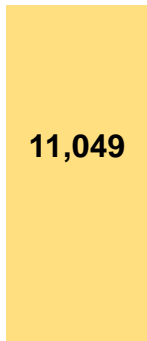




### NET REVENUE

(VND bn)

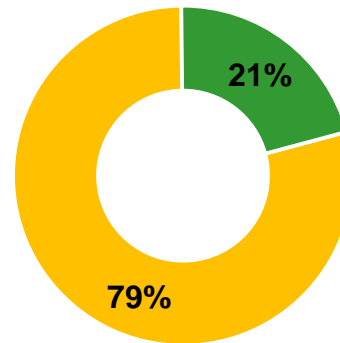


1M2021

9%

2021 Net revenue target of VND125,000 billion was completed

### REVENUE BREAKDOWN BY CHAINS



TGDD+DMX BHX



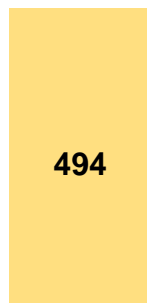
4,157 at Jan/2021 end

CHAIN	STORE COUNT
TGDD	908
DMX	1,500
BHX	1,749

(\* ) Revenue breakdown by chains and store-count did not include Bluetronics

### NET PROFIT AFTER TAX

(VND bn)

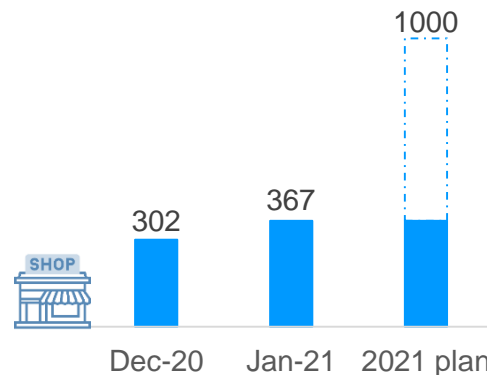


1M2021

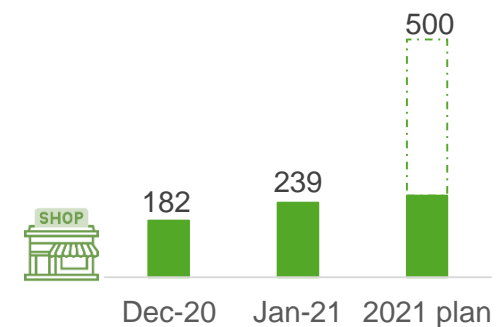
10%

2021 NPAT target of VND4,750 billion was completed

### STORE-COUNT OF DMX SUPERMINI (DMS)



### STORE-COUNT OF BHX >500SQM





## YTD JANUARY 2021 PERFORMANCE REPORT

- In January 2021, MWG recorded **the consolidated net revenue of VND11,049 billion and net profit after tax (NPAT) of VND494 billion. Hence, net profit margin of the Company in this month – usually the highest monthly margin in a year – reached 4.5%**. With this result, MWG fulfilled 9% of the revenue target and 10% of the net profit target for FY2021.
- As usual, customers' shopping demand surged in about 2 weeks before the Tet Holiday. Thus the peak season of this year started from the end of January to 10<sup>th</sup> February instead of focusing entirely in January in 2020. Therefore, tracking the YoY growth in January was not appropriate. **The cumulative result in the first 2 months will be better to reflect the Company's business performance of the Tet season.**
- Since the last week of January, the 3<sup>rd</sup> Covid outbreak in Vietnam has caused many provinces to implement social distancing, lock down infected area. Such measures during the peak season impacted directly to the business results of discretionary products. However, thanks to the aggressive expansion of DMX Supermini (DMS) and positive contribution of main categories, the negative impact of Covid on MWG's performance was moderated.
- TGDD & DMX generated more than VND8,700 billion (up by 24% MoM and up by 20% compared to average monthly revenue in 2020). DMS - the main growth pillar of MWG's consumer electronics retail business in 2021 - continued to open 65 new stores in January, increasing its store-count to 367 stores and bringing over VND450 billion of revenue to the Company. Average monthly sales per store reached more than VND1.2 billion in this period.
- Online sales accounted for over 8% of the aggregated revenue of TGDD & DMX in the month. During the Tet Holiday, customers preferred to visit the physical stores rather than shopping online in order to receive proper advices and technical support from the staffs, cut delivery time, and enjoy various choices of installment purchases. Moreover, most new customers of DMS in rural areas are used to shop at stores..
- With 1,749 stores as of 31<sup>st</sup> January 2021 and BHX online channel, BHX recorded revenue of approximately VND2,300 billion, equivalent to 21% of MWG's net sales. In January, average monthly sales per store reached nearly VND1.3 billion.
- In addition to 30 new stores in the month, BHX upgraded 57 existing stores to 500sqm-size stores mainly in provincial area, raising total number stores of this format to 239 stores in 19 cities and provinces in the Southern Vietnam. The contribution of 500sqm-size stores in BHX's total revenue expanded from 21% in December 2020 to 25% in January 2021.
- Regarding BHX online channel, the number of transactions and its turnover in January 2021 jumped 18% MoM and 20% MoM respectively. The proportion of online revenue in the total sales of BHX has increased significantly to 3% from around 1% at the early of 2020.
- Till the January-end, An Khang pharmacy chain had 75 stores in operation (of which, 60 stores were arranged next to the large-size BHX stores).