



# MUNICH INNOVATION ROADSHOW

ENGINEERING THE FUTURE TOGETHER

13<sup>th</sup> May 2026

# EXECUTIVE REMARKS

Xin Chao! Warmest Greetings to all our valued guests.

For nearly two decades, Germany and the wider European region have always been among FPT's strategic markets, as we foster invaluable partnerships with leading enterprises across the region.

Today, we are honored to announce the opening of our new office in Munich, a dynamic R&D hub for many global giants. FPT is poised to become an integral part of this innovative ecosystem, bridging Germany's technical excellence with the vibrant digital landscape of Vietnam.

We invite you to join us in insightful conversations on AI-driven transformation across sectors. As we navigate complex geopolitical challenges, FPT remains committed to partnering with businesses to drive resilience, sustainability, and agility, empowered by a future-ready workforce and world-class AI-enabled solutions.

We also hope you can take this opportunity to explore Vietnamese culture and experience the dynamic energy of a rising digital nation, brought right here for you in Munich.

Thank you for joining us. Let us celebrate the present achievements and forge stronger alliances for future growth.



**CHU THI THANH HA**

Chairwoman  
FPT Software, FPT Corporation



**DZUNG TRAN**

FPT Software Senior Vice President  
FPT Europe Chief Executive Officer, FPT Corporation

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I.

# EVENT OVERVIEW

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## Munich Innovation Roadshow

**Date:** 13<sup>th</sup> May, 2026

**Location:** Weitblick, Sapporobogen 6-8, 80637 München

Start	End	Dur	Activity
<b>13:30</b>	<b>15:15</b>	<b>1:45</b>	<b>Ceremony</b>
13:30	14:00	0:30	Registration & Welcome   Exhibition
14:00	14:25	0:25	Opening Video Opening Performance Welcome Speech by Vietnam Ambassador in Germany Welcome Speech by FPT Leadership Welcome Speech by Munich City, Invest in Bavaria Welcome Speech by Customers
14:25	14:40	0:15	Partnership Signing with FEV, 42Q Ribbon Cutting Ceremony
<b>14:40</b>	<b>17:00</b>	<b>2:20</b>	<b>Conference</b>
14:40	15:00	0:20	<b>Keynote 1:</b> Driving Energy Transformation: Leadership for an AI-Driven, Sustainable Future by <b>Dr. Victoria Ossadnik</b> , COO, E.ON
15:00	15:20	0:20	<b>Keynote 2:</b> AI in Manufacturing: From Vision to Value by <b>Mr. Nils Janus</b> , Chief AI Officer, Covestro
15:20	15:40	0:20	Coffee Break & Tech Exhibition
15:40	16:00	0:20	<b>Keynote 3:</b> FPT x AI: Transforming at Scale by <b>Mr. Dzung Tran</b> CEO, FPT Europe, FPT Corporation
16:00	16:45	0:45	<b>Panel Discussion:</b> Real-World Challenges, AI Governance Strategies, and Enterprise-Grade Scaling Representatives from: E.ON, Covestro, Schaeffler, AWS, trail
16:45	17:00	0:15	Closing
<b>17:00</b>	<b>18:00</b>	<b>1:00</b>	<b>Exhibition &amp; Networking</b>
<b>18:00</b>	<b>22:00</b>	<b>4:00</b>	<b>Gala Dinner</b>

# CONFERENCE - SPEAKERS



**H.E. Mr. Nguyen Dac Thanh**  
Ambassador of the Socialist Republic of Vietnam  
to the Federal Republic of Germany



**Ms. Ulrike Hoffman**  
Executive Director Invest in Bavaria ,  
Bavarian Ministry of Economic Affairs



**Dr. Christian Scharpf**  
Head of the Department for Labor  
and Economy, Munich City



**Mdm. Chu Thi Thanh Ha**  
Chairwoman, FPT Software,  
FPT Corporation



**Mr. Dzung Tran**  
Chief Executive Officer  
FPT Europe, FPT Corporation

# CONFERENCE - SPEAKERS



**Dr. Victoria Ossadnik**  
Chief Operating Officer, E.ON



**Mr. Nils Janus**  
Chief AI Officer, Covestro



**Mr. Klaus Mueller**  
Managing Director  
Schaeffler Special Machines Bad  
Vilbel, Schaeffler



**Ms. Anna Spitznagel**  
Co-Founder & CEO, trail



**Mr. Jens Greiner**  
Enterprise Technologist, AWS

# EXHIBITION LIST

Showcases FPT and partners' latest digital and AI-driven solutions, highlighting innovative technologies that empower business transformation and promote Vietnam as a leading destination for advanced technology and IT services



