

PETROVIETNAM TECHNICAL SERVICES CORPORATION
PTSC QUANG NGAI JOINT STOCK COMPANY

**ANNUAL REPORT
YEAR 2024**

Quang Ngai, April 2025





No:...../BC-DKQN-HĐQT

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I. General Information:

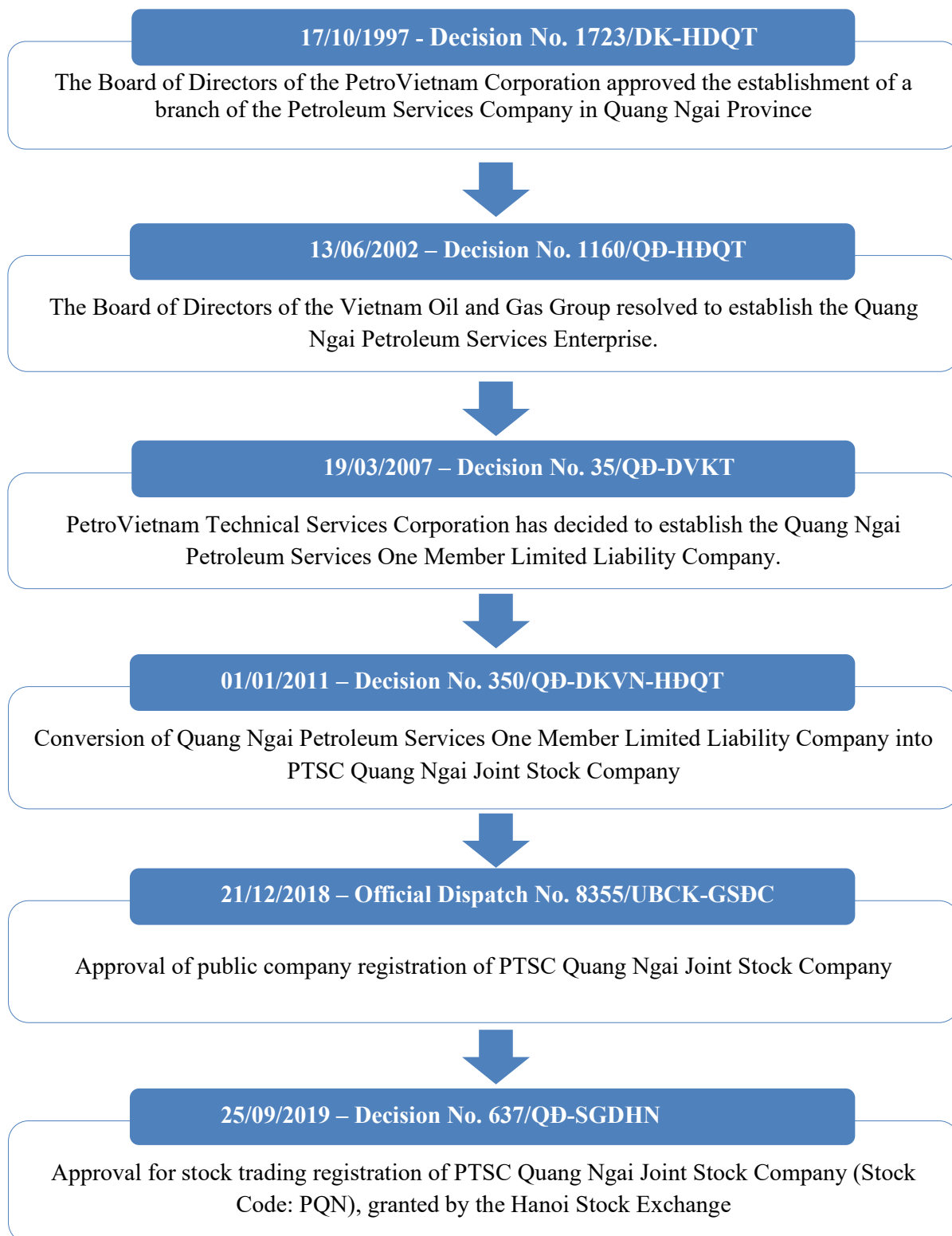
1. Overview

- Name : PTSC Quang Ngai Joint Stock Company
- Abbreviated Name : PTSC Quang Ngai
- International Transaction Name : PTSC Quang Ngai Joint Stock Company
- Address : Lot 4H, Ton Duc Thang Street, Le Hong Phong Ward, Quang Ngai City, Quang Ngai Province.
- Phone : (084) 255 3827492
- Fax : (084) 255 3827507
- Business Registration Certificate No. 4300351623, issued by the Department of Planning and Investment of Quang Ngai Province on April 5, 2007, with the 13th amendment issued on January 6, 2023.
- Owner's capital: VND 300,000,000,000
- Website: ptscquangngai.com.vn
- Stock Code: PQN



History and Development:

PTSC Quang Ngai Joint Stock Company (PTSC Quang Ngai) was formerly a branch of the PetroVietnam Technical Services Corporation in Quang Ngai, established when Dung Quat - Quang Ngai was selected as the site for Vietnam's first oil refinery. Over the past 25 years, PTSC Quang Ngai has marked several significant milestones:



