Semi-Annual

Reports of 2025

As of 30th June 2025

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 2025

No	Costomer	Litre
1	B2B (Project Customer)	**33,860,000**

Summary of Wholesale and Directdrop in the half year of 2024

No	Customer	Litre
1	Spot Wholesale	**35,311,812**

Summary of Gas Station Customer in the half year of 2025

No	Customer	Litre
COCO/ Company 's gas station		
1	Gold	8,725,000
2	Platinum	5,204,000
3	Standard	11,092,000
DODO/ Customer 's gas station		
1	Gold	3,685,000
2	Platinum	1,102,000
3	Standard	3,756,000
4	Thongthin	5,191,000
	Total	**38,755,000**

Summary of All Customer in the half year of 2025

No	Costomer	Litre
1	Project/B2B	33,860,000
2	Spot Sale/Wholesale/Directdrop	35,311,812
3	Gas Station	38,755,000
4	Lubricant	-
	Grand Total	**107,926,812**

Comparation of Sale Half Year 2024-2025

6 Months Actual Sale of 2024	6 Months Actual Sale of 2025	Difference of 2024-2025 (+, -, %)
133,108,000 Liters	**107,926,812 Liters**	**-8.92%**

Depot Operation

- Received 72,684,093 Liters;
- Withdrawal 72,836,604 Liters;

- Average volatility of Gasoline Super 95 in the depots are -321 liters, of all received 446,652 Liters and it's beyond our lose control -0.07%;
- Average volatility of Gasoline Super 91 in the depots are -27,069 liters, of all received liters 16,903,211 Liters and it's beyond our lose control -0.16%;
- Average volatility of Diesel in the depots are -39,035 Liters of all reeived 55,213,230 Liters and it's beyond our lose control -0.07%.

Human Resource

In the past 6 months of 2025, 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;
- Traing on ISO upgrading management;
- Training on the basic of using AI;
- Leadership training.

Total of Employee of PTL for the year 2025

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

Summary of social support 6 months of 2025

No	Description	Amount
1	Maintenance costs for the Don Nuan roundabout from 1 to 6/2025	41,092,320
2	Support the 47th Annual Meeting 2025 of the International Cooperation Committee	100,000,000
3	Support the creation of youth activities to welcome the important days of the Lao PDR in 2025 for the Lao National Council	50,000,000
4	Support the organization of the "Promoting New Era Entrepreneurs IV" event of the Chamber of Commerce	10,000,000
5	Disburse 100 blankets to the National Assembly	8,350,100
6	Donate special disability allowance 790 (on the occasion of the commemoration of the Day of Disabled Veterans)	2,000,000
7	Support and promote the occasion of International Children's Day, June 1, and National Tree Planting Day	5,000,000
8	Donate funds to the Phongsavanh Foundation	50,000,000
9	Disburse blankets to the Phongsavanh Foundation to help 100 flood victims	41,750,500
10	Support for the District Chamber of Commerce meeting	200,000
11	Support the grassroots party committee meeting at Friendship Bridge 2, Savannakhet	2,000,000
12	Contribute to the support of the 8th Congress of the Sungkhon District Party Committee	300,000
13	Support the inspection committee established to review Decree 331/PM at the National Party Committee	10,000,000
14	Promote the National Wilaburut Book	300,000
15	Contribute to the fundraising for the annual party committee meeting 2025	660,000
16	Support fuel for traffic police in Saysettha District	1,000,000
17	Support the Ministry of Finance for the conference	3,000,000

18	Support the organization of the 2025 annual Elephant Festival in Sayaburi Province	1,000,000
19	Support the sponsorship of the congress of the Ngan District Party Committee	1,000,000
20	Help with the production of traditional history books	400,000
21	Support the congress of the Borikhamxay Provincial Trade Union Federation	1,000,000
22	Support of the Phon Than Village security for the months of 1-6/2025	900,000
23	Support of the Phonpapao Village security for the months of 1-6/2025	900,000
24	Support of the Donkoi Village security for the months of 1-6/2025	900,000
25	Support of the Phakao Village security for the months of 1-6/2025	900,000
26	Support the new year party of Ban Phon Than	1,000,000
27	Support the new year party of Ban Donkoi	900,000
28	Support the new year party of Ban Phonhong	300,000
29	Support for fuel for Emergency rescue unit 1623 (1-6/2025)	13,081,536
30	Support for fuel for Emergency rescue unit 1624 (1-6/2025)	15,696,000
31	Support for fuel for Lao Red-Cross Emergency rescue unit (1-6/2025)	10,675,000
	Total	**374,305,456**

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***

Chairman Board of Directors



Sila Viengkeo