



# FRT DIGITAL RETAIL JOINT STOCK COMPANY (FRT)

## 10M2019 PERFORMANCE



### HIGHLIGHTS

- ❖ By the end of October 2019, FRT recorded the revenue of VND1,328 billion, increasing 3% YoY. The accumulated revenue reached VND13,755 billion, up 12% YoY
- ❖ Total number of stores counted to 585 stores for FPT shop chain và 56 stores for FPT Long Chau chain at the end of Oct 2019, FRT also signed contracts with other locations to open Long Chau stores. Therefore the plan of 70 stores at the end of 2019 is completing.
- ❖ In 2019, FRT has received many significant awards from Forbes and Vietnamese newspapers such as: Top 3 prestigious companies in the retail industry in 2019 (Vietnam Report), Top 500 best profitable enterprises in 2019 (Vietnam Report), Top 10 2019 trusted brands (VnEconomy), Top 50 best listed companies in 2019 (Forbes Vietnam), Top 50 most effective companies in Vietnam 2019 (Investment Bridge )



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### BUSINESS RESULT

Unit: Billion VND

Items	10M2018	10M2019	% Change
Revenue	12,305	13,755	11.8%
Gross Profit	1,668	1,753	5.1%
EBT	329	302	-8.3%
Net Income	264	236	-10.6%

Business result: The revenue of 10M2019 increasing as compared to 10M2018, Gross profit margin also reached FRT's expectation

In October 2019, FRT concentrated on opening more new Long Chau stores, continued to create provision for bad debts as in Sep 2019, FRT also start to carry on the project of Digital transformation for all chains of FRT. Therefore investment expense begins to increase since Oct 2019

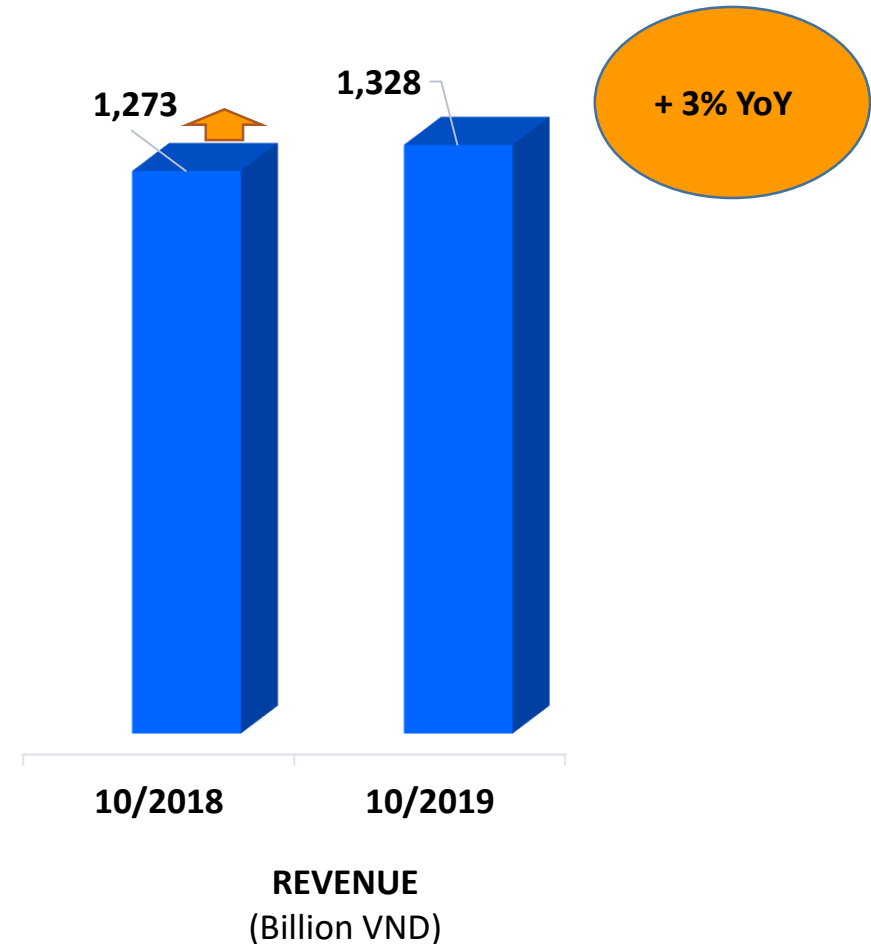
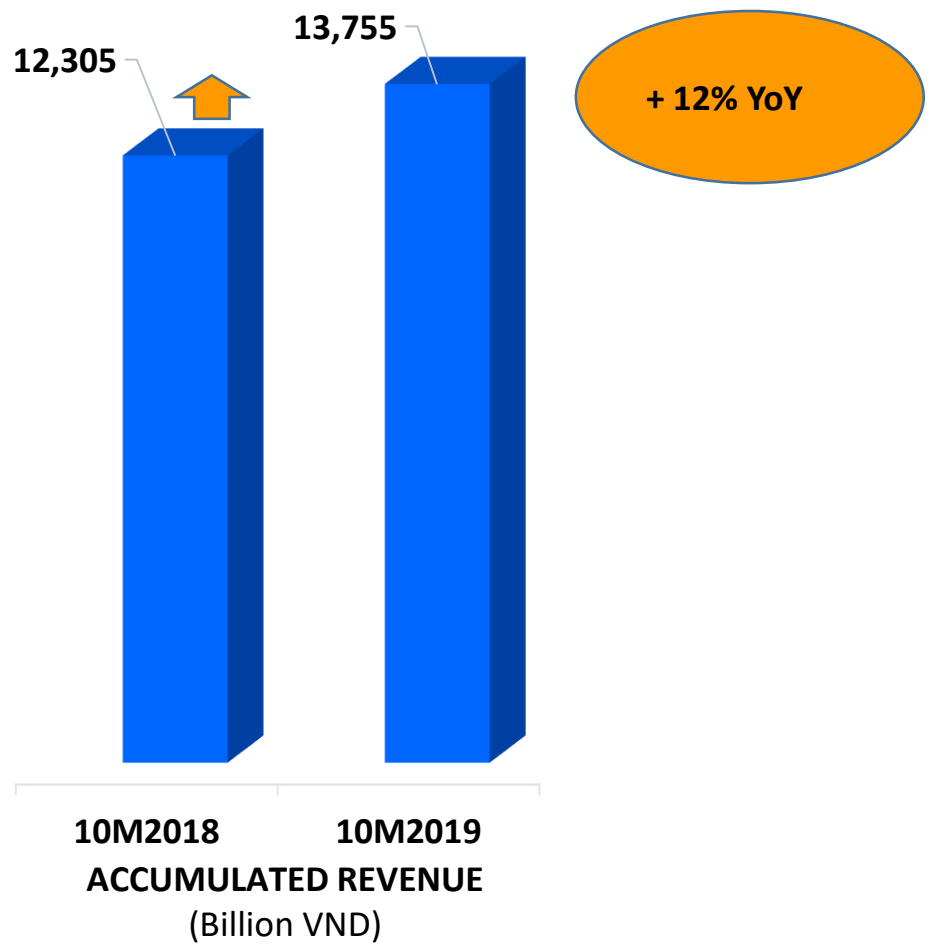


