Semi-Annual

Reports of 2024

As of 30th June 2024

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. Sila Viengkeo / 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 2024

No	Costomer	Litre
1	B2B (Project Customer)	25,545,000

Summary of Wholesale and Directdrop in the half year of 2024

No	Customer	Litre
1	Spot Wholesale	62,627,000

Summary of Gas Station Customer in the half year of 2024

No	Customer	Litre
COCO/ Company ‘s gas station		
1	Gold	11,897,000
2	Platinum	5,386,000
3	Standard	8,604,000
DODO/ Customer ‘s gas station		
1	Gold	4,536,000
2	Platinum	1,122,000
3	Standard	6,415,0000
4	Thongthin	6,976,000
	Total	**44,936,000**

Summary of All Customer in the half year of 2024

No	Costomer	Litre
1	Project/B2B	25,545,000
2	Spot Sale/Wholesale/Directdrop	62,627,000
3	Gas Station	44,936,000
4	Lubricant	-
	Grand Total	**133,108,000**

Comparation of Sale Half Year 2023-2024

6 Months Actual Sale of 2023	6 Months Actual Sale of 2024	Difference of 2022-2023 (+, -, %)
106,368,000 Liters	**133,108,000 Liters**	**+20.09%**

Depot Operation

- Received 71,926,559 Liters;
- Withdrawal 71,802,627 Liters;

- Average volatility of Gasoline Super 95 in the depots are -1,205 liters, of all received 446,321 Liters and it's beyond our lose control -0.29%;
- Average volatility of Gasoline Super 91 in the depots are -23,473 liters, of all received liters 17,106,372 Liters and it's beyond our lose control -0.14%;
- Average volatility of Diesel in the depots are -40,619 Liters of all reeived 54,373,866 Liters and it's beyond our lose control -0.07%.

Human Resource

In the past 6 months of 2024, 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 2024;
- Traing on AEO management.

Total of Employee of PTL for the year 2024

Head office and Branches	Female	Male	Contractor	Total
Employee	56	68		124

Summary of social support 6 months of 2024

No	Description	Value
1	Supporting food program for kindergarten Longxan District	101,000,000.00
2	Promote sports equipment for Borikhamxay province	2,400,000.00
3	Support the live broadcast of the Elephant Festival, Xayabuli Province	10,000,000.00
4	Encourage monthly Phonthan village	450,000.00
5	Incentive support the fire department police office (firefighting)	200,000.00
6	Support village's guard at Nabop village	450,000.00
7	Support fuel for 123 rescue vehicles per month 01-06/2024	12,279,700.00
8	Support fuel for 124 rescue vehicles per month 01-06/2024	12,442,500.00
9	Support fuel for 125 rescue vehicles per month 01-06/2024	19,944,400.00
10	Monthly maintenance fee for Vong Vien Don Noon 01-06/2024	41,092,320.00
11	Encourage monthly Phonthan village	150,000.00
12	Support riasing fund the MoIC, MoF and PM donation	62,277,000.00
13	Support The pianist vientiane chamber orchestra concert	62,409,000.00
14	Sponsorship in organizing the Elephant Festival of Xayabuli Province	1,500,000.00
15	Support umbrella to donate to Vang Vieng District	3,672,000.00
16	Support the 2023-24 annual ministry of industrial and trade conference	120,000,000.00
17	A gift to celebrate the day of the establishment of the Lao Army	1,000,000.00
18	Encourage the Phon Tan, Phon Pabo village and Nakam village	430,000.00
19	Support book of Lao Young Unoin	150,000.00
20	Support establishment day of the Lao People's Army in Yomalat Dis	200,000.00
21	Support Kongkao Festival	300,000.00
22	Encourage the Phon Tan, Phon Pabo village and Nakam village	600,000.00
23	Funding the building of a temple in Pakse district, Champasak pro	2,000,000,000.00
24	Disburse funds to public sector foundations	500,000,000.00
25	Encourage the budget to be used in football friendly games	5,000,000.00

26	Support LNCCI Conference	2,000,000.00
27	Encourage the government to open a tourist town	300,000.00
28	Encourage the Phon Tan, Phon Pabo village and Nakam village	500,000.00
29	Support live streaming of Miss Sangkhan event in LuangPrabang pro	10,000,000.00
30	Support the budget for the Lao New Year 2024	2,500,000.00
31	Support renovation office of the Council of Accountants and Auditors	10,000,000.00
32	Support to build a drainage of the youth office in MuengNgen dis	900,000.00
33	Encourage the sports of the Police Command of Phonhong District	2,100,000.00
34	Supporting Lao products Event (Made In Laos) part 01	150,000,000.00
35	Encourage the Phon Tan village	620,000.00
36	Contribute to the parade of Miss Sangkhan district of Vang Vieng	300,000.00
37	Encourage the Laokham village event	400,000.00
38	Support Songkarn festival of Phonpapao Village	400,000.00
39	Support Songkarn festival of Phonthan Village	1,000,000.00
40	Support public security of Phonpapao Village	400,000.00
41	Support event of 1624 Rescure 04/05/2024	1,000,000.00
42	Children's gift donation, program to strengthen the knowledge of health for the youth	2,800,000.00
43	Support meeting of the Department of VTE industrial and commerce	2,000,000.00
44	Support the fuel cards for people who participate in donating blood	17,250,000.00
45	Encourage the book	90,000.00
46	Support public security of Phonpapao Village	520,000.00
47	Support annual meeting of Sampanna village	500,000.00
48	Contribute the purchase of an aircon for the administration office of Savannakhet province	1,000,000.00
49	Support annual meeting of the party & mass organizations of the Enterprise Registration Dep.	1,000,000.00
50	Support the fund to help maintain road	2,000,000.00
51	Support public security of Phonthan, Phonpapao and Nakham Village	470,000.00
52	Encourage the celebration of World Environment Day in Phonhong	200,000.00
53	Support the main party unit, Department of Internal Trade	400,000.00
54	Encouraged Party Committee, Department of Industry and Trade, Domestic Trade	400,000.00
	Total	**3,168,996,920.00**

Summary of Tax Piad to the Tax Authority and other in the 6 month of 2024

Description	Amount (LAK)
Import Tax	143,516,353,300
Excise Tax	85,342,974,057
Value Added Tax	177,942,725,094
Road Tax	67,535,000,000

Reserve Fund	85,522,090,000
Quality Fee	4,545,625,000
Import Documentation Fee	251,905,000
Marker Fee	10,577,520,000
Value Added During A Year	26,485,159,976
Additional Value Added	-
Profit tax	-
Personal Income Tax	2,062,328,088
Grand Total	**603,781,680,515**

** The Audited Financial Report sparated from this report*

Vice Chairman Board of Directors

