

MOBILE WORLD INVESTMENT CORPORATION

**INVESTOR MEETING –
BUSINESS RESULTS Q3
& PERFORMANCE
UPDATE OF OCTOBER 2021**



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**CÔNG TY TNHH DỊCH VỤ CÔNG NGHỆ THÔNG TIN
THẾ GIỚI DI ĐỘNG**



AGENDA

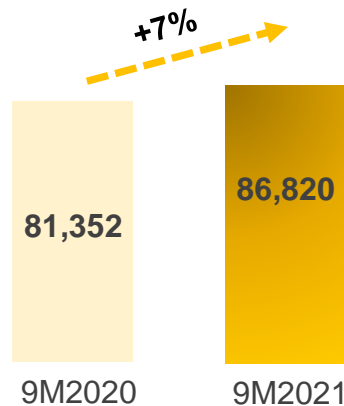
- I. REVIEW COMPANY'S BUSINESS RESULTS IN 9M2021
- II. FINANCIAL STATUS
- III. PRELIMINARY PERFORMANCE IN OCTOBER 2021



I. REVIEW COMPANY'S BUSINESS RESULTS IN 9M21

NET REVENUE

(VND bn)

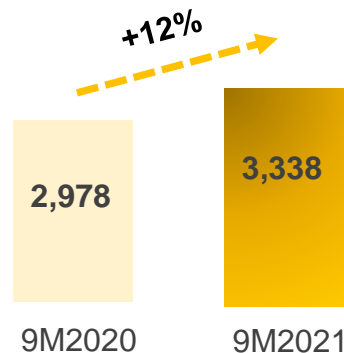


69%

2021 Net revenue target of VND125,000 billion was completed

NET PROFIT AFTER TAX

(VND bn)



