



DIGIWORLD

Investor

Presentation

06.2026

**We don't provide solutions,
we are here to solve problems**

Digiworld Corporation
Ticker: DGW – HOSE

A Proven Market Builder with Sustainable Growth Momentum

Market Leadership

No.1 ICT distributor in Vietnam, anchored by a nationwide distribution network.

Laptops & Tablets

USD 1.0bn
market size

8.4% CAGR

No.1 Laptop distributor in Vietnam with >40% market share

Office Equipment

USD 5.0 bn
market size

8.0% CAGR

~7% market share

Mobile phones

USD 4.0bn
market size

1.4% CAGR

No.1 Xiaomi distributor in Vietnam with >50% market share
Top 2 Apple distributor in Vietnam

Home Appliances

USD 4.8bn
market size

8.0% CAGR

The sole distributor of Xiaomi MDA products in Vietnam

A Proven Market Builder with Sustainable Growth Momentum

Trusted Growth Partner

45+

leading global brands

Exclusive Market Expansion Services provider for global technology and consumer brands including Apple, Xiaomi, HP, Acer, Asus, and Dell

Compounding Growth Engine

Expanding from ICT → Home Appliances → FMCG → Automotive; leveraging

nationwide
distribution

ERP backbone

execution capability

to scale revenue, boost efficiency, and deliver sustainable returns.

Proven Execution (2015 – 2025)

Revenue

CAGR 20%

(VND 4.2 → 26.6tn)

Net profit

CAGR 18%

(VND 104 → 548bn).

ROE ~ 21%

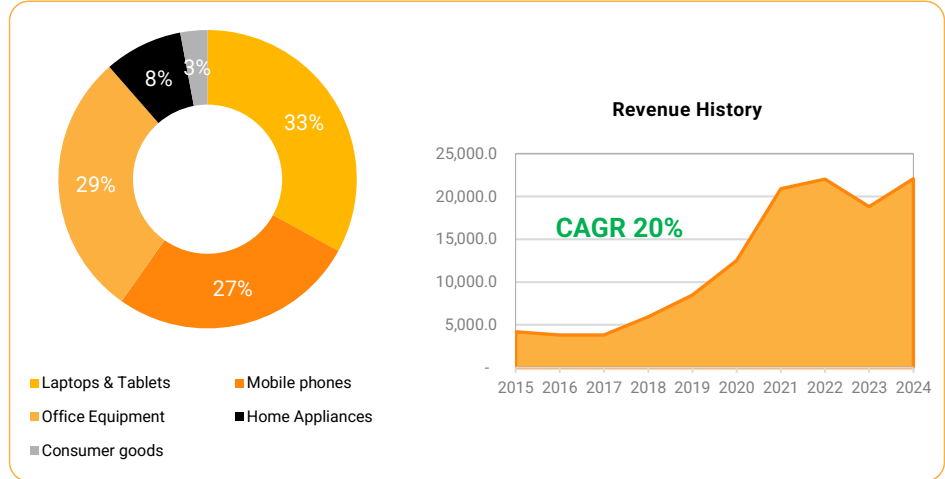
Clear Runway Ahead

- Accelerating digitalization, urbanization
- Rising income
- Untapped opportunities in new categories
- Supportive policies from government

25+ Years of Building Vietnam's Distribution Infrastructure

Year of Establishment	1997
Market Capitalization	~VND 9,200bn (USD 350mn)
Listing date	3 August 2015
FY2025 revenue	VND 26,632bn (USD 1bn)
FY2025 NPAT	VND 548bn (USD 21mn)
2025 EPS	VND 2,490
Distribution Network	20,000+ retail points nationwide
Number of employees	768

Updated: 31 Dec 2025



Proven Leaders with Long-Term Commitment



Doan Hong Viet
Chairman

1993-1997
Lien Phuong Co., Ltd.
1997-2003
Hoang Phuong Co., Ltd.
2003-present
Digiworld Corporation
Other current positions
Chairman of Members' Council of Created Future Co., Ltd.



Dang Kien Phuong
Member & General Director

1989-1994
Vietronic Thu Duc Co., Ltd.
1995-1997
T&C Co., Ltd.
1999-2002
Hoang Phuong Co., Ltd.
2003-present
Digiworld Corporation



To Hong Trang
Member and Deputy General Director

1997-2000
ANSV
Telecommunication Co., Ltd.
2000-2003
Hoang Phuong Co., Ltd.
2003-present
Digiworld Corporation
Other current positions
General Director of Created Future Co., Ltd.



Tran Bao Minh
Non-executive Member

2006-2012
BOM of Vinamilk, TH true milk, A Chau Food
2012-2018
International Dairy Products
2018-2020
Diageo Vietnam
2020-present
Vice president of Nutifood



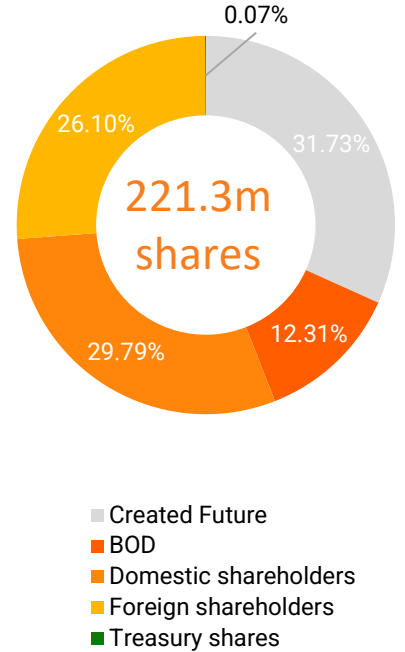
Nguyen Duy Tung
Independent Member

2007-2010
REE Corporation
2011-2014
REE Electric Appliances
2015-present
DOMESCO
Financial Director cum PIC of Corporate Governance



