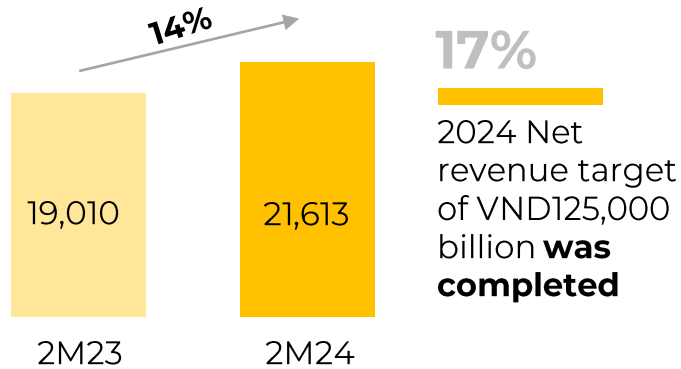
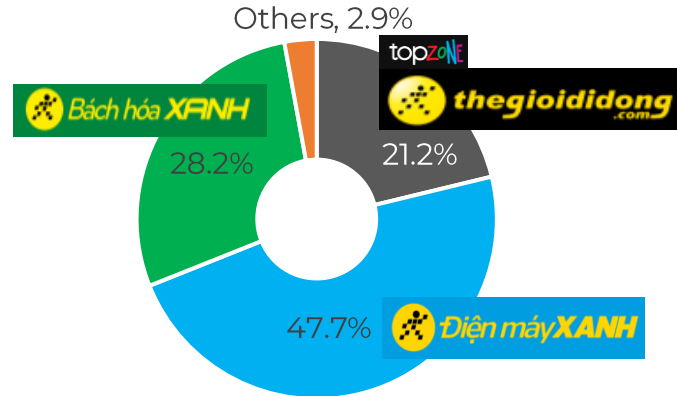




Net revenue (VND billion)



Revenue breakdown



Other information



THE GIOI DI DONG

1,077 stores, including Topzone



DIEN MAY XANH

2,189 stores, including 954 DMS



BACH HOA XANH

1,698 stores



AN KHANG

526 stores



AVA KIDS

64 stores



ERABLUE (JV in Indonesia)

53 stores

• TGDD and DMX:

- ❑ The accumulated revenue in 2M2024 reached VND14.9 trillion (increased 3% YoY), marking the Company's significant efforts to maintain revenue even with 210 fewer stores of thegioididong.com and Dien May Xanh compared to the end of February 2023.
- ❑ The main growth driver is consumer electronics, especially air conditioners, refrigerators, and household appliances. Other categories were flat or recorded slight revenue decreases compared to the same period last year.
- ❑ In Q1/24, the Company continues reviewing all operational activities to improve the chains' absolute profitability. The operational efficiency indicators have shown positive changes after five months of comprehensive restructuring since Q4/23.
- ❑ Online revenue in 2M24 was VND2.5 trillion, up 9% YoY, accounting for 17% of the two chains' total sales.



• **BHX:**

- ❑ In 2M24, BHX's total revenue reached over VND6 trillion, marking a 47% YoY increase. The average monthly sales per store was approximately VND1.8 billion, even though the Company was not fully operated in February due to the Tet holiday.
- ❑ The revenue growth momentum comes from the fresh foods and FMCG categories. In particular, fresh produce surged by over 70%, and FMCGs soared by about 40% compared to the first two months of 2023. This year, the Company prepared the source of goods and warehouse systems early, ensuring smooth operation, as well as sufficient and diverse product offerings at stable prices for customers.
- ❑ Thanks to restructuring efforts, although revenue increased remarkably, costs were well-controlled even during the peak season, which is an important factor helping BHX significantly improve operational efficiency compared to the same period last year.

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.*
- *Individuals/organizations should note that this report is not intended to be an offer to buy or sell any securities, options, futures, or derivatives.*
- *The Company will not be responsible for any damages (if any) caused by the use of this report. Individuals/organizations using the information in this newsletter are solely responsible for their own decisions.*