

No.: *100* /DVTHDK-PC

Ho Chi Minh City, April *04th*, 2025

AD-HOC INFORMATION DISCLOSURE

Respectfully to : State Securities Commission of Vietnam
Vietnam Exchange
Ho Chi Minh Stock Exchange

1. Organization: PETROVIETNAM GENERAL SERVICES CORPORATION

Securities symbol : PET

Address : 6th Floor, PetroVietnam Tower, No. 1-5 Le Duan Street,
Ben Nghe Ward, District 1, Ho Chi Minh City

Tel : (84-28) 3911.7777 Fax: (84-28) 3911.6789

Email : info@petrosetco.com.vn

Website : <https://petrosetco.com.vn/>

2. Information to be disclosed:

Petrovietnam General Services Corporation announces information about the Annual Report of 2024.

3. This information has been published on the company's website since the signing date of this Letter at the link: <https://petrosetco.com.vn/quan-he-co-dong.html>.

We hereby commit that the information published above is true and take full legal responsibility for the content of the disclosed information./.

Attachments:

Annual Report of 2024.

**FOR AND ON BEHALF OF
THE ORGANIZATION**

Authorized person to disclose information



Tran Thi Thu Huyen



ANNUAL REPORT 2024

**FURTHER
WITH PASSION**



PETROVIETNAM GENERAL SERVICES CORPORATION

Floor 6, PetroVietnam Tower, No 1-5 Le Duan St., Ben Nghe Ward, District 1, HCMC

Phone: 028.3911.7777 - Fax: 028.3911.6789

Website: www.petrosetco.com.vn



05		Message from the Chairman of the Board of Directors
07		Overview
09		History of Formation and Development
39		Board of Directors' Report 2024
59		Board of Management Report 2024
75		Environmental and Social Responsibility Report
87		2024 Consolidated Financial Statements

VISION

To be the best choice in distribution, trading and services in Vietnam.

MISSION

Being proactive in every activity to provide outstanding quality services and ensure ultimate benefits for our partners, customers and employees.

CORE VALUES

Determination

Be determined and persistent to pursue goals, ready to accept new challenges, proactive and creative in finding solutions at work.

Professionalism

Project a proper, earnest, positive image; be diplomatic and tactful in communication; work with logical plan and required skills; act toward common goals; and keep commitment with partners, customers and team.

Humanity

Build up a PETROSETCO environment of knowledge, culture, good manners and inclination to kindness; care for employees' benefits; ensure fairness within the organization; and keep contributing to the Society.

Effectiveness

Understand objectives and jobs; offer the best solutions to customers, partners and team; and ensure the ultimate effectiveness and result for the organization.



PHUNG TUAN HA

Dear Valued Customers, Partners, Shareholders, and all Petrosetco employees,

2024 is a remarkable year with numerous fluctuations and challenges for Petrosetco, obviously reflecting the broader context of both domestic and global economies. Worldwide, geopolitical conflicts, trade tensions, rising inflation, and tightening monetary policies drew a challenging economic picture. Although Vietnam has shown positive signs of recovery, entrepreneurs still encounter numerous difficulties, including low market demand and high interest rates. Sharp fluctuations in crude oil and commodity prices, unstable exchange rates, and a decline in demand for non-essential consumer goods have significantly impacted Petrosetco's business operations.

With motto of a resolute, flexible, and efficient operation, Petrosetco has demonstrated its capability and proactive spirit in overcoming all obstacles. In 2024, Petrosetco successfully accomplished its production and business targets, a testament to the steadfastness of its development strategy and the strong support from our esteemed Shareholders, Investors, Partners, and Customers.

2025 will be a challenging year, contrastingly, Petrosetco persistently targets to sustainable growth. Beyond strengthening its top position in each service sector, Petrosetco aspires to develop a multi-industry service ecosystem. Despite the ongoing volatility in the global economic and political landscape, Petrosetco positively believes that opportunities in challenges, therefore, the entire team will persistently leverage their strengths, constant in core values, devise comprehensive strategic plans, focus on expanding product lines, and fully satisfy market demands.

In the distribution sector: Petrosetco will continually expand customers target and develop a multi-channel sales network to broaden commercial presence and efficiency. At the same time, tightening collaboration with major brands to build reasonable pricing strategies, implementing an effective and innovative consumer promotion program, and promoting creative marketing strategies. Additionally, Petrosetco will adjust supportive policies to boost competitiveness, optimize sales efficiency, and drive sustainable revenue growth.

In the service sector: Petrosetco will refine bidding processes, increase opportunities to provide services to markets both oil and gas industry and others, and prioritize the development of services for renewable energy and large-scale infrastructure projects. This will diversify revenue streams and enhance competitiveness. Furthermore, Petrosetco will focus on improving the service experience for existing customers and reinforcing long-term strategic partnerships.

In management: Petrosetco will continue to advanced process reforms and enhance the application of information technology to improve management and oversight efficiency. Training courses and human resource development will receive greater emphasis to strengthen the capabilities of leaders, managers, and employees, ensuring all operations meet the highest standards. Petrosetco will establish clear and transparent performance evaluation metrics to monitor progress and make timely adjustments. Simultaneously, optimizing systems, strengthening focused oversight, innovating operational models, and restructuring organization to prepare for the Petrovietnam's divestment roadmap in 2025.

On behalf of the Board of Directors, I would like to sincerely express my deepest gratitude to our esteemed Shareholders, Investors, Partners, and Customers for your unwavering trust and companionship with Petrosetco. With the determination and steadfastness of the Board of Directors, the Board of Management, and all employees, accompanied with the loyalty of our valued Customers, Shareholders, and Partners, Petrosetco is confident in its ability to continue overcoming obstacles, accomplishing challenges, breaking through to achieve our goals for 2025 and the 2025–2030 period.

In particular, I would like to acknowledge and express my heartfelt appreciativeness to all Petrosetco employees—individuals who have tirelessly strived and dedicated themselves wholeheartedly to the organization's common goals. As we step into 2025, with a spirit of transparency, integrity, determination, and dedication, we firmly believe that Petrosetco will be persistent to conquer new peak, deliver sustainable value to our customers and shareholders while positively contribute to the community.

Once again, on behalf of the Board of Directors, I sincerely thank you and look forward to the continued support of our Shareholders, Investors, Partners, and Customers on Petrosetco's journey of development ahead.

Sincerely!

Ho Chi Minh City, March 15, 2025.
Chairman of the Board of Directors of the Corporation


PHUNG TUAN HA



OVERVIEW

Trading Name:

- Company name in Vietnamese: Tổng Công ty Cổ phần Dịch vụ Tổng hợp Dầu khí
- Company name in English: PetroVietnam General Services Corporation
- Abbreviated name: PETROSETCO

Enterprise Registration Certificate (ERC):

No. 0300452060 granted by Department of Planning and Investment of Ho Chi Minh City for the first time on date 29th September 2006 and 22nd of amendment on date 04th October 2023.

Charter Capital: VND 1.073.348.310.000 (One thousand seventy-three billion, three hundred forty-eight million, three hundred ten thousand dong).

Equity: VND 1.073.348.310.000 (One thousand seventy-three billion, three hundred forty-eight million, three hundred ten thousand dong).

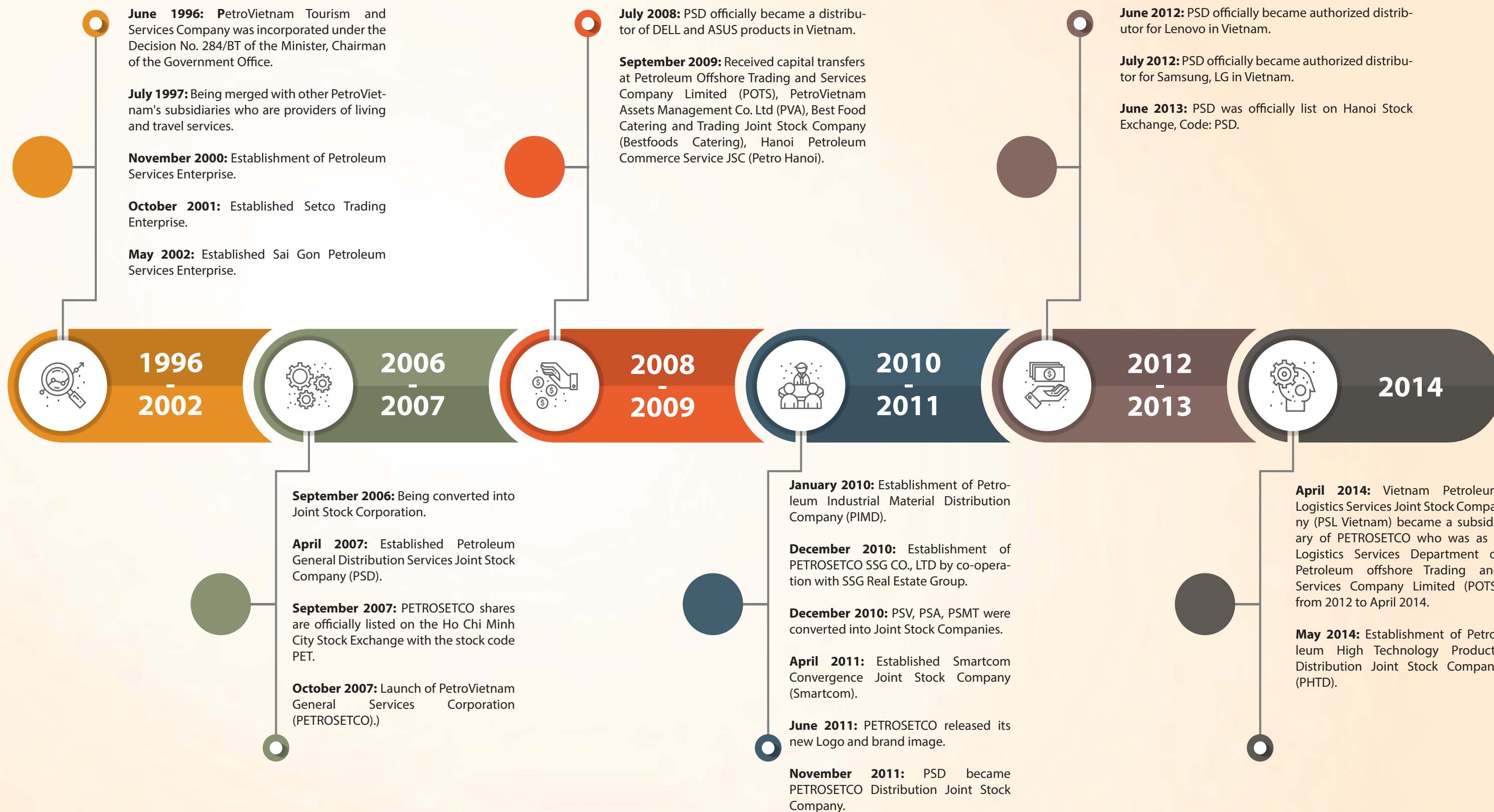
Stock code: **PET**

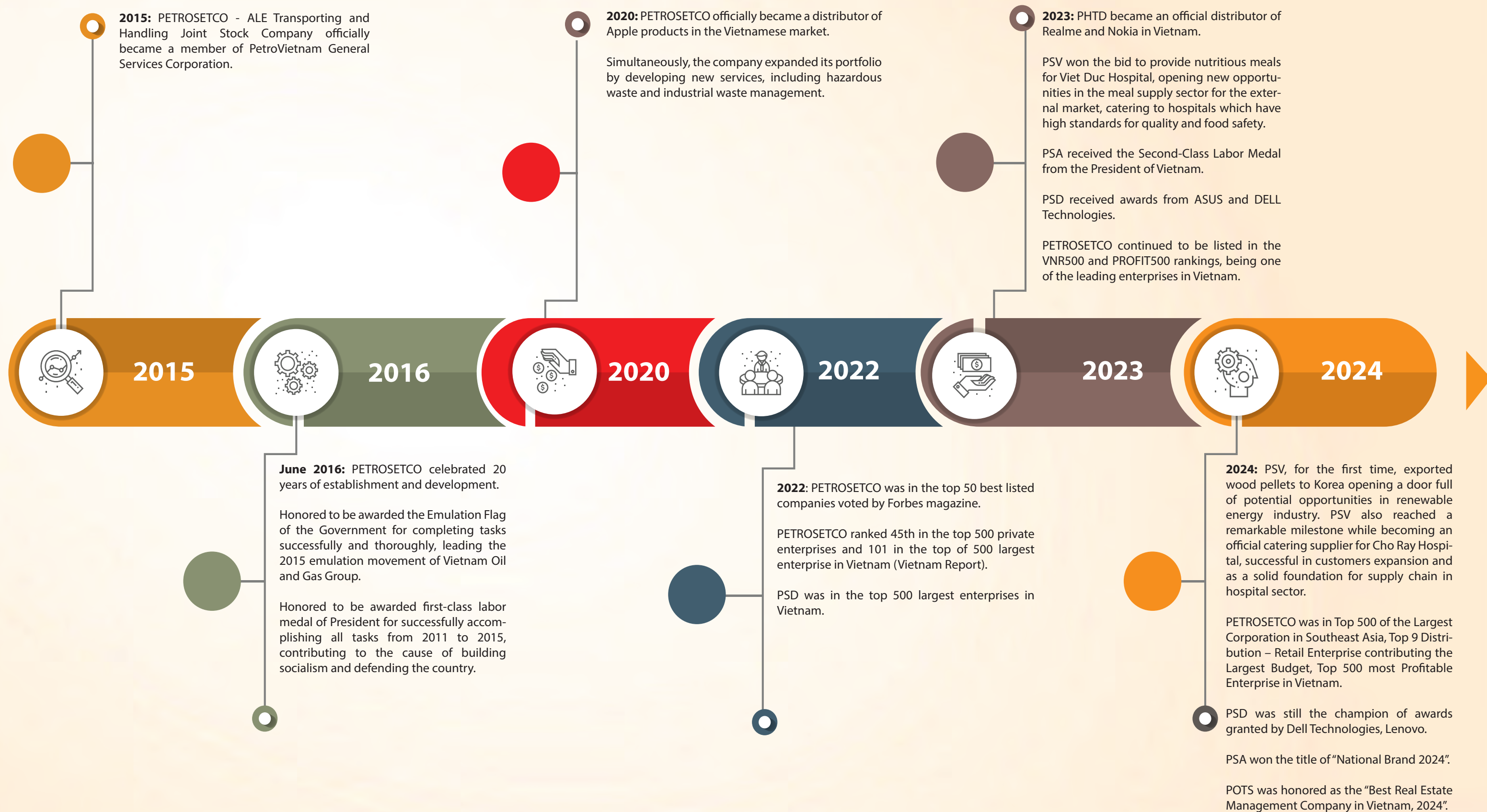
Address: 6th Floor, Petro Vietnam Tower, No. 1-5 Le Duan Street, Ben Nghe Ward, District 1, Ho Chi Minh City, Vietnam.

