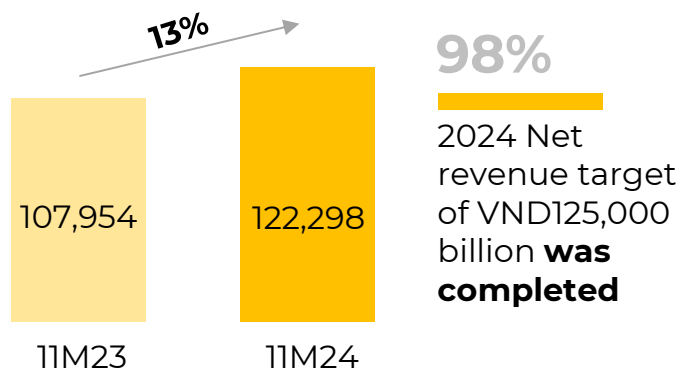
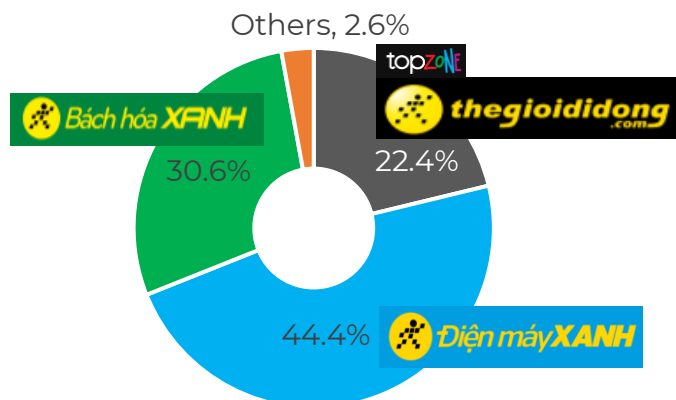




Net revenue (VND billion)



Revenue breakdown



Other information



THE GIOI DI DONG

1,022 stores, including Topzone



DIEN MAY XANH

2,030 stores, including DMS



BACH HOA XANH

1,735 stores



AN KHANG

326 stores



AVA KIDS

62 stores



ERABLUE (JV in Indonesia)

82 stores

• TGDD and DMX:

- ❑ The accumulated revenue in 11M2024 reached VND81.7 trillion, up 7% YoY.
- ❑ In November alone, the two chains recorded a total revenue of VND7.2 trillion:
 - ✓ Monthly revenue increased by 10% YoY and decreased by 9% MoM.
 - ✓ Both monthly and accumulated revenues have grown YoY across most product categories, driven by a focus on strategic products, attractive promotions, and financial solutions that offer customers more shopping options.
 - ✓ The decline compared to October 2024 was primarily due to a slowdown in iPhone sales following two months of launch and the off-peak season for laptops. Meanwhile, revenue from consumer electronics remained stable MoM.
- ❑ Online revenue in 11M24 was VND8.2 trillion, accounting for 10% of the two chains' sales.



- **BHX:**

- ❑ In the first 11 months of 2024, BHX's accumulated sales reached VND37.4 trillion, marking a 32% year-over-year increase, driven by the strong contribution of fresh and FMCG products.
- ❑ In November alone, BHX's revenue was more than VND3.5 trillion. The average monthly revenue per store was about VND2 billion.
- ❑ By the end of November, the company had opened new stores across various locations. The precise number of stores will be presented in the December report.

DISCLAIMERS:

- *The information in this report has been collected from various sources and has not been audited, with no guarantee of completeness or absolute accuracy.*
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