2. Business Sectors and Operating Areas:

2.1. Business Sectors

No	Sector	Code
1	Construction of other civil engineering works (Details: Construction, fabrication, manufacturing, and installation of mechanical components for industrial projects; Construction of industrial projects)	4299 (Primary)
2	Construction of water supply and drainage works	4222
3	Installation of industrial machinery and equipment	3320
4	Repair of electrical equipment	3314
5	Shipbuilding and floating structures (Details: Shipbuilding and floating structures; Ship repair)	3011
6	Construction of residential buildings	4101
7	Construction of non-residential buildings	4102
8	Construction of roads	4212
9	Rental of machinery, equipment, and other tangible assets without operators (Details: Rental of construction machinery and equipment)	7730
10	Installation of water supply, drainage, heating, and air conditioning systems	4322
11	Installation of other construction systems (Details: Installation of scaffolding for construction projects; Installation of insulation materials for industrial projects; Installation of structures, pipelines, tanks, and equipment for industrial projects; Installation of other construction systems into projects)	4329
12	Repair and maintenance of transport vehicles (except automobiles, motorcycles, and other motor vehicles)	3315
13	Maintenance and repair of automobiles and other motor vehicles	4520
14	Freight transport by road	4933
15	Cargo handling	5224
16	Other transport-related support services (Details: Maritime transport agency services; Ship agency services; Towing and salvage services; Offshore and coastal fire prevention and firefighting services; Oil spill response services; Ship rental services; Customs agency and tax declaration services; Seaport	5229



No	Sector	Code
	operation)	
17	Mechanical processing; metal treatment and coating	2592
18	Repair of prefabricated metal products	3311
19	Repair of machinery and equipment	3312
20	Labor supply and management (Details: Labor leasing)	7830
21	Demolition	4311
22	Site preparation (Details: Land leveling)	4312
23	Short-term accommodation services (Details: Guesthouses, short-term lodging businesses; Hotels)	5510
24	Installation of electrical systems (Details: Installation of civil and industrial electrical systems; Installation of fire prevention and firefighting systems; Installation of networks, cameras, and radios; Installation of control systems in industrial fields; Installation of electrical equipment into projects)	4321
25	Construction of electrical works (Details: Construction of power lines and substations up to 35kV; Construction of wind power and biogas power projects)	4221
26	Wholesale of other specialized products not elsewhere classified (Details: Trading in industrial catalyst chemicals; Trading in Polypropylene resin)	4669
27	Real estate business, ownership or leasehold land use rights (Details: Rental of residential and office spaces)	6810
28	Wholesale of electronic and telecommunication equipment and components (Details: Trading in fire safety equipment for oil and gas industries, other industries, and civil use; Trading in cameras, radios, and other office equipment and supplies)	4652
29	Agency, brokerage, and auction services (Details: Maritime brokerage)	4610
30	Wholesale of other machinery, equipment, and spare parts (Details: Supply of materials and equipment for oil and gas projects; Wholesale of office machinery, equipment, and spare parts (excluding computers and peripherals); Trading in lifting equipment)	4659
31	Architectural and related technical consultancy activities (Details: Design of civil and industrial construction projects; Design of	7710



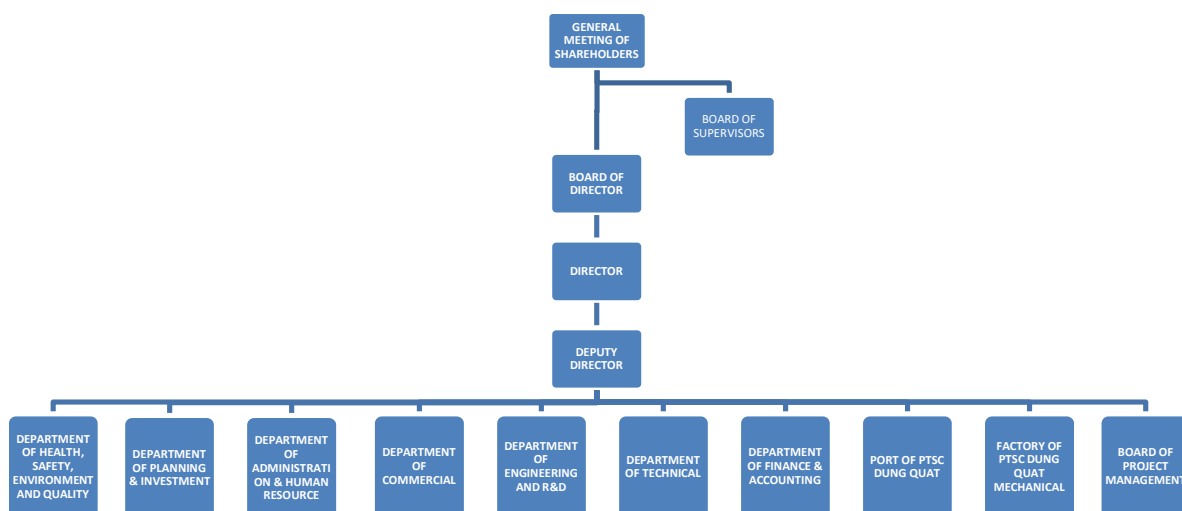
No	Sector	Code
	mechanical and electrical systems for civil and industrial projects; Design of technology for chemical, oil and gas, and gas processing and transportation projects; Design and installation of electrical systems for civil and industrial projects; Design of mechanical and electrical systems for construction projects; Project management consultancy)	
32	Wholesale of other construction materials and installation equipment (Details: Trading in various coating materials)	4663
33	Cleaning services for houses and other structures (Details: Cleaning services for tanks, pipelines, machinery, and equipment)	8129
34	Other manufacturing not elsewhere classified (Details: Manufacturing of pressure vessels)	3290
35	Other specialized construction activities (Details: Pipeline connection services in operational conditions; Live wire operations)	4390
36	Other education not elsewhere classified Details: Training and instruction on occupational safety and hygiene	8559
37	Construction of waterworks Details: Construction of seaports, airports, embankments, river ports; Construction of ship development facilities, dry docks.	4291
38	Private security activities Details: Safety and security guard services	8010
39	For conditional business sectors, the company will only operate when it meets the conditions stipulated by law.	<i>Not aligned with the Vietnam Economic Sector System</i>