Pham Vu Thanh Giang
Independent Member

2007-2017
Mekong Capital
2011-2016
VAS
2012-2020
PNJ
2018-2023
Endeavor VN
2020-present
Genetica
2018-present
Trusting Social

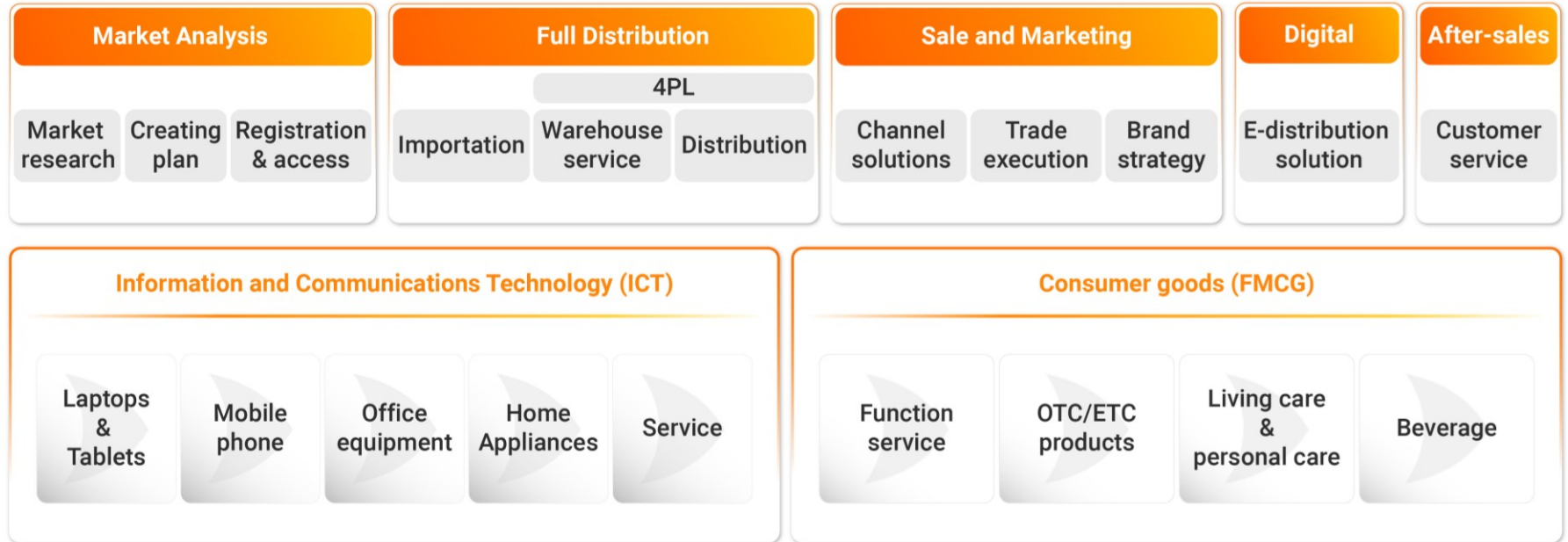


Our Principles

Digiworld is a billion-dollar company recognized for its role in the elevation of Vietnam and where everyone in the company well-rewarded and fulfilling their life purposes.



Beyond Distribution – The Market Expansion Services (MES) Model



Competitive Advantage - Core Capabilities That Create Value Across the Chain



Market Builder Expertise

- Market Insight
- Integrated MES
- Fast & Low-Risk Expansion.

Scale & Operational Excellence

- Nationwide Reach
- Digital Backbone
- Agile Execution
- Economies of Scale

Financial Strength & Capital Efficiency

- Asset-Light
- Capital Efficiency
- Financial Flexibility

Trusted Ecosystem Relationships

- Enduring Partnerships
- Market Trust
- Sustainable Growth

Trusted by the World's Leading Technology Brands

Digiworld - The Trusted Choice of Leading Global Brands

Partners: **45+** global brands



Since 2001



Since 2006



Since 2008



Since 2012



Since 2017



Since 2020

Not just a distributor, but **a trusted partner for market entry.**

M&A Integration Playbook



M&A

Investment Strategy

Add in new brands/products into existing distribution network.

Add in new distribution network/ sales channels into our eco-system.

Passport to enter a new industry/business.

Value added to Investees

Professional Management System.

Finance/ Capital

ERP /Logistics



After-Sales Service
B2X

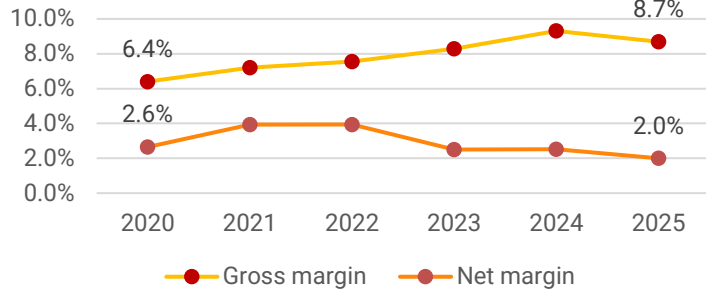
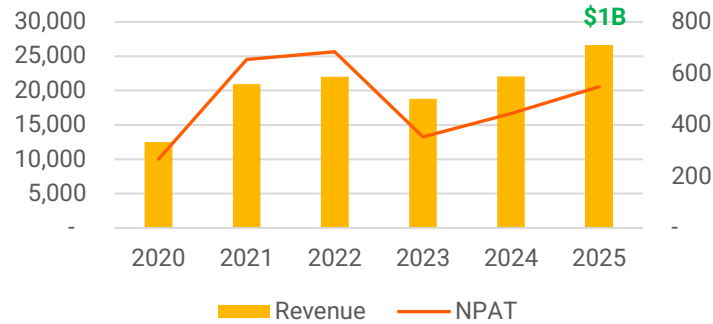
Industrial supporting equipment
(Tool, work supplies, consumables, PPE..)



