



# COMPANY INTRODUCTION

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Presenter Name     June 2021



# Vietnam

## The Emerging Destination For Innovations





VIETNAM - THE EMERGING DESTINATION FOR INNOVATIONS



“Among countries with highest economic growth rate amidst COVID-19 and is expected to expand 6.5% in 2021.”

- 2021



“Vietnam stands out on innovation efficiency – having higher outputs than some developed countries with significantly less effort.”

- 2020



“Tier 1 Emerging Offshore Outsourcing Location in APAC.”

- 2016



“#9 in the top 50 digital nations.”

- 2020

# Why Vietnam?

## Highly skilled workforce



- Young demographics with a median age of 32,5
- 1,000,000 ICT employees
- Top performer at International Olympiad (#2 in chemistry and #11 in informatics)

## Booming Telecoms and IT sectors



- Internet penetration: 68.7%
- Digital economy reached US\$12 billion
- US\$3 billion worth of software exported annually

## Stable Politics and Economy



- No.8 Best Countries to Invest in
- Changes in Consumer Price Index <4%/year
- No.64 Global Peace Index - China (No.104), India (No.139)





The ICT Market Leader in SEA

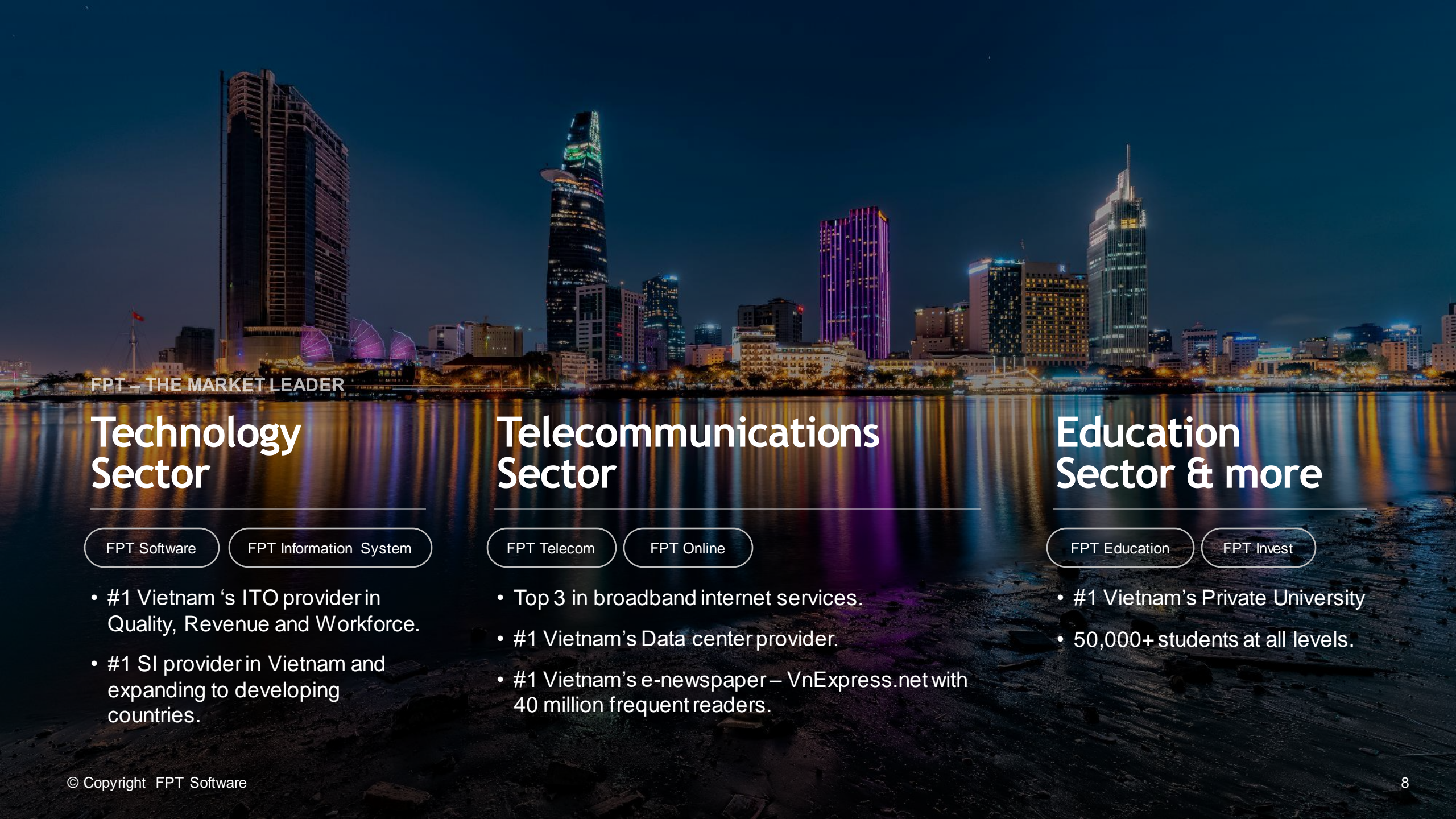




## The Leading ICT Group in South-East Asia

Founded	1988
Public Listed	Dec 2006
Revenue	USD 1.3 billion (FY2020)
No. of Employees	36,000+





FPT – THE MARKET LEADER

## Technology Sector

FPT Software

FPT Information System

- #1 Vietnam 's ITO provider in Quality, Revenue and Workforce.
- #1 SI provider in Vietnam and expanding to developing countries.

## Telecommunications Sector

FPT Telecom

FPT Online

- Top 3 in broadband internet services.
- #1 Vietnam's Data center provider.
- #1 Vietnam's e-newspaper – VnExpress.net with 40 million frequent readers.

## Education Sector & more

FPT Education

FPT Invest

- #1 Vietnam's Private University
- 50,000+ students at all levels.



