



INVESTOR PRESENTATION 2025

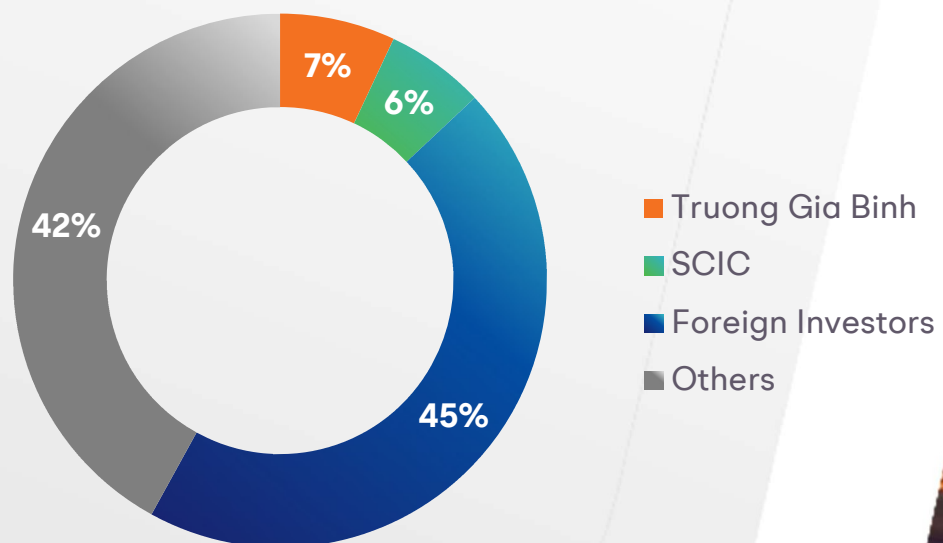
FPT Corporation



Basic information

Name	FPT Corporation
Founded	1988
Stock ticker	FPT (HoSE)
Market capitalization	\$8.5 billion
Revenue (2024 consolidated)	\$2.5 billion
No. of employees	50,000+

Diversified ownership





OVERVIEW

A LONG HISTORY OF INDUSTRY LEADERSHIP

1988

FPT established with 13 founders.

1997

Pioneer in modernizing the internet industry

2006

- Established FPT University
- Listed on Vietnam stock market.

1990

Pioneer in building national IT system

1999

Pioneer in software outsourcing for global markets

NOW

**Focus on Digital Transformation
The only Technology firm in VN30**



OVERVIEW

OUR CORE BUSINESSES

TECHNOLOGY SECTOR

Global IT Services
Domestic IT Services

TELECOM SECTOR

Telecom Services
Online Advertising

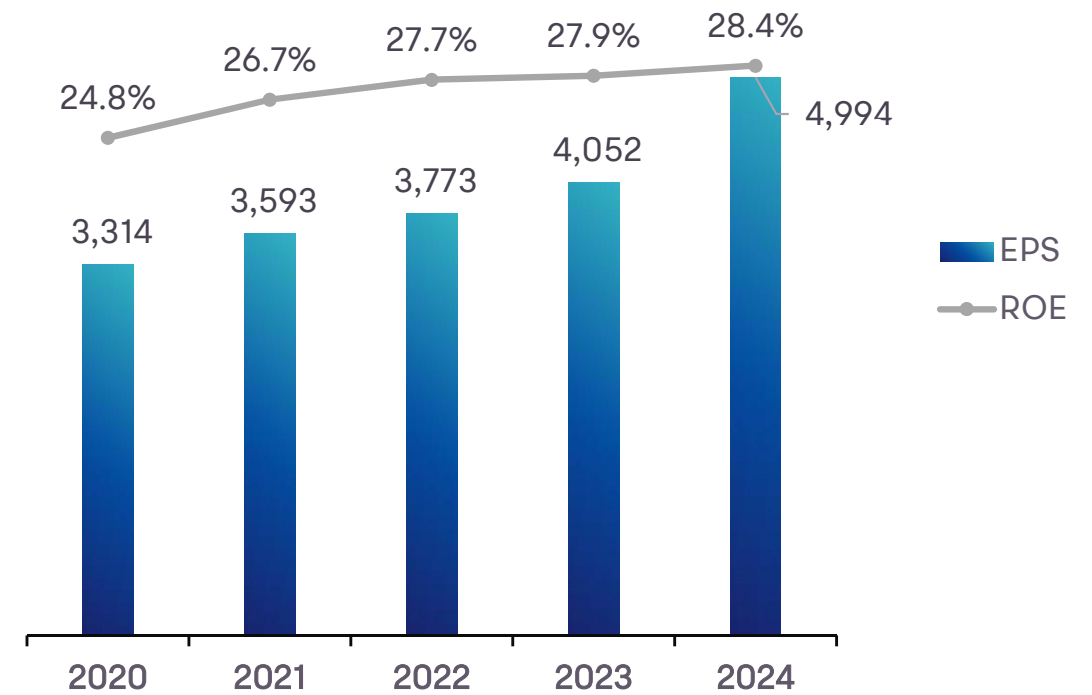
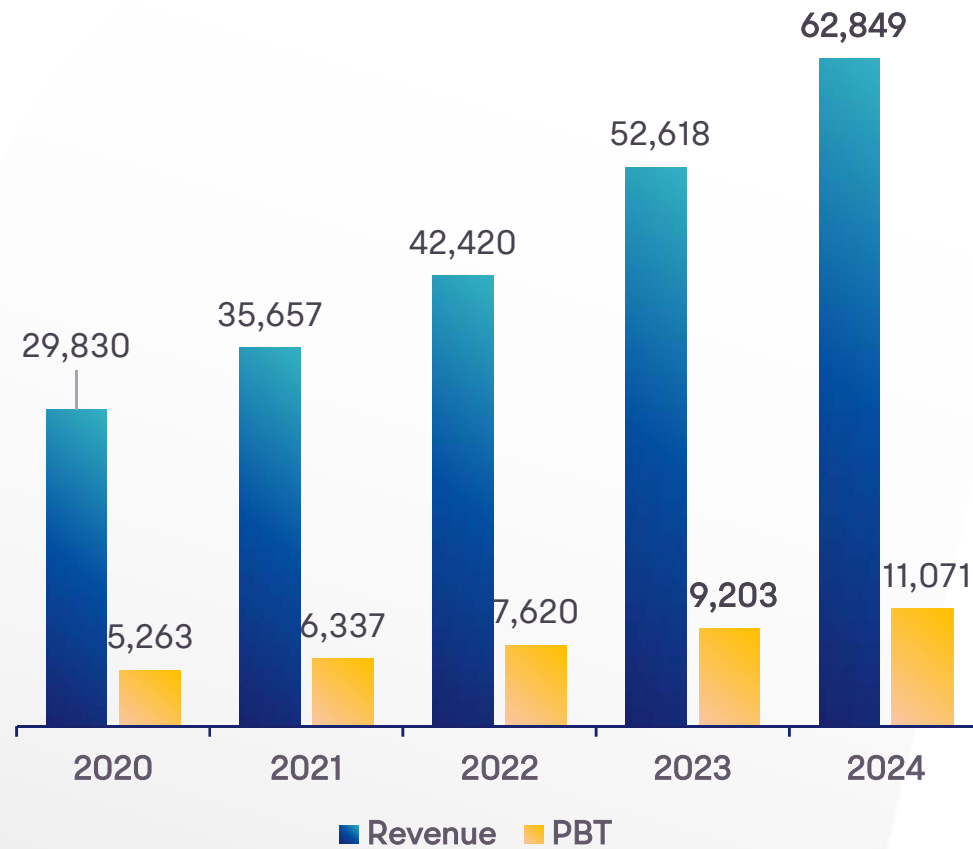
EDUCATION SECTOR





OVERVIEW

PROVEN RECORD OF STELLAR FINANCIAL RETURNS





FPT ECOSYSTEM
A LEADING GLOBAL
TECH ENABLER,
SUPPORTED BY STRONG
EDUCATION & TELECOM
BUSINESS



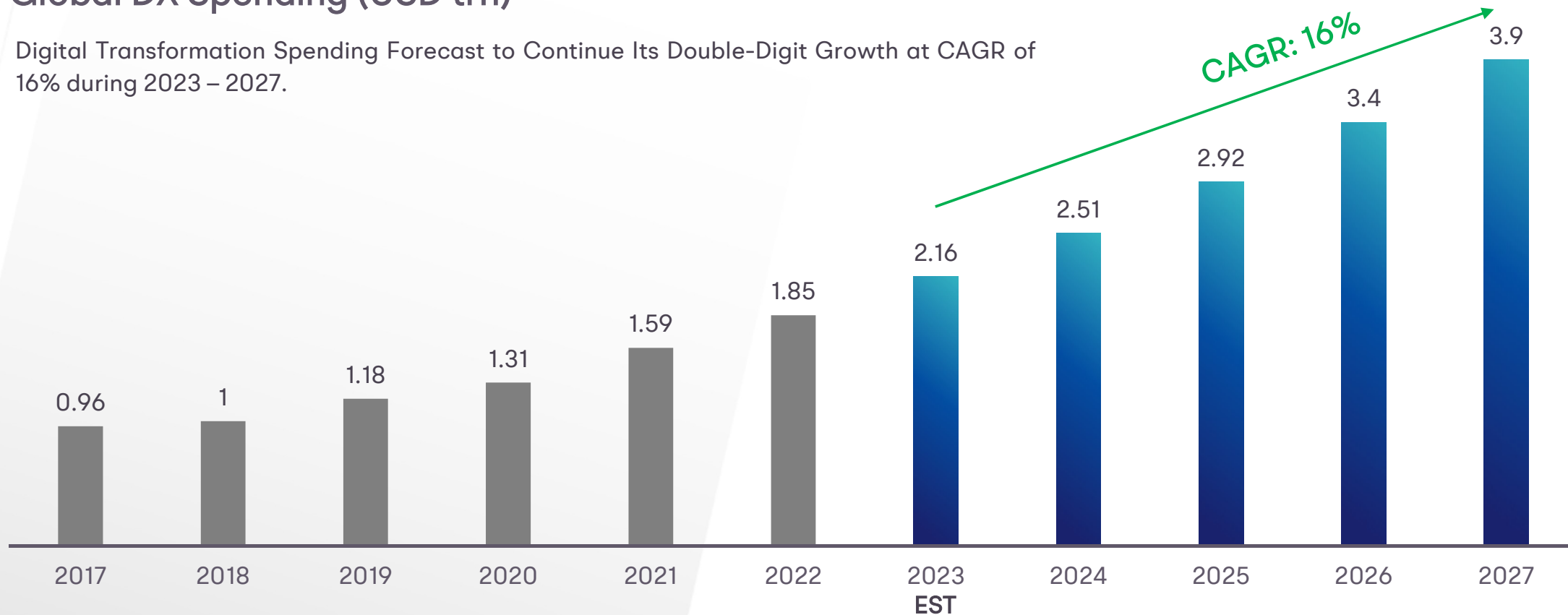


INDUSTRY FORECAST: STRONG DX GROWTH

2025 Global IT Services projected to reach USD 1.7 trillion (+9% YoY) and becoming the largest segment of IT Spending. This is largely due to enterprises investing in organizational efficiency and optimization projects.

Global DX Spending (USD trn)

Digital Transformation Spending Forecast to Continue Its Double-Digit Growth at CAGR of 16% during 2023 – 2027.





Why Vietnam?

Highly skilled workforce



- Young demographics with 50%+ of the IT engineers from 20-30 years old.
- Among top nations with most IT graduates – **60,000** annually
- Best-in-region pricing

Booming Telecoms & IT sectors



- 4G mobile network coverage reached approximately 99.8% of the total population.
- Ranked #2 fastest growing digital economy worldwide (2022).
- The digital sector is projected to reach over US\$200 billion by 2045.

Stable Politics & Economy



- Free trade with 56 economies.
- Vietnam's GDP grew 5.05% in 2023 – best-in-region growth.
- Ranked #41 in Global Peace Index in 2023.
- Strategic partnerships with China, India, Japan, Germany, the UK, the USA, and more.



TECHNOLOGY SECTOR GLOBAL PRESENCE

Japan (40%)

Americas (25%)

USA | Canada | Colombia | Costa Rica | Mexico

APAC (27%)

South Korea | China | Taiwan
Australia | Hong Kong | India
Vietnam (HO) | Singapore | Malaysia
Indonesia | Philippines | Thailand | Myanmar

Europe (9%)

Germany | France | Czech Republic
Netherlands | Romania | Slovakia
United Kingdom | Denmark
United Arab Emirates | Saudi Arabia | Sweden



30
**Countries &
Territories**

33,000
IT Professionals

100+ clients
In Fortune 500



DX TECHNOLOGIES

- Cloud
- Data & Analytics
- AI
- RPA
- Low-code
- Blockchain
- Metaverse
- Cyber Security
- IoT
- Digital Experience & Commerce

IT SERVICES

- Testing
- Enterprise platforms (SAP, ServiceNow, Salesforce, etc.)
- Applications development & modernization

MANAGED SERVICES

- Infrastructure Management
- Application Management
- Cloud Managed Services
- Cybersecurity Managed Services