## Manufacturing

AI Powered Platform for Manufacturing - Unified Data Platform - **FleziUDP**

## Automotive

### AI-Defined Mobility

AI Agentic Cockpit  
Agentic AI at the Edge  
(Voice Assistant)  
ASPICE Agent  
Testing Agent

## FleziPT

FleziEMT - an AI-Enabled Solution to Support Legacy Modernization

## Energy

AI-First Energy Solutions (end-to-end solution: solution generation → grid → trading → retail)



Amazon Neo



Smart Factory & Product Carbon Footprint Solution



AI-Powered Low-Code Solution



AI Governance Operating System Solution



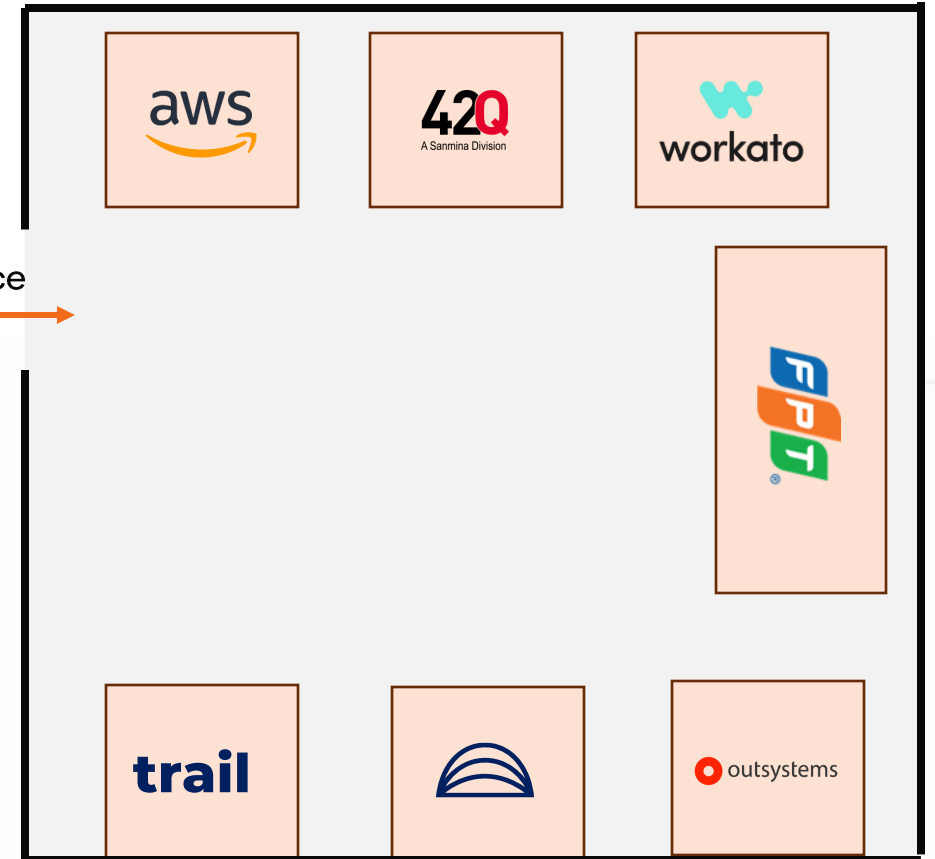
A Sanmina Division

Smart Connected Manufacturing MES Solution



Enterprise MCP Solution

Entrance →



# VIETNAMESE CORNER

## **Vietnamese Summer Rolls Tasting Station**

Guests savor fresh Vietnamese summer rolls, customized with a variety of fillings, sauces, and herbs.



## **Vietnamese Coffee Experience**

A live brewed coffee station introducing guests to traditional Vietnamese coffee and its cultural story.