# FPT's Milestones Through The Years

**1988**

FPT established with 13 members.

**1996**

Established FPT Telecom, (previously FPT Online Exchange)

**1999**

Went global with FPT Software's establishment

**2001**

Launched VnExpress.net

**2005**

Established FPT Japan – the 1st Vietnam IT Company in Japan

**2006**

- Established FPT University
- Listed on Vietnam stock market.

**2008**

Reached \$1B in Revenue

**2014**

Acquired RWE IT Slovakia (now FPT Slovakia)

**2018**

Acquired Intellinet Consulting firm, USA

**2019**

Took the lead in Vietnam's Digital Transformation Alliance

**2020**

Launched the largest data center in Vietnam

**2021**

Established digital transformation consulting company.



FPT – THE MARKET LEADER

## Our Mission

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Guided by technology innovations,  
committed to the highest level of customer satisfaction.  
Contributing to the nation's prosperity and providing its  
employees with the most favorable work environment.

## Our Vision

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- Becoming a global leading provider of Digital Transformation Services.

## Our Values

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- Speed & Scale
- World-class Quality
- Excellent Next-Gen Technologies
- Global Presence
- Compliance







Powering Digital Transformation



# The Global Leading IT Services Company

Founded	1999
Revenue	USD 513.6 million (FY2020)
No. of employees	20,000+
Development Centers <i>(Software Delivery Hubs)</i>	22 centers, including: Vietnam (HO), Asia (Japan, Singapore, Indonesia, Philippines, Myanmar, India), Europe (Czech, Slovakia), America (US, Canada, Colombia)
Global Presence	26 countries and territories
Clients	700+ clients with 83 Fortune 500
Avg. Customer Satisfactory Score (CSS)	92.43/100



# Global Presence

26

Countries & Territories

57

Offices

22

Development Centers

## America

USA  
Canada  
Colombia  
Costa Rica

## Europe

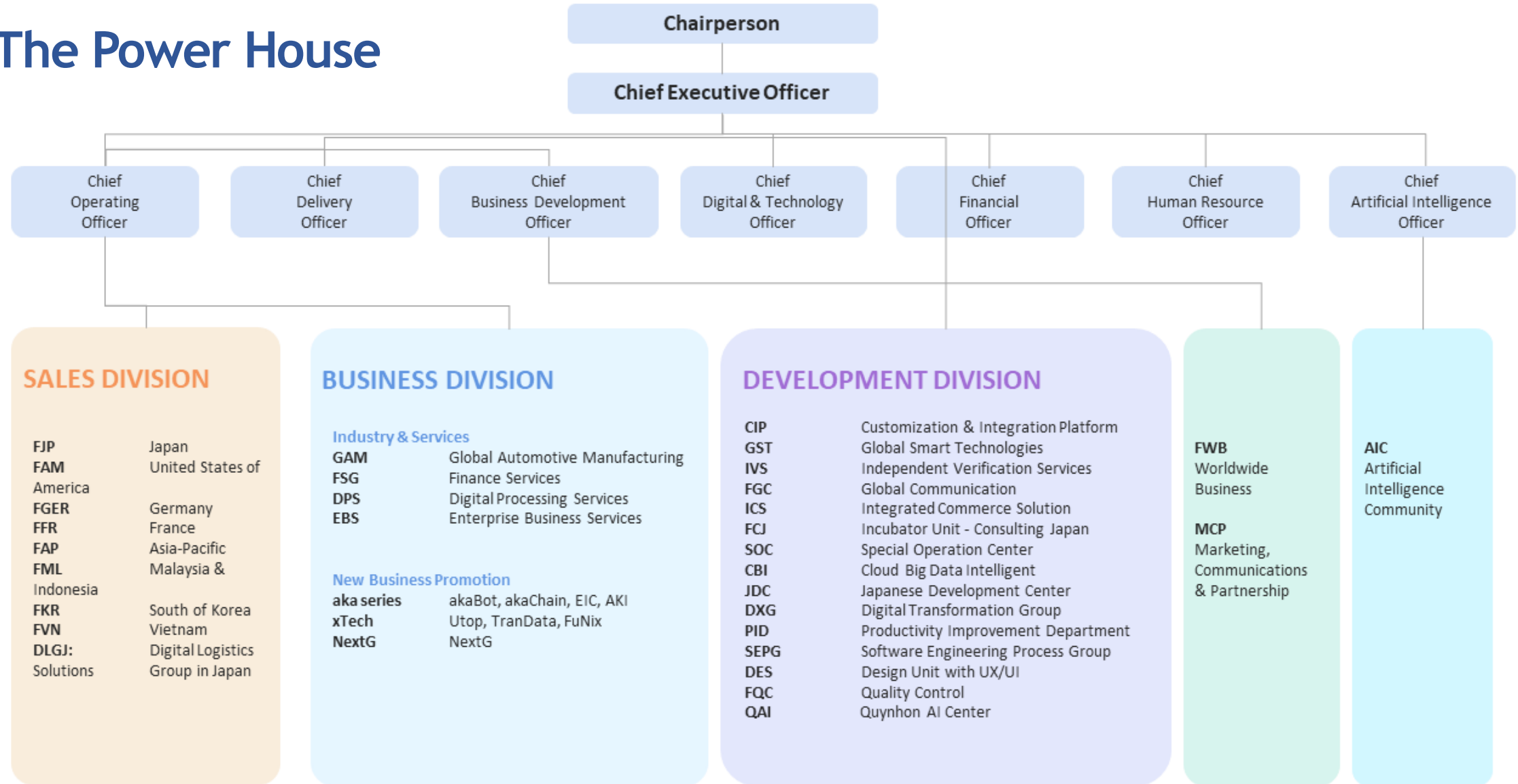
Germany  
France  
Slovakia  
Czech Republic  
United Kingdom  
Belgium

