DIGIWORLD Investor Presentation

08.2026

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

Digiworld Corporation

Ticker: DGW – HOSE

digiworld.

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.
Partnered with Philips, Hisense, etc

Lubricants

USD 1.0bn market size

8.0% CAGR

The master distributor of **Shell** in Vietnam

A Proven Market Builder with Sustainable Growth Momentum

Trusted Growth Partner

50+
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%

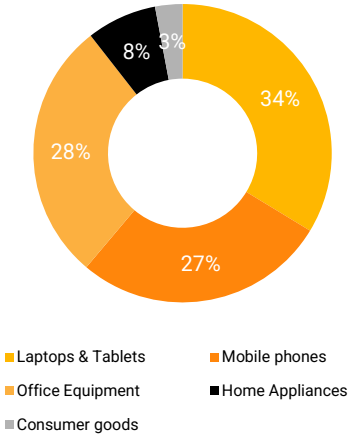
Clear Runway Ahead

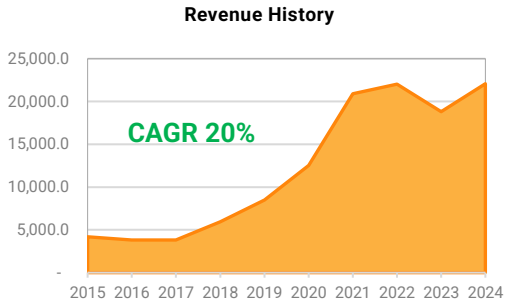
- Accelerating digitalization, urbanization
- Rising income
- Untapped opportunities in new categories
- Supportive policies from government

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
Viettronic 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-execute 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

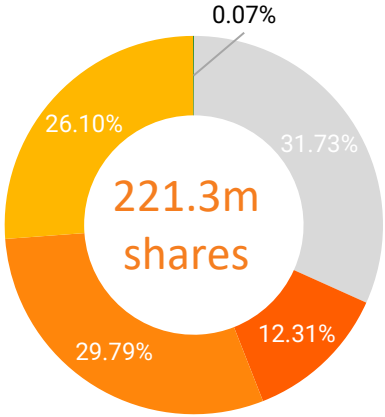
2011-2016
VAS

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.

Effectiveness
Optimize of the outcome in terms of costs, time and resources

Commitment
Once committed must get commitment done

Be Cause In The Matter
No Blame

Love Challenges
Never-end personal development to transform challenges to opportunities

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

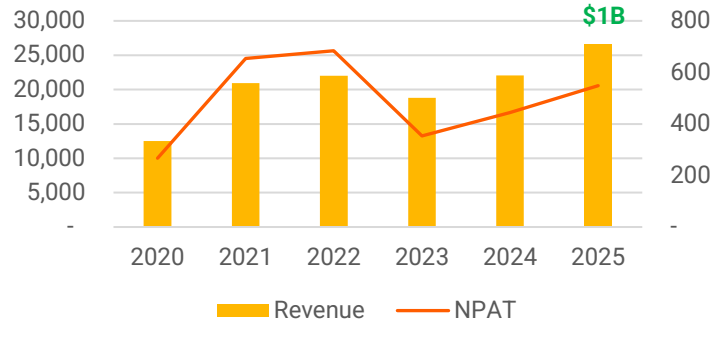
M&A

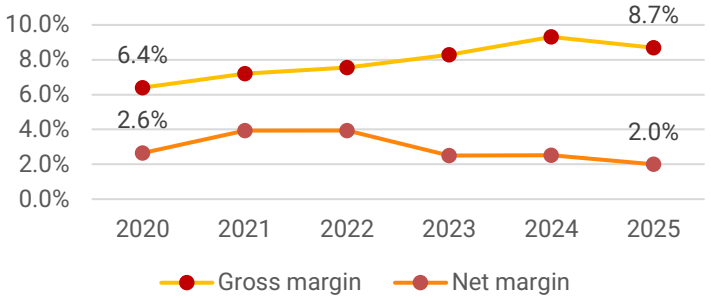
Investment Strategy		
Add in new brands/products into existing distribution network.	Add in new distribution network/ sales channels into our eco-system.	Passport to enter a new industry/business.

Value added to Investees		
Professional Management System.	Finance/ Capital	ERP /Logistics

