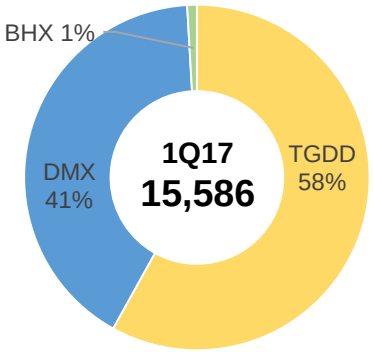
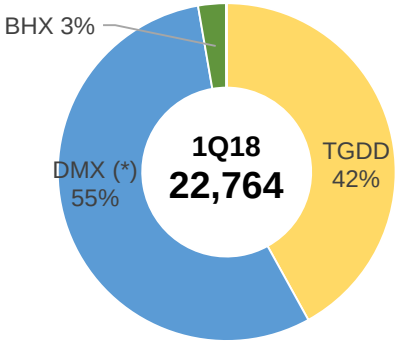
Mobile World Investment Corporation (MWG)

1Q18 QUATERLY REPORT

REVENUE ANALYSIS

Net revenue contribution by chain (VND billion)





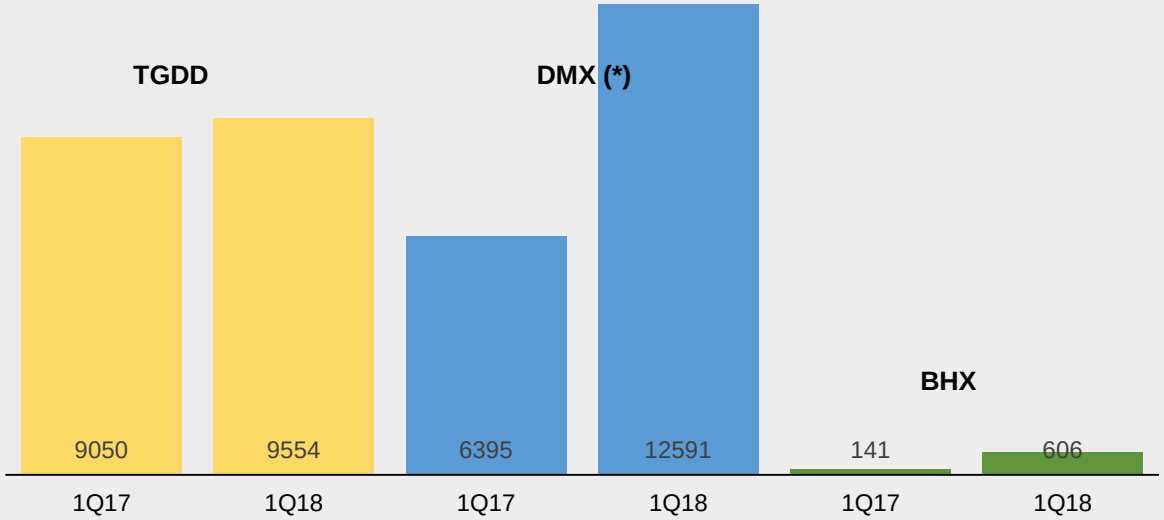
46% **Net revenue growth** in 1Q18 compared to 1Q17

26% **Net revenue target** (VND 86,390 billion) **was achieved**

8% **Same store revenue growth** of TGDD and DMX stores that opened before 01.01.2017

Note: For presentation purpose, DMX (*) included Tran Anh's figures after MWG successfully acquired Tran Anh Digital World JSC in 1Q18

Net revenue growth by chain 1Q17 – 1Q18 (VND billion)



Net revenue growth by chain 1Q17 – 1Q18

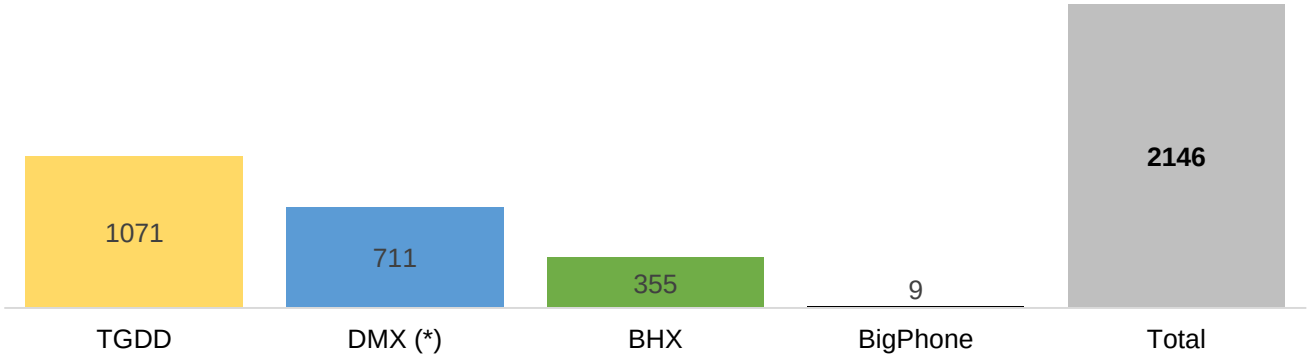
- **TGDĐ: 6%**
- **ĐMX: 84%**
- **BHX: 331%**

Mobile World Investment Corporation (MWG)

1Q18 QUATERLY REPORT

NUMBER OF STORES

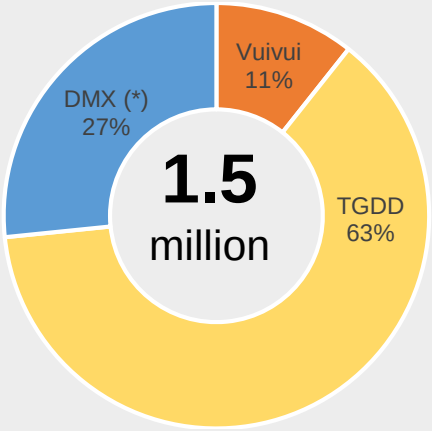
Number of stores as of 31-Mar-2018



Note: DMX (*) included Tran Anh's figures.

