PetroTrade

Annual

Reports of 2022

PetroTrade
ບໍລິສັດ ປີໂຕຣລັ້ມເທຣດດິ້ງລາວ ມະຫາຊົນ
ຖະໜົນກຳແພງເມືອງ, ບ້ານໂພນທັນ,ເມືອງໄຊເສດຖາ,ນະຄອນຫຼວງວຽງຈັນ
ໂທ: (856) 21 264 834, ແຟັກ: (856) 21 264 836
www.petrotradelaos.com www.facebook.com/petrotradelaos
1122 Call Center
www.facebook.com/petrotradelao
+856 20 5552 9722

ຄຳຂວັນ/Slogan

ພລັສ ພະລັງງານເພື່ອຊາດ ພະລັງງານເພື່ອການພັດທະນາ

Plus Energy for The Nation, Energy for The Development

ວິໄສທັດ/Vision

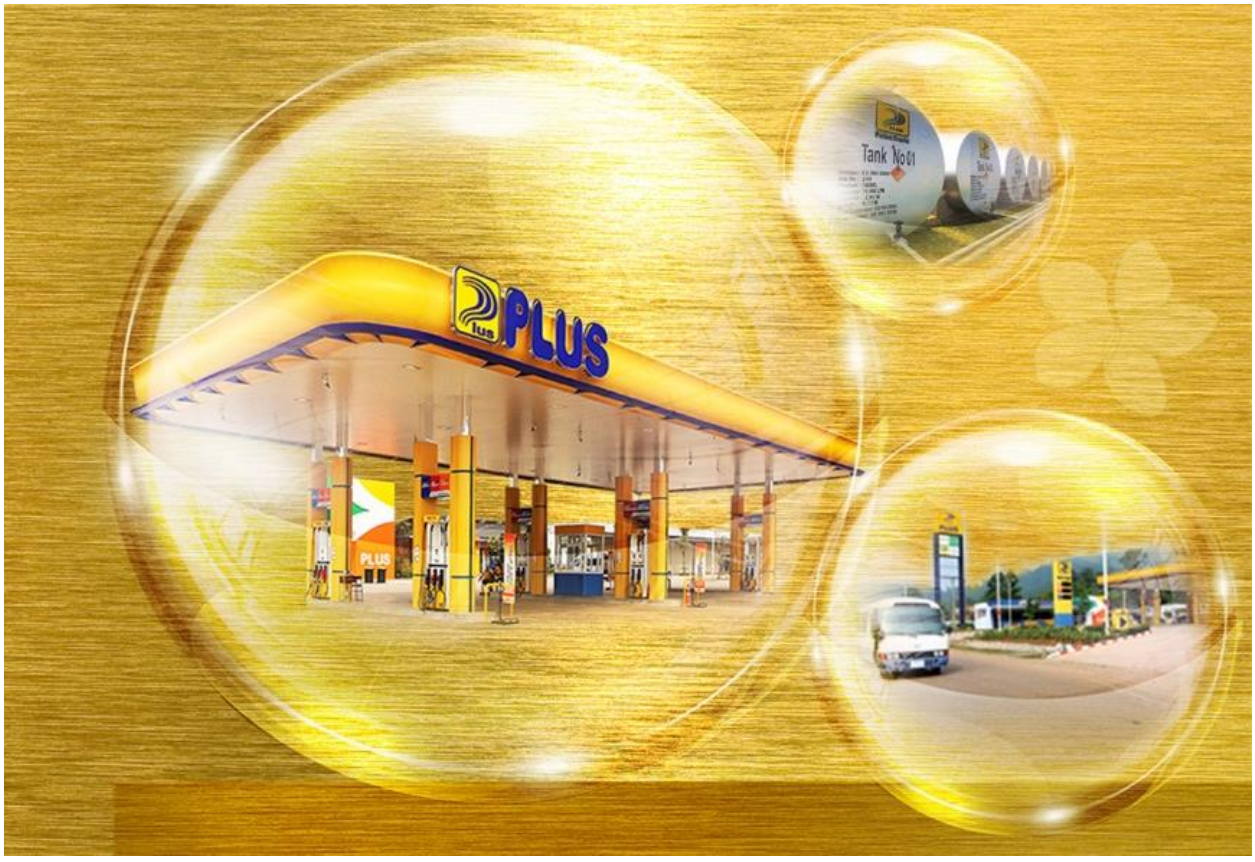
ເປັນບໍລິສັດຊັ້ນນຳ ທາງດ້ານພະລັງງານເຊື້ອໄຟ ທີ່ຄົບວົງຈອນດ້ານຜະລິດຕະພັນປິໂຕຣລ້ຽມ ໃນສປປ ລາວ ແລະ ເຊື່ອມໂຍງການຄ້າໃນລະດັບອາຊຽນ ພາຍໃນ 5 ປີ.

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

ພາລະກິດ/Mission

ສ້າງທຸລະກິດພະລັງງານເຊື້ອໄຟຂອງເອກະຊົນລາວທີ່ຄົບວົງຈອນເປັນທີ່ຍອມຮັບແລະເຊື່ອໝັ້ນຂອງສັງຄົມ ສາມາດເຊື່ອມໂຍງການຄ້າໃນໃນລະດັບພູມມິພາກ, 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.



2. Petroleum Trading Lao Public Profile

Symbol	:	PTL or ปทล or PetroTrade
Head Office	:	Phonthun village, Xaysettha district, Vientiane capital
Enterprise Registration Certificate	:	No.508/จทอ, date 05 December 2014
Tax ID	:	722101761-9-00
Register Capital	:	470,000,000,000 kip
Number of share	:	235,000,000 shares
Website	:	www.petrotradelaos.com
Tel	:	(856) 21 264834-5
Fax	:	(856) 21 264836





3. 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



3. Petrotrade Organization Chart



4. PTL of the Board of Directors

Curriculum Vitae of Independent Chairman

I. Personal Information



Name & Surname: **Mr. Vang Rattanavong**
Nationality: Lao, Race: Lao.
Date of Birth: 12 January 1949
Place of Birth: Lingsan Village, Tulakhom District, Vientiane Province
Occupation: Retried
Place of work: Ministry of Natural Resources and Environment
Position: Regal Consultant
Present Address: Hongseng Village, Chanthabury District, Vientiane Capital
Telephone: 020 22212535

II. Education and Training

1. Education Level:

√ **Bachelor Degree**

- Subject: Regal & Administration
- Name and University Address: National Institute of Politics and Administration
- Period: 1972

√ **Master Degree**

- Subject: Political Relations Affair
- Name and University Address: Quebec a Montreal University, Canada
- Period: 1977

2. Attend on the Training:

No.	Subject	Organize by	period
1	State Administration	National Institute of Administration	1985
2	Management on Tourism	East-West-Center, Hawaii University USA	2006
3	Management on Tourism	Hiroshima, Japan	2007
4	Management on Tourism	Shanghai, China	2008
5	Management on Tourism	Maldives	2009

3. Working Histories:

No.	Organization	Position and Responsibilities	Period
1	Lao-America cooperation	Officer	1977 – 1978
2	Lao Embassy in Beijing, China	Second secretary	1978 – 1981
3	Asia-Pacific, Ministry of Foreign Affair	Director	1982 – 1983
4	Ministry of Foreign Affair	Vice Director	1983 - 1986
5	Department of party contact center	Director	1986 – 1987

6	Lao Embassy at Bangkok, Thailand	Consular	1987 – 1990
7	Lao Embassy in Australia & New Zealand	Ambassador to the Lao PDR	1990 - 1994
8	Ministry of Foreign Affair	Director at Asia-Pacific and Africa	1995 – 1998
9	Lao Embassy in USA, Canada and Mexico	Ambassador to the Lao PDR	1998 – 2002
10	Ministry of Foreign Affair	Director of Euro-America Department	2002 – 2003
11	Tourism authority of Lao PDR	Vice President of Lao National Tourism Authority, Senior Officer	2003 – 2011
12	Retied		2011

Curriculum Vitae of Vice-Chairman

I. Personal Information



Name and Surname: Mr. Khamsone Sitthixay
Nationality: Lao, Race: Lao
Date of Birth: 13 Oct 1989
Place of birth: Soununtha Village, Kaysone Phomvihan District, Savannakhet Province.
Place of work: PTL Holding Co., Ltd. Petroleum Trading Lao Public Company, Petrotrade Import Export Co., Ltd
Possition: Vice CEO

II. Education and Training

√ **Diploma**
- Subject: Business Administration

√ **Bachelor Degree**
- Subject: Business Administration and Business Coporate Strategies
- Name of Univercity: Martin College (Australia)

√ **Master Degree**
- Subject: Human resources Management and Marketing
- Name of Univercity: Charles Sturt University (Australia)

III. Training:

No.	Suject	Peroid
1	International Financial Currency Risk Management	2015
2	Fuel Pricing Risk Management Singapore	2016
3	Corporate Accounting Controll and Managing	2020

IV. Working Histories:

No	Organization	Possition and Responsibilities	Peroid
1	Petroluem Trading Lao Public Company	International Purchasing Manager	2015 - 2018
2	Petroluem Trading Lao Public Company	Deputy Director	2018 –2019
3	PTL Holding Co., Ltd, Petroluem Trading Lao Public Company, and Petrotrade Import Export Co., Ltd	Vice CEO	2019 - 2022

Curriculum Vitae of Executive Board Member

I. Personal Information



Name and Surname: Mr. Mark Luvant
Nationality: Lao
Date of Birth: 25 Sep 1975
Place of birth: Sokpalung Village, Sisattanak District, Vientiane Capital.
Place of work: Petroleum Trading Lao Public Company.
Possition: General Manager.

II. Education and Training

√ **Master Degree**

- Subject: Faculty of Social Sciences, Finance, Business Administration, Tax and Marketing.
- Name of Univercity: La Sorbone (French) 1995-1999

III. Working Histories:

No	Organization	Possition and Responsibilities	Peroid
1	ANZ Bank, Vientiane	Bank Transaction Manager (Management of Payments & Cash and Trading)	2014 – 2016
2	ANZ Bank, Vientiane	Chief Executive Officer (COO)	2016 – 2018
3	Petroluem Trading Lao Public Company	General Manager	2018 - Present

Curriculum Vitae of Executive Board Member

I. Personal Information



Name and Surname: Mrs. Sengduan Kaiosuwath
Nationality: Lao
Date of Birth: 30 Sep 1968
Place of birth: Sibounhuengthong Village, Sikhothabong District, Vientiane Capital.
Place of work: PTL Holding Co., Ltd.

II. Education and Training

√ **Intermidate Level**
- Subject: Faculty of Business, Business Accounting
- Name of Univercity: Pakpasak Poly Technic College 2001

√ **Other:**
- Diploma: LAO CPA on Accounting Consultency (2006)
- Mini MBA in Retail Management (2013)
- Diploma: Professional Investment Banking, (LSX 2014)
- Diploma: Lao CPA on Professional Accountant (LSX, 2019)

Training:

No	Sunject	Organize by	Preiod
1	Financial Statement Analysis for Managers	OCG Training Institute	2012
2	Management of leadership skills	Dr. Yutathol Tawasali, Khon Kaen University	2012
3	How to analyze SWOT factors	Dr. Yutathol Tawasali, Khon Kaen University	2012
4	Preparation of the accounting system for listing in the stock market	Lao stock market	2013
5	Forms of financial statements, chart of accounts and accounting systems for enterprises that do not serve the public interest	Accounting Department, Ministry of Finance	2020
6	Professional ethics, external audit at the basic level, intermediate level, preparation and creation of financial statements	Professional Council of Accountants and Auditors	2021
7	Law on Accounting and Financial Reporting Standards, Department of Accounting, Ministry of Finance	Professional Council of Accountants and Auditors	2022

