

PetroVietnam Fertilizer and Chemicals Corporation (HSX: DPM)
BUY
+22%
Experiencing a favorable year

(VND billion)	Q1-FY26	Q4-FY25	+/- QoQ	Q1-FY25	+/- YoY
Net Revenue	5,623	3,414	65%	4,120	36%
NPAT-MI	401	229	75%	205	96%
EBIT	477	45	971%	245	95%
EBIT Margin	8%	1%	+718 bps	6%	+255 bps

Source: DPM, RongViet Securities

Q1/2026 Results show a strong start

- In Q1/2026, DPM's net revenue reached VND 5,623 billion (+36% YoY), and NPAT-MI reached VND 401 billion (+96% YoY). Revenue growth was driven by both key business segments. The Urea segment's selling price increased by 8,4% YoY, while output stayed stable at 239 thousand tons. The NPK segment's revenue increased by 70% YoY, driven by a 50% rise in output and a 13% rise in selling prices. NPK's significant growth was driven by increased advertising and efforts to gain market share.
- In Q1/2026, the gross profit margin rose to 16.7%, up from 15.9% last year, due to Urea selling prices increasing faster than the input gas's cost. Financial revenue increased by 156% YoY to VND 82.3 billion, driven by a significant rise in interest from deposits and loans. Selling expenses rose 12% YoY, largely due to increased advertising costs. Administrative expenses increased 15% YoY, primarily due to higher personnel costs.

FY26-27 Outlook: Short-term advantages from rising fertiliser prices.

- In Q2/2026, DPM is projected to see strong revenue and profit growth, with net revenue expected to reach VND 7,266 billion (+37% YoY) and NPAT-MI is estimated at VND 868 billion (+115% YoY). This growth is driven by a 35% increase in both selling prices and output. The gross profit margin is expected to rise to 23% from 16.9%, driven by a 35% YoY increase in Urea prices, while input gas prices are expected to increase at a slower rate of 13% YoY.
- Urea prices are expected to fluctuate significantly due to the ongoing Middle East conflict. In 2026, prices are projected to rise by an average of 25% YoY, reaching around VND 14,327/kg (approximately USD 550/ton). However, in 2027, prices are forecasted to decline by 5% YoY.
- For 2026/2027, DPM's revenue is projected at VND 21,618 billion/20,635 billion (+29% YoY/ -5% YoY), while NPAT-MI is expected to be VND 1,918 billion/1,645 billion (+79% YoY/ -14% YoY), with an EPS of VND 2,822.

Recommendation

Compared to the [fertiliser industry report](#) updated on 03/10/2026, we have increased our 2026 NPAT-MI forecast for DPM to VND 1,918 billion, up from VND 1,161 billion. This adjustment is due to a 25% YoY increase in Urea prices and a 20% YoY increase in NPK prices, assuming a Brent oil price of USD 80 per barrel.

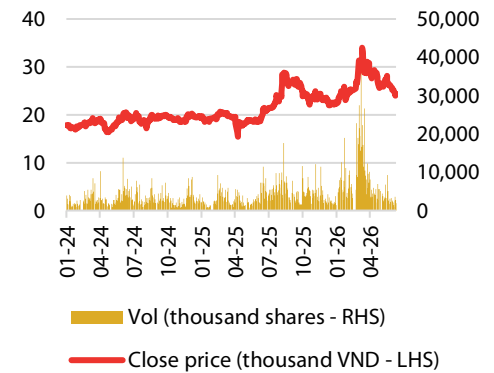
The fair value of DPM stock is **VND 26,600 per share**, based on the discounted cash flow (FCFF) and P/B valuation methods. Considering a cash dividend of VND 1,500 over the next 12 months, the total expected return on DPM stock is 22% based on the closing price from 23 June 2026. Most positive news is already reflected in the recent rally. Therefore, we recommend a **BUY** stance on DPM stock.

Market price (VND)	23,000
Target price (VND)	26,600
Expected cash dividend	VND 1,500

Stock information

Industry	Chemicals
Market cap (VND billion)	15,638
Outstanding shares (million shares)	680
3-month average trading volume	5,448
Free Float (%)	40
52-week high	34,000
52-week low	19,203
Beta	1

	FY2025	Current
EPS	1,578	2,305
EPS growth (%)	14.9	3.0
P/E	17.9	14.1
P/B	1.7	1.5
EV/EBITDA	16.0	12.4
ROE (%)	9.6	11.1

Price performance

Major shareholders (%)

Vietnam Oil and Gas Group	59
Others	41
Remaining foreign ownership limit (%)	46.2

Fertilizer Sector Research Department
phantich@vdsc.com.vn

Q1-FY26 Results show a strong start

In Q1/2026, DPM's net revenue reached VND 5,623 billion (+36% YoY), and NPAT-MI reached VND 401 billion (+96% YoY). Revenue growth was driven by both key business segments. Specifically, Urea segment growth resulted from a 8.4% YoY increase in selling price, while production stayed stable at 234 (-2% YoY). The NPK segment is projected to grow by 72% YoY, driven by a 15% increase in selling prices and output reaching 59 thousand tons, a 50% increase from last year. NPK production outpaced Urea due to the company's focus on promoting this segment.

In Q1/2026, gross margin in Q1/2026 improved to 16.7%, up from 15.9% in the same period last year. The expansion was primarily driven by a strong improvement in the Urea segment margin, which rose sharply from 17% to 28%, as Urea selling prices increased 8.4% YoY while gas input costs rose at a slower pace of 6.3% YoY. Selling prices rose more slowly than expected, driven by increased exports in Q2 2026. In Q1/2026, DPM's Financial revenue rose to VND 82.3 billion (+156% YoY), driven by higher interest from deposits and loans, which totalled VND 70.1 billion, up from VND 22.6 billion in Q1 2025.

In Q1/2026, financial expenses rose to VND 44 billion, up from VND 256 billion, largely due to a spike in interest expenses to VND 43.6 billion. Selling expenses totalled VND 281 billion (+12% YoY). This increase was largely driven by advertising costs, which rose to VND 96 billion—an increase of VND 45 billion or 88% YoY.

Q1/2026 administrative expenses hit VND 182 billion (+15% YoY), primarily driven by a 22% rise in management personnel costs.

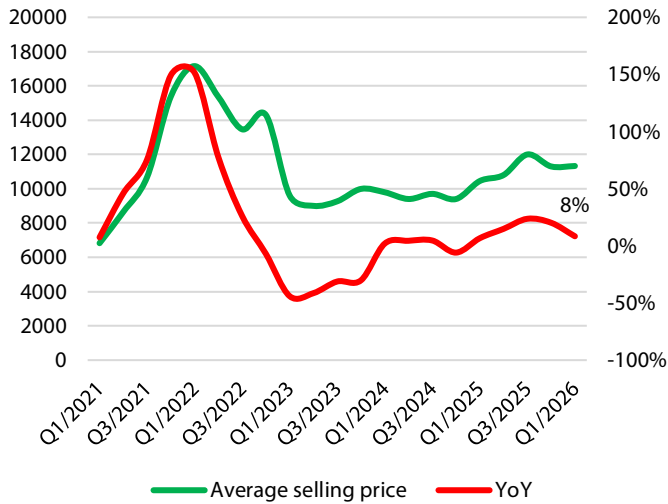
Regarding operational efficiency, the company's inventory days remained stable at 59 in Q1/2026, up 4 days from the same period last year (Table 10). Meanwhile, receivable days rose by 14 days compared to the same period, due to a surge in exports in the last month of Q1/2026, which resulted in longer debt collection times.

Table 1: DPM's Business Results in Q1/2026

Unit: VND billion	Q1/2026	Q1/2025	+/-YoY	Q4/2025	+/-QoQ
Revenue	5,623	4,120	36%	3,414	65%
- Urea	2,650	2,494	6%	1,730	53%
+Volume (thousand tons)	234	239	-2%	153	53%
+Selling price (VND/kg)	11,325	10,450	8%	11,300	0%
- NPK	725	428	69%	338	115%
+Volume (thousand tons)	59	39	50%	30	98%
+Selling price (VND/kg)	12,275	10,900	13%	11,310	9%
- Others	2,248	1,198	88%	1,347	67%
Gross profit	941	655	44%	668	41%
- Urea	742	424	75%	414	79%
- NPK	72	34	112%	61	19%
- Others	127	197	(1)	194	-35%
Gross margin	17%	16%	+84 bps	20%	-283 bps
- Urea	28%	17%	+1,100 bps	24%	+410 bps
- NPK	10%	8%	+200 bps	18%	-800 bps
- Others	2%	5%	-252 bps	6%	-343 bps
SG&A expenses	464	410	13%	624	-26%
SG&A expenses/revenue ratio	8%	10%	-170 bps	18%	-1,001 bps
EBIT	476	243	96%	42	1,036%
Financial income	82	32	156%	240	-66%
Financial expenses	44	25	73%	49	-12%
PBT	514	253	103%	240	114%
Minority interest	9	6	51%	3	195%
NPAT-MI	401	205	96%	282	42%
NPAT-MI margin	7%	5%	+216 bps	8%	-111 bps

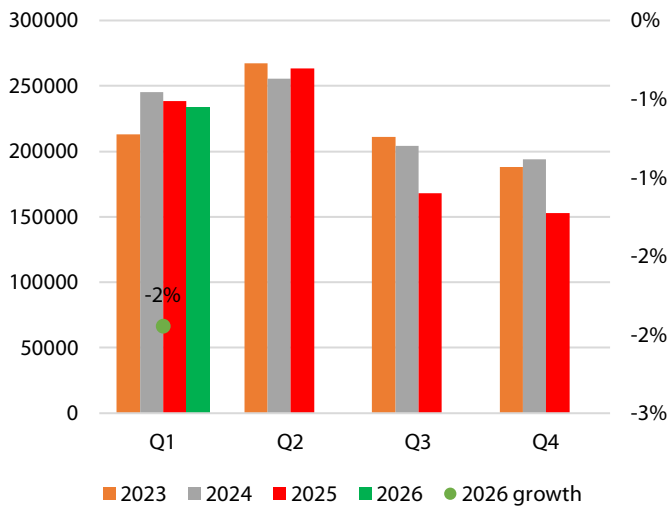
Source: DPM, RongViet Securities

Figure 1: DPM's quarterly average Urea selling price (VND thousand/kg, left) and growth (% , right)



Source: DPM, RongViet Securities

Figure 3: Quarterly Urea sales volume (thousand tons, left) and growth (% , right)



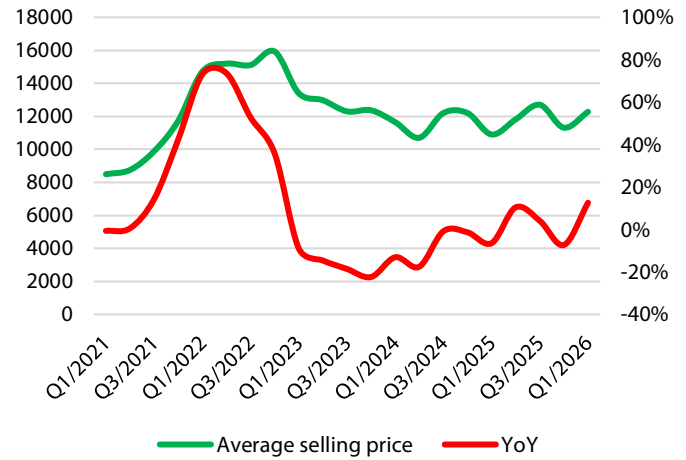
Source: DPM, RongViet Securities

Q2-FY26 earnings are expected to rise due to higher exports

In Q2/2026, net revenue is estimated at VND 7,266 billion (+37% YoY), and NPAT-MI is estimated at VND 868 billion (+115% YoY). The Urea segment is the main growth driver, projected to generate VND 4,090 billion (+44% YoY) due to a 35% YoY rise in the average Urea selling price, while consumption volume remains steady compared to the same period, with a strong expectation that export volume will increase significantly to offset the decline in domestic volume. The NPK and wholesale segments have grown significantly, driven by a 20% YoY increase in selling prices.

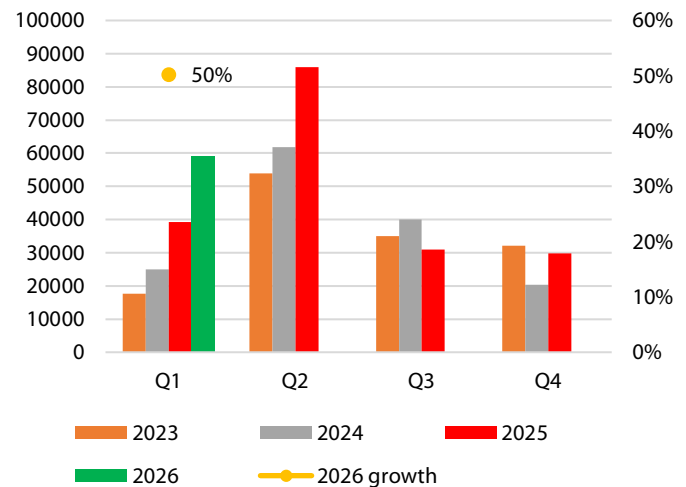
In Q2/2026, gross profit margin is projected to increase to 23% from 16.9%. In particular, the Urea segment's gross margin is projected to rise from 23% to 32%, driven by a 44% YoY increase in selling prices, despite an estimated 13% YoY rise in gas prices.

Figure 2: DPM's quarterly average NPK selling price (VND thousand/kg, left) and growth (% , right)



Source: DPM, RongViet Securities

Figure 4: Quarterly NPK sales volume (thousand tons, left) and growth (% , right)



Source: DPM, RongViet Securities

Table 2: DPM's business results in Q2/2026

Unit: VND billion	Q2/2026F	+/-YoY	+/-QoQ	Assumptions
Revenue	7,194	36%	28%	
- Urea	4,030	42%	52%	
+Volume (thousand tons)	264	0%	13%	Volumes are expected to remain unchanged from last year, with exports offsetting the decline in domestic consumption amid high prices.
+Selling price (VND/kg)	15,289	42%	35%	Although the selling price rose alongside Middle East Urea prices, the overall average has not increased significantly. This is because the selling price only spiked in March, and export prices are set 2-4 weeks in advance, limiting the average price rise. By the end of March 2026, the retail price was around VND 18,000/kg (+50 % YTD).
- NPK	1,328	31%	83%	
+Volume (thousand tons)	90	5%	53%	Strong growth resulted from high consumer demand following a change in the company's sales strategy, along with Urea prices rising faster than NPK prices, which temporarily increased demand for NPK.
+Selling price (VND/kg)	14,730	25%	20%	The selling price is expected to rise in line with world prices when fertiliser costs increase significantly. However, the NPK segment is highly competitive, leading to slower price increases than those seen with urea.
- Others	1,836	28%	-18%	The Trading segment is experiencing strong growth, with DAP and Potash fertiliser prices projected to rise by 20% YoY.
Gross profit	1,640	83%	74%	
- Urea	1,327	103%	79%	
- NPK	226	39%	212%	
- Others	88	10%	-31%	
Gross margin	23%	+588 bps	+607 bps	
- Urea	33%	+992 bps	+492 bps	Significant growth has been driven by a 44% YoY increase in selling prices, which is linked to global Urea price trends. Meanwhile input gas prices rose at a slower rate of 13% YoY.
- NPK	17%	+100 bps	+700 bps	NPK sales are expected to grow as the company purchases input materials at low prices and selling prices gradually rise.
- Others	1%	-29 bps	-103 bps	
SG&A expenses	(578)	-227%	-225%	Selling expenses have increased by 50% YoY, up from 40% YoY, as the company implements a new sales strategy to enhance the NPK segment. Additionally, domestic transport prices have slightly risen following increases in gasoline prices.
SG&A expenses/revenue ratio	8%	-54 bps	-21 bps	
EBIT	1,062	140%	123%	
Financial income	69	-30%	-17%	Interest income from deposits is expected to decline compared to the same period last year. This was due to higher interest rates, prompting the company to proactively reduce its deposit balances to supplement working capital rather than relying on external borrowings. As a result, the company's deposits decreased sharply by 42% YoY.
Financial expenses	(32)	-196%	-173%	The company is expected to reduce its loan obligations as interest rates rise, leading to lower financial expenses.
PBT	1,093	118%	112%	
Minority interest	9	-13%	0%	
NPAT-MI	866	115%	116%	
NPAT-MI margin	12%	+444 bps	+490 bps	

Source: DPM, RongViet Securities

2026-2027 Outlook – Seizing opportunities

The average domestic Urea selling price for 2026 is set at VND 14,327/kg (+25% YoY and equivalent to USD 550/ton). This is a 35% decrease from the recent peak of USD 850/ton. Urea prices are expected to peak in Q2 2026, then stabilise and gradually decline by the end of the year as oil prices drop following a resolution of the conflict in the Middle East.

In the base case, Brent oil prices are expected to average around USD 80 per barrel in 2026. In 2027, the average selling price is projected to decline by 5% YoY due to fluctuations in Brent oil prices and a high base in 2026, but it will remain above USD 500 per ton.

Table 3: DPM's revenue forecast for the 2026-27

Unit: VND billion	2025	2026	+/-YoY	2027	+/-YoY	Comments
Revenue	16,820	21,618	29%	20,635	-5%	Revenue increases with growth in the Urea segment.
- Urea	9,439	11,563	23%	11,299	-2%	
+Volume (thousand tons)	824	847	3%	872	3%	In 2026, output is projected to decrease slightly, with export volume increasing to 200,000 tons (+41% YoY). This rise will offset a 5% YoY decline in the domestic market, driven by high prices that are impacting consumption demand. In 2027, selling prices will drop slightly due to the high base in 2026, which will increase consumption demand again.
+Selling price (VND/kg)	11,462	14,327	25%	13,611	-5%	Urea prices are expected to increase in line with Middle East fertiliser prices, averaging around USD 550 per ton for the entire year of 2026/2027. In April 2026, the average retail Urea price was VND 17,200/kg (+53% YoY).
- NPK	2,301	3,757	63%	3,569	-5%	
+Volume (thousand tons)	184	250	36%	250	0%	Experiencing significant growth due to high consumption demand after the company altered its sales strategy. Additionally, as Urea prices rose more quickly than NPK prices, there was a temporary shift in consumption demand towards NPK.
+Selling price (VND/kg)	12.524	15.029	20%	14,277	-5%	Selling prices are expected to rise alongside global prices when fertiliser costs increase significantly. However, the NPK segment is highly competitive, resulting in a lower rate of price increases compared to Urea. In April 2026, NPK price reached about VND 16,000/kg (+30% YoY).
- Others	5,081	6,297	24%	5,766	-8%	
Net revenue	16,564	21,363	29%	20,391	-5%	
Gross profit	2,939	4,389	49%	3,921	-11%	
- Urea	1,733	2,866	65%	2,473	-14%	
- NPK	162	606	275%	550	-9%	
- Others	331	364	10%	345	-5%	
Gross margin	18%	20%	+256 bps	19%	-130 bps	
- Urea	18%	25%	+642 bps	22%	-290 bps	In 2026, gross margin improved due to a 25% YoY increase in selling prices, while Brent crude oil prices increased by 19% YoY. In 2027, the gross margin is expected to decrease due to lower selling prices.
- NPK	7%	16%	+911 bps	15%	-73 bps	Gross margin increased due to higher selling prices and a substantial inventory of low-cost raw materials accumulated in Q4/2025.
- Others	7%	6%	-72 bps	6%	+20 bps	
SG&A expenses	1,929	2,315	20%	2,210	-5%	SG&A expenses rose due to a 50% YoY increase in selling expenses, up from 20% YoY in the previous year, as the company implemented a new sales strategy for the NPK segment. Additionally, domestic transport prices increased slightly due to rising gasoline prices.
SG&A expenses/revenue ratio	12%	0%	-1,165 bps	0%	0 bps	
EBIT	987	2,045	107%	1,685	-18%	
Financial income	487	401	-18%	374	-7%	Deposit interest income declined slightly due to gradually rising interest rates. In response, the company reduced its reliance on external borrowings and utilized deposit balances to supplement working capital, resulting in an estimated 10% YoY decrease in deposit balances.
Financial expenses	142	122	-14%	58	-53%	Increased due to a 21% YoY increase in total short-term and long-term debt.
PBT	1,350	2,340	73%	2,014	-14%	
Minority interest	22	24	10%	26	10%	
NPAT-MI	1,073	1,918	79%	1,645	-14%	
NPAT-MI margin	6%	9%	+250 bps	8%	-91 bps	

Source: RongViet Securities

Table 4: Key assumptions after adjustment

	2025E	2026F	2027F	2028F	2029F	2030F	CAGR 2025-2030F
Domestic Urea selling price (VND/kg)	11,462	14,327	13,611	13,774	13,939	14,105	4.2%
YoY	12.5%	25%	-5.0%	1.2%	1.2%	1.2%	
NPK selling price (VND/kg)	12,524	15,029	14,277	14,449	14,621	14,795	3.4%
YoY	9%	20%	-5%	1%	1%	1%	
Total Urea fertilizer sales volume (thousand tons)	824	847	872	892	909	909	2.0%

YoY	-8.4%	2.9%	2.9%	2.3%	1.9%	0.0%	
Urea fertilizer export volume (thousand tons)	142	200	170	180	190	190	6.0%
YoY	-13.4%	40.8%	-15.0%	5.9%	5.6%	0.0%	
NPK fertilizer sales volume (thousand tons)	184	250	250	250	250	250	6.4%
YoY	25.0%	36.1%	0.0%	0.0%	0.0%	0.0%	
Trading fertilizer volume (thousand tons)	364	437	446	454	464	473	5.4%
YoY	58%	20%	2%	2%	2%	2%	
NH3 fertilizer volume (thousand tons)	61	62	63	63	63	63	0.8%
YoY	-7%	2%	2%	0%	0%	0%	
UFC 85 volume	9	9	10	10	10	10	0.8%
YoY	1%	2%	2%	0%	0%	0%	
Input gas price (USD/mmbtu)	9.1	10.0	9.8	9.8	9.9	10.0	1.8%
YoY	-1%	9%	-2%	1%	1%	1%	
Brent oil price (USD/Barrel)	67	80	76	76	76	76	2.6%
YoY	-16%	19%	-5%	0%	0%	0%	

Source: RongViet Securities

Working capital management

After the 2023-2024 period, DPM's Cash Conversion Cycle (CCC) rose sharply from 50 days to 105 days in 2025. We anticipate it will decrease to 95-97 days in 2026-2027:

- Inventory days are expected to decrease to 90 days. In 2025, DPM struggled to sell goods due to storms and floods at the end of the year, resulting in high inventory levels in Q4/2025. In 2026, the weather changed to El Niño, leading to a rapid increase in selling prices, which helped the company boost exports and reduce inventory.
- Receivable days are projected to drop to 28 days as better selling prices encourage agents to settle debts sooner, similar to the 2021-2022 period when high prices resulted in an average of 10 receivable days.
- Payable days are expected to average 30 days, returning to the 2023-2025 level and lower than the 2019-2022 period.

Overall, in 2025, the cash conversion cycle was still high compared to the 2015-2020 period, which ranged from 64 to 82 days, and the 2023-2024 period, which was about 50 days. In the coming period, we expect weather-related instability to subside, allowing the company to enhance its inventory and sales policies, thereby shortening the cash conversion cycle and improving capital efficiency.

Table 5: Working capital

							Growth				
	2022	2023	2024	2025	2026F	2027F	2023	2024	2025	2026F	2027F
Receivable days	9	17	18	31	28	27	8	0	13	(3)	(1)
Inventory days	131	59	54	92	90	90	(72)	(4)	38	(2)	-
Payable days	29	24	22	18	21	22	(6)	(2)	(4)	3	1
Cash conversion cycle	111	52	50	105	97	95	(58)	(2)	54	(8)	(2)

Source: DPM, RongViet Securities

Profitability rebounds from the low in 2023 due to rising selling prices.

After hitting a low of 4.1% in 2023, DPM's ROE is projected to rise to over 14.7% by 2027, driven primarily by increased net profit margins. Specifically:

- Net profit margin improves along with gross margin when selling prices are expected to rise by 25% in 2026 but fall by 5% in 2027, influenced by global Urea prices amid political instability between Iran and Israel.
- Asset turnover is likely to rise due to high selling prices, establishing a new baseline that supports revenue at a higher level relative to total assets. For 2026-2027, we anticipate the company will gradually lower its debt due to strong profit growth. However, a slight increase in interest rates is likely to affect treasury operations, returning it to the 2015-2018 levels, when this ratio was approximately 0.9x.

- Financial leverage is projected to reduce to 1 time in 2025-2026 as the company maintains high profits while decreasing treasury operations and debt.

Table 6: DUPONT analysis for DPM's profitability

							Growth				
	2022	2023	2024	2025	2026F	2027F	2023	2024	2025	2026F	2027F
ROE	45.0%	4.1%	4.7%	9.5%	14.7%	12.2%	-4,094 bps	+67 bps	+472 bps	+527 bps	-257 bps
In which:											
Net profit margin	29.9%	3.8%	4.0%	6.5%	9.0%	8.1%	-2,605 bps	+16 bps	+249 bps	+250 bps	-91 bps
Asset turnover	1.18	0.88	0.90	0.97	1.18	1.14	-26%	3%	7%	22%	-3%
Financial leverage	1.3	1.2	1.3	1.5	1.0	1.0	-5%	8%	15%	-34%	0%
Gross margin	42%	12%	14%	18%	21%	19%	-2,991 bps	+189 bps	+368 bps	+280 bps	-132 bps
Urea selling price (VND thousand/kg)	15,789	10,174	10,188	11,462	14,327	13,611	-36%	0%	13%	25%	-5%
Input gas price (USD/MMBtu)	9.69	10.50	10.11	10.04	10.97	10.76	8%	-4%	-1%	9%	-2%

Source: DPM, RongViet Securities

VALUATION

We have raised the profit forecast for 2026/27 by 65% and 31%, respectively, due to an increase in the average selling price to USD 550/ton (VND 14,327/kg, +25% YoY). This adjustment is driven by ongoing Iran-Israel tensions, which are expected to push Brent oil prices up to an average of USD 80/barrel from USD 65/barrel.

Valuation assumptions using the FCF method: We reduced the WACC from 13% to 12.3% because the risk-free rate decreased to 4.3% from 5%, and the beta was adjusted from 1.2 to 1.0, based on 5-year beta data from Bloomberg. The target EV/EBITDA ratio rose from 5.32 to 5.4 times due to higher revenue from the NPK segment, which has a higher EV/EBITDA ratio than the Urea segment. The target EV/EBITDA multiple is lower than DPM's 2021-2025 average of 6.2x but higher than the fertiliser industry's 2025 median of 5.3x (Table 6).

Accordingly, we have raised the one-year target price by 8% to VND 26,600 per share, reflecting projected P/E ratios of 9.4x for 2026 and 11.0x for 2027. We recommend a NEUTRAL rating for DPM stock, expecting a total return of 2% compared to the closing price on 05/20/2026, including a cash dividend of VND 1,500 over the next 12 months.

LONG-TERM VALUATION USING FCF METHOD

DCF Assumptions	Value	Valuation Summary	Unit: VND billion
WACC 2026	12.37%	DCF projection time	5 years
Effective tax rate	20.00%	Discountable free cash flow	12,410
Cost of equity	13.30%	+ Cash & equivalents at valuation date	8,832
Risk-free rate	5.00%	- Debt	(3,521)
Equity risk premium	9.00%	Equity value	17,720
Beta	1	Number of outstanding shares (million shares)	680
Exit EV/EBITDA	5.42	Equity value per share (VND)	26,068

Source: RongViet Securities

Target EV/EBITDA ratio for DPM

	Target EV/EBITDA	Segment/total profit proportion	Target EV/EBITDA
Urea fertilizer segment	5.32	55%	3.1
NPK fertilizer segment	5.92	17%	1.0
Other segments	5.32	28%	1.4
Total target EV/EBITDA			5.42

Source: Rong Viet Securities

Sensitivity table for DPM's Equity Value per Share using the FCFF method (VND/share)

	Exit EV/EBITDA					
		3.42	4.42	5.42	6.42	7.42
WACC	9%	23,918	26,155	28,392	30,629	32,867
	11%	22,854	24,911	26,969	29,026	31,083
	12%	22,180	24,124	26,068	28,012	29,956
	15%	20,998	22,745	24,492	26,239	27,987
	17%	20,186	21,800	23,414	25,027	26,641

Source: RongViet Securities

VALUATION USING THE COMPARATIVE METHOD (P/B)
Table 7: Financial indicators of companies in the same Urea industry as DPM

Company	2025 trailing P/E (x)	2025 trailing P/B (x)	2025 trailing EV/EBITDA (x)	2025 Net revenue (USD million)	Market cap (USD million)
DCM VN	10.2	1.6	5.3	640	658
DHB VN	190.6	3.3	4.4	167	79
CF Industries Holdings (USA)	8.1	2.4	5.0	7,084	12,063
China BlueChemical (China)	10.3	0.5	37.4	1,675	1,433
China XLX Fertiliser (China)	10.6	1.1	7.4	3,529	1,479
Urea fertilizer industry average	46	1.8	11.9	2,618	3,142.5
Urea fertilizer industry median	10.3	1.6	5.3	1,675	1,433
DPM VN	15.6	1.3	7.5	637	575

Source: Bloomberg, RongViet Securities

Table 8: Financial indicators of companies in the same NPK industry as DPM

Company	2025 trailing P/E (x)	2025 trailing P/B (x)	2025 trailing EV/EBITDA (x)	2025 Net revenue (USD million)	Market cap (USD)
BFC VN	8.75	1.77	6.11	408.30	92.84
Nutrien Ltd	14.29	1.17	6.73	26,885.00	29,801.68
Yara International ASA	7.68	1.20	5.35	15,623.00	10,511.58
Urea fertilizer industry average	10.24	1.38	6.07	14,305.43	13,468.70
NPK fertilizer industry median	8.75	1.20	6.11	15,623.00	10,511.58

Source: Bloomberg, RongViet Securities

We are keeping the target P/B ratio at 1.4x for the short-term valuation method, as recorded in the [fertiliser industry report](#) updated on 03/10/2026.

Sensitivity table for DPM's Equity Value per Share using P/B (VND/share)

	P/B						
		0.42	0.92	1.42	1.92	2.42	
Book value	2026F	19,174	8,053	17,640	27,227	36,813	46,400
	2027F	19,914	8,364	18,321	28,278	38,236	48,193

Source: RongViet Securities

VALUATION SUMMARY

Method	Price	Weight	Contribution
P/B (1.4x)	27,227	50%	13,613
-5Y DCF (WACC: 12.3%; EV/EBITDA: 5.4x)	26,068	50%	13,034
Target price			26,600
Cash dividend in the next 1 year			1,500
2026 target P/E			9.4

Source: DPM, RongViet Securities

Appendix
Table 9: Q1-2026 business results

(VND billion)	Q1/2026	Q4/2025	+/- (qoq)	Q1/2025	+/- (yoy)
Revenue	5,623	3,414	65%	4,120	36%
Gross profit	941	668	41%	655	44%
Selling and administrative expenses	464	624	-26%	410	13%
EBITDA	574	140	311%	343	67%
EBIT	476	42	1,036%	243	96%
Financial revenue	82	240	-66%	32	156%
Financial expenses	44	49	-12%	25	73%
Depreciation	99	98	1%	100	-1%
Other income	0.66	13.30	-95%	3	-75%
Profit before tax	515	245	110%	253	104%
NPAT-MI	402	229	75%	205	96%

Source: DPM, RongViet Securities

Table 10: Q1-2026 business performance

Indicator	Q1/2026	Q4/2025	+/- (qoq)	Q1/2025	+/- (yoy)
Profitability indicators					
Gross profit margin	17%	20%	-283 bps	16%	+367 bps
EBITDA/Revenue	10%	4%	+612 bps	8%	-424 bps
EBIT/Revenue	8%	1%	+723 bps	6%	-468 bps
Net profit margin	7%	8%	-111 bps	5%	+328 bps
Operational efficiency					
- Inventory days	59	113	(54)	55	4
- Receivable days	32	37	(4)	18	14
- Payable days	19	22	(3)	28	(8)
Leverage					
Total debt/Total Equity	35%	35%	-20 bps	35%	+39 bps

Source: DPM, RongViet Securities

VND bn					VND bn				
INCOME STATEMENT					BALANCE SHEET				
	2024A	2025A	2026F	2027F		2024A	2025A	2026F	2027F
Net revenue	13,496	16,564	21,363	20,391	Cash & Equivalents	1,005	1,168	1,507	1,438
COGS	11,598	13,626	16,974	16,471	Short-term investment	9,464	7,835	7,052	6,346
Gross profit	1,898	2,939	4,389	3,921	Receivables	653	1,390	1,639	1,508
SG&A expense	1,540	1,929	2,315	2,210	Inventories	1,731	3,434	4,185	4,061
Finance income	369	487	401	374	Other current assets	367	683	881	841
Finance expense	48	142	122	58	Tangible fixed assets	2,122	1,989	1,854	1,780
Other profit	(13)	(5)	(13)	(14)	Intangible fixed assets	859	894	883	873
EBT	667	1,350	2,340	2,014	Long-term investment	34	35	35	35
Corporate income tax	115	258	398	342	Other non-current assets	317	348	449	429
Minority of interest	17	22	24	26	Total assets	16,552	17,776	18,485	17,312
NPAT-MI	538	1,073	1,918	1,645	Trade payables	691	671	981	997
EBIT	358	1,010	2,074	1,711	Short-term debt	3,422	4,164	2,499	847
EBITDA	752	1,400	2,373	2,018	Other short-term debt	1,086	1,193	1,648	1,573
				%	Short-term debt	174	215	300	309
FINANCIAL RATIOS					VALUATION RATIOS				
	2024A	2025A	2026F	2027F		2024A	2025A	2026F	2027F
YoY growth (%)					Short-term debt	174	215	300	309
Net sales	-1%	23%	29%	-5%	Total liabilities	5,372	6,244	5,427	3,725
EBITDA	7%	86%	70%	-15%	Paid-in capital	3,912	6,798	6,798	6,798
NPAT-MI	4%	100%	79%	-14%	Treasury shares	2,470	2,656	3,555	4,180
Total assets	24%	7%	4%	-6%	Retained earnings	4,798	2,079	2,681	2,559
Total equity	-3%	3%	13%	4%	Total equity	11,180	11,533	13,033	13,537
Profitability ratios (%)					VALUATION MODEL				
Gross margin	14%	18%	21%	19%		PRICE	Weight	AVERAGE	
EBITDA margin	6%	8%	11%	10%	P/B	27,200	50%	13,600	
EBIT margin	3%	6%	10%	8%	FCFF	26,000	50%	13,000	
Net margin	4%	6%	9%	8%	Target price (VND/share)		100%	26,600	
ROA	3%	6%	10%	10%	VALUATION HISTORY				
ROE	5%	9%	15%	12%		PRICE	RECOMMENDATION	TIME	
Efficiency ratios (days)				(ngày)	Dec 2025	24,600	ACCUMULATE	1 YEAR	
Days AR on hands	18	31	28	27	Jun 2026	26,600	BUY	1 YEAR	
Day Inventory on hands	54	92	90	90					
Day AP	22	18	21	22					
Liquidity ratios (x)				(lần)					
Current	2.5	2.4	3.0	4.2					
Quick	2.1	1.7	2.0	2.7					
Solvency ratios (%)									
Total liabilities/total equity	32%	35%	29%	22%					
Short-term debt/Total equity	2%	2%	2%	2%					
Long-term debt/Total equity	0%	0%	0%	0%					

VALUATION UPDATE

This report is created for the purpose of providing investors with an insight into the discussed company that may assist them in the decision-making process. The report comprises analyses and projections that are based on the most up-to-date information with the objective that is to determine the reasonable value of the stock at the time such analyses are performed. Through this report, we strive to convey the complete assessment and opinions of the analyst relevant to the discussed company. To send us feedbacks and/or receive more information, investors may contact the assigned analyst or our client support department.

RATING GUIDANCE

Ratings	BUY	ACCUMULATE	HOLD	REDUCE	SELL
Total Return including Dividends in 12-month horizon	>20%	5% to 20%	-5% to 5%	-20% to -5%	<-20%

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RESEARCH CENTER

Lam Nguyen
Head of Research
 lam.ntp@vdsc.com.vn
 + 84 28 6299 2006 (1313)

Lam Do
Senior Manager
 lam.dt@vdsc.com.vn
 + 84 28 6299 2006 (1524)

Ha Tran
Operation Manager
 ha.ttn@vdsc.com.vn
 + 84 28 6299 2006 (1526)

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OPERATING NETWORK

HEADQUARTER IN HO CHI MINH CITY

Floors 1-8, Viet Dragon Tower, 141 Nguyen Du, Ben Thanh Ward, District 1, Ho Chi Minh City

T (+84) 28 6299 2006 **E** info@vdsc.com.vn
W www.vdsc.com.vn **Tax code** 0304734965

HANOI BRANCH

10th floor, Eurowindow Tower, 2 Ton That Tung, Kim Lien Ward, Dong Da District, Hanoi

T (+84) 24 6288 2006
F (+84) 24 6288 2008

NHA TRANG BRANCH

7th floor, 76 Quang Trung, Loc Tho Ward, Nha Trang City, Khanh Hoa

T (+84) 25 8382 0006
F (+84) 25 8382 0008

CANTHO BRANCH

8th floor, Sacombank Tower, 95-97-99, Vo Van Tan, Tan An Ward, Ninh Kieu District, Can Tho City

T (+84) 29 2381 7578
F (+84) 29 2381 8387

VUNG TAU BRANCH

2nd floor, VCCI Building, 155 Nguyen Thai Hoc, Ward 7, Vung Tau City, Ba Ria – Vung Tau Province

T (+84) 25 4777 2006

BINH DUONG BRANCH

3rd floor, Becamex Tower, 230 Binh Duong Avenue, Phu Hoa Ward, Thu Dau Mot City, Binh Duong Province

T (+84) 27 4777 2006

DONG NAI BRANCH

8th floor, TTC Plaza, 53-55 Vo Thi Sau, Quyet Thang Ward, Bien Hoa City, Dong Nai Province

T (+84) 25 1777 2006



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