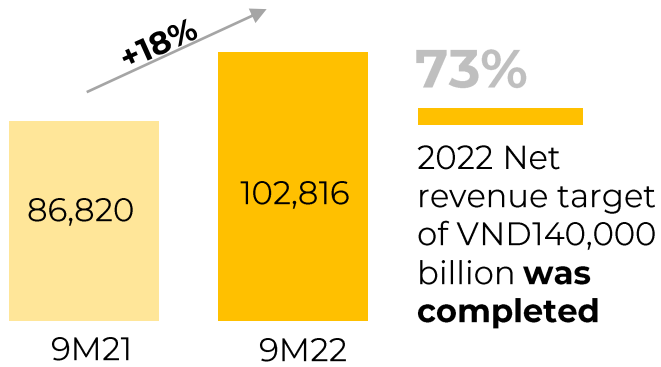


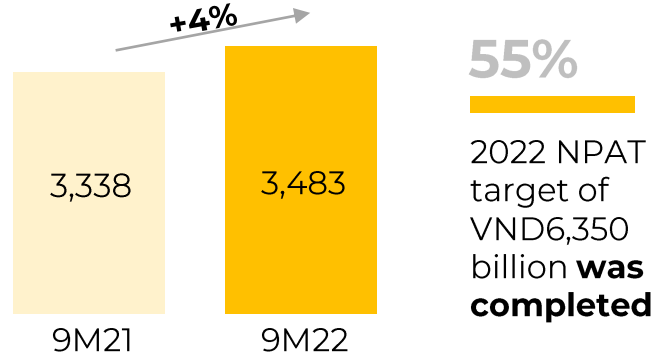


# MOBILE WORLD INVESTMENT CORPORATION - OVERVIEW OF YTD SEP 2022 PERFORMANCE

## Net revenue (VND billion)



## Net profit after tax (VND billion)



## Other information



### THE GIOI DI DONG

1,116 stores, in which 71 Topzone stores



### DIEN MAY XANH

2,246 stores, including 1,019 ĐMS



### BÁCH HÓA XANH

1,727 stores post restructuring



### AN KHANG

529 stores under operation



### AVA KIDS & AVA SPORT

71 AVAKids and 14 AVASport stores

## Revenue breakdown:

- TGDD (including Topzone) and DMX contributed VND27 trillion and VND54 trillion, respectively, accounting for 79% of MWG's revenue.
- BHX brought in approximately VND20 trillion, equivalent to 19.4%.
- The remaining revenues came from other businesses.

## Key growth drivers:

- The aggregated sales of TGDD and DMX in 9M2022 increased 27% YoY. Exceptionally, revenue in 3Q22 soared 62% compared to the last year's low base.
- BHX's accumulated revenue was reduced by 12% YoY.
  - The sales in 3Q22 dropped 23% vs. last year's high base but remained the 3<sup>rd</sup> record high since BHX's inception. Even with fewer operating stores (equivalent to 1Q21), total traffic (bills) in 3Q22 almost reached the highest level in 2Q21, and total sales volume was more than 90% of the peak in 3Q21.
  - The average revenue per store achieved VND1.36 billion in Sep-2022. BHX's direction is selling vegetable intra-day. Hence, on rainy days, the percentage of selling vegetables at discounted prices increased and impacted the chain's revenue. BHX expects to reach sales of VND1.5-1.6 billion per store in December.
- Accumulated online revenue surged 52% YoY, making up 14% of the Company's total revenue. In particular, TGDD/DMX and BHX accounted for 17% and 3%, respectively.



# MOBILE WORLD INVESTMENT CORPORATION – RESPONSES TO MARKET VOLATILITY



MWG's management has made early judgments on market scenarios and movements which may negatively affect the Company's core businesses, including:

- Impact of increasing inflation on purchasing power (especially for discretionary products)
- Higher input costs/financial costs, supply chain disruption, and exchange rate risk...

## In 3Q22, MWG took the following actions:

- ☑ All one-off expenses related to BHX restructuring were fully recorded and no longer impacted the Company's bottom line. Hence, the net profit is expected to improve considerably in Q4.
- ☑ Debts restructuring: shifting a portion of short-term loans to long-term loans for financing working capital. All long-term loans due in 4Q22 were prepared sources for payment. Also, the new syndicated loan (due in 2025) with one of the lowest interest rates in the market has completed disbursement in late Q3. MWG always proactively optimizes cash flow, ensures liquidity, and, controls debt ratios.

## MWG will implement the following plans in 4Q22 :

- ❑ Pause new store openings across all chains (except those that can bring immediate profits or pilot ones);
- ❑ Review and control costs, optimize the operational processes, and adopt automation to improve effectiveness.
- ❑ Closely monitor inventory level to ensure enough saleable goods to fulfill customers' high demand in the year-end season but not create a burden for next year.
- ❑ Strive for positive YoY growth in 2022 and protect solid operating cash flow. A healthy cash flow helps the company overcome challenging times, allowing MWG flexibility and readiness to accelerate its expansion and wrap up opportunities for explosive growth in the future after the storm passes.