Telephone: (84.28) 3911 7777

Fax: (84.28) 3911 6789

Website: www.petrosetco.com.vn





I. DISTRIBUTION

Distributing products of information technology (IT) and telecommunication.

Two of PETROSETCO's members who are trading products of IT and Telecommunication are PSD and PHTD.

The hereunder are products distributed by PETROSETCO:

- Smartphones from brands Apple, Samsung, Sony, HTC, Blackberry, Gionee, Philips, Motorola, Lenovo, Itel, Techno, Infinix, Nokia, Realme, INOI, Yuho, HONOR,...;
- Laptops from brands Apple, Dell, Asus, Lenovo, HP, Acer, Fujitsu...;
- Tables from brands Apple, Lenovo, Samsung, ...;
- Monitors from brands LCD: Viewsonic, Lenovo, Samsung, Dahua, ...;
- Smartwatches from brands Apple, Samsung, Garmin,...;
- Componets from brands AMD, Asus, Huawei, Sandik, Elixir, Genius, ZyXEL, Transcend, Corsair, Cyber Power, Aukey, Targus, TP Link, Hanin, Riversong, Zootac, Tribit,...;
- Accessories for smartphones and tables from brands Apple, Samsung, Otter Box, Iluv, Jincase, Belkin, ...;
- Lynksys network equipment; Aver conference camera, Tiandy camera, ...;
- Equipment, solutions and other software technologies from brand Microsoft in Vietnam.

Distributing electrical and refrigeration products.

PSD has been a reputable distributor to big supermarkets like Dien May Xanh, Nguyen Kim, Dien May Cho Lon, MediaMart and has been systemizing more than 1.200 agents/loyal customers with famous brands such as: Hitachi, LG, Galanz, Candy, Casper, Samsung, Funiki, SK Magic, Nagakawa, Aqua, Pensonic, Daikin, ... Diverse products meets all household needs such as: TV, refrigerator, dryer, dishwasher, electric stove, oven, microwave, smoke extractor, washing machine, vacuum cleaner, air purifier and water purifier, ...

Distributing Polypropylene, Polyester and liquefied Petroleum Gas

PSMT distributes industrial products in oil and gas field including: Polypropylene (PP), liquefied petroleum gas (LPG), PETROSETCO undertakes the purchase of products for petroleum industry like PP, LPG of Dung Quat Refinery. Additionally, PSMT also conducts gas cylinder branded PET-GAS for markets in Quang Ngai and other provinces in Central, Highlands, and Western with two filling stations in Tinh Phong (Quang Ngai) and Cam Ranh (Nha Trang).

II. SUPPLY AND LOGISTICS

Equipment/materials supply

Subsidiaries of PETROSETCO including POTS and PSV are reputable with full of experience in providing equipment/materials specialized for oil and gas industry and other as well with all types of equipment/materials for rig installation, mine development, oil and gas pipeline, electrical equipment, automation, mechanics, marine, specialized chemicals for oil and gas exploration and exploitation. With extensive experience, professional capacity and advantage of long-term and close relationship with the major global manufacturers, POTS and PSV are prestigious suppliers for onshore and offshore projects and big customers.

Logistics

PSL is a logistics units who can satisfy all of clients' demands on time and quality: full package of logistics; customs clearance; immigration and visa application, shift change, multimodal transportation; construction support ... PSL have been performing mentioned services with long-term contracts for Bien Dong POC, Murphy Oil, Cuu Long JOC, HLHV, PTSC, Phu Quoc POC, PVEP, PV Trans, PV Drilling, PVFCCo, Gas Shipping, ... Furthermore, the capacity for services provision was expanded to other industry with companies including Bason, Vard, Schlumberger Seaco Inc, KUEHNE + NAGEL, Ceva and others.

Manpower

PETROSETCO provides personnel, including domestics and expats with positions of project experts, drilling engineers, senior specialists, and other services attach with projects such as: recruitment, contract management, solutions for pay roll, management, tax and other supportive services for personnel for all types of business sectors. Members in charge of these services are PSL, PSV, and POTS.

Transportation

PETROSETCO provides services of passengers' transportation for Petrovietnam and its units, domestic and foreign oil and gas contractors. Currently, with more than hundreds of various types with modernity of all means of transport, PETROSETCO meets all requirements from customers with dedicated and professional quality. Members in charge of these services are PSL, PSV and PSA.

Wastes treatment

PEDACO implements treatment service for domestic, hazardous and industrial waste, with a factory scale of up to 32 hectares having full capacity and function to collect and recycle.

III. CATERING SERVICES

PSV and PSA are two members performing these services. At current, the Corporation have been serving for more than 50 projects for all types of industrial customers across provinces such as: Vietsovpetro, PVEP, PVGas, Bien Dong POC, PVGas, BSR, PVD, PTSC, ... and oil and gas contractors like Nam Con Son Pipeline, Cuu Long JOC, Knoc, Ocean General, Phu My 3, Transocean Sedco Forex, Technip,

PETROSETCO's catering service market share in oil and gas field account for nearly 100%. Besides, PETROSETCO is also a prestigious partner of office meals for clients, main point projects of other fields like: Cho Ray Hospital, Viet Duc Hospital; Vietnam Electricity, State Bank of Vietnam, PVCombank, Vinaconex, Hoa Phat, Doosan, Nam Dinh Textile Garment JSC, KOA, Hoa Phat Hai Duong Steel JSC, VARD, Cai Mep International Terminal (CMIT), Saigon International Terminal (SSIT), Vinalogistic, Gemalink Terminal, Pacific Crystal Textiles LLC., Arakawa Chemical Vietnam Co., Ltd., and other big companies across the country. Recently, PETROSETCO's members have successfully expanded into hospital field, increasing its reputation in food and industrial meals supply.

IV. REAL ESTATE SERVICES

PSA, POTS and PSV are in charge of services of real estate management and exploitation, real estate investment and trading.

Services of real estate management and exploitation

With standard ISO-9001:2015 quality management standards, ISO-14001:2015 environmental management standards, 5S practice management standards, ISO-50001:2019 energy management standards, modern process, management software, and skillful team full of experiences from type A projects, PETROSETCO has almost 20 years in providing services of managing and operating real estate projects (Office building, shopping mall, apartment, residential areas, ...) Some big projects and constructions under its supervision such as: Petrovietnam Tower, PVGas Tower, VPI, Betrimex, Head Quarter of PVN, University of Economics Ho Chi Minh City, National Economics University, Ho Chi Minh City University of Technology, Head Quarter of Vietnam Social Security, Head Quarter of State Bank of Vietnam (Ha Noi), Center of Vietnam national Coal - Mineral Industries Group. Moreover, PETROSETCO have other functions related to real estate such as investment consulting, pre-opening consulting, leasing marketing, services of maintenance, technical repairs, management of human resource, leasing, ...

PETROSETCO's subsidiaries which are PSA, POTS now became the top prestigious brand in Vietnam for services of real estate management not only for oil and gas industry but also for other industries.

Services of Real estate investment and trading

PETROSETCO invested in numerous real estate projects in many potential locations across the country.

REMARKABLE EVENTS 2024



PSD became the first distributor of AQUA Vietnam for water heater in the Central and Southern.

PSV exported wood pellets to Korea, in corporation with Biomass, Bao's Company and JSC Global, opening a new chance in renewable energy industry.



PSV officially became catering supplier for Cho Ray Hospital, expanding opportunities for hospital majority, moreover, continually contracting with other corporations such as Doosan Energibility, Doosan – Samsung Join Venture, Vung Ang II Thermal Power Plant to diversify client data.

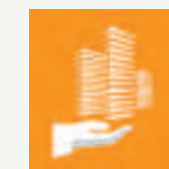
Services at refinery and petrochemical complexes also recovered after 10 months of standby.



PSL won bids of logistics and forwarding services for GAC, Bien Dong POC, PVD TECH, PV SHIPYARD, PTSC POS and manpower service for PVEP, Murphy, Hoang Long Hoan Vu JOC, Vietsovpetro, Idemitsu, Petronas, ...

POTS severely recovered by contracts of equipment/materials provision with high value including providing OCTG pipe for Dai Hung, Hoang Long Hoan Vu JOC, JVPC, as well as for other main projects of Vietsovpetro.

PEDACO won the bid of wastes treatment for Binh Son Refinery and Ving Tan 1 Thermal Power Plant.



PSA won bids of Tower Management for Vinacomin Tower, Head Quarter of Vietnam Social Security, Hanoi University of Science and Technology.

POTS successfully re-contracted services of building management and operation with PV Gas, Ho Chi Minh Customs, FPT as well as contracted for new services such as cleaning, maintenance and manpower supply for potential projects (Ho Chi Minh Social Insurance, Saigon Center...).

Achievements and Recognitions



PETROSETCO was in Top 500 of the Largest Corporation in Southeast Asia, Top 9 Distribution – Retail Enterprise contributing the Largest Budget, Top 500 most Profitable Enterprise in Vietnam.



PSD was still the champion of awards granted by Dell Technologies, Lenovo.



PSA won the title of "National Brand 2024".



POTS was honored as the "Best Real Estate Management Company in Vietnam, 2024".



Top 500 doanh nghiệp tư nhân lợi nhuận tốt nhất

m 10 bản ghi

PROFIT500

258

TỔNG CÔNG TY CP DỊCH VỤ TÀI

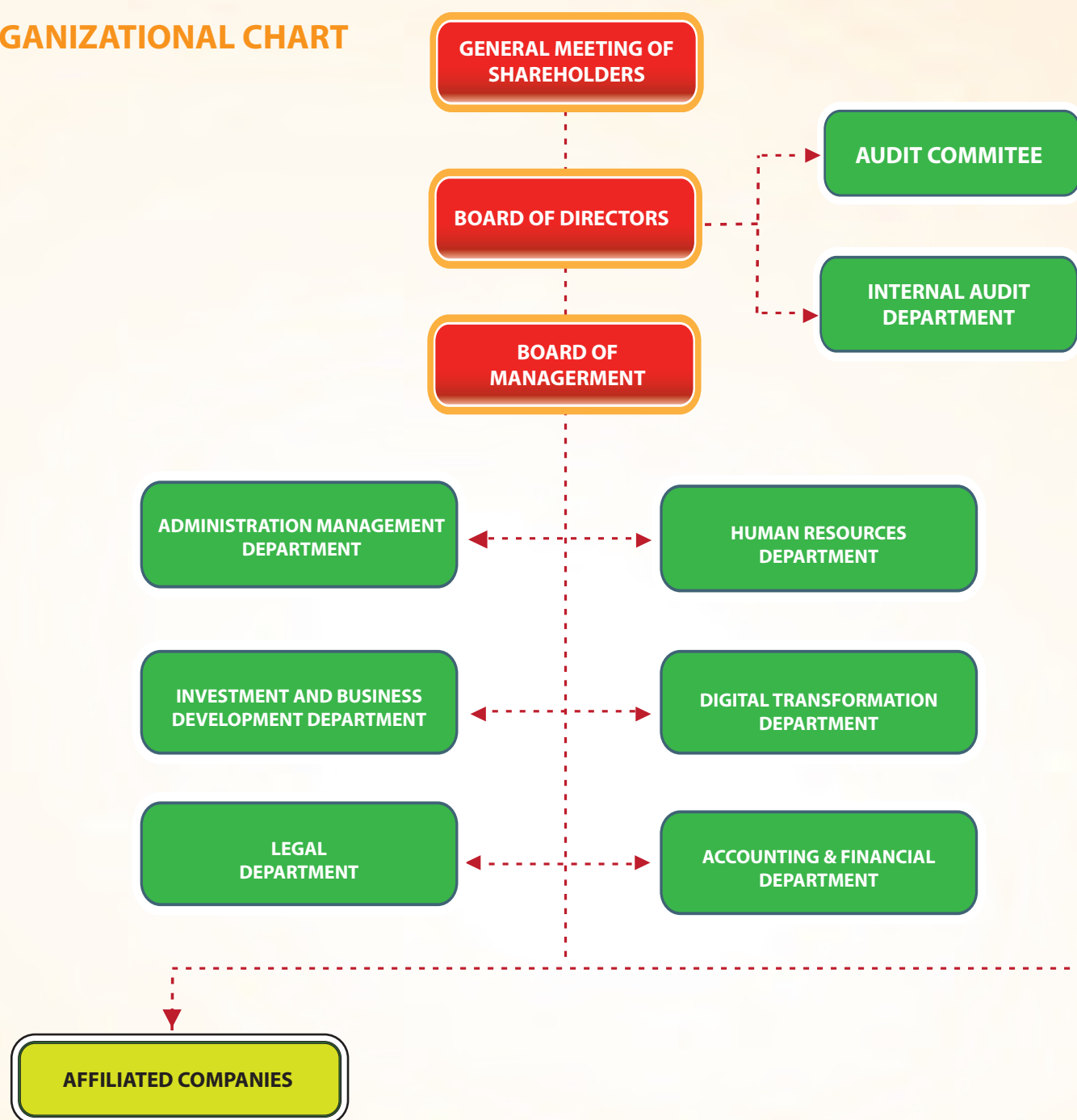
CEO: Vũ Tiến Dương MST:



CAPELISTS PRIVATE 100 Vietnam's Largest Private Companies TOP 9 DNTN NGÀNH PHÂN PHỐI - BÁN LẺ NỢP NGÂN SÁCH LỚN NHẤT VIỆT NAM NĂM 2024

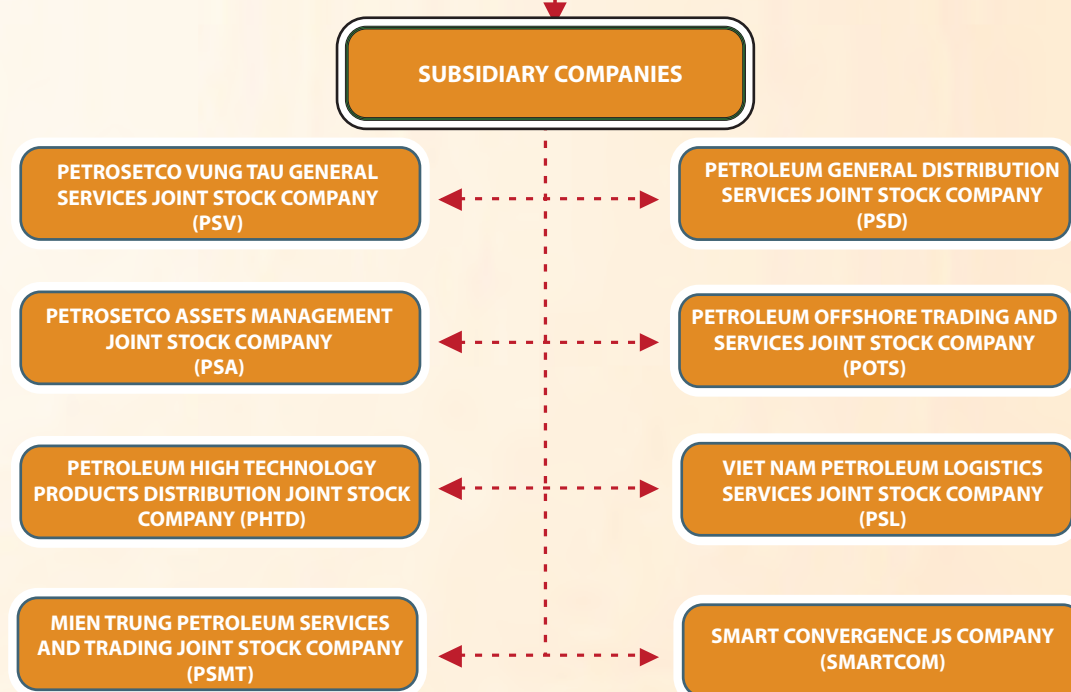
- MASAN CÔNG TY CỔ PHẦN TẬP ĐOÀN MASAN
- PNJ CÔNG TY CỔ PHẦN VÀNG BẠC ĐÁ QUÝ PHÚ NHUẬN
- DOJI CÔNG TY CỔ PHẦN TẬP ĐOÀN VÀNG BẠC ĐÁ QUÝ DOJI
- CÔNG TY CỔ PHẦN ĐẦU TƯ THẾ GIỚI DI ĐỘNG
- FPT Retail CÔNG TY CỔ PHẦN BÁN LẺ KỸ THUẬT SỐ FPT
- CÔNG TY CỔ PHẦN THẾ GIỚI SỐ
- PETROSETCO TỔNG CÔNG TY CỔ PHẦN DỊCH VỤ TỔNG HỢP DẦU KHÍ
- TASCO CÔNG TY CỔ PHẦN TASCO
- VIMID CÔNG TY CỔ PHẦN ĐẦU TƯ PHÁT TRIỂN MÁY VIỆT NAM





PETROSETCO applies a corporate governance model in accordance with Point b, Clause 1, Article 137 of the Law on Enterprises 2020. The governance structure comprises the General Meeting of Shareholders, the Board of Directors, and the General Director.

Within the Board of Directors, there is one Independent Member and an Audit Committee that operates directly under the Board of Directors.





Mr. PHUNG TUAN HA
Chairman of BOD

Professional qualifications: Master of Business Administration
Ratio of ownership of voting shares and other securities issued by the Corporation: 2,94%

With nearly 35 years of experience in the Oil and Gas industry, he has held several key positions, including: Branch Manager of the PetroVietnam Technical Services Corporation (PTSC) in Ho Chi Minh City, Deputy General Director of PTSC, Member of the Board of Directors and CEO of PETROSETCO since 2009. In April 2015, he was elected as the Chairman of the Board of Directors of PETROSETCO. He is the person who brought together the core team and made crucial strategic decisions at each stage to ensure the sustainable development of PETROSETCO over the years. He also holds the position of Chairman of the Board of Directors of Vung Tau Oil and Gas General Services Joint Stock Company (PSV), which provides essential catering services and employs the largest number of workers in the Corporation.

Achievements: First-class Labor Medal in 2016; Second-class Labor Medal in 2007; Third-class Labor Medal in 2002; Prime Minister's Certificate of Merit in 2013; Title of Emulation Soldier of the Ministry of Industry and Trade in 2013; Certificate of Merit from the Vietnam Oil and Gas Group from 2013-2021 and 2023; Title of National Emulation Soldier in 2014; "For the Cause of Oil and Gas" Commemorative Medal; "For the Development of Vietnam's Industry and Trade" Commemorative Medal.

Mr. VU TIEN DUONG
Member of BOD

Professional qualifications: Master of Business Administration
Ratio of ownership of voting shares and other securities issued by the Corporation: 0,37%
With over 30 years of experience in the oil and gas industry, he has held various positions, including: Head of the Commerce Department and Deputy Director the PetroVietnam Technical Services Corporation (PTSC) in Ho Chi Minh City, Deputy Director and Director of Petroleum Offshore Trading and Services LLC, Deputy General Director of PETROSETCO, Member of the Board of Directors and General Director of PETROSETCO since April 2015, and Chairman of the Board of Directors of Offshore Trading and Services Joint Stock Company (POTS) since September 2021.

Additionally, he has directly managed PSD Company, one of PETROSETCO's key subsidiaries, which plays a crucial role in contributing a significant portion of the corporation's revenue and profit.
Achievements: Second-class Labor Medal in 2016, Third-class Labor Medal in 2008, Certificate of Merit from the Prime Minister in 2014, Certificate of Merit from PetroVietnam from 2013-2021 and 2023, Commemorative Medal "For the Cause of Oil and Gas", Commemorative Medal "For the Development of Vietnam's Industry and Trade Sector".

Mrs. PHAM THI HONG DIEP
Member of BOD

Professional qualifications: Master of Business Administration & Marketing, Bachelor of English Literature
Ratio of ownership of voting shares and other securities issued by the Corporation: 0,14%

Joining the oil and gas industry in 1994, she has held key positions at various subsidiaries of the Petroleum Technical Services Corporation (PTSC) and the Petroleum General Services Corporation (PETROSETCO). She is currently a Member of the Board of Directors and Deputy General Director of PETROSETCO, as well as a Board Member of POTS, PHTD, Smartcom, and PSL.
She has extensive experience in process development and system management, training and human resource development, marketing and branding, property management, and real estate operations.
Achievements: Third-class Labor Medal in 2014, Certificate of Merit from the Prime Minister in 2008, Outstanding Young Entrepreneur and Manager in the Oil & Gas Industry in 2012, Certificate of Merit from PetroVietnam from 2013-2021 and 2023, "Emulation Fighter" title from the Ministry of Industry and Trade in 2013, Commemorative Medal "For the Cause of Oil and Gas", Commemorative Medal "For the Development of Vietnam's Industry and Trade", Medal "For the Cause of the State Organization Industry".

Mr. HO MINH VIET
Member of BOD

Professional qualifications: Master of Business Administration.
Ratio of ownership of voting shares and other securities issued by the Corporation: 0,19%
With a strong academic foundation and extensive experience in strategic consulting and investment for numerous multinational corporations such as Big C Group (France), Lotte (South Korea), OCHN (France), and Posco Group (South Korea), he has contributed significantly to PETROSETCO since being appointed Deputy General Director in September 2017. In June 2024, he was elected as a Member of the Board of Directors

Mr. NGUYEN NHU LONG
Member of BOD

Master of Engineering and Production Management
Ratio of ownership of voting shares and other securities issued by the Corporation: 0,0%
As the General Director of Unis Group - a leading corporation in the premium tile and finishing construction materials sector in Vietnam - he has expanded the company's network to over 50 branches spanning from Da Nang to Ca Mau, serving more than 7,000 distributors nationwide.
Before joining Unis Group, he accumulated diverse experience across various organizations: From 2011- 2013: He worked at a Project Engineer at PetroVietnam Engineering Consultancy Corporation (PVE), From 2014 - 2016: He held the position of Business Development Director at Total Vietnam Group.

Mr. VU TIEN DUONG
General Director

Professional qualifications: Master of Business Administration
Ratio of ownership of voting shares and other securities issued by the Corporation: 0,37%

With over 30 years of experience in the oil and gas industry, he has held various positions, including: Head of the Commerce Department and Deputy Director the PetroVietnam Technical Services Corporation (PTSC) in Ho Chi Minh City, Deputy Director and Director of Petroleum Offshore Trading and Services LLC, Deputy General Director of PETROSETCO, Member of the Board of Directors and General Director of PETROSETCO since April 2015, and Chairman of the Board of Directors of Offshore Trading and Services Joint Stock Company (POTS) since September 2021.

Additionally, he has directly managed PSD Company, one of PETROSETCO's key subsidiaries, which plays a crucial role in contributing a significant portion of the corporation's revenue and profit.

Achievements: Second-class Labor Medal in 2016, Third-class Labor Medal in 2008, Certificate of Merit from the Prime Minister in 2014, Certificate of Merit from PetroVietnam from 2013-2021 and 2023, Commemorative Medal "For the Cause of Oil and Gas", Commemorative Medal "For the Development of Vietnam's Industry and Trade Sector".

Mrs. PHAM THI HONG DIEP
Deputy General Director

Professional qualifications: Master of Business Administration & Marketing, Bachelor of English Literature
Ratio of ownership of voting shares and other securities issued by the Corporation: 0,14%

Joining the oil and gas industry in 1994, she has held key positions at various subsidiaries of the Petroleum Technical Services Corporation (PTSC) and the Petroleum General Services Corporation (PETROSETCO). She is currently a Member of the Board of Directors and Deputy General Director of PETROSETCO, as well as a Board Member of POTS, PHTD, Smartcom, and PSL.

She has extensive experience in process development and system management, training and human resource development, marketing and branding, property management, and real estate operations.

Achievements: Third-class Labor Medal in 2014, Certificate of Merit from the Prime Minister in 2008, Outstanding Young Entrepreneur and Manager in the Oil & Gas Industry in 2012, Certificate of Merit from PetroVietnam from 2013-2021 and 2023, "Emulation Fighter" title from the Ministry of Industry and Trade in 2013, Commemorative Medal "For the Cause of Oil and Gas", Commemorative Medal "For the Development of Vietnam's Industry and Trade", Medal "For the Cause of the State Organization Industry".

Mr. HUYNH VAN NGAN
Deputy General Director

Professional qualifications: Bachelor of Corporate Finance.
Ratio of ownership of voting shares and other securities issued by the Corporation: 0,28%

He joined the oil and gas industry in 2009 and has held several key positions, including Chief Accountant of PSV Company, Deputy Director, and Director of PSV. In January 2020, he was appointed as Deputy General Director of PETROSETCO.