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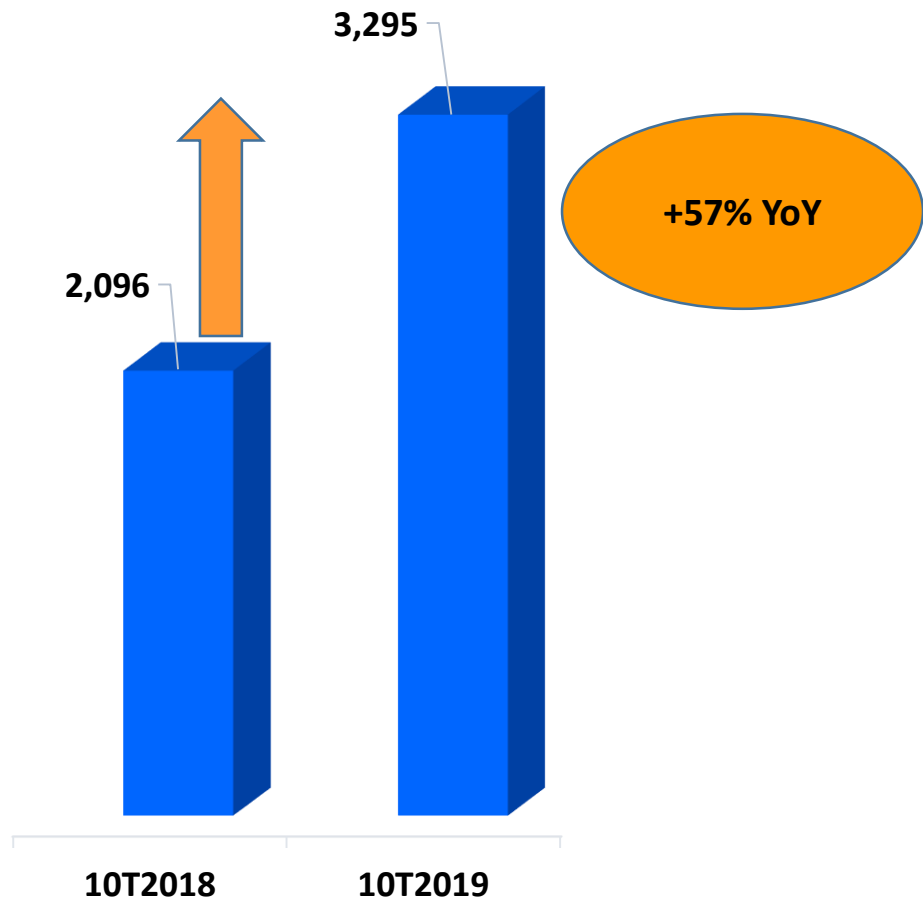
## 10M2019 PERFORMANCE



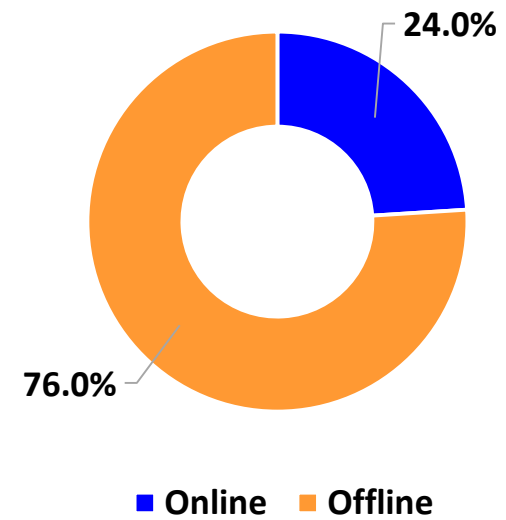
### BUSSINESS RESULTS (10M2019 AS COMPARED TO 10M2018)



### ONLINE SALES



ONLINE SALES  
(Billion VND)



CONTRIBUTION TO TOTAL REVENUE



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### CONTACT DETAILS

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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.*