2.2. Operating Areas: Quang Ngai Province, domestically, and internationally.

3. Information on Governance Model, Business Organization, and Management Structure.

3.1 Organizational Structure





The Board of Directors comprises 3 members as follows:

No	Name	Position
1	Mr. Pham Van Hung	Chairman of the Board
2	Mr. Le Hong Phong	Member of the Board
3	Mr. Nguyen Khac Dung	Member of the Board

The Board of Management comprises 5 members as follows:

No	Name	Position
1	Mr. Le Hong Phong	Director
2	Mr. Nguyen Van Chinh	Deputy Director
3	Mr. Ngo Tan Quang	Deputy Director
4	Mr. Nguyen Duc Hoa	Deputy Director
5	Mr. Dinh Van Quan	Deputy Director

3.2. Functions and Duties of Company Departments

3.2.1. Department of Administration & Human Resources

- Manage the company's office facilities.
- Manage IT equipment and office tools across the company.
- Manage the company's IT system.
- Oversee administrative tasks such as document management, reception, archiving, communication, security, and logistics.
- Manage company cars and employee shuttle services.
- Handle general coordination, secretarial tasks, and support for the Management Board.



- Manage training, human resources, and human resource development across the company.
- Administer employee compensation, income, social insurance, and other policies in accordance with state regulations, the Corporation, and the company.
- Manage employee performance evaluation, rewards, and disciplinary actions.

3.2.2. Department of Commercial

- Manage marketing and customer care activities.
- Oversee bidding, negotiation, contract signing, and implementation of goods and services contracts with customers and partners.
- Lead the procurement of materials and equipment for projects.
- Coordinate with the Corporation and joint venture partners in bidding for large-scale projects managed by the Corporation.
- Manage the company's customer and supplier database.

3.2.3. Department of Technical

- Manage technical operations across the company.
- Oversee economic-technical norms of the company.
- Manage the implementation of projects and orders.
- Manage technical innovation initiatives within the company.

3.2.4. Department of Engineering and R&D

- Manage design operations across the company.
- Oversee research and development of new products.

3.2.5. Department of Finance & Accounting

- Manage financial and accounting operations in compliance with state regulations on accounting standards, principles, and relevant legal provisions.
- Monitor costs and efficiency periodically for orders/projects.
- Manage finance and accounting matters in accordance with the Corporation and company regulations (if applicable).

3.2.6. Department of Planning & Investment

- Manage planning activities across the company.
- Manage company assets.
- Oversee investment activities.
- Manage the procurement of consumable materials and regular production supplies.
- Manage maintenance and repair operations.
- Manage the recovery and disposal of damaged materials, vehicles, machinery, equipment, and tools within the company.

3.2.7. Department of Health, Safety, Environment and Quality

- Manage Health, Safety, and Environment (HSE) activities across the company.
- Manage company-wide risk management.
- Oversee quality management across the company.
- Manage the HSE and quality system in compliance with ISO 9001, ISO 14001, and OHSAS 18001 standards.
- Manage insurance for company assets as required by law and operational needs.

3.2.8. Port of PTSC Dung Quat



- Manage the provision of services inside and outside Dung Quat Port, such as cargo handling, transportation, warehouse leasing, and maritime agency services.
- Manage and operate the service vessel fleet.
- Manage and operate assigned vehicles, machinery, and equipment.

3.2.9. Factory of PTSC Dung Quat Mechanical

- Manage, provide, and perform mechanical fabrication, manufacturing, and installation services assigned by the company.
- Manage and operate assigned equipment, tools, and workshops safely and efficiently.
- Manage and implement maintenance and repair of production equipment, tools, vehicles, and workshops assigned by the company.

