

HIGHLIGHTS FOR Q1.2020

Business Performance

- FRT Retail recorded the consolidated revenue of VND 4,093 billion for Q1.2020, decreasing 3% in as compared to Q4.2019. EBT reached VND 47 billion, which was VND 61 billion higher than that in Q4.2019;
- Long Chau's revenue was VND 239 billion, up 20% in comparison with Q4.2019; 2.5 times higher YoY;
- Due to continuing focusing on online sale, especially in this COVID pandemic, online sales reached VND 1,107 billion, up 20% as compared to Q4.2020, and accounted for 27% total revenue of FRT.

Store Network

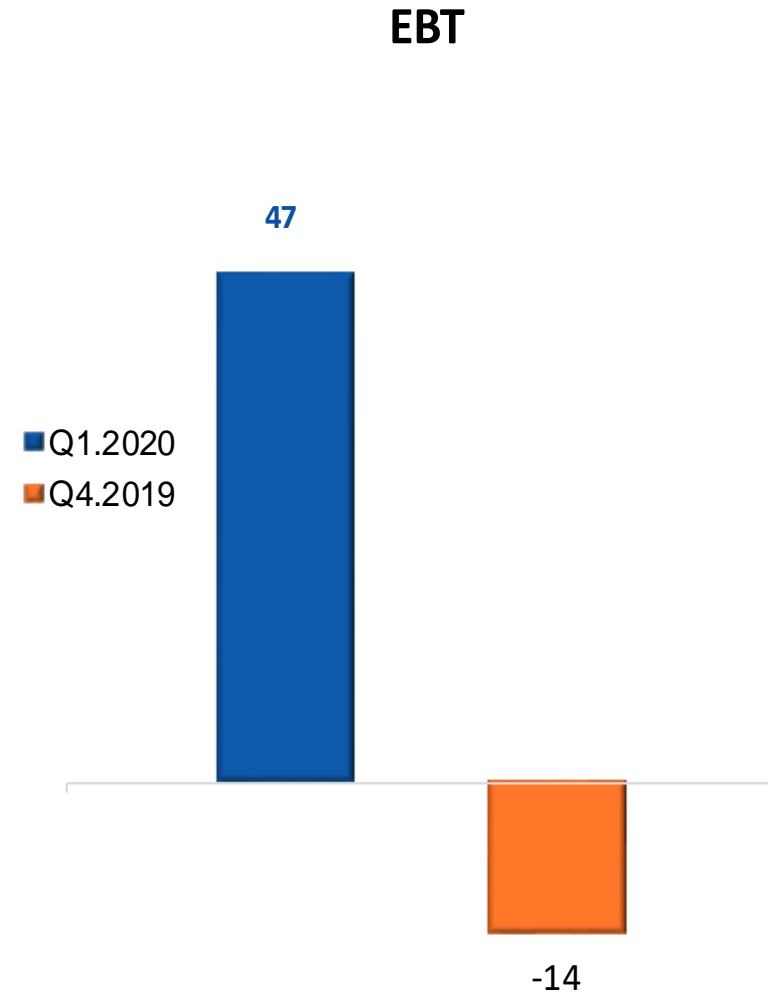
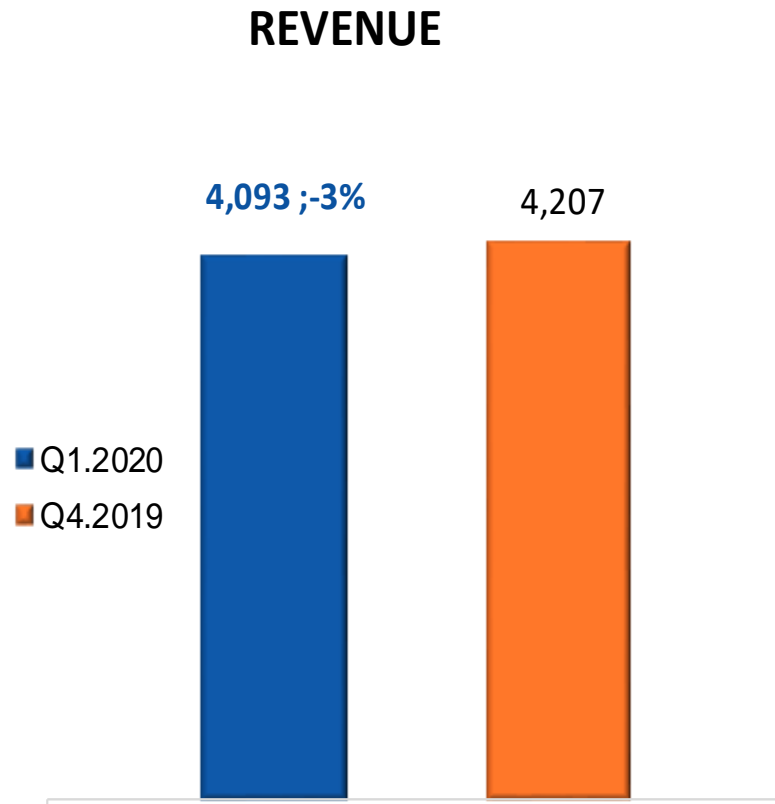
- By the end of Q1.2020, FRT owned 603 FPTShop stores in total;
- The number of Long Chau stores was 83 in the end of Q1.2020, covering 19 provinces of Viet Nam, which is 13 stores more than that was in end year 2020. Up to the present, Long Chau has signed 40 contracts of location for rent to open stores in Q2.2020.

