



FPT SOFTWARE NHA TRANG

Date: 2024

Location: FPT Software Nha Trang

A Blend of Breathtaking Scenery & Bustling Modern City in one place



Top 10 Best World Beaches 2024

(by Travel and Leisure 2024)



World Top-Most Beautiful Ocean Bay All Year Round

(by Travel and Leisure 2024)



International Property Awards 2022



Top 4 Most Livable City of Vietnam

A tropical paradise on earth



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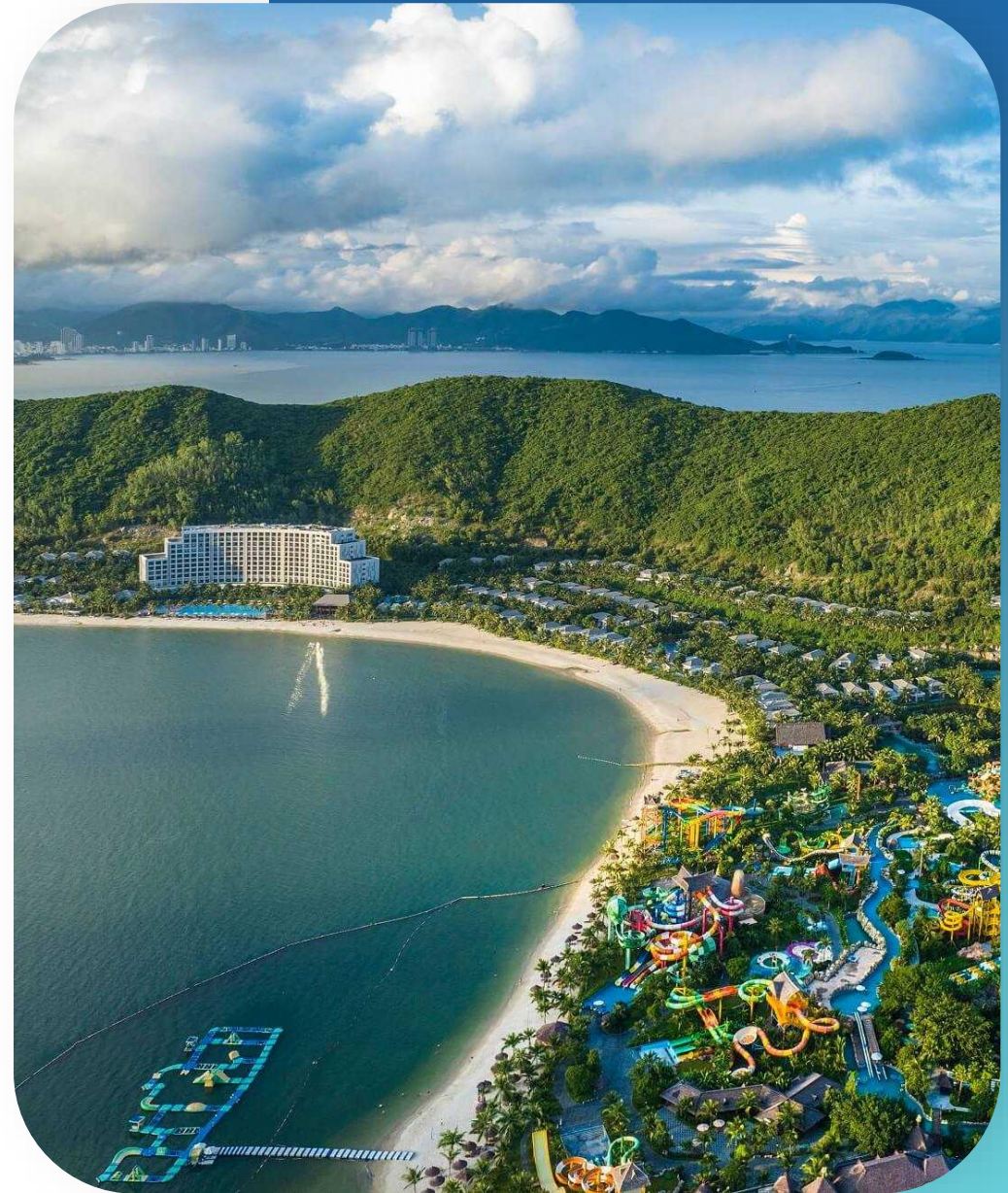
01. **The Story
of Nha Trang**

02. **Socio-Economic Potential
of Nha Trang**

03. **FPT Software Nha Trang and
our Strategic Advantages**

01.

THE STORY OF NHA TRANG



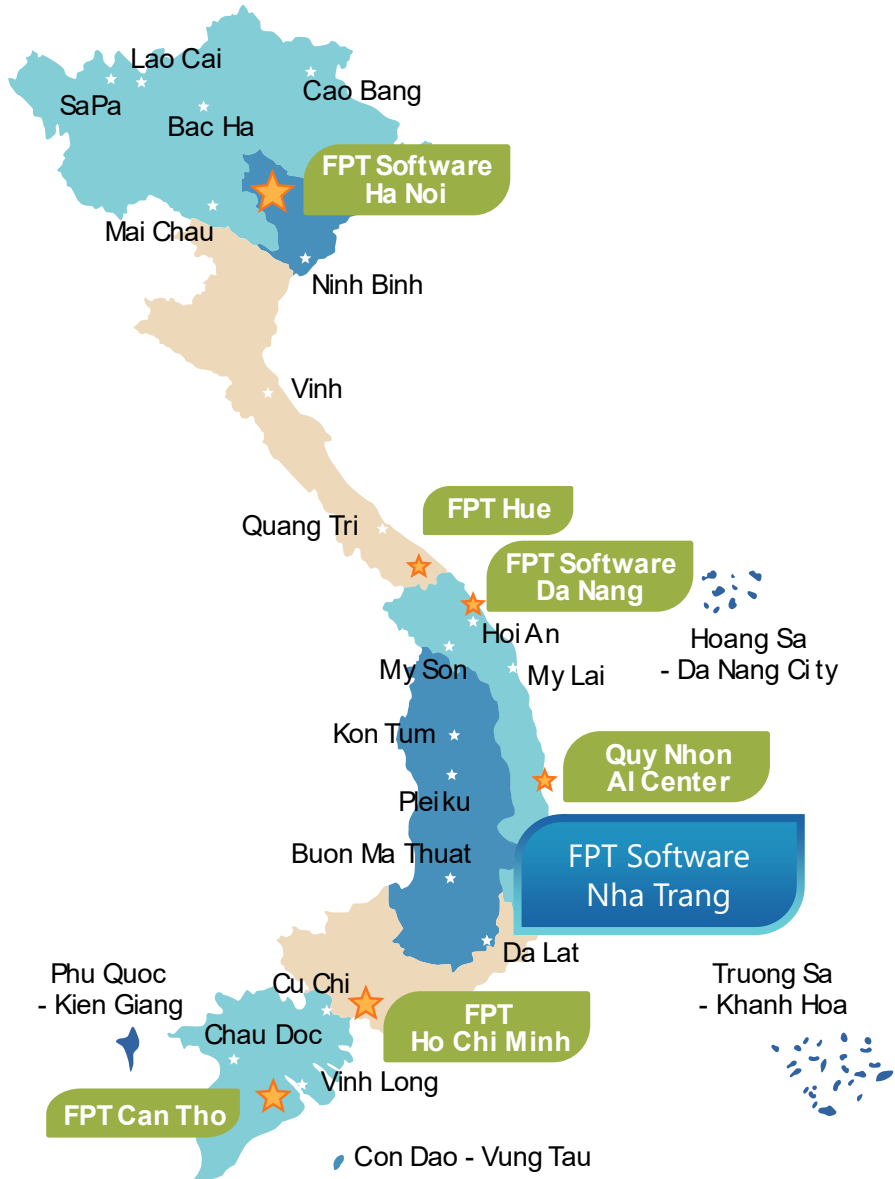
1.2. Nha Trang – Tropical Paradise On Earth

Nha Trang is
not just a tropical paradise...

It's also a growing IT hub
where work and relaxation blend
seamlessly, creating a perfect
business-friendly environment.



1.4. Nha Trang Overview



Population

347K+
(2023)

1.2M+
(By 2030)

Average Age

27.8


Working age (20-40)
30% of the population

Capital City



Of Khanh Hoa province

Area



251 Km²

Tropical Climate

26.5°C

Cool temperature
all-year



Cam Ranh International Airport



Nha Trang Railway Station



Van Phong Port



3 Coastal Bays
(Nha Trang Bay, Cam Ranh Bay, Van Phong Bay)

People of Nha Trang – A Business-Friendly Environment



Direct & Straight Forward

Nha Trang people balance Central and Southern Vietnamese cultures



Strong Service Mindset

With a 100-year history of tourism, Nha Trang locals have a strong service mindset to ensure exceptional hospitality and service.



Multilingual & Cultural Adaptability

Gained from frequent interaction with high influx of international tourists. Strong capability in English, Korean & Russian.



High Resilience

Living by the coast requires strong adaptability to changing weather, this fosters a productive and hardworking mindset.

Readiness to Grow an IT Hub

01

Young & Dynamic Workforce

- 5500 Annual Graduates
- 1100 IT Graduates – from local universities in Nha Trang & Khanh Hoa and neighboring provinces.

02

Modern Infrastructure for Digital Transformation

- 4G mobile network coverage reached approximately 99.8% of the population.
- Plan to **become a Smart City** by 2030.
- Nha Trang is investing in **Smart transportation systems, Sustainable Housing Projects** and **Advanced public services.**

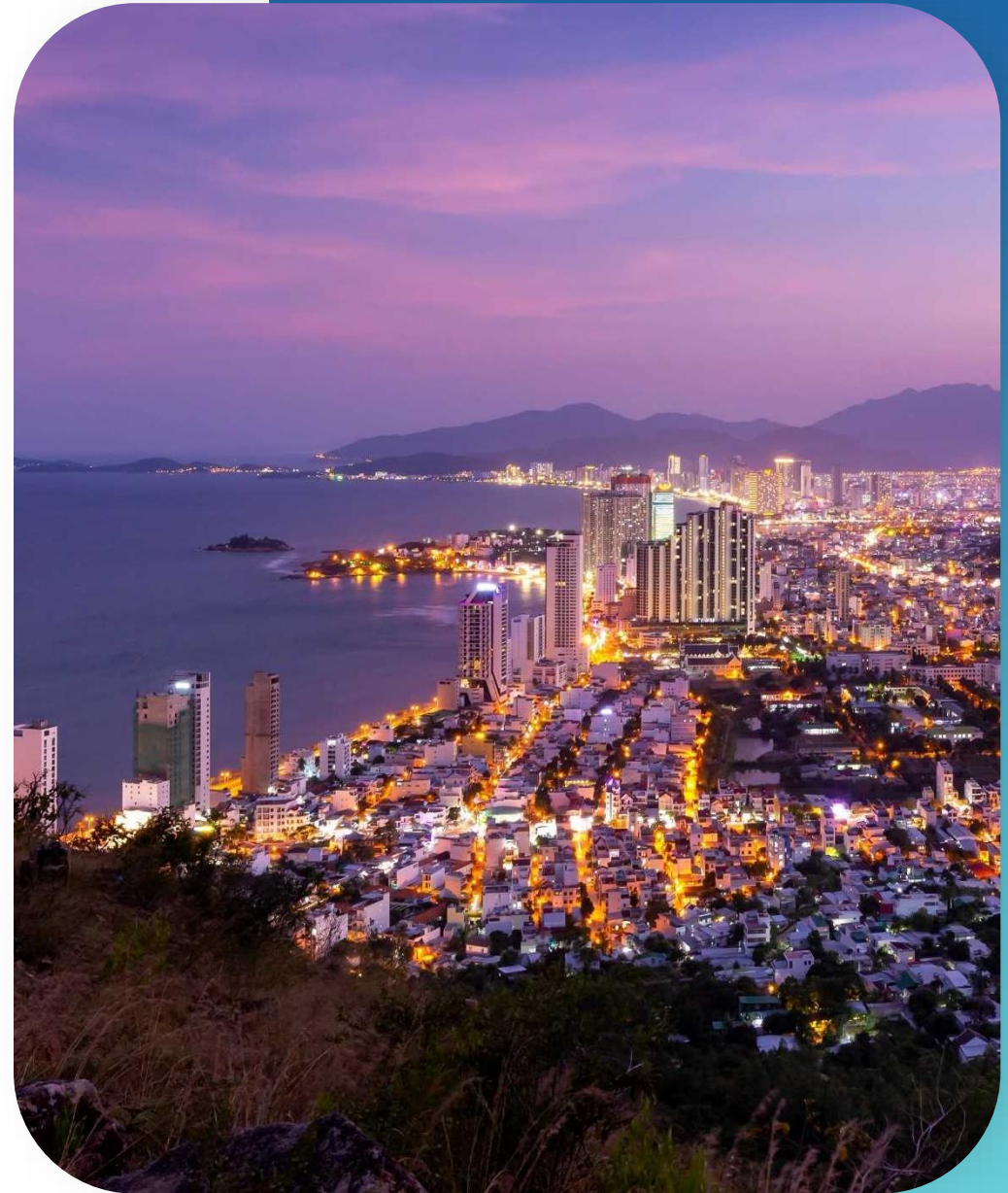
03

Availability of IT Trainings

- Close distance (4-hour drive) to Quy Nhon AI Center – Biggest AI Training Center in South East Asia.
- 21 Universities in Central Provinces to offer specialized IT Trainings.

02.

SOCIO-ECONOMIC POTENTIAL



Socio-Economic Potential: Business – Friendly Environment



Strategic Hub

- Located in Central Vietnam Coast, belongs to the biggest coastline (Khanh Hoa) of Vietnam.
- **Situated in between:**
 - **Nha Trang Bay:** Tourism & maritime activities.
 - **Van Phong Bay:** Major economic zone & eco-tourism.
 - **Cam Ranh Bay:** Deep-water harbor with historical military & commercial port.
- **Strategic Hub for International Trade & Economic Potential.**



Connectivity & Easy Access

- **Cam Ranh International Airport:** Direct flights to Nha Trang from South Korea, Malaysia, and China, serving 3000-4000 international travelers/day.
- **Van Phong Bay International Seaport:** Top 3 Biggest Seaports of Vietnam and Gateway to Asia Pacific countries.
- **Easy & Convenient Transportation:**
 - From Ho Chi Minh: 4-hour drive, 45-minute flight.
 - From Hanoi: ~1.5 hour flight.



Robust & Expanding Economy

- GDP's Growth Rate of Nha Trang:
 - 2023: 10.35% (Top 4 in Vietnam)
 - 2022: 22.07% (Highest in Vietnam in 2022).
- **GDP's Growth Rate of Khanh Hoa:**
 - Q2 12.7% (2nd Highest in Vietnam).



Growing Foreign Investment



- **FDI:** \$3.8 billion USD in 2023 (111 projects).
- **Top FDI sectors:** Tourism, Manufacturing, Technology, and Construction industry.



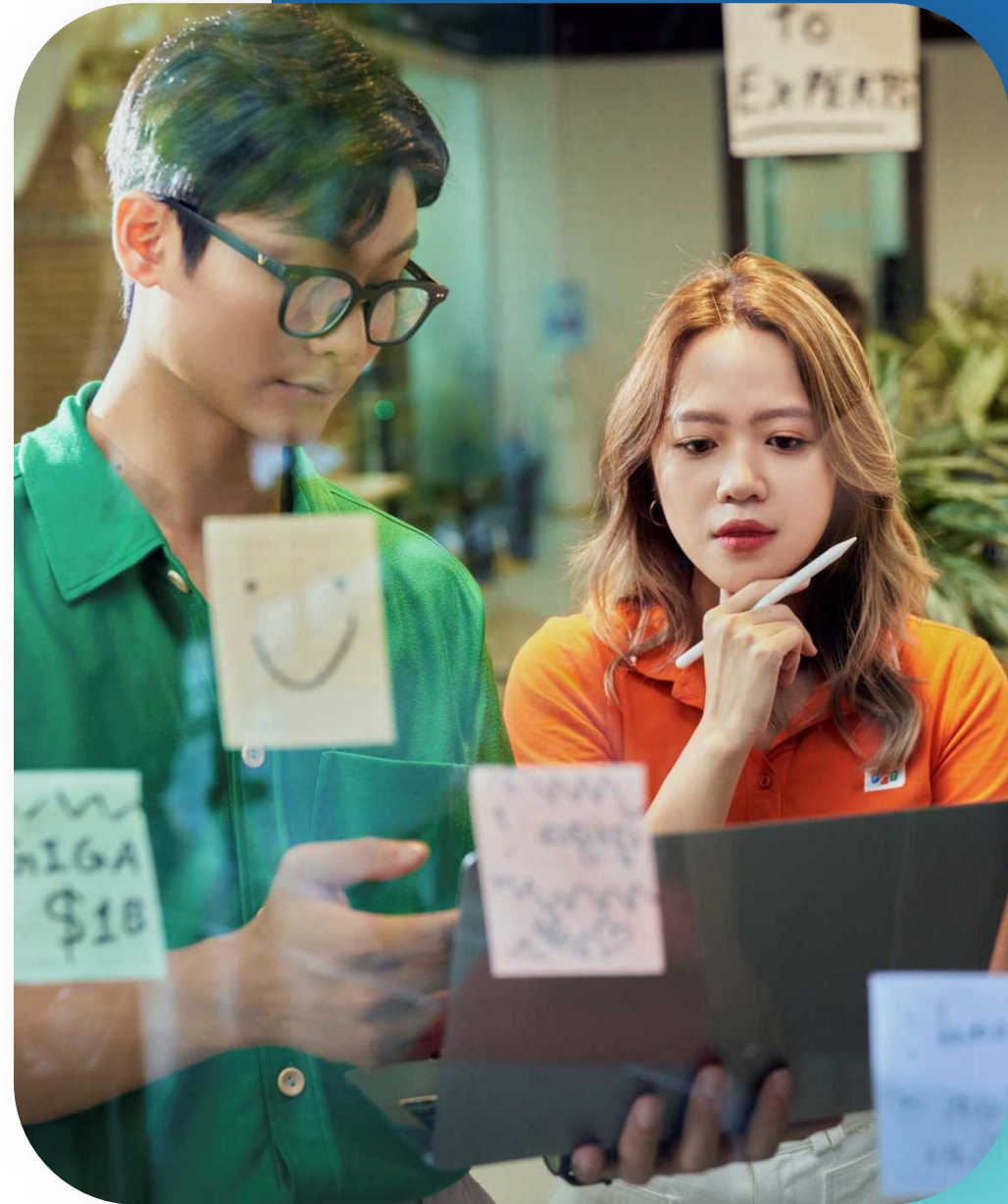
Growing Ambition

- Long-term Government Plan: Nha Trang is currently on its journey to become a **Centrally Governed City by 2030.**
- **Aim to be a Finance and Trade** city for Vietnam and Southeast Asia by 2040.

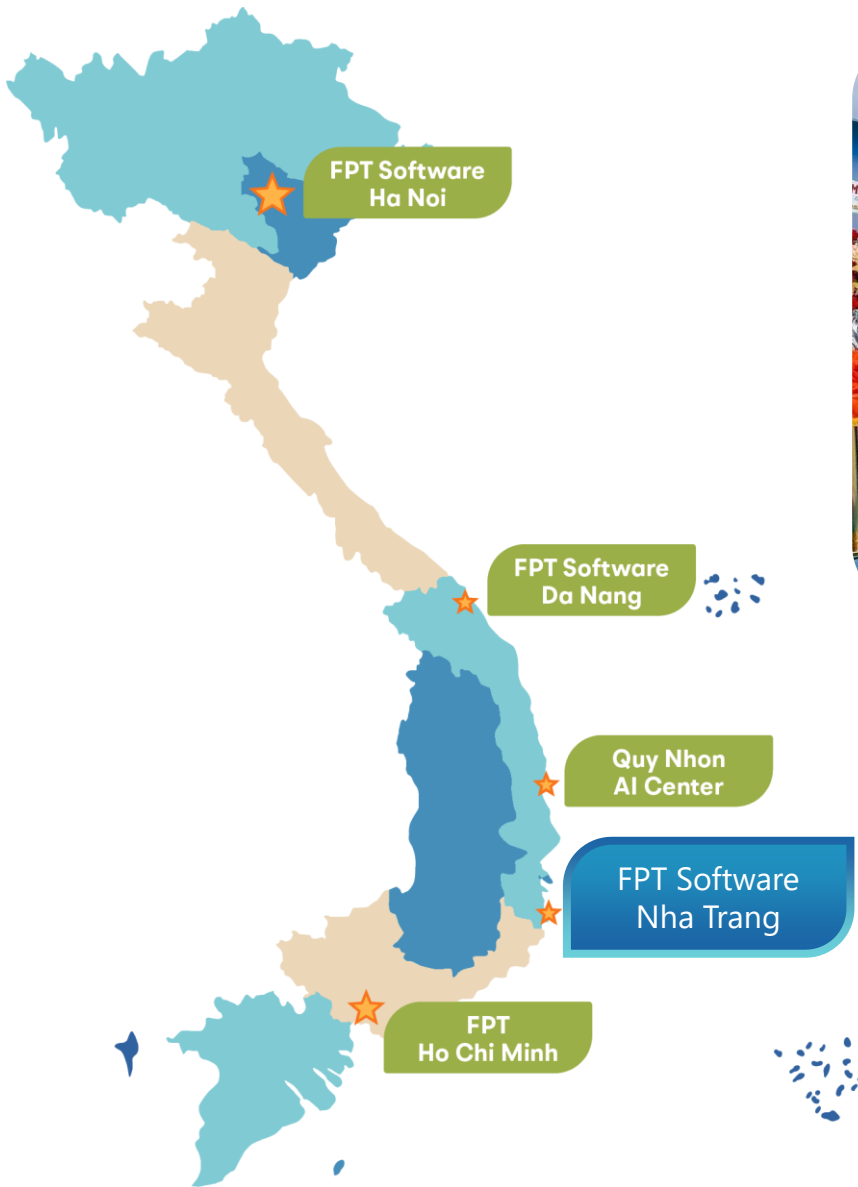


03.

FPT SOFTWARE & OUR STRATEGIC ADVANTAGES



4.1. Current FPT Software in Nha Trang



Established in **November 2023**

Current Employee: 100

- Targeted Goals:**
- 200+ employees by 2024
 - 1,000+ employees by 2026
 - 5,000+ employees by 2030

Market Presence:
Asia Pacific, Japan, US.

Avg. Age of Employee: 29

Starting Client:
AIA, Zuellig Pharma, Manulife, Symphony, Hitachi



Industry:
Insurance, Healthcare, Finance.



Strategic Advantage 1

Competitive Price with Commitment on Quality.

Competitive Cost

Cost Effective Solution

Nha Trang provides a significant cost advantage **to optimize cost & operations**. Offers:

- **~30% lower cost** compared to Tier-1 cities (HCM, HN)
- **~10% lower cost** compared to Tier 2 city (Da Nang)

Talent Pool Resources

Abundant Talent Pool

- **A pool of 5500+ Graduates and 1,100+ IT graduates** annually from the region & upcoming **FPT Education &** Consistent quality talent resources from HN and HCM
- Attract experienced talents to Nha Trang with **appealing relocation plans and policies**.



Credibility

Highly Trusted by Clients

Fsoft Nha Trang successfully ramp up projects for AIA, Manulife, Standard Chartered,...

Global Delivery Center with:

Software Development Full Lifecycle

AMS

Testing

Cybersecurity

Quality & Reliability

Strong Commitment From Elite Management

Quality Delivery and will be ensured by a **high-caliber Dedicated FPT Leadership team & a portfolio of seasoned Projects Managers** from Fsoft.



Pham Minh Tuan



David Nguyen



Tran Hong Chung



Phuc Trung



Key Sponsors



Mr. Pham Minh Tuan

Executive Vice President of FPT, CEO of FPT Software

- **\$1 billion revenue** from foreign markets in 2023, positioning FPT Software as a top global IT service company.
- **3.7x growth** in company size during his tenure as CEO (since March 2018), despite Covid-19 challenges.
- Developed **million-dollar customer bases** accounting for 80% of sales.
- Built **elite human resources** in multiple countries.
- Directed successful **M&As** in the US, Europe, and Japan.



Mr. Nguyen Tran Hung (David)

CEO of FPT Software Asia Pacific (FAP)

- Led FAP to become FSOFT's **3rd largest market** in terms of revenue.
- Achieved **dramatic growth for 10 consecutive quarters**.
- Reached **Top 40** out of nearly 4,000 IT Services & Solutions in Singapore.
- In 2022, secured **16 new customers** and signed **\$91 million USD** in new contracts (104% of the plan).
- Implemented strong **diversity** with 50% non-Vietnamese employees in FPT Software Asia Pacific.
- Honored with "**Best Companies To Work For In Asia 2022**" (HR Asia Awards).



Mr. Tran Hong Chung

CEO of FPT Software Malaysia (FML)

- He was honored as **Mr. FSOFT 2018**, at Hanoi Sum-up (January 18) by his achievements:
- Contribute to FMAS' successful missions in 2018: The growth rate by 263.7 percent in sales, 496.2 percent in profit.
- Managing all customers for FMAS, including PLUS –Malaysia's largest highway construction & operation company.
- Mr. Chung is known as the **bid leader in the Malaysian market**, contributing to the PSA the partnership with PET ICT Customer. Promotes FSOFT's image equivalent to World-class companies (ie: Accenture, HCL, etc



Mr. Truong Hoang Phuc

Director of Financial Service Group, Director of FPT Software Nha Trang

- 15-year experiences in FSOFT.
- Recognized as a top expert in AMS operations and ITIL Expert certifications.
- Named to the **Top 100 FPT list** twice (2019, 2020).
- Named to the **Top 100 FSOFT list** three times (2016, 2018, 2019).
- Named to the **Top 50 Under 35 list** twice (2019, 2020).
- In his current role, he **prioritizes managing and growing FSG unit operations**.
- Ensures the **expansion of the insurance core domain**.
- Responsible for building delivery capabilities and solutions for the BFSI (Banking, Financial Services, and Insurance) domain of FSOFT

Success Stories



Client Testimonials



SC Ventures engages with a range of vendors and identified FPT willing to take up the challenge of our innovative projects, experimentation with emerging technology, and experience with Cloud and serverless infrastructure. SCV had success with Venture Aladdin and engaged FPT for the delivery of Junior Banking for CPBB to run on IHH AWS IaaS on Kubernetes”.

FPT has been established for many years and impressed us with their experiences. Vietnamese engineers have demonstrated high technical capability, good work ethic, and reliable delivery. This gives us confidence that SCV will benefit from their all-round expertise.”



Thorsten Neumann

CTO, SC Ventures
@Standard Chartered Bank



“I wanted to take a moment to express my sincere appreciation for the good work you have done in developing the MPA mobile app for our insurance agents.

Your expertise and dedication have been instrumental in bringing our vision to life, and the app has received positive feedback from our team. We truly value the collaboration and support you have provided throughout this project.

Thank you once again for your hard work and commitment. We look forward to continuing our partnership.”



Amit Chopra

Chief Technology Officer
@Manulife



Strategic Advantage 2: A Highly Supportive Government

The local government and business community in Nha Trang are highly supportive of foreign investments and collaborations.

FPT has received special support from the Khanh Hoa government, including various incentives and policies to ensure smooth business operations:

- Land allocation to build campus for FPT.
- Plan to establish direct flights from Japan, Korea, and Singapore.



> Strong Support in Digital Transformation

Under the witness of Vietnam's Prime Minister, FPT Software & Khanh Hoa Province sign a MOU to foster Khanh Hoa's digital transformation.



FPT Software Nha Trang Development and Expansion



Strategic Advantage 3:

A Long-term Plan in Place for future IT Talents in Nha Trang

By the end of 2026,

FPT Education and Technology Urban Area in Phuoc Dong commune will officially commence operations.



Total Area:

~119 ha

3 Main Production Areas:

Smart City, FPT Software, FPT Education



**State of the art
and sustainable campus**

Follow EcoVadis sustainability standards & incorporate high-tech solutions into daily life convenience.

Accommodation

Apartments, villas with full-services such as supermarkets, hospitals, sport centers to enhance quality of life offered for Fsofters.



FPT Education

With professional training programs for Fsofters' long-term and future growth.



Strategic Advantage 4:

A High Quality of Life: An Ideal Destination



Breathtaking Scenery

Named "Pearl of the East" – Nha Trang attracted 2 million tourists every year for its fine white sandy beaches, and crystal-clear waters coastal beaches and rich history culture.



Ideal Living Condition

Reasonable living cost, pleasant climate & a supportive healthcare.



Culinary Delights

The culinary scene in Nha Trang is a feast for the senses. The city is famous for its fresh seafood and traditional Vietnamese cuisine.



Friendly & Most Welcoming Culture

Nha Trang People has the blend of Central and Southern Vietnamese Cultures, known for their friendliness and straightforward communication.

What Benefits YOU – The Clients?

Ideal destination



Optimize ROI Of Clients



For early angels of Fsoft Nha Trang: Signing within 2024



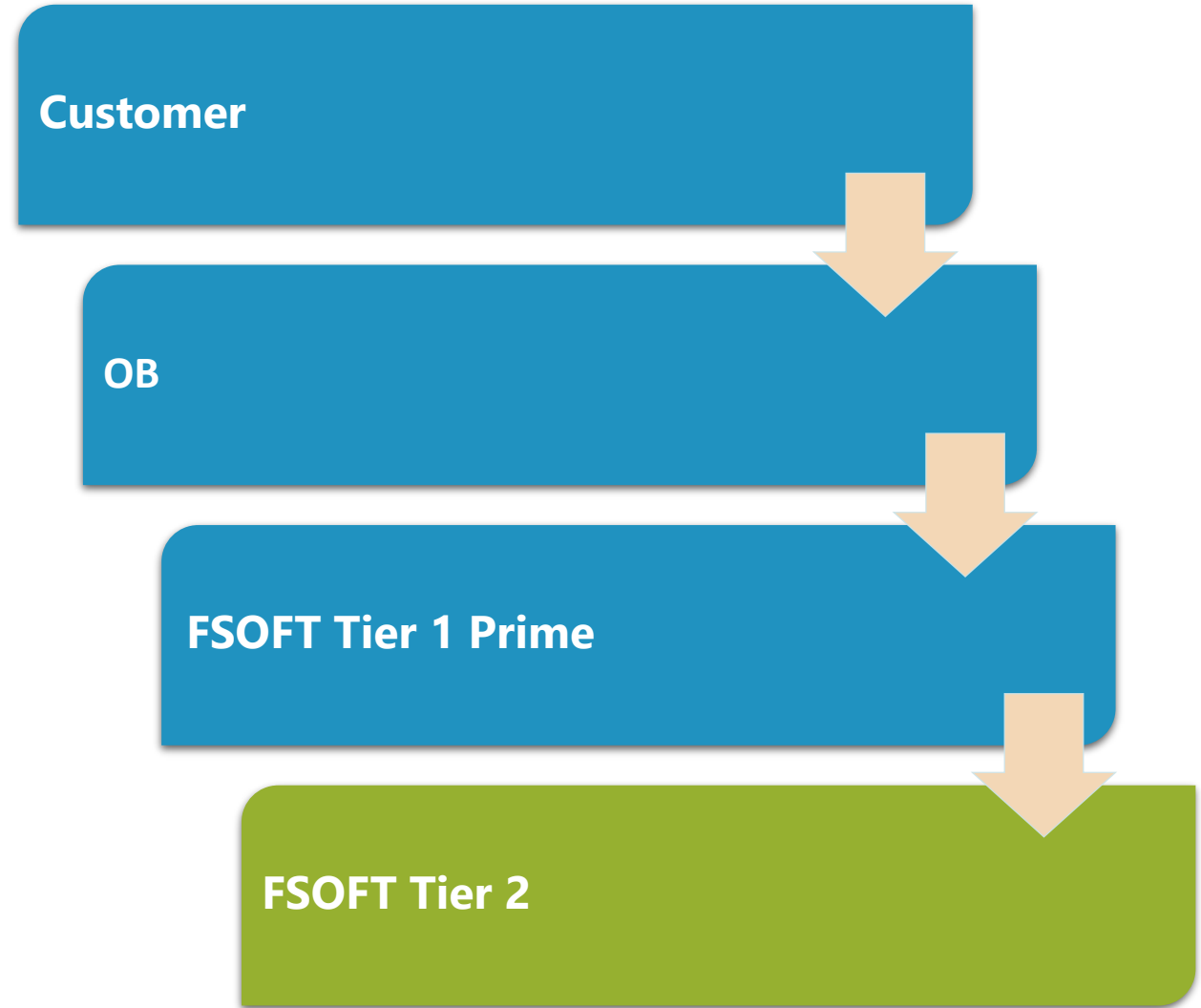
- Closely followed up by elite management
- Commit to exceed beyond expectation of quality, profit, and long-term ROI
- Sponsor workcations in Nha Trang for Customers.
- Access to Elite PM/ human resources HCM/HN with competitive price to Nha Trang Tier 2.
- Transportation expenses covers flights, commuting, ...
- Ensure work-life balance: welcoming workplace experience, healthy lifestyles



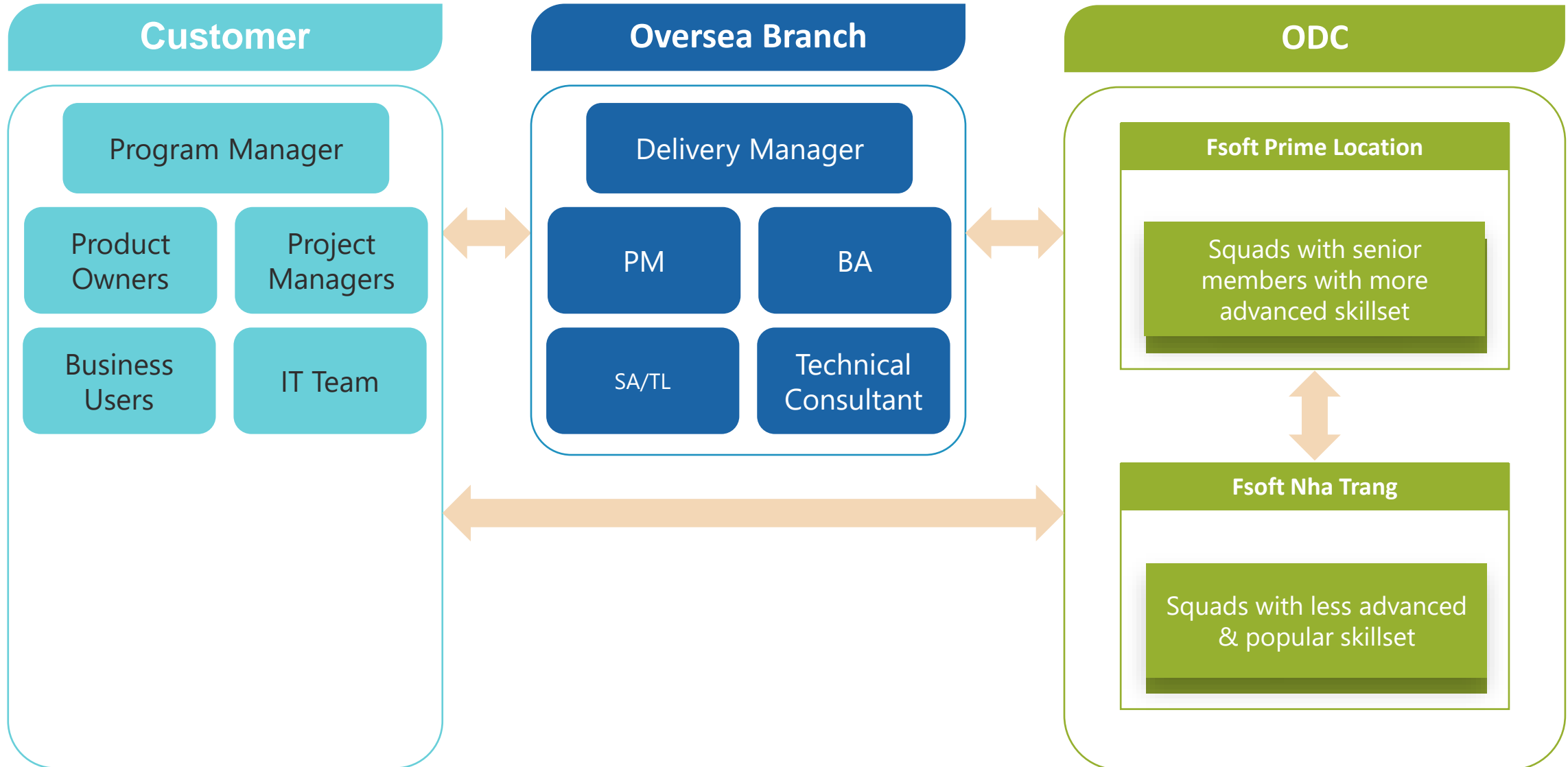
Let's schedule a visit to Future silicon valley of Vietnam

