



No. 63/2024/MWG

HCMC, October 30th, 2024

“Re. the explanation to changes in financial statements for Q3/2024.”

To: - State Securities Commission of Viet Nam
- Hochiminh Stock Exchange

According to clause 4 article 14 of Circular No. 96/2020/TT-BTC dated November 16th, 2020, of the Ministry of Finance, providing guidelines on the disclosure of information on the securities market, the company shall be required to explain the occurrence of any of the following events:

1. Profit after-tax is shown in the income statement of the reporting period changes by at least 10% compared to that of the same reporting period in the previous year;
2. Profit after-tax of the reporting period is negative, YoY profits change from a positive number to a negative number or vice versa;
3. After audit or review, the profit after tax of the reporting period varies by at least 5% and changes from a positive number to a negative number or vice versa.

Mobile World Investment Corporation would like to explain the change of over 10% in Financial Statements (FS) in Q3/2024 and the first nine months of 2024 compared to the same period of 2023 as follows:

Explanation for the consolidated FS in Q3 and the first nine months of 2024 compared to the same period in 2023.

The consolidated after-tax profit in Q3/2024 reached VND 805.8 billion, increased by 1,976% compared to Q3/2023, which was VND 38.8 billion. The consolidated after-tax profit for the first nine months of 2024 reached VND 2,881 billion, surged 3,617% compared to Q3/2023, which was VND 77.5 billion.

Reasons:

- MWG’s net profit in the first nine months of 2024 experienced robust growth, increasing by 37 times YoY due to (i) a 15% increase in net revenue, (ii) a 28% increase in gross profit compared to the same period, and (iii) cost optimization following the restructuring strategy set at the beginning of the year.
- For thegioididong.com and Dien May Xanh, despite operating with 12% fewer stores compared YoY, the company still achieved 7% revenue growth. This growth generated from key categories like phones and electronics, was driven by advantages in a diverse product portfolio, promotional programs, and attractive financial support solutions. These gains were made possible by efforts to consolidate and expand market share in 2023, alongside notable improvements in gross profit and optimization of store operating costs.
- For Bach Hoa Xanh: Revenue grew by nearly 36% YoY, primarily driven by efforts to increase same-store sales. The chain focused on boosting the sales volume of fresh food and FMCGs, providing quality products at reasonable prices, and optimizing costs such as store operating expenses and logistics to maintain sustainable profitability.

Translated version

The explanation for the separate FS in Q3/2024 and the first nine months of 2024 compared to the same period in 2023

The Parent company's after-tax profit in Q3/2024 reached VND 132.2 billion, compared to Q3/2023, which was VND -80.6 billion. The Parent company's after-tax profit for the first nine months of 2024 reached VND 990.7 billion, compared to the same period last year, which was VND -73.6 billion.

Reason: The Parent Company received dividend income in the first nine months of 2024.

Best regards!

MOBILE WORLD INVESTMENT CORPORATION
Authorized representative for information disclosure

(Signed and sealed)

Tran Huy Thanh Tung