4. Development Orientation

Continue to focus on stable and sustainable investment and development of the company's five core service areas:

- Port and Logistics Services:
 - + Continue researching and understanding market demand to retain traditional customers and enhance marketing efforts to find new cargo sources to replace existing goods like wood chips and soda, while collaborating with customers to propose new cargo solutions.
 - + Coordinate with the Corporation to complete Phase 1 investment in Berth No. 3 in 2025, followed by Phase 2 investment in the near future.
 - + Research additional investments in vehicles and equipment for cargo handling at the port, prioritizing emission reduction and energy efficiency to align with green and sustainable development goals.
 - + After 2025, assess market demand to consider investing in additional equipment to handle container cargo.
 - + Continuously monitor and analyze competitors' pricing and service policies in the region (e.g., Hao Hung Port, Hoa Phat Port, Gemadept Port, etc.).
- Tugboat and Specialized Oil and Gas Vessel Services:
 - + Enhance marketing efforts to identify new products and customers, expanding the market beyond BSR (Binh Son Refining and Petrochemical Joint Stock Company).
 - + Strengthen training to improve the quality of the crew.
 - + Implement a cooperation policy with regional tugboat suppliers to provide towing services for commercial ships entering/leaving Dung Quat Port, minimizing direct competition with these suppliers.
 - + Research investment in an additional 3,000HP-5,000HP vessel and one azimuth vessel to proactively serve customers, reduce reliance on subcontractors (vessel leasing), cut costs, and enhance competitiveness.
- Maintenance, Repair, and Equipment Supply Services:



- + Intensify marketing and business development efforts domestically and internationally to explore new markets and customers in maintenance and repair, especially comprehensive maintenance for oil refineries and industrial plants.
- + Promote the development of comprehensive maintenance services for oil refineries and other industrial plants by managing tenders to become the general contractor for project implementation.
- + Invest resources to focus on high-tech and knowledge-intensive maintenance services for oil refineries.
- + Enhance efforts to find and collaborate with subcontractors in the Central region, building them into strong partners to jointly implement projects with the company, ensuring sustainable development for both parties.
- + Continuously seek and establish long-term partnerships with original equipment manufacturers (OEMs), producers, and major global contractors to supply replacement equipment, materials, and specialized services for Dung Quat Refinery and other plants.
- + Collaborate with partners to organize training sessions and introduce new products and technologies to specialized staff, enhancing knowledge and capabilities in maintenance and repair services.
- Mechanical Fabrication Services:
 - For traditional products:*
 - + Strengthen marketing to attract new customers and expand into new markets.
 - For renewable energy and gas power sectors:*
 - + Continue effectively executing projects in this field for partners such as GE and Australian partners.
 - + Research investment in a clean room at the PTSC Dung Quat Mechanical Plant to develop new products for GE and other new customers.
 - + Coordinate with the Corporation to complete Berth No. 3 in 2025 to handle cargo in place of Berth No. 1, converting Berth No. 1 into a fabrication and assembly yard for modules, structures, and equipment; accelerate investment to upgrade and expand the mechanical workshop (13.4ha area) and focus marketing and business development efforts to join the Corporation in deeply participating in the renewable energy supply chain.
 - + Closely follow Vietnam's Power Development Plan VIII to provide mechanical fabrication services for projects within the plan, particularly renewable energy projects.
 - + Promote and expedite the Dung Quat Oil and Gas Mechanical Services Area project to enhance production capacity and meet growing customer demand.
 - + Prioritize targeted investments in vehicles and equipment based on practical needs to ensure quality service delivery, while researching investments aligned with emission reduction and energy efficiency for green and sustainable development.
- Industrial Construction Services:
 - + Enhance marketing, customer acquisition, and close coordination with the Corporation and its units to jointly bid and execute projects upon winning tenders.



- + Build a core team and a network of reliable subcontractors to jointly implement projects upon winning bids.

- + Focus on customers/projects in oil and gas, gas power, wind power, and renewable energy sectors in Quang Ngai, Central Vietnam, and potential customers/projects, as well as projects where the Corporation acts as the general contractor.

- + Collaborate with the Corporation to bid and execute onshore projects in the South, such as oil storage facilities, oil refineries, and gas power plants,...

5. External Environment Analysis:

5.1. Political Environment

The political environment presents both opportunities and risks significantly affecting PTSC Quang Ngai's operations:

Political Situation: Vietnam enjoys stable politics and macro policies, with its international reputation steadily improving.

Economic and Social Development Policies: Rapid, extensive changes encouraging foreign investment, supporting the private sector, and fostering integration have eliminated protections and support for state-owned enterprises. However, these policies are still being refined and do not fully support market expansion domestically and internationally, with many regulations disadvantaging domestic firms on their home turf.

Inspections and Regulations: Increased audits, inspections, investigations, and stricter regulations on state capital and enterprises reduce flexibility in decision-making, lowering competitiveness compared to private and foreign firms. As a state-owned enterprise, this poses a disadvantage for PTSC Quang Ngai.

Investment Activities: Investments requiring permits are strictly governed by legal systems and state regulations. Changes in local leadership can also impact permit and procedural processes.

Support from Authorities: Coordination and support from functional agencies remain limited and inconsistent.

International Relations: Vietnam's deep and broad integration into the global economy (via ASEAN, WTO, CPTPP, FTA, EVFTA, EVIPA, etc.) facilitates trade relations but increases competition for Vietnamese firms..

5.2. Economic Environment

From 2014 to 2019, Vietnam's economy grew steadily, with an average annual GDP growth rate of 5.98%–7.08%, among the highest in the region.

