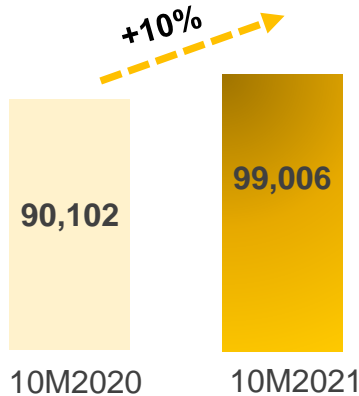




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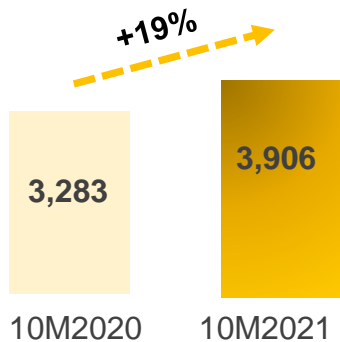
NET REVENUE (VND bn)



79%

2021 Net revenue target of VND125,000 billion was completed

NET PROFIT AFTER TAX (VND bn)

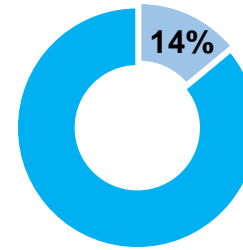


82%

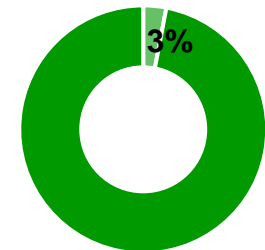
2021 NPAT target of VND4,750 billion was completed

ONLINE REVENUE IN 10M2021 CONTRIBUTED 11% TO MWG'S NET REVENUE AND INCREASED BY 40% YOY

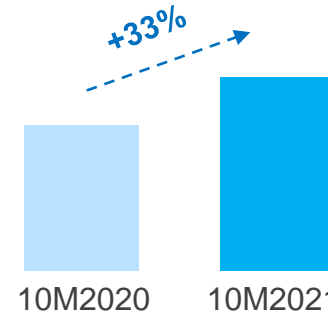
Online revenue contribution in TGDD & DMX



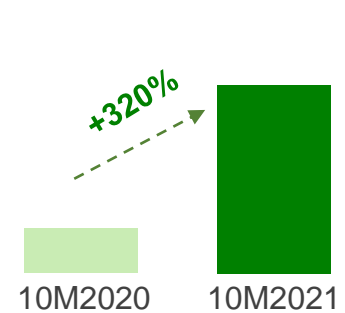
Online revenue contribution in BHX



YoY online sales growth of TGDD & DMX



YoY online sales growth of BHX





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- Cumulative 10M2021, MWG recorded **consolidated net revenue of VND99,006 billion (+10% YoY) and net profit after tax (NPAT) of VND3,906 billion (+19% YoY)**. Online revenue contributed VND11,037 billion (+40% YoY). **With this result, MWG fulfilled 79% of revenue and 82% of net profit target of FY2021.**
- In October 2021, net revenue reached VND12,186 billion and NPAT was VND568 billion, jumping by 39% YoY and 86% YoY respectively. This month had the 2nd highest revenue and hit the net profit record since MWG's inception. Revenue and NPAT in October surged by 46% MoM and 71% MoM respectively, thanks to the impressive recovery of TGDD/DMX.
- The aggregate sales of TGDD/DMX in October reached almost VND10,200 billion, increasing by 52% YoY. TGDD & DMX contributed approx. VND74,100 billion of revenue in 10M2021, improving by 2% YoY. To achieve this results, TGDD & DMX:
 - Proactively ensured vaccinated personnel, adapted the serving process for reopening early, simultaneously, and safely.
 - Acknowledged the risk of inventory shortage from the early stage and strived to negotiate with suppliers, tracked closely the movement of goods. Amid the supply chain has been affected considerably in Vietnam as well as global market, ensuring sufficient stocks to serve the consumer demand has been a critical factor helping the Company to realize sales even the overall market value is flat. In this aspect, the capability to analyze market sharply, long-term strategic partnerships and healthy cashflows are MWG's outstanding advantages to approach and secure sufficient stocks.
 - Implemented attractive promotions to capture pent-up consumption demand effectively after long lockdown period.
- Cumulative 10-month online sales reached over VND10,270 billion, advancing by 33% YoY to account for 14% of the total revenue of TGDD and DMX. Online revenue in October was more than VND1,640 billion, rocketing by 168% YoY.
- In October, TGDD & DMX also recorded the breakthroughs of below categories:
 - Phones sales value surged by 68% YoY thanks to the over-expected success in launching the iPhone 13 series and the inception of Topzone. Phones in particular made up 45% total sales value of TGDD and DMX.
 - Laptop generated over VND1,000 billion, bouncing by 130% YoY.
 - Small appliances contributed almost VND750 billion, jumping by 50% YoY.
- After 10 days of opening, 4 Topzone stores contributed revenue of over VND40 billion (VND1 billion/store/day). The number of iPhone 13 series sold via Topzone equaled 10% of the total sales volume of this product in the TGDD/DMX system-wide.
- With 618 stores as of October-end, DMS brought in over VND5,100 billion in cumulative 10M2021. The Company expects to have 800 points of sale of this format by the year-end and aims at 1,000 stores in the first half of 2022.



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- BHX recorded total sales of approx. VND24,600 billion in 10M2021, up 44% YoY.
- BHX sales in October reached almost VND2,000 billion. Average monthly sales per store was approx. VND1 billion and has not returned to the pre-pandemic level yet, mainly attributed to:
 - Main markets accounting for almost 50% of revenue of BHX (HCMC and neighboring provinces) still have the highest Covid-19 infection tally amid the social distancing mandate was eased in these localities. Consequently, many people have not went back to the normal life yet and a part of immigrants leave these “industrial hubs” to return their hometowns.
 - According to market surveys, the households’ demand for fresh produce softens when restaurants are allowed to resume operation. In addition, the reopening of traditional wet markets together with the emergence of many individuals/mom-and-pop shops selling fresh foods after the pandemic have created more choices for consumers.
- Revenue and basket size of BHX online normalized in October from abnormal high level in Q3. However, online turnover in this month was still 40% higher than the pre-pandemic level. Online grocery via bachhoaxanh.com website in cumulative 10-month recorded 3.2 times the number of orders and 4.2 times the sales value compared to the same period last year. Online sales accounted for 3% of BHX’s total revenue in 10M2021.
- In the coming months, BHX will concentrate on controlling costs to maintain its business efficiency, comprising of:
 - Only opening new stores in locations that are rented and planned for construction, aiming at 2,000 stores by the end of 2021.
 - Optimizing personnel arrangement and continuing to improve staff productivity (this program was temporarily ceased during the pandemic time to focus on serving customers).
 - Increasing sales of the private label and exclusively distributed products, along with controlling wastage/spoilage ratio to retain the gross margin.