

No: 73/2022/DGW-ĐT

Ho Chi Minh City, 28<sup>th</sup> October, 2022

Regarding: Result Explanation for  
the Consolidated Financial  
Statements 3<sup>rd</sup> Quarter of 2022

**To:**

- **State Securities Commission of Vietnam**
- **Ho Chi Minh Stock Exchange**

Based on the consolidated business results of the third quarter of 2022 of the Consolidated Financial Statements prepared by the Company on October 28, 2022. The Company explains the reasons for the change in some indicators of this report in 2022, compared with the same period in 2021, the details are as follows:

Indicators	3 <sup>rd</sup> Quarter of 2022	3 <sup>rd</sup> Quarter of 2021	Increase/decrease (%)
Net Revenue	6,065,220,871,939	3,825,124,117,208	+59%
Profit after Tax	180,305,973,303	107,215,325,740	+68%

Reasons:

In the third quarter of 2022, total revenue reached VND 6,065 billion, up 59% and profit after tax reached VND 180 billion, increasing 68% yoy. This growth came entirely from the core business:

- Laptops and tablets: The third quarter was the peak season of the laptop market, so despite the decline in consumer demand, revenue from this segment still grew by 33% over the same period, reaching 2,457 billion VND.

- Mobile phones: in Q3, revenue of this segment recorded a strong growth of 74%, reaching VND 2,399 billion thanks to the rebound in consumer demand along with the increase in market share of Xiaomi and the contribution to the revenue of mobile phones. collected from iPhone lines.

- Office equipment: Revenue reached VND 908 billion, doubled year-on-year thanks to growth in all product groups such as server, PC, security solutions, data storage devices, IoTs products, and power solutions...

- Home appliances: in Q3, this segment recorded more revenue from 2 new brands, Whirlpool and Xiaomi TVs, with positive revenue signals, this segment recorded revenue of VND 205 billion, surging 659% yoy.

- Consumer goods: revenue from this segment reached VND 96 billion, down 22% yoy due to the decline in consumer demand.

Thus, in the first 9 months of 2022, the Company achieved a revenue of VND 17,984 billion, an increase of 38%, and profit after tax reached 528 billion VND, a rise of 60%, equivalent to completing 68% of the year plan in terms of revenue and 66% of the year plan in terms of net profit.

Sincerely,



**DOAN HONG VIET**