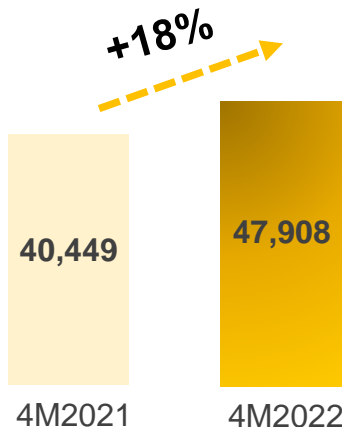




### NET REVENUE

(VND billion)

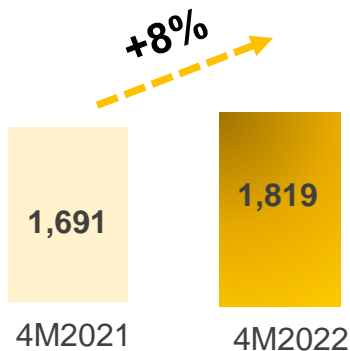


34%

2022 Net revenue target of VND 140,000 billion was completed

### NET PROFIT AFTER TAX

(VND billion)



29%

2022 NPAT target of VND 6,350 billion was completed

### THE KEY HIGHLIGHTS



Online sales reached VND7.5 trillion, up **145% YoY**, accounting for 16% total revenue of MWG.



**901 DMS stores**, accumulated sales value doubled YoY.



**35 Topzone stores**, contributing the revenue of VND670 billion in 4M2022.



**460** in the total of 2,140 **BHX stores** were changed with new layout. Average daily sales of new-layout stores improved by 10% after the change.



**250 An Khang pharmacies**, accumulated sales value was 3.7 times that in 4M2021. An Khang aims to have **500 pharmacies in July 2022**.



**21 AVAKids stores**, average monthly sales of VND1.5–2 billion per store. AVAKids plans to operate **50 stores in June 2022**.



## DETAILS OF YTD APRIL 2022 PERFORMANCE

- For the first 4 months of 2022, MWG recorded a **consolidated net revenue of VND47,908bn and net profit after tax (NPAT) of VND1,819bn**. Online sales was VND7,468bn YTD (+145% yoy) and made up approx. 16% of the total sales. With this results, the Company fulfilled 34% of the revenue target and 29% of the NPAT target.
- In 4M2021, TGDD, DMX and Topzone achieved the accumulated sales of VND39.1tn (+21% yoy). Of which:
  - With 901 stores by Apr-end, revenue of DMX supermini surpassed VND3.5tn, doubling sales in Q1 2021.
  - Topzone has 35 points of sale, contributed almost VND670bn in the first 4 months. Along with the TGDD chain, the rapid expansion of Topzone will be attributed to help the Company realizing its sales targets for Apple products of USD650mn in 2022 and USD1bn in 2023. By accomplishing these target successfully, MWG will become a leading partner of Apple in Asia.
  - Online sales maintained strong growth, up 155% YoY and accounted for approx. 18% of the aggregate sales of related chains.
- BHX recorded YTD revenue of VND8.2tn, rose 2% YoY.
  - As the end of April, BHX executed the new layout for 460 out of 2,140 existing stores. This change usually causes operational disruption for a normal store in 3-5 days. For stores operating at least 30 days after changing layout, the daily sales has increased approx. 10% compared to the previous level. BHX aims to complete this renewal effort for the whole store chain in the 3rd quarter of 2022.
  - Online revenue bounced 17% YoY and accounted for 3% of BHX's total revenue. Currently, BHX is the only dedicated grocery retailer offering customers convenient fresh foods shopping experience with on-time delivery commitment (6 same-day delivery options, 2 hours each delivery). In the coming time, BHX will pilot quick and on-demand delivery solution to customers who want to receive products within 60 minutes.
- For the other businesses:
  - An Khang had 250 pharmacies by April-end. This pharmacy chain recorded the total sales of 3.7 times compared to that in 4M2021. Average sales per store in stable operation was VND700-800mn/month for stand-alone stores and VND400-500mn/month for stores next to BHX. An Khang aims to the milestone of 500 stores in July 2022.
  - In the newly experimented businesses, AVAKids has proven encouraging initial results with the average monthly sales of VND1.5-VND2bn per store. The Company plans to operate 50 AVAKids stores in June.