

Nov. 2021

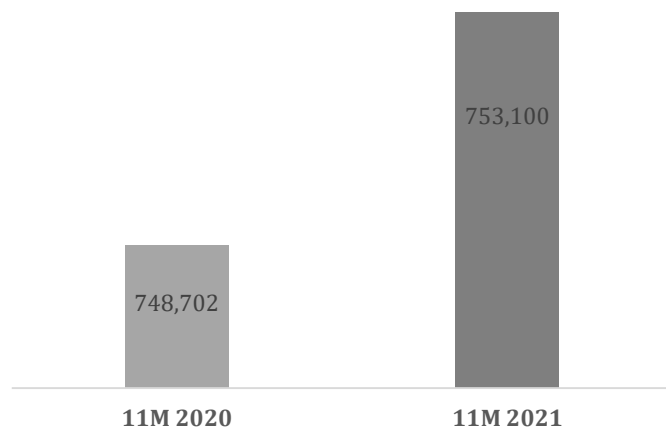
Business performance update



Everpia JSC | Planning team

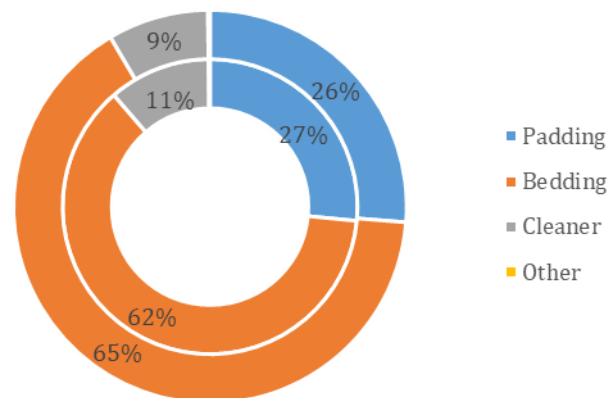
Accumulated sales for 11 months of 2021

❖ Sales growth increased despite the long period of Covid



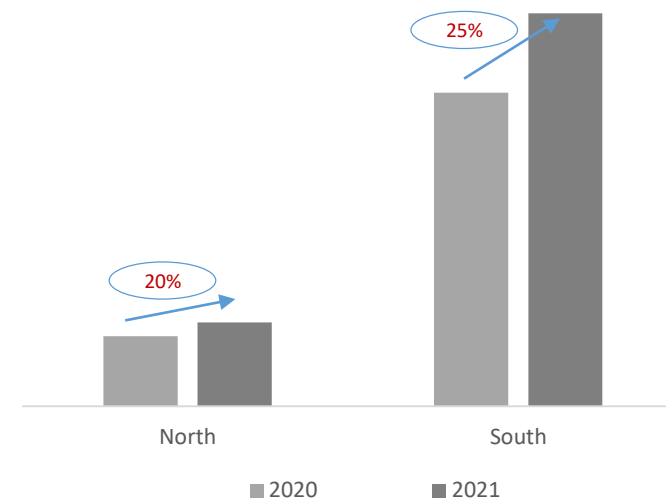
- Sales in Nov. increased 27% over the same period
- Accumulated sales for 11M2021 reached VND 753,100 bil., up 1% over the same period in 2020.

❖ Sales structure



- The revenue structure by business has not much changed, Bedding contributes the biggest portion 65% of the total revenue.

❖ Online sales grew 20% in the North and 25% in the South



- Online sales in the South continues to grow impressively during the past 3 years
- Products designed specifically for Online channel get positive feedback from customers

With the goal of making domestic retail distribution system as Omni-channel sales model, 50% of agents nationwide have completed the installation of POS software sponsored by EVE. Accordingly, orders from the website www.everon.com will be transferred to agent and recorded sales for agent. Sales data from agent system will be used by the Company to analyze and set up product and business strategies in the next period.

Outstanding business activities

❖ Signing contract with mattress distribution system THE GIOI NEM and launching exclusive KingKoil spring mattress named KINGKOIL WORLD

On November 28, 2021, Everpia and Tam Tai Nhan Trading Service Co., Ltd signed a Memorandum of Understanding to cooperate in the exclusive distribution of Kingkoil World spring mattress collection. Everpia commits to design and manufacture the exclusive Kingkoil World spring mattress product line for THE GIOI NEM - Mattress World Stores including: Kingkoil World spring mattress, Kingkoil spring mattress World Top and Kingkoil World Top Cool. Tam Tai Nhan Trading Service Co., Ltd, referred to as "Mattress World", committed to displaying and distributing the exclusive Kingkoil mattress product line at all 48 stores nationwide.



❖ The 2022 Bedding Collection is officially on sale at all retail systems nationwide with positive feedback from consumers in terms of design, material and product quality



Outstanding business activities

- ❖ Everpia is the first bedding company to use Hanji fabric – a fabric produced from the inner bark of the mulberry tree to give users a premium experience from a fabric that is only ½ as light as cotton and as soft as silk.



Được coi là "kho báu của Hàn Quốc", Hanji sang trọng hơn cotton, Tinh tế gần giống lụa.

1. HIỆU ỨNG KHỬ MÙI MẠNH MỀ

Vải làm từ sợi Hanji có khả năng khử mùi tự nhiên

2. TÍNH CHẤT KHÁNG KHUẨN TỰ NHIÊN

Vải bằng sợi Hanji giúp giảm sự lây lan của vi khuẩn bao gồm cả vi trùng gây nhiễm trùng thông thường

3. ĐẶC TÍNH TỰ NHIÊN THOÁNG KHÍ NÊN KHẢ NĂNG KHÔ NHANH NỔI TRỘI

Hoạt động làm khô của vải giúp cải thiện sự thoải mái của bạn, Thấm mồ hôi từ da của bạn và hỗ trợ bay hơi nhanh.



- ❖ Children collection under K-Bedding brand for online sales was also launched in Nov.

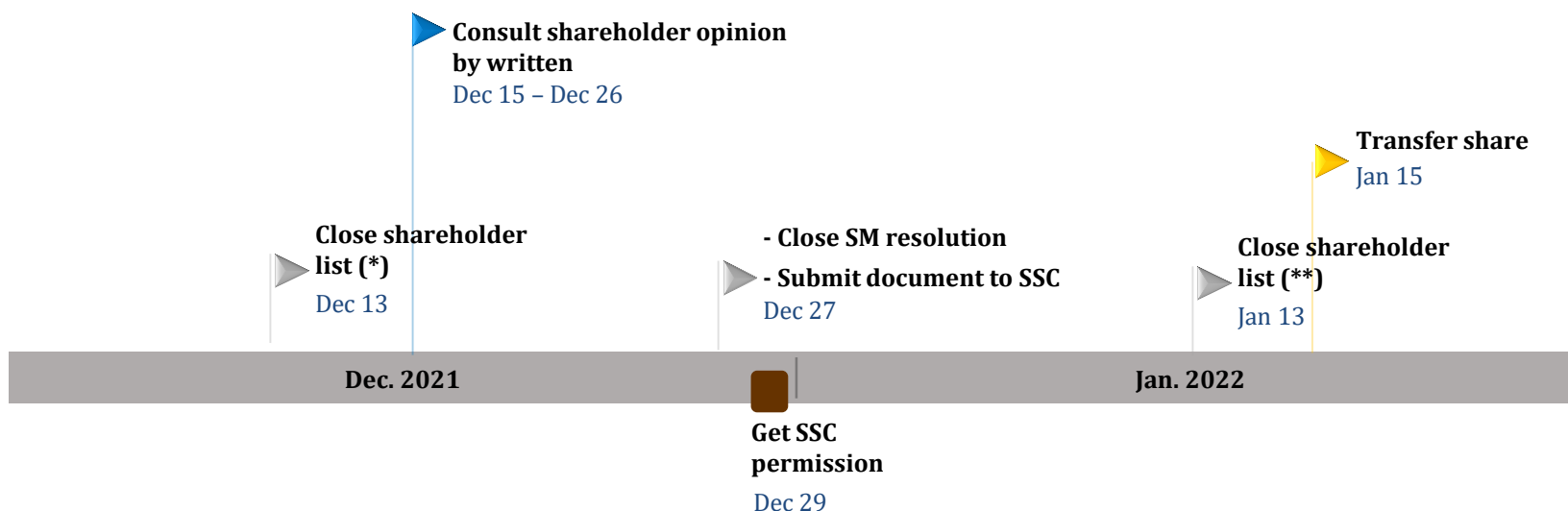
Outstanding business activities

❖ **Padding business:** Marketing activities are being promoted during this period to get contracts for Padding season starting from March 2022. 02 new strategies for Padding business in 2022 include:

- **About product:** produce 100% NF Padding (Padding using NF resin) towards the goal of sustainability for both the environment and customers.
- **About targeted customer:** focus on Vietnamese customers and retail brands that have demand to use Padding as raw materials.

❖ **Bedding export and Cleaner:** production activities are being boosted to be able to deliver goods on time and record revenue in 2021

❖ **Giving share to shareholder at the rate of 8%** by using treasury share will be done with the expected timeline as follows:



(*) Close shareholder list to collect written opinions from shareholders

(**) Close shareholder list to give shares