PetroTrade

Semi-Annual

Reports of 2021

As of 30th June 2021

PetroTrade
ບໍລິສັດ ປີໂຕຣລັ່ມເທຣດດິ້ງລາວ ມະຫາຊົນ
ຖະໜົນກຳແພງເມືອງ, ບ້ານໂພນທັນ,ເມືອງໄຊເສດຖາ,ນະຄອນຫຼວງວຽງຈັນ
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ວິໄສທັດ/ Vision

ເປັນບໍລິສັດຊັ້ນນຳ ທາງດ້ານພະລັງງານເຊື້ອໄຟ ທີ່ຄົບວົງຈອນດ້ານຜະລິດຕະພັນປິໂຕຣລ້ຽມ ໃນສປປ ລາວ ແລະ ເຊື່ອມໂຍງການຄ້າໃນລະດັບອາຊຽນ ພາຍໃນ 5 ປີ.

Be a leader of Petroleum business in Lao PDR andlink the commcercial with ASEAN within 5 years.

ພາລະກິດ / Mission

ສ້າງທຸລະກິດພະລັງງານເຊື້ອໄຟຂອງເອກະຊົນລາວທີ່ຄົບວົງຈອນເປັນທີ່ຍອມຮັບແລະເຊື່ອໝັ້ນຂອງສັງຄົມ ສາມາດເຊື່ອມໂຍງການຄ້າໃນລະດັບພູມມິພາກ, ສ້າງ ແລະ ແບ່ງປັນຜົນປະໂຫຍດຕໍ່ຜູ້ທີ່ມີສ່ວນກ່ຽວພັນ ແລະ ສັງຄົມ.

Create Lao private sector's petroleum business fully integration with accpepted and confidence for the end users, linked commercial in the region, create and sharing profitibilities of those involved and to the societies.





Petroleum Trading Lao Public Company in Brief

Petroleum Trading Lao Public Company ("Company" or "PTL"), was established by Mr. ChanthoneSitthixay and his wife Mrs. SavanhthongPhongsavanh whose are well-known businessperson in Lao PDR. They both have high experiences in many kinds of business, such as import/export business of various products in Lao PDR.

They have been to many area of the country, both urban area and remote area. Therefore, they have found the obstacle to access the source of energy or petroleum, especially in remote area. And the petroleum sold in the remote area would often be more expensive than the price that was set by government's organization causing them to realize the great level of consumption needed parallel with the growth of the economy which petroleum is an important factor in the country's development. With an intention of creating a gas station where it offers a good quality at a fair price, hence, PTL was founded by Mr. Chanthone on 3rd October 2008 with registered capital of LAK 28.8 billion to operate the business of importing petroleum and sell it through retail gas station, construction project, and Infrastructure project with head office at Ban Soununtha, Kaisonepomvihan district, Savannakhet province.

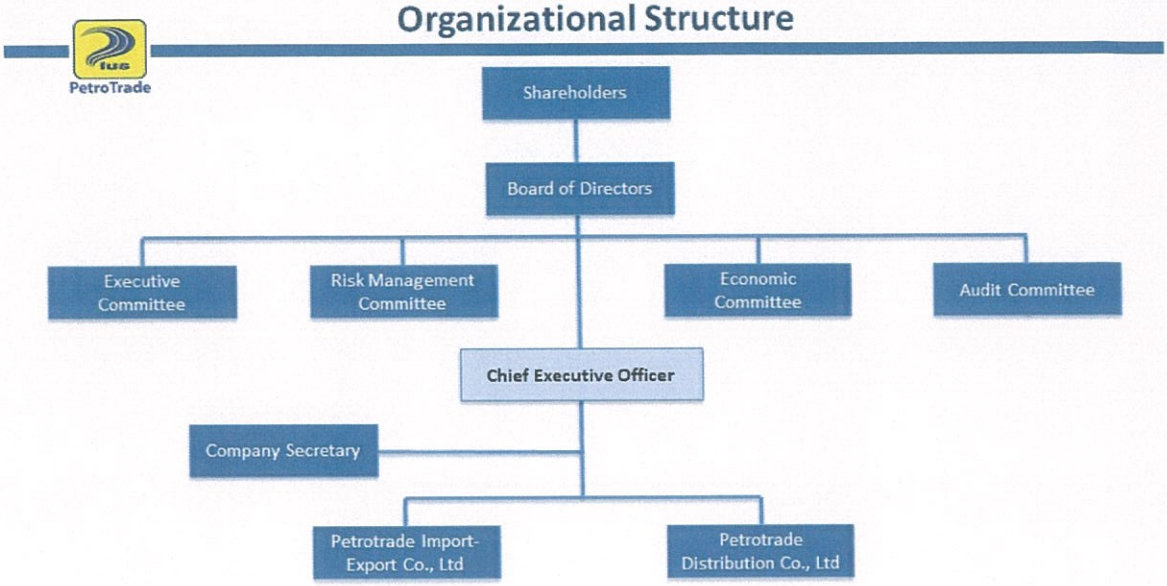
The Company has been importing the petroleum from well-known suppliers, such as, Chevron (Thailand) Limited (Chevron), ESSO (Thailand) Public Company Limited (ESSO), IRPC Public Company Limited (IRPC) and The Shell Company of Thailand Limited (Shell).