Working Histories:

No	organization	Possition & Responsibilities	Preoid
1	Trimax Company Limited	Accountant-Finance Assistant	1994 - 2000
2	Trimax Company Limited	Head of the Accounting-Finance Department	2001 -2007

3	Petroluem Trading Lao Public Company	Head of the Accounting-Finance Department	2008 - 2009
4	Petroluem Trading Lao Public Company	Accounting-Finance Manager	2010 - 2011
5	Petroluem Trading Lao Public Company	Deputy Director of Accounting-Finance	2012 - 2013
6	Petroluem Trading Lao Public Company	Director of Accounts	2014 - 2019
7	PTL Holding Co., Ltd	Director of Accounts	2020 - Present

Curriculum Vitae of the Independent Board Members

I. Personal Information



Name and Surname: Mr. Viengkhone Sitthixay
Nationality: Lao
Date of Birth: 13 Jan 1984
Place of birth: Soununtha Village, Kaysone Phomvihan District, Savannakhet Province.
Place of work: Sitthi Logistices Lao Co., Ltd

II. Education and Training

√ **Bachelor Degree**
- Subject: Faculty of Business Administration,
- Name of Univercity: Lao National Univercity

III. Working Histories:

No	organization	Possition & Responsibilities	Peroid
1	Sitthi Logistices Lao Co., Ltd	Director	2012
2	Sitthi Logistices Thai Co., Ltd	Director	2015
3	Soudaphone Trading Import Export Co., Ltd	Director	2015
4	Type Speed	Director	2015
5	Sitthi Express Co., Ltd	Director	2018
6	Sitthi Intertrade Co., Ltd	Director	2019
7	Vientiane Logistic Park Co., Ltd	Vice CEO	2020
8	Vung Ang State Enterprise Co., Ltd	Vice CEO	2020
9	Thanaleng Dry Port Sole Co., Ltd	Vice CEO	2021
10	Lao International Transportation and Logistics Association	Vice CEO	2022

Curriculum Vitae of Chairman of Risk Management Committee Independent Director

I. Personal Information



Name & Surname: Mr. Bounthanh Vongsoury
Nationality: Lao, Race: Lao
Date of Birth: 08 May 1965
Place of Birth: Pakse District, Champasack Province, Lao PDR
Place of Work: Chair of the Board of Directors, Phongsavanh Bank

II. Education and Training

1. Education Level:

√ **Master Degree:**

❖ Subject: Economic Cybernetics

- Name and University Address: Kiev Polytechnic Institute of Kiev, Republic of Ukraine, USSR

√ **Master Degree:**

❖ Subject: Economics of Development. Major subjects: Monetary and Public Finance Policy and Management.

- Name and University Address: National Institute of Development Administration (NIDA), Bangkok, Thailand

2. Attend on the Training:

No.	Subject	Organize by	period
1	Improving Public Expenditure Management	ADB Institute, Tokyo, Japan	July 2000
2	Sovereign Debt Management Practice	JBIC, Tokyo, Japan	Jan-Feb 2004
3	Macroeconomic Analysis and Policy	Joint Vienna Institute, Austria.	Jan-Mar 2005
4	Macroeconomic Management for senior officials	MF-Singapore Regional Training Institute, Singapore	June 2006
5	Bond and Securities Market Management	Ministry of Finance of Japan	Oct 2009
6	Regional Economic and Financial Monitoring	Korean Banking Institute, Korea	May-June 2010
7	CLMVT Bankers' Leadership Program	Jointly organized by Bank of Thailand and The Thai Bankers' Association, Bangkok, Thailand	Nov 2017

3. Working Histories:

No.	Organization	Position and Responsibilities	Period
1	Permanent Secretary's Office, Ministry of Economy, Planning and Finance	Program officer	1990-1992
2	Ministry of Finance, Lao PDR	Secretary to Minister's Office	1993-1997
3	Ministry of Finance, Lao PDR	Deputy Director of Public Procurement Monitoring Office (PMO)	1998-1999
4	State Budget Department, Ministry of Finance, Lao PDR	Director of Public Debt Management	2000-2002
5	Ministry of Finance, Lao PDR	Secretary to Minister's Office, Director of Financial Planning Office	2003- Mar 2007
6	The World Bank Group (WBG), Washington D.C., USA.	Advisor to Executive Director of SEA Group Office	Apr 2007 to Sep 2009
7	Fiscal Policy Department, Ministry of Finance, Lao PDR	Economist, Director of Macroeconomic and Finance Division	Nov 2009 to May 2010
8	Phongsavanh Bank Ltd	Senior Advisor to Managing Director	Aug 2010 to Oct 2011
9	Phongsavanh Bank Ltd	Finance	Nov 2011 to May 2015
10	Phongsavanh Bank Ltd	Managing Director	Jun 2015 to Dec 2019
11	Phongsavanh Bank Ltd	Chair of the Board, Board of Directors	Jan 2019 - Present

4. Research & Working Papers

No.	Subject	country	year
1	Factors led to the inflation and price instability in Laos	Lao PDR	2000
2	Strengthening Public Debt Management Service in Lao PDR	Lao PDR	2009
3	Improving the efficiency of government revenues in Lao PDR	Lao PDR	2010
4	Macroeconomic analysis working paper	Lao PDR	

Curriculum Vitae of Chairman of Audit Committee
Independent Director

I. Personal Information



Name & Surname: Prof. Davone VANGVICHITH
Age: 75 years old
Nationality: Lao, Race: Lao
Date of Birth: 1 August 1948.
Place of Birth: Nalek Village, Salavan District, Salavan Province.
Place of Work: Legal consultant (research, economy and society development institute) Vientiane, Lao Front for National Development

II. Education and Training

1. Education Level:

√ **Bachelor Degree:**

❖ Name and University Address: National Institute of Laws and Administration

- Period :1973

√ **Master Degree:**

❖ Subject: Legal

- Name and University Address: State University, Russia
- Period1984 :

2. Attend on the Training:

No.	Subject	Organize by	period
1	Laws and Justice work	French and Others	

3. Working Histories:

No.	Organization	Position and Responsibilities	Period
1	Legal Department, Ministry of Justice	legal	1975– 1978
2	Legal advertising and Disclosure Department, Ministry of Justice	Legal advertising and Disclosure	1985- 1990
3	The People's Supreme Court	Vice chairman	1990- 2006
4	National Assembly	Member of the 6th National Assembly, Vice Chairman of the Laws Committee	2006- 2011
5	National Assembly	Member of the 7th National Assembly, Chairman of the Laws Committee	2011- 2016
6	Lao Front for National Development,	Legal consultant (research, economy and society development institute)	2016– the present

Executive Summary

In the context of economic instability and disputes among the major oil producing countries of the world in Europe, including the impact due to the spread of the covid-19 disease that has not completely disappeared, in 2022 it will be a year that will be greatly affected by the event that will lead the country to a currency crisis, leading to a shortage of foreign currency and causing the country to experience an unprecedented fuel shortage crisis. Petrotrade has worked hard together with the public sector and strong suppliers so that during the crisis there is a shortage of fuel, but Petrotrade's gas stations are still open to serve the public.

Also, throughout the period of the 2nd quarter and the 3rd quarter of 2022 along with the international political instability resulting in the price of oil adjusting up to 150 percent of the price of fuel compared to previous years.

Even with those factors, the company and its subsidiary companies both applied flexible management methods and improved business management methods to suit the situation throughout the period of 2022, which made the company able to generate the highest sales in history of 243 million liters.

