

21/05/2026

RECOMMENDATION BUY

Target Price	44,700
Current Price	35,050
Upside	28%

STOCK INFORMATION

Shares Outstanding (mn)	96
Free float (%)	75%
Market Cap (VND bn)	3,414
3M Avg. Daily Volume (mn shares)	0.16
Foreign Ownership (%)	35%
First Listing Date	07/2009

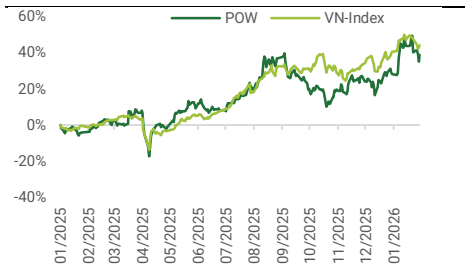
SHAREHOLDER STRUCTURE

Management	31%
KWE Beteiligungen AG	15%
Others	54%

KEY METRICS

TTM EPS (VND)	3,988
BVPS (VND)	21,563
D/E (%)	41%
ROA (%)	11%
ROE (%)	18%
P/E	9.2
P/B	1.6
Dividend Yield (%)	0%

SHARE PRICE PERFORMANCE



COMPANY SNAPSHOT

Dong Hai Ben Tre Joint Stock Company (HOSE: DHC) is an industrial paper and corrugated packaging manufacturer headquartered at Giao Long Industrial Zone, Ben Tre Province. The Company was originally established in 1994, converted to a joint-stock structure in 2003, and has been listed on HOSE since July 2009.

RESEARCH TEAM

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FAVORABLE OUTLOOK DRIVEN BY GROSS MARGIN EXPANSION

- In Q1/2026, DHC recorded favorable business results with net revenue and NPAT-MI reaching VND 967 billion (+17% YoY) and VND 137 billion (+81% YoY), respectively, primarily driven by a positive improvement in selling prices compared to the same period last year. Accordingly, DHC completed approximately 26% and 46% of its annual business plan targets, respectively.
- We have a **POSITIVE** outlook on DHC for 2026, mainly supported by improved selling prices compared to the same period, which contribute to revenue growth and margin expansion.
- We use a combination of the P/E multiples and DCF methods at a 70%:30% weighting to estimate DHC's fair value. Accordingly, we issue a **BUY** recommendation on DHC with a target price of VND 44,700/share, representing an upside potential of approximately 28% compared to the closing price on May 21, 2026.

Q1 2026 Business Results Update

In Q1/2026, DHC reported solid business results, with net revenue and NPATMI of VND 967 bn (+17% YoY) and VND 137 bn (+81% YoY), respectively – representing approximately 26% and 46% of the Company's full-year business plan. Details as follows:

- Net revenue in Q1/2026 posted healthy growth of +17% YoY, driven primarily by improvement in average selling prices, with estimated output prices reaching approximately VND 10.7k/kg (+14% YoY).
- Gross profit margin improved sharply by +9.0 percentage points YoY, driven by higher paper output prices. The primary catalyst was an industry-wide supply shock: 336 out of 338 paper mills in the Phong Khe cluster (Bac Ninh Province) were forced to shut down for non-compliance with environmental standards, reducing packaging paper supply by an estimated 1.5 million tonnes – equivalent to a roughly 20% decline in total industry designed capacity. This sudden supply tightening created a favorable supply-demand imbalance for remaining producers such as DHC, thereby contributing to higher average selling prices and gross margin improvement.
- NPATMI improved +81% YoY, driven by the positive YoY increase in gross profit margin.

2026F Business Results Forecast

For 2026, we forecast net revenue and net profit attributable to parent company shareholders (NPATMI) of VND 4,064 bn (+12% YoY) and VND 475 bn (+21% YoY), respectively. Details as follows:

- 2026F net revenue is estimated at VND 4,064 bn (+12% YoY), supported primarily by higher average selling prices amid tightening supply and resilient demand.
- 2026F gross profit margin is expected to improve by +2.3 percentage points, supported by higher selling prices and the partial utilization of low-cost inventory through end of Q2/2026.