## Asia

Japan	Vietnam (HO)
South Korea	Singapore
China	Malaysia
Taiwan	Indonesia
Australia	Philippines
New Zealand	Thailand
Hong Kong	Myanmar
India	
United Arab Emirates	

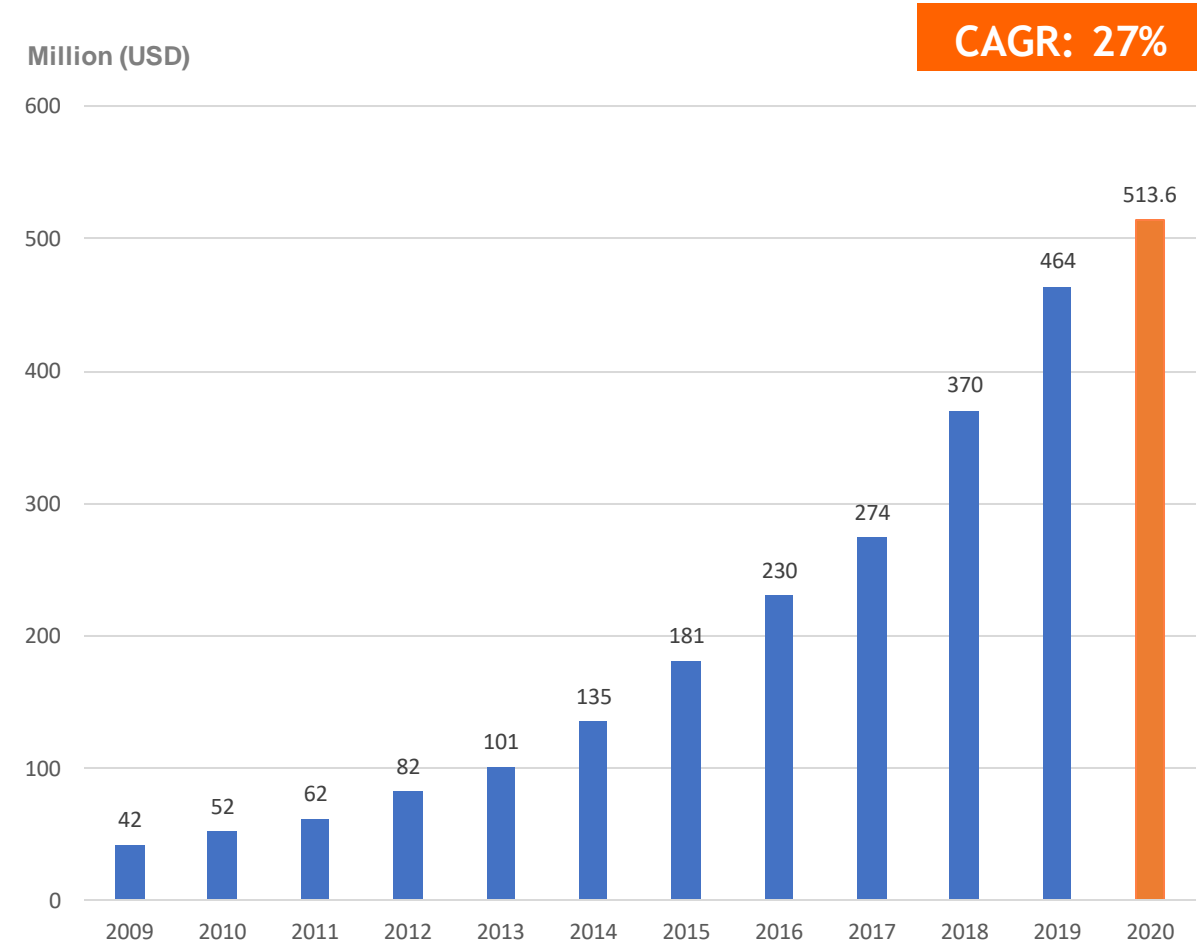


# The Power House

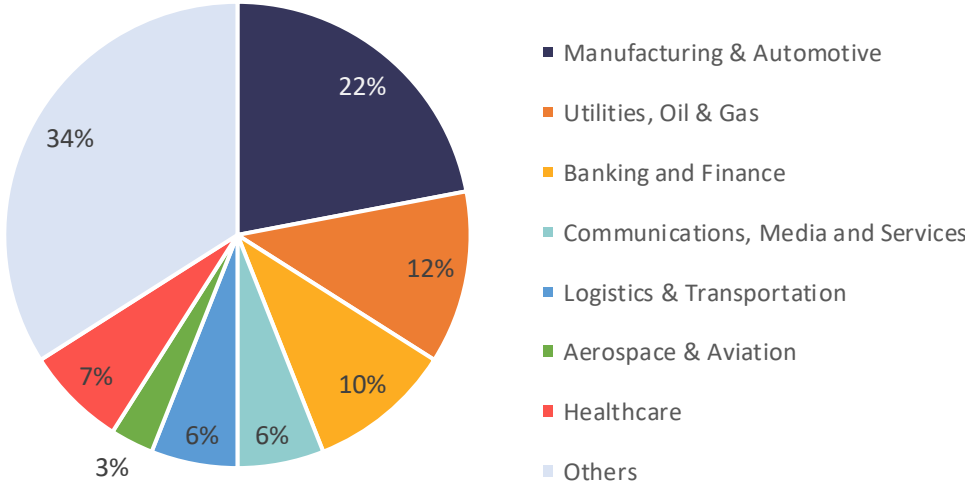




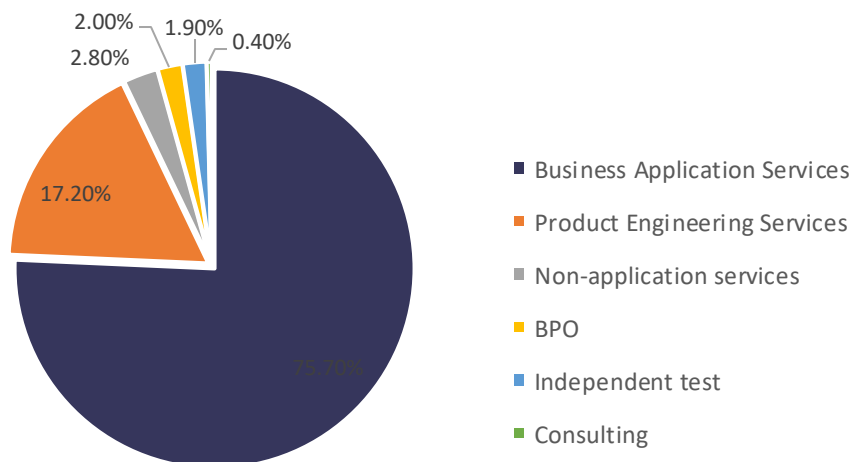
# Revenue Highlights



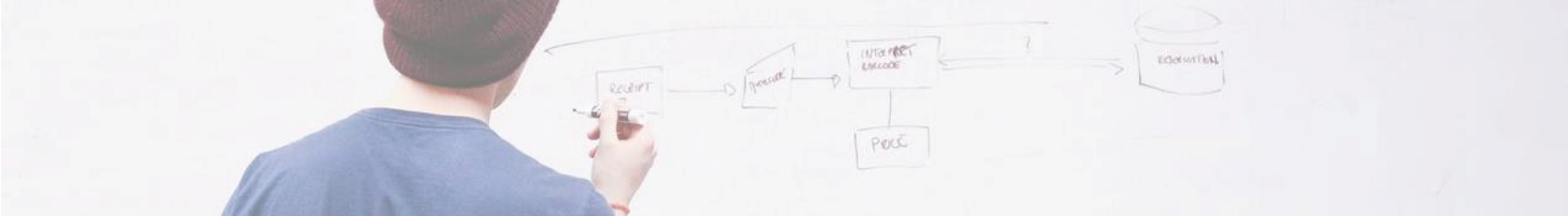
## Breakdown by Industries



## Breakdown by Services







POWERING DIGITAL TRANSFORMATION

# International Recognitions & Standards

We always choose world-class standards and models to benchmark.

## International Software Process



SEI CMMI5 version 2.0



ISO 9001:2015



ISO 20000-1:2015



A-SPICE level 3

## International Security Standards



ISO 27001:2013



## International Recognition



Gartner Cool Vendor 2016



Top 100 Global Outsourcing 2017



POWERING DIGITAL TRANSFORMATION

## Proud to be trusted by global leaders

*“We are delighted to collaborate with FPT – a credible and innovative software partner– who will assist us to conquer challenges in Digital Transformation. It’s been eye-opening for us to see the breadth of skills that FPT has and commitment that they have, the commitment that people have to the customers, so we’ve been very favorably pleased by what we’ve seen.”*

*- Mr. John Donovan, CEO, AT&T Communication, LLC*



**AIRBUS**



**SoftBank**

**SCHAEFFLER**



**RWE**



**TOPPAN**

**SONY**

**SCSK**



## Partnering with and certified by global disruptors



### Partnership status

Premier Consulting  
Partner  
Migration Competency  
Partner  
Marketplace Seller  
Solution Provider  
Public Sector Partner

### Resources

600+ AWS experts



### Partnership status

Gold Application Development  
Gold Enterprise Resource Planning  
Gold DevOps  
Gold Cloud Platform  
Gold Data Analytics  
Silver Collaboration and Content  
Silver Security

