

MOBILE WORLD INVESTMENT CORPORATION

**INVESTOR MEETING –
BUSINESS RESULTS 2020
& PERFORMANCE
OF TET 2021**



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AGENDA

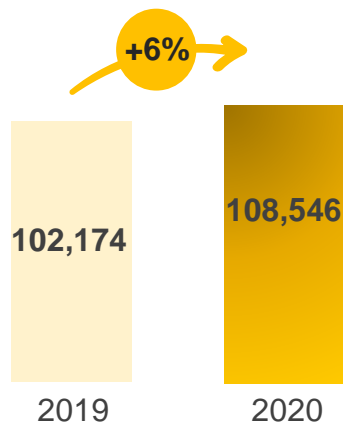
- I. REVIEW COMPANY'S BUSINESS RESULTS OF FY2020
- II. FINANCIAL STATUS
- III. ACTUAL PERFORMANCE IN JANUARY VS. 2021 TARGET
- IV. PRELIMINARY PERFORMANCE IN FEBRUARY 2021



I. REVIEW COMPANY'S BUSINESS RESULTS 2020

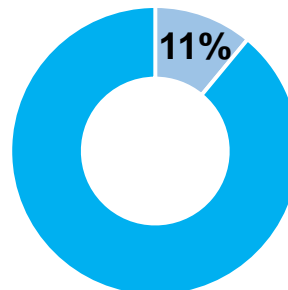
NET REVENUE

(VND bn)

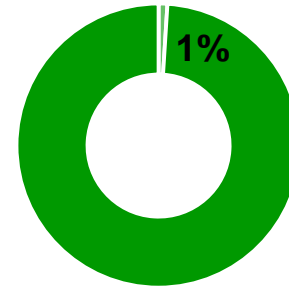


CONTRIBUTION OF ONLINE SALES

Online revenue contribution in TGDD & DMX



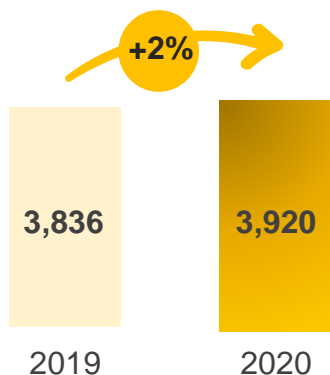
Online revenue contribution in BHX



Total YTD online revenue VND 9,386 billion
= 9% revenue of MWG

NET PROFIT AFTER TAX

(VND bn)



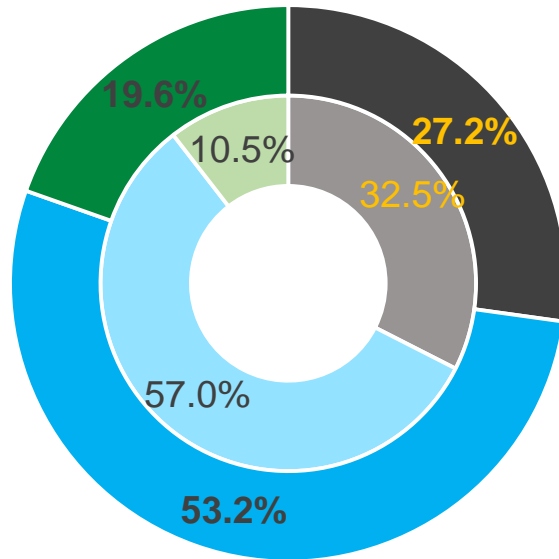
4,059 stores till the end of December 2020

NAME OF CHAIN	STORE COUNT	% YOY REVENUE GROWTH IN 2020	SAME STORE SALES GROWTH (SSSG)
TGDD	913	-11%	-10%
DMX	1,427	-1%	
BHX	1,719	97%	8%



I. REVIEW COMPANY'S BUSINESS RESULTS 2020

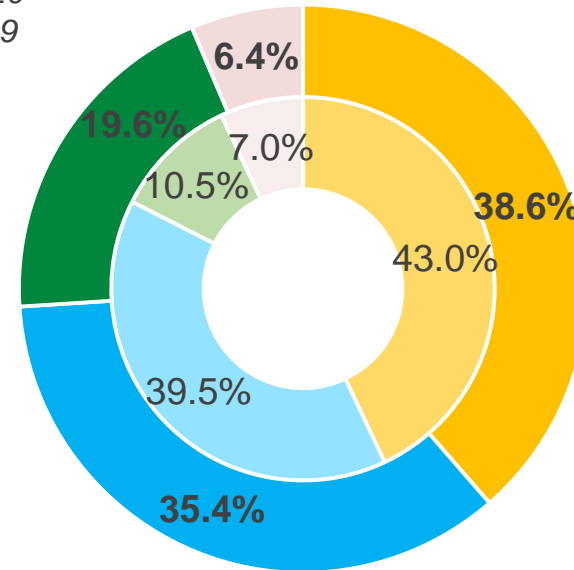
REVENUE BREAKDOWN BY CHAINS



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

REVENUE BREAKDOWN BY PRODUCTS

Outer circle: 2020
Inner circle: 2019



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

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



II. FINANCIAL STATUS

The company has actively monitored procurement activities, optimized inventories, managed debts, ensured healthy operating cash and liquidity.

VND Billion	31/12/2020	31/12/2019	Change
Inventories	19,422	25,745	-25%
Short-term loans	15,625	13,031	+20%
Short-term liabilities	29,530	28,442	+4%
Cash, cash equivalents and short-term financial investment <i>(deposits and bonds with maturity terms from 3 months to less than 1 year)</i>	15,405	6,252	+146%

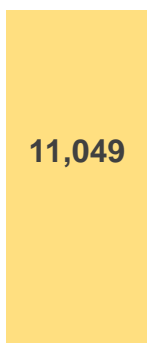
Ratios	31/12/2020	31/12/2019
Current ratio	1.3	1.2
Net debt/Equity	1.1	1.2



III. ACTUAL PERFORMANCE IN JAN VS. 2021 TARGET

NET REVENUE

(VND bn)

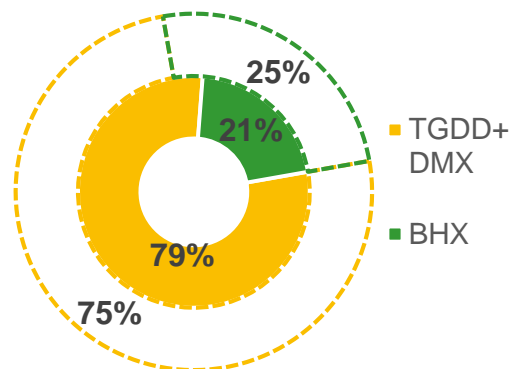


1M2021

9%

Net revenue target of VND125,000 billion was completed

REVENUE BREAKDOWN



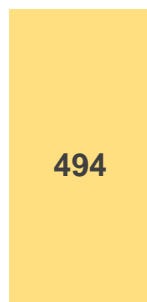
4,157 at Jan/2021 end

NAME OF 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

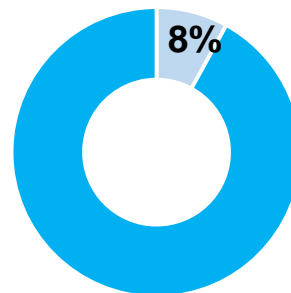
10%

NPAT target of VND4,750 billion was completed

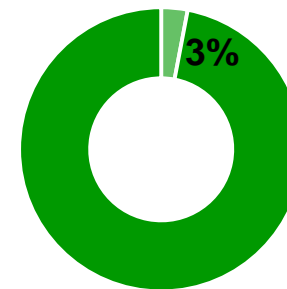


CONTRIBUTION OF ONLINE SALES

Online revenue contribution in TGDD & DMX



Online revenue contribution in BHX



Total YTD online revenue **VND 742 billion**
= 7% revenue of **MWG**



IV. PRELIMINARY PERFORMANCE IN FEBRUARY 2021

- MWG recorded the revenue of approximately VND10,500 billion in February. Hence, the 2-month cumulative sales in Tet season was over VND21,500 billion, up by about 5% YoY.
- In this outbreak of Covid pandemic, nearly 100 TGDD & DMX stores that located in lockdown or social distancing area were requested to close or limit the maximum number of customers in a store. This impacted directly to business results of TGDD/DMX in the peak season.
- Total revenue of TGDD & DMX in February was more than VND8,800 billion. The first 2-month cumulate revenue was similar to that of same period last year.
- In February, DMS chain continued to open 21 new stores. Thus, DMS has 388 stores and has been on track to achieve the milestone of 1,000 store-count by this year.
- With 1,756 physical stores and BHX online channel, BHX recorded 2-month cumulative revenue of approximately VND3,900 billion, equivalent to 50% YoY growth. In February, this chain operated in 20/28 days.
- BHX chain is expected to have more than 2,000 stores, of which around 500 large-size stores ($\geq 500\text{sqm}$) at the end of 2021. The Company will maintain the expansion pace of 30 new stores per month to focus on upgrading high-performing stores and improve the profitability.

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

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(if any) via

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Thank you!

