



DIGIWORLD

Investor Presentation

October 2021

Ms. Le Yen Nhi– IR Executive

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Introduction

- Vision
- Executive summary
- Milestones
- Investment case

Company overview

Business overview

Growth drivers

Financial overview

Vision

**Digiworld is a billion-dollar company
recognized for its role in the elevation of Vietnam
with everyone in the company well-rewarded
and fulfilling their life purpose.**

Executive summary

Company name	Digiworld Corporation
Ticker	DGW (HOSE)
Year of Establishment	1997
Market Capitalization	~VND 9,909bn (USD 436mn)
Listing date	3 August 2015
Net revenue 2020	VND 12,535bn (USD 540mn)
NPAT 2020	VND 267bn (USD 11.5mn)
Trailing EPS	VND 4,692
PE trailing	24x
PE forward	16x
Industry	Market Expansion Services
Number of employees	440
Website	www.digiworld.com.vn

Updated: 30 September 2021



Digiworld is the **leading Market Expansion Services provider** in Vietnam



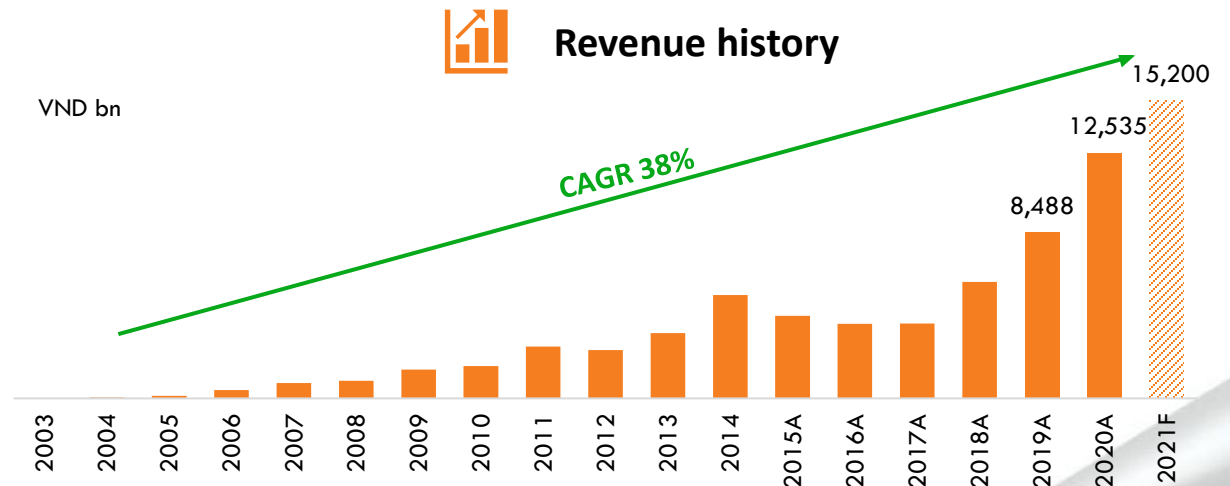
Digiworld provides **top-notch quality services and tailor-made solutions** for the most rapid and effective market penetration and market expansion for brands entering Vietnam's growing market



Digiworld is a distributor of **30+ world-class technology brands**



Our core strengths are in **5 value-added services**: Market analysis, Marketing, Sales, Logistics, and After-sales service



Milestones

<p>1997</p> <p>Established Hoang Phuong Co., Ltd., the precursor of Digiworld Corp</p>	<p>2008</p> <p> TOSHIBA</p> <p> MEKONG CAPITAL investment of \$5m</p>	<p>2014</p> <p> PHILIPS RICOH FUJI XEROX</p>	<p>2018</p> <p> EAT·N NOKIA</p> <p> PN Kids SMART HEALTHY KIDS</p> <p>Awards:  APEA 2018  IR AWARDS</p>
<p>2001</p> <p> acer</p>	<p>2010</p> <p>Implementation of ERP system</p>	<p>2015</p> <p>Officially listed on HOSE under ticker DGW</p>	<p>2019</p> <p> VIVE</p> <p> SEAGATE</p> <p> Nestlé HealthScience</p> <p>Awards:  CSI 100 SUSTAINABLE BUSINESSES 2016  IR AWARDS  VIETNAM ANNUAL REPORT AWARDS</p>
<p>2003</p> <p>Equitized into  DIGIWORLD</p>	<p>2012</p> <p> ASUS IN SEARCH OF INCREDIBLE</p> <p>Awards:  V1000 TOP 1000 ENTERPRISE OF TAX CONTRIBUTION  VNR 500 TOP 500 COMPANY  FAST500 Top 500 Fastest Growing Enterprises</p>	<p>2016</p> <p> Infortrend TRENDNET</p> <p> SP Silicon Power</p>	<p>2020</p> <p> HUAWEI </p> <p> REGENflex</p> <p>Listed in the top 5 of medium-sized enterprises with the best corporate governance</p>
<p>2004</p> <p>Established  DIGIWORLD Ha Noi</p>	<p>2013</p> <p>Established  Care</p> <p> NOKIA Lenovo</p>	<p>2017</p> <p> LG MI life.love.LION</p> <p> InfoFabrica</p>	<p>2020</p> <p> HUAWEI </p> <p> REGENflex</p>
<p>2006</p> <p>Established  DIGIWORLD Da Nang</p>	<p> NOKIA Lenovo</p>		



Investment case

Strong economic growth of Vietnam	Benefiting from advancements in the rapidly evolving Vietnamese economy and taking advantage of the company's position at the intersection of Vietnam's developed foreign trade relationships and rising domestic middle-class consumption, Digiworld brings middle-class goods to an underserved market.
Stellar company growth and fundamentals	<ul style="list-style-type: none">○ 38% CAGR over 18 years of operations and continuing to grow sales and earnings 20-30% per year○ Largest distribution network covering an entire country○ Brand portfolio includes Apple, Huawei, HP, Dell, Lenovo, Asus, Toshiba○ Experienced management team constantly optimizing financial structure and boosting business efficiency
Unique business model: B2B with Market Expansion Services (MES)	Different from traditional distributors, Digiworld: sets up advertising; does market research; executes marketing efforts; fulfils warehousing; pushes goods to channels; receives feedback; reports sales; and coordinates goods continuously – all to create business efficiency for its partners.
Benefiting from expanding ICT infrastructure and digitization	Consumers and businesses spend more on ICT, catching up with market trends. ICT market size in Vietnam is USD 5 billion and with support from its vast local distribution network Digiworld has a lot of room to keep growing its presence.
Growth during COVID-19	The trend of more work and study from home additionally boosted demand for Digiworld's products.
Penetrating the larger FMCG & HC industry	Using the existing distribution network to enter a large and emerging Consumer Goods & Healthcare sector in a country with strongly expanding middle class presents a tremendous and scalable opportunity. A strong partnership pipeline is in place, with Nestle already having become a partner.

Introduction

Company overview

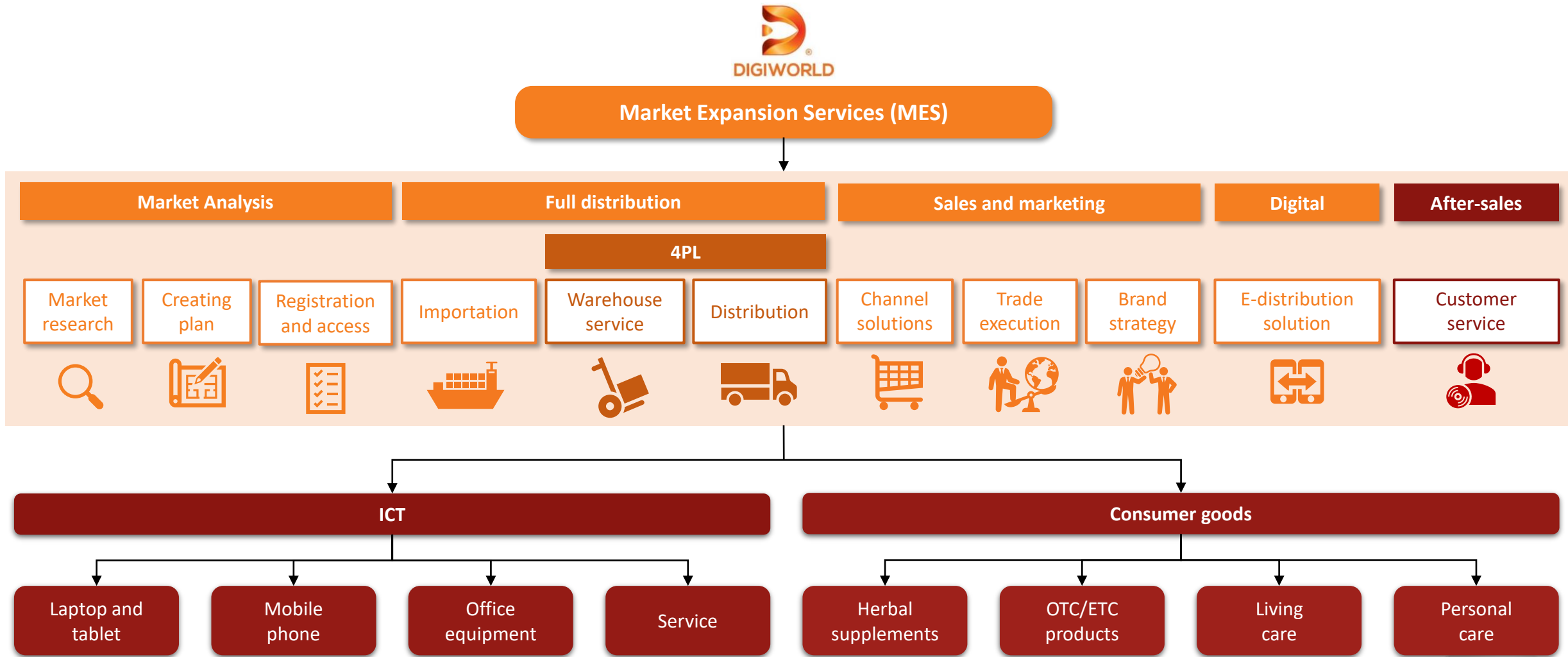
- Business structure
- Board of directors
- Management team
- Shareholder structure and commitment to minority shareholders
- Development strategy
- Cash dividend, M&A, Mobilization of capital, ESOP, Stock Option strategy
- ESG & Sustainability
- UN Sustainable Development Goals

Business overview

Growth drivers

Financial overview

Business structure



Board of directors



Dang Kien Phuong

Chairwoman and Deputy General Director

1989-1994
Viettronic Thu Duc Co., Ltd.
Accountant

1995-1997
T&C Co., Ltd.
Accountant

1999-2002
Hoang Phuong Co., Ltd.
Accountant

2003-present
Digiworld Corporation



Doan Hong Viet

Member and General Director

1993-1997
Lien Phuong Co., Ltd.
IT Head

1997-2003
Hoang Phuong Co., Ltd.
Director

2003-present
Digiworld Corporation

Other current positions
Chairman of Members' Council of
Created Future Co., Ltd.



To Hong Trang

Member and Deputy General Director

1997-2000
ANSV Telecommunication Co., Ltd.
Project Assistant

2000-2003
Hoang Phuong Co., Ltd.
Deputy Director

2003-present
Digiworld Corporation

Other current positions
General Director of Created Future Co.,
Ltd.



Tran Bao Minh

Independent Member

2006-2009: Vinamilk
Deputy General Director

2009-2011: TH true milk
General Director

2011-2012: A Chau Food Co.
Deputy General Director

2012-2018: International Dairy Products (IDP)
General Director

2018-2020: Diageo Vietnam
General Director

Other current positions
Vice president of Nutifood



Nguyen Duy Tung

Independent Member

2007-2010
REE Corporation
Vice Director – Projects

2011-2014
REE Electric Appliances
Deputy Director

2015-present
DOMESCO
Financial Director

Other current positions
Financial Director cum Person-in-charge
of Corporate Governance of
DOMESCO

Management team



Dang Kien Phuong

**Chairwoman and Deputy
General Director**

1989-1994
Viettronic Thu Duc Co., Ltd.
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1995-1997
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Accountant

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**Member and Deputy General
Director**

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Project Assistant

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2003-present
Digiworld Corporation

Other current positions
General Director of Created Future Co.,
Ltd.

Shareholder structure and commitment to minority shareholders

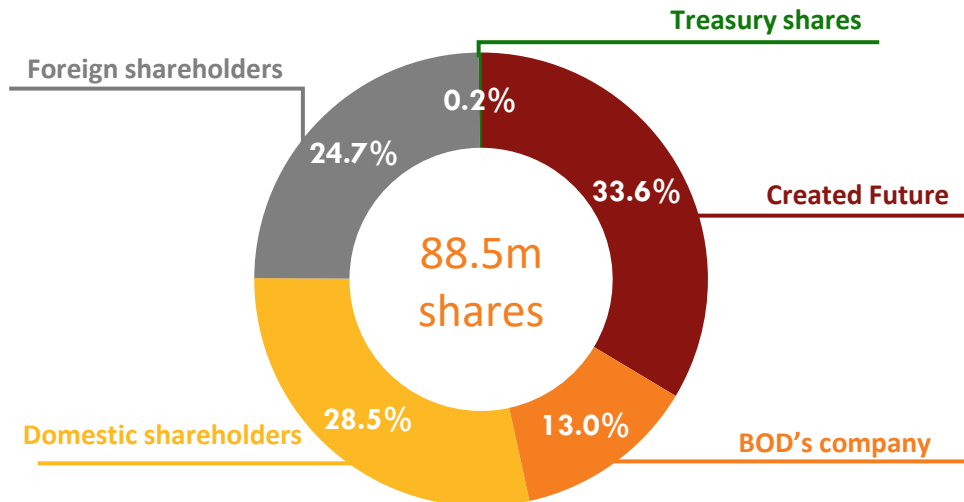
Shareholder structure

Major shareholders (as of 30 September 2021)	No. of shares	%
Created Future Co., Ltd. (*)	29.7m	33.6
DKP Co., Ltd. (**)	4.7m	5.3
DHV Co., Ltd. (**)	3.9m	4.4
TOHT Co., Ltd. (**)	2.9m	3.3
Verdipapirfondet Odin Emerging Markets	2.5m	2.8
Public float	44.8m	50.6
Total	88.5m	100.0

Commitment to minority shareholders

We are committed to creating value for minority shareholders and acting in their best interests through:

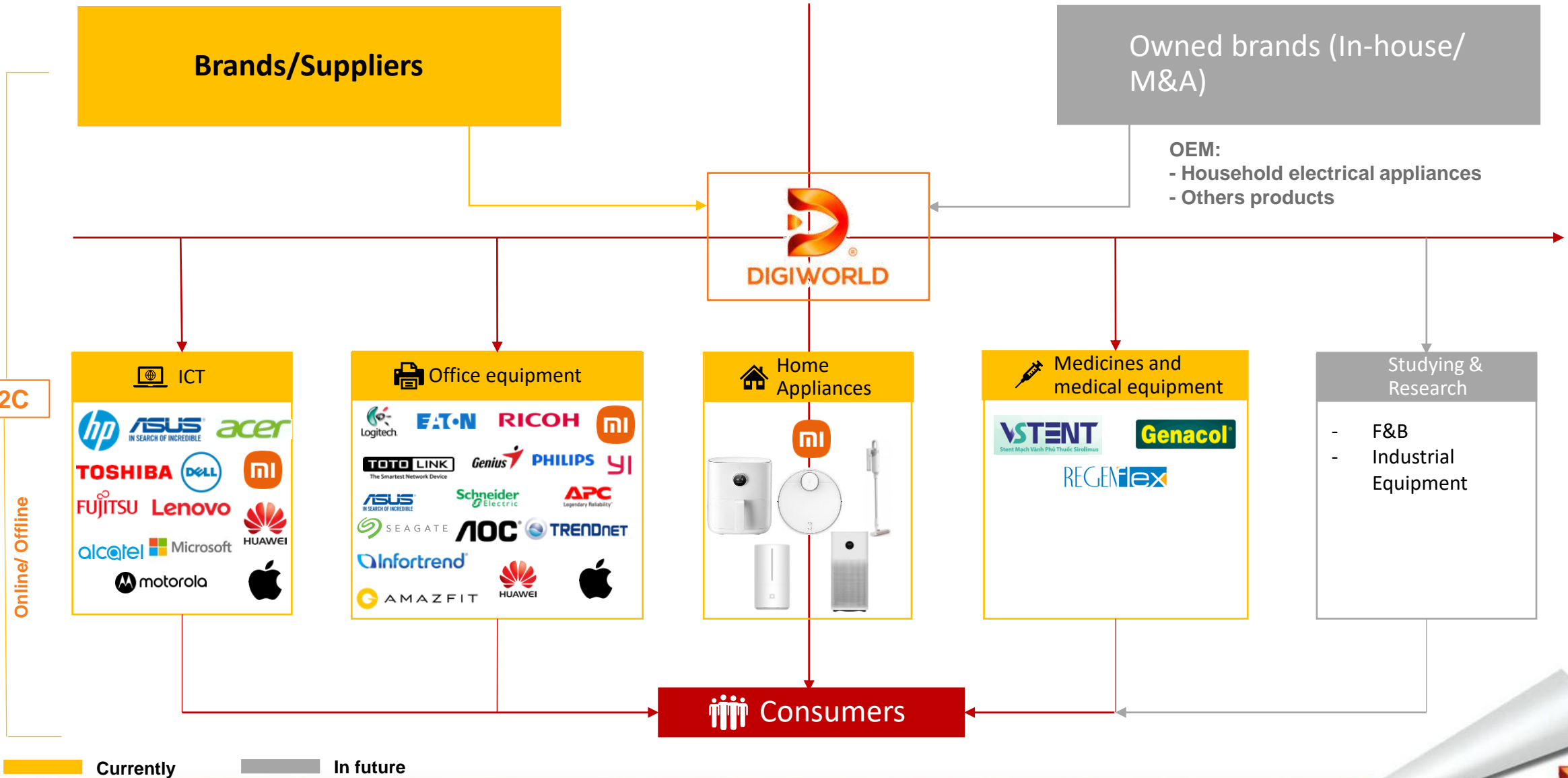
1. Consistent payment of dividends
2. All documents and communication published in both English and Vietnamese and sent to all shareholders whether major or minor, domestic or foreign
 - We will do our best to give the information to all shareholders at the same time
 - We will communicate with minority shareholders via email, phone, meet directly, answer all inquiries



(*) Created Future was established in 2014 and is owned by Mr. Doan Hong Viet.
Business description: holding DGW's shares.

(**) DKP Co., Ltd, DHV Co., Ltd, TOHT Co., Ltd was established in 2021 and is owned by Mrs. Dang Kien Phuong, Mr. Doan Hong Viet and Mrs. To Hong Trang respectively.

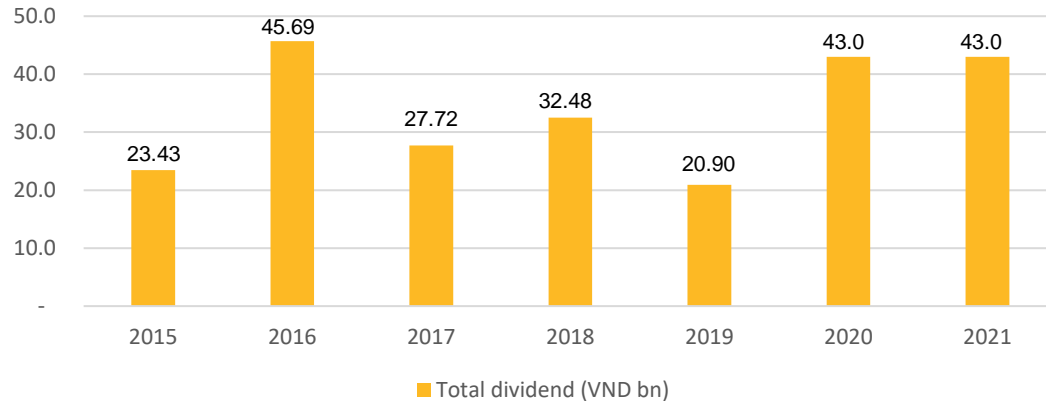
Development strategy



Cash dividend, M&A, Mobilization of capital, ESOP strategy

Cash dividend strategy

Cash dividend payment



Since our listing on the stock exchange, Digiworld has maintained a dividend payout ratio whereby 20-40% of the net profit will be for cash dividends and the remaining 60-80% will be reinvested in working capital and business expansion.

Mobilization of capital, ESOP strategy

- **Mobilize capital: NO** (The result can dilute the value of the stock for existing shareholders)
- **ESOP:** When PAT grows by 25% or more, DGW will issue ESOP up to 2.5%

M&A history



Investment made: 2017

Digiworld's share: 90% (indirectly)

Business description: CL is an FMCG distributor with 16 years of experience in the industry



Investment made: 2017

Digiworld's share: 49%

Charter capital: VND6bil

Business description: Managing subsidiaries, joint ventures and affiliates which provide after-sales services to ICT brands

M&A strategy

- Finding target companies that help DGW expand product lines, distribution channels (scale \leq 25% DGW)
- Funding for M&A will mainly come from retained earnings, bank loans or bond issuance.

