

MOBILE WORLD INVESTMENT CORPORATION

UPDATE BUSINESS RESULTS

May 2020



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CÔNG TY TNHH DỊCH VỤ CÔNG NGHỆ THÔNG TIN
THẾ GIỚI DI ĐỘNG
TRUNG ƯƠNG - HÀ NỘI - HỒ CHÍ MINH - TP. HCM



AGENDA

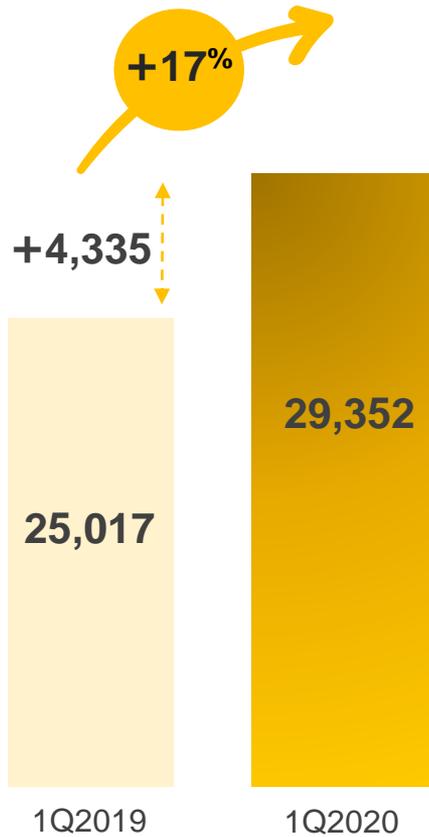
- I. 1Q2020 BUSINESS RESULTS
- II. FINANCIAL STATUS UPDATE
- III. BUSINESS UPDATE – APRIL 2020



I. 1Q2020 BUSINESS RESULTS

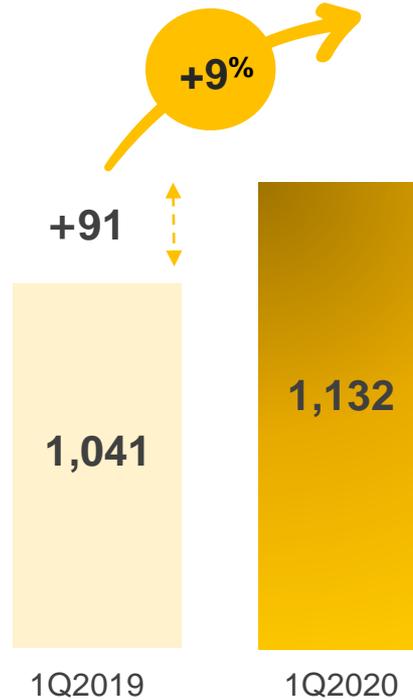
NET REVENUE

(billion VND)

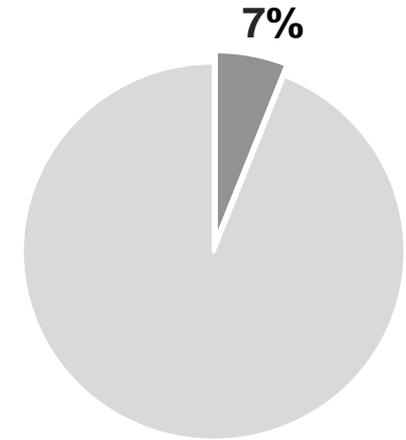


NET PROFIT AFTER TAX

(billion VND)



