

Dohome (DOHOME TB)

1Q26: Results In Line; Lower Interest Expenses Support Earnings

Highlights

- 1Q26 earnings increased both yoy and qoq, in line with our and market expectations.
- Expect 2Q26 to be a standout quarter for DOHOME, with Apr 26 SSSG improving to +4-5% yoy (vs -4.14% yoy in 1Q26).
- We believe there is high possibility that the opening of two large-format stores could be postponed to 2027.
- Maintain HOLD with a lower target price of Bt3.60 (previously Bt3.80).

1Q26 Results

Btm	1Q25	4Q25	1Q26	yoy (%)	qoq (%)
Sales and services	8,079	6,996	8,098	0.2	15.8
Gross profit	1,419	1,131	1,425	0.4	25.9
SG&A	1,046	1,018	1,103	5.4	8.3
EBITDA	677	480	664	(1.9)	38.4
Interest expense	125	96	82	(34.2)	(14.5)
Net profit	245	97	251	2.3	159.0
Percent	1Q25	4Q25	1Q26	yoy (ppts)	qoq (ppts)
Gross margin	17.6	16.2	17.6	0.03	1.4
SG&A to sales	12.9	14.6	13.6	0.66	(0.9)
Net profit margin	3.0	1.4	3.1	0.1	1.7

Source: Dohome, UOB Kay Hian

Analysis

- **Results in line.** Dohome (DOHOME) reported 1Q26 net profit of Bt251m (+2% yoy, +159% qoq), in line with our and market expectations. The key drivers were: a) revenue was flat yoy, supported by store expansion despite SSSG declining 4.14% yoy; b) gross margin remained stable yoy at 17.6% due to a higher contribution from the wholesales segment; c) SG&A-to-sales increased 66bps yoy to 13.6% from a larger store base, leading to a 2% yoy decline in EBITDA; and d) interest expenses declined both yoy and qoq following refinancing amid lower policy interest rates.

Key Financials

Year to 31 Dec (Btm)	2024	2025	2026F	2027F	2028F
Net turnover	31,327.0	29,409.1	28,873.0	29,961.8	32,851.2
EBITDA	2,384.3	2,196.0	2,247.8	2,322.0	2,461.6
Operating profit	1,388.7	1,140.4	1,157.4	1,165.9	1,238.4
Net profit (rep./act.)	674.1	601.1	656.0	677.9	739.4
Net profit (adj.)	674.1	601.1	656.0	677.9	739.4
EPS	0.2	0.2	0.2	0.2	0.2
PE (x)	15.9	18.7	17.1	16.6	15.2
P/B (x)	0.8	0.8	0.8	0.8	0.7
EV/EBITDA (x)	19.7	21.4	20.7	20.1	18.9
Dividend yield (%)	0.2	0.2	0.2	0.2	0.2
Net margin (%)	2.2	2.0	2.3	2.3	2.2
Net debt/(cash) to equity(%)	134.4	127.3	119.6	114.4	108.6
Interest cover (x)	4.2	5.3	6.2	6.8	7.2
ROE (%)	5.4	4.6	4.8	4.7	4.9
Consensus net profit	n.a	n.a	711.2	813.1	853.9
UOBKH/Consensus (x)	n.a	n.a	0.9	0.8	0.9

Source: Dohome, Bloomberg, UOB Kay Hian

HOLD (Maintained)

Share Price	Bt3.30
Target Price	Bt3.60
Upside	9.09%
Previous TP	Bt3.80

Analyst(s)

Tanapon Cholkadidamrongkul

Tanapon.c@uobkayhian.co.th

662 090 3599

Stock Data

GICS sector	Consumer Discretionary
Bloomberg ticker:	DOHOME TB
Shares issued (m):	3,518.6
Market cap (Bt\$m):	11,611.4
Market cap (US\$m):	354.6
3-mth avg daily t'over (US\$m):	2.1

Price Performance (%)

52-week high/low				Bt5.1/Bt2.4
1mth	3mth	6mth	1yr	YTD
(6.2)	(6.7)	(8.7)	(33.4)	0.4

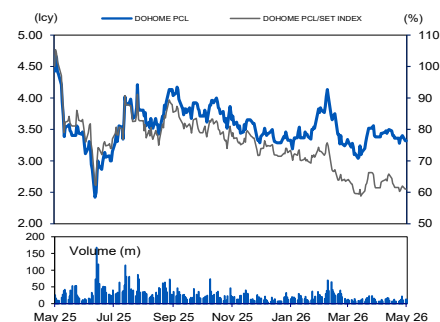
Major Shareholders

	%
TANGMITRPHRACHA FAMILY	31.00
DOHOME HOLDING	28.17
AMPLUS HOLDINGS	8.45

Balance Sheet Metrics

FY26 NAV/Share (Bt)	4.2
FY26 Net Debt/Share (Bt)	5.0

Price Chart



Source: Bloomberg

Company Description

Dohome has a comprehensive retail and wholesale business involving construction materials and home decoration items.