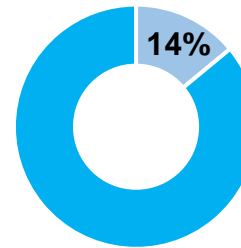
70%

2021 NPAT target of VND4,750 billion was completed

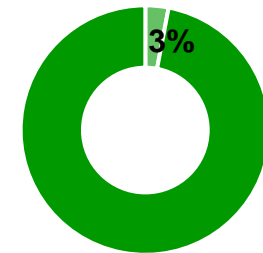


CONTRIBUTION OF ONLINE SALES

Online revenue contribution in TGDD & DMX 9M2021

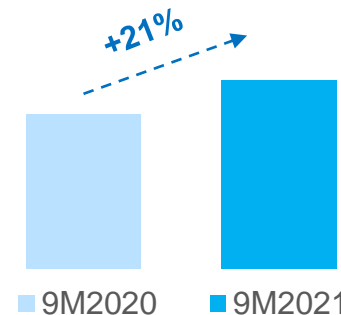


Online revenue contribution in BHX in 9M2021

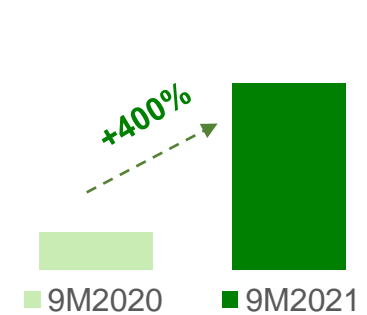


MWG's online revenue contribution in 9M2021 = 11%

YoY online sales growth of TGDD & DMX in 9M2021



YoY online sales growth of BHX in 9M2021

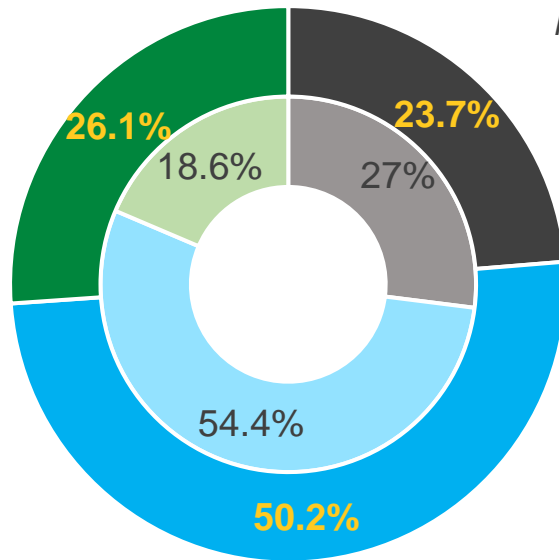


Online revenue of MWG increased by 29% YoY



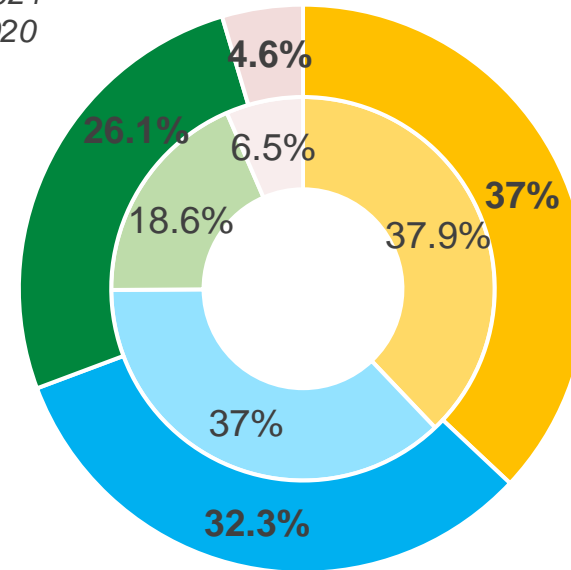
I. REVIEW COMPANY'S BUSINESS RESULTS IN 9M21

REVENUE BREAKDOWN BY CHAIN



Outer circle: 9M2021
Inner circle: 9M2020

REVENUE BREAKDOWN BY PRODUCT



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

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

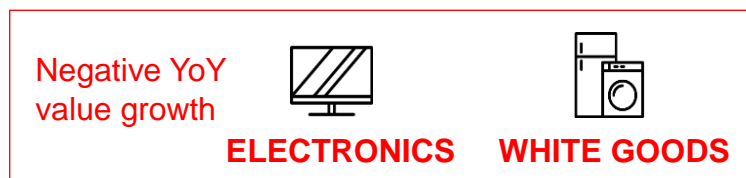
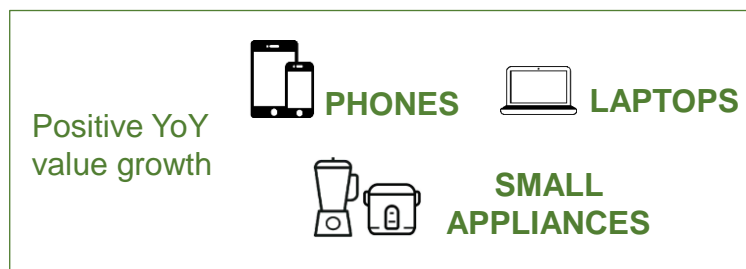
(**) Others including sim, cards, services, old phones, ...



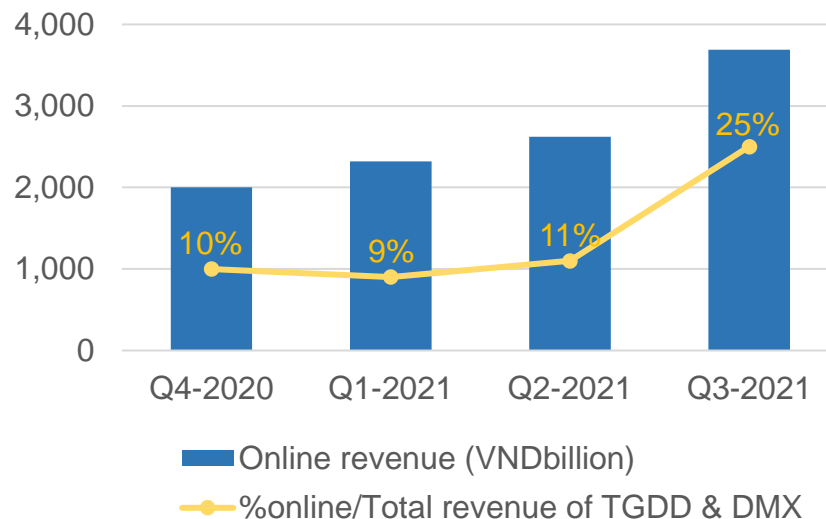
IA. TGDD/DMX'S BUSINESS RESULTS IN 9M2021

TGDD + DMX	Q1-2021	Q2-2021	Q3-2021
Total store-count by the end of period	2,462	2,667 <ul style="list-style-type: none"> 30%-40% total store-count under temporary closure or restricted operation 	2,731 <ul style="list-style-type: none"> 30%-40% total store-count under temporary closure or restricted operation
%YoY revenue growth	0%	+13%	-25%
SSSG	-9%	+14%	-36%
GPM	>22%	>21%	23%

