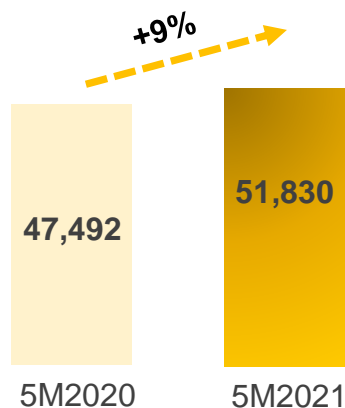




YTD MAY 2021 PERFORMANCE REPORT

NET REVENUE

(VND bn)

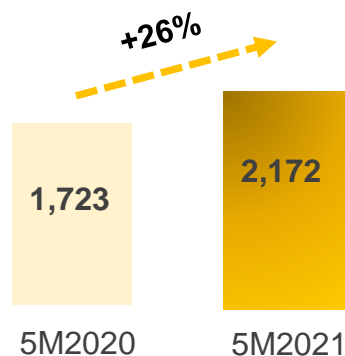


41%

2021 Net revenue target of VND125,000 billion was completed

NET PROFIT AFTER TAX

(VND bn)



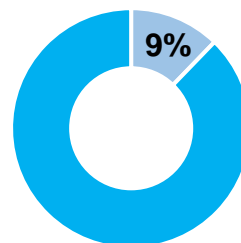
46%

2021 NPAT target of VND4,750 billion was completed

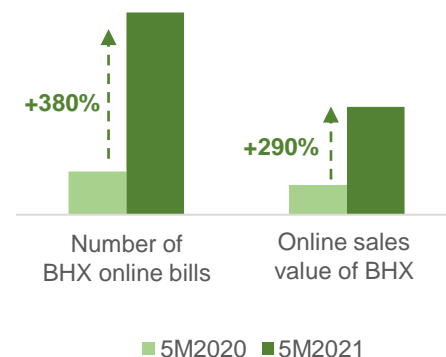


CONTRIBUTION OF ONLINE SALES

Online revenue contribution in TGDD & DMX 5M2021



Online transactions contributed 3% in BHX's total sales



4,532 stores till the end of May 2021

CHAIN	STORE COUNT	REVENUE BREAKDOWN BY CHAINS	% YOY REVENUE GROWTH YTD 2021
TGDD	927	25.8%	+8%
DMX	1,699	53.4%	+1%
BHX	1,851	20.5%	+36%
Bluetronics	55	0.3%	+260%



YTD MAY 2021 PERFORMANCE REPORT

- In cumulative 5M2021, MWG recorded **the consolidated net revenue of VND51,830 billion (+9% YoY) and net profit after tax (NPAT) of VND2,172 billion (+26% YoY)**. With this result, MWG fulfilled 41% of revenue and 46% of net profit target for FY2021.
 - In May 2021, net revenue reached more than VND11,380 billion and NPAT was VND481 billion, jumped by 10% YoY and 26% YoY respectively. This result was the Company's outstanding effort in the circumstance that Vietnam has been facing with the most serious Covid-19 outbreak so far. By the end of May, more than 630 TGDD/DMX stores located in lock down or social distancing areas were requested to close or restrict number of customers in the stores.
 - Compared to last month, revenue and NPAT of the Company grew by 18% and 37% respectively thanks to the flexible measures of TGDD/DMX and breakthrough results of BHX. May also recorded highest monthly revenue since the beginning of 2021.
- In 5M 2021, online revenue contributed VND4,024 billion for MWG. Online revenue in May surged by 77% MoM attributed to higher demand of online shopping during the pandemic.
- The aggregate revenue of TGDD and DMX in May overpassed VND8,800 billion, up by 2% YoY and 18% MoM. Of which, online sales in May jumped by 84% MoM and contributed 10% to total sales of these two store chains.
- Regarding TGDD & DMX, in cumulative 5M2021:
 - Phones recorded double-digit revenue growth mainly thanks to contribution of iPhone sales while turnover of laptops, white goods and small appliances were similar to that level in the same period last year.
 - With more than 850 points of sales, watches generated approx. VND810 billion from selling more than 650,000 timepieces, equivalent to the growth of 58% in sales value and 102% in sales volume YoY.
 - Electronics sales still grew negatively YoY as big sport events will start in June 2021.
- By May-end, DMX Supermini (DMS) had 537 stores (of which, 64 new stores were added in May). In cumulative 5M2021, DMS contributed above VND2,370 billion, equivalent to 9% revenue of DMX.
- The experiment of selling bicycles in 7 existing DMX stores in May brought in initial encouraging result with total sales volume of more than 800 bicycles.
- In May 2021, the freelancer model – cooperation between TGDD/DMX and mom and pop shops – was officially launched. Thanks to simple participation process, MWG successfully partnered with approx. 1,600 agencies nationwide. Most revenue that generated from these partners came from totally new customers.



YTD MAY 2021 PERFORMANCE REPORT

- BHX recorded 5-month cumulative sales of above VND10,600 billion, surged 36% YoY.
- Revenue of BHX surpassed the milestone of VND2,500 billion for the first time in May 2021, increased 19% MoM and jumped 56% YoY. Average sales per store in May was above VND1.35 billion, mainly due to higher customers' stockpiling demand of essential goods before the social distancing period.
- Due to (i) the abnormally high sales in May and (ii) initiatives to improve labor productivity that were implemented on a larger scale, BHX has approached the EBITDA breakeven point at the company wide level.
- As of 31st May 2021, BHX had 1,851 stores (added 48 new stores in May) across 25 cities and provinces, of which:
 - By location, 70% of its store-count locating in provinces, compared to 65% at the same period last year.
 - By size, 44% of its store-count having area from 300sqm and above, compared to 17% at the May-end 2020. By the end of May 2021, BHX had 395 stores from 500sqm-size and above, locating in all 25 cities and provinces where BHX has presence currently.
 - By time of operation, 70% of its store-count fully operating in at least 12 months (opened before 01st June 2020).
- BHX online channel continued to robust in both number of bills and revenue contribution. In cumulative 5M2021, the number of transactions was 4.8 times and the sales value was 3.9 times compared to that level in the same period last year.
- Till the end of May, An Khang pharmacy chain surpassed the milestone of 100 stores operating in 20 cities and provinces. An Khang's turnover in cumulative 5M2021 was approx. 3 times compared to that level in the same period last year.
- **The Covid outbreak's escalation leads to increase the number of affected stores and will have considerable impact on the business results in June. However, MWG will make an effort to protect the Company's revenue and profits.**