

DIGIWORLD CORPORATION (HSX: DGW)
The "harvesting phase" in emerging segments takes shape

Unit: VND bn	Q4-FY25	Q3-FY25	+/- qoq	Q4-FY24	+/- yoy
Net sales	7,990	7,391	8.1%	5,859	36.4%
NPAT-MI	160	166	-4.0%	140	13.8%
EBIT	289	186	55.2%	186	55.1%
EBIT margin	3.6%	2.5%	110bps	3.2%	44bps

Source: DGW, RongViet Securities

FY25: Performance maintained solid growth thanks to the "old bamboo shoots new" process

- Net revenue reached VND 26,632 bn (+20.6% YoY), exceeding the Company's plan by 5%, driven by new segments accelerating (OE, HA), which compensated for weak MP due to the loss of market share in iPhone distribution. The story of dealers stockpiling L & T ahead of the RAM price surge in the second half of 2025 was also a highlight in DGW's revenue acceleration this year.
- NPAT-MI reached VND 548 bn (+23.4% YoY), exceeding the annual plan by 5%, driven by a shift in the revenue mix toward higher-margin segments (L & T, OE, HA) and reduced discount expenses. PBT & interest expense margin rose to 2.7% (+31bps YoY). However, net margin only remained flat at 2.1% (+5bps) due to VND 91 bn in provision expenses for securities investments (portfolio primarily consisting of HPG 29%, TCB 37%, VPB 10%).
- Regarding working capital management capability, although the Company focused on developing new business segments (OEquipment, HA) — which are high-value goods with higher inventory/receivable days compared to the core ICT segments (MP, L & T) — thanks to strong negotiation capabilities with brands (brands partnering with DGW in these two segments have only entered Vietnam in the past 2-3 years), the Company was able to extend its payable days. As a result, the cash conversion cycle has been faster since post-Covid-19, reaching approximately 55 days by end of 2025.

FY26-27 outlook: Continuation of similar growth drivers as in 2025

- For the pillar segments (old bamboo), MP will return to sales growth (average 8.5%/year) during 2026-27 thanks to (1) iPhone distribution market share having already bottomed out and (2) Xiaomi's overall market share in Vietnam recovering as competing Android brands are expected to reduce advertising/promotional spending compared to the 2025 peak. Meanwhile, L & T will maintain average annual growth above 20.0% as the support from "dealer stockpiling ahead of fears of RAM price increases" & the wave of "upgrading to AI-enabled PCs".
- For the new segments (new shoots), OE & HA are expected to grow strongly at 32.0%/year, accounting for over 30.0% of DGW's revenue mix during 2026-27. DGW is officially reaping the rewards in these segments after 3 years of efforts to expand its brand distribution portfolio and anticipate new consumer trends, notably IoT devices and AI servers.
- DGW plans to divest its financial investments in 2026 when market conditions are favorable. Therefore, in the base case scenario, we believe that their profit will no longer be affected by investment activities. Net margin will accordingly improve in line with the efficiency of product mix optimization, despite potential upward pressure on borrowing interest rates over the next 2 years.
- In summary, we forecast DGW's revenue and NPAT-MI for 2026/27F to reach VND 32,684/37,169 bn (+22.7%/+13.7% YoY) and VND 749/851 bn (+36.7%/+13.6% YoY), respectively. Corresponding EPS is VND 3,400/3,900.

Outlook & Recommendation

DGW has officially pivoted its "growth pillars" from MP to the duo of OE & HA from 2026, with a projected 2026-30 revenue CAGR of 26.7%/year for these two segments, contributing 44% of the Company's revenue mix by 2030.

Thanks to a 14% upward revision to the profit forecast for 2026/27F, we raise our one-year target price by 13% to **VND 57,500/share**, corresponding to a forward P/E of 13.4x for 2026 and 12.0x for 2027. Combined with an expected 12-month cash dividend of VND 1,000/share, the total expected return is 34% based on the closing price on 03/25/2026. Accordingly, we recommend **BUY** for DGW, as the stock price has corrected 15% over the past month.

BUY +34%

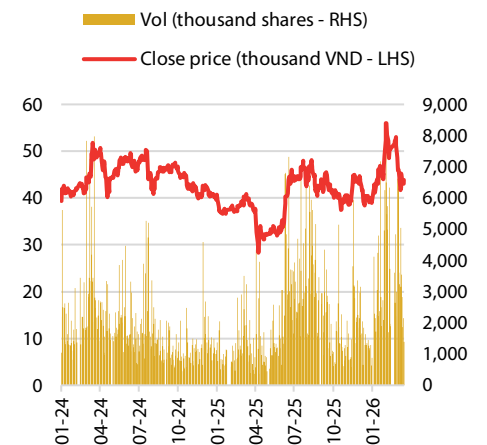
Market price (VND)	43,600
Target price (VND)	57,500

1-year expected cash dividend (VND/share): 1.000

Stock Info

Sector	Retail
Market Cap (VND Bn)	9,532
Share O/S (Mn)	221
Average trading volume (20 sessions) ('000 shares)	3,127
Free Float (%)	55.0
52 weeks high	56,300
52 weeks low	28,400
Beta	1.2