### Resources

1,500 experienced experts in Microsoft  
2 Microsoft Most Valuable Professionals



### Resources

50+ Certifications

### Resources

Elite channel partner in  
Japan, Hong Kong, APAC  
400+ Certifications



### Resources

Silver Partner in  
Japan & Vietnam  
50+ SAP Certifications



### Resources

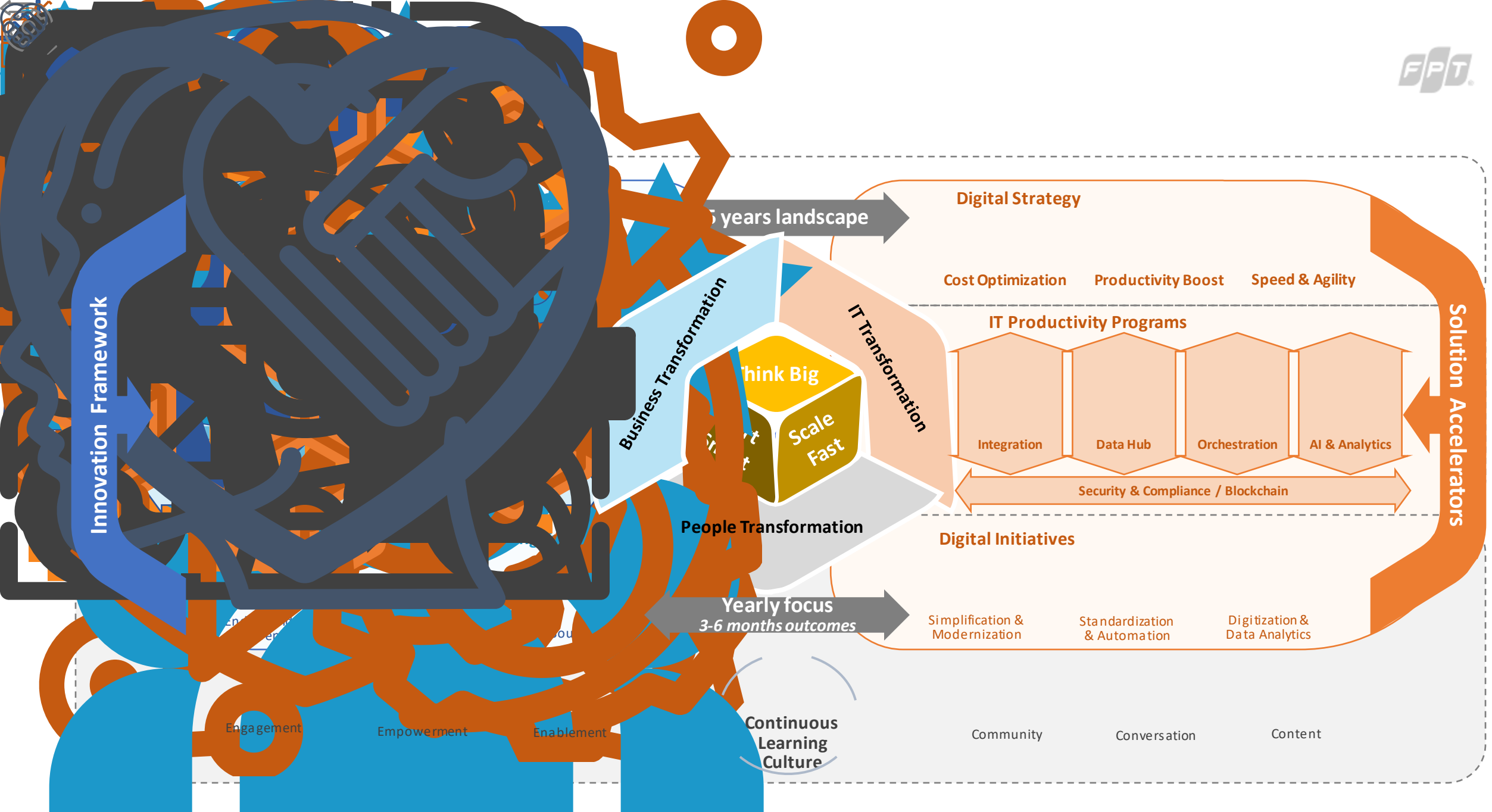
Strategic Alliance Partner  
100 MindSphere Certifications





# Digital Transformation





# aws

## FPT Digital Transformation



### Digital Services



### Products & Solutions



### Analytics & IoT Platform



### Industry know-how



**16,000+**  
Software Engineers



### Technology Experts

- **1,100+** Data Scientists & Data Engineers
- **55** PhDs
- **30** Technology Executives
- **50** External Scientist Resources

### Partners



**600+** AWS Certificates

**1,500+** Microsoft Certificates

**400+** OutSystems Certificates

**50+** SAP Certificates

**100+** Siemens Certificates

{ **Big Projects** + **High Quality** + **Smart Solutions** + **Emerging Technologies** }





Software

# Services & Solutions Portfolio



SERVICES & OFFERING PORTFOLIO

# Reasons To Partner With Us

## Speed

**Agile Factory** to validate ideas, and **Ready-made solutions/ digital frameworks** to define digital initiatives quickly.

## Scalability

Strong capability to scale up the projects per customers' needs with **16,000+ engineers**, including the digital-wizard teams of **5,000+ certified experts**.

## Quality

Global **standardized Quality Management System** builds trust among **700+ customers**, including **83 global disruptors** and achieved the average **Customer Satisfactory Score** of **92.43/100**.

## Compliance

The certified **Information Security Management System** includes:

- Policies
- Procedures
- Guidelines

to ensure the security of data assets for FPT Software and our customers.



# Services

## Digital Consulting Services

- Cost Optimization Services
- Digital Platform Monetization
- Next-gen IT Operating Model

## Digital Technology Services

### Digital Technologies

- Blockchain
- Mobility
- Low-Code
- Artificial Intelligence (AI)
- Robotic Process Automation (RPA)
- Augmented Reality (AR) /Virtual Reality (VR)
- Internet of things (IoT)
- Internet of Vehicles (IoV) /Connected Vehicles
- Data Analytics/Big Data