ONLINE REVENUE CONTRIBUTION



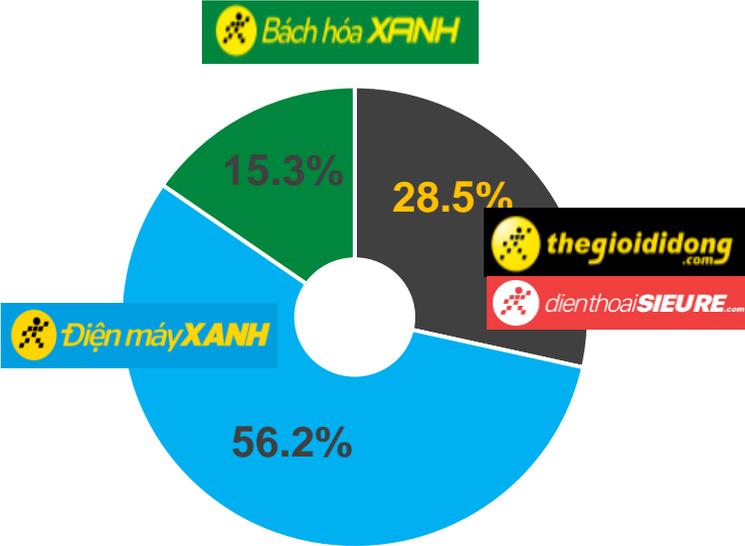
Online Revenue: 2,019 (billion VND)

BY CHAIN	YOY REVENUE GROWTH
TGDD	-6%
DMX	13%
BHX	178%

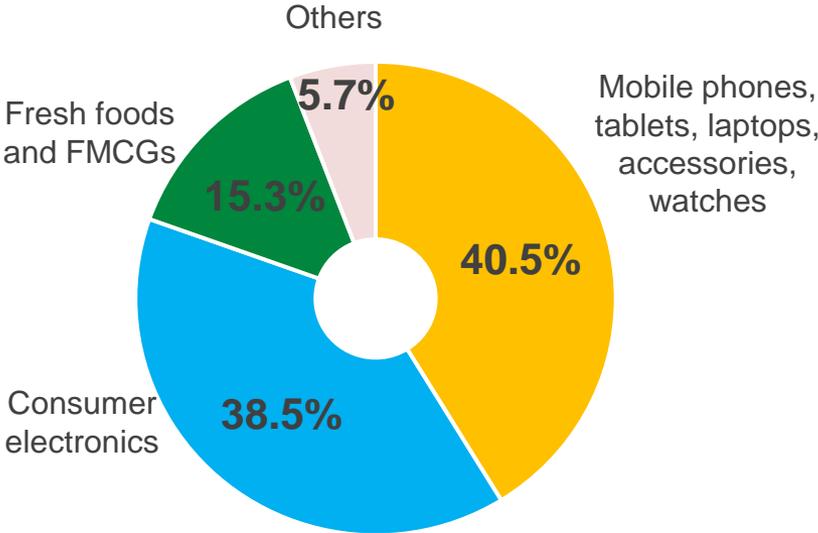


I. 1Q2020 BUSINESS RESULTS

REVENUE BREAKDOWN BY CHAINS



REVENUE BREAKDOWN BY PRODUCTS



(*) Other services include sim, cards and used products...



IA. TGDD AND DMX

REVENUE GROWTH BY PRODUCT GROUP 1Q2020 vs. 1Q2019	MWG	MARKET
Phones (TEL)	-1,7%	-3,4%
Electronics (CE)	+2%	-13%
White goods (MDA)	+14%	-3%
Small Appliances (SDA)	+17%	-9%

For laptops, MWG recorded the YOY revenue growth of more than 90%, tripled the market growth of approx. 30%.