# GALA DINNER - PERFORMANCES

A Unique Blend of Cultures & Innovation

## Vietnam-Germany Fusion Orchestra

Experience a special orchestral performance that combines traditional Vietnamese instruments with classical choir, reflecting the deep-rooted connection between Vietnam and Germany.

## Traditional Vietnamese Fan Dance

An elegant Vietnamese performance showcasing grace, harmony, and cultural heritage through flowing movements and traditional music.

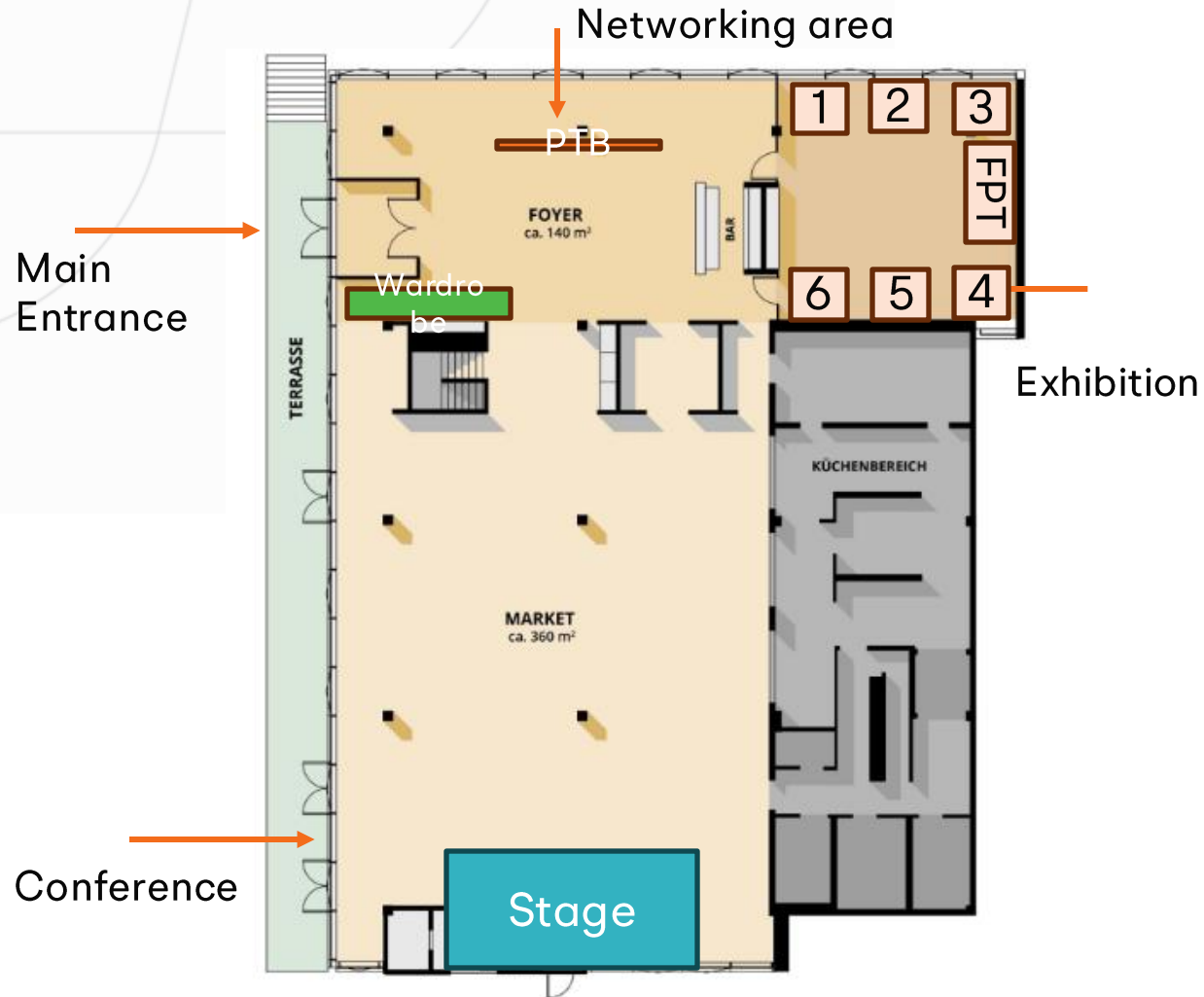
## Vinh Khuất

A contemporary vocal artist whose performance brings emotional depth and modern musical expression to the program, creating an engaging and memorable moment within the evening's cultural and artistic journey.

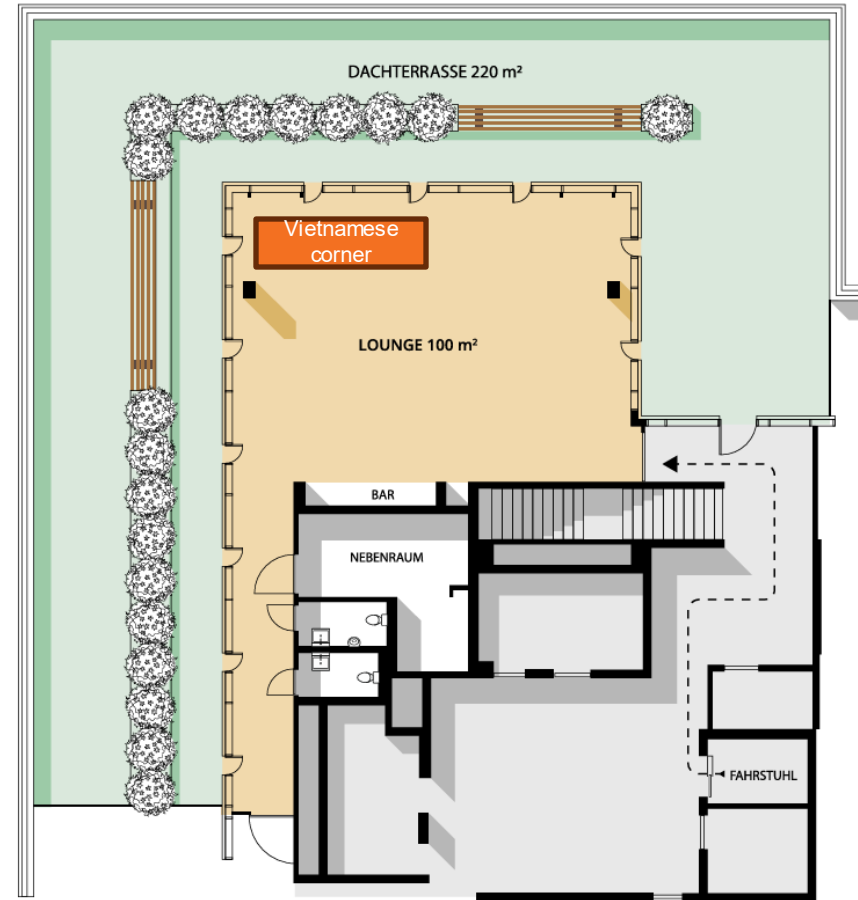


**\*Demonstrated only**

# EVENT LAYOUT



**Main ballroom – Conference and Gala dinner**



**Rooftop – Networking hour**

Direction: From the Main Entrance on first floor - turn left --> Go to the big building. Take the lift to the highest floor



II.

# CORPORATE OVERVIEW




# FPT – THE MARKET LEADER



 **Founded** 1988

 **Public Listed** Dec 2006 (HOSE: FPT)

 **Revenue (FY2025)** USD 2.66 billion (core business)

USD 5.4 billion (total revenue)

 **No. of Employees** 54,000+ (core business)

80,000+ (including affiliated companies)

# FPT – THE MARKET LEADER



## KEY SECTORS

### Technology Sector



#### FPT Software

- FPT IS
- FPT Smart Cloud
- FPT Digital
- FPT Automotive

#### FPT Semiconductor

Top 40 IT Services Companies in Asia (by Gartner)

#1 provider of IT services, software solutions, and system integration in Vietnam

2 of FPT AI Factories in Japan and Vietnam named TOP500 world's Fastest Supercomputers (#35, #38)

Secured an order of 70 million chips and launched 10 chip models

### Telecommunications Sector



#### FPT Telecom

#### FPT Online

#1 Cloud and Data Center service provider

Top 3 Telecommunications provider in Vietnam

#1 Vietnam e-newspaper – VnExpress with over 40M frequent readers

FPT Play - Exclusive broadcasting rights in Vietnam for the FIFA Club World Cup 2025™ and English Premier League

### Education Sector & More



#### FPT Education

#### FPT Invest

152,000+ students at all levels

FPT University: #80 worldwide in SDG8 (Decent Work & Economic Growth) (\*)

FPT School of Business: ranked 'Excellent' business program in Vietnam—highest in EdUniversal's ranking system (\*\*)

(\*) TIMES Higher Education  
(\*\*) EduUniversal

## OTHER

### Retail, Distribution Sector & More



#### FPT Shop

#### FPT Long Chau

#### Synnex FPT

Top pharmacy chain in Vietnam, operates nationwide across 34 provinces and cities

Established 50 vaccination centers within less than 1 year nationwide

Cisco Vietnam's best distributor for 8 consecutive years

Apple's Premium Reseller in Vietnam

### Strategic Technology Steering Committee

Quantum AI and Cyber Security Institute (QACI)

FPT UAV (Unmanned Aerial Vehicles)

FPT Railway Mobility Technology (FMT)

FPT Cyber Security

Digital Conglomerate 5.0 (DC5)

Committed to accelerate focused investments across key technology domains, highlighted by a USD 100 million commitment to QACI—one of the first quantum research centers founded by a Vietnamese enterprise

# FPT – THE MARKET LEADER

## FPT's Global Business In Europe

**Established** 2012  
**HQ** Am Thyssenhaus 1-3 (Haus 3), 45128 Essen, Germany  
**Clients** 100+ Leading companies based in Europe

**09** Countries

**17** Offices



# BESTSHORE MODEL

## FEATURES

- ✓ Language efficiency & Culture understanding
- ✓ No time zone difference, **24/7** support
- ✓ Cost effectiveness
- ✓ Data protection; GDPR Compliance
- ✓ Fast Scale

### ONSITE

Germany/UK/France/  
Sweden/Denmark/Finland/ Norway

Speak local language

High touch roles

Interface with customers/  
Main contact point to customers

### NEARSHORE

Slovakia/ Czech Republic/ Romania

**100%**  
employees speak English fluently

**15**  
years of experience

**70%**  
employees speak German fluently

**1000**  
software engineers

### OFFSHORE

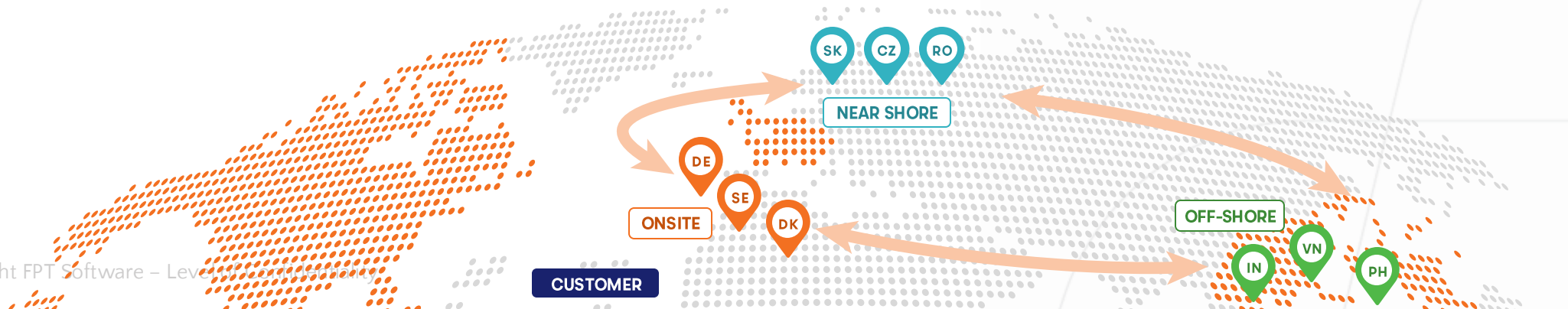
Vietnam / India / Philippines

**2-4 weeks**  
fast scale

**26**  
years of experience

Vast pool of experienced software engineers

Provide services for 1000 global customers over 4 continents





# CONTACT

For any support or inquiries, please reach out to your dedicated Account or Client & Partner Relations contact.

Real-time updates about the event can also be found on the event homepage:

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Visit our event website: [Munich Innovation Roadshow | FPT Software](#)