Plan to organize the 2020 Annual General Meeting of Shareholders

- FRT's Annual General Meeting was tentatively scheduled on 20th March 2020. Due to COVID 19 pandemic, however, and in order to ensure all Shareholders' health and benefit, as well as following the Ministry of Health's recommendation to limit crowded gatherings to ensure the public health, **FRT decided to postpone the AGM and had a plan to organize on 28th May 2020;**
- Organizing method: tentatively organizing offline in parallel with online watching;
- For more details, please refer to our website fpt.vn.

CONSOLIDATED BUSINESS RESULTS FOR Q1.2020

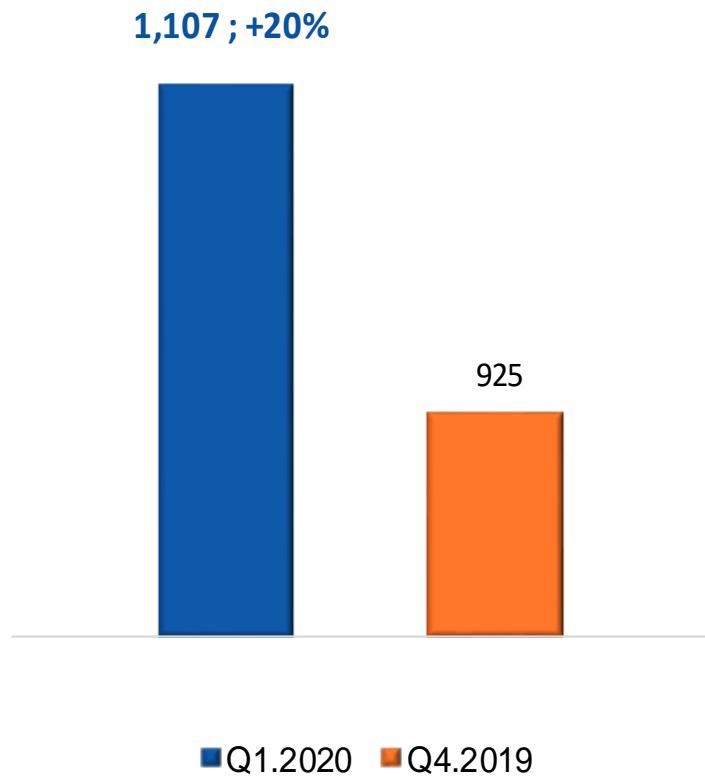
Unit: Billion VND



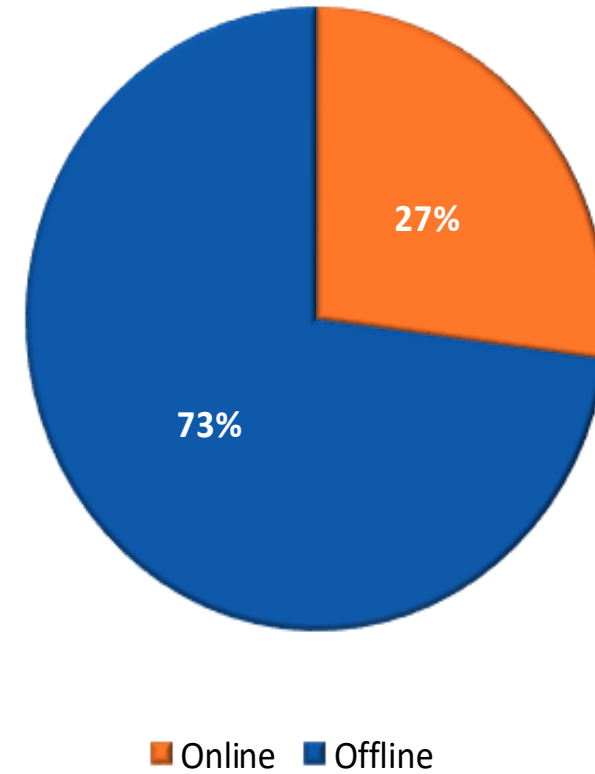
ONLINE SALES RESULTS FOR Q1.2020

Unit: Billion VND

ONLINE SALES



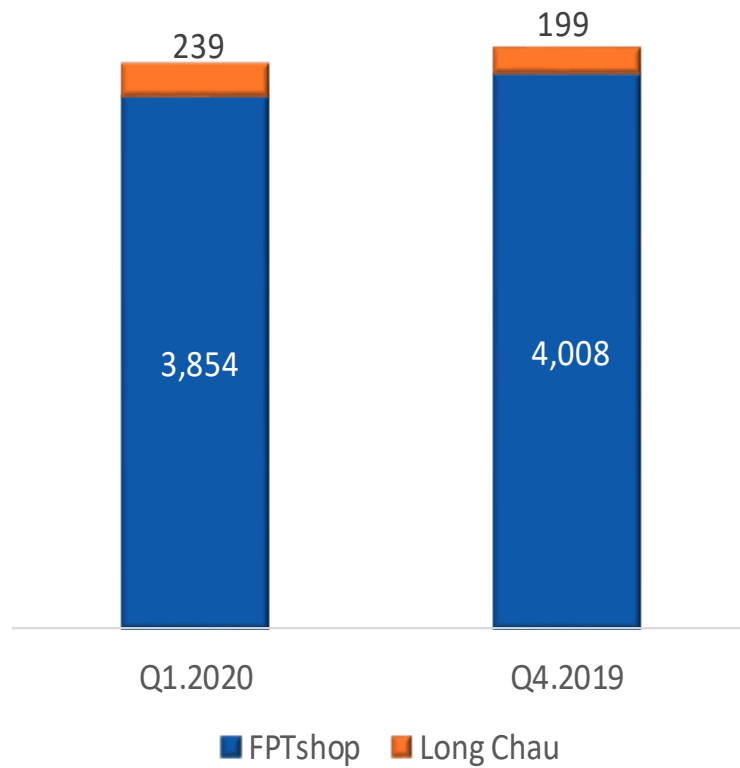
SALES CONTRIBUTION



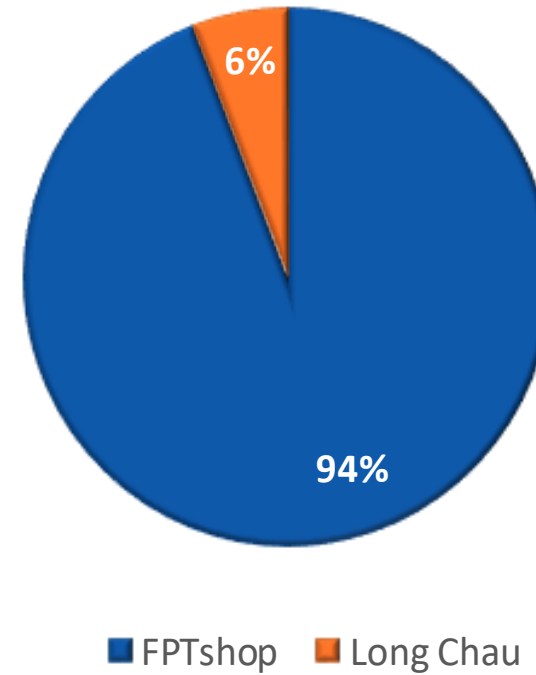
SALES PER CHAIN

Unit: Billion VND

SALES PER CHAIN



SALES CONTRIBUTION PER CHAIN (Q1.2020)



THANK YOU!

Contact details:

Investor relations department

Email: investor@fpt.vn

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.