PRODUCT ENGINEERING

- Automotive Digital Solutions
 - (IVI (In-Vehicle Infotainment)
 - ECU/MBD Services
 - AUTOSAR Services
 - Automated Driving / EV
 - MaaS / Connected Car
 - Car Security / FuSa / A-SPICE
- Hardware Design (PCB/FPGA)
- Mechanical Design/Analyzing (CAD/CAE)
- Product & Application Lifecycle Management
- Other Embedded Systems

CONSULTANCY

- Business Transformation
- People Transformation
- Technology Transformation
- Consulting & System Integration (CSI)
 - Advisory Services
 - System Integration Services
 - Application Portfolio Optimization & Analytics
- Reporting & Dashboard
- BI / Analytics
- Data Quality

ACCOMPANY DIGITAL TRANSFORMATION



Our valued customers across industries



Manufacturing, Automotive, Semiconductor



Airline & Aerospace



Logistics and Transportation



Banking, Finance & Insurance (BFSI)



Healthcare & Life Sciences



CME



Utilities



Consumer Packaged



Others



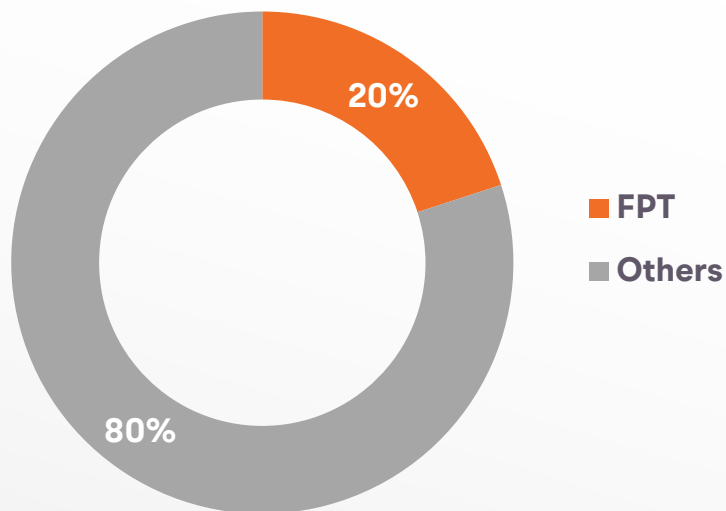


TELECOM SECTOR

STABLE CASH FLOW FROM SUSTAINABLE BUSINESS

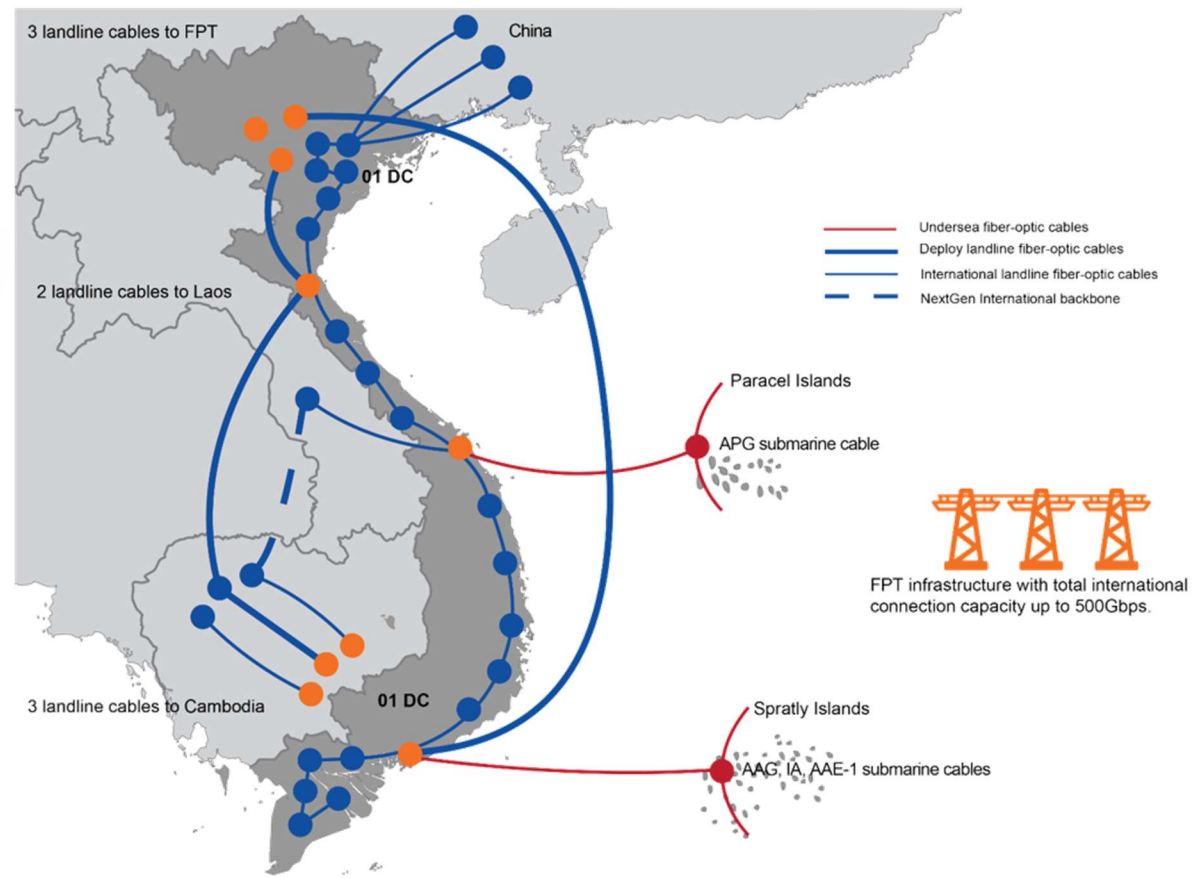
FPT Telecom is the leading privately-owned provider in Broadband, Data Center and PayTV