ESG & Sustainability

Awards



for 5 consecutive years
(from 2016-2020)

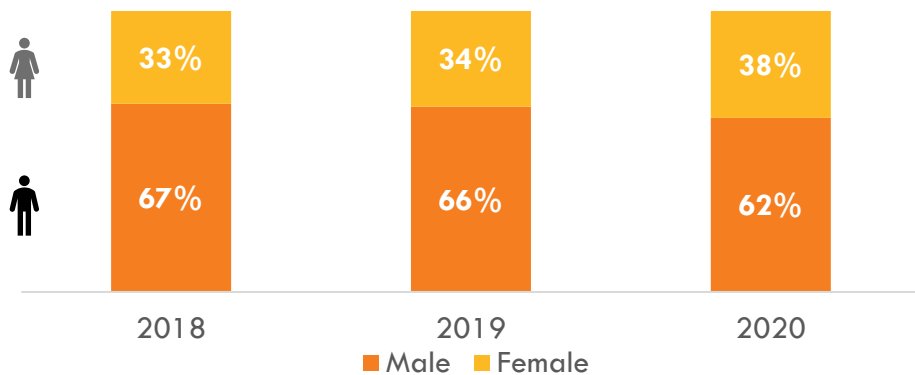
Certificate



for Sustainable
Development Report



Employees by gender



Regulation on conflict of interest

Purpose:

1. Deliver integrity in our business operations, minimize financial and resource losses that could affect our reputation.
2. Ensure clear understanding among our employees to avoid any violations.
3. Enable monitoring and updating of relationships that can lead to conflicts of interest while managing risks for better prevention.

Regulations on prevention of corruption and bribery

Purpose:

Ensure that there is zero-tolerance stance toward corruption, that all Digiworld's business operations are transparent, protecting the reputation of the company, and that all employees are fully aware of their duty to act with integrity.

UN Sustainable Development Goals



Quality education

Promote lifelong learning opportunities for all employees. With our business in technology products, regularly updating knowledge and expertise is compulsory. Employees of all categories, including management, are required to participate in annual training. In addition, our products help the Vietnamese people get access to online learning opportunities not available in the past.



Gender equality

Equal remuneration for women and men. Zero-tolerance policy towards all forms of harassment and violence at work. No cases of workplace violence and harassment have been recorded.



Decent work and economic growth

Promote sustained, inclusive and sustainable economic growth. Guarantee fairness and transparency among employees. Offer suitable jobs, attractive compensation policies and benefits, cater for personal development and long-term career growth at Digiworld.



Industry, Innovation, and Infrastructure

The Group's core business of expanding digital product distribution and IT infrastructure helps improve essential products and services available to the Vietnamese society at large.



Sustainable cities and communities

Smart buildings. Energy efficiency in buildings.

Introduction

Company overview















Business overview

- Product portfolio
- Value chain: One-stop solution
- Distribution network (ICT)
- Partnership with large companies (ICT)
- Omnichannel fulfilling (CGHC)
- Geographic footprint
- Risk management
- COVID-19 impact

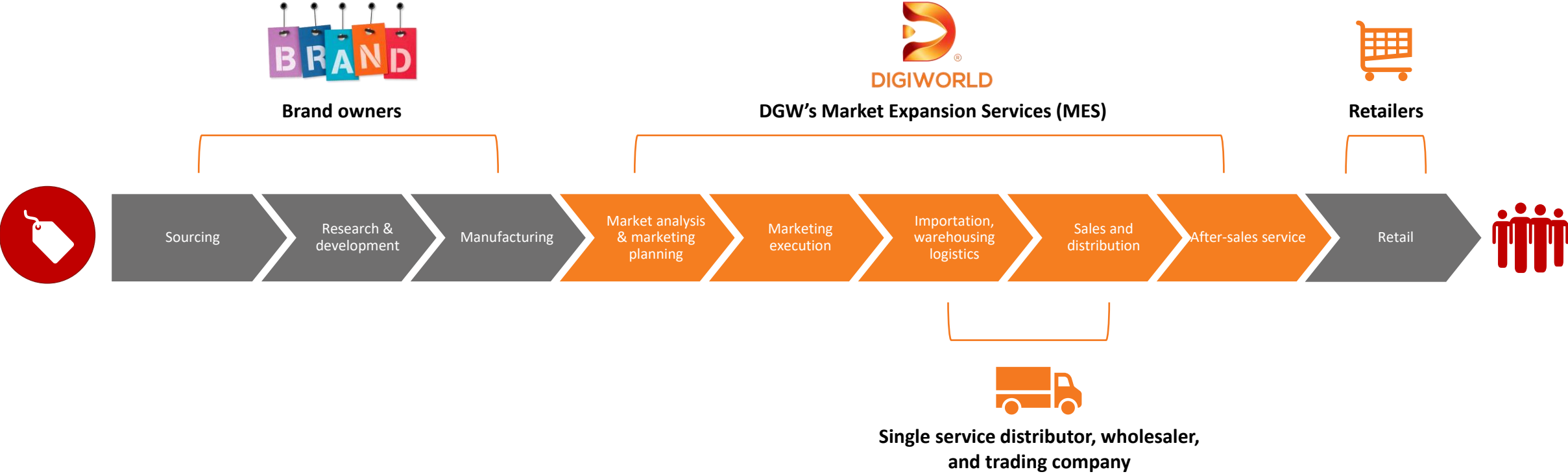
Growth drivers

Financial overview

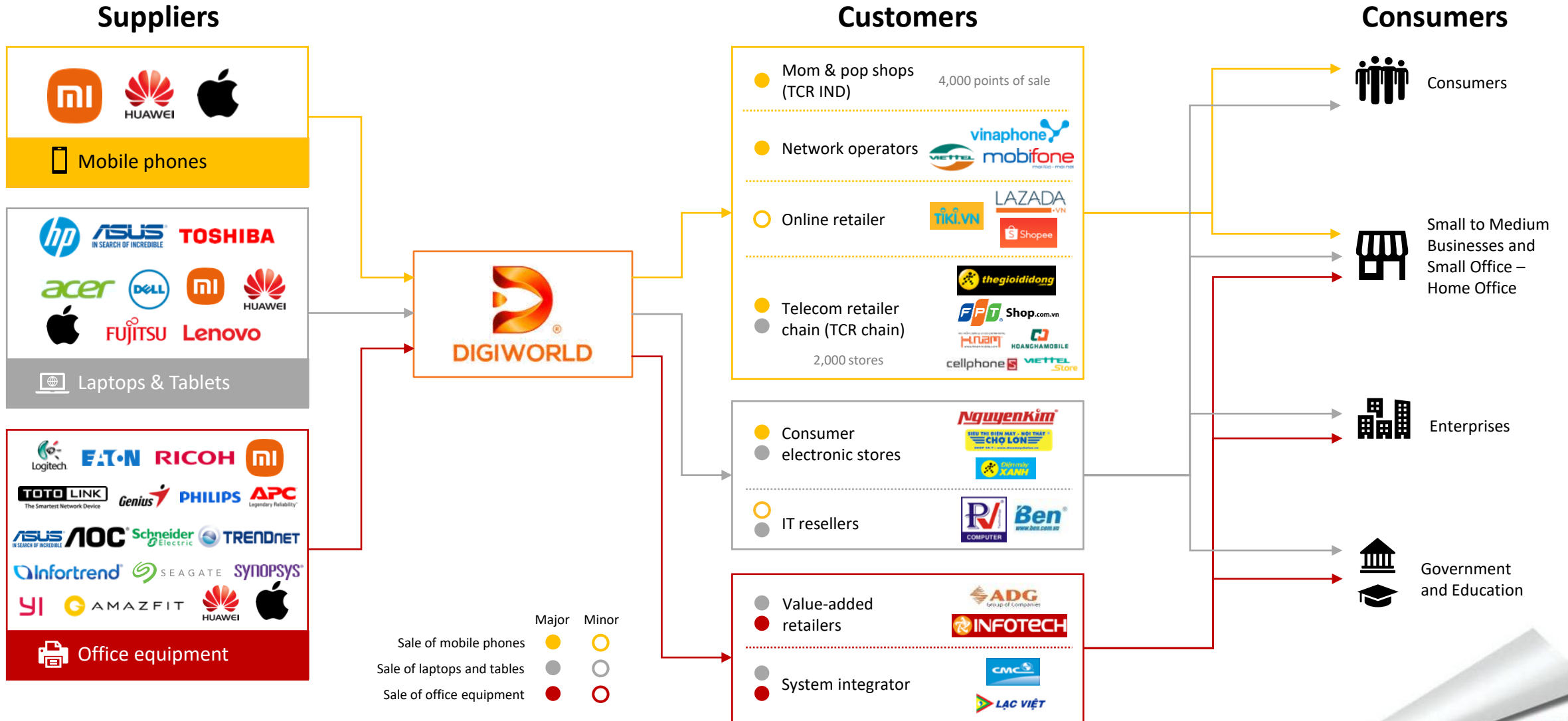
Product portfolio

Laptops & tablets	Laptops			Tablets		
						
Mobile phones						
Office equipment	Server – PC	Storage devices	Network & security solutions	Internet of Things	Home appliances	
						
Consumer goods – healthcare	Toothbrush	Toothpaste	Washing powder and liquid	Detergent liquid	Dishwashing liquid	Healthcare Products
						