With a solid foundation, Vietnam's economy demonstrated resilience during crises, including the recent Covid-19 pandemic. GDP growth dropped to 2.91% in 2020 and 2.58% in 2021 due to the pandemic's complexities. It rebounded to 8.02% in 2022. However, the post-Covid economic crisis, combined with the Ukraine-Russia conflict and Middle East tensions, impacted the global and Vietnamese economies, resulting in a GDP growth of 5.05% in 2023. In 2024, economic recovery improved, achieving a GDP growth of 7.09%.

5.3. Legal Environment

International economic integration has positively influenced the legal framework. However, issues persist, the quality of some laws and regulations remains unstable, with



incomplete and inconsistent content, complicating enforcement. For PTSC Quang Ngai, unclear legal provisions significantly hinder investment decisions.

Legal regulations for oil and gas technical services in Vietnam still have limitations and inadequacies (especially legal frameworks and policies supporting enterprise development), failing to provide a comprehensive and robust framework to encourage growth, unlike policies in other countries. Specific regulations for specialized sectors are either absent, unclear, or lack enforcement bases, failing to incentivize state-owned enterprises—which should be protected and prioritized to leverage domestic strengths. This is a pressing issue affecting the orientation, development, and survival of state-owned enterprises like PTSC Quang Ngai in the specialized oil and gas services sector.

5.4. *Natural Environment*

PTSC Quang Ngai is strategically located in the Central Vietnam economic hub, within the Dung Quat Economic Zone, with its own port serving as a gateway to the world. This facilitates port operations, shipping, and export of mechanical fabrication products, optimizing costs while ensuring timely delivery to customers.

Quang Ngai is prone to complex natural conditions, including frequent large storms, floods, and sudden, unpredictable weather events, significantly impacting the company's production and business activities in terms of progress, costs (reserves for labor, machinery, equipment, and disaster prevention or recovery), and quality.

For maintenance, repair, equipment supply, and industrial construction services, the natural environment depends on project locations.

II. Operational Performance in the Year

1. Production and Business Performance



Unit: VND bil

No	Item	Unit	Actual 2023	2024			Actual 2024/ Actual 2023
				Plan	Actual	Actual/Plan (%)	
			(1)	(2)	(3)	(4=3/2)	(5=3/1)
1	Total Revenue	VND bil	1,084.68	1,000.00	1,612.22	161.2	148.6
1.1	Revenue from Production and Business	VND bil	1,076.80	998.00	1,603.33	160.7	148.9
-	Port and Logistics Services	VND bil	112.17	100.00	122.80	122.8	109.5
-	Tugboat and Specialized Oil & Gas Vessel Services	VND bil	208.24	180.00	194.91	108.3	93.6
-	Maintenance, Repair, and Equipment Supply	VND bil	220.48	330.00	747.08	226.4	338.8
-	Mechanical Fabrication Services	VND bil	251.08	275.00	388.44	141.3	154.7
-	Industrial Construction Services	VND bil	284.83	113.00	150.10	132.8	52.7
1.2	Financial Revenue	VND bil	4.84	1.00	6.13	613.0	126.7
1.3	Other Income	VND bil	3.04	1.00	2.76	276.0	90.8
2	Profit Before Tax	VND bil	27.53	30.00	36.44	121.5	132.4
3	Profit After Tax	VND bil	21.95	24.00	28.29	117.9	128.9
4	Taxes and Contributions to State Budget	VND bil	9.90	13.30	21.10	158.6	213.1
5	Investment in Construction and Equipment Procurement	VND bil	24.12	227.38	50.44	21.2	209.1

2. Organization and Personnel

2.1. Board of Managements:

➤ Mr. Le Hong Phong – Director

Permanent Residence: 40 Tran Cong Hien, Cluster 7, Le Hong Phong Ward, Quang Ngai City, Quang Ngai Province.

Securities Ownership:

- + Personal: 4,000 shares (0.013% of owners' capital)
- + Representative: 0 shares (0% of owners' capita)
- + Related Persons: None

➤ Mr. Nguyen Van Chinh – Deputy Director

Permanent Residence: 363/43 Nguyen Trai, Quang Ngai City, Quang Ngai Province.

- + Personal: 0 shares (0% of owners' capital)
- + Representative: 0 shares (0% of owners' capita)



- + Related Persons: None
- Mr. Ngo Tan Quang – Deputy Director
Permanent Residence: Tran Ngoc Suong Street, Cam Le District, Da Nang City.
+ Personal: 0 shares (0% of owners’ capital)
+ Representative: 0 shares (0% of owners’ capita)
+ Related Persons: None
- Mr. Nguyen Duc Hoa – Deputy Director
Permanent Residence: 64 Phan Huy Ich, Tran Hung Dao Ward, Quang Ngai City, Quang Ngai Province.
Securities Ownership:
+ Personal: 2,000 shares (0.007% of owners’ capital)
+ Representative: 0 shares (0% of owners’ capita)
+ Related Persons: None
- Ông Đinh Văn Quân - Phó Giám đốc
Permanent Residence: Cluster 7, Tran Phu Ward, Quang Ngai City, Quang Ngai Province.
Securities Ownership:
+ Personal: 1,000 shares (0.003% of owners’ capital)
+ Representative: 0 shares (0% of owners’ capita)
+ Related Persons: None
- Mr. Trinh Luong Mot – Chief Accountant
Permanent Residence: Nghia Ky, Tu Nghia, Quang Ngai Province.
Permanent Residence: Tran Ngoc Suong Street, Cam Le District, Da Nang City.
+ Personal: 0 shares (0% of owners’ capital)
+ Representative: 0 shares (0% of owners’ capita)
+ Related Persons: None

2.2. Workforce:

As of December 31, 2024, the total workforce of the company is 753 employees.

