FERTILIZER INDUSTRY REPORT

08/2025

INTRODUCTION

In 2025, global fertilizer industry is witnessing a strong recovery following a period of major disruptions driven by geopolitical tensions, trade barriers, and raw material price volatility. After peaking in 2021–2022, fertilizer demand entered a subdued phase during 2023–2024. However, consumption is now on a recovery trajectory in 2025, supported by: (i) improved farmer affordability due to a sharp decline in fertilizer prices since mid-2023, (ii) renewed prioritization of food security in many countries, especially across Asia, and (iii) strengthened government support for agricultural production. On the supply side, global production has not seen significant expansion and continues to face export restrictions in key producing countries such as China, Russia, and Egypt—creating new bottlenecks in the global fertilizer supply chain.

On the pricing front, global fertilizer markets are still trading at relatively affordable levels, though significant price increases have been recorded for potash and DAP. Key factors such as sustained low energy prices, escalating US–China trade tensions, EU tariff policies on Russian and Belarusian fertilizers, and geopolitical risks in the Middle East are all exerting considerable influence on the fertilizer price outlook for 2025–2026. These dynamics require investors and industry players to remain agile, continuously monitor global developments, and adapt their business strategies accordingly.

In Vietnam, the fertilizer market continues to play a critical role in ensuring crop productivity—particularly in a context where agricultural commodity prices, especially rice, have remained favorable, thereby improving farmers' input affordability. Nonetheless, the sector faces persistent challenges, including a high dependency on imported raw materials such as potash, sulfur, and ammonia; supply–demand imbalances across product categories; and declining profit margins due to export tariffs and intensifying regional competition. In the first half of 2025, domestic fertilizer production increased by 11.7% YoY, while exports surged by 24.3% YoY. Imports also rose sharply in response to peak-season demand. Domestic fertilizer prices mirrored the global upward trend, with urea rising by 10% YoY, potash by 30%, and DAP by 25%.

This report provides a comprehensive overview of the fertilizer industry, spanning both global and domestic perspectives. Key contents include:

- Macro context and major factors influencing global fertilizer supply and demand;
- Price trends and international trade policies relevant to the fertilizer market;
- Vietnam market overview, including production structure, import dynamics, consumption patterns, and domestic pricing trends;
- In-depth analysis of leading listed companies like: DCM, DPM, DGC, and DDV, covering operational performance, earnings outlook, stock valuation, and key investment risk.

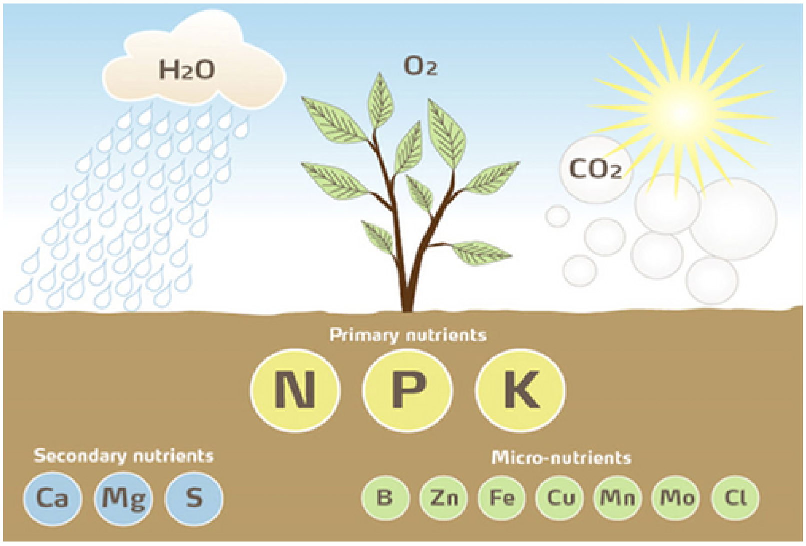
SHS Research hopes this report will serve as a valuable reference for investors, businesses, and other stakeholders, offering deeper and more strategic insights into the fertilizer industry for the second half of 2025 and beyond.

OVERVIEW OF FERTILIZERS

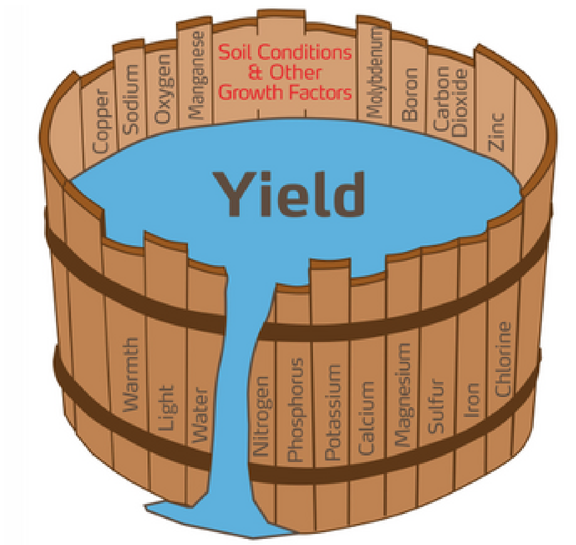
Fertilizers play a vital role in supplying essential nutrients to crops, enhancing both yield and quality of agricultural produce. Among these, three primary nutrients—**Nitrogen (N), Phosphate (P_2O_5), and Potash (K_2O)**—are critical for crop growth, vigor, color, and productivity.In addition, **secondary nutrients** such as Calcium (Ca), Magnesium (Mg), and Sulfur (S), along with **micronutrients** including Iron (Fe), Zinc (Zn), Boron (B), Copper (Cu), Manganese (Mn), Molybdenum (Mo), and Chlorine (Cl), are essential for the balanced and healthy development of crops.

The principle of crop nutrition follows **Law of the Minimum**: **"Crop yield is proportional to the most limiting nutrient."** This concept is often illustrated by a wooden barrel with staves of varying lengths—the barrel's capacity is determined by its shortest stave. Similarly, crop productivity is limited by the nutrient in shortest supply. Once this limiting factor is addressed, yield increases until the next constraint is encountered. Among all nutrients, **nitrogen is most frequently the limiting factor** in crop production and is therefore considered **the most essential** for achieving high yields.

Fertilizers are plant nutrients, required for crops to grow



The wooden barrel is leaking at the shortest wooden bar.

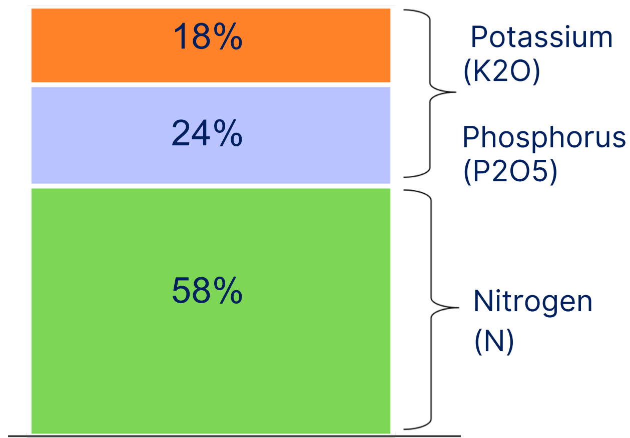


Source: Yara fertilizer industry, SHS Research

According to International Fertilizer Association (IFA), global consumption of 03 primary nutrients totals approximately 190 million tonnes per year, with following breakdown:

- **Nitrogen (58%)** for yield and growth,
- **Phosphate (24%)** for root and fruit development,
- **Potash (18%)** for quality and stress resistance.

Nitrogen – the most important nutrient

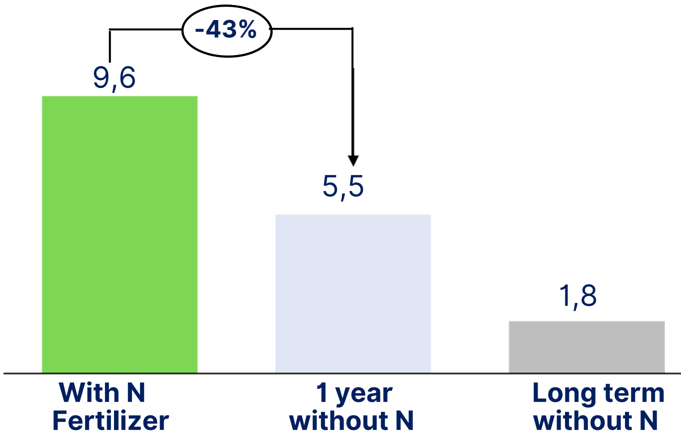


Total of about ~190 million tons of nutrients

Source: IFA, SHS Research

Annual N-application is critical for yield

Grain yield from Nitrogen fertilizer Ton/hectare



Source: Broadbalkl, SHS Research

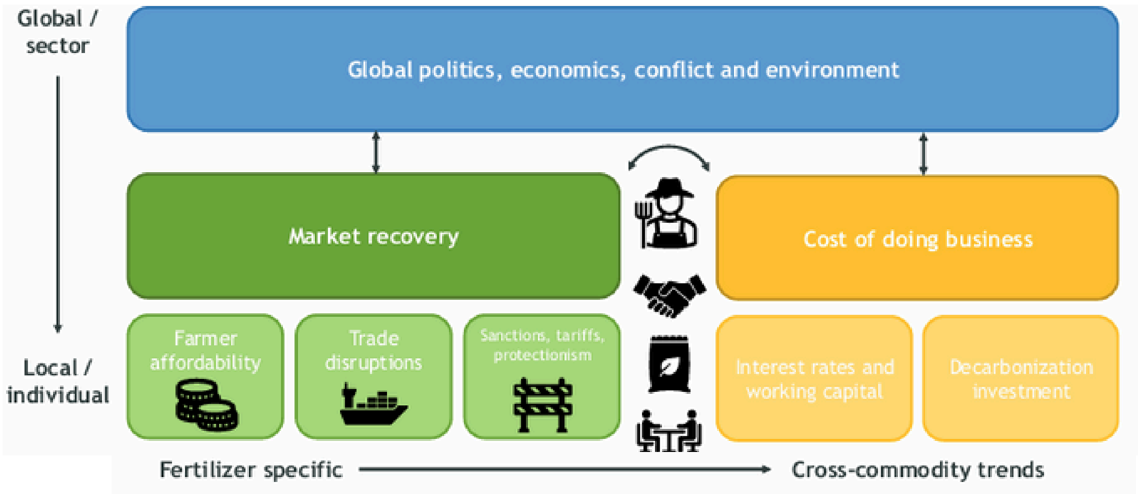
GLOBAL FERTILIZER INDUSTRY

Market Landscape

In H1 2025, the fertilizer market was shaped by macroeconomic and geopolitical turbulence. The US–China trade war, new US tariff policies, and escalating tensions in the Middle East heightened risks of supply chain disruptions.

Global fertilizer demand has been recovering since the second half of 2023, with the pace and scale varying by region, fertilizer type, and crop. Some markets have benefited from supportive policies and favorable crop-to-fertilizer price ratios, while others continue to face affordability challenges, leading to suboptimal application rates.

FERTILIZER MARKET DRIVERS



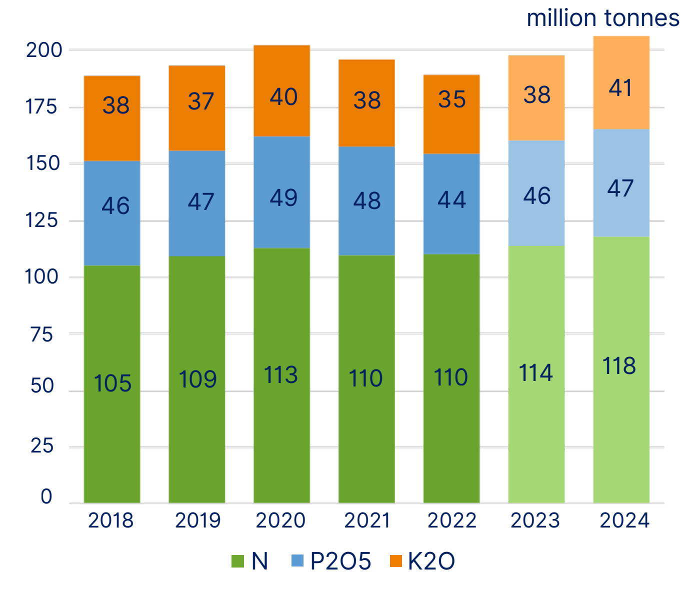
Source: IFA, SHS Research

Fertilizer Consumption

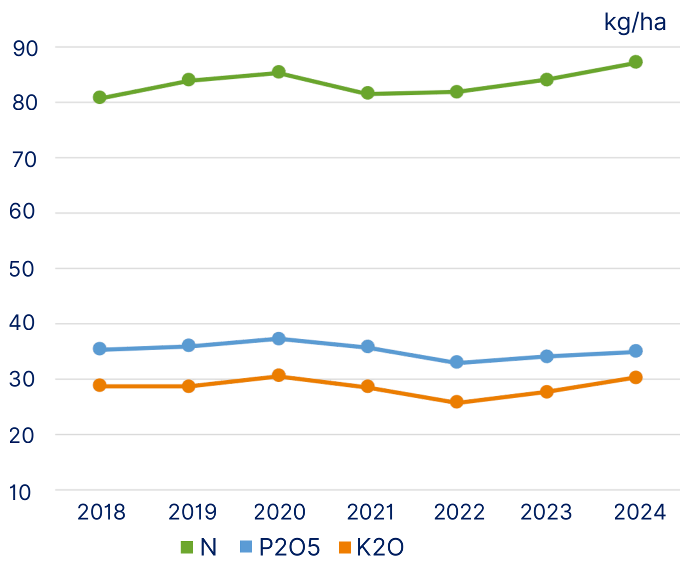
Fertilizer demand is influenced by factors such as cultivated area, crop yield, crop type, agricultural prices, fertilizer-to-crop price ratios, land conditions, subsidy policies, nutrient management regulations, and technological advancements.

Global fertilizer consumption rebounded in 2024. After two years of sharp decline (2021–2022), total fertilizer demand (N, P_2O_5, K_2O) recovered to 198 Mt in 2023 (+4.5% YoY) and is estimated to reach 206 Mt in 2024 (+4.4% YoY), surpassing the 2020 peak by 4 Mt. In 2024, nitrogen, phosphate, and potash consumption are projected at 118 Mt, 41 Mt, and 47 Mt, respectively—up 5%, 1.5%, and 4% from their 2020 levels. The recovery has been largely driven by the steep decline in nitrogen and potash prices since mid-2022, with prices remaining low through April 2024, improving affordability for farmers.

Global nitrogen consumption hit new record in 2024



Global average fertilizer application rates

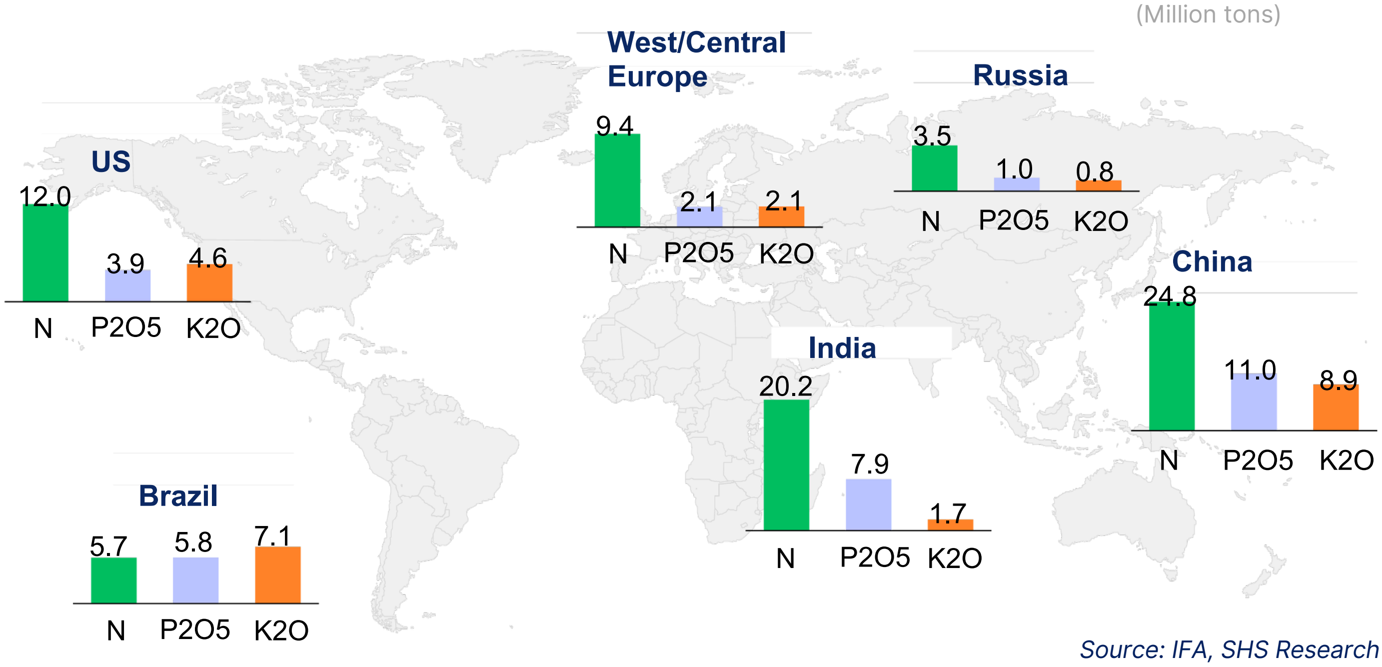


Global fertilizer application rate recovers to their peak in 2020. The average fertilizer application rate in 2024 (measured as total fertilizer use per harvested area) reached 152 kg/ha, increase 12 kg from 2022. This includes 87 kg/ha of nitrogen (N) (+2 kg vs. 2020), 30 kg/ha of potash (K_2O) (unchanged from 2020), and 35 kg/ha of phosphate (P_2O_5) (–2 kg vs. 2020).

Global nitrogen demand is projected to grow by over 3%/year during 2023–2025, driven by improving affordability and a renewed focus on food security in many countries—particularly China and India, which together account for over 40% of global nitrogen consumption.

Fertilizer consumption by region – 6 key markets

(Million tons)



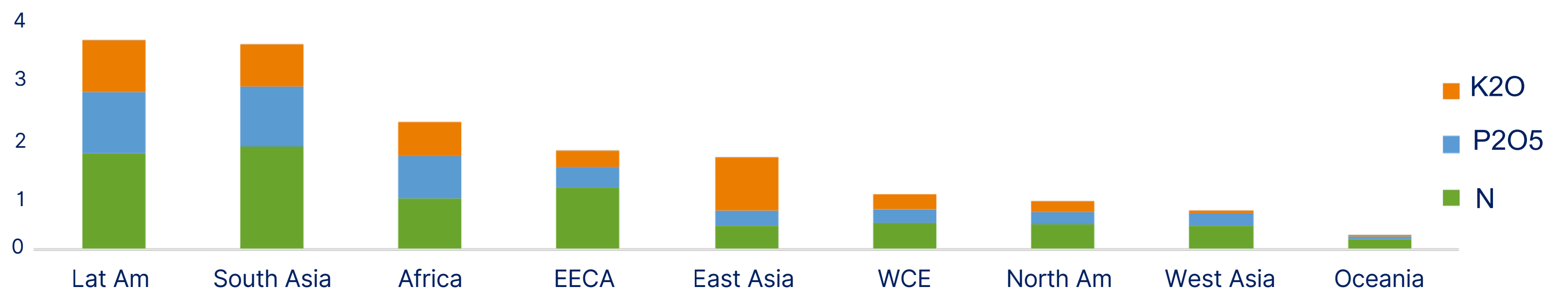
Source: IFA, SHS Research

Asia remains the world's largest fertilizer market, accounting for nearly 60% of total demand, followed by Europe (15%), North America (13%), Latin America (10%), and Africa (less than 3%).

Global fertilizer demand is projected to slow gradually toward 2029, with total consumption estimated to reach 224 Mt—an increase of 18 Mt from 2024, representing a 2% CAGR, down from 2.2% in 2025. This outlook aligns with expectations for improved nutrient use efficiency and plateauing agricultural output, reflecting slower population growth. Phosphate (P_2O_5) and potash (K_2O) consumption are expected to grow faster than nitrogen (N) in the medium term, with projected CAGRs of 7.8% and 5.4% respectively over 2025–2028, compared to 5% for nitrogen..

Latin America and South Asia are the key drivers of fertilizer demand growth.

(Absolute change in fertilizer use from 2024 to 2028, Million tons)



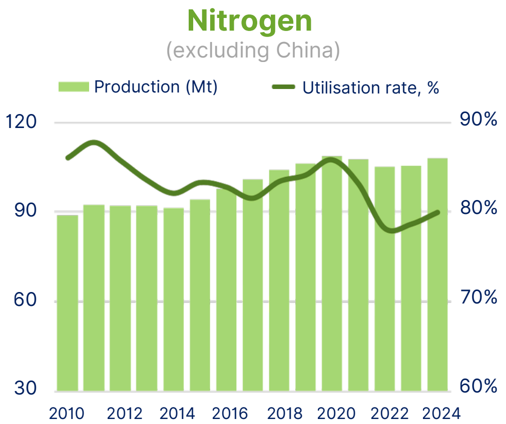
The key drivers of fertilizer market growth in the medium term include: **(i) fertilizer prices**, **(ii) agricultural commodity prices**, and **(iii) region-specific weather conditions.**

Geographically, **Latin America and South Asia** are the main growth drivers, **adding around 4 Mt in demand**. EECA is expected to grow by 2 Mt (+15%), supported by Ukraine's agricultural recovery. Although **East Asia's growth rate is relatively modest at around 4%, its large market size makes it a key volume driver**. In China, nitrogen and phosphate demand is rising but nearing saturation by 2028. The **implementation of the Carbon Border Adjustment Mechanism (CBAM)** from 2026 may **increase production costs** and **potentially curb fertilizer demand growth**.

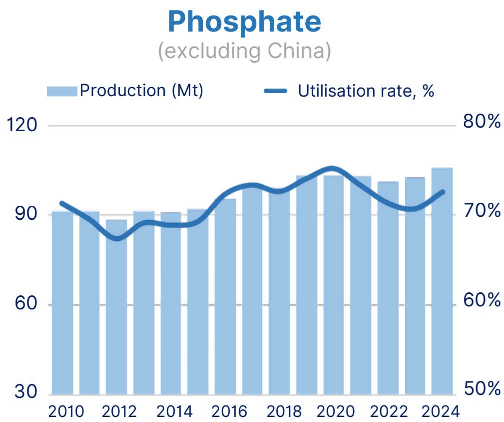
Global fertilizer supply continues to grow steadily

In 2024, **global fertilizer production increased across all three nutrient groups.** Ammonia output reached 190.5 Mt (+3% YoY), urea 201 Mt (+3% YoY), and phosphoric acid 89.6 Mt (+5% YoY), **driven mainly by China, Russia, Iran, and Nigeria**. Potash (MOP) production hit a record 76.6 Mt (+10% YoY), fueled by **strong demand recovery in East Asia and Latin America**, and the establishment of **new trade routes by EECA countries** in response to sanctions. MOP trade volume rose 10%, reaching an all-time high of 59.9 Mt.

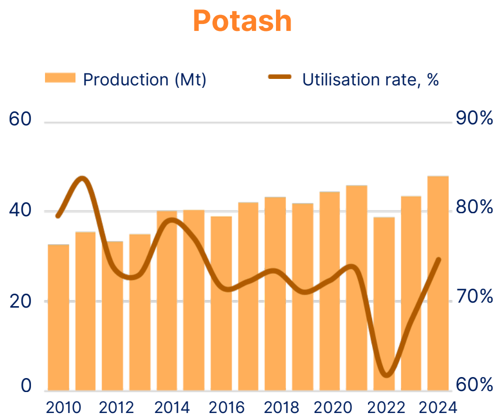
Fertilizer production has increased, but application rates remain at average levels



Utilization rate increase but remain below historical average.



Demand has gradually recovered to previous peak.



Utilization rate rebounded sharply over the past two years.

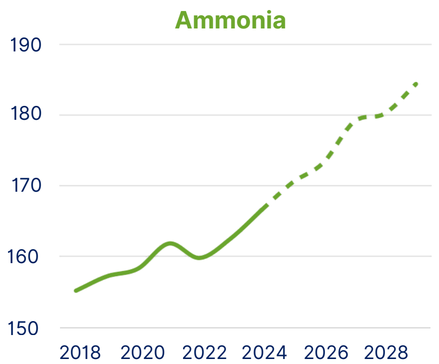
Source: IFA, SHS Research

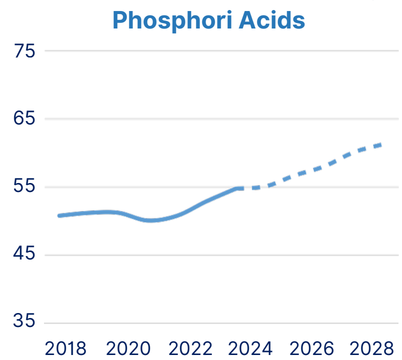
Global urea capacity is projected to grow faster than demand, leading to a surplus market. **Capacity is expected to rise 9%, from 166.6 Mt in 2024 to 184.9 Mt by 2029**, driven mainly by new plants in China and India (+4%), as well as in West Asia, Africa, and Europe (+14%). The supply surplus is forecast to reach 6.4 Mt in 2029, up 3 Mt from 2024.

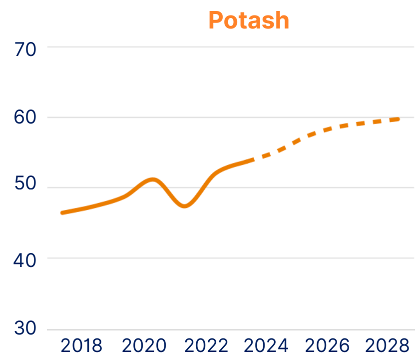
Phosphoric acid: Capacity is projected to increase by 12% to 71.7 Mt, driven mainly by Morocco, Saudi Arabia, India, Brazil, and Egypt. The surplus is expected to narrow to 0.9 Mt by 2027, supported by steady phosphoric acid demand growth of 5%/year.

Potash: Capacity is forecast to increase by 11% to 59.9 Mt, led by Laos, Canada, and Russia. Market is expected to remain stable, with the surplus rising only slightly from 13% to 14%.

Global Fertilizer Production Capacity Outlook (Mt)





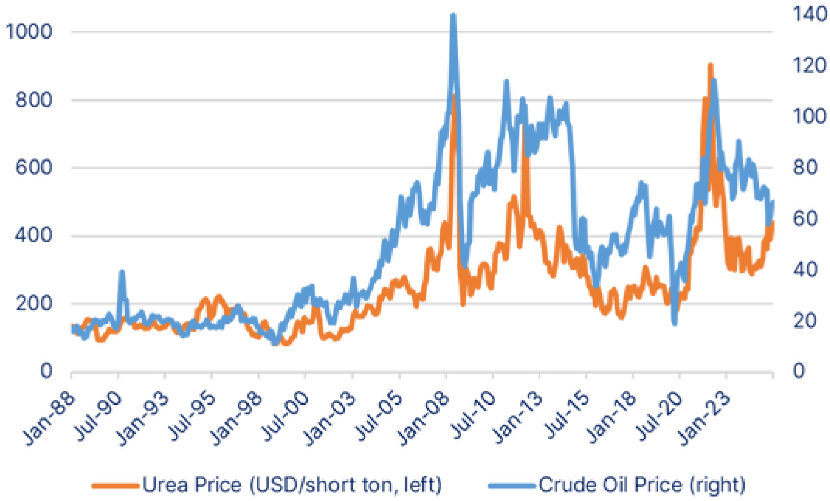


Global fertilizer price

Fertilizer production and consumption are highly cyclical and depend on agricultural seasons in different regions around the world. Fertilizer prices (represented by urea) tend to remain flat over extended periods and are influenced by **(i) energy prices** (as key input materials) and **(ii) global supply-demand dynamics.**

(i) Energy prices (input materials) experience a downward trend

Urea price performance and global crude oil price from 1988



Source: Bloomberg, SHS Research

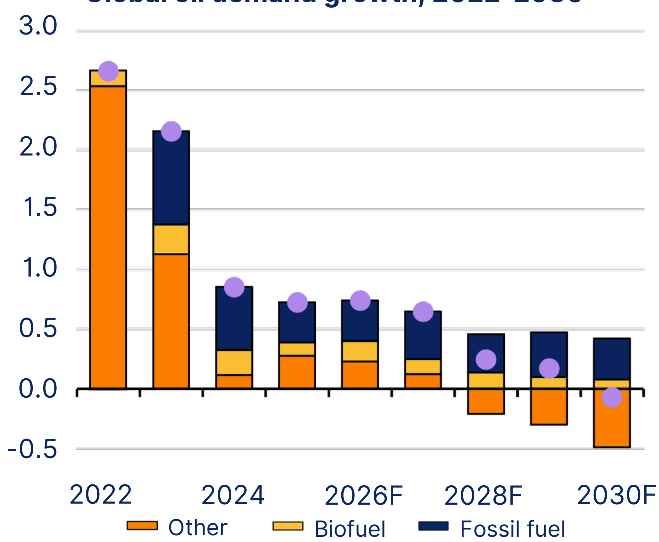
Crude oil prices directly impact the prices of alternative energy sources such as natural gas and coal, which are key input materials for fertilizer production.

After surging in 2022 due to geopolitical tensions, global crude oil prices began a downward trend, falling to USD 66/barrel by the end of July 2025 (-14% YoY), amid global oversupply pressures as OPEC+ continued to increase output to expand market share and exert pressure on U.S. shale oil producers.

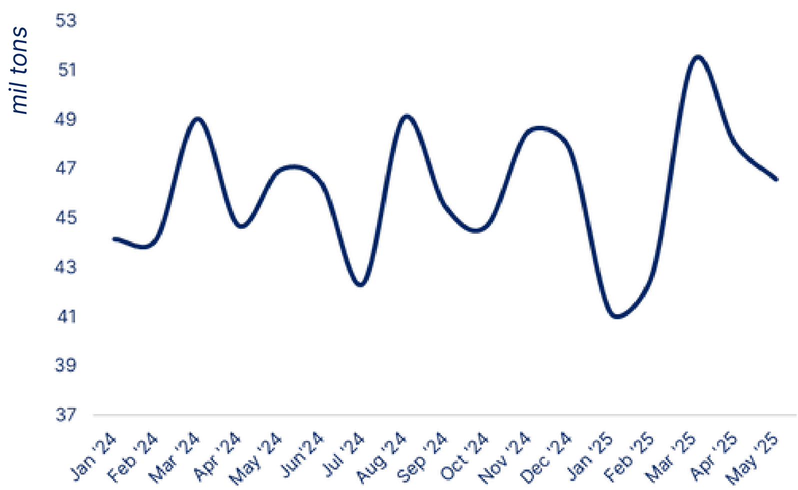
In addition, oil demand in China - one of the main drivers of global oil consumption growth -has remained sluggish due to a slowdown in economic growth, adding further downward pressure on oil prices in the near future.

SHS forecasts that oil prices will remain low in the upcoming period (as suppply exceeds demand) and might face short-term upward pressure on prices if (i) geopolitical tensions escalate or (ii) China increases its crude oil imports.

Global oil demand growth, 2022-2030

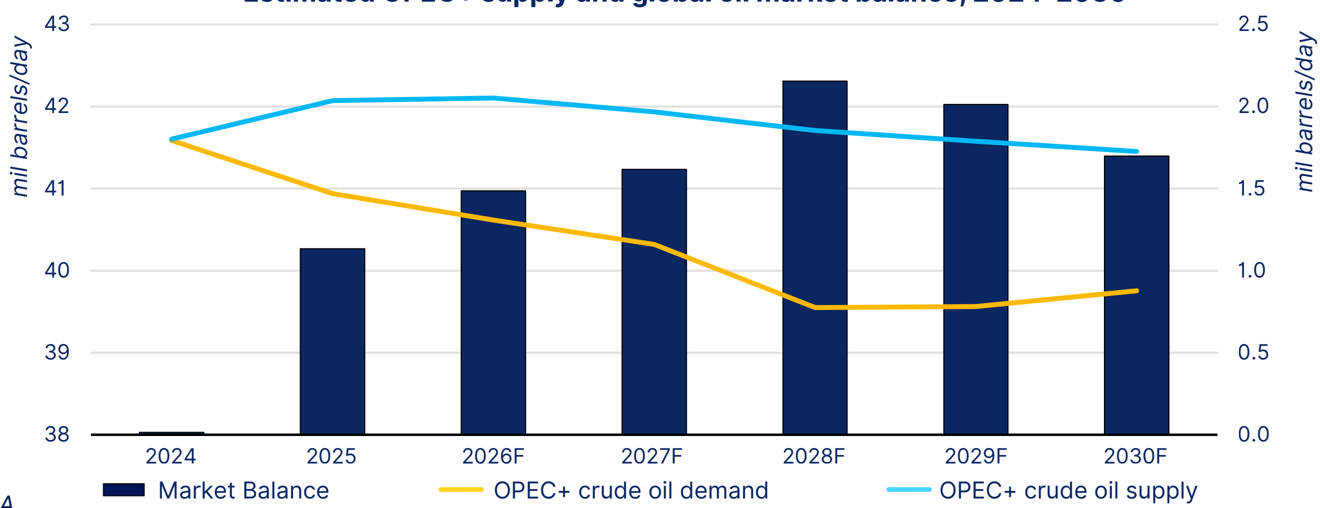


China's crude oil import volume



Source: IEA, Statista

Estimated OPEC+ supply and global oil market balance, 2024–2030



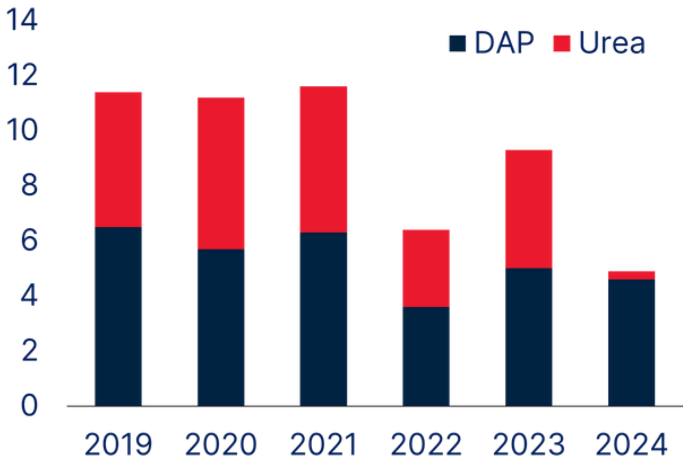
Source: IEA

(ii) Fertilizer demand is rising as supply conditions begin to recover

Global fertilizer supply continues to be affected by export restrictions in several key producing countries. China - which accounts for approximately one-third of global urea supply - has maintained its fertilizer export restrictions, leading to a sharp decline in DAP and urea export volumes from the country since 2024. Egypt, the world's sixth-largest urea producer, has indefinitely maintained a 30% cut in natural gas supply to all urea manufacturers. Meanwhile, Russia-the second-largest fertilizer producer globally, has not renewed its fertilizer export quota since May 2025, following EU sanctions. (From July 1, 2025, the EU implemented a new import tariff scheme on fertilizers from Russia and Belarus. This tariff will gradually increase over the next three years, from 6.5% to approximately 100% by 2028.)

Brazil's fertilizer price index increased by 26% YoY in 2025

China's fertilizer export volume(mil tons)



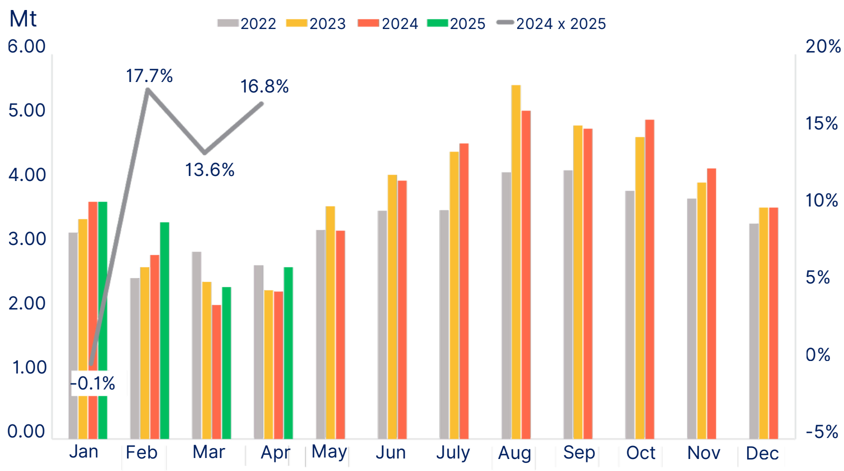
Source: Bloomberg, World Bank

Global fertilizer demand surged in 2025, thanks to the recovery and expansion of agricultural production in major markets such as Brazil, India, and African countries.

(i) Brazil's fertilizer imports reached 11.26 million tons in the first four months of 2025, +12.2% YoY, and are expected to continue improving in the second half of the year, supported by growing demand from key crops such as soybeans, corn, coffee, and sugarcane.

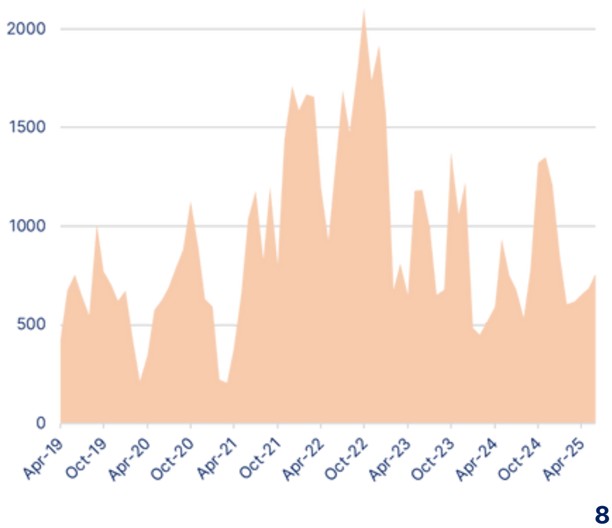
(ii) India-one of the world's largest fertilizer consumers-held a urea import bid in July 2025 for nearly 2 million tons. However, only around 229,000 tons were awarded, significantly below the target of 1.5 million tons. The shortfall was mainly due to Middle East conflicts and rising urea prices, which discouraged many suppliers from participating. Fertilizer demand in India is forecast to remain high in 2025, with a projected CAGR of approximately 6.5% through 2033.

Brazil's fertilizer price index increased by 26% YoY in 2025



Source: ANDA (National Association for Fertilizer Diffusion)

India's fertilizer import volume



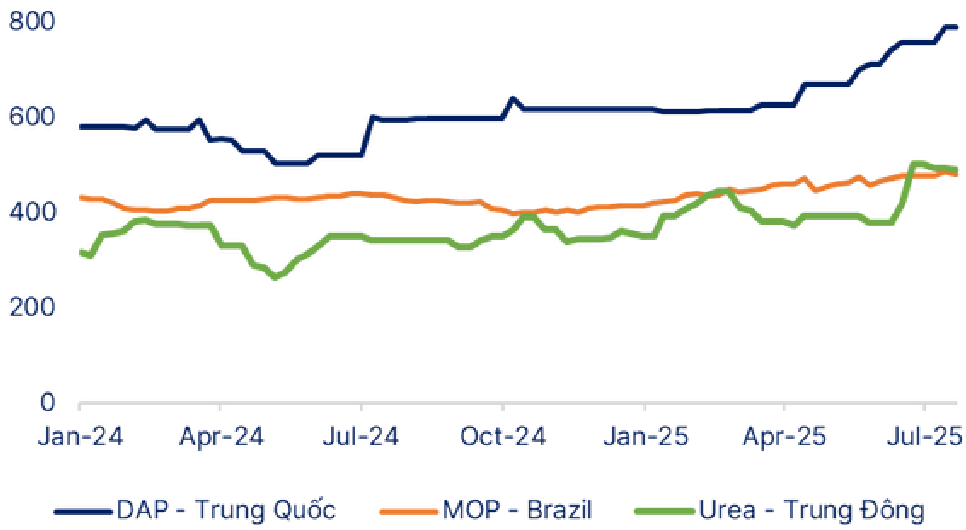
Global fertilizer prices enter an uptrend: Potash (MOP) and DAP prices have maintained their upward momentum for the sixth consecutive month since late 2024, rising 6.4% YoY and 9.5% YoY, respectively. The ongoing U.S.-Canada trade tensions, coupled with escalating U.S.-China conflicts, have further fueled speculative sentiment and constrained supply. Global urea prices surged in Q1 but came under correction pressure from mid-March. However, prices have recently rebounded amid renewed political instability in the Middle East, reaching USD 393.5/tonne (+11.8% YtD).

Global fertilizer prices maintained an upward trend in the first seven months of the year.

Source: Bloomberg, SHS Research

With robust fertilizer demand in key markets such as India and Brazil, combined with continued export restrictions from China and EU sanctions, **SHS Research expects global fertilizer prices to maintain their upward momentum, trading at elevated levels throughout H2 2025 to H1 2026** before gradually cooling in the second half of 2026.

DAP and urea prices posted strong gains in the first seven months of the year, +21% YoY

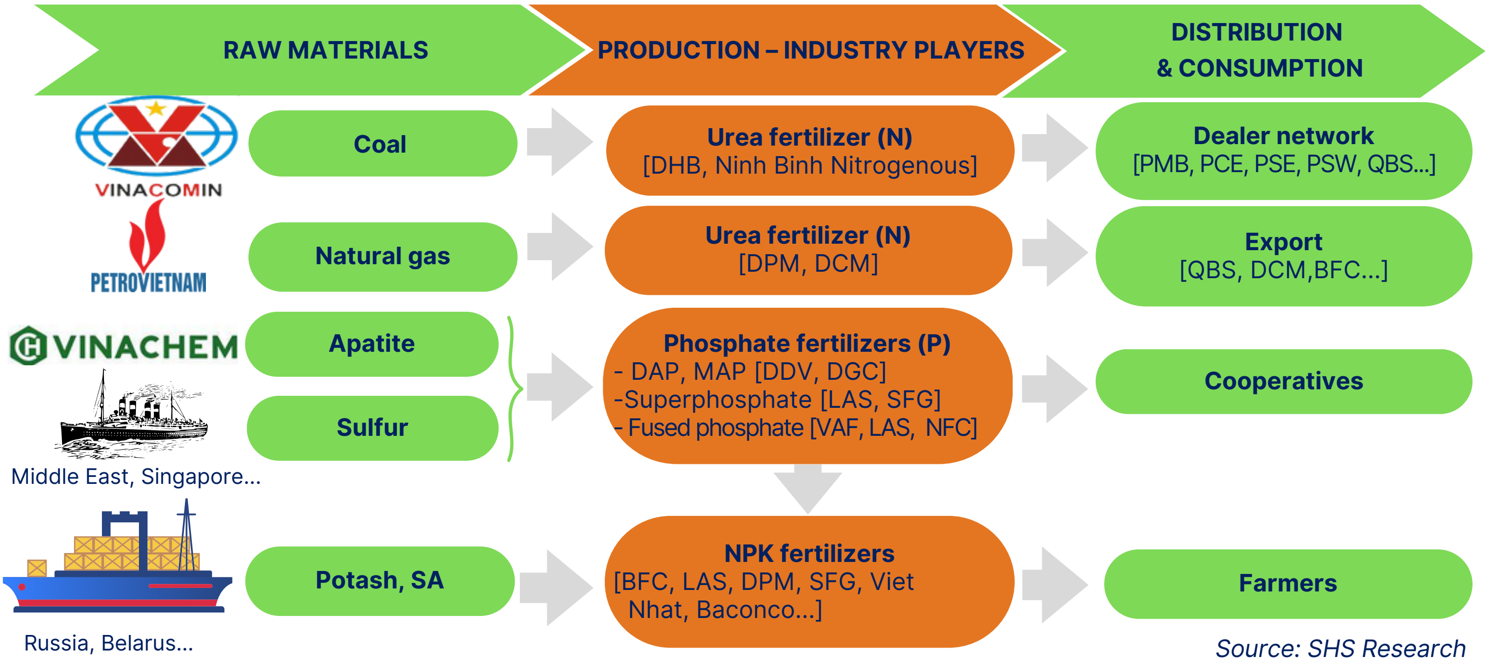


Source: Bloomberg, SHS Research

VIETNAM FERTILIZER INDUSTRY

Overview of Vietnam fertilizer industry

Fertilizer industry value chain



Source: SHS Research

(i) Raw materials

Vietnam currently relies heavily on imported raw materials, with a low localization rate for input materials, specifically.

Potash: Vietnam entirely dependent on imports (100%) as there is no domestic mining. Potash is mainly imported from countries such as Russia, Belarus, Israel, and Canada.

Sulfur: Largely dependent on imports from the Middle East and markets such as the UAE and Saudi Arabia.

Ammonia (NH3): Partially produced domestically but not sufficient to meet demand, so additional imports are required from countries like China and Thailand.

Natural gas Vietnam supplies a significant portion of natural gas domestically, but major nitrogen fertilizer plants such as Phu My Fertilizer (PVFCCo) and Ca Mau Fertilizer (DCM) would face shortages if domestic supply were insufficient.

Phosphate (DAP): Vietnam has apatite reserves in Laos and Cambodia for producing phosphate fertilizers (single superphosphate, fused phosphate). However, high-grade products such as DAP still need to be imported from China and other countries to meet domestic demand.

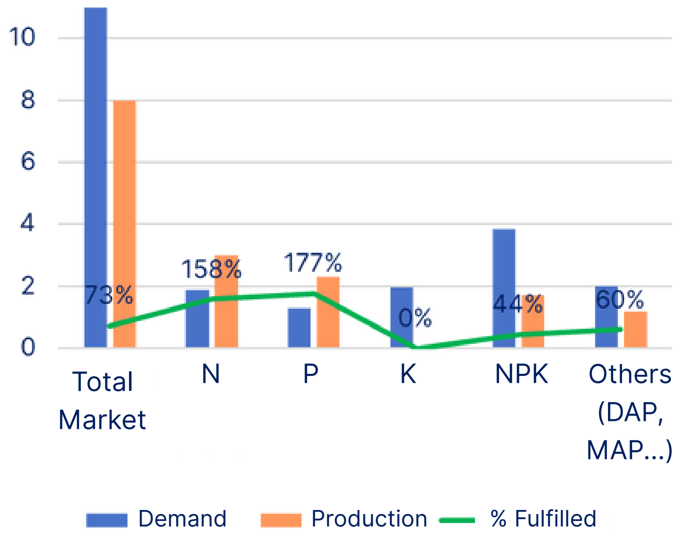
It is estimated that domestic sources can only meet about 40 – 50% of demand for input materials (mainly serving nitrogen and phosphate fertilizer production). Potash, sulfur, and ammonia remain highly dependent on imports. Products such as potash and SA benefit from a 0% preferential tariff under the Vietnam – EAEU FTA during 2022–2027.

(ii) Production – consumption

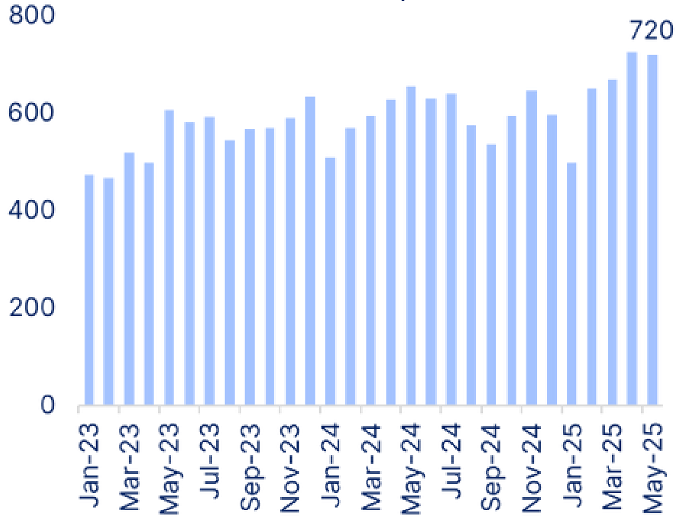
Vietnam's fertilizer production and consumption structure is currently imbalanced.

Domestic fertilizer demand is about 11 million tonnes/year, while domestic production capacity is around 8 million tonnes/year (meeting about 73% of demand). Urea accounts for the largest share of domestic production (about 1.1 million tonnes/year), followed by phosphate fertilizers (about 1 million tonnes/year), NPK compound fertilizers (accounting for about 44% of total output), and other specialized fertilizers.

Fertilizer Market Supply–Demand



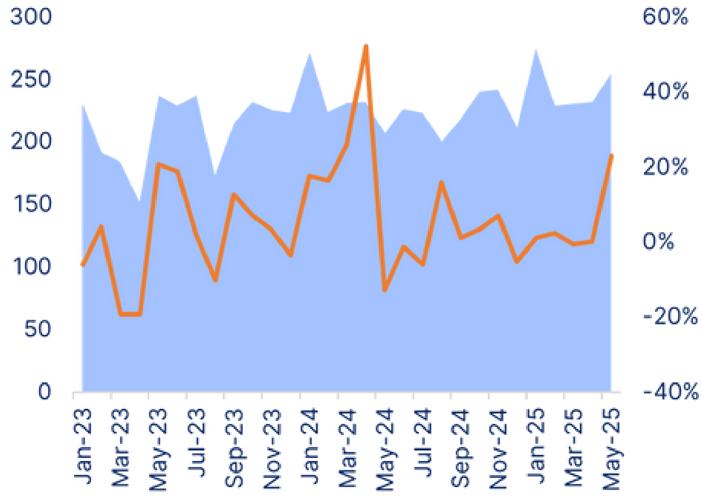
Total Fertilizer production in 5M 2025 reached over 3.4 million tonnes, +11.7% YoY.



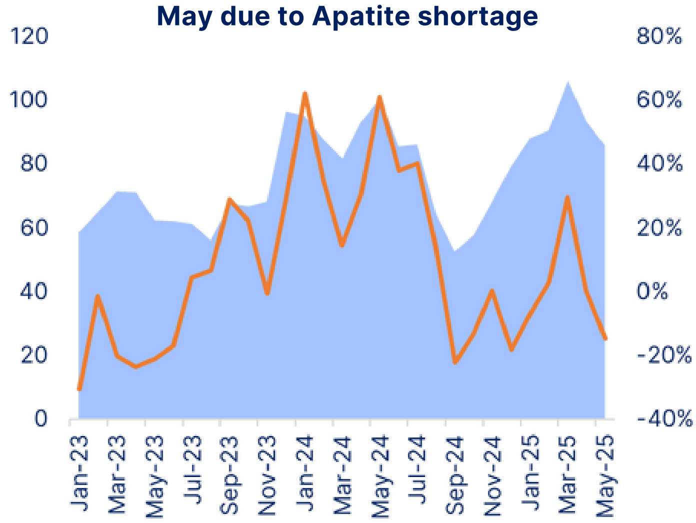
Source: Ministry of Industry and Trade, SHS Research

Under favorable pricing and weather conditions, **Vietnam's total fertilizer output in the first five months of 2025 rose sharply to over 3.4 million tonnes (+11.7% YoY)**. This included 1.2 million tonnes of urea (+4.9% YoY), 0.5 million tonnes of phosphate fertilizers (+12.2% YoY), 1.5 million tonnes of NPK (+18.8% YoY), and 0.2 million tonnes of DAP (+4.5% YoY). Fertilizer production in May reached 0.7 million tonnes, up 5.4% YoY.

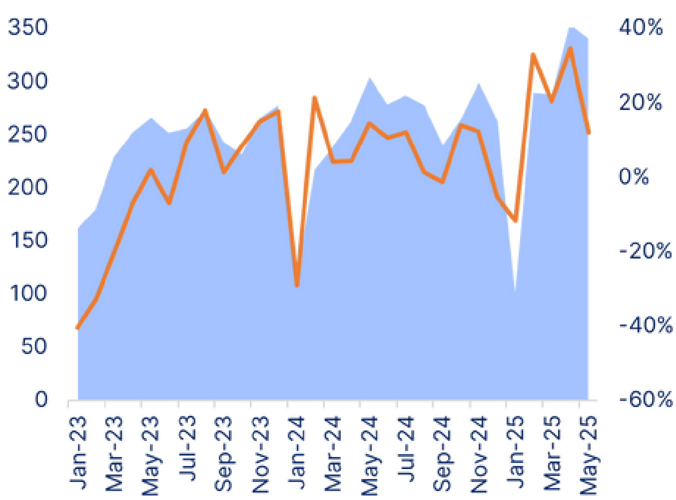
Urea production slightly increase in 5M/2025, +5% YoY



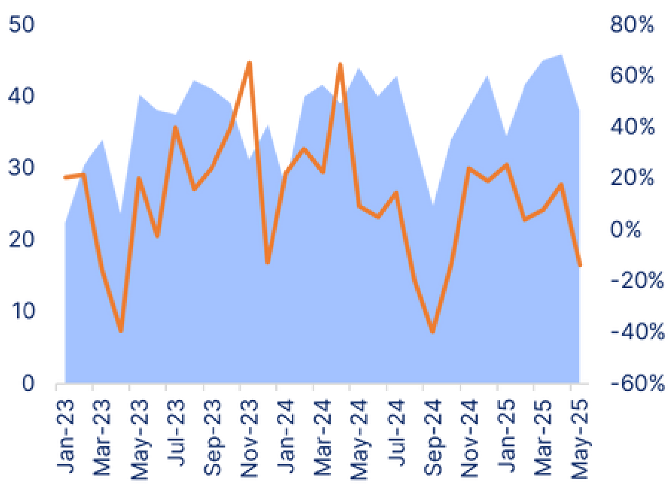
Phosphate production dropped by 15%YoY in May due to Apatite shortage



NPK production strong growth in 2025



DAP Fertilizer Output



Source: Ministry of Industry and Trade, SHS Research

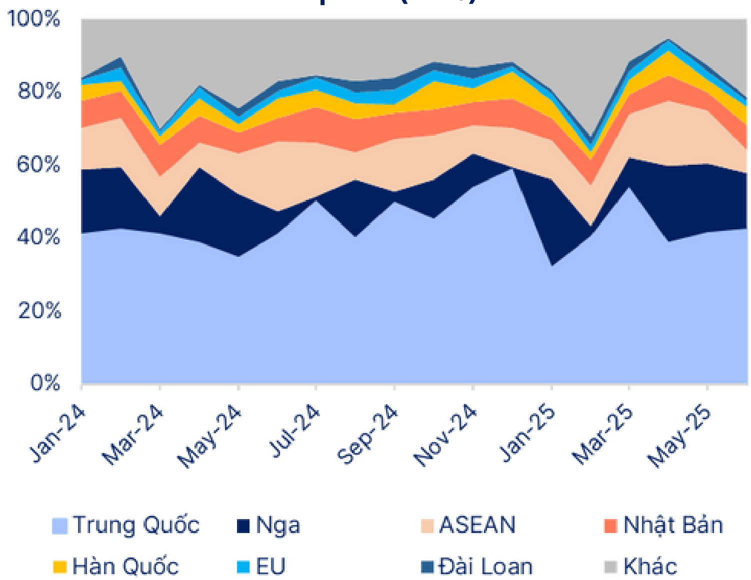
Vietnamese fertilizer manufacturers are actively expanding their sales in export markets. According to the General Department of Customs, in the first six months of 2025, Vietnam exported 1.12 million tonnes of fertilizers, valued at USD 449.61 million, up 23.9% and 24.3% year-on-year, respectively.

Vietnam's fertilizer exports are primarily destined for Cambodia, which accounted for 34% of total volume and 32% of total export value in H1 2025. South Korea ranked second, representing 10% of both export volume and value, followed by Malaysia in third place with 7% of total volume and 8% of total export value.

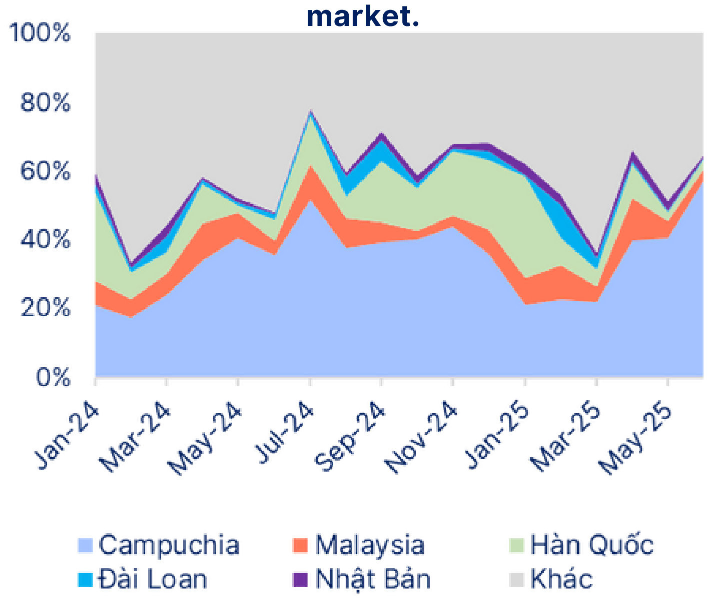
Effective July 1, 2025, the new 5% VAT law on fertilizers officially came into force, allowing domestic producers to claim input VAT refunds and enhancing their competitiveness against imported fertilizers.

Fertilizer imports in H1 2025 rose sharply year-on-year, reaching 3.2 million tonnes valued at USD 1.1 billion, up 22% YoY and 24% YoY, respectively. In June alone, import volume surged to 802.7 thousand tonnes (+46% MoM) as Vietnam entered its peak fertilizing season and China—the country's largest fertilizer supplier—opened its export window during its own low-demand season (typically late Q2 and Q4).

China remained the largest source of fertilizer imports (42%)



Cambodia is a strategic fertilizer export market.



Source: Ministry of Industry and Trade, SHS Research

Domestic fertilizer prices have been moving in line with global trends. **In the first six months of 2025, prices rose sharply across all product categories**, urea increased 10% YoY to an average of VND 11,500/kg; potash surged from VND 8,000/kg at the end of 2024 to VND 10,000/kg (+30% YoY); and DAP is currently priced at VND 20,000/kg, up 25% YoY.

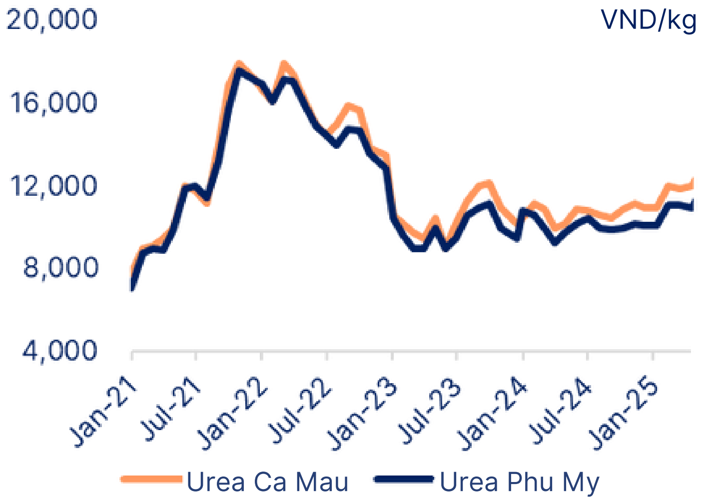
Fertilizer prices are expected to remain elevated through the second half of 2025 before entering a downward adjustment in 2026, due to:

(i) China's fertilizer export volumes have yet to recover to the levels seen during 2020–2022.

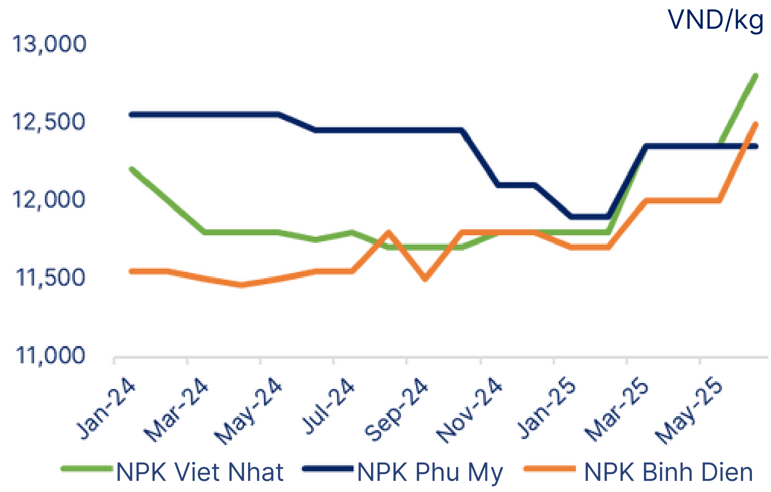
(ii) Countries in the region are increasing fertilizer imports from Vietnam amid political instability, which has raised concerns over national food security.

(iii) Rice prices are expected to remain at favorable levels, supporting improved affordability for farmers.

Domestic Urea prices increased by 11.3% YoY.



Domestic NPK prices slightly increased by 1.3% YoY.



Source: SHS Research

Benefiting from a dual advantage of (i) input material prices remaining relatively low and (ii) domestic fertilizer prices staying at elevated levels, fertilizer companies recorded solid business results in Q2 2025:

Business Performance of Fertilizer Companies – H1 2025

VND billion	Revenue	Gross Profit	Net Profit	EPS (TTM)	Cash & Cash Equivalents	Total Assets
DCM	9,444	2,087	1,219	2,925	11,051	18,160
DPM	9,421	1,552	624	1,388	12,085	18,542
DGC	5,705	1,961	1,728	7,712	12,179	18,098
BFC	6,089	787	259	5,239	359	3,599
DDV	2,757	427	275	2,415	1,456	2,689
LAS	2,668	402	123	1,370	770	2,811

Index

	P/E	P/B	ROE (TTM)	ROA (TTM)	Debt-to-Equity Ratio	Gross Profit Margin	Net Profit Margin	Profit Growth	% Profit Plan Completion
DCM	11.3	1.9	16.7%	10.3%	17.0%	20.1%	10.5%	37.7%	157.1%
DPM	25.0	1.4	5.8%	3.7%	31.0%	14.7%	4.3%	74.7%	190.0%
DGC	12.7	2.7	22.3%	18.7%	10.0%	34.3%	30.4%	-0.8%	55.4%
BFC	7.4	1.9	26.2%	9.5%	49.0%	13.5%	4.0%	-31.0%	92.7%
DDV	12.8	2.4	19.4%	14.7%	0.0%	13.9%	8.0%	139.5%	159.7%
LAS	13.5	1.6	11.7%	6.6%	44.0%	17.5%	4.2%	-24.0%	75.0%

Recommended Stock List: DGC, DPM, DCM, DDV

Analyst
Vu Nhat Anh
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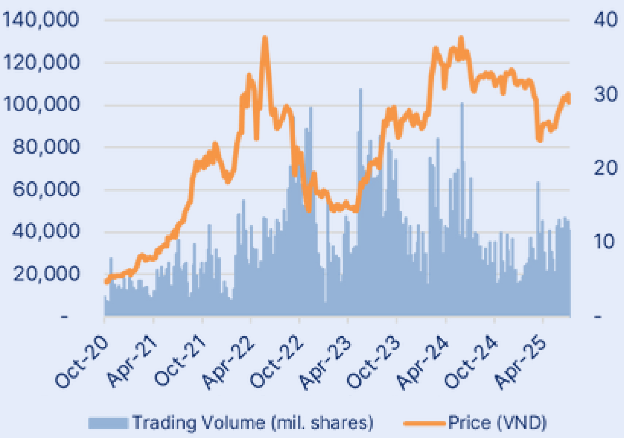
Recommendation: POSITIVE

Current price (07/30/2025):	103,900 VND
Target price:	**134,100 VND**

Basic parameters:

Market Cap (VND billion):	38.623,46
Outstanding Shares:	379.778.413
Listed Shares:	379.779.286
10-Day Average Trading Vol:	2.831.400
52-Week Low:	73.100
52-Week High:	119.000
State ownership:	0%
Foreign ownership:	14,93%
Free-float:	61,62%

Stock price performance



Source: SHS Research, FiinProX

(billion VND)	2023	2024	2025F
Total assets	15,601	15,821	18,510
Equity	11,707	13,358	15,441
Revenue	9,748	9,865	10,930
NPAT	3,252	3,107	3,361
ROE	29.4%	24.8%	23.3%
ROA	22.4%	19.8%	19.6%
EPS (VND)	8,190	7,864	8,486
BVPS (VND)	31,696	36,076	41,933

SHS Research maintains POSITIVE recommendation for DGC stock with the following updates:

- **Q2/2025 business results: VND 2,894 billion in revenue (+15.6% YoY; +3% QoQ);** thanks to a slight improvement in P4 selling price in Q2, +2% YoY. NPAT reached VND 890.8 billion (+1.2% YoY; +6.5% QoQ).
- **Accumulated in the first 6 months of the year, DGC's total revenue reached VND 5,705 billion, + 16.7% YoY; completing 54.9% of target.** Revenue increased sharply due to increase in selling price and consumption of DAP fertilizer in H1/2025. Gross profit reached VND 1,961 billion; +12.1% YoY; corresponding to a gross profit margin of 34.3% (-1% YoY; due to shortage of Apatite ore, DGC imported ore from Egypt.
- Net profit in H1/2025 reached VND 1,728 billion, +9% YoY, completing 55.4% of the yearly plan; TTM EPS reached VND 7,712/share.
- Duc Giang Alcohol Project will commercial operation in 2025 with expected revenue of VND 700 billion, gross profit margin of 10%. Nghi Son Chemical Project start construction from 17/02/2025, expected to operate commercially from Q2, 2026 with main products being Caustic Soda and PCl3 (PCl3 product helps to solve the excess Cl2 gas, superior to other Caustic Soda production enterprises on market).
- Healthy financial situation with abundant cash, at the end of H1/2025, DGC's cash and cash equivalents reached VND 12,179 billion; +14% YtD.
- Decree 199/2025/ND-CP: Increase export tax on yellow phosphorus (P4) from 5% to 10% from 01/2026 and 15% from 01/2027: short-term impact on selling price and profit margin of enterprises. In the long term, DGC can negotiate with partners on tax costs and adjust to reduce P4 export rate, increase Acid export.
- Bauxite Project: Expected to get factory construction license by the end of 2025.

RISK

- Systemic risk: Risk of fluctuation in input material prices and risks related to legal corridors.
- Operational risks: (1) Competitor risks, (2) Environmental and occupational safety risks.

SHS Empower Financial Prosperity

PETRO VIET NAM CA MAU FERTILIZER JSC (HOSE: DCM)

Analyst
Vu Nhat Anh
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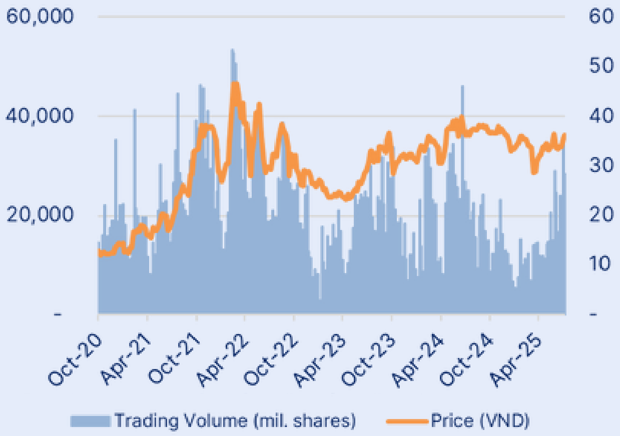
Recommendation: POSITIVE

Current price (07/30/2025):	36,350 VND
Target price:	**42,400 VND**

Basic parameters:

Market Cap (VND billion):	19.190,75
Outstanding Shares:	529.400.000
Listed Shares:	529.400.000
10-Day Average Trading Vol:	7.125.880
52-Week Low:	23.801
52-Week High:	36.977
State ownership:	75,56%
Foreign ownership:	5,12%
Free-float:	21,18%

Stock price performance



Source: SHS Research, FiinProX

(billion VND)	2023	2024	2025F
Total assets	15,238	15,729	15,671
Equity	9,936	10,144	10,851
Revenue	12,571	13,456	14,369
NPAT	1,110	1,428	1,772
ROE	10.8%	14.2%	16.9%
ROA	7.6%	9.2%	11.3%
EPS (VND)	2,095	2,682	3,335
BVPS (VND)	18,768	19,162	20,497

SHS Research maintains POSITIVE recommendation for DCM stock with the following updates:

- **Total consolidated revenue in Q2/2025 reached VND 6,037 billion,** +56% YoY; +77% QoQ. Revenue from Urea reached VND 2,438 billion (+32.8% YoY, driven by strong domestic demand when entering crop season). **Revenue from NPK increased sharply,** reaching VND 1,752 billion (+52.3% YoY; +236% QoQ) as NPK prices remained quite attractive (VND 13,000/kg) and DCM's M&A with KVF helped increase NPK production capacity. Revenue from trading and other products also increased sharply, reaching VND 1,559 billion (+141.7% YoY) and VND 511 billion (+34.6% YoY).
- **Accumulated in the first 6 months of the year, DCM's total revenue reached VND 9,444 billion, +42.9% YoY,** completing 67.5% of target; consumption increased sharply in NPK and trading, reaching 129.9 thousand tons (+68.9% YoY) and 186.1 thousand tons (+94.6% YoY). Selling prices increased sharply in 3 main products: Urea reached VND 9,300/kg (+7.8% YoY); NPK reached VND 17,500/kg (+10.7% YoY) and self-trading fertilizer reached VND 10,600/kg (+29.8% YoY).
- Gross profit in H1/2025 reached VND 2,087 billion, +57% YoY, gross profit margin 22% (+2% YoY); NPAT VND 1,219 billion, +30% YoY, completing 157% of target.
- Urea prices are expected to remain at elevated levels in H2/2025 and may edge up by 2–3% before entering downward adjustment phase in 2026.
- DCM invests in potential projects: Binh Dinh Factory Project, CO_2 food production project, warehouse replenishment project, Research and Application Center project in Long An...

RISK

- Systemic risks: (1) Risk of fluctuations in input material prices, (2) Risk of fluctuations in output product prices.
- Operational risks: (1) Competitor risks, (2) Environmental risks, (3) Some other risks.

PETROVIETNAM FERTILIZER & CHEMICALS CORPORATION (HOSE: DPM)

Analyst
Vu Nhat Anh
anh.vn@shs.com.vn

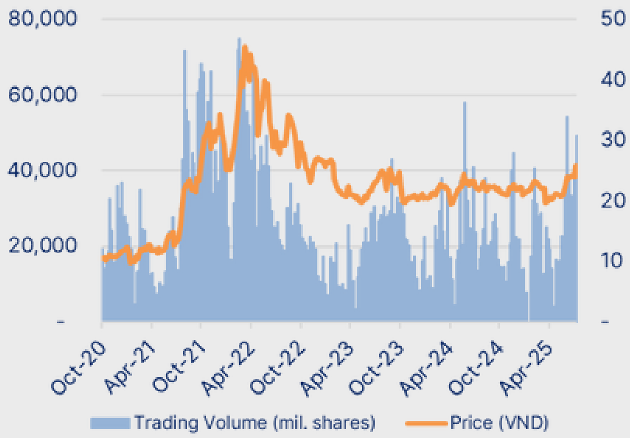
Recommendation: HOLD

Current price (07/30/2025):	41,500 VND

Basic parameters:

Market Cap (VND billion):	16.377,34
Outstanding Shares:	391.400.000
Listed Shares:	391.334.260
10-Day Average Trading Volume:	6.118.210
52-Week Low:	26.777
52-Week High:	41.800
State ownership:	59,58%
Foreign ownership:	8,26%
Free-float:	39,00%

Stock price performance



Source: SHS Research, FiinProX

	2022	2023	2024
Total assets	17.698,8	13.309,3	16.530,9
Equity	13.831,0	11.370,4	11.058,5
Revenue	18.627,2	13.569,2	13.496,1
NPAT	5.584,9	529,8	610,4
ROE	45,9%	4,2%	5,4%
ROA	35,3%	3,4%	4,1%
EPS (VND)	14.217,9	1.327,2	1.517,4
BVPS (VND)	27.371,4	35.813,6	29.497,2

PRICES OF INPUT MATERIALS DECREASE, CONSUMER DEMAND AND FERTILIZER PRICES GROWTH ARE THE DRIVING FOR BUSINESS PROFIT GROWTH

SHS Research maintains a **HOLD** recommendation for DPM stock with the following updates:

- **Net revenue in Q2/2025 reached VND 5,301 billion**, +34.3% YoY; +28.7% QoQ because Q2 is the peak period of the fertilizer season; at the same time, the prices of the company's output products also increased well in this quarter: Urea selling price Q2 +16% YoY; NPK price Q2 +3% YoY. **Gross profit and profit after tax increased sharply**, reaching VND 896.9 billion; +64.6% YoY and VND 413.2 billion; +75% YoY, respectively. Profit margin increased well in Q2/2025 due to the gradual cooling of input gas prices; **input gas prices are expected to continue to remain low in the second half of 2025** when DPM signs a new contract with GAS, helping to improve the company's profit margin.
- Accumulated in the first 6 months of 2025, **DPM's net revenue reached VND 9,421 billion, +30% YoY; completing 73% of the yearly plan**; pre-tax profit reached VND 754.6 billion; +30% YoY; completing 184% of the yearly plan; after-tax profit reached VND 624.2 billion; +24% YoY; completing 195% of the yearly plan.
- Putting fertilizers under the 5% VAT tax will help DPM increase its competitiveness against imported goods and improve the company's profit margin.
- Fertilizer products (Urea, NPK...) continue to maintain market share thanks to their distinct quality and extensive distribution system.
- Healthy financial position with abundant cash, low debt and regular dividend payments over the years.
- On August 8, 2025, **DPM closed the shareholder list to issue shares to increase equity capital from the development investment fund, at a rate of more than 73.7%.**

RISK

- Systemic risk: Risk of fluctuations in input material prices and output product prices

- Operational risks: (1) Competitor risks, (2) Operational risks, (3) Environmental risks.

Analyst
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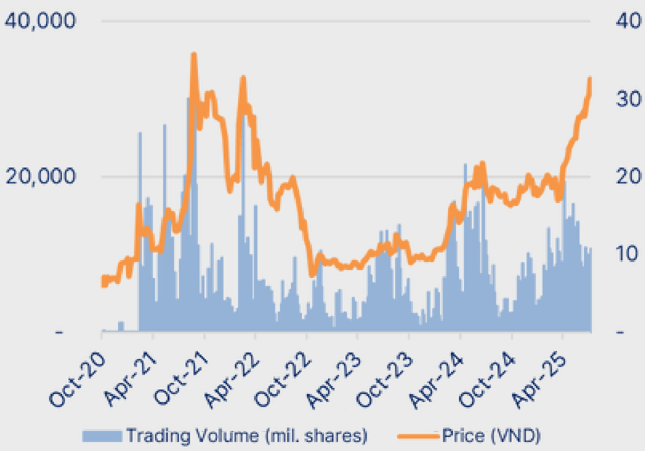
Recommendation: HOLD

Current price (07/30/2025): 31,200 VND

Basic parameters:

Market Cap (VND billion):	4.763,18
Outstanding Shares:	146,109,900
Listed Shares:	146,109,900
10-Day Average Trading Volume:	2.169.650
52-Week Low:	13.628
52-Week High:	31.231
State ownership:	64%
Foreign ownership:	4,85%
Free-float:	35,66%

Stock price performance



Source: SHS Research, FiinProX

(billion VND)	2022	2023	2024
Total assets	2,115	1,926	2,237
Equity	1,805	1,702	1,777
Revenue	3,270	3,181	3,365
NPAT	360	69	168
ROE	22.1%	3.9%	9.7%
ROA	18.2%	3.4%	8.1%
EPS (VND)	2,466	472	1,152
BVPS (VND)	12,356	11,649	12,161

POSITIVE BUSINESS RESULTS DUE TO A SHARP INCREASE IN DAP PRICES.

SHS Research recommends **HOLD** for DDV stock with the following updates:

- **Net revenue in Q2/2025 is VND 1,601 billion,** +71% YoY; +38% QoQ due to Q2 being the peak period of the fertilizer season; **DAP prices increased sharply in H1/2025, averaging VND 20,000/kg, +25% YoY.**
- **Gross profit and profit after tax increased sharply**, reaching VND 238.3 billion; +116% YoY, +27% QoQ and VND 153.3 billion; +139% YoY, +26% QoQ respectively. Gross profit margin in Q2/2025 reached 14.9%, slightly down from 16.3% in Q1 due to high input Apatite ore prices, domestic supply was not enough to meet production and business activities, forcing DDV to import ore at higher prices, eroding the company's profit margin.
- Accumulated in H1/2025, **DDV's net revenue reached VND 2,757 billion, +60.9% YoY; completing 83% of target.** DAP fertilizer revenue increased by 34% YoY to VND 2,227 billion. **Chemical revenue increased sharply, reaching VND 479 billion, up 22 times over the same period** due to revenue NH3 gradually becoming more stable, reaching about VND 600 billion/year with a profit margin of 15%/year (NH3 segment officially operates commercially from the second quarter of 2024)
- Pre-tax and after-tax profits reached VND 344 billion, +205% YoY and VND 275 billion; +204% YoY respectively; completing 160% of target.
- **Expectations that DAP prices will continue to stay high in the coming time (fluctuating between VND 18,000/kg - VND 24,000/kg)** support business activities of enterprises: DAP prices continue to stay high thanks to: (1) China's DAP export quota decreased by nearly 50% YoY, (2) India increased fertilizer imports to serve domestic demand (3) Prices of sulfur and Apatite ore - the main raw materials in DAP production remain high.
- Key investment projects: **completion of the P2O5 recovery line project in PG gypsum residue**; Continue to implement the project to improve the quality of phosphoric acid and produce MAP fertilizer, Na2SiF6 production line project and many other projects.

RISK

- Systemic risk: Risk of fluctuations in input material prices and output product prices
- Operational risks: (1) Competitor risks, (2) Operational risks, (3) Environmental risks.

RECOMMENDATION SYSTEM

OW: Expected price increase of 20% or more within a 12-month period.

Positive: Expected price increase between 10% and 20% within a 12-month period.

Hold: Expected price increase up to 10% within a 12-month period.

Negative: Expected price decline up to 20% within a 12-month period.

UW: Expected price decline of 20% or more within a 12-month period.

Attention Required: Stocks with unusual or significant developments or trading activities that may have a material impact on the business (informational purposes for investors).

No Recommendation: The research team is currently analyzing or will analyze the stock but does not provide an investment recommendation or target price due to subjective reasons or in compliance with laws and/or company policies. This typically applies in cases where SHS is providing strategic consulting, handling an IPO, etc., to avoid conflicts of interest.

Not Yet Rated: No investment recommendation or target price is provided due to a lack of sufficient information to make an investment judgment. Any previous recommendations or target prices, if any, are no longer valid for this stock.

Nguyen Minh Hanh
Head of Research

Vu Nhat Anh
Analyst

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