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

Unit: VND bn

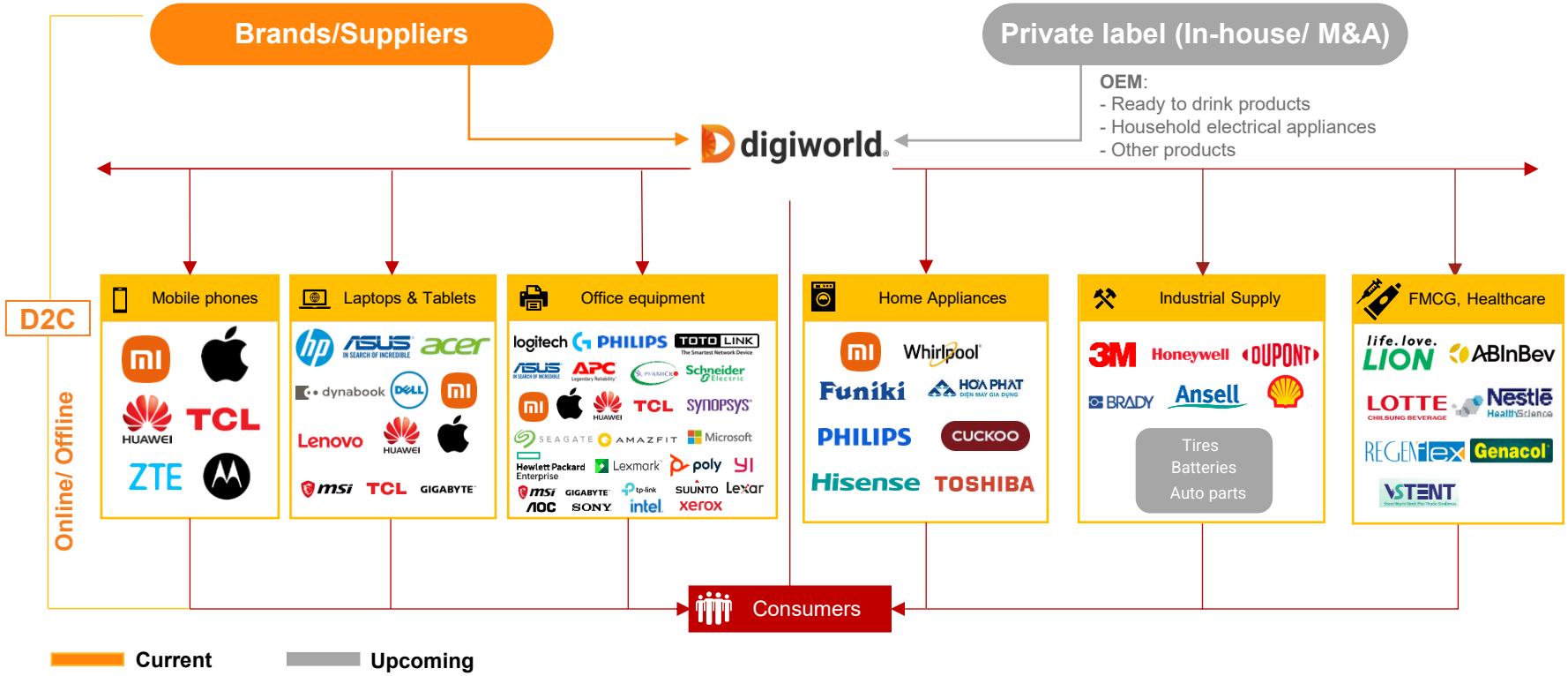




Dividend Policy: Annual cash dividends of 20–40% of net profit, consistently paid for 10 consecutive years since listing.

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

	Mitigation Approach
Brand Concentration Risk Dependence on key partners such as Xiaomi and Apple.	Diversify brand portfolio; continuously add new global and regional partners.
Inventory & Demand Risk Consumer demand fluctuations due to macro conditions.	Data-driven demand forecasting; maintain target inventory days of 60.
FX & Interest Rate Risk Exposure to USD-denominated imports.	FX risk managed via upfront payments (1–1.5% discount), forward contracts in stable periods, and floating FX during volatility.
Supply Chain Disruption Logistics or product delays.	Multi-supplier sourcing; local warehousing in North–South hubs.
Governance & Operational Risk Rapid business expansion.	Strengthened internal audit, ERP integration, and decentralized management control.

ESG Integrated into Everyday Operations

E	Using **energy-efficient equipment** & **optimizing warehouse** operations	Transitioning to **electric vehicles** for logistics	Applying **eco-friendly** and **optimized packaging**	Promoting **paperless**, **digitalized operations**
S	Ensuring **fair treatment** and **equal opportunities** for all employees	**Regular training** and comprehensive **welfare programs**	**Scholarship fund** and **community engagement** initiatives	**Safe** and **healthy working environment**
G	Maintaining **transparency** and timely **information disclosure**	**Equal treatment** of all **shareholders**	Strong **internal audit**, **compliance**, and **anti-corruption** practices	**Independent board oversight** and **risk management framework**

Why DGW

Sustainable Growth
15% CAGR target in revenue and profit with consistent ROE>15% and strong cash flow

Strong Leadership Alignment
Founder-led with a long-term strategic vision and disciplined execution

Distinctive Business Model
Systematic MES platform creating high entry barriers and competitive advantages.

Favorable Macro Tailwinds
Rising middle-class income, formalization of retail channels, and government support.

Proven Execution
Asset-light, transparent, and scalable operations across diversified product categories.

digiworld®

Truly Vietnam, Truly Market Builder

CONTACT INFO

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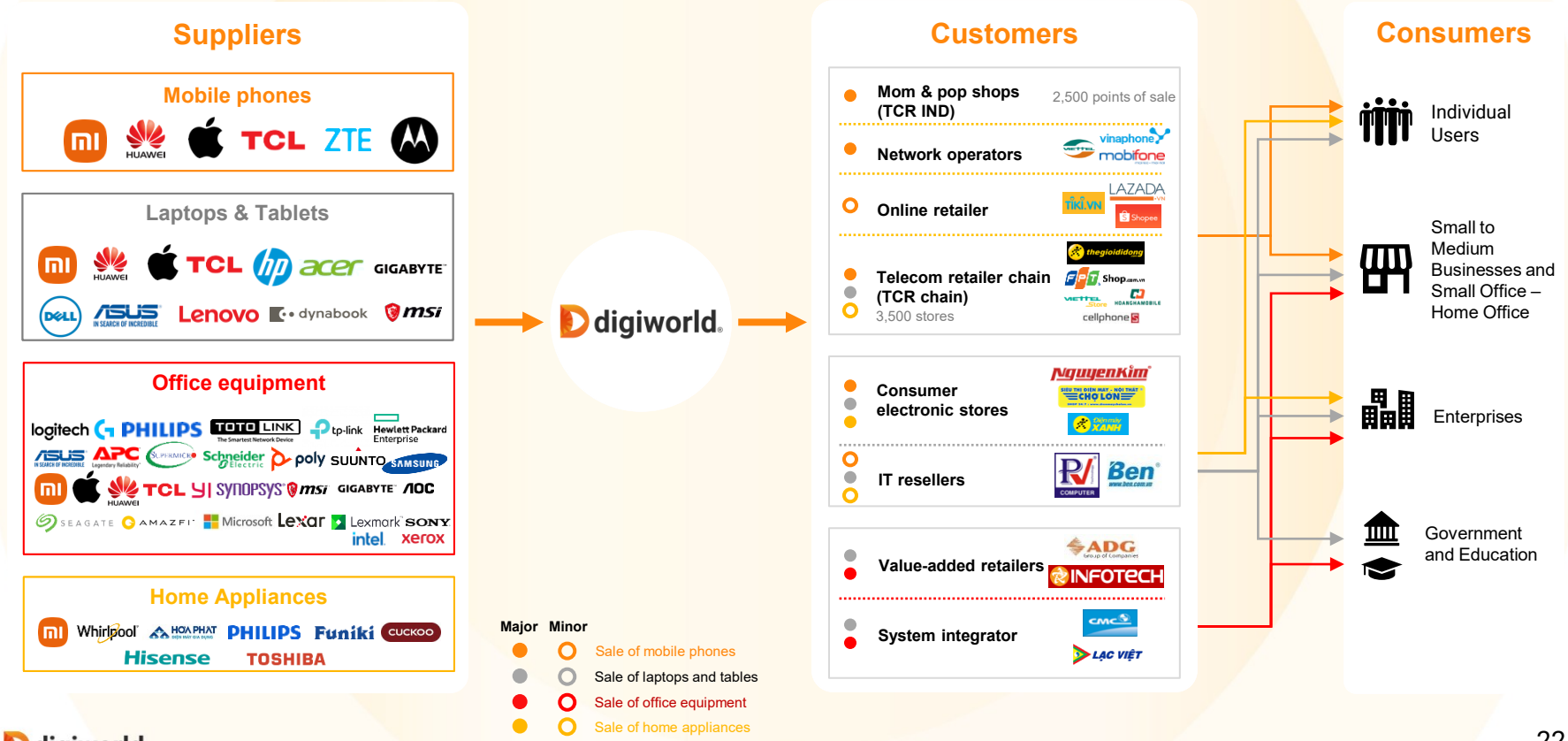
Appendix

