

MOBILE WORLD INVESTMENT CORPORATION

**INVESTOR MEETING –
BUSINESS RESULTS Q2
& PERFORMANCE
UPDATE OF JULY 2021**



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CÔNG TY TNHH DỊCH VỤ CÔNG NGHỆ THÔNG TIN
THẾ GIỚI DI ĐỘNG
TRUNG ƯƠNG - HÀ NỘI - VIỆT NAM



AGENDA

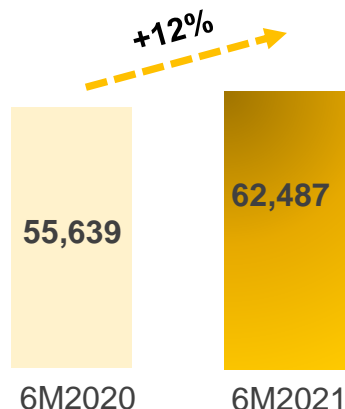
- I. REVIEW COMPANY'S BUSINESS RESULTS IN 6M2021
- II. FINANCIAL STATUS
- III. PERFORMANCE UPDATE IN JULY 2021



I. REVIEW COMPANY'S BUSINESS RESULTS IN 6M21

NET REVENUE

(VND bn)

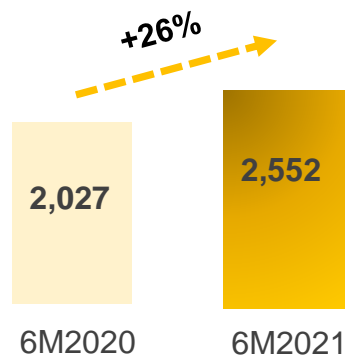


50%

2021 Net revenue target of VND125,000 billion was completed

NET PROFIT AFTER TAX

(VND bn)



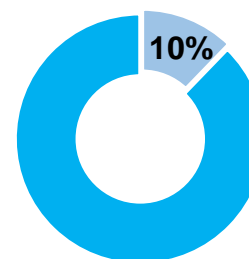
54%

2021 NPAT target of VND4,750 billion was completed

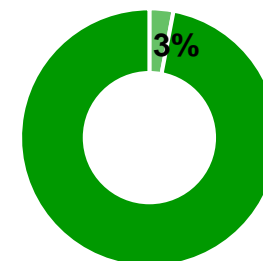


CONTRIBUTION OF ONLINE SALES

Online revenue contribution in TGDD & DMX in 1H2021



Online revenue contribution in BHX



Online revenue in 1H2021 = VND 5,300 billion, +6% YoY



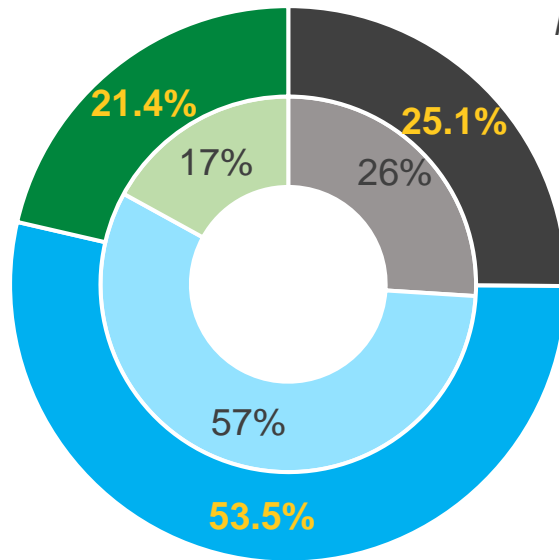
4,610 stores till the end of June 2021

CHAIN	STORE COUNT	% YOY REVENUE GROWTH IN 1H 2021	SAME STORE SALES GROWTH (SSSG)
TGDD	936	+7%	+1.2%
DMX	1,731	+5%	
BHX	1,888	+42%	+2%