Overview of the trend of 2023 The company is likely to continue to conduct business in a challenging manner to support a large customer base according to the economic trend and together with the retail service stations to maintain stability in providing and serving the society to continue without experiencing a crisis like in 2022.

5. Sale of 2022

❖ **B2B Sales:**

1) The table compares the sales between the 2022 plan and the actual sales

Customer	2022 Plan	Actual	Diff of 2022	
	Liter	Lite	Liter	%
B2B	**56,320,000**	**77,764,000**	**21,444,000**	**38.80%**

2) Table comparing sales between 2022 sales and 2021 sales

Customer	Actual 2022	Actual 2021	Diff 2021-2022	
	Liter	Liter	Liter	%
B2B	**77,764,000**	**53,129,000**	**24,635,000**	**46.30%**

❖ Spot customer sales

Customer	2022 Plan	Actual	Diff 2022	
	Liter	Liter	Liter	%
SPOT	**75,000,000**	**73,002,000**	**(1,998,000)**	**-2.70%**

❖ **Retail Sales**

1) The table compares the sales between the 2022 plan and the actual sales

No	Retail Type	Plan	Actual	Diff	
		Liter	Liter	Liter	%
1	Platinum Station	15,090,000	12,734,750	(3,152,250)	(15.61%)
2	Gold Station	26,495,000	29,647,250	2,355,250	11.90%
3	Standard Station	27,046,000	30,224,000	3,178,000	11.75%
4	Thongthin Station	17,395,000	11,667,00	(5,728,000)	(32.93%)
Toal		**86,026,000**	**84,273,000**	**(1,753,000)**	**(2.04%)**

2) Table comparing sales between 2022 sales and 2021 sales

No	Retail Type	**Actual 2022**	**Actual 2021**	**Diff 2021-2022**	
		Liter	**Liter**	**Liter**	**ເປັນ %**
1	Platinum Station	12,734,750	11,004,000	1,730,750	15.73%
2	Gold Station	29,647,250	21,295,500	8,351,750	39.22%
3	Standard Station	30,224,000	23,146,245	7,077,755	30.58%
4	Thongthin Station	11,667,000	13,161,000	(1,494,000)	(11.35%)
Total		**84,273,000**	**68,606,745**	**15,666,255**	**22.83%**

❖ **Sales chart of heavy oil, Asphalt and Lubricant**

1) The table compares the sales between the 2022 plan and the actual sales

No	Product Type	Plan	Actual	Diff 2022	
		Liter	Liter	Liter	%
1	Heavy Oil	-	-	-	-
2	Asphalt	-	-	-	-
3	Lubricants	250	9,070	(240.93)	(96.37%)
Total		250	9,070	(240.93)	(96.37%)

2) Table comparing sales between 2022 sales and 2021 sales

No	Products Type	Actual 2022	Actual 2021	Diff 2021-2022	
		Liter	Liter	Liter	%
1	Heavy Oil	-	60		-100%
2	Asphalt				
3	Lubricants	9,070	26,142	-17,072	(65.3%)
Total		**Total**	**86,142**	**-77,072**	**(65.3%)**

❖ **Summary of All Sales.**

1) Table comparing sales between 2022 plan and 2022 sales

No	Customer	2022 Plan	Actual 2022	Diff 2022	
		Liter	Liter	Liter	%
1	B2B	56,320,000	77,764,000	21,444,000	38.08%
2	Retail (Gas Stations)	86,026,000	84,273,000	(1,753,000)	(2.04%)
3	Heavy Oil and Asphalt	0	0	0	0
4	Lubricant	250	9,07	-17,072	(65.3%)
5	SPOT	75,000,000	73,002,000	(1,998,000)	(2.66%)
	Total	**217,596,000**	**235,048,070**	**17,452,070**	**8.02%**

