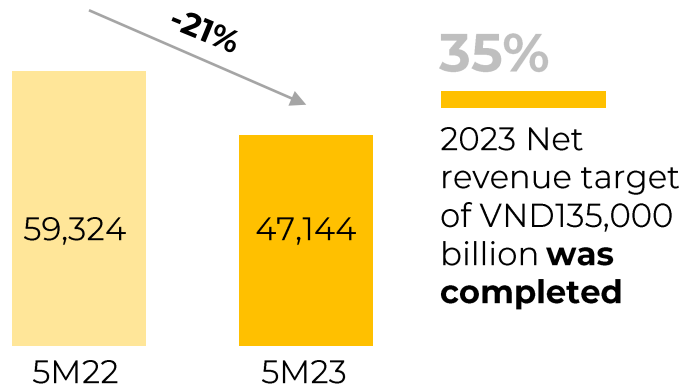
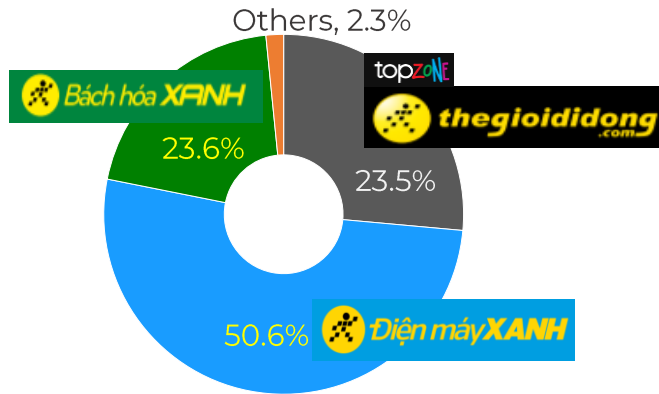


Net revenue (VND billion)



Revenue breakdown



Other information



THE GIOI DI DONG

1,185 stores, in which 100 Topzone stores



DIEN MAY XANH

2,290 stores, including 1,034 DMS



BACH HOA XANH

1,704 stores



AN KHANG

535 stores



AVA KIDS

64 stores



ONLINE

Total online revenue decreased 22% YoY, accounting for 15% of the total revenue.

• TGDD and DMX

- ❑ In the first five months of 2023, TGDD and DMX recorded total sales of VND 35 trillion, declining by 27% YoY.
- ❑ In May alone, the two chains' total revenue reached about VND 7.6 trillion
 - Revenue grew 4% MoM despite weak purchasing power and no clear sign of market recovery. The Company continued improving sales across key categories (phones, electronics, white goods, small appliances) by launching affordable offers and attractive promotions to drive customers.
 - Compared to May-2022, the total sales of TGDD and DMX decreased by 14%. Due to hot weather, air conditioners experienced a revenue surge of 100% and were the only product witnessing positive cumulative sales growth after five months.
 - Online revenue in May soared by 16% MoM, accounting for 22% of TGDD and DMX's total sales.

• BHX:

- ❑ In the first five months of 2023, BHX's accumulated sales increased by 6% compared to the same period last year. Online channels saw a growth of 13% YoY.
- ❑ In May alone, BHX's revenue was over VND2.4 trillion vs. VND2.3 trillion in April. Average revenue/store has exceeded VND1.4 billion, equivalent to the level of Dec-22.
- ❑ BHX's performance is gradually reflecting the positive results of its fresh food strategy that focuses on better product quality and quantity at competitive prices. This helps meet customers' daily meal needs, encouraging them to shop more frequently and increase their basket size. It is expected that BHX will continue to improve its sales per store in June.

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- *The information in this report has been collected from various sources and has not been audited, with no guarantee of completeness or absolute accuracy.*
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