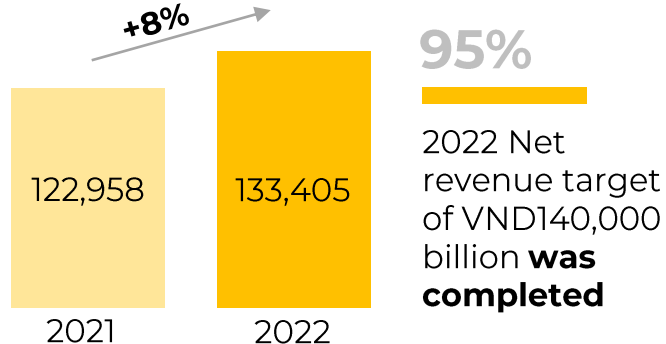


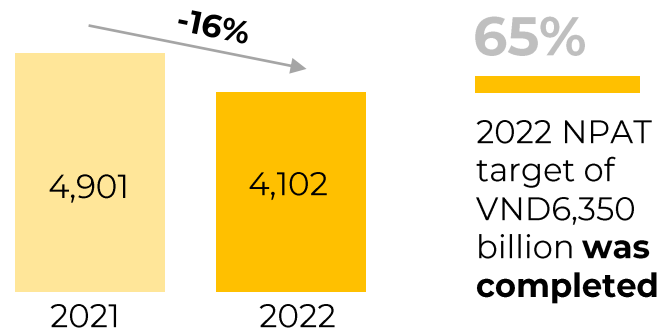


MOBILE WORLD INVESTMENT CORPORATION – BUSINESS RESULTS OF FY2022

Net revenue (VND billion)



Net profit after tax (VND billion)



Other information



THE GIOI DI DONG

1,190 stores, in which 100 Topzone stores



DIEN MAY XANH

2,284 stores, including 1,000+ DMS



BACH HOA XANH

1,728 stores post-restructuring



AN KHANG

500 pharmacies under operation



AVA KIDS & AVA SPORT

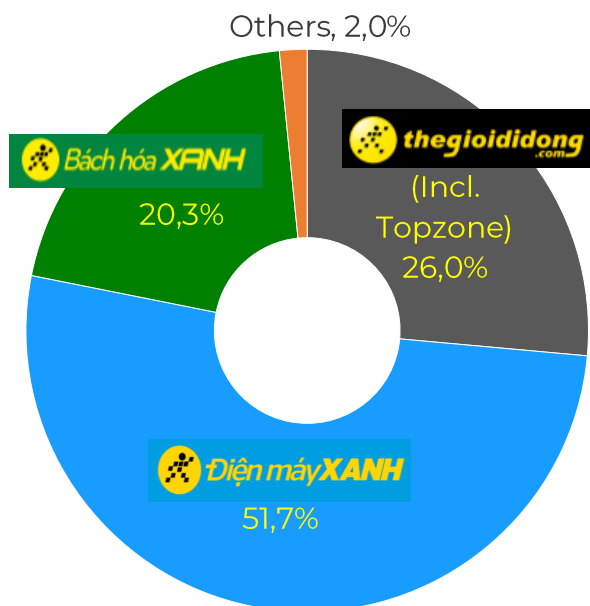
64 AVAKids and 12 AVASport stores



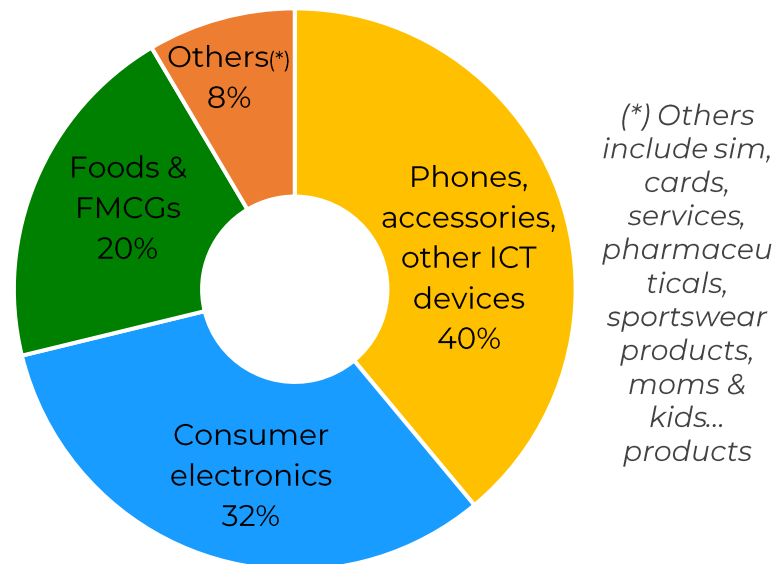
ONLINE

Total online revenue increased 32% YoY and accounted for 14% of total revenue

REVENUE BREAKDOWN BY CHAIN



REVENUE BREAKDOWN BY CATEGORY



(*) Others include sim, cards, services, pharmaceuticals, sportswear products, moms & kids... products



