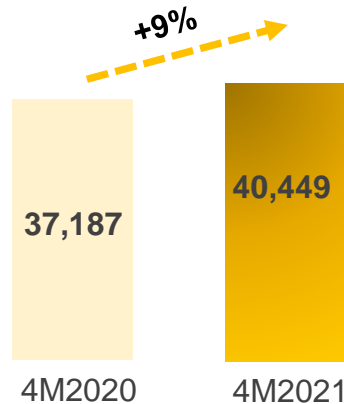




NET REVENUE

(VND bn)

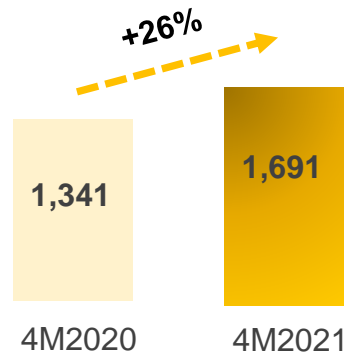


32%

2021 Net revenue target of VND125,000 billion was completed

NET PROFIT AFTER TAX

(VND bn)



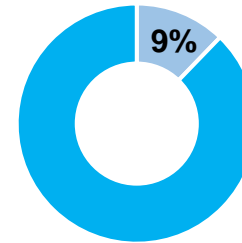
36%

2021 NPAT target of VND4,750 billion was completed

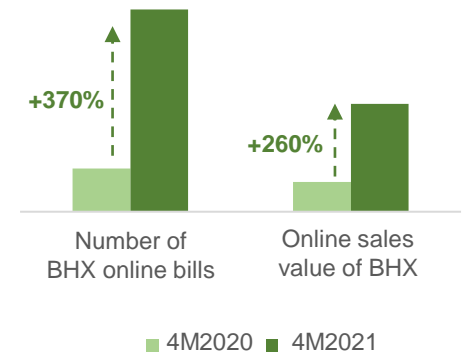


CONTRIBUTION OF ONLINE SALES

Online revenue contribution in TGDD & DMX



Online transactions contributed 3% in BHX's total sales



4,354 stores till the end of April 2021

CHAIN	STORE COUNT	REVENUE BREAKDOWN BY CHAIN	% YOY REVENUE GROWTH YTD APRIL 2021
TGDD	923	26.8%	+5%
DMX	1,628	53.2%	+3%
BHX	1,803	20.0%	+31%

(*) Revenue breakdown by chain and store-count did not include contribution of Bluetronics



YTD APRIL 2021 PERFORMANCE REPORT

- In cumulative 4M2021, MWG recorded **the consolidated net revenue of VND40,449 billion (+ 9% YoY) and net profit after tax (NPAT) of VND1,691 billion (+ 26% YoY)**. With this result, MWG fulfilled 32% of revenue and 36% of net profit target for FY2021.
 - In April 2021, net revenue reached more than VND9,620 billion and NPAT was over VND350 billion, jumped 23% YoY and 69% YoY respectively. This abnormal growth was partly attributed to low base of monthly sales in April 2020 when the Company had to close more than 600 stores as per the Government's request to prevent the Covid pandemic.
 - The top-line and bottom-line of MWG in this month recorded growth of 6% MoM and 4% MoM respectively since the peak sales season of white goods has started and demand of FMCGs recovered after Tet Holiday.
- In 4M 2021, online revenue contributed VND3,047 billion (-7% YoY) as online sales peaked in April last year.
- Regarding TGDD & DMX, in cumulative 4M2021:
 - Phones recorded double-digit revenue growth mainly thanks to contribution of iPhone sales.
 - White goods and small appliances maintained positive sales growth.
 - With more than 850 points of sales, watches generated above VND670 billion from selling approx. 540,000 timepieces, equivalent to the increase of 50% in sales value and 100% in sales volume YoY.
 - Revenue from laptops decreased YoY due to abnormal high base in April 2020.
 - Demand of electronics products continued weak trend due to lack of big sport events.
- By April-end, DMX Supermini (DMS) had 473 stores (of which, 63 new stores were added in April). In cumulative 4M2021, DMS contributed approx. VND 1,760 billion, equivalent to 8% revenue of DMX.
- Due to the shortage of chips globally, MWG has actively increased inventories for ICT and consumer electronics products to avoid the risk of lost sales. As the No.1 retailer with strong financial capability, MWG has advantages in dealing with manufacturers to stock goods to continue growing revenue and acquiring more market share.
- Since May 2021, the Company has experimented some initiatives: (i) selling bicycles in some DMX stores and (ii) piloting freelancer model – cooperate with mom and pop shops to sell products in underserved areas where the demands are not sufficient to open TGDD/DMX stores (even the supermini format).



YTD APRIL 2021 PERFORMANCE REPORT

- BHX recorded 4-month cumulative sales of above VND 8,000 billion, surged 31% YoY.
- Revenue of BHX in April 2021 improved 9% MoM and jumped 29% YoY. Average sales per store in April was approx. VND 1.2 billion and is expected to increase in May.
- Since April, BHX has recorded improvements in some important performance indicators:
 - Gross profit margin (GPM) after wastage and spoilage reached 26%, expanded 0.5% compared to average GPM in Q1 2021. BHX targets to achieve GPM of 27% by the end of 2021 by: (i) negotiating new trade terms with FMCGs suppliers and (ii) raising contribution of private label, imported and exclusively distributed products from the current level of over 10% to 20% of FMCGs sales by the year-end.
 - BHX has implemented initiatives to improve labor productivity since late Q1. This experiment has encouraging initial results when labor productivity increased by about 20% compared to that level at the beginning of this year.
- As of 30th April 2021, BHX had 1,803 stores (added 36 new stores in this month) across 25 cities and provinces, of which:
 - By location, 70% of its store-count locating in provinces, compared to 62% at the same period last year.
 - By size, 40% of its store-count having area from 300sqm and above, compared to 18% at the April-end 2020. BHX had 318 stores from 500sqm-size, locating in 24 cities and provinces.
 - By time of operation, 65% of its store-count fully operating in at least 12 months (opened before 1st May 2020).
- BHX online channel continued to robust in both number of bills and revenue contribution. In cumulative 4M2021, the number of transactions was 4.7 times and the sales value was 3.6 times compared to that level in the same period last year. Average daily successful transactions was 7,000 bills while average basket size ranging in VND VND250,000 – VND300,000.
- Till the end of April, An Khang pharmacy chain had 86 stores in operation (of which, 71 stores were arranged next to the large-size BHX stores). An Khang's turnover in cumulative 4M2021 was approx. 3 times compared to that level in the same period last year.