

FRT DIGITAL RETAIL JOINT STOCK COMPANY (FRT)

FY2018 PERFORMANCE



HIGHLIGHTS

- ❖ For the year 2018, FRT recorded the accumulated revenue of VND15,298 billion for FY2018, going up 16% YoY. Online sales achieved an increase of 21% YoY to VND2,432 billion in 2018. Net income reached VND348 billion, up 20% YoY and equal to 2.3% total revenue.
- ❖ In 2018, total numbers of stores reached 533 shops, increased 60 shop as compared to end year 2017. Average revenue was VND2.4 billion per shop per month, slightly increase in comparison to 2017
- ❖ The numbers of F-Studio stores including APR and side – by – side stores AAR was 14 in end year 2018. This brand contributed VND423 billion to total revenue of FRT, sharply up 61% YoY
- ❖ After re-operating 2 programs from the end of August 2018: F-Friends program and Handset Subsidy program Accumulated revenue of F-Friends and Subsidy contributed 5.3% and 5% correspondingly
- ❖ In the year 2018, numbers of visits to FRT’s website was 360,325,253, marked an increase of 41.6% as compared to the year 2017, in which the 1,780,887 times interacting directly to customers. These contributed to the considerably increase in online sales in 2018 – 21% as compared to the year 2017

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BUSSINESS RESULTS (FY2018 AS COMPARED TO FY2017)

Accumulated revenue FY2018 was VND15,298 billion, increased by 16% YoY. Net income reached VND348 billion, up 20% YoY

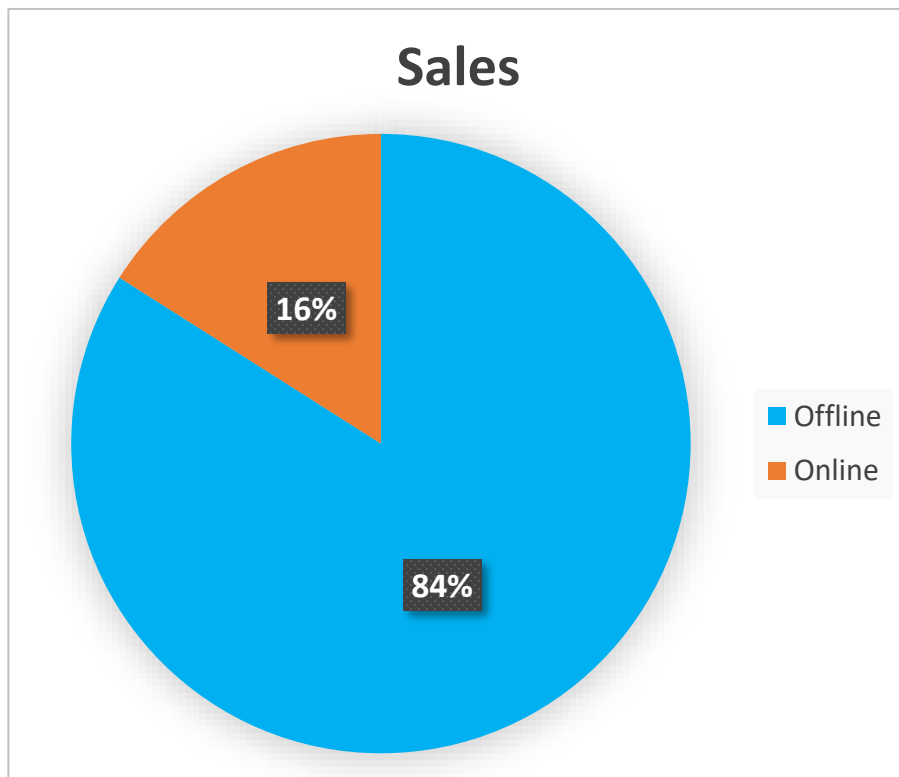
Items	FY2018	% accomplishing FY target	Compared to FY2017
Revenue	15,298	95%	16%
Profit before tax	435	92%	20%
Net income	348	92%	20%
EPS	6.44		

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ONLINE SALES

Sales structure



Online sales channel

2,423 Online sales (*billion VND*)

21% Increasing YoY

97% Accomplishing FY2018 target