Delivery Model

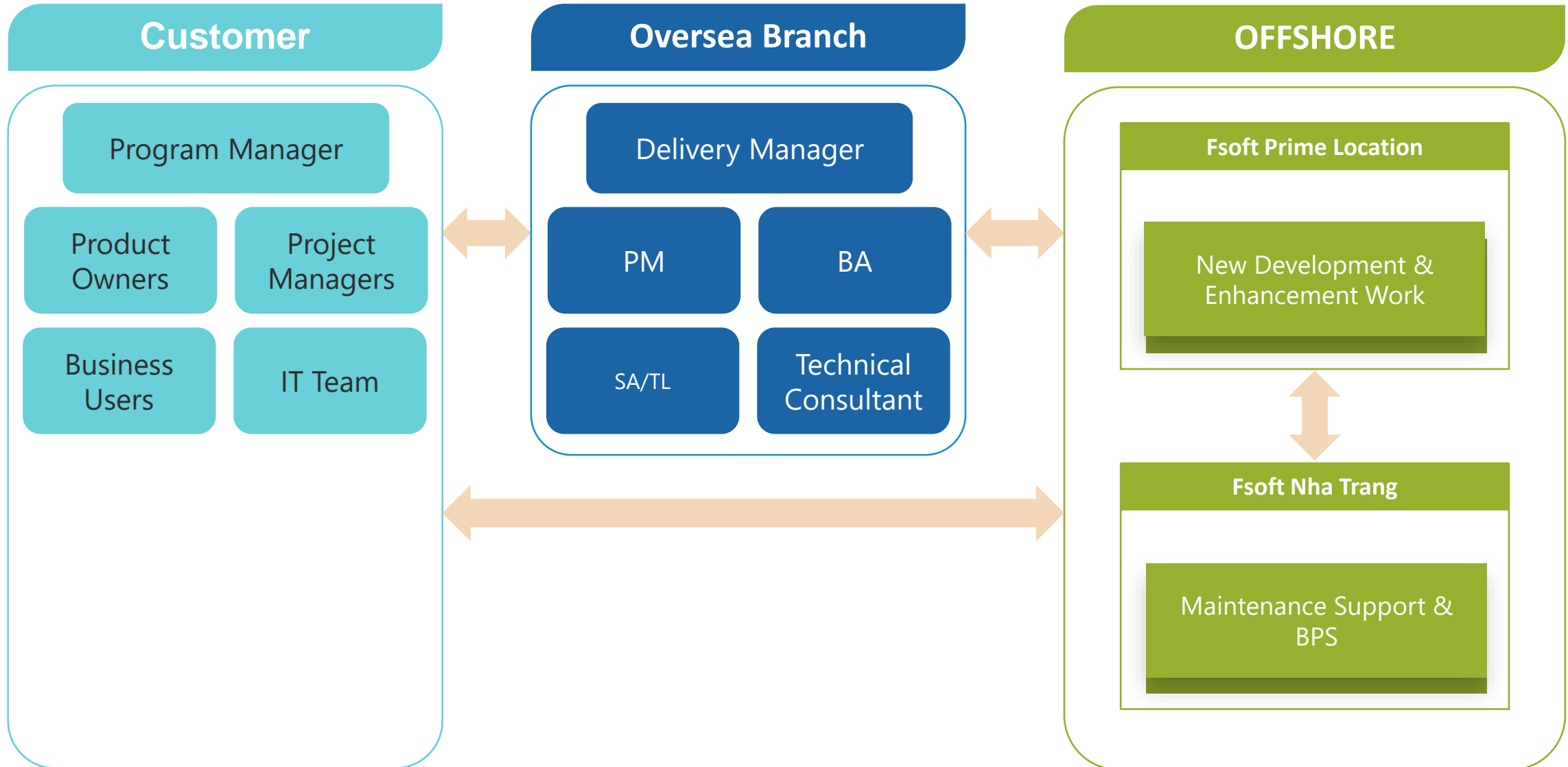
- (*) Include all participants in delivering to ensure quality
- **FSOFT Tier 1 Prime hosts the project, manage all of the project/account and collaborate with other departments for delivery**
 - **FSOFT Tier 2 takes responsibilities for deliver by scope, or layer seniority, or mixed model.**



Delivery Model – ODC, Joint Fsoft Prime & FNT



Delivery Model – Moving MS/BPS Work to FNT





THANK YOU

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