

## Multi-Format Retailing Model

These different retail and wholesale store formats are designed to cater to various customer preferences in different areas across the Company's network and business segments each retail and wholesale brand is located in.

The following table presents a description of store formats.

Store format	Description	Typical Size (sq.m.)	Demonstrative Retail Banners or Brands
Department stores	Large retail establishments offering a wide range of fashion and other merchandise in different product categories.	20,000-40,000 6,000-8,000 3,000-22,000	Central Department Store Robinson Department Store Rinascente Department Store
Specialty stores	Shops that respond to the distinctive needs of the consumer and retail market. This includes home furnishings and improvements, sporting goods, health and beauty goods, electronic products, stationery, and office supplies as well as books.	700-1,000 500-1,000 8,000-20,000  100-1,000 2,000-14,000 250-600 300-600 30-50 25-35 200-500	Supersports Power Buy Thaiwatsadu / BnB home/ Thaiwatsadu x BnB home OfficeMate / B2S Nguyen Kim go! WOW go! Power TOPS CARE TOPS VITA PET 'N ME
Brandshop	Shops dedicated to specific brands that the Company is distributing, whether through an exclusive partnership or a general distribution agreement.	100-600	Dyson, MLB, Crocs, Skechers, Fila, G2000, Calvin Klein, Guess, Polo Ralph Lauren, Garmin and many other brands operated primarily under CMG or Supersports business units.
Supermarkets	Retail and wholesale stores that focus on selling food and other products or consumer goods that respond to consumers' preferences in the area.	1,700-6,000 2,500-3,500 700-1,500 5,000-8,500 3,000-3,500  2,000-5,000	TOPS FOOD HALL TOPS TOPS FINE FOOD GO WHOLESALE Tops Market Vietnam, Lan Chi Mart and go!
Hypermarkets	Hypermarkets are generally large-sized supermarkets that offer a broader range of product types than supermarkets.	4,000-7,000 4,000-4,500	Big C / GO! TOPS SUPERSTORE
Mini Supermarket	Small retail business which sells daily use products, such as consumer goods, snacks, confectionery, and other goods.	250-300	TOPS DAILY
Sales counters <sup>(1)</sup>	Sales counters or Shop-in-Shop type of stores located in the retail area, mainly	20-100	Casio Watch, Lee, Wrangler, Clarins, Dyson, Three, and

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	selling a particular brand belonging to the Company.		other brands, operated primarily under CMG or Supersports business unit.

Note: <sup>(1)</sup> Number of sales counters are not considered to be a part of the number of stores present on this document.