Broadband market share

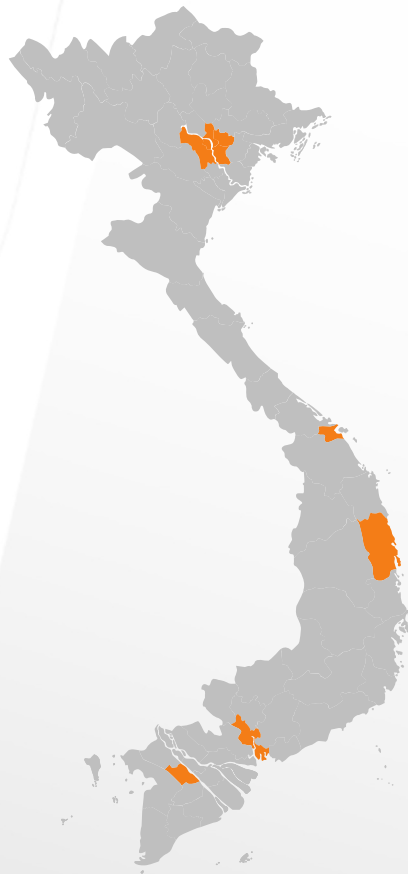


Nationwide coverage, focused on key cities
20% market share in PayTV

Nation-wide infrastructure



Large land banks across Vietnam



05 University campuses

In Hanoi, Da Nang, HCMC, Can Tho, Quy Nhon

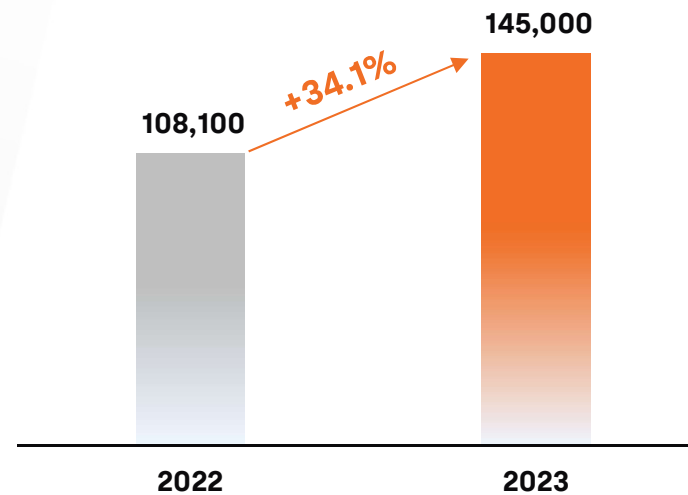
60+ ha in total area

Shared campus area with FPT Software to combine academic training with on-job training opportunities.

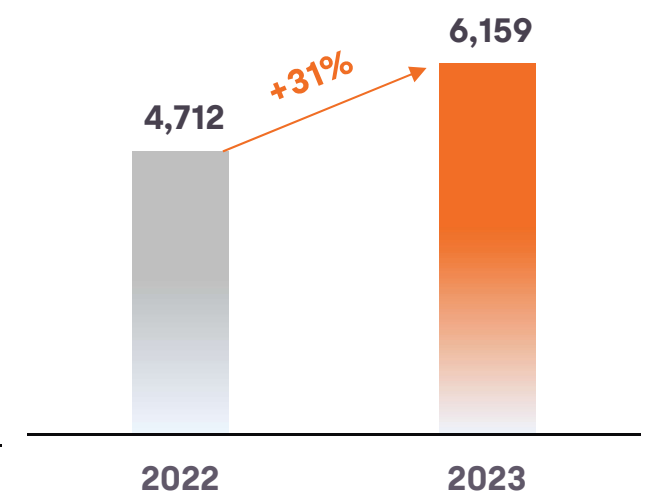
Comprehensive education system, for a comprehensive improvement of Vietnam's IT Talent pool



Full-time-equivalent student



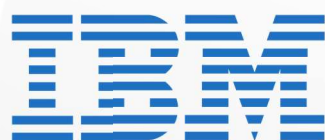
Education revenue



Invest for Digital Transformation

- Accelerate the investment in developing new and advanced technology platforms and solutions
- Recruit talented human resources with capabilities in new technologies
- Focus on digital transformation and higher value-added services (consulting, designing), for fast-growing industries.

Partnership with leading corporations



Strategic M&A to leverage new capabilities and increase global presence



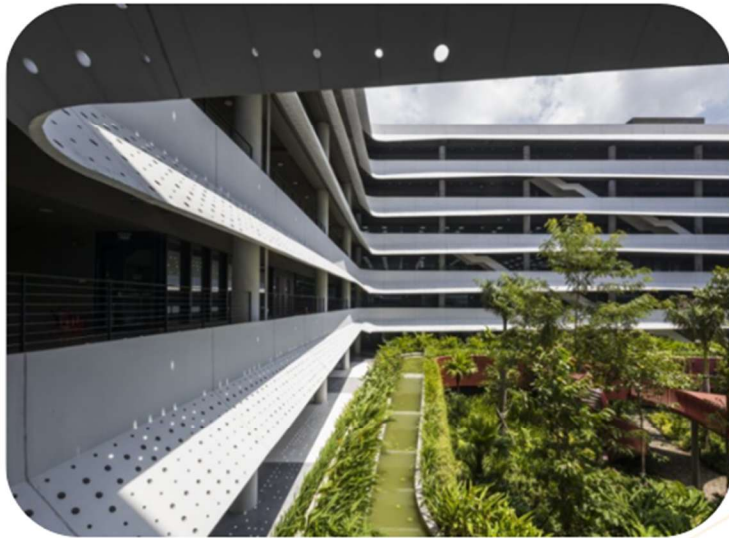
Enhance management capability & productivity

- Promote and diversify training activities
- Implement OKRs to manage performance
- Utilize technology in management according to FPT Digital Kaizen to enhance productivity

● ESG RESPONSIBILITIES

Aiming to utilize technology to help individuals realize their potential and contribute to solving socio-economic problems, we are proud to be among the Top 20 VNSI (Vietnam Sustainability Index)