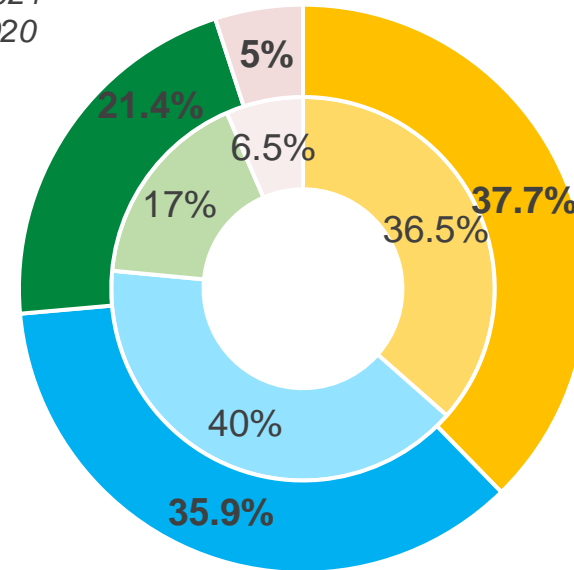
I. REVIEW COMPANY'S BUSINESS RESULTS IN 6M21





REVENUE BREAKDOWN BY CHAINS



Outer circle: 6M2021
Inner circle: 6M2020

REVENUE BREAKDOWN BY PRODUCTS



-  Phones, tablets, laptops & accessories
-  Consumer electronics
-  Fresh foods and FMCGs
-  Others

(*) Revenue breakdown by chains did not include Bluetronics's contribution

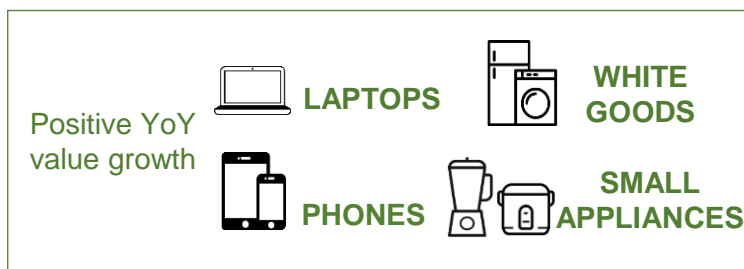
(**) Others including sim, cards, services, old phones, ...



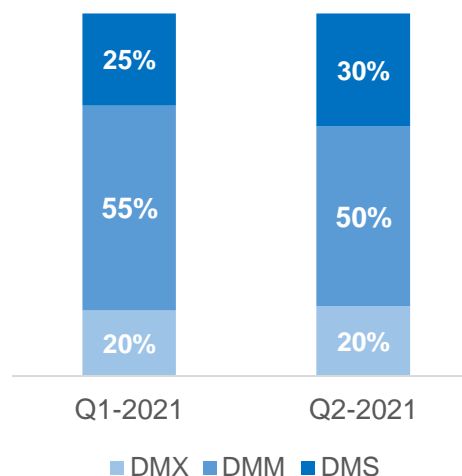
IA. TGDD/DMX'S BUSINESS RESULTS IN 6M2021

TGDD + DMX	Q1-2021	Q2-2021
Total store-count by the end of period	2,462	2,667 <ul style="list-style-type: none"> By June-end 2021, >1.000 TGDD & DMX had to temporarily close or restrict the number of customers in the stores.
SSSG	-9%	+14%
GPM	>22%	>21%
Contribution of online sales	9%	11%

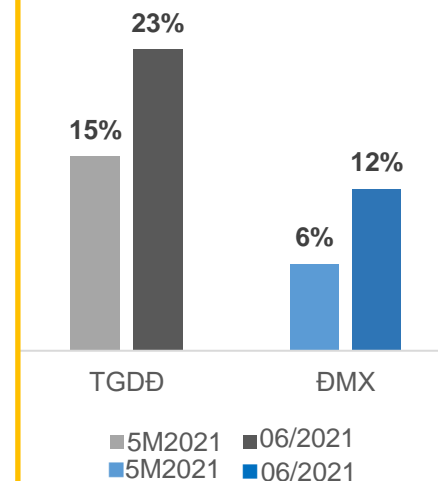
GROWTH OF MAIN PRODUCTS IN 6M2021 VS. 6M2020



