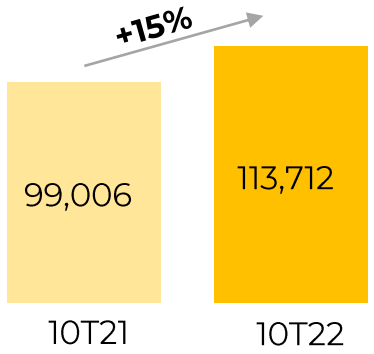
CÔNG TY CỔ PHẦN ĐẦU TƯ THẾ GIỚI DI ĐỘNG - TỔNG QUAN KQKD 10 THÁNG ĐẦU NĂM 2022

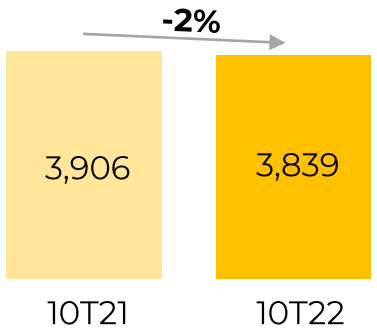
Net revenue (VND billion)



81%

2022 Net revenue target of VND140,000 billion **was completed**

Net profit after tax (VND billion)



60%

2022 NPAT target of VND6,350 billion **was completed**

Revenue breakdown:

- TGDD (including Topzone) and DMX contributed VND30.3 trillion and VND59.3 trillion, respectively, accounting for 79% of MWG's revenue.
- BHX brought in VND22.3 trillion, equivalent to 19.6%. The remaining revenues came from other businesses.

Key growth drivers:

- The total sales of TGDD and DMX in 10M2022 increased 21% YoY. In October, the aggregated sales slid 10% YoY.
  - TGDD's revenue in October was encouraging (only lower than the Tet holiday), mainly thanks to iPhone sales. However, due to the supply disruption in China, the iPhone shipment may not sufficient to serve the local demand, resulting in possible lower-than-expected ICT sales in Q4.
  - Amid the softer consumer electronics demand and cautiousness of the retailers, MWG, with its footprint advantage and strong cash flow, will proactively collaborate with manufacturers to launch attractive promotions benefiting the customers.
- BHX's accumulated revenue was reduced by 9% YoY. The sales in Oct-22 surged 22% YoY.
  - Average revenue/store reached VND1.37b. Although monthly sales were flat, traffic kept increasing by 2% MoM on average. This is due to a downtrading trend impacted by macroeconomic factors. Thus, when the shopping trend is recovered, sales per store will have a big bounce.
  - After restructuring, direct store profits were positive and recorded the highest YTD level in October.
- Accumulated online revenue surged 44% YoY, making up 14% of the Company's total revenue. In particular, TGDD/DMX and BHX accounted for 17% and 3%, respectively.

Other information

THE GIOI DI DONG

1,163 stores, in which 93 Topzone stores

DIEN MAY XANH

2,269 stores, including 1,034 ĐMS

BACH HOA XANH

1,729 stores post-restructuring

AN KHANG

529 stores under operation

AVA KIDs & AVA SPORT

71 AVAKids and 14 AVASport stores

ERABLUE OPENED THE FIRST CONSUMER ELECTRONICS STORE IN INDONESIA

The current technology and CE products market in Indonesia is estimated at $14 billion. Mobile phones sales are about US$9 billion, nearly double that of Vietnam, while the CE market makes up approx. 70% of this category's sales in Vietnam. This number is too small compared to the population size and GDP of Indonesia (approximately 3 times that of Vietnam).

ERABLUE

5 stores are expected to be opened end of 2022

The Indonesian market has no leading retailer to drive consumers' shopping and product experiences. Since the market is mostly served by traditional trade, the product range as well as after-sales services are very limited (for example, it usually takes 7 – 10 days from the purchase time to get an air conditioner installed). Through EraBlue, we want to bring MWG's customer-oriented culture and outstanding shopping experiences to local customers. This will be EraBlue's differentiation and key competitive advantage to win consumers' hearts in Indonesia.