ENVIRONMENTAL



SOCIAL



GOVERNANCE





2024 BUSINESS PERFORMANCE & OUTLOOK

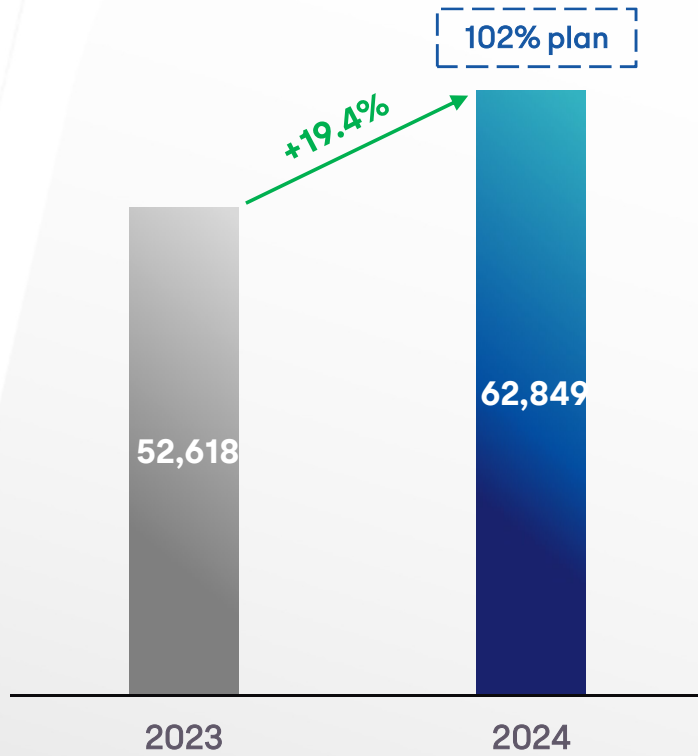


Unit: VND billion

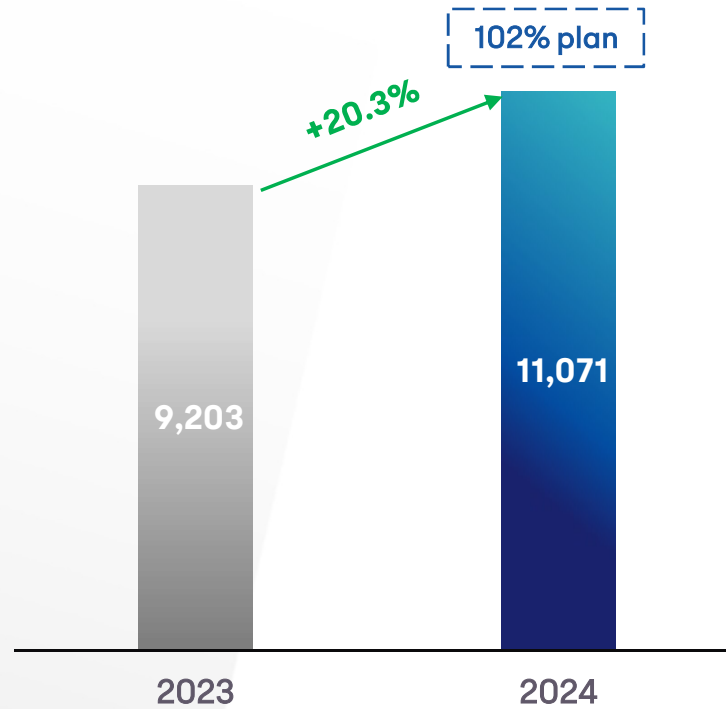
FINANCIAL PERFORMANCE IN 2024

By the end of 2024, FPT's business performance continue to grow at ~20%, achieving 102% revenue and profit plan.