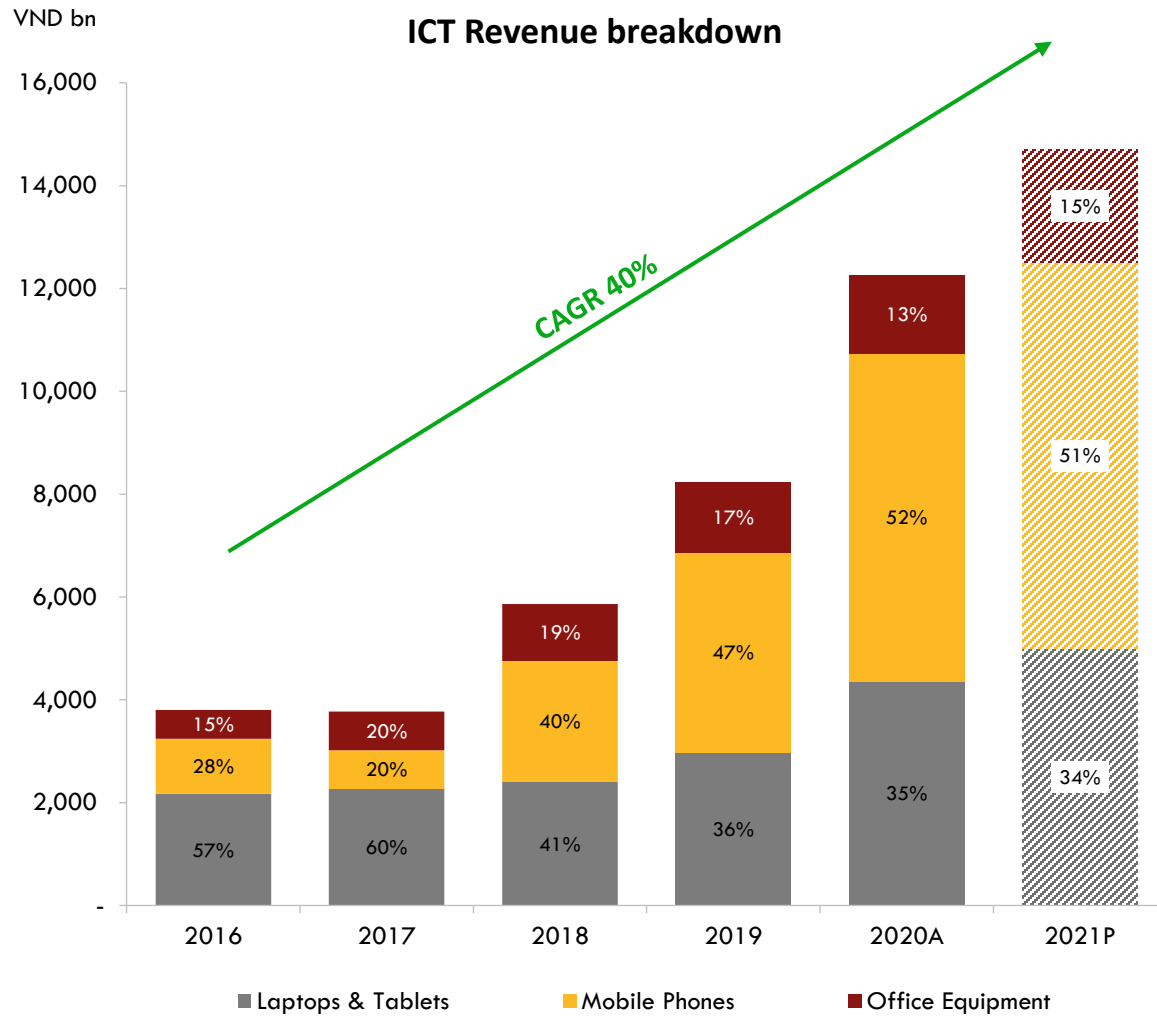
Value chain: One-stop solution



ICT – Distribution network



ICT – Partnership with large companies



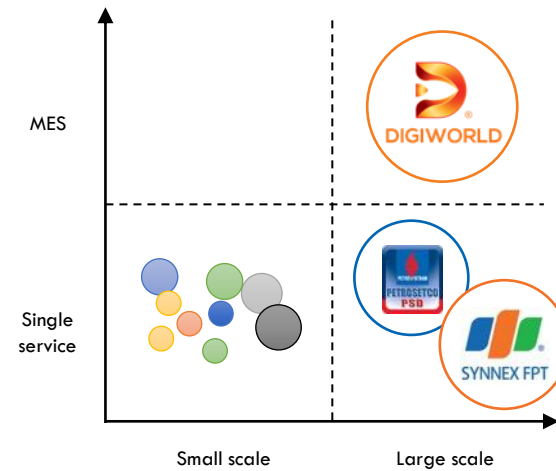
Achievement

- Top 2 ICT Distributor
- Largest distribution network
- CAGR **44%**
- Revenue **5x** in **10** years

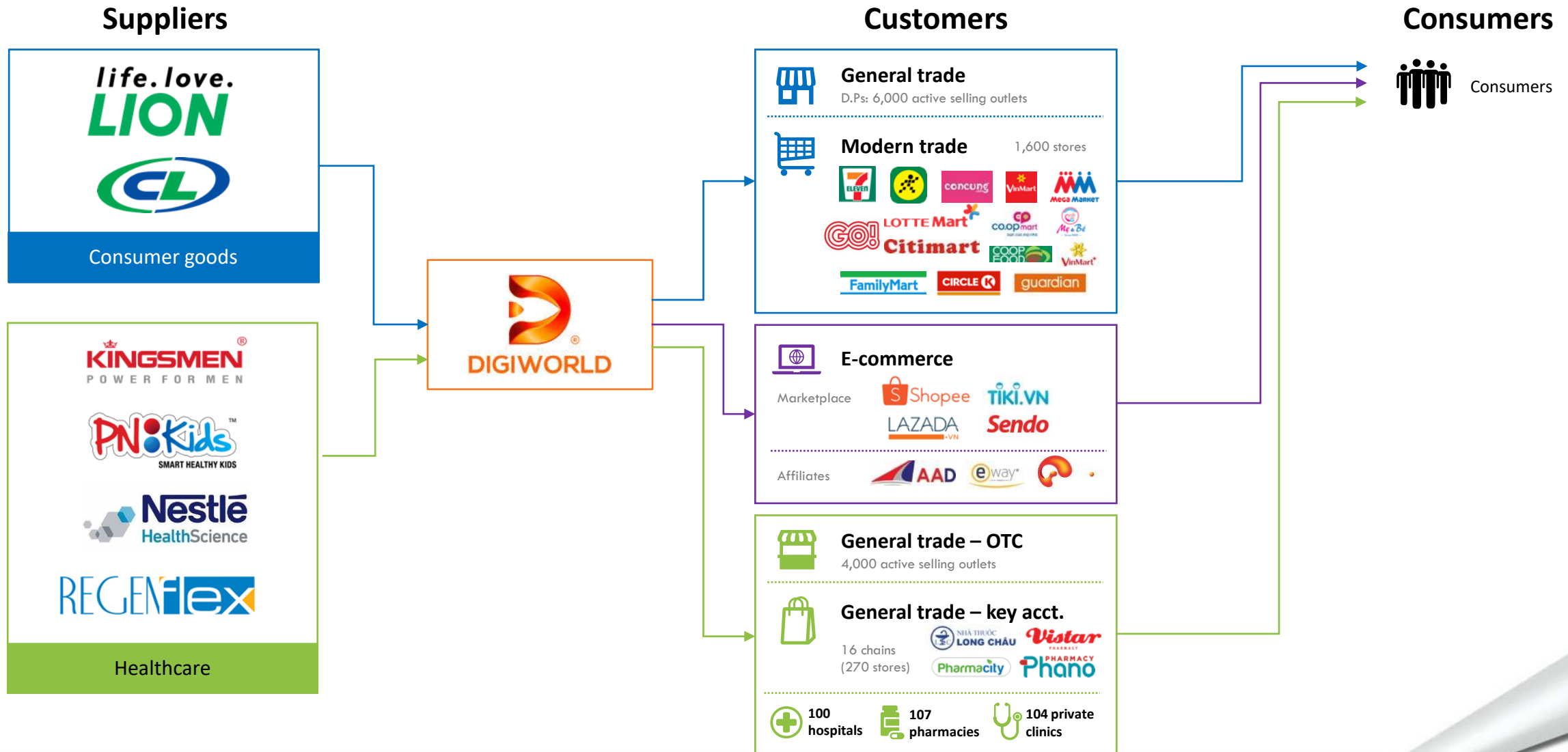
Key success factors

- Inventory management with **ERP from 2010**
- Receivable Management
- Trend catching

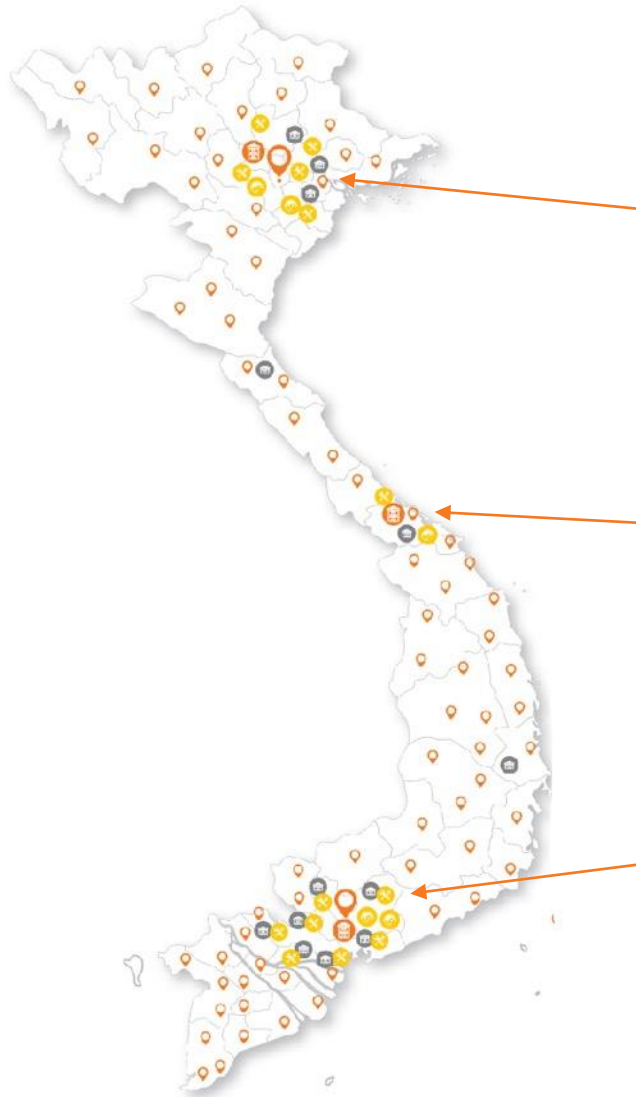
The market has been well-consolidated:



Consumer Goods & Healthcare – Omnichannel fulfilling



Geographic footprint



Hanoi Branch

- **Office:** Dong Da, Hanoi
 - Employees: ~55 people
- **Warehouse:** Hoang Mai, Hanoi
 - Capacity: 900 m³
 - Total area: 1,800 m²
 - SKU: 900
 - Employees: ~36 people
- **DCare:** Dong Da, Hanoi

Danang Branch

- **Office:** Thanh Khe, Danang
 - Employees: ~9 people
- **Warehouse:** Thanh Khe, Danang
 - Capacity: 100 m³
 - Total area: 300 m²
 - SKU: 436
 - Employees: ~5 people
- **DCare:** Thanh Khe, Danang

Headquarters

- **Office:** District 3, HCMC
 - Employees: ~180 people
- **Warehouse:** District 12, HCMC
 - Capacity: 3,200 m³
 - Total area: 8,200 m²
 - SKU: 1,430
 - Employees: ~75 people
- **DCare:** Districts 1, 3 and 12 in Ho Chi Minh City