Year		Summary of highlighted events
2008	:	➢ Petroleum Trading Lao Public Company Limited (PTL) was established with registered capital: LAK 28.80 billion, 75% of shares were held by Mr. ChanthoneSitthixay and 25% were held by his wife Mrs. SavanhthongPhongsavanh. The business objectives are import and distribute petroleum products through the gas stations in Lao PDR.
2009	:	➢ Launched the first high standard gas station at Phon Than that is called the gas station "PLUS 1" ➢ Launched the first depotwhich is able to store the oil up to 700,000 liters in Savannakhet province
2010	:	➢ The Company has received the certificates of the international standard from United Kingdom Accreditation Service (UKAS), three types: ISO 9001:2008 Quality Management System,ISO 14001:2004Environmental Management Systems,and OHSAS 18001:2007Occupational Health and Safety Management Systems. ➢ Launched a depot at Vientiane Capital City, oil capacity: 1,120,000 liters and another depot at MeungNgeun, Sayaboury Province, and oil capacity: 700,000 liters.
2011	:	➢ The Company has increased registered capital to LAK 75.60 billion in order to support the expansion of gas station coverall area of Lao PDR ➢ Launched the first PLUS Gold Gas Stationin Vientiane Capital city ➢ Launched the Paksan depot in Bolikhamxay province, oil capacity: 350,000 liters. ➢ The Company took the position into the second largest fuel distributor in Lao PDR by market share
2012	:	➢ Launched the first PLUS Platinum Gas Station (PTN) in Vientiane Capital city, namely: PLUS Done Koy gas station at Done Koy village, Sisattanak District,Vientiane Capital city. ➢ The Company can maintain the position of the second largest fuel distributor in the Lao PDR by market shares. ➢ The Company applied the modern technology to enhance and manage the sale division by using Electronic Data Capture (EDC) and store data from the center to every branches throughout the country by developing ERP System. ➢ The Company invested in developing fuel sale system by using electronic card instead of cash payment (Fleet Card) which became the first company in Lao PDR that initiated to bring the high technology to control and manage the cost in business operation. The card is able to use for gas paymentin the Company stations.
2013	:	➢ The Company has increased the registered capital to LAK 350.00 billion in order to support the Company's growth, and the expansion of investment

		to be the top of gas station service in Lao PDR. And to support the growth in demand for fuel consumption in Laos and the ASEAN Economic Community (AEC). ➢ The Company has received the extension of certificates of the international standard from United Kingdom Accreditation Service (UKAS), three types are: ISO 9001:2008,ISO 14001:2004, OHSAS 18001:2007. ➢ The Company has clearly restructured the Company and the related companies in order to meet the growth in long term. ➢ The Company can maintain the position of the second largest fuel distributor in the Lao PDR by market shares.
2014	:	➢ The Company became a member of Lao Petroleum and Gas Association ➢ According to Annual General Shareholders' Meeting in 2014 on18th June 2014 has agreed in the important issues such as: – Reduce par value per that is stated fromLAK 350,000,000 per share to LAK 2,000 per share that is made the number of share increasefrom 1,000 shares to 175,000,000 shares. – The shares are distributed from two shareholders to 9 shareholders to meet the requirements of public company establishment. ➢ According to Extraordinary General Shareholders' Meeting 1/2014, on 9th October 2014,the shareholders have agreed on the issues as follows: – Approved to increase registered capital LAK 470 billion by issuing common shares: 60,000,000 shares, par: LAK 2,000, distribution: Initial Public Offering (IPO). – To establish Petroleum Trading Lao Public Company and submitting to be listed in the Lao Securities Exchange



Organizational Structure





PTL Board of Directors



Mr. Vang Rattanavong / Chairman of Board of Directors



Mrs. SavanhthongPhongsavanh
Vice Chairman



Mrs Chanthadom Meksavanh
Vice Chairman



Mr. NoophanMahaphon
Independent Director



Mr. Phoxay Chanthavongsa
Independent Director



Mr. Bounthanh Chittavong
Director



Mrs. Daly Pholsena
Independent Director

Sales

Summary of Project Customer in the half year of 2021

No	Costomer	Litre
1	B2B (Project Customer)	**27,509,000 Litres**

Summary of Wholesale and Directdrop in the half year of 2021

No	Customer	Litre
1	Spot Wholesale	**25,867,000 Liter**
2	Spot Importer Sale Directdrop	**21,079,000 Litres**
	Total	**46,946,000 Litres**

Summary of Gas Station Customer in the half year of 2021

No	Customer	Litre
	COCO/ Company 's gas station	
1	Gold	**7,503,500** Litres
2	Platinum	**4,372,000** Litres
3	Standard	**5,374,500** Litres
	DODO/ Customer 's gas station	
1	Gold	3,095,000 Litres
2	Platinum	1,427,000 Litres
3	Standard	5,946,000 Litres