SALES GROWTH OF MAIN PRODUCTS IN 9M2021 VS. 9M2020



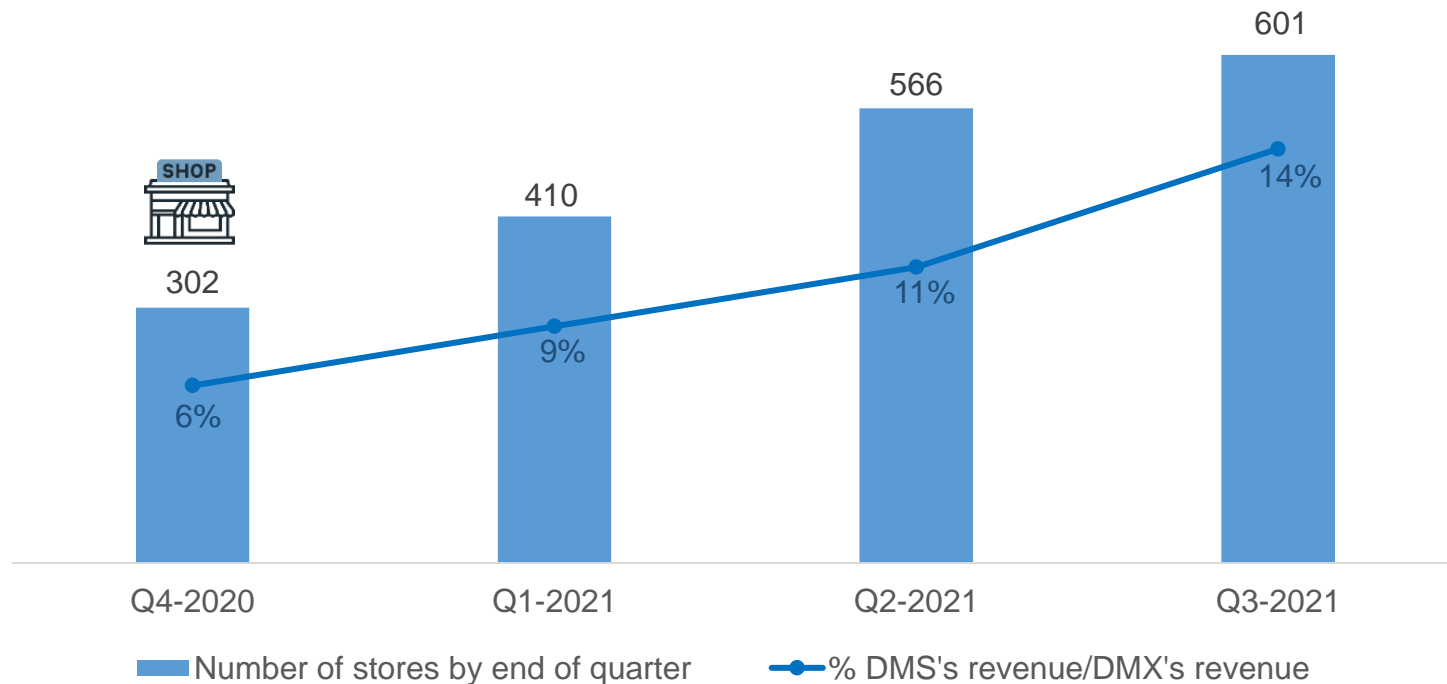
ONLINE SALES OF TGDD & DMX





IA. DMS – DMX SUPERMINI

Number of DMS stores by the end of each quarter
& their contribution to the total sales of DMX



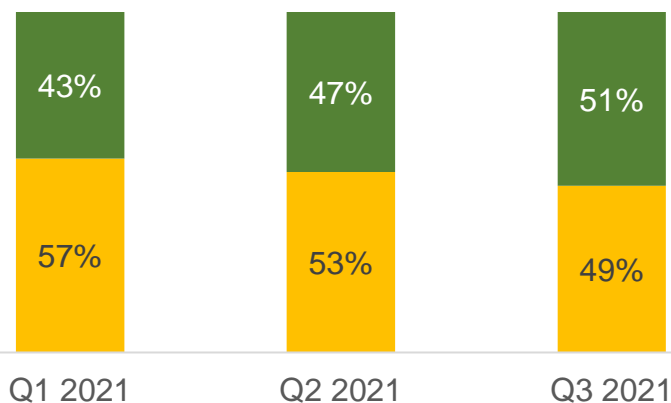
- Remote and rural areas were less affected by the pandemic than big cities.
- The average monthly sales per DMS store in 9M2021 was approx. VND 1 billion.



