



PERFORMANCE REPORT FOR FY2023

FPT DIGITAL RETAIL JOINT STOCK COMPANY

Business results for FY2023

- The fourth quarter of 2023 marked the third consecutive quarter of FRT's consolidated revenue growth compared to the same period in 2022 even though 2023 was a challenging year for the ICT retail market. Accordingly, consolidated revenue in the fourth quarter reached VND **8,690** billion, growing **3%** compared to the same period in 2022, the main driving force came from Long Chau with revenue growth of about **60%**; Meanwhile, FPTShop revenue decreased by 27% mainly due to declining purchasing power, especially when demand for Iphone 15 cooled down very quickly after the launch at the end of the third quarter.
- Consolidated pre-tax profit in the fourth quarter of 2023 reached **-97** billion VND, mainly due to a number of one-off expenses including: Business performance bonuses for the exceeding of FY2023 target of Long Chau: about VND1,900 billion higher than the revenue target and 100 new stores higher than the target; Cost of canceling near-expired goods thanks to upgrading to a new, more accurate and effective inventory counting system; Costs of investment in vaccine centers and digital transformation. If the above costs had not included, Long Chau would achieved the same level of efficiency as previous quarters and we believe we will maintain this efficiency in the coming quarters. Meanwhile, FPTShop continued to maintain a gross profit level equivalent to the third quarter thanks to continuing to strongly shift its product structure by adding new products (household appliances, Honor phones...) and new services (FPT network).
- From a consolidation perspective, in 2023 FRT recorded accumulated revenue of VND **31,850** billion, an increase of **6%** compared to 2022. Long Chau contributed 50% of consolidated revenue, growing by **66%**, while FPTShop decreased by 22%. compared to the same period. Accumulated consolidated pre-tax profit in FY2023 was **-294** billion VND.
- Online revenue reached VND **5,842** billion, an increase of **3%** compared to 2022 and accounted for **18%** of total consolidated revenue.

Store network

- Compared to the beginning of 2023, the number of FPTShop stores decreased by 31 stores; Some of these stores were being used to convert premises to the Long Chau chain thanks to their convenient location, suitable for the pharmacy model. As of December 31, 2023, the FPT Shop chain owns **755** stores.
- For the Long Chau chain, in 2023 Long Chau continued to expand with **560** new stores opening, increasing the number of pharmacies generating revenue up to **1,497** pharmacies. In particular, average revenue/pharmacy/month still maintained the current level of **~ 1.1** billion VND for the whole year 2023.

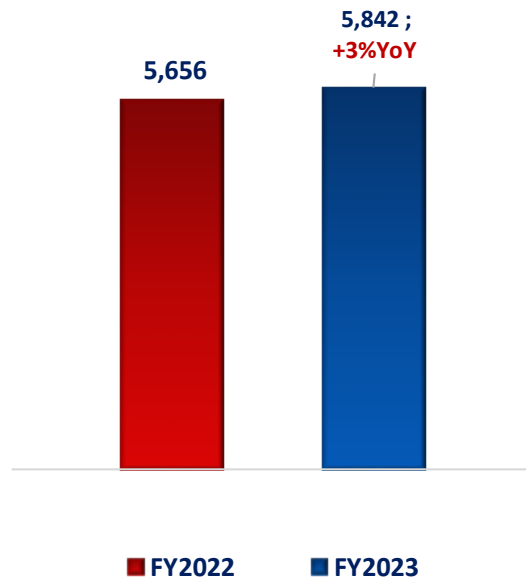
CONSOLIDATED BUSINESS RESULTS FOR 9M2023

FRT recorded consolidated revenue of VND **31,850** billion in FY2023, an increase of **6% YoY**,
The driving force for growth came from Long Chau

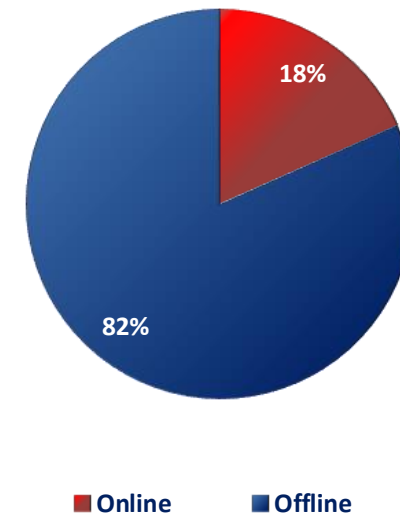


ONLINE CHANNEL IN FY2023

ONLINE SALES



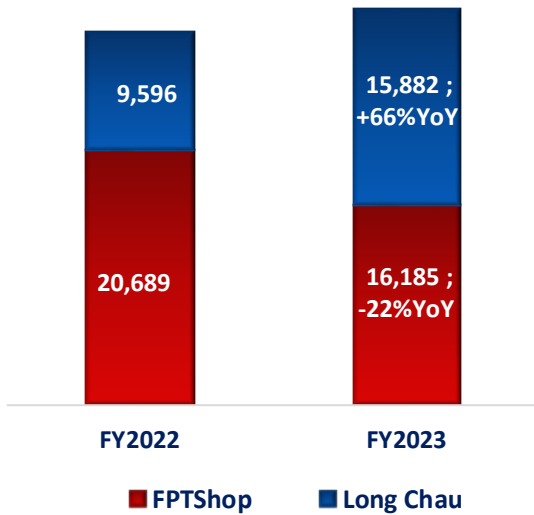
SALES CONTRIBUTION



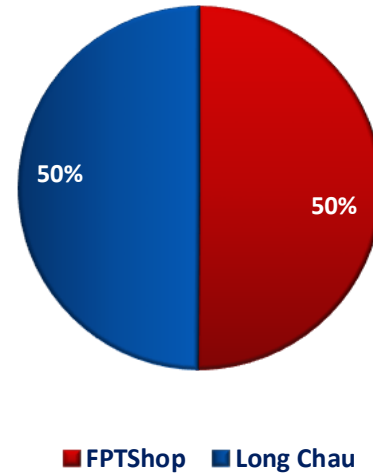
SALES PER CHAIN IN FY2023

FRT owned a total of **2,252** stores, covering 63 provinces and cities;
 Long Chau chain revenue accounted for **50%** of total consolidated revenue in 2023.

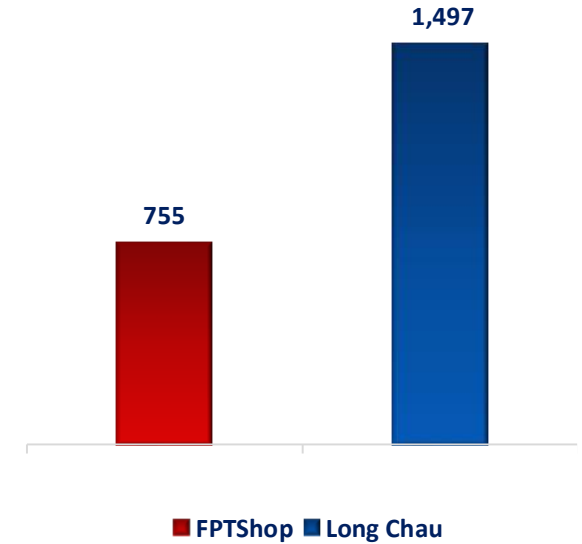
SALES PER CHAINS



SALES CONTRIBUTION



NUMBER OF STORES
31.12.2023



ACTIVITIES IN FRT AND FPTSHOP CHAIN



- In 2023, FRT completed and put into operation the largest pharmaceutical and ICT warehouse system in Vietnam, equipped with modern and environmentally friendly technology, utilizing over 80% solar energy as a substitute for traditional electricity.

- FPTShop completed Phase 1 of its digital transformation (DX) by replacing the sales software system at its retail stores. This contributes to better customer service and enhances operational management efficiency.

ACTIVITIES IN FRT AND FPTSHOP CHAIN



- Recently, FRT officially announced the launch of the FPT mobile network - MVNO (Mobile Virtual Network Operator). The FPT mobile network - MVNO has been launched nationwide with the prefix 0775, aiming to complement services within the FRT ecosystem and provide additional services to meet consumer demands nationwide.

- FPTShop has collaborated with Honor (formerly a subsidiary of Huawei). Honor, leveraging its technological advantages, consistently delivers distinctive, high-quality products at competitive prices and is experiencing strong growth. The strategic partnership with FPT Shop to 'comeback' in the Vietnamese market brings positive results, especially in introducing exclusive new product lines for the first time in Vietnam.

HOẠT ĐỘNG TẠI CHUỖI LONG CHÂU



- FPT Long Chau collaborated with leading pharmaceutical corporations and more than 150 strategic partners to reflect on their journey of connect and spread the mission for Vietnamese health from the initial steps to the special event "Flow of Happiness".



- Announcing the community project "Improving Vietnamese stature" in cooperation with Merck to support the growth hormone deficiency of teenagers; Combined with Hospital of Dermatology and Venereology and Novartis to screen for psoriasis; together with Thong Nhat and Eisai hospitals to screen for Alzheimer's disease for the elderly; is a companion partner of the Campaign to increase awareness of lung cancer for the community organized by the Ministry of Health and the Bright Future Fund; Accompanying the Urgo Foundation and the Humanitarian Blood Donation Center to carry out blood donation campaigns in many areas.
- Giving thousands of health gifts to people through the long-term campaign "Long Chau Sharing".



- Long Chau combined with FPT Smart Cloud to launch the project "APPLICATION OF ARTIFICIAL INTELLIGENCE, AI MENTOR, IN PHARMACIST TRAINING".

THANK YOU!

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Disclaimer

This document has been prepared by FPT Retail for the purpose of setting out certain information in respect of FRT's business activities in the period stated. This document may contain forward-looking statements that reflect management's current view with respect to the future development of FPT Retail. The outlook is based on estimates and expectation that we have made on the basis of all the information we have at this point in time. In addition, such forward-looking statements are subject to risks and uncertainties, which may cause actual results to differ materially.