000,000	Supervisory Board remuneration
Bussiness expenses	75,000,000	0	Bussiness expenses
Total	1,211,800,000	1,036,000,000	Total

The Supervisory Board submits the 2019's AGM to approve the 2018 remuneration paid in advance.

II. THE SUPERVISORY BOARD'S 2019 OPERATING PLAN

- Monitoring compliance with the resolutions of the 2019 AGM Meeting; this is considered as core duty of Supervisory Board to ensure optimal interest for shareholders
- Reviewing evaluation report of the Independent Auditor and monitoring the implementation of issues raised by the audit.
- Reviewing and supervising annual financial regulations, rules, operational regulations and policies issued by the BOD and BOM; at the same time, ensuring legal compliance and assessing impacts on the interests of shareholders when implementing these regulations.
- Strengthening cooperation between the Supervisory Board and Compliance Monitoring Board to assess and timely handle emerging issues; and supervising the process after checking/inspection.

Budget for Supervisory Board's activities in 2019

For 2019, the Supervisory Board submitted the 2019's AGM to approve the operating expenses budget as follows:

No.	Description	Unit	Quantity	Price (VND)	Amount (VND)
1	Hire professional consultants	H	50	2,000,000	100,000,000
2	Compensation for the Supervisory Board members	H	864	1,200,000	1,036,800,000
3	Travelling expense	Times	5	15,000,000	75,000,000
	Total				1,211,800,000

**ON BEHALF OF THE SUPERVISORY BOARD,
HEAD OF THE SUPERVISORY BOARD**

(Signed)

Nguyen Viet Thang

Hanoi, March 8th, 2019

PROPOSAL TO THE 2019 ANNUAL GENERAL SHAREHOLDERS MEETING OF FPT CORPORATION

Ref: FY2018 profit distribution; stock dividend & 2019 cash dividend plan

The Board of Directors (BOD) of FPT Corporation kindly submits to the Annual General Shareholders Meeting (AGM) to approve the audited financial statements for the year ended 2018, the plan for 2018 profit distribution; stock dividend payment and the policy for cash dividend payment in 2019. Details are as follows:

1. The audited financial statements for the year ended 2018

- Board of Directors (BOD) of the Company kindly submit to the Annual General Meeting of shareholders to approve the audited financial statements for the year ended 2018 which is audited by Deloitte Vietnam Company Limited (attached to the AGM documents).
- Key indicators were summarized as follow:

Unit: Billion in VND

No.	Indicators	2018
1	Revenue	23.214
2	Profit before tax	3.858
3	Profit after tax	3.234
4	Profit after tax attributable to parent company's shareholders	2.620
5	Bonus and welfare fund	229
	<i>5.1 Bonus and welfare fund of parent company</i>	<i>0</i>
	<i>5.2 Bonus and welfare fund at subsidiaries (up to 10%)</i>	<i>229</i>
6	Profit after tax attributed to parent company's shareholders	2.391

For more details, please visit: <https://fpt.com.vn/vi/nhadautu/cong-bo-thong-tin>

2. FY2018 profit distribution

- With regards to:
 - o FY2018 cash dividend plan at 20% as approved by 2018 Annual General Meeting (AGM).
 - o Actual result of FY2018 and the company's current financial position.
- The BOD submits to the AGM to approve the total cash dividend of 20% for FY2018 (VND 2.000 per share). Of which:
 - o Already paid in 2018: 10%
 - o The rest (10%) will be paid following the AGM's approval.
 - o Schedule: 2nd quarter of 2019
 - o Authorization for the BOD to implement the details of the dividend payment

3. Stock dividend proposal

- With regards to:

- The purpose of improving the company stock's liquidity, enhancing shareholders' value.
- The current retained earnings is significant, resulting in high book value.
- The BOD submits to the AGM to approve the total stock dividend of 10% for FY2018 (10:1)
 - Source: retained earnings
 - Odd lots plan: the number of shares to be received by each shareholder will be rounded down. The odd lots (less than 10 shares), if any, will be aborted.
 - New shares' listing: the newly issued shares (as stock dividend) will be listed immediately after listing approval is obtained.
 - Schedule: immediately after the AGM's approval (at the same time with the rest of FY2018 cash dividend payment)
 - Authorization for the BOD to implement the details of the dividend payment
- 4. FY2019 cash dividend plan**
- With regards to:
 - FY2019 business plan and investment plan as approved by the Board of Directors.
- The BOD submits to the AGM to ratify the plan for cash dividend payment in FY2019 as follows:
 - Cash dividend plan of 20% (VND 2.000 per share) – on new outstanding shares after the stock dividend.
 - The BOD will decide on the cash dividend advance when appropriate during the year, based on the actual business result and other considerations to optimize business activities.
 - The actual FY2019 cash dividend will be approved by the 2020 AGM.

Kindly submit to the Annual General Shareholders Meeting for approval.

**ON BEHALF OF THE BOD
CHAIRMAN**

(Signed)

Truong Gia Binh

Hanoi, March 8th, 2019

**THE STATEMENT TO THE 2019 ANNUAL GENERAL SHAREHOLDERS
MEETING OF FPT CORPORATION**

Re: Selection of an audit firm

Pursuant to

- FPT's Company Charter
- The need to select an audit firm.

The Supervisory Board kindly submits to the Annual General Meeting of Shareholders to ratify the proposal of selecting one (1) from four (4) audit firms (Big 4) to audit the Company's Financial Statement in 2019:

1. KPMG
2. Deloitte
3. PwC
4. Ernst & Young

And authorize the Board of Directors to select an audit firm corporeally.