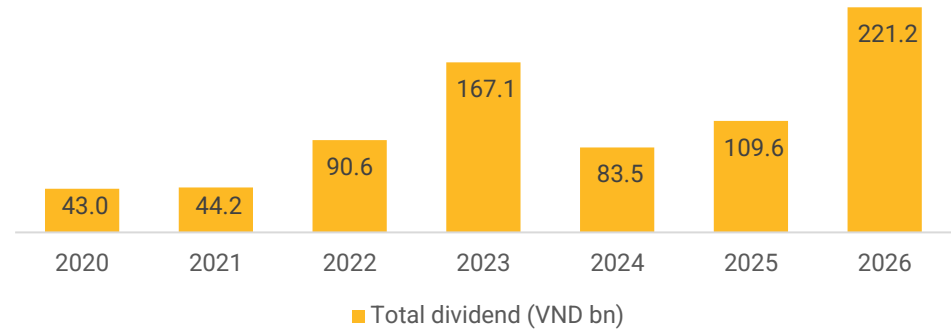
eCommerce
1DIGITAL

Solid Growth with Strong Profitability and Balance Sheet Discipline (2020-2025)

Unit: VND bn



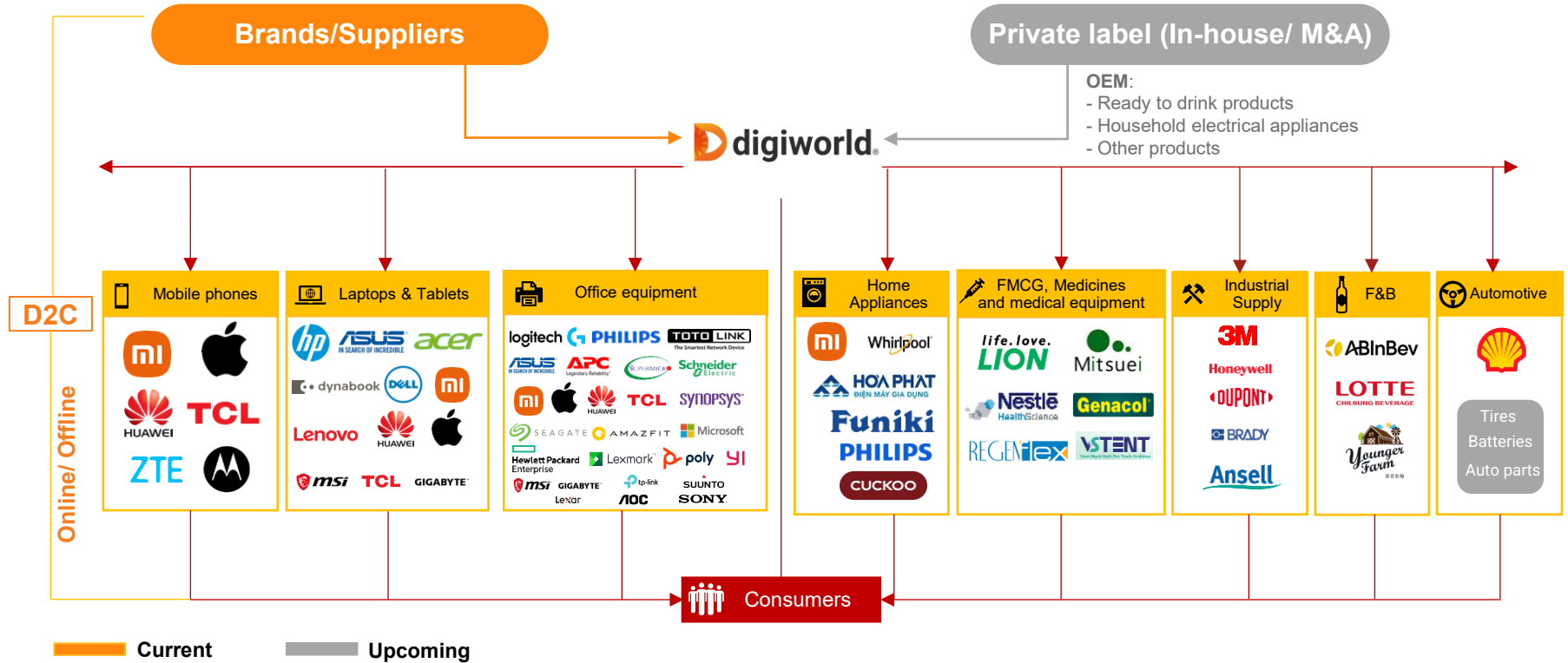
CASH DIVIDEND PAYMENT



Dividend Policy: Annual cash dividends of 20–40% of net profit, consistently paid for 10 consecutive years since listing.

D/E <1

One platform, multiple product lines, enabling scale without complexity



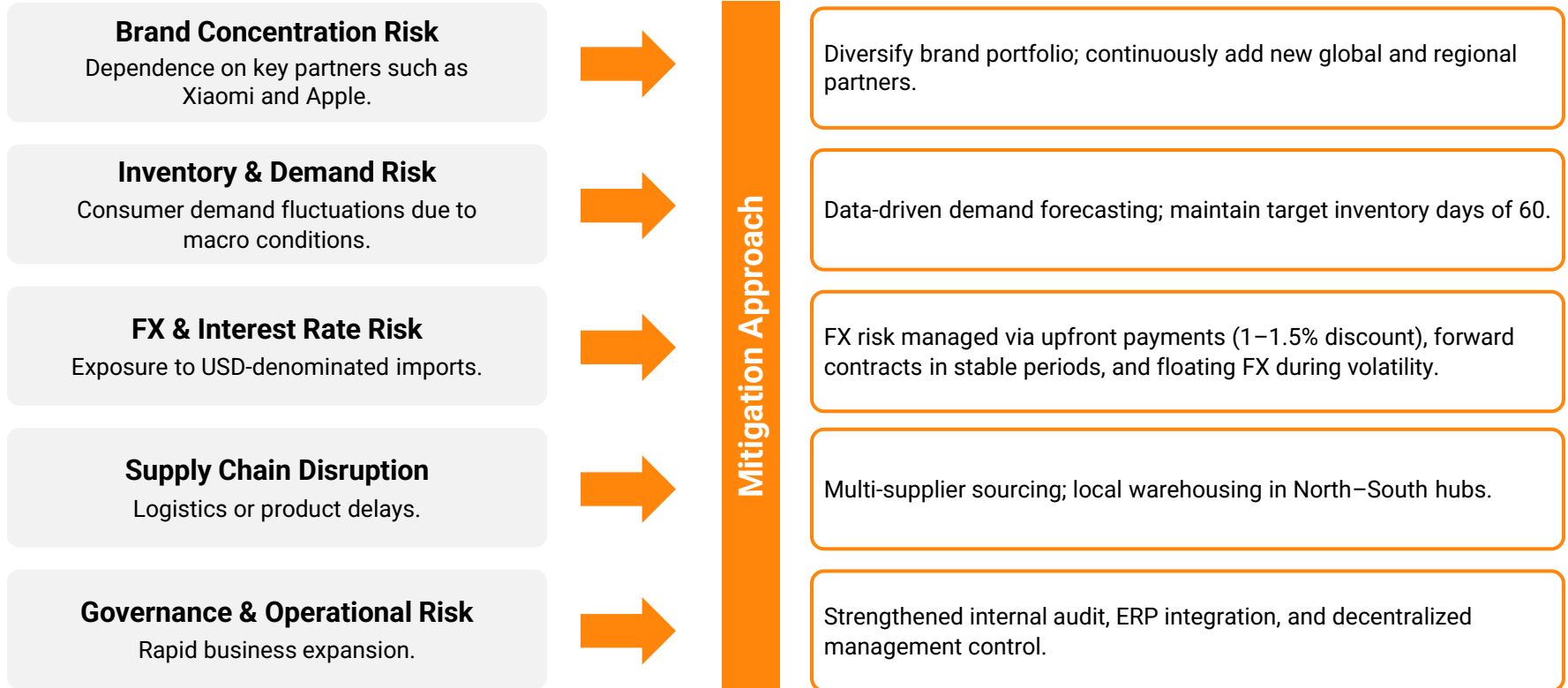
2030 Growth Roadmap

GROWTH STRATEGY	Strengthen & Scale 60+ brands >3 new global brands each year Strengthen upstream capabilities	Diversify Expand product lines Enter >2 new categories Unlock growth via >5 M&A deals	Leverage Optimize structure & processes Digitize with advanced tech (S/4HANA)
SUSTAINABILITY	Environment 50% emission reduction 1M trees planted 100% paperless internal processes	Social 200 scholarships 50,000 runners 1M km target 1,000 blood units donated	Governance 100% timely bilingual disclosures 100% shareholder inquiries addressed Zero regulatory penalties or material compliance breaches
GROWTH PHILOSOPHY: 3C	Human Capital Develop a high-performing team	Chances Be ready to seize every opportunity	Cornerstone Build a strong and reliable infrastructure

Solid Growth Outlook with Improving Margins and Cash Flow (2025-2030)

SOURCE OF GROWTH	Double digit growth Top line 15-25% CAGR	Steady margin improvement Gross margin toward 10%	ROE > 15%
STRONG BALANCE SHEET	Debt/Equity < 1x	Ample Cash + Cash equivalents Quick Ratio > 1	Cash conversion cycle ~ 60 days
CAPITAL ALLOCATION		Business growth, M&A (~60%)	Dividends (~40% payout)

Disciplined Risk Management for Sustainable Growth



ESG Integrated into Everyday Operations



Why DGW



Truly Vietnam, Truly Market Builder

CONTACT INFO

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khatu@dgw.com.vn



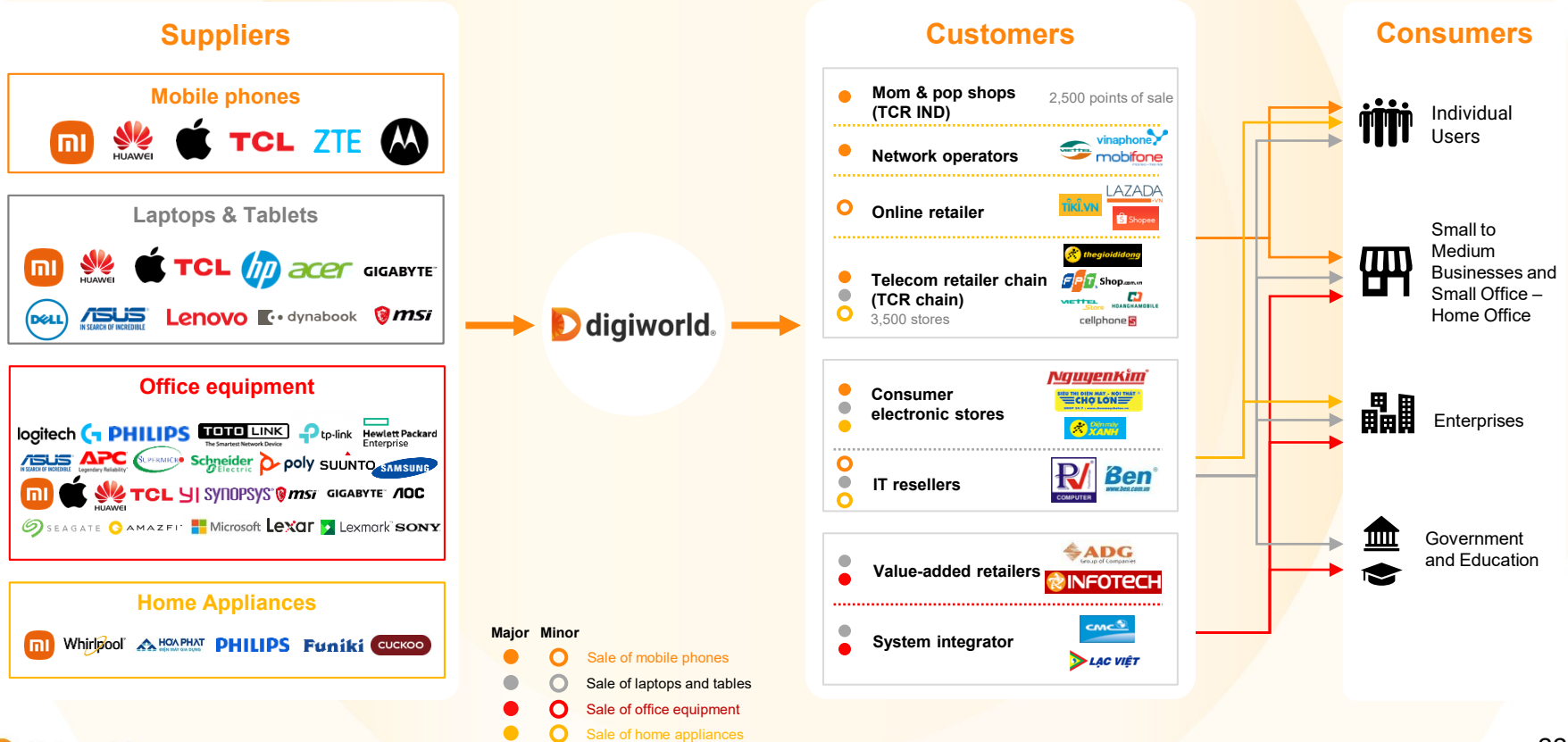
 (028) 3929 0059

 digiworld.com.vn

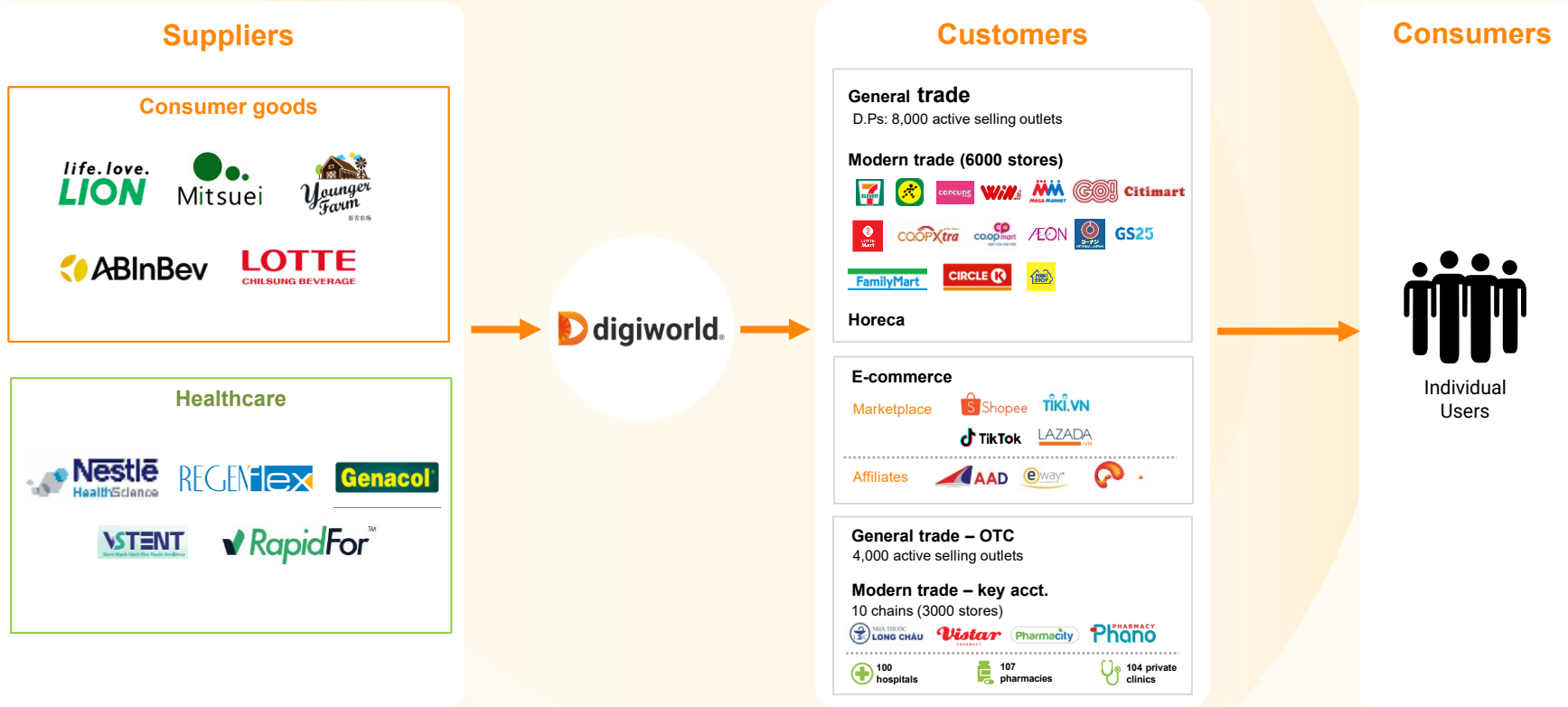
Appendix



ICT – Distribution network



Consumer Goods & Healthcare – Omnichannel fulfilling



1Q26 business results – Laptops & Tablets

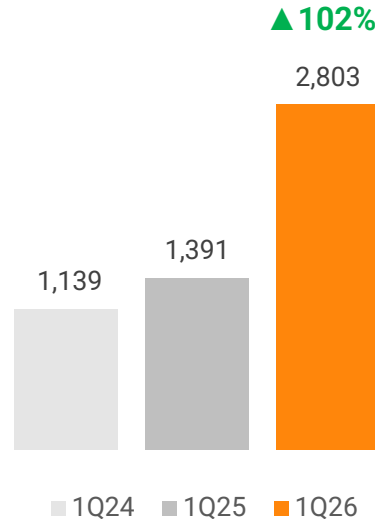
VND2,803bn
Revenue

Partners
>12
Global brands

↑ 102%
Revenue growth (yoy)

33%
Revenue proportion

Revenue of Laptops & Tablets



Unit: VND bn

1Q26 business results – Mobile phones

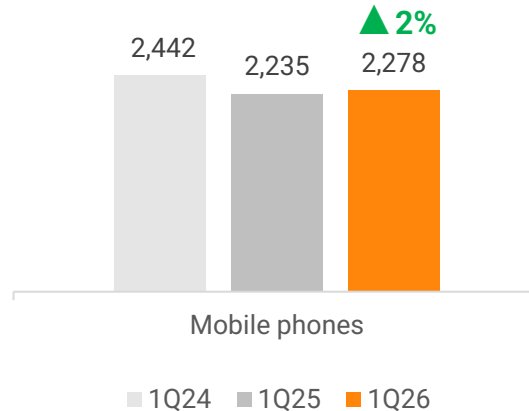
VND2,278bn
Revenue

Partners
>5
Global brands

↑ 2 %
Revenue growth (yoy)

27 %
Revenue proportion

Revenue of Mobile phones



Unit: VND bn

1Q26 business results – Office Equipment

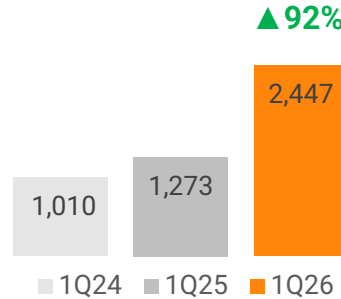
VND2,447 bn
Revenue

Partners
>26
Global brands

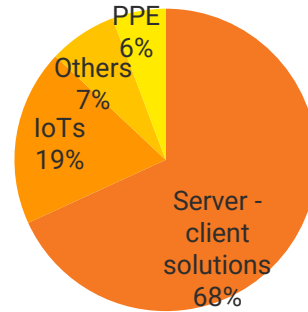
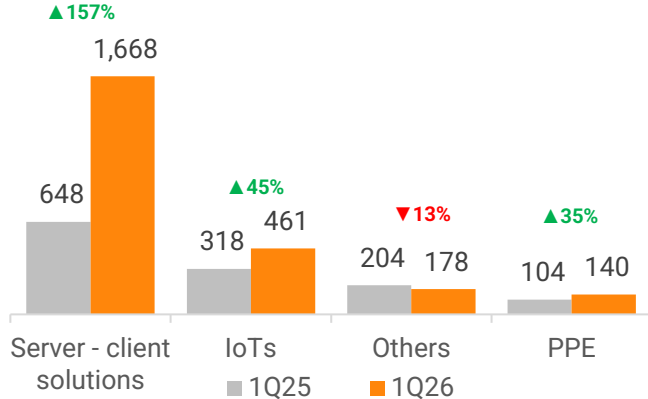
↑ 92%
Revenue growth (yoy)

29%
Revenue proportion

Revenue of Office Equipment



Revenue by OE groups



Unit: VND bn

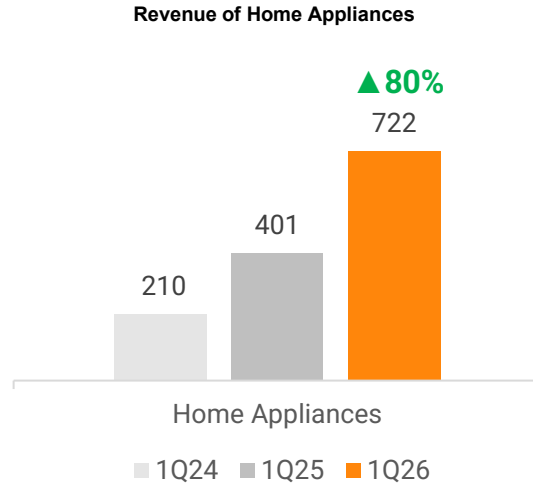
1Q26 business results – Home Appliances

VND722bn
Revenue

Partners
>6
Global brands

↑ 80%
Revenue growth (yoy)

8%
Revenue proportion



Unit: VND bn

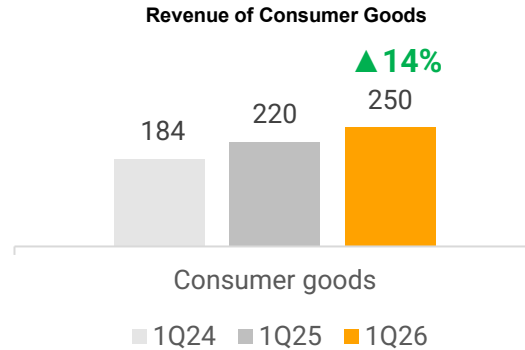
1Q26 business results – Consumer Goods

VND250bn
Revenue

Partners
>15
Global brands

↑ 14%
Revenue growth (yoy)

3%
Revenue proportion

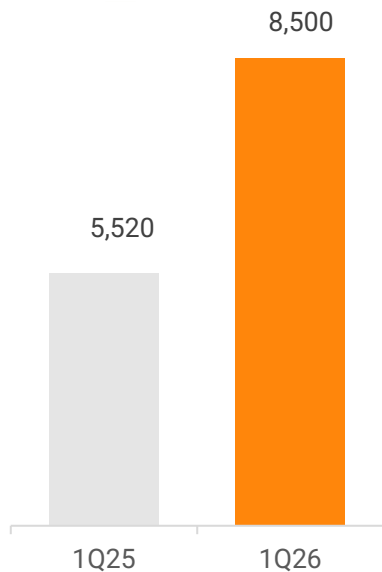


Unit: VND bn

1Q26 business results

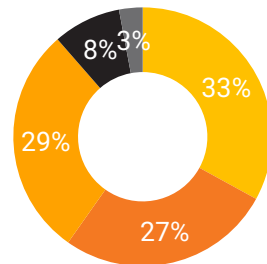
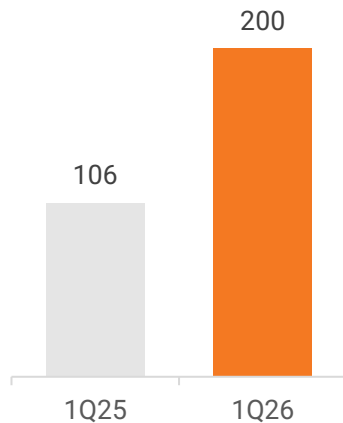
Net Revenue

↑ 54%



Net Profit

↑ 89%

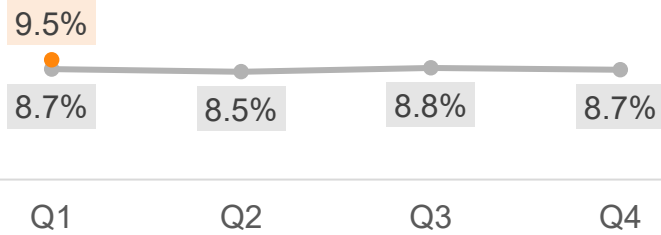


- Laptops & Tablets
- Mobile phones
- Office Equipment
- Home Appliances
- Consumer goods

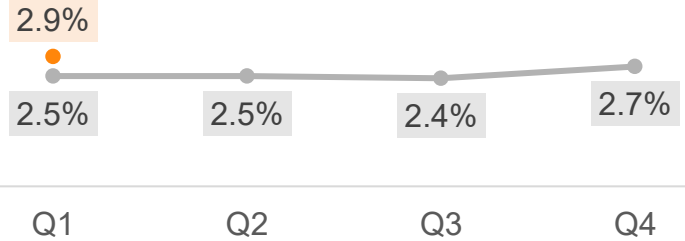
Unit: VND bn

Profitability ratios

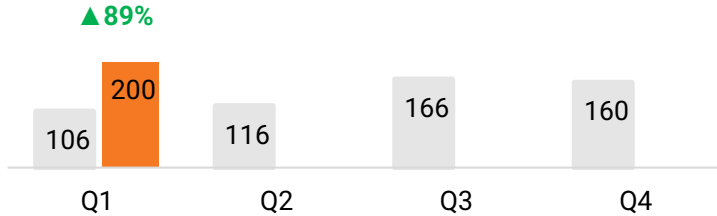
Gross margin



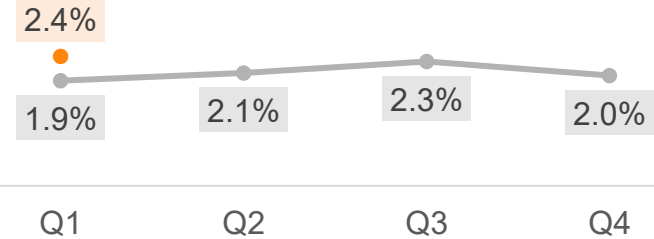
Operating margin



Net profit



Net margin

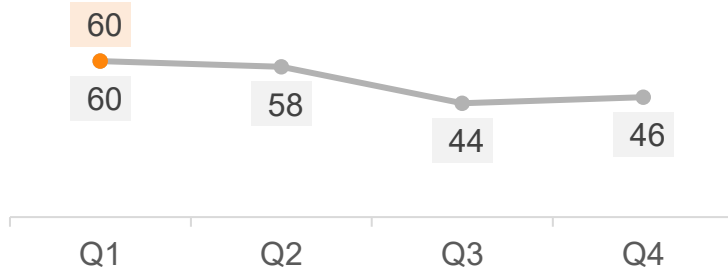


Unit: VND bn

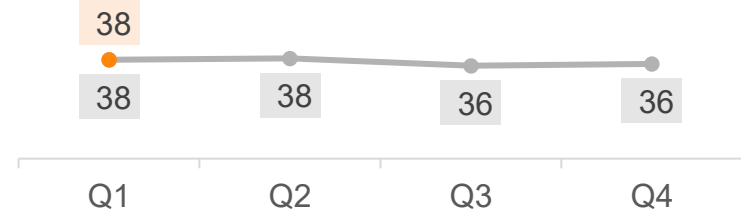
—●— 2025 —●— 2026

Operating ratios

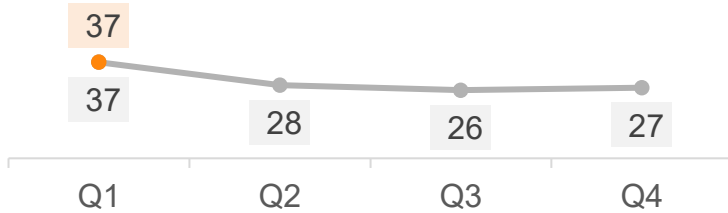
Inventory days



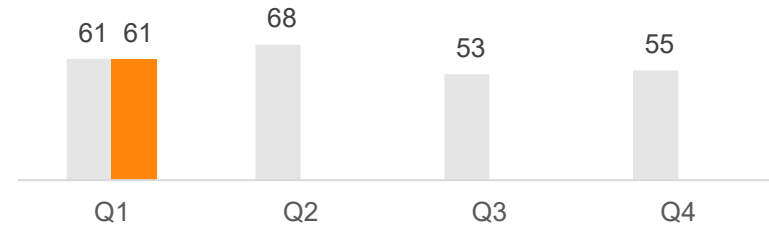
Receivable days



Payable days



Cash Conversion Cycle (CCC)

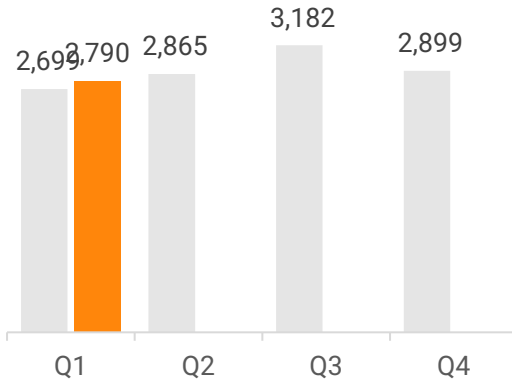


Unit: VND bn

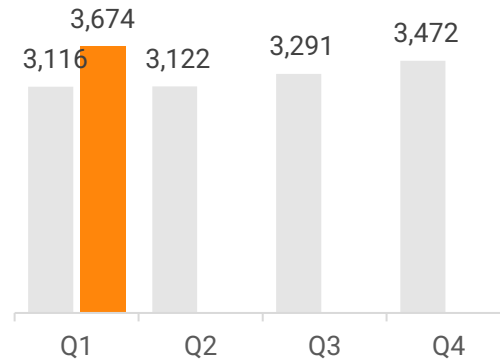
—●— 2025 —●— 2026

Leverage ratios

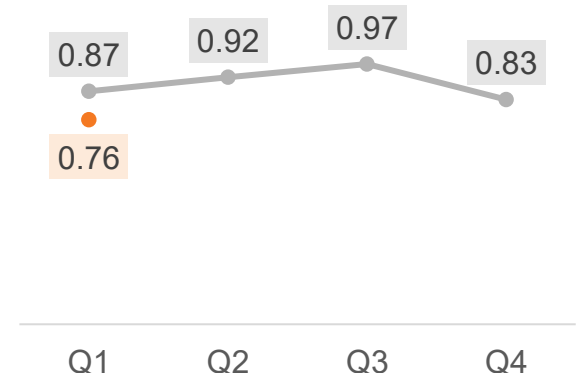
Debt



Equity



D/E



Unit: VND bn



2025



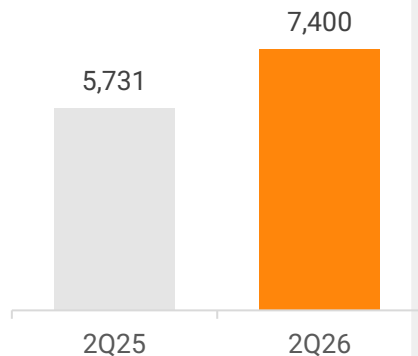
2026

Earnings guidance

2Q26 Outlook

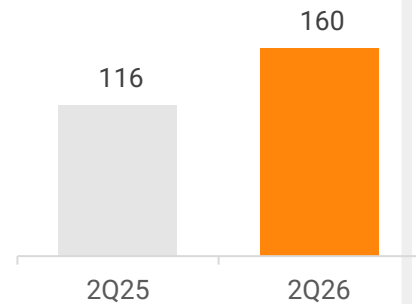
Net Revenue

↑ 29%



Net Profit

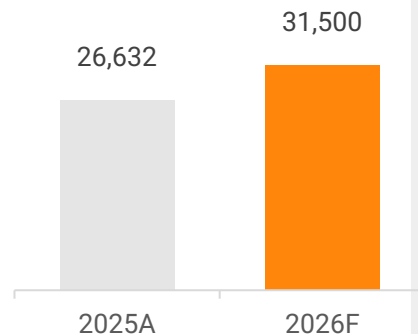
↑ 38%



2026 Business Plan

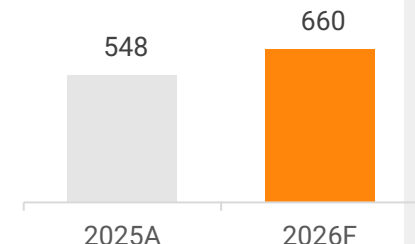
Net revenue

↑ 18%



Net profit

↑ 20%



Unit: VND bn

35

TRULY VIETNAM, TRULY MARKET BUILDER



10 Years, Building the Future (2015-2025)



Innovation That Works

