



No. 02-2023/CV-MWG

HCMC, July 28th, 2023

“Re. the explanation of the difference in financial statements for the first six months of 2022.”

To:

- **State Securities Commission of Viet Nam**
- **Viet Nam Stock Exchange**
- **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 Q1/2023 compared to the same period of 2022 as follows:

The explanation for differences in consolidated FS in Q2/2023 compared to the same period of 2022

- Consolidated profit before tax in the Q2/2023 reached VND130 billion, reduced by 92% compared to that of Q2/2022, which is VND 1,702 billion. Consolidated profit before tax in the 1H23 reached VND 289 billion, reduced by 92% compared to that of 1H22, which is VND 3,705 billion
- Consolidated profit after tax in the Q2/2023 reached VND 17.4 billion, reduced by 98% compared to that of Q2/2022, which is VND 1,131 billion. Consolidated profit after tax in 1H23 reached VND 38.7 billion, reduced by 98% compared to that of 1H22, which is VND 2.576 billion.

Reason:

- The purchasing power for phones and electronics has been weakening since Q4/2022 and there have been no signs of recovery in the first half of 2023 (except for air conditioners and fans due to seasonal factors). To attract new customers (those who have not been served before and are price-sensitive) while retaining existing customers, the company proactively implemented a "Gia Re Qua" campaign in late March. This campaign offered flexible shopping options with attractive promotions to meet the practical needs of customers. As a result, the total revenue of TGDD and

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DMX in Q2 increased by 8% compared to Q1 and decreased by 20% compared to the same period last year. The company also started to gain an increased market share in many product categories, especially Apple products. Meanwhile, the gross profit margin in Q2/23 decreased compared to Q1/23 and the same period in 2022.

- The down trading trend also impacts food, FMCG, and pharmaceutical products but due to the essential nature of these products, these industries are still recording stable business results.

The explanation for differences in separate FS in Q2/2023 compared to the same period of 2022

Profit after tax of the Parent Company in Q2/2023 reached negative VND 13.8 billion compared to VND 908 billion in Q2/2022. The accumulated profit after tax of the Parent Company in the 1H23 reached VND 7 billion, reduced by 99.5% compared to that of 1H22, which is VND 1.563 billion.

Reason: The Holding company did not receive dividend income in Q2/2023.

Best regards!

MOBILE WORLD INVESTMENT CORPORATION
Authorized representative for information disclosure

(Signed and sealed)

Le Thi Thu Trang