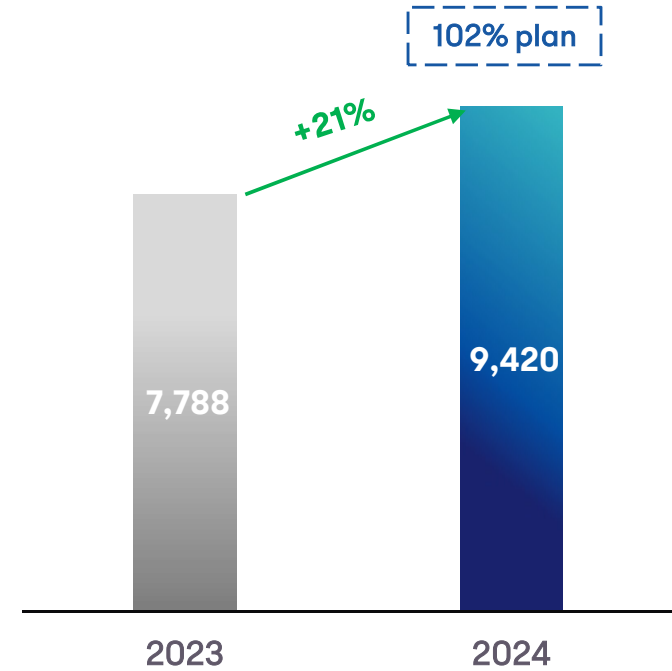
FPT's Revenue



FPT's Profit-Before-Tax

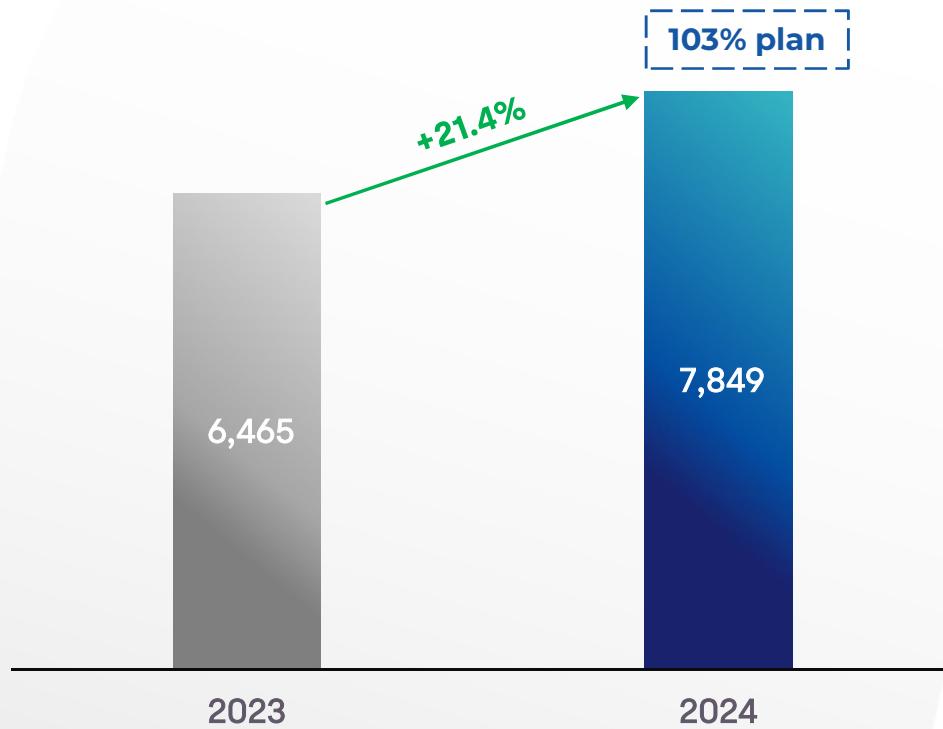


FPT's Profit-After-Tax



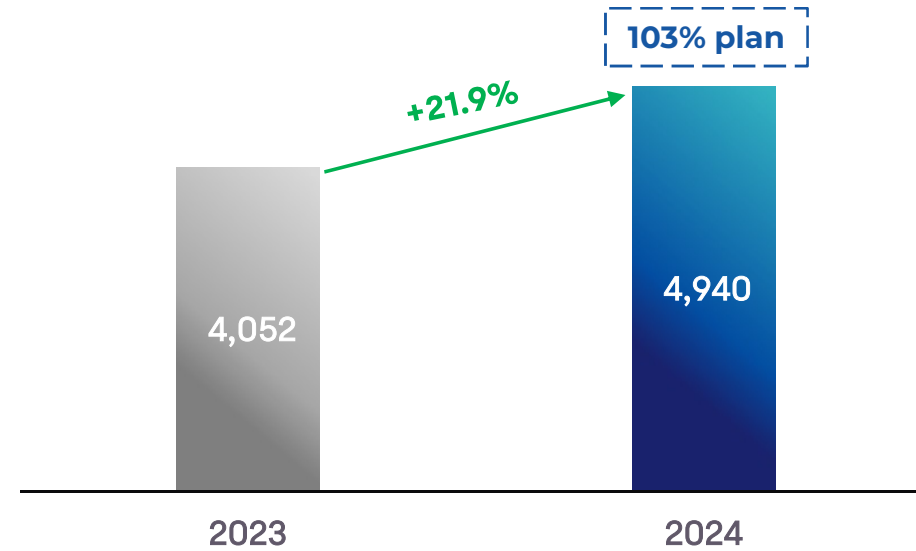
FINANCIAL PERFORMANCE IN 2024

PAT to Parent company's shareholder



Unit: VND billion

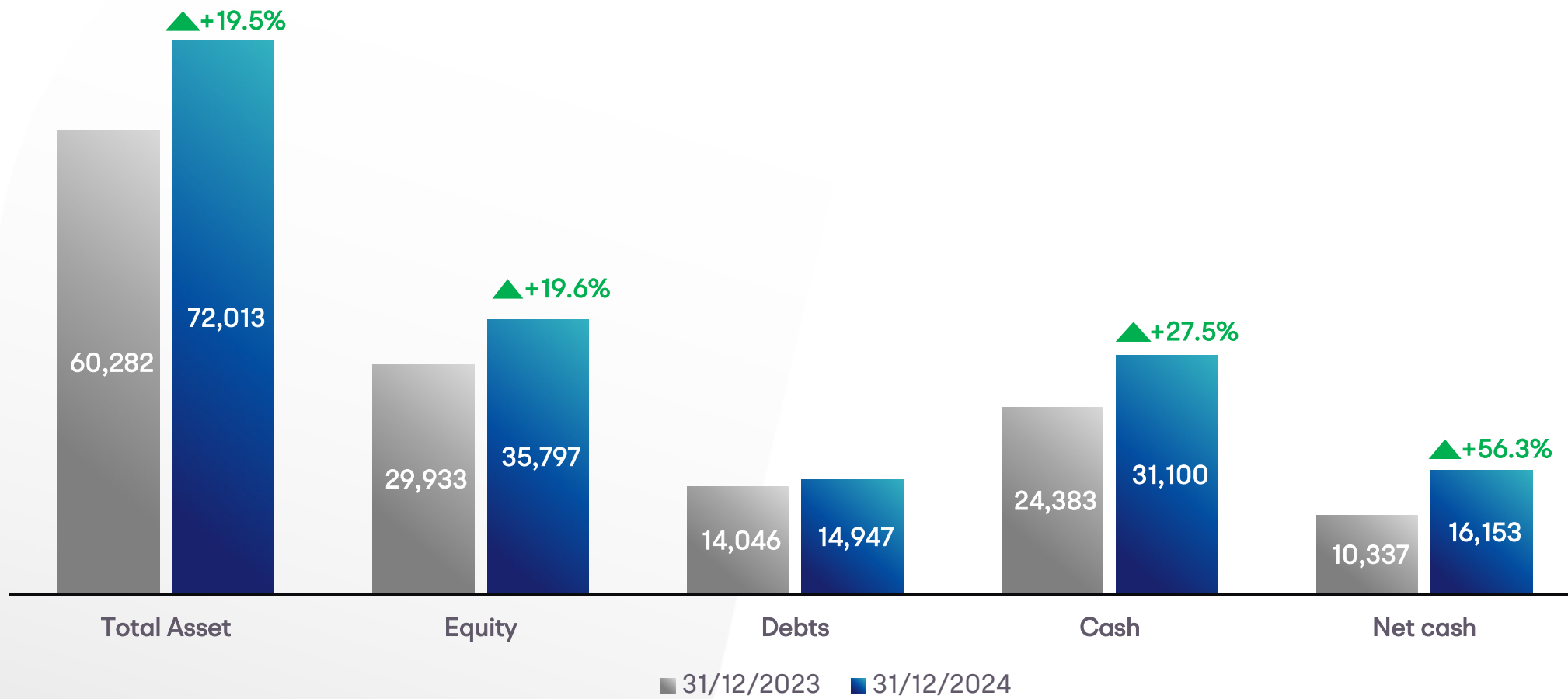
EPS



Unit: VND

BALANCE SHEET HIGHLIGHTS

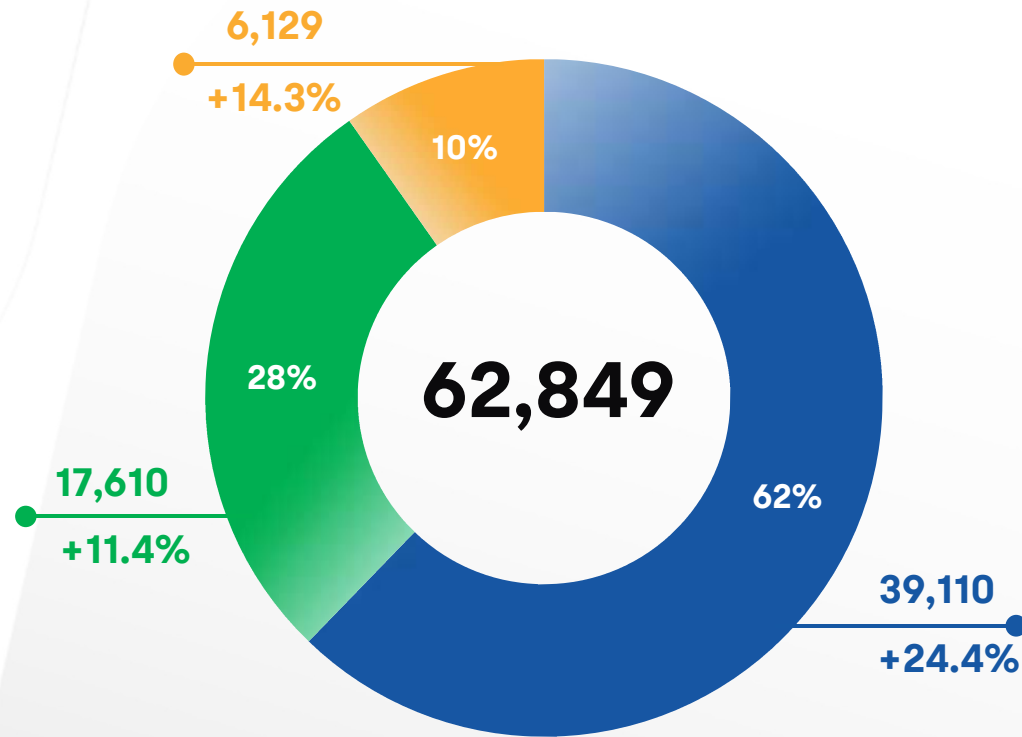
Unit: VND billion



PERFORMANCE BY BUSINESS SECTOR

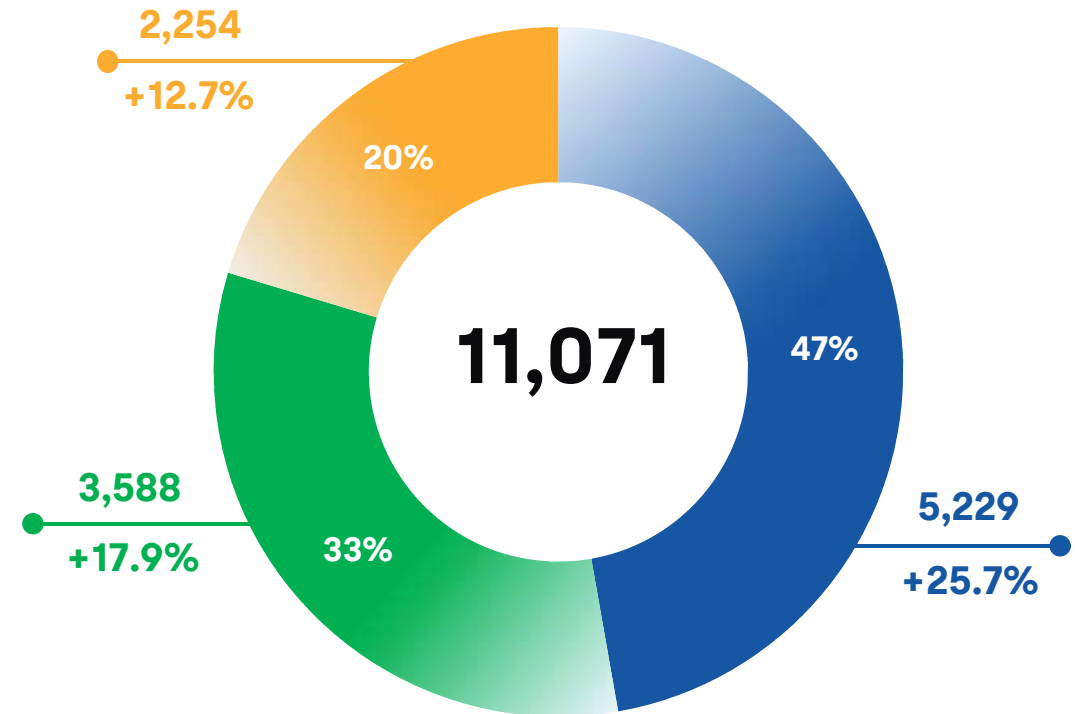
Unit: VND billion

Revenue by sector



- Technology
- Telecommunication
- Education, Investment and Others

PBT by sector



- Technology
- Telecommunication