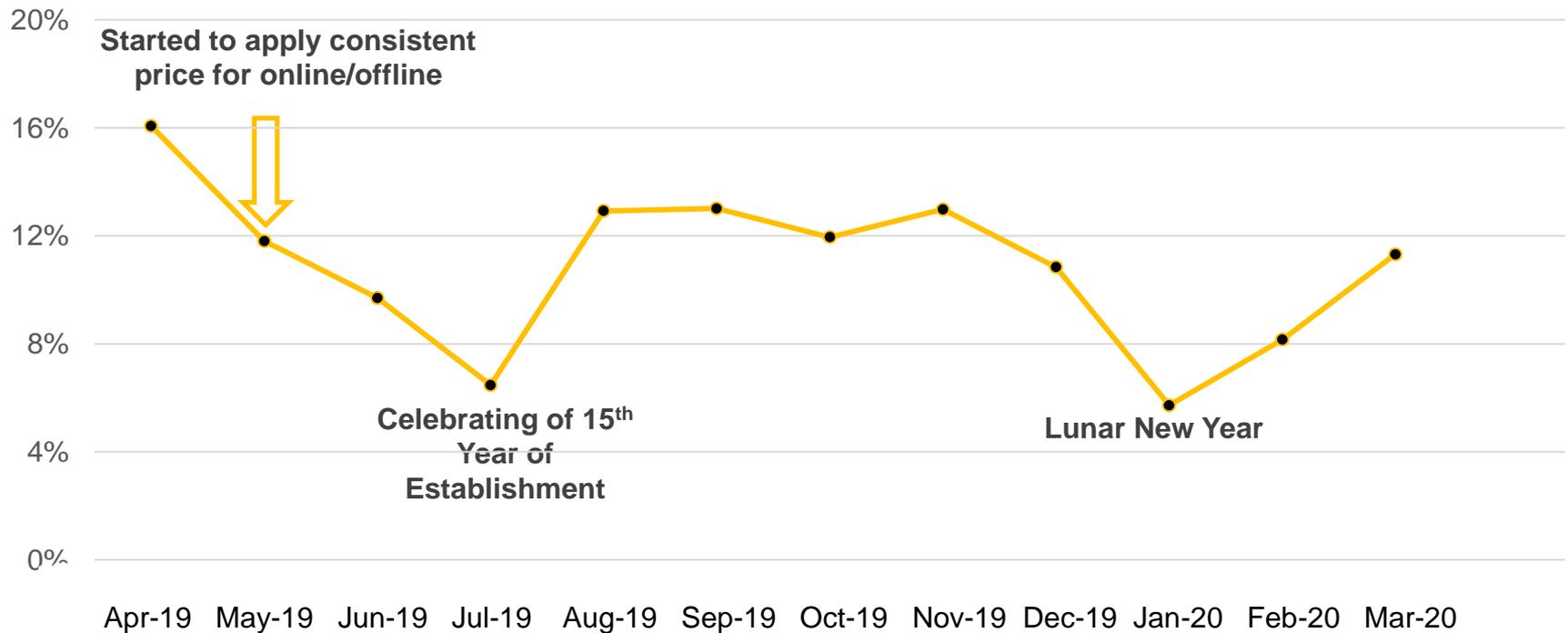
() MWG's estimation based on GFK – Temax statistics of the technical consumer goods market in Vietnam Q1 2020*

