



FRT DIGITAL RETAIL JOINT STOCK COMPANY (FRT)

1H2019 PERFORMANCE



HIGHLIGHTS

- ❖ By the end of the first half 2019, FRT recorded the accumulated revenue of VND8,003 billion, increasing 7.0% YoY. Net income reached VND158 billion for 1H2019, up 8.0% YoY and equal to 2.0% total revenue
- ❖ Total number of stores counted to 558 stores for FPT shop chain và 34 stores for FPT Long Chau chain at the end of June 2019, increased 25 shops and 13 stores correspondingly as compared to end year 2018.
- ❖ Online sales jumped by 40.6% YoY to VND1,649 million and contributed 20.6% to total first half revenue of FPT Retail.
- ❖ In 1H2019, sales and quantity of accessories as well as quantity of Sim card sold out reached considerable figures: sales of accessories was VND374 billion, up 25% YoY, equivalent to quantity of accessories sold out was 2.5 million units. Quantity of Sim card increased sharply by 91% YoY to approximate 460 thousand units
- ❖ For 2H2019, FRT continues to concentrate on selling Accessories and Simcard to complete the target set at the beginning of 2019. Contemporarily, continuing to test cross border shopping through the website: hangmy.fptshop.com.vn
- ❖ After the adjustment of Apple's policies in 1H2019 and event of launching new Apple product in 2H2019, FRT expects gross profit of Apple in particular and gross profit margin of FRT in general will be improved



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- ❖ In Q2.2019, According to the Resolution of Annual General Meeting of shareholders on 27th March 2019 on profit distribution of 2018. FRT distributed ESOP shares to FRT's employees who contribute significantly during 2018. ESOP program completed in May 2019 with the result of 680.000 shares were issued, charter capital increased by 1% to VND68.68 billion
FPT Retail contemporaneously paid cash dividend to shareholders with the rate of 10%, all cash dividend were paid on June 27th 2019
- ❖ On June 18th 2019, Extraordinary General Meeting was held to approve the resolution of adding the business line in order to serve the company's business and take advantages of available resources, including: nationwide network of stores, large human resources,... Two additional business lines were: Postal and Delivery