Workforce Breakdown:

I	By Gender	Number (people)
1	Male	653



I	By Gender	Number (people)
2	Female	100
II	By Education Level	
1	Postgraduate, University	319
2	College	86
3	Intermediate or Equivalent	146
4	Technical Worker or Equivalent	73
5	Elementary, Unskilled Labor	129
III	By Contract Type	
1	Permanent	470
2	1-3 Years	97
3	Seasonal	186
	TOTAL	753

2.3. Training, Salary, and Benefits Policies:

- Personnel Management: The company manages and utilizes a skilled workforce to meet the needs of ongoing projects/orders.
- Training: PTSC Quang Ngai has organized external and internal training courses to meet the training needs of employees and enhance production and business efficiency.
- Salary: Salaries are paid in compliance with regulations and on time, ensuring employee benefits. Compensation policies and salaries are gradually structured based on performance-based contracts linked to productivity.

Average Income

Indicator	Year 2023	Year 2024
Average Income (VND/person/month)	16.800.000	21.020.000

3. Investment and Project Implementation

3.1. Capital Construction Investments in 2024:

In 2024, PTSC Quang Ngai implemented investments and procured vehicles, equipment, and facilities to meet practical needs, including:

- Completed and Operational Investments in 2024: Emergency staircase for the company office; Steel surface cleaning workshop; Product finishing workshop; 75–90-ton wheeled crane (1 unit); 10 KVA single-phase diesel generator (1 unit);
- Ongoing and Carried-Over Investments to 2025: Dung Quat Oil and Gas Mechanical Services Area (13.4ha); Equipment fabrication workshop; 3-axis SMRM



platform (1 unit); 48-foot containers with 12 side doors (3 units); 45-foot containers with 10 side doors (3 units); Semi-automatic vertical double-column band saw for steel structure cutting (1 unit);

3.2. Subsidiaries and Affiliates: None

4. Financial Situation

4.1. Financial Overview

Indicator	Year 2023	Year 2024
Total Asset Value	961,066,884,883 VND	1,004,161,947,003 VND
Net Revenue	1,076,797,644,26 VND	1,603,328,679,192 VND
Net Profit from Business Activities	25,807,099,763 VND	35,076,754,661 VND
Other Profit	1,721,561,277 VND	1,366,489,034 VND
Profit Before Tax	27,528,661,040 VND	36,443,243,695 VND
Profit After Tax	21,946,463,348 VND	28,286,415,356 VND

Source: : PTSC Quang Ngai Audited Financial Statements for 2023 and 2024

4.2. Key Financial Indicators:

No	Item	Unit	Year 2023	Year 2024
I	Asset Scale	VND mil	961.067	1.004.162
1	Short-term Assets	VND mil	674.151	710.762
2	Long-term Assets	VND mil	286.916	293.400
II	Asset Structure	%		
1	Short-term Assets/Total Assets	%	70,15%	70,78%
2	Long-term Assets/Total Assets	%	29,85%	29,22%
III	Capital Structure	%		
1	Liabilities/Total Capital	Times	84,66%	82,50%
2	Equity/Total Capital	Times	15,34%	17,50%
IV	Liquidity Ratios	Times		
1	Current Ratio	%	1,48	1,59
2	Quick Ratio	%	1,01	1,22
V	Profitability Ratios	%		
1	Net Profit/Total Average Assets	%	2,35%	2,88%
2	Net Profit/Average Equity	%	16,08%	17,51%



No	Item	Unit	Year 2023	Year 2024
3	Net Profit/Total Revenue	VND mil	2,02%	1,75%

Source: : PTSC Quang Ngai Audited Financial Statements for 2023 and 2024

5. Shareholder Structure and Changes in Owner's Investment Capital

5.1. Shares

Total Outstanding Shares: 30,000,000 shares

Type of Shares: Freely transferable shares

5.2. Shareholder Structure

The shareholder structure of PTSC Quang Ngai Joint Stock Company as of the record date March 21, 2025, for the purpose of centralized securities registration at the Vietnam Securities Depository (VSD) is as follows:

Shareholder Structure as of March 21, 2025

No.	Shareholder Type	No. of Shareholders	No. of Shares	Value (VND)	Proportion (%)
1	Domestic	178	30,000,000	300,000,000,000	100.00%
-	- Organizations	2	29,558,100	295,581,000,000	98.527%
-	- Individuals	176	441,900	4,419,000,000	1.473%
2	Foreign	0	0	0	0%
-	- Organizations	0	0	0	0%
-	- Individuals	0	0	0	0%
3	Treasury Shares	0	0	0	0%
	Total	178	30,000,000	300,000,000,000	100.00%

Source: Shareholder List as of March 21, 2025

5.3. Changes in Owner's Investment Capital

None occurred in 2024.