He is highly experienced in finance and accounting, life services management (catering) on offshore facilities, and other onshore services.



Mr. HO HOANG NGUYEN VU
Deputy General Director

Professional qualifications: Master of Business Administration
Ratio of ownership of voting shares and other securities issued by the Corporation: 0,08%

He has held various positions in business and product distribution at PETROSETCO's subsidiaries and is currently a Member of the Board of Directors and Director of PHTD.

With his expertise, strong management skills, and excellent business development capabilities, he was appointed as Deputy General Director of PETROSETCO, overseeing the distribution services sector since April 2023.

Mr. TRAN QUANG HUY
Chief Accountant


Professional qualifications: Bachelor of Accounting – Auditing
Ratio of ownership of voting shares and other securities issued by the Corporation: 0,08%

With a solid professional background and strong management capabilities, he was appointed as Chief Accountant of PETROSETCO in November 2021 and currently holds several key positions, including: Chairman of the BOD of PSD, PHTD, and Smartcom;; BOD Member of PSMT and Pedaco.

ĐỊNH HƯỚNG CHIẾN LƯỢC 2025

Chuyên Tay – Chuyên Tâm

PETROSETCO - 2025

 www.petrosetco.com.vn



1. Shares



Shares

Securities

Stock code

Stock exchange

Number of common shares (31/12/2024)

Outstanding shares (31/12/2024)

Treasury shares (31/12/2024)

Public float

Restricted shares

Shares type

Par value

Market price

(Closing price on date 29/12/2024)

: Shares of PetroVietnam General Services Corporation

: PET

: Ho Chi Minh City Stock Exchange (HOSE)

: 107.334.831 shares

: 106.722.131 shares

: 612.700 shares (*)

: 106.274.831 shares

: 1.110.000 shares (*)

: Common shares

: VND 10.000/share

: VND 25.150

(*) According to Official Letter No. 125/DVTHDK-KTNB dated May 28, 2021, regarding the issuance of shares under the employee stock ownership plan (ESOP) and Official Letter No. 3448/UBCK-QLCB dated July 8, 2021, approved by the State Securities Commission, PETROSETCO has issued 3,850,000 ESOP shares to internal employees in management positions at a par value of VND 10,000 per share.

2. Shareholders structure

PetroVietnam General Services Corporation has One major shareholder (a shareholder owning 5% or more of the total share capital), which is Vietnam Oil and Gas Group (Petrovietnam). This shareholder is a domestic organization holding 24.916.934 shares, equivalent to an ownership ratio of 23,21%. According to Official Letter No. 1932/UBCK-PTTT issued by the State Securities Commission on April 8, 2022, the maximum foreign ownership limit for PETROSETCO has been set at 0%.

3. Changes in owner’s capital

Time	Additional capital (VND)	Increase charter capital (VND)	Method of increase	Granted by
Sep 2006		229.478.645.086	Under Joint Stock Company	HCM DPI
2007	253.056.354.914	482.535.000.000	Share issuance to existing shareholders and increase in the State’s contributed capital	SSC
Jul 2008	8.105.000.000	490.640.000.000	Issuance under the talent attraction program	SSC
Nov 2009	4.080.000.000	494.720.000.000	Issuance under the talent attraction program	SSC
2009	60.000.000.000	554.720.000.000	Public offering through auction	SSC
Sep 2010	27.602.000.000	582.322.000.000	Issuance for employees	SSC
Sep 2010	116.098.000.000	698.420.000.000	Public offering through auction	SSC
May 2015	132.681.240.000	831.101.240.000	Issuance for dividend	SSC
Jun 2015	14.900.000.000	846.001.240.000	Issuance under the employee stock ownership plan (ESOP)	SSC
Apr/2016	20.000.000.000	866.001.240.000	Issuance under the employee stock ownership plan (ESOP)	SSC
Sep 2021	38.500.000.000	904.501.240.000	Issuance under the employee stock ownership plan (ESOP)	SSC
Feb 2023	89.818.730.000	994.319.970.000	Issuance for dividend 2021	SSC
Aug 2023	79.028.340.000	1,073.348.310.000	Issuance for dividend 2022	SSC


Treasury stock transaction

No transactions in 2024

Others


No transactions in 2024

27



WWW.PETROSETCO.COM.VN

PETROSETCO



28

CHANGES IN THE EXECUTIVE BOARD

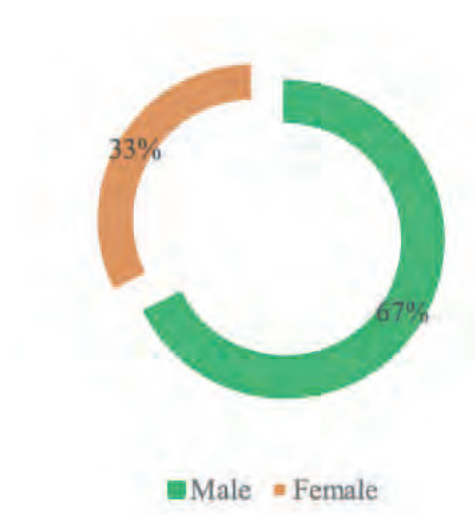
In 2024, based on actual business needs and the individual career orientations of the involved personnel, PETROSETCO proceeded with the dismissal of two Deputy General Directors. Additionally, one Deputy General Director was reappointed to oversee business operations in PETROSETCO's Life Services segment.

Number of Staff and Employees

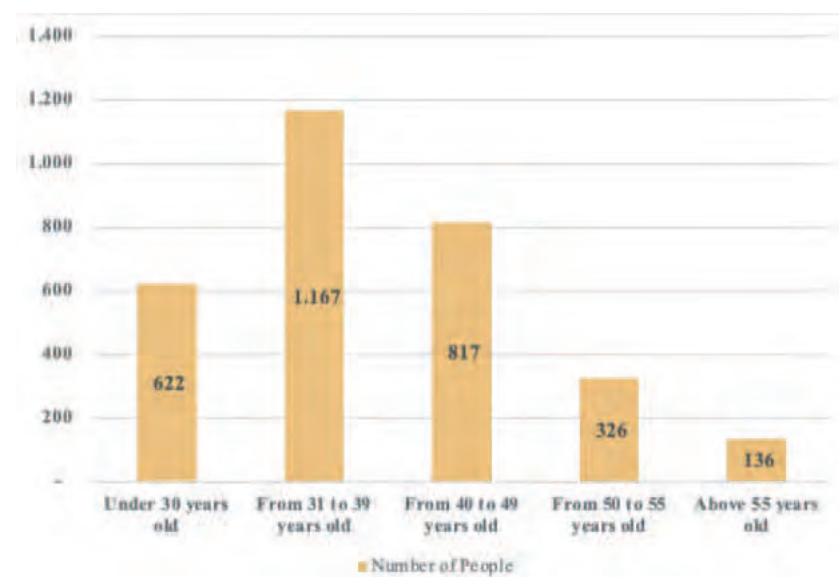
Total number of PETROSETCO's personnel as of December 31, 2024 is 3,068 people with the average income of individuals for entire PETROSETCO is VND 15,3 million/pax/month, increased 2% compared to the average income in 2023.

Labor structure of PETROSETCO detailed as below:

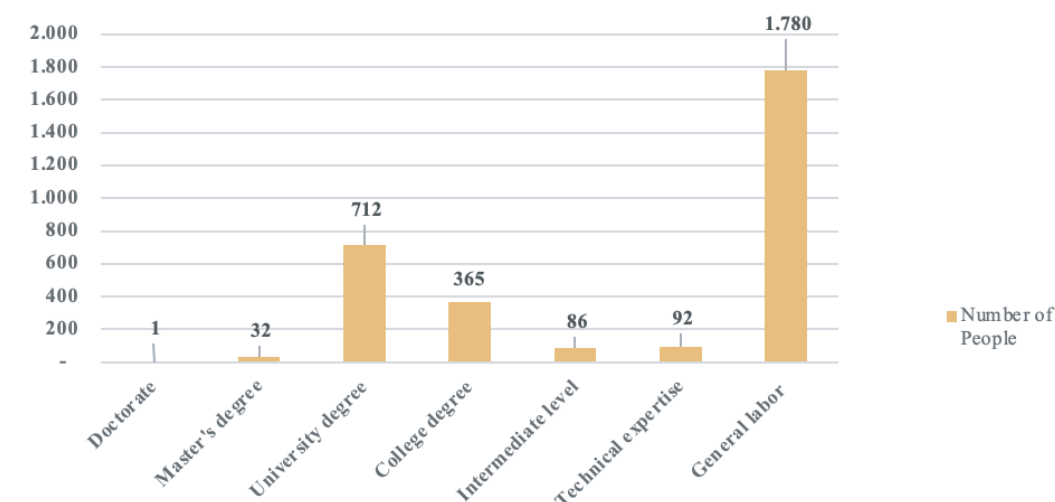
By gender



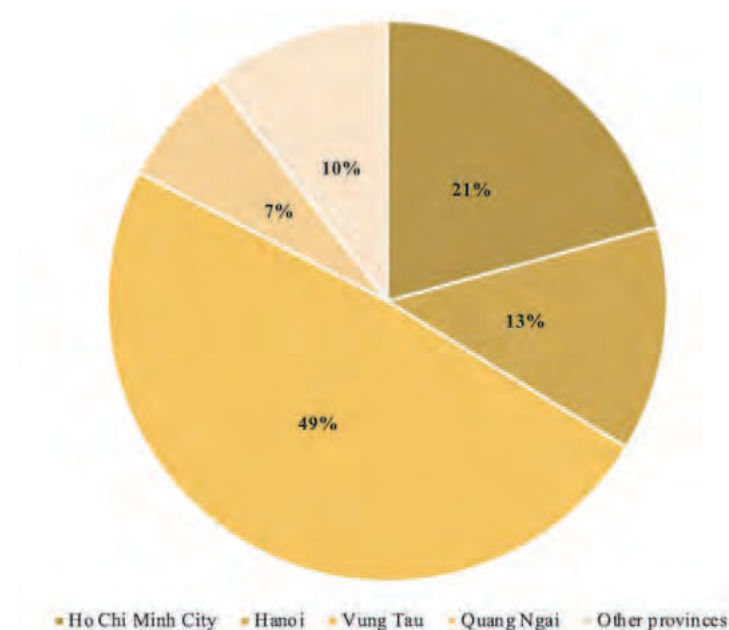
By age



By professional qualifications



By working area



Policies and Policies amendment for employees

PETROSETCO implements salary payment in accordance with job title attached with productivity and working efficiency which are proper with labor market and in compliance with legal regulations. Remunerations for PETROSETCO's employees are:

Wages: in accordance with labor contract, working efficiency, 13th month, benefits paid on business results and working efficiency.

Welfares: travel expenses, telephone expenses, meal allowances, hazardous allowances, concurrent allowances, business travel expenses (domestic and abroad trips based on actual working demand and nature). Personnel are subsidized on the occasion of anniversaries of nation and PETROSETCO, Women's day 8/3 and 20/10 and in other special events, personnel are subsidized for uniforms, and other spiritual value subsidies for employee, children and relatives are all implemented promptly.

Bonuses based on performance of production -business and projects/working achievements: accomplishments are always recognized and rewarded timely, fairly, and transparently with relevant rewards valuable in both spirit and material.

with targets of production, business development along with improvement of working conditions, increasing life quality, ensuring rights and obligations of employees, PETROSETCO conducted and published Regulations on working efficiency assessments as a basis for an adequate wage payment, appropriate with working volume, quality and effectiveness of each individual. As a result, working efficiency of each personnel is the fundamental base for consideration of salary increases in order to show appreciation for his/her dedication, to motivate power and mind for employees.







Petroleum General Distribution Services JSC (PSD)

* 2nd Floor, PetroVietnam Tower, 1-5 Le Duan, Ben Nghe Ward, District 1, HCM City

* Phone: 028.39115578

*Distributing mobile phone, laptop, tablet, PC, LCD, household electrical products

Actual Charter Capital (VND)

113,600,000,000 VNĐ

Ownership Ratio (%)

76,93%



Vietnam Petroleum Logistics Services JSC (PSL)

* 2nd Floor, PetroVietnam Tower, 1-5 Le Duan, Ben Nghe Ward, District 1, HCM City

* Phone: 028.39104466

* Providing services related to transportation; Inland trucking; Warehouse and storage; Manpower supply and management.

Actual Charter Capital (VND)

6,600,000,000 VNĐ

Ownership Ratio (%)

44%



Petroleum High Technology Products Distribution JSC (PHTD)

* 6th Floor, PetroVietnam Tower, 1-5 Le Duan, Ben Nghe Ward, District 1, HCM City

* Phone: 028.39107979

* Wholesale of electronic and telecommunication equipment and components.

Actual Charter Capital (VND)

5,100,000,000 VNĐ

Ownership Ratio (%)

51%



Mien Trung Petroleum Services JSC (PSMT)

* No. 1 An Duong Vuong, Le Hong Phong Ward, Quang Ngai City

* Phone: 0255.3738738

* Wholesale of solid, liquid, and gaseous fuels; Wholesale textile fibers; Wholesale plastic in primary form; Wholesale synthetic resin, fertilizer.

