

Analyst

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Recommendation: **POSITIVE**

Current price (14/08/2025): 28.250 VND

Target price: **31.050 VND**

% Price Change: **10%**

Key Metrics:

Market Cap (VND billion): 16.377,34

Outstanding Shares: 679.934.260

Listed Shares: 391.400.000

10-Day Average Trading Volume: 7.431.270

52-Week Low: 15,410

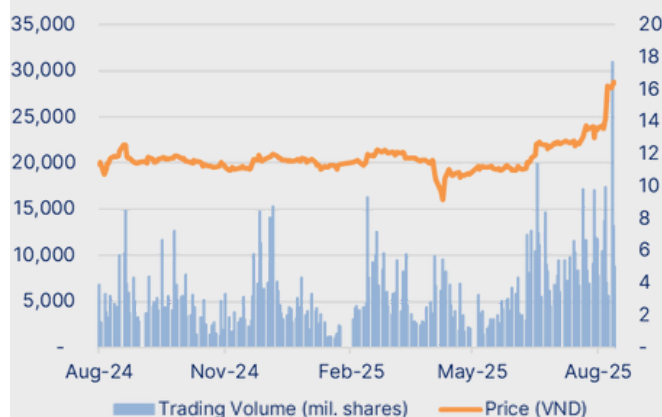
52-Week High: 29,900

State ownership: 59,58%

Foreign ownership: 8,42%

Free-float: 40,41%

Stock price performance



Source: SHS Research, FiinProX

	2023	2024	2025F
Total assets	13,309.3	16,530.9	16,165.5
Equity	11,370.4	11,058.5	11,323.3
Revenue	13,569.2	13,496.1	14,127.6
NPAT	529.8	610.4	1,097.2
ROE	4.2%	5.4%	9.8%
ROA	3.4%	4.1%	6.7%
EPS (VND)	1,327	1,589	1,515
BVPS (VND)	29,051	28,254	16,652

SHS Research maintains an **POSITIVE** rating on DPM, with a target price of **VND 31,200/share**, **upside 10%**, along with the following updates:

- **Net revenue in Q2/2025 reached VND 5,301 billion**, +34,3% YoY; +28,7% QoQ driven by the peak fertilizer season and significant increases in product prices: urea prices rose 16% YoY and NPK prices increased 3% YoY. **Gross profit and net profit rose sharply**, to VND 896.9 billion (+64.6% YoY) and VND 413.2 billion (+75% YoY), respectively. The strong margin improvement in Q2 2025 was **driven by easing input gas prices, which are expected to remain low in H2 2025** as DPM signs a new contract with GAS, further supporting the company's profitability.
- In the first six months of 2025, **DPM recorded net revenue of VND 9,421 billion (+30% YoY), completing 73% of its annual target**. Pre-tax profit reached VND 754.6 billion (+30% YoY), achieving 184% of the full-year plan, while net profit came in at VND 624.2 billion (+24% YoY), fulfilling 195% of target.

Outlook:

- 5% VAT on fertilizers enhances competitiveness against imports while improving corporate profit margins.
- **Input material prices are expected to remain low**, while **fertilizer demand and prices are projected to stay at elevated levels** in H2 2025.
- On August 8, 2025, **DPM finalized the list of shareholders for issuing shares to increase charter capital from the development investment fund, at a ratio of over 73.7%**.
- **Revenue in 2025 is projected at VND 14,127.6 billion (+4.7% YoY)**, with net profit of VND 1,103.6 billion (+81% YoY) and EPS of VND 1,599/share, equivalent to a forward P/E of 19.5x.

RISK

- Systemic risk: volatility in input material prices and output product prices.
- Operational risks: (1) competition risk, (2) operational risk: **DPM will conduct a full maintenance shutdown in Q4 2025**, with 2025 volume estimated to -3% YoY; (3) environmental risk.

DPM delivered strong earnings growth in H1.

Net revenue in Q2 2025 reached VND 5,301 billion, +34.3% YoY and +28.7% QoQ, driven by fertilizer sector's peak season and higher selling prices: urea prices rose 16% YoY and NPK increased 3% YoY in the quarter.