DGW's Office



DGW's Warehouse



DGW's Service Centers

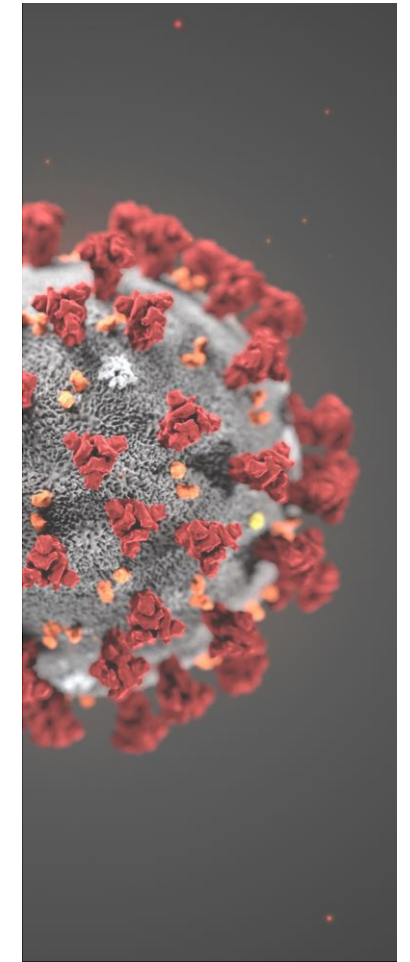


Risk management

Type of risk	Risk Mitigation Measures
Macroeconomic	The Company proactively conducts detailed research on macro trends and relevant trade policies before making business decisions and negotiating with suppliers.
Legal	Legal and Compliance Department takes charge of a regular study on laws and regulations and follows up guidelines and policies of the Communist Party and the State for setting the Company's appropriate development strategies and plans accordingly.
Financial	<ul style="list-style-type: none"> ○ Interest rate risk: DGW has access to low-interest loans from leading banks and financial institutions, thus the interest rate risk is not high. ○ Currency risks: DGW is always able to timely access foreign currency from the banks to buy goods in foreign currency. ○ Price risks: DGW has set up a supply chain (purchase department) that specializes in negotiating and controlling prices with suppliers, ensuring that DGW always buys goods at the most competitive prices. ○ Risks on Receivables: DGW regularly monitors creditworthiness of our customers through assessment of their financial capacity, reputation and solvency. ○ Liquidity risk: The BOM approved maintaining a sum of working capital and strict import plans, ensuring the fastest inventory turnover.
Business sector	<ul style="list-style-type: none"> ○ Technology Risks: DGW always looks for new opportunities, seizes market demand timely and sufficiently, and comes up with appropriate business solutions in order to stimulate domestic consumption. ○ Inventory Risks: DGW has gradually improved its operational processes through ERP-SAP system allowing quick and accurate management of each dealer's inventory, which helps minimize inventory status and improve efficiency of DGW and suppliers. ○ Competitive Risks: DGW is focusing more on the core competency of a comprehensive MES provider, thereby improving efficiency and strengthening its position and role as a distributor. As a result, the risk of substitution from the supplier or retailer can be minimized.
Others	There are some unforeseeable and unavoidable risks such as extreme natural events (droughts, floods, earthquakes, etc.), war or serious diseases on a large scale. DGW regularly participates in buying insurance for employees as well as assets, goods, insurance for business interruption of the Company and customers in order to mitigate these risks.

COVID-19 impact

Health	<p>Measures taken to protect employees, and to prevent the spread of the virus:</p> <ul style="list-style-type: none">○ Work from home for those who are not required to be in the office.○ Split management team to minimize risk, no more than 10 people in a room.○ Ensure 2-meter distance in direct communication, face masks are required at all times.
Business	<ul style="list-style-type: none">○ From the supply side, Digiworld has limited issues as we have had air and sea transportation running continuously, only a bit more time-consuming due to disinfection process.○ From the demand side, we have seen lower demand for mobile phones due to postponed expense for the non-necessity and office equipment as IT investment and replacement was delayed.○ We had to postpone new product launches and sales for FMCG until end of June; however our sales in Q2 2020 still increased strongly.
Employees	<ul style="list-style-type: none">○ Postponed every annual pay raise and subject to be reviewed after the outbreak.○ Stopped new recruitment and replacement are selected and subject to BOD approval.
Stakeholder Support	<p>Provided financial flexibility to customers, suppliers, or business partners:</p> <ul style="list-style-type: none">○ We do have receivable deadline extended for some retailers.○ Also successfully requested suppliers to extend our payable.○ Made donations to help fight the pandemic: 10 tons of basic necessities and VND 18m from the company and employees.



Introduction

Company overview

Business overview

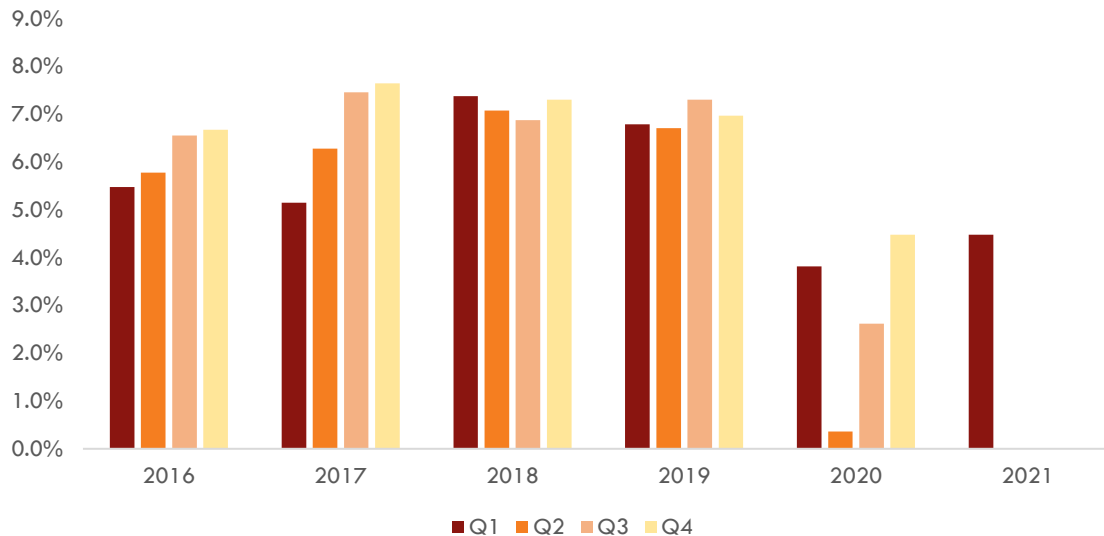
Growth drivers

- Macroeconomic environment
- Industry drivers
- Competitive landscape and market share
- New business & Investment projects
- Business outlook

Financial overview

Macroeconomic environment

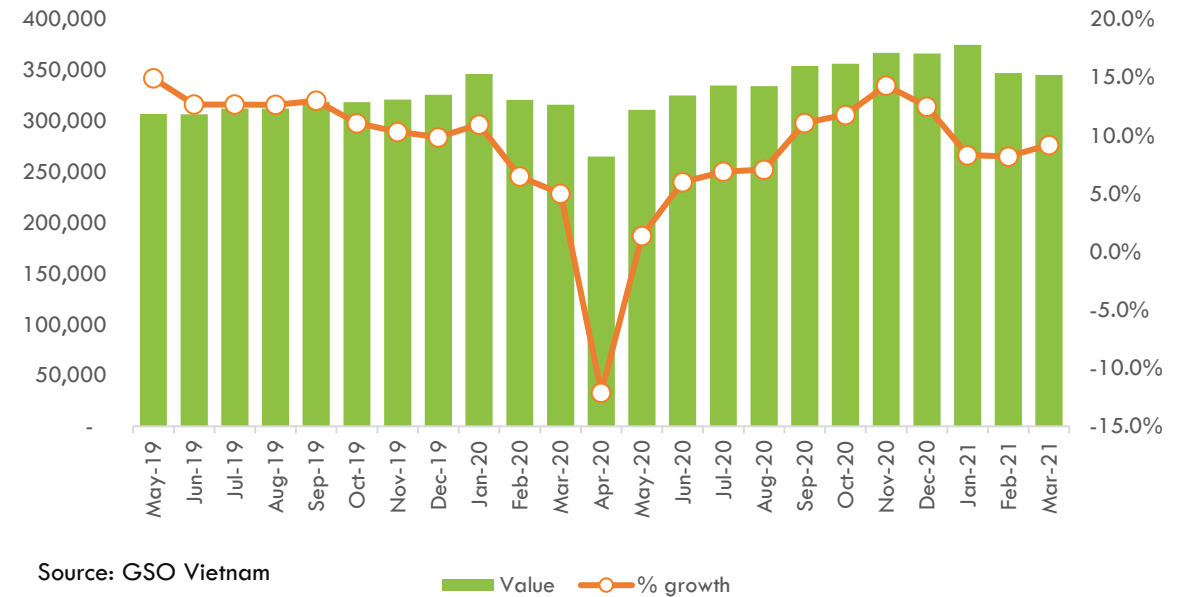
Vietnam's GDP growth by quarter



Source: GSO Vietnam

- GDP growth in 1Q21 improved strongly compared to the previous quarters at 4.48%. The macroeconomic indicators in the first quarter of 2021 showed that the recovery momentum was still maintained. The Industrial Production Index (IIP) in 1Q21 was estimated to increase by 6.65% YoY, the highest compared to the previous quarter 1Q: 5.1%; 2Q: 1.1%; 3Q: 2.34%; 4Q: 4.8%.
- DGW maintained its impressive growth.

Total retail sales of goods by months (Unit: Billion VND)



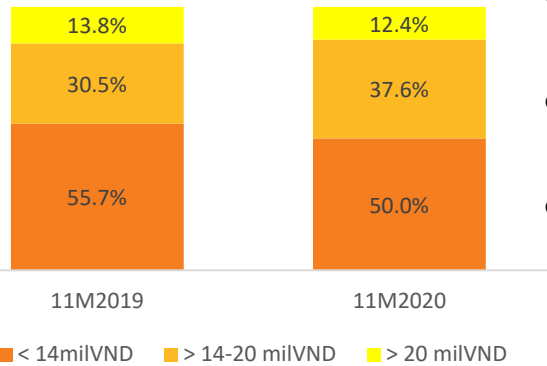
Source: GSO Vietnam

- Purchasing Managers Index increased to 53.6 in March from 51.6 in February. Industrial production continued to recover thanks to: 1) COVID-19 continued to be effectively controlled; 2) Economic activity gradually returned to normal, along with increasing numbers of people vaccinated; 3) The growth of new orders, along with new increases in production, employment, and purchases; and 4) PMI's main trade partners of Vietnam to improve on the level on 50 points, showing improvement in the health of the manufacturing sector.

Industry drivers

Information and Communication Technologies (ICT)

Laptop segment in Vietnam market by price

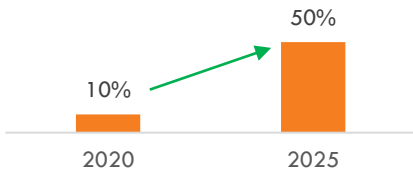


- The trend of working from home due to COVID-19
- The trend of shifting to the mid- & high-end segment
- The trend of switching to 5G devices

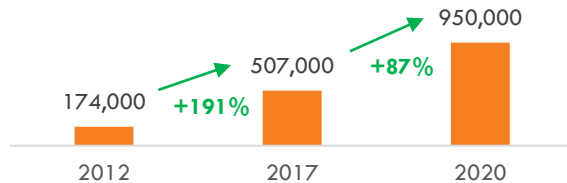
Digital transformation proposal by MIC



SME Digitization



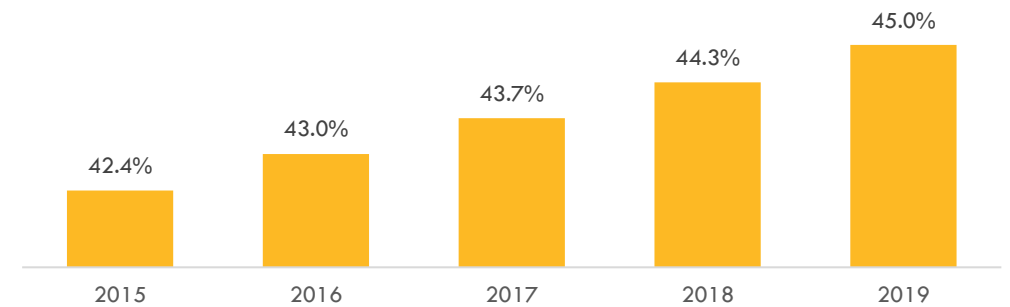
Number of Digital SMEs



Consumer Goods & Healthcare (CGHC)

