

MOBILE WORLD INVESTMENT CORPORATION

**INVESTOR MEETING –
BUSINESS RESULTS Q1
& PERFORMANCE
UPDATE OF APRIL 2021**



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AGENDA

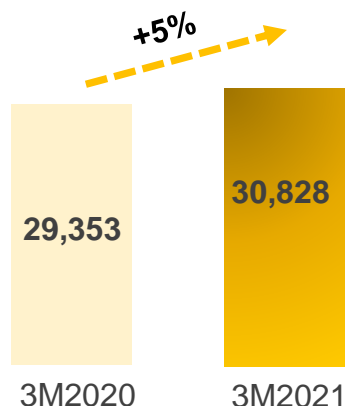
- I. REVIEW COMPANY'S BUSINESS RESULTS IN Q1 2021
- II. FINANCIAL STATUS
- III. PRELIMINARY PERFORMANCE IN APRIL 2021



I. REVIEW COMPANY'S BUSINESS RESULTS IN Q1

NET REVENUE

(VND bn)

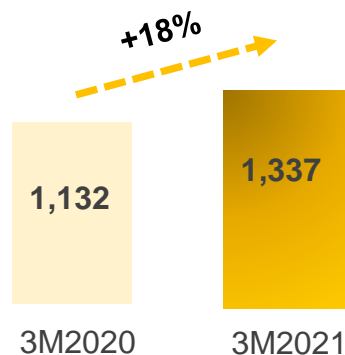


25%

2021 Net revenue target of VND125,000 billion was completed

NET PROFIT AFTER TAX

(VND bn)



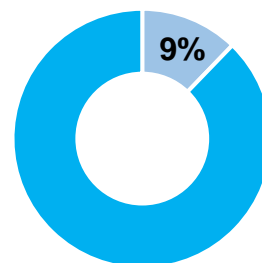
28%

2021 NPAT target of VND4,750 billion was completed

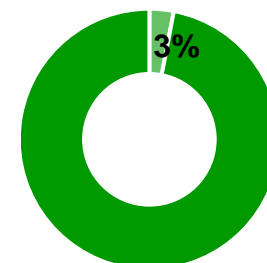


CONTRIBUTION OF ONLINE SALES

Online revenue contribution in TGDD & DMX



Online revenue contribution in BHX



Total YTD online revenue = VND 2,495 billion, +24% YoY



4,229 stores till the end of Q1 2021

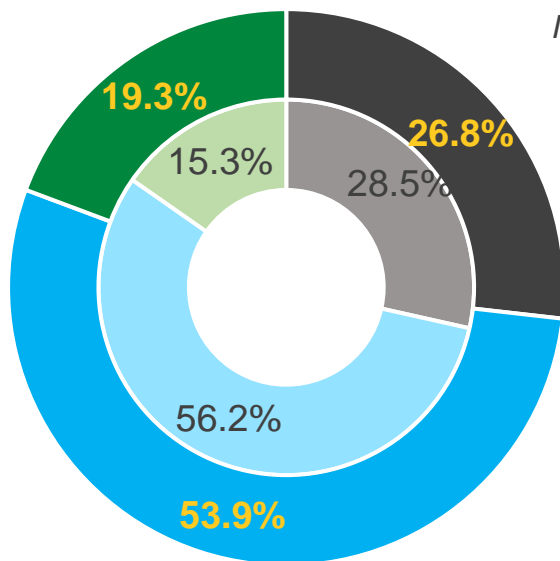
CHAIN	STORE COUNT	% YOY REVENUE GROWTH IN Q1 2021	SAME STORE SALES GROWTH (SSSG)
TGDD	909	-1%	-9%
DMX	1,553	0%	
BHX	1,767	+32%	-10%

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



I. REVIEW COMPANY'S BUSINESS RESULTS IN Q1

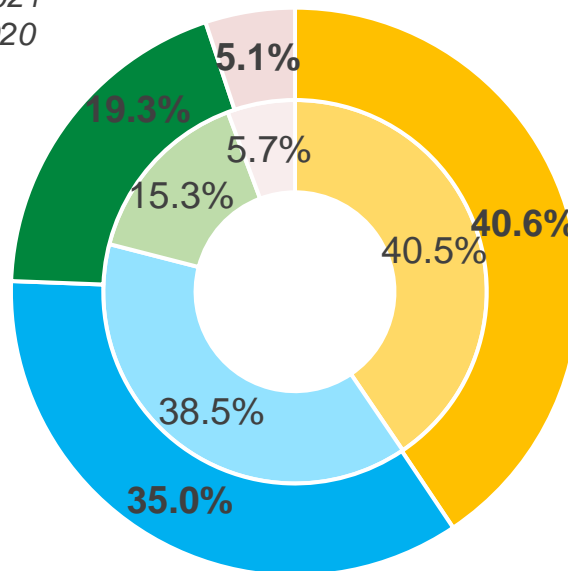
REVENUE BREAKDOWN BY CHAINS



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

REVENUE BREAKDOWN BY PRODUCTS

Outer circle: Q1/2021
Inner circle: Q1/2020



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

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



I. BHX IN Q1 2021

Information about stores	
Total store-count by March-end 2021	1,767 (target of ~2,000 stores by the end of 2021) <i>Of which:</i> <ul style="list-style-type: none"> ▪ ~70% locating in provincial market, ~30% locating in HCM ▪ >35% having area of 300m2 and 500m2 ▪ >60% fully operating in at least 12 months
Average sales per store	VND 1.1 – 1.2 billion/ store/ month
GPM after wastage and spoilage	25%-26%
Average EBITDA at the store level	6%-7%
Percentage of stores has positive EBITDA	85%-90% of total store count <ul style="list-style-type: none"> ▪ <i>Most of the remaining stores which have not yet reached break even point of EBITDA have operated in less than 12 months.</i>
Information about DCs	
Total DCs & warehouses by March end	18
Utilization rate	70%-75% of designed capacity <ul style="list-style-type: none"> ▪ <i>Utilization of DCs locating in HCMC reached over 90%.</i>
Operation cost of DCs (including transportation cost)	5%-6%
Average EBITDA after deducting DC operation cost	~1%



II. FINANCIAL STATUS

The company proactively prepared sufficient goods for the peak season of white goods while still ensured liquidity and healthy cash flow.

VND Billion	31/03/2021	31/12/2020	Change
Inventories	23,253	19,422	+20%
Short-term loans	17,460	15,625	+12%
Short-term liabilities	31,804	29,423	+8%
Cash, cash equivalents and short-term financial investment <i>(deposits and bonds with maturity terms from 3 months to less than 1 year)</i>	14,827	15,405	-4%

Ratios	31/03/2021	31/12/2020
Current ratio	1.3	1.3
Net debt/Equity	1.1	1.1



III. PRELIMINARY PERFORMANCE IN APRIL 2021

- After the off-season month in March, revenue of all chains recovered in April, reaching more than VND 9,600 billion, up by 23% YoY and 6% MoM.
- Total revenue of TGDD & DMX in April was almost VND 7,500 billion, jumping by 21% YoY and 5% MoM.
- In April, DMS chain continued to open 63 new stores, raising total point of sales of DMS to 473 stores by the end of the month.
- BHX recorded revenue of approximately VND 2,150 billion, increasing by 29% YoY and 9% MoM. Average sales per store of BHX in April was almost VND 1.2 billion.
- By the end of April, BHX had 1,803 stores (of which, 318 stores were upgraded to 500sqm-size format).

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

Kindly send us your comment
(if any) via

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Thank you!

