

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

To: - The State Securities Commission
- Hochiminh Stock Exchange

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Content of Information disclosure (*):FPT's Business performance in ten months of 2016

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Available at: <https://fpt.com.vn/en/ir/information-disclosure>

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

*Attachment: FPT's Business
performance in ten months of 2016*

Organization representative
Party authorized to disclose information
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FPT'S BUSINESS PERFORMANCE IN TEN MONTHS OF 2016

Ending the first ten months, FPT recorded consolidated revenue of VND 31,897 billion, slightly decreased by 2% year-over-year (YoY). Profit before tax (PBT) has increased by 4% YoY to VND 2,312 billion. Profit after tax (PAT) was VND 1,997 billion, up 7% YoY.

PAT attributable to parent company's shareholders was VND 1,529 billion, up 6% YoY. EPS was VND 3,334 after ten months, up 5% as compared to ten months of 2015 (10M2015).

With 31% contribution to the consolidated PBT, "going global" strategy continued to be a key strategic direction of FPT. More specifically, after ten months, FPT's overseas markets recorded revenue of VND 4,720 billion, increasing healthily by 28% and PBT of VND 713 billion, up 39% year on year.

Besides, the Retail segment continued to be a bright spot in the ten-month performance with its revenue up 32% YoY, and PBT up 42% YoY.

Apart from a decent business performance in the first ten months, FPT has also strengthened its position and recognized by the business community. In more details, FPT has become the first enterprise in South East Asia to be recognized by GE as their partner in Industrial Internet of Things (IIoT), the only Vietnamese enterprise being recognized as the Digital Transformer of The Year; and featured among Top 10 Companies for Sustainability Development in 2016.

OTHER NOTABLE EVENTS



GLOBALIZATION

- ❖ **FPT Japan reaches the milestone of USD 100 million in revenue:** FPT Japan officially hit the milestone of USD 100 million (equivalent to over VND 2,200 billion) in the first 10 months of 2016. With this revenue record, FPT Japan becomes Vietnam's largest IT service provider in Japan and is approaching earnings made by the top 50 IT companies in Japan, including giants such as Fujitsoft, DTS, Systema etc. Sales of FPT Japan always grew at 32% per year over the past 10 years.
- ❖ **Signs 2nd ERP contract in Bangladesh:** "Providing and implementing ERP/EAM" between FPT IS and Electricity Generation Company of Bangladesh Limited (EGCB) is considered as a complex project with high professional requirements for power industry. If the project is successfully implemented, it will become the basis for its deployment in all 14 member companies under the Bangladesh Power Development Board (BPDB).

- ❖ **First ASEAN firm to become GE’s regional partner in Industrial Internet:** Accordingly, FPT will cooperate with GE Digital (a member of GE, specializing in Digital) to put IIoT and GE Predix technology platform in strategic markets, including Japan in the short-term and other markets in which FPT takes big positions. FPT will be comprehensively supported by GE to research and develop solutions related to Industrial IoT and GE Predix for customers.
- ❖ **Many development opportunities for FPT in Mie Prefecture, Japan:** Mr. Eikei Suzuki, Governor of Mie Prefecture, Japan proposed FPT cooperating in the fields of human resource training and supply as well as expanding its activities in Japan with a new office in Mie Prefecture and more cooperation with the enterprises here. According to Mr. Eikei Suzuki, they just carried out a survey on which country local enterprises wanted to attract investment from, Vietnam was the top choice.



PROJECTS

- ❖ **Signs a MoU with the leading postal technology solutions Escher Group** to implement the modernization project for Vietnam Post. Accordingly, FPT chose Escher Group as one of solution providers for the project of “Design, Supply and Deployment of MPITS Postal Software System” this firm was deploying for Vietnam Post. This is the largest IT project ever of Vietnam Post.
- ❖ **Runs the first national IT system of Bangladesh:** Bangladesh National Board of Revenue and FPT Information System (FPT IS) officially run the Bangladesh Income Tax integration system (BITAX). The project provides the National Board of Revenue with a concentrated tax administration system which helps manage nearly 700 agencies across the country.
- ❖ **Deploys ERP system for ECOBA:** ERP system for ECOBA Vietnam was kicked off with the investment value of up to several billions. Accordingly, within 08 months, FPT IS will implement ERP system with SAP solution for ECOBA with 6 modules: Financial Accounting and Controlling (FI CO), Project System (PS), Materials Management (MM)), sales and distribution (SD) and Human Resource Management System.
- ❖ **Deploys “cool penalty” in Da Nang:** FPT IS officially wins the contract to provide the surveillance cameras to handle violations of public transportation on Thuan Phuoc Bridge (Da Nang city). The success of the project would be an important prerequisite for FPT IS to be involved in other projects in the field of intelligent transportation in Da Nang.
- ❖ **Kicks off ERP project for Thien Hoa Electronics Center:** The system with 14 modules is divided into 5 phases and implemented within 10 months. It is expected that the system will go live in early September 2017. In particular, iVend retail software is integrated into ERP system for the first time.



AWARDS

- ❖ **Honored as Top 10 sustainable businesses 2016 in the field of Trade – Services:** The program attracted more than 400 businesses. In order to rank the 100 most sustainable companies in 2016, businesses were evaluated on the Corporate Sustainability Index

(CSI). This index is based on three inter-related pillars: economy, society and environment with 151 questions.

- ❖ **Ranked among Top 5 listed companies highly regarded by financial institution:** FPT Corporation received two highest professional awards including Top 2 listed companies with the best IR activities in 2016 and Top 5 listed companies highly regarded by financial institutions. This is the 6th consecutive year FPT was honored as the Top 5 listed companies with the best IR activities (since 2011).
- ❖ **Receives the title of honor “Digital Transformer of the year”:** At Asia Pacific Telecom Summit Awards - ATSA held in Singapore, FPT Telecom Joint Stock Company (FPT Telecom) has become the first and only company in Vietnam to receive the title of honor Digital Transformer of the year. The award was given by the multi-national group - International Data Corporation (IDC).



EDUCATION

- ❖ **2016 admissions to FPT University increase by 60%:** In 2016, FPT University admitted 2,000 students of Software Engineering, Information Security, Business Administration, International Business, English, Japanese, Graphic Design and Architecture, reaching 100% of the target, up 60% compared to the figures in 2015
- ❖ **Officially exports ViOlympic to Laos:** FPT University in collaboration with the Ministry of Education and Sports of Lao PDR held a launching ceremony of Math contest online in Laos called Laolympic. This is the first time FPT has "exported" Violympic, marking an important step on the journey to internationalize this contest.

*Head of FPT Corporate Communications Department
(Signed)*