



# FRT DIGITAL RETAIL JOINT STOCK COMPANY (FRT)

## Q1.2019 PERFORMANCE



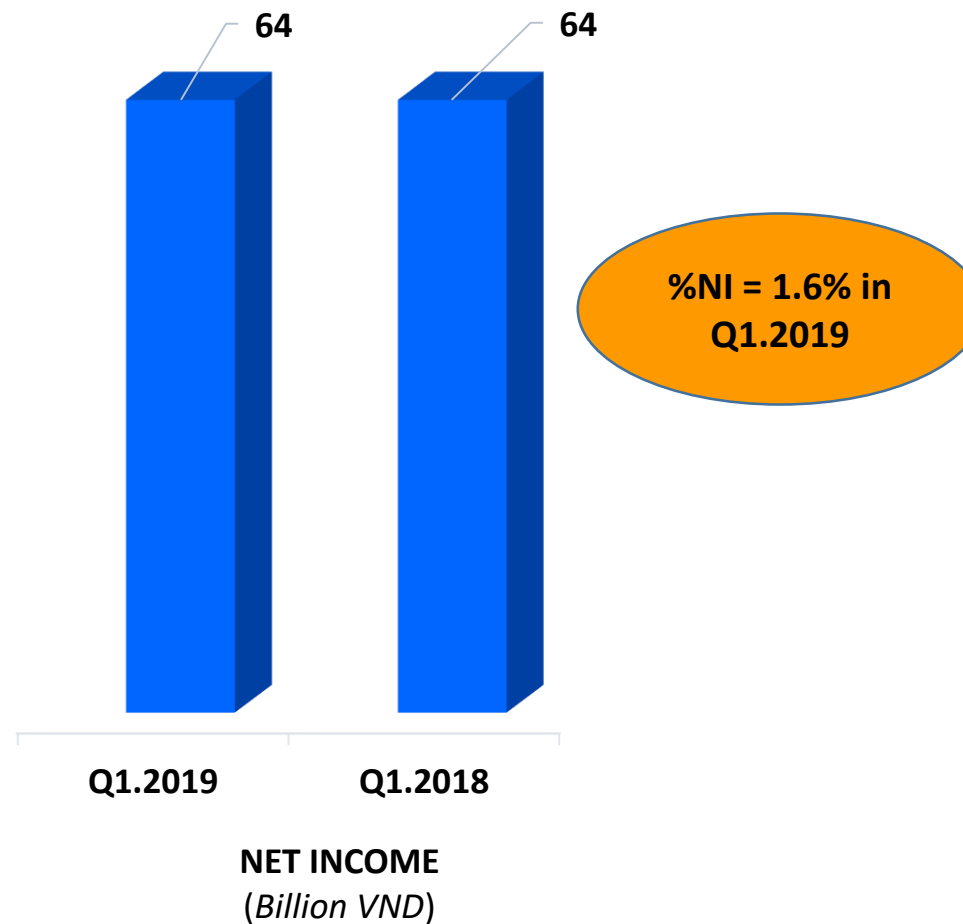
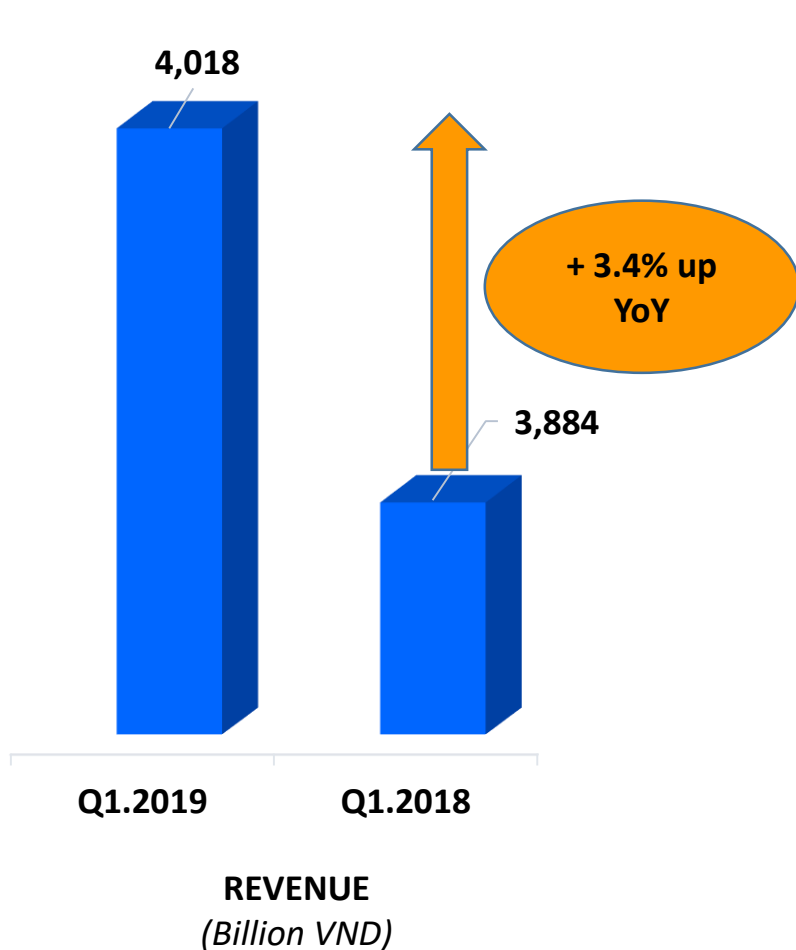
### HIGHLIGHTS