2) Table comparing sales between 2022 sales and 2021 sales

No	Customer	Actual 2022	Actual 2021	Diff 2021-2022	
		Liter	Liter	Liter	%
1	B2B	77,764,000	53,129,000	24,635,000	46,37%
2	Retail (Gas Stations)	4,273,000	68,606,745	15,666,255	22,83%
3	Heavy Oil and Asphalt	0	60	-60	-100%
4	Lubricant	9,070	26,142	-17,072	(65.3%)
5	SPOT	73,002,000	75,109,000	(2,107,000)	(2.88%)
	Total	**235,048,070**	**196,930,887**	**38,117,183**	**19.36%**

Shared Service Centers

Continuing with the business plan from last year, the Army established a service center for the following purposes:

- For flexibility and consolidation;
- To generate more income for the military;
- To have better control and transparency about the costs of all affiliates.

No	Description	2022 Plan	Actual	%
1	IT Services Charge	595,636.00	1,278,510.00	115%
2	Building Admin Charge	214,875.03	245,368.00	14%
	Total	**810,511.03**	**1,523,878.00**	**129%**

The table compares the income between 2022 and 2021

No	ลายการ	2022	2021	%
1	IT Services Charge	1,278,510.00	227,568.00	561%
2	Building Admin Charge	245,368.00	272,496.00	-10%
	Total	**1,523,878.00**	**500,064.00**	**551%**

❖ Warehouse Operation

1. Total of receiving and withdraw all terminal

No	Description	2021	2022	Diff 2021-2022	
		Liter	Liter	Liter	%
1	Receiving	122,152,233	164,101,797	41,949,564	34.34%
2	Withdraw	123,504,480	163,212,423	39,707,943	32.15%
3	Lubricants	30,206	0	0	-100%
Total		**245,686,919**	**327,314,220**	**81,657,507**	**33.22%**

2 Average volatility of each type of fuel

- Average volatility of Gasoline Super 95 in the depots are -1.515 liters, of all received 985,057 Liters and it's beyond our lose control -0.16%;
- Average volatility of Gasoline Super 91 in the depots are -43,624 liters, of all received liters 33,091,026 Liters and it's beyond our lose control -0.13%;
- Average volatility of Diesel in the depots are -78,831 Liters of all received 130,025,714 Liters and it's beyond our lose control -0.06%.

❖ Human Resource

Petroleum Trading Lao Public Company has total 156 employees in which 91 are female, Personnel operations for the year 2022 are focused on ensuring the sufficiency of employees, Recruiting suitable personnel to fill the vacant positions effectively, taking care of the welfare and employees benefit according to the regulation of the company and the Lao labor law.

Moreover, we've organized in-house training for our employee as below subjects

- Company Policy and ISO Qualifying of 2018 and regulation 2022;
- Company Policy and Compliant for new employee;
- Health & Safety and Environment knowledge;
- IFRS Training;
- Safe driving training;
- General tax notification training;
- Microsoft Dynamic AX Training;
- MS Excel Intermediate Training;
- Firefighting training;
- The scope of authority to approve internal documents training.

❖ Social Responsibilities

Items	Amounts (LAK)
Support the cost of fuel for rescue vehicles	62,576,900.00
Support for aid to Saravan province affected by natural disasters	8,000,000.00
Support the process of celebrating International Women's Day on March 8, 2022	5,000,000.00
Support U19 male athletes	25,000,000.00
Support the Association and Lao GAS	50,000,000.00
Support the charity	100,000,000.00
Support the XI National Games in Xiengkhouang province according to Mr. Kham opinion	20,000,000.00
Support KASEM RUN dated 05/11/2022	50,000,000.00
Support the process of celebrating International Women's Day on March 8, 2022	5,000,000.00
Support the certificate awarding ceremony for the Accountants	1,600,000.00
Support Esprot players of Paradisesport Club for the 31st SEA Games in Vietnam	75,025,000.00
Total	**402,201,900.00**

