

HIGHLIGHTS FOR 1H2020

Business Performance

- FRT Retail recorded the consolidated revenue of VND 7,297 billion for 1H2020, decreasing 9% YoY. EBT was VND 26 billion. Due to the affect of Covid 19 pandemic worldwide, as a retailer, FRT retail was sharply affected as well, in which revenue of ICT chain decreased by 24% YoY, and EBT experienced considerable decrease in 1H2020;
- Long Chau's revenue was VND 472 billion, up 194% YoY;
- Having advantages of selling online, especially in the long period of Covid 19 while many retail chains were in the lockdown period at the beginning of quarter 2, Online sales for 1H2020 of FRT reached VND 2,581 billion, up 57% YoY, and accounted for 35% total revenue of FRT.

Store Network

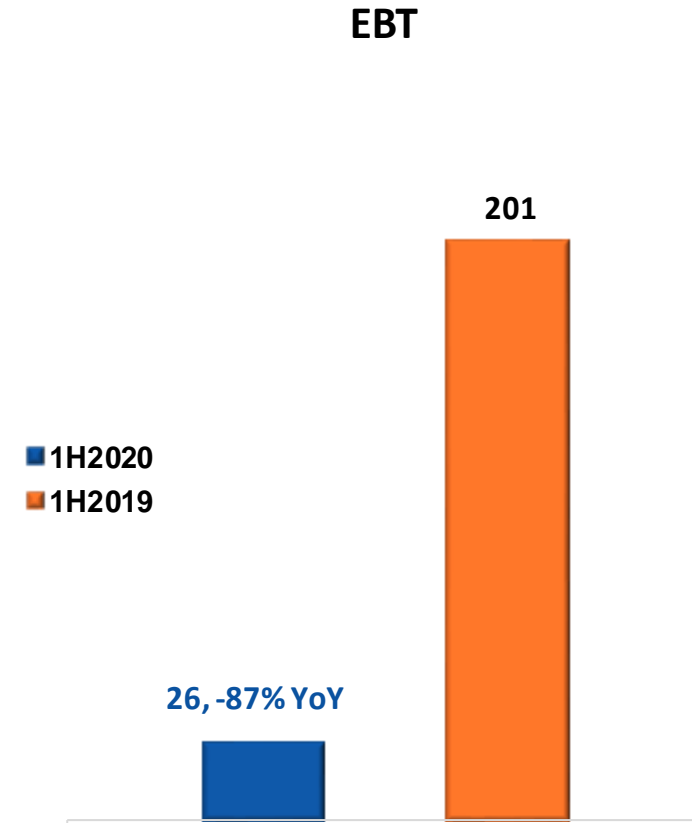
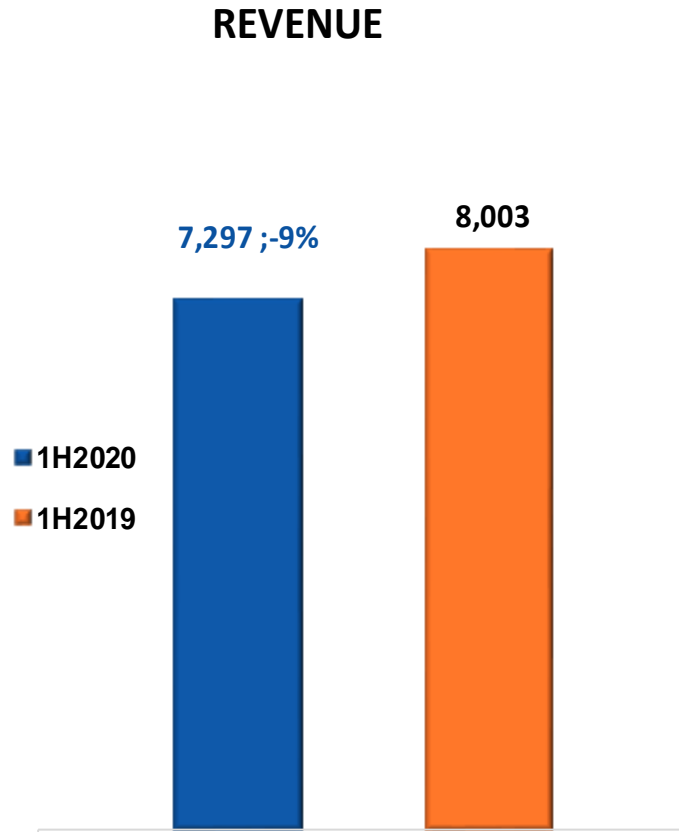
- By the end of June 2020, FRT owned 596 FPTShop stores all over 63 provinces in Vietnam;
- The number of Long Chau stores was 135 in the end of June 2020, covering 36 provinces of Viet Nam, which is 65 stores more than that was in end year 2019.