	FY2025	Current
EPS	2,476	2,476
EPS growth (%)	22.3	22.3
P/E	21.1	21.1
P/B	3.4	3.4
EV/EBITDA	16.6	16.6
ROE (%)	17.1	17.1

Stock price movement

Major shareholders (%)

Created Future Co., Ltd.	31.5
DKP Co., Ltd.	5.0
ODIN Forvalning AS	3.4
Others	60.1
Remaining Foreign Room (%)	28.8

Hung Nguyen

(084) 028- 6299 2006 – Ext 2223

hung.nb@vdsc.com.vn

FY25 RESULTS: MAINTAINING HIGH GROWTH ABOVE 20.0% YOY THROUGH ACCELERATING THE "OLD BAMBOO, NEW SHOOTS" PROCESS

Net sales reached VND 26,632 bn (+20.6% YoY), in line with our expectation, 5% above the Company's plan, driven by accelerating new segments such as Office Equipment & Home Appliances (likened to new shoots) significantly compensating for the slowdown in core segments such as Mobile Phones (likened to old bamboo).

- **Laptops & Tablets segment (L & T)** reached VND 8,397 bn (+33.7% YoY), accelerating strongly in the second half of 2025, driven by:
 - Overall industry growth (+24.1% YoY per GFK & our estimates). Rapidly rising RAM prices (from the global data center boom) created a dual impact: (1) Laptop & Tablet selling prices increased accordingly (+10.0% in H2 2025 per DGW's disclosure) and (2) volume expanded as retail outlets stockpiled inventory due to fears of further import price increases & supply shortages.
 - Distribution market share expanded as DGW accepted distribution of more difficult product lines in exchange for stronger relationships with brands for import volume allocation, such as "gaming laptops, AI-integrated Windows 11 compatible." DGW also gained market share from local wholesalers/distributors lacking proper invoice/tax compliance from 01/01/2026, based on Decree 70.
- **Mobile Phones segment (MP)** reached VND 9,357 bn (-2.0% YoY). DGW no longer benefited from iPhone expansion in Vietnam as in the previous year, having lost distribution market share to Thegioididong & Dienmayxanh (TGDD & DMX) chains, while "remaining key brand" Xiaomi decelerated growth under competitive pressure from Android rivals spending heavily on advertising and promotions in 2025 such as OPPO and Realme. Note that this segment's growth for DGW was significantly lower than the industry average (+17.4% YoY per GFK & our estimates).
- **Office Equipment segment (OE)** reached VND 6,194 bn (+41.2% YoY), for the first time exceeding 20.0% of DGW's revenue mix. The two "workhorses" — AI servers (+65.7% YoY) & Internet-of-Things devices (IoTs, +46.1% YoY) — drove DGW well-above-expectations in revenue growth for this segment (vs. 13.0% expectation), thanks to the trend of AI adoption in Vietnamese enterprises & the all-in-one consumer boom. This is considered the result of a persistent 3-year journey of steadily expanding the product portfolio: servers (Asus, Gigabyte, MSI, HBC), Internet-of-Things devices (Xiaomi, Apple, Huawei).
- **Home Appliances segment (HA)** reached VND 1,741 bn (+75.3% YoY), driven by strong growth in Xiaomi TV products (high double-digit) and the addition of "heavyweight" brands to the distribution portfolio (Philips from Q2-2025, Xiaomi refrigerators – washing machines – air conditioners from Q4-2025, Hoa Phat from Q3-2025).

NPAT-MI reached VND 548 bn (+23.4% YoY), in line with our expectation, 5% above the Company's plan, driven by the aforementioned revenue expansion while net margin remained flat at 2.1% (+5bps YoY). This is considered regrettable for DGW as impressive core operating efficiency was overshadowed by provision expenses for securities investments. Details:

- **EBIT margin reached a solid 2.7% (+31bps YoY)** due to two reasons: (1) Higher revenue share from Laptops & Tablets, Office Equipment, and Home Appliances segments (which have better margins than Mobile Phones), and (2) reduced discount and advertising expenses as dealer stockpiling demand surged for electronics, particularly Laptops & Tablets.
- **The negative came from VND 91 bn in investment provision expenses**, related to VND 697 bn in securities investments (first appearing on financial statements in Q4-2025), primarily comprising HPG (29% of portfolio), TCB (37% of portfolio), VPB (10% of portfolio), and others (23% of portfolio). This is considered an upside/downside risk for DGW's NPAT next year, depending on whether stock price movements in the portfolio are more/less favorable compared to previous provision levels.

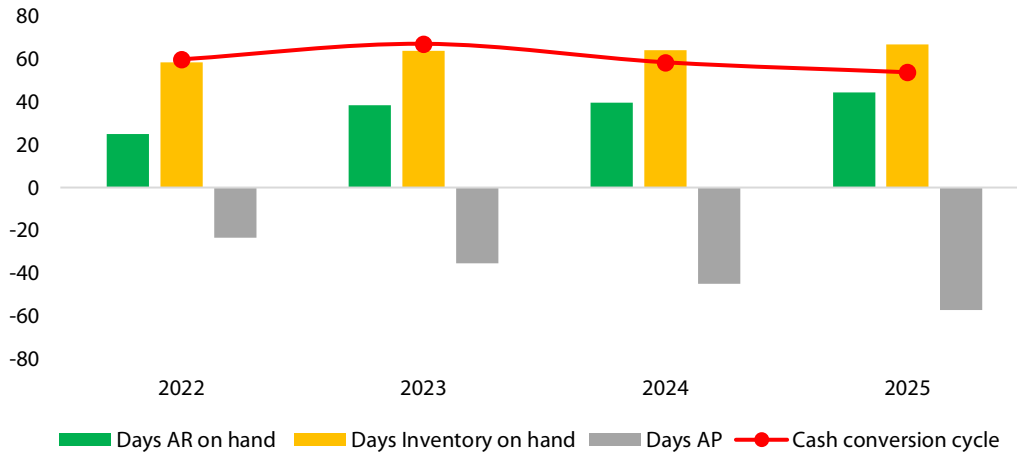
Table 1: DGW's 2025 results (VND bn)

Unit: VND bn	FY25	+/-YoY	% 2025 Company plan	% 2025 VDS forecast
Net sales	26,632	20.6%	105%	100%
COGS	-24,321	21.5%		
Gross profit	2,311	12.4%		
SG&A exp	-1,593	4.2%		
EBIT	718	36.4%		
Finance income	264	38.1%		
Finance expenses	-317	94.8%		
Net other income	21	71.0%		
PBT	689	21.1%		
NPAT-MI	548	23.4%	105%	99%
<i>Gross margin</i>	8.7%	-63bps		
<i>SG&A exp/Net sales</i>	6.0%	-94bps		
<i>Net margin</i>	2.1%	+5bps		
Revenue breakdown (VND bn)	FY25	+/-YoY	% 2025 Company plan	% 2025 VDS forecast
Laptops & Tablets (L & T)	8,397	33.7%	123%	103%
Mobile phones (MP)	9,357	-2.0%	87%	99%
Office Equipments (OE)	6,194	41.2%	113%	97%
<i>IoT devices</i>	1,480	46.1%		
<i>Server</i>	3,400	65.7%		
<i>Industrial Equipments</i>	505	-16.6%		
<i>Others</i>	809	13.1%		
Home Appliances (HA)	1,741	75.3%	130%	91%
Consumer goods (CG)	848	1.0%	81%	96%

Source: DGW, RongViet Securities

Regarding working capital management capability, although focusing on developing new business segments (Office Equipment, Home Appliances) — which are high-value goods with inherently higher inventory/receivable days compared to core ICT segments (Mobile Phones, Laptops) — thanks to its strong negotiation capabilities with brands (brands partnering with DGW in these two segments have only entered Vietnam in the past 2-3 years), the Company has been able to increase its payable days, thereby accelerating the cash conversion cycle since post-Covid-19, reaching approximately 55 days by end of 2025.

Figure 1: DGW's working capital management (days)



Source: DGW, RongViet Securities

ROE expanding from the 2023 trough thanks to increased leverage at the "early stage of the growth wave" in new segments

DGW's ROE has recovered solidly from its 2023 trough (14.2%), rising from 15.9% in 2024 to 17.1% in 2025, and is forecast to reach 20.0% in 2026F — the highest since 2023.

- Net margin continuously improving to 2.3%, reflecting product mix optimization and SG&A reduction in the context of surging Laptop & Tablet demand as previously mentioned. Additionally, the absence of VND 90 bn in investment provision expenses (accounting for 16% of 2025 NPAT) allows core operational efficiency to be more accurately reflected in profits.
- Financial leverage has continuously increased since 2023 as the Company focused on developing new business segments involving high-value goods, while asset turnover remained stable at 2.7x, indicating effective asset utilization.

Overall, 2026 remains a clear acceleration phase in DGW's recovery cycle, with ROE improving to 20.0% — an attractive level for a technology distribution stock with thin margins. However, further leverage increases require close monitoring of interest rate risk (becoming more evident in H1-2026) and cash flow if the macroeconomic environment fluctuates.

Table 2: DuPont analysis for DGW's return efficiency

	2022	2023	2024	2025	2026F
ROE	32.8%	14.2%	15.9%	17.1%	20.0%
<i>In which:</i>					
Net margin	3.1%	1.9%	2.0%	2.1%	2.3%
Asset turnover	3.4	2.7	2.8	2.7	2.7
Financial leverage	3.1	2.8	2.9	3.1	3.2

Source: DGW, RongViet Securities

FY26-27 OUTLOOK — THE "OLD BAMBOO, NEW SHOOTS" PROCESS INTENSIFIES

We believe the "old bamboo, new shoots" process will occur strongly within DGW during the 2026-27 period. Specifically, "shoots" refers to young, fast-growing product categories such as Office Equipment & Home Appliances — described in detail in two appendices, while "bamboo" depicts the growth slowdown in core product categories such as Mobile Phones, Laptops, and Tablets.

Table 3: DGW's sales forecast by segment (VND bn)

	2026F	2027F	Assumptions
Laptops & Tablets	10,518	11,153	AI-integrated + Windows 11 product lines are the main industry drivers. DGW gains market share from local wholesalers/distributors lacking proper invoice/tax compliance from Jan 1, 2026, based on Decree 70.
<i>YoY growth</i>	25.3%	6.0%	
Mobile Phones	10,331	11,139	Xiaomi phone market share recovery from Q4-2025 after competitors reduced advertising spending. DGW's Apple distribution market share bottomed out from Q3-2025, no further decline. <i>Note: forecast does not yet include additional contributions from new brand Motorola, specializing in foldable phones.</i>
<i>YoY growth</i>	9.2%	7.8%	
Office Equipments	8,148	10,288	Increasing trend of edge AI server usage due to information security capabilities rated higher than cloud-based AI servers in enterprises. Expanding IoT connectivity demand among consumers — smart home devices connected on a single platform controlled via smartphone.
<i>YoY growth</i>	31.5%	26.3%	
Home Appliances	2,679	3,547	Xiaomi TV steadily gaining market share from a low base (2-3%). First full year of operations for small home appliances (Philips, Hoa Phat). <i>Note: forecast does not yet include contributions from Xiaomi large appliances first sold in Vietnam from Q4-2025 (refrigerators, washing machines, air conditioners).</i>
<i>YoY growth</i>	53.9%	32.4%	
Consumer Goods	1,008	1,042	Generally difficult to break out given the gloomy picture of the beer & beverages industry and ABInbev's low market share in Vietnam.
<i>YoY growth</i>	6.9%	3.4%	
Total DGW	32,684	37,169	
<i>YoY growth</i>	22.7%	13.7%	

Source: DGW, RongViet Securities

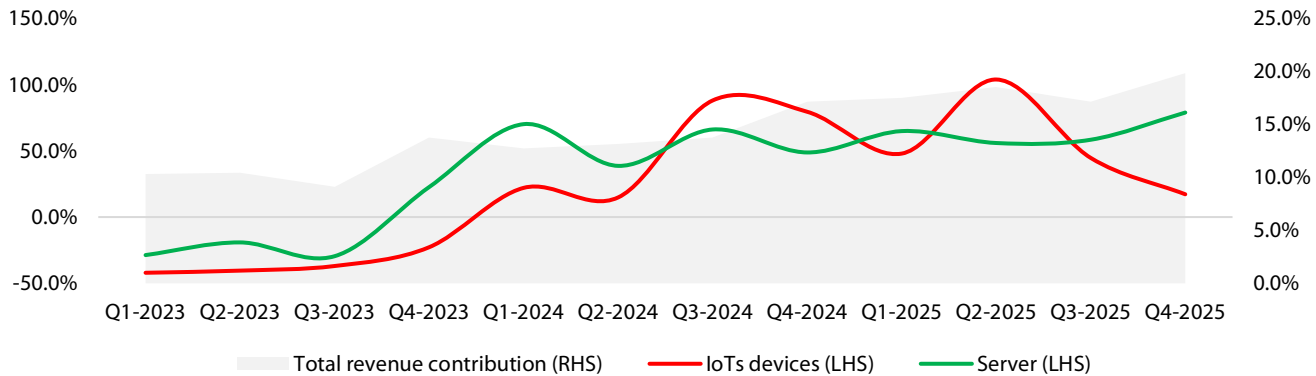
Table 4: DGW's earning forecast for 2026-27F

Unit: VND bn	2026F	2027F	Assumptions
Net sales	32,684	37,169	YoY growth for 2026/27F of 22.7%/13.7% respectively, with similar drivers to 2025, mainly from new segments Office Equipment & Home Appliances. The surge in Laptop & Tablet demand is expected to occur in H1 2026, explaining the lower 2027 growth forecast.
<i>Laptops & Tablets</i>	10,518	11,153	
<i>Mobile Phones</i>	10,331	11,139	
<i>Office Equipments</i>	8,148	10,288	
<i>Home Appliances</i>	2,679	3,547	
<i>Consumer Goods</i>	1,008	1,042	
Gross profit	2,855	3,292	
SG&A exp	-1,959	-2,287	
EBIT	896	1,005	Product mix optimization with higher share of better-margin segments (Office Equipment, Home Appliances) helps PBT & interest margin improve slightly by 5bps YoY in 2026, but flatten in 2027 as benefits from SG&A reduction from the Laptop & Tablet demand shock dissipate.
Finance income	279	303	
Finance expenses	-252	-254	The Company plans to divest financial investments in 2026 when market conditions are favorable. In the base case, we believe DGW will not incur additional investment provision expenses in subsequent years. Despite no longer having high investment provision expenses, upward pressure on borrowing rates (+100-150bps YoY, per DGW disclosure) pushes interest expenses up 18.0% YoY, partially eroding net margin improvement gains.
Income from affiliates	3	3	
PBT	944	1,072	
Corporate income tax	-188	-214	
NPAT-MI	749	851	DGW improves net margin to 2.3% for 2026/27 from 2.1% in 2025 thanks to product mix optimization & no longer bearing investment provision expenses.
<i>EPS (VND)</i>	<i>3,386</i>	<i>3,848</i>	
Key financial ratios			
<i>YoY sales growth</i>	<i>22.7%</i>	<i>13.7%</i>	
<i>YoY NPAT growth</i>	<i>36.7%</i>	<i>13.6%</i>	
<i>Gross margin</i>	<i>8.7%</i>	<i>8.9%</i>	
<i>SG&A exp/Net sales</i>	<i>6.0%</i>	<i>6.2%</i>	
<i>Net margin</i>	<i>2.3%</i>	<i>2.3%</i>	

Source: RongViet Securities

Appendix – Edge AI servers in enterprises and IoTs adoption among consumers enable an inflection in DGW’s Office Equipments segment

Figure 2: DGW’s YoY sales growth for server & IoTs devices segments (%)



Source: DGW, RongViet Securities

The edge AI server segment was launched by DGW from H2 2024 with new brands including ASUS, ACER, SuperMicro, MSI, Gigabyte, and ZTE. As a result, **revenue growth for DGW's entire server segment surged to 92.5% YoY in 2025 and is expected to maintain approximately 40.0%/year during 2026-27 per our forecast.**

This solid performance is underpinned by the explosive adoption of AI in Vietnam to optimize operations and enhance customer engagement, combined with the inherent advantages of edge AI servers that currently better match the needs of the majority of Vietnamese enterprises compared to the main competing solution—cloud-based AI servers—at this stage:

- Handling simple tasks and delivering real-time insights, such as detecting customer entry/exit signals or managing inventory/sales across thousands of retail points of sale.
- Processing data volumes that are not yet large enough to justify leasing extensive cloud infrastructure.
- Growing emphasis on corporate and customer data security and privacy, leading to a clear preference for on-premise servers over uploading all data to the cloud. Typical sectors with such stringent requirements include government, banking, and healthcare.

Key differences between edge AI servers and cloud-based AI servers are summarized below in

Criterion	Edge AI Server (distributed by DGW)	Cloud-based AI Server (operates on cloud infrastructure of major providers like FPT)
Usage model	Enterprises purchase hardware from distributors like DGW and deploy AI apps via in-house teams.	Enterprises rent infrastructure from FPT/AWS/Google and build AI/apps on that cloud.
Processing location	On-premises, near data sources (stores, plants, cameras, offices, government agencies)	Centralized cloud (AWS, Azure, GCP, Viettel Cloud, FPT Cloud, etc.)
Latency	Very low (milliseconds), suitable for real-time processing	Higher
Security & data	Data remains within internal systems; ideal for sensitive sectors (healthcare, retail, government, banking)	Data travels to cloud; potential legal, sovereignty, and security concerns
Bandwidth	Minimal external data transfer; saves bandwidth; not network-dependent	Large bandwidth needed for continuous video, images, and logs
Workload suitability	Lighter data workloads such as real-time signals at store or factory	Heavy data workloads such as model training and batch processing
Scalability	Scales by the number of deployed edge servers	Elastic scaling according to enterprise needs
Cost structure	Higher upfront CAPEX, lower OPEX over time	OPEX rises over time, especially as data volumes grow
Deployment	On-site installation, cooling, and operations	Simple rollout; minimal on-prem infrastructure
Vendor lock-in	Low	Medium to high (lock-in with FPT/AWS/GCP/Azure)

Source: US BCCResearch, RongViet Securities

Table 5: Global edge AI server market value by sector (USD mn)

Sector	2024	2025	2030F	CAGR 2026-30 (%)
IT & Telecom	2,323	3,146	15,272	37.2%
Healthcare	1,949	2,615	12,151	36.0%
Automobile	1,564	2,164	11,703	40.2%
Retail	1,133	1,548	7,855	38.4%
Manufacture	1,004	1,323	5,624	33.6%
Others	758	1,006	4,173	32.9%
Total	8,733	11,802	56,776	36.9%

Source: US BCCResearch, RongViet Securities

On IoT devices, adoption has expanded rapidly across households, businesses, and public agencies over the past five years as device prices fell and automation needs increased.

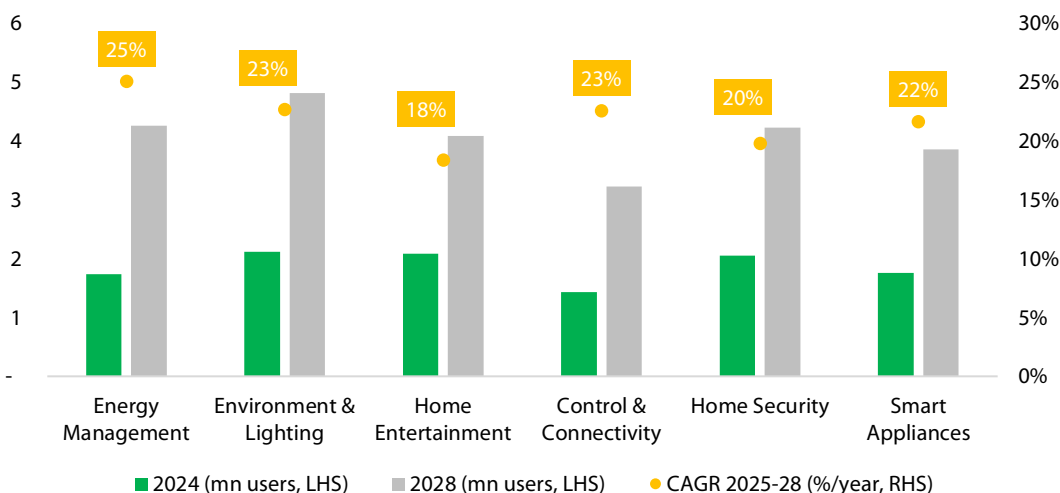
In short, IoT connects the Internet to physical objects and devices—“things”—which integrate sensors, software, applications, servers, and other equipment. IoT enables data flows among devices and sensors, facilitating interaction, orchestration, and learning across devices akin to human collaboration.

In Vietnam, IoTs sales are concentrated in smart home appliances (about 50% of IoT device revenue): security cameras, air conditioners, heaters, wearables, and robot vacuums are all controllable from a single smartphone platform—a strength of Xiaomi, Apple, and Huawei – DGW’s exclusive or strategic partners. **With a growing market and increasing distributor share, DGW’s IoT segment grew more than 45% in 2024–2025 and is projected to sustain 10–30% annual growth in subsequent years.**

Table 6: Market value of IoT devices by product (USD mn)

Sector	2024	2028F	Contribution (%)	CAGR 2025-28 (%)
Energy Management	12	17	4%	8.5%
Environment & Lighting	15	25	5%	13.2%
Home Entertainment	35	43	11%	5.2%
Control & Connectivity	52	92	16%	15.4%
Home Security	49	77	15%	12.1%
Smart Appliances	165	252	50%	11.1%
Total	329	506	100%	11.4%

Source: Statista, RongViet Securities

Figure 3: Number of Smarthome users by segment (2024-28)


Source: Statista, RongViet Securities

Appendix – Growth potential of the small household appliances segment, we have discussed this segment in greater depth in our Company Report: DGW – “Many little makes a mickle” ([For reference](#))

VALUATION

Due to a 14% upward revision to the profit forecast for 2026/27F and shifting the valuation date to early 2026, we increase the one-year target price for DGW shares by 13% to **VND 57,500/share**, corresponding to a forward P/E of 13.4x for 2026 and 12.0x for 2027. Accordingly, we maintain our **BUY** recommendation for DGW after the stock price corrected 15% over the past month.

Regarding FCFF valuation methodology assumptions, we apply a risk-free rate of 4% (unchanged), beta of 1.2 (unchanged), standard equity risk premium of 8.15% (adjusted per Damodaran instead of 10.0% previously), debt weight of 25% (unchanged), pre-tax cost of debt of 6.0% (increased from 4.8% previously), and exit EV/EBITDA of 11.0x (unchanged). Accordingly, the assumed WACC remains at 11.6% (unchanged).

Regarding PE comparative valuation methodology assumptions, we maintain a PE of 17.6x (unchanged) — corresponding to the most recent 3-year average — the period when DGW began recovering and accelerating EPS growth strongly at 20%/year since its 2023 trough. This PE level is deemed reasonable as DGW is expected to maintain EPS growth momentum at 24.6%/year during 2026-27, while keeping ROE stable around 20%.

LONG-TERM VALUATION BY FCFF METHOD

DCF Assumptions	Value	Valuation summary	Value (VND bn)
WACC 2026	11.6%	DCF forecast time	5 years
Effective tax rate	20.0%	Enterprise value	12,487
Cost of equity	13.8%	+ Cash & cash equivalent & investment	2,439
Risk-free rate	4.0%	- Debt	2,899
Equity risk premium	8.2%	Equity value	12,027
Beta	1.2	Numbers of outstanding shares	221.2
Exit EV/EBITDA	11.0	Target equity value per share (VND)	54,400

Source: RongViet Securities

Sensitivity scenario for DGW's Equity Value per Share by FCFF method (VND)

	Exit EV/EBITDA					
		9.0	10.0	11.0	12.0	13.0
WACC	9.5%	50,214	54,786	59,359	63,931	68,504
	10.5%	48,064	52,433	56,803	61,172	65,542
	11.5%	46,025	50,202	54,379	58,556	62,733
	12.5%	44,089	48,084	52,079	56,073	60,068
	13.5%	42,251	46,073	49,895	53,717	57,539

Source: RongViet Securities

SHORT-TERM VALUATION BY P/E METHOD
Peers' valuations, DGW (USD mn)

Company	Market cap (USD mn)	2025 Net sales (USD mn)	2025 trailing PE (x)	2025 trailing PB (x)	2025 trailing EVEBITDA (x)
Sis distributor (Thailand)	227	915	7.7	1.5	6.2
Synnex Thailand PCL (Thailand)	268	1,443	10.9	1.7	18.6
VSTECs Bhd (Malaysia)	356	841	14.7	2.5	11.4
Com7 PCL (Thailand)	1,471	2,656	10.9	4.1	8.8
Petro distributor (Vietnam)	142	839	14.9	1.5	15.5
Digiworld (Vietnam)	328	1,024	15.6	2.5	11.8
Mean			12.8	2.1	11.6

Source: Bloomberg, RongViet Securities

Sensitivity scenario for DGW's Equity Value per Share by P/E method (VND)

EPS (VND)	P/E					
		15.6	16.6	17.6	18.6	19.6
2026F	3,386	52,826	56,212	59,598	62,984	66,371
2027F	3,848	60,030	63,879	67,727	71,575	75,423

Source: RongViet Securities

DGW's VALUATION SUMMARY

DGW'S VALUATION SUMMARY (VND/SHARE)		
Method	Contribution	Target price (VND/share)
DCF (5 years, WACC: 11.6%, Exit EVEBITDA 11.0x)	40%	54,400
PE (EPS 2026F, PE 17.6x – equivalent to 3Y median)	60%	59,600
Total DGW	100%	57,500
1-year expected cash dividend (VND/share)		1,000
2026F target P/E		17.0

Source: DGW, RongViet Securities

Appendix
Table 7: Q4-2025's results

Unit: VND bn	Q4-2025	Q3-2025	+/-QoQ	Q4-2024	+/-YoY
Net sales	7,990	7,391	8.1%	5,859	36.4%
Laptops & Tablets	2,008	3,166	-36.6%	1,144	75.5%
Mobile Phones	3,210	1,953	64.4%	2,687	19.5%
Office Equipment	1,910	1,643	16.3%	1,367	39.7%
Home Appliances	567	427	32.8%	364	55.8%
Consumer Goods	295	171	72.5%	297	-0.7%
Gross profit	692	651	6.4%	608	14.0%
SG&A expenses	-404	-465	-13.1%	-421	-4.2%
EBIT	289	186	55.2%	186	55.1%
Income from affiliates (mainly Erablue)	1	0		-2	
Net finance income	-76	-8		-11	
Other profit	-2	15		15	
EBT	211	193	9.2%	189	11.8%
Corporate income tax	-50	-25		-42	
Minority of interest (MI)	2	2		6	
NPAT-MI	160	166	-4.0%	140	13.8%

Source: DGW, RongViet Securities

Table 8: Q4-2025's business analysis

Criteria	Q4-2025	Q3-2025	+/-QoQ	Q4-2024	+/-YoY
Profitability ratio					
Gross margin	8.7%	8.8%	-14bps	10.4%	-170bps
EBIT/Net sales	3.6%	2.5%	110bps	3.2%	44bps
Net margin	2.0%	2.3%	-25bps	2.4%	-40bps
Efficiency ratio (days)					
Days AR on hand	36	39	-3 days	37	-1 days
Days Inventory on hand	55	40	+5 days	60	-5 days
Days AP	43	23	+20 days	39	+4 days
Solvency ratio					
Total liabilities/Total equity	224%	180%		182%	

Source: DGW, RongViet Securities

VND bn

INCOME STATEMENT	FY2024	FY2025	FY2026F	FY2027F
Net sales	22,078	26,632	32,684	37,169
COGS	-20,023	-24,321	-29,829	-33,877
Gross profit	2,055	2,311	2,855	3,292
Selling exp	-1,285	-1,369	-1,698	-2,003
GA exp	-244	-224	-261	-284
Finance income	192	264	279	303
Finance exp	-163	-317	-252	-254
Net other income	12	21	18	15
Income from affiliates	1	2	3	3
PBT	569	689	944	1,072
Corporate income tax	-120	-134	-188	-214
MI	5	7	7	7
NPAT-MI	444	548	749	851
EBIT	527	718	896	1,005

FINANCIAL RATIOS	FY2024	FY2025	FY2026F	FY2027F
YoY growth (%)				
Net sales	17.3	20.6	22.7	13.7
EBIT	26.2	36.4	24.7	12.2
NPAT-MI	25.3	23.4	36.7	13.6
Total assets	14.0	32.4	16.2	11.7
Total equity	14.8	15.2	18.6	13.1
Profitability ratios (%)				
Gross margin	9.3	8.7	8.7	8.9
EBIT margin	2.4	2.7	2.7	2.7
Net margin	2.0	2.1	2.3	2.3
ROA	5.6	4.9	5.7	5.8
ROE	14.9	16.0	18.4	18.5
Efficiency ratios (days)				
Days AR on hands	44	48	48	48
Days Invenroty on hand	64	67	64	63
Days AP	42	53	56	56
Liquidity ratios (x)				
Current	1.4	1.4	1.4	1.4
Quick	0.7	0.8	0.8	0.8
Solvency ratios (x)				
Total liabilities/total equity	0.6	0.7	0.7	0.7
Total debt/Total equity	0.8	0.8	0.7	0.6
S.T debt/Total equity	0.0	1.0	2.0	3.0

VND bn

BALANCE SHEET	FY2024	FY2025	FY2026F	FY2027F
Cash & Equivalents	1,407	1,742	1,798	2,044
Short-term investment	0	697	697	697
Receivables	2,638	3,514	4,298	4,888
Inventories	3,501	4,436	5,230	5,847
Other current assets	228	312	383	436
Tangible fixed assets	174	127	88	49
Intangible fixed assets	105	71	72	72
Long-term investment	14	37	37	37
Other non-current assets	539	392	481	547
TOTAL ASSETS	8,500	11,257	13,084	14,617
Trade payables	2,303	3,524	4,577	5,198
Short-term debt	2,487	2,899	2,719	2,863
Short-term debt	0	0	0	0
Other liabilities	699	1,361	1,669	1,898
Bonus & welfare funds	0	0	0	0
Science and technology fund	0	0	0	0
TOTAL LIABILITIES	5,488	7,784	8,965	9,959
Paid-in capital	2,254	2,254	2,254	2,254
Treasury shares	-6	-6	-6	-6
Retained earnings	730	1,164	1,803	2,336
Other funds	61	61	61	61
Investment & development funds	0	0	0	0
TOTAL EQUITY	2,979	3,433	4,072	4,605
Minority of interest	33	40	47	54

VALUATION RATIOS	FY2024	FY2025	FY2026F	FY2027F
EPS (VND)	2,007	2,477	3,386	3,848
P/E (x)	19.4	16.8	13.6	11.9
BV (VND)	13,469	15,520	18,411	20,820
P/B (x)	2.9	2.7	2.5	2.2
DPS (VND)	500	500	1,000	1,000
Dividend yield (%)	1.3	1.3	2.4	2.4

VALUATION MODEL	Price	Contribution	Average
FCFF	54,400	40	21,700
P/E	59,600	60	35,800
Target price (VND/share)			57,500

VALUATION HISTORY	Price	Recommendation	Time
Mar-2026	57,500	BUY	Long-term
Dec-2025	50,900	BUY	Long-term
Oct-2025	42,700	NEUTRAL	Long-term

Update Valuation

This report is created to provide 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 feedback 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%

In some cases, we do not provide specific buy/sell recommendations but only offer some reference valuations to give investors additional information, classified under the **OBSERVE** recommendation.

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RESEARCH CENTER
Lam Nguyen
Head of Research

lam.ntp@vdsc.com.vn
+ 84 28 6299 2006 (1313)

Tung Do
Deputy Head of Research

tung.dt@vdsc.com.vn
+ 84 28 6299 2006 (1521)
• Banking

Hung Le
Head of Market Strategy

hung.ltq@vdsc.com.vn
+ 84 28 6299 2006 (1530)
• Market Strategy
• Macroeconomics

Lam Do
Deputy Head of Research

lam.dt@vdsc.com.vn
+ 84 28 6299 2006 (1524)
• Real Estate
• Construction Materials
• Industrial RE

Hung Nguyen
Manager

hung.nb@vdsc.com.vn
+ 84 28 6299 2006 (1526)
• Retail
• Automotive & Spare parts
• Consumer
• Technology & Telecommunications

Ha Tran
Manager

ha.ttn@vdsc.com.vn
+ 84 28 6299 2006 (1526)

Toan Vo
Analyst

toan.vnv@vdsc.com.vn
+ 84 28 6299 2006 (1530)
• Macroeconomics

Quan Cao
Analyst

quan.cn@vdsc.com.vn
+ 84 28 6299 2006 (2223)
• Sea ports
• Aviation
• Textiles

Hien Le
Analyst

hien.ln@vdsc.com.vn
+ 84 28 6299 2006 (1524)
• Fishery
• Fertilizer

Giao Nguyen
Analyst

giao.ntq@vdsc.com.vn
+ 84 28 6299 2006 (1530)
• Real Estate
• Industrial RE

Thao Phan
Assistant

thao.ptp@vdsc.com.vn
+ 84 28 6299 2006 (1526)

Trang To
Analyst

trang.th@vdsc.com.vn
+ 84 28 6299 2006
• Banking

Huong Le
Analyst

huong.lh@vdsc.com.vn
+ 84 28 6299 2006 (1524)
• Oil & Gas

Chinh Nguyen
Analyst

chinh1.nd@vdsc.com.vn
+ 84 28 6299 2006 (1530)
• Utilities

Lan Anh Tran
Analyst

anh.tnl@vdsc.com.vn
+ 84 28 6299 2006
• Retail
• Technology & Telecommunications

Duong Tran
Analyst

duong.tt@vdsc.com.vn
+ 84 28 6299 2006
• Construction Materials

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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

CAN THO 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



RONGVIET SECURITIES CORPORATION (VDSC)

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