❖ Summary of Tax paid to the Tax Authority and other in 2022

Detail	2021	2022
Import Tax	84,433,127,700	204,387,894,555
Excise Tax	268,779,530,700	214,463,864,169
Value Added tax	143,983,943,199	243,242,799,714
Road Tax	107,570,320,000	123,195,666,360
Reserve fund	109,298,940,000	86,953,600,000
E-Meter	261,876,000	
Quality Fee	2,764,776,000	3,703,790,000
Import Documentation Fee	130,714,999	181,957,300
Value Added Tax in year	26,804,172,170	24,156,455,500
Profit Tax	52,884,234	-
Personal Income Tax	441,733,970	456,209,631
Total	**744,522,018,973**	**900,742,237,229**

❖ **Financial Statement for the year 2022 were summarized as following:**

Unit: LAK

Items	2022	2021
Total Assets	1,891,034,517,557	931,260,589,103
Total Liabilities	1,329,154,704,697	799614,950,893
Total Equity	561,879,812,858	131,645,638,210
Sales	3,823,145,537,169	1,629,626,447,217
Net Profit/(Loss)	45,523,073,182	(78,500,509,737)
Earnings (Loss) per Share	192	(333)

For details, the financial report of the company for the year 2022 has been announced in the information disclosure system of the stock market separately as an attachment to this annual report.



"Plus Energy for the Nation, Energy for the Development"

The business plans of PTL Company for the year 2023

In 2023 will be a big challenge for the Company as we need to improve the internal management system from the business performance result of the year 2022 was accumulated losses and also compensate the fact that we will not supply to some construction project customers as their projects had been completed. Therefore, the Company has decided to adopt a more aggressive and resilient strategy and also market strategy internally.

1) Growth - Offset Volume Loss in previous years

I. Projects B2B

- Capture incremental volumes, leveraging on our supply and logistics advantage (vs other importers) along with our compliance with the government regulations;
- Capture Key B2B Accounts (especially Mining and retail);
- Capitalize Spot Market opportunities and consolidate 45M liters.

II. Retail

- Capture Full potential of existing and newly acquired COCO;
- Redesign and expand our Retail value proposition with additional fuel and non-fuel businesses to capture additional margin and volume:

  - Take over fuel card business (Plus Card)
  - Develop Lubricant bays
  - Develop Coffee Shops

III. Marketing & Promotions

- Optimize margins by improving mapping real cost to serve;
- Continue to monitor and collaborate with industry to maintain/increase CIF (Cost, insurance & Freight) margins.

2) Operational Efficiency

i) Continue to efficiently manage Opex and Capex by adjusting our structures and investments to only the highest returns on short time;
ii) Re-design our operations capacity, expand volume depots higher ones and leverage on other storage available to reduce the investment of capacity expansion.

3) Financial policies

i) Reduce our 2023 AR to 0.
ii) Reduce our OD risk with Suppliers.
iii) Manage Spot market credit risk.
iv) Manage FX losses to 0.

4) Culture

i) Progress high performance individuals into more challenging roles;
ii) Develop our workforce capabilities – promote cross functional changes and trainings;
iii) Foster process innovations.

5) Sales in 2023

i) Projects /B2B

Customer	Plan 2023 (Liter)
B2B	**162,554,000**

ii) Gas Station Sales:

No.	Customer	Plan 2023 (Liter)
1	Platinum Gas Station	12,475,000
2	Gold Gas Station	28,343,000
3	Standard Gas Station	28,694,000
4	Thongthin Gas Station	10,801,000
Total		**80,313,000**

Besides from expansion the volume of sale, the company also will expand more 9 gas stations as following:

- Gold 4 gas stations; and
- Standard 5 gas stations.

iii) Medium LS Fuel Oil, Road Petroleum and Lubricant Sales Volume:

No.	Customer	Plan 2023 (Liter)
1	Medium LS Fuel Oil	Based on customers' order
2	Road Petroleum	Based on customers' order
3	Lubricant	Based on customers' order
Total		

Chairman Board of Director

