

# 1H2021 HIGHLIGHTS

## Business results

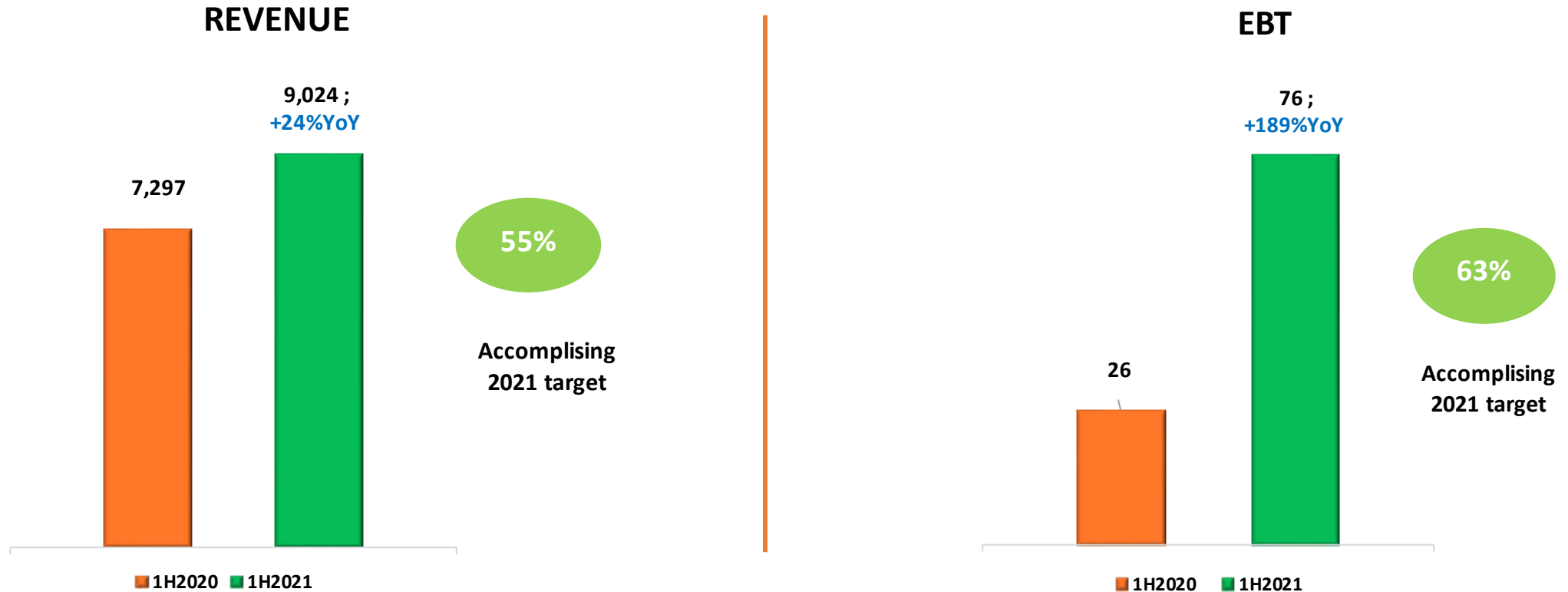
- By the end of the first 6 months of 2021, FRT recorded accumulated revenue of VND 9,024 billion, up 24% compared to Q2.2020, accomplishing 55% of the 2021 target. In which, Long Chau pharmacy chain achieved revenue of VND 1,336 billion, approximately 3 times higher than that of 1H2020. Consolidated EBT reached VND 76 billion, accomplishing 63% of the profit target set out in 2021; We consider that FRT has had relatively successful business results in the first half of 2021 and this will be a stepping stone to support the results in the second half of the year, which is expected to be extremely difficult due to the complication and unpredictability of the pandemic nationwide.
- Online sales in the first 6 months of 2021 reached VND 2,829 billion, increasing 10% YoY and accounting for 31% of total FRT revenue;
- With the advantage of being the No. 1 retailer in the Laptop market and the increasing demand for laptops during the Covid pandemic, FRT's Laptop sales in the first 6 months of 2021 reached VND 1,329 billion, up 31% YoY.

## Store network

- By the end of the first half of 2021, FPTShop reached 625 stores nationwide, opened 30 more stores compared to the beginning of 2021;
- In the first 6 months, Long Chau has signed 150 rental contracts, in which 68 stores have generated revenue, bringing the number of stores in operation to 268 stores.