### Technology Platforms

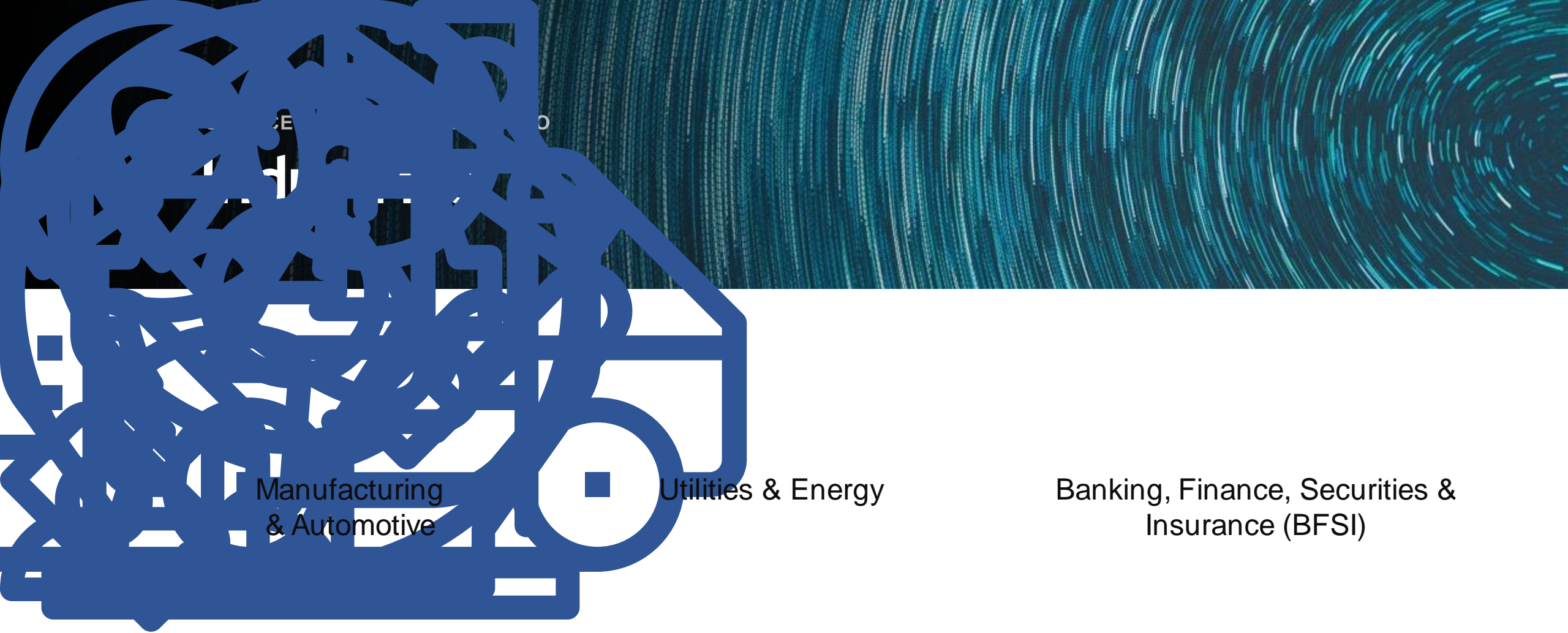
- FPT.AI & akaminds
- Microsoft Azure
- Amazon Web Services (AWS)
- Google Cloud Platform
- SAP Leonardo/HANA

### Industry Platforms

- Airbus Skywise
- Siemens Mindsphere

## Outsourcing Services

- Application Services
- Business Applications
- Managed Services
- Legacy Migration
- Testing
- Building Information Modeling
- Embedded System
- Computer Aided Design (CAD)/ Computer Aided Engineering (CAE)
- IC Design
- UX Design
- Digitalization & Business Process Outsourcing



Manufacturing  
& Automotive

Utilities & Energy

Banking, Finance, Securities &  
Insurance (BFSI)

Telecoms & Media

Logistics  
& Transportation

Healthcare





Software

# Product Portfolio: akaSuite

# 3 product lines in akaSuite portfolio today



**1**

**akaMega**

UNLOCK NEW  
VALUE

Create new revenue streams, unlock value from non-traditional assets or disrupt traditional value chains to unlock value

Data container platform      Enterprise Blockchain Platform



Low-code Platform

**2**

## ACHIEVE OPERATIONAL EXCELLENCE

Derive both, productivity and efficiency benefits in core (e.g. Technology operations, factory operations) and non-core area (e.g. regional marketing) efficiently & effortlessly



Robotic Process Automation Platform

Automated Software Testing

AI-powered Translation Solution



akaSAFE

MOM/MES Platform

Cloud Security Compliance Platform



akaNOX

Data Migration Platform

**3**

## REIMAGINE EXPERIENCES

Reimagine and redefine experiences to drive higher engagement and adoption across internal & external stakeholders



akaMeet

Autonomous Driving Solution

Video collaboration platform



akaInsights

Customer Data Platform



akaLink


Employee Engagement Platform





Software

# HR Development

A low-angle shot of a basketball player in a black jersey shooting a basketball towards a hoop. The player's arms are extended upwards, and the basketball is in mid-air near the hoop. The background is a bright, cloudy sky.

We believe that FPT Software is a place where every employee can learn and grow through experiences, feedback and engage in valuable trainings, at the right time. We commit to individual-development-planning in a very personalized way that enables you to grow yourself.

**WHEN YOU PERFORM AT YOUR PEAK, YOU WIN**



# Training Journey





HR DEVELOPMENT

FPT  
Education  
Group



FPT Education  
Global Office

FPT International Student  
Exchange Center

# FPT University

International  
Standards:

ITSS  
Information Technology  
Skill Standard

ETSS  
Embedded Technology  
Skill Standard

ACM  
Association of Computing  
Machinery

50,000+  
Students

1,200+  
International students  
from 20 different countries

94,6%  
Employment rate after  
graduation within 1 year

4 Campuses  
Hanoi, Ho Chi Minh, Da Nang & Can Tho



HR DEVELOPMENT

# Development Centers in Vietnam

**7 Campuses**

Area: 241,000 m<sup>2</sup>

Capacity: 25,000+ employees







# Corporate Culture



# FPT CORPORATE CULTURE

Respect  
Innovation  
Team spirit  
Dedication  
& Care



Company Festivals & Anniversaries



Sport activities & Extracurricular clubs



Childcare at Workplace



Parents' Day




# Corporate Social Responsibility

- Total contribution: **\$1.3 Million**
- Disaster support: **7,000 families**
- Education support: **100,000 scholarships**
- Cleft surgery donation: **100 cases**
- Playground: **63 playgrounds** throughout Vietnam
- Blood donation: **21,000 blood units**
- Environment care: **20,000 green trees globally**
- Children with Dioxin support: **1,600 scholarships**

(from 2009 to 2019)







FPT CORPORATE CULTURE

# Why is FPT Attractive?

## Unlimited Opportunities

- Pioneering & challenging projects.
- Strategic partners as key technology players: AWS, Microsoft, GE, Siemens, etc.
- Opportunities to work on site with world-class companies.

## Leading by Innovation

- Innovative R&D Initiatives.
- Heavily invest in developing human resources.

## Social Responsibilities

Incorporate technology into education & social life: sponsoring IT Lab at high schools, free programming courses for kids, etc.