Essentials

- **Robust 2Q26 outlook.** We expect 2Q26 to be a standout quarter for DOHOME, with April SSSG improving to +4-5% yoy (vs -4.14% yoy in 1Q26). Meanwhile, SSSG during the first 10 days of May remained positive at +2-3% yoy. Gross margin is also expected to improve following selling price adjustments while inventory costs remain based on older stock.
- **More challenging 3Q26 outlook.** The company maintains a cautious view on the macro environment. We believe there is a relatively high possibility that the opening of two large-format stores could be postponed to 2027. In addition, higher costs for certain products may pose greater risks to margins in 3Q26 if the situation in the Middle East remains unresolved.

Valuation/Recommendation

- **Maintain HOLD with a target price of Bt3.40 (previously 3.80).** We value the stock at a 2026F PE of 19x, representing -1SD to the retail sector's five-year average. Although the earnings outlook is likely to recover, the current share price already reflects this improvement, leaving limited upside to our target price. Hence, we maintain our HOLD recommendation.

Earnings Revision/Risk

- Finetune our 2026-27 earnings forecasts by -0.8% and -0.9%, respectively.

Earnings Revision

Year to 31 Dec (Btm)	2026F			2027F		
	New	Previous	Change	New	Previous	Change
Revenue	28,571	29,729	-3.9%	29,653	30,064	-1.4%
Operating profit	1,157	1,205	-3.9%	1,166	1,214	-3.9%
Net profit	656	661	-0.8%	678	684	-0.9%
Gross margin	17.5%	17.4%	0.1	17.5%	17.4%	0.1
SG&A to sales	14.5%	14.4%	0.1	14.6%	14.4%	0.2
Net profit margin	2.3%	2.2%	0.1	2.3%	2.3%	0.0

Source: UOB Kay Hian

Share Price Catalyst

- **Catalysts:** Low base in 2025, lower interest expenses, effective cost control.

Environment, Social, Governance (ESG) Updates

CG Report: 5, SET ESG Rating: -

Environmental

- Sets targets to reduce energy, water, waste and greenhouse gas emissions (7% by 2027).

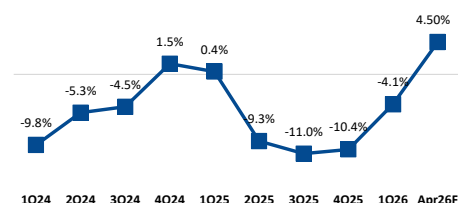
Social

- Undertakes workforce engagement, supports local employment, and avoids human rights violations via supply chain oversight.

Governance

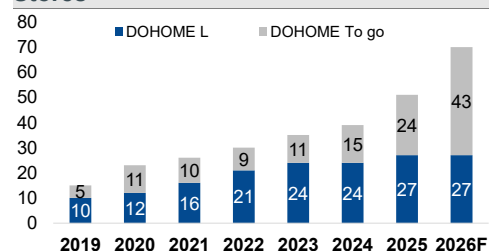
- Has a formal sustainability development policy that integrates ESG in operations and supply chain, with board oversight and transparent reporting commitments.

Same-store Sales Growth



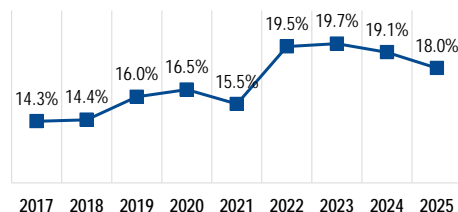
Source: DOHOME, UOB Kay Hian

Stores



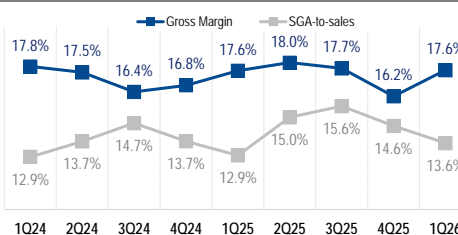
Source: DOHOME, UOB Kay Hian

House Brand Contribution



Source: DOHOME, UOB Kay Hian

Profitability



Source: DOHOME, UOB Kay Hian

Peers PE Band

Peers	-2SD	-1SD	Mean	+1SD	+2SD
BJC	14.8	19.5	24.3	29.1	33.9
CPALL	7.5	17.3	27.2	37.1	47.0
CPAXT	12.1	23.6	35.1	46.6	58.1
CPN	7.8	13.6	19.3	25.1	30.8
CRC	10.3	16.5	22.8	29.1	35.3
DOHOME	-1.5	18.7	39.0	59.2	79.4
GLOBAL	14.6	21.8	29.0	36.1	43.3
HMPRO	11.9	18.4	24.9	31.4	37.9
Average	9.7	18.7	27.7	36.7	45.7

