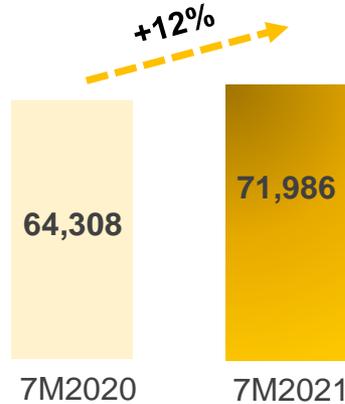




## YTD JULY 2021 PERFORMANCE REPORT

### NET REVENUE

(VND bn)

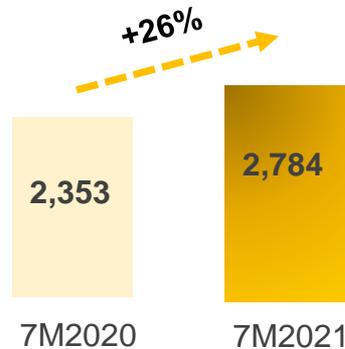


**58%**

2021 Net revenue target of VND125,000 billion was completed

### NET PROFIT AFTER TAX

(VND bn)



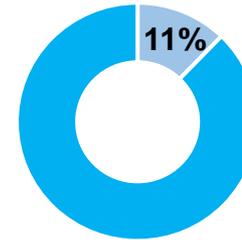
**59%**

2021 NPAT target of VND4,750 billion was completed

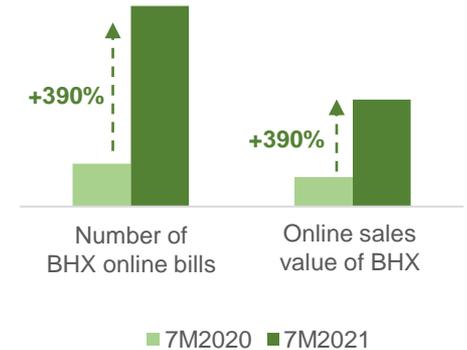


### CONTRIBUTION OF ONLINE SALES

Online revenue contribution in TGDD & DMX 7M2021



Online transactions contributed 3% in BHX's total sales



**4,686** stores till the end of July 2021

CHAIN	STORE COUNT	REVENUE BREAKDOWN BY CHAINS	% YOY REVENUE GROWTH YTD 2021
TGDD	949	23.9%	+1%
DMX	1,763	51.4%	+3%
BHX	1,919	24.4%	+57%
Bluetronics	55	0.3%	+283%



## YTD JULY 2021 PERFORMANCE REPORT

- In cumulative 7M2021, MWG recorded **the consolidated net revenue of VND71,986 billion (+12% YoY) and net profit after tax (NPAT) of VND2,784 billion (+18% YoY)**. Online revenue contributed more than VND6,400 billion, increasing by 14% YoY. **With this result, MWG fulfilled 58% of revenue and 59% of net profit target of FY2021.**
- In July 2021, net revenue reached approximately VND9,500 billion, and NPAT was VND231 billion, improved by 10% YoY and decreased by 29% YoY respectively. Given the fact that there were nearly 2,000 TGDD/DMX stores (accounting for 70% of total system-wide store-count) have been temporarily closed or limited the number of customers in stores in the second half of July, maintaining positive YoY revenue growth was over MWG's expectation mainly thanks to the outstanding achievement of BHX.
- The aggregate sales of TGDD and DMX in cumulative 7 months of 2021 overpassed VND54,150 billion. To achieve the revenue of more than VND5,220 billion in July when most stores have been temporarily closed or restricted in operation, TGDD/DMX seized every opportunity to sell products online, focused on pushing sales in areas where were less affected by this new wave of Covid-19 and DMX Supermini (DMS) store chain.
  - YTD online sales reached almost VND6,000 billion. In July, online sales was approximately VND1,000 billion, bounced by 61% YoY but reduced by 17% MoM due to tighter movement restrictions in some areas. Online sales accounted for 19% total revenue of TGDD/DMX in July.
  - In cumulative 7M2021, DMS contributed nearly VND3,500 billion, equivalent to 10% revenue of DMX. DMS maintained similar average monthly sales per store as before this Covid wave and made up 13% of DMX's revenue in July. By this month-end, DMS had 589 stores (added 23 new stores in July).
- By categories, in the first 7 months of 2021, phones, laptops, small appliances recorded single-digit revenue growth while white-goods maintained similar sales compared to the same period last year. Sales of electronics (Televisions) continued to decreased YoY.
- **The enforcement of stricter social distancing measures in many provinces may result in the Company's low performance in August. If these social distancing measures extend to the year-end, the business targets that MWG set at the AGM will be unlikely to achieve. However, the Company always makes the best effort to protect revenue and profit.**



## YTD JULY 2021 PERFORMANCE REPORT

- BHX recorded total sales of above VND17,600 billion in cumulative 7M2021, surged 57% YoY.
- **In July 2021, revenue of BHX hit the new record of almost VND4,240 billion, soared by 55% MoM, and rocketed by 133% YoY.** This outstanding growth led the contribution of BHX in MWG's total revenue to reach 45%. **Average sales per store in July were above VND2.1 billion, the highest level ever.**
- The effort to seek sufficient supply with reasonable prices helped BHX to meet the demand of more than 31 thousand tons of fresh produce for customers in July, equivalent to 2.5 times the average level before this new Covid wave. Thanks to that, BHX had a chance to serve above 27 million customers (over 900 thousand transactions on a daily average), 1.4 times higher than the average level of the first 4 months. The trust and support of many customers are great encouragement for BHX's operation team.
- BHX has committed to prioritize all resources for increasing the supply volumes, handling and putting goods on shelves as quickly as possible to serve consumers, though employees at stores and warehouses must be split to work in alternate shifts to mitigate the business interruption risk. There were many days that BHX operated with less than 50% of headcount compared to the normal condition.
- In this month, BHX online also hit a record of delivered orders, with more than 315 thousand successful transactions, 1.5 times higher than the average level before this new Covid wave. Due to a surge in demand, there were over 20 thousand orders on peak days. Meanwhile, BHX online was not able to increase the corresponding fulfilment capacity in such a short time, leading to slower delivery time compared to previously. However, **BHX is the only online channel in Vietnam serving more than 10,000 orders of foods and necessities daily in current time, in 24 Southern cities and provinces of Vietnam.** This is a remarkable milestone after only one year the Company invested in this channel. In cumulative 7M2021, BHX online recorded the total transactions and the sales value at approx. 5 times compared to that levels in the same period last year.
- Though BHX recorded abnormal high revenue given to a surge in demand for stockpiling foods before the social distancing period, its gross profit margin in July was lower compared to that in June. This result came from sudden changes in supply and the way of supplying goods, incurring many new expenses. However, BHX have controlled the ratio of fixed costs per revenue better to improve operation efficiency.
- Till the end of July, An Khang pharmacy chain had 118 stores in operation. Revenue of An Khang in July 2021 was 7 times higher than that in July 2020. An Khang's revenue in cumulative 7M2021 was approx. 4 times compared to that level in the same period last year.