



PERFORMANCE REPORT FOR 6M2024

FPT DIGITAL RETAIL JOINT STOCK COMPANY

2024

CONSOLIDATED BUSINESS RESULTS

In the first half of 2024, the consolidated revenue reached **18,281** billion VND, marking a **22%** increase over the same period in 2023.

Operational efficiency gradually improved each quarter, resulting in a consolidated EBT of **161** billion VND for 6M2024.



REVENUE

18,281 billion VND

+22% YoY

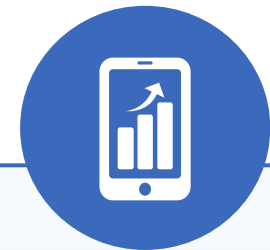
49% completing FY target



EBT

161 billion VND

128% completing FY target



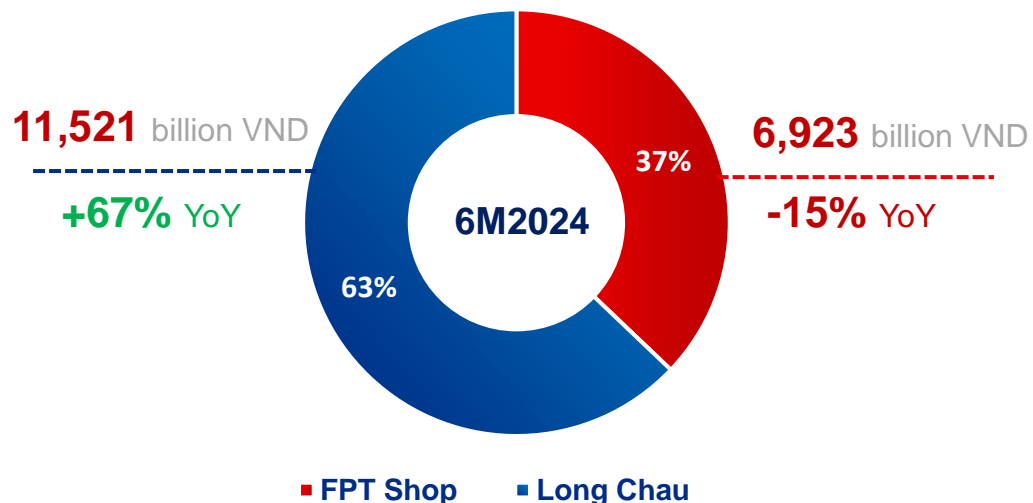
ONLINE SALES

3,213 billion VND

+17% YoY

PERFORMANCE BY CHAIN

REVENUE PER CHAIN



STORE NETWORK



1,706 pharmacies
Increased 209 pharmacies compared to the beginning of 2024



87 centers
Increased 77 centers compared to the beginning of 2024



642 stores
Decreased 113 stores compared to the beginning of 2024

FPT LONG CHAU CHAIN

- Revenue increased by **67%** compared to the 6M2023, while the operational efficiency was maintained with the revenue/pharmacy/month of approximately 1.2 billion VND, despite the continuous opening of numerous new stores.
- In Q22024, Long Chau expanded its vaccination network by adding 36 new centers, resulting in a total of **87** centers across 40 provinces. This expansion supports the company's target of establishing a comprehensive healthcare ecosystem, offering customers safe and effective medical services.

FPT SHOP CHAIN

- FPT Shop completed optimizing its store system by closing around 100 underperforming stores and recorded all related closing costs in Q22024. However, revenue in Q22024 decreased by only 7% compared to 6M2023, which was lower than the drop of 21% in Q12024. The revenue/store/month was 1.6 billion VND, similar to Q12024, even though Q2 was typically a low shopping season.
- Alongside optimizing its system and operational costs, FPT Shop continued to promote new product and service categories such as home appliances, electronics, and FPT mobile virtual network operator,... contributing to the increase in gross profit. Consequently, the performance of FPT Shop in Q22024 would have exceeded that of Q12024 when excluding the costs of closing stores.

6M2024 HIGHLIGHTS



PIONEERING BRINGING NEXT-GEN TREATMENT SOLUTION TO PATIENTS

- Long Chau has formed strategic partnerships with Omron to introduce a new generation of blood pressure monitors, and with AstraZeneca to provide advanced therapies, enhancing the quality of life for millions of COPD patients in Vietnam.



FPT LONG CHAU REMAINS COMMITTED TO CSR ACTIVITIES

- Expanding the embrace of love with the program "Long Chau Sharing - Accompanying Little Warriors"
- Long Chau has positioned itself as a crucial partner of Vietnamese healthcare by actively collaborating with government agencies, associations, and other stakeholders. The company has demonstrated its commitment to community health through its involvement in key initiatives, including the global projects: "May Measurement Month" – "MMM 2024" and "6th Hypertension Conference" organized by the Vietnam Hypertension Association (VNHA).



FPT SHOP IS A KEY PARTNER FOR BRANDS IN ENHANCING THEIR BRAND DEVELOPMENT

- FPT Shop has been the leading partner of Garmin in terms of the number of Garmin Brand Stores. By leveraging the FPT ecosystem, VnExpress Marathon, and local communities, FPT Shop has collaborated with Garmin to enhance the brand's identity through prominent sports events in Vietnam.
- Promoting the development of mobile virtual network operator (MVNO) services, offering customers new experiences in services and amenities.

THANK YOU!

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Disclaimer

This document has been prepared by FPT Retail to provide information regarding FRT's business activities during the period stated. It may contain forward-looking statements reflecting management's current views on FPT Retail's future development. These statements are based on our estimates and expectations derived from the information available at the time of preparation. However, forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially.