

EQUITY RESEARCH REPORT

FPT Corporation (HOSE: FPT)

FROM A GLOBAL IT SERVICES PROVIDER TO AN AI & HIGH-VALUE TECHNOLOGY PLATFORM

RECOMMENDATION: **OUTPERFORM** [+23%]



Summary

Basic information (Jun 02, 2026)

Exchange:	HOSE
Market price:	74.800
EPS:	5.688
P/E:	13,x
Book value	21.418
P/B:	3,1x
10D avg. trading volume:	11.361.090
Shares outstanding:	1.703.507.121
Market cap (VND bn):	125.548

1-year share price performance



Source: TradingView, ASEANSC Research

Investment view:

We recommend **OUTPERFORM** for FPT with a target price of VND91,800/share (+23% vs the market price) on a one-year investment horizon.

Investment thesis:

FPT is no longer merely a headcount-driven IT services growth story; it is transitioning toward a technology-platform and AI-led growth model. With AI Factory, GPU Cloud, and the Made-by-FPT ecosystem, FPT is well positioned to move up the global value chain. On a like-for-like consolidation basis, we forecast 2026 revenue/NPAT at VND55,991bn/VND9,767bn, up 10.6%/12.1% YoY. Key drivers include:

- **Global IT services remains the key earnings growth engine.** We forecast 2026 revenue of VND39,725bn (+12.3% YoY), driven by:
 - Rising DX/AI demand in Japan (+18.8% YoY forecast) and the global AI infrastructure spending cycle (data-center spending forecast to rise 31.7% YoY).
 - FPT's "AI-First" strategy and AI Factory/GPU Cloud should gradually shift the company away from headcount-led growth toward a platform-based model. AI & Data revenue rose 40% in 2025, while eight contracts exceeding USD10mn in Q1 2026 indicate improving execution capability for higher-value projects. This could support a P/E re-rating if the AI/platform revenue mix and margins continue to rise.
- **Domestic IT services benefits from Vietnam's national digital transformation wave.** We forecast revenue of VND10,382bn (+14.2% YoY), underpinned by the Made-by-FPT ecosystem, which recorded VND599bn in revenue (+13.9%), and policy tailwinds from Resolution 57-NQ/TW. License-based Made-by-FPT products should support margin expansion and build meaningful customer switching costs.
- **Education is not the main near-term growth driver but strengthens FPT's long-term AI talent advantage.** We forecast revenue of VND5,884bn (-4.0% YoY). Although student enrollment is expected to reach around 165,000 in 2026, revenue growth may face pressure from rising competition from public universities in IT-related disciplines. That said, Education remains strategically important as it supplies large-scale technology/AI talent, supports FPT's long-term cost advantage, and provides relatively stable upfront cash flows.
- **Solid financial position.** FPT held VND26,745bn in cash and deposits (~39% of total assets) and a healthy D/E ratio of 0.4x. This balance sheet provides flexibility for global M&A and supports regular cash dividends, limiting downside risk for investors.

Key factors to monitor:

- JPY/VND movements
- Disbursement progress of AI projects

I. Overview

1. Company introduction
2. Shareholder structure
3. Ownership structure
4. Business model
5. SWOT

II. Business Performance

1. Revenue maintained positive growth, mainly driven by the Technology segment
2. Profit improved on a like-for-like basis, but growth quality requires further validation

III. Business Outlook

1. Global IT services remains the key growth engine
2. Domestic IT services benefits from the national digital transformation wave
3. Education is not the main growth driver but strengthens FPT's long-term AI talent advantage
4. Solid financial position

IV. Earnings Forecasts and Valuation

1. Key assumptions for 2026 earnings forecasts
2. Valuation results



Source: FPT, ASEANSC compilation

1. Company introduction

Company logo



- **FPT is a global technology and IT services group, pioneering services, products, and solutions based on core technologies such as AI, cloud computing, data, and automation.** FPT has continued to scale up, with 54,110 employees and a presence in more than 30 countries and territories. The company has also strengthened its position on the global technology map, ranking among the Top 40 IT Services Companies in Asia.
- **Over the past 38 years, FPT has maintained its leading position across Technology, Telecommunications, and Education.** By anticipating technology and market trends, FPT has built a Made-by-FPT ecosystem of services, products, solutions, and platforms that supports sustainable growth for enterprises and organizations while delivering differentiated user experiences.

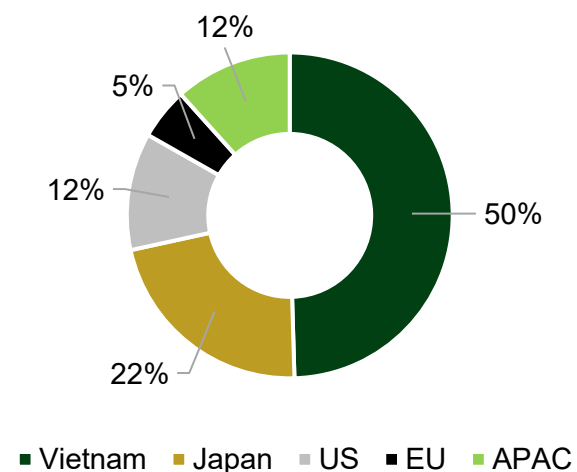
34 provinces/cities in Vietnam

30+ countries and territories

4 continents



Revenue by geography

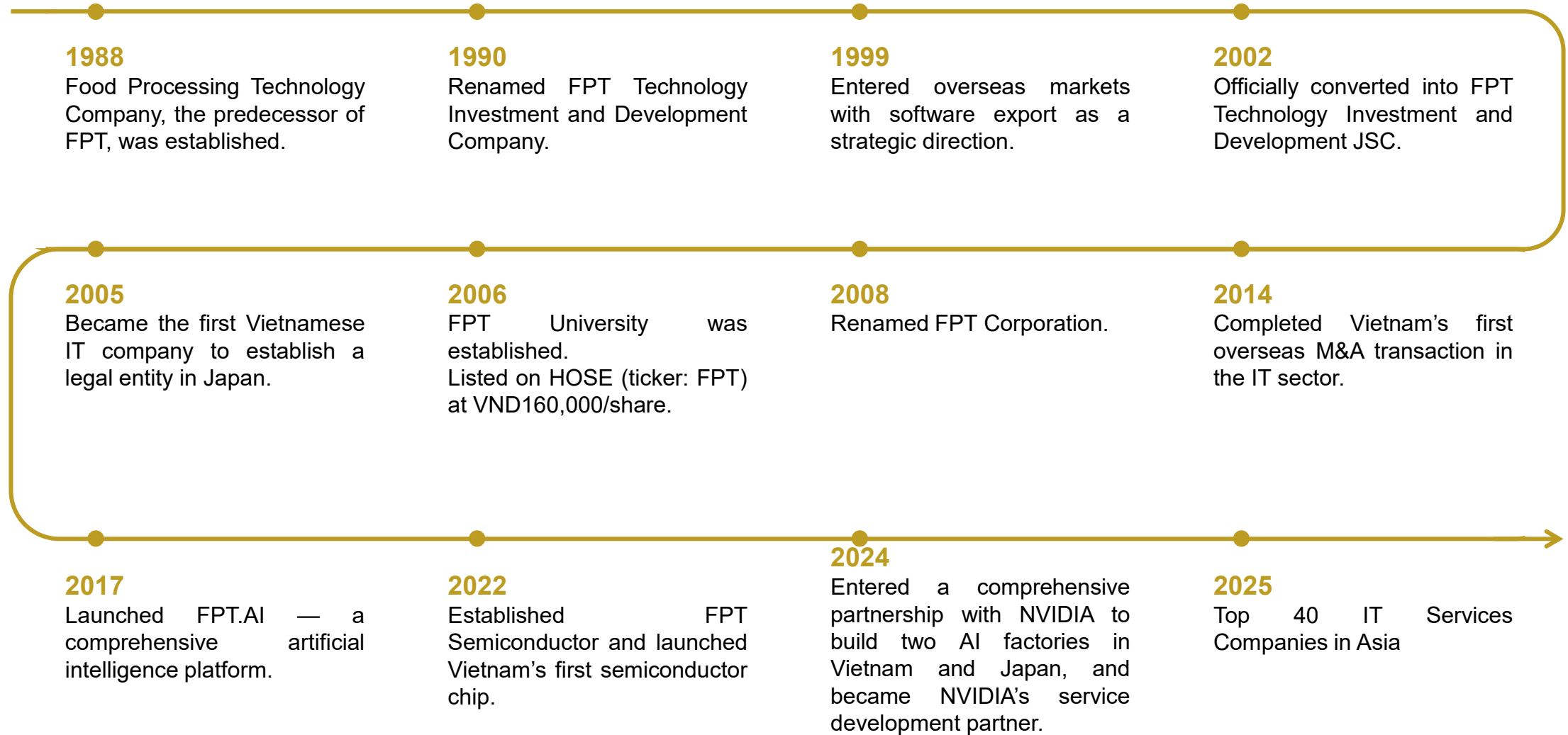


Source: FPT, ASEANSC Research

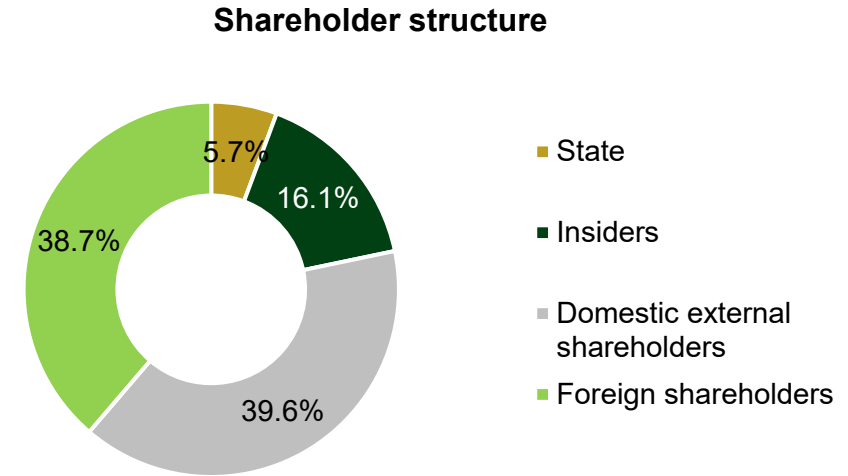
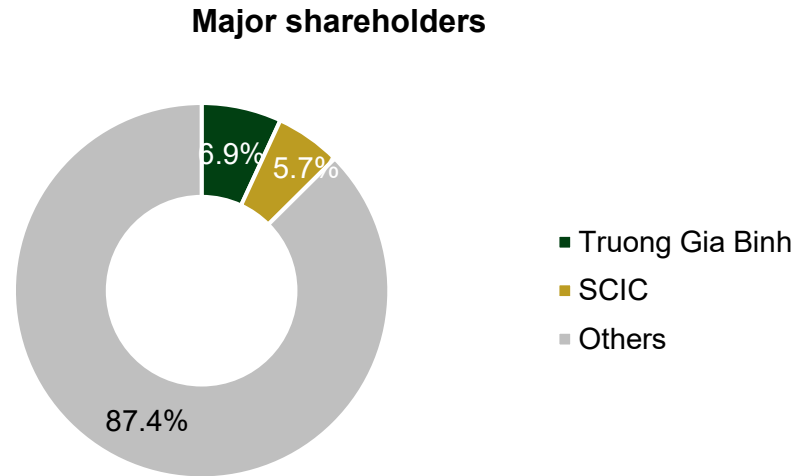


1. Company introduction

Milestones



2. Shareholder structure



Source: FPT, ASEANSC Research

- Mr. Truong Gia Binh (Chairman) is FPT's largest shareholder, holding 6.94% of shares. In addition, the State Capital Investment Corporation (SCIC) currently owns 5.71% and has announced a plan to divest its entire stake in FPT in the coming period.
- Foreign investors hold 38.73%; ownership is fragmented and tends to fluctuate with market cycles.



3. Ownership structure

- As of end-Q1 2026, FPT directly owned 7 subsidiaries and 4 associates.
- From Nov 11, 2025, the representative rights for the State's 50.16% stake in FPT Telecom were transferred from SCIC to the Ministry of Public Security. As a result, from FY2026, FPT will change its consolidation method for FPT Telecom from full consolidation as a subsidiary to equity-method accounting as a joint venture/associate under its accounting policy.

Subsidiaries

No.	Company	Charter capital (VND bn)	Ownership	Main business lines
1	FPT Software Co., Ltd.	7.750	100%	Software services and products
2	FPT IS Co., Ltd.	1.500	100%	Software solutions
3	FPT Smart Cloud Co., Ltd.	1.000	100%	IT
4	FPT Digital Co., Ltd.	60	100%	Digital transformation consulting
5	FPT Digital Infrastructure Co., Ltd.	1.000	100%	Investment and development of digital technology park projects
6	FPT Education Co., Ltd.	4.500	100%	Education and technology services
7	FPT Investment Co., Ltd.	1.000	100%	Financial investment

Source: FPT, ASEANSC Research



3. Ownership structure

Associates

No.	Company	Charter capital (VND bn)	Ownership	Main business lines
1	Synnex FPT JSC	1.188,4	48%	Manufacturing and distribution of technology products
2	FPT Digital Retail JSC (HOSE: FRT)	1.703,0	46,54%	ICT retail; telecom service agent
3	FPT Telecom JSC (UpCOM: FOX)	4.925,1	45,66%	Telecommunications services
4	FPT Online Services JSC (UpCOM: FOC)	184,7	49,52%	Online services

Source: FPT, ASEANSC Research

Investments in other entities

No.	Company	Book value (VND bn)	Ownership	Main business lines
1	Tien Phong Commercial Bank (HOSE: TPB)	494,4	6,77%	Banking
2	FPT Securities JSC (HOSE: FTS)	451,1	17,58%	Securities services

Source: FPT, ASEANSC Research

4. Business model – FPT’s leading position

IT SERVICES FOR OVERSEAS MARKETS



-  **Top 40**
Global top 40 IT services companies
-  **1,100+**
Global clients
-  **130+**
Clients in the Fortune Global 500



-  **90+**
R&D offices, nearshore delivery centers and onshore resources across 04 continents

IT SERVICES FOR DOMESTIC MARKETS



-  **Top 1**
Leading technology and consulting company in products, solutions and digital services
-  **40**
Years of experience in digital transformation projects for agencies and enterprises
-  **100,000+**
Cloud servers
-  **24**
Strategic digital transformation partnerships



TELECOMMUNICATIONS SERVICES



-  **Top 3**
Leading internet service provider with a wide infrastructure and data center ecosystem, cloud service, online content and television services
-  **34**
Provinces and cities nationwide with the largest fixed broadband and mobile network coverage
-  **04**
Data centers meeting international Uptime Tier III standards
-  **6,800 Gbps**
International connections capacity

EDUCATION

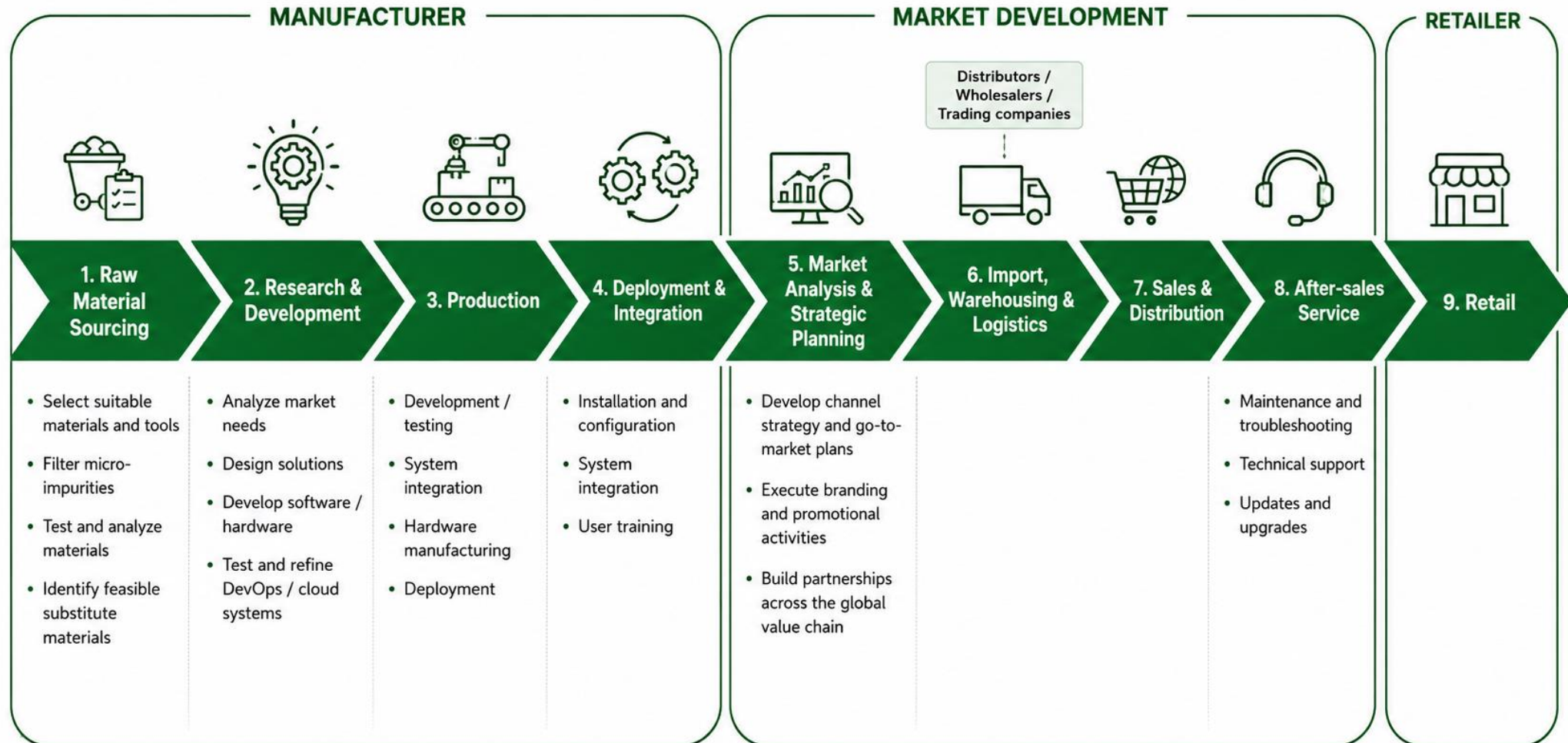


-  Education system with a focus on key regions including Hanoi, Da Nang, and Binh Duong
-  **180**
International partners from 40 countries
-  **3,700**
Students across training disciplines: AI, semiconductor and automotive
-  **19/34**
Provinces and cities with campuses
-  **100%**
From high school to university with AI integrated into all levels

 FPT aspires to become a globally leading technology group, pioneering digital transformation and creating happiness.

4. Business model – IT industry value chain

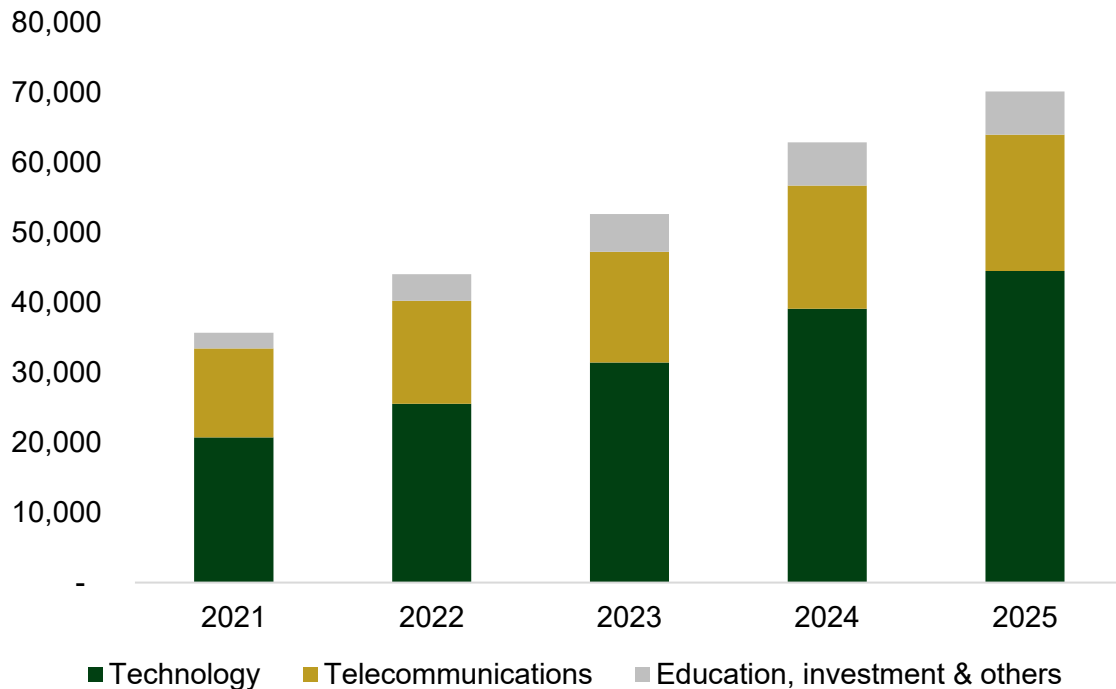
IT Industry Value Chain



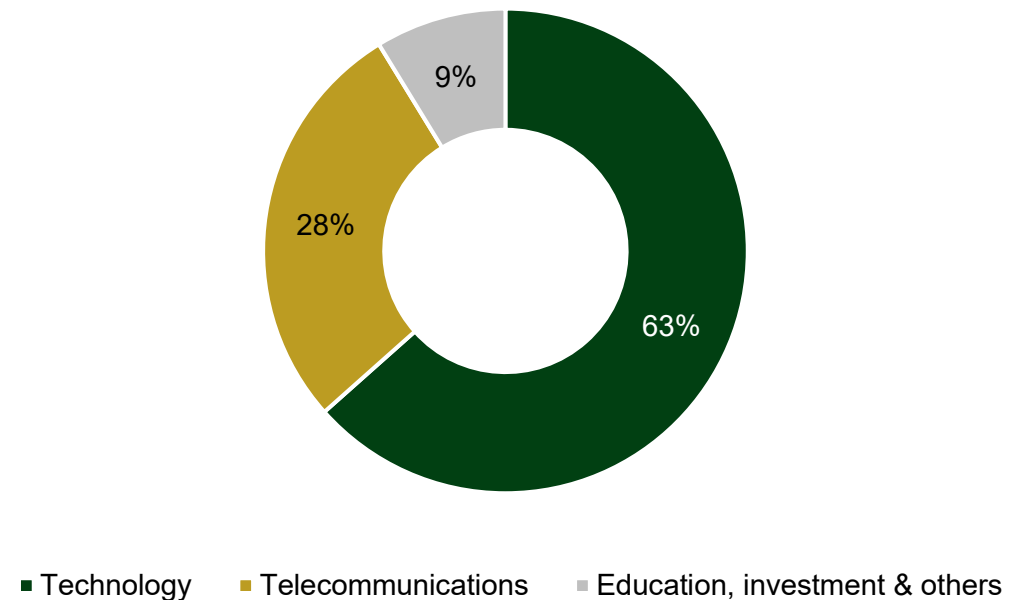
4. Business model – Overview

➤ During 2021–2025, FPT’s revenue maintained a sustainable growth trajectory, driven by positive growth across its three core segments: Technology, Telecommunications, and Education. Technology remained the main growth driver, reflecting continued global digital transformation demand and FPT’s project execution capability. Meanwhile, Telecommunications and Education delivered relatively stable growth, providing a foundation that supports revenue scale.

FPT revenue maintained stable growth



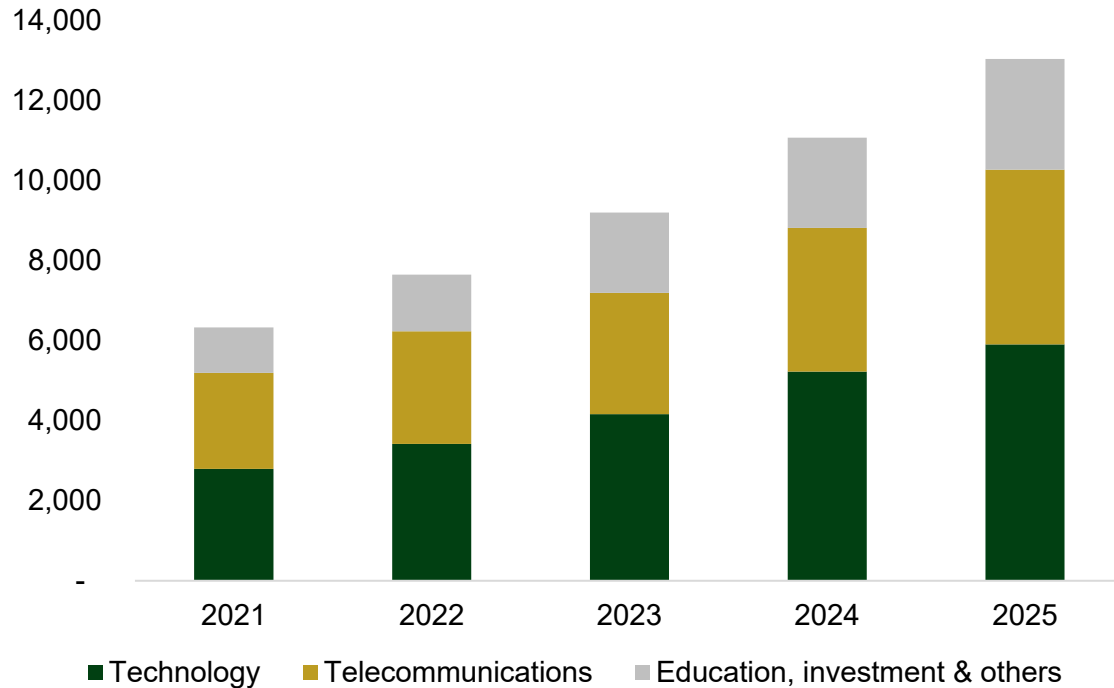
Technology segment is accounting for an increasing share of FPT’s total revenue



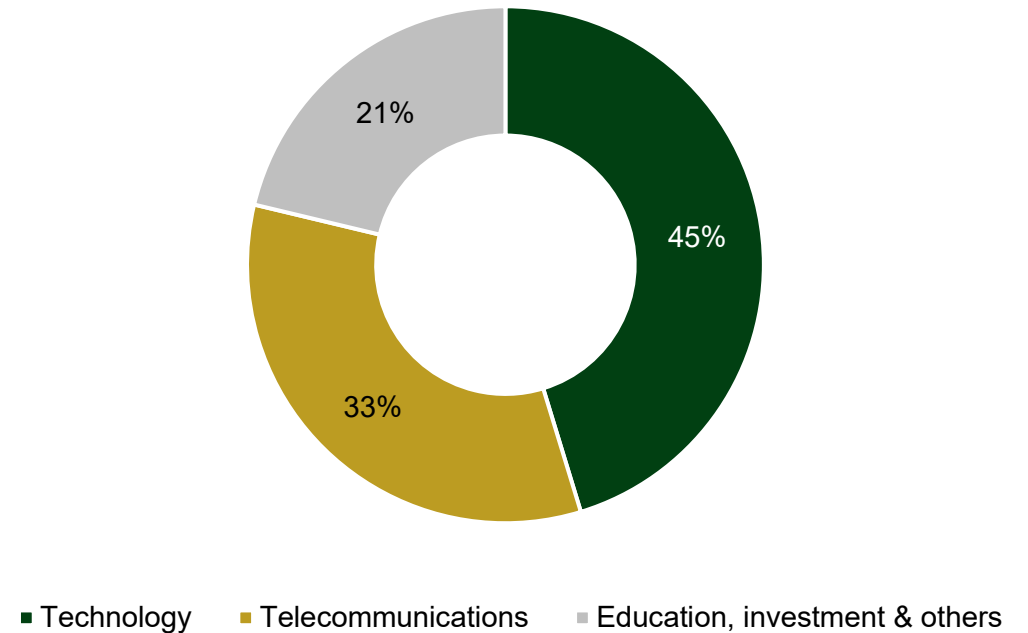
4. Business model – Overview

➤ FPT's PBT maintained positive growth during 2021–2025, reflecting improving operating efficiency over the years. Technology continued to lead earnings contribution, while Telecommunications and other segments remained stable contributors.

FPT PBT maintained stable growth



Technology was FPT's largest PBT contributor in 2025

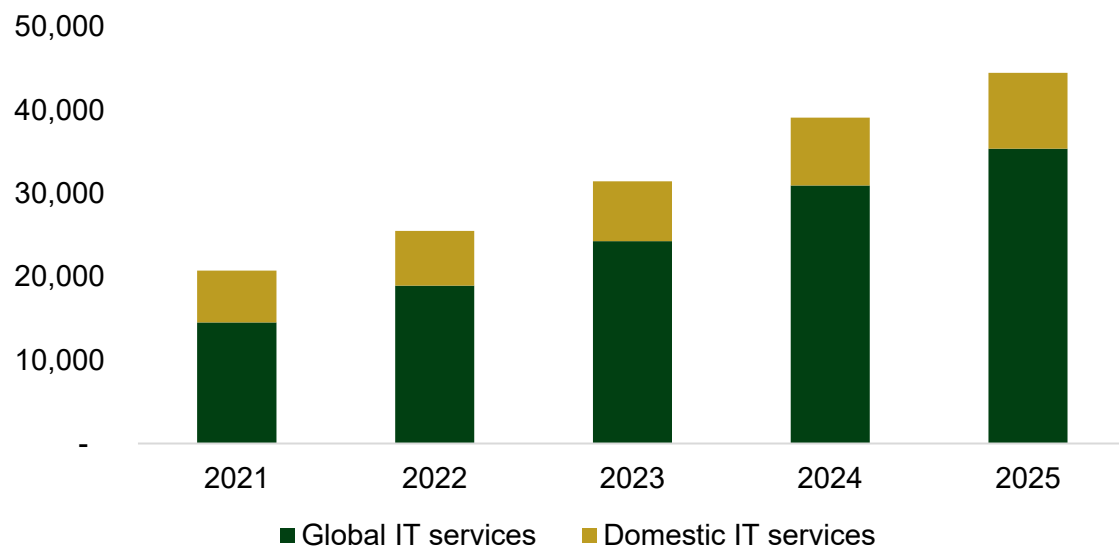


Source: FPT, ASEANSC Research

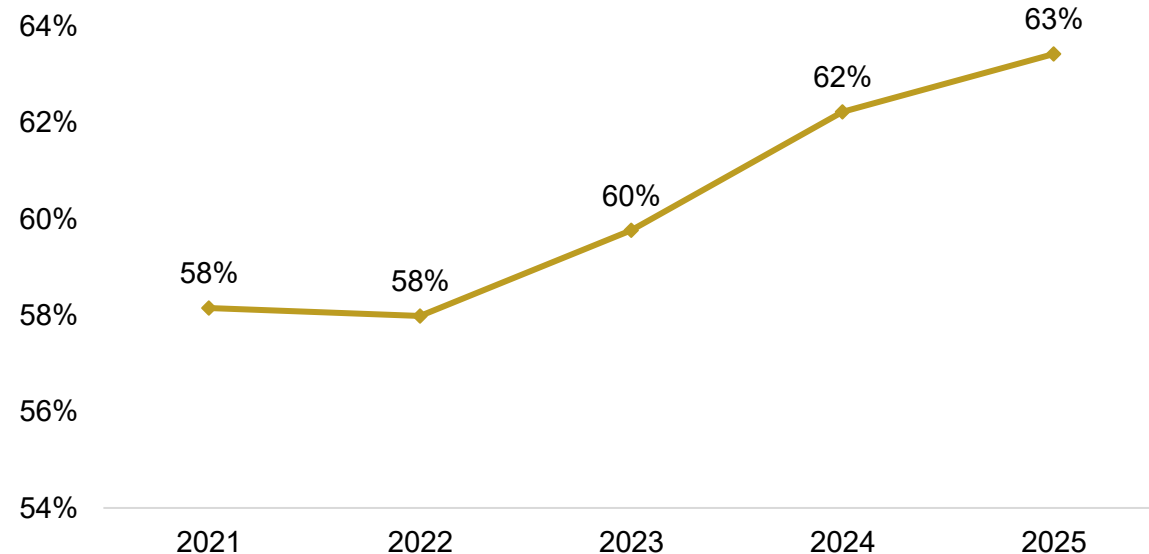
4.1. Technology segment

- **FPT is a technology pioneer in Vietnam, especially in core Industry 4.0 technologies.** The company provides IT services to both domestic and international markets, focusing on key markets such as Japan, the US, the EU, and APAC. 2025 marked a strategic transition as FPT became an AI-First company, embedding AI as the core foundation of all services to improve productivity and support long-term growth. FPT is also a key implementation partner for digital transformation systems for the Government and enterprises. The company aims to expand its Made-by-FPT ecosystem and master strategic technologies including AI, semiconductors, cybersecurity, and other advanced technologies, contributing to Vietnam’s ambition to become a global technology development hub.
- **The Technology segment accounts for the largest share of FPT’s revenue (63%), mainly from global IT services, especially Japan.**

Technology revenue grew sustainably



Technology revenue contribution is increasing



Source: FPT, ASEANSC Research

4.1. Technology segment

FPT TECHNOLOGY

COMPREHENSIVE TECHNOLOGY ECOSYSTEM

4 SUBSIDIARIES – 4 FIELDS – 1 SHARED MISSION

Innovation • Pioneering Technology • Shaping the Digital Future

FPT Software Co., Ltd.

FPT Software is currently one of Vietnam's leading software exporters, focusing on core pillars such as software development, digital transformation, cloud computing, big data, and artificial intelligence (AI).

With its AI-First strategy, FPT Software is accelerating the integration of AI across the entire development and project delivery process, thereby enhancing productivity and the value delivered to clients.

- Software Development
- Cloud Computing
- Big Data
- Artificial Intelligence (AI)

FPT Smart Cloud Co., Ltd.

FPT Smart Cloud specializes in providing IT solutions and services for the domestic market, particularly to the Government and enterprise sectors.

The company has strong capabilities in implementing large-scale national digital transformation systems, such as e-government, digital finance, and digital infrastructure, and plays an important role in the digitalization and modernization of Vietnam's economy.

- E-Government
- Public Finance
- Digital Infrastructure
- Digitalization & Economic Modernization

FPT IS Co., Ltd.

FPT IS is a member company of FPT Corporation, specializing in providing IT solutions and services for the domestic market, particularly to the Government, ministries and agencies, enterprises, and financial institutions/banks.

The company has strong capabilities in implementing large-scale digital transformation systems, contributing meaningfully to the digitalization and modernization of Vietnam's economy.

- E-Government
- Finance & Banking
- Digital Infrastructure
- Large Enterprises & Financial Institutions

FPT Digital Co., Ltd.

FPT Digital is a member company of FPT Corporation, specializing in providing digital transformation consulting services for businesses.

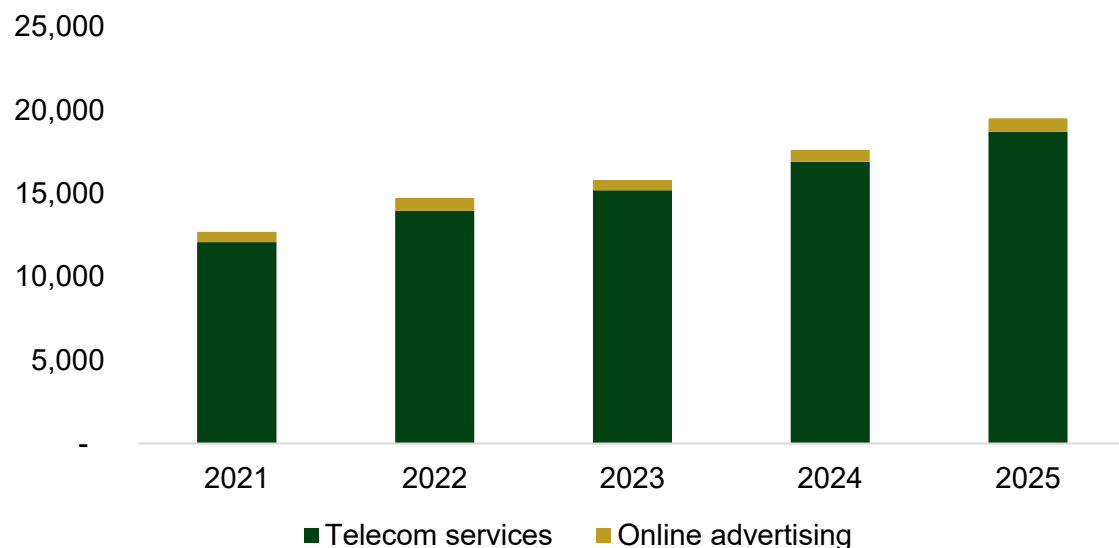
The company focuses on helping clients build digital strategies, optimize operations, and implement technology initiatives, thereby improving business efficiency and competitiveness in the digital era.

- Digital Transformation Strategy Consulting
- Operations & Process Optimization
- Technology Initiatives
- Enhanced Efficiency & Competitiveness

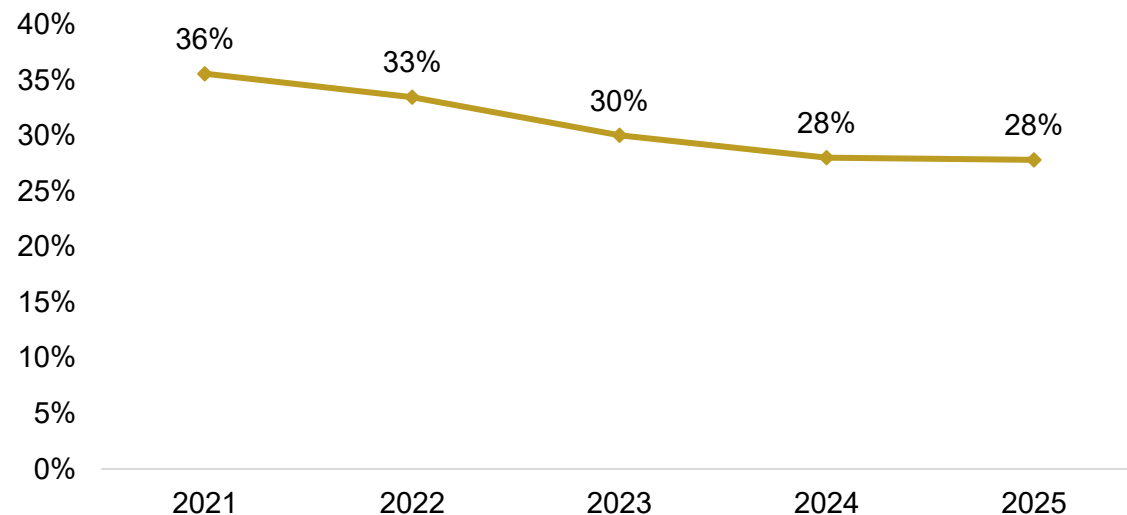
4.2. Telecommunications segment

- **FPT's Telecommunications segment includes telecom services (broadband and related services) and online advertising, with FPT ranking among Vietnam's top three broadband Internet providers.** The company also develops data-center services, pay-TV, and digital content platforms, particularly in sports. The main growth driver is broadband, as FPT Telecom continues to expand market share and improve infrastructure quality.
- **The Telecommunications segment contributes 28% of revenue and provides stable cash flows.**
- From Nov 11, 2025, the representative rights for the State's 50.16% stake in FPT Telecom were transferred from SCIC to the Ministry of Public Security, reinforcing FPT Telecom's role as a critical digital infrastructure enterprise and creating opportunities to participate in large-scale projects, supporting sustainable long-term growth.

Telecommunications revenue grew steadily



Telecom revenue contribution has declined over the past five years



Source: FPT, ASEANSC Research

4.2. Telecommunications segment



FPT TELECOM DIVISION




— Connectivity – Services – Comprehensive Digital Experience —





FPT Telecom Joint Stock Company

Connectivity Platform – Vietnam’s Leading Digital Infrastructure

A leader in telecom and Internet infrastructure, delivering high-speed, stable, and secure connectivity to millions of customers nationwide.

 ~5.2 MILLION Internet Customers	 ~1.1 MILLION Households Using Products/Services	 NO.1 Fixed Broadband Market Share	 63/63 Provinces & Cities Nationwide
--	--	--	---

KEY PRODUCTS & SERVICES

 Fiber-Optic Internet	 FPT Play TV	 Mobile Services	 Enterprise Solutions	 Data Centers & Cloud	 Cybersecurity (F-Secure)
--	---	---	--	--	---

Mission: Building sustainable digital infrastructure to connect every person, every home, and every organization.




**STRONG INFRASTRUCTURE
COMPREHENSIVE SERVICES**



FPT Online Services Joint Stock Company

Pioneering Digital Content – Online Services


Providing a diverse and innovative ecosystem of digital content and services to millions of Vietnamese users.

 FPT Play Vietnam’s Leading Online Entertainment Platform	 ~10 MILLION+ Active Users	 1000+ Exclusive & In-House Produced Content Titles	 Hi FPT Smart Digital Assistant with Multi-Service Utilities
---	--	---	--

KEY PRODUCTS & SERVICES

 FPT Play (TV, Movies, Sports)	 Hi FPT (Virtual Assistant, Digital Utilities)	 Digital Music (Keeng, Play)	 Digital Advertising (FPT AdTrue)	 E-Invoicing (FPT.elnvoice)	 E-Wallet & Other Digital Services
---	---	---	--	--	---


Mission: Delivering premium digital experiences, rich content, and smart utilities to every user.



2 SUBSIDIARIES
Key pillars in FPT’s telecom-technology ecosystem



MILLIONS OF CUSTOMERS
Supporting the digital journey every day



STRONG INFRASTRUCTURE – QUALITY SERVICES
A foundation for national digital transformation



CONTINUOUS INNOVATION
Shaping a better digital future

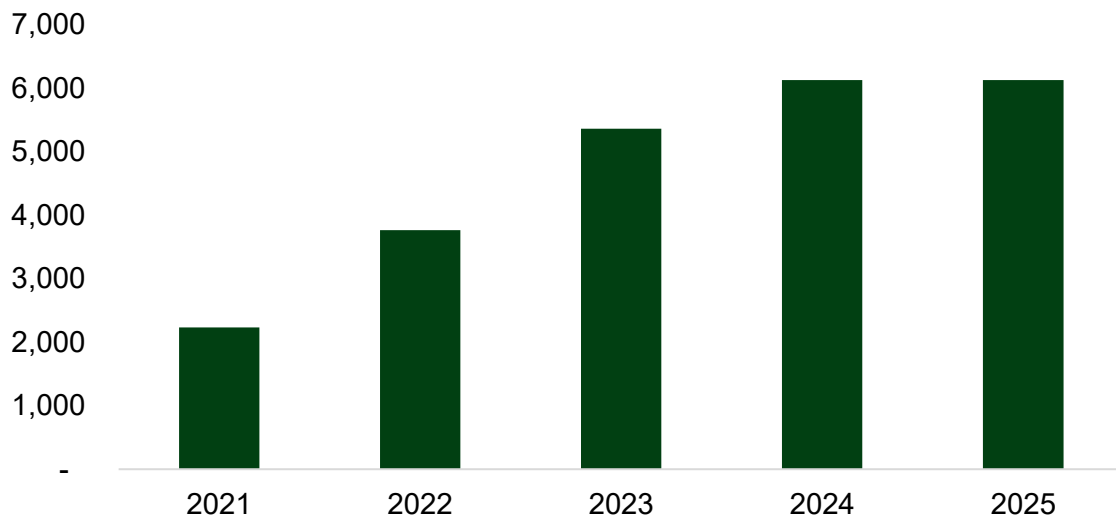


Creating Happiness Through Technology

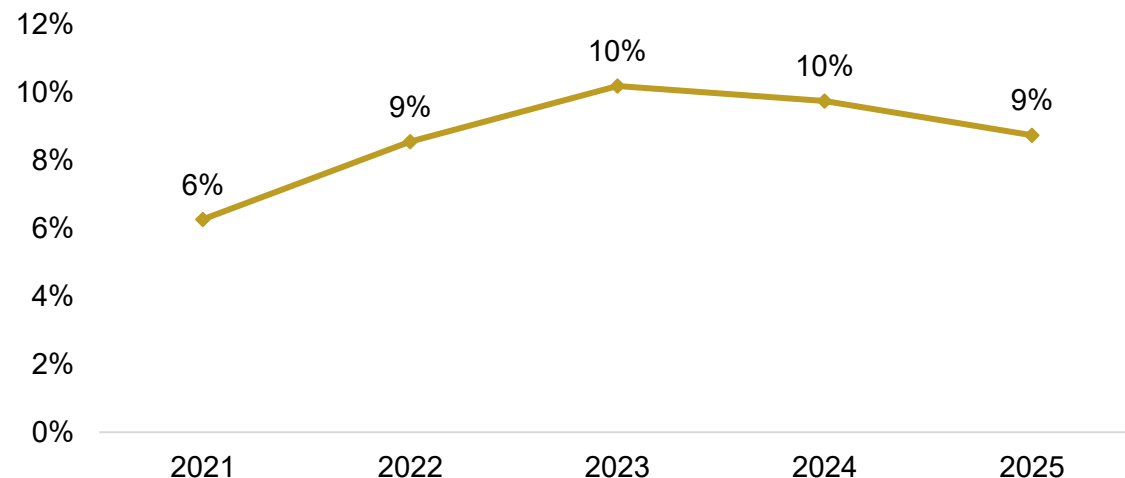
4.3. Education, Investment, and Others

- **FPT's Education, Investment, and Others segment plays a supporting role in the ecosystem, with revenue and profit remaining stable over time.** Education focuses on training high-quality technology talent to meet the long-term needs of both FPT and the broader market. Meanwhile, investment and other activities are smaller in scale and mainly support ecosystem expansion and new growth opportunities, helping diversify FPT's revenue base.
- **Education, Investment, and Others accounts for a relatively small share of FPT's revenue (9%).**

Education, investment & others revenue growth slowed in 2025



Revenue contribution from Education, investment & others remained low



Source: FPT, ASEANSC Research

5. SWOT

Strengths

- **Global talent & operations:** Tens of thousands of engineers operate under a “follow-the-sun” model across time zones, shortening project timelines for global clients.
- **Tier-1 partner ecosystem:** Deep strategic partnerships with NVIDIA, Microsoft, and IBM support early access to core technologies.
- Vietnam’s leading IT brand, with dominant market share in government and telecom projects.

S

Weaknesses

- **FX risk:** Revenue has significant exposure to JPY and USD, making FPT vulnerable to FX volatility.
- **Cost pressure:** R&D investment in AI/semiconductors and retention costs for high-quality technology talent are rising.

W

SWOT

Opportunities

- **Global AI & semiconductor wave:** The AI-First strategy and AI Factory project could help FPT shift from outsourcing toward ownership of high-value infrastructure and solutions.
- **National digital transformation:** FPT is a key implementation partner for Vietnam’s digital infrastructure and data-sovereignty agenda.

O

Threats

- **Global competition:** FPT directly competes with Indian IT giants such as Infosys and Tata on scale and pricing.
- **Rapid technology shifts:** New technologies such as quantum computing and agentic AI could quickly render legacy solutions obsolete if FPT fails to update in time.

T



II. Business Performance

	Q1 2026	Q1 2025	% YoY	% 2026 plan	Drivers
Net revenue	12.480	16.058	-22,28%	21,30%	Revenue declined on a technical basis as FPT no longer consolidates FPT Telecom's revenue from 2026, following the shift to equity-method accounting. However, on a like-for-like consolidation basis, Q1 2026 revenue increased 8.7% YoY.
Technology	10.842	9.769	10,98%	20,59%	Maintained steady growth, supported by positive contributions from both global and domestic IT services.
Global IT services	9.034	8.186	10,36%		<i>Growth was mainly driven by Japan on digital transformation demand. FPT also won eight large contracts (>USD10mn/project; +14% YoY), reinforcing its position as a global billion-dollar technology company.</i>
Domestic IT services	1.807	1.583	14,15%		<i>Positive results came from market share gains across both private and public-sector customers, alongside strong growth of the Made-by-FPT product ecosystem.</i>
Telecommunications	-	4.582	-100,00%		Revenue was not recognized in consolidated revenue as FPT Telecom was reclassified as an associate and accounted for under the equity method.
Education, investment & others	1.638	1.707	-4,04%	27,62%	
Gross profit	4.245	6.301	-32,64%		
GPM	34,01%	39,24%			Lower due to changes in business mix, but still high for the technology sector.
Financial income	416	573	-27,47%		
Financial expenses	(367)	(311)	17,94%		
Profit from associates	667	137	387,71%		Surged (+387.7% YoY) as FPT Telecom's profit contribution is now recognized under this line item instead of consolidating revenue and expenses as previously.
SG&A expenses	(2.213)	(3.706)	-40,30%		
PBT	2.804	3.025	-7,30%	24,11%	
Technology	1.566	1.416	10,59%	21,31%	
Telecommunications	-	967	-100,00%		
Education, investment & others	1.238	642	92,83%	28,93%	Strong growth was mainly driven by double-digit profit growth from joint ventures/associates and the accounting reclassification of telecom profit into this segment.
NPAT	2.477	2.596	-4,58%		

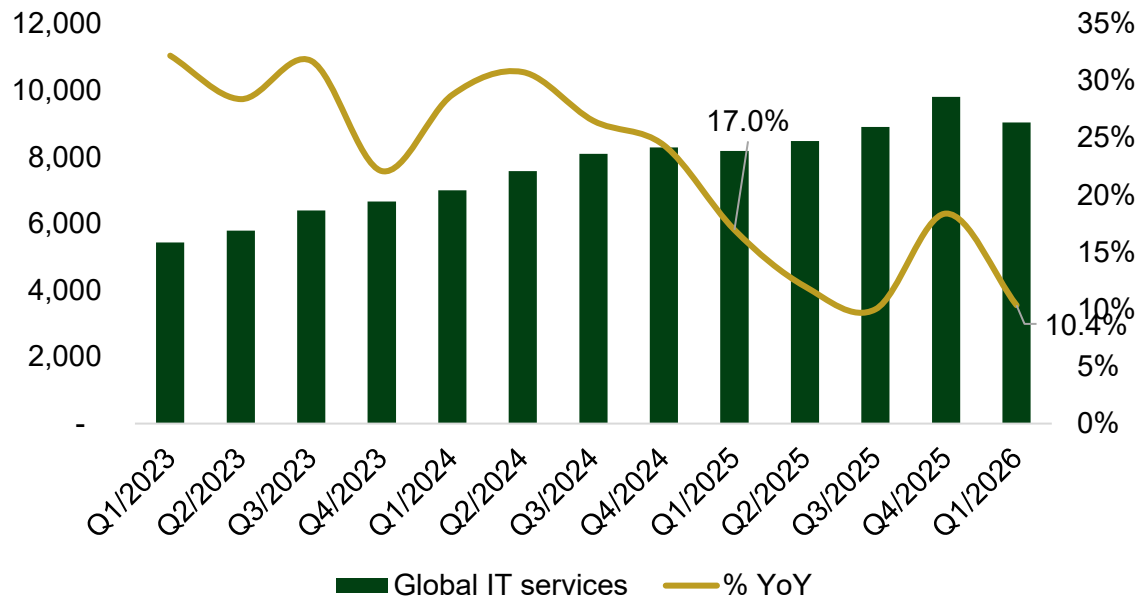


II. Business Performance

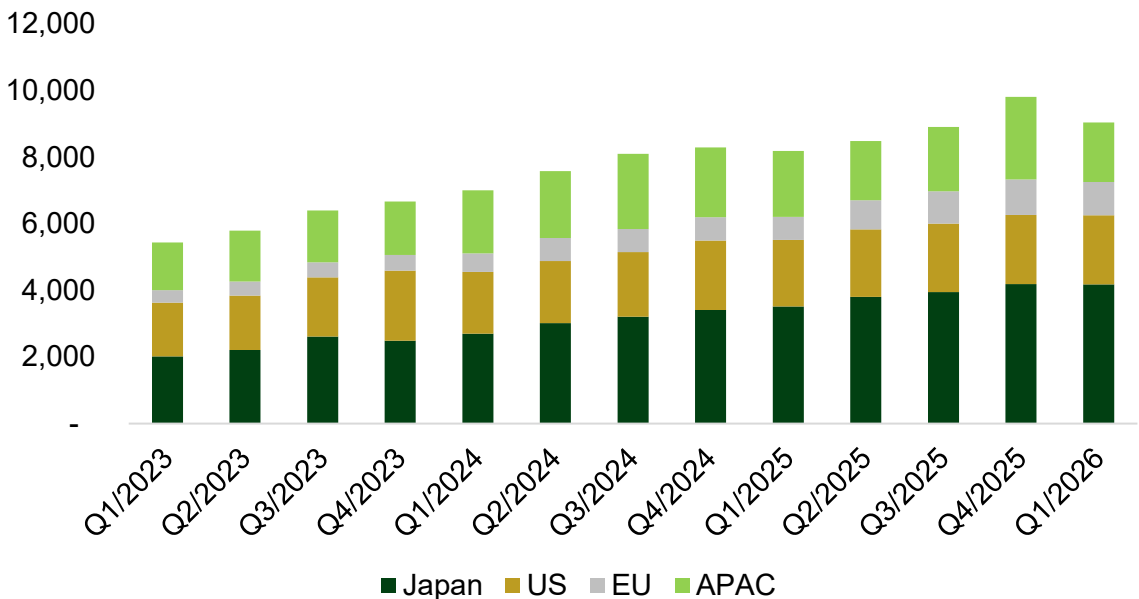
1. Revenue maintained positive growth, mainly driven by the Technology segment

- In Q1 2026, FPT recorded revenue of VND12,480bn, equivalent to 8.7% YoY growth on a like-for-like consolidation basis, completing 21% of its full-year plan. Results were driven by stable growth in the Technology segment (+11% YoY), supported by positive contributions from both overseas and domestic markets.
- **Global IT services revenue reached VND9,034bn (+10.4% YoY). Japan remained the key growth engine, with strong growth of 18.8%, underpinned by robust IT spending and digital transformation demand.**

Global IT services revenue maintained positive growth



Japan continued to play a leading role, supported by digital transformation demand

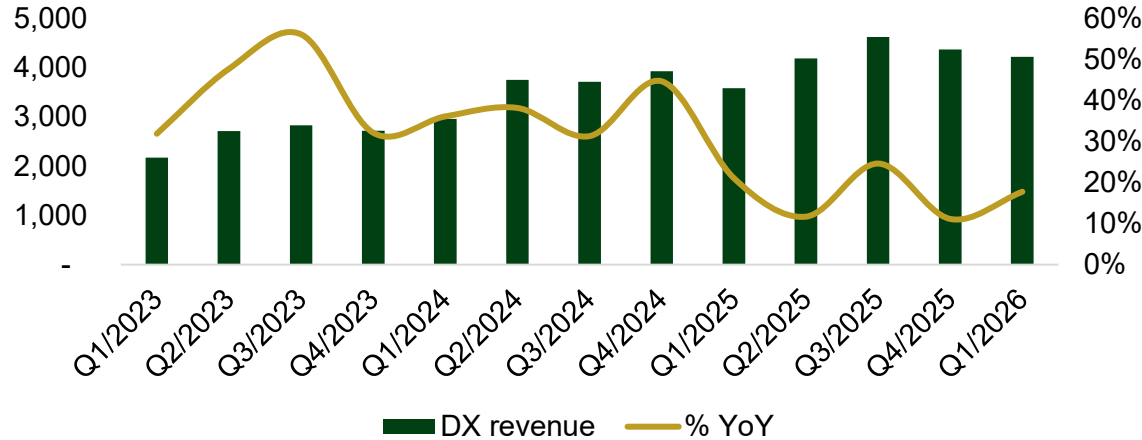




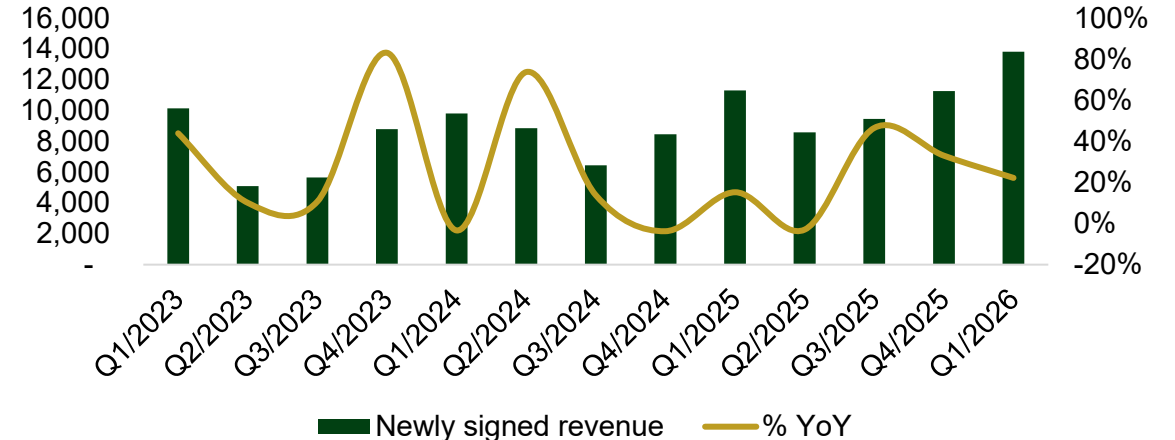
II. Business Performance

1. Revenue maintained positive growth, mainly driven by the Technology segment

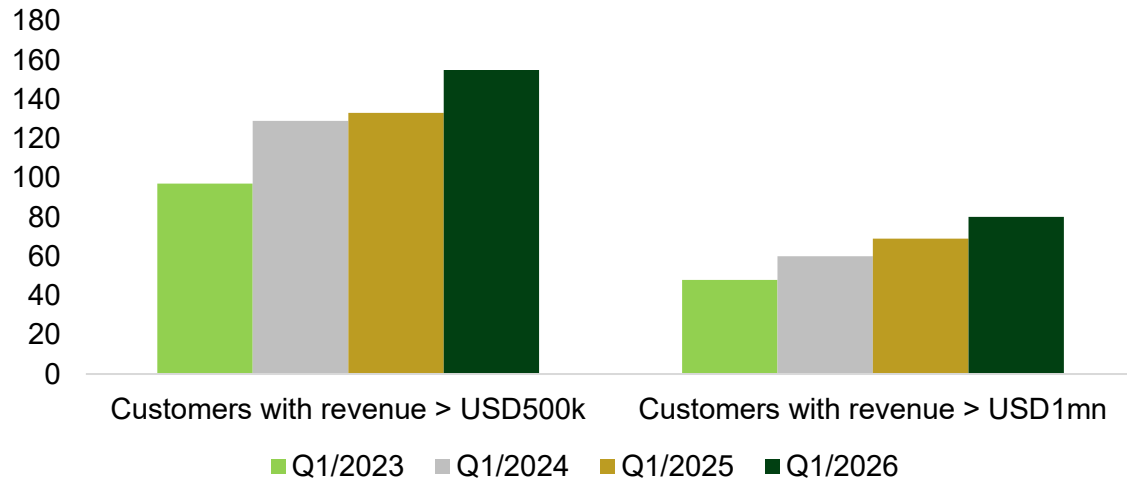
Digital transformation focuses on new technologies such as AI/Data Analytics and Cybersecurity...



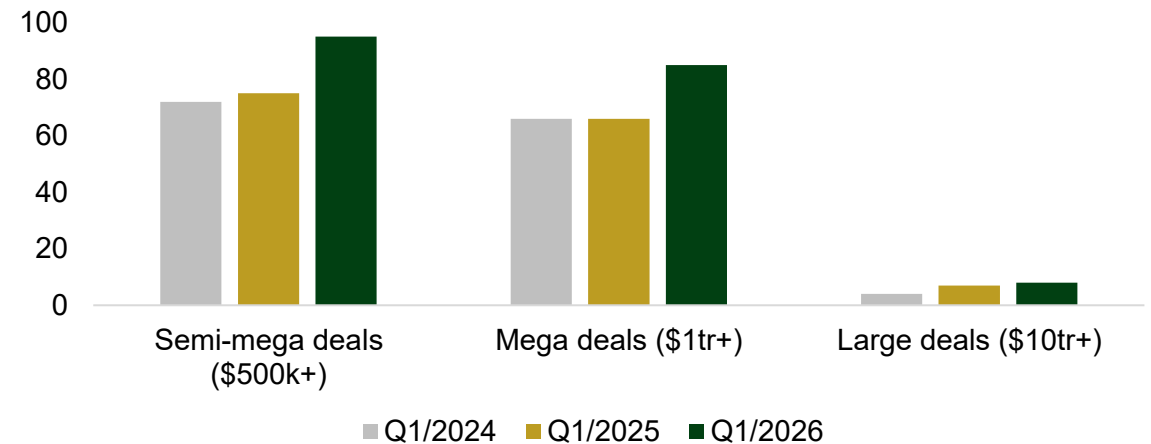
Newly signed revenue increased 22%, reflecting signs of a positive recovery



Customer base expanded in both number and value



FPT strengthened its global position by winning eight large projects worth over USD10mn each (+14.3% YoY).



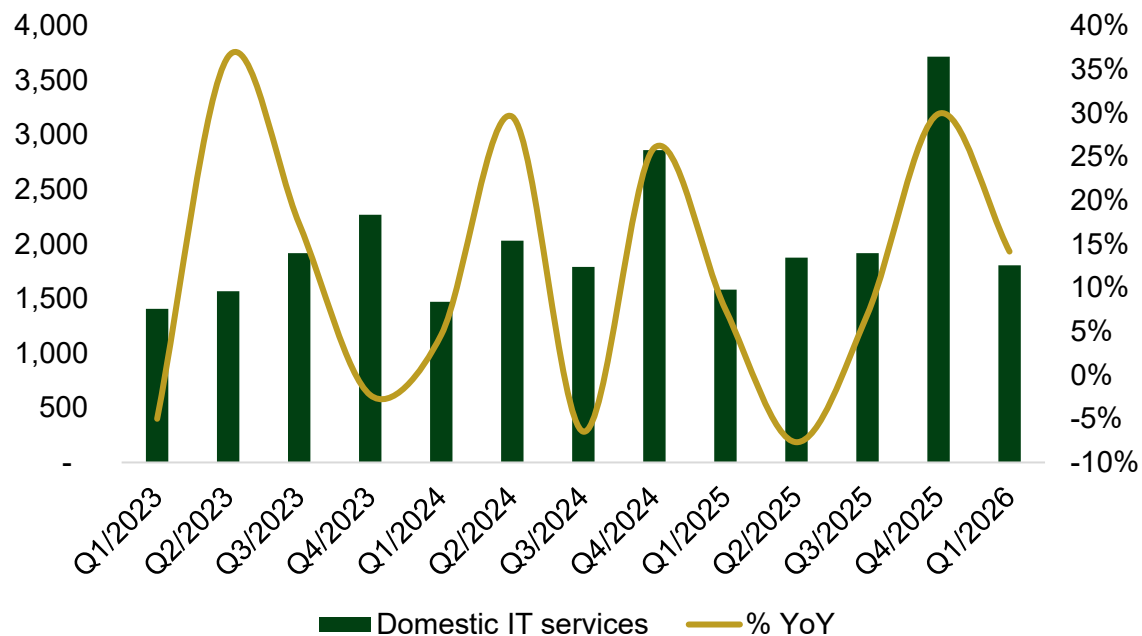


II. Business Performance

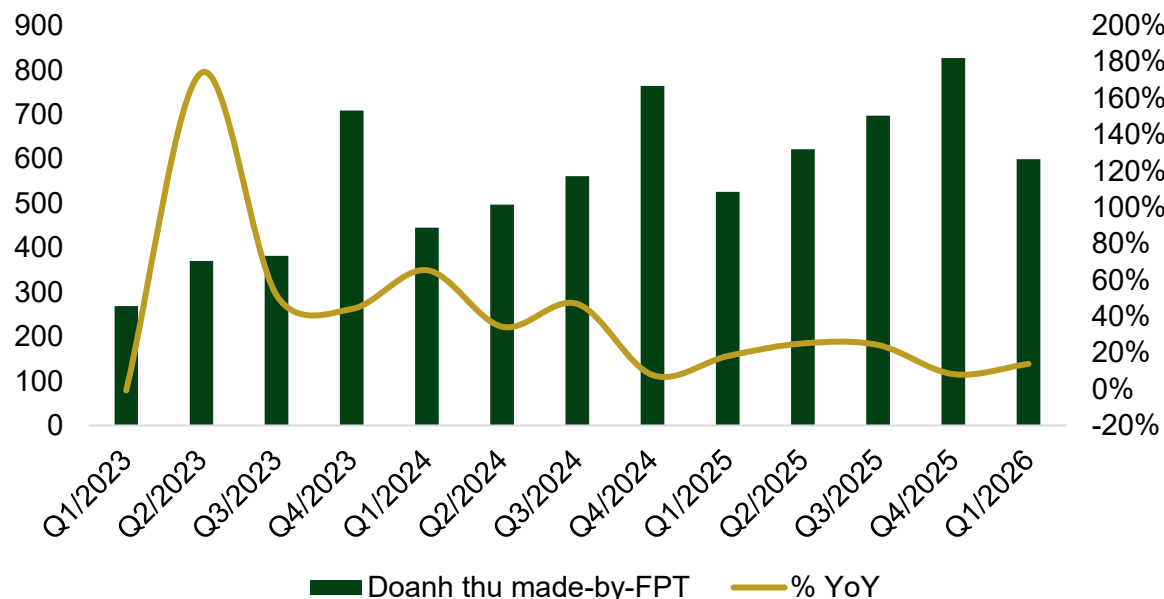
1. Revenue maintained positive growth, mainly driven by the Technology segment

- Domestic IT services revenue reached VND1,807bn (+14.2% YoY). Growth was driven by a more optimized services/software mix and successful customer expansion across both private and public-sector clients.
- The Made-by-FPT product ecosystem remained attractive, generating revenue of VND599bn (+13.9% YoY). These solutions continue to demonstrate strong applicability, effectively addressing digital transformation demand from both enterprises and Government agencies.

Domestic IT revenue grew steadily



Made-by-FPT revenue maintained growth thanks to strong applicability for both enterprise and Government clients



Source: FPT, ASEANSC Research

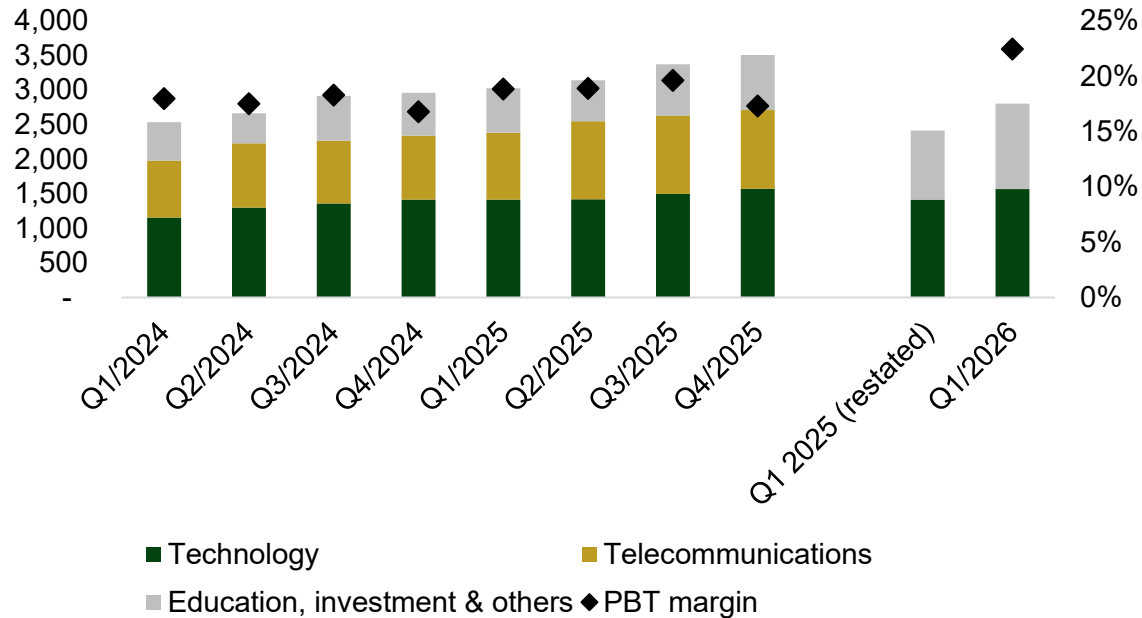


II. Business Performance

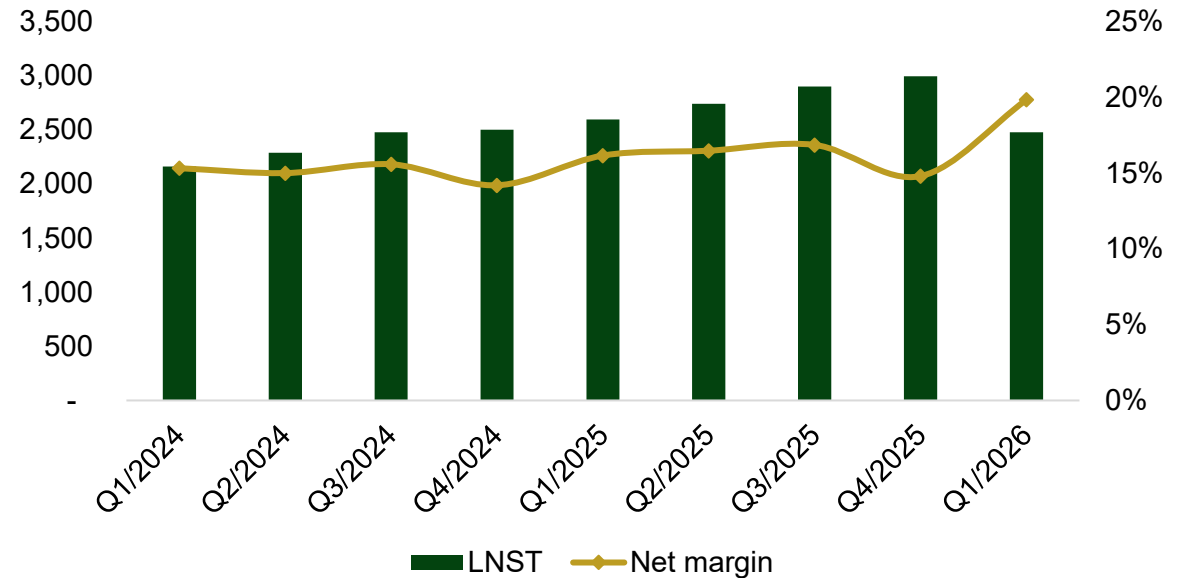
2. Profit improved on a like-for-like basis, but growth quality requires further validation

➤ **FPT delivered double-digit profit growth in Q1 2026, with PBT of VND2,804bn.** On a like-for-like basis against 2025 figures restated under the new consolidation method, PBT rose 16.2% YoY, completing 24% of the full-year profit plan. PBT margin increased to 22.5% from 18.8% in Q1 2025, indicating that the new business model, focused on IT services and Education, generates higher profitability per unit of revenue. NPAT margin also rose sharply to 19.8% from 16.2% in Q1 2025.

PBT delivered double-digit growth in Q1 2026



NPAT margin expanded sharply after the business-model change



Source: FPT, ASEANSC Research

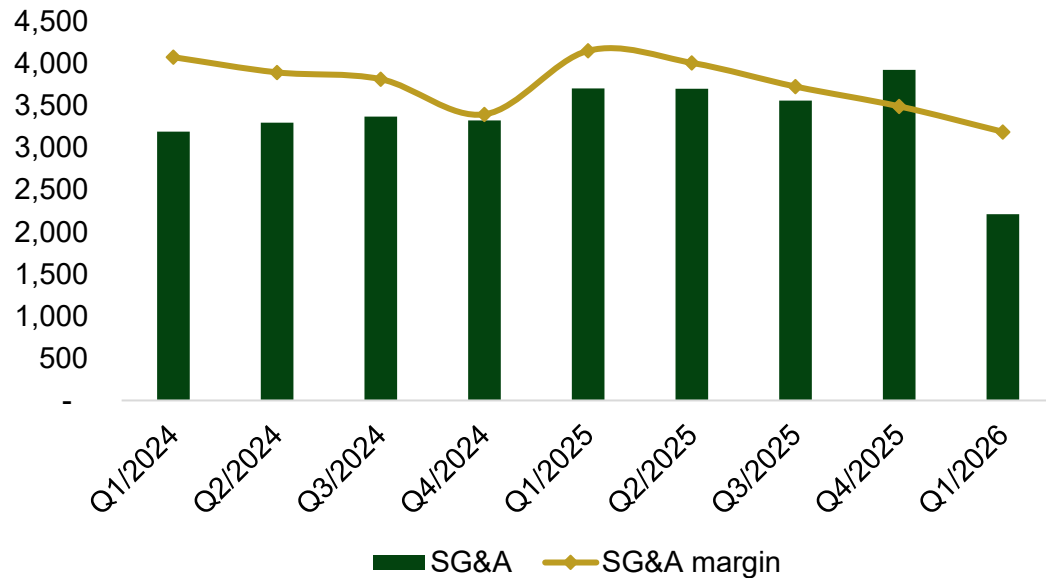


II. Business Performance

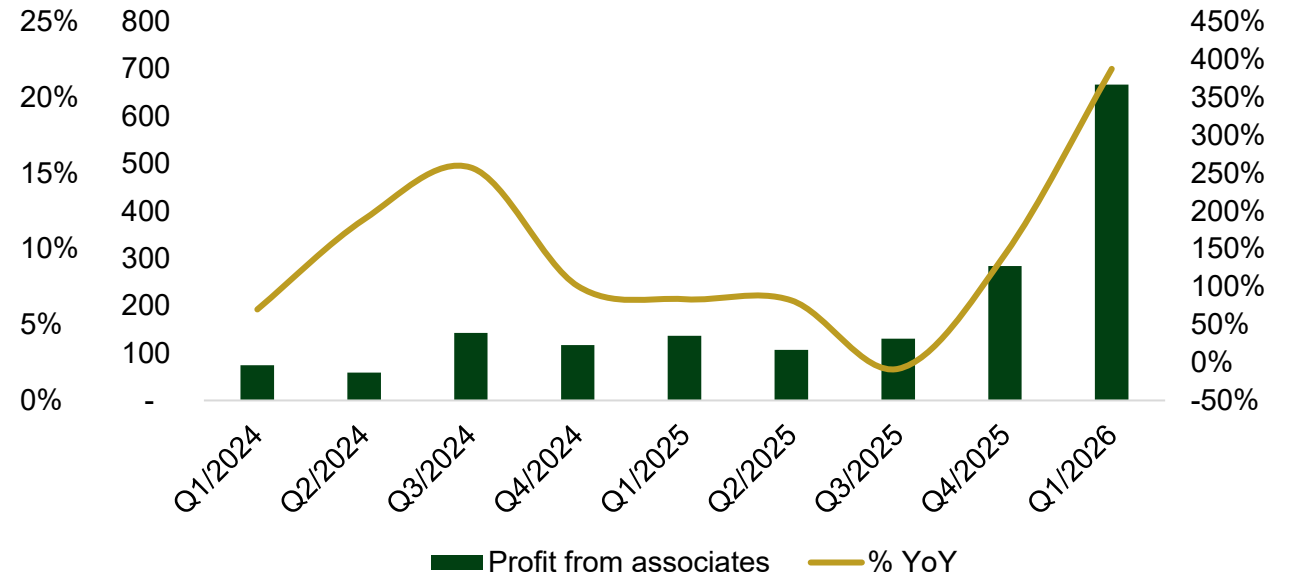
2. Profit improved on a like-for-like basis, but growth quality requires further validation

- The positive result was supported by a stable revenue base and improved operating efficiency during the quarter. SG&A expenses fell sharply from VND3,706bn to VND2,213bn, while SG&A/revenue declined from 23.1% to 17.7%, indicating a leaner and more efficient cost structure after the telecom restructuring.
- The reclassification of FPT Telecom as an associate allows FPT to recognize net profit without consolidating large operating and depreciation expenses. As a result, profit from associates surged 387.7% YoY to VND667bn.

Lower SG&A/revenue indicates a more efficient operating structure



Profit from associates surged mainly due to the accounting method change for FPT Telecom



Source: FPT, ASEANSC Research



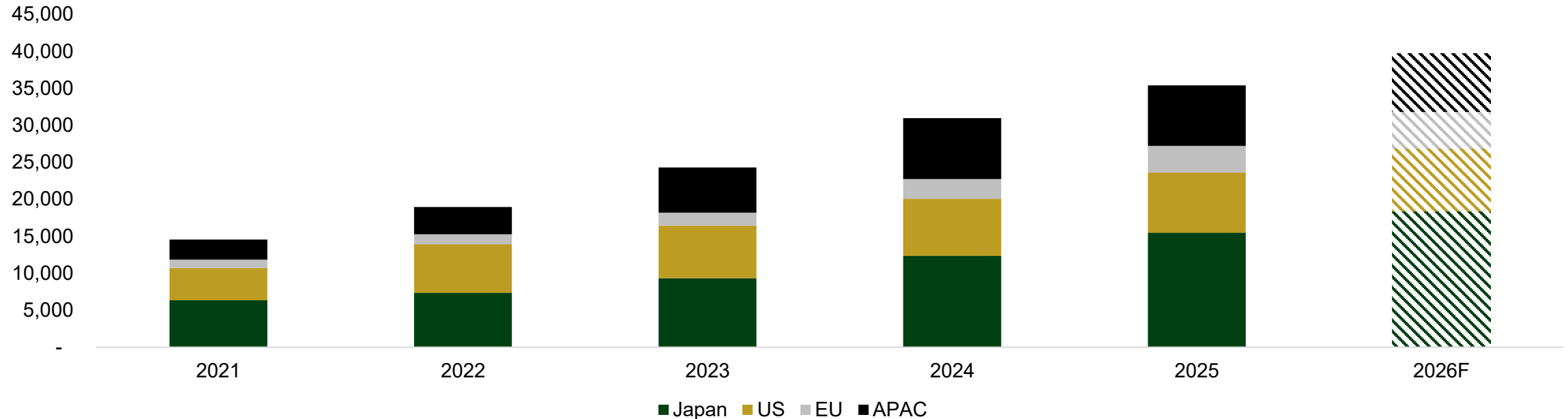
III. Business Outlook

1. Global IT services remains FPT’s key growth engine

➤ We forecast Global IT services revenue at VND39,725bn (+12.3% YoY), supported by:

- Global DX/AI demand reinforcing growth in key markets, particularly Japan.
- A strong global AI infrastructure spending cycle.
- FPT’s “AI-First” strategy and AI Factory (GPU Cloud), which should help the company shift from headcount-led growth to platform-based growth. This is a potential P/E re-rating catalyst if FPT can demonstrate a rising AI/platform revenue mix, margin improvement, and more recurring revenue from repeatable AI solutions.

Global IT services revenue is forecast to grow positively to VND39,725bn in 2026F



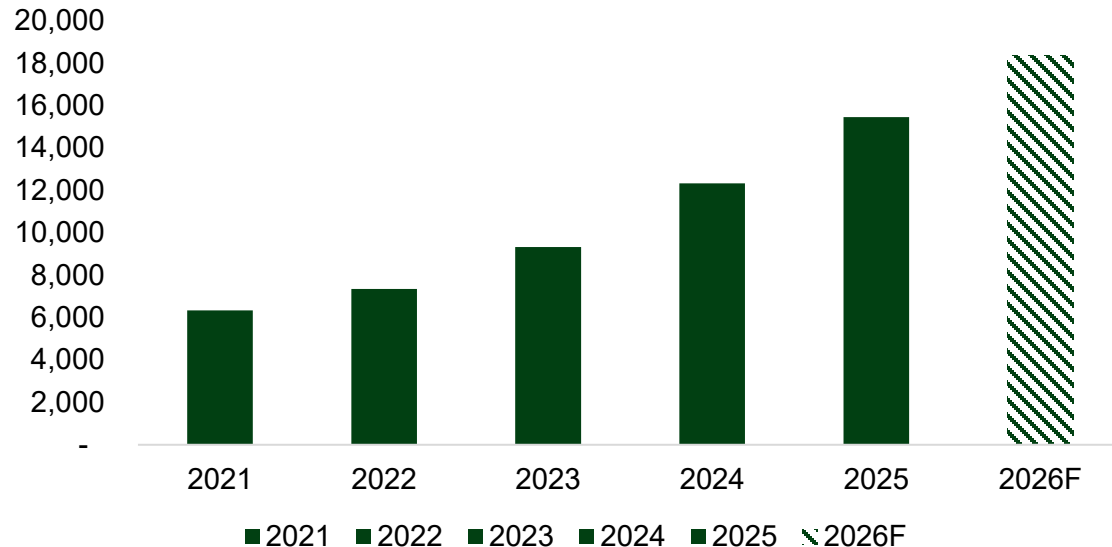


III. Business Outlook

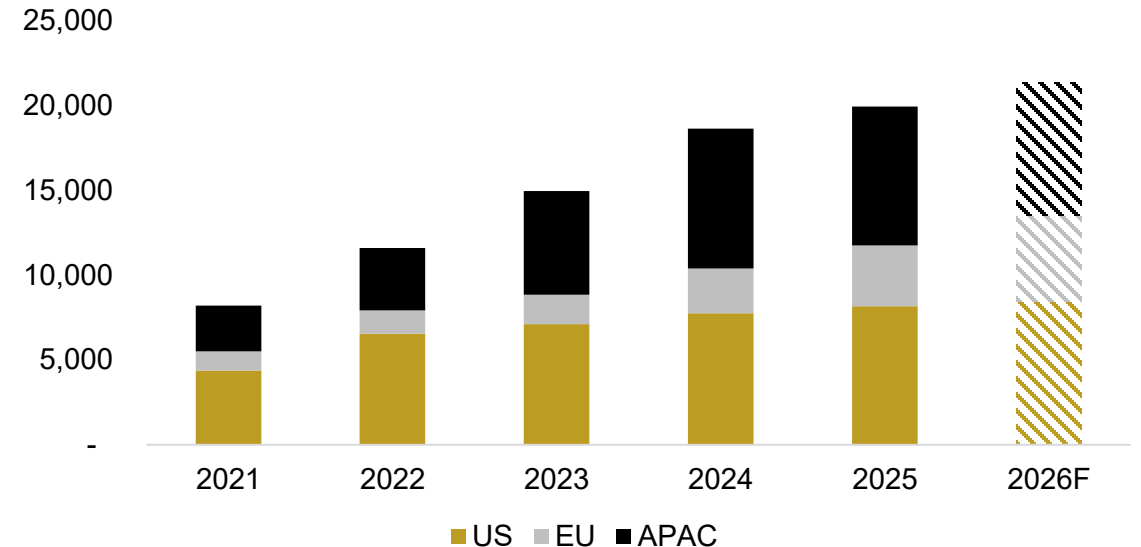
1.1. Global DX/AI demand underpins growth in key markets

- **Japan remains the most important growth driver, supported by rising digital transformation and AI adoption demand.** FPT’s first successful contract worth over USD100mn in Japan is a notable milestone, reflecting an upgrade in the customer engagement model from small, short-term projects to long-term strategic partnerships with deeper involvement in product development and core technology systems. On this basis, FPT continues to expand joint ventures and strategic partnerships in Japan, strengthening customer stickiness and competitive barriers. We forecast revenue from this market to grow 18.8% in 2026.
- Growth in the US market is forecast to slow to around 3.8% in 2026 as enterprises remain cautious on IT spending amid geopolitical uncertainty and global trade tensions.

Japan revenue is forecast to grow 18.8%, driven by DX/AI demand



US growth is forecast to slow to 3.8% amid geopolitical uncertainty and global trade tensions



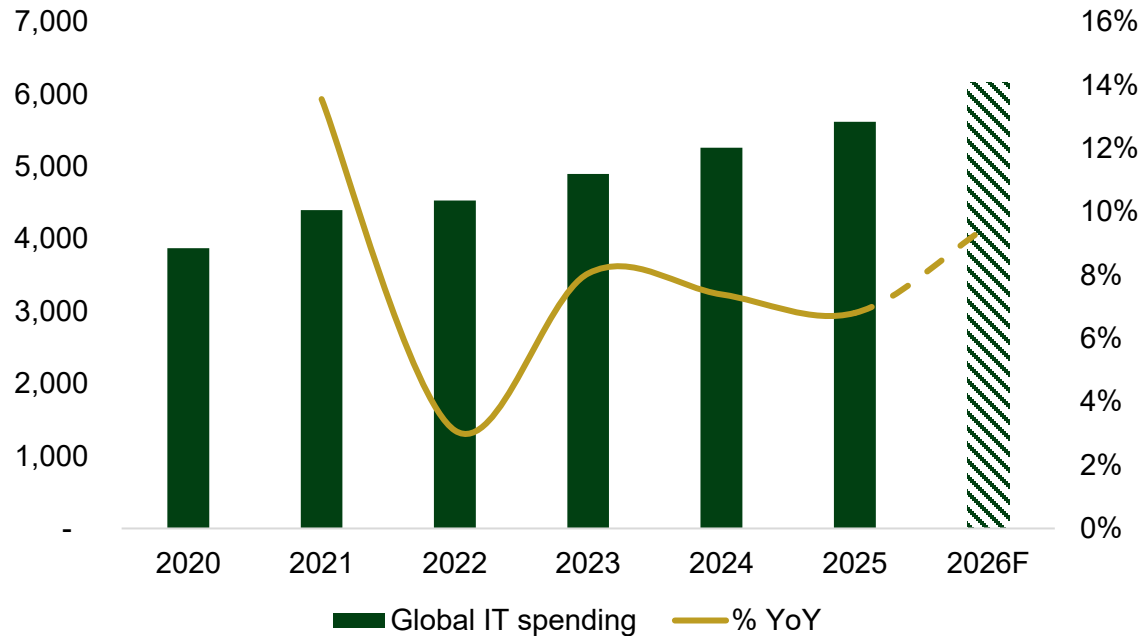


III. Business Outlook

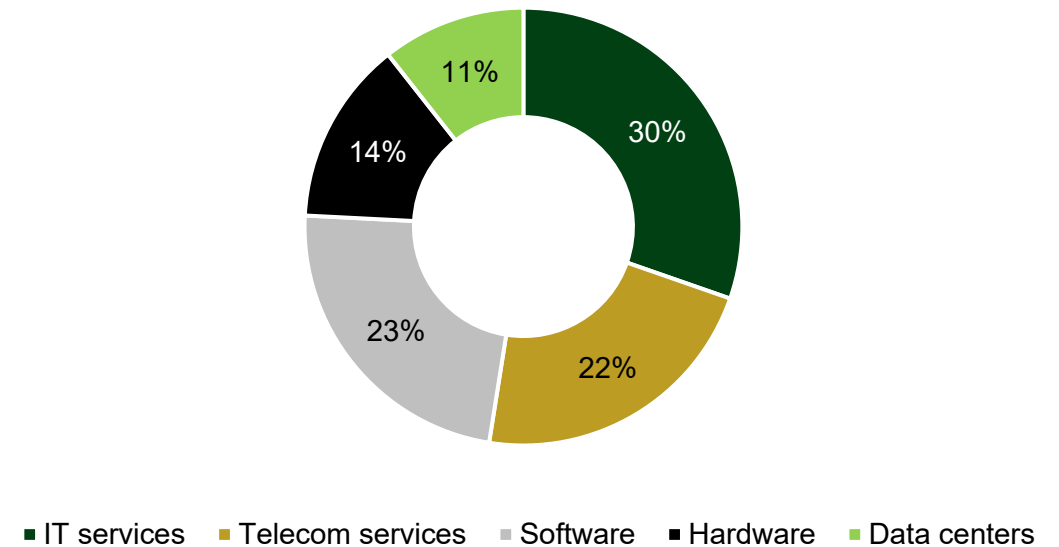
1.2. Global IT services spending growth

➤ **Global IT services spending growth.** According to Gartner, global IT spending in 2026 is expected to maintain strong growth, reaching USD6.155tn (+10.8% YoY), driven by capital allocation to AI infrastructure. Data centers are forecast to lead growth at 31.7%, while Software spending is expected to rise 14.7% to support AI ecosystem development. The core IT Services segment is forecast to reach USD1.867tn (+8.7% YoY), becoming the largest segment in global technology spending. This spending growth reflects urgent enterprise demand for strategy consulting, system modernization, and practical AI deployment into operating workflows.

Global IT spending should maintain growth in 2026



2026 global IT spending mix reflects a shift of capital toward AI infrastructure



Source: Gartner, ASEANSC Research

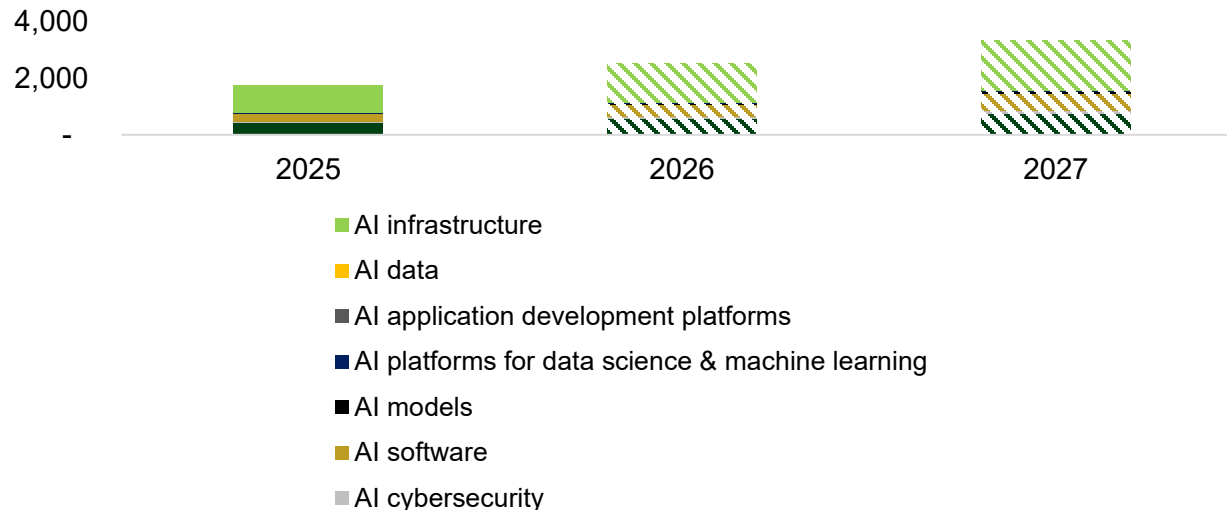


III. Business Outlook

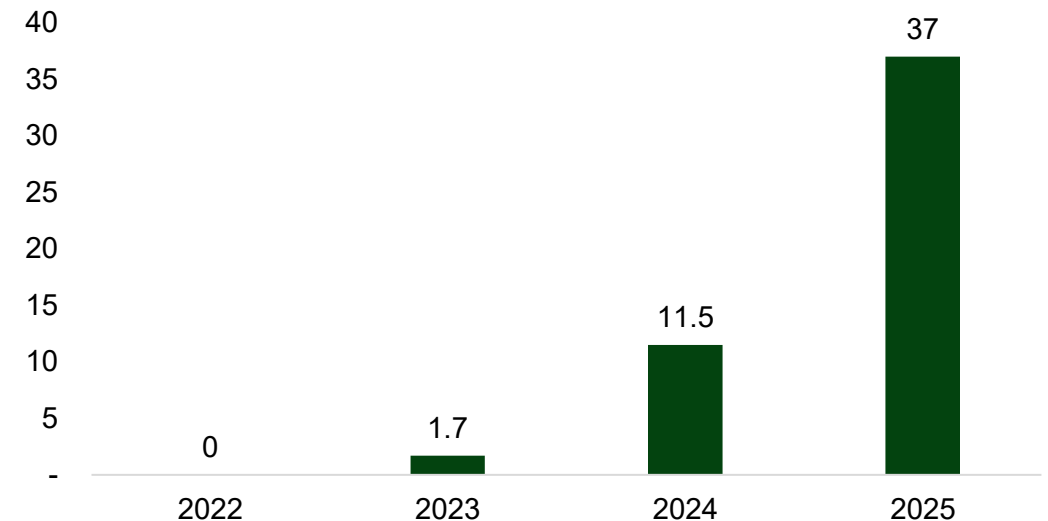
1.3. “AI-First” strategy — repositioning from outsourcing to technology ownership

- **Opportunities are emerging as the IT services industry shifts toward AI.** Preference for open-source AI models is becoming more visible: instead of developing models entirely in-house, 76% of enterprises using LLMs combine open-source models with proprietary solutions to optimize cost, performance, and data control. This creates significant room for FPT to develop AI platforms and specialized solutions, supporting sustainable medium- to long-term growth.
- At the same time, agentic AI is emerging as a new growth driver, with the market reaching USD7.3bn in 2025 and forecast to surge to USD139.2bn by 2034. This reflects the shift toward systems that autonomously execute tasks with minimal human intervention, reshaping enterprise operations from process automation to decision support. In this context, global AI spending is growing strongly, reaching around USD1.757tn in 2025 (+50% YoY) and expected to rise to USD3.335tn by 2027, according to Gartner.
- As a result, competition in technology is shifting from pure coding capability to the ability to understand business context, industry specifics, and deliver end-to-end solution consulting. Gartner estimates the global enterprise AI market increased 3.2x from USD11.5bn in 2024 to USD37bn in 2025, while the number of AI models deployed directly into operations rose 11x, indicating increasing maturity in large-scale AI deployment.

Global AI spending continues to grow



Global enterprise AI is the segment with the fastest growth



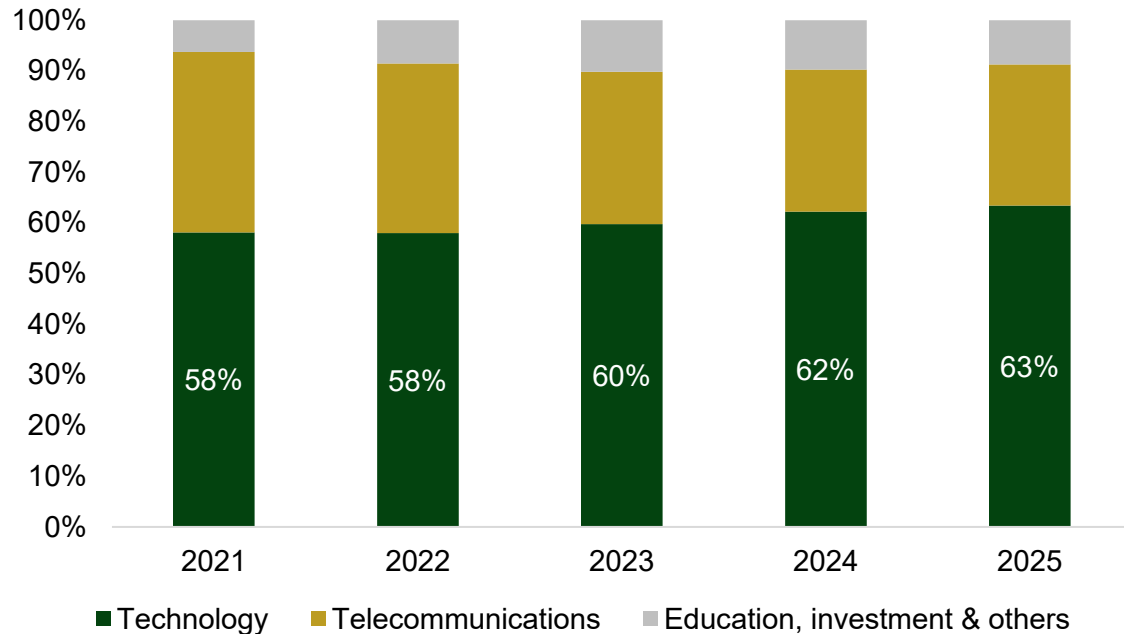


III. Business Outlook

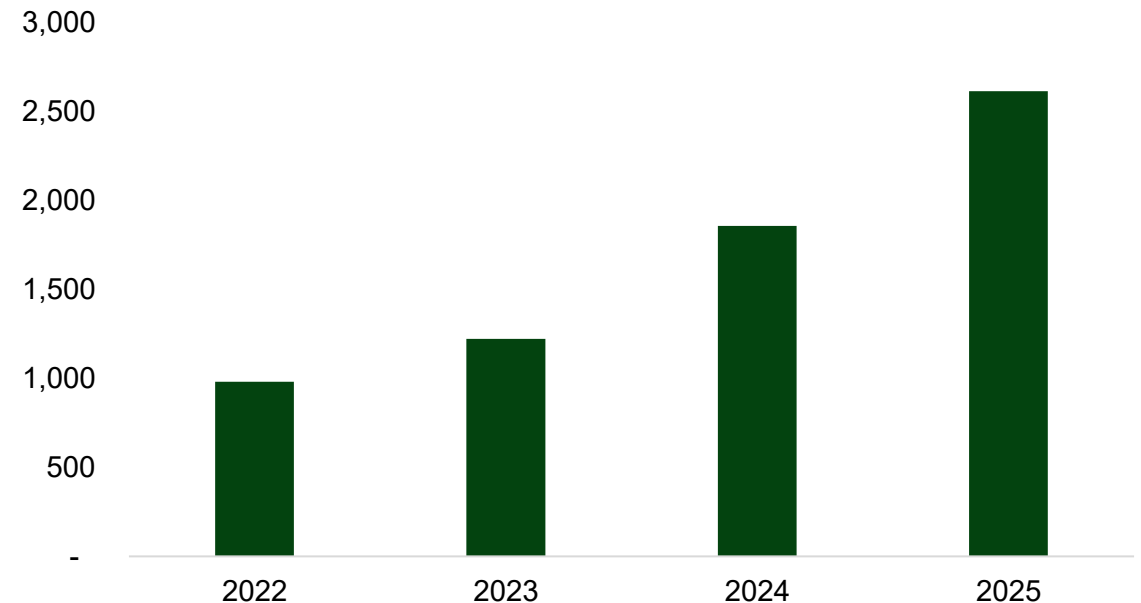
1.3. “AI-First” strategy — repositioning from outsourcing to technology ownership

- **Building large-scale AI infrastructure (AI Factory).** The strategic partnership with NVIDIA to build AI factories in Vietnam and Japan is a critical step. This creates margin expansion potential as FPT gradually moves away from a headcount-led growth model. AI Factory acts as a core infrastructure layer, allowing revenue to scale on a platform basis.
- **A comprehensive AI ecosystem creates synergies:** economic value is not limited to GPU leasing, but also comes from integrating AI platforms, inference services, and vertical AI solutions. FPT can leverage its 1,100+ global customers to drive AI attach rates. Deep AI integration into clients’ DX processes creates very high switching costs and supports sustainable ARR.

Revenue mix is shifting toward technology and AI



AI & Data revenue reached VND2,612bn in 2025 (+40% YoY), setting the stage for stronger growth in 2026




Source: FPT, ASEANSC Research




III. Business Outlook

1.3. "AI-First" strategy — repositioning from outsourcing to technology ownership




FPT AI FACTORY

Comprehensive AI Platform – In Partnership with NVIDIA




FPT AI Infrastructure

High-performance GPU cloud computing services to accelerate AI model development and deployment.




FPT AI Studio

Tools for data processing, AI model building, training, and fine-tuning powered by NVIDIA NeMo.







FPT AI Inference

A platform featuring a variety of ready-to-use models that enables customers to fine-tune and scale their models in both size and usage volume, powered by NVIDIA NIM and NVIDIA AI Blueprints.




FPT AI Agents


A comprehensive platform for developing multilingual AI agents.

-  **NVIDIA NeMo:** a platform for developing custom generative AI, including large language models (LLMs), vision-language models (VLMs), video models, and speech AI.
-  **NVIDIA AI Enterprise:** an enterprise software platform for generative AI, including a wide range of components and development tools.
-  **NVIDIA NIM:** part of NVIDIA AI Enterprise, providing inference microservices for deploying AI models.
-  **NVIDIA AI Blueprints / NVIDIA Blueprints:** customizable reference AI workflows for specific use cases, including pretrained AI models and microservices.


STRATEGIC PARTNERSHIP WITH NVIDIA



Superior Performance





Security & Reliability



Flexible Scalability

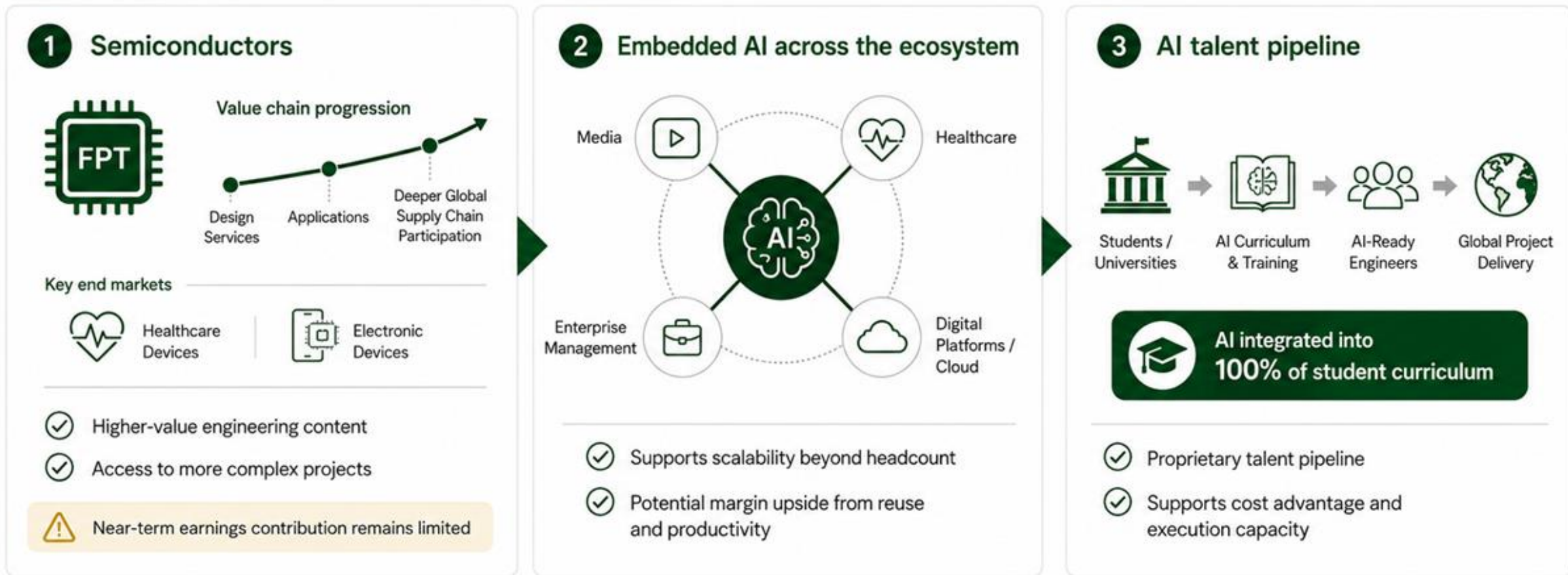
Together, FPT AI Factory and NVIDIA are building a powerful AI ecosystem that helps enterprises break through in the age of artificial intelligence.



III. Business Outlook

1.3. "AI-First" strategy — repositioning from outsourcing to technology ownership



INVESTMENT IMPLICATION



Moves FPT up the value chain



Improves service scalability



Strengthens long-term execution moat



III. Business Outlook

1.3. "AI-First" strategy — repositioning from outsourcing to technology ownership

FPT

AI is no longer a standalone business line; it is deeply integrated across all FPT products and services

Integrating AI into the Service Ecosystem

HEALTHCARE: Supporting Medical Imaging Diagnostics and Patient Record Management

Enhancing Healthcare Efficiency with AI

- AI image diagnostics
- AI analysis
- Digital records
- Remote care

FPT PLAY: Personalizing Entertainment Content for Users

Exclusive, Personalized Entertainment Experience

- AI content recommendation
- PERSONALIZED AI (Recommended for you based on your viewing habits)
- Action, Movies, Drama, Animation
- AI personalization
- User profile

ENTERPRISE MANAGEMENT: Process Optimization and Task Automation

Smart, High-Efficiency Operating System

- AI PROCESS OPTIMIZATION
- HIGHER PRODUCTIVITY
- Automation
- Intelligent Operations
- Forecasting & Optimization

FPT AI FACTORY – HIGHLIGHT METRICS

- Thousands of NVIDIA H100 GPUs
- Computing efficiency with up to 90% effective utilization
- Projects protected by international-standard security
- Ready to meet the AI needs of enterprises and organizations

FPT AI FACTORY DELIVERS VALUE

- Accelerating AI Development:** Powerful infrastructure, modern tools, and rapid deployment
- Cost Optimization:** Efficient utilization and flexible cost control
- Data Security:** Maximum safety and compliance with international standards
- Driving Innovation:** Comprehensive AI solutions that help enterprises break through and grow sustainably

NVIDIA NeMo: a platform for developing custom generative AI, including large language models (LLMs), vision-language models (VLMs), video models, and speech AI.

NVIDIA AI Enterprise: an enterprise generative AI software platform, including many components and development tools.

NVIDIA NIM: part of NVIDIA AI Enterprise, providing inference microservices for deploying AI models.

NVIDIA AI Blueprints / NVIDIA Blueprints: customizable reference AI workflows for specific use cases, including pretrained AI models and microservices.



III. Business Outlook

1.3. "AI-First" strategy — repositioning from outsourcing to technology ownership

MASTERING STRATEGIC TECHNOLOGIES TO HELP BUILD

DIGITAL SOVEREIGNTY

STRATEGIC TECHNOLOGY AREAS 2026–2030 PERIOD



AI

Focus on the entire AI value chain (models, data, computing capacity, applications, and talent).





QUANTUM TECHNOLOGY

- Train 100 PhDs
- Develop around 2,000 technology specialists
- Generate around 500 scientific publications, patents, and intellectual property assets





CLOUD COMPUTING AND EDGE COMPUTING

- Become a market leader in cloud computing in Vietnam
- Train more talent and become a pillar of the national digital infrastructure
- Simultaneously expand the FPT Cloud ecosystem across Southeast Asia





CHIPS AND PRODUCT DESIGN (HARDWARE/SOFTWARE)

- Expand manufacturing capabilities in high-value-added segments (healthcare, drones, cameras, humanoid robots, and other intelligent systems)
- In parallel, FPT Education targets training around 10,000 semiconductor engineers by 2030





CYBERSECURITY

Strengthen a solid position in serving digital infrastructure, national data, and systems with high security requirements.





UNMANNED AERIAL VEHICLES (UAV)

Move toward establishing safe UAV operational capabilities by 2028.





BLOCKCHAIN

One of the pillars for developing Web3 (Web 3.0) in Vietnam by 2030, with corresponding Web3 standards. We believe Web3 is the next generation of the Internet (after Web 1.0 and Web 2.0), built on blockchain technology and decentralization.





MASTERING TECHNOLOGY
Self-reliance – Elevation – Sustainability



BUILDING DIGITAL SOVEREIGNTY
Security – Self-reliance – Prosperity



SHAPING THE FUTURE
For a strong Vietnam in the digital era



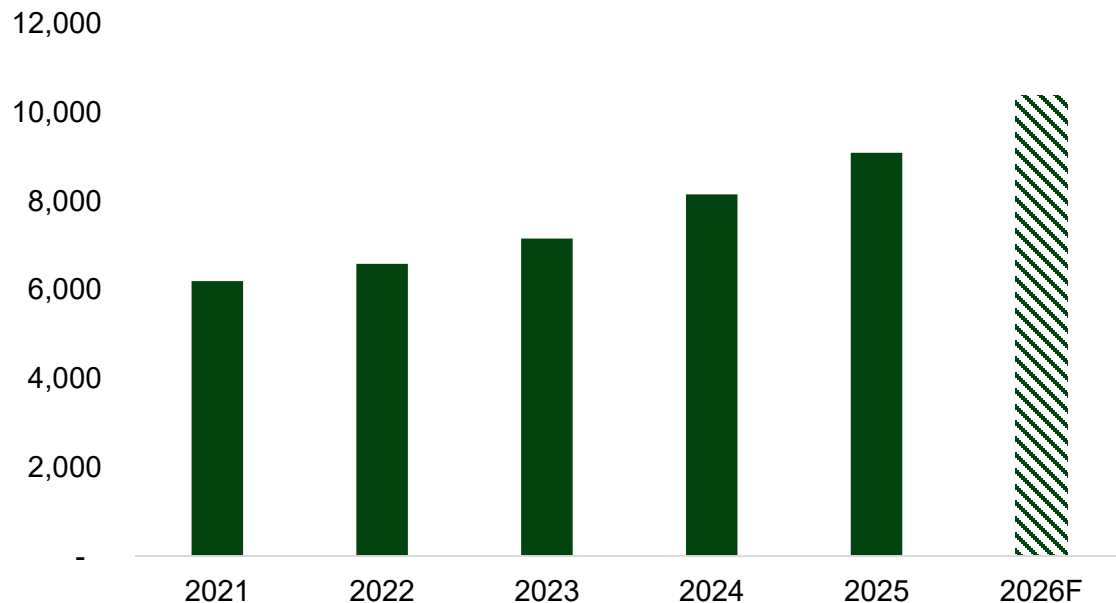


III. Business Outlook

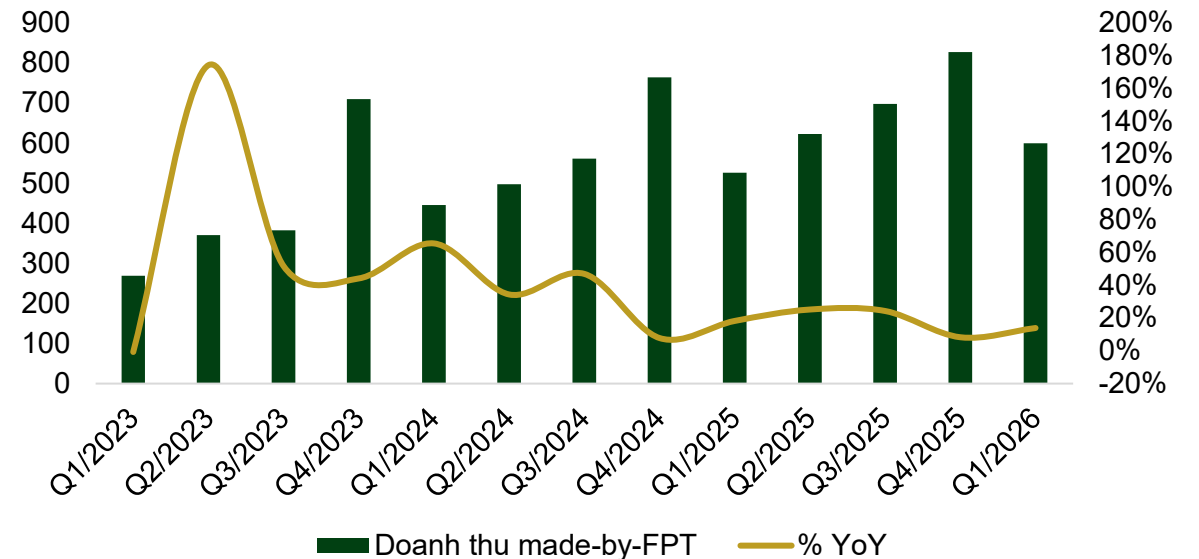
2. Domestic IT services benefits from Vietnam’s national digital transformation wave

- We forecast Domestic IT services revenue at VND10,382bn (+14.2%), supported by customer expansion across both private and public sectors. The Made-by-FPT ecosystem, with over 200 products (+13.9% growth in Q1 2026), is deeply involved in Government and local digitalization projects, expanding domestic revenue and reinforcing FPT’s strategic position. License-based Made-by-FPT products should support margin expansion and create meaningful switching costs for customers.
- Through disciplined R&D investment, FPT continues to expand its Made-by-FPT product portfolio, gradually shifting from service provision to ownership and commercialization of higher value-added technology platforms and solutions.

Domestic IT revenue grew steadily



Made-by-FPT revenue maintained growth thanks to strong applicability for both enterprise and Government clients





III. Business Outlook

2. Domestic IT services benefits from Vietnam’s national digital transformation wave

- Vietnam’s digital transformation wave is being strongly supported by an increasingly complete policy framework. Resolution 57-NQ/TW (Dec 2024) highlights the critical role of science & technology, innovation, and digital transformation in the national development strategy.
- At the macro level, digital transformation is a development pillar, with a target of ranking in the Top 3 in ASEAN for digital capability and a commitment to allocate at least 3% of the State budget to science and technology. The priority on “technology ownership” in the High Technology Law (2025) creates a major advantage for FPT, supporting sustainable medium- to long-term growth.

Selected legal documents on IT

Year	Document	Issuing authority	Content
9/2024	1017/QD-TTg	Government	Program for semiconductor industry human-resource development to 2030, with orientation to 2050
9/2024	1018/QD-TTg	Government	Strategy for Vietnam’s semiconductor industry development to 2030, with vision to 2050
10/2024	1132/QD-TTg	Government	Digital infrastructure strategy to 2025, with orientation to 2030
10/2024	1236/QD-TTg	Government	National strategy for blockchain application and development to 2025, with orientation to 2030
11/2024	1437/QD-TTg	Government	National action plan for digital economy development in 2024–2025
11/2024	Data Law	National Assembly	
11/2024	147/2024/ND-CP	Government	
12/2024	57-NQ/TW	Politburo	Breakthrough development in science, technology, innovation, and national digital transformation
2/2025	193/2025/QH15	National Assembly	Pilot special mechanisms and policies to create breakthroughs in science & technology, innovation, and national digital transformation
3/2025			Draft Government decree detailing and guiding certain articles of Resolution 193
3/2025			Draft Law on the Digital Technology Industry
3/2025	81/TB-VPCP (2025)	Government Office	Conclusion on the pilot establishment of exchanges for virtual assets, virtual currencies, crypto assets, and cryptocurrencies

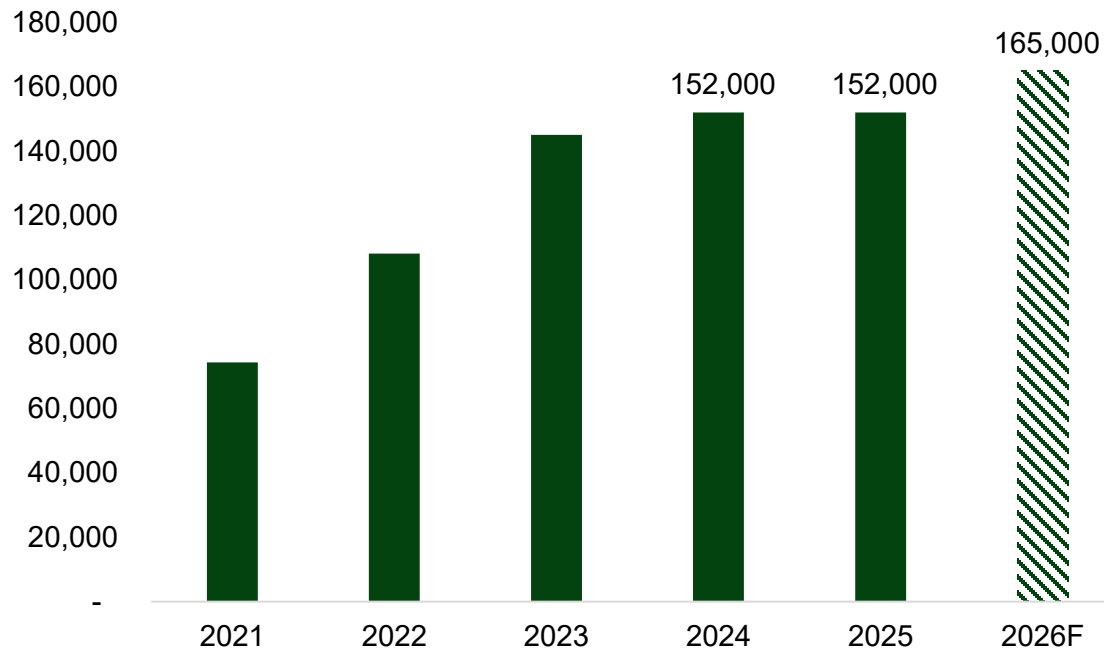


III. Business Outlook

3. Education is not the main growth driver but strengthens FPT’s long-term AI talent advantage

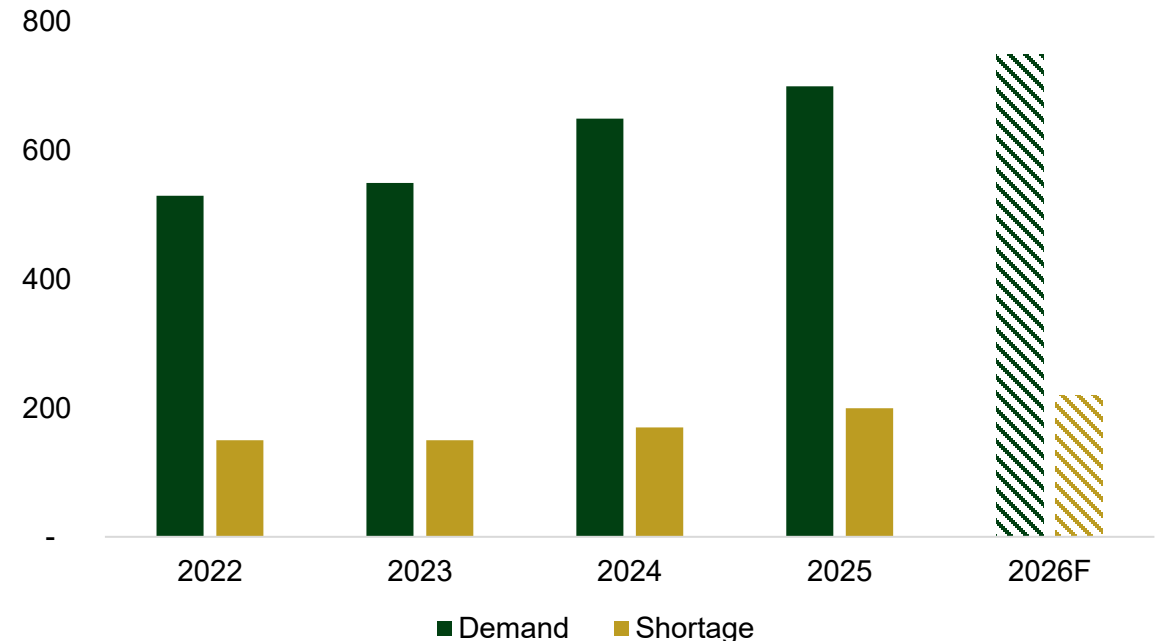
- **We forecast Education & Investment revenue at VND5,884bn (-4.0% YoY).** Although student enrollment is expected to reach around 165,000 in 2026, revenue growth may face pressure from rising competition from public universities in IT-related disciplines, which could weigh on average revenue per student and enrollment mix.
- However, Education remains strategically important for FPT as it supplies large-scale technology/AI talent, supports a long-term cost advantage, and provides relatively stable upfront cash flows.

FPT Education student enrollment is expected to grow 9% in 2026F



Source: FPT, ASEANSC Research

FPT Education addresses both the quantity and quality of IT talent demand



Source: FPT, MIC, ASEANSC Research

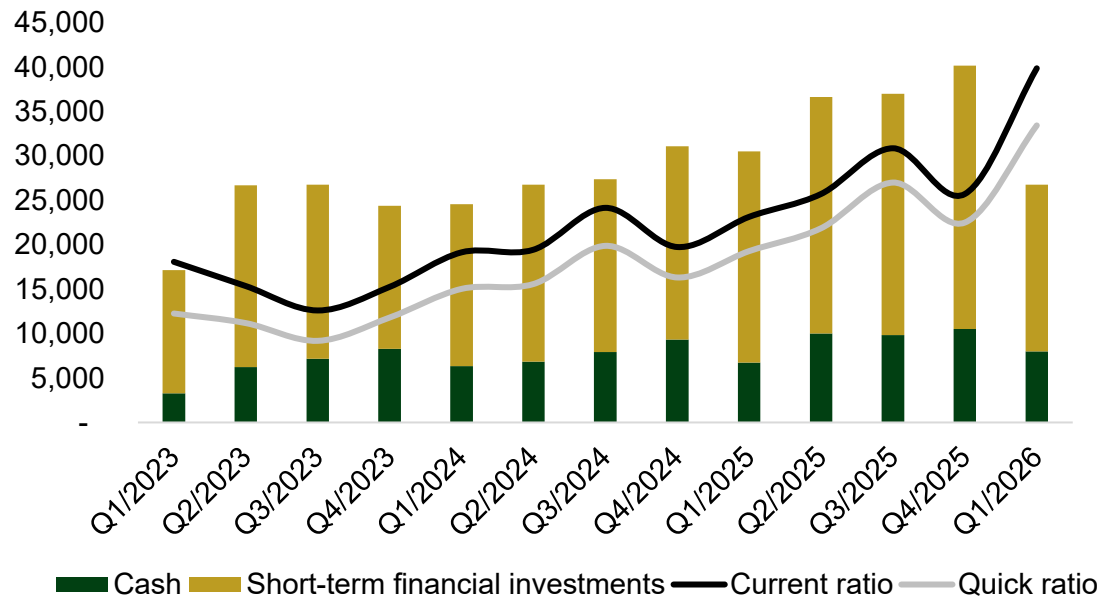


III. Business Outlook

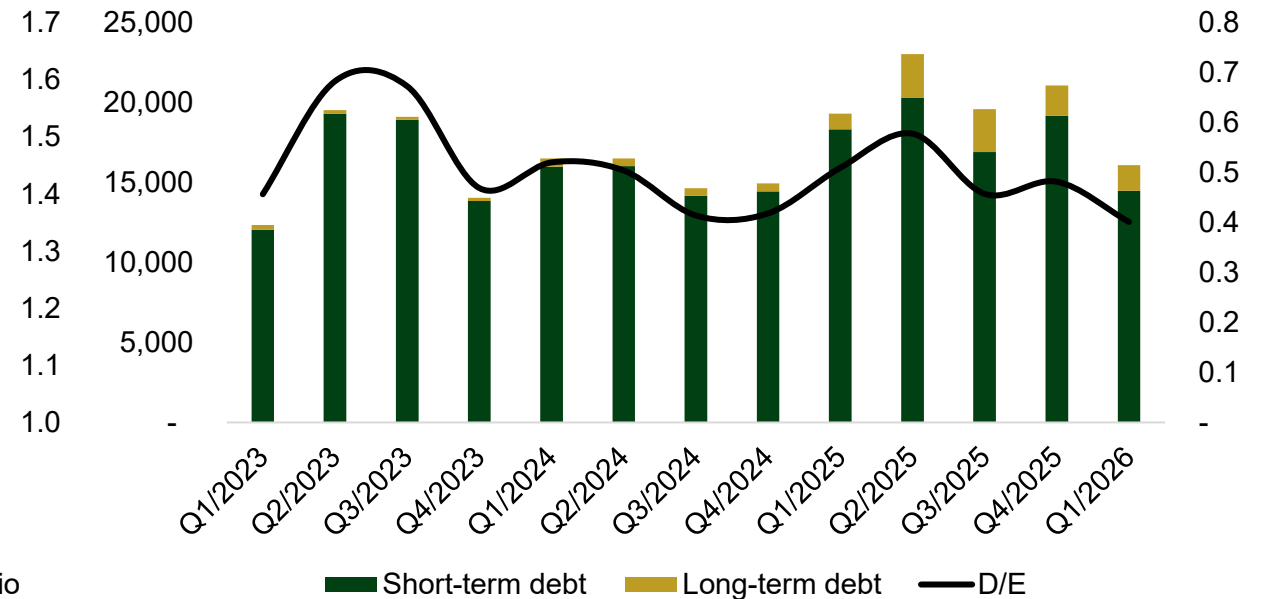
4. Solid financial position

- **FPT’s financial foundation is a strategic pillar that supports sustainable growth.** The company holds VND26,745bn in cash and bank deposits, equivalent to nearly 39% of total assets. This strong cash position not only ensures immediate liquidity but also gives FPT flexibility for strategic technology investment and M&A. Liquidity has remained stable above 1.0x and is improving, demonstrating effective cash-flow management.
- FPT’s capital structure is healthy, with D/E declining to an optimal level of 0.4x. This suggests financial risk is well controlled and provides ample room for the Group to use leverage for expansion plans during 2026–2030.

Improving liquidity ratios demonstrate effective cash-flow management



Optimal capital structure indicates tightly controlled financial risk



Source: FPT, ASEANSC Research



IV. Earnings Forecasts, Valuation & Recommendation

1. Key assumptions for 2026 earnings forecasts

P&L item	2026F	% YoY (like-for-like consolidation)	Forecast rationale
Net revenue	55.991	10,6%	
Technology	50.107	12,7%	
Global IT services	39.725	12,3%	<i>Growth is mainly driven by Japan on DX/AI demand; however, growth in the US is expected to slow amid geopolitical tensions and trade conflicts.</i>
Domestic IT services	10.382	14,2%	<i>Growth is driven by customer expansion across private and public sectors. The license-based Made-by-FPT ecosystem supports FPT's shift from pure service provision to scalable software revenue, higher margins, and stronger customer stickiness.</i>
Education, investment & others	5.884	-4,0%	<i>Slight adjustment reflecting conservative assumptions</i>
Gross profit	19.044	17,7%	
GPM	34,0%		
Financial income	1.699	-21,8%	
Financial expenses	1.790	37,9%	
Profit from associates	2.766	24,7%	<i>Expected to continue growing strongly, supported by NPAT contributions from FRT and FPT Telecom</i>
Selling expenses	4.799	18,2%	
G&A expenses	5.430	7,6%	
PBT	11.257	11,3%	
Technology	6.810	15,3%	
Education, investment & others	4.447	5,7%	
NPAT	9.767	12,1%	
EPS	5.212		



IV. Earnings Forecasts, Valuation & Recommendation

2. Valuation and recommendation

	Valuation method	Equity value (VND bn)	FPT ownership	Contribution to FPT	Explanation
Technology	P/E	84.516	100,0%	84.516	<i>Forecast P/E of 14.3x, applying a 30% discount to the peer average of selected technology companies, mainly in India, as FPT is unlikely to sustain the 20% growth rate seen previously.</i>
Education, investment & others	P/E	43.605	100,0%	43.605	<i>Forecast P/E of 11.3x, broadly in line with the peer average of selected global IT education companies, mainly in China.</i>
Synnex FPT	Book value		48,0%	1.106	<i>Synnex FPT's book value at FPT is VND1,106bn.</i>
FOX	Market cap	57.771	45,7%	25.059	<i>5% holding-company discount</i>
FRT	Market cap	24.949	46,5%	11.030	<i>5% holding-company discount</i>
TPB	Market cap	44.385	6,8%	2.855	<i>5% holding-company discount</i>
FTS	Market cap	8.992	17,6%	1.502	<i>5% holding-company discount</i>
Total				171.802	
Parent cash and cash equivalents				8.591	
Parent net debt				(6.328)	
Equity value				174.065	
Shares outstanding				1.873.857.833	<i>Shares outstanding after a 10% stock dividend for 2025</i>
Fair value (VND/share)				91.800	

➤ **Valuation.** Based on the SOTP methodology, ASEANSC estimates FPT's fair value at VND91,800/share, 23% above the market price as of Jun 02, 2026.

➤ **Recommendation.** We recommend **OUTPERFORM** for FPT on a one-year investment horizon.



IV. Earnings Forecasts, Valuation & Recommendation

2. Valuation and recommendation

P/E of selected technology peers

	Country	Market cap (USD mn)	ROE	ROA	P/E
Infosys Ltd	India	50.023	38,66%	22,69%	15,3
HCL Technologies Ltd	India	35.101	23,88%	15,44%	19,53
Wipro Ltd	India	22.692	15,72%	9,90%	15,98
Tech Mahindra Ltd	India	13.058	18,29%	10,97%	27,2
Mphasis Ltd	India	4.567	18,38%	10,87%	24,16
Peer average					20,43

P/E of selected global IT education companies

	Country	Market cap (USD mn)	ROE	ROA	P/E
New Oriental Education & Technology Group	China	8.427	12,73%	6,14%	17,71
TAL Education Group	China	6.627	26,92%	16,52%	11,67
COL Group Co Ltd	China	3.071	-66,89%	-12,29%	Loss-making
Strategic Education Inc	US	1.741	8,00%	6,38%	13,60
China East Education Holdings Ltd	China	1.424	11,91%	7,08%	13,53
Peer average					11,30

Source: GuruFocus, ASEANSC Research



Notice

- Please open an account at ASEAN Securities to view the full report.
- Investors can join the Zalo advisory group at:



Mở Zalo, bấm quét QR để quét và xem trên điện thoại

- Investors can access the Data & Market Analytics Center at: <https://research.aseansc.com.vn/>

Trung tâm Dữ liệu & Phân tích thị trường

NỀN TẢNG PHÂN TÍCH mạnh mẽ cho phép đưa ra quyết định chính xác, kịp thời và hiệu quả

VNINDEX
3.54 | 0.21%

Mã CP đang được mua chủ động
ràng nhiều nhất?
BSR, PVS, VIC, GEL, CTG

Dòng tiền đang đổ vào ngành nào?
SẢN XUẤT DẦU KHÍ
THIẾT BỊ, DỊCH VỤ VÀ PHÂN PHỐI DẦU
KHÍ
VẬN TẢI

Công cụ tìm kiếm cơ hội

1713.83
3.54 (0.21%)

Tất cả những thông tin, phân tích, nhận định và định giá trên nền tảng/ứng dụng Asean Research được Asean Securities tổng hợp và phát triển từ nguồn dữ liệu do Bên thứ 3 cung cấp (có thể không nhất thiết trùng khớp với các nguồn thông tin khác) và chỉ là quan điểm mang tính chất tham khảo tại từng thời điểm và không phải hướng dẫn, khuyến nghị đầu tư. Asean Securities tuyên bố miễn trừ trách nhiệm trong bất kỳ tình huống/kết quả nào xảy ra đối với Người dùng trong việc sử dụng những thông tin trên để quyết định đầu tư.

Công ty Cổ phần Chứng khoán Asean --- Hotline: 1900 638 088 --- Website: aseansc.com.vn --- Email: cskh@aseansc.com.vn

Contact information

ASEAN Securities Joint Stock Company

Address: Floors 4, 5, 6, 7, No. 3 Dang Thai Than, Phan Chu Trinh Ward, Hoan Kiem District, Hanoi

Website: www.aseansc.com.vn | Hotline: 1900 638 088

HEAD OF RESEARCH

Hai.LP

Email: hai.lp@aseansc.com.vn

Disclaimer

This report contains subjective views and is based on information sources that ASEANSC considers reliable and on detailed, careful analysis. ASEANSC does not guarantee the accuracy or completeness of these information sources. This report is prepared solely for informational purposes and does not constitute an offer or any specific investment decision guidance. Users should treat this report as a reference source when making decisions and bear full responsibility for their own decisions. Our views and estimates are valid as of the report date and may change without prior notice. This report is copyrighted by ASEANSC. Any copying, transfer, or modification without ASEANSC's consent is prohibited by law.