Blended SSSG for TGDD & DMX stores opened before 01/01/2019: -4%



IA. TGDD AND DMX ONLINE

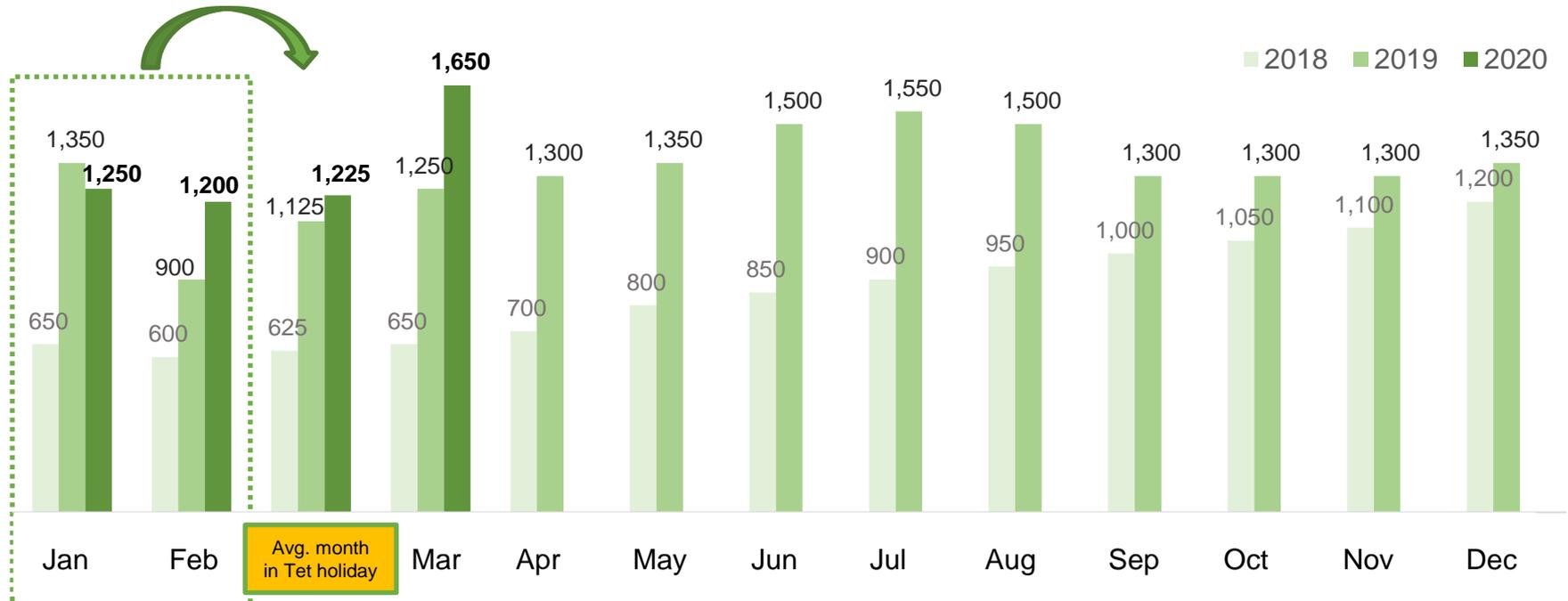
ONLINE CONTRIBUTION IN TOTAL REVENUE OF TGDD AND DMX



Online shopping demand surged during the Covid-19 outbreak, but mainly for healthcare products and groceries.



AVERAGE MONTHLY SALES PER STORE



March 2020 – The highest-ever monthly revenue due to stockpiling demand before social distancing:

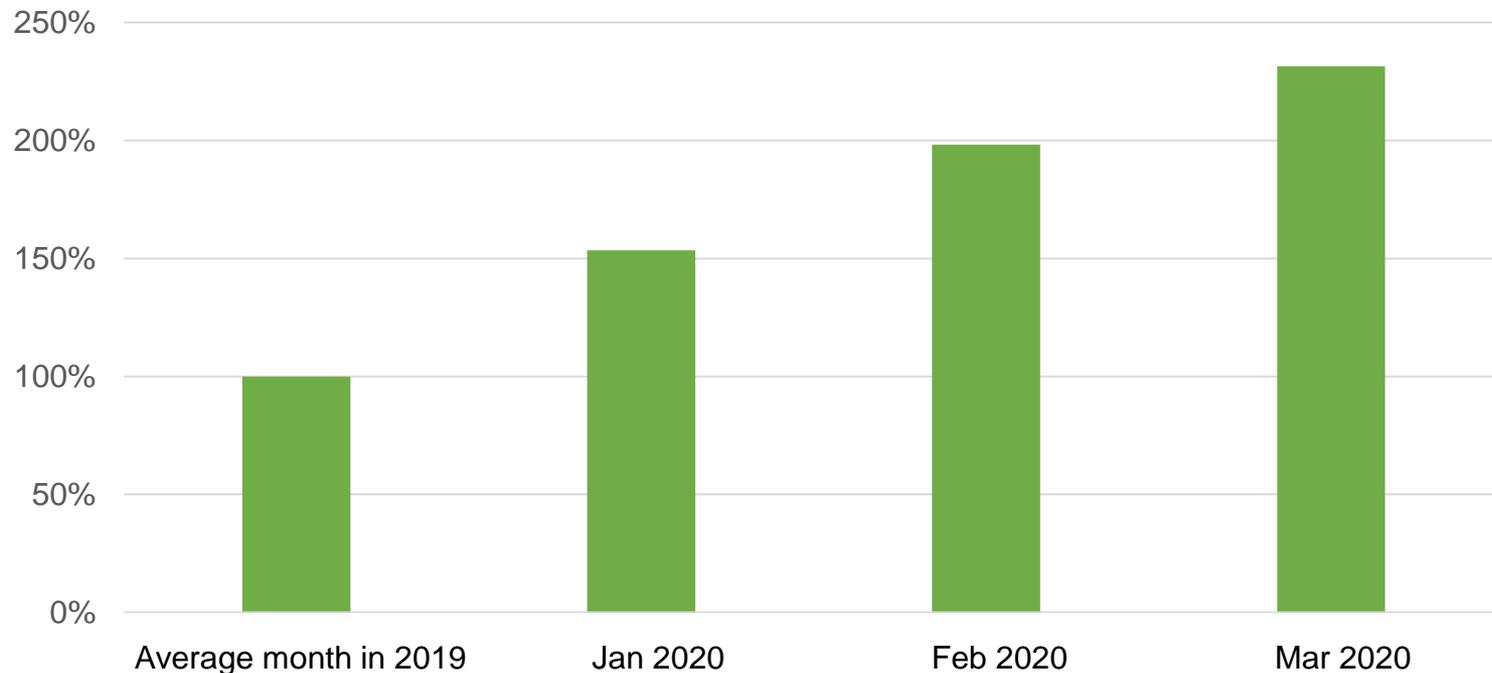
BHX was EBITDA profitable at the store and distribution centers (DC) level with the average monthly sales per store of VND1.65 billion and the gross margin of over 21%. If the gross margin reaches 23%, BHX will be break-even pre-G&A level with this VND1.65 billion sales per store.

2020 vs. 2019	Revenue Growth of BHX chain	SSSG of BHX stores opened before 01/01/2019
Tet holiday (Jan + Feb)	+155%	+16%
Q1 2020	+178%	+ 28%



IB. BHX ONLINE

BHX ONLINE TRANSACTIONS



- BHX online transactions as percentage of TGDD & DMX online transactions increased from the average of 7% in 2019 to approx. 20% in 1Q2020.
- Bachhoaxanh.com has been **the only dedicated website selling groceries in the Map of Ecommerce Vietnam** - top 50 e-commerce players based on their average quarterly traffic, mobile application ranking, and social media followers.



II. FINANCIAL STATUS UPDATE

The company has actively monitored procurement activities, optimized inventories, managed debts, ensured healthy operating cash and liquidity.

Billion VND	31/03/2020	31/12/2019	Change
Inventories	20,959	25,745	-19%
Short-term debt	10,495	13,031	-19%
Short-term liabilities	22,368	28,442	-21%
Cash and cash equivalents	3,273	3,115	5%
Net debt = total debts – cash and cash equivalents	8,345	11,038	-24%



III. BUSINESS UPDATE – APRIL 2020

- Net revenue in Apr recorded a decrease of approx. 20% YoY.
- Combined revenue of TGDD and DMX in Apr reduced by ~30% compared to the same period last year due to (i) the hot season in 2020 started late and (ii) some TGDD and DMX stores were closed as per the Government's requirement during the Covid-19 outbreak. In particular, TGDD and DMX:
 - Temporarily closed more than 600 stores from 1st Apr to 15th Apr.
 - Partially re-opened, continued to closed over 300 stores from 16th Apr to 25th Apr.
 - Operated almost stores at the end of Apr.
- Online revenue surged in Apr mainly because customers switched from shopping at closed the stores to online channel at the areas declared “outbreak status”. Online sales proportion of TGDD and DMX exceeded 20% of their respective combined top lines, similar to 1Q2019 level, before MWG applied the consistent price policy for online channel)
- After BHX sales soared in Mar (mainly attributable to FMCGs) as a result of the Government's social distancing requirement, the average sales per store of BHX chain was stabilized at nearly VND1.4 billion in Apr (of which, fresh foods sales continued to grow while FMCGs turnover decreased compared to Mar).

Q&A

Kindly send us your comment
(if any) via

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Thank you!