IB. BHX'S BUSINESS RESULTS IN 9M2021

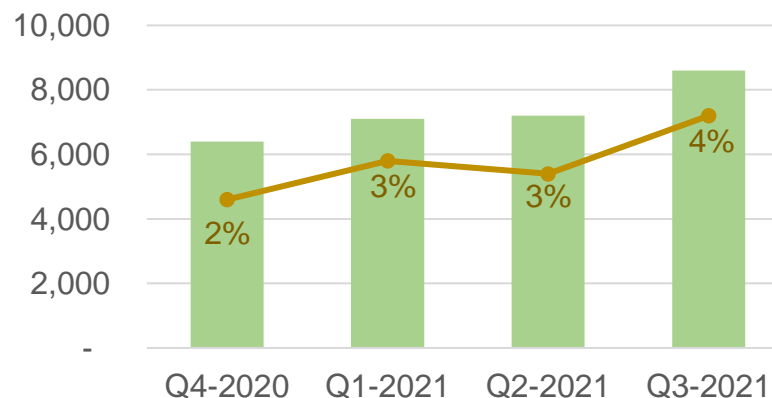
	Q1-2021	Q2-2021	Q3-2021
Number of stores by the end of quarter	1,767	1,888	1,934
% YoY revenue growth	+32%	+51%	+63%
SSSG	-10%	+15%	+33%
GPM after wastage and spoilage	>25%	>26%	>28%
EBITDA margin at the company-wide level (Earnings margin before taxes, interest and depreciation)	-5%	>0%	>5%