Actual Charter Capital (VND)

74,742,000,000 VNĐ

Ownership Ratio (%)

99.79%%



Smart Convergence JSC (Smartcom)

* 6th Floor, PetroVietnam Tower, 1-5 Le Duan, Ben Nghe Ward, District 1, HCM City

* Phone: 028.39105566

* Wholesale of electronic and telecommunication equipment and components; Wholesale blankets, sheets, pillows, and mattresses from Lotus brand.

Actual Charter Capital (VND)

16,500,000,000 VNĐ

Ownership Ratio (%)

55%



Actual Charter Capital (VND)

58,962,908,969 VNĐ

Ownership Ratio (%)

71.46%

PETROSETCO Assets Management JSC (PSA)

* 15th Floor, VPI Tower, 167 Trung Kinh Street, Yen Hoa Ward, Cau Giay District, Ha Noi

* Phone: 024.37726886

* Service of building and apartment management, operation; Service of Food and Beverage; Service of transportation; Service of reception; Service of accommodation.



Actual Charter Capital (VND)

64,341,999,232 VNĐ

Ownership Ratio (%)

70%%

PETROSETCO Vung Tau General Services JSC (PSV)

* No. 63, 30/4 Street, Ward 9, Vung Tau City, Ba Ria Vung Tau Province

* Phone: 0254.3833345

* Providing catering services for oil and gas activities; Manpower supply and management; Food and Beverage; Residential Service; Service of building exploitation and management; Service of industrial hygiene; Trading in food, groceries, necessities agriculture products.



Actual Charter Capital (VND)

31,681,662,678 VNĐ

Ownership Ratio (%)

60%

Petroleum Offshore Trading and Services JSC (POTS)

* 2nd Floor, PetroVietnam Tower, 1-5 Le Duan, Ben Nghe Ward, District 1, HCM City

* Phone: 028.39106868

* Providing equipment/materials, for industries; Providing transportation services (inland trucking and seaways); Providing services of support for exploiting crude oil and natural gas; Providing services of installation, maintenance, repair industrial equipment, electrical system and other construction systems. Leasing and operating real estate management (office, workshop, residential areas, ...).

AFFILIATED COMPANIES

Petro Tower Company Limited

- * No. 8 Hoang Dieu Street, Vung Tau City
 - * Office rental services
 - * Ownership Ratio: 24%
 - * Actual Charter Capital (VND): 14,359,957,249 VNĐ

Vinh Hoa Emerald Bay International Hospitality Company Limited

- * No. 655 Hung Vuong Street, Ward 9, Tuy Hoa City, Phu Yen Province
 - * Resort Services
 - * Ownership Ratio: 20%
 - * Actual Charter Capital (VND): 16,000,000,000 VNĐ

Pedaco Green Environment Joint Stock Company (PEDACO)

- * La Gi Waste Treatment Complex - Tan Ly 1 Village, Tan Binh Commune, La Gi Town, Binh Thuan Province
 - * Hazardous wastes treatment; Industrial wastes treatment; Domestic waste treatment; Recycling and scraps and used oil; Collecting, transporting and demolishing waste.
 - * Ownership Ratio: 48,5%
 - * Actual Charter Capital (VND): 77,800,000,000 VNĐ



I. BOD's assessment of the Corporation's performance including Environmental and social impact assessment

1. Assessment of business results in 2024

2024 is a year of worldwide fluctuations, slow and uneven recovery. The global economic activities remain low although did not fall into recession, inflation is still higher than target in other countries although had reduction compared to 2023. Some major economies have begun the process of cutting interest rates, although the price pressure still exists in some countries, basically, global inflation is under control, central banks thereby can loosen monetary policy.

A year flashback, confronting so many unforeseeable fluctuations from economy, changes in consumer demands and pressure from external factors, but those could not hinder PETROSETCO to persistently grow and continuously affirm its mettle and determination to overcome all difficulties indicated by accomplish all set targets of year 2024, particularly: Revenue reached VND 19.044 billion – 103% of plan, EBT reached VND 283,2 billion – 109% of plan. This result reflects a huge effort of the Corporation within a year to promptly adapt to all challenges of the market, leading PETROSETCO to achieve the best result, with the highest profit recorded in the past 3 years. Additionally, in 2024, PETROSETCO obtained so many achievements and awards such as: Top 500 largest Company in Southeast Asia, Top 500 most profitable enterprises and most profitable private company in Vietnam, Top 9 Distributer – Retailer contributing the largest budget in Vietnam, ...

During the past year, BOD and BOM had outstanding strategies which were flexible and agile to deploy solution promptly adapting to market happenings to ensure the maintenance of business activities, stability of financial situation of Corporation. Faithfully following the strategies set out by BOD at GMS, whereby, in 2024 focused on consistently implementing the below directions:

- Financial management and capital mobilization.
- Market extension – development and products diversification.
- HR management, training and development.
- Overall adjustment and re-construction.

The below is a summary report on the results:

2. Assessment on the results of BOD's orientations implementation.

a. Financial management and capital mobilization

Over the past year, PETROSETCO strictly managed its finances, especially inventory control and exchange rate risk management, thereby minimizing negative impacts from market fluctuations. BOD promoted capital mobilization by combining equity capital, bank loans, and cooperation with strategic partners. PETROSETCO actively worked with banks on credit limits to reserve diverse financial resources, timely support member units on their business capital demand and increased competitiveness; proactively negotiated exchange rate, interest to the lowest as possible to save financial costs, simultaneously, propose cash flow balance solutions to ensure optimal financial efficiency.

By applying financial strategies and effective capital usage, PETROSETCO significantly improved interest finance contributing to the profit improvement substantially, business activities enhancement and resources providence for and long-term development plans.

Simultaneously, with awareness of saving and cut-cost as a top priority, BOD strictly controlled operating costs through reviewing and issuing cost norms, plans from the beginning of the year, thereby proactively decreasing expenses and optimizing business operating, as well as cutting ineffective investment, focusing on other majorities with highly potential growth.

During the year, members were reinforced in financial management through several methods such as: applying technology in financial management by governance systems and forecast models, building digital transformation systems to control operating tightly and optimizing resources; building a transparent financial reporting system, fostering a responsible financial culture, contributing to the goal of sustainable development.

b. Market extension – development and products diversification

PETROSETCO commenced a synchronized marketing campaign, promoted brand recognition and increased commercial presence in potential markets, thereby approaching new customers and expanded market share in key areas. Members also closely monitored the efficiency of each brands, adjusted strategies promptly, searched and contracted with reputable domestic and international suppliers to enhance product's qualification, diversified business portfolios and ensured a competitive prices.

Additionally, in the past year, PETROSETCO has been focusing on market expansion and diversification, not only in core areas but also in other potential industries. The Corporation will continue to seek opportunities in new majorities to spread out activity areas to optimize resources and improve business efficiency, minimize the impact of the inefficient areas.

c. HR management, training and development

One of the most important BOD's orientations is HR development. PETROSETCO organized training courses to foster and improve knowledge, professional expertise, working skills for employees, especially, by pushing the method of internal training with contents attentively sticking to job requirements, enhancing the culture, environment of learning, self-studying for employees, giving advantages to maximize their capacity. Moreover, through internal activities to develop corporate culture for members particularly and entire Corporation generally.

PETROSETCO's managers attach special importance to building a succession team and increasing management capacity, especially for middle managers. Programs to develop systematic thinking capacity and ability to quickly adapt to business environments helped strengthen the competitiveness of PETROSETCO.

d. Overall adjustment and re-construction

The Corporation has focused on optimizing its operating model and improving business performance. Human resources of key commercial departments were streamlines to optimize operating costs and improve internal processes. Simultaneously, PETROSETCO has been pushing the application of digital technology in management, helping to optimize resources and enhance competitiveness in the market.

Besides, in 2024, the Corporation monitored and excellently conducted the restructuring in compliance with directions of Government and Petrovietnam ("PVN"). In which, PETROSETCO proactively coordinated, explained and provided information which was full and accurate to professional departments and consultants to ensure the completion of the progress of PVN's total capital divestment at PETROSETCO in 2025 in accordance with Decision No. 3612/QĐ-DKVN dated 27/5/2024 and Decision No. 1243/QĐ-TTg dated 25/10/2023 of the Prime Minister on the Project of Restructuring Petrovietnam until the end of 2025.

3. Assessment of values to relevant parties

3.1. Shareholders

Earnings per share (EPS) of 2024 reached VND 1.329/share, equal to 135% compared to the same period in 2023 which is a positive signal. EPS is an important indicator reflecting on the company's profitability per share owned by shareholders, and this growth demonstrates PETROSETCO's effort in optimizing business activities and improving financial efficiency which led to a positive result in context of a challenging market, as a proof of accurate BOD's management strategy. PETROSETCO commits to maintain and promote these results in the upcoming to bring long-term and sustainable benefits to shareholders.

Pursuant to Resolution of the 2024 Annual GMS dated 14 June 24, GMS approved Resolution No. 23/2024/NQ-DVTHDK, whereby, PETROSETCO had not paid dividends in 2023. This was a PETROSETCO's strategy to consolidate capital and enhance financial capacity creating a solid foundation for a long-term development of company. The dividends rate of 2024 shall be voted via GMS 2025.

3.2. Customers, suppliers

PETROSETCO persistently affirms its position as the top choice of customers in sectors of distribution and service by commitment of bringing optimal economic value and long-term stability. BOD always concentrates on increasing quality of products and services, expanding provision portfolio, and continually innovate control process to guaranty superior quality and customer’s satisfaction at maximum.

PETROSETCO pays special attention to satisfying diverse customers’ demands, to warrant to bring flexible products, services that are appropriate with market trends. With goal of the most satisfaction rated by clients through high-quality services, PETROSETCO is always proactive and creative in seeking the most optimal solution, not only to reduce costs but also increase work efficiency, additionally, to build and strengthen long-term relationships with partners and customers.

For suppliers, PETROSETCO both preserves a tight relationship and creates a win-win situation. BOD always respects quality commitment, sustainability, and transparency in transactions, maintains fairness and mutual development cooperation with suppliers, ensures agreements are implemented on schedule for all parties’ value.

3.3 Employees of PETROSETCO

PETROSETCO’s BOD always respects and acknowledges the efforts, tireless contributions of all employees to the sustainable development and success of the Corporation. We commit to an impartial environment, appreciate and protect legal rights and benefits of employees.

PETROSETCO always gives the best conditions employees for stable jobs, guaranteed income, and unstoppably improve professional qualifications to develop their career at maximum. Besides, welfare regimes are maintained and improved for employees’ benefit.

Particularly, PETROSETCO not only pays attention to material life but also to spiritual life via building culture and sports activities, creating cohesion and consolidation throughout the Corporation.

In 2024, PETROSETCO achieved remarkable results:

- Job ensuring for more than 3.000 employees off all Corporation’s system, maintains the stability and development of HR.
- Deploying 8.150 training sessions to increase HR’s quality to adapt to a more competitive business environment.
- Average income reached VND 15.3 million/pax/month, reached 101% of the set plan from the beginning of the year and 102% over the same period.

3.4 Environment and Society

As a service provider, PETROSETCO is always aware of the importance of minimizing bad impact to the environment and having responsible actions. Besides the compliance of regulation on environmental protection of per specific service, PETROSETCO proactively conducts measures to minimize environmental impacts, limit polluting material usage, increase recycling and save electricity, water resource in production and activities.

II. BOD’s assessment of the performance of Board of Management and other managers

During the past year, Board of Management (“BOM”) and other managers carried out effectively and systematically ensuring the sustainability of the Corporation’s development as oriented set forth by BOD.

1. Supervision method

Activities of General Director, BOM and other managers are supervised strictly and comply with Internal Management Regulations of the Corporation. General Director as member of BOD is always under the penetrated observation of BOD while his management process to the Corporation. In regular meetings of BOD, General Director and other managers reported, and absorbed detailly performance, result of implementation of Resolutions of GMS and BOD, as well as updated business situation, financial management and investment activities of the Corporation as requested by BOD. BOM has always severely complied with laws, management hierarchy according to Charter and other internal regulations of the Corporation.

2. Results of supervision of General Director’s performances

As assessed by BOD, 2024 is the year that BOM had a good performance in their functions and appointed strategic mission by BOD, proactively searched and expanded the corporation opportunities as well as diversified list of services and productions. The backbone services like real estate management, catering, manpower materials/equipment supplication for big project in Oil and Gas industry in particular and other industries in general were excellently implemented. Moreover, the ICT distribution service branch has played a key role in PETROSETCO’s growth.

During the year, BOM proactively commenced many flexible solutions adapting to market fluctuation, helped to sustain the stability and strength of services, to satisfy the high demand of market and effectively exploit opportunities from digital transformation and new technology.

Sustaining financial stability is one of the most fundamental tasks of a corporation, especially in the context of a volatile business environment and challenges from outside factors. BOM commenced measures of tight financial management not only to warrant persistent cash flow but also to optimize financial resources, to reduce costs and increase capital efficiency. Furthermore, risk control was implemented comprehensively, thereby, PETROSETCO could persist their capacity of challenged response in any situation.

III. Strategy, Orientation of BOD

SUSTAINABLE DEVELOPMENT

Completing the roadmap for an overall restructuring: to satisfy the ever-changing of the market and persist the sustainability, a roadmap for an overall restructuring is a must for PETROSETCO. Every step of this process will be based on the actual elements, with consideration for long-term strategies. Restructuring is needed for both improving operational efficiency and a solid foundation for stable, strong growth for the upcoming years, totally adapting all the strict requirements from customers and market.

Expanding product lines and maintaining unbroken cash flow: in 2025, PETROSETCO will expand core products line, thoroughly meet demands of market share, products/services' quality, financial requirement as well. Protecting and sustaining the cash flow is the top priority by strengthen strategic partnerships especially for long-term clients in Oil and Gas industry. These contracts will be the key factor in ensuring the financial stability in every business stages, facilitating sustainably strategic development.

Collecting debt and optimizing costs: A prompt and successful debt collection will be conducted by advanced technology solutions and strict management process. At the same time, balancing financial sources and saving operating costs are fundamental elements to stable finance, ensure enterprise health, support PETROSETCO to have a firm stand in all fluctuation from market and global crisis.

Strengthening collaboration between member units: A tight coordination between members of PETROSETCO will be the main driving force for development in which maximally exploiting potential of each unit, building added value for the entire ecosystem, not only support to foster revenue/profit but also improve working efficiency, creating a resonance of all fields of PETROSETCO.

PROMOTING DIGITAL TRANSFORMATION

ERP application and process optimization: One of the significant tactics in 2025 is to foster the application of ERP (Enterprise Resource Planning) and Artificial Intelligence (AI) to enhance management of finance, human resource, supply chain and others. The ERP application will not only reinforce accuracy and transparency but also the synchronization for enterprise's operation, improve performance and reduce any inaccuracy.

Automation reinforcement and technology application in management: Continue to promote the digital transformation in all operational processes, especially, for those which are warehouse management, import-export coordination, and workflow optimization. These improvements are useful for efficiency, cost-saving, and transparency in all activities.

Internal training course on technology and digitalization: Commence to host internal training to raise employees' capacity in using digital technology. Commit to equipping personnel with all fundamental skills to wholly exploit technology power, thereby, to improve performance and to quickly adapt all market alterations.

SUPPLY CHAIN OPTIMIZATION

Supply chain process review and optimization: Review the entire process of operation and supply chain of PETROSETCO is a must to improve efficiency. The supply process improvement helps to reduce operating expenses and to raise productivity, flexibility and adaptable ability before challenges as well.

Strategic partnership structure: Strengthening the cooperative relationships with strategic partners to ensure stable and high-quality materials/resources. A risk contingency will be planned to confront crisis situations, price fluctuation of materials and alterations of commercial policies, help to protect the Corporation's benefit and stability.

Effective inventory control: Strictly monitoring inventories and balancing reserves will support PETROSETCO avoid storages or backlogs and warrant the products continuity and stability at the same time.

ORIENTATION AND PREPARATION AFTER THE DIVESTMENT OF PVN

PVN plans to divest all state-owned shares at PETROSETCO in 2025 marking a great turning-point in the Corporation' development history. This is a remarkable challenge to open a door full of opportunities for PETROSETCO to reposition and severely grow up in the upcoming time. BOD and BOM have been focusing highly on building a long-term, solid strategic foundation, while well preparing for this transition. The tactical directions are set out particularly as herein:

Maintaining and developing traditional services: Set a high attention to consolidate and expand customers who are in Oil and Gas industry by improving service quality, enhancing professionalism and price competitiveness. Additionally, set a goal for obtaining long-term contracts for a stable business foundation.

Expanding markets and business lines: Fostering to exploit services which are not in Oil and Gas industry, seeking chances in other industrial projects such as petrochemicals, renewable energy, and other large infrastructure projects. Prioritizing to commence marketing promotion to attract clients from other industries.

Improving management capacity, ensuring compliance with policies and legal regulations: PETROSETCO will focus on building a modern, transparent and proper management model consistent with international standards. This helps to enhance management efficiency and attract investors and strategic partners as well. Simultaneously, PETROSETCO obligates to strictly comply with laws, has responsibility to society and environmental protection for all its activities.

Investing Human resources development: HR are decisive factors for PETROSETCO's success in the new era. The HR development will be the top priority of the Corporation, specifically: guaranteeing 100% of personnel have necessary training for professional and soft skills for their job purposes helping them to increase their encounter capacity to challenges in Oil and Gas industry; furthermore, training and developing skills for senior leaders, middle managers so that they will have full power to manage, lead and orient tactics for the Corporation.

Investing infrastructure: Researching, seeking and building a warehouse system at key locations which is appropriate with the business Corporation's model to ensure logistics capacity and raise business efficiency.

V. CORPORATE GOVERNANCE

1. Board of Directors

Sub-board under BOD

Not available

BOD's activities

In 2024, BOD directed, oriented and proposed solutions of administration, to promptly respond to market fluctuations across business segments. In addition, a clear direction for the corporation's development strategy was set to ensure more effective management and coordination between the corporation and its subsidiaries.

In 2024, PETROSETCO held a total of six BOD meetings alongside multiple rounds of written consultations. Accordingly, BOD issued 66 resolutions, detailed as follows:

BOD meetings:

No.	BOD's members	Number of meetings BOD attended	Attendance rate	Reason for unattendance
1	Mr. Phung Tuan Ha	6/6	100%	
2	Mr. Vu Tien Duong	6/6	100%	
3	Mrs. Pham Thi Hong Diep	2/2	100%	Appointed on 14/06/2024
4	Mr. Ho Minh Viet	2/2	100%	Dismissed on 14/06/2024
5	Mr. Nguyen Nhu Long	2/2	100%	Appointed on 14/06/2024
6	Mr. Trinh Thanh Can	4/4	100%	Appointed on 14/06/2024
7	Mr. Nguyen Duc Minh	4/4	100%	Dismissed on 14/06/2024
8	Mr. Nguyen Quy Thinh	0/4	0%	Belonging to case as regulated in point e, clause 2, Article 17 of Enterprise Law 2020 from Jan 22, 2024.

BOD's Resolutions

No	Resolution No.	Date	Description
1	01/NQ-DVTHDK	02/02/2024	Approval of the policy related to amending and supplementing Salary Scale of the Office of the Corporation
2	02/NQ-DVTHDK	26/02/2024	Approval of "Plan of internal audit of 2024"
3	03/NQ-DVTHDK	27/02/2024	Personnel assignment at member units
4	04/NQ-DVTHDK	29/02/2024	Approval of the policy related to appointment of Deputy Director of PSV
5	05/NQ-DVTHDK	04/03/2024	Granting credit limit of Petrosetco at Kasikornbank – HCM branch
6	06/NQ-DVTHDK	04/03/2024	Approval of Organization Plan for Annual GMS 2024
7	07/NQ-DVTHDK	05/04/2024	Approval of policy related to personnel assignments at member units
8	08/NQ-DVTHDK	10/04/2024	Approval of policy related to personnel assignments of PSD
9	09/NQ-DVTHDK	22/04/2024	Approval of documents for Annual GMS 2024
10	10/NQ-DVTHDK	24/04/2024	Guarantee for PSMT to be granted credit limit at Techcombank Da Nang
11	11/NQ-DVTHDK	24/04/2024	Approval of supplementing and updating document for Annual GMS 2024
12	12/NQ-DVTHDK	03/05/2024	Approval of policy related to personnel assignments
13	13/NQ-DVTHDK	08/05/2024	Approval of Organization Plan for Annual GMS the second time
14	14/NQ-DVTHDK	14/05/2024	Approval of the total granted credit limit to Petrosetco at Vietcombank – HCM Branch
15	15/NQ-DVTHDK	14/05/2024	Approval of the business plan from 01/11/2023 to 31/10/2024 of Petrosetco
16	16/NQ-DVTHDK	30/05/2024	Guarantee for PSD to be granted credit limit at Cathay United Bank – HCM Branch
17	17/NQ-DVTHDK	30/05/2024	Guarantee for PSMT to be granted credit limit at Techcombank Da Nang
18	18/NQ-DVTHDK	30/05/2024	Approval of policy of Personnel assignment at member units

No	Resolution No.	Date	Description
19	19/NQ-DVTHDK	13/06/2024	Approval of documents for Annual GMS 2024 the second time
20	20/NQ-DVTHDK	13/06/2024	Approval of policy related to consolidation of PHTD's organizational structure
21	21/NQ-DVTHDK	13/06/2024	Approval of policy of Personnel assignment at Pedaco
22	22/NQ-DVTHDK	13/06/2024	Dismissal of Deputy General Director of the Corporation
23	24/NQ-DVTHDK	19/06/2024	Dismissal of Deputy General Director of the Corporation
24	25/NQ-DVTHDK	19/06/2024	Approval of personnel assignments of the Corporation's Audit Committee
25	26/NQ-DVTHDK	19/06/2024	Approval of contents for Annual GMS 2024 of PSV
26	27/NQ-DVTHDK	19/06/2024	Approval of contents for Annual GMS 2024 of Pedaco
27	28/NQ-DVTHDK	19/06/2024	Approval of contents for Annual GMS 2024 of PSA
28	29/NQ-DVTHDK	19/06/2024	Approval of contents for Annual GMS 2024 of PHTD
29	30/NQ-DVTHDK	19/06/2024	Approval of contents for Annual GMS 2024 of PSL
30	31/NQ-DVTHDK	19/06/2024	Approval of contents for Annual GMS 2024 of PSMT
31	32/NQ-DVTHDK	20/06/2024	Approval of policy of Personnel assignment at PSV
32	33/NQ-DVTHDK	20/06/2024	Approval of policy of Personnel assignment at PHTD
33	34/NQ-DVTHDK	24/06/2024	Guarantee for PHTD to be granted credit limit at MB Saigon Bank
34	35/NQ-DVTHDK	24/06/2024	Guarantee for PSD to be granted credit limit at Vietinbank – Branch 7
35	36/NQ-DVTHDK	24/06/2024	Guarantee for PHTD to be granted credit limit at Vietcombank – HCM Branch
36	37/NQ-DVTHDK	24/06/2024	Guarantee for PSD to be granted credit limit at Kasikornbank – HCM Branch

No	Resolution No.	Date	Description
37	38/NQ-DVTHDK	24/06/2024	Guarantee for PSD to be granted credit limit at BIDV Binh Tan
38	39/NQ-DVTHDK	24/06/2024	Guarantee for PSD to be granted credit limit at Vietcombank – HCM Branch
39	40/NQ-DVTHDK	24/06/2024	Payment guarantees for POTS to SCAO and SCVN
40	41/NQ-DVTHDK	24/06/2024	Approval of stock investment plan
41	42/NQ-DVTHDK	28/06/2024	Authorization letter for Chairmen of BOD to decide wage, salary for members of BOD and General Director
42	43/NQ-DVTHDK	16/07/2024	Selection of Auditing Company for 2024 Financial Statement for the Corporation
43	44/NQ-DVTHDK	16/07/2024	Guarantee for POTS to be granted credit limit at Vietinbank – Branch 7
44	45/NQ-DVTHDK	18/07/2024	Approval of contents of BOD's meeting of PSL and plan to conduct the right to purchase shares
45	46/NQ-DVTHDK	07/08/2024	Approval of policy of Personnel assignment at PETROSETCO SSG
46	47/NQ-DVTHDK	09/08/2024	Guarantee for PHTD to be granted credit limit at Vietinbank – Branch 7
47	48/NQ-DVTHDK	09/08/2024	Guarantee for PSL to be granted credit limit at Vietinbank – Branch 7
48	49/NQ-DVTHDK	13/08/2024	Approval to transfer all contributed capital of S.S.G at Petrosetco SSG
49	50/NQ-DVTHDK	19/08/2024	Approval of policy of Personnel assignment at POTS
50	51/NQ-DVTHDK	22/08/2024	Approval structure, charter, personnel assignment at Petrosetco One Member LTD Co.
51	52/NQ-DVTHDK	27/08/2024	Approval of contents of the organization of the extraordinary GMS at PSA
52	53/NQ-DVTHDK	27/08/2024	Guarantee for PSL to be granted credit limit at BIDV Binh Tan

No	Resolution No.	Date	Description
53	54/NQ-DVTHDK	10/10/2024	Obligation guarantees of PHTD in accordance with distribution contract with Zebra Technologies Asia Pacific PTE.LTD
54	55/NQ-DVTHDK	10/10/2024	Approval of contents of the organization of the extraordinary GMS and BOD's meeting of POTS
55	56/NQ-DVTHDK	10/10/2024	Approval of the contents of shareholders' opinions collection in written at PSD
56	57/NQ-DVTHDK	14/10/2024	Payment guarantees for POTS to SCAO and SCVN
57	58/NQ-DVTHDK	22/10/2024	Guarantee for PSMT to be granted credit limit at BIDV Binh Tan
58	59/NQ-DVTHDK	06/11/2024	Guarantee for PHTD to be granted credit limit at BIDV Binh Tan
59	60/NQ-DVTHDK	06/11/2024	Approval of contents of the organization of the extraordinary GMS at PSA
60	61/NQ-DVTHDK	02/12/2024	Not approving of contents of the organization of the extraordinary GMS at PSA, PHTD, PSL, PSV
61	62/NQ-DVTHDK	05/12/2024	Approval of policy of Personnel assignment at PSA
62	63/NQ-DVTHDK	05/12/2024	Approval of policy related to regulation amendment on wage payment, salary scale of PSA
63	64/NQ-DVTHDK	11/12/2024	Approval of establishment of Digital Transformation Department of the Corporation
64	65/NQ-DVTHDK	12/12/2024	Approval of policy of Personnel assignment at PSMT
65	66/NQ-DVTHDK	25/12/2024	Reappointment Deputy General Director of the Corporation
66	67/NQ-DVTHDK	25/12/2024	Approval of policy of Personnel assignment at PSV

Activities of Independent Member of BOD

In 2024, the Independent Member of BOD fully conducted their functions and obligations in accordance with laws, the Corporation's Charter, and regulations of internal administration. The Independent Member of BOD actively participated in BOD's meetings to contribute practical perspectives, to consult strategies to increase management efficiency for PETROSETCO.