Activities

- FRT held the AGM of shareholders on 28th May 2020. The AGM summarized and assessed the business results of 2019, and also set the business targets for 2020
- The AGM also elected Mr Nguyen Dac Viet Dung as a member of BOD for the term 2017-2022 to replace Mr Nguyen The Phuong, elected Mr Nguyen Dinh Hung as a member of Supervisory Board for the term of 2017-2022 to replace Mr Nguyen Tien Hao
- According to Socialbakers's report, Fanpage Fptshop.com.vn was ranked first in "Top 10 most engaging brands on social media" with a total of 7.3 million interactions

CONSOLIDATED BUSINESS RESULTS FOR 1H2020

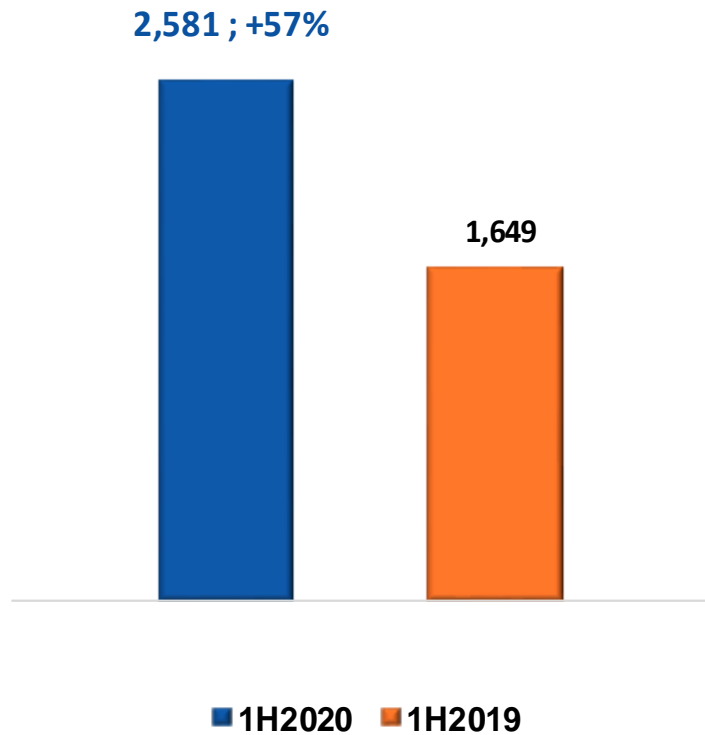
Unit: Billion VND



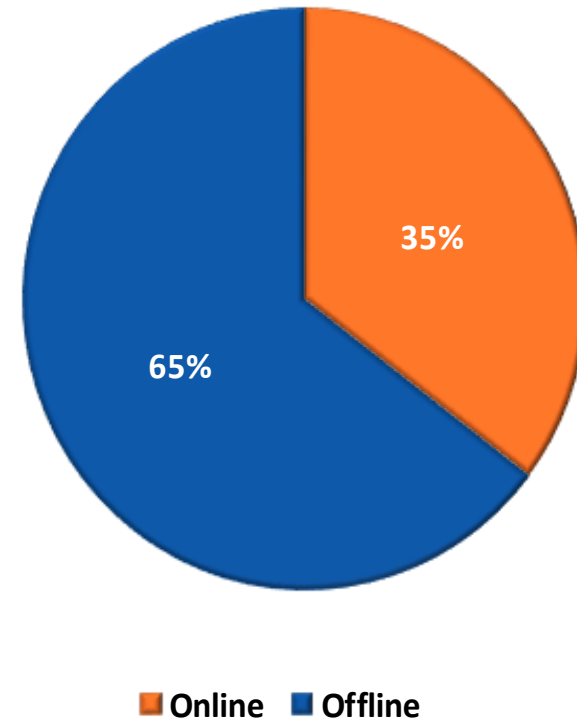
ONLINE SALES RESULTS FOR 1H2020

Unit: Billion VND

ONLINE SALES



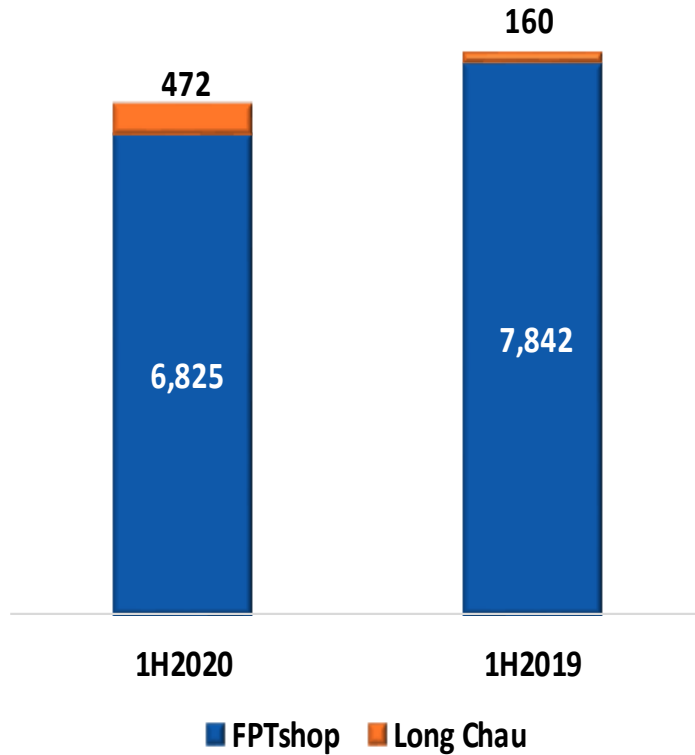
SALES CONTRIBUTION



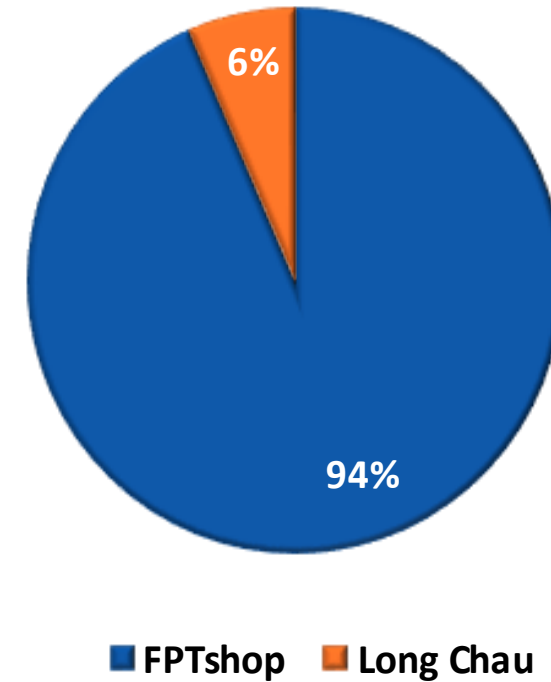
SALES PER CHAIN

Unit: Billion VND

SALES PER CHAIN



SALES CONTRIBUTION PER CHAIN (1H2020)



THANK YOU!

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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.