PetroTrade

Semi-Annual

Reports of 2023

As of 30th June 2023

PetroTrade
ບໍລິສັດ ປີໂຕຣລັ້ມເທຣດດິ້ງລາວ 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.

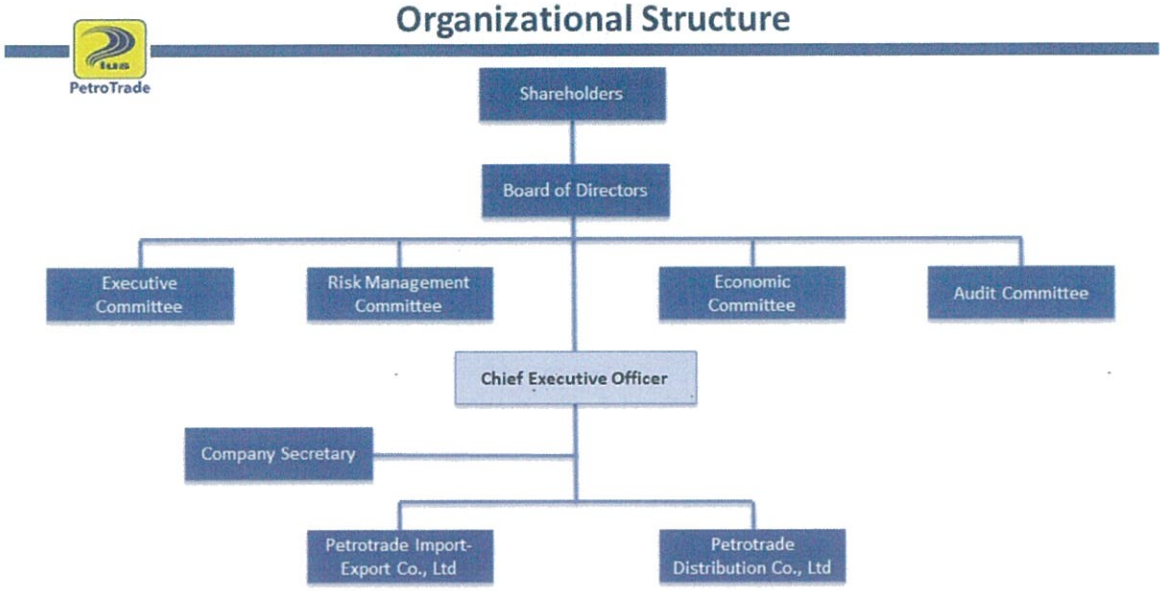
The Company has been importing the petroleum from well-known suppliers, such as, Chevron (Thailand) Limited (Chevron), ESSO (Thailand) Public Company Limited (ESSO), IRPC Public Company Limited (IRPC) and The Shell Company of Thailand Limited (Shell).

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
2018		➢ Company has devided into 2 subsidaries companies for import-export and disctribution in order to complying with PM Decree no. 331/PM



Organizational Structure





PTL Board of Directors



Mr. Vang Rattanavong / Chairman of Board of Directors



Mr. Khamsone Sitthixay
Vice Chairman



Mrs Sengduen Kiaosuwat
Director



Mr. Mark Luvant
Director



Mr. Bounthanh Vongsouli
Independent Director



Mr. Viengkhone Sitthixay
Independent Director



Mr. Davone Vongvichit
Independent Director

Sales

Summary of Project Customer in the half year of 2023

No	Costomer	Litre
1	B2B (Project Customer)	**33,215,000 Litres**

Summary of Wholesale and Directdrop in the half year of 2023

No	Customer	Litre
1	Spot Wholesale	**33,021,000 Liter**

Summary of Gas Station Customer in the half year of 2023

No	Customer	Litre
	COCO/ Company 's gas station	
1	Gold	10,630,000 Litres
2	Platinum	4,778,000 Litres
3	Standard	7,634,000 Litres
	DODO/ Customer 's gas station	
1	Gold	3,699,000 Litres
2	Platinum	907,000 Litres
3	Standard	6,539,000 Litres
4	Thongthin	5,945,000 Litres
	Total	**40,132,000 Litres**

Summary of Lubricant Customer in the half year of 2023

No	Costomer	Litre
1	Lubricant	**- Litres**

Summary of All Customer in the half year of 2023

No	Costomer	Litre
1	Project/B2B	33,215,000 Litres
2	Spot Sale/Wholesale/Directdrop	33,021,000 Litres
3	Gas Station	40,132,000 Litres
4	Lubricant	- Litres
	Grand Total	**106,368,000 Liters**

Comparation of Sale Half Year 2022-2023

6 Months Actual Sale of 2022	6 Months Actual Sale of 2023	Difference of 2022-2023 (+, -, %)
109,919,788 Liters	**106,368,000** Liters	**(3.23%)**

Share Services Center

No.	Description	Income
1	IT Services	456,182.22
2	Administation	83,768.22
	Total (USD)	539,950.44
	Total (LAK)	**10,344,910,562.27**

Depot Operation

- Received 73,900,653 Liters;
- Withdrawal 73,488,273 Liters;

- Average volatility of Gasoline Super 95 in the depots are (468) liters, of all received 358,267 Liters and it's beyond our lose control (0.13%);
- Average volatility of Gasoline Super 91 in the depots are (69,293) liters, of all received liters 15,034,796 Liters and it's beyond our lose control (0.46%);
- Average volatility of Diesel in the depots are (50,653) Liters of all reeived 58,240,580 Liters and it's beyond our lose control (0.09%); and
- Lublicants received & withdrawal total of 0 liters.

Human Resource

In the past 6 months of 2022, 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 Compliant for new employee for 2023;
- Company Policy on ISO intergrated Management and Internal Audit for ISO9001:2015, ISO14001:2015 & ISO45001:2018;
- Health & Safety and Environment knowledge.
- Training on Communication Essentials;
- Training on ISO50001 Cost Leadership & Sustanability Management;
- Training on Shipping Agent;
- Traing on AEO management.

Total of Employee of PTL for the year 2023

Office	Female	Male	Contractor	Total
Head Office	39	33	7	72

Summary of contributed to social 6 months of 2023

No	Description	Amount
1	Phonthan Village Administration and Fees 2023	590,000
2	Support on AEO Audit Committee	7,354,000
3	Support Khongkhao Festival in Champasak	500,000
4	Support Coffee & Tea Festival 2023	1,000,000
5	Support Economic Police	3,000,000
6	Support Quality Control Department Vientiane Border	500,000
7	Support Public Security of Phonthong, Champasak	500,000
8	Support Semina of Vientiane Capital 2023	5,000,000
9	Support Annual Meeting of MOIC	10,000,000
10	Support Nongheo Village Festinal	300,000
11	Support Department of Import-Export, MOIC quarter meeting	6,000,000
12	Support Customs Department at Friendship Bridge 2	1,000,000
13	Support Savanhnakhet Football Club	1,500,000
14	Support 2022 Lao Fuel & Gas Association Annual Meeting	10,000,000
15	Support events and activities of gas station and depots	15,240,000
16	Support Vientiane Capital Meeting	20,000,000
17	Support ER Service of 1623 & 1624	6,610,606
18	Support Live Broadcasting Elephant Festival Xayyabury 2023	5,000,000
19	Support Made in Laos Event	100,000,000
20	Support Printing of Accounting Handbook	48,500,000
21	ສະຫນັບສະໜູນຄ່າບໍລະບັດຮັກສາສອນວິຊາຊຽນດອນໜູນ ປະຈຳເດືອນ 01-06/2023	41,092,320
22	Support ER Service of 1623 & 1624	6,559,200
23	Support Savanh Hansa Festival	50,000,000
24	Support Lao Woman Enterprinuer Meeting II	10,000,000
25	Support Lao Veteran	3,000,000
26	Support Short film for University	6,000,000
27	Support ER Service of 1623 & 1624	6,329,000
28	Support Border Soldiers on fire forest protection Sangthong District	17,947,000
29	Support Simina of Asian Federation of Accounting (AFA)	2,000,000
30	Support ER Service of 1623 & 1624	6,494,000
31	Support ER Service of 1623 & 1624	5,828,400
32	Support blankets 90 set to Luangnamtha Provincail Office	7,515,103
	Total (LAK)	**405,359,629**

Summary of Tax Piad to the Tax Authority and other in the 6 month of 2023

Description	Amount (LAK)
Import Tax	87,141,073,400
Excise Tax	47,134,678,300
Value Added Tax	96,206,863,212
Road Tax	52,564,200,000
Reserve Fund	106,617,840,000
Quality Fee	3,537,975,000
Import Documentation Fee	109,410,600
Value Added During A Year	20,973,838,723
Personal Income Tax	1,155,962,519
Grand Total	**415,441,841,754**

* *The Audited Financial Report sparated from this report*

Chairman Board of Directors

ບໍລິສັດ ປິໂຕຣລ້ຳເທຣດດິ້ງ ລາວ ມະຫາຊົນ
Petroleum Trading Lao Public Company

ທ່ານ ຣັຕຕະນະວົງ
Vang RATANAVONG