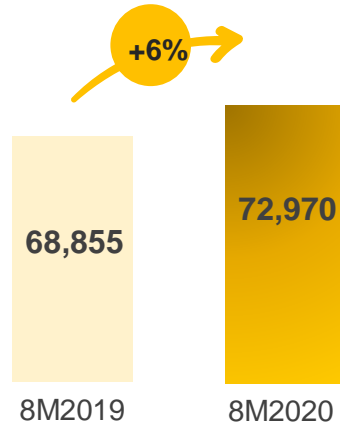




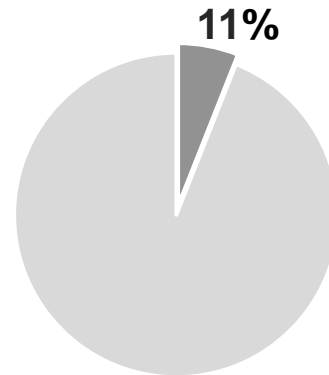
YTD AUGUST 2020 PERFORMANCE REPORT

NET REVENUE

(VND bn)



CONTRIBUTION OF ONLINE SALES

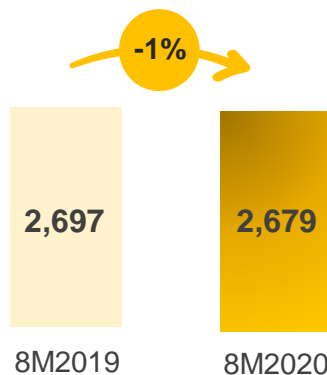


Total YTD online revenue
VND6,450 billion
= **9%** revenue of MWG

Online revenue contribution of TGDD/DMX
(making up 98% of the total YTD online revenue of MWG)

NET PROFIT AFTER TAX

(VND bn)



3,642 stores till the end of August 2020

NAME OF CHAIN	STORE COUNT	REVENUE BY CHAIN	% YOY REVENUE GROWTH YTD AUGUST 2020
TGDD	964	26.8%	-15%
DMX	1,083	55.1%	1%
BHX	1,595	18.1%	116%

* Revenue breakdown by chain, excluding Bigphone's contribution



YTD AUGUST 2020 PERFORMANCE REPORT

- In cumulative 8M2020, MWG recorded the **consolidated net revenue of VND 72,970 billion (+ 6% YoY) and net profit after tax (NPAT) of VND 2,679 billion (-1% YoY)**. With this result, MWG fulfilled 66% of revenue and 78% of net profit target for FY 2020.
- Under the negative impact of the second wave of COVID, in August, more than 180 TGDD and DMX stores either had to close due to locating in lockdown areas or had to limit the number of customers served in store at any given time as per the Government's request.
- In that circumstance, with the tremendous efforts in optimizing efficiency of TGDD/DMX and considerable contribution from BHX, the Company still recorded the net revenue of more than VND 8,660 billion in August 2020, which was equivalent to the net sales in July and grew by 9% YoY. Net profit in August reached VND 325 billion, remarked flat MoM and jumped 14% YoY. This result allowed **MWG to protect net profit margin in cumulative 8M2020 at 3.7%**.
- By category, for cumulative 8-month:
 - a. Small appliances and white goods continued to record positive YoY sales growth.
 - b. Laptops brought almost VND 2,200 billion (surged by 58% YoY).
 - c. Watches (including both fashion- & smart watches) generated almost VND 900 billion from selling more than 600 thousand of timepieces.
 - d. Though the YTD growth was still negative, revenue of phones and electronics (video/audio devices) in August has improved compared to the previous months thanks to new openings of DMX mini/supermini and the successful selling campaigns for new products launched by Samsung and Oppo.
 - e. Foods and FMCGs turnover surged by 116% YoY.
- Based on encouraging result of the pilot stores, MWG increased DMX supermini (DMS)'s store-count from 9 at the end of July 2020 to 19 by this month-end. These stores are located in Tien Giang, Long An and Hau Giang province. With just a short period of experiment, DMS contributed to the Company almost VND 40 billion till the end of August (recording average monthly sales of VND 1.2 billion per store). Since September, DMS will accelerate its expansion to exploit the untapped market demand in remote districts, communes and towns.



YTD AUGUST 2020 PERFORMANCE REPORT

- In August, BHX continued decelerating the opening pace to focus on raising revenue for existing stores. Accordingly, the chain only added 34 stores, lifting its store-count to 1,595 as at 31st August 2020 (compared to 75 new stores in July and the average of 100 new stores/month in Q2 2020).
- Though adding the lowest number of monthly new stores since March 2020, **BHX contributed approx. VND 1,980 billion to MWG in August and this was also the highest-sales ever of this chain.** Thus, revenue of BHX increased by 9% MoM and 88% YoY.
- Average sales per store reached more than VND 1.2 billion in August. Therefore, this was the second consecutive month that average monthly sales per store rebounded from the level of VND 1.1 billion in June.
- By location, the chain had 1,107 provincial stores, accounting for 69% of its total store-count (compared to 44% at the same period last year).
- By size, BHX had 277 large-scaled stores (>300sqm, including both “VND3 billion” and “VND5 billion” format), making up 17% of the total points of sales (equivalent to that of August 2019).
- From 12 pilot stores of the new format at the end of July, BHX proactively upgraded its existing high-performing outlets to 25 “VND5 billion” stores as at 31st August 2020:
 - These stores recorded average sales per store of approx. VND4 billion in August, rocketed by 50% compared to that before the conversion. In which, the highest-sales store generated above VND 5.5 billion.
 - In addition to HCMC, the biggest format stores have been presented in Binh Duong, Binh Phuoc, Dong Nai, Long An and Ben Tre province.
 - 6 out of 25 “VND 5 billion” stores were set-up together with An Khang pharmacy.