# CONSOLIDATED BUSINESS RESULTS FOR 1H2021

Both Revenue and EBT of 1H2021 accomplished over 50% of 2021 target



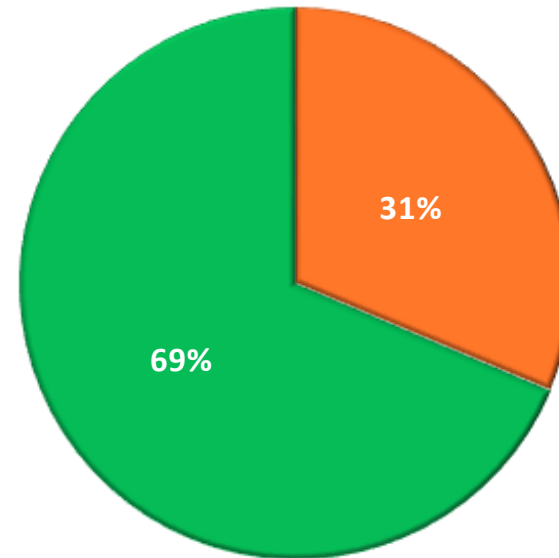
# ONLINE CHANNEL IN 1H2021

## ONLINE SALES



■ 1H2020 ■ 1H2021

## SALES CONTRIBUTION



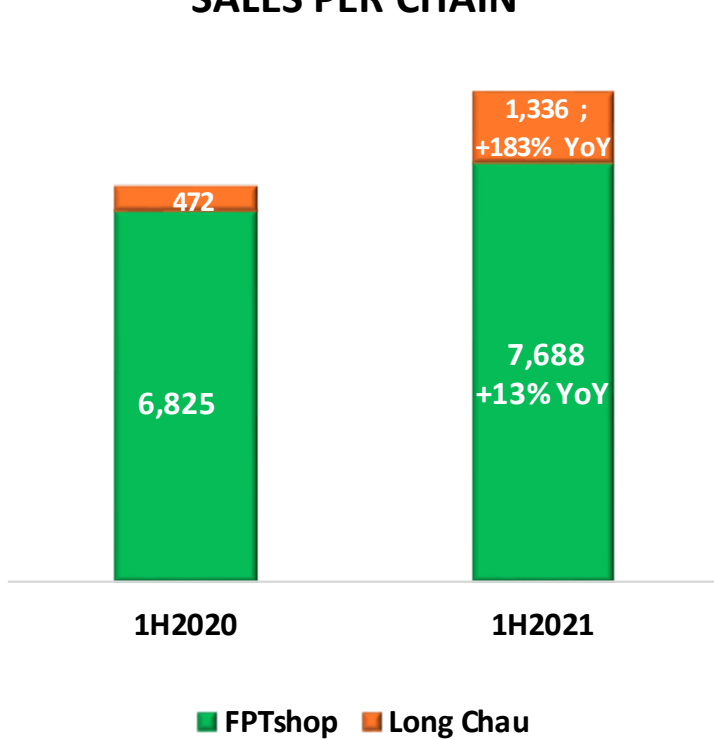
■ Online ■ Offline

# SALES PER CHAIN IN 1H2021

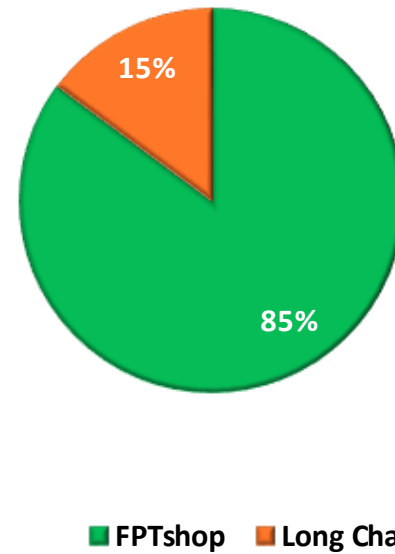
Long Chau continued to be the main growth dynamic of FRT

Unit: VND billion

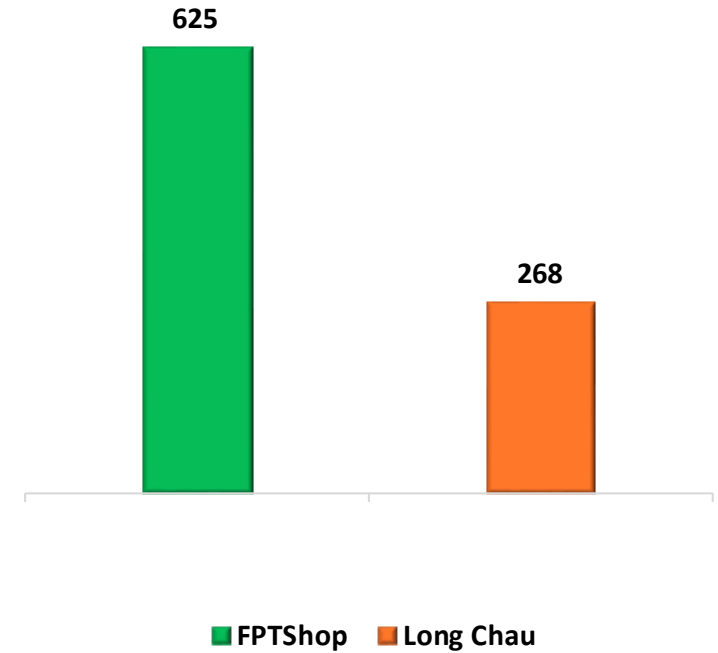
SALES PER CHAIN



SALES CONTRIBUTION (1H2021)

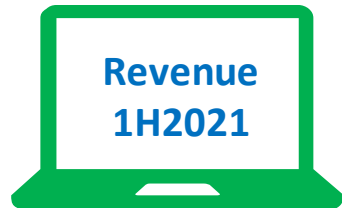


No OF STORES



# BUSINESS RESULT OF LAPTOP SEGMENT IN 1H2021

- FPTShop provides home delivery services and supports customers to install devices at home
- Due to the high demand for laptops during the covid pandemic along with the convenience that FPTShop offers customers, Laptop sales in the first 6 months of the year increased by a remarkable number as follows:



**VND 1,329** billion, 31% YoY



**68** Laptop centers





# ACTIVITIES IN COVID PANDEMIC



210.000 days of free drugs



140 tons of rice



Over 200 pharmacies participating



Ensuring supply resources and stabilizing prices during the epidemic



Promoting online order services and home delivery



Activities to support patients during the epidemic: Medicine consultation, gifts for F0, F1...



# 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.*