

No: 07/2024/DGW-ĐT

HCMC, January 30th, 2024

Regarding: Result Explanation for
the Consolidated Financial
Statements 4th 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 fourth quarter of 2023 of the Consolidated Financial Statements prepared by the Company on January 30, 2024. 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	4 th Quarter of 2023	4 th Quarter of 2022	Increase/decrease (%)
Net revenue	4,848,976,730,744	4,075,122,688,973	+19%
Profit after tax	89,568,304,952	155,754,386,747	-42%

Reasons:

In the fourth quarter of 2023, total revenue reached more than 4.8 trillion dong, up 19% and net profit reached 90 billion dong, down 42% year on year. In which:

- Laptop and tablet recorded revenue nearly 1.1 trillion dong, down 10% compared to Q4 last year, due to the decline in demand after the back-to-school season in the third quarter, along with the difficult economy, causing consumers to reduce device replacement.
- Mobile phones: The fourth quarter was expected to be the peak quarter for this segment with the launch of Iphone 15, however, similar to laptops, consumers were also tightening their spending, leading to lower consumption than expected. However, fourth quarter revenue reached VND 2.2 trillion, achieving 24% growth over the same period.
- Office equipment: Revenue reached 1,124 billion VND, a strong growth of 42% over the same period. This growth was thanks to acquiring 75% of Achison company, and the revenue of personal protection equipment products being merged with Digiworld. Furthermore, the end of the year is the peak time for budget disbursement, so this industry benefits when the main customers are businesses, governments, and schools.
- Home Appliances: recorded an increase of 31% over the same period, reaching revenue of 234 billion VND thanks to contributions from Whirlpool products, especially Xiaomi TVs, which are increasingly known and chosen by consumers.
- Consumer goods: achieved impressive growth of 57% over the same period, revenue reached 215 billion VND, this growth was thanks to the contribution from revenue of ABInbev's beer as well as Lotte Chilsung products.

Thus, in 2023, the Company has achieved a total revenue of nearly 19 trillion dong. Net profit reached 354 billion VND, equivalent to completing 94% in terms of revenue plan and 89% in terms of net profit plan.

Sincerely.


DIGIWORLD CORPORATION
Chairman

DOAN HONG VIET

