

5M2022

Business performance update

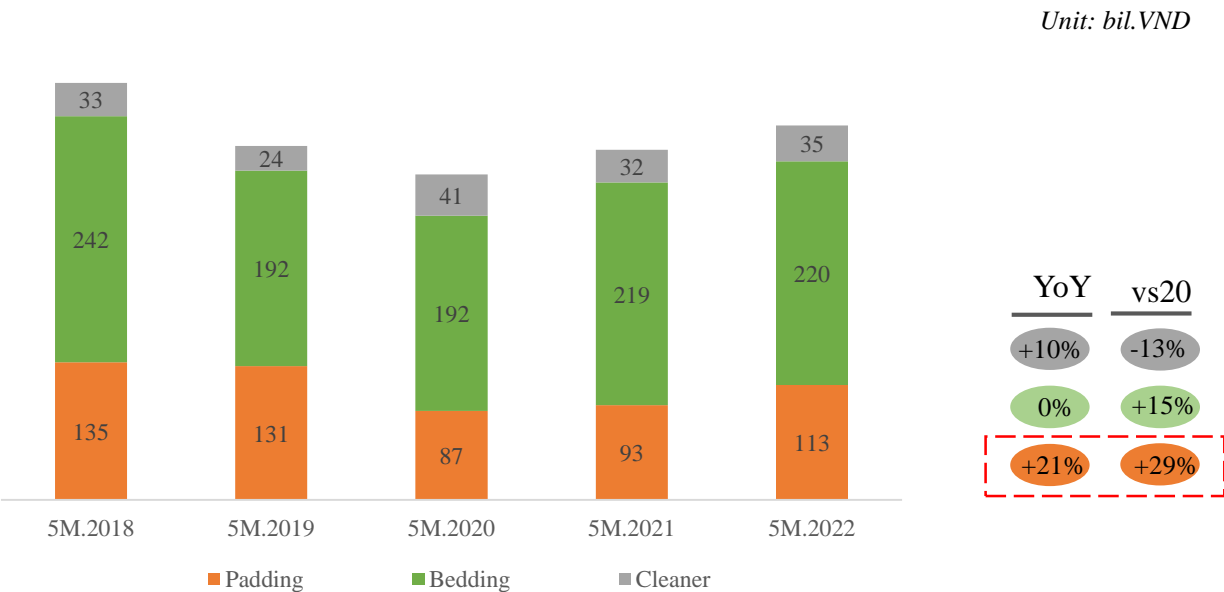


Everpia JSC | Planning team

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1. Sales performance in 5M2022
2. Highlight activities in May

Sales breakdown by business unit



- Padding business recovered strongly with VND113bil in revenue, up 21% YoY
- Cleaner business increased slightly over the same period. However, the increasing were not too significant compared to the total sales in the period
- Bedding business was equivalent YoY

Highlight

Total sales in the first 5 months reached VND 368 billion, up 7% over the same period

Launch 2023 Bedding Collection with the main idea “THE CONNECTION” at Agent Meeting on May 26 and 27.

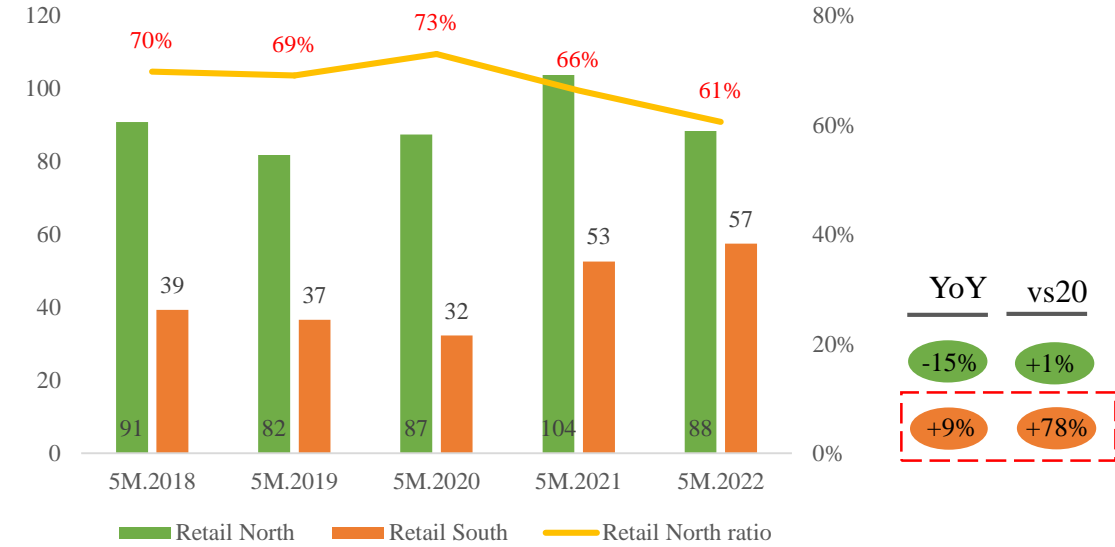
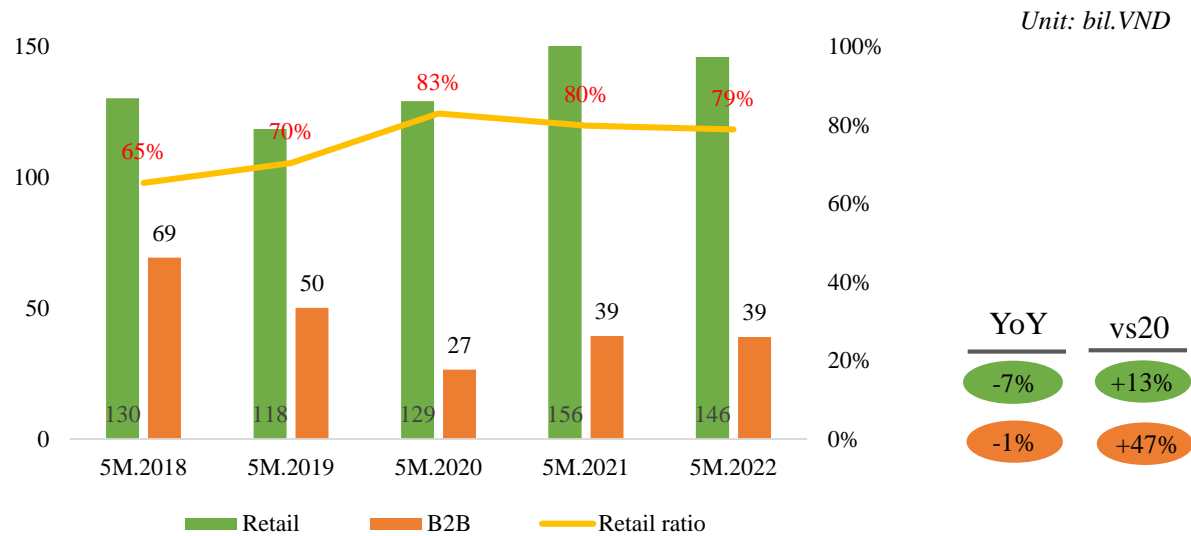
Open 15 new agents and 02 showrooms

Focus on Customer care activities with programs such as Home mattress warranty, Loyalty program, and E-voucher for new customers.

Orient to achieve EDGE Advance green building certification right at the design stage to bring optimal performance to Everpia Giang Dien Factory in three categories that have a big impact on the environment, including Energy, Water and Materials construction, the EDGE design document has been submitted to SGS for evaluation and provisional certification.

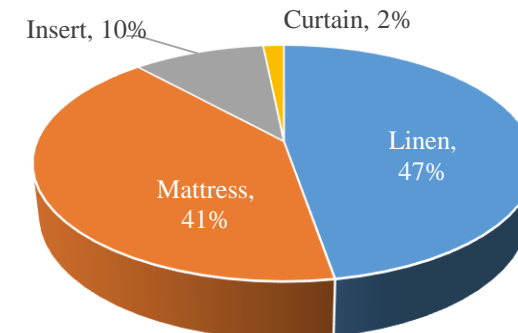
Retail South is on a strong growth momentum, Retail North faces difficulties

Domestic sales breakdown by distribution channel



- Retail channel (-7% YoY) including sales to agents and end-users
- Retail North decreased by 15% while Retail South increased by 9% thanks to online sales and new agent opening.
- B2B channel (-1% YoY) including hotel bedding, gifts and cleaner sold to domestic corporate customers

Retail sales breakdown by product portfolio



- ❖ Launch 2023 bedding collection including 36 patterns named THE CONNECTION
- ❖ Agent owners in nationwide directly looked and took pre-order for the upcoming bedding season



- ❖ BEAUTIFUL OF FLOWER – Summer collection with a simple design, made off 100% Modal fabric for a cool, soft feeling



- ❖ LAVENDER 2.0 insert pillow made of colorfast and anti-shrink fabric is upgraded from the previous version with improvements that help maintain the scent



- ❖ 6 new agents opened in the North
- ❖ 9 agents and 02 showrooms opened in the South



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