- Large population but starts ageing

% population above the age of 35 in Vietnam



- Emerging middle-income class
- Middle class & Wealthy segments growing by 88% (2010 to 2020)
- Health awareness: Health is the #1 biggest concern among the Vietnamese consumers (Source: Nielsen)
- Fragmented picture as there are >550 distributors (Source: FPT S)
- The largest international player has only 14% market share in OTC (Source: Industry expert)

Growth strategy

Information and Communication Technologies (ICT)

Laptops & Tablets

- Increasing market share with non-exclusive brands
- Enhancing distribution in the high-end segment

Mobile phones

- Adding more brands
- Organic growth of the current brands

Office equipment

- Adding more brands in Office equipment and IoTs

Consumer Goods & Healthcare (CGHC)

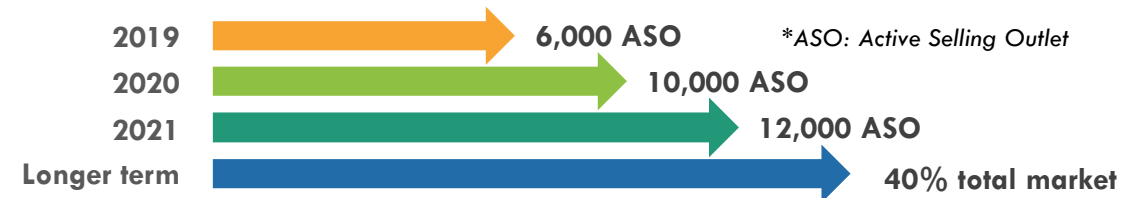
Expanding distribution network

Exploiting technology in field sales management



Developing a dedicated sales team

Aiming to cover 63/63 provinces in Vietnam



M&A potential brands/business

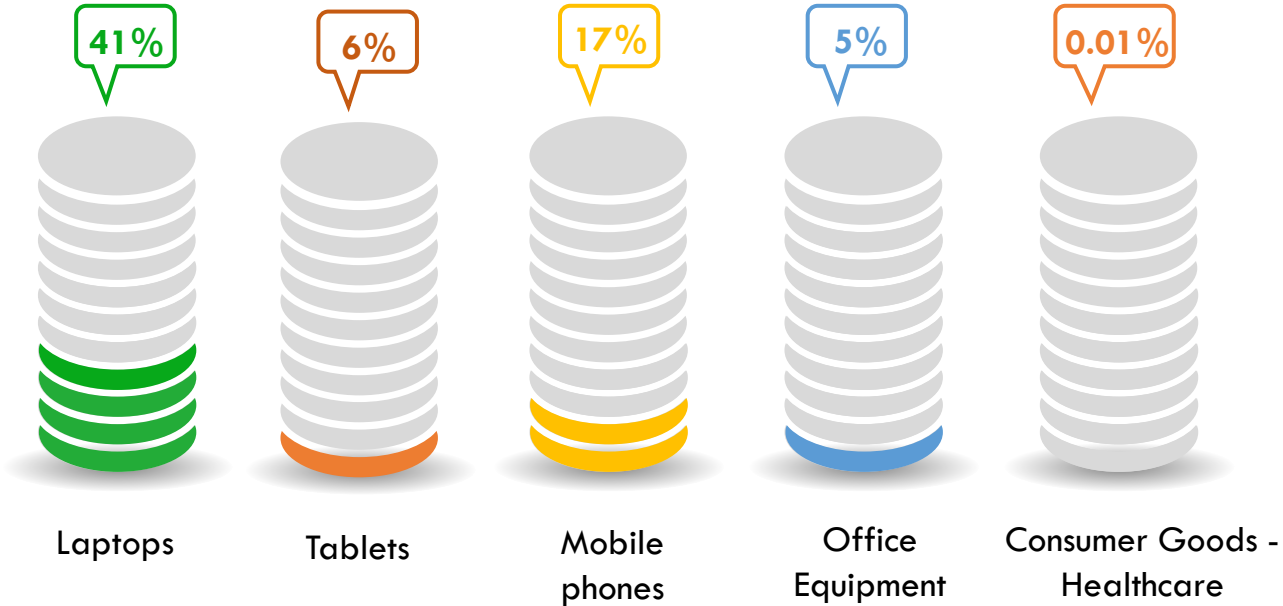
- There are opportunities in fragmented market to M&A with other companies
- Synergy creating and/or succeed from previous owners

Continuous process of sourcing suppliers

Additionally focus on green/all-natural products

Competitive landscape and market share

DGW's market share



Unique competitive advantages



- Strong financial capabilities & Great transparency
- Local understanding and vast distribution network
- Data-driven – ERP and DMS to serve clients' goals
- Tailor-made solutions to fulfil clients' needs
- Staying focused and growing with Client's brands

Updated: June 2021
Source: GfK, IDS, Canalys

New business & Investment projects

Adding new brands to existing channel

Laptops & Tablets










	Laptops	Tablets
		
		

Office equipment




Desktop & network solutions



IoTs

Mobile phones

		
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Smart monitor

	
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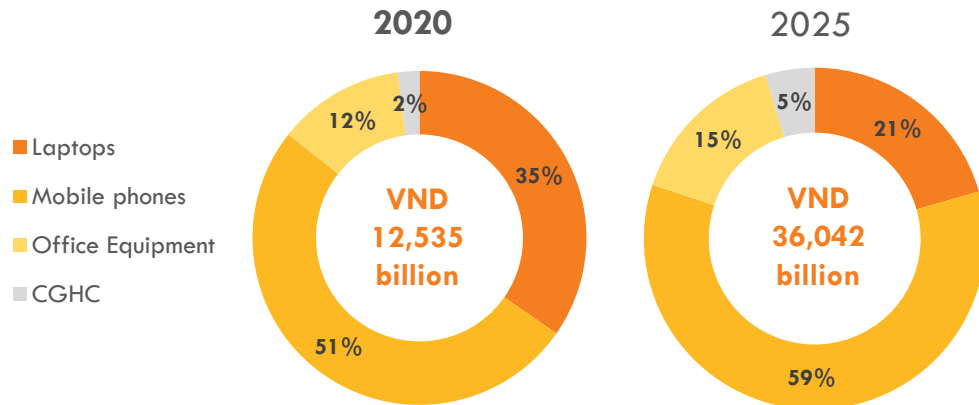
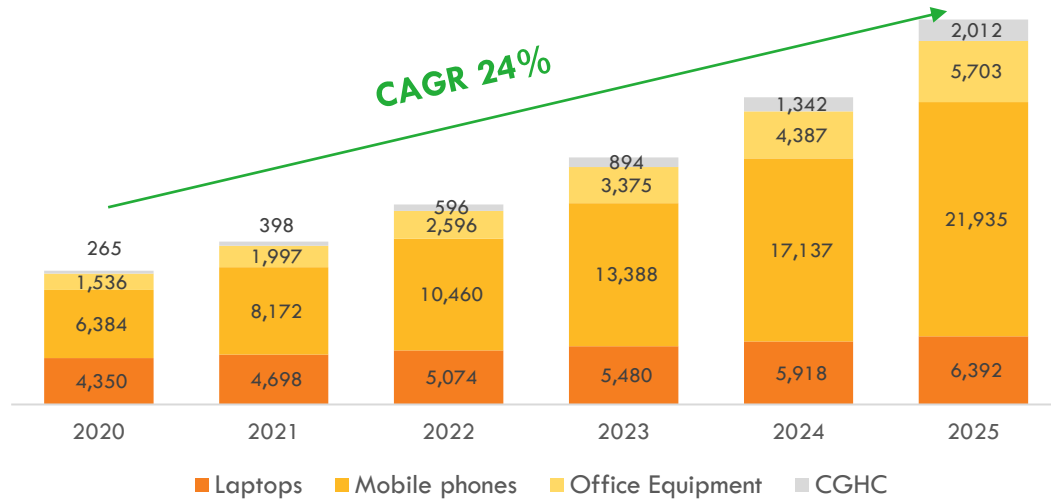
Consumer Goods

Medicine



Business outlook

DGW's revenue breakdown 2020-2025



Outlook

- Digiworld expects revenue growth of at least 20% and profit growth of at least 25% per year in the next 5 years.
- Supported by the trends of digital transformation, increased use of high-end products and 5G networks, DGW targets the mobile phones segment to grow by 28% per year, and OE to grow by 30% per year. Due to a more saturated market, laptops & tablets expected to grow 8% per year.
- Consumer Goods & Healthcare (CGHC) is the main growth driver for DGW in the coming years, with growth expected at 50% per year.
- Leverage to remain at safe levels.
- DGW aims to keep improving inventory turnover and reducing operating costs, thereby increasing sustainable profits.
- DGW aims to keep Improving distribution channels and facilities, and developing human capital, to improve market share, revenue and profit.
- DGW will prioritize high-performing businesses in line with the Firm's long-term development direction.
- DGW will strive to maximize shareholder value, maintain shareholder interaction and transparency.

Introduction

Company overview

Business overview

Growth drivers

Financial overview

- Financial highlights
- Segment financials
- Income statement summary and key margins
- Balance sheet summary and key financial ratios
- Earnings guidance

Financial highlights



Revenue in 3Q21 reached VND 3,825 billion, increasing 6% YoY, completing 25% of the year plan.



Profit after tax in 3Q21 reached VND 107 billion, up 43% YoY, completing 36% of the year plan.



Core business segment has strong growth: Revenue in 3Q21 for Laptops +45% YoY, Handset -26% YoY, and Office Equipment 13% YoY.



Gross margin in good shape at 7.2% in 3Q21.



Superior working capital management, evidenced by record all-time low cash conversion cycle.

3Q21 business results

Net Revenue

VND
3,825bn

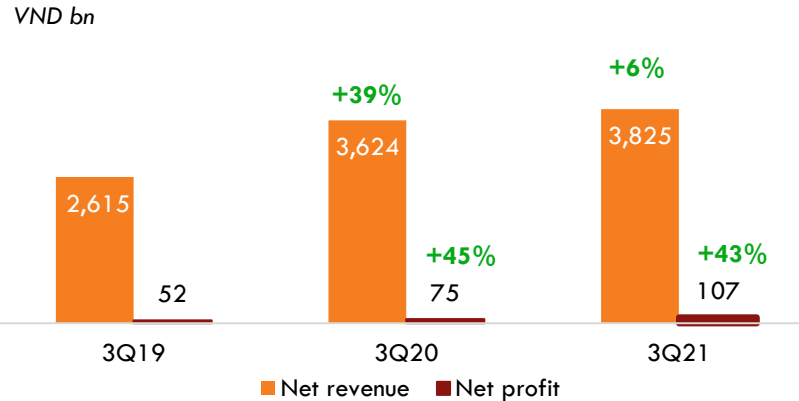
Net profit

VND
107bn

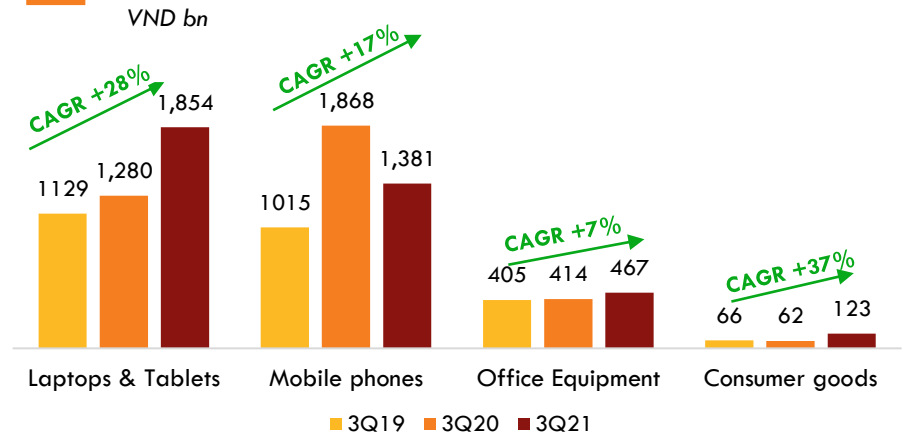
Revenue growth

6%

Net revenue and net profit (YoY)



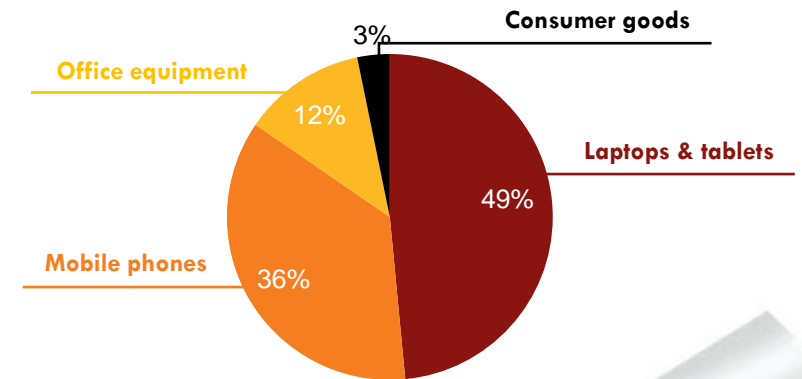
Revenue breakdown (YoY)



3Q21 Revenue breakdown

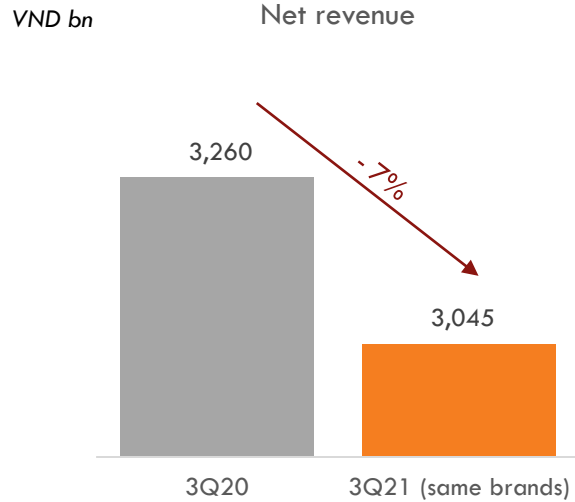
(VND bn)	3Q21	3Q20	YoY
Laptops & Tablets	1,854	1,280	45%
Mobile phones	1,381	1,868	-26%
Office Equipment	467	414	13%
Consumer goods	123	62	98%
Net revenue	3,825	3,624	6%
Net profit	107	75	43%

3Q21 Revenue breakdown

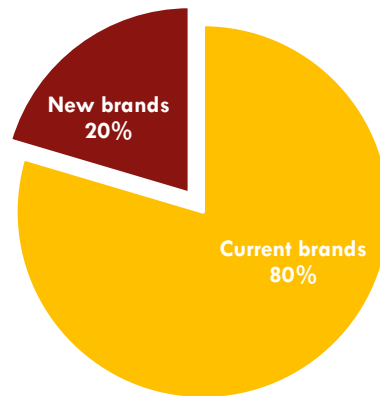


Revenue growth of same brands

3Q21 business results



Revenue contribution



New brands



- Laptop & Tablet
- Mobile phone
- Office Equipment

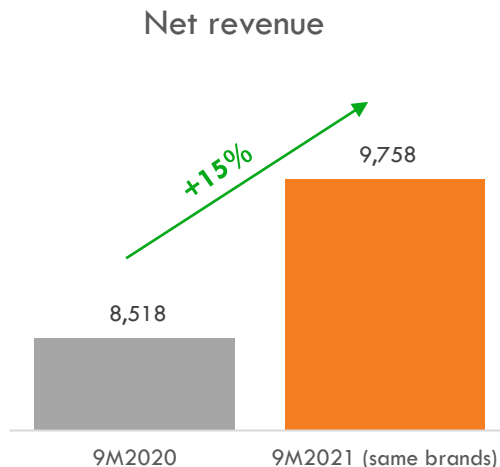


- Office Equipment

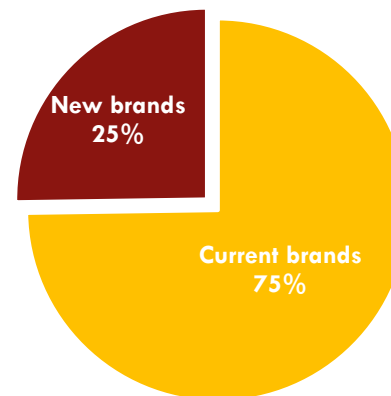


- Consumer Goods

9M2021 business results

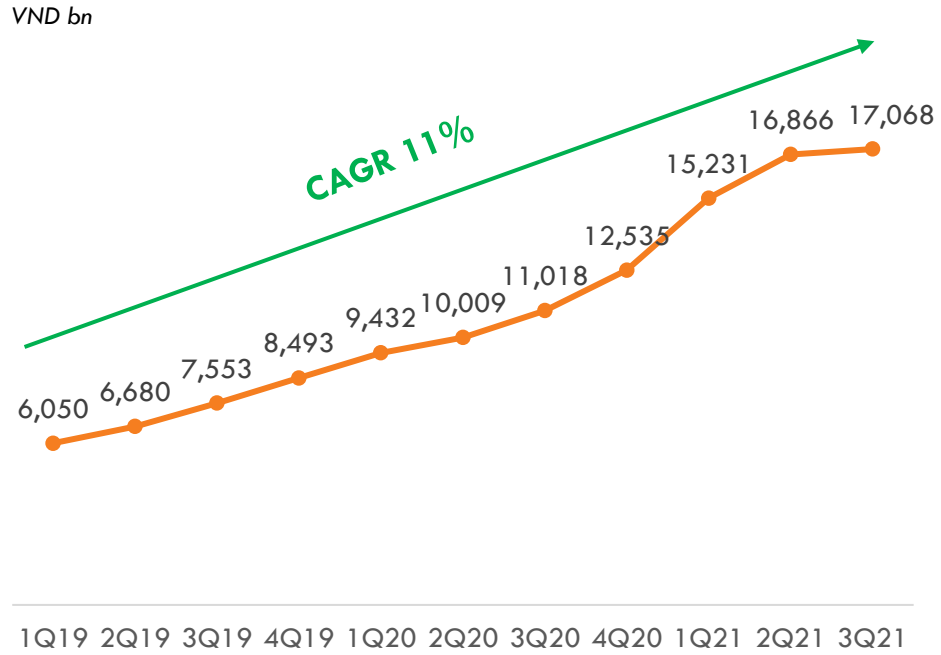


Revenue contribution

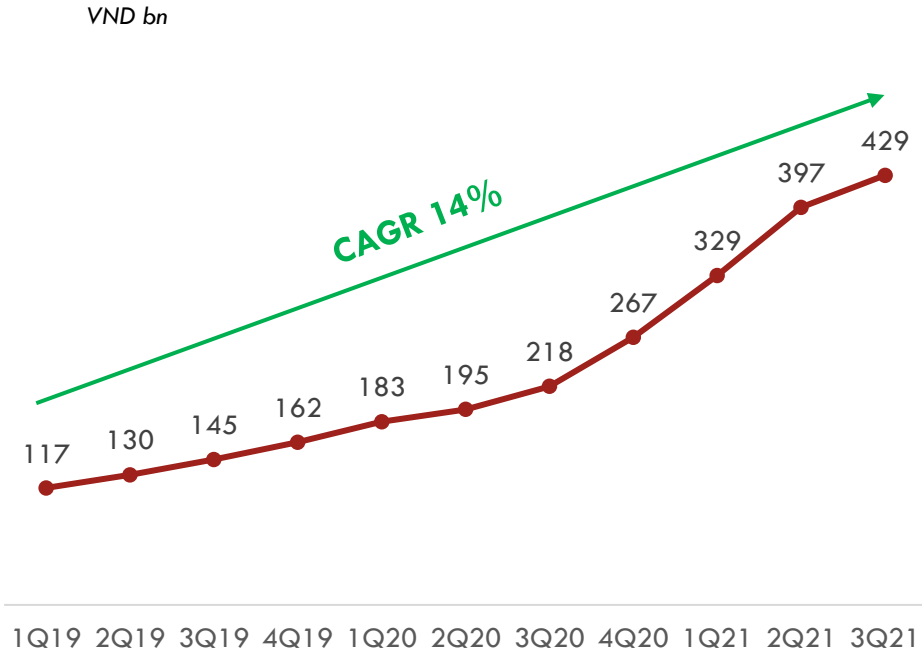


Accumulated business results

 Accumulative net revenue for the last 4 quarters



 Accumulative net profit for the last 4 quarters



9M 2021 business results

Revenue

VND
13,050bn

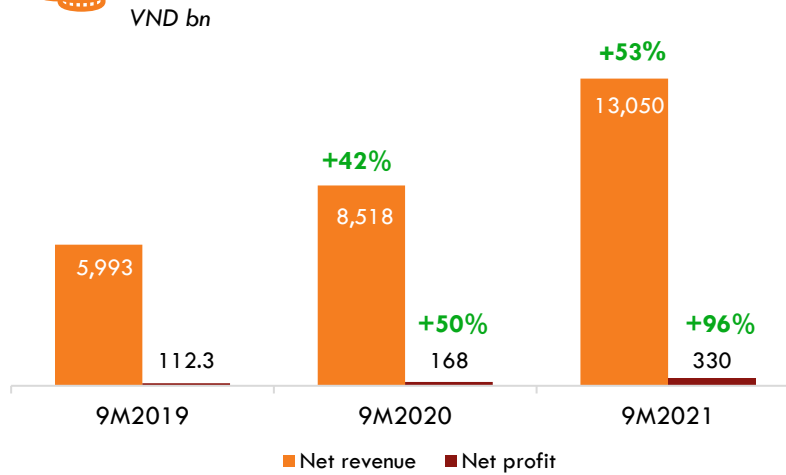
Net profit

VND
330bn

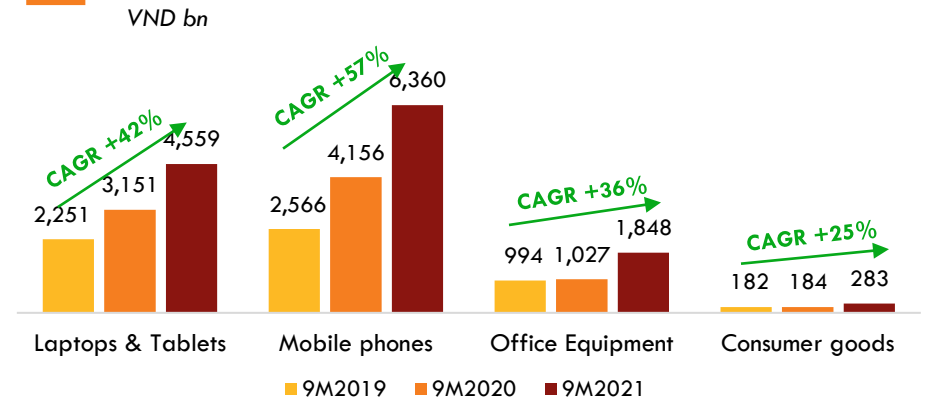
Revenue growth

53%

Net revenue and net profit (YoY)



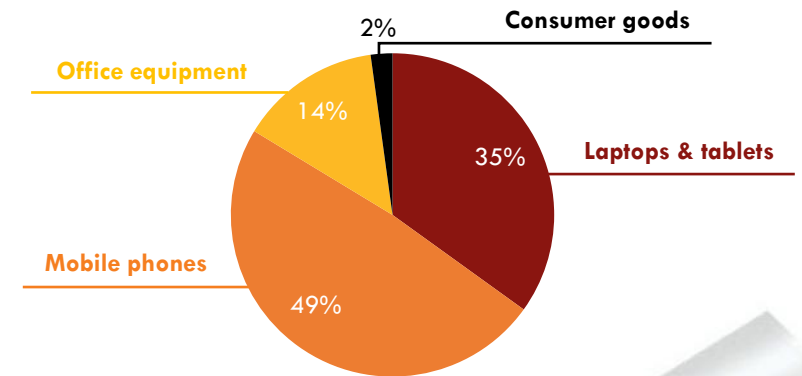
Revenue breakdown (YoY)



9M 2021 Revenue breakdown

(VND bn)	9M2021	9M2020	YoY	%Plan
Laptops & Tablets	4,559	3,151	45%	91%
Mobile phones	6,360	4,156	53%	85%
Office Equipment	1,848	1,027	80%	84%
Consumer goods	283	184	54%	57%
Net revenue	13,050	8,518	53%	86%
Net profit	330	168	96%	110%

9M 2021 Revenue breakdown

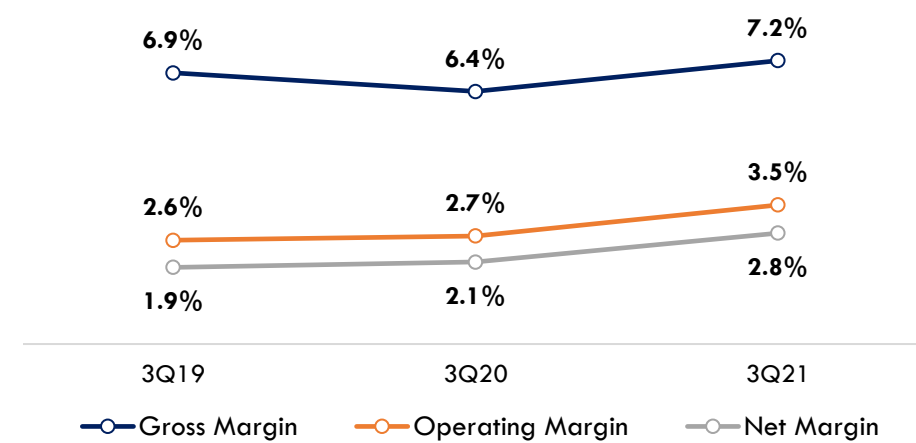


Income statement summary and key margins

Income statement summary

VND (bn)	Consolidated	
	3Q20	3Q21
Total revenue	3,624	3,825
Cost of goods sold	(3,393)	(3,551)
Gross profit	231	274
Interest expense	(6)	(8)
Selling expense	(125)	(151)
General and administrative expense	(18)	(27)
Earnings before tax	101	134
Tax expense	(26)	(27)
Net profit	75	107

Profitability ratios



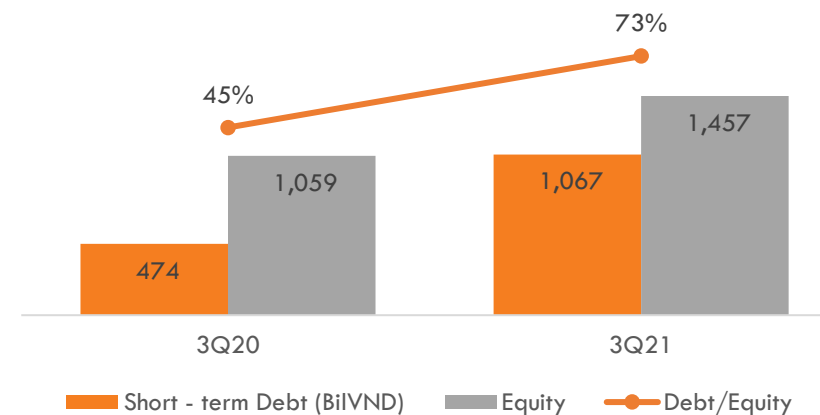
Balance sheet summary and key financial ratios

Balance sheet summary

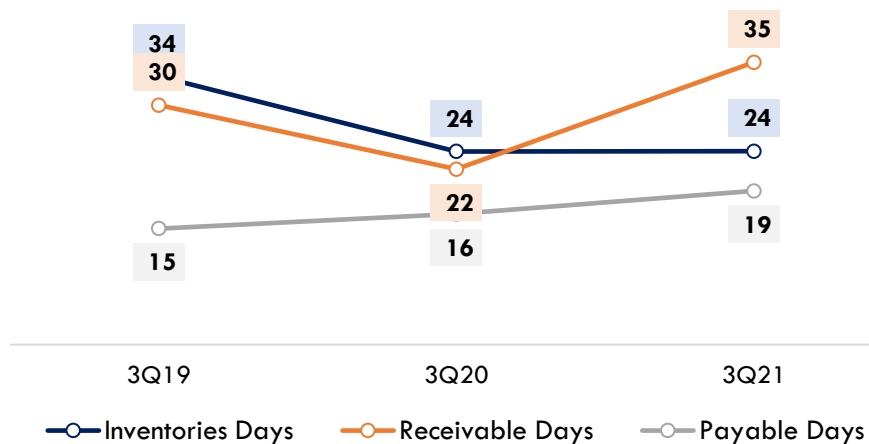
VND (bn)	Consolidated	
	FY20	3Q21
Cash and cash equivalents	878	570
Investments and advances	60	66
Total assets	3,069	3,761
Total liabilities	1,910	2,303
Total equity	1,158	1,457
Total interest-bearing debt	27	8
Net debt	(249)	(498)
Net debt-to-equity	(0.21)	(0.34)
Debt-to-equity	0.54	0.73

Leverage ratios

VND bn



Operating ratios



Earnings guidance

FY2021 Revenue plan

VND
15,200bn

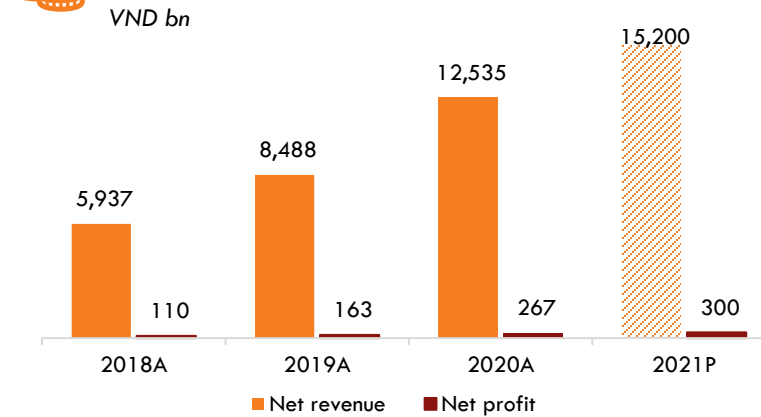
FY2021 Net profit plan

VND
300bn

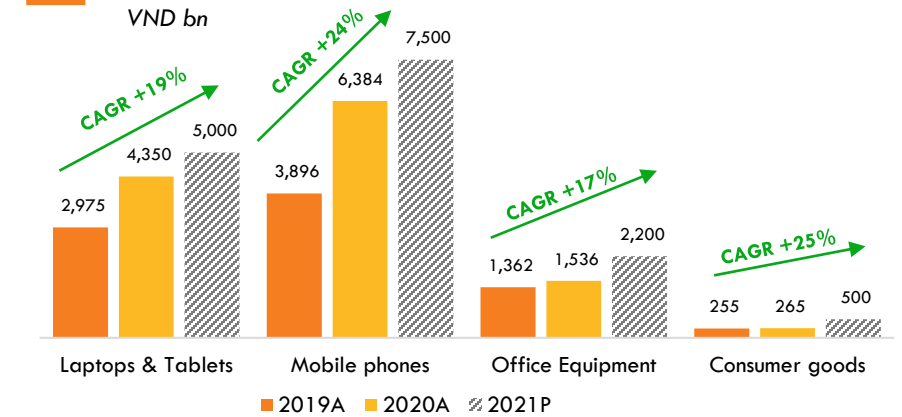
Revenue growth plan

21%

Revenue & net profit YoY (with 2021E)



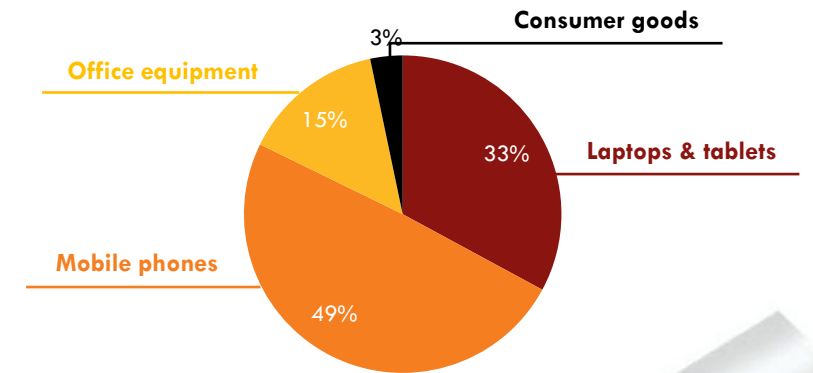
Revenue breakdown YoY (with 2021E)



2021E Revenue breakdown

(VND bn)	2021	2020	YoY
Laptops & Tablets	5,000	4,350	15%
Mobile phones	7,500	6,384	17%
Office Equipment	2,200	1,536	43%
Consumer goods	500	265	89%
Net revenue	15,200	12,535	21%
Net profit	300	267	12%

2021E Revenue breakdown





THANK YOU!

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