

No: 36/2021/DGW-TGD

HCMC, October 28th, 2021Regarding: Result Explanation for
the Consolidated Financial
Statements Quarter III 2021**To:**
- **The State Securities Commission**
- **Ho Chi Minh Stock Exchange**According to our Business Performance Quarter III/2021 of the Consolidated financial statements dated October 28th, 2021, the Company would like to clarify the changes as below:

Indicators	Quarter III/ 2021 (VND)	Quarter III/2020 (VND)	Up/Down (%)
Net revenue	3,825,124,117,208	3,624,274,283,608	+6%
Profit after tax	107,215,325,740	75,073,702,708	+43%

Reasons:

In 3Q21, DGW recorded total net revenue of VND 3,825 bn, soaring 6% year on year and profit after tax reached VND 107 bn, advancing 43% year on year. This growth came entirely from core businesses:

- **Laptops & tablets:** In 3Q21, the outbreak of Covid-19 epidemic led to the longest period of "studying and working from home", and Q3 was also the back-to-school season. This segment revenue still recorded a growth of 46% YoY, reached VND 1,854 billion.
- **Mobile phones:** Although down 26% YoY due to the impressive growth of this segment in Q3/2020, creating a high comparative base. This segment revenue still reached VND 1,381 billion thanks to the continuous increase in market share of Xiaomi and Apple.
- **Office equipment:** Revenue reached VND 467 billion, recording a growth of 13% YoY thanks to the diversification of IoT products from Xiaomi, Huawei and Apple to accommodate many customer segments. Revenue from these products is increasing and becoming the main growth driver of Office Equipment in the future.
- **Consumer goods:** Thanks to the fast-moving consumer goods for daily life that still recorded positive signs and the revenue contribution from Covid-19 anti-epidemic products, this segment reached VND 123 billion, up 98% YoY.

Thus, net revenue in 9M21 reached VND 13,050bn (+53% YoY) and profit after tax reached VND 330bn (+96% YoY), completed 86% of the revenue plan and 110% of the profit plan, respectively.

Sincerely.



Doan Hong Viet