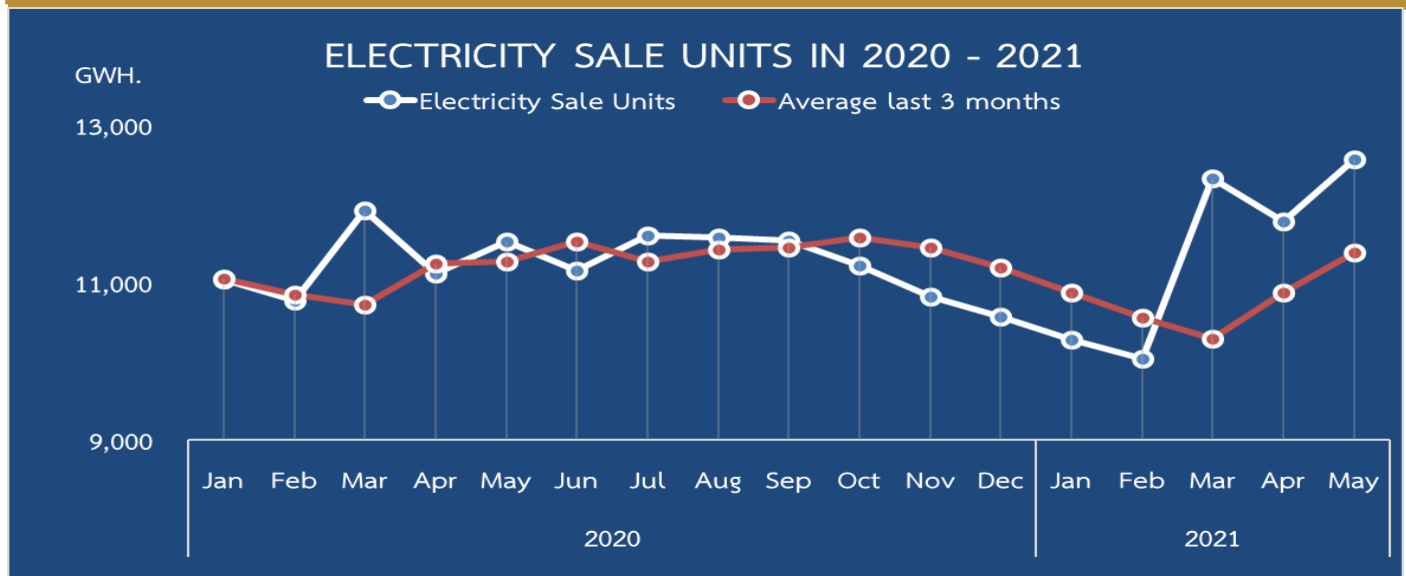
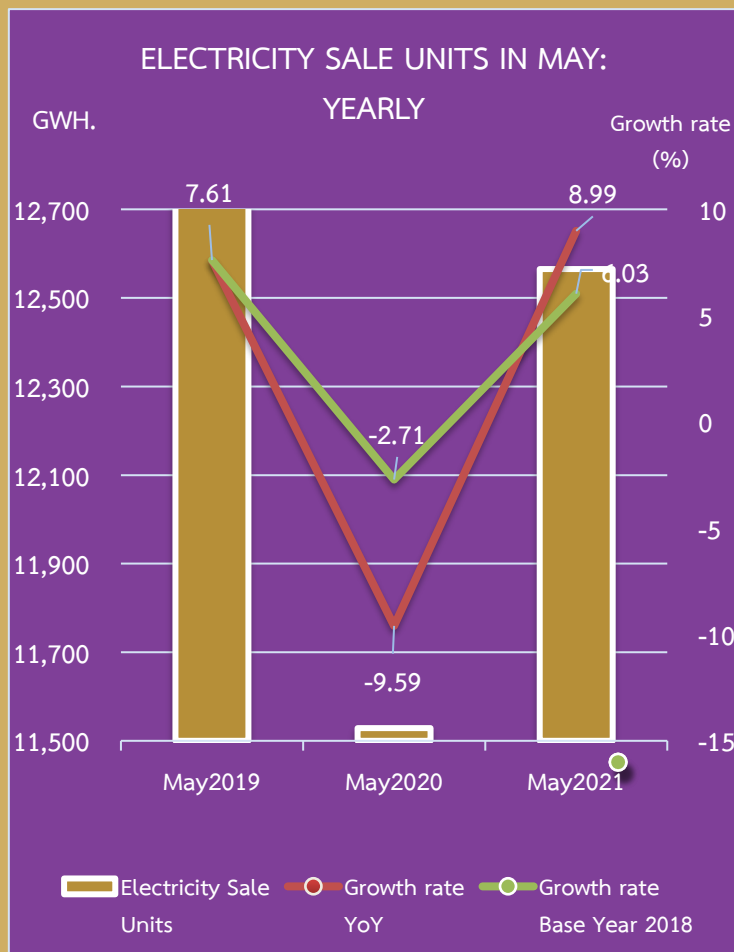


The Electricity Sales Report of PEA in May 2021



The electricity sale units of PEA in May 2021 which significantly increased from the previous year. Because of the rise in exports to commercial partners as reflected by the increase of electricity consumption in the industrial sectors. While electricity consumption in residential sector had fell owing to a high base in the previous year from electricity fee subsidy by the government. However, it expanded from April due to high temperature and Work from Home policy.

Expected in June 2021, Electricity consumption will grow up from the continued expansion of the export sector and high temperature. However, small business sectors such as hotels and department stores will still be affected by the COVID-19 epidemic.

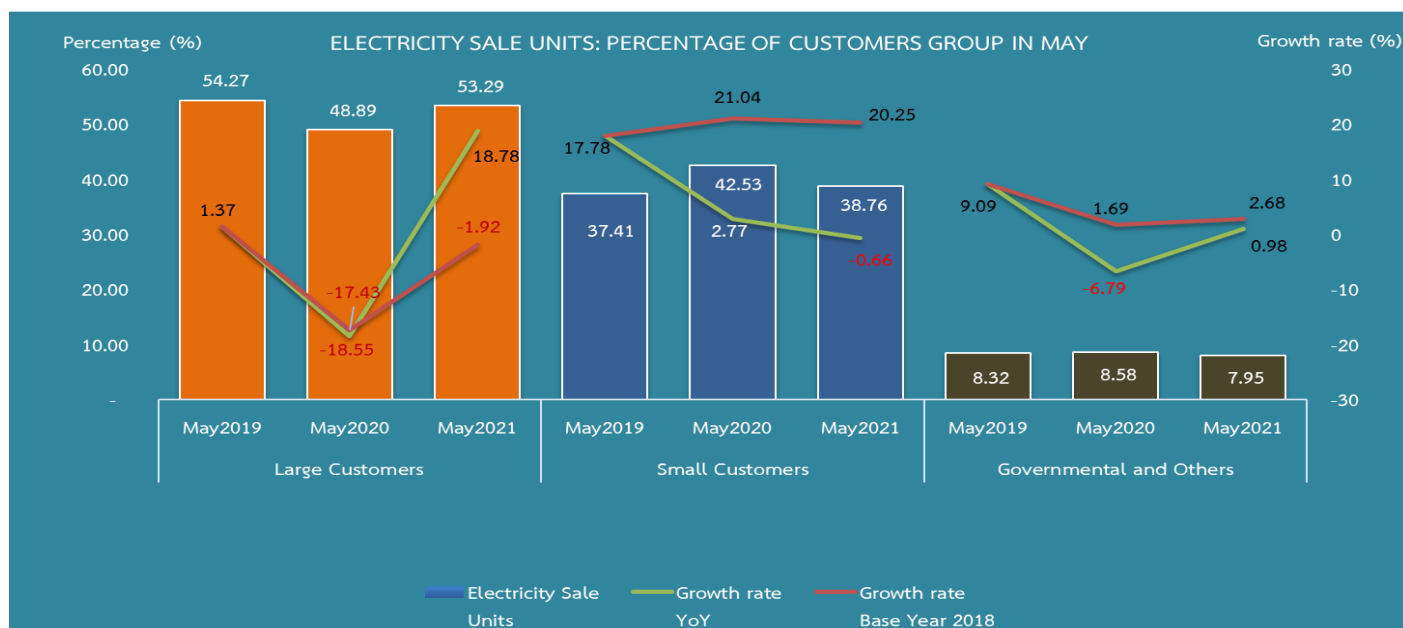


In May 2021, PEA had total electricity sales rose at 8.99% YoY. The residential sector fell at 1.32% YoY owing to a high base in the previous year. However, it expanded from April due to the COVID-19 epidemic. Which launched Work from Home policy.

Small business sectors expanded at 0.89% YoY. Medium and Large business sectors accreted at 7.91% and 22.26% YoY following a recovery of export and a low base in the previous year.

Specific business increased at 10.77% YoY from a low base in the previous year. However, it shrank from April due to the COVID-19 epidemic.

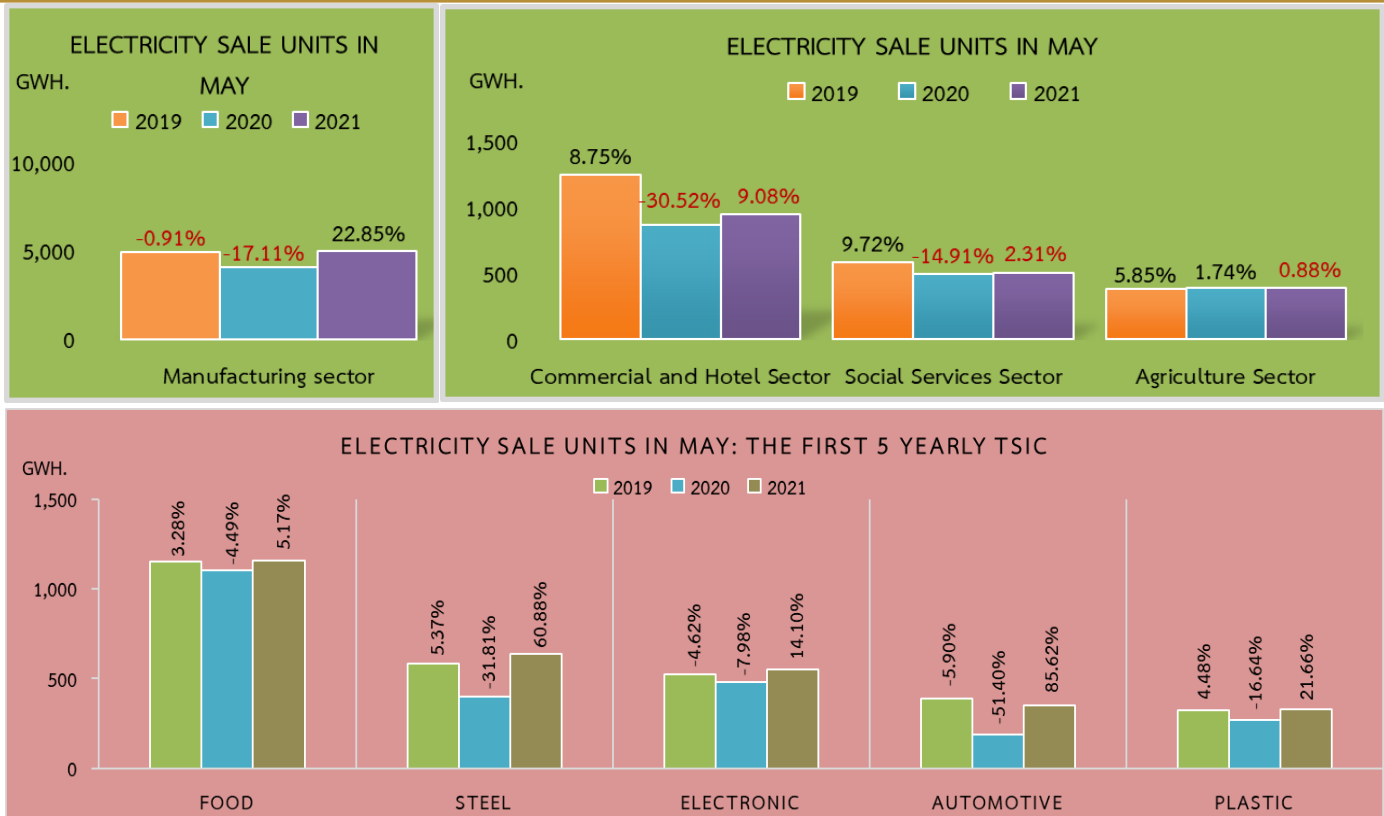
To compare the growth rate between 2021 with base year 2018, it has found that the electricity sales went up by 6.03% YoY.



Large Customers	Small Customers	Governmental
<p>Large Customers extremely expanded at 18.78% YoY.</p> <p>Industrial sector grew at 21.31% YoY in accordance with an increase of 45.87% in export such as car, computer, plastic granules, chemicals, as well as agro-industrial products like Chilled fresh fruit grew 31.90%.</p> <p>While large commercial sector rose at 8.58% YoY due to a low base in the previous year. Moreover, it was affected by a new wave of outbreaks (April 2021.) resulted in electricity consumption grew 0.55% from the previous month.</p>	<p>Small Customers sank at 0.66% YoY due to a drop in electricity consumption of residential sectors at 1.32% YoY. Especially, small residence consuming electricity less than 150 units fell at 6.97% YoY.</p> <p>Moreover, large residence consuming electricity more than 150 units grew at 0.61% YoY. To compared with the previous month, residential sector went up at 8.51% due to high temperature and work from home.</p> <p>Small commercial sector pumped up 1.58% YoY thanks to an increase in electricity consumption of grocery stores, convenience stores, mini-marts and retail stores.</p>	<p>Governmental grew at 0.98% YoY. An electricity usage of governmental and state-owned enterprise sector like hospitals rose at 2.75%.</p> <p>Moreover, free electricity such as street Light & Roadway Lighting, expanded 9.41% YoY. while the electricity consumption of the provincial and local government agencies dropped at 3.33%.</p>

Note : PEA changed the criteria for grouping customers according to the organizational context following SE-AM governmental and others to governmental since May 2021.
Export Data by Trade Policy and Strategy Office, Ministry of Commerce.

Growth (Up/Down) of electricity sale units compare with previous years



Manufacturing sector greatly expanded at 22.85% YoY. There were 5 segments in manufacturing sector.

Food Segment increased at 5.17% YoY from a rise in rice production grew at 22.53%. In addition, there was demand for finished animal feed increased at 7.40%. while ice production, which highest share of electricity consumption, sank at 6.46% following the disallowing on-site eating and alcohol drinking in restaurants for severe epidemic areas (dark red). It has reduced demand for ice.

Steel Segment mostly grew at 60.88% YoY owing to the growth in domestic demand for automotive industrial which accounted for 22.00% of the total steel demand.

Electronics segment rose at 14.10%YoY, resulting from an increase in export of computer, circuit board, air-condition and electrical appliances. Moreover, Network expansion and development of 5G, Data Center and IoT were increasing.

Automotive Industry enlarged at 85.62% YoY as a result of a low-base consumption in the previous year. In addition, there was a growth of demand for vehicles from domestic and foreign reflected by domestic vehicle sales that soared at 38.42% YoY. In May, there were sales at 55,948 in 2021 and 40,418 in 2020.

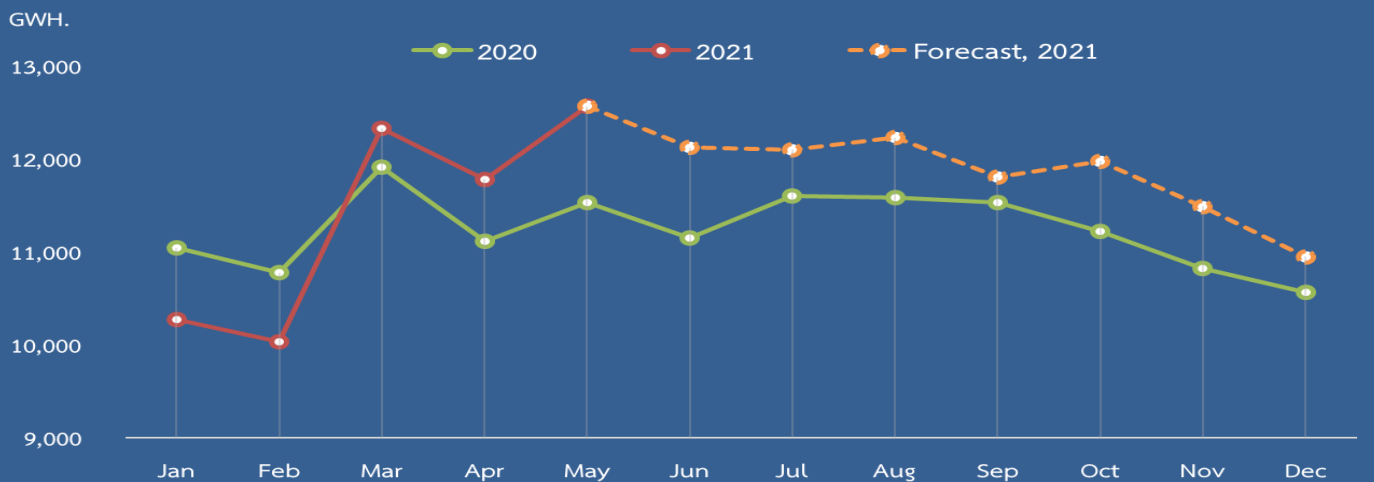
Plastic Segment went up at 21.66% YoY following the demand for packaging kitchen appliances and automotive parts.

Sales & Hotel sector rose at 9.08% YoY as a result of a low-base consumption in the previous year. Moreover, people who vaccinated had increasingly traveled within the region

The Social Services sector expanded at 2.31% YoY, because of a rose in electricity consumption in hospitals to support COVID-19 patients.

Agricultural sector slightly increased at 0.88% YoY from a rise in electricity consumption of livestock and fishery.

ELECTRICITY SALE UNITS A YEAR IN 2020 AND 2021 FORECAST



Electricity Sale Forecast

PEA forecasts the electricity sale situation in 2021 to improve around 3.38% YoY following a recovering trend in exports. However, the new wave of COVID-19 epidemic (Apr 2021.) with an upward trend and delayed delivery of vaccines, which results in a slowdown in domestic economy and tourism sector. As a result, the opening of foreign tourists was later than the expected plan to allow arrivals in the third quarter.

Positive factors

1. Economic recovery of commercial partners supports consumer confidence that will have a positive effect on exports of both industrial and agro-industrial.
2. The government's economic stimulus measures such as the increasing credit lending for COVID-19, "Debt Moratorium of SFIs" measure, "Half-Half" project and "We-win" Project etc.
3. Improving the rules for importing automobiles of Vietnam. Originally, Vietnam and partners had to inspect every lot of imported vehicles. At present, only one side inspects randomly inspects.
4. The increase of Smartphone sales from demand for new phones to register government subsidies.

Negative factors

1. A widespread Fourth-wave epidemic, the mutation of covid-19 and lag of vaccination may affect the economy.
2. The hotel businesses and SMEs were affected by a lack of income. As a result, the business may be going out of business.
3. The increasing number of Covid-19 infections caused the lack of income for workers because of stop working.
4. The long rainy season affected to a total number of electricity sale units
5. Containers and semiconductors were inadequate in processed food and electrical appliances manufacturing.