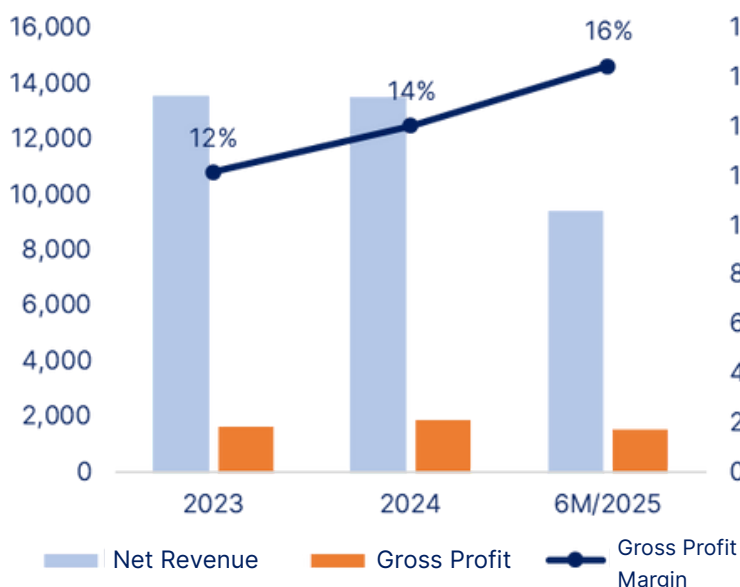
Gross profit reached VND 896.9 billion, +64.6% YoY, with a gross margin of 16.5% (+2.5% from 14% in 2024). Margin improvement in Q2 2025 was driven by easing input gas prices, which are expected to remain low in H2 2025 as DPM signs a new contract with GAS, further supporting the company's profitability.

Pre-tax profit surged to VND 501.9 billion (+97% YoY, +99% QoQ), supported by financial income of VND 98.1 billion (+87% YoY).

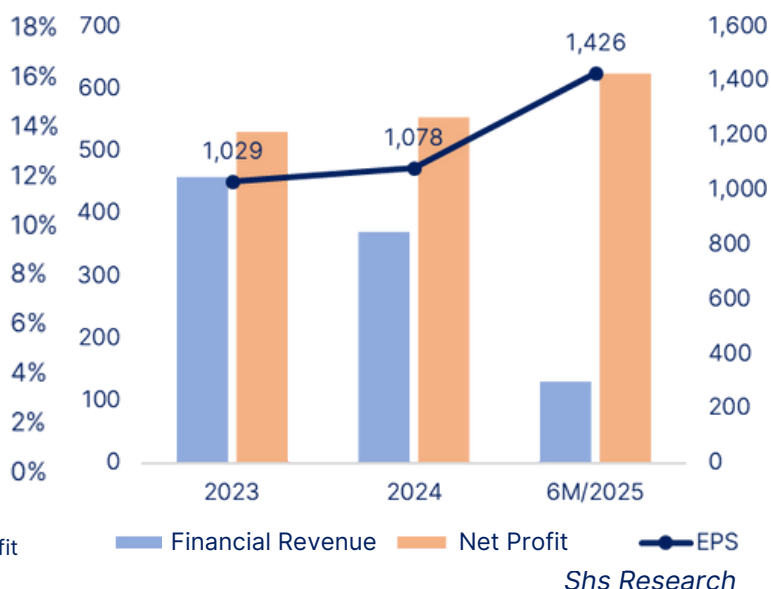
Net profit reached VND 413.2 billion (+75% YoY), equivalent to an EPS of VND 888/share, more than doubling from the same period last year.

In the first six months of 2025, **DPM posted net revenue of VND 9,421 billion (+30% YoY)**, completing 73% of annual target. **Pre-tax profit reached VND 754.6 billion (+30% YoY)**, fulfilling 184% of target, while **net profit reached VND 624.2 billion (+24% YoY)**, achieving 195% of target.

Strong 6M 2025 growth in revenue, profit, and margin

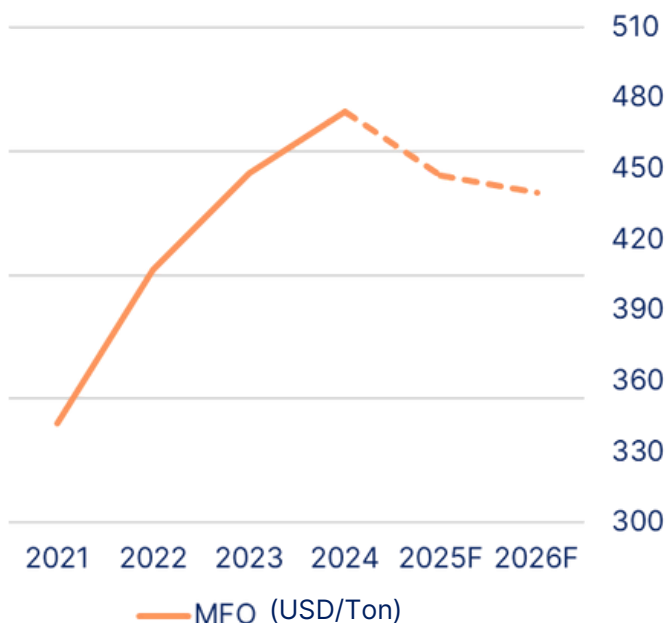


Net profit +24% YoY, achieving 195% of target.

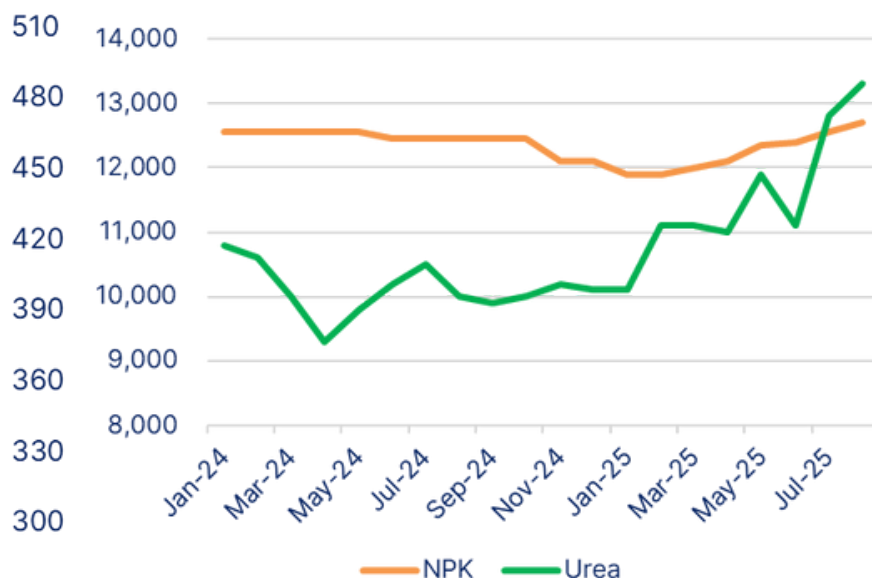


Shs Research

Oil prices fell 8% YoY in the first eight months



DPM's urea selling price +13% YoY in the first eight months.



Performance Forecast

With positive business results and a favorable fertilizer market in H1 2025, industry players benefited from a dual advantage of lower input gas prices and higher output fertilizer prices. - [Fertilizer Industry Report](#)), **SHS Research revises its 2025 estimates, projecting net revenue of VND 14,127.6 billion** (+4.7% YoY, +11.8% from the previous forecast); **and net profit of VND 1,103.9 billion** (+80.8% YoY, +109% from the previous forecast), equivalent to **EPS of VND 1,600/share**.

	2024		2025F		2026F	
	billion VND	%YoY	billion VND	%YoY	billion VND	%YoY
Net Revenue	13,496	-0.5%	14,128	4.7%	14,296	1.2%
Fertilizer Products	10,890.34	1.8%	11,455	5.2%	11,929	4.1%
Fertilizer Trading	1,907.68	-11.0%	2,435	27.6%	2,410	-1.0%
Chemicals	815.50	-3.0%	749	-8.2%	848	13.2%
Gross Profit	1,898.1	14.9%	2,500.5	31.7%	2,459.6	-1.6%
Gross Profit margin	14.1%	1.9%	17.7%	3.6%	17.2%	-0.5%
Net Profit After Tax	610.4	15.2%	1,103.9	80.8%	1,052.4	-4.7%
EPS (VND/CP)	1,517.4	14.3%	1,599.1	5.4%	1,524.4	-4.7%

Valuation

We value DPM using FCFF discounted cash flow method. Based on the revised forecast, the 12-month target price for DPM is **VND 31,050/share**, **upside 10%** from the closing price of VND 28,250/share on August 14, 2025.

	Value
Total Present Value of Cash Flows (million VND)	14,252,190
- Short-term and long-term debt (million VND)	3,422,026
+ Cash, cash equivalents, and short-term financial investments (million VND)	10,468,879
- Non-controlling interest (million VND)	177,419
Equity value (million VND)	21,121,624
Number of shares outstanding	680,000,000
Target price (VND/share)	31.061

APPENDIX

Balance sheet				
(billion VND)	2023A	2024A	2025F	2026F
Short-term Asset	9,565.1	13,221.9	12,331.8	11,893.5
Cash/cash equivalents	1,241.6	1,004.9	1,552.2	989.5
Short-term investment	5,385.0	9,464.0	7,756.7	7,862.8
Accounts receivable	642.2	655.6	560.7	572.5
Inventory	1,910.8	1,730.7	2,069.6	2,071.4
Other Assets	385.5	366.8	392.7	397.3
Long-term Asset	3,744.2	3,309.0	3,842.2	3,628.6
Fixed Assets	2,988.4	2,713.3	3,089.8	2,728.2
Long-term investment	33.4	34.2	36.0	38.7
Construction in progress	261.3	87.3	237.3	387.3
Other Assets	461.0	474.2	479.1	474.4
Total Asset	13,309.3	16,530.9	16,174.0	15,522.2
Short-term Liabilities	1,484.5	5,071.2	4,349.2	3,662.9
Accounts payable	768.4	688.9	726.8	714.8
Advance from customers	124.3	216.9	137.1	138.7
Short-term Liabilities	0.0	3,422.0	2,825.5	2,161.3
Other Liabilities	591.7	743.4	659.8	648.1
Long-term Liabilities	279.6	223.7	301.0	303.0
Long-term Liabilities	0.0	0.0	0.0	0.0
Other Liabilities	279.6	223.7	301.0	303.0
Total Liabilities	1,764.1	5,294.9	4,650.2	3,965.9
Equity Capital	11,370.4	11,058.5	11,329.9	11,346.5
Contributed Capital	3,914.0	3,914.0	6,800.0	6,800.0
Share premium	21.2	21.2	21.2	21.2
Retained earnings	2,838.3	2,526.5	2,689.1	2,602.0
Other equity	4,596.9	4,596.9	1,819.6	1,923.3
Minority interest	174.8	177.4	194.0	209.8
Total debt and equity capital	13,309.3	16,530.9	16,174.0	15,522.2

Cash Flow Statement				
(billion VND)	2023A	2024A	2025F	2026F
CFO	944.8	1,219.5	1,463.9	1,619.7
CFI	1,676.1	740.3	(342.4)	316.1
CFF	(3,462.6)	(1,412.5)	(1,684.2)	(1,123.2)
Total Cash flow	(842.3)	547.3	(562.7)	812.6
Cash & cash equivalents at the beginning	2,083.8	1,241.6	1,004.9	1,552.2
Cash & cash equivalents at the end of the period	1,241.6	1,004.9	1,552.2	989.5

Income statement				
(billion VND)	2023A	2024A	2025F	2026F
Revenue	13,569.2	13,496.1	14,127.6	14,296.0
COGS	11,917.4	11,598.1	11,627.0	11,836.4
Gross Profit	1,651.7	1,898.1	2,500.5	2,459.6
Operating Expenses	1,350.8	1,466.4	1,369.5	1,384.9
Operating Profit	300.9	431.7	1,131.1	1,074.7
Financial Income	457.6	369.1	296.7	272.4
Financial Expenses	71.2	65.0	107.1	89.7
Other Income	11.0	12.8	13.4	13.5
Profit/(Loss) from joint ventures	2.7	2.6	2.6	2.6
Profit before tax	691.0	742.9	1,327.9	1,264.8
Corporate income tax	161.1	132.5	224.0	212.4
Net profit after tax	529.8	610.4	1,103.9	1,052.4
Minority shareholders' interest	10.4	16.5	16.6	15.8
Net profit after tax of the parent company	519.5	593.9	1,087.4	1,036.6
Net Profit Margin (%)	3.9%	4.5%	7.8%	7.4%
EPS (VND)	1,327.2	1,517.4	1,599.1	1,524.4

Financial Ratios				
(billion VND)	2023A	2024A	2025F	2026F
Valuation Ratios				
Outstanding shares (million)	391,400	391,400	680,000	680,000
EPS (VND)	1,327	1,517	1,599	1,524
Profitability ratio				
Gross profit margin	12.2%	14.1%	17.7%	17.2%
Net profit margin	3.8%	4.4%	7.7%	7.3%
ROE	4.2%	5.4%	9.9%	9.3%
ROA	3.4%	4.1%	6.8%	6.6%

Leverage ratio (times)				
Interest coverage ratio	14.6	16.5	13.4	15.1
Debt to total assets ratio	0.0%	20.7%	17.5%	13.9%
Debt to equity ratio	0.0%	30.5%	24.5%	18.7%
Current ratio	6.4	2.6	2.8	3.2
Quick ratio	4.9	2.2	2.3	2.6

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.

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Financial data is provided by Bloomberg and FiinGroup.

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