STORE BREAKDOWN BY FORMAT



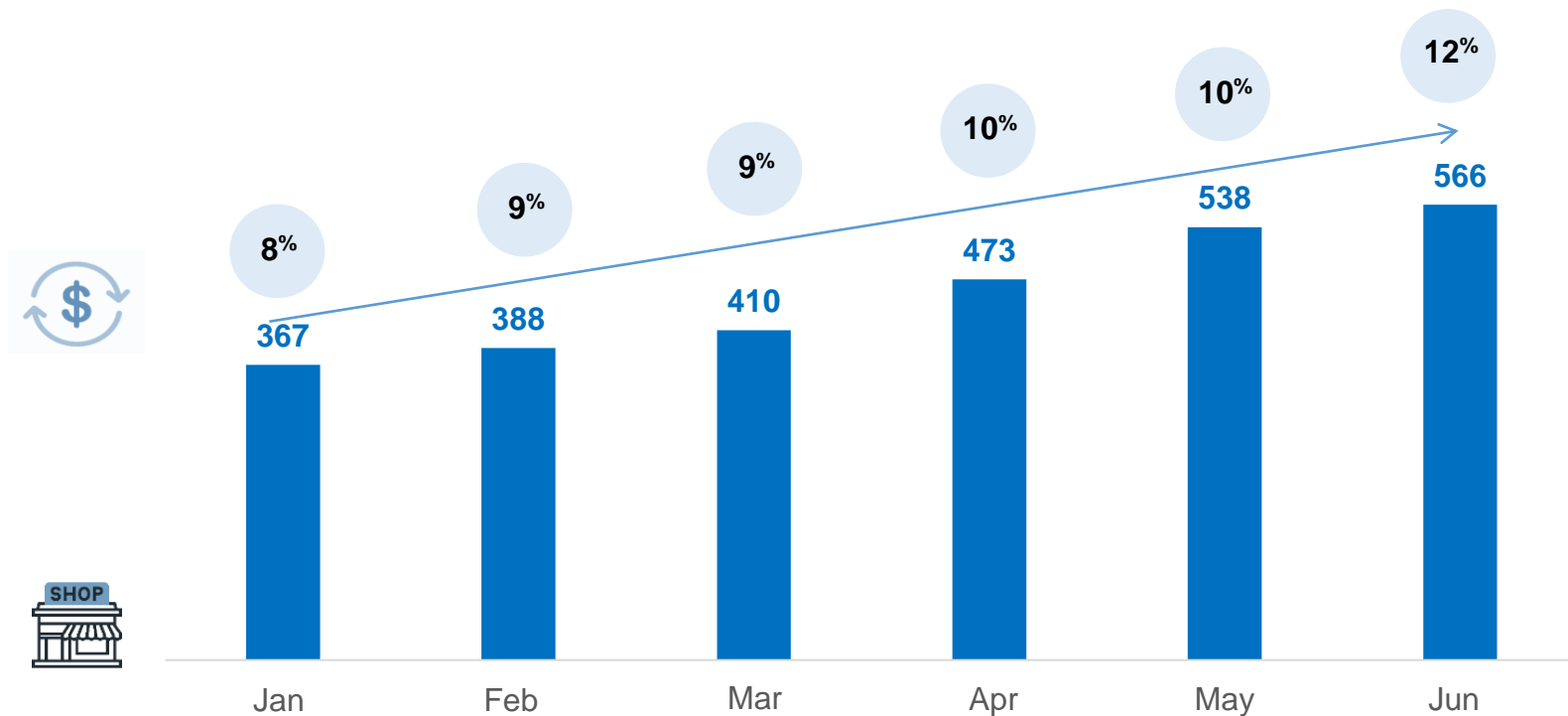
ONLINE SALES CONTRIBUTION BY CHAIN





IA. DMS – DMX SUPERMINI

Number of DMS stores & their contribution to the total sales of DMX

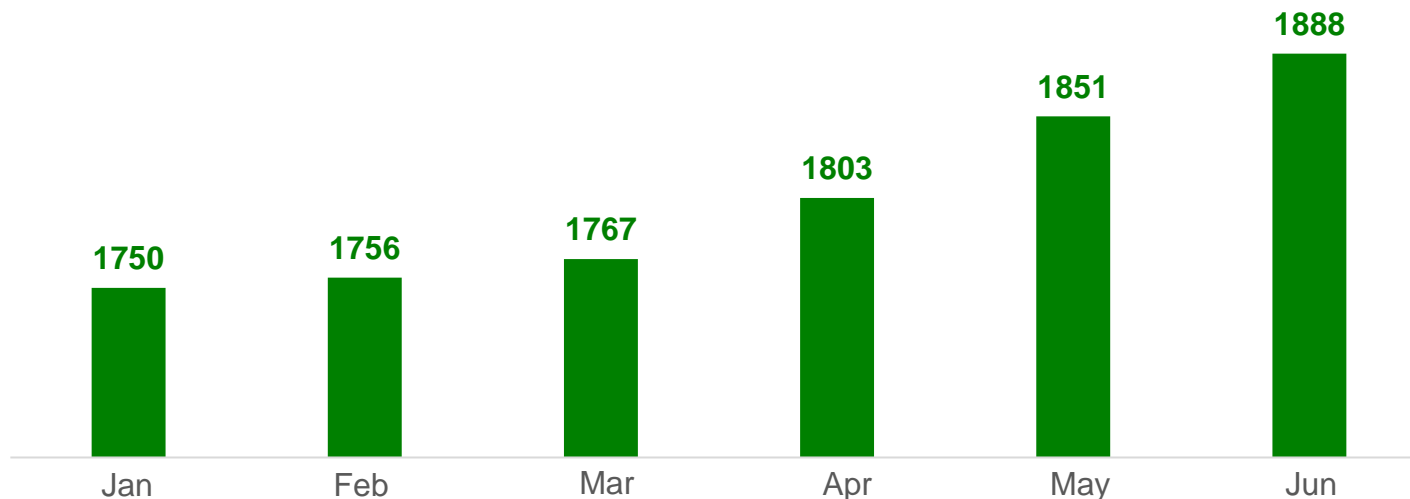


- Remote and rural areas were less affected by the pandemic than big cities. Therefore, the DMS store chain still maintained the average monthly sales of approx. VND 1 billion/store as before this Covid-19 wave.