4	Thongthin	7,001,000 Litres
	Total	**34,719,000 Litres**

Summary of Lubricant Customer in the half year of 2021

No	Costomer	Litre
1	Lubricant	**5,928 Litres**

Summary of All Customer in the half year of 2021

No	Costomer	Litre
1	Project/B2B	**27,509,000** Litres
2	Spot Sale/Wholesale/Directdrop	**46,946,000** Litres
3	Gas Station	**34,719,000** Litres
4	Lubricant	**5,928** Litres
	Grand Total	**109,179,928 Liters**

Comparation of Sale Half Year 2020-2021

6 Months Actual Sale of 2020	6 Months Actual Sale of 2021	Difference of 2020-2021 (+, -, %)
90,806,312 Liters	**109,179,928** Liters	**20,23%**

Income from Share Service Ccenter 6 Months 2021

No	description	Total (USD)	Remark
1	ADM (rental fee)	137,568.00	
2	IT	95,143.00	
3	PURI	9,000.00	
	TOTAL	**241,711.00**	

Depot Operation

- Received **64,522,615** Liters;
- Withdrawal **65,722,023** Liters;

- Average volatility of Gasoline Super 95 in the depots are - 370 liters, of all received 537,604 Liters and it's beyond our lose control -0.07%;
- Average volatility of Gasoline Super 91 in the depots are - 11,921 liters, of all received 14,244,579 liters Liters and it's beyond our lose control -0.08 %;
- Average volatility of Diesel in the depots are - 25,754 Liters of all reeived 49,740,432 Liters and it's beyond our lose control -0.05%; and
- Lublicants received & withdrawal total of 5,984 liters.

Human Resource

In the past 6 months of 2021, our human resource department were works to make sure that our employee are enough and capable and skills to works in their roles and responsibilities, update and make sure our wealthfare and employee benefit are complying with labor law and company policy.

We've organized in-house training for our employee as below subjects:

- Company Policy and ISO Qualifying of 2018 and regulation.
- Company Policy and Compliant for new employee.
- Health & Safety and Environment knowledge.
- Online Evaluation System;
- AX System How-to purchase online;
- ACE Online Platform Purchasing System;
- Delegation of Authorization
- Online working station for BCP activation.
- IFRS training

Total of Employee of PTL for the year 2019

Office	Female	Male	Total
Head Office	29	24	53

We're internship from the university and colleges studied with us in differences department as below:

No	Description	Period (month)	Total of Student	Venue
1	Dongkhamxang College (Agriculture-Forestry)	2	2	Head office
2	Faculty of Economics and Business Administration, National University of Laos	1,5	4	Head office
		Total	**6**	

Social Responsibilities

PTL together with Phongsavanh Group company organize a caravan group for the campaign Winter Help Prevention in Kham and Nonghat District of Xiengkhuang Province the team brought blankets, cloths and other daily use items to donated to 15 villages and 1,123 families total of 34,700,000 KIP.



PTL has signed the MOU with Lao National Chamber of Commerce to be strategic partner and promoting and showcasing Made In Lao product to the market period of 2021-2023 in the budget 200m KIP per year to help boosting exhibition showcasing Lao products to international and domestic.



To help prevention of covid-19 pandamic PTL association with affiliates companies has donated medical devices and consumer goods to emergency respond units who are the frontline of picking up people with positive covid-19 to the hospitals with be low items:

- Face masks 38 Boxes,
- PPE 179 suites,
- Medical glove 27 Boxes,
- Alchohal-90, 50 Boxes,
- Alchohal Gel 7 Boxes,
- Multi purposes cleaning 7 boxes,
- Electrict Bioling 3 units,

Total value 109,947,000 KIP



Summary of contributed to social 6 months of 2021

No	Description	Total (LAK)
1	Caravan Winter Help Prevention	34,700,000 Kip
2	Support Made In Lao Exhibition	200,000,000 Kip
3	Emergency Respond Donation	109,947,000 Kip
	Grand Total	**344,647,000 Kip**

Summary of Tax Piad to the Tax Authority and other in the 6 months of 2021

- Import Tax 38,520,375,800 Kip
- Excise Tax 122,808,406,400 Kip
- Value Added Tax 123,904,166,791 Kip
- Road Tax 56,751,240,009 Kip
- Statutory Fuel-price Stabilizing Reserve Fund 95,516,641,000 Kip
- E-Meter 264,240,000 Kip
- Quality Fee 886,560,000 Kip
- Value Added During a Year 19,168,682,787 Kip
- Income Tax 208,501,982 Kip

Total 458,028,814,769 Kip

** The Audited Financial Report sparated from this report*

Chairman Board of Directors

ບໍລິສັດ ປິໂຕຣລ້ຳເທຣດດິ້ ລາວ ມະຫາຊົນ
Petroleum Trading Lao Public Company

ທ່ານ ຣັຕຕະນະວົງ
Vang RATANAVONG