ICT – Distribution network



Consumer Goods & Healthcare – Omnichannel fulfilling

Suppliers

Consumer goods

life.love. LION · Mitsuei · Younger Farm · AB InBev · LOTTE CHILSUNG BEVERAGE

Healthcare

Nestlé HealthScience · REGENflex · Genacol · VSTENT · RapidFor

digiworld

Customers

General trade
D.Ps: 8,000 active selling outlets

Modern trade (6000 stores)
7-Eleven · Lotte Mart · concung · WiN · Mega Market · GO! · Citimart · CoopXtra · coopmart · AEON · GS25 · FamilyMart · CIRCLE K

Horeca

E-commerce
Marketplace: Shopee · TIKI.VN · TikTok · LAZADA
Affiliates: AAD · eway

General trade – OTC
4,000 active selling outlets

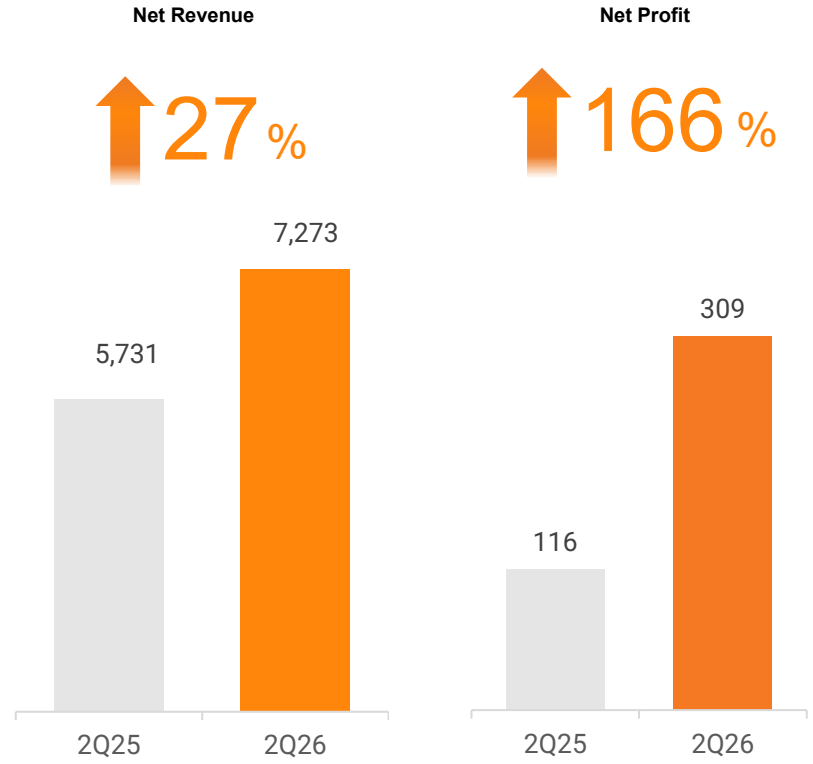
Modern trade – key acct.
10 chains (3000 stores)
Nhà thuốc Long Châu · Vistar · Pharmacity · Pharmacy Phano

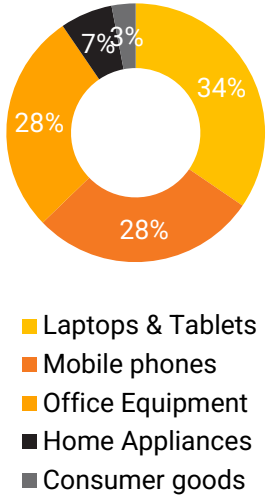
100 hospitals · 107 pharmacies · 104 private clinics

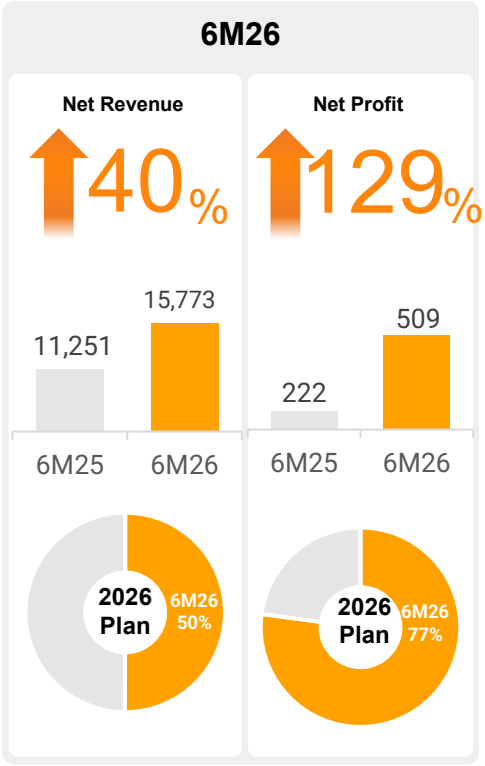
Consumers

Individual Users

2Q26 business results







Unit: VND bn

2Q26 business results – Laptops & Tablets

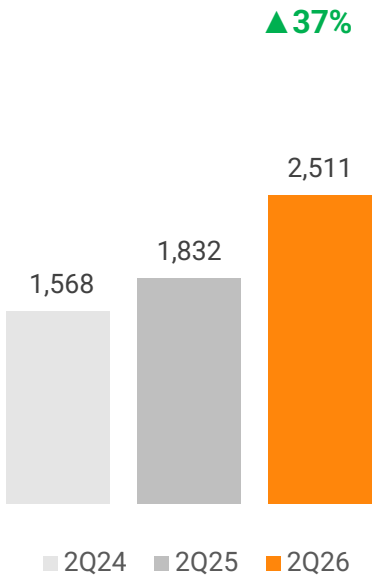
VND2,511bn
Revenue

Partners
>12
Global brands

37%
Revenue growth (yoy)

34%
Revenue proportion

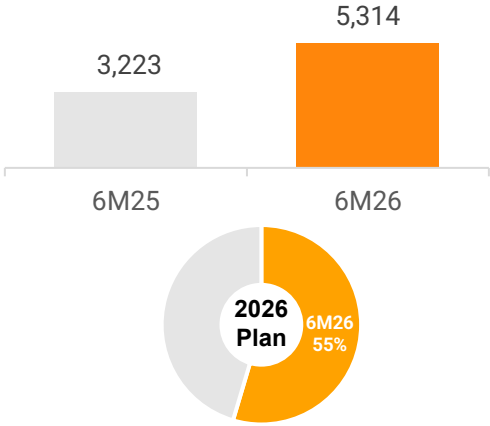
Revenue of Laptops & Tablets



Unit: VND bn

6M26

Revenue
65%



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2Q26 business results – Mobile phones