REVENUE BREAKDOWN



- FMCGs
- Fresh, chilled and frozen foods

BHX ONLINE

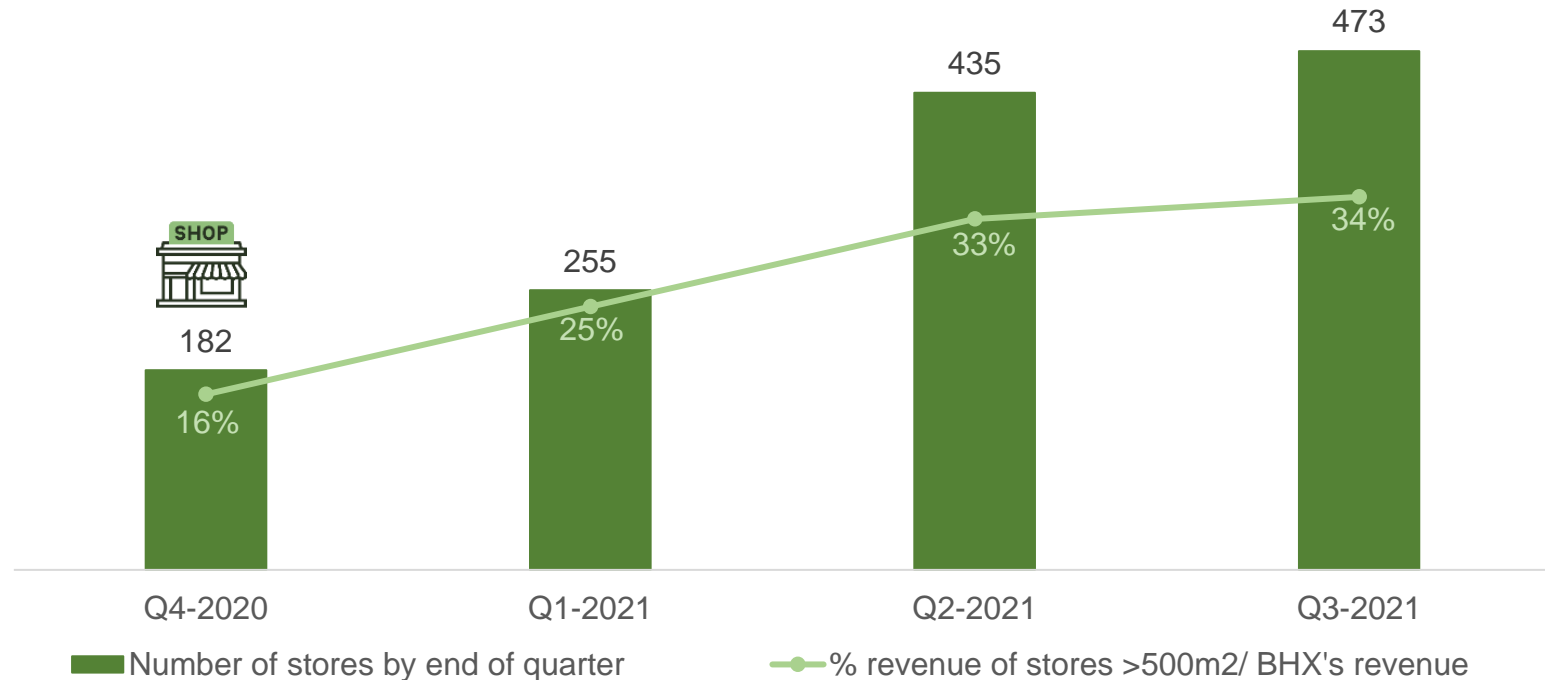


- Average number of orders/day
- % online revenue/ BHX's revenue



IB. BHX – 500M2 STORES

Number of stores >500m2 by the end of each quarter
& their contribution to the total revenue of BHX



- In the total store-count having area of >500 m2/store:
 - Over 70% of the store-count locating in provincial markets.
 - Over 60% of the store-count being newly opened or upgraded in the first 9M2021.
- Average monthly sales per store of BHX >500m2 format (system-wide level) in 9M2021 was more than VND2 billion.



II. FINANCIAL STATUS

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

VND Billion	30/09/2021	31/12/2020	Change
Inventories	21,566	19,422	+11%
Short-term loans	14,165	15,625	-9%
Short-term liabilities	27,422	29,423	-7%
Cash, cash equivalents and short-term financial investment <i>(deposits and bonds with maturity terms from 3 months to less than 1 year)</i>	10,030	15,405	-35%

Ratios	30/09/2021	31/12/2020
Current ratio	1.3	1.3
Net debt/Equity	1.0	1.1



III. PRELIMINARY PERFORMANCE IN OCTOBER 2021

- **MWG recorded revenue of VND12,000 billion in October 2021, the highest revenue year to date. Revenue in October surged by 38% YoY and 45% MoM.**
- After most stores have been reopened since the beginning of October, **total revenue of TGDD & DMX in the month reached more than VND10,000 billion, bouncing by 50% YoY and 60% MoM.**
To achieve this result, TGDD & DMX:
 1. Proactively prepared for reopening early, simultaneously, and safely.
 2. Strived to secure inventories from the early stage, monitor closely the movement of goods to ensure sufficient stocks for sales amid the supply chain in Vietnam and global market are being affected considerably.
 3. Implemented attractive promotional programs to capture pent-up consumption demand effectively after long lockdown period.
- October was also remarkable with the successful launching of iPhone 13 series and the inception of Topzone. After 10 days of opening in October, 4 Topzone stores contributed more than VND40 billion of revenue, equivalent to VND1 billion of revenue/store/day. The number of iPhone 13 series sold via Topzone was 10% of the total sales volume of iPhone 13 series sold in the TGDD/DMX system-wide.



III. PRELIMINARY PERFORMANCE IN OCTOBER 2021

- Revenue of BHX in October reached almost VND2,000 billion. After social distancing mandate was eased, average sales per store in October reached approx. VND1 billion. This monthly sales has not recovered to the pre-pandemic level yet, mainly attributed to:
 1. Main markets accounting for almost 50% revenue of BHX (HCMC, Dong Nai, Binh Duong, Long An, Tien Giang) are still “hotspots” in terms of new covid cases per day though these cities/provinces allowed businesses to reopen. Consequently, many people have not returned to “normal life” yet and a part of immigrants leave these “industrial hubs” to return their hometowns.
 2. 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.
- **In the coming months, BHX will concentrate on controlling costs to maintain its business efficiency**, comprising of:
 1. Only opening new stores in locations that are rented and planned for construction.
 2. Optimizing personnel arrangement and continuing to improve staff productivity (this program was temporarily ceased during the pandemic time to focus on serving customers).
 3. Increasing sales of “exclusive products” and controlling wastage/spoilage ratio to protect the gross margin level of 27% for the FY2021.

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

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(if any) via

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Thank you!