IA. BHX'S BUSINESS RESULTS IN 6M2021

Number of BHX stores

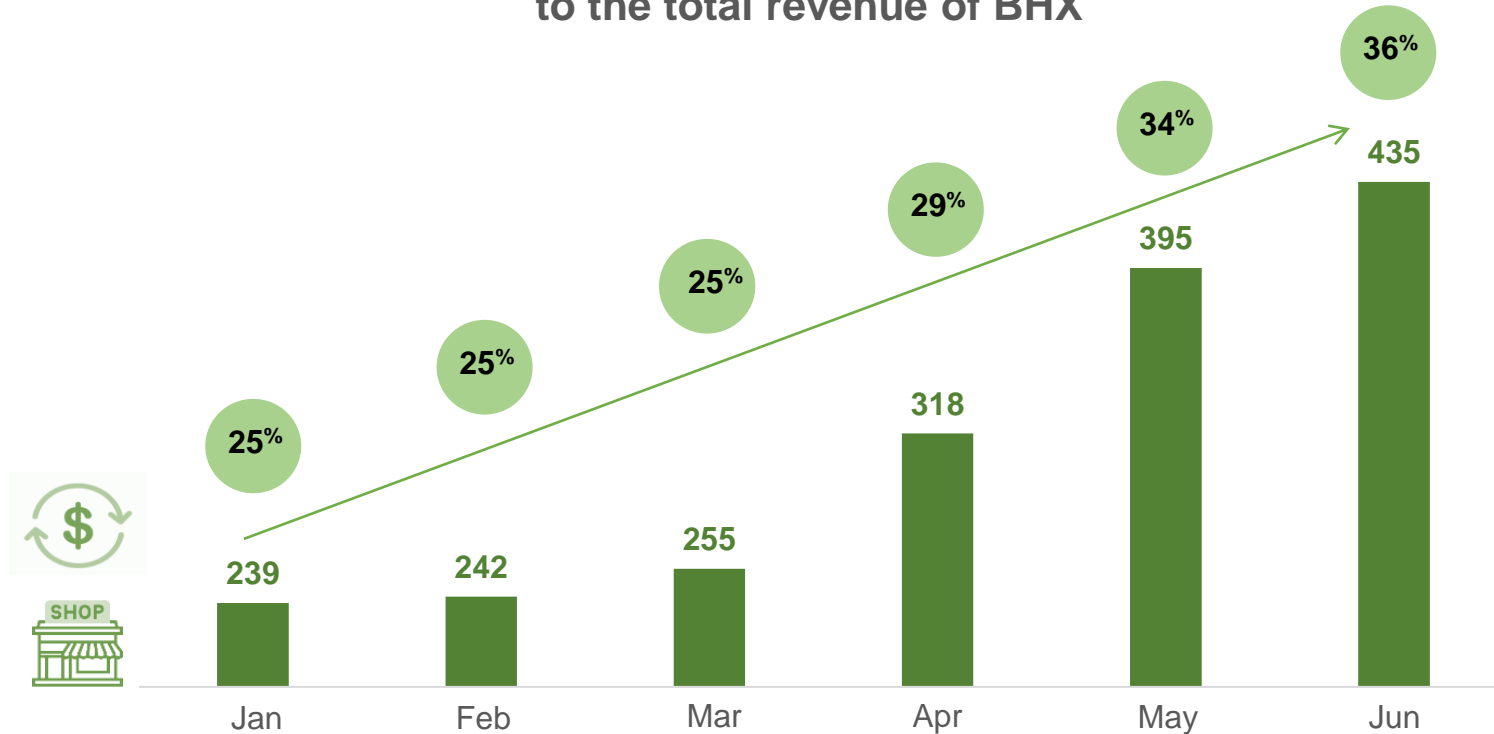


	Q1-2021	Q2-2021
Average sales per store	> VND 1.1 billion/ month	> VND 1.3 billion/ month
SSSG	-10%	+15%
GPM after wastage and spoilage	>25%	>26%
Revenue breakdown	45% Fresh, chilled and frozen foods 40% Other foods and drinks 15% Home and personal care products and kitchen wares	
EBITDA margin at the company wide level (Earnings margin before taxes, interest and depreciation)	-5%	Break-even