- ❖ By the end of the first quarter 2019, FRT recorded the accumulated revenue of VND4,018 billion, increasing 3.4%% YoY. Net income reached VND64 billion for Q1.2019, equal to 1.6% total revenue and equivalent to that for Q1.2018
- ❖ Total number of stores counted to 541 stores for FPT shop chain và 28 stores for FPT Long Chau chain at the end of March 2019, increased 8 shops and 6 shops correspondingly as compared to end year 2018.
- ❖ Online sales reached VND794 million, going up 26.4% YoY and contributed 20% to total Q1 revenue. Total sales of F-Friends program and Handset Subsidy increased 3% in comparison to Q1.2018
- ❖ In Q1.2019, FRT held 2019 Annual General Meeting of shareholders on 27<sup>th</sup> March 2019. AGM summarized the 2018 business results and set the target plan for the year 2019. Profit distribution was also agreed as follows: Distributing ESOP shares to FRT's employees who contributed significantly during 2018 with the rate of 1%, paying cash dividend with the rate of 10% per par value, and stock dividend with the rate of 15%. Plan of paying cash dividend was also submitted with the minimum rate of 10% per par value and submitted ESOP policy for employees also based on 2019 business result



## Q1.2019 PERFORMANCE

### BUSSINESS RESULTS (Q1.2019 AS COMPARED TO Q1.2018)



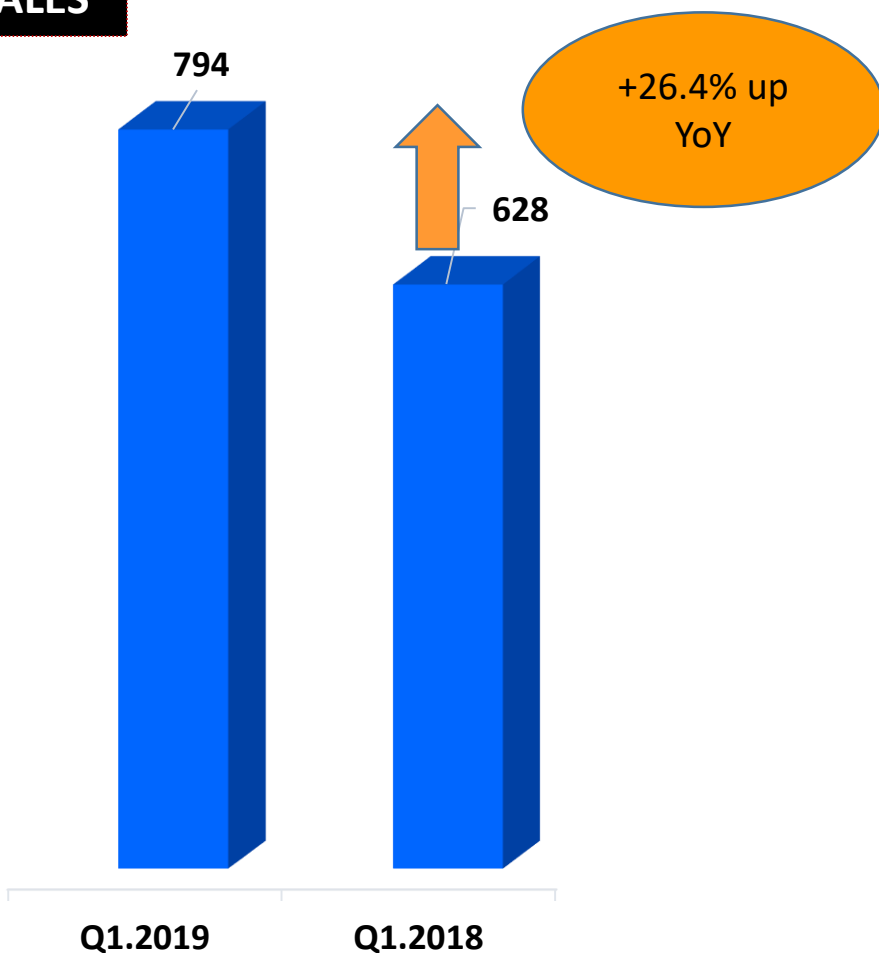


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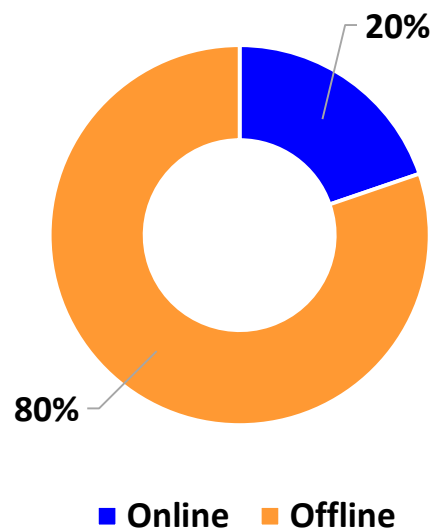
## Q1.2019 PERFORMANCE



### ONLINE SALES



**ONLINE SALES**  
(Billion VND)



**CONTRIBUTION TO TOTAL REVENUE**



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## Q1.2019 PERFORMANCE



### SUMMERIZED PER CHAINS

