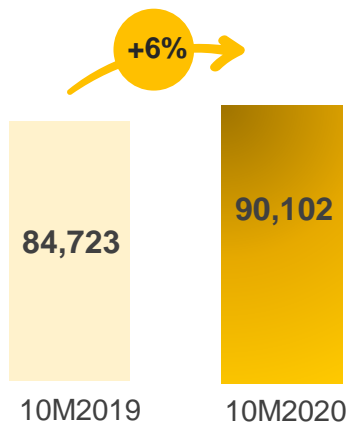




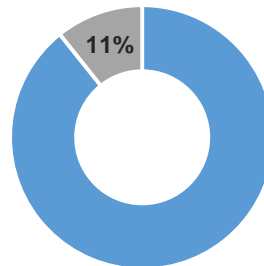
### NET REVENUE

(VND bn)

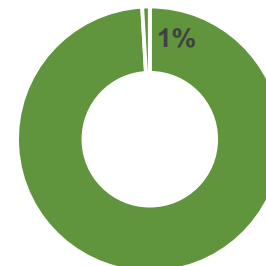


### CONTRIBUTION OF ONLINE SALES

Online revenue contribution in TGDD & DMX



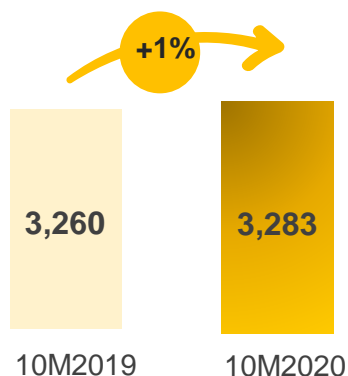
Online revenue contribution in BHX



Total YTD online revenue VND 7,899 billion  
= 9% revenue of MWG

### NET PROFIT AFTER TAX

(VND bn)



3,802 stores till the end of October 2020

NAME OF CHAIN	STORE COUNT	REVENUE BY CHAIN	% YOY REVENUE GROWTH YTD OCTOBER 2020
TGDD	948	27.2%	-13%
DMX	1,198	53.8%	0%
BHX	1,656	19.0%	108%

\* Revenue breakdown by chain, excluding Bigphone's contribution



## YTD OCTOBER 2020 PERFORMANCE REPORT

- In cumulative 10M2020, MWG recorded the **consolidated net revenue of VND90,102 billion (+6% YoY) and net profit after tax (NPAT) of VND3,283 billion (+1% YoY)**. The Company continued to protect the net profit margin at above 3.6%. With this result, MWG fulfilled 82% of revenue and 95% of net profit target for FY2020.
- Revenue in October reached VND8,749 billion, improved by 4% MoM and increased by 10% YoY mainly thanks to the considerable contribution from Bach Hoa Xanh. NPAT in October was at VND305 billion, up by 2% MoM and 8% YoY.
- By category, for cumulative 10-month:
  - Small appliances and white goods continued to record positive YoY sales growth.
  - Laptops brought almost VND3,000 billion, surged by 43% YoY.
  - Watches (including both fashion- & smart-watches) generated more than VND1,200 billion (approximately 2.5 times of watches revenue in 10M2019) from selling more than 887 thousand of timepieces.
  - Revenue from phones is expected to improve in Q4/2020 thanks to: (i) aggressive expansion of DMX mini/supermini; (ii) plans to launch key products of many brands in the quarter; (iii) shopping season when there are many festivals/holidays and promotion campaigns implemented to push sales.
  - Foods and FMCGs turnover increased by 108% YoY.
- The consecutive floods and storms that occurred in the Central provinces of Vietnam caused operational interruption at more than 170 stores and impacted negatively to the business of TGDD&DMX stores located in this area. In such circumstance, TGDD&DMX still strived to gain VND6,700 billion of revenue, improved by 3% MoM mainly attributed to the expansion of DMX Supermini to exploit the underserved demand of customers in rural areas.
- **As of October-end, DMX Supermini (DMS) had footprint in 26 cities/provinces in the Southern, South-Central and Northern Vietnam with 107 stores in total (of which, 55 stores were opened in October)**. Since the establishment of DMS till the end of October, this chain generated almost VND250 billion, equivalent to the average sales per store of approx. VND1 billion/month. The expansion of DMS in the North was a new step of MWG in October and showed positive performance, thus encouraging DMS to accelerate its expansion in this region in the future.



## YTD OCTOBER 2020 PERFORMANCE REPORT

- **In October, BHX marked a new record of monthly revenue when officially overpassed VND2,000 billion milestone, equivalent to growth of 8% MoM and 84% YoY.** In cumulative 10M2020, BHX contributed 19% to the net sales of MWG.
- As of 31st October 2020, BHX had 1,656 point-of-sales (added 33 new stores in October) with average sales per store of above VND1.2 billion/month, of which:
  - By location, 70% of its store-count locating in provincial market, compared to 52% at the same period last year.
  - By size, 22% of its store-count having area from 300sqm and above (including both “VND3 billion” and “VND5 billion” format), compared to 19% at the end of October 2019.
  - By time of operation, 51% of its store-count fully operating at least 12 months (opened before 1<sup>st</sup> November 2019) with the average sales per store of more than VND 1.4 billion/month.
- BHX has continued to raise the “VND 5 billion” (>500 sqm) store-count by proactively converting high-performing stores to improve revenue and mitigate the dilution of average monthly sale per store which has been affected by the openings of new stores in provincial markets.
- **The “VND 5 billion” format has been presented in 10 cities and provinces in the Southern Vietnam with 72 stores in total (of which, 37 new stores were added in October) and contributed 11% to total revenue of BHX.** Average monthly sales per store of this group was around VND3 billion and the Company aims to have more than 100 BHX “VND5 billion” stores by YE2020.
- After the outstanding growth in Q3 with the number of successful transactions in the quarter exceeding the volume of the first 6-month and nearly equaled to the total bills of the whole year 2019, BHX online continued to record a remarkable improvement of total bills and revenue in October (surged by more than 60% MoM).
- Till the end of October, An Khang pharmacy chain had 42 stores in operation (doubled number of stores within only 4 months thanks to the arrangement of 21 An Khang stores next to BHX “VND 5 billion” format). In cumulative 10M2020, revenue of An Khang chain recorded the growth of 157% YoY. MWG started to implement new experiments for An Khang and will invest more in this chain in the coming time.