

CÔNG TY CỔ PHẦN FPT
FPT CORPORATION

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

Số/No.: 384/FPT-FCC

Hà Nội, ngày 18 tháng 10 năm 2018
Hanoi, October 18th, 2018

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*
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Content of disclosing information: *FPT's financial performance highlights in nine months of 2018.*

Thông tin này đã được công bố trên trang thông tin điện tử của công ty vào ngày 18/10/2018 tại đường dẫn: <http://fpt.com.vn/vi/nhadautu/cong-bo-thong-tin>

This information was disclosed on Company's Portal on October 18th, 2018, available at: <https://fpt.com.vn/en/ir/information-disclosure>



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

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

Tài liệu đính kèm/ *Attachment*: Kết quả kinh doanh 9 tháng năm 2018/*FPT's financial performance highlights in nine months of 2018*

Đại diện tổ chức
Organization representative

Người UQ CBTT
Party authorized to disclose information



Bùi Nguyễn Phương Châu

Nơi nhận/ Recipient:

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



No.: 38/FPT – FCC

Hanoi, October 18th, 2018**ENDING Q3 2018, PROFIT BEFORE TAX EXCEEDED THE
YTD TARGET OF 15%, REACHED VND 2,738 BILLION**

Ending the first 3Q2018, revenue and PBT were VND 16,261 billion and VND 2,738 billion, equal to 106% and 115% of the YTD target, achieved strong growth of 21% and 33% year on year (YoY), respectively, in like for like comparison (FPT Retail and Synnex FPT were regarded as associates for 9M2017). Compared to the actual number (no adjustment) of 9M2017, revenue is down 48%, and PBT is up 19% YoY.

Profit after tax (PAT) was VND 2,302 billion, up 18% YoY. PAT attributable to parent company's shareholders was up 21% to VND 1,828 billion, and EPS was VND 2,985 up 21% YoY. Moreover, the PBT margin achieved 16.8%, equal to 2.3 times that of 9M2017.

Performance of business sectors

Revenue from technology and telecom sectors contributed 94% to the Corporation's total revenue.

Technology sector recorded revenue and PBT of VND 8,835 billion and VND 1,037 billion, equal to 108% and 110% of the YTD target, up 24% and 37% YoY, respectively. In which, the software outsourcing segment recorded revenue of VND 5,903 billion, up 35% YoY. PBT was VND 930 billion, up 34% YoY. Outsourcing revenue by markets achieved a good growth of over 26% YoY.

Telecom sector had its revenue up 16%, to VND 6,485 billion, achieving the YTD target. PBT was VND 1,124 billion, equal to 106% of the YTD targets, up 20% YoY.

As of September, 30th 2018, FPT Education delivered a strong enrollment growth of 50% YoY, equivalent to 18,700 new students.

Overseas markets' profit up 40% YoY

The overseas markets continued to be a key growth driver for FPT. In 9M2018, FPT's overseas markets recorded a healthy growth with revenue increased by 31% to VND 6,397 billion, and PBT up 40% YoY to VND 1,040 billion. The overseas revenue contributed 39% to the Corporation's total revenue, from 16% in 9M2017.

Continue to focus on digital transformation, this service line's revenue from overseas markets was VND 1,178 billion, up 40% YoY, contributing 20% to the software outsourcing's revenue. In September 2018, FPT signed Memorandum of Understandings with Carlsberg and Shinhan in digital transformation services.

*Organization representative
Party authorized to disclose information*



TRƯỞNG BAN TRUYỀN THÔNG FPT
Bùi Nguyễn Phương Châu