

# BUSINESS RESULTS — 4 MONTHS 2026

## SUMMARY

DMX posted VND 43,436bn in revenue for 4M2026, +32% YoY, completing 35% of the annual target and on track with plan. Growth was broad-based across all chains and product categories driven by 33% SSSG. Revenue from financed sales surged 48% YoY and accounted for 38% of total revenue, with a 96% financing eligibility rate across products. Erablue posted 94% YoY revenue growth on 20% SSSG and 123 new store openings.

## FINANCIAL & OPERATIONAL HIGHLIGHTS

### TOTAL REVENUE

VND **43,436bn**

### REVENUE GROWTH

**32%** YoY

### SSSG

**33%**

### ERABLUE REVENUE GROWTH

**94%** YoY

### ANNUAL GUIDANCE TRACKING — REVENUE

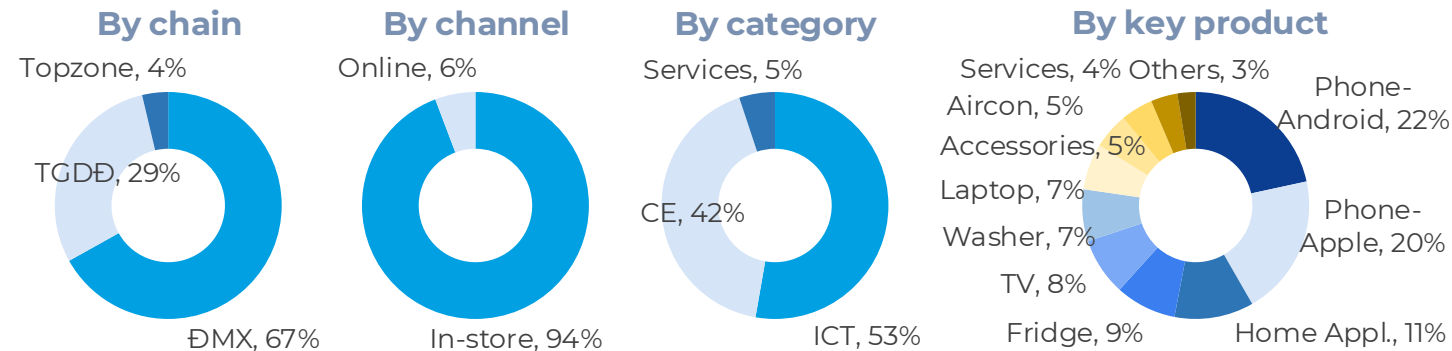
**35%** of full-year guidance complete

Full-year guidance: VND 122,500bn

## STORE NETWORK

Chain	Store count	YoY change	YTD change
Điện Máy Xanh	2,005	-20	-3
Thế Giới Di Động	927	-5	+0
TopZone	85	+0	+0
Erablue (Indonesia)	222	<b>+123</b>	<b>+41</b>
<b>Total (DMX)</b>	<b>3,239</b>	<b>+98</b>	<b>+38</b>

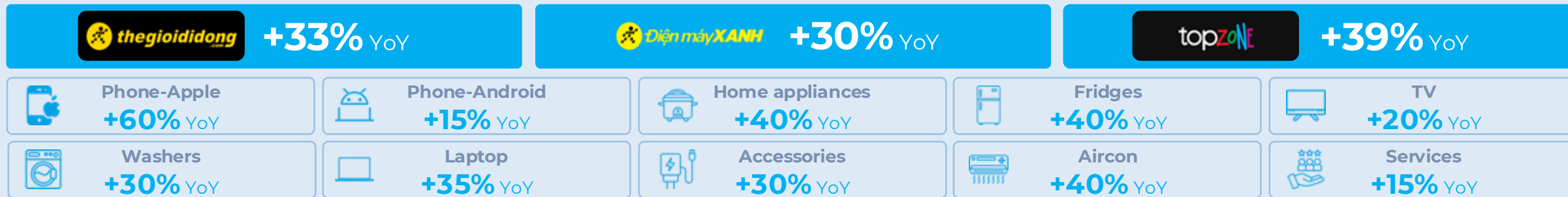
## REVENUE MIX (EXCL. DMX TECHNICIAN)



# 5 GROWTH PILLARS — 4 MONTHS 2026

## Pillar 1 QUALITY-DRIVEN GROWTH

All chains in Vietnam posted double-digit revenue growth despite no new store openings, with TopZone delivering the strongest performance driven by a 60% YoY increase in Apple product sales. Key product categories delivered 15–60% YoY growth.



## Pillar 2 CONSUMER FINANCE & UTILITY SERVICES

Revenue mix from financed sales

**38%** (2025: 35%)

**96%** financing eligibility rate across products, easing affordability

Financed sales growth

**+48% YoY**

Total GMV of utility payments &amp; agent banking services

**VND 37trn**
**+9 YoY** · **28 million** transactions (+13% YoY) · Available at **3,000+** DMX stores

## Pillar 3 DMX TECHNICIAN

Total revenue

**VND 1,252bn**
**+60% YoY**

In which, rev. from external clients

**VND 153bn**
**+45% YoY** · **12%** of DMX Technician rev.

## Pillar 4 SUPER APP

Revenue via Super App

**VND 2,460bn**
**6%** of total DMX revenue

Super App traffic

**58mn**

## Pillar 5 ERABLUE: “The 2<sup>nd</sup> DMX” in Indonesia

 **REVENUE**
**IDR 1,227bn**
**+94% YoY**

SSSG

**20%**

STORE COUNT

**222**
**+41 YTD** · **+123 YoY**

TARGET STORE COUNT IN 2027

**500**