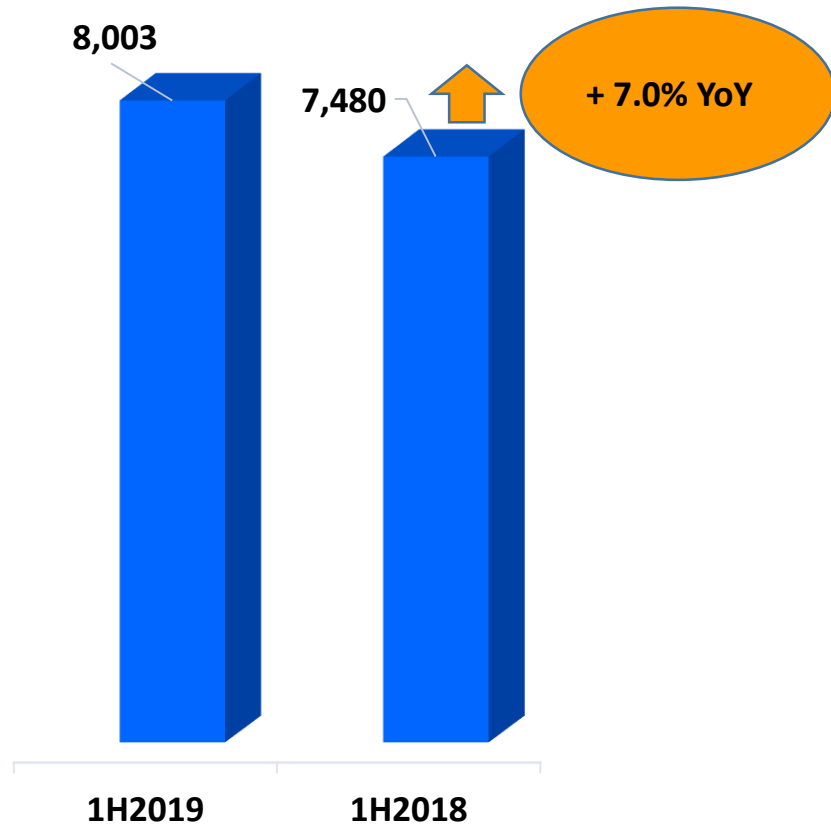


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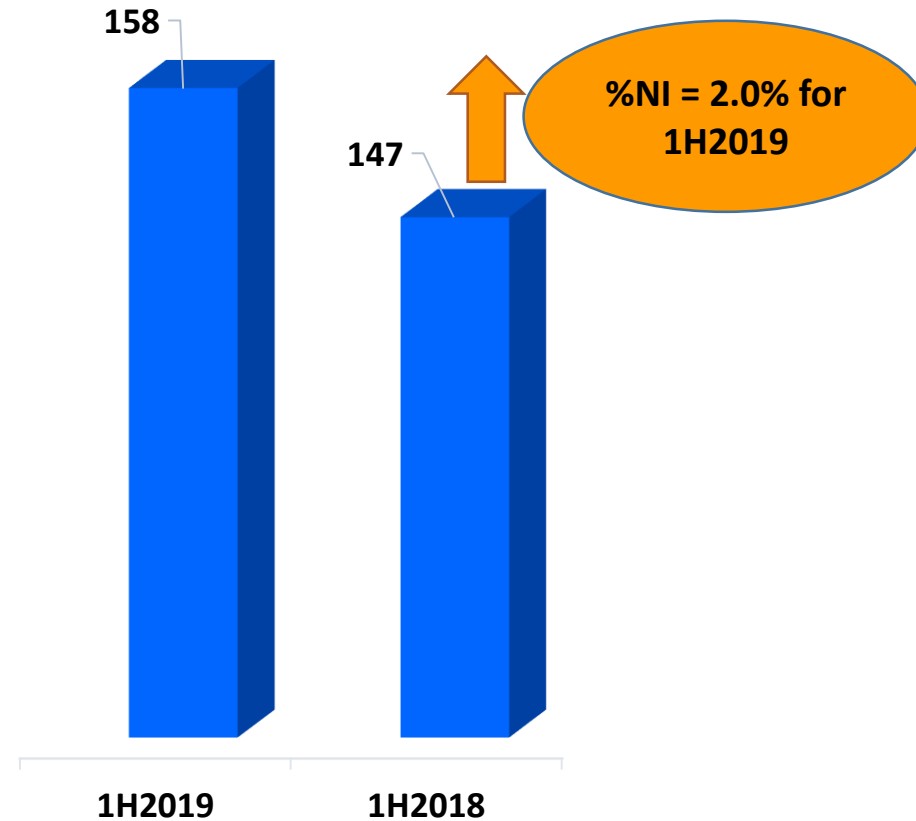
1H2019 PERFORMANCE



BUSSINESS RESULTS (1H2019 AS COMPARED TO 1H2018)

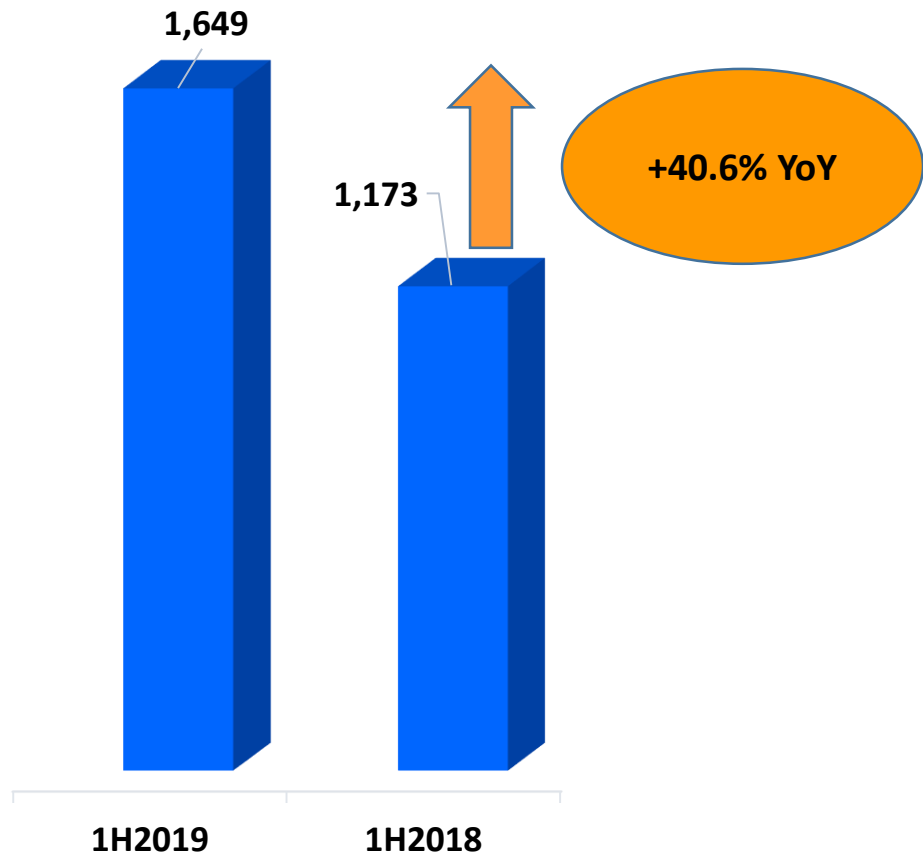


REVENUE
(Billion VND)

