



## 2022 BUSINESS PLAN

- MWG's Board of Directors agreed on the Business Plan for FY2022 to get the AGM's approval as following:

No.	Items	2022 Target ( VND billion)
1	Net Revenue	140,000
2	Net Profit After Tax (NPAT)	6,350

- MWG is expected to deliver double-digit YoY growths for both net revenue and NPAT in 2021.** Despite a really tough year with unprecedented turbulences and prolonged lockdown period, MWG did not revise the targets and only strived to put all effort on: relentlessly implementing new initiatives, flexibly adapting with fast-changing business environment, and dedicatedly serving customers. The excellent 2021 business results has proven for the outstanding execution capability of MWG's whole employees.
- The 2022 business plan is based on the assumption that the pandemic still sees complicated developments but will not cause serious business disruptions or more severe impacts on the economy than what happened in Vietnam over the past 2 years.
- In 2022, MWG set challenging targets for the top line and bottom line even when the Company is getting bigger: net revenue of VND 140 trillion and NPAT of VND6,350 billion.** To realize these high growths, MWG will focus on below actions:
  - The retail chains aim towards pushing sales volume to generate more revenue and net profit, not concentrating to achieve higher profit margins amid the tightened consumer spending and global shortage of supply.
  - With omni-channel retailing strategy, MWG will utilize our existing technology strengths, continue to innovate and create point of difference, simplify the shopping experience in online channels to be more friendly and convenient for customers as well as increase the customer brand stickiness.
  - TGDD/DMX will remain the Cash Cow business for MWG by: (i) adding new products/services to optimizing sales for existing stores, (ii) acquiring more market shares of phones/consumer electronics retailing by opening new DMS (200 stores), new Topzone (40 stores) and expanding the network of freelancers, (iii) implementing consumer electronics chains in oversea markets and (iv) piloting new initiatives to prepare growth pillars for the future.
  - BHX will cease new store opening effort to focus on fine-tuning the backend and improving operational efficiency to be ready for scaling business nationwide since 2023. BHX is expected to bring in sustainable net profit in the late 2022.
  - After gaining positive performance at the bottom-line, An Khang pharmacy chain will be invested significantly in terms of both money and dedicated leadership to develop aggressively.
  - The Group will continue to invest in new "seed" businesses: Tan Tam installation – repair – maintenance services, Toan Tin logistics services and 4KFarm.