Source: Bloomberg, UOB Kay Hian

Profit & Loss

Year to 31 Dec (Btm)	2025	2026F	2027F	2028F
Net turnover	29,409	28,873	29,962	32,851
EBITDA	2,196	2,248	2,322	2,462
Deprec. & amort.	1,056	1,090	1,156	1,223
EBIT	1,140	1,157	1,166	1,238
Total other non-operating income	0	0	0	0
Associate contributions	0	0	0	0
Net interest income/(expense)	(414)	(361)	(343)	(342)
Pre-tax profit	725	795	822	895
Tax	(124)	(139)	(144)	(156)
Minorities	0	0	0	0
Net profit	601	656	678	739
Net profit (adj.)	601	656	678	739

Cash Flow

Year to 31 Dec (Btm)	2025	2026F	2027F	2028F
Operating	2,030	2,314	1,999	2,097
Pre-tax profit	725	795	822	895
Tax	(124)	(139)	(144)	(156)
Deprec. & amort.	1,056	1,090	1,156	1,223
Working capital changes	250	567	167	137
Non-cash items	210	1	(2)	(3)
Other operating cashflows	(86)	0	0	0
Investing	(1,620)	(2,025)	(2,004)	(2,011)
Capex (growth)	(1,931)	(1,994)	(2,013)	(2,024)
Investments	0	0	0	0
Others	311	(31)	9	13
Financing	(390)	(18)	(20)	(20)
Dividend payments	(17)	(18)	(20)	(20)
Issue of shares	154	0	0	0
Proceeds from borrowings	(158)	0	0	0
Others/interest paid	(369)	0	0	0
Net cash inflow (outflow)	21	271	(24)	66
Beginning cash & cash equivalent	124	145	416	392
Ending cash & cash equivalent	145	416	392	457

Balance Sheet

Year to 31 Dec (Btm)	2025	2026F	2027F	2028F
Fixed assets	19,949	20,853	21,710	22,511
Other LT assets	58	61	64	68
Cash/ST investment	145	416	392	457
Other current assets	14,154	12,951	12,898	13,270
Total assets	34,306	34,282	35,063	36,306
ST debt	11,969	11,969	11,969	11,969
Other current liabilities	3,545	2,910	3,021	3,528
LT debt	5,239	5,239	5,239	5,239
Other LT liabilities	146	118	130	147
Shareholders' equity	13,408	14,046	14,704	15,424
Minority interest	0	0	0	0
Total liabilities & equity	34,306	34,282	35,064	36,306

Key Metrics

Year to 31 Dec (%)	2025	2026F	2027F	2028F
Profitability				
EBITDA margin	7.5	7.8	7.8	7.5
Pre-tax margin	2.5	2.8	2.7	2.7
Net margin	2.0	2.3	2.3	2.2
ROE	4.6	4.8	4.7	4.9
Growth				
Turnover	(6.1)	(1.8)	3.8	9.6
EBITDA	(7.9)	2.4	3.3	6.0
Pre-tax profit	(11.4)	9.6	3.3	8.9
Net profit	(10.8)	9.1	3.3	9.1
Net profit (adj.)	(10.8)	9.1	3.3	9.1
EPS	(14.9)	9.1	3.3	9.1
Leverage				
Debt to total capital	128.3	122.5	117.0	111.6
Debt to equity	128.3	122.5	117.0	111.6
Net debt/(cash) to equity	127.3	119.6	114.4	108.6
Interest cover	5.3	6.2	6.8	7.2

IMPORTANT NOTICE - DISCLOSURES AND DISCLAIMERS

This report is provided subject to various disclosures and disclaimers (the "Disclosures / Disclaimers") which form an integral part of this report and are available at the following link: <https://research-api.uobkayhian.com/assets/disclaimer/df64a6ea-7980-447c-ae9e-fd19b93257dc> or by scanning the QR code below:



The Disclosures / Disclaimers contain important information, including without limitation, (a) exclusions of liability, (b) confidentiality obligations, (c) restrictions on publication, circulation, reproduction, distribution and use of the report, (d) potential conflicts of interest, and (e) disclosures and requirements specific to recipients in the United States and other applicable jurisdictions.

Specifically, this report is intended for general circulation and informational purposes only and does not take into account the specific investment objectives, financial situation, or particular needs of any individual person. It is not intended to constitute personal investment advice or a recommendation to buy or sell any investment product or security. You should independently evaluate the information and, where necessary, seek advice from a qualified financial adviser regarding the suitability of any investment, taking into account your specific objectives, financial situation and needs, before making any investment decision. Analyst certifications required under applicable regulations, including SEC Regulation AC (where relevant), are included in this report.

Recipients of this report must carefully read, review and understand the full Disclosures / Disclaimers before using or relying on any information in this report. By accessing, receiving or using this report, you acknowledge and confirm that you have read, understood, accepted and agreed to be bound by the Disclosures / Disclaimers (as may be amended or updated from time to time) in full."