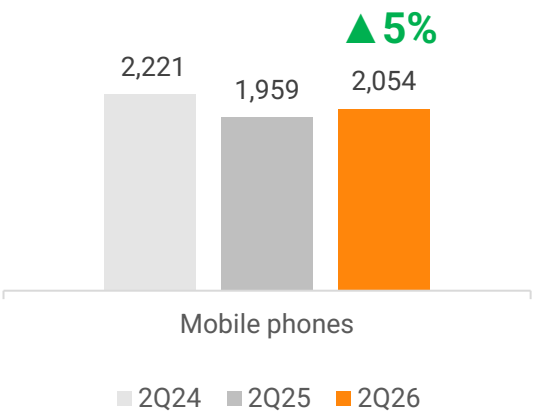
VND2,054bn
Revenue

Partners
>5
Global brands

5 %
Revenue growth (yoy)

28%
Revenue proportion

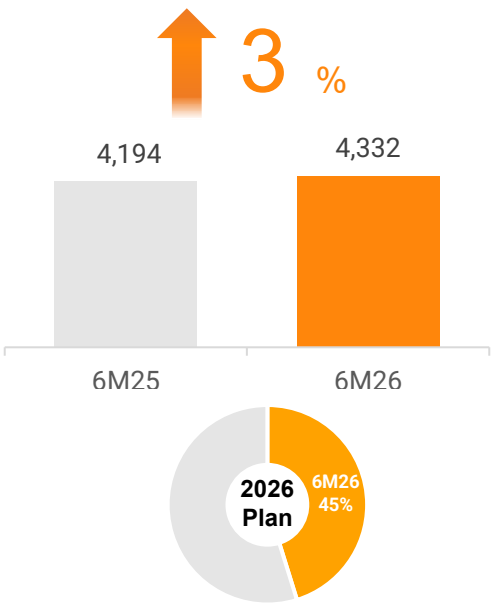
Revenue of Mobile phones



Unit: VND bn

6M26

Revenue



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2Q26 business results – Office Equipment

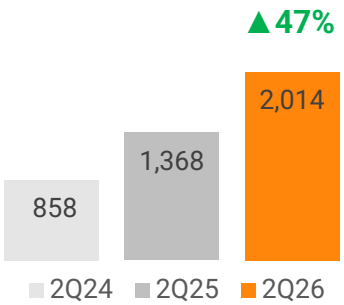
VND2,014bn
Revenue

Partners
>26
Global brands

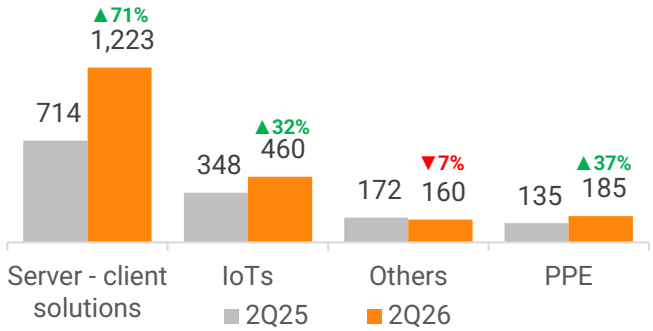
47%
Revenue growth (yoy)

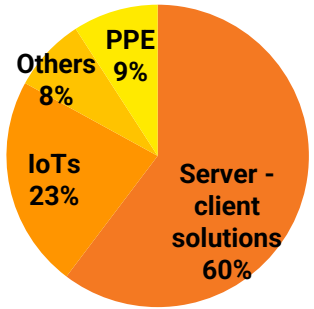
28%
Revenue proportion

Revenue of Office Equipment



Revenue by OE groups

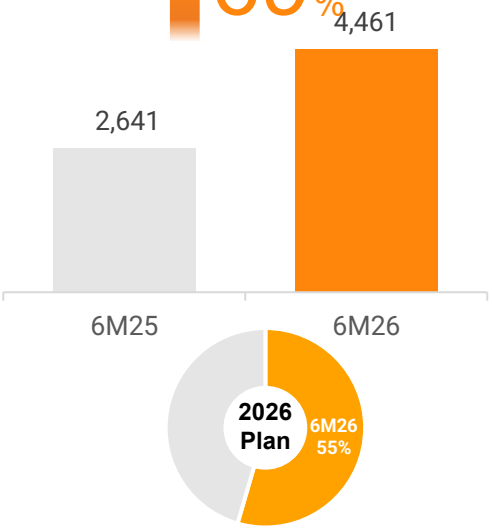




6M26

Revenue

69%



Unit: VND bn

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2Q26 business results – Home Appliances

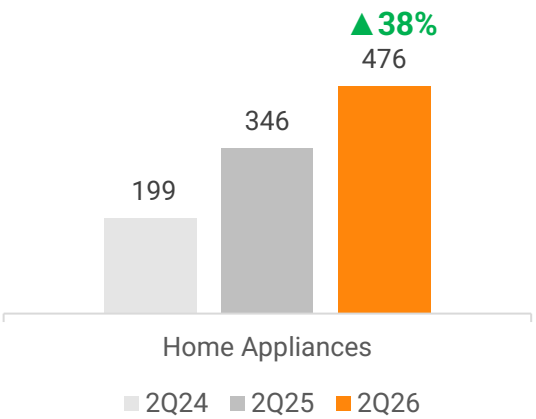
VND476bn
Revenue

Partners
>6
Global brands

38%
Revenue growth (yoy)

7 %
Revenue proportion

Revenue of Home Appliances

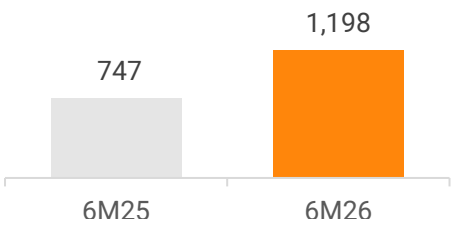


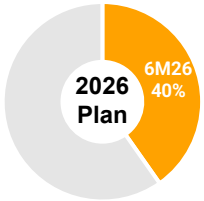
Unit: VND bn

6M26

Revenue

60%





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2Q26 business results – Consumer Goods

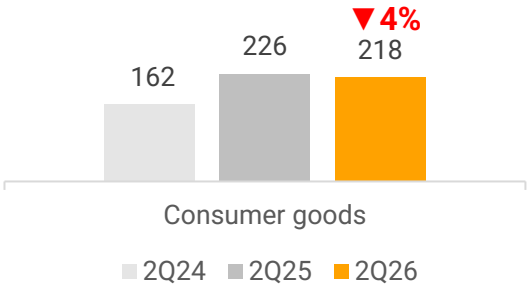
VND218bn
Revenue

Partners
>15
Global brands

4 %
Revenue growth (yoy)

