

9M2021 HIGHLIGHTS

Business results

- Having overcome many difficulties during Covid 19 epidemic, FRT has been dedicated to serving customers with the best quality, in the safest and most effective way, that led to impressive business results. Specifically, for 9M2021, FRT recorded accumulative revenue of VND14,018 billion, up 31% YoY, accomplishing **85%** the FY target. In which, Long Chau chain reached the 9M2021 revenue of VND2,529 billion, **3 times** higher as compared to that of 9M2020. EBT surged up to VND137 billion, recorded an increase of approximately **8 times** as compared to 9M2020, accomplishing **114%** the FY target.
- Online sales for 9M2021 reached VND 4,610 billion, up 10% YoY and accounted for 33% the consolidated revenue;
- Continuing to maintain the position of the No 1 Laptop retailer in the market, in the context of highly increasing demand during pandemic, especially in the back to school season, sales of Laptop segment for 9M2021 was VND3,350 billion, grew impressively 80% YoY.

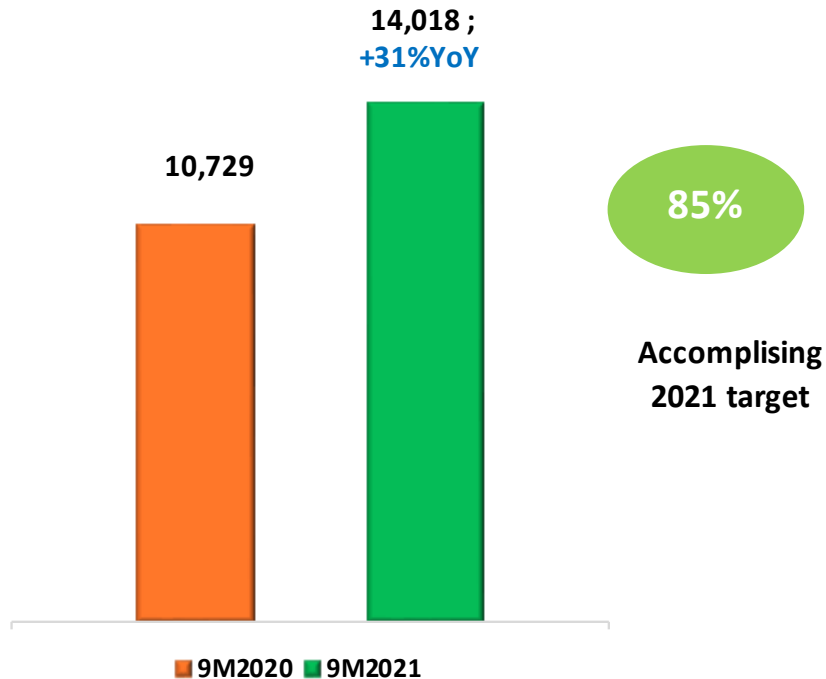
Store Networks

- End month of September 2021, FPTShop chain owned 630 stores, opened 34 new stores in 9 months;
- By the end of September, Long Chau has reached 308 pharmacies nationwide, opened 108 new stores compared to the beginning of 2021, in which for quarter 3 only, despite of being affected heavily by epidemic, Long Chau opened 40 new pharmacies, with this speed, Long Chau is completely confident to reach 350 pharmacies by this year end.

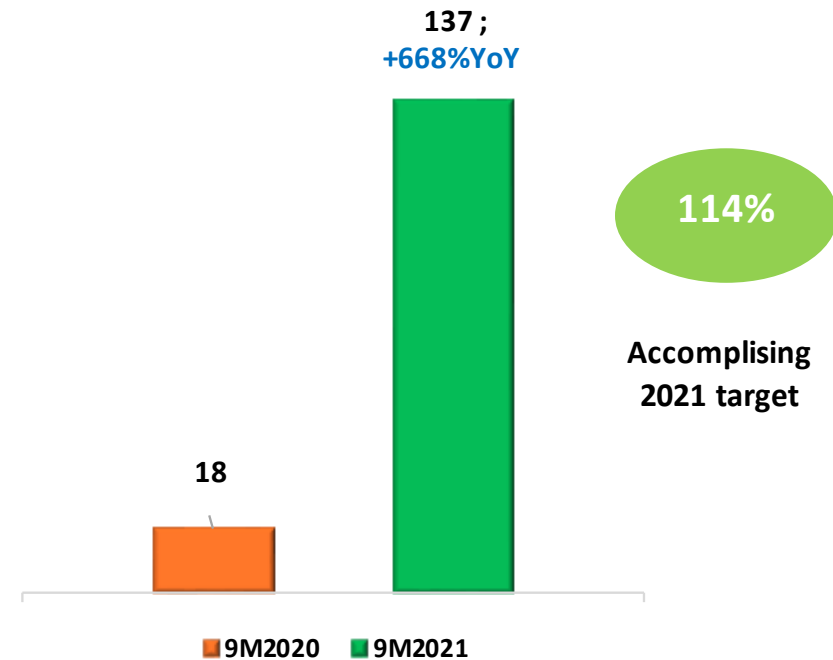
CONSOLIDATED BUSINESS RESULTS FOR 9M2021

The impressive growth in Q3.2021 helped FRT accomplish **114%** FY target of profit

REVENUE

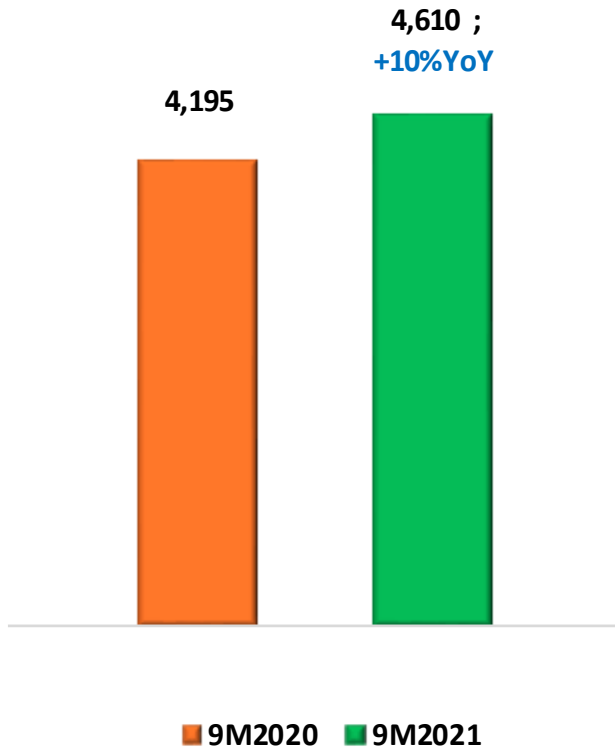


EBT

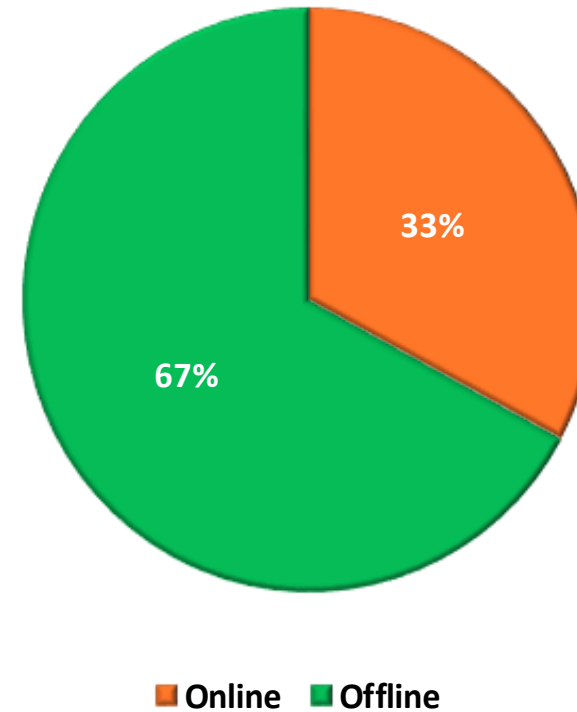


ONLINE CHANNEL IN 9M2021

ONLINE SALES



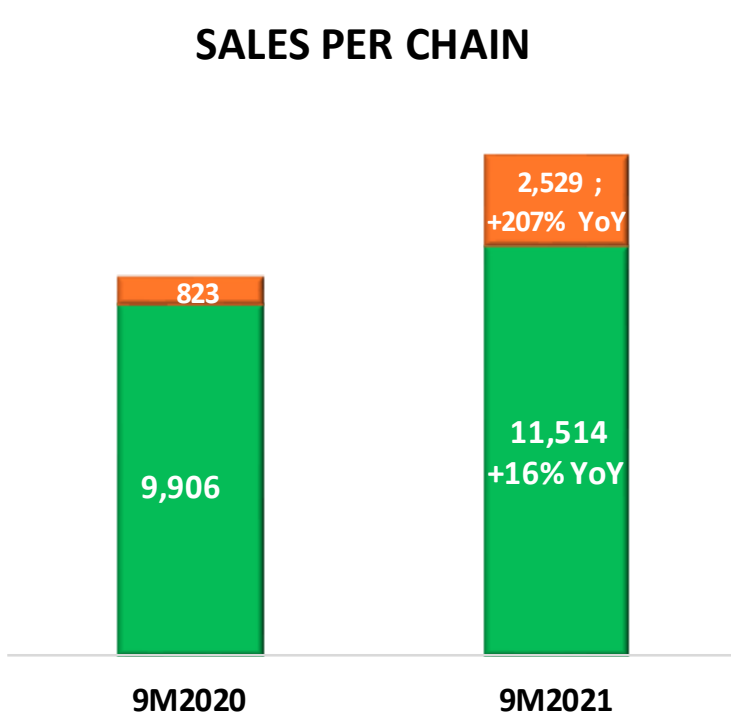
SALES CONTRIBUTION



SALES PER CHAIN IN 9M2021

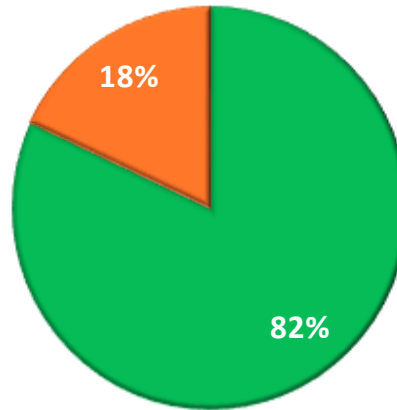
Revenue of Long Chau went up **3 times** YoY, continuing to be the growth motivator for FRT

SALES PER CHAIN



■ FPTshop ■ Long Chau

SALES CONTRIBUTION (9M2021)



■ FPTshop ■ Long Chau

No OF STORES



■ FPTShop ■ Long Chau

BUSINESS RESULT OF LAPTOP SEGMENT IN 9M2021

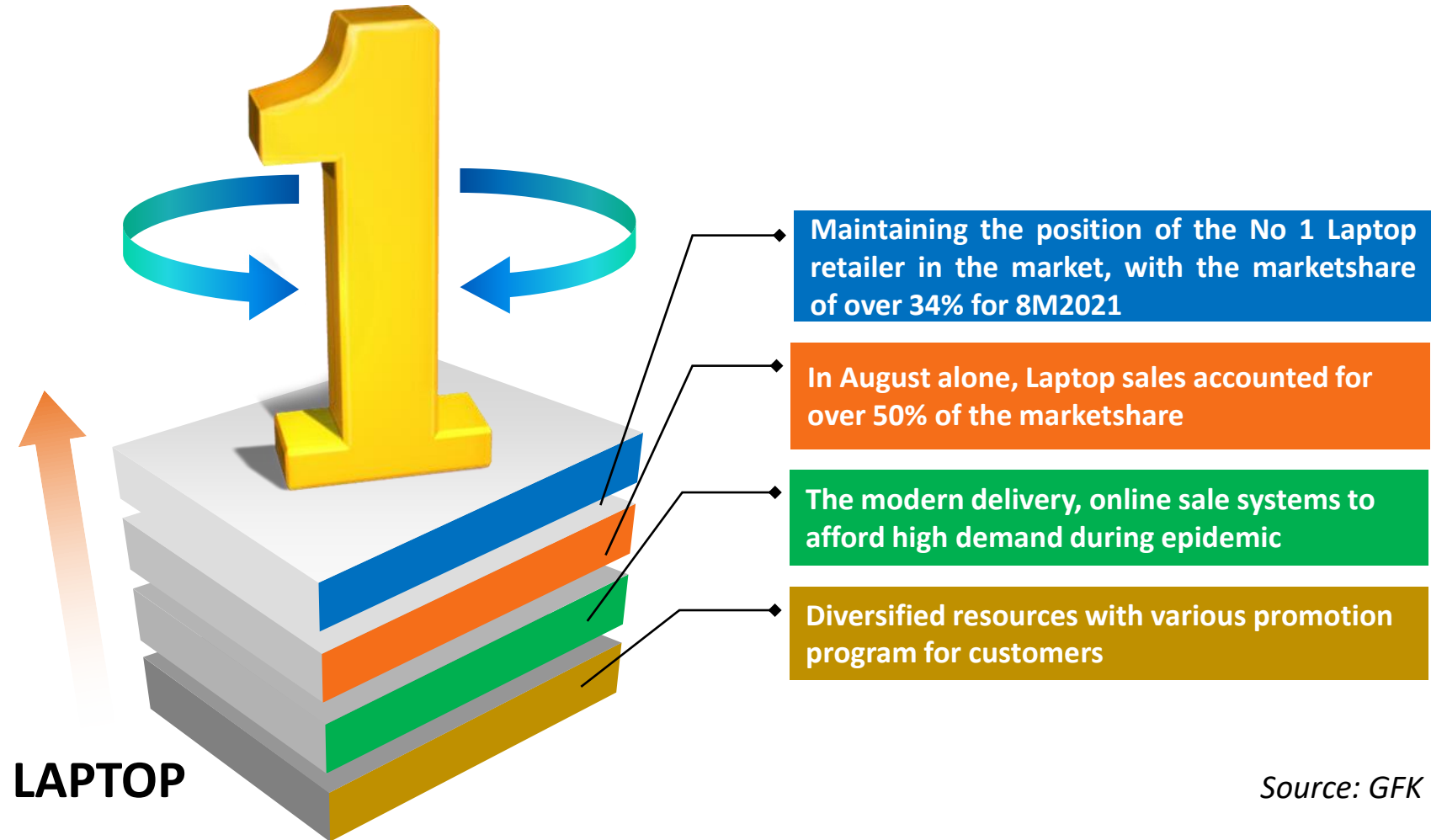
- Demand for Laptop for studying and working increased strongly during pandemic, especially in the back to school season; FPTShop has overcome difficulties of delivery, supply disruption to ensure the diversified resources to serve customers best and fastest
- Laptop segment recorded an impressive result:



Sales for Laptop
VND3,350 billion



Increased **80%** YoY



Source: GFK

ACTIVITIES FOR COMMUNITY



300 pharmacies served community throughout the pandemic



Combining with partners to subsidize orders and stabilize prices during epidemic



Fast packing in 2 days for F0



Y TẾ - SỨC KHỎE | SỨC KHỎE CỘNG ĐỒNG

Nhà thuốc FPT Long Châu đồng hành cùng cộng đồng trong đại dịch Covid-19

SGGPO - Thứ Tư, 21/7/2021 18:40

Hệ thống nhà thuốc FPT Long Châu gửi tặng 3.000 phần quà gồm thuốc và các sản phẩm chống dịch cho các F0, F1 tự cách ly tại nhà ở TPHCM.



Nhân viên FPT Long Châu gửi quà đến người dân trong khu phong tỏa

Coordinating with Hope Foundation to donate 25,000 F0 medicine bags and 2,500 SPO2 meters to support patients in isolation at home

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.