

No: 65/2023/DGW-ĐT

HCMC, October 26<sup>th</sup>, 2023Regarding: Result Explanation for  
the Separate Financial Statements  
3rd Quarter of 2023**To:**  
- **The State Securities Commission**  
- **Ho Chi Minh Stock Exchange**

First of all, Digiworld Corporation ("Company") would like to send to the Commission and Exchange respectful greetings and cooperation.

Based on the Consolidated business result of the third quarter of 2023 of the Separate Financial Statements prepared by the Company on October 26, 2023. The company explains the reasons for the change in some indicators of this report in 2023, compared with the same period in 2022, the details are as follows:

Indicators	3 <sup>rd</sup> Quarter of 2023	3 <sup>rd</sup> Quarter of 2022	Increase/decrease (%)
Net revenue	5,186,040,222,103	5,988,190,371,225	-13%
Profit after tax	113,829,055,584	185,921,577,554	-39%

Reasons:

In the third quarter of 2023, total revenue reached VND 5,186 billion, down 13%, and profit after tax reached VND 114 billion, down 39% over the same period. In which:

- Laptops and Tablets recorded revenue fell 2% over the same period. However, compared to the 2<sup>nd</sup> quarter of 2023, this segment also achieved a growth of 79%. The reason is the third quarter is the peak season when students shop for laptops and tablets to prepare for the new school year.
- In contrast, Q3 is the lowest season for mobile phones when consumers reduce spending to prepare for phone replacement in the fourth quarter with the launch of the new iPhone. Revenue in the third quarter declined 26% over the same period and 19% over the second quarter.
- Office equipment: revenue, the same as last year, and grew 25% compared to the second quarter, thanks to the acquisition of 75% of Achison. Revenue from Personal protective equipment was consolidated with Digiworld's revenue.
- Home appliance recorded a decrease of 20% year on year, due to the impact of the weak economy, and consumers tightening spending, and being affected by the gloomy real estate market.
- Consumer goods: achieved an impressive growth of 78% over the same period. This growth mainly came from DGW entering the beverage industry and distributing premium beer products from ABInbev as well as milk soda and juice products from Lotte Chilsung.

Thus, in the first 9 months of 2023, the Company achieved a revenue of 13,314 billion dong, profit after tax reached 295 billion VND

Sincerely.



**DIGIWORLD CORPORATION**

**Chairman**

**DOAN HONG VIET**