Kindly submit to the Annual General Meeting of Shareholders for approval.

**ON BEHALF OF THE
SUPERVISORY BOARD
HEAD OF THE SUPERVISORY
BOARD**

(Signed)

Nguyen Viet Thang

DRAFT

Hanoi, March 29th, 2019

RESOLUTION
THE 2019 ANNUAL GENERAL SHAREHOLDERS MEETING
FPT CORPORATION

Pursuant to:

- *Business Law No. 68/2014/QH13 dated 24th November 2016;*
- *FPT's Company Charter;*
- *Proposals of the Board of Directors and the Supervisory Board at the 2019 Annual General Meeting of Shareholders.*
- *Meeting Minute of FPT Corporation 2019 Annual General Meeting of Shareholders dated 29th March 2019;*
- *Voting Report of FPT Corporation 2019 Annual General Meeting of Shareholders dated 29th March 2019.*

DECIDED:**Article 1: Approve these following reports:**

1. **The 2018 Audited Financial Statements;**
2. **The Board of Directors' Report in 2018;**
3. **The Strategic Business Directions for the 2019-2021 period;**
4. **The business plan for 2019 as follow:**

Unit: VND in billions

Business sectors	Revenue			Profit before tax		
	2018	2019	YoY change	2018	2019	YoY change
Technology	13.402	15.450	15,3%	1.519	1.933	27,2%
Telecom	8.831	9.980	13,0%	1.458	4.660	13,9%
Education & Investment	1.375	1.670	21,4%	488	425	-13,0%
<i>Profits from affiliated companies in retail and distribution sectors</i>	0	0		387	442	14,2%
<i>Consolidated revenue adjustment</i>	-394	-440				
Total	23.214	26.660	15%	3.858	4.460	16%

5. **The Supervisory Board's Report in 2018.**

Article 2: Approve the plan for 2018 profit distribution and share dividend payment, as following:

1. **Plan for 2018 profit distribution**

Total cash dividend payment of 20% for FY2018 (VND 2,000 per share), in which:

- ✓ Already paid in 2018: 10%

- ✓ The rest (10%) will be paid following the AGM's approval.
- ✓ Schedule: 2nd quarter of 2019
- ✓ Authorizing the BOD to implement dividend payment.

2. Plan for share dividend payment

Ratio of stock dividend is 10% for FY2018 (10:1)

- ✓ Source: retained earnings
- ✓ Odd lots plan: the number of shares to be received by each shareholder will be rounded down. The odd lots (less than 10 shares), if any, will be aborted.
- ✓ New shares' listing: the newly issued shares (as stock dividend) will be listed immediately after listing approval is obtained.
- ✓ Schedule: immediately after the AGM's approval (at the same time with the rest of FY2018 cash dividend payment)
- ✓ Authorizing the BOD to implement share dividend payment.

Article 3: Approve Policy for cash dividend payment in 2019

- ✓ Propose cash dividend plan of 20% (VND 2,000 per share) – on new outstanding shares after the stock dividend.
- ✓ The BOD will decide on the cash dividend advance when appropriate during the year, based on the actual business result and other considerations to optimize business activities.
- ✓ The ratio of cash dividend payment in 2019 will be decided by the 2020 Annual General Shareholders Meeting

Article 4: Approve the proposal to select one (1) from four (4) audit firms (Big 4) to audit the Company's Financial Statements in 2019, including: KPMG, Deloitte, PwC, Ernst & Young and authorize the Board of Directors to select an audit firm corporeally.

Article 5: Approve the 2019 remuneration package for the Board of Directors; the 2019 action plan and remuneration package for the Supervisory Board.

1. Remuneration budget for the BOD in 2019

- Salary for executive members of the BOD: **VND 10.76 billion;**
- Bonus for executive members of the BOD: not exceeding **0.49%** FPT Corporation's profit before tax
- Compensation for non-executive members of the BOD: **VND 5.75 billion**

2. Operating expenses and remuneration budget for the Supervisory Board in 2019 is VND 1,211,800,000.

The Resolution was approved by the 2019 Annual General Shareholders Meeting of FPT Corporation. The Board of Directors bases on the Resolution to implement accordingly.

ON BEHALF OF SECRETARY

CHAIRMAN

LAI THI HUONG HUYEN

TRUONG GIA BINH



FPT CORPORATION
ANNUAL GENERAL MEETING OF SHAREHOLDERS 2019

BALLOT
VOTER ID: FPT.000000

Full name: ...
 Number of shares in own possession: ... shares
 Number of shares authorized by other shareholders: ... shares
Total number of voting shares: ... shares

(Check the corresponding box for your choice in each content)

CONTENT	Affirma- tive	Negative	Abstention- s
Content 1: Approve 2018 Audited Financial Statement; The Board of Directors’ report; The Corporation’s 2019 - 2021 strategy; 2019 business plan; and the Supervisory Board’s report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Content 2: Approve the plan for 2018 profit distribution and share dividend payment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Content 3: Approve policy for cash dividend payment in 2019	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Content 4: Approve the Proposal of List of Auditors for 2019 Financial Statement	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Content 5: Approve the 2019 remuneration package for the Board of Directors; the 2019 action plan and remuneration package for the Supervisory Board	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Guide:

Voter casts the vote by checking **ONLY ONE** of the options: **Affirmative, Negative or Abstentions** for each Proposal.

March 29th 2019

VOTER

(Signature and full name)