



No. 58/2024/MWG

HCMC, July 30<sup>th</sup>, 2024

*“Re. the explanation of the difference in financial statements for Q2/2024.”*

**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 16<sup>th</sup>, 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 Q2/2024 and the first six months of 2024 compared to the same period of 2023 as follows:

**Explanation for the consolidated financial statements for Q2 and the first half of 2024 compared to the same period in 2023.**

The consolidated after-tax profit in Q2/2024 reached VND 1,172.3 billion, increased by 6,635% compared to Q2/2023, which was VND 17.4 billion. The consolidated after-tax profit for the first six months of 2024 reached VND 2,074.7 billion, increased by 5,265% compared to the same period, which was VND 38.7 billion.

**Reasons:**

- MWG's net profit for the first six months experienced robust growth, increasing by 53.6 times YOY, due to (i) a 16% increase in net revenue and more than a 30% increase in gross profit compared to the same period, and (ii) cost optimization from restructuring, streamlining the system, and enhancing operational efficiency by closing inefficient stores without affecting total revenue.
- For thegioididong.com and Dien May Xanh, (i) the increased contribution of electronics (particularly white goods due to seasonal factors and home appliances) to total revenue, and (ii) the advantage of a diverse product range with attractive promotional programs and financial support solutions, thanks to efforts to consolidate and expand market share in 2023, were important foundations that helped these two chains record increased revenue and improved gross profit despite operating fewer stores compared to the same period.
- For Bach Hoa Xanh: Revenue grew by more than 40% YoY, primarily driven by efforts to increase same-store sales. The chain focused on boosting the volume of fresh food and FMCGs, providing quality products at affordable prices, as consumers remain cautious about spending.

Translated version

Thanks to continuous growth in sales volume and the number of invoices, Bach Hoa Xanh recorded progressively positive gross profit month by month.

**The explanation for differences in separate FS in Q2/2024 and the first six months of 2024 compared to the same period in 2023**

The after-tax profit of the Parent Company in Q2/2024 reached VND 733.9 billion, compared to Q2/2023, which was VND -13.8 billion. The after-tax profit of the Parent Company for the first six months of 2024 reached VND 858.5 billion, 123.4 times compared to the same period, which was VND 6.96 billion.

Reason: The Parent Company received dividend income in the first half 2024.

Best regards!

**MOBILE WORLD INVESTMENT CORPORATION**  
**Authorized representative for information disclosure**

(Signed and sealed)

**Tran Huy Thanh Tung**