Besides, the independent board members initiatively reviewed, evaluated policies of administration, supervised the Executive Board's performance in order to warrant transparency and effectiveness in management. Decisions were made in accordance with rules of shareholders' rights protection and sustainable development of PETROSETCO.

List of BOD members granted corporate governance certification. List of BOD members participated in training sections on corporate administration during the year.

List of BOD members granted corporate administration certification:

No	Full name	Position	Training courses	Hosted by
1	Vu Tien Duong	BOD Member	Certificate of BOD member integrating environmental and social administration	Institute Member of the Board of Vietnam (VIOD)
2	Pham Thi Hong Diep	BOD Member	Certificate of BOD member integrating environmental and social administration	Institute Member of the Board of Vietnam (VIOD)

In 2024, the Executive Board participated in Seminars and Conferences on Macroeconomics, Finance and Monetary, and training courses to enhance workforce quality.

2. Audit Committee (AC)

a. Member and structure of Audit Committee

Structure of Audit Committee in PETROSETCO changed in 2024 including appointments and dismissal members, particularly:

No	Full Name	Position		Shares	Voting rate	Date of appointment/dismission
1	Nguyen Nhu Long	Independent Board Member	Chairman of AC	0	0%	Appointed on: 19/06/2024
2	Ho Minh Viet	Non-executive BOD Member	Member of AC	209.100	0,19%	Appointed on: 19/06/2024
3	Trinh Thanh Can	Independent Board Member	Chairman of AC	0	0%	Dismissed on: 14/06/2024
4	Nguyen Quy Thinh	Independent Board Member	Member of AC	0	0%	Dismissed on: 14/06/2024

b. Activities of AC

In 2024, the Audit Committee which is under BOD, successfully conducted functions of financial supervision, internal control and risk management in accordance with laws and administrative practices.

Status of meeting participation of AC's members

No	Full Name	Position	Attendance time	Date of appointment/dismission
1	Nguyen Nhu Long	Chairman of AC	2/2	Appointed on: 19/06/2024
2	Ho Minh Viet	Member of AC	2/2	Appointed on: 19/06/2024
3	Trinh Thanh Can	Chairman of AC	0/2	Dismissed on: 14/06/2024
4	Nguyen Quy Thinh	Member of AC	0/2	Dismissed on: 14/06/2024

In 2024, AC successfully fulfilled its duties and responsibilities as stipulated in the Charter, the Corporation's internal administration regulations, the AC's operating regulations, and legal provisions, focusing on key areas such as:

Supervising in managing, directing annual business plans, ensuring the operation be in line with strategic orientations and complying with laws, PETROSETCO's charter.

Supervising, evaluating financial statement, monitoring level of law compliance with accounting standards and financial management regulations of PETROSETCO.

Supervising and evaluating effectiveness and efficiency of internal control system, internal audit, risk management of PETROSETCO.

Reviewing transactions with related individuals who have rights of approval in BOD or GMS and propose consultants about transactions needed approval of BOD and GMS.

AC plays a fundamental role in supervising and enhancing corporate administration quality, ensuring transparency and sustainability of the Corporation.

3. Transactions, wages and benefits of BOD, BOM and AC

a. Wages, bonuses, remunerations and benefits

Wages, remunerations and other benefits of BOD, BOM and managers in 2024 is particular as below:

No	Full name	Position	Total wages, remunerations, and other benefits (VND)	Remark
1	Phung Tuan Ha	Chairman of BOD	931,500,000	
2	Vu Tien Duong	BOD Member, General Director	811,000,000	
3	Pham Thi Hong Diep	BOD Member, Deputy General Director	717,909,091	Appointed Member of BOD on 14/06/2024
4	Ho Minh Viet	BOD Member, Deputy General Director	633,590,909	- Appointed Member of BOD on 14/06/2024 - Dismissed Deputy General Director on 19/06/2024
5	Nguyen Nhu Long	Independent Member of BOD	92,909,091	Appointed Member of BOD 14/06/2024
6	Nguyen Duc Minh	BOD Member, Deputy General Director	202,090,909	- Dismissed Member of BOD 14/06/2024 - Dismissed Deputy General Director on 13/06/2024
7	Trinh Thanh Can	Independent Member of BOD	53,090,909	Dismissed on 14/06/2024
8	Nguyen Quy Thinh	Independent Member of BOD	53,090,909	Dismissed on 14/06/2024
9	Huynh Van Ngan	Deputy General Director	31,500,000	Paid in Subsidiary
10	Ho Hoang Nguyen Vu	Deputy General Director	332,500,000	Paid in Subsidiary
11	Tran Quang Huy	Chief Accountant	872,500,000	

b. Stocks transactions of internals and those relevant to internals

Stocks transaction of Internal

No	Individuals/ Organizations conducting transaction	Position	Period's beginning number		Period's ending number		Increase/decrease reasons (buy, sell, convert, reward,...)
			Number	Ratio	Number	Ratio	
1	Phung Tuan Ha	Chairman of BOD	3,262,497	3,04%	3,154,497	2,94%	- Sell
2	Vu Tien Duong	BOD Member, General Director	516,472	0,48%	399,250	0,37%	- Sell
3	Pham Thi Hong Diep	BOD Member (since 4/06/2024) And Deputy General Director	297,000	0,28%	153,300	0,14%	- Sell
4	Ho Minh Viet	BOD Member (since 14/06/2024) Deputy General Director (till 19/06/2024)	280,500	0,26%	209,100	0,19%	- Sell
5	Tran Quang Huy	Chief Accountant	13,300	0,01%	-	0%	- Sell

Stocks transaction of those relevant to internals

No	Individuals/Organizations conducting transaction	Position	Period's beginning number		Period's ending number		Increase/decrease reason (buy, sell, convert, reward,...)
			Number	Ratio	Number	Tỷ lệ	
1	Phung Tuan Son	Younger brother of Phung Tuan Ha	62.933	0,06%	59.400	0,06%	- Sell

c. Contracts or transactions with the internals

No	Organizations/Individuals	Relationships with the Corporation	Transaction purposes
1	PSD - Petroleum General Distribution Services Joint Stock Company	Subsidiary	Sales and Services
			Purchase and Services
			Working capital support
2	PHTD - Petroleum High Technology Products Distribution Joint Stock Company	Subsidiary	Sales and Services
			Purchase and Services
			Working capital support
3	PSL - Vietnam Petroleum Logistics Services Joint Stock Company	Subsidiary	Purchase and Services
			Working capital support
4	PSMT - Mien Trung Petroleum Services and Trading Joint Stock Company	Subsidiary	Sales and Services
			Working capital support
5	PSA - Petrosetco Assets Management Joint Stock Company	Subsidiary	Sales and Services
			Purchase and Services
			Working capital support
6	PSV - Petrosetco Vung Tau General Services Joint Stock Company	Subsidiary	Sales and Services
			Working capital support
7	POTS - Petroleum Offshore Trading and Services Joint Stock Company	Subsidiary	Sales and Services
			Purchase and Services
			Working capital support
8	Smartcom - Smart Convergence JS Company	Subsidiary	Purchase and Services
			Working capital support
9	PSG - Petroleum Saigon General Services One Member LLC	Subsidiary	Working capital support

d. Assessment of implementation of corporate administrative regulations

In 2024, PETROSETCO complied with its Charter, BOD's operating regulations, internal management regulations, and relevant legal provisions.

PETROSETCO effectively implemented and adhered to corporate management regulations. All critical matters related to administrative strategy, business strategy, development direction, and product expansion, etc were carefully reviewed and evaluated by BOD before execution. BOD closely monitored the operations of subsidiaries and promptly directed to ensure alignment with market conditions. BOD's meetings were convened and conducted in accordance with PETROSETCO's Charter, BOD's operating regulations, and internal management policies. Members of BOD were provided with comprehensive information regarding PETROSETCO's activities, thoroughly reviewed documents, assessed operations in detail, and engaged in careful discussions during meetings before making decisions on matters requiring approval to ensure the best interests of PETROSETCO. For any issues needed decisions via email must be saved as regulated by PETROSETCO's rules.

VI. GOALS

Development orientation

PETROSETCO is aspirational to sustainable development, maintaining and consolidating its position as a pioneer in providing multi-industry services in Vietnam in fields of distribution, supply – logistics, catering and real estate. Simultaneously, continually maintain a stable and sustainable annual growth rate of over 7% per year. Especially, to prepare for the divestment of PetroVietnam for the upcoming time, PETROSETCO persistently fosters implementation of customers expansion from other industries, trains and develop internal resources, optimize costs and increase competitiveness with companies who are in the same field.

Development purposes

Seizing opportunities to expand markets, supplementing new potential products/services for production and business lines of the Corporation. Building and synchronizing the ecosystem of products and services of the Corporation to raise the market share and sustainable growth.

Strengthening relationships with vendors to exploit incentives in price policy, products quality, and competitive advantages in the market.

Tightly maintaining current traditional and loyal customers and contracts. Building up procedures, innovating and enhancing customer care, improving services quality in order to satisfy and persist in relationships with loyal customers.

Promoting services exploitation to other industries, seeking opportunities from other major projects such as petrochemical, renewable energy and construction.

Investing and developing resources based on competency criteria that are consistent with PETROSETCO's orientation and core values. Focusing on improving operational and management capacity to meet the higher demand from the market.

DEVELOPMENT TACTICS FOR INTERMEDIATE AND LONG – TERM

Intermediate - term

Deploying digital Enterprise Resource Planning (ERP, AI). Enhancing operational and management performance through system of reporting and information analysis to increase the efficiency of supply chain management and minimize operating costs.

Comprehensively reviewing and restructuring in terms of strategi, human resources, administration in order to adapt to market's changes, elevate resources and ensure sustainable development.

Researching and seizing market trends, customer psychology. Being a forefront of innovation in services provision to satisfy consumer needs.

Inflating e-commerce channels, building a B2C online sales system in order to carry all PETROSETCO's products to end-users including individuals and enterprises.

Long – term

Developing diverse service portfolios, integrating relevant services into the value chain to issue general solutions. Growing and expanding the operational scales and scopes to international markets, targeting global business goals.

Increasing HR training and development. Ensuring abundant resources with full of capacities, skills, qualities so as to appropriately meet the job requirements of each timeframe and common core value of the Corporation.

Optimizing supply chain. Increasing autonomy in the services chain, reducing dependence on external vendors to guarantee flexibility and initiative in any cases.

Improving corporate management in accordance with international standards, roles of managers and risk control in financial management, accounting and auditing, enterprise risk control.

SUSTAINABLE DEVELOPMENT GOALS

Models of sustainable business are applied to maintain growth of business performance, constantly improve, increase operational efficiency and competitiveness.

Establishing a transparent management system to strictly control, safeguard compliance with legal regulations and business ethics. PETROSETCO commits to use capital purposely, effectively to bring high value to shareholders, customers, and investors, to be a prestigious corporation to clients and partners.

Researching solutions of reducing waste, implementing measures to minimize negative impacts on local communities when a project conducted and to guarantee compliance with laws.

Motto of saving energy, using resources effectually is one of missions that PETROSETCO' BOD severely focus on that always act responsibly, integrate values and goals for environment, society and community in production and business activities.

Affirming social responsibility besides business. Regularly and appropriately commencing activities for community, social security in localities.

RISK MANAGEMENT REPORT

2024 was a challenging year for the world economy. The consequences from negative influences keep existing whilst new risks are continually rising. Global GDP growth is declining, trade and investment activities constantly face many obstacles, while inflation, although has sign of decrease but still remains high in various countries. Geopolitical tension keeps escalating, particularly in Europe and Middle East with unpredictable situations, along with signs of economic and technological fragmentation affecting on market uncertainty. Additionally, climate change with extreme weather attaches with potential risks of new epidemics continue to pose majors challenges to global economy.

In that context, PETROSETCO' risks control system has initiatively and closely observed macro-occurrences, compiled flexible response scenario, and balanced between controlling risks and seeking growth opportunities. PETROSETCO conducted adaptable measures to the market's fluctuation to optimize each business lines, ensure stability and long-term sustainable development.

Risk management (RM) of PETROSETCO was built and deployed for the following purposes:

- Promptly identifying risks and exploiting potential chances, optimizing the business results.
- Supporting business development strategies through effectual and consistent implementation of RM procedures, tools and techniques for all PETROSETCO systems.
- Clearly defining management responsibilities and risk control, building a mechanism in which continually monitoring and reporting risks throughout PETROSETCO.