ONLINE CHANNEL

Number of online transactions in 1Q18



2,781 | **Revenue** in 1Q18 (VND billion)

133% | **Revenue growth** in 1Q18 compared to 1Q17

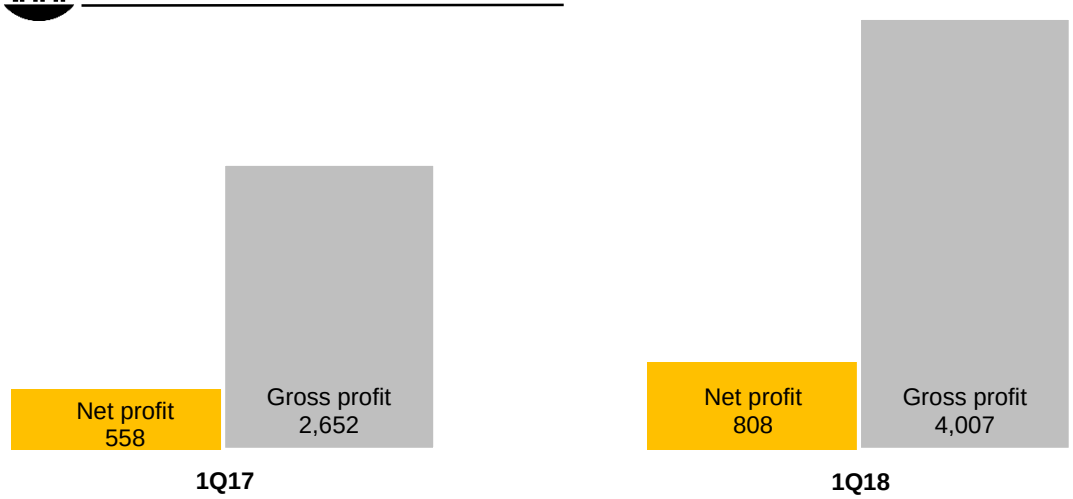
28% | **Revenue target** (VND 10,000 billion) **was achieved**

Mobile World Investment Corporation (MWG)

1Q18 QUATERLY REPORT

NET PROFIT ANALYSIS

Gross profit and net profit (VND billion)



45% **Net profit growth** in 1Q18 compared to 1Q17

31% **Net profit target** (VND2,603 billion) **was achieved**

FINANCIAL SUMMARY

Financial summary

	Actual			Target	
VND billion	**1Q17**	**1Q18**	**Growth**	**2018**	**% completion**
Revenue	15,586	22,764	46%	86,390	26%
In which:					
TGDD	*9,050*	*9,554*			
DMX	*6,395*	*11,777*			
BHX	*141*	*606*			
Tran Anh	*-*	*814*			
BigPhone	*-*	*13*			
Net profit	558	808	45%	2,603	31%
Online revenue	1,191	2,781	133%	10,000	28%

Mobile World Investment Corporation (MWG)

1Q18 QUATERLY REPORT

KEY HIGHLIGHTS

- MWG recorded the Net Revenue of 22,764 billion VND and NPAT of 808 billion VND in 1Q18, equivalent to an increase of 46% and 45% respectively compared to 1Q17 results. The Company achieved 26% target revenue and 31% target NPAT of 2018.

- In 1Q18, MWG has proactively converted and expanded 4 thegioididong stores to dienmayxanh at the high potential locations to maximize store revenue and profit. This trend is expected to continue forward in 2018.

- Dienmayxanh chain continues to open stores in the areas where its coverage and market shares are still low. According to MWG's estimation based on the 3rd party's market survey, approx. 40% of the consumer electronics' market value is belong to the traditional stores, that allows Dienmayxanh to generate more sales and reinforce its market leading position.

- Bach Hoa Xanh focuses on strengthening the plenty of fresh food products to increase store revenue and profitability. In 2018, Bach Hoa Xanh also concentrates on opening stores at high traffic streets instead of getting deep into the residential areas.

- Gross profit margins of all chains including thegioididong, dienmayxanh, Bach Hoa Xanh and Tran Anh are improved in 1Q18 compared to 1Q17.

DISCLAIMER:

- *This report is released for the purpose of providing periodical information for all stakeholders of MWG. All data and analyses in this report are unaudited, collected from different sources that may involve incompletion, inaccuracy and uncertainties.*
- *This report is not intended to encourage any buy or sell decision of any stocks, options, futures or any derivatives. You should not rely upon any statements as predictions, future events or promises of future performance.*
- *The users are entirely responsible for your decisions made based on the provided information.*