Overview

- 2022 posed severe challenges for MWG due to macro uncertainties and volatilities. The geopolitical and economic instability have negatively affected the business environment, customers' income, and sentiment.
 - After securing positive growth momentum in the first 9 months, the Company recorded a considerable decrease in revenue and profit in 4Q2022 due to weaker-than-expected demand for mobile phones and consumer electronics. The downtrading trend has also impacted the food and staples retail business. Nevertheless, amid the overall market's difficulties, MWG still tried to protect profits in the last months of 2022.
 - In addition, 2022 also marks the Company's determination and efforts in restructuring, removing inefficient parts, strengthening the core businesses, and focusing on segments with significant value contributions and clear growth potential for ensuring long-term and sustainable development.
 - MWG reported consolidated net revenue of VND 133,405 billion (+8% YoY), fulfilling 95% of the full-year plan. The profit before tax was VND 6,056 billion (-6% YoY), and the net profit after tax (NPAT) of VND 4,102 billion (-16% YoY), equivalent to a 65% annual plan for FY2022).
 - Online channels generated revenue of VND 18,930 billion (+32% YoY), accounting for 14% of MWG's total sales.
 - Since November, the loyalty program named "Qua Tang VIP" has officially launched on online platforms and nationwide physical stores of MWG. As of December 31, 2022, this application had over 3.4 million users. This motivates the Company to build better services and upgrade customer experiences.
- MWG continues to be in the Top 10 largest companies of the VNR500 ranking, maintains the No. 1 retailer, and is the only Vietnamese company in the top 100 retailers in Asia Pacific with 5,500+ stores.

Businesses under The Gioi Di Dong JSC:

The Gioi Di Dong and Dien May Xanh: Revenue reached VND 35 trillion and VND 69 trillion, respectively.

- In 2022, both TGDD and DMX recorded the double-digit YoY sales growth
 - DMX Supermini surpassed 1,000 stores by the end of 2022 with total revenue of over VND 10 trillion, demonstrating a growth rate of almost 50% YoY.
 - After a successful experiment, Topzone brought around VND 2,600 billion in 2022 with 100 stores.
 - Thanks to the success of Topzone, total revenue from Apple products at the system-wide level increased by approx. 40% YoY.
- Most of the categories showed positive growth. In which:
 - Mobile phones, white goods, and small appliances (+10% to 20% YoY) contributed the biggest value to MWG's top-line growth.
 - Watches showed the highest growth rate (+30% YoY), with sales of nearly VND2,000 billion.
 - Laptops recorded revenue of 5,300 billion (-5% vs. a high base in 2021, mainly driven by the spike of remote work and study due to the Covid pandemic).
- Online revenue hit a record high of VND 18 trillion (+35% YoY). The online penetration in TGDD/DMX was 17%.



MOBILE WORLD INVESTMENT CORPORATION – BUSINESS RESULTS OF FY2022

An Khang pharmacy chain: operates 500 stores by the end of 2022 (vs. 178 stores in 2021), contributing revenue of VND 1,500 billion for MWG.

AVAKids & AVASport: Piloting since early 2022, 64 Avakids stores and 12 AVAsport stores generated a sales volume of 5 million and a sales value of more than VND 600 billion.

EraBlue: The company officially set its footprint in the Indonesian market with 5 new stores opening in December 2022 and reached the first US\$1 million revenue.

Bach Hoa Xanh Trading JSC:

- With 1,728 stores post-restructuring in 2022 (around 20% lower than the store count as of 2021-end), BHX still recorded over VND 27 trillion in sales, equivalent to 96% of the peak in 2021 (when there was an abnormal surge in demand for necessities during Covid outbreaks).
- Compared to pre-restructuring results (Q1/2022), BHX has shown positive signals:
 - The average monthly revenue/store in Q4/2022 was 1.37 billion, up 45% vs Q1/2022.
 - EBIT at the store level turned to 2%-3% from the negative result. EBITDA at the store level has maintained at 7%-8%.
- In December only, the average revenue/store reached 1.42 billion (+9% MoM), benefiting from the more robust FMCGs demand for the coming Tet holiday and special promotional campaigns offered by MWG and suppliers. In addition, despite implementing many customer discounts, BHX's gross margin slightly improved thanks to the back margins granted by suppliers when the Company completed its sales commitment at the year-end.
- Bachhoaxanh.com website was ranked in the Top 10 e-commerce websites in Vietnam in 2022 (by Statista) and is the only dedicated player in the food and FMCGs online retailing. The website served 2.4 successful transactions and contributed 900 billion for BHX. The online penetration of BHX was 3%.
- In 2023, BHX will focus on fine-tuning operational efficiency by improving its logistics and sourcing capabilities to achieve the break-even target at the company level in Q4/2023.