



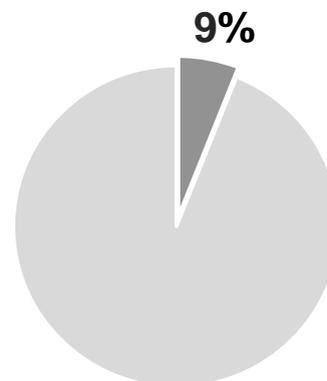
YTD APR 2020 PERFORMANCE REPORT

NET REVENUE

(VND bn)



CONTRIBUTION OF ONLINE SALES IN MWG'S TOTAL REVENUE



Online revenue: 3,293 (VND bn)

NET PROFIT AFTER TAX

(VND bn)



3,268 stores till the end of April 2020

NAME OF CHAIN	STORE COUNT	REVENUE BY CHAIN	% YOY REVENUE GROWTH YTD APRIL 2020
TGDD	1,003	27.4%	-12%
DMX	1,031	56.0%	3%
BHX	1,234	16.6%	167%

* Revenue breakdown by chain, excluding Bigphone's contribution



YTD APR 2020 PERFORMANCE REPORT

- In 4M2020, MWG recorded the **consolidated net revenue of VND 37,187 billion (+ 9% YoY)** and **net profit after tax of VND 1,341 billion (-6% YoY)**. The Company's performance began to reflect the significant impact of the Covid-19 pandemic, especially attributable to the interrupted business operation of some TGDD and DMX stores in April.
- In Apr 2020 only, MWG's total sales reduced by 14% YoY. Of which, the combined revenue of TGDD and DMX dropped by nearly 30% YoY mainly because the TGDD and DMX chain had to close temporarily more than 600 stores from 1st Apr to 15th Apr and still maintained the closure of over 300 stores from 16th Apr to 25th as per the Government's requirement. The closure of approx. 30% of TGDD and DMX's store-count was a considerable disadvantage for MWG's business results in 2020 because this month is often the peak season. Meanwhile, though the key operating expenses were proactively revised down, it was unable for MWG to cut them entirely during the social distancing period, leading to significant impact on the Company's net profit. However, MWG still successfully protected VND208 billion of NPAT in April.
- By categories, accumulated 4M2020, **the revenue of electronics and home appliances still maintained positive YoY growths while the white-goods sales edged down compared to the same period last year due to the seasonal effect** (the hot season this year began at late Apr and has escalated in May, hence the air-conditioners' revenue will be recorded mainly in May 2020 rather than Apr 2019). The laptops' turnover rocketed by 120% YoY due to the increased demand of people working and studying from home. **Foods and FMCGs' sales continued to surge by 167% YoY.**
- Online revenue grew and made up 16% of MWG's total sales in Apr. For TGDD and DMX only, the online sales portion exceeded 20% of their respective combined top lines (equivalent to 1Q2019 level) since the customers switched from shopping at the closed stores to online channels. By leveraging thousands of in-house staffs for sales, technical support, delivery and installation; MWG has critical advantage over other retailers and e-commerce players to quickly fulfill customers' demand of high-tech products and consumer electronics during the outbreak (when almost shippers in the market focused to deliver soaring orders of the groceries and healthcare products).
- For BHX, out of 1,234 stores as at the month-end, there were 770 provincial stores and 219 large-scaled ones, accounting for 62% and 18% of the chain's store-count respectively. After the sales soared in Mar (mainly attributable to FMCGs) as a result of the Government's social distancing requirement, the average sales per store of BHX chain was stabilized at nearly VND1.4 billion in Apr (of which, fresh foods sales continued to grow while FMCGs turnover decreased compared to Mar).