IB. BHX – 500M2 STORES

Number of stores >500m2 & their contribution to the total revenue of BHX

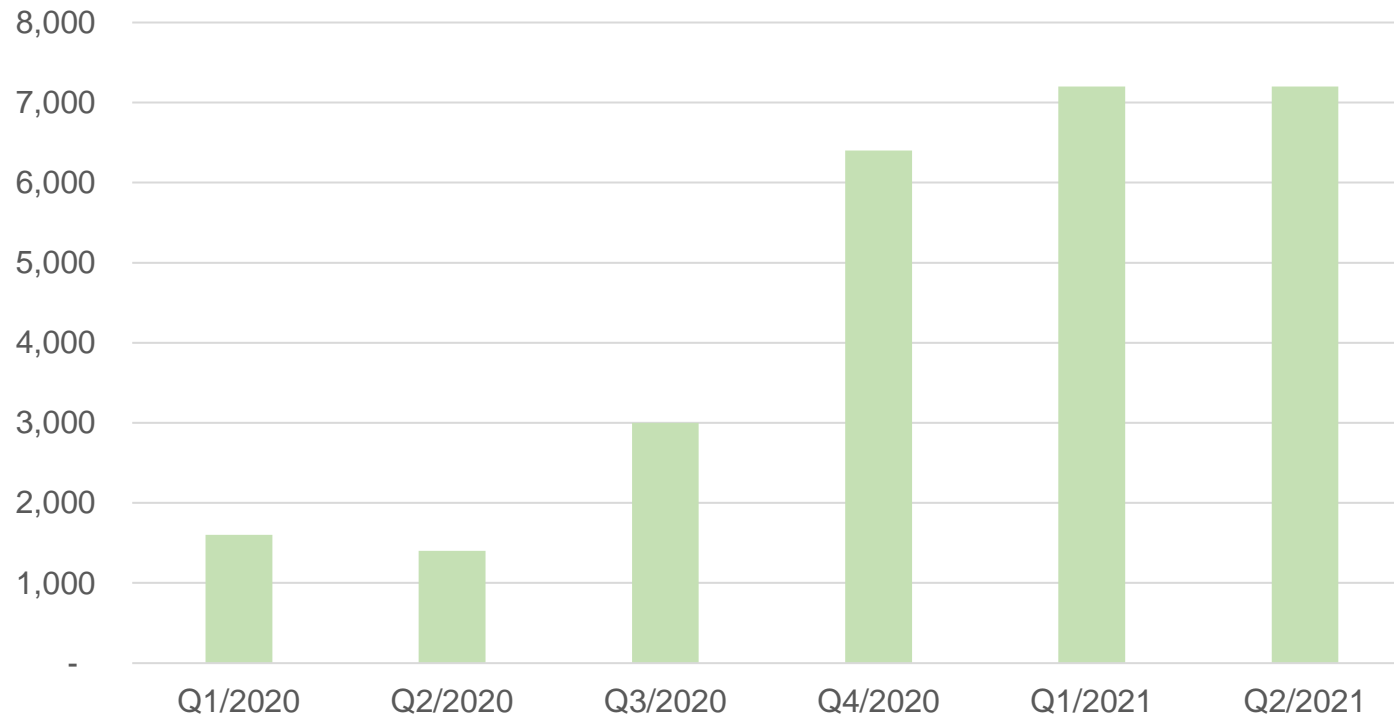


June 2021	
Store breakdown by location	~1/3 in HCMC ~2/3 in provinces (Mekong River Delta, Southeast, South Central Coast and Central Highlands)
Average sales per store	VND 2.2 billion (system-wide level)
Highest sales per store	> VND 7 billion in HCMC



IB. BHX ONLINE

Average number of successful transactions per day



- **1.3** million of successful transactions in 6M2021 > 1.1 million of successful transactions for the whole year 2020.
- In June 2021, with 22 DCs online in HCMC and 23 other provinces, BHX online served nearly 9,000 bills daily on average.



II. FINANCIAL STATUS

The company proactively prepared sufficient goods for operation while still ensured liquidity and healthy cash flow.

VND Billion	30/06/2021	31/12/2020	Change
Inventories	22,415	19,422	+15%
Short-term loans	19,966	15,625	+28%
Short-term liabilities	34,751	29,423	+18%
Cash, cash equivalents and short-term financial investment <i>(deposits and bonds with maturity terms from 3 months to less than 1 year)</i>	18,142	15,405	+18%

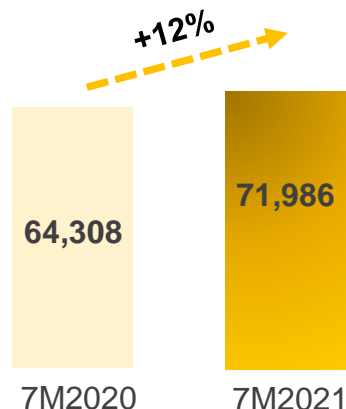
Ratios	30/06/2021	31/12/2020
Current ratio	1.3	1.3
Net debt/Equity	1.2	1.1



III. PERFORMANCE UPDATE IN JULY 2021

NET REVENUE

(VND bn)

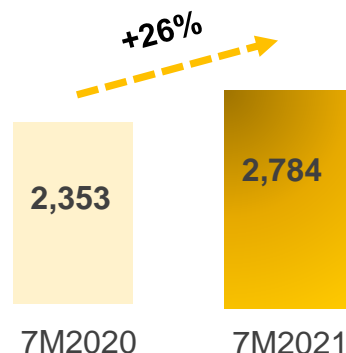


58%

2021 Net revenue target of VND125,000 billion was completed

NET PROFIT AFTER TAX

(VND bn)