- Education, Investment and Others



PERFORMANCE
BY BUSINESS SEGMENT

Technology Sector

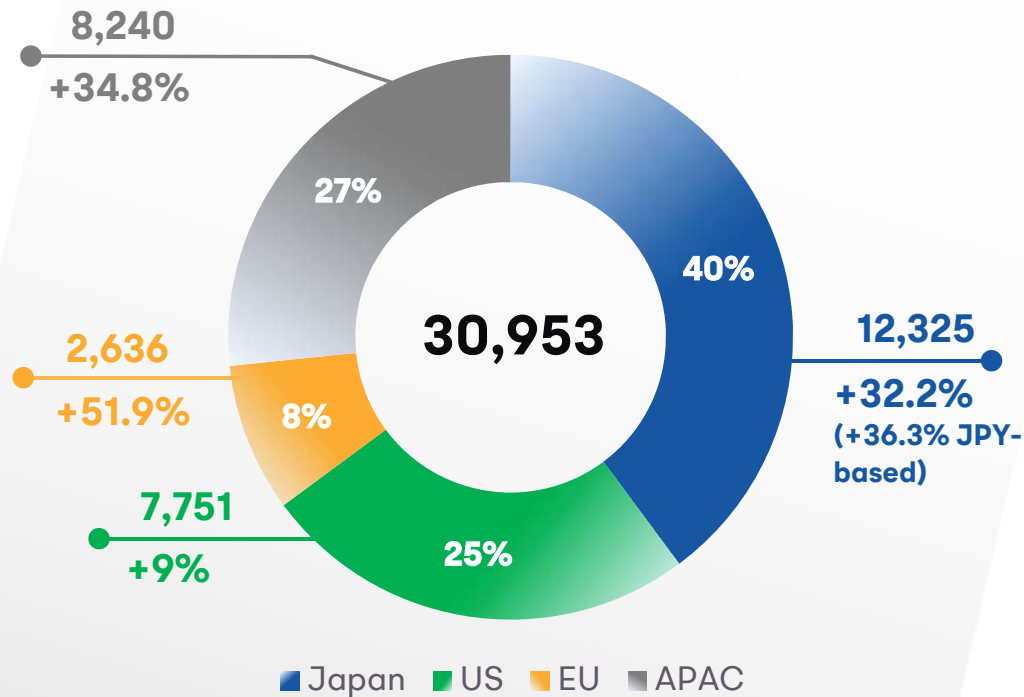
Global IT Services
Domestic IT Services

GLOBAL IT SERVICES: ACROSS-THE-BOARD MARKET GROWTH

In 2024, The Global IT services segment continues to experience robust growth, achieving a **27.4%** YoY increase, driven by strong performances in the Japanese market (**+32.2%**) and the APAC region (**+34.8%**).

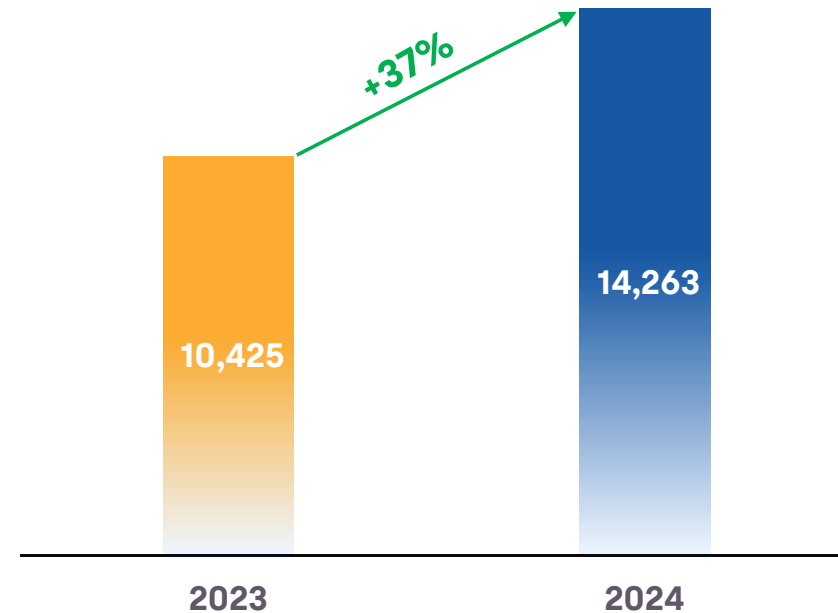
Digital Transformation revenues reached VND 14,263 billion, representing a **37%** YoY increase, with a focus on emerging technologies such as Cloud, AI/Data Analytics, Product Engineering,...