5.4. Treasury Share Transactions

None occurred in 2024.

5.5. Other Securities

None.

III. Report and Assessment by the Board of Management Board

1. Assessment of Production and Business Performance



In 2024, amid ongoing challenges and a complex global landscape marked by rapid, unpredictable developments, escalating military conflicts in some regions, slow and uneven global economic recovery, climate change, and increasing risks in finance, currency, real estate, energy security, and food security.

PTSC Quang Ngai remained determined to maintain and develop its core services. This effort laid the foundation for achieving the targets set by the Corporation for 2024. The company proactively implemented solutions and maximized support from the Corporation and partners, exceeding the assigned targets for the year.

Key Achievements in 2024:

- Safety: Achieved 4.29 million safe working h.
- Total Revenue: VND 1,612.22 billion, exceeding the plan by 61.2% (VND 1,000.00 billion).
- Profit Before Tax: VND 36.44 billion, exceeding the plan by 21.5% (VND 30.00 billion).

2. Financial Situation in 2024

2.1. Assets:

A- Current Assets: VND 710,762,132,029, including:

- Cash and Cash Equivalents: VND 150,258,928,895
- Short-term Financial Investments: VND 6,400,000,000
- Short-term Receivables: VND 377,554,162,612
- Inventory: VND 165,639,056,594
- Other current Assets: VND 10,909,983,928

B- Non-current Assets: VND 293,399,814,974, including:

- Long-term Receivables: VND 13,516,550,273
- Fixed Assets: VND 158,029,476,367
- Long-term assets in progress: VND 88,386,196,681
- Other Long-term Assets: VND 33,467,591,653

Total Assets: VND 1,004,161,947,003

2.2. Liabilities: VND 828,457,690,181, including:

- Short-term Liabilities: VND 445,929,134,683
- Long-term Liabilities: VND 382,528,555,498

2.3. Equity: VND 175,704,256,822, including:

- Owner's Capital: VND 300,000,000,000
- Investment and Development Fund: VND 4,707,250,551
- Accumulated Losses: VND (129,002,993,729)



- Accumulated Losses of the Previous Year-End: VND (157,289,409,085)
- Profit of the current year: VND 28,286,415,356

3. Improvements in Organizational Structure, Policies, and Management

- Clarified functions and duties to avoid overlap.
- Followed the annual training plan, focusing on training personnel in succession planning; enhanced training in project management efficiency for managers and specialized certifications for employees.
- Actively engage in communication and information sharing with the Corporation, its units, and industry peers to gain insights for training organization.
- Tightly controlled costs, especially in capital construction, and accelerated debt collection to improve capital turnover.
- Promoted cost-saving initiatives and, to enhance business efficiency, implemented strict cost management measures from the beginning of the year, with cost planning assigned to each department/project/order.

4. Future Development Plan

Pursue a strategy of rapid, robust, and sustainable development through specific goals:

- Ensure all production and business activities are safe, high-quality, on schedule, and efficient.
- Continue refining strategies for maintenance and repair, mechanical fabrication, and onshore industrial construction.
- Continue investing to enhance port and service vessel capacities.
- Improve and develop the QHSE (Quality, Health, Safety, Environment) management system to be lean, effective, and aligned with competitive trends and the company's sustainable development goals.
- Complete restructuring efforts.
- Resolve outstanding issues and finalize contracts for the Dung Quat Bio-Ethanol Fuel Plant project.
- Prepare optimal conditions to seize opportunities in major projects, such as the Dung Quat Refinery expansion, gas power plants, and renewable energy and wind power projects signed and implemented by the Corporation.
- Develop the company sustainably, robustly, and rapidly, linking product/service quality with labor productivity, intellectual content, technological innovation, and competitive pricing.
- Integrate economic development with corporate culture, social responsibility, national security, and environmental protection.



IV. Assessment by the Board of Directors on Company Operations

1. General Assessment of Company Operations

In 2024, amid a increasingly complex global economic situation—marked by strategic competition among major powers, the prolonged Russia-Ukraine conflict, the Israel-Hamas conflict in Gaza, domestic production and business challenges, external market impacts, climate change, and the oil and gas industry’s opportunities and challenges amid the energy transition—PTSC Quang Ngai faced significant hurdles. New project investments were difficult, domestic technical service workloads remained scarce, and competition intensified, affecting operations. Recognizing these challenges, the Board of Directors developed an action plan and decisively implemented specific solutions, achieving the following results:

- Total Revenue: VND 1,612.22 billion, exceeding the plan by 61.2% (VND 1,000.00 billion).
- Profit Before Tax: VND 36.44 billion, exceeding the plan by 21.5% (VND 30.00 billion).
- Profit After Tax: VND 28.29 billion, exceeding the plan by 17.9% (VND 24.00 billion).
- Taxes and Contributions to State Budget: VND 21.10 billion.

Source: : PTSC Quang Ngai Audited Financial Statements for 2024).