3%
Revenue proportion

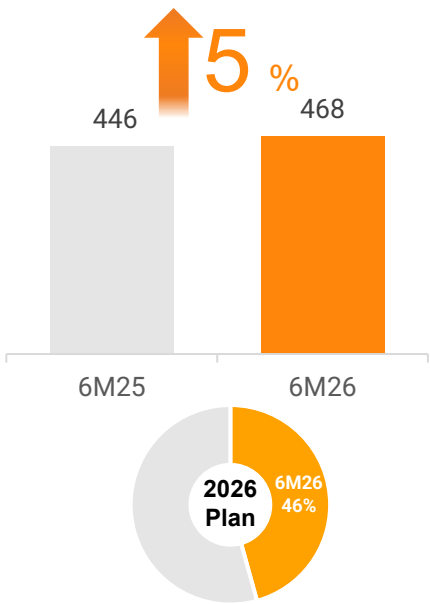
Revenue of Consumer Goods



Unit: VND bn

6M26

Revenue



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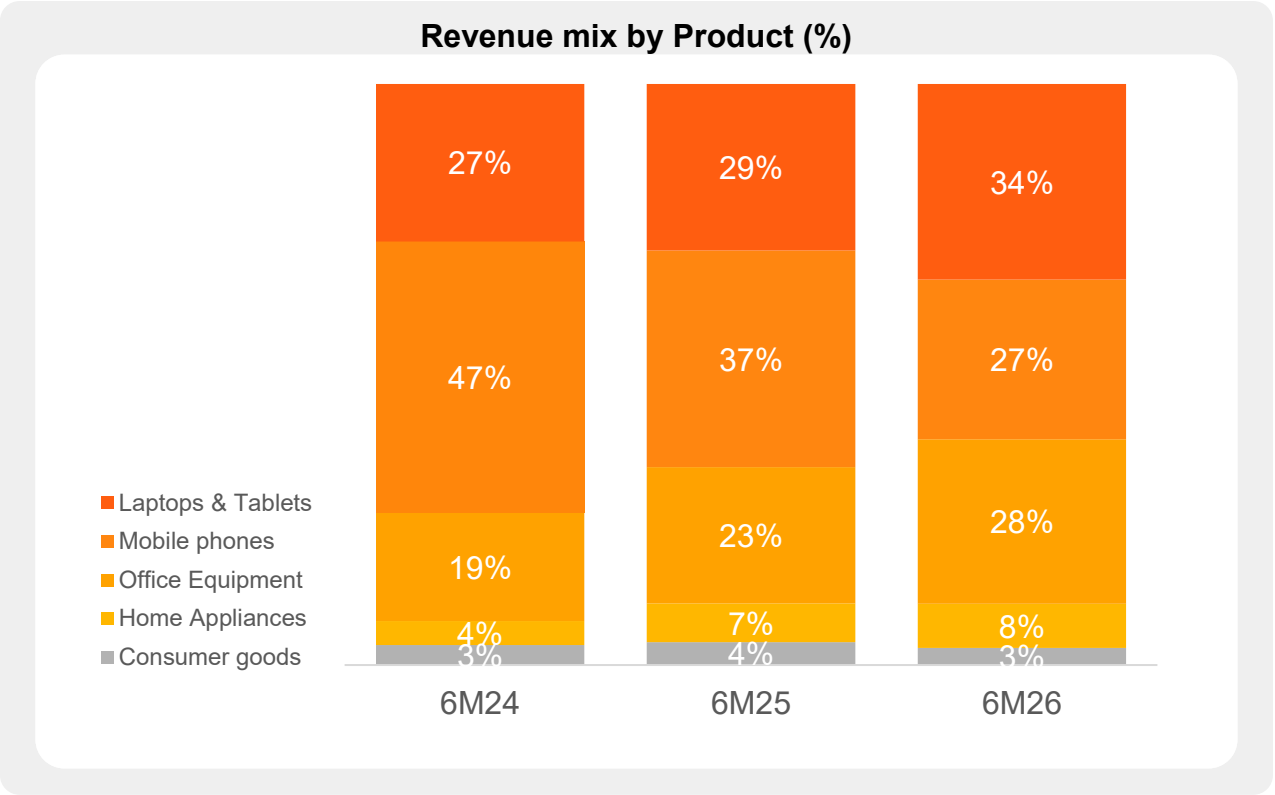
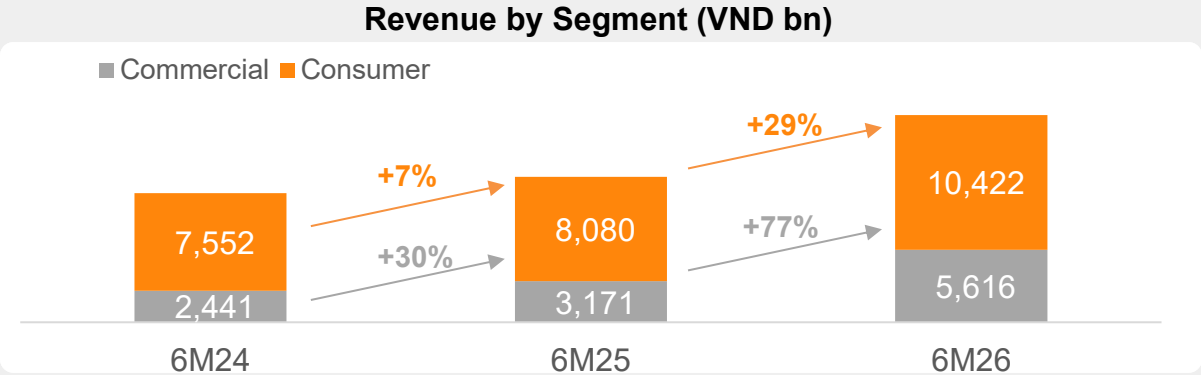
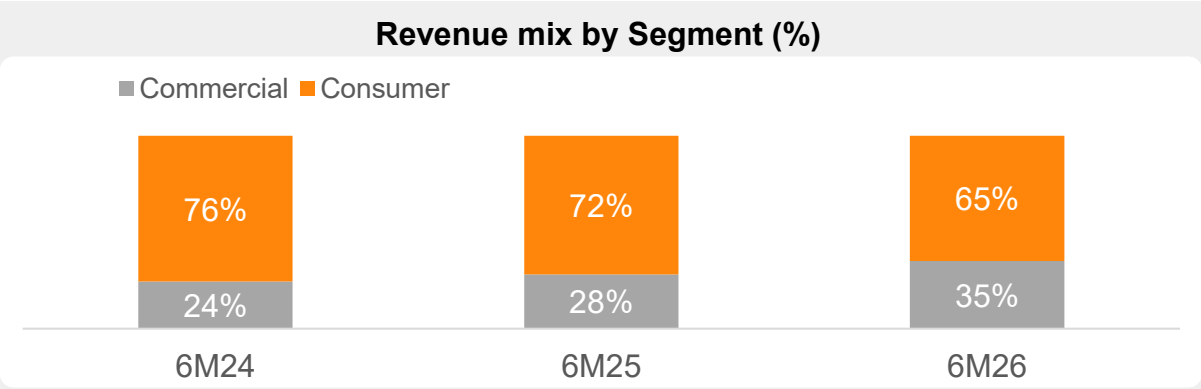
6M26 business results - Revenue by Product Mix