Revenue by market



DX Revenue

Unit: VND billion



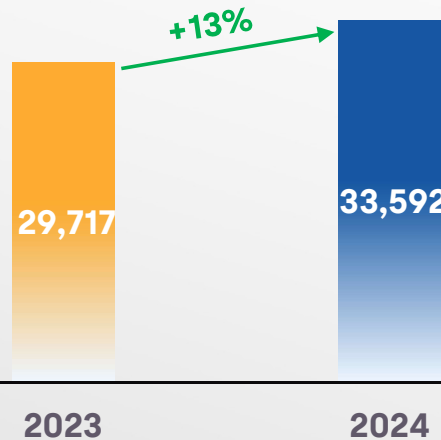
GLOBAL IT SERVICES: 48 LARGE DEALS OF \$5MN+

Signed revenue continued strong momentum, amounting to VND 33,590 billion, a **13%** YoY increase. This performance was mainly fueled by the Japanese and APAC markets. Over the same period, FPT secured numerous large international deals, winning **48 major projects** valued at over USD 5 million each, reflecting a **50%** increase compared to the same period last year.

Signed revenue

Signed revenue totaled VND 33,592 billion (+13% YoY)

Signed revenue
Unit: VND billion

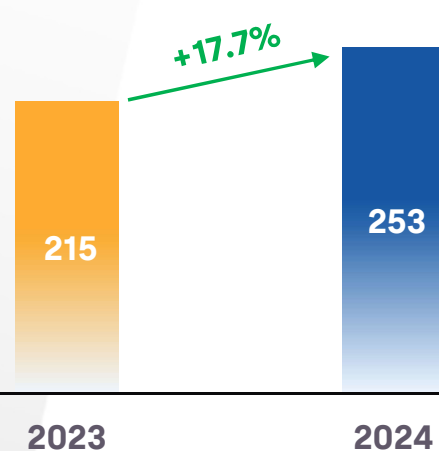


Clients

Number of clients with revenue from \$500K: 379 (+9.2%)

Number of clients with revenue from \$1M : 253 (+17.7%)

Number of clients with revenue from \$1M



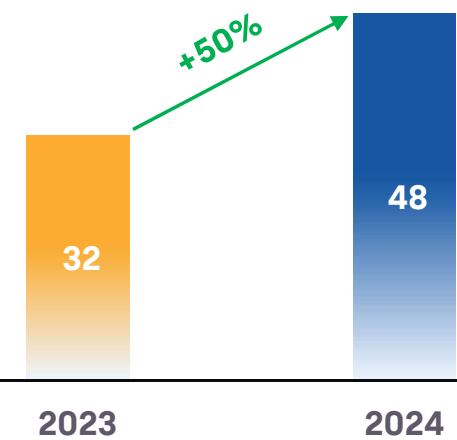
Deals

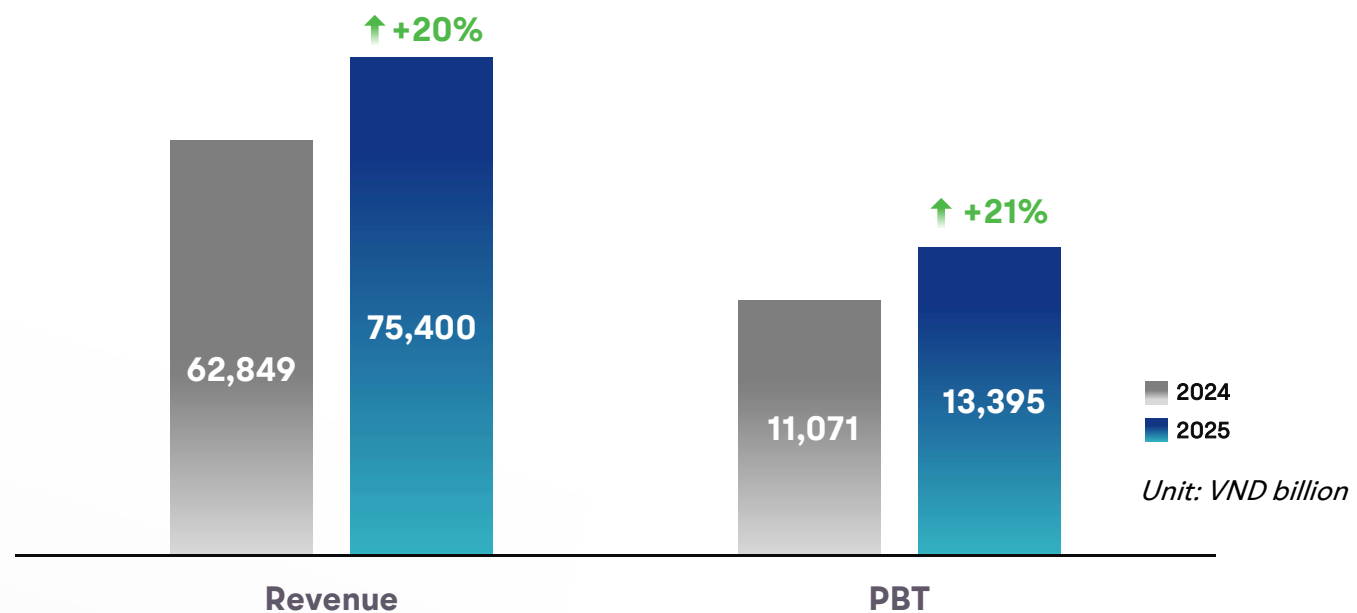
Semi-mega deals (\$500k+): 238 (+8.7%)

Mega deals (\$1mn+): 223 (+35.2%)

Large deals (\$5mn+): 48 (+50%)

Large deals (\$5mn+)





Sector	Revenue			PBT		
	2024	2025	+/-	2024	2025	+/-
Technology	39,110	49,260	+26.0%	5,229	6,655	+27.3%
Telecom	17,610	19,900	+13.0%	3,588	4,200	+17.1%
Education & Others	6,129	6,240	+1.8%	2,254	2,540	+12.7%
FPT	62,849	75,400	+20.0%	11,071	13,395	+21.0%

Unit: VND billion

THANK YOU!