## Unique Culture

Be Fun. Be Free. Be Happy.



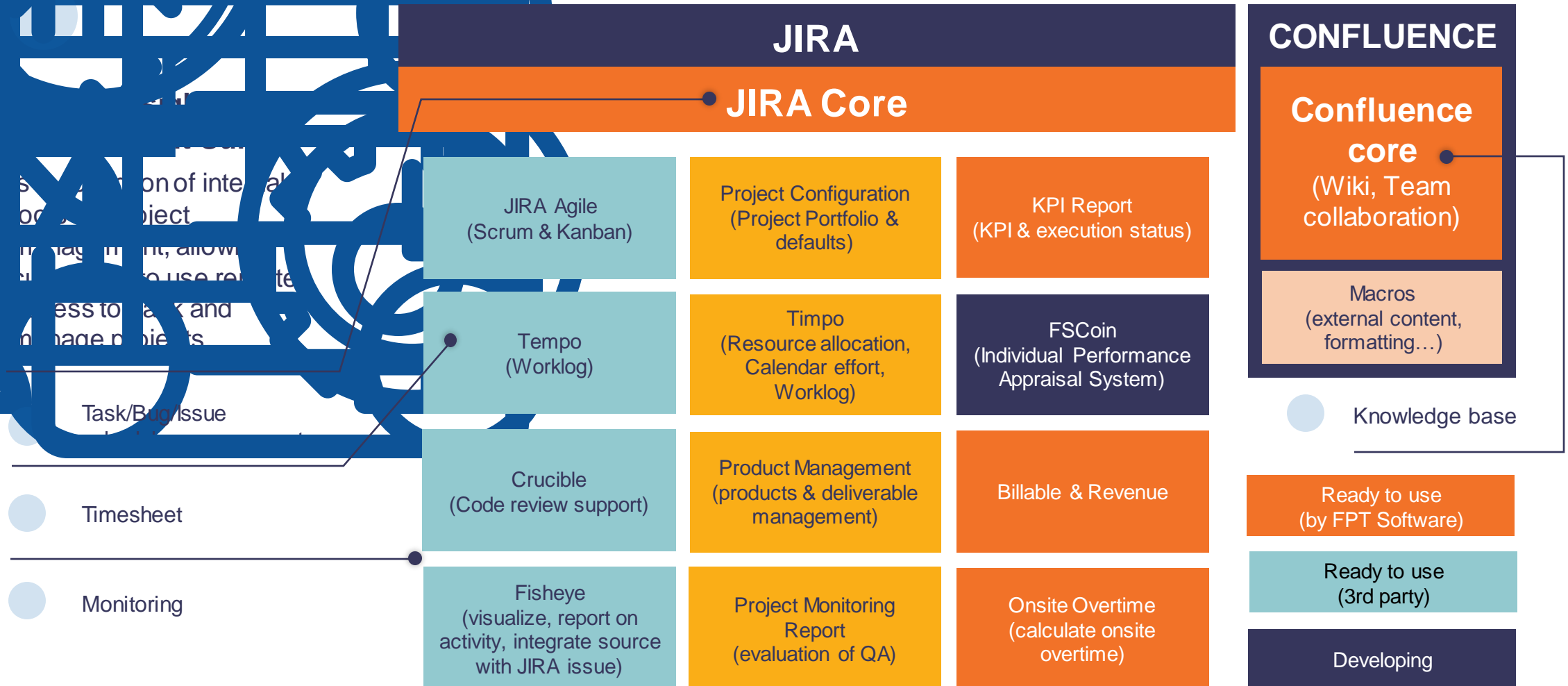
**Thank You**



# What's new and possible

## Project Management

### FI2.0 Eco system





# Project Management Dashboard



Dashboard/ Report is transparent to all level

Selective Key/hot project is supported by upper level

## Sample of monitoring comment

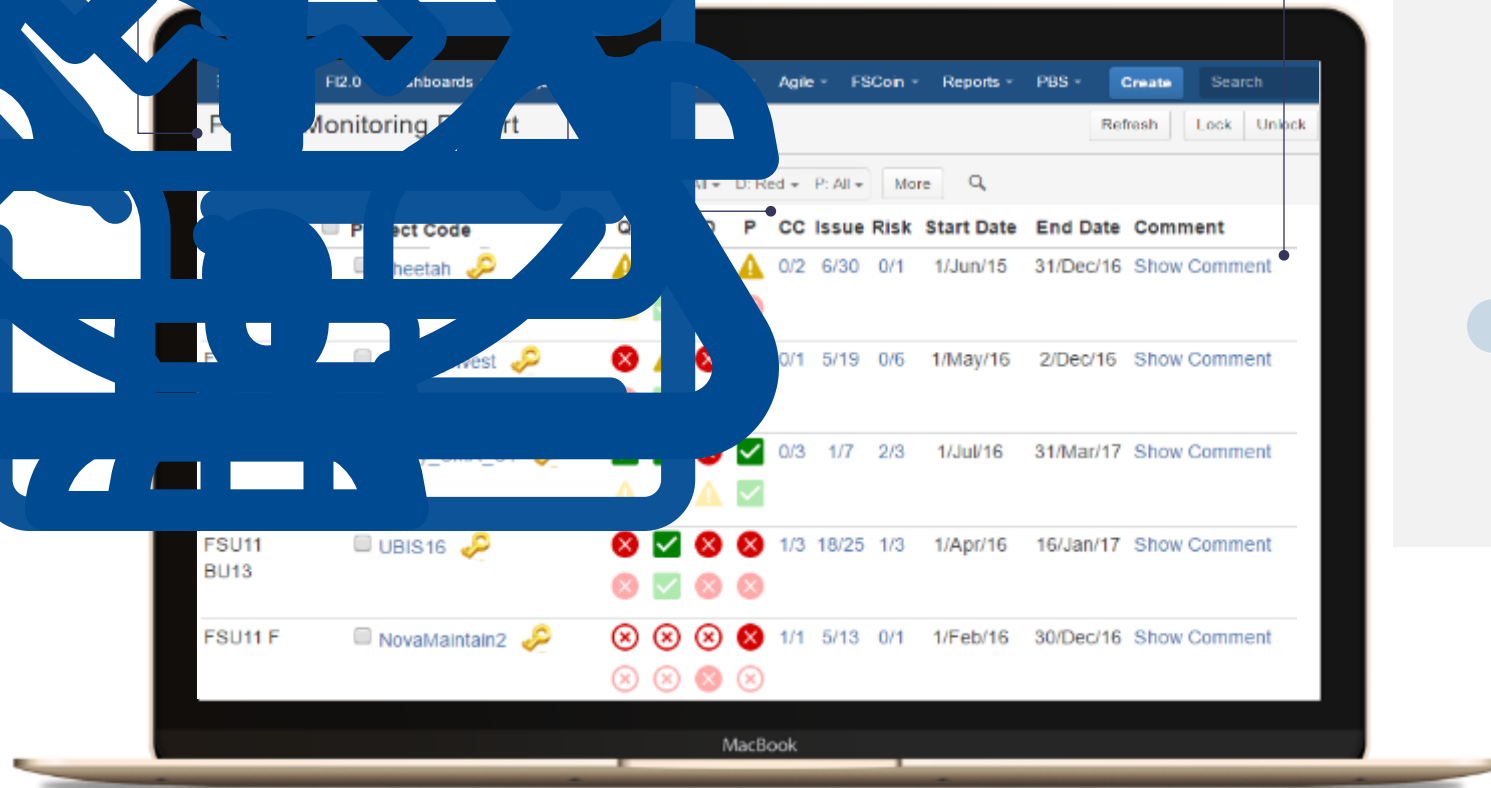