6M26 business results - Revenue by End User Segment





CONSUMER REVENUE

CAGR (6M24-6M26)

+17%

COMMERCIAL REVENUE

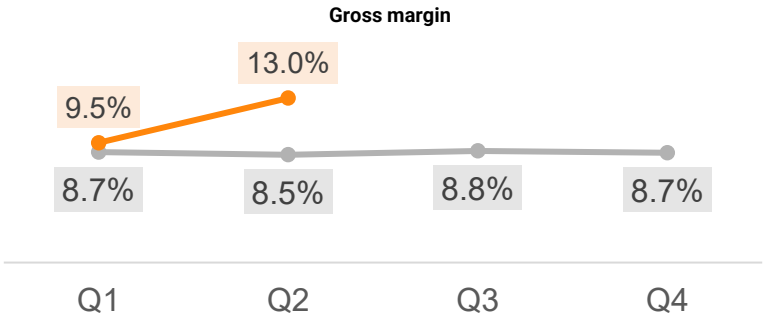
CAGR (6M24-6M26)

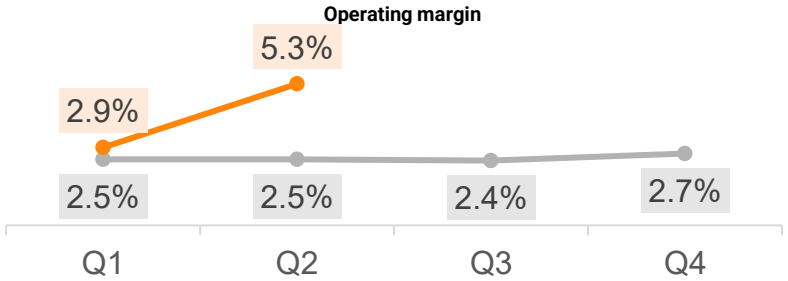
+52%

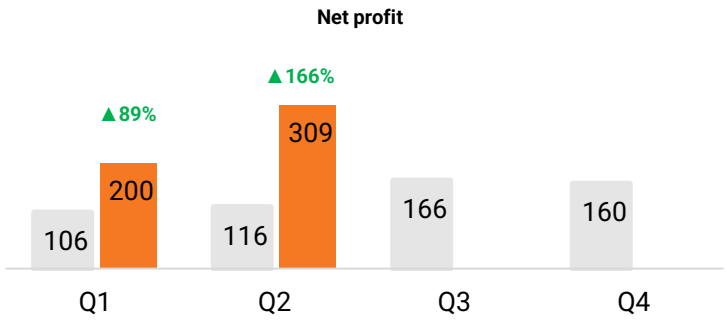
***Consumer**: Individual consumers

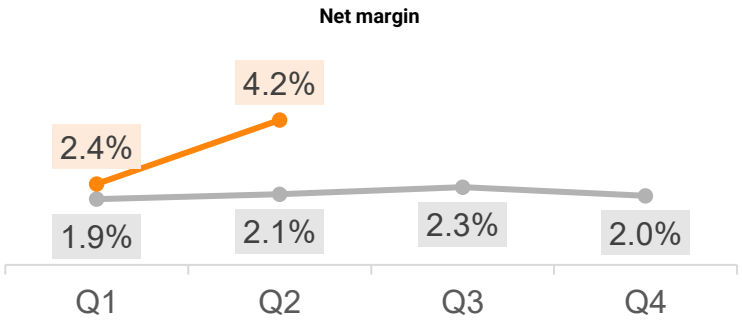
***Commercial:** Enterprises, government agencies, education, healthcare and other institutions

Profitability ratios







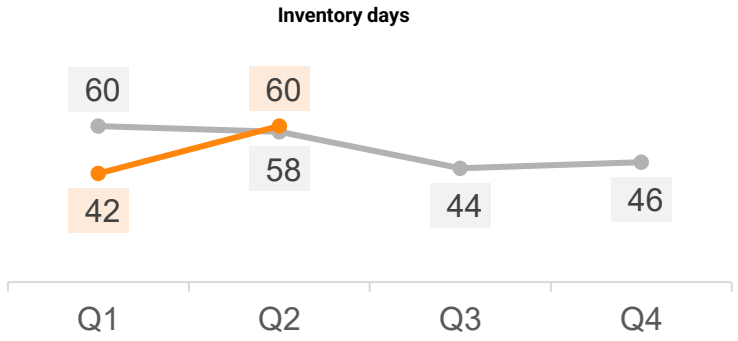


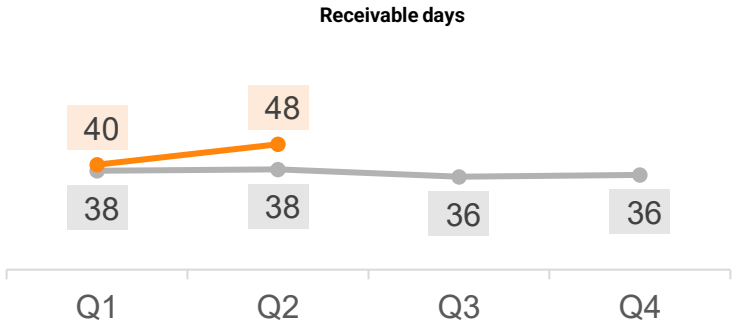
Unit: VND bn

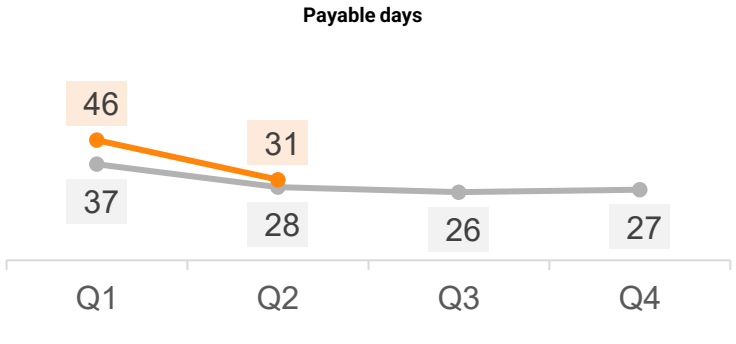
2025

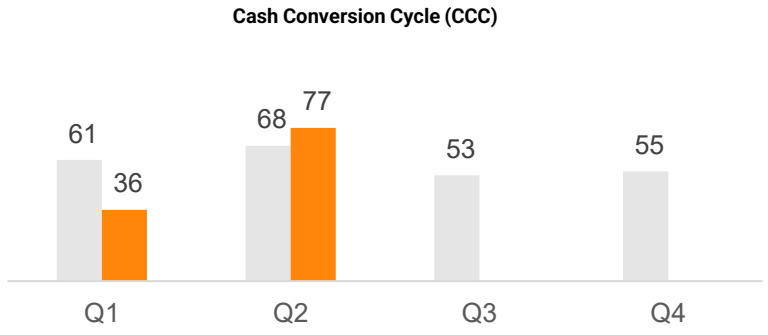
2026

Operating ratios





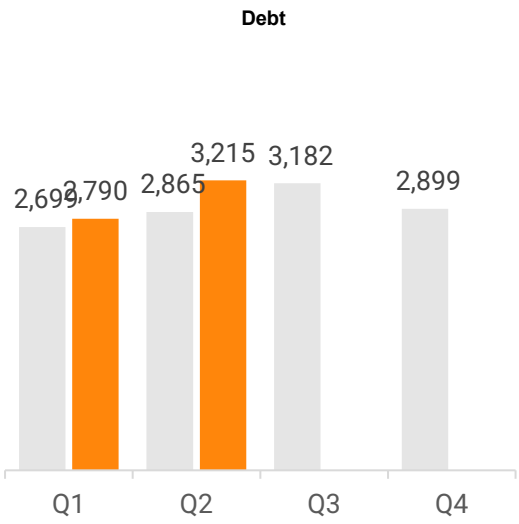


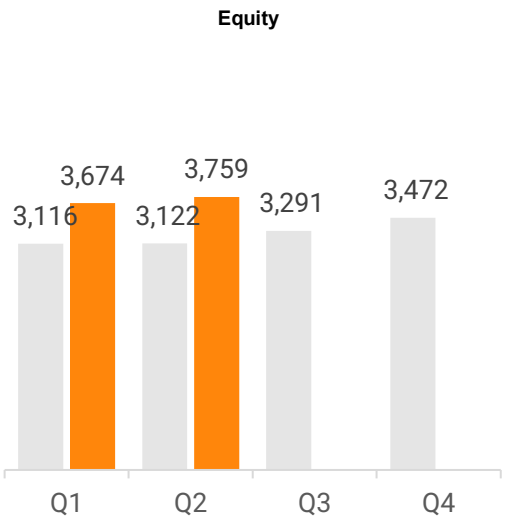


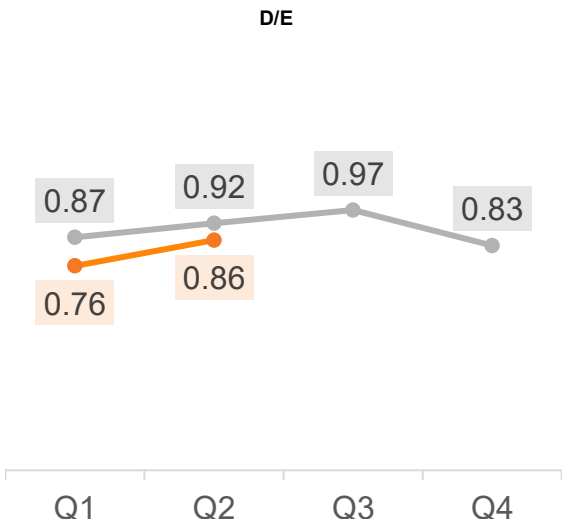
Unit: VND bn

2025 2026

Leverage ratios





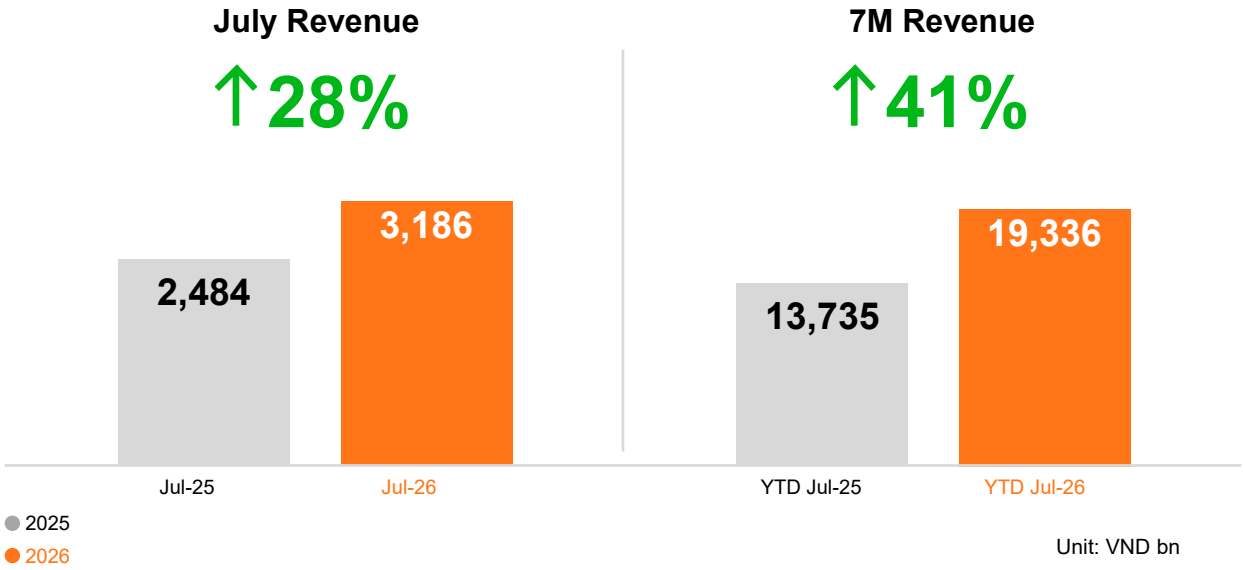


Unit: VND bn

2025

2026

Strong July Performance



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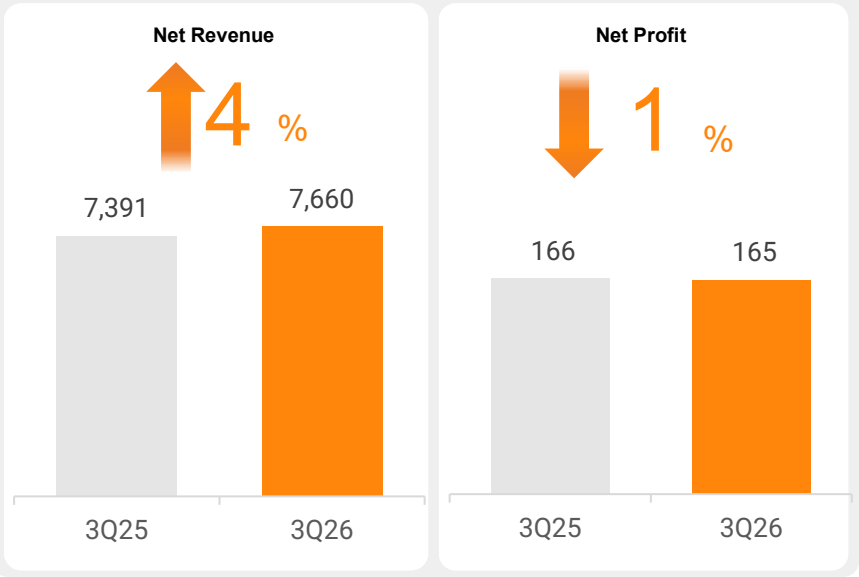
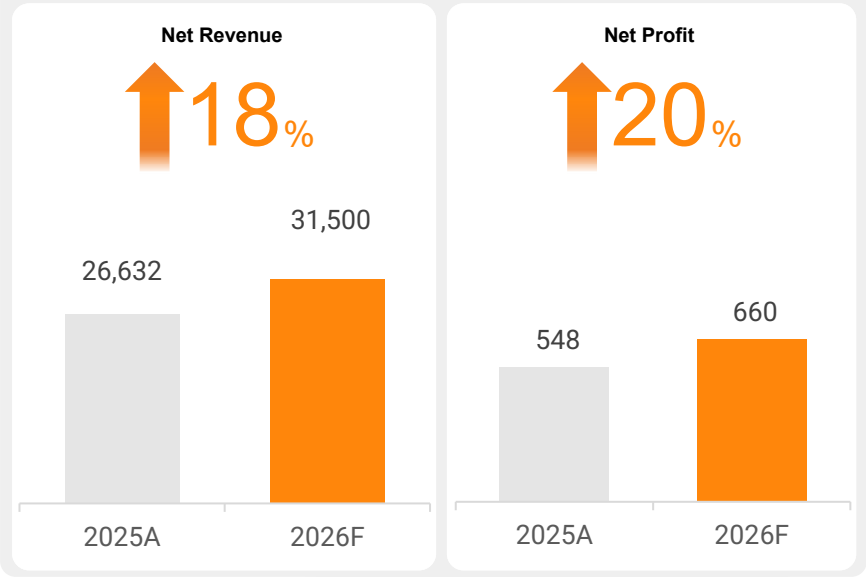
Earnings guidance

3Q26 Target (Base Case)



2026 Business Plan



Unit: VND bn

New business & Investment projects

Adding new brands to existing channel

- Ecommerce — Hisense
- Home Appliances — Hisense
- After sales — Hisense
- B2B: Education & Healthcare, Solar energy — Hisense
- Office Equipment — intel, xerox

Adding new channel

- Industrial Supply — Shell

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10 Years, Building the Future (2015-2025)

x6
Revenue

x5
Net profit

+3ppts
Gross margin improved

2.4%
Average net profit margin

7%
ROA

21%
ROE

12%
ROIC

x7
Market capitalization

x3
Revenue/Employee (RPE)

27% Net Profit Distributed as Cash Dividends

10 consecutive years of cash dividend payments

~ VND 700B
paid in cash dividends

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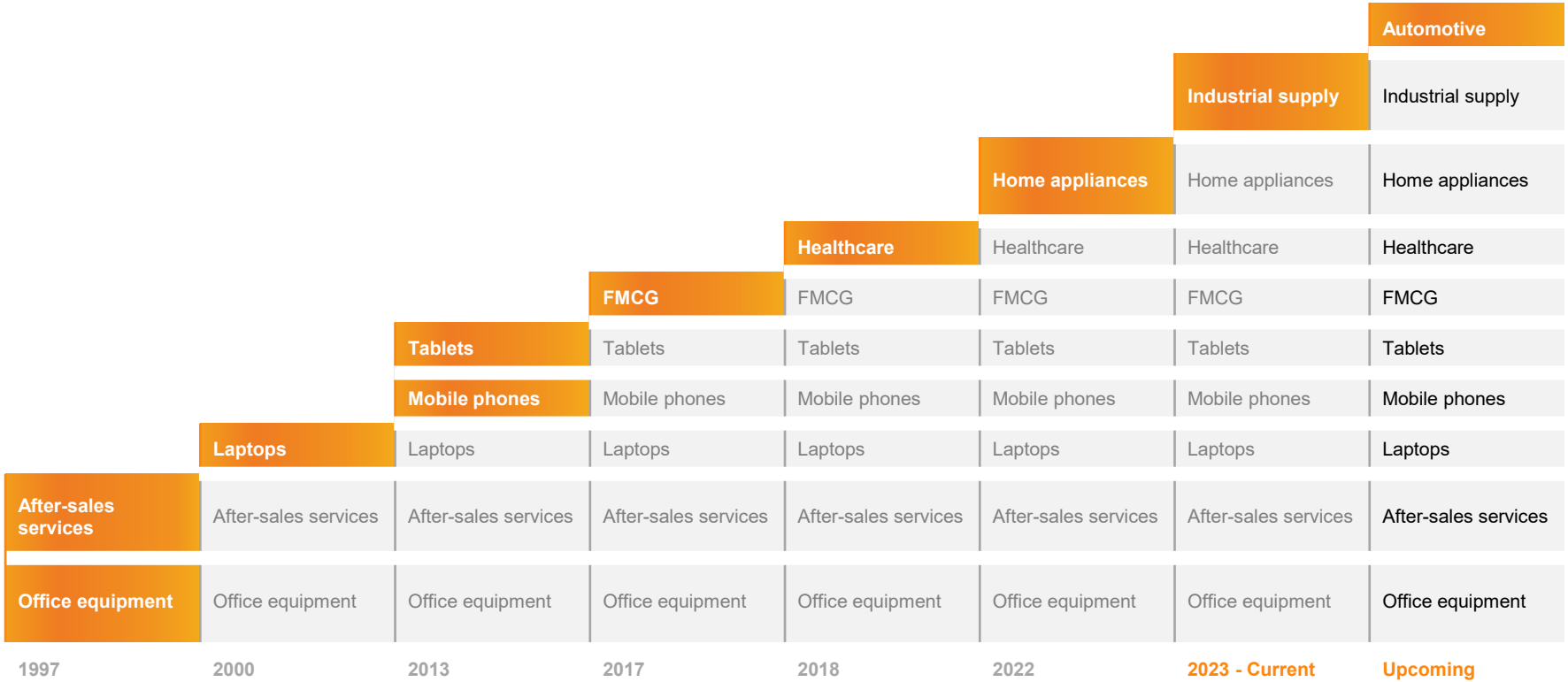
Innovation That Works