

No: 06/2025/DGW-ĐT

HCMC, January 27th, 2025

Regarding: Result Explanation of the
Consolidated Financial Statements for the 4th
Quarter of 2024

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 results of the fourth quarter of 2024 of the Consolidated Financial Statements prepared by the Company on January 27, 2025. The company explains the reasons for the change in some indicators of this report in 2024, compared with the same period in 2023, the details are as follows:

| Indicators | 4 th Quarter of 2024 | 4 th Quarter of 2023 | Increase/decrease (%) |
|------------------|---------------------------------|---------------------------------|-----------------------|
| Net revenue | 5,859,281,891,324 | 4,848,976,730,744 | +21% |
| Profit after tax | 140,356,071,849 | 89,568,304,952 | +57% |

Reasons:

In Q4/2024, total revenue reached VND5,859 billion, marking an 21% increase compared to the same period last year, while net profit stood at VND140 billion, a 57% increase from Q4/2023. This growth stemmed from core business activities, detailed as follows:

- Laptops and tablets recorded revenue of VND1,144 billion, reflecting a slight 7% increase compared to the same period last year. Although demand for laptops decreased after the peak consumption period in Q3, leading to a market slowdown in Q4, revenue maintained stable growth, thanks to additional contributions from two new computer brands, MSI and Gigabyte.
- Mobile phones: Revenue reached VND2,687 billion, a 22% year-on-year increase, driven by the contribution of new phone models from Xiaomi and Apple, including Mi 14T, Mi Note 14, Redmi 14C, and iPhone 16. Moreover, Xiaomi's increased market share played a significant role in driving revenue growth in Q4.
- Office equipment: revenue reached VND1,367 billion, reflecting a 22% increase compared to the same period last year. The growth was primarily driven by the contribution of PC Client products and IoT devices, including desktop computers, monitors, servers, printers, smartwatches, and headphones.
- Home appliances: revenue recorded impressive revenue growth of 56% compared to the same period last year, reaching VND364 billion. This growth was driven by the peak consumption period for home appliances in Q4, as consumers increased spending for the Lunar New Year, along with revenue contributions from Philips' home appliance products.



- Consumer goods: revenue grew by 38% compared to the same period last year, reaching VND 297 billion. This growth was driven by sales from existing brands in both the consumer goods and pharmaceuticals segments, as well as significant revenue contributions from the ontrade channel – a new distribution channel entrusted to Digiworld by ABInbev since Q3/2024.

Thus, for 2024, the company's total revenue reached VND22,078 billion, marking a 17% growth, and net profit stood at VND 443,8 billion, a 25% year-on-year increase.

Sincerely,

Recipients:

- As above.
- BOM archive.