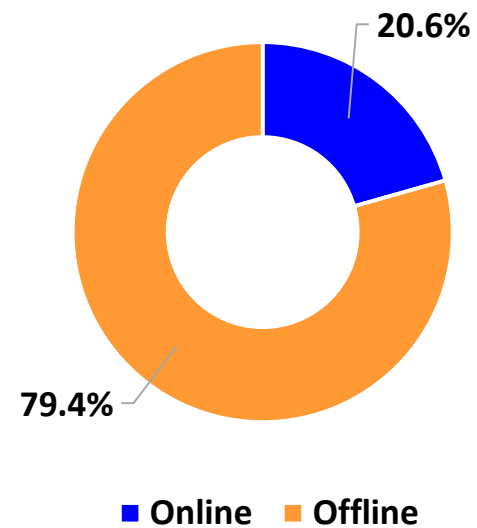


NET INCOME
(Billion VND)

ONLINE SALES



ECOM SALES
(Billion VND)



CONTRIBUTION TO TOTAL REVENUE

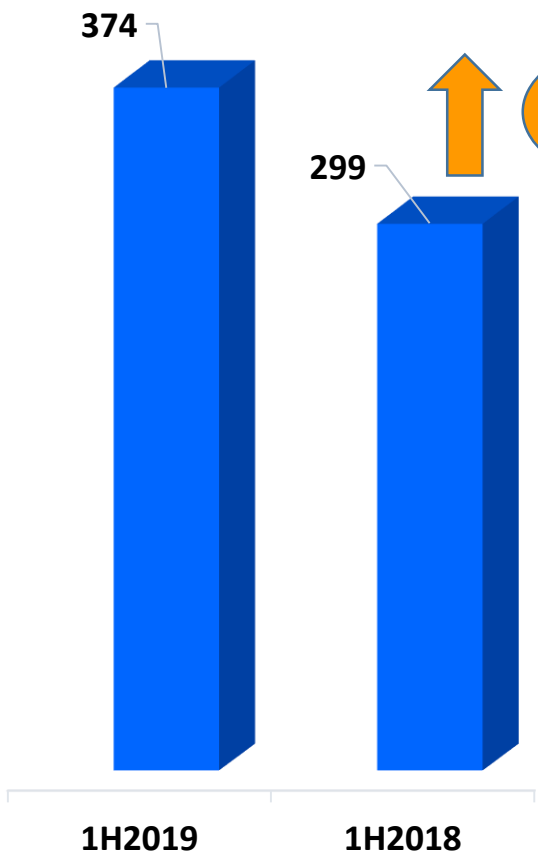


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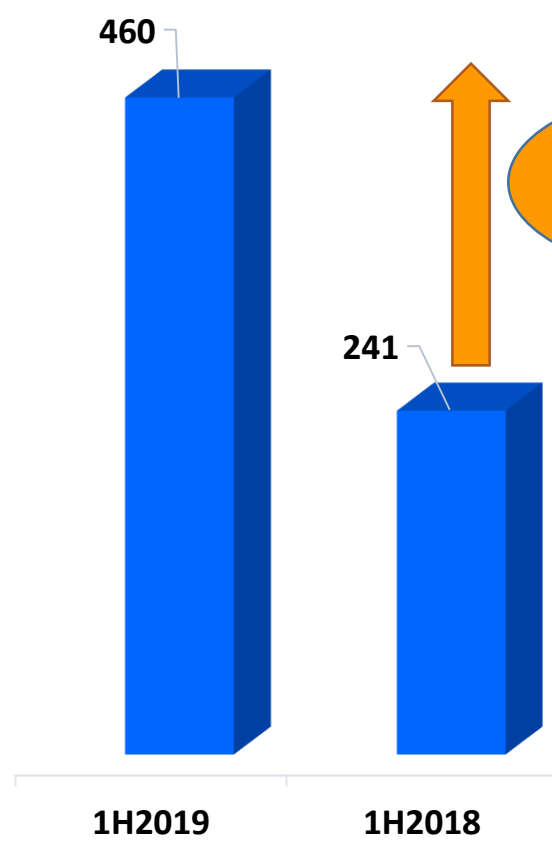
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ACCESSORIES SALES AND SIMCARD QUANTITY



ACCESSORIES SALES
(Billion VND)



QUANTITY
(Thousand units)



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1H2019 PERFORMANCE



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Disclaimer

This document has been prepared by FPT Retail for the purpose of setting out certain information in respect of FRT's business activities in the period stated. This document may contain forward-looking statements that reflect management's current view with respect to the future development of FPT Retail. The outlook is based on estimates and expectation that we have made on the basis of all the information we have at this point in time. In addition, such forward-looking statements are subject to risks and uncertainties, which may cause actual results to differ materially.