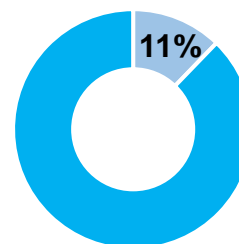
59%

2021 NPAT target of VND4,750 billion was completed

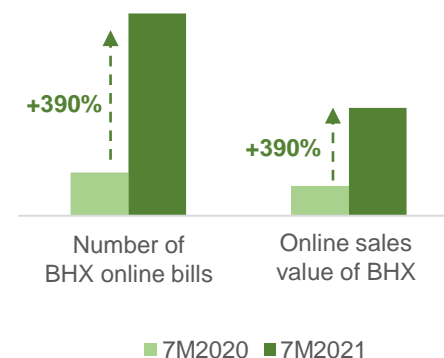


CONTRIBUTION OF ONLINE SALES

Online revenue contribution in TGDD & DMX 7M2021



Online transactions contributed 3% in BHX's total sales



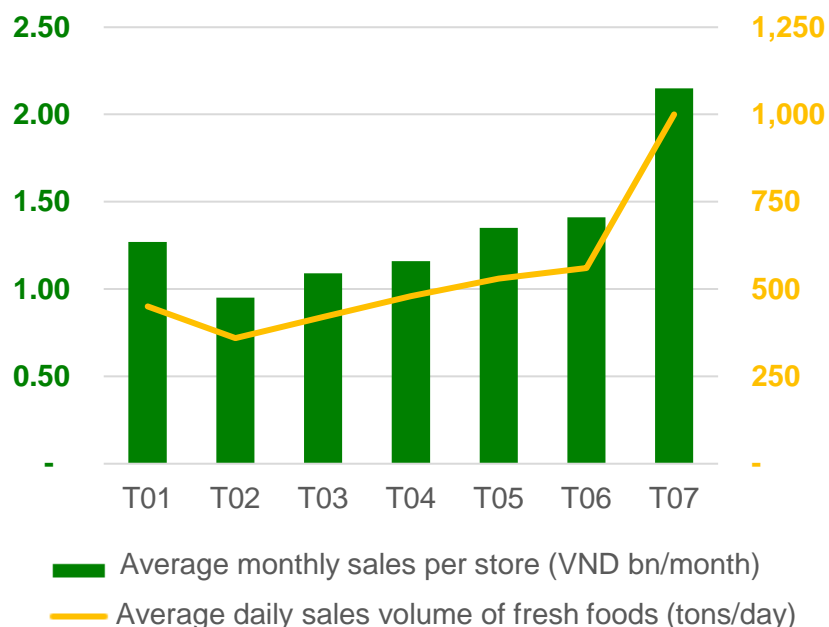
4,686 stores till the end of July 2021

CHAIN	STORE COUNT	REVENUE BREAKDOWN BY CHAINS	% YOY REVENUE GROWTH YTD 2021
TGDD	949	23.9%	+1%
DMX	1,763	51.4%	+3%
BHX	1,919	24.4%	+57%
Bluetronics	55	0.3%	+283%

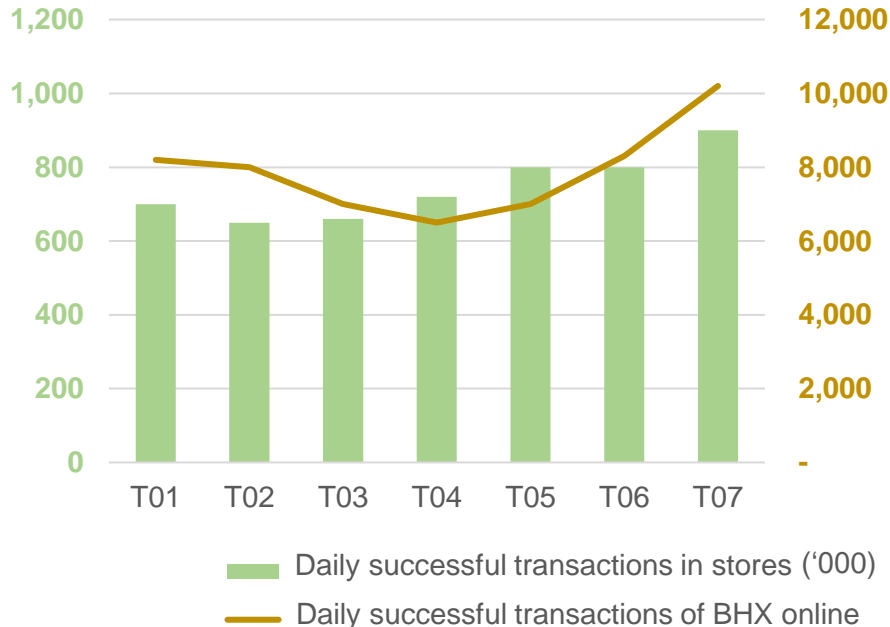


III. PERFORMANCE UPDATE IN JULY 2021 - BHX

Average sales per store and sales volume of fresh foods



Number of successful transactions in stores and BHX online



RESULT IN JULY VS. THE AVERAGE RESULT BEFORE THIS COVID WAVE (FIRST 4M2021)



Average sales per store: **x2** times



Number of offline transactions: **x1.4** times



Sales volume of fresh foods: **x2,5** times



Number of online transactions: **x1.5** times

Please refer to the full audio
of the Meeting
[CLICK HERE](#)

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(if any) via

investor@thegioididong.com

Thank you!