Opportunity in risk is PETROSETCO's perspective. Hence, RM is not only for risk reduction but also a method of thorough risk analysis, optimization of the correlation between risks and opportunities to accept consequence within the allowable limitation of PETROSETCO. Thereby, PETROSETCO can carefully select and accept risks in a controllable way to take all advantage of opportunities for goals in line with the orientation.

RM is carried out throughout from the BOD to the specifically functional departments of PETROSETCO in order to timely detect risks, particularly as follows:

Department	Scopes of Work
Board of Directors	<ul style="list-style-type: none"> - Building and conveying culture of RM. - Building a strong and transparent structure of management to clearly define responsibilities of each individual and departments of the organization. - Building a mechanism of authorization for controlling and monitoring risks within permitted limits. - Issuing RM regulations, policies to identify, measure, control and reduce key risks. - Deciding organization structure, functions, obligations of Internal Audit department.
Board of General Directors	<ul style="list-style-type: none"> - Supervising and ensuring RM activities are conducted in compliance with RM tactics and policies.
Internal Audit Department	<ul style="list-style-type: none"> - Coordinating with departments to implement RM by using tools, limits and procedures. - Reviewing RM system to consider any limitations needed for supplementation and propose to executive board for system completion.
Specialist Departments	<ul style="list-style-type: none"> - Conducting RM in accordance with granted regulations and processes. - Proposing any adjustments to the internal audit department if any limitations detected.

RM activities are not only implemented by the internal audit department but actually conducted by business departments, along with the inspection and supervision of internal audit activities.

RISKS MANAGEMENT ACTIVITIES IN 2024

PETROSETCO's perspective is that RM is an inseparable part of the development strategy. RM are classified as each particular groups to propose specific measures as well as constantly build, improve internal regulations, rules for the entire system, in accordance with PETROSETCO's RM strategy.

Hereunder are several main risk groups with detailed content and management measures that under PETROSETCO's performance:

Strategic risks		
Risks	Description	Management measures
Macro risks	Macro risks can be consequences of political, economic, social factors or other events incurred beyond PETROSETCO's control.	<ul style="list-style-type: none"> - Monitoring and promptly updating Government's orientation, policies as well as the domestic and international political social situation. - Establishing specialist departments to supervise macroeconomic environment to promptly consult the BOD, BOM on future macroeconomic trends as well as impacts on key business lines so that the Executive board can make proper decisions and strategies..
Competitive risks	The trend of goods imports directly from large retail chains and barriers to limit entrance for sectors being performed by PETROSETCO	<ul style="list-style-type: none"> - PETROSETCO's Executives Board pays attention on building, planning strategies and flexible business models to be able to quickly adapt, operate and develop encountering high competitive pressure in the market. - Constantly searching for new suppliers, new products, new partners to expand the distribution sector to new areas, and renovate the business models, information system, internal procedure to optimize operations and costs based on modern management system.
Media risks	Information about PETROSETOC and/or Members was published inaccurately and untimely causing negative impact on the image and reputation of PETROSETCO.	<ul style="list-style-type: none"> - Updating and complying with information disclosure policies for listed companies. - Monitoring and tracking PETROSETCO information shared on social media and building up procedures of handling media crises.
Human resource risks	The quality of HR cannot quickly adapt to the development requirements of PETROSETCO, lack of qualified successor or personnel are attracted by competitors.	<ul style="list-style-type: none"> - Building a long-term HR strategy along with proper plans for attracting, developing and training. - Organizing training and coaching programs for personnels to be appropriate with job requirements, capacity and closely following the development path of each employee.
Inventory risks	Life cycle of electronic products is getting short due to competition and nonstop renovation from brands, therefore, PETROSETCO encounters challenge in deciding the inventory	<ul style="list-style-type: none"> - PETROSETCO always closely tracks, update inventory condition from Members thereby, promptly making decision to direct and support Member in handling inventory. - Applying digitalization to track documents in order to increase management efficiency, minimize risk of loss of goods and improve accuracy in warehouse control.

Strategic risks		
Risks	Description	Management measures
Debt collection risks	PETROSETCO's customer list has reached thousands of organizations/individuals across the country, persistently increasing and incurring regular debts	<ul style="list-style-type: none"> - Strictly complying with financial regulations and debt management, regularly supervising debt management for Members. - Issuing guarantee letters or / and purchasing debt insurance for big customers, always updating and evaluating financial capacity of each customer.
Risks of information system and data management	Systemic risks such as data loss and information security seriously affect operation, reputation and strategy of the enterprise.	<ul style="list-style-type: none"> - Fostering investment in information security and safety solutions to ensure PETROSETCO's information security. - Building, popularizing and training regulations of information security to personnels. - Training, raising awareness and capacity in applying information systems management, controlling information security risks for employees.
Cost control risks	Cost control risks arise from multi-industry models, flexibility and expansion system, requiring PETROSETCO has to manage and use costs reasonable and effectively.	<ul style="list-style-type: none"> - PETROSETCO has maintained practice of saving and anti-waste for many years, with proper structure of inspection, evaluation and award. - Compiling and strictly complying with processes of sales, purchasing, contract execution, using resources, etc to reduce risks while operating. - Building an automatic system for inspection process to increase management efficiency.
Risks of cash flow and liquidity	Risk of cash flow imbalance will cause difficulties in controlling payment ability for due debt, and lack of working capital for operation thereby impact on business reputation and results.	<ul style="list-style-type: none"> - PETROSETCO especially focuses on detailed planning for capital needs, payment for expenses arising daily, weekly monthly, etc as well as balancing cash flow from business activities; thereby, having prompt plans to ensure capital sources for business and investment activities, heighten liquidity for PETROSETCO. - PETROSETCO also uses central account system to regulate cash flow between Members for effective capital usage, maximize profits and minimize financial costs.

Strategic risks		
Risks	Description	Management measures
Interest risks	With specific of trading and distribution accounting for a large proportion in business, PETROSETCO always has to maintain a numerous amount of loans, mostly short-term loans for working capital purposes.	<ul style="list-style-type: none"> - PETROSETCO, with its best efforts, always flexibly combine loan capital and equity capital to coordinate capital for Member when in need and to use capital effectively and appropriately. Besides, PETROSETCO, proactively contracts with several banks, other types of credit institution to mobilize capital at the most reasonable cost. - Recently, PETROSETCO successfully mobilizes capital with proper interest rate helping to save on interest costs.
Exchange rate risks	Most of PETROSETCO's business lines are relevant to foreign partners; hence, the impact of exchange rate fluctuation is its top concern.	<ul style="list-style-type: none"> - PETROSETCO always compiles a detail payment plans for contracts having foreign currency to balance foreign currencies appropriately, combines with usage of exchange rate risk hedging tools (hedging) through related contracts (schedule, future). - With flexible measures and quickness in capturing the fluctuation signals, in recent years, the impact of exchange rate fluctuation is insignificant to PETROSETCO and under control.
Compliance risks	Compliance risks are directly related to incidents and errors during operations, negative impacts on performance of the Corporation.	<ul style="list-style-type: none"> - PETROSETCO commenced to research and has constantly updated relevant financial and tax regulations to properly apply to PETROSETCO's situation in order to enhance business performance while still guaranteeing the obligation fulfillment to state budget. - PETROSETCO inspected and supervised the compliance with laws, internal process, regulations issued by PETROSETCO and Member through the activities of PETROSETCO's Internal Audit Committee and Member's Audit Committee. The inspection results are reportedly directly to BOD and Executive Board. - The management is conducted periodically and abruptly at Departments/Divisions/Members and more focus on risk of violations at Departments/Division/Members. Thereby, to help Departments/Division/Members review and amend processes to be appropriate with law amendment and operational conditions to minimize risks.
Risks of climate change, natural disasters, epidemic, war, etc	Other risks may arise from external factors such as: environmental pollution, climate change, drought, floods, etc	<ul style="list-style-type: none"> - Clarifying reasons and prevention measures which are appropriate with each circumstance and risk level occurs in localities where the Corporation is located. - Propagating information and awareness to each individual about risk prevention. - Developing response plans for each level of natural/environmental disaster, epidemic, particularly, organizing picket updating occurrence; identifying dangerous areas; preparing evacuation; training for risks response; preparing vehicles, materials, equipment and all necessities for prevention of natural disasters, epidemics, and climate change.

IPERFORMANCE DURING THE YEAR

1. Business status

BUSINESS RESULTS BY SEGMENT

Production and Business Results in 2024 by Business Segmentth

Unit of measurement: Billion VND

Indicator	Impl. 2023	Plan 2024	Actual 2024	Propor- tion 2024	Compared to Plan	Compared to 2023
A	1	2	3	4	5=3/2	6=3/1
Total Revenue (Net)	17.218	18.540	19.044	100%	103%	111%
Distribution Services	14.836	15.390	15.776	83%	103%	106%
Supply and Logistics Services	737	1.500	1.527	8%	102%	207%
Caterting Services	1.078	1.050	1.165	6%	111%	108%
Real Estate Services	567	600	576	3%	96%	102%
Earnings Before Tax	182,4	260,0	283,2	100%	109%	155%
Distribution Services	96,6	160	181,1	64%	113%	187%
Supply and Logistics Services	13,4	26	29	10%	112%	217%
Caterting Services	28,0	30	28,5	10%	95%	102%
Real Estate Services	44,3	44	44,6	16%	101%	101%

The distribution services sector remained the largest segment, contributing 83% to PETROSETCO's total revenue, despite a slight adjustment in segment structure compared to 86% in 2023. Overall, in 2024, all business segments met or exceeded their planned targets and showed positive growth compared to the previous year, with a notable 187% profit growth in the distribution sector.

a. Distribution Services

Business Results in 2024 for the Distribution Services Segment

Unit of measurement: VND Billion

Indicator	Impl. 2023	Plan 2024	Impl. 2024	Propor- tion 2024	Proportion (%)	
					YoY	Compare to Plan
Total Revenue	14.836	15.390	15.776	100%	106%	103%
Telecommunications - Electronics	13.594	14.065	14.341	91%	105%	102%
Petrochemical Products	1.242	1.325	1.435	9%	116%	108%
Total Profit	96,6	160,0	181,1	100%	187%	113%
Telecommunications - Electronics	93,8	154,5	173	96%	184%	112%
Petrochemical Products	2,8	5,5	8,1	4%	289%	147%

The distribution service for telecommunications - electronic products, such as mobile phones, laptops, LCDs, servers, and electrical appliances, recorded revenue of VND 14.341 billion in 2024, achieving 102% of the 2024 plan and 105% compared to 2023.

Petrochemical products (PP plastic resins and liquefied petroleum gas - LPG) recorded revenue of 1.435 VND billion in 2024, achieving 108% of the 2024 plan and 116% compared to 2023. The profits from these segments also experienced outstanding growth and successfully met the business plan targets for the year.

Telecommunications - Electronics (ICT) Distribution

2024 continued to be a challenging year for the technology retail sector due to the slow global economic recovery and weak consumer purchasing power. The overall mobile phone and electronics market showed no clear signs of a full recovery following a prolonged decline since 2023.

The decline in market demand forced retailers to introduce numerous promotional campaigns and discounts to clear out inventories. Additionally, market fluctuations in pricing were exacerbated by online channels offering various promotions, discount vouchers... and B2B channel stock being diverted into retail sales, creating intense price competition among retailers. This not only impacted profit margins but also made it difficult for distributors to control inventory sources. Some distributors even accepted operating at low-profit margins or at a loss to maintain cash flow.

Regarding the smartphone market, the iPhone 16 series was expected to be Apple's flagship product this year. However, financial reports indicate that iPhone growth is slowing, particularly in major markets such as the U.S., China, and Europe. Meanwhile, iPad and MacBook revenue continued to decline, with drops of 12% and 28% respectively compared to the previous year due to weak demand from both consumers and businesses.

The IT sector, including laptops, desktops, PCs, and tablets, has not yet shown clear signs of recovery, as consumers continue to reduce spending. Additionally, major technology corporations have been implementing workforce and budget cuts, further dampening demand for new IT equipment. Retailers and manufacturers still encountering the numerous of inventories disregarding of price falling down.

Nonetheless, some segments still have growth opportunities, especially in gaming, smart wearable devices, and AI PCs. AI-integrated products such as AI laptops, AI smartphones, and advanced virtual assistants are the highlights of the technology industry in 2024. Although their sales volume is not high, they are expected to become a trend in the coming years.

Implemented solutions d in 2024

Deploying new products, launching professional TVs, interactive screens from Samsung and LCD Philips achieve positive business results.

Becoming a Dell Server distribution partner starting from June 2024, while also being selected by Lenovo to distribute for the SMB segment and expanding the distribution of IT component brands such as Zotac and Cooler Master. Establish partnerships with major brands like Daikin and Aqua.

Continuously developing new customers and expanding distribution channels: Closely monitoring the market, assessing the current status of distributors to adjust support policies accordingly and controlling debts.

Negotiating with manufacturers for financial support and inventory control. Requesting financial support sources, price protection, and implementing stimulus programs to improve cash flow for distributors.

Strