

# MOBILE WORLD INVESTMENT CORPORATION

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**INVESTOR MEETING –  
BUSINESS RESULTS 2020  
& PERFORMANCE  
OF TET 2021**



[www.mwg.vn](http://www.mwg.vn)



## AGENDA

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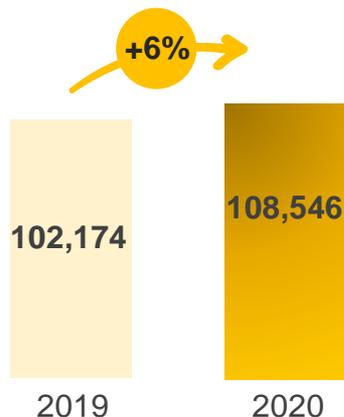
- I. REVIEW COMPANY'S BUSINESS RESULTS OF FY2020
- II. FINANCIAL STATUS
- III. ACTUAL PERFORMANCE IN JANUARY VS. 2021 TARGET
- IV. PRELIMINARY PERFORMANCE IN FEBRUARY 2021



## I. REVIEW COMPANY'S BUSINESS RESULTS 2020

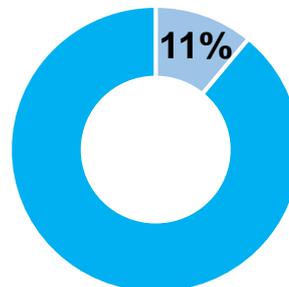
### NET REVENUE

(VND bn)

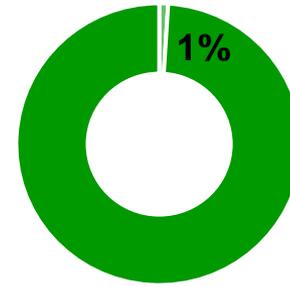


### CONTRIBUTION OF ONLINE SALES

Online revenue contribution in TGDD & DMX



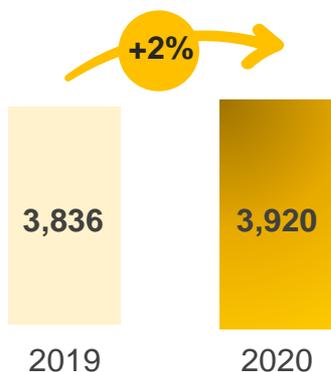
Online revenue contribution in BHX



Total YTD online revenue VND 9,386 billion  
= 9% revenue of MWG

### NET PROFIT AFTER TAX

(VND bn)



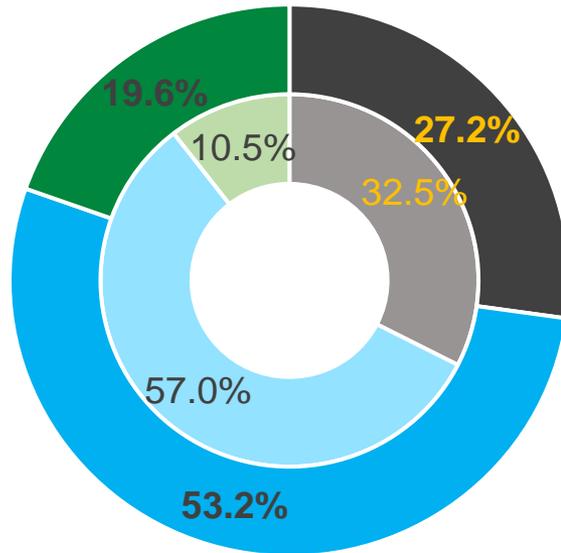
4,059 stores till the end of December 2020

NAME OF CHAIN	STORE COUNT	% YOY REVENUE GROWTH IN 2020	SAME STORE SALES GROWTH (SSSG)
TGDD	913	-11%	-10%
DMX	1,427	-1%	
BHX	1,719	97%	8%



## I. REVIEW COMPANY'S BUSINESS RESULTS 2020

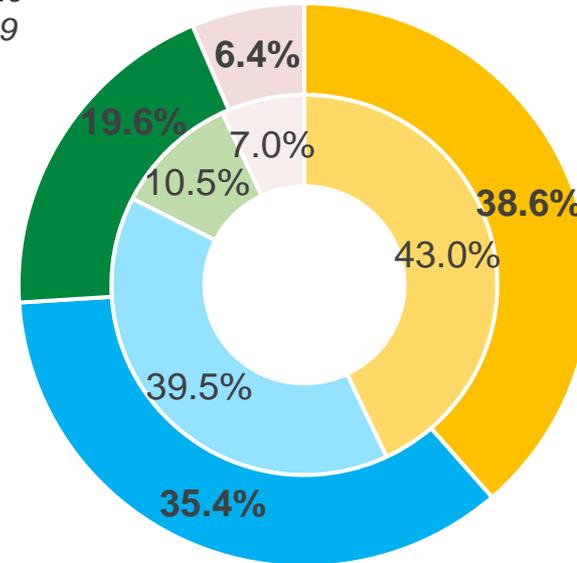
### REVENUE BREAKDOWN BY CHAINS



(\* ) Revenue breakdown by chains did not include Bluetronics's contribution

### REVENUE BREAKDOWN BY PRODUCTS

Outer circle: 2020  
Inner circle: 2019



- Phones, tablets, laptops & accessories
- Consumer electronics
- Fresh foods and FMCGs
- Others

(\*\* ) Others including sim, cards, services, old phones, ...



## II. FINANCIAL STATUS

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

VND Billion	31/12/2020	31/12/2019	Change
Inventories	19,422	25,745	-25%
Short-term loans	15,625	13,031	+20%
Short-term liabilities	29,530	28,442	+4%
Cash, cash equivalents and short-term financial investment <i>(deposits and bonds with maturity terms from 3 months to less than 1 year)</i>	15,405	6,252	+146%

Ratios	31/12/2020	31/12/2019
Current ratio	1.3	1.2
Net debt/Equity	1.1	1.2



## III. ACTUAL PERFORMANCE IN JAN VS. 2021 TARGET

### NET REVENUE

(VND bn)

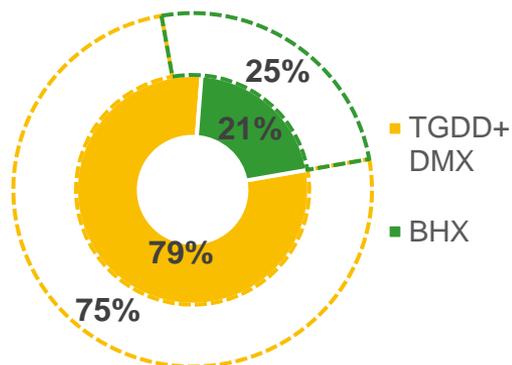


1M2021

9%

Net revenue target of VND125,000 billion was completed

### REVENUE BREAKDOWN



4,157 at Jan/2021 end

NAME OF CHAIN	STORE COUNT
TGDD	908
DMX	1,500
BHX	1,749

(\*) Revenue breakdown by chains and store count did not include Bluetronics

### NET PROFIT AFTER TAX

(VND bn)



1M2021

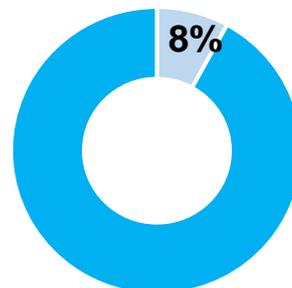
10%

NPAT target of VND4,750 billion was completed

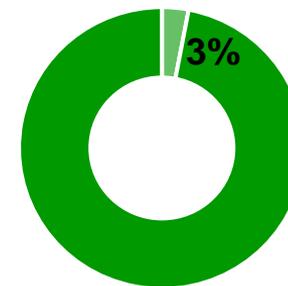


### CONTRIBUTION OF ONLINE SALES

Online revenue contribution in TGDD & DMX



Online revenue contribution in BHX



Total YTD online revenue **VND 742 billion**  
= 7% revenue of **MWG**



## IV. PRELIMINARY PERFORMANCE IN FEBRUARY 2021

- MWG recorded the revenue of approximately VND10,500 billion in February. Hence, the 2-month cumulative sales in Tet season was over VND21,500 billion, up by about 5% YoY.
- In this outbreak of Covid pandemic, nearly 100 TGDD & DMX stores that located in lockdown or social distancing area were requested to close or limit the maximum number of customers in a store. This impacted directly to business results of TGDD/DMX in the peak season.
- Total revenue of TGDD & DMX in February was more than VND8,800 billion. The first 2-month cumulate revenue was similar to that of same period last year.
- In February, DMS chain continued to open 21 new stores. Thus, DMS has 388 stores and has been on track to achieve the milestone of 1,000 store-count by this year.
- With 1,756 physical stores and BHX online channel, BHX recorded 2-month cumulative revenue of approximately VND3,900 billion, equivalent to 50% YoY growth. In February, this chain operated in 20/28 days.
- BHX chain is expected to have more than 2,000 stores, of which around 500 large-size stores ( $\geq 500\text{sqm}$ ) at the end of 2021. The Company will maintain the expansion pace of 30 new stores per month to focus on upgrading high-performing stores and improve the profitability.

Kindly send us your comment  
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Thank you!