2. Assessment of the Board of Directors (BOD) on the performance of the Board of Managements (BOM)

In 2024, the BOD consistently and promptly supervised and guided the BOM and executives in accordance with their functions, authority, legal regulations, and the company’s charter:

- BOD regularly monitored the BOM and managers through in-person/online meetings, direct working sessions, and a reporting system (financial reports, production and business activity reports, and performance evaluation reports).
- BOD organized thematic meetings and addressed key projects and issues deemed necessary by the Board, providing timely guidance within its authority to ensure all company activities complied with the law, General Meeting resolutions, and Board decisions.
- Strengthened oversight tools by directing regular reviews and improvements to norms and regulations, aligning them with state regulations, corporate governance, and the company’s operational status.

3. Plans and Orientations of the Board of Directors

In 2024, the BOD will focus on directing key company activities:

- Intensify and closely guide the BOM to resolve 2024 outstanding issues and ensure



the 2025 production and business plan is met.

- Coordinate with relevant parties to conclusively resolve outstanding issues of the Dung Quat Bio-Ethanol Fuel Plant and Long Phu 1 Thermal Power Plant projects.
- Support and propose to the Corporation investments to enhance port capacity, maintenance and repair, and mechanical fabrication for export;
- Refine corporate governance and management regulations to suit production and business conditions and legal requirements;
- Maintain and sustain traditional business activities (port and logistics services, tugboat and specialized oil and gas vessel services, Dung Quat Refinery maintenance, mechanical fabrication, and industrial construction), with a focus on developing maintenance and repair and export-oriented mechanical fabrication;
- Build and develop a high-quality workforce to meet development needs, especially senior and mid-level management, project managers, and quality control personnel;
- Enhance a distinctive PTSC corporate culture reflected in ethics, lifestyle, spirit, work responsibility, social responsibility, and gratitude, fostering a united, dynamic, creative, professional, and compassionate workplace.
- Promote technical innovation movements and reward/discipline policies to continually improve productivity and efficiency.
- Fulfill other tasks assigned by the General Meeting of Shareholders.

4. Overall Assessment of Achievements

Despite 2024's volatility, the unity, determination, and relentless efforts of PTSC Quang Ngai's workforce enabled the company to exceed its targets. Production and business activities grew strongly, as evidenced by financial and operational indicators surpassing planned goals. The company provided stable employment and ensured income for its workforce.

V. Corporate Governance.

1. Board of Directors:

In the past year, the Board of Directors achieved strong results. Its resolutions and decisions closely aligned with the company, consistently receiving high consensus. Oversight of resolution implementation was enhanced, and issues submitted by the company were promptly decided to support operations.

In 2024, the Board directed and managed the company's production and business activities, specifically:

- Held 13 meetings and issued 23 opinion polls; issued 31 documents, including 25 resolutions, 6 decisions, and other documents to manage company activities;
- Approved organizational restructuring and appointed key management positions per current regulations;



- Focused on refining and improving the management system, fully leveraging resources for production and business, especially project execution for maximum efficiency;
- Directed investments in infrastructure and mechanical plant upgrades to meet work demands, enhance capacity, and seize new opportunities; provided timely guidance on production and business issues; and consistently promoted cost-saving and waste-reduction awareness among employees;

2. Board of Supervisor:

No	Name	Position
1	Ms. Ho Thi Kim Anh	Head of Board of Supervisor
2	Mr. Nguyen Tan Tinh	Member
3	Ms. Phan Thi Thuy Trang	Member

In 2024, the Board of Supervisor monitored the BOD and BOM's implementation of state regulations and General Meeting resolutions. Oversight was continuous and closely coordinated with the company's specialized departments. The Board of Supervisor also oversaw production and business activities, management, debt handling, and investment and construction activities...

VI. Financial Report for 2024 and Business Plan for 2025

1. Financial Report for 2024

Audit Opinion:

In our opinion, the Financial Statements fairly and accurately reflect, in all material respects, the financial position of the company as of December 31, 2024, as well as its business performance and cash flow for the fiscal year ending on that date, in compliance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System, and relevant legal regulations on financial statement preparation and presentation.

2. Business Plan for 2025

No	Indicator	Unit	Plan for 2025
1	Equity	VND bil	204.50
	+ Owner's Capital	VND bil	300.00
	+ PetroVietnam Technical Services Corporation Participation Ratio	%	95.19%
2	Total Revenue	VND bil	1,200.00
3	Profit Before Tax	VND bil	36.00
4	Net Profit from Joint Ventures/Affiliates	VND bil	-



No	Indicator	Unit	Plan for 2025
5	Profit After Tax	VND bil	28.80
6	Net Profit/Year-End Charter Owner's Ratio	%	9.60%
7	Dividend Ratio	%	-
8	Taxes and Contributions to State Budget	VND bil	24.81
9	Investment in Construction and Equipment Procurement	VND bil	312.05

The above is the 2024 Annual Report of PTSC Quang Ngai Joint Stock Company./.

Recipients:

- State Securities Commission (Disclosure);
- Hanoi Stock Exchange (Disclosure);
- Board of Directors (Report);
- Head of Board of Supervisor (Report);
- Department of Finance & Accounting;
- Archive: Administration, Board of Secretary (HVD).

DIRECTOR

