

FPT Corporation (HSX: FPT)

Adapting to the global AI transformation rhythm

We have prepared an updated company report on FPT Corporation (HSX: FPT) after observing that the IT services industry is entering a new era, with AI being applied to the delivery of IT services solutions. Using a sum-of-the-parts (SoTP) valuation, we set FPT's one-year target price at **89,300 VND/share**. Combined with the cash dividend (2,000 VND/share), we recommend **BUY** for FPT based on the closing price as of 08/25/2026.

- Global digital transformation/AI adoption is the key uncertainty in FPT's earnings-growth outlook.** Company continues to deliver double-digit growth, but growth has slowed after the COVID boom, with uncertainty as to whether AI-related work will offset the decline in basic programming and testing work. In details, global IT services (the largest pillar, ~50% of NPAT) achieved a 24% CAGR during 2015-24 on the back of labor-cost advantages & brand expansion, but slowed to ~14.6% YoY in 2025 as the model shifted from labor-intensive to AI-intensive. We forecast a CAGR of only 14.7% for 2026-30, with a moderate AI contribution that depends heavily on customers' readiness to transform. New backlog size has sustained over 30% growth since Q3-2025, as FPT books more multi-year (2-4 years) AI-related IT contracts versus the prior ~1-year norm. This lengthens the conversion lag, limiting near-term revenue growth to an estimated 13-16% p.a per our view based on FPT's shared data.
- ROE increased steadily during 2021-25 (to 23.6%) as net margin expanded through improved business execution in IT services and telecommunications. This trend is expected to continue in 2026-27 (reaching 25.7%) on the back of the existing drivers combined with a technical effect from the change in FOX accounting, but to level off in 2028-30 (declining to 21.1%)** mainly driven by that (1) financial leverage is being managed prudently and gradually reduced amid rising interest rates and no major one-off investments, (2) there is limited further room for margin expansion, and (3) asset turnover remains stable at near-optimal levels.
- FPT is trading at a trailing P/E of 12.2x and a 2026F forward P/E of 10.7x, below FPT's five-year historical average of 18.6x and that of Indian peers (above 20.0x).** FPT's valuation is under pressure as earnings growth is unlikely to recover to historical levels (above 20% per year), particularly as IT services stocks have bottomed at trailing P/Es of 13-14x in India and 11-13x in the US, broadly equivalent to FPT's current valuation. We believe FPT could return to a reasonable P/E range of 14-15x in 2027 if new AI contracts are converted into revenue at the pace expected by Company shared.

Investment risks:

- IT services valuations have undergone a sharp de-rating as the AI revolution has reshaped and continues to reshape the industry. FPT's growth outlook, and therefore the potential for a re-rating of the shares, depends on its ability to adapt and commercialize technology. A successful transition to proprietary, sector-specific AI solutions would represent upside risk for the shares and be better than our base case.*

Key Financial Indicators

Y/E Dec (VND bn)	FY2023	FY2024	FY2025	FY2026F	FY2027F	FY2028F
Net revenue	52,618	62,849	70,113	57,736	66,075	75,149
%change	19.6	19.4	11.6	-17.7	14.4	13.7
EBITDA	10,816	13,322	14,192	9,616	10,673	11,646
PAT	6,465	7,857	9,369	10,564	11,959	13,669
% change	21.8	21.5	19.3	12.8	13.2	14.3
Net margin (%)	12.3	12.5	13.4	18.3	18.1	18.2
ROA (%)	11.6	11.9	11.7	13.2	15.5	15.6
ROE (%)	23.4	23.9	23.6	24.6	25.6	24.3
Basic EPS (VND)	3,795	4,612	5,500	6,201	7,020	8,024
Book value (VND)	17,571	20,973	25,683	24,798	29,945	36,102
Cash dividend per share (VND)	2,000	2,000	2,000	2,000	2,000	2,000
P/E (x)	18.4	27.8	17.2	12.3	10.9	9.5
P/BV (x)	4.0	6.1	3.7	3.1	2.6	2.1

Source: FPT, Rong Viet Securities. Based on closing price on 08/25/2026.

BUY
+29%

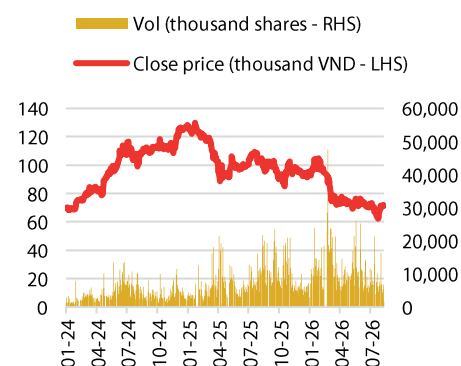
Market Price (VND)	70,700
Target Price (VND)	89,300

Expected 12-month Cash Dividend (VND) 2,000

Stock Information

Sector	Technology
Market Cap (VND Bn)	129,637
Outstanding Shares (million shares)	1,704
Beta	1.0
Free Float (%)	78.8
52-week High	109,400
52-week Low	62,200
20-day Avg Trading Vol (thousand shares)	11,820

Stock Price Performance



Return (%)

	3M	1Y	2Y
FPT	-4.4	-21.0	-24.1
VN30 Index	8.1	0.5	53.1
VN-Index	9.7	5.6	43.7

Major Shareholders (%)

Mr. Truong Gia Binh - Chairman	6.89
State Capital Investment Cor (SCIC)	5.67
Foreign Investors	32.8
Others	54.64
Remaining Foreign Room (%)	49.48

Technology & Telecommunication

Research Department

phantich@vdsc.com.vn

VALUATION

Combining two short-term & long-term valuation methods for FPT with a 50:50 weighting, the target price for FPT for a next year is set at **VND 89,300/share**, equivalent to a 2026F target P/E of 14.4x. Based on the closing price on 08/25/2026, we recommend **BUY** for FPT.

FPT VALUATION SUMMARY TABLE (VND/SHARE)

Method	Weight	Target Price
Long-term Valuation 2026-30F	50%	88,000
Short-term Valuation 2026F	50%	90,600
Total FPT	100%	89,300
Cash Dividend for next 1 year (VND/share)		2,000
Target P/E 2026F		13.8

Source: FPT, RongViet Securities

Long-term Valuation

Unit: VND bn	Method	Target multiple	Economic interest	Value
IT services + Education, Investment	DCF	5 years, WACC: 11.0%, Exit EV/EBITDA 10.0x	100.0%	112,472
FPT Telecom - Telecommunication	DCF	5 years, WACC: 10.3%, Exit EV/EBITDA 6.2x	45.7%	23,641
FPT Synnex - Distribution	PE	Target PE 12.0x, EPS 2026F	48.0%	4,321
FPT Retail - Retail	DCF	Based on our retail analyst	46.5%	13,474
Other Investments	BV			3,822
Equity value				157,731
Conglomerate discount				5%
Target equity value				149,845
Outstanding Shares (mn shares)				1,704
Target Price (VND/share)				88,000

Source: FPT, RongViet Securities

Short-term Valuation

Unit: VND bn	Method	Target multiple	Economic interest	Value
GlobalIT services	PE	Target PE 14.0x, EPS 2026F	100.0%	79,676
DomesticIT services	PE	Target PE 15.0x, EPS 2026F	100.0%	7,027
Education	PE	Target PE 13.0x, EPS 2026F	100.0%	21,797
FPT Telecom - Telecommunications	PE	Target PE 16.5x, EPS 2026F	45.7%	29,998
FPT Synnex - Distribution	PE	Target PE 12.0x, EPS 2026F	48.0%	4,321
FPT Retail - Retail		Based on our retail analyst	46.5%	13,462
Other financial investments	BV			3,822
Net cash at Parent Company				2,263
Equity value				162,362
Conglomerate discount				5%
Target Equity Value				154,244
Outstanding Shares (mn shares)				1,704
Target Price (VND/share)				90,600

Source: FPT, RongViet Securities

For each business segment, we apply the following methods:

Business Segment	Company	Discounted Cash Flow (FCFF)	Comparative Method (P/E)
Retail	FPT Digital Retail JSC (HSX: FRT)	Valuation is described in detail in a separate analysis report conducted by our team. Refer to Company Report: FRT – Heading to the future with the healthcare platform & Result Update Report: FRT – Growth momentum reinforced	
Distribution	FPT Synnex JSC		Target PE 12.0x – equivalent to the IPO offering level of the number one electronics retail/distribution giant in Vietnam – Mobile World Investment Corporation (HSX: MWG)
Telecommunication, Pay TV, data center, and security camera	FPT Telecom JSC (UpCOM: FOX)	Weight: 50% - Risk-free rate 4.5% (equivalent to 10-year government bond yield). - Beta 1.0x (based on Bloomberg updates). - Standard equity risk premium 8.2% (per Damodaran). - Debt ratio 30% (equivalent to FOX's last three years and assuming FOX does not uplift its debt ratio next year). - Pre-tax cost of debt 6.0% (based on FOX's current high borrowing interest rate for 2026). - Exit EV/EBITDA 6.2x for FOX (equivalent to the 10-year telecommunications industry average).	Weight: 50% Target PE 16.5x, higher than the 10-year industry average (12.3x) due to better profit growth (16.5-18.0%/year compared to the industry's single-digit level).
IT services & Education, Investment	FPT Corporation	Weight: 50% - Risk-free rate 4.5% (equivalent to 10-year G bond yield). - Beta 1.0x (based on Bloomberg updates). - Standard equity risk premium 8.2% (per Damodaran) - Debt ratio 20% (equivalent to FPT's last three years, assuming it does not increase its debt ratio next year). - Pre-tax cost of debt 5.5% (based on FPT's current high borrowing interest rate for 2026). - Exit EV/EBITDA 10.0x (equivalent to the current industry average, but lower than the 10-year industry average – 14.6x, as we are cautious about profit growth for this group being difficult to expand as it was during the digital transformation boom).	Weight: 50% Target PE is 14.0x for GlobalIT and 15.0x for DomesticIT, significantly lower than the 10-year industry average of 25.1x as growth prospects are unlikely to return to the stable high levels of the 2016-24 period (over 20.0%/year). DomesticIT's PE is higher than GlobalIT's due to the potential for digital transformation growth in public/private sectors, which still have significant room for development. Target PE 13.0x for the education segment, equivalent to FPT's current PE and the VNINDEX (excluding the VIC group) but lower than the 10-year industry average of 22.0x as the segment is not expected to grow.

VALUATION DETAILS

ELECTRONICS RETAIL & PHARMACEUTICAL SEGMENT (FPT DIGITAL RETAIL JSC)

Refer to [Company Report: FRT – Heading to the future with the healthcare platform](#) & [Result Update Report: FRT – Growth momentum reinforced](#) conducted by our team. We use the valuation of FPT Digital Retail JSC (HSX: FRT) in our FPT Corporation valuation contribution from these reports.

IT SERVICES, EDUCATION & OTHER INVESTMENT SEGMENTS

Discounted Cash Flow (FCFF)

Assumption	Value	Valuation Summary	Value
WACC 2026	11.0%	DCF Projection Period	5 years
Effective Tax Rate	20.0%	Discountable Free Cash Flow	101,814
Cost of Equity	12.7%	+ Cash & Short-term Financial Investments at valuation date	26,745
Risk-free Rate	4.5%	- Debt & Minority Interest	16,080
Equity Risk Premium	8.2%	Equity Value	112,472
Beta	1.0		
Exit EV/EBITDA	10.0		

Source: RongViet Securities

Sensitivity table for Equity Value of FPT's IT services, education & investment segment using FCFF method (VND bn)

WACC	Exit EV/EBITDA					
		8.0	9.0	10.0	11.0	12.0
	9.0%	103,319	111,978	120,638	129,297	137,957
	10.0%	99,857	108,155	116,453	124,751	133,050
	11.0%	96,562	104,517	112,472	120,428	128,383
	12.0%	93,425	101,054	108,684	116,313	123,942
	13.0%	90,438	97,757	105,076	112,396	119,715

Source: RongViet Securities

P/E Method

Sensitivity table for Equity Value of GlobalIT services using P/E (VND bn)

Net Profit After Tax (VND bn)	P/E					
		12.0	13.0	14.0	15.0	16.0
	2026F	5,691	68,293	73,985	79,676	85,367
	2027F	6,709	80,503	87,212	93,921	100,629
					107,338	

Source: RongViet Securities

Sensitivity table for Equity Value of DomesticIT services using P/E (VND bn)

Net Profit After Tax (VND bn)	P/E					
		13.0	14.0	15.0	16.0	17.0
	2026F	586	7,613	8,198	8,784	9,369
	2027F	685	8,911	9,596	10,282	10,967
					11,653	

Source: RongViet Securities

Sensitivity table for Equity Value of Education using P/E (VND bn)

Net Profit After Tax (VND bn)	P/E					
		11.0	12.0	13.0	14.0	15.0
	2026F	1,677	18,444	20,121	21,797	23,474
	2027F	1,692	18,614	20,306	21,999	23,691
					25,383	

Source: RongViet Securities

Financial indicators of companies with similar IT services models as FPT (USD mn)

Company	Market Cap (USD mn)	Net Revenue 2025 (USD mn)	NPAT 2025 (USD mn)	Trailing PE 2025 (x)	Trailing EV/EBITDA 2025 (x)
HCL Technologies (India)	48,984	13,840	2,041	24.9	16.4
Infosys Limited (India)	74,631	19,283	3,160	25.0	16.4
Wipro Limited (India)	30,702	10,540	1,554	20.4	13.4
Tata Consultancy Services (TCS) (India)	128,995	30,206	5,744	23.2	16.7
CMC Corporation (Vietnam)	287	325	14	24.9	9.6
SCSK Corporation (Japan)	11,334	3,913	296	39.3	21.7
NTT Data Corporation (Japan)	37,120	30,453	935	39.0	13.1
FPT	6,207	2,697	361	18.1	10.9
10-year Industry Median				24.9	16.4

Source: Bloomberg, RongViet Securities

Valuation context table for global IT services companies

Company	Stock price change vs Jul-2024	Trailing PE	Forward PE 2026	5-year Avg PE	Trailing EV/EBITDA	Forward EV/EBITDA 2026F	5-year Avg EV/EBITDA
TCS (India)	-50.3%	16.1	14.1	27.1	11.1	9.8	20.8
Infosys (India)	-41.3%	15.2	13.8	24.0	10.1	8.8	17.5
HCL (India)	-28.4%	18.7	16.1	21.5	11.5	9.8	14.6
Wipro (India)	-41.2%	14.1	12.9	19.2	8.0	7.9	12.9
FPT (Vietnam)	-43.3%	11.4	10.6	18.6	7.8	8.2	12.0
CMG (Vietnam)	-51.9%	14.3	11.8	24.1	7.1	5.6	11.2
Accenture (US)	-54.6%	10.0	9.9	24.5	6.2	6.5	16.5
EPAM (US)	-57.0%	10.7	6.2	28.7	5.4	3.6	18.2
SCSK (Japan)	+85.0%	27.1	NA	20.8	16.8	NA	10.4
NTT Data (Japan)	+80.3%	39.1	NA	25.5	13.0	NA	9.9
Industry Median		14.7	12.4	24.1	9.0	8.1	13.8

Source: Bloomberg, RongViet Securities

Financial indicators of companies with similar education models as FPT (USD mn)

Company	Market Cap (mil USD)	Net Revenue 2025 (mil USD)	NPAT 2025 (mil USD)	Trailing PE 2025 (x)	Trailing EV/EBITDA 2025 (x)
Raffles Education Corporation (Singapore)	160	84	6	24.5	24.1
China Education Group Holdings Limited (China)	1,963	1,143	317	6.2	7.8
TAL Education Group (China)	6,655	2,250	85	72.2	21.8
SISB Public Company Limited (Thailand)	311	73	27	11.4	7.2
Riso Kyoiku Group (Japan)	221	219	11	18.3	7.4
FPT	6,207	2,697	361	18.1	10.9
10-year Industry Median				22.0	15.4

Source: Bloomberg, RongViet Securities

TELECOMMUNICATION, PAY TV, DATA CENTER & SECURITY CAMERA SEGMENT (UPCOM: FOX)
Discounted Cash Flow (FCFF)

Assumption	Value	Valuation Summary	Unit: VND Bn
WACC 2026	10.3%	DCF Projection Period	5 years
Effective Tax Rate	20.0%	Discountable Free Cash Flow	46,530
Cost of Equity	12.7%	+ Cash & Short-term Financial Investments at valuation date	13,092
Risk-free Rate	4.5%	- Debt & Minority Interest	7,846
Equity Risk Premium	8.2%	Equity Value	51,776
Beta	1.0		
Exit EV/EBITDA	6.2		

Source: RongViet Securities

Sensitivity table for FOX Equity Value using FCFF method (VND bn)

WACC	Exit EV/EBITDA					
		4.2	5.2	6.2	7.2	8.2
	8.3%	44,250	49,780	55,310	60,840	66,370
	9.3%	42,899	48,199	53,500	58,800	64,101
	10.3%	41,611	46,694	51,776	56,859	61,942
	11.3%	40,383	45,259	50,134	55,010	59,885
	12.3%	39,212	43,890	48,569	53,248	57,926

Source: RongViet Securities

P/E Method
Sensitivity table for FOX Equity Value using P/E (VND bn)

Net Profit After Tax (VND bn)	P/E						
			14.5	15.5	16.5	17.5	18.5
	2026F	3,982	57,735	61,717	65,699	69,681	73,662
	2027F	3,418	49,561	52,979	56,397	59,815	63,233

Source: RongViet Securities

Financial indicators of companies with similar telecommunications models as FOX (USD mn)

Company	Market Cap (USD mn)	Net Revenue 2025 (USD mn)	NPAT 2025 (USD mn)	Trailing PE 2025 (x)	Trailing EV/EBITDA 2025 (x)
Vodacom Group Limited (VOD.JO) (South Africa)	17,723	8,352	911	16.8	6.1
Globe Telecom, Inc. (Philippines)	3,889	3,101	405	10.2	6.8
PLDT Inc. (Philippines)	4,627	3,800	522	8.8	5.7
Bharti Airtel Ltd. (India)	133,533	20,465	3,970	37.3	12.2
MTN Group Limited (MTN.JO) (South Africa)	18,761	12,696	1,135	13.0	4.4
Telefonica SA (Spain)	23,244	39,700	-4,881	14.0	7.2
China Mobile Ltd (China)	230,717	146,176	19,082	11.6	4.1
NTT, Inc. (Nippon Telegraph and Telephone) (Japan)	91,338	89,969	6,565	13.0	7.6
FPT Telecom (FOX)	1,784	750	131	15.3	7.9
10-year Industry Median				12.8	6.2

Source: Bloomberg, RongViet Securities

ELECTRONICS DISTRIBUTION SEGMENT (FPT SYNnex JSC)

P/E Method

Sensitivity table for FPT Synnex Equity Value using P/E (VND bn)

Net Profit After Tax (VND bn)	P/E					
		10.0	11.0	12.0	13.0	14.0
	2026F	750	7,502	8,253	9,003	9,753
	2027F	900	9,003	9,903	10,804	11,704

Source: RongViet Securities

Financial indicators of companies with similar electronics distribution models as FPT Synnex (USD mn)

Company	Market Cap (USD mn)	Net Revenue 2025 (USD mn)	NPAT 2025 (USD mn)	Trailing PE 2025 (x)	Trailing EV/EBITDA 2025 (x)
Sis distributor (Thailand)	292	817	20	13.7	11.4
Synnex Thailand PCL (Thailand)	381	1,189	18	20.1	25.6
VSTECs Bhd (Malaysia)	322	636	15	20.0	15.4
Com7 PCL (Thailand)	470	1,586	47	9.9	5.9
Petro distributor (Vietnam)	27	228	3	7.9	9.9
Digiworld (Vietnam)	346	881	18	19.4	17.1
FPT Synnex			11		
10-year Industry Median				16.0	9.0

Source: Bloomberg, RongViet Securities

Below, we present aspects of FPT stock, supporting our valuation above in the following sections:

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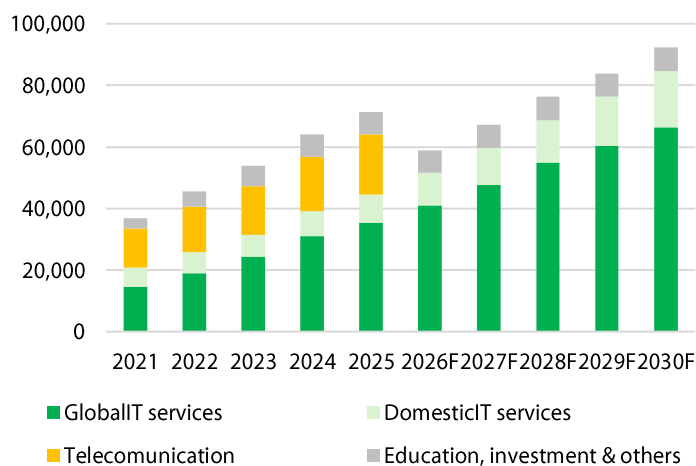
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FINANCIAL ANALYSIS & FORECASTS FOR 2026-30

- During the 2026-30 forecast period, revenue and NPAT-MI are expected to achieve CAGRs of 12,5% and 12,6%, respectively. (1) GlobalIT services will remain the main pillar, although revenue growth will slow to approximately 13% per year; (2) DomesticIT services will grow by an average of 15% due to the domestic digital transformation wave under Resolution 57. The IT services industry is generally in a transition from a labor-intensive to an AI-intensive model and needs more time to assess whether higher-margin AI-enabled solutions can offset the decline in basic programming and testing work.
- The remaining segments show divergent growth profiles: (1) Education is expected not to grow due to adverse demographic trends and competition from both public and private schools, limiting room to expand market share; (2) Telecommunication seeks to maintain double-digit annual growth despite nationwide subscriber saturation, through market-share gains and higher ARPU from a broader service offering such as FPT Play; and (3) Distribution and Retail are supported by expansion beyond ICT pricing & server demand-shocking wave and by the Long Chau pharmaceutical chain.
- Forecast net margin is expected to improve and remain around 18.0–18.3% during the forecast period, mainly attribute to that FOX will no longer be consolidated. Similar to ROE, it is forecast to peak at approximately 25.7% during 2026–27 and decline to 21.1% in 2030.

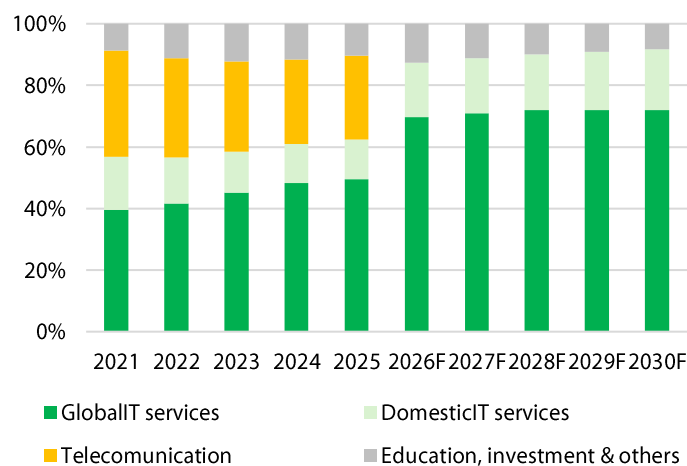
Revenue: Growth will remain in the double digits but is unlikely to match 2020-25 levels as (1) the global digital transformation market has passed its strongest boom period and (2) FPT will no longer consolidate FOX's results after completion of the transfer of state-capital representation to the Ministry of Public Security.

Figure 1: FPT's net sales by segment (VND bn)



Source: FPT, RongViet Securities

Figure 2: FPT's revenue contribution by Segment (%)



Source: FPT, RongViet Securities

Note: We also visualize this data using tables. See more information in Appendix 4. [\(See page 61\)](#)

For our 2026-30 sales revenue forecast, we make the following assumptions:

GlobalIT services: Given the labor-intensive nature of the business model, personnel are the key determinant of growth for a IT outsourcing (ITO) company. FPT has successfully pursued a “global brand diffusion” strategy, supported by Vietnam’s abundant workforce, competitive labor costs and East Asian work culture, achieving revenue CAGR of approximately 26.6% per year, above the industry average during 2015-24. [\(See page 28\)](#)

Since 2025, the IT services industry has begun shifting from a labor-intensive consulting model—monetizing per person/per hour—to an AI-intensive model—monetizing per project. This shift is

evidenced by slower industry-wide headcount growth; at FPT, headcount grew 8.3% YoY in 2025 versus average growth of 14.6% during 2015–24. Nevertheless, the industry remains in a transitional “move to AI” period: AI-based IT services models have not yet developed a clear monetization approach, while low-value tasks such as basic programming and testing are being repriced downward as customers expect engineers to complete larger workloads in less time through AI automation.

Combined with multiple global macro headwinds, IT outsourcing demand slowed sharply in 2025, particularly after the strong digital transformation period of 2021–23. We believe FPT’s GlobalIT services revenue growth will slow from the COVID peak of approximately 27.0% per year during 2021–24 but remain in the double digits at approximately 13.0% per year during 2026–30, supported by basic digital transformation contracts in low-digital-transformation regions such as Japan, APAC and Europe, offsetting the decline in traditional-task contracts. For AI, we do not yet see a high probability of a boom in AI consulting contracts; in our view, the long-term winning formula for AI IT services ([See page 32](#)) has not yet clearly formed in FPT’s strategy. We therefore forecast moderate growth of approximately 23.6% per year during 2026–30, with no major contribution to FPT’s overall growth.

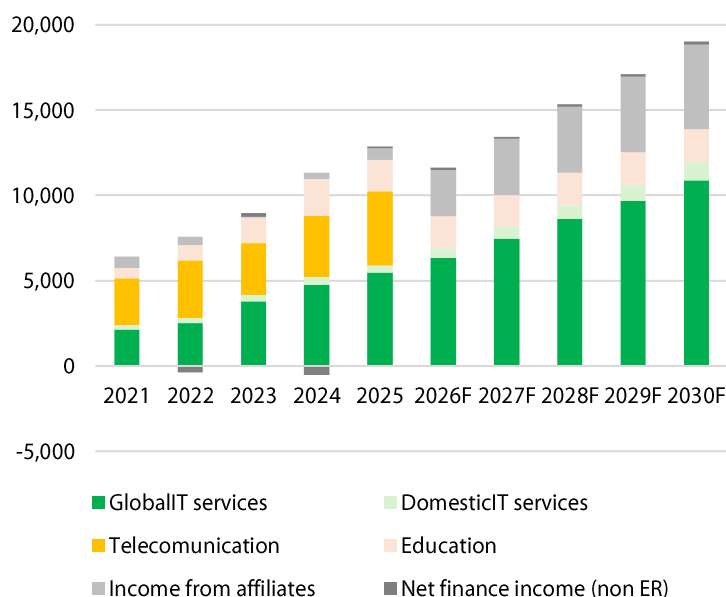
Domestic IT services: We believe the digital transformation wave in both the public and private sectors will be stronger during 2026–30, consistent with the Government’s objectives under Resolution 57 by 2030, scientific and technological capacity should reach an advanced level in many fields and the digital economy should account for approximately 30% of GDP, up from 14% in 2025. Improving total factor productivity (TFP) through digital technology is necessary. FPT, a leading participant in national/local digital transformation projects and projects for several major private groups, achieved revenue CAGR of 13.6% per year during 2021–25 and is forecast to grow faster during 2026–30 at 15.0% per year, in line with the Government’s objectives. ([See page 40](#))

Telecommunication: This segment is operated by FPT Telecom JSC (UpCOM: FOX), in which FPT holds 45.66%. From 2026, however, FPT will change its method of consolidating FOX’s financial statements from full consolidation (applicable to a subsidiary) to the equity method (applicable to an associate or joint venture). FPT will therefore recognize only its share of FOX’s profit corresponding to its actual ownership interest of 45.66%, instead of adding all of FOX’s revenue and profit to FPT as at present. This is based on Official Letter No. 1906/H01-P1 issued by the Ministry of Public Security on 03/18/2026. We therefore analyze this segment’s revenue and profit within profit/loss from associates and joint ventures.

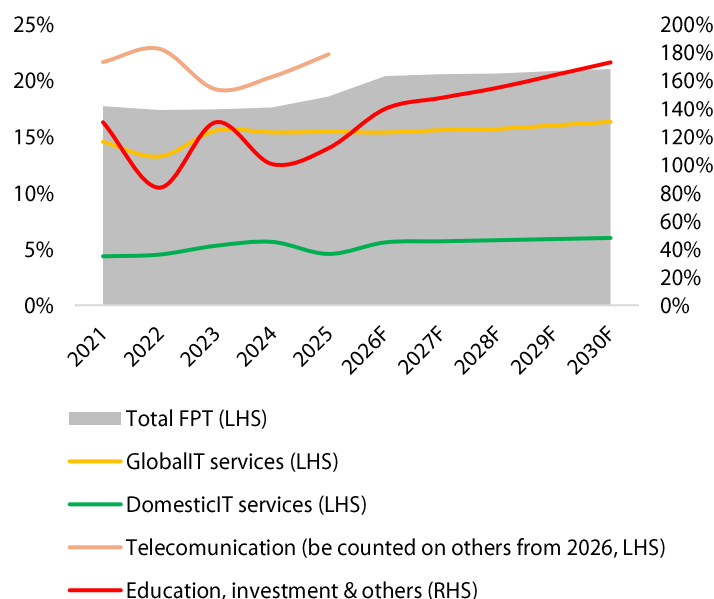
Education, investment & others (primarily education, which represents 96% of this segment’s revenue): FPT education’s 2017–23 boom, when revenue grew at a 35.0% CAGR per year, was driven by its “pioneer” position in the rise of the private-school system following the amended 2018 Law on Higher Education. FPT fully captured this private-school wave through its leading position, from owning the first private university to continuously expanding its school system across all levels, increasing its share by student count from 3.8% to 12.8% during 2017–23 ([See page 53](#)). However, FPT’s education revenue began to stagnate in 2024 and declined 1.0% YoY in 2025 and 2.0% YoY in H1-2026. This signals a slowdown in three factors, from largest to smallest: (1) total student numbers, as birth rates slow; (2) the advantage of private over public schools; and (3) FPT’s share of the private-school market, which has not increased due to a lack of large-scale school-system projects and increased competition from VinUni, which has a similar strength in training technology engineers. We therefore forecast FPT’s education revenue and profit to remain broadly flat during 2026–30, reaching VND 7.265 bn at the end of 2030. ([See page 53](#))

Accordingly, FPT’s total net revenue, excluding FOX’s contribution on a like-for-like basis, is expected to grow at a CAGR of 12.5% per year, reaching VND 91,118 bn in 2030 from VND 50,606 bn in 2025, excluding FOX revenue.

Profit before tax: As a holding company, FPT's profit and margin are affected by multiple segments—IT services, Telecommunication, Education & investment and by the accounting treatment of contributions from associates and joint ventures, particularly FOX. The accounting change will materially expand the Group's PBT margin from 2026. During 2026-30, segments expected to improve margins include Telecommunication and Retail accounted for as associates, while IT services and Education are not expected to materially expand or may see margin declines.

Figure 3: FPT's Profit before tax by segment (VND Bn)


Source: FPT, RongViet Securities

Figure 4: FPT's PBT margin by segment (%)


Source: FPT, RongViet Securities

Note: We also visualize this data using tables. See more information in Appendix 4. (See page 62)

GlobalIT services: We expect FPT not to expand its GlobalIT services's PBT margin more in line with industry trends for three main reasons. First, customer pricing pressure is inching up as foundational AI models advance rapidly, materially lowering barriers to entry. Many companies, technology start-ups and even in-house teams can deploy basic AI solutions themselves, making it difficult for traditional consultants to sustain high prices. Second, the cost of using the application programming interfaces (APIs) of large AI models is becoming a burden, particularly at scale. According to Gartner's March 2026 report, data center operators will spend up to USD 6.3 tn on AI infrastructure by 2030 and may raise prices to recover their investment. For instance, in early April 2026 Anthropic restricted use of Claude Pro/Max/Team plans for third-party tools such as OpenClaw, requiring users to switch to Pay-as-you-go or token-based APIs, leading to a sharp cost increase. Third, initial AI investment remains high as teams, infrastructure and ecosystems must be built. Nevertheless, we forecast margin contraction of only approximately 0.1% per year driven by that AI is able to streamline personnel needs, reducing the workforce required per project by 15–20% based on FPT's comments. (See page 41)

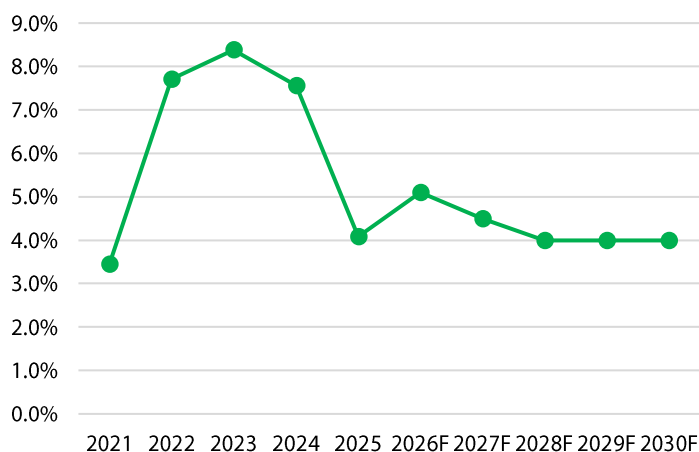
DomesticIT services: Unlike GlobalIT services, DomesticIT services is expected to gradually improve profit margin by shifting toward software services and solutions, which have higher margins than hardware, together with better AI factory utilization. We forecast this segment's PBT margin to level up by approximately 0.3% per year, in line with the pace of national, local and private-sector digital transformation projects amid continued economic volatility. (See page 41)

Education: We forecast this segment's PBT margin to remain flat during 2026-30 at approximately the 2025 level of 26.2%, as the potential to raise tuition. In addition, expanding its profit margin is limited by intense competition from public schools. FPT is not undertaking many additional school-construction projects as it did during 2015-20, so significant depreciation costs should not create a material margin decline in the coming period.

Financial investment: We note that finance income is a significant contributor to FPT's NPAT. FPT is increasing short-term investment, including term deposits and other loans at attractive interest rates, supported by recurring cash flow generated over the years. This activity is expected to generate approximately VND 1,000-1,500 bn of profit per year during 2026-30, based on projected cash and short-term financial investments growing 15.1% per year on a like-for-like basis excluding FOX, reaching approximately VND 54,600 bn at the end of 2030 from VND 39,500 bn at the end of 2025.

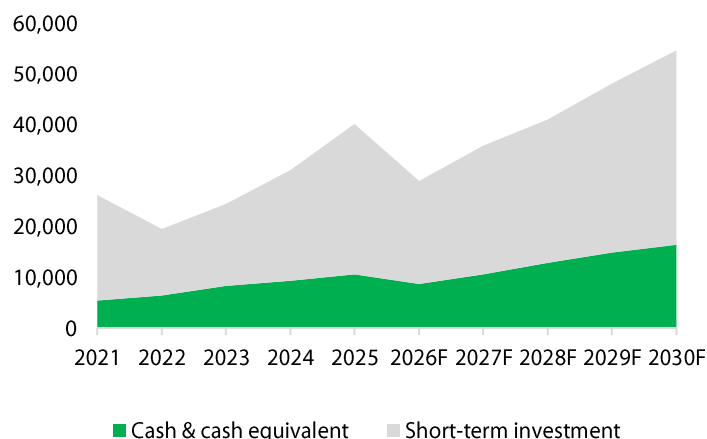
Note: This activity is included in PBT for each segment, undertaken by the subsidiaries, associates and joint ventures in FPT's segment reporting, including GlobalIT services, DomesticIT services, FPT Synnex, FPT Retail, FPT Telecom and FPT itself. This also dilutes the narrative of a rapidly declining GlobalIT services margin due to AI.

Figure 5: FPT's investment yield (%)



Source: FPT, RongViet Securities

Figure 6: FPT's cash & cash equivalent and short-term investment (VND bn)



Source: FPT, RongViet Securities

Associates and joint ventures include FPT Telecom (FOX), FPT Retail (FRT) and FPT Synnex:

FPT Telecom JSC (UpCOM: FOX), 45.66% owned by FPT

Forecast revenue is expected to achieve a CAGR of approximately 9.0% during 2026-30, similar to 2021-25, supported by Telecommunication market-share expansion and entry into other areas with significant room to grow, such as Pay TV, Data center and Security camera. Revenue would therefore reach VND 29,944 bn in 2030 from VND 19,507 bn in 2025.

Telecommunication: During 2010-17, Vietnam's telecommunication market grew at an internet-subscriber rate of 16.7% per year, bringing household internet usage to 42.3%. The rollout of fiber technology (FTTH) replacing copper (ADSL), together with the boom in digital devices such as smartphones, tablets and laptops, was the main driver. As Vietnam's first internet provider, FPT Telecom maintained a stable 15-20% market share, supporting Telecommunication revenue CAGR of 16.9% during 2013-20, in line with the overall industry. During 2020-25, when internet penetration exceeded 85%, industry and FPT Telecom growth slowed to single digits, at 8.4% and 8.3% per year, respectively (See page 46). For 2026-30, we forecast nationwide internet-subscriber growth of only approximately

2.0% per year as household internet usage reaches 87.4%. Industry value growth will then mainly come from an approximately 5.0% annual increase in value per subscriber (ARPU). We also expect FPT Telecom (FOX) to increase its broadband share from 17.7% in 2025 to 20.3% in 2030, an average increase of 0.5% per year, supported by investment in new fiber routes (ALC, VTS) and value-added services, particularly PayTV with sports rights. We forecast revenue from broadband and leased lines to achieve a CAGR of 8.0% over the same period. [\(See page 48\)](#)

Pay TV: Vietnam's Pay-TV market is saturated, with 2019-25 revenue CAGR of 4.1% per year. However, the market mix is shifting significantly from traditional pay TV—cable, satellite and IPTV—to OTT TV such as FPT Play, VieON and Netflix as user behavior changes from fixed viewing times, TV-only devices and predetermined content among Gen X to flexible, multi-device viewing on TVs, phones and computers with a broad content library among Gen Z and Millennials. Consequently, during 2019-25, traditional television revenue declined by an average of 0.5% per year, while OTT TV grew 69.3% per year. OTT TV has become a development priority for network operators as they can leverage existing fiber infrastructure to provide stable, high-quality bandwidth. OTT services also allow operators to escalate ARPU through cross-selling internet and OTT packages in collaboration with improve customer engagement. Many operators are shifting from “selling connectivity” to “selling a complete entertainment experience,” as illustrated by FPT with FPT Play and Viettel with TV360. In addition to network quality, diverse digital content and strong rights are key determinants of market share. Given planned telecommunication upgrades and major rights packages such as the English Premier League 2026-31, we forecast FPT's PayTV share to increase by an average of 2.5% per year, from 35.2% in 2025 to 47.5% at the end of 2030. [\(See page 49\)](#)

National security segment (Data center and Security camera): We currently forecast data-center CAGR of 20% per year during 2026-30, based on historical data and FOX's plan to add 1-2 projects per year, reaching VND 1,942 bn, approximately 6.5% of FOX's net revenue, in 2030 from VND 780 bn in 2025. We have not assessed security cameras or other potential segments as sufficient data are not yet available; we will update the analysis when material changes could significantly affect FPT Telecom's business outlook. [\(See page 50\)](#)

NPAT during 2026–30 is expected to maintain a CAGR similar to 2021-25, at approximately 13.0%, reaching VND 6.279 bn in 2030 from VND 3.418 bn in 2025, as margins are optimized over time while the business fills more subscriber capacity and value per customer (ARPU) sets higher level through a broader service offering.

We forecast FOX's net margin to gradually improve to 21.0% in 2030 from 17.5% in 2025 attribute to (1) gross margin increases from 49.8% to 50.6% as internet charge fee per user rise by an average of 5% per year, depreciation per subscriber falls as the subscriber base expands, and better ARPU from PayTV is supported by English Premier League rights; (2) although approximately VND 700 bn of additional rights costs must be recognized each year, SG&A expenses / revenue is forecast to decline from 29.7% to 27.4% through economies of scale; and (3) FOX is expected to expand financial investments to approximately VND 20,000 bn by 2030, increasing net finance income from VND 431 bn to VND 889 bn. [\(See page 51\)](#)

FPT Digital Retail JSC - FPT Retail (HSX: FRT), 46.50% owned by FPT

For this segment, we prepared the [Company Report: FRT – Looking to the future with healthcare and the Earnings Update Report: FRT – Growth drivers strengthened](#). We therefore do not conduct further in-depth analysis in this report and use the relevant FRT data to forecast and value FPT Group in the coming years.

More specifically, during 2026-30, **we forecast FRT revenue to achieve a CAGR of 14.2%, reaching VND 99,294 bn in 2030 from VND 51,083 bn in 2025**, supported by the Long Chau pharmacy/vaccination

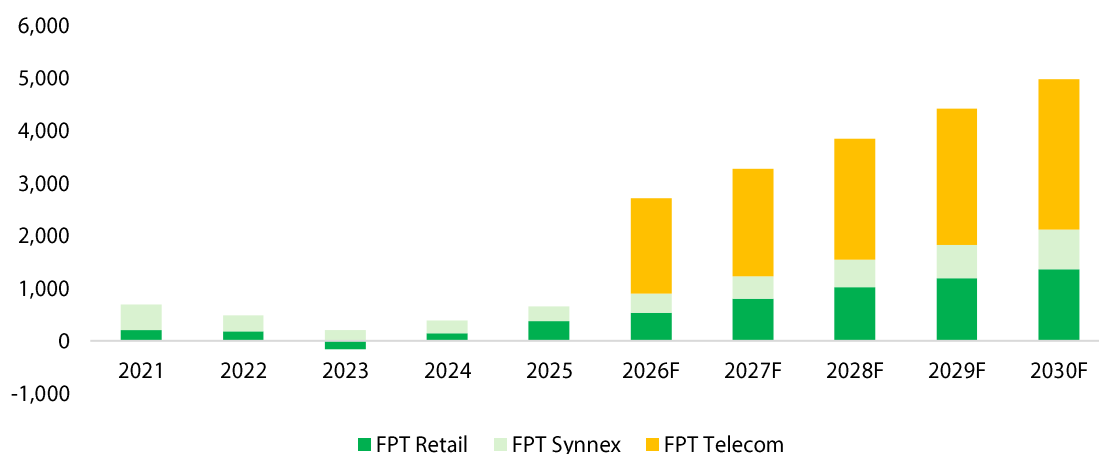
chain, approximately 70.0% of FRT revenue, expanding by an average of 400-500 new stores per year, or a 16.1% CAGR, and penetrating further into rural pharmaceutical/vaccination markets. The FPT Shop electronics retail chain, approximately 30.0% of FRT revenue, should gradually stabilize store operations after two years of closures, operating restructuring and the addition of electrical-appliance categories, with forecast CAGR of 10.0%.

FRT forecast NPAT CAGR during 2026-30 is 29.8%, reaching VND 2.930 bn in 2030 from VND 795 bn in 2025. This is higher than revenue growth as depreciation on Long Chau stores should decline in later years as the pace of new openings slows, while scale advantages reduce input costs and rise the long-term mix of functional foods and medical devices, which carry attractive margins.

FPT Synnex JSC, 48.00% owned by FPT

FPT Synnex is not listed, so specific revenue and cost-structure data are not publicly available. Its business model is similar to Digiworld, another company in our coverage universe. In our base case, we see broadly similar strategies over the next 3-5 years: (1) becoming a “market-making distributor” that provides the full market-building service for manufacturers, from importing and warehousing to distribution through its points of sale, while developing manufacturers’ marketing and marketplace-channel strategies; and (2) expanding more aggressively into new areas such as servers, appliances and IoT devices. We therefore forecast **the Company’s NPAT to achieve a CAGR of 20.9%, reaching VND 1.556 bn in 2030 from VND 600 bn in 2025, based on our estimates from FPT’s financial statements; this is similar to our forecast for Digiworld’s earnings growth during 2026-30.**

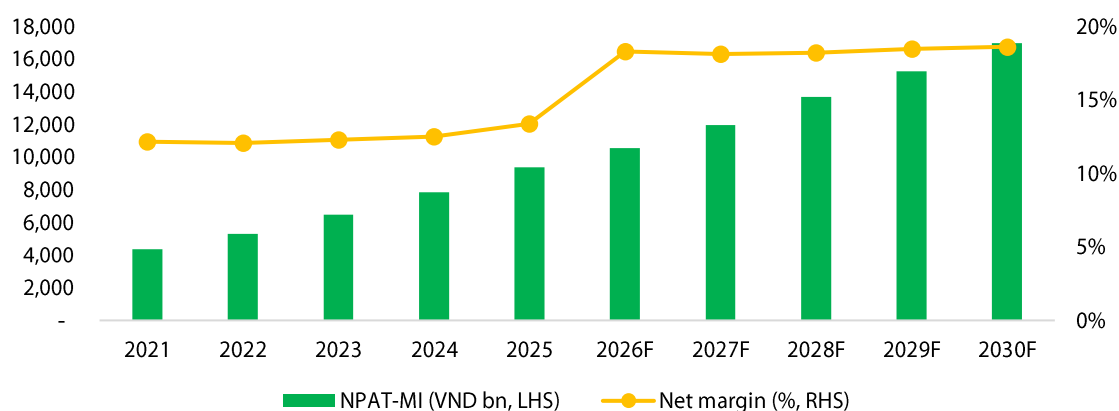
Figure 7: FPT’s profit/loss from associates and joint ventures by company (VND bn)



Source: FPT, RongViet Securities

Net profit after tax: Consistent with the PBT margin trend discussed above, we expect FPT’s overall net margin to increase to approximately 18.0-18.3% during 2026-30, once FOX has been removed from consolidation; Although FOX will no longer contribute revenue, it will continue to contribute profit.

Accordingly, we forecast FPT’s NPAT-MI to grow at a 12.6% CAGR during 2026-30, reaching VND 16,959 bn in 2030 from VND 9,369 bn in 2025.

Figure 8: FPT's NPAT-MI and net margin


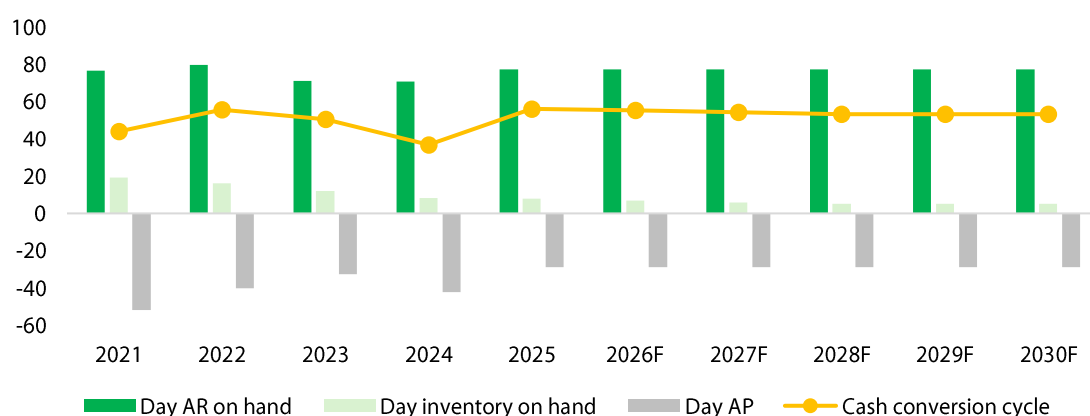
Source: FPT, RongViet Securities

Note: We also visualize this data using tables. See more information in Appendix 4. ([See page 62](#))

Key asset highlights: AS FOX has been removed from FPT's financial-statement consolidation since 2026, we focus on the assets of segments outside associates and joint ventures, such as IT services and Education.

Working capital: As its business model becomes more labor-intensive and less dependent on hardware, FPT has gradually reduced supplier-related metrics such as day inventory on hand and day AP, while day AR on hand have remained stable over the past five years. We therefore make no changes to these forecasts during 2026-30.

Compared with the industry average, we find working-capital management metrics to be broadly similar, indicating that the IT services model is managed robustly in line with international standards. During 2026-30, we therefore expect FPT to maintain day AR on hand, day inventory on hand, day AP at 67, 18 and 38 days, respectively.

Figure 9: FPT's working capital management (days)


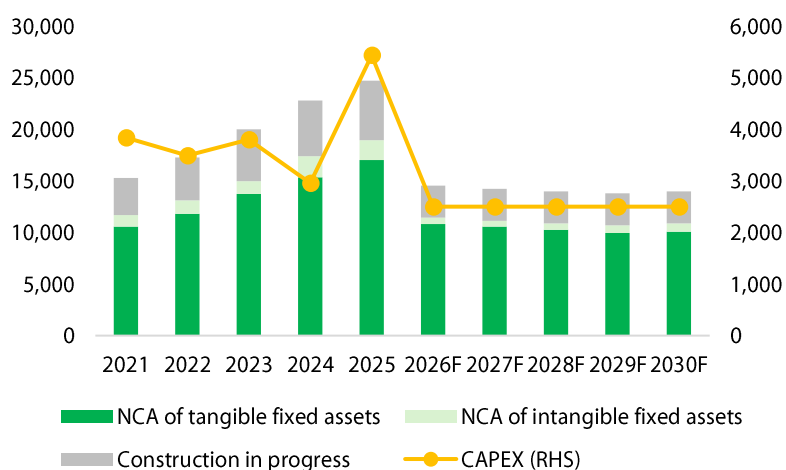
Source: FPT, RongViet Securities estimates

Note: We have also visualized these data in table format. More detailed information is provided in the Appendix 4. ([See page 63](#))

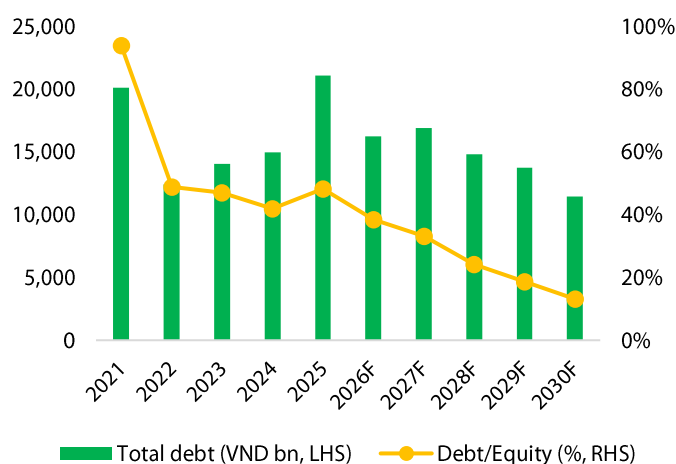
Capital expenditure (CAPEX): After the large investment of USD 250 mn, approximately VND 5,000 bn, over the past two years in AI factories in Vietnam and Japan, the IT services division is expected to reduce investment and maintain only expansion of technology-labor complexes and related technology infrastructure repairs and maintenance. The education division is also not expected to make significant additional investments in its school system.

We estimate total FPT investment at VND 2,500 bn per year during 2026–30, including VND 2,000 bn per year for repairs and maintenance of technology infrastructure or expansion of existing technology complexes and VND 500 bn per year to build moderately sized education complexes in new provinces, supporting stable revenue growth during 2026–30.

Debt: We believe a stable cash-conversion cycle, together with lower capital-expenditure demand, will reduce debt and interest expense during 2026–30. We expect interest expense / net sales to remain at 0.5–1.2% during 2026–30.

Figure 10: FPT's fixed assets by category


Source: FPT, RongViet Securities

Figure 11: FPT's debt


Source: FPT, RongViet Securities

Return on equity (ROE)

ROE of FPT rose steadily from 21.7% to 23.6% over 2021–25, primarily driven by net profit margin expansion. This momentum is expected to continue into 2026–27 (reaching 25.7%) before moderating in 2028–30 (declining to 21.1%). Specifically:

- Net margin expanded from 12.2% to 13.4% during 2021–25. This improvement reflects enhanced operating capabilities in the two core segments: (1) IT consulting, which benefited from the strong digital transformation wave accelerated by the COVID-19 pandemic, and (2) telecommunication, which optimized revenue per user amid rapid subscriber growth. We project net margin to continue improving to 18.3% in 2026–27, supported partly by these existing drivers but largely by a technical accounting factor (the change in recognition of FOX from full consolidation to equity-method accounting, which boosts the reported net margin). From 2028–30, both this technical benefit and the maturation of the operating model will limit further margin expansion, leaving ROE more dependent on the remaining two DuPont components.
- Asset turnover remained stable at 0.9–1.0x, indicating near-optimal asset utilization efficiency. This is expected to persist through 2028–30, as FPT's business model is not anticipated to involve any large, sudden capital investments.

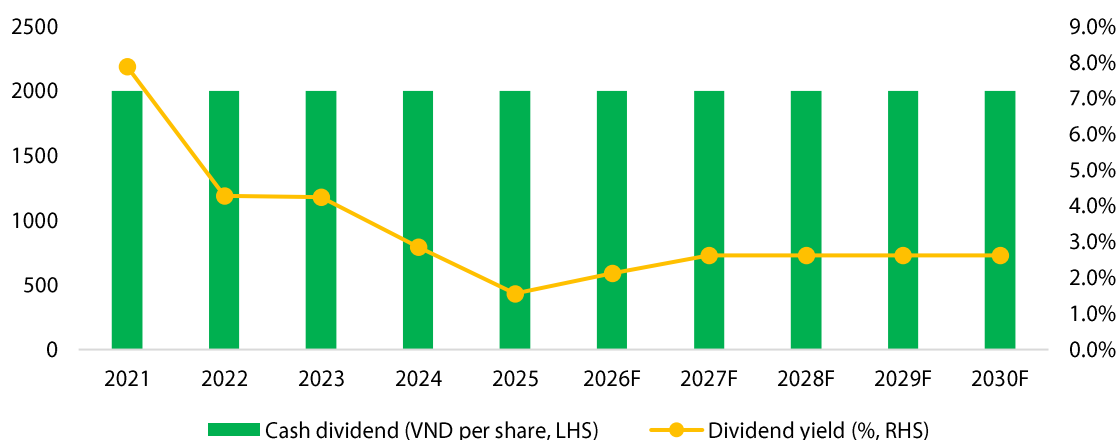
- Financial leverage was managed prudently over the past three years, declining from 2.4x to 2.0x during 2021–25 as the labor-intensive consulting model expanded more strongly than the capital-intensive telecom and education segments. Leverage is projected to fall further to 1.4x—signaling FPT’s proactive de-risking of its balance sheet amid rising borrowing costs of +1.0–1.5% YoY in 2026 and the absence of major investments in subsequent years.

Table 1: DUPONT analysis of FPT’s profitability

	2021	2022	2023	2024	2025	2026F	2027F	2028F	2029F	2030F
ROE (%)	21.7	22.7	23.4	23.9	23.6	24.6	25.7	24.3	22.6	21.1
In which:										
Net margin (%)	12.2	12.1	12.3	12.5	13.4	18.3	18.1	18.2	18.5	18.7
Asset turnover (x)	0.7	0.8	0.9	1.0	0.9	0.7	0.9	0.9	0.8	0.8
Financial leverage (x)	2.4	2.3	2.0	2.0	2.0	1.9	1.7	1.6	1.5	1.4

Source: FPT, RongViet Securities

Cash dividend policy: FPT pays an annual cash dividend of VND 2,000/share, equivalent to a dividend yield of 1.5%-2.5% per year, below the average bank deposit rate of 6-10% per year. We believe FPT will continue paying a cash dividend of VND 2,000/share. Accordingly, FPT is not suitable for a long-term dividend investment strategy while deposit rates are trending at elevated levels.

Figure 12: FPT cash dividend (VND/share)


Source: FPT, RongViet Securities

Note: We have also visualized these data in table form. More detail is provided in Appendix 4. [\(See page 63\)](#)

Table 2: FPT's annual income statement

INCOME STATEMENT	2022	2023	2024	2025	2026F	2027F	2028F	2029F	2030F
Net sales	44,010	52,618	62,849	70,113	57,736	66,075	75,149	82,712	91,118
Cost of Goods Sold	26,842	32,298	39,150	44,217	39,434	45,460	52,003	57,485	63,509
Gross Profit	17,167	20,320	23,698	25,895	18,302	20,616	23,146	25,227	27,609
Selling & G&A Expenses	10,373	11,868	13,190	14,912	10,104	11,431	12,926	14,144	15,581
Other Finance Expenses	1,042	886	1,260	862	653	653	653	653	653
EBITDA	7,731	9,930	12,062	13,330	9,616	10,673	11,646	12,454	12,968
EBIT	5,753	7,566	9,248	10,121	7,546	8,532	9,567	10,430	11,375
Non-operating Expenses	111	110	131	51	42	48	55	60	66
Gain/Loss on Disposal of Fixed Assets	184	201	175	143	143	143	143	143	143
Finance Income	1,999	2,336	1,936	2,977	2,222	2,459	2,589	2,878	3,172
Financial Expenses	646	833	552	810	788	748	575	522	411
Profit Before Tax	7,662	9,203	11,070	13,039	11,794	13,614	15,518	17,289	19,189
Corporate Income Tax	1,171	1,415	1,642	1,813	1,263	1,438	1,623	1,790	1,977
Profit/Loss from Associates	484	42	393	658	2,714	3,276	3,847	4,419	4,977
Minority Interest	1,181	1,323	1,571	1,856	-33	217	226	239	254
NPAT-MI	5,310	6,465	7,857	9,369	10,564	11,959	13,669	15,261	16,959

Source: FPT, RongViet Securities

Table 3: FPT's annual balance sheet

BALANCE SHEET	2022	2023	2024	2025	2026F	2027F	2028F	2029F	2030F
ASSETS									
Cash & Cash Equivalent	6,440	8,279	9,315	10,540	8,660	10,572	12,775	14,888	16,401
Short-term Investment	13,047	16,104	21,785	29,613	20,234	25,234	28,234	33,234	38,234
Receivables	8,503	9,674	11,382	14,401	13,992	16,031	18,249	20,099	22,154
Inventory	1,966	1,593	1,857	2,167	756	747	712	787	870
Other Current Asset	982	1,055	1,197	1,382	1,120	1,120	1,120	1,120	1,120
Current Asset	30,938	36,706	45,536	58,103	44,762	53,704	61,091	70,128	78,779
Tangible Fixed Asset	11,808	13,701	15,336	16,992	10,821	10,585	10,276	9,961	10,097
Long-term Investment	3,238	3,335	3,318	4,738	11,709	14,085	17,033	20,552	24,629
Intangible Fixed Asset	1,287	1,257	2,040	1,943	620	538	592	707	800
Other Long-term Asset	4,379	5,284	5,770	6,314	3,658	3,658	3,658	3,658	3,658
Non-current Asset	20,713	23,577	26,464	29,987	26,808	28,866	31,558	34,877	39,184
Total Asset	51,650	60,283	72,000	88,090	71,570	82,570	92,649	105,005	117,963
LIABILITIES									
Short-term Debt	10,904	13,838	14,446	19,170	14,334	14,954	12,776	11,596	9,127
Accounts Payable	3,209	2,603	4,424	3,837	3,121	3,597	4,115	4,549	5,026
Other Payable	10,408	13,211	15,966	18,546	9,238	10,572	12,024	13,234	14,579
Current Liabilities	24,521	29,652	34,836	41,553	26,693	29,123	28,915	29,379	28,731
Long-term Debt	1,478	208	501	1,904	1,753	1,553	1,353	1,153	953
Other Long-term Payable	295	490	935	882	882	882	882	882	882
Non-current Liabilities	1,773	698	1,436	2,785	2,634	2,434	2,234	2,034	1,834
Total Liabilities	26,294	30,350	36,272	44,338	29,327	31,558	31,149	31,413	30,566
MINORITY INTEREST									
Minority Interest	4,310	4,959	5,933	7,265	1,670	1,887	2,113	2,351	2,605
EQUITY									
Charter Capital	11,020	12,749	14,760	17,085	17,085	17,085	17,085	17,085	17,085
Retained Earnings	7,712	8,674	11,031	14,324	21,482	30,034	40,296	52,149	65,701
Other Funds	2,315	3,551	4,003	5,077	2,007	2,007	2,007	2,007	2,007
Total Equity	25,356	29,933	35,728	43,751	42,243	51,012	61,500	73,592	87,398
Total Resources	51,650	60,283	72,000	88,090	71,570	82,570	92,649	105,005	117,963

Source: FPT, RongViet Securities

Q2-2026 EARNINGS UPDATE AND Q3-2026 EARNINGS FORECAST

Q2-2026 earnings were in line with expectations and continued the story of shifting to an AI-intensive model

H1-2026 net sales reached VND 26,269 bn (+12.6% YoY), while Q2-2026 revenue reached VND 13,789 bn (+16.4% YoY), in line with our expectation. Specifically:

- **GlobalIT services recorded net sales of VND 9,868 bn (+16.3% YoY).** *By market*, Japan was the leading driver, growing 24.9% YoY. The U.S. also recovered (+7.8% YoY) after beginning to deploy new backlog contracts from Q2-2026, as previously disclosed by the Company. Europe maintained quarterly revenue of VND 1,000-1,200 bn from Q3-2025 to date, while APAC continued to record weak growth of -2.0% YoY as customers, primarily in Malaysia and South Korea, postponed new contracts caused by Middle East geopolitical developments.

By service type, traditional tasks such as programming, testing and maintenance continued to be affected by AI, with single-digit growth of +4.1% YoY, below the prior quarter's +4.6% YoY. Basic digital transformation tasks grew 25.0% YoY and remained the largest pillar, representing 44% of segment revenue, supported by basic digital transformation contracts in Japan, including COBOL system modernization and automation of traditional business processes using basic digital technologies such as cloud computing, ERP and CRM.

The next step in customer demand after digitizing basic processes through digital transformation is to embed AI into the data system to automate operating and business decisions and reduce subjective human input, thereby improving business efficiency. AI/data analytics growth was high at +46.6% YoY, reaching VND 1,108 bn in the quarter, but was primarily due to a low base and did not materially contribute to FPT's segment revenue, representing 11% of the segment. Growth remains constrained by infrastructure readiness, unclear investment returns and data-security concerns.

By new-contract scale, FPT continued to record high quarterly growth of +48.8% YoY from a low base, although it declined -9.6% QoQ. Moreover, we see slower conversion of new contract value into FPT revenue than before 2025 as macroeconomic conditions have delayed these contracts. With global macroeconomic uncertainty continuing, we believe contract conversion will remain slow for the rest of 2026.

In addition, the time required for new-contract value to flow into monthly realized revenue has lengthened as FPT recorded additional value from long-term cooperation commitments for AI-enabled IT infrastructure/applications with partners, particularly in Japan.

Excluding the AI factor, FPT's like-for-like new-contract growth was approximately 2.0% YoY.

- **DomesticIT services recorded revenue of VND 2,428 bn (+29.4% YoY)**, supported by stronger digital transformation services for local-government models and private-sector digital finance and e-commerce. A greater service mix rather than hardware supply also materially improved the segment margin. By product type, made-by-FPT services grew +6.9% YoY, while other services, including system integration, software solutions and IT services, grew +40.6% YoY.
- **Education, investment & others recorded revenue of VND 1,493 bn, flat YoY**, due to intense competition from public universities, which increased enrollment quotas by approximately 10% YoY in 2025. New university and vocational enrollment across FPT's system was therefore flat, while equivalent learners declined 7.2% YoY to 141,000. This segment requires additional signals from total enrollment results for the 2026-27 academic year, and FPT is expected to provide a more accurate view around Oct-2026.

H1-2026 NPAT-MI reached VND 5,055 bn (+14.1% YoY), while Q2-2026 NPAT-MI reached VND 2,568 bn (+13.8% YoY), in line with our expectation. In which:

- **GlobalIT services recorded a PBT margin of 15.6% (+38 bps YoY, -66 bps QoQ).** The modest YoY improvement reflected higher utilization at the Japan AI factory, while the QoQ slowdown was due to continued JPY depreciation during the quarter; we estimate the JPY depreciated 3% against VND in Q2-2026.

- **DomesticIT services recorded a PBT margin of 8.6% (+323 bps YoY, +183 bps QoQ).** The strong improvement resulted from shifting from hardware supply to higher-margin services, as discussed in the revenue analysis. Optimized utilization of the Vietnam AI factory, which became profitable in Q1-2026, also supported the segment's margin improvement during the quarter.
- **Education, investment & others recorded PBT of VND 1,162 bn.** FPT Telecom, after becoming an associate in which FPT holds 45.66%, is included in this line, with PBT growth of 12.0% YoY and a contribution of approximately VND 453 bn. The remainder, including FPT Synnex, FRT and other investments, recorded VND 709 bn (+19.4% YoY).

Table 4: FPT's Q2-2026 results by degment (VND bn)

	Q2-2026	Q1-2026	+/- QoQ	Q2-2025	+/- YoY	H1-2026	+/- YoY
Net sales	13,789	12,480	10.5%	11,850	16.4%	26,269	12.6%
A. IT services	12,296	10,842	13.4%	10,359	18.7%	23,138	15.0%
1. GlobalIT services	9,868	9,034	9.2%	8,483	16.3%	18,902	13.4%
1.a. By service type							
- Basic digital transformation	4,288	3,480	23.2%	3,430	25.0%	7,768	18.3%
- AI-factor digital transformation	1,108	734	51.0%	756	46.6%	1,842	53.5%
- Other (including traditional tasks)	4,472	4,820	-7.2%	4,297	4.1%	9,292	4.4%
1.b. By market							
- Japan	4,751	4,176	13.8%	3,805	24.9%	8,927	22.0%
- US	2,181	2,078	5.0%	2,023	7.8%	4,259	5.8%
- Europe	1,186	994	19.3%	870	36.3%	2,180	39.9%
- Asia – Pacific	1,749	1,787	-2.1%	1,784	-2.0%	3,536	-6.1%
2. DomesticIT services	2,428	1,808	34.3%	1,876	29.4%	4,236	22.5%
2.a. Made-by-FPT	665	599	11.0%	622	6.9%	1,264	10.1%
2.b. Others (system integration, software solutions, IT services)	1,763	1,209	45.8%	1,254	40.6%	2,972	28.6%
B. Education, investment & others	1,493	1,638	-8.9%	1,491	0.1%	3,131	-2.1%
Profit Before Tax	2,910	2,804	3.8%	2,426	20.0%	5,714	18.1%
A. IT services	1,748	1,566	11.6%	1,418	23.3%	3,314	16.9%
1. GlobalIT services	1,538	1,468	4.8%	1,290	19.2%	3,006	12.1%
2. DomesticIT services	210	98	114.3%	128	64.1%	308	101.3%
B. Education, investment & others	1,162	1,238	-6.1%	1,008	15.3%	2,400	19.7%
NPAT-MI	2,568	2,487	3.3%	2,257	13.8%	5,055	14.1%
PBT margin	21.1%	22.5%	-136bps	20.5%	63bps	21.8%	101bps
A. IT services	14.2%	14.4%	-23bps	13.7%	53bps	14.3%	24bps
1. GlobalIT services	15.6%	16.2%	-66bps	15.2%	38bps	15.9%	-18bps
2. DomesticIT services	8.6%	5.4%	323bps	6.8%	183bps	7.3%	285bps
B. Education, investment & others	77.8%	75.6%	225bps	67.6%	1,022bps	76.7%	1,398bps
Net margin	18.6%	19.9%	-130bps	19.1%	-43bps	19.2%	24bps

Source: FPT, RongViet Securities

Q3-2026 Earnings Projection – Maintain earnings growth similar to H1-2026 by +14-15% YoY

Table 5: FPT's Q3-2026 earnings projection

	Q3-2026	+/-YoY	+/-QoQ	Assumption
Net sales	14,188	15.6%	2.9%	
A. IT SERVICES	12,735	17.7%	3.6%	
A.1. Global	10,235	14.9%	3.7%	
- Japan	5,009	27.0%	5.4%	Japan remains FPT's strongest growth market (expected to sustain above 20% YoY), driven by robust demand for Legacy Modernization, Digital Transformation and Cybersecurity, while FPT's market share remains in the single digits — indicating ample room for further expansion. Meanwhile, the JPY/USD exchange rate is expected to recover by 1–2% versus the prior quarter-end, supported by foreign exchange intervention from Japan's Ministry of Finance, while the USD/VND rate stays stable.
- US	2,227	8.0%	2.1%	The U.S. market is expected to deliver stronger growth of 8–10% YoY in the second half, compared with 5–6% in H1, underpinned by an improved pipeline of newly signed contracts since Q2 2026.
- Europe	1,213	25.0%	2.2%	Europe is expected to maintain a high quarterly revenue run-rate of VND 950–1,200 bn from Q3 2025 onward, reflecting solid growth off a low base, with additional large-scale partnership contracts anticipated in the healthcare sector during the quarter.
- Asia-Pacific	1,787	-7.3%	2.2%	The Asia-Pacific market remains weak, with newly signed contract value in the first seven months of 2026 growing only around 1–2% YoY (per FPT). Korean market continues to soften from 2025 amid tariff pressures and strategic shifts by automakers, with no clear recovery expected this year. In Malaysia, contracts signed last year are currently in implementation but progress has been slow, contributing only a limited portion of revenue. Overall, corporate IT spending across the region has remained subdued since 2025, with no meaningful recovery yet in sight.
A.2. Domestic	2,500	30.5%	3.0%	Domestic IT services are expected to sustain a high level similar to Q2 2026, supported by ongoing local digital transformation initiatives.
B. EDUCATION, INVESTMENT & OTHERS	1,453	0.0%	-2.7%	We expect the Education segment to show no material recovery; enrollment may even decline modestly at both university and vocational levels, given intensifying competition from public universities/colleges and the expansion of private institutions offering a broader range of programs in the 2026–27 academic year. Further updates will be provided once official enrollment figures are released.
Profit before tax (PBT)	3,058	15.4%	5.1%	
A. IT SERVICES	1,835	22.4%	5.0%	
A.1. Global	1,617	16.2%	5.1%	Margins are expected to improve slightly versus Q2 2025, supported by the recovery of the Japanese yen, higher utilization at the AI factory in Japan (now at 100%), and improved revenue per employee as FPT slows net headcount growth, while token prices have not risen meaningfully versus the prior quarter. <i>FPT Software plans to add only around 1,000 net headcount for the full year 2026 (of which approximately 800 were already added in H1), representing a very modest increase of just 2–3% YoY.</i>
A.2. Domestic	218	103.3%	3.6%	Similar to Q2 2026, the strong YoY margin improvement stems from the ongoing shift from hardware supply toward higher-margin services, as highlighted in the revenue analysis. Improved operating efficiency at the AI factory in Vietnam (which turned profitable from Q1 2026) further supports margin expansion in this segment during the quarter.
B. EDUCATION, INVESTMENT & OTHERS	1,223	6.6%	5.2%	

B.1. FPT Telecom	463	14.6%	2.3%	NPAT is expected to sustain stable growth of 14–15% YoY this quarter, supported by the peak World Cup season, which is driving overall growth across the telecommunication and pay-TV industry. Q3 also precedes the start of the 2026–27 Premier League season, providing an additional boost to cross-selling of internet and FPT Play packages, thereby supporting further market share expansion. The key caveat is that this 14–15% YoY profit growth lags revenue growth of 19–20% YoY, reflecting a contraction in gross margin. This is attributable to rising chip and RAM costs that have risen the Company's equipment import costs, while service tariffs have remained unchanged following the March 2026 price adjustment.
B.2. Others	760	2.3%	7.1%	The strong operating performance of FRT Retail (market share gains in pharmaceuticals and margin optimization through scale advantages, deeper participation in medical equipment and functional foods) and FPT Synnex (continued benefits from the RAM and chip shortage cycle supporting demand and margins in laptops and servers) also contribute positively.
Corporate Income Tax	-280			
Minority Interest (MI)	2			
NPAT-MI	2,776	14.0%	8.1%	
PBT Margin	21.6%	85bps	44bps	
A. IT SERVICES	12.9%	-92bps	-129bps	
A.1. GlobalIT services	15.8%	17bps	21bps	
A.2. DomesticIT services	8.7%	312bps	5bps	
B. EDUCATION, INVESTMENT & OTHERS	84.2%	1,251bps	634bps	
Net margin	19.6%	-27bps	94bps	

Source: FPT, RongViet Securities

CORPORATE VALUE CHAIN ANALYSIS

Company Overview

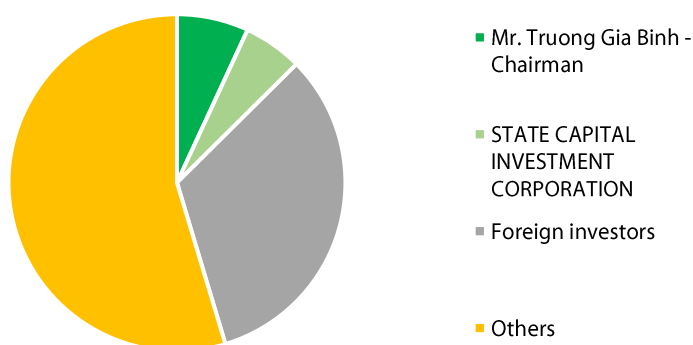
FPT Corporation (HSX: FPT), formerly Food Processing Technology, was established in 1988 and initially operated mainly in drying technology, automation and information technology. From a small business with 13 employees, FPT has developed into a diversified group with notable milestones: becoming one of the first four internet providers in Vietnam in 1997; beginning the globalization of software outsourcing by opening its first two offices in India and the U.S. in 1998 and Japan in 2005; establishing FPT University in 2006; entering technology-equipment distribution and retail by establishing FPT Synnex in 2009 and FPT Retail (HSX: FRT) in 2012; and building two AI factories in Japan and Vietnam amid the global AI wave in 2024. During 2021-25, the Company achieved revenue and NPAT-MI CAGRs of 18.6% and 21.5%, respectively, making it one of the few Vietnamese companies to maintain stable growth of 20.0% per year. However, “growth cracks” began to appear in 2025, when NPAT growth fell below 20,0% YoY for the first time.

FPT has a healthy and professional shareholder structure compared with Vietnamese listed companies generally. There are some highlights as follows:

- The two largest shareholders, Chairman of the Board Truong Gia Binh and the State Capital Investment Corporation (SCIC), hold only 7% and 5%, respectively. This indicates a well-dispersed shareholder base, ensuring that management’s interests remain closely aligned with the Company, while no shareholder exercising absolute control.
- FPT has attracted substantial foreign capital and is one of the few Vietnamese companies maintaining foreign ownership above 30.0%.

Nevertheless, foreign investors have been strong net sellers of FPT since 2025, causing the shares to lose their reputation as a “foreign-room favorite.” Foreign ownership declined from 45.66% on 01/01/2025 to 28,8% on 05/21/2026.

Figure 13: Shareholder structure, FPT



Source: FPT, RongViet Securities

FPT is organized as a Group holding structure with 06 direct subsidiaries and 04 associates and joint ventures managing different operating segments. Overall, FPT expands its value chain horizontally by establishing companies or conducting domestic and international mergers and acquisitions, providing multiple layers of technology-related services,—from core software outsourcing and telecommunications to education, which supplies technology-sector talent to FPT, then to technology-equipment distribution and retail, and more recently data platforms through data centers and AI solutions.

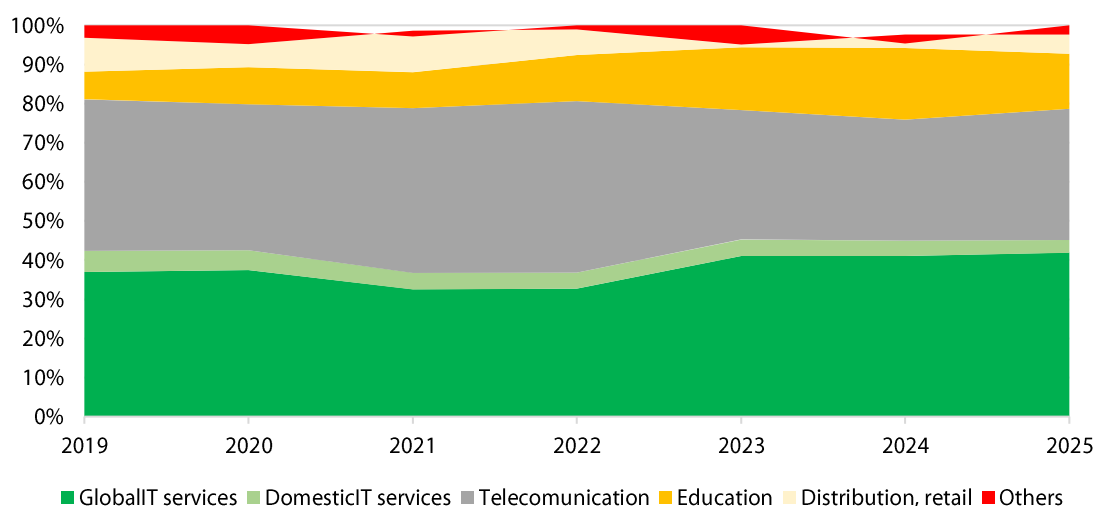
Table 6: FPT subsidiaries, associates and joint ventures

Company Name	FPT's ownership ratio as of 31/12/2025	Operating Status	Business Field
FPT Software Co., Ltd.	100.0%	Operating	Providing software services and products
FPT IS Co., Ltd.	100.0%	Operating	Providing application software solutions, ERP services, IT services, system integration
FPT Education Co., Ltd.	100.0%	Operating	Providing training and technology services
FPT Investment Co., Ltd.	100.0%	Operating	Financial investment
FPT Smart Cloud Co., Ltd.	100.0%	Operating	Information technology
FPT Digital Co., Ltd.	100.0%	Operating	Digital transformation consulting
FPT Telecom JSC (UpCOM: FOX) (*)	45.7%	Operating	Providing ADSL services, leased lines, Pay TV, and other online services
FPT Online Services JSC (UpCOM: FOC)	49.5%	Operating	Providing online services
FPT Synnex JSC	48.0%	Operating	Manufacturing technology products and distributing IT components and mobile phones, computer manufacturing
FPT Digital Retail JSC (HSX: FRT)	46.5%	Operating	Retail of computers, peripherals, software, and telecommunication equipment; telecommunication service agent

Source: FPT, RongViet Securities. (*) On 11/11/2025, the right to represent the State's 50.16% ownership interest in FOX was transferred from the State Capital Investment Corporation to the Ministry of Public Security. Under Official Letter No. 1906 dated 03/18/2026 from the Ministry of Public Security's Department of Planning and Finance, for fiscal year 2025 FPT Group had the right to control and consolidate FOX's financial statements into FPT's financial statements through 12/31/2025. In 2026, after completion of the procedures to formally receive the ownership-representation right, the new owner will exercise all rights and responsibilities of the parent company with respect to FOX, including responsibility for financial-statement consolidation.

Core business

By segment contribution to PBT, GlobalIT services expanded the fastest and became FPT's largest profit contributor from 2023, at 40-43%, following the global digital transformation trend, particularly during the 2020-21 COVID period when overall economy needed to preserve operational integrity and interact remotely with customers and supply-chain partners in global. Domestic businesses such as telecommunication and education ranked second and third in their contributions to FPT's profit.

Figure 14: Pre-tax profit contribution by segment, FPT


Source: FPT, RongViet Securities

Table 7: FPT's Development Plan

Segment (only considering segments FPT has control over)	PBT CAGR 2023-25 (%)	YoY growth in revenue and PBT plan 2026	Development strategy 2026-28
IT services	20.2	+18.4%/ +24.4%	Revolving around the story of applying AI in designing output products or reducing costs & time to create products internally, as an inevitable trend in the world. FPT has invested in two AI factories to serve this purpose. From the AI platform, FPT will expand into future core technologies including cybersecurity, UAV, semiconductor chips, high-speed rail technology, and quantum computing. (*)
Telecommunication	19.8	+12.8%/ +16.9%	Returning to the Ministry of Public Security has transformed FPT Telecom from a pure telecommunication company (ISP) into a technology - national security platform thanks to existing telecommunication infrastructure accompanied by support policies from the Government and national-scale projects assigned. Therefore, rapidly expanding the AI camera & Data Center segment for national security roles, plus fully exploiting EPL content for PayTV/Telecommunication, will be the main factors in this segment's growth for the next 3-5 years.
Education	11.2	-3.3%/ +1.7%	Investing in expanding university campuses in Hanoi, Ho Chi Minh City, and Da Nang, while opening new training facilities in provinces and cities nationwide. However, the context of fiercer competition (especially with public schools) means this segment is not expected to grow further.
Total FPT	19.0	+15.8%/+15.0%	

Source: FPT, RongViet Securities. (*) **Chairman Truong Gia Binh's comments on FPT's 2026-30 vision at FPT's 2026 Annual General Meeting, summarized:** "Management stated that FPT is in a period of "rebirth," with the belief that it will master the country's core technologies and stand alongside the world's leading digital transformation and AI groups within the next 5-10 years. Mr. Binh uses four stages of AI development to clarify the strategic picture: from the "craft workshop" stage, where most companies currently remain and AI is used sporadically, to the "production line," and especially stage 3—the fully automated factory—from 2026. FPT has a differentiated advantage through its internally developed AI systems, sovereign data infrastructure and ability to deploy at scale for large groups in the U.S., Germany and Japan. The Group is strengthening strategic cooperation with big-tech companies such as Microsoft and NVIDIA to participate in million-dollar projects. FPT will also expand from AI platforms into future core technologies, including cybersecurity, UAVs, semiconductor chips, high-speed rail technology and quantum computing. Mr. Binh emphasized that the AI First strategy is not only about technology but also a long-term solution for human resources, integrating AI deeply into the education system from primary school through university to prepare the future workforce for the AI era." Overall, the Chairman's message conveys clear confidence, a long-term strategic vision and determination to turn AI's challenges into an outstanding, sustainable growth opportunity for FPT.

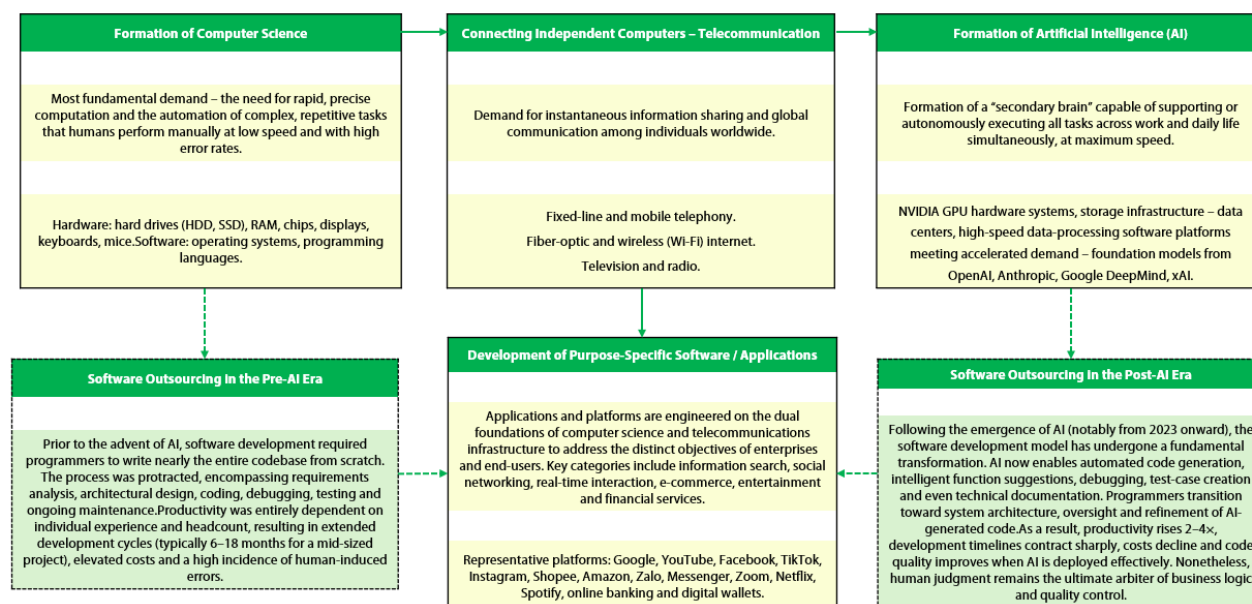
Corporate Value Chain

The technology industry value chain originates from **the most basic need - the need for fast, accurate, and automated calculation of complex repetitive tasks that humans do manually very slowly and are prone to errors.** A computer was considered an "independent island," data had to be entered by punch cards or magnetic tape. This value chain then evolved with the continuous birth of hardware devices such as hard drives (HDD à SSD), RAM memory, processor chips, or software devices such as operating systems, programming languages, to increase storage speed, data processing for tasks with larger processing scales.

After the value chain matured enough for a computer to operate independently, it continued to evolve to meet **the second need: rapid information sharing and communication among people worldwide.** This was the telecommunications era—fixed and mobile telephony, television, radio and the internet. If a standalone computer was an "island," telecommunications transformed billions of computers into a giant system, allowing people to connect, share, work and entertain themselves together without geographic limits. As a result, **a series of "higher-level" needs were met through leading telecommunications applications, including information search (Google, YouTube), social media (Facebook, TikTok, Instagram), e-commerce (Shopee, Amazon), communications (Zalo, Messenger, Zoom), entertainment (Netflix, Spotify) and financial services (online banking and e-wallets).**

Using telecommunications as a springboard, technology has evolved to **the final level of need: a "second brain" that supports or autonomously performs all tasks in work and daily life simultaneously and as quickly as possible—the era of artificial intelligence (Artificial Intelligence—AI).** Telecommunications came first, generating huge amounts of data (Big Data), the "fuel" for AI learning, providing connectivity to train AI models in the cloud and distribute them to billions of users. AI's ever-growing storage and ever-faster processing are driving the technology value chain horizontally through NVIDIA GPU hardware, storage infrastructure and data centers, and data-processing software that meets demand for speed, including foundation models from OpenAI, Anthropic, Google DeepMind and xAI.

Figure 15: Technology industry value chain



Source: RongViet Securities summarizes

From the technology industry value chain, we analyze one industry niche in greater depth: software outsourcing.

A common major question when approaching this industry is: *“Why do computer manufacturers generally not build their own apps but instead outsource them, preventing them from closing the industry value chain and capturing all the profit?”*

We believe the answer lies in two words: “human resources.” If technology-focused big-tech companies in developed countries attempted to own the entire value chain, their employees would need to cover the upstream stage, such as creating new technologies each year; the midstream stage, such as producing and designing core hardware and software including chips and RAM for annual computer, phone and data-center products; and the downstream stage, such as designing and maintaining customized software for each company in each country under global orders. This is clearly impractical given limited working hours, typically 8-12 out of 24 hours per day; labor shortages, as most countries hosting big-tech companies—including the U.S., South Korea, Japan and China—are aging; high wages in knowledge-intensive technology sectors; and time-zone, language and cultural requirements for customized applications. These constraints create a business niche for developing countries with large populations, low or moderate average wages and a strong work ethic to perform the downstream software-outsourcing work.

The emergence of AI has raised doubts about the growth prospects of this stage, as big-tech companies with foundation models such as OpenAI and ClaudeAI have automated, and continue to automate, coding, debugging and application workflow construction. Software-outsourcing companies are therefore gradually shifting toward AI-enabled business models. We analyze this issue in detail below.

For FPT, except for upstream production, design and ownership of computer-science and artificial-intelligence technologies, the Company’s value chain spans the midstream and downstream stages, including telecommunication, which provides internet and digital television; data-center construction and chip-production testing; software outsourcing; and AI-solution consulting.

Based on this value chain, we interweave the key success factors for the technology niches in which FPT participates with the Company’s outlook for the coming years.

IT services segment: software outsourcing & AI-solution consulting

Basic information

With a highly skilled workforce of more than 54,110 people, FPT has built a customer network not only in Asia, including Hitachi, Hitachi Software, IBM Japan, Mizuho Bank, NEC, Nissen, NTT Data, Sanyo Electric, TIS, Unisys Japan and Petronas Malaysia, but also globally. Through its global strategy and presence in more than 30 countries and territories, the Company has entered European markets, including Harvey Nash and IBM France, and U.S. markets, including Agilis Solutions, HP and IBM. Recognizing Vietnam as Japan’s top software-outsourcing priority, FPT established FPT Software Co., Ltd. in Japan in 2005. Japan is now FPT’s largest contributor to technology revenue, at 35%.

Table 8: Description of software outsourcing & AI solution consulting business activities

Basic service group
Providing solutions based on technology platforms such as NVIDIA, Landing AI, SAP, Oracle, Microsoft, ESRI...
Consulting on implementing digital transformation at the national, ministry, provincial, and private enterprise levels based on/not based on Made-by-FPT platforms
Designing, deploying, integrating, operating, maintaining, testing... Information Technology systems
Cybersecurity services

Advanced product/service group based on operational experience/AI platform

Providing an integrated ecosystem of infrastructure, tools, and services serving the entire AI development lifecycle, from data processing, model training to deployment, inference, and monitoring (FPT AI Factory)

Providing advanced platforms such as FPT.AI platform, FleziPT flexible AI platform, FPT Cloud platform, Base.vn enterprise management platform

Products, digital transformation solutions integrating AI, generative (GenAI), automation (RPA), IoT... specialized for fields such as Government, Telecommunications, Banking, Finance, Insurance, Healthcare....

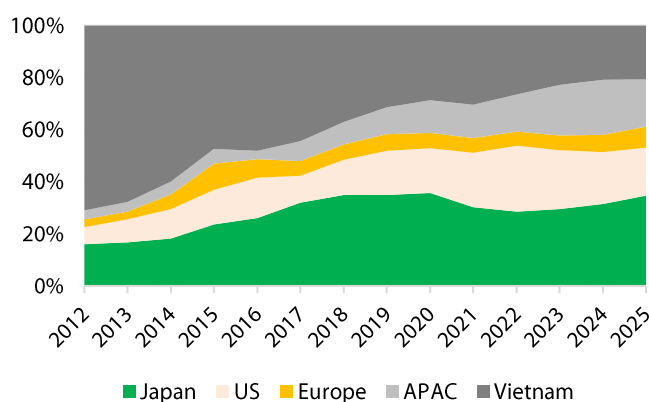
Chip product/service group

Developing Make in Vietnam source chips and IoT chips

Designing, testing, advanced packaging of semiconductor chips

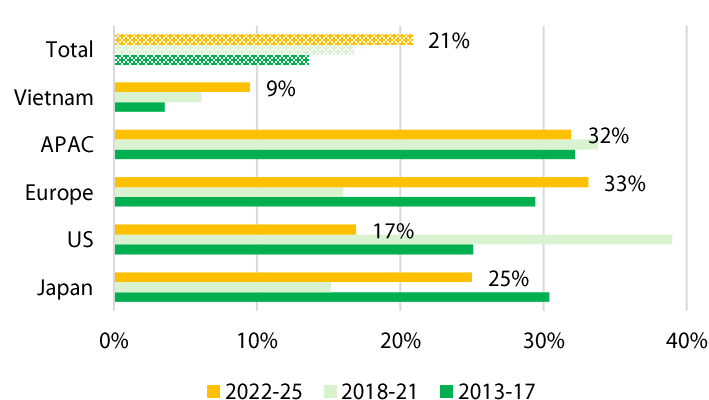
Source: FPT, RongViet Securities

Figure 16: FPT's IT services segment revenue proportion by market (%)



Source: FPT, RongViet Securities

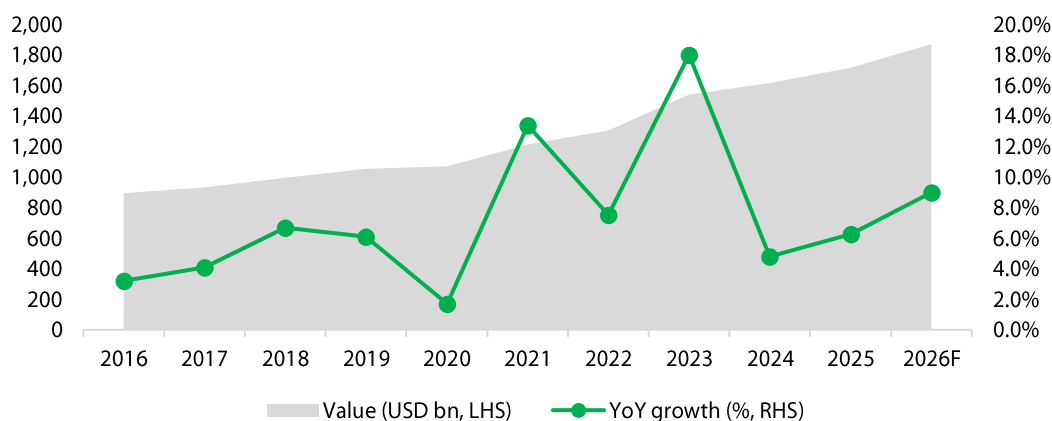
Figure 17: FPT's IT services segment revenue CAGR by market (%)



Source: FPT, RongViet Securities

Historical backdrop: Labor-intensive model (human-centric) takes the throne [\(Back to page 8\)](#)

In the 2012-25 period, the IT services industry market had many advantages with the application rate of technology in internal operations/business of enterprises increasing rapidly, partly thanks to the evolution of the world's technology platforms (mainframe → client server → web → cloud computing) supporting the mitigation of cost to popularize technology over time, easier to access (Table below), on the other hand, "heavenly timing" from Covid-19 (2020-23) forced global companies to accelerate digital transformation, work remotely and invest heavily in technology to maintain operations (digital transformation). The global IT services market size reached USD 1,719 bn by the end of 2025 (CAGR 7.1%/year for 2015-25 and 12.9%/year for the Covid season 2020-23).

Figure 18: Global IT services market value


Source: Gartner, RongViet Securities

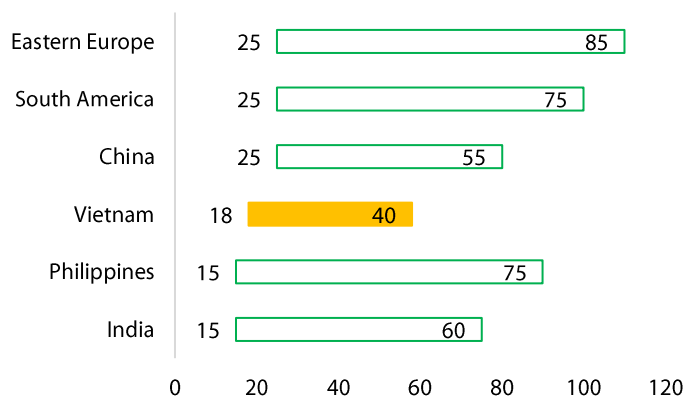
We list important development trends in the IT service industry in the table below.

Trend	Peak period	Description
Mainframe computer system	1950-1990	- The industry's first and most powerful platform. All data are stored, processed, and displayed or used for user interaction on one or more large mainframe servers. - Processes thousands of transactions per second with extremely high accuracy, stability, and security, but construction and maintenance costs are high and scalability is difficult. - Used primarily in systems requiring high security, such as banking and Government. - Primary programming languages: COBOL, PL/I, Assembly. - Data platforms: DB2, IMS.
Client-server system	1980-2010	- The platform shifted from a centralized to a distributed model, with separate servers and clients: the server stores and processes data, while the user's computer handles the interface and interaction. - Provides a more user-friendly interface (Windows, Java Swing...), is much cheaper and easier to scale than a mainframe, but is more expensive and harder to scale than web and cloud platforms. - Used to build internal enterprise software such as internal ERP, core banking, and retail order and inventory-management systems. - Primary programming languages: Visual Basic 6, Delphi, Java (Swing), C#, PowerBuilder. - Data platforms: Oracle, SQL Server, MySQL...
Internet website system	1995-2015	- The emergence of the World Wide Web created the next major advance: web applications. Instead of installing software on each computer as in a client-server model, users need only a web browser (Internet Explorer, Chrome...) to access the application. The server acts as the central hub, processing all logic and data before returning the interface as a web page. - This model allows access anytime and anywhere, strongly promoting e-commerce and online applications. It was also a period of rapid growth for technology services because customers could commission projects remotely with ease. However, capacity constraints continued to arise as user numbers increased because the model still depended on physical servers. - Used to build B2C applications for end users, such as internet banking and e-commerce platforms... - Primary programming languages: Java (Spring), .NET (ASP.NET), PHP (Laravel), Python (Django). - Data platforms: MySQL, PostgreSQL, MongoDB...
Cloud-computing system	2008-now	- Cloud computing is the most modern platform and has completely changed how IT operates. Instead of purchasing physical servers and managing infrastructure, businesses rent resources as needed on a pay-as-you-go basis from providers such as AWS, Microsoft Azure, and Google Cloud. - Cloud enables flexible scaling within minutes, supports microservices and containers (Docker, Kubernetes), and makes AI integration easier. It allows businesses to transform digitally more quickly, reduce upfront costs, and focus on their business rather than infrastructure management. - Today, most ERP systems, such as SAP S/4HANA, AI, and IoT run on the cloud. Other B2C applications, such as e-wallets, ride-hailing, food-delivery and online-shopping applications, and mobile games, also use this platform. - Core technologies: Kubernetes, Docker, microservices, serverless (AWS Lambda), AI services...

Source: RongViet Securities summarizes

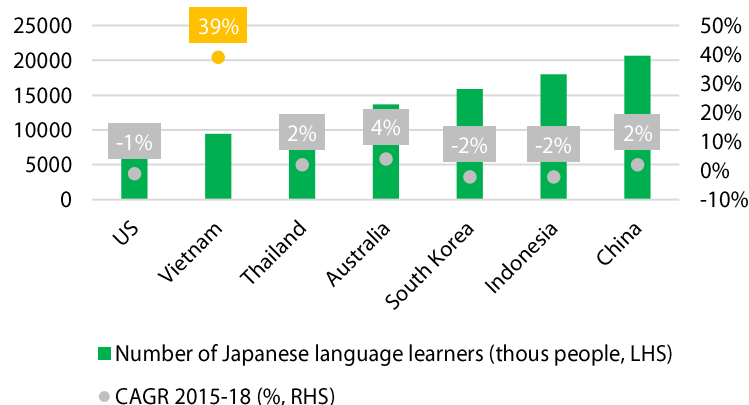
As the business model is labor-intensive, human resources are the key determinant of success for a software-outsourcing company. FPT combines Vietnam's natural labor advantages—large population, low labor costs, and East Asian work culture—with a “global brand-building” strategy, enabling the Company to achieve approximately 19.0% revenue CAGR in this segment, above the industry's average growth over 2015-25. Both FPT's headcount and revenue per technology engineer also grew impressively during 2015-23, demonstrating the “youthful growth” phase of this software-outsourcing model before signs of deceleration emerged in 2025. (Figures 19 and 20)

Figure 19: Average software-outsourcing rate (USD/hour) demonstrates Vietnam's low labor-cost advantage



Source: accelerance, RongViet Securities

Figure 20: Asian work-culture and time-zone advantages, particularly Japan. The language advantage remains limited but is gradually taking shape, especially in Asia



Source: Japan Foundation, RongViet Securities

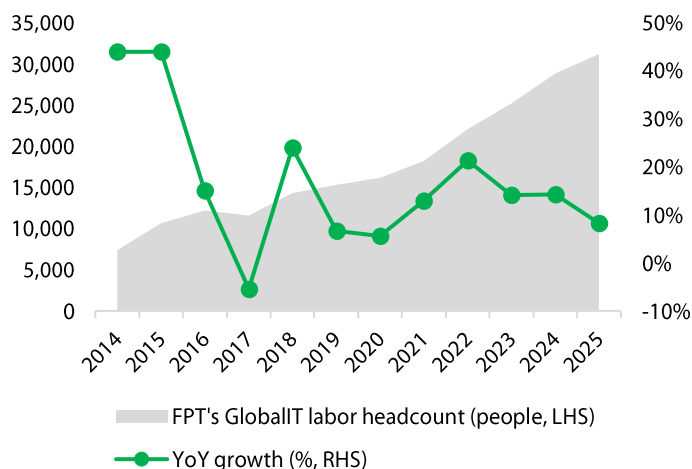
The table below shows how FPT followed the “digital-transformation” wave from the Americas to Asia by establishing a direct presence in those markets through branch openings and acquisitions and mergers of service companies.

Date	Transaction / Branch	Country	Key significance
2005	Established FPT's branch in Japan	Japan	FPT Software's first overseas branch
2007	Opened FPT's branch in Singapore	Singapore	First step in Southeast Asian expansion
2008	Started operations in the US, France, Australia, and Malaysia	Multiple countries	Accelerated globalization of IT services
2012	Established a branch in Germany	Germany	Springboard for European expansion
2014	M&A RWE IT Slovakia	Slovakia	FPT's first foreign M&A transaction and also the first in Vietnam's IT industry
2016	Established FPT's branch in South Korea	South Korea	Expanded the Northeast Asian market
2018	Acquired 90% of Intellinet Consulting, one of the fastest-growing technology-consulting companies in the US	US	Strengthened digital-transformation consulting capacity in the US
2022	Strategic investment in LTS Inc.	Japan	Expanded FPT's digital-transformation consulting presence in Japan
2023	Acquired Intertec's IT-services business	US	Expanded nearshore-services scale in the Americas

Date	Transaction / Branch	Country	Key significance
2023	Acquired Cardinal Peak - a technology-engineering-services provider	US	Added product-engineering, IoT, and embedded-software capabilities in English-speaking markets
2023	Acquired 80% of AOSIS - a France-based technology-consulting company.	France	Expanded global presence and, in particular, demonstrated technology competitiveness in Europe
2024	Acquired 100% of Next Advanced Communications (NAC) - a Japanese IT-services company	US	FPT's first M&A transaction in Japan, doubling its customer base
2025	Acquired David Lamm Consulting - a reputable technology-consulting firm in Germany's energy industry	Germany	Increased digital-transformation consulting capacity in Europe's energy and utilities sector
2025	Acquired 10% of Daythree Digital Berhad, a Malaysian technology company specializing in business-process services (BPS)	Malaysia	Expanded AI-integrated BPS service capabilities and strengthened capacity to deliver large-scale technology projects in APAC
2025	FPT and SCSK established the COBOL PARK joint venture. SCSK holds 66.7% and FPT holds 33.3%.	Japan	Riding the wave of legacy technology-infrastructure conversion in Japan (COBOL)

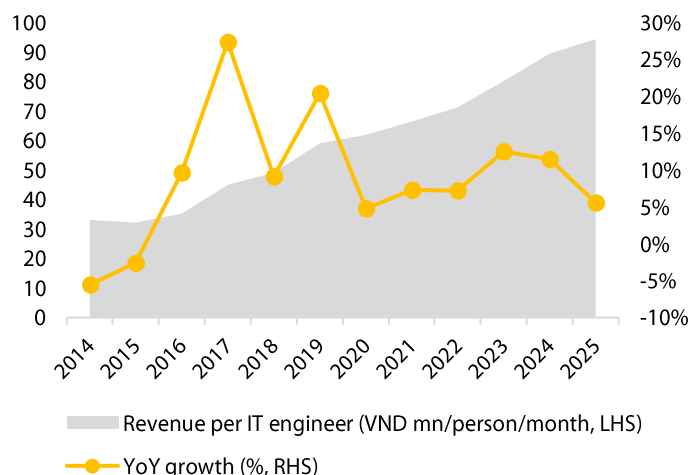
Source: FPT, RongViet Securities

Figure 21: FPT maintained foreign IT-services hiring growth above 10% per year, particularly at the COVID peak, but showed signs of stagnation in 2025



Source: FPT, RongViet Securities

Figure 22: FPT inched up headcount alongside revenue per engineer during the 2014-20 peak, but began to stagnate during 2021-25 as the human-centric outsourcing model became outdated with the emergence of AI and the growing number of software-outsourcing companies



Source: FPT, RongViet Securities

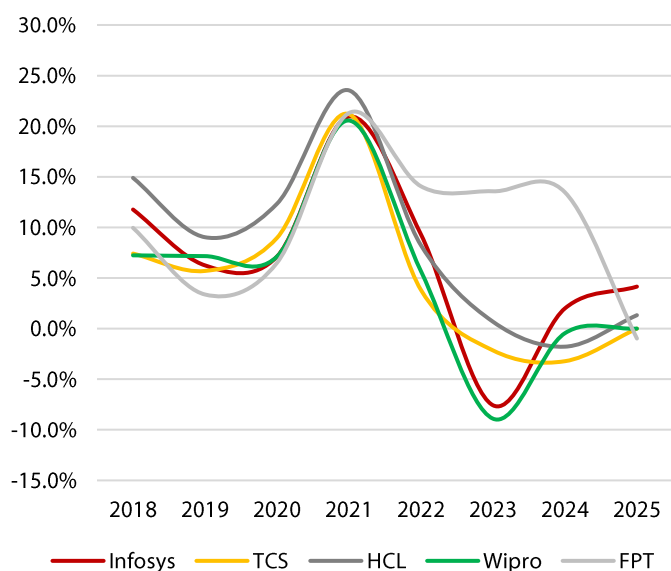
Future outlook – The global race is being reshaped by the emergence of AI ([Return to page 9](#))

Part 1 – AI is reshaping the IT-services consulting model

The IT consulting model's formula of "the more people you have, the more money you make" appears to be faltering when considering the total headcount of the relevant companies in 2025. In fact, this is not an anomaly but an early indicator of a shift from a labor-intensive consulting model, monetizing per person or hour worked, to an AI-intensive model, monetizing per project.

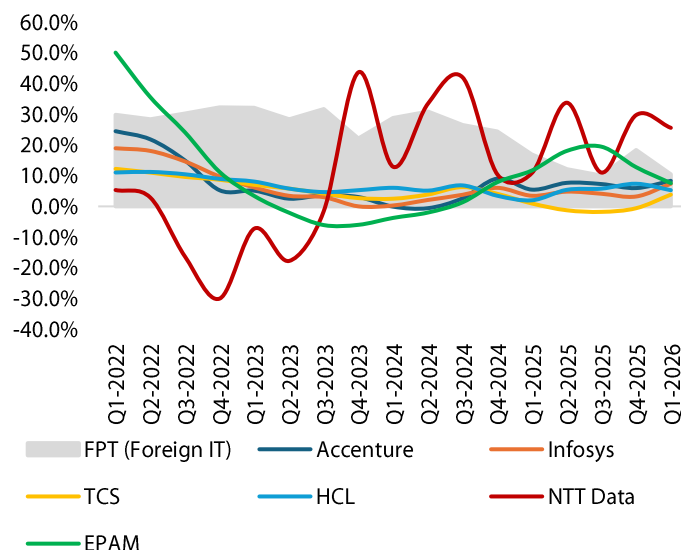
Nevertheless, the shift remains in a period of "transition to AI": AI-based IT consulting models have not yet clearly established how they will monetize, while low-value tasks such as basic programming and testing are being priced down because customers expect engineers to complete larger workloads in less time through AI automation. Combined with multiple global macro headwinds, this caused software-outsourcing demand to slow sharply in 2025, particularly after the strong digital-transformation period of 2021-23.

Figure 23: Major Indian IT consultants and FPT slowed headcount growth after 2021 and even reduced headcount in 2025



Source: bloomberg, screen.in, RongViet Securities

Figure 24: Global IT consultants slowed quarterly revenue growth throughout 2025



Source: Bloomberg, RongViet Securities

HSBC's technology-industry research report dated 10/13/2025, titled "Is India a global anti-AI play?", states: "We estimate that the overall impact of AI on IT services will be an 8-10% reduction in revenue. This may occur over a period of 3-4 years as contracts and agreements are renewed. Accordingly, the annual impact in 2025/26/27 could reach 3-4% per year." Low-level tasks such as basic coding, writing test scripts, and maintenance/debugging are already being rapidly replaced by the release of successive generations of foundation models (OpenAI, ClaudeAI...).

AI's impact on India's technology industry	Industry revenue share	Share of jobs affected by AI	Revenue-reduction impact
Software design/development	25.0%	60.0%	4.5%
Custom application maintenance	30.0%	35.0%	2.1%
Packaged enterprise applications	15.0%	20.0%	0.6%
ER&D (engineering research & development – combining hardware and software)	10.0%	10.0%	0.1%
IMS (infrastructure managed services)	10.0%	10.0%	0.2%
BPO/BPM (business-process outsourcing /management)	10.0%	40.0%	1.2%

Source: HSBC, RongViet Securities

Figure 25: Infosys's forecast for future technology-industry hiring trends: rising demand for data-platform development and AI-model proficiency, and declining demand for traditional work such as web programming and testing.



Source: Infosys – investor AI day 2026, RongViet Securities

In our view, competitive advantage in IT consulting will shift from “low-cost workforce scale” to “scale of industry-specific data resources (big data & domain knowledge)” and “high-quality talent”—people who understand data architecture and are skilled at integrating foundation models. The eventual industry winners will be companies that build proprietary, deep process-automation platforms by sector, such as banking, healthcare, insurance, and government, leveraging data-network effects. Each new customer on the platform generates data, making the product more intelligent through training and thereby locking in the next customer.

However, this raises a further important question about an IT consultant's ability to sell AI solutions: **“can it truly own a sufficiently broad volume of industry-specific data, without violating the confidentiality of former customers' information, to build an optimized foundation model for the next customer?”** We have not yet seen a clear catalyst for customers to become comfortable sharing data, particularly at a time when “copyright and personal-property protection” is sensitive. For now, the model appears to remain at the stage where consultants build a separate AI solution for each customer using data owned or controlled by that customer. Data access and processing are conducted through controlled APIs and formal agreements with the integrator and AI-model provider that clearly define the scope of use, storage, security, and deletion. Consultants may not use data, prompts, outputs, or knowledge derived from a former customer's data to develop a solution for a new customer without valid consent. We therefore expect future market leaders in IT consulting to follow two trends: (1) acquire and merge with

data companies, and (2) enter into more strategic partnerships with major AI-foundation-model companies such as OpenAI, Oracle, and Microsoft to leverage the distinct capabilities of different APIs and diversify their service offerings.

Based on the foregoing analysis, we believe that over the next 3-5 years the scope to rise global IT-consulting industry revenue will be more limited than in the prior period as:

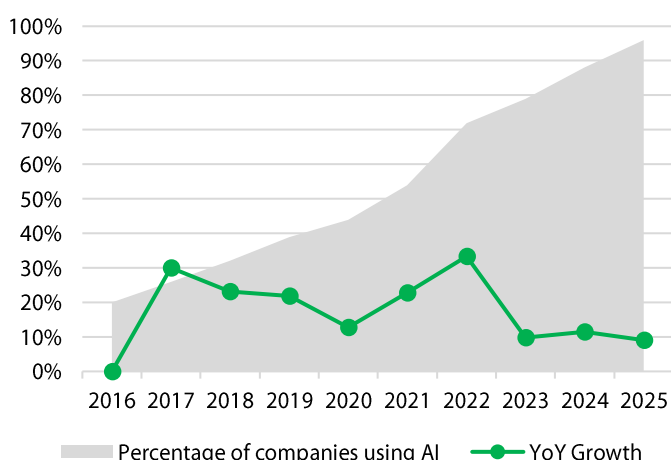
- Global digital-transformation adoption is already high after the COVID period. According to the World Bank, from 4M-2020 to 12M-2022, the percentage of businesses investing in digital solutions doubled from 10% to 20% among micro-enterprises (fewer than 4 employees) but tripled from 20% to 60% among large enterprises (more than 100 employees).

Digital transformation is the digitization and automation of traditional business processes through basic digital technologies such as cloud computing, ERP, CRM, mobile applications, websites, and robotic process automation (RPA). Its primary objective is to make businesses operate faster, reduce costs and human error, and improve customer experience, while still relying mainly on people to make decisions and operate the business. It is the stage of “digitizing old processes,” rather than creating new intelligent and predictive ways of doing business, which AI is theoretically designed to address.

- Traditional tasks such as programming, testing, and maintenance... (currently accounting for ~50% of reference IT-consulting revenue at FPT) continue to face price pressure from AI. Although the next step in enterprise demand after digitizing basic processes through digital transformation will be to embed AI in those data systems to automate operational and business decisions, remove subjective human input, and improve business efficiency, actual demand remains constrained by infrastructure readiness, unclear investment returns, and data-security concerns. According to McKinsey & AI Statistics, although enterprise AI adoption—the percentage of businesses using AI for at least one business function—has reached 96%, 32% of organizations remain at the experimentation stage, 30% are piloting AI, and only 7% of companies have fully deployed AI across their business functions.

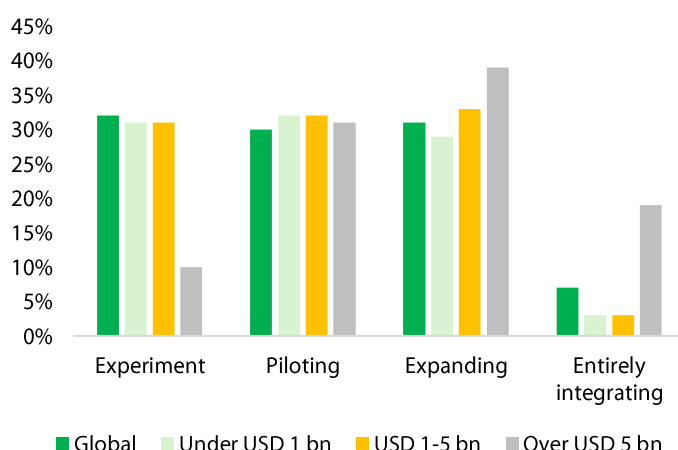
In summary, over the medium term AI helps IT consultants “reduce volume and increase quality” in their workforce so they can fulfill basic digital-transformation contracts more quickly, for example by eliminating fresher and junior roles from programming and testing, but it has not yet created large-scale AI-solution contracts for IT consultants.

Figure 26: The share of businesses using AI has risen rapidly in the past five years...



Source: McKinsey, AI Statistics, RongViet Securities

Figure 27: ...but full deployment of AI for operational and business solutions remains low



Source: McKinsey, AI Statistics, RongViet Securities

Table 9: Gartner raised its global technology-spending forecast by a further 3.0% in its latest report (Q4-2026), but the uplift is concentrated upstream (data centers, equipment, and software). The downstream segment's forecast remains unchanged at single-digit growth, showing that AI is widening the growth gap between upstream and downstream.

Unit: USD bn	2025	Growth YoY	2026 revised	Growth YoY	2026 previous	% change, revised vs. previous
Data centers (DC)	506	51.6%	788	55.8%	653	20.6%
Equipment	792	9.7%	856	8.2%	836	2.4%
Software	1,254	12.8%	1,444	15.1%	1,434	0.7%
IT services	1,716	6.2%	1,870	9.0%	1,867	0.2%
Telecommunication services	1,296	3.3%	1,359	4.8%	1,365	-0.5%
Total	5,564	10.5%	6,317	13.5%	6,155	2.6%

Source: Gartner, RongViet Securities

Although global IT consulting appears to be slowing to single-digit growth, growth rates are diverging across continents. Regions such as Japan and Asia, which have the lowest rates of digital transformation in both data systems and enterprise operating and business processes, should grow faster than developed regions such as Europe and the US, increasing the divergence among IT consultants.

According to Semrush Inc., the US continued to lead the world in digital-transformation spending, accounting for 35.8% of total global investment in 2023. Western Europe ranked second at 7%, while China ranked third at 8%, reflecting strong government investment in advanced technology. Asia-Pacific, excluding Japan and China, accounted for 5%, reflecting steady digital transformation in developing economies. Japan contributed 2%, supported by ongoing automation and smart-infrastructure development. All other regions accounted for very small shares of total global digital-transformation spending.

Part 2 – FPT's current position on the AI map

For FPT, the Company has identified a transition to a pure AI model, meaning AI must be integrated into every service and product. It is developing services and expanding its AI Factory with the goal of becoming a leading AI-infrastructure and cloud provider in the region. We summarize the key elements of FPT's AI strategy to date in the table below.

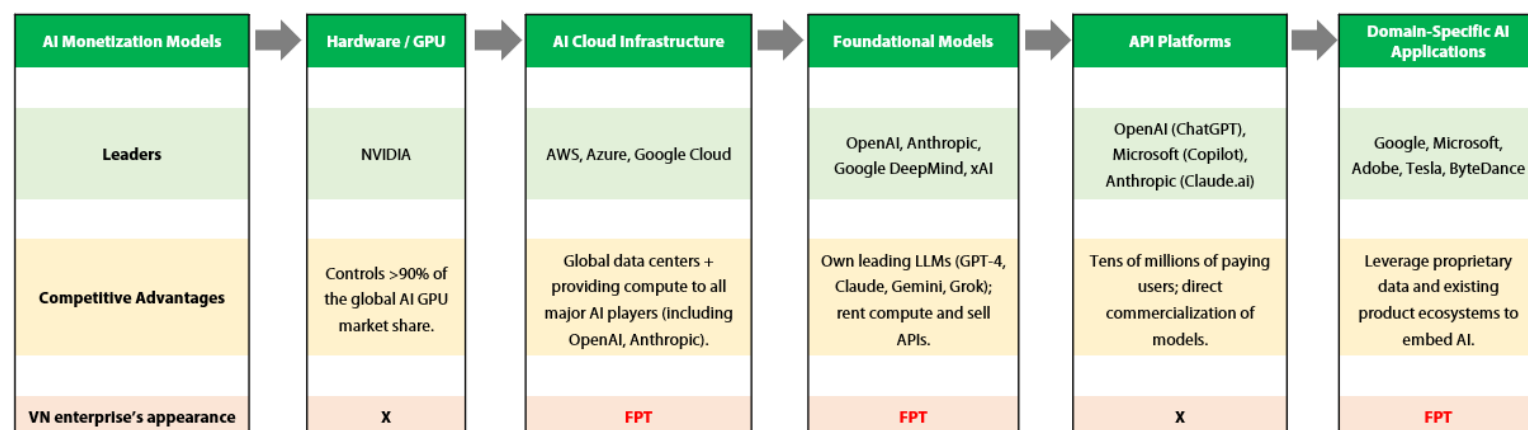
Period	Strategy	Meaning
2023	FPT and Landing AI, a leading US computer-vision and artificial-intelligence (AI) software company, signed a strategic partnership. In 2025, the two companies were using the AI Factory to develop Visual AI products capable of "seeing and understanding images" like humans. FPT also joined the Global AI Alliance with AWS, Microsoft, and other cloud-service providers.	Access to modern AI-deployment methods at the Landing AI research lab. Access to advanced infrastructure systems from major cloud-service providers.
2024	FPT announced a USD 200 mn investment in FPT AI Factory—an "AI-capability production factory"—using Nvidia H100 and H200 GPUs. The two factories were completed in 2025 and have been operating for nearly one year.	Supports private training (fine-tuning) and customization of specialized AI models for third parties based on large models such as OpenAI... Supports customers seeking Sovereign AI (sovereign artificial intelligence).
2025	FPT launched an artificial-intelligence (AI) platform called FleziPT, supporting shorter software-development times for enterprise customers.	A signature product of IT consultants that integrates AI agents into delivered services to reduce software-development time and increase competitive advantage.

	FleziPT is supported by FPT's AI-based software-development process and a team of 12,000 AI-literate software engineers.	
2025	FPT launched xMainframe—an AI and generative-AI application solution supporting the analysis, understanding, and conversion of mainframe systems. xMainframe can automatically analyze legacy source code and reconstruct system logic through reverse engineering.	An “add-on” service in the campaign to expand IT-consulting market share in Japan—one of the developed countries with the slowest digital transformation, where COBOL mainframe systems remain common in banks and Government companies. Domain knowledge developed over more than 20 years working with Japanese partners is a competitive advantage in this service.
2025	FPT launched iSuite, an end-to-end insurance platform integrating all core business processes into a single unified system. This platform combines AI, OCR, and process automation to optimize operations and improve data analytics. iSuite includes multiple functional modules supporting key insurance-ecosystem activities, such as automated underwriting and claims processing.	Built on domain expertise developed through cooperation with insurance companies.
2026	FPT announced the appointment of a Group Chief AI Transformation Officer (CAIXO) and launched the CASAN methodology—an AI-transformation framework for organizations and global businesses structured in five levels: Level 1, Curious, reflects curiosity and sporadic individual use of AI; Level 2, Augmented, uses AI to support each employee and increase individual productivity; Level 3, Standard, embeds AI into processes and standardizes data and systems across the organization; Level 4, Automatic, uses autonomous virtual employees while people shift to supervision and exception handling; and Level 5, Native, creates a native AI organization.	Accelerates training of specialized AI models for each industry and data platforms based on prior experience (domain knowledge).

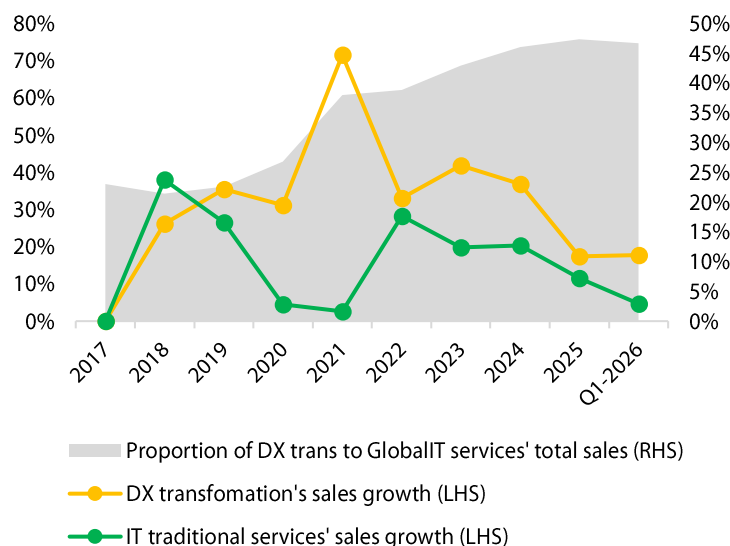
Source: FPT, RongViet Securities

Within the artificial-intelligence value chain, FPT continues to play a downstream role, using core resources (GPUs, foundation models, and API platforms) together with domain knowledge to build specialized AI applications for each enterprise customer, particularly in markets where FPT understands the language and work culture, such as Japan and APAC.

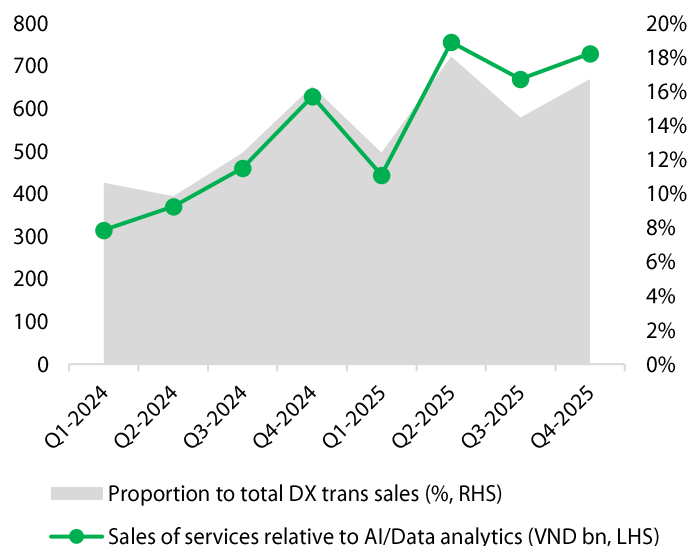
Figure 28: The artificial-intelligence (AI) value chain



Source: RongViet Securities

Figure 29: FPT's IT-consulting revenue YoY growth has slowed, more sharply for traditional tasks because of AI


Source: FPT, RongViet Securities

Figure 30: AI/data-analytics service revenue is growing well but still represents a small share of total digital-transformation services


Source: McKinsey, AI Statistics, RongViet Securities

More specifically, we view FPT's AI business strategy as centered on creating specialized AI applications such as FleziPT, xMainframe, and iSuite (mentioned in the table), in order to (1) support customers develop software (coding, testing, and so on) more rapidly while reducing internal operating costs in this area, (2) accelerate and automate the conversion of legacy mainframe systems to modern programming systems, which is particularly important in Japan, where COBOL systems remain prevalent, and (3) reduce the human element in sector-specific business processes in banking, retail, healthcare, and other industries, based on customers' available data and FPT's accumulated expertise from years of digital-transformation consulting. **If we look at how IT consultants in India and the US are applying AI, FPT is not materially different, except that FPT operates a dedicated AI factory to run AI models rather than outsourcing to hyperscalers such as AWS, Google, and Amazon.** FPT's construction of GPU-equipped AI factories in Vietnam and Japan, in cooperation with NVIDIA, helps control data and infrastructure sovereignty (sovereign AI) and meet stringent security and regulatory requirements of enterprise and government customers, particularly in Japan, where FPT's new-signing volume recorded its highest first-half 2026 growth at more than 40% YoY. Accordingly, **the pace of AI adoption in Japan and Asia-Pacific will be decisive for FPT's AI-enabled IT-consulting revenue growth**, rather than other regions such as the Americas, Western Europe, and the Middle East, which are core markets for other IT consultants with stronger regional industry and data expertise and broadly similar strategies of "creating AI applications on foundation-model APIs," as discussed above.

Table 10: Description of Indian IT consultants' AI-related business activities

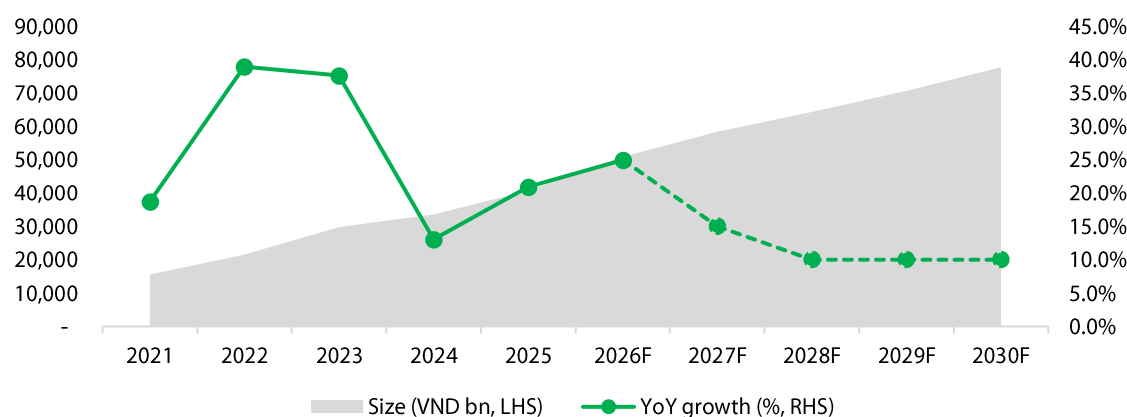
Company	Strategy
TCS	- Main AI platform: TCS AI WisdomNext™ (GenAI aggregation platform), launched in June 2024. - Other AI platforms: TCS Rapid Outcome AI (with NVIDIA, launched in March 2026); TCS BaNCS AI Compass (financial services, late 2025). - Features: Consolidates multiple GenAI services (multi-LLM) in a single interface; provides preconfigured industry solution blueprints; includes evaluation bots to compare models; integrates guardrails (rules and protective mechanisms designed to prevent AI systems from generating harmful, misleading, inaccurate, or inappropriate content) and internal governance; supports predictive AI, generative AI, computer vision, and agentic AI; and optimizes costs and regulatory compliance. - Customers: Approximately 100 at launch (mainly BFSI, retail, and manufacturing); more than 3,000 AI engagements; AI work with more than 80–85% of large customers (e.g., 130/139 customers above USD 50 mn). Examples include advertising (US), insurance (US), and banking (UK).

Infosys	• Main platforms: Infosys Topaz (AI-first suite, launched in May 2023); Infosys Topaz Fabric™ (composable stack of agents, services, and models, launched in Nov 2025); Agentic AI Foundry (May 2025). • Features: Open and highly interoperable stack comprising data infrastructure, models, and 50–600+ specialized agents; pre-integrated with systems such as SAP, Oracle, Salesforce, ServiceNow, and Snowflake; operates under a human-in-the-loop model; provides services-as-software for IT operations, digital transformation, quality testing, and cybersecurity; and is model-agnostic. • Customers: AI applications used with 90% of the Company's 200 largest customers; AI services currently account for approximately 5.5% of revenue (USD 1 bn in fiscal year 2026); hundreds to thousands of projects, including 15+ clients for the agentic platform and cases involving Citizens Bank, Danske, and Nu Skin.
HCL Technologies	• Main platform: AI Force (GenAI-powered suite for SDLC and IT operations, launched in Mar 2024); AI Force 2.0 (agentic AI, launched in Apr 2026). • Features: Model-agnostic and flexibly modular; includes a library of ready-made agents, workflows, and use cases; supports software engineering, data engineering, IT operations, and business processes; integrates a Responsible AI evaluation suite; connects with GitHub Copilot, hyperscalers (Azure, AWS, GCP), and NVIDIA; and maintains human oversight. • Customers: Expanded from approximately 25 customers in 2024 to 92 independent customer accounts in 2026; used broadly in telecommunications, pharmaceuticals, automotive, and financial services.
Wipro	• Main platforms: Lab45 AI Platform (launched in Jun 2024); Wipro Intelligence™ suite (including WINGS, WEGA, TelcoAI360, and NetOxygen...); AI-Native Business & Platforms Unit (launched in Apr 2026). • Features: More than 1,000 GenAI agents and more than 10 applications; supports no-code and low-code development for human resources, sales, marketing, and operations; uses multiple large language models (multi-LLM) with customized models; provides API access; includes agentic workflows; and can increase productivity by up to 20–30%. • Customers: Available to all existing customers, particularly in banking, pharmaceuticals, telecommunications, and healthcare. In addition, approximately 230,000 internal employees have used it since Oct 2023, with GenAI usage efficiency increasing 7x in recent years.

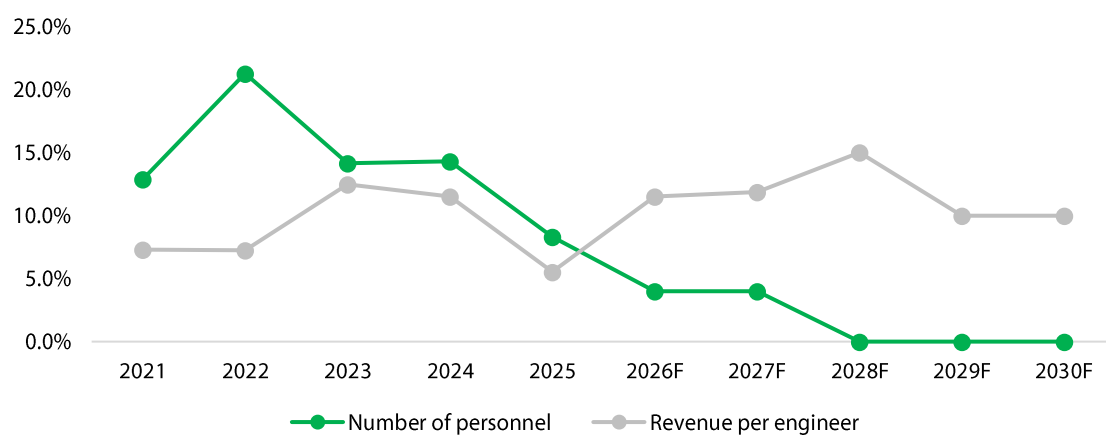
Source: RongViet Securities compilation

Part 3 – The effect of AI on FPT's own business outlook

Combining the foregoing industry and FPT-specific analysis, in our base case we believe FPT's GlobalIT services' sales growth will slow from the COVID-era peak of approximately 27.0% per year during 2021-24 but will remain double-digit at approximately 13.0% per year on average during 2026-30, supported by basic digital-transformation contracts in lower-adoption regions such as Japan, APAC, and Europe, which will offset the decline in traditional-task contracts. For AI-related work, we do not yet see a high probability of a surge from AI-consulting contracts. In our view, the long-term winning formula for AI IT consulting (see above) has not yet been clearly reflected in FPT's strategy, implying moderate growth of approximately 23.6% per year during 2026-30, focused on markets with high security requirements and similar work cultures such as Japan and Asia-Pacific, and no material contribution to FPT's overall growth.

Figure 31: FPT's forecast new-signing backlog


Source: FPT, RongViet Securities

Figure 32: YoY growth in headcount and revenue per engineer in FPT's GlobalIT services segment (%). We emphasize the industry's inevitable long-term trend of "reducing volume and increasing quality."


Source: FPT, RongViet Securities

Table 11: FPT's past and projected foreign IT services revenue (VND bn)

	2021	2022	2023	2024	2025	2026F	2027F	2028F	2029F	2030F
Total	14,541	18,915	24,288	30,953	35,382	41,042	47,747	54,909	60,400	66,440
YoY Growth (%)	21.2	30.1	28.4	27.4	14.3	16.0	16.3	15.0	10.0	10.0
By region										
Japan	6,332	7,342	9,324	12,325	15,452	18,542	21,880	25,818	29,691	34,145
YoY Growth (%)	5.3	16.0	27.0	32.2	25.4	20.0	18.0	18.0	15.0	15.0
US	4,369	6,550	7,115	7,751	8,163	8,816	9,257	9,720	9,720	9,720
YoY Growth (%)	51.8	49.9	8.6	8.9	5.3	8.0	5.0	5.0	0.0	0.0
Europe	1,144	1,366	1,736	2,636	3,593	5,030	6,539	8,174	9,809	11,771
YoY Growth (%)	15.2	19.4	27.1	51.8	36.3	40.0	30.0	25.0	20.0	20.0
APAC	2,696	3,677	6,113	8,240	8,173	8,654	10,071	11,197	11,181	10,805
YoY Growth (%)	27.2	36.4	66.2	34.8	-0.8	5.9	16.4	11.2	-0.1	-3.4
By task										
Digital Transformation (non-AI)	5,522	7,349	10,425	12,488	14,151	16,981	21,227	25,472	29,293	33,686
YoY Growth (%)	71.5	33.1	41.9	19.8	13.3	20.0	25.0	20.0	15.0	15.0
AI/Data Analytics Services				1,775	2,600	3,510	4,563	5,932	6,822	7,504
YoY Growth (%)					46.5	35.0	30.0	30.0	15.0	10.0
Other (traditional tasks)	9,019	11,566	13,863	16,690	18,631	20,551	21,958	23,506	24,286	25,250
YoY Growth (%)	2.7	28.2	19.9	20.4	11.6	10.3	6.8	7.0	3.3	4.0

Source: FPT, RongViet Securities estimates

[\(Return to page 9\)](#) For domestic IT-consulting services, we believe the digital-transformation wave in both the public and private sectors will strengthen during 2026-30 in line with the Government's objectives under Resolution 57 by 2030, science and technology capabilities are expected to reach advanced levels in several fields, while the digital economy is expected to account for approximately 30% of GDP, up from 14% in 2025. Improving total factor productivity (TFP) through digital technology is essential.

Prof. Dr. To Trung Thanh of the National Economics University believes that 2025 growth remained driven mainly by an increase in credit volume (credit growth above 19%, the highest in a decade) and investment by the State sector (nearly 30% of total social investment and up nearly 20%). By contrast, the share of domestic private-sector investment—the essential driver of long-term development—has been trending downward. At the same time, total factor productivity (TFP) contribution to growth has turned negative, reflecting a contraction in the efficiency of governance, technology, and resource allocation.

In the public-investment sector, the State is taking the lead by building digital government and digital administration as the core, accelerating e-government and Level 4 online public services through VNeID. The State budget will also invest heavily in national digital infrastructure, including national data centers, 5G/6G networks, cloud infrastructure, and big-data platforms. The Government is also focusing on key projects such as Project 06 on electronic identification and authentication and implementing 06 major programs streamlined from 42 national science and technology programs, using public investment as leverage to activate the market and create demand for the private sector.

In the private sector, we believe financial-technology (fintech) and e-commerce companies will be the pioneers. According to Google, Temasek, and Bain, Vietnam led Southeast Asia's digital-economy growth at +16% YoY, reaching USD 36 bn in 2024, with growth expected to accelerate through 2030 to USD 90-200 bn.

For FPT, during 4M-2026, revenue in this segment grew 20.1% YoY to VND 2,614 bn, mainly as public-sector revenue rose sharply by 50.0% YoY while private-sector revenue maintained double-digit growth, in line with the national digital-transformation wave. We forecast segment revenue to achieve a 15.0% CAGR per year during 2026-30, consistent with the overall industry growth described above.

[\(Return to page 10\)](#) **Regarding the cost structure, we believe FPT will narrow the margin of its GlobalIT services in line with the industry trend for three reasons:**

- First, customer price pressure on digital-transformation projects will continue to escalate. As foreign foundation models evolve continuously, barriers to entry are falling materially. Many small companies, technology start-ups, and even in-house teams at large enterprises can deploy basic AI solutions for their own digital-transformation processes, making it difficult for traditional consultants to maintain historical pricing.
- Second, the cost of using APIs for large AI models will be a burden. Although prices for some popular models have fallen, frontier models used at scale remain expensive, and total costs tend to rise as usage volumes surge. In our view, higher charges for foundation-model services are inevitable as AI investments need to be recovered.

In its latest update in Q3-2026, Gartner stated: "By 2030, large-scale cloud-computing service providers (hyperscalers) are expected to spend USD 6.3 tn on artificial-intelligence (AI) infrastructure. Using a target return on invested capital (ROIC) of 25%, we estimate that these providers will need average annual revenue of USD 1.5 tn or cumulative revenue of USD 8.2 tn. Providers may face asset write-downs of 40% to 70% if they fail to achieve this target, affecting the AI and high-technology sectors."

At the beginning of Q4-2026, Anthropic formally and strictly restricted the use of Claude Pro / Max / Team subscriptions with third-party tools, including OpenClaw, a popular agentic-AI platform. Users may no longer use flat-rate subscription allowances to run OpenClaw. To continue using Claude's more powerful capabilities through OpenClaw, they must switch to pay-as-you-go billing or use the Claude API, which charges by token. This has led to a sharp increase in costs.

- Third, upfront AI investment costs are high, primarily reflecting the need to build teams of AI engineers and data scientists, technology infrastructure, workforce training, and partnerships within the AI ecosystem.

However, margin-contraction pressure is expected to be limited (a decline of 0.1% per year) based on workforce streamlining. According to FPT, AI can reduce staffing needs by 15–20% per project, partly offsetting the increasing price pressure on traditional software outsourcing.

Conversely, DomesticIT services segment is expected to gradually improve its margin by shifting toward higher-margin software services rather than hardware. The improvement is expected to be approximately 0.3% per year, in line with national, local-government, and small and medium-sized enterprise digital-transformation projects amid a volatile economic environment.

Table 12: FPT's historical and forecast PBT margin for IT services (%)

	2021	2022	2023	2024	2025	2026F	2027F	2028F	2029F	2030F
Total IT services	11.5%	10.9%	13.2%	13.4%	13.2%	13.4%	13.4%	13.3%	13.2%	12.9%
Global	14.6%	13.3%	15.6%	15.4%	15.5%	15.4%	15.3%	15.2%	15.1%	14.8%
Domestic	4.4%	4.5%	5.3%	5.6%	4.6%	5.6%	5.7%	5.8%	5.9%	6.0%

Source: FPT, RongViet Securities estimates

Chip manufacturing & design segment

We previously conducted an in-depth analysis of the chip industry's value chain in [AP: Understanding the Chip Market – Definition, Classification, Value Chain and Global Landscape](#), which showed that the industry has very high barriers to entry. At present, we do not have sufficient information to comprehensively assess the potential of Vietnam generally or FPT specifically in this field. Accordingly, this report does not analyze the chip segment in depth. We will provide timely updates if material changes arise that could significantly affect FPT's business outlook. Several notable milestones in FPT's chip business model are listed in the table below:

Period	Field	Key milestone	Meaning
2024-25	Chip design	Expanded design of power-management chips (PMIC) and IoT chips	Focused on two core product lines
Dec-2025	Design & Manufacturing	Exported the first commercial chip batch (70 million chips) to partners in Japan, South Korea, and Taiwan	FPT became the first Vietnamese company to export chips at scale
Jan-2026	Packaging & Testing	Established the Advanced Chip Testing and Packaging Factory in Bac Ninh	The first back-end chip factory invested in by a Vietnamese enterprise

Source: FPT, RongViet Securities

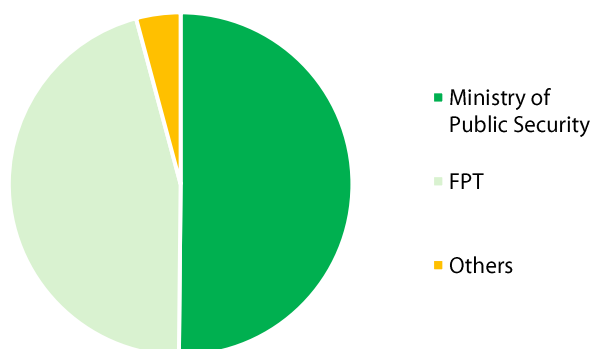
Telecommunication segment (operated by associate FPT Telecom, in which FPT holds a 45.7% stake)

Basic information

FPT Telecom JSC (UpCOM: FOX), formerly FPT Online Exchange (FOX), was established in 1997 by four founders together with Vietnam's first intranet product, "Vietnamese Intelligence – TTVN." FOX's business model focuses on telecommunication and developed alongside Vietnam's internet-network evolution (internal intranet → ISP interconnection through IXPs → ADSL copper → FTTH fiber). As telecommunication gradually approached saturation, FOX expanded into related areas such as pay-TV in 2014, data centers in 2016, and security cameras in 2025. During 2012-25, the Company achieved relatively stable revenue and NPAT CAGRs of 11,8% and 13,4%, respectively.

FOX has a concentrated shareholder structure, with its two largest shareholders being FPT (45.66% of shares) and the Ministry of Public Security (50.16%). FOX therefore does not fully satisfy the current conditions for maintaining public-company status as it does not meet the requirement that at least 10% of voting shares be held by at least 100 investors who are not major shareholders. "The Company will study and implement appropriate measures to remedy the above situation and ensure compliance with the legal requirements for public-company status within the prescribed period," FPT Telecom's disclosure statement further noted.

From 11/11/2025, the right to represent the State's 50.16% ownership interest in FOX was transferred from the State Capital Investment and Trading Corporation to the Ministry of Public Security. Under Official Letter No. 1906 dated 03/18/2026 from the Department of Planning and Finance of the Ministry of Public Security, for fiscal year 2025, FPT Group had the right to control FOX and consolidate FOX's financial statements into FPT's financial statements through 12/31/2025. In 2026, after completing the procedures to formally accept the ownership-representation mandate, the new owner will exercise all rights and responsibilities of the parent company with respect to FOX, including responsibility for consolidating its financial statements. FPT further stated: "This is a strategic step that will enable FOX specifically and FPT Group generally to participate more deeply in the overall national strategy for digital-economy development and digital sovereignty, while helping the enterprise continue improving operating efficiency and make better use of its existing resources."

Figure 33: Shareholder structure, FOX


Source: FOX, RongViet Securities

Table 13: Description of FPT Telecom's business activities
Group providing telecommunications infrastructure and services (internet)

Provides modern fiber-optic broadband packages using Wi-Fi 6 and Wi-Fi 7 standards, with access speeds of up to 10 Gbps, expanded coverage, and lower latency

Internet Leased Line provides direct connectivity to international networks (GIA) and domestic networks (NIX). Unlike ordinary broadband connections, leased-line internet can provide any speed from 01 Mbps to tens of Gbps.

Hi FPT is an application that supports rapid incident resolution and remote Wi-Fi modem management, helping ensure internet safety for FPT Telecom customers

Group providing television, entertainment, value-added services and digital content

FPT Play offers a diverse range of television-service packages. Through the fptplay.vn website and the FPT Play application installed on end-user devices, users in Vietnam can access nearly 200 domestic and international television channels, films, sports competitions, and trending entertainment programs.

In September 2021, FPT television and the FPT Play service were merged under the common name FPT Play.

Advertising services (FPT Online – FOC), notably the VNExpress online-newspaper system, which is present in 193 countries and territories

Data-center group

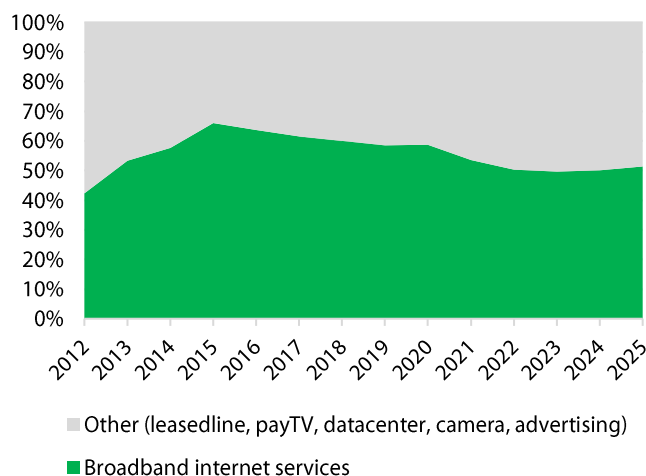
Provides dedicated servers, rack cabinets, server space, and connections from servers to the internet or directly to customers' offices through an intranet using large-scale, Uptime Tier III-standard data centers

Security-camera group

Provides integrated AI-enabled security-camera solutions that allow users to monitor and store data on a cloud-computing platform. FPT Camera has been deployed in many provinces and cities nationwide and is expected to connect with national security-camera projects in the future.

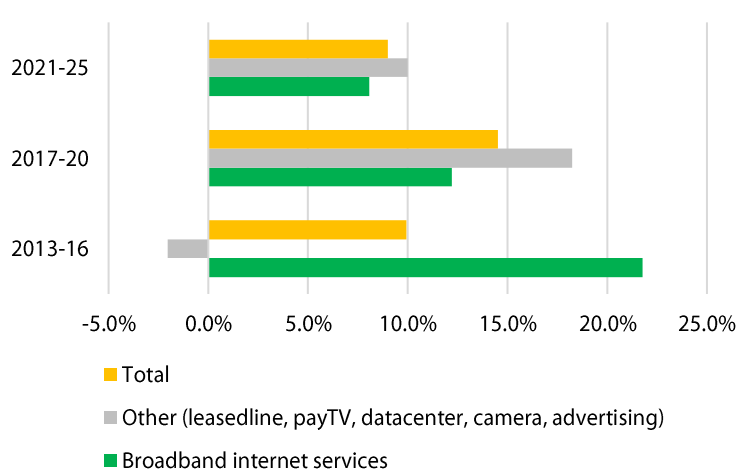
Source: FOX, RongViet Securities

Figure 34: FOX's revenue proportion by segment (%)



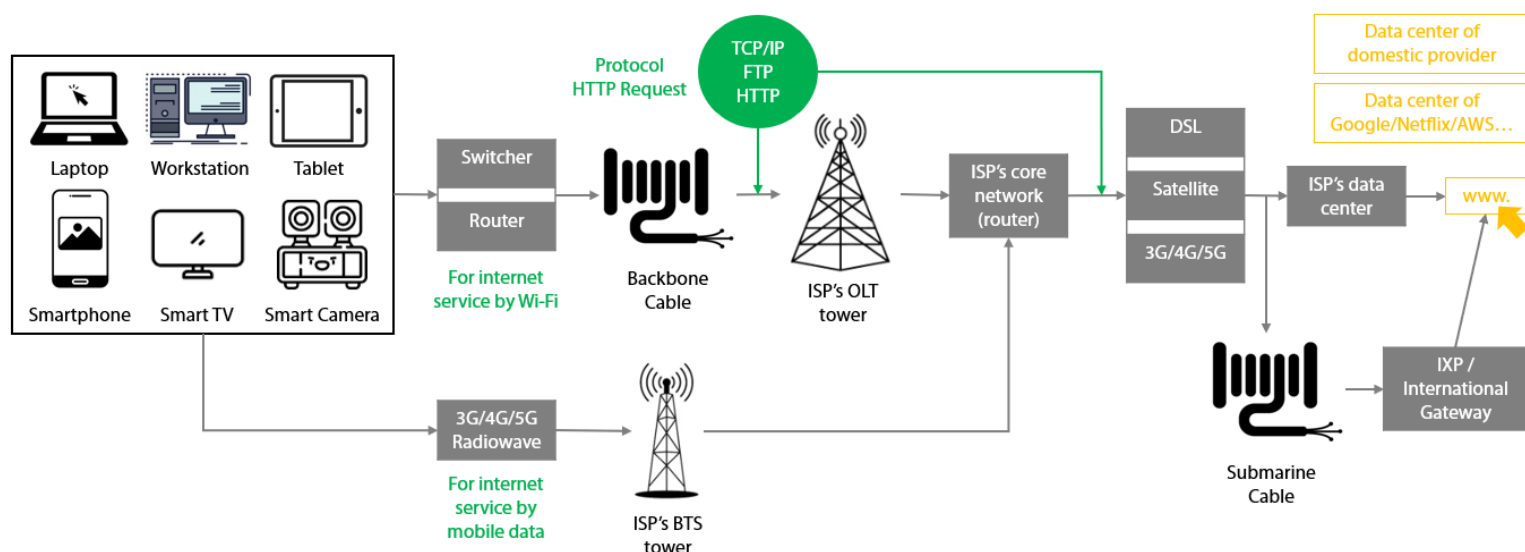
Source: FOX, Rong Viet Securities

Figure 35: FOX's revenue CAGR by segment (%)



Source: FOX, Rong Viet Securities

Figure 36: Telecommunication industry value chain



The internet refers to the way data are connected and transmitted globally, so the internet platform is also based on the two concepts of “data transmission” and infrastructure, as shown in Figure 36. Fiber-optic internet consists of the following steps:

- (1) Your electronic devices transmit signals based on a user's request or action to a thin fiber-optic cable (FTTH) running from the Optical Network Terminal (ONT) inside the user's premises to a utility pole or technical duct, and then to the operator's distribution node. This node typically operates over a radius of several hundred meters to several kilometers and covers all households in the relevant area.
- (2) From this node, the fiber-optic cable aggregates traffic from hundreds to thousands of households and carries it to the ISP's Optical Line Terminal (OLT) tower. This is where light signals are converted into electrical signals and vice versa. All of these stations are interconnected by the national backbone fiber-optic cable system—large routes running along national highways, railways, or the coast. Submarine cables such as APG, IA, and AAE-1 connect Vietnam to the rest of the world.

(3) Once the data reaches the ISP's system (Viettel, VNPT, FPT, and others), they enter the operator's Core Network. Here, powerful routers determine the route that each data packet should take to reach its destination as quickly as possible.

- If a user watches YouTube (Google's server), the packet is sent through the ISP's International Gateway. The ISP purchases Transit (connectivity) from major Tier 1 providers such as Cogent and Hurricane Electric, or peers directly with Google, Meta, and Netflix at Internet Exchange Points (IXPs) such as VIX and VNIX, before the packet is delivered to Google's data-center system and AWS...
- If a user watches a domestic service platform (a domestic website), the packet retrieves information from a domestic data center, which is also typically managed by the ISP.

Several important concepts in the internet value chain are presented in the table below:

Concept	Meaning
Switcher/Router	A switch is like an intelligent "port splitter" within the same network (LAN). It enables devices in a home—computers, laptops, TVs, cameras, and wired phones—to communicate quickly. It transfers data based on MAC addresses, the physical address of each device. When one computer sends a file to another computer on the same LAN, the switch transfers it directly without affecting other devices. A router is the "intelligent traffic gateway" of the global network. It connects the user's network to external networks (ISP) and then determines the best route for data. A router works based on IP addresses, identifying the destination of the packet—such as YouTube, Google, or a home printer—and selecting the optimal route.
Protocols	FTP (File Transfer Protocol) is one of the oldest internet protocols, originating in the 1970s and used to upload and download files between computers and servers. Ethernet – communication within the same local network, such as between a computer and a router IP (Internet Protocol) – identifies addresses and routes data between different networks. It is the foundation of the entire internet. It includes: TCP – ensures that data arrive at the correct destination, in the correct order, without loss HTTP – governs how browsers and websites exchange data, e.g., HTTP/HTTPS
Internet data transmission methods other than fiber optic	DSL (Digital Subscriber Line) is internet delivered over old copper telephone lines, such as MegaVNN, Viettel ADSL, and FPT ADSL, and is gradually being replaced by fiber optic. Satellite Internet is internet delivered by satellite, such as Starlink, and is common in geographically remote areas such as mountains, islands, and deserts. 3G/4G/5G is mobile internet, developed later and using radio waves to carry signals to BTS base stations, which then connect to the ISP's shared fiber-optic system.

Source: RongViet Securities compilation

Accordingly, we identify **the most important factor for the growth of an ISP such as FOX** as the ability to expand the fiber-optic network, both domestic backbone fiber and connections or co-investment in global subsea fiber, in terms of scale and transmission speed. **Secondary services provided when customers use the network will also be the second factor supporting telecom operators' market-share growth**, including diverse digital content on the internet platform, such as films, programs, and sports competitions through Pay TV.

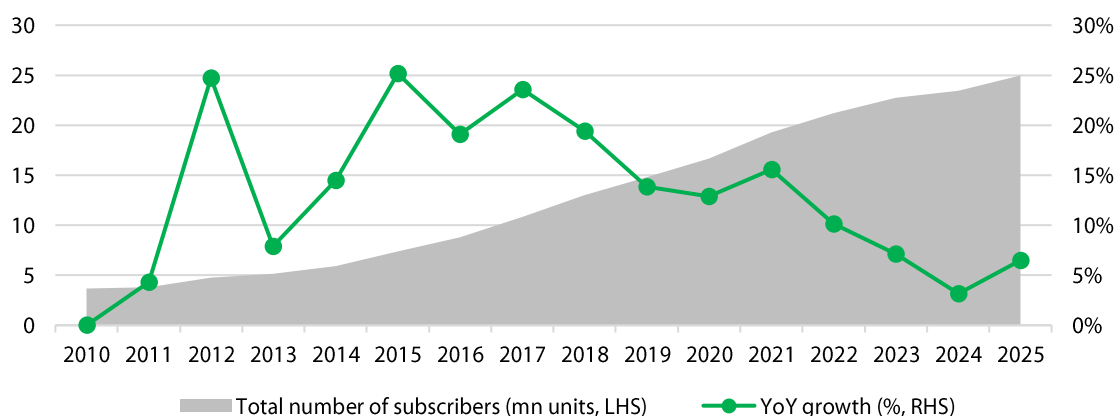
Historical backdrop – Successfully riding the “internet 4.0” wave (Return to page 11)

During 2010-17, the telecommunication market benefited from high subscriber growth of 16.7% per year (Figure 37), which increased the share of households using the internet to 42.3% as FTTH fiber-optic internet became widespread (Table 14), replacing ADSL copper, alongside the boom in smartphones, tablets, and laptops in Vietnam.

Table 14: Vietnam’s submarine fiber-optic cable system as of 2026

Cable route	Operating year	Length	Design capacity	Main connection region	Role
SMW-3 (SEA-ME-WE 3)	1999	~39,000 km	~320 Gbps	Southeast Asia – Middle East – Western Europe	Vietnam’s first international submarine cable, connecting Vietnam with Europe and the Middle East.
TVH (Thailand-Vietnam-Hongkong)	1995	~3,367 km	565 Mbps	Thailand – Vietnam – Hong Kong	The first international submarine fiber-optic cable in which Vietnam participated.
AAG (Asia-America Gateway)	2009	~20,000 km	2 Tbps (initial)	Southeast Asia – US	Vietnam’s international internet backbone during 2010–2018.
TGN-IA (Tata TGN Intra-Asia)	2009	~6,800 km	~3.84 Tbps	Singapore – Vietnam – Hong Kong – Japan	Low-latency intra-Asia route, reducing reliance on AAG.
APG (Asia Pacific Gateway)	2016	~10,400 km	54 Tbps	Vietnam – East Asia – Southeast Asia	High-capacity route supporting the boom in cloud and video.
AAE-1 (Asia Africa Europe 1)	2017	~25,000 km	40 Tbps	Asia – Middle East – Europe	Strategic route providing direct connectivity to Europe.
ADC (Asia Direct Cable)	2024	~9,988 km	>140 Tbps	Vietnam – China – Japan – Singapore	One of Vietnam’s largest-capacity routes currently.
SJC2 (Southeast Asia-Japan Cable 2)	2024	~10,500 km	>126 Tbps	Southeast Asia – Japan	Adds connectivity capacity for AI, cloud, and hyperscalers.
ALC (Asia Link Cable)	2026	~6,000 km	>18 Tbps	Southeast Asia – China	Adds capacity and diversity to the region’s existing internet network.
VTS (Vietnam-Singapore Cable System)	2027	N.A	N.A	Vietnam – Singapore	VTS will be the first submarine fiber-optic cable co-founded by the two largest telecom operators in Vietnam and Singapore, and the shortest route directly connecting Vietnam to Singapore, Asia’s largest Digital Hub.

Source: FPT Telecom, RongViet Securities compilation

Figure 37: Growth in broadband internet subscribers in Vietnam


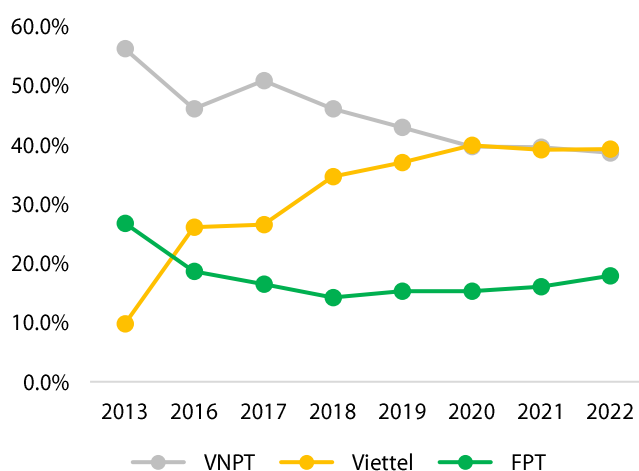
Source: Vietnam ICT White Paper, RongViet Securities

Table 15: Role of major telecommunication operators in Vietnam's fiber optic system

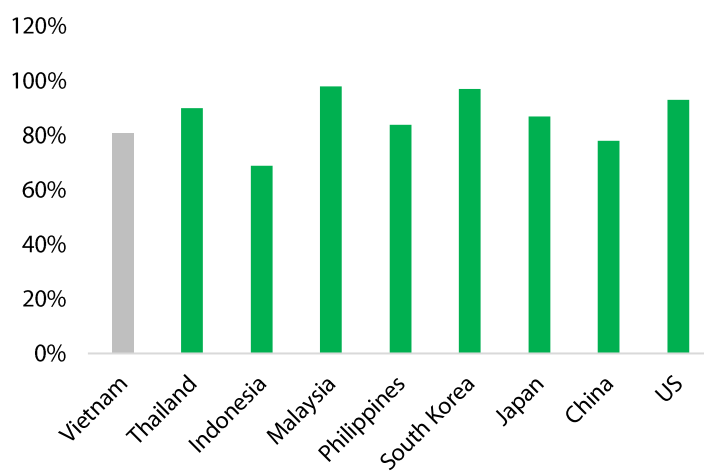
Cable line	Viettel	VNPT	FPT Telecom
SMW-3	✓ Co-investment	✓ Co-investment	✗ Mainly leasing capacity
TVH	✓ Participating in exploitation	✓ Main co-investment	✗
AAG	✓ Co-investment	✓ Co-investment	✓ Co-investment
TGN-IA (IA)	✓ Co-investment	✓ Co-investment	✓ Co-investment
APG	✓ Co-investment	✓ Co-investment	✓ Co-investment
AAE-1	✓ Only Vietnamese investor	✗	✗
ADC	✓ Only Vietnamese investor	✗	✗
SJC2	✗	✓ Co-investment	✗
ALC	✓ Main co-investment	✗	✓ Main co-investment
VTs	✓ Co-investment	✗	✓ Co-investment with Viettel

Source: RongViet Securities compilation

As discussed above, Viettel has made the strongest direct and indirect investments in the fiber-optic system since 2010, enabling it to quickly become Vietnam's market-share leader alongside VNPT (~40.0%). FPT Telecom's position as Vietnam's first internet operator has allowed it to maintain a 15-20% market share over time, benefiting from the expanding internet market during 2010-17, when telecommunication revenue achieved a 16.9% CAGR per year during 2013-20, in line with overall industry growth. During 2020-25, when internet usage in Vietnam reached a high level (above 85.0%, comparable to mature markets), overall industry growth, represented by the number of internet subscribers, and FPT Telecom's growth both narrowed to single digits, at 8.4% and 8.3% per year, respectively.

Figure 38: Fixed broadband market shares of Vietnam's three largest operators (%)


Source: Vietnam ICT White Paper, RongViet Securities

Figure 39: Share of households using the internet in selected countries (%)


Source: Statista, RongViet Securities

Future outlook: From a traditional ISP to a technology and national-security platform ([Return to page 12](#))

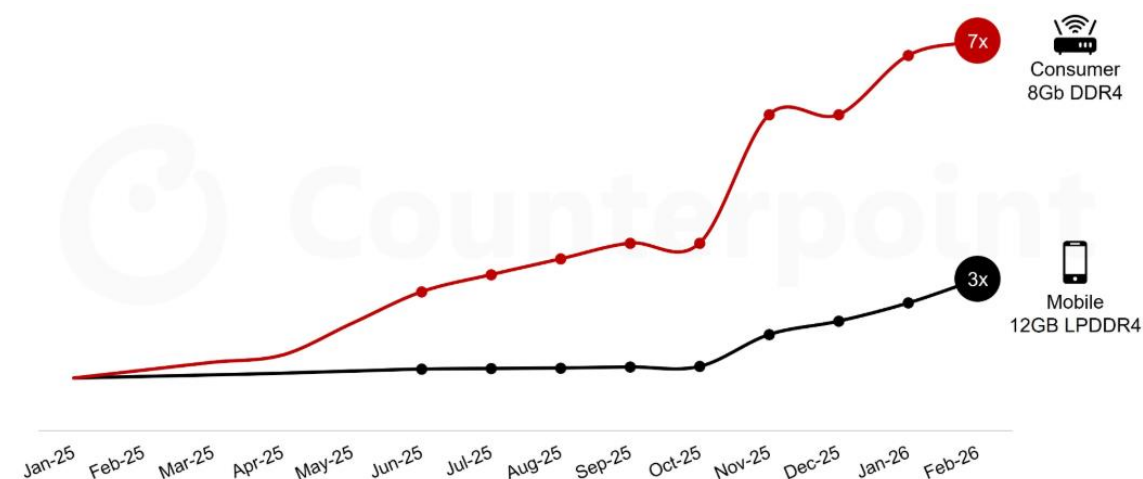
Core segment – telecommunication (~80% of net revenue)

For 2026-30, we forecast Vietnam's internet-subscriber growth to continue slowing to 2.0% per year because the share of households using the internet has reached 87.4% (based on the Ministry of Science and Technology, the technology white paper, and our own estimates). Internet-industry value growth will therefore depend heavily on price growth, which we forecast at 5.0% per year, supported by two trends:

- (1) Consumers are tending to “premiumize” their service packages. Customers are willing to pay higher fees in exchange for higher download and upload speeds (300 Mbps–1 Gbps), more powerful broadcast modems (Wi-Fi 6, 6E, 7...), more mesh units (additional Wi-Fi access points that expand coverage, particularly in large homes), and bundled services (TV Box, mobile data, Game Pass, cloud storage, and network security...).
- (2) Telecom operators proactively raised subscriber prices across the board at the beginning of 2026 (+6-8% versus the prior level). Viettel and FPT increased the lowest-tier package to 195,000 VND per month, while VNPT set it at VND 190,000. Previously, the “floor” fixed-internet package of the three operators cost VND 180,000 per month for download speeds of 300 Mbps. This is the inevitable result of rising demand among Vietnamese users for high-speed internet, particularly because of the number of IoT devices—each Vietnamese person has approximately four devices connected to the network on average—and the operators' significant investment in upgrading infrastructure to new technologies such as XGSPON and adding fiber-optic routes, while input costs remain among the lowest in the world.
- (3) RAM and chip prices have also risen sharply (7x in the nine months through 2M-2026), increasing telecom operators' input costs for routers, gateways, and set-top boxes and forcing them to pass through part of the increase to consumers.

According to Counterpoint Research, the devices most affected by the memory-chip price increase are not smartphones or PCs, but routers, gateways, and set-top boxes. Over the past nine months, smartphone memory prices have increased approximately threefold, while memory used in broadband devices has increased nearly sevenfold. Because of limited supply and weak bargaining power, router manufacturers have been hit hardest: memory currently accounts for more than 20% of component cost, compared with only approximately 3% one year ago.

Figure 40: RAM prices for phones and routers (USD/unit)



Source: Couterresearch, RongViet Securities

In addition to benefiting from overall industry growth, FOX is expected to gain broadband market share by participating in new fiber-optic routes such as ALC and VTS and offering a diverse range of “secondary services” through Pay TV, including sports-rights packages such as the Premier League 2026-31. We forecast FOX’s broadband market share to increase by 0.5% per year, reaching 20.3% at the end of 2030 from 17.7% in 2025.

Table 16: FOX’s historical and forecast telecommunication revenue (VND bn)

Unit: VND bn	2021	2022	2023	2024	2025	2026F	2027F	2028F	2029F	2030F
FOX broadband revenue	6,787	7,404	7,838	8,800	10,007	11,351	12,567	13,882	15,143	16,023
YoY Growth (%)	0.9	9.1	5.9	12.3	13.7	13.4	10.7	10.5	9.1	5.8
FOX leasedline revenue		3,757	4,128	4,037	4,284	4,413	4,545	4,682	4,822	4,967
YoY Growth (%)			9.9	-2.2	6.1	3.0	3.0	3.0	3.0	3.0
Number of internet subscribers (mn units)	19.3	21.2	22.8	23.5	25.0	25.9	26.6	27.2	27.6	27.6
YoY Growth (%)	15.5	10.1	7.1	3.2	6.5	3.5	2.6	2.5	1.3	0.2
Through leased line (units)	20,639	22,223	23,334	24,501	25,726	27,012	28,363	29,781	31,270	32,833
YoY Growth (%)	10.3	7.7	5.0	5.0	5.0	0	0	0	0	0
Through broadband (mn units)	19.3	21.2	22.7	23.5	25.0	25.8	26.5	27.2	27.5	27.6
YoY Growth (%)	15.6	10.1	7.1	3.2	6.5	3.5	2.6	2.5	1.3	0.2
FOX's telecommunication market share by subscriber	16.0%	17.9%	17.7%	17.4%	17.7%	18.3%	18.8%	19.3%	19.8%	20.3%
Average subscription cost (VND mn /subscriber)	0.18	0.16	0.16	0.18	0.19	0.20	0.21	0.22	0.23	0.24

Source: Vietnam ICT White Paper, FOX, RongViet Securities estimates

PayTV segment [\(Back to page 12\)](#)

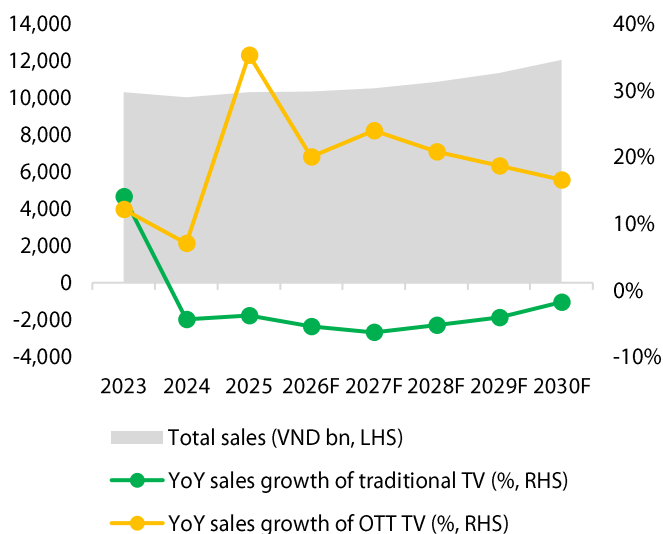
This market is also saturated with a 2019-25 revenue CAGR of only 4.1%/year, following the trend of TV penetration or internet platforms in Vietnam. However, there is a shift in the structure of the television segment from traditional PayTV (Cable, Satellite, IPTV) to OTT TV (FPT Play, VieON, Netflix, YouTube TV...) thanks to consumer trends shifting from fixed viewing hours/fixed program content/watching on TV/GenX to flexible viewing hours, customizable on high-bandwidth platforms/rich content stores from programs, sports tournaments, movies/watching on multiple devices like TV, phones, computers/GenZ, Millennials. This is clearly shown through the 2019-25 revenue CAGR of traditional television & OTT TV reaching -0.5% & 69.3%/year, respectively, in the 2019-25 period.

OTT TV is often strongly developed by network operators because this is a business strategy to optimize existing fiber optic infrastructure. High-quality stable OTT services often require large and stable bandwidth – network operators can provide this easily, and besides, OTT services themselves help network operators increase cross-selling capacity (internet package + OTT included) to increase revenue per customer (ARPU) and loyalty to the network operator. Network operators are all in the process of

transforming from a "selling bandwidth" model to "selling a comprehensive entertainment experience" in the context of traditional PayTV declining, like FOX with FPT Play or Viettel with TV 360.

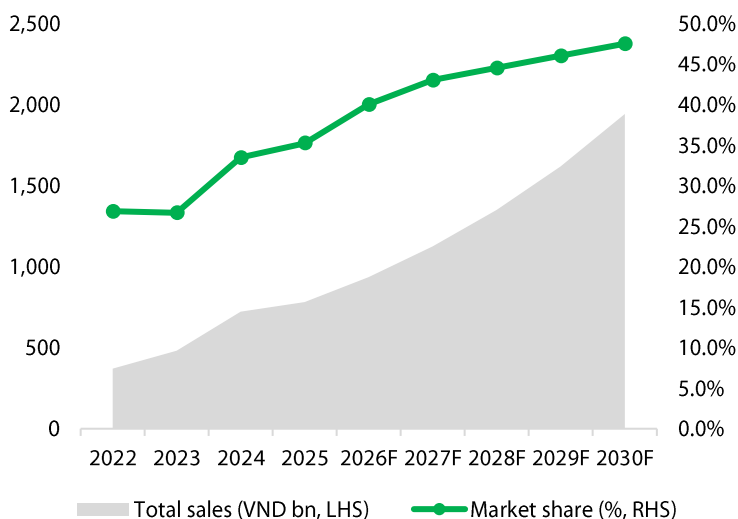
Besides the capacity to ensure transmission lines, the diversification of digital content on OTT TV platforms is the deciding factor for the market share growth of the provider. Based on the outlook of increasing the quality of telecommunications platforms & new content (broadcasting rights for the English Premier League 2026-31). We forecast FOX will increase its PayTV market share by 2.5%/year on average, reaching 47.5% by the end of 2030 from 35.2% in 2025.

Figure 41: Vietnam pay-TV industry revenue and YoY sales growth by segment



Source: Ministry of Science and Technology, Technology white paper, RongViet Securities

Figure 42: FOX's Pay-TV revenue and market share in Vietnam



Source: FPT, Ministry of Science and Technology, Technology white paper, RongViet Securities

National-security segment [\(Return to page 12\)](#)

The transfer to the Ministry of Public Security transformed FOX from a pure telecommunications company (ISP) into a technology and national-security platform. Leveraging its existing telecommunications infrastructure, FOX is expanding into data centers and AI cameras to support digital sovereignty and national security. AI-camera systems generate large volumes of data, including video and facial- and behavioral-recognition images, which must be stored and processed in real time using AI in data centers. Keeping all of this data domestically allows full control over information rather than relying on foreign hyperscaler cloud-storage systems, while building unified national-scale capabilities for command, monitoring, and rapid response. For 2026, FOX provided additional updates at its Annual General Meeting regarding these two segments:

- **Data-center segment (DC)** will continue investing an additional VND 910 bn in the Q9 DC Phase 2 and HN03 projects, with one to two additional projects possible depending on capacity. The four large data centers in Hanoi and Ho Chi Minh City—two in each location—have reached high occupancy of 80-85%, leaving approximately 15-20% of capacity available. Total capacity is 31 MW.
- **Security-camera segment:** This is a strategic growth driver for FOX as it invested in smart-camera research several years ago and has now been assigned an additional national-security-camera mandate by the Ministry of Public Security. FOX is working closely with Gtel to formally implement major Ministry projects from early 2026, including traffic cameras and automatic fire-alarm systems. Initial results have

been modest, but the growth opportunity is substantial. FOX plans to spend an additional VND 30 bn researching, designing, and producing AI chips for these camera devices.

We forecast data-center revenue to achieve a 20% CAGR per year during 2026-30, based on historical data and FOX's plan to expand by one to two projects per year, reaching VND 1,942 bn (~6.5% of FOX's net revenue) in 2030 from VND 780 bn in 2025. We have not assessed security cameras or other potential segments as there is insufficient information; we will provide timely updates if material changes arise that could significantly affect FPT's business outlook.

[\(Return to page 12\)](#) **Regarding the cost structure, we forecast FOX's net margin to gradually improve to 21.0% in 2030 from 17.5% in 2025, as follows:**

- **Gross margin will improve from 49.8% to 50.6% during 2025-30** as (1) broadband internet tariffs will rise by approximately 5.0% per year while infrastructure depreciation cost per subscriber declines as the subscriber base expands, and (2) ARPU will increase as Pay-TV develops as planned, supported by Premier League rights. This level remains materially below the industry average of 68.0% per year.
- **SG&A expenses to net sales is projected to decline from 29.7% to 27.4% during 2025-30 despite an additional ~VND 700 bn per year of Premier League rights costs.** As with depreciation, the key explanation is that fixed costs such as personnel and infrastructure depreciation per subscriber are expected to decline as the subscriber base grows.
- **FOX is also expected to increase financial investments by approximately 10.0% per year, reaching ~VND 20,000 bn in 2030** as the business enters a strong cash-generation phase and generates excess cash for this activity. FOX's financial investments increased from VND 5,000 to 12,000 bn during 2021-25. The Company's net finance income is expected to reach VND 889 bn in 2030 from VND 431 bn in 2025.

Table 17: FOX's historical and forecast operating cost-management metrics

	2021	2022	2023	2024	2025	2026F	2027F	2028F	2029F	2030F
Gross margin (%)	48.0	49.1	46.0	47.2	49.8	50.0	50.2	50.4	50.6	50.6
SG&A expenses / Net sales (%)	30.7	31.8	29.1	28.4	29.7	29.6	29.0	28.5	27.9	27.4
	2021	2022	2023	2024	2025	2026F	2027F	2028F	2029F	2030F
NPAT (VND bn)	1,820	2,151	2,383	2,803	3,418	3,982	4,477	5,054	5,698	6,279
Net margin (%)	14.3	14.6	15.1	15.9	17.5	18.3	18.9	19.6	20.4	21.0
YoY Growth (%)	15.6	18.2	10.8	17.6	21.9	16.5	12.4	12.9	12.7	10.2

Source: FOX, RongViet Securities

Education segment

Basic information

FPT entered the education segment in September 1999 by opening two FPT Aptech International Programmer Training Centers in Hanoi and Ho Chi Minh City in partnership with Aptech India. The largest milestone came in 2006, when FPT established FPT University—the Group’s first private university, approved by the Prime Minister—in Hoa Lac, Hanoi. Since then, FPT has launched four additional campuses in Can Tho (2018), Da Nang (2019), Ho Chi Minh City (2020), and Quy Nhon (2022), offering six major disciplines and 30 sub-disciplines, many related to technology. Entering education was a way to close the IT-consulting value chain, because “human resources” are the core to the success of this business model over time and ensure a sufficient supply of qualified personnel for FPT’s projects. FPT also added college-level training in 2010, with shorter programs of only two years than university programs, and mainstream vocational college-level training in 2019 for lower-secondary graduates seeking early vocational education. It now has more than 30 facilities nationwide.

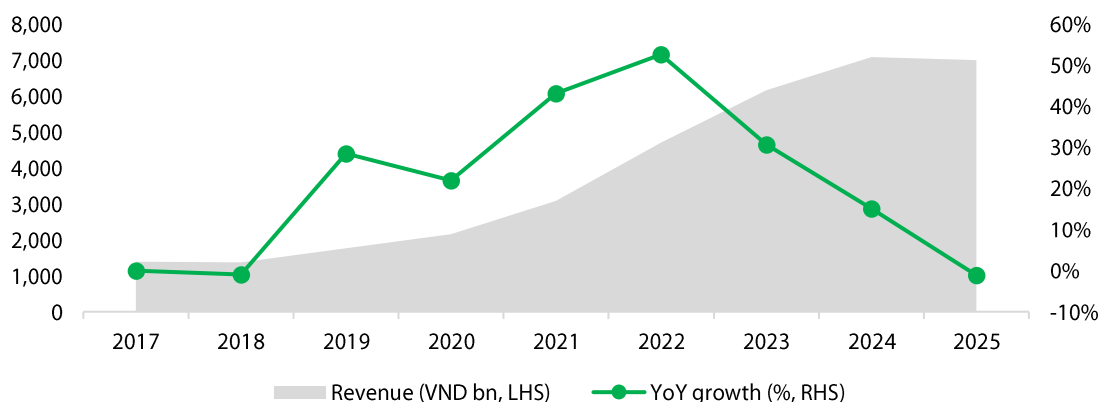
Table 18: Fields of study offered across the FPT university system

Majority	Training program
Information Technology	- Information Technology - Software Engineering - Artificial Intelligence - Applied Data Science - Information Security - Semiconductor Circuit Design - Digital Automotive Technology - Information Systems - Graphic Design and Digital Arts
Media Technology	- Multimedia Communications - Public Relations - Integrated Marketing Communications - Brand Communications
Languages	- English Language - Business English - Korean Language - Business Korean - Chinese Language - Business Chinese
Law	- Law - Economic Law
Business Administration	- Marketing - International Business - E-commerce - Business Administration - Logistics and Global Supply Chain Management - Financial Technology (Fintech) - Banking and Finance
Computer Science	- Artificial Intelligence and Data Science - Cybersecurity and Digital Safety

Source: FPT, RongViet Securities

Alongside vertical expansion by adding fields of study within the university system, FPT also pursued a horizontal-expansion strategy by entering younger age groups through the FPT Schools system in 2013, covering primary, lower-secondary, and upper-secondary education. To date, FPT has built more than 18 FPT Schools campuses nationwide, educating more than 16,000 students.

Figure 43: FPT’s education revenue



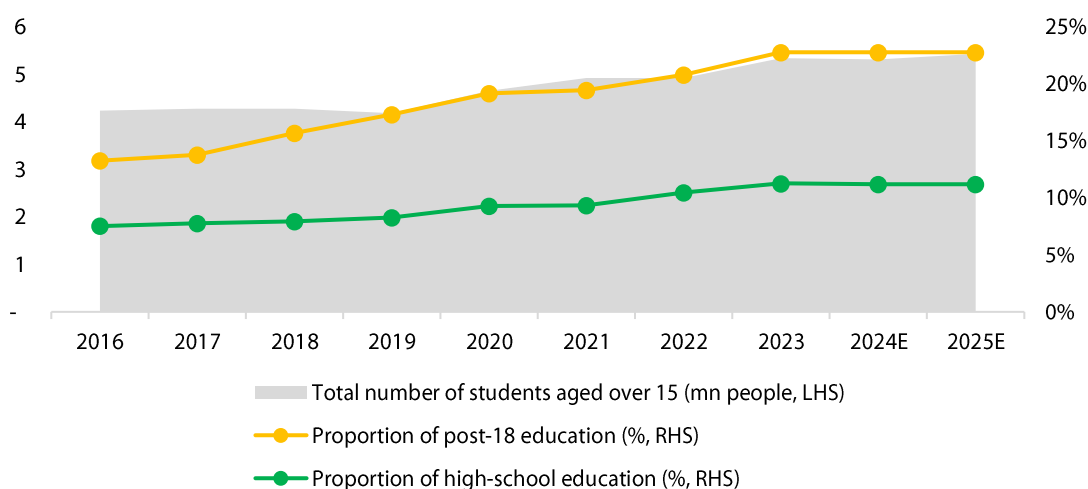
Source: FPT, RongViet Securities

Historical backdrop – The 2018 amended Law on Higher Education was a turning point [\(Return to page 9\)](#)

FPT's 2017-23 education boom, when revenue achieved a 35.0% CAGR per year, was driven by its position as a "pioneer" in the rise of the private-school system. In details:

- The 2018 amended Law on Higher Education created a clearer legal framework and increased schools' autonomy, including the ability to open programs, set tuition, control mobilized financial resources, and manage admissions. This made private schools much more flexible than before, and the share of private-school students expanded rapidly thereafter.
- FPT captured the full "private-school" wave through its leading position. From owning the first private university to continuously expanding its school system across all education levels as described above, FPT increased its market share, measured by student enrollment, from 3.8% to 12.8% during 2017-23.

Figure 44: Private-school students as a share of total students over age 15 (%)



Source: Ministry of Education & Training, FPT, RongViet Securities

Future outlook – Fiercer competition with the public school system [\(Back to page 9\)](#)

FPT's education revenue has slowed down its growth since 2024 and even had negative growth of 1.0% YoY in 2025 and negative 3.0% YoY in the first 4 months of 2026, signaling the slowdown of all three factors from large to small: (1) total number of students (birth rate slowing down) → (2) the advantage of private vs public schools decreasing → (3) FPT's market share in the "private school" pie is not rising further when lacking large-scale school system construction projects and facing additional competition from VinUni which has the same strength in training technology engineers. We focus on factor (2) below:

- Starting with the 2025 admissions cycle, the Ministry of Education and Training formally abolished all forms of early admission, such as transcript-based admission and independent aptitude assessments before the graduation examination. All admission methods must follow the Ministry's common process and schedule. Private schools therefore find it more difficult to secure students early. A student qualified for a private-school system such as FPT can wait until the end of the admissions season to compare it with Bach Khoa, the National Economics University, UEH, Vietnam National University Ho Chi Minh City, and others, rather than deciding early as before. This is particularly relevant because most parents continue to prefer public universities over private ones.
- Decree 97/2023/ND-CP postponed the tuition-increase roadmap for public higher and vocational education by one year compared with Decree 81/2021/ND-CP. Accordingly, from the 2023-24

academic year, non-autonomous institutions continued to maintain tuition at the locally prescribed level, while autonomous institutions could set tuition based on training-cost norms and submit it for approval by the competent authority. This created an opportunity for leading public universities such as Bach Khoa, Economics, and Foreign Trade to raise tuition and use the proceeds to improve facilities and hire leading domestic and foreign lecturers, historically a competitive advantage of private schools.

- In Jun 2025, the National Assembly passed a resolution exempting or supporting tuition for preschool children, general-education students, and learners in general-education programs within the national education system, effective from the 2025-26 academic year. This further increased competition for public schools relative to private schools.

Accordingly, we forecast FPT's education revenue and profit to remain broadly flat during 2026-30, reaching 7,265 VND bn at the end of 2030.

	2021	2022	2023	2024	2025	2026F	2027F	2028F	2029F	2030F
Revenue (VND bn)	3,087	4,712	6,159	7,088	7,009	7,114	7,180	7,288	7,285	7,265
YoY growth	43.1%	52.6%	30.7%	15.1%	-1.1%	1.5%	0.9%	1.5%	0.0%	-0.3%
Profit before tax (VND bn)	598	902	1,485	2,135	1,835	1,863	1,880	1,908	1,908	1,903
PBT Margin	19.4%	19.1%	24.1%	30.1%	26.2%	26.2%	26.2%	26.2%	26.2%	26.2%
YoY growth	20.8%	50.9%	64.6%	43.8%	-14.0%	1.5%	0.9%	1.5%	0.0%	-0.3%

Source: FPT, RongViet Securities

Retail and distribution segment (FPT Retail & FPT Synnex)

Regarding this segment, we have previously performed [Company Report: FRT – Heading to the future with the healthcare platform](#) & [Result Update Report: FRT – Growth momentum reinforced](#). Therefore, we do not perform further in-depth analysis in this report and use data related to FRT (FPT owns 46.5%), FPT Synnex (FPT owns 48.0%) to perform projections/valuation for Parent Group FPT in the coming years.

APPENDIX - COMPARABLE IT SERVICES COMPANIES

In this report, we use 07 IT consultants with business models similar to FPT as references for our analysis and forecasts.

HCL Technologies (India) is an Indian multinational information-technology and consulting company headquartered in Noida, Uttar Pradesh. It is listed on India's NSE and BSE exchanges (ticker HCLTECH). Its business model focuses heavily on technology consulting and software outsourcing, providing Digital, AI, Cloud, Engineering & R&D Services, with an emphasis on deep collaboration with customers to redefine core processes through technology rather than merely providing traditional outsourcing.

Infosys Limited (India) is a leading Indian technology group headquartered in Bengaluru, Karnataka, listed on India's NSE/BSE and the NYSE (ticker INFY). Its business model centers on technology consulting and next-generation digital-transformation services, helping customers build and execute digital strategies through consulting solutions, cloud technology, AI, and outsourcing, with a flexible Global Delivery Model focused on long-term business value.

Wipro Limited (India) is an Indian multinational technology company headquartered in Bengaluru, listed on India's NSE/BSE (WIPRO) and the NYSE (WIT). Its business model is distinguished by consulting-led technology advice combined with AI and digital technology, providing services from strategy through enterprise-transformation execution, with particular strengths in IT consulting, cloud transformation, cybersecurity, and enterprise transformation, aimed at building intelligent and sustainable businesses.

Tata Consultancy Services (TCS) (India) is India's largest technology-services and consulting company, part of the Tata Group and headquartered in Mumbai, listed on India's NSE/BSE (TCS). Its business model focuses on technology consulting and integrated business solutions, providing end-to-end services from consulting, digital transformation, AI, and cloud to business solutions, using a global delivery model and deep industry-specific expertise to help customers transform sustainably and create long-term competitive advantage.

CMC Corporation (Vietnam) is one of Vietnam's largest technology groups, headquartered in Hanoi and listed on HOSE (ticker CMG). Its business model emphasizes technology consulting and solution implementation in Vietnam and international markets, including IT consulting, custom software development, systems integration, data centers, and digital-transformation services, positioning it as a leading domestic provider of technology and enterprise solutions.

SCSK Corporation (Japan) is a Japanese technology-services company headquartered in Tokyo and listed on the Tokyo Stock Exchange (ticker 9719). Its business model follows a full-service IT-consulting approach, providing end-to-end solutions from consulting, systems development, and infrastructure to BPO and outsourcing, with a focus on co-creation with customers and particular strength in supporting Japanese enterprises domestically and internationally.

NTT Data Corporation (Japan) is a major Japanese technology and consulting group within NTT Group, headquartered in Tokyo and listed on the Tokyo Stock Exchange. Its business model focuses heavily on strategic technology consulting and global digital transformation, providing services from advisory and industry solutions to IT modernization, cloud, and managed services. It serves most Fortune 100 companies through a deep consultative approach that leverages global scale and industry expertise to support sustainable customer transformation.

Table 19: IT services companies with business model similar to FPT - Industry average is calculated from the 07 companies above

	2019	2020	2021	2022	2023	2024	2025	Industry Average
Days AR on hand	15%	15%	15%	15%	15%	20%	20%	Weight
Average	7.0	7.4	7.0	8.1	8.3	6.2	6.7	7.2
Median	4.2	3.1	3.0	3.9	7.2	7.4	5.8	4.7
Days Inventory on hand	15%	15%	15%	15%	15%	20%	20%	Weight
Average	68.4	69.9	68.6	63.3	63.9	67.4	68.0	66.9
Median	67.1	67.2	67.4	63.0	61.1	64.8	67.6	61.8
Days AP	15%	15%	15%	15%	15%	20%	20%	Weight
Average	27.5	28.8	29.8	28.4	30.3	28.1	42.2	31.6
Median	27.2	25.1	30.0	25.1	27.5	25.2	32.2	25.3
PBT margin	15%	15%	15%	15%	15%	20%	20%	Weight
Average	16.7%	16.0%	17.1%	16.7%	15.4%	15.5%	15.8%	16.0%
Median	19.7%	19.8%	21.3%	19.1%	16.3%	16.4%	19.6%	17.7%
Net margin	15%	15%	15%	15%	15%	20%	20%	Weight
Average	12.5%	12.0%	12.6%	12.4%	11.3%	11.3%	11.4%	11.8%
Median	15.4%	15.6%	16.5%	15.4%	12.5%	12.3%	14.7%	13.8%

Source: Bloomberg, RongViet Securities

	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	Industry Average
EV/EBITDA	5%	5%	5%	5%	5%	10%	10%	15%	20%	20%	Weight
Average	10.3	10.9	11.7	12.0	15.2	19.4	13.3	14.9	17.1	15.3	15.0
Median	11.8	10.8	10.9	10.6	15.0	17.8	11.9	13.3	17.2	16.4	14.6
P/E	5%	5%	5%	5%	5%	10%	10%	15%	20%	20%	Weight
Average	14.0	16.7	16.2	18.1	24.4	34.0	21.7	25.3	30.8	28.1	25.6
Median	12.9	16.0	15.7	18.5	25.1	37.7	18.5	25.0	31.4	24.9	25.1
P/B	5%	5%	5%	5%	5%	10%	10%	15%	20%	20%	Weight
Average	2.7	2.9	3.1	3.5	4.7	6.3	4.9	5.6	6.5	5.7	5.2
Median	2.4	2.7	2.9	2.7	3.7	5.0	3.1	3.3	4.0	6.1	4.1
P/S	5%	5%	5%	5%	5%	10%	10%	15%	20%	20%	Weight
Average	1.9	2.0	2.2	2.2	3.0	4.2	2.8	2.9	3.4	2.9	2.9
Median	2.1	2.1	2.1	2.1	3.0	4.0	2.6	2.7	3.4	3.0	2.9

Source: Bloomberg, RongViet Securities

APPENDIX - COMPARABLE TELECOMMUNICATION COMPANIES

In this report, we use 08 telecom operators with business models similar to FOX as references for our analysis and forecasts.

Vodacom Group Limited (VOD.JO) (South Africa) is Africa's leading mobile-telecommunications group, headquartered in Midrand, Johannesburg, South Africa, and listed on the Johannesburg Stock Exchange (JSE: VOD). Its business model focuses on mobile voice, data, messaging, and converged services, with significant expansion into digital and financial services such as M-Pesa. It invests heavily in 4G/5G network infrastructure to serve more than 200 million customers in South Africa and other African countries, seeking to transition from a traditional TelCo to a TechCo.

Globe Telecom, Inc. (Philippines) is one of the Philippines' two largest telecom operators, headquartered in Taguig, Metro Manila, and listed on the Philippine Stock Exchange (PSE: GLO). Its telecommunications model combines mobile (postpaid/prepaid) and fixed-line broadband, with a strong focus on digital transformation, 5G-network development, and data services. It provides integrated connectivity solutions for individuals and businesses, emphasizing customer experience and fiber-optic infrastructure expansion.

PLDT Inc. (Philippines) is the Philippines' largest integrated telecommunications provider, headquartered in Makati, Metro Manila, and listed on the Philippine Stock Exchange (PSE: TEL) and the NYSE (PHI). Its business model combines wireless services through Smart Communications with fixed-line services, investing heavily in broadband, data centers, and digital services. It focuses on end-to-end telecommunications solutions for the domestic market and on expanding 5G and fiber infrastructure.

Bharti Airtel Ltd. (India) is a major Indian multinational telecommunications group headquartered in New Delhi and listed on the National Stock Exchange and Bombay Stock Exchange (NSE/BSE: BHARTIARTL). Its telecommunications model focuses on mobile services (4G/5G), broadband, and digital solutions under a premiumization strategy, with substantial investment in spectrum and network infrastructure. It is also expanding into Africa and provides voice, data, and value-added services to hundreds of millions of customers through a highly cost-efficient model.

MTN Group Limited (MTN.JO) (South Africa) is Africa's largest mobile operator, headquartered in Johannesburg, South Africa, and listed on the Johannesburg Stock Exchange (JSE: MTN). Its business model emphasizes mobile voice, data, and fintech services such as Mobile Money through a broad network across more than 15 African countries. It invests heavily in 4G/5G expansion and the digital ecosystem to extend connectivity to rural areas and promote financial inclusion.

Telefonica SA (Spain) is a Spanish multinational telecommunications group headquartered in Madrid and listed on the Bolsa de Madrid (BME: TEF). Its integrated telecommunications model provides fixed-line, mobile, broadband, and digital TV under the Movistar, O2, and Vivo brands. It focuses on digital transformation, B2B and 5G expansion in Europe and Latin America, operational simplification, and sustainable growth.

China Mobile Ltd (China) is the world's largest mobile-telecommunications provider, headquartered in Beijing, China, and listed on the Hong Kong Stock Exchange (HKEX: 941) and the Shanghai Stock Exchange. Its business model focuses on mobile voice, data, broadband, and IoT services at enormous scale, with more than 1 billion customers. It leads national 5G deployment, invests heavily in infrastructure and digital services, and plays a key role in China's digital-transformation strategy.

NTT, Inc. (Nippon Telegraph and Telephone) (Japan) is Japan's largest telecommunications group, headquartered in Tokyo and listed on the Tokyo Stock Exchange (TSE: 9432). Its integrated-ICT model provides regional and long-distance communications, mobile services through NTT Docomo, broadband, and global solutions. It focuses heavily on advanced technology, data centers, and digital transformation,

maintaining a leading position in stable and reliable telecommunications infrastructure in Japan and internationally.

Table 20: Telecommunication companies with business models similar to FOX - Industry average is calculated from the 08 companies above

	2019	2020	2021	2022	2023	2024	2025	Industry Average
Days AR on hand	15%	15%	15%	15%	15%	20%	20%	Weight
Average	33.6	35.4	38.7	35.0	27.8	24.2	30.3	31.4
Median	19.6	15.6	13.0	14.1	15.7	14.2	20.7	15.7
Days Inventory on hand	15%	15%	15%	15%	15%	20%	20%	Weight
Average	31.7	29.0	32.0	31.2	30.4	32.6	37.1	32.3
Median	35.1	30.4	42.8	39.9	42.0	40.9	40.1	39.5
Days AP	15%	15%	15%	15%	15%	20%	20%	Weight
Average	88.9	96.1	149.4	99.0	86.9	95.0	191.7	122.0
Median	106.2	109.0	172.8	91.8	102.0	106.4	191.7	130.9
PBT margin	15%	15%	15%	15%	15%	20%	20%	Weight
Average	31.7%	29.0%	32.0%	31.2%	30.4%	32.6%	37.1%	32.3%
Median	35.1%	30.4%	42.8%	39.9%	42.0%	40.9%	40.1%	39.5%
Net margin	15%	15%	15%	15%	15%	20%	20%	Weight
Average	9.4%	3.3%	6.8%	11.4%	9.2%	7.2%	13.2%	8.7%
Median	11.6%	13.0%	11.2%	13.6%	6.0%	10.8%	13.1%	11.3%

Source: Bloomberg, RongViet Securities

	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	Industry Average
EV/EBITDA	5%	5%	5%	5%	5%	10%	10%	15%	20%	20%	Weight
Average	6.6	6.4	6.1	5.7	5.5	6.0	6.0	6.0	6.4	6.8	6.3
Median	7.1	6.9	6.0	5.2	5.7	6.2	6.0	6.3	5.9	6.4	6.2
P/E	5%	5%	5%	5%	5%	10%	10%	15%	20%	20%	Weight
Average	19.7	26.2	31.3	54.7	5.0	9.0	23.4	20.8	39.6	15.6	24.2
Median	16.5	17.0	13.5	12.6	10.2	12.2	11.0	12.1	12.9	13.0	12.8
P/B	5%	5%	5%	5%	5%	10%	10%	15%	20%	20%	Weight
Average	3.4	3.5	2.5	2.2	2.4	2.7	2.5	2.3	2.6	3.0	2.7
Median	2.5	2.8	2.3	1.9	2.4	2.9	2.1	1.6	1.9	2.1	2.1
P/S	5%	5%	5%	5%	5%	10%	10%	15%	20%	20%	Weight
Average	1.7	1.7	1.6	1.4	1.4	1.7	1.6	1.4	1.6	1.8	1.6
Median	1.6	1.9	1.6	1.5	1.3	1.9	1.3	1.3	1.3	1.3	1.4

Source: Bloomberg, RongViet Securities

APPENDIX - COMPARABLE EDUCATION COMPANIES

In this report, we use 05 telecommunications companies with business models similar to FOX as references for our analysis and forecasts.

Raffles Education Corporation (Singapore) is a major private-education group headquartered in Singapore and listed on the Singapore Exchange (SGX: NR7). Its education model focuses on a network of international colleges and universities specializing in design, business, psychology, and creative arts. It uses franchise and international-partnership models, offering programs from diploma to degree across 16 campuses in nine countries in Asia-Pacific and Europe, with an emphasis on practical education, vocational training, and industry cooperation.

China Education Group Holdings Limited (China) is China's largest vocational-education group, headquartered in Hong Kong with principal operations in China, and listed on the Hong Kong Stock Exchange (HKEX: 839). Its education model focuses on higher vocational and secondary vocational education, operating a chain of applied universities and vocational colleges. It emphasizes industry-education integration, practical skills, and "dual-qualified" faculty, serving tens of thousands of students and focusing on high-quality talent development for the new economy.

TAL Education Group (China) is a leading Chinese education-technology company headquartered in Beijing and listed on the New York Stock Exchange (NYSE: TAL). Its education model centers on after-school tutoring for primary- and secondary-school students, combining small-group classes, premium one-on-one instruction, and a strong online platform. It focuses on education science, content technology, and personalized learning, with an emphasis on holistic development and lifelong learning following the "Double Reduction" regulatory adjustment.

SISB Public Company Limited (Thailand) operates international schools in Thailand, is headquartered in Bangkok, and is listed on the Stock Exchange of Thailand (SET: SISB). Its education model focuses on the Singapore International School (SISB) system, which applies the Singapore Curriculum from preschool through Grade 12, emphasizes high quality in English, mathematics, science, and holistic development, and operates five campuses in Thailand with an international learning environment, sports activities, and community services.

Riso Kyoiku Group Corporation (Japan) is a Japanese education company specializing in tutoring, headquartered in Tokyo and listed on the Tokyo Stock Exchange (TSE: 4714). Its education model is distinguished by the TOMAS brand's fully personalized one-on-one tutoring for primary-, lower-secondary-, and upper-secondary-school students preparing for university entrance examinations. It emphasizes high quality, close progress monitoring, and value-added services, making it one of Japan's leading personalized cram-school models.

Table 21: Telecommunication companies with business models similar to FOX - Industry average is calculated from the 05 companies mentioned above

	2019	2020	2021	2022	2023	2024	2025	Industry Average
PBT Margin	15%	15%	15%	15%	15%	20%	20%	Weight
Average	19.8%	15.8%	-14.7%	15.7%	25.2%	4.7%	15.2%	11.5%
Median	19.5%	9.9%	30.6%	21.2%	27.6%	7.4%	11.2%	19.2%
Net Margin	15%	15%	15%	15%	15%	20%	20%	Weight
Average	16.4%	10.0%	-16.1%	9.2%	19.1%	3.7%	12.0%	7.5%
Median	13.7%	4.8%	9.3%	8.5%	14.6%	2.6%	8.3%	8.9%

Source: Bloomberg, RongViet Securities

	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	Industry Average
EV/EBITDA	5%	5%	5%	5%	5%	10%	10%	15%	20%	20%	Weight
Average	25.8	31.6	28.3	28.8	33.2	18.9	12.9	78.9	26.6	13.7	32.0
Median	19.3	19.8	28.1	20.0	26.1	14.3	9.4	19.3	20.1	7.8	15.4
P/E	5%	5%	5%	5%	5%	10%	10%	15%	20%	20%	Weight
Average	31.5	42.2	42.9	34.9	345.2	382.9	21.2	21.5	54.4	26.5	84.3
Median	15.5	25.0	38.5	29.3	31.8	31.3	14.9	14.8	27.1	18.3	22.0
P/B	5%	5%	5%	5%	5%	10%	10%	15%	20%	20%	Weight
Average	4.4	6.5	4.9	5.7	7.5	3.6	3.0	3.6	3.1	1.6	2.9
Median	2.2	2.4	4.2	7.4	6.0	1.7	1.3	2.2	1.7	1.8	1.7
P/S	5%	5%	5%	5%	5%	10%	10%	15%	20%	20%	Weight
Average	4.7	5.5	6.7	6.8	8.1	4.0	4.0	5.6	3.7	2.1	3.8
Median	4.2	2.7	7.6	7.3	7.5	1.9	1.6	1.8	1.4	1.7	1.6

Source: Bloomberg, RongViet Securities

APPENDIX - FINANCIAL ANALYSIS & FORECAST IN 2026-30
Table 22: Projected revenue by segment (VND bn) [\(Back to page 8\)](#)

REVENUE BY SEGMENT	2022	2023	2024	2025	2026F	2027F	2028F	2029F	2030F
IT services Services	25,763	31,449	39,110	44,475	51,499	59,773	68,739	76,304	84,730
YoY Growth	23.4%	22.1%	24.4%	13.7%	15.8%	16.1%	15.0%	11.0%	11.0%
Foreign	18,915	24,288	30,953	35,382	41,042	47,747	54,909	60,400	66,440
YoY Growth	30.1%	28.4%	27.4%	14.3%	16.0%	16.3%	15.0%	10.0%	10.0%
Domestic	6,847	7,161	8,157	9,093	10,457	12,025	13,829	15,904	18,289
YoY Growth	8.1%	4.6%	13.9%	11.5%	15.0%	15.0%	15.0%	15.0%	15.0%
Telecommunication	14,730	15,805	17,610	19,507	0	0	0	0	0
YoY Growth	16.1%	7.3%	11.4%	10.8%					
FPT Telecom, FOX	13,954	15,185	16,906	18,702	0	0	0	0	0
YoY Growth	15.5%	8.8%	11.3%	10.6%					
FPT Online FOC	775	620	705	805	0	0	0	0	0
YoY Growth	27.6%	-20.0%	13.6%	14.3%					
Education, Investment & Others	5,067	6,573	7,444	7,325	7,430	7,496	7,603	7,601	7,581
YoY Growth	56.5%	29.7%	13.3%	-1.6%	1.4%	0.9%	1.4%	0.0%	-0.3%
Education	4,712	6,159	7,088	7,009	7,114	7,180	7,288	7,285	7,265
YoY Growth	52.6%	30.7%	15.1%	-1.1%	1.5%	0.9%	1.5%	0.0%	-0.3%
Investment & Others	355	414	356	316	316	316	316	316	316
YoY Growth	135.8%	16.6%	-13.9%	-11.3%	0.0%	0.0%	0.0%	0.0%	0.0%
Consolidation deduction	-1,550	-1,209	-1,316	-1,193	-1,193	-1,193	-1,193	-1,193	-1,193
Total FPT	44,010	52,618	62,849	70,113	57,736	66,075	75,149	82,712	91,118
YoY Growth	23.4%	19.6%	19.4%	11.6%	-17.7%	14.4%	13.7%	10.1%	10.2%
REVENUE PROPORTION									
IT services Services	58.5%	59.8%	62.2%	63.4%	89.2%	90.5%	91.5%	92.3%	93.0%
Foreign	43.0%	46.2%	49.2%	50.5%	71.1%	72.3%	73.1%	73.0%	72.9%
Domestic	15.6%	13.6%	13.0%	13.0%	18.1%	18.2%	18.4%	19.2%	20.1%
Telecommunication	33.5%	30.0%	28.0%	27.8%	0.0%	0.0%	0.0%	0.0%	0.0%
Education, Investment & Others	11.5%	12.5%	11.8%	10.4%	12.9%	11.3%	10.1%	9.2%	8.3%

Source: FPT, RongViet Securities estimates

Table 23: Projected PBT and PBT margin by segment (VND bn) [\(Back to page 10\)](#)

PBT BY SEGMENT	2022	2023	2024	2025	2026F	2027F	2028F	2029F	2030F
IT services Services	2,818	4,162	5,230	5,883	6,909	8,139	9,433	10,623	11,960
Foreign	2,508	3,782	4,770	5,467	6,323	7,454	8,631	9,685	10,863
Domestic	309	380	461	416	586	685	802	938	1,097
Telecommunication	3,366	3,042	3,588	4,364					
FPT Telecom, FOX	2,977	2,895	3,420	4,167					
FPT Online FOC	389	147	167	196					
Education, Investment & Other	4,247	8,578	7,493	8,205	10,401	11,088	11,794	12,473	13,133
Education	902	1,485	2,135	1,835	1,863	1,880	1,908	1,908	1,903
Profit from Associates	484	42	393	658	2,721	3,283	3,854	4,426	4,984
Net Financial Profit - excluding FX differences	-365	240	-515	125	131	138	145	152	160
Profit from dividends received from Parent Company	3,226	6,811	5,481	5,587	5,687	5,787	5,887	5,987	6,087
Consolidation deduction	-2,769	-6,579	-5,241	-5,413	-5,516	-5,613	-5,710	-5,807	-5,904
Total FPT	7,662	9,203	11,070	13,039	11,794	13,614	15,518	17,289	19,189
PBT MARGIN BY SEGMENT									
IT services Services	10.9%	13.2%	13.4%	13.2%	13.4%	13.6%	13.7%	13.9%	14.1%
Foreign	13.3%	15.6%	15.4%	15.5%	15.4%	15.6%	15.7%	16.0%	16.4%
Domestic	4.5%	5.3%	5.6%	4.6%	5.6%	5.7%	5.8%	5.9%	6.0%
Telecommunication	22.9%	19.2%	20.4%	22.4%					
FPT Telecom, FOX	21.3%	19.1%	20.2%	22.3%					
FPT Online FOC	50.2%	23.7%	23.8%	24.4%					
Education, Investment & Other	83.8%	130.5%	100.7%	112.0%	140.0%	147.9%	155.1%	164.1%	173.2%
Education	19.1%	24.1%	30.1%	26.2%	26.2%	26.2%	26.2%	26.2%	26.2%
Total FPT	17.4%	17.5%	17.6%	18.6%	20.4%	20.6%	20.6%	20.9%	21.1%

Source: FPT, RongViet Securities estimates

Table 24: NPAT-MI and projected net margin (VND bn) [\(Back to page 14\)](#)

PARENT COMPANY NPAT	2022	2023	2024	2025	2026F	2027F	2028F	2029F	2030F
Total FPT	5,310	6,465	7,857	9,369	10,564	11,959	13,669	15,261	16,959
YoY Growth	22.4%	21.8%	21.5%	19.3%	12.8%	13.2%	14.3%	11.6%	11.1%
NET MARGIN	2022	2023	2024	2025	2026F	2027F	2028F	2029F	2030F
Total FPT	12.1%	12.3%	12.5%	13.4%	18.3%	18.1%	18.2%	18.5%	18.6%

Source: FPT, RongViet Securities estimates

Table 25: Projected operating indicators (Days) [\(Back to page 14\)](#)

WORKING CAPITAL	2022	2023	2024	2025	2026F	2027F	2028F	2029F	2030F
Day AR on hand	66	63	61	66	67	67	67	67	67
Day Inventory on hand	27	18	17	18	18	18	18	18	18
Day AP	50	36	46	38	38	38	38	38	38

Source: FPT, RongViet Securities estimates

Table 26: Annual cash dividends [\(Back to page 16\)](#)

	2022	2023	2024	2025	2026F	2027F	2028F	2029F	2030F
Cash dividend (VND/share)	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Dividend payout ratio (% of NPAT)	51.2%	55.2%	50.9%	58.2%	63.2%	63.2%	63.2%	63.2%	63.2%
Dividend yield (%/year)	4.3%	4.2%	0.3%	1.6%	2.1%	2.8%	2.8%	2.8%	2.8%

Source: FPT, RongViet Securities estimates

COMPANY REPORT

This report is created for the purpose of providing investors with an insight into the discussed company that may assist them in the decision-making process. The report comprises analyses and projections that are based on the most up-to-date information with the objective that is to determine the reasonable value of the stock at the time such analyses are performed. Through this report, we strive to convey the complete assessment and opinions of the analyst relevant to the discussed company. To send us feedbacks and/or receive more information, investors may contact the assigned analyst or our client support department.

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Ratings	BUY	ACCUMULATE	HOLD	REDUCE	SELL
Total Return including Dividends in 12-month horizon	>20%	5% to 20%	-5% to 5%	-20% to -5%	<-20%

In some cases, we do not provide specific buy/sell recommendations but only offer some reference valuations to give investors additional information, classified under the **OBSERVE** recommendation

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CONTACT INFORMATION

Lam Nguyen

Head of Research

lam.ntp@vdsc.com.vn
 + 84 28 6299 2006 (1313)

Lam Do

Senior Manager

lam.dt@vdsc.com.vn
 + 84 28 6299 2006 (1524)

Ha Tran

Operation Manager

ha.ttn@vdsc.com.vn
 + 84 28 6299 2006 (1526)

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MẠNG LƯỚI HOẠT ĐỘNG

CÔNG TY CỔ PHẦN CHỨNG KHOÁN RỒNG VIỆT - HỘI SỞ

Tầng 1 đến Tầng 8, Tòa nhà Viet Dragon, 141 Nguyễn Du, Phường Bến Thành, Thành phố Hồ Chí Minh

T (+84) 28 6299 2006 **E** info@vdsc.com.vn
W www.vdsc.com.vn **MST** 0304734965

CHI NHÁNH HÀ NỘI

Tầng 10, Tòa nhà Eurowindow, 02 Tôn Thất Tùng, Phường Kim Liên, Thành phố Hà Nội

T (+84) 24 6288 2006
F (+84) 24 6288 2008

CHI NHÁNH NHA TRANG

Tầng 7, Tòa nhà Sacombank, 76 Quang Trung, Phường Nha Trang, Tỉnh Khánh Hòa

T (+84) 25 8382 0006
F (+84) 25 8382 0008

CHI NHÁNH CẦN THƠ

Tầng 8, Tòa nhà Sacombank, 95-97-99 Võ Văn Tấn, Phường Ninh Kiều, Thành phố Cần Thơ

T (+84) 29 2381 7578
F (+84) 29 2381 8387

CHI NHÁNH VŨNG TÀU

Tầng 2 Tòa nhà VCCI Building, 155 đường Nguyễn Thái Học, Phường Tam Thẳng, Thành phố Hồ Chí Minh

T (+84) 25 4777 2006

CHI NHÁNH BÌNH DƯƠNG

Tầng 3 Tòa nhà Becamex Tower, số 230 Đại lộ Bình Dương, Phường Phú Lợi, Thành phố Hồ Chí Minh

T (+84) 27 4777 2006

CHI NHÁNH ĐỒNG NAI

Tầng 8 Tòa nhà TTC Plaza, 53-55 đường Võ Thị Sáu, Phường Trần Biên, Tỉnh Đồng Nai

T (+84) 25 1777 2006



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