

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.: 385/FPT-FAF

Hà Nội, ngày 18 tháng 09 năm 2017  
Hanoi, September 18<sup>th</sup>, 2017

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

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

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

- Tên tổ chức / *Organization name*: Công ty Cổ phần FPT/ *FPT Corporation*
- Mã chứng khoán/ *Security Symbol*: FPT/ *FPT*
- Địa chỉ trụ sở chính/ *Address*: Tòa nhà FPT Cầu Giấy, 17 phố Duy Tân, Phường Dịch  
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Loại thông tin công bố:  định kỳ  bất thường  24h  theo yêu cầu  
*Information disclosure type:  Periodic  Irregular  24 hours  On demand*

**Nội dung thông tin công bố (\*)/ Content of Information disclosure (\*)**: Tóm tắt tình  
hình hoạt động kinh doanh 8 tháng năm 2017/ *Financial performance highlights in eight  
months of 2017*

Thông tin này đã được công bố trên trang thông tin điện tử của công ty vào ngày  
18/09/2017 tại đường dẫn: <http://fpt.com.vn/vi/nhadautu/cong-bo-thong-tin>  
*This information was disclosed on Company's Portal on September 18<sup>th</sup>, 2017, available  
at: <http://fpt.com.vn/en/ir/information-disclosure>*



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

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

*Tài liệu đính kèm/ Attachment: Tóm tắt tình hình hoạt động kinh doanh 8 tháng năm 2017/ Financial performance highlights in eight months of 2017*

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

Người UQ CBTT

*Party authorized to disclose information*



**Trần Hồng Dương**

**Nơi nhận/ Recipient:**

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



**FPT'S FINANCIAL PERFORMANCE IN 8M2017**

In the first eight months of 2017, FPT's revenue and profits indicators all showed healthy growth. Consolidated revenue was VND 27,340 billion, up 11% YoY, equivalent to 100% of the YTD targets. Profit before tax (PBT) was VND 1,992 billion, increasing by 16% YoY and equal to 100% of the YTD target. Profit after tax (PAT) was VND 1,697 billion, up 15% YoY.

Year-to-date PAT attributable to parent company's shareholders was VND 1,303 billion, up 16% YoY. Year-to-date EPS was VND 2,460 in the eight-month period, up 16% YoY.

FPT's core business segments all achieved high growth. Specifically, the Technology and Telecom sectors' profit before tax was up 28% and 13% YoY, respectively.

FPT's overseas markets recorded revenue of VND 4,216 billion, up 16% YoY, and PBT of VND 628 billion, up 24% YoY, accounting for nearly one-third of the consolidated PBT.

The Distribution and retail sector has achieved 99% of revenue and PBT targets for the year to-date, in which, the retail segment continued to perform outstandingly with its YTD revenue up 25% and YTD profit before tax up 44% YoY.

In August, FPT has sold 30% of the shares in FPT Digital Retail JSC (FPT Retail). Consequently, FPT will sell a maximum of 10% of shares in FPT Retail to retail investors through IPO, and list the stock on Ho Chi Minh City Stock Exchange (HOSE) by April 2018 as the latest.

Also in the early September, FPT has signed the investment cooperation contract with Synnex Group. Accordingly, Synnex, a USD-33-billion revenue corporation, and the world's third largest IT, telecom, and IC component distributor will invest to own 47% in FPT Trading.

After successfully completing the divestiture in the distribution and retail subsidiaries and de-consolidating the performance of such companies from the consolidated financial statements, the two core sectors including Technology and Telecom will be the key growth driver with 95% contribution to the total revenue of FPT. Besides, pre-tax margins will improve significantly from the current 7.4% to 14.6%.

## SOME NOTABLE EVENTS IN 8M2017

- ❖ Synnex invests to own 47% of FPT Trading. FPT Corporation has signed an investment agreement with the strategic partner Synnex Technology International Corporation (Synnex) – A USD-33-billion-revenue corporation and being the world’s third largest distribution group in IT, telecom and IC component distribution. Accordingly, Synnex will invest to own 47% of charter capital of FPT Trading Company Limited (FPT Trading). In such a transaction which FPT Trading was valued at over USD 80 million, FPT will receive VND 932 billion including the amount paid by Synnex and FPT Trading’s retained earnings.



### GLOBALIZATION

- ❖ FPT open office in Colorado’s biggest city: FPT has officially opened an office in Denver, Colorado's largest city, to promote its operation with some major US airlines.
- ❖ FPT signs strategic cooperation agreement with Coca Cola Vietnam: On August 22, FPT Chairman Truong Gia Binh and CIO of Coca Cola Tiffani Sassei officially signed a cooperation agreement for digital transformation for the 2017-2020 period.
- ❖ FPT Software showcases Automated Call Center with AWS: FPT Software was chosen by Amazon Web Services (AWS) to jointly showcase Automated Call Center at the introduction ceremony of iSpace – an innovation lab established by Malaysia’s Ministry of Science, Technology and Innovation. Automated Call Center is the latest cloud-based product of AWS powered by AI Technology – Amazon LEX.



### PROJECTS

- ❖ FPT IS helps Dong Nai to become the pioneer in E-Hospital: On 30 August, FPT IS has officially started the 2nd phase of the project “Building the Health management information system of Dong Nai”.
- ❖ Launching derivatives market with solution delivered by FPT IS: Vietnam’s derivatives market started operating one August 10 in hopes it would improve Vietnam’s securities market and attract more foreign investment. The system was carried out by FPT Information System together with GMEX Group.
- ❖ FPT IS runs Performance Management System for FE Credit: The system is expected to help FE Credit build up a team of well trained and qualified employees, then contributing to its sustainable development as well as increasing competitiveness in retail sector.
- ❖ FPT digitize freight transport operations of Vietnam Railways: Currently, the freight management operations of Vietnam Railways have been moved into a computerized software deployed by FPT IS.



- ❖ FPT implement ERP system for one of the world' Top 5 soymilk manufacturers: On August 2, FPT IS officially kicked off a VND46 billion project of implementing SAP ERP system for the Vietnam Soya Product Company (Vinasoy). It will be expected to run on June 1, 2018.



## AWARDS

- ❖ FPT Trading honoured by Lenovo for 5 consecutive years: FPT Distribution (FDC under FPT Trading) continues to be honoured as Lenovo's best commercial distributor at the 2017 Channel Partner Forum held at Hilton hotel in Hanoi on August 2.



## TECHNOLOGY

- ❖ FPT show off smart city at Vietnam ICT Summit 2017: Some of its products/sevices namely Smart City, Smart Traffic, FPT.eHospital, e-government, Cyber security, FPT FaceBox, FPT.AI, Knowlead.io, Cyradar and FPT Playbox were shown off at the Vietnam ICT Summit 2017.
- ❖ FPT launch AI-based app for communication support needs: Speakdi, a Japanese-Vietnamese translation app invested by FPT Japan, using FPT.AI, is officially available on the App Store. Speakdi is a synergy product invested by FPT Software, a member company of FPT Corporation, applying FPT.AI, FDIC (FPT Software Global Comter) and some other AI technologies.
- ❖ For the first time, AWS holds technical event for Vietnamese developers: FPT Software cooperates with Amazon Web Services (AWS) to organize AWS DevDay 2017 for all tech enthusiasts who are interested in this field. AWS DevDay is a free, full-day technical event, taking place in Ha Noi (August 19) and Ho Chi Minh (August 20).
- ❖ FPT brings Vietnamese students to the U.S. to experience unmanned vehicles: Four students of the Academy of Military Technology who won the Digital Race competition 2016 – 2017 organized by FPT Corporation will learn and experience the latest technologies in the United States from August 18-26.
- ❖ FPT partner with Maker Hanoi to hold IoT chain events for community: From August 2017, FPT Technology Innovation Department will be in collaboration with Maker Hanoi to hold IoT Weekend Chain with the desire to create a playground for those who love technology the Internet of Things (IoT). Each 2-hour event will focus on the IoT and the pioneering technology trends such as Voice User Interface, self-propelled vehicles, cloud computing, virtual reality, natural language processing.

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## EDUCATION

- ❖ FPT - BTEC international college open 1st course: On August 19, FPT – BTEC international college held the opening ceremony of the 1st course in HCMC with the participation of 200 parents and students. Another opening ceremony will be held on September 5 in Hanoi.
- ❖ FSB runs SeMBA to train leader at Asian level: SeMBA program just launched by FPT School of Business aims at training leaders at Asian level. There would be 2 semesters in Thailand and Korea and Golf Club for attendants.

**Organization representative**  
*Party authorized to disclose information*



**Tran Hong Duong**

