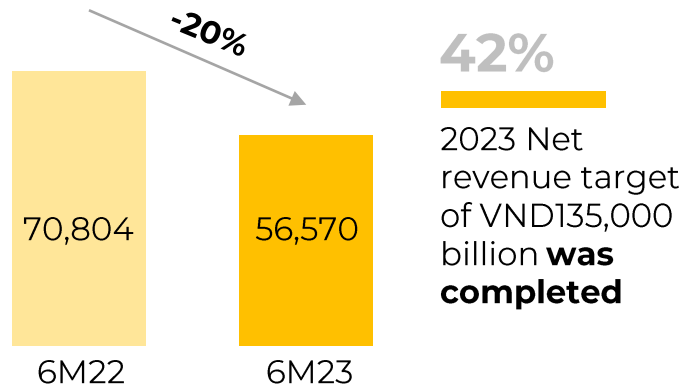
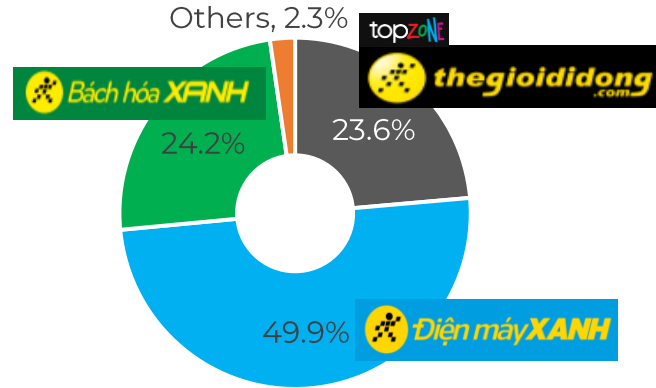


## Net revenue (VND billion)



## Revenue breakdown



## Other information



### THE GIOI DI DONG

1,180 stores, in which 100 Topzone stores



### DIEN MAY XANH

2,289 stores, including 1,034 DMS



### BACH HOA XANH

1,706 stores



### AN KHANG

537 stores



### AVA KIDS

66 stores



### ONLINE

Total online revenue decreased 20% YoY, accounting for 14.5% of the total revenue.

## • TGDD and DMX

- ❑ The cumulative 6M2023 revenue of the two chains amounted to over VND41.5 trillion, down 27% YoY.
- ❑ In June 2023 alone, the aggregate revenue was approximately VND6.7 trillion:
  - The total sales of TGDD and DMX declined by 13% MoM, mainly due to a deterioration in air conditioner sales, while other categories witnessed continuous improvement in revenue. After recording encouraging results in April and May, air conditioner consumption weakened in June amid the Northern provinces' erratic weather and power outages.
  - Compared to June 2022, the total sales of TGDD and DMX dropped by 25%.
- ❑ Online revenue in 6M2023 reached around VND7.8 trillion, making up 19% of the aggregate sales of TGDD and DMX.



- **BHX:**

- ❑ In 6M23, BHX's total revenue surpassed VND13.6 trillion, marking a 7% YoY increase. Online revenue grew by 11%.
- ❑ In June 2023 alone, BHX's revenue amounted to VND2.53 trillion (improved by 9% YoY and 3% MoM). This was mainly attributable to the higher number of bills through attracting new customers and increasing shopping frequency from existing customers.
- ❑ The average monthly sales per store exceeded VND1.45 billion in June. The strong growth momentum is expected to continue in July.

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