### RISK

**Progress and quality may not meet customer's expectation**

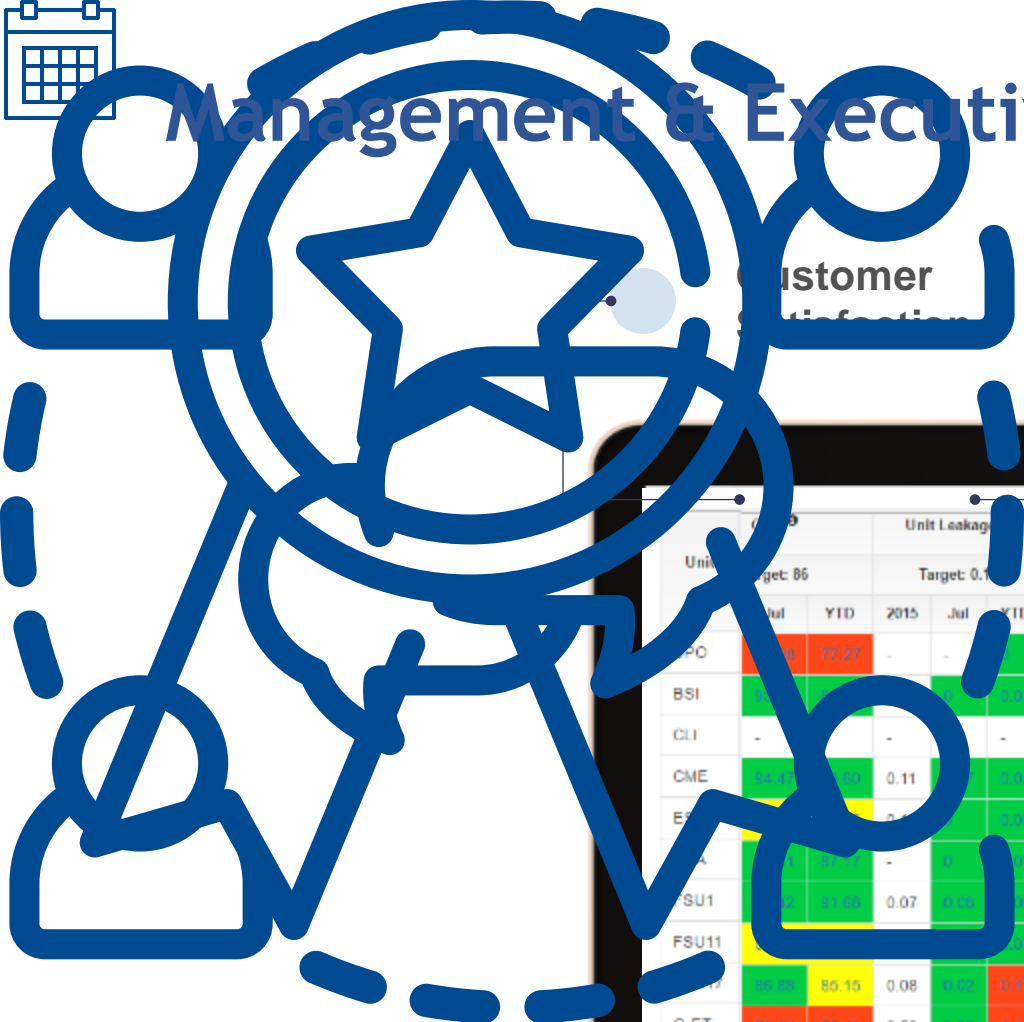
- Customer's expectation that within Oct & Nov: now team only runs full diagnostic flow
- Design outputs: Customer has comments about quality, team needs revising the Architecture

### SUGGESTION

- Get support from TQA, SA
- Re-estimate & get approval from customer before 30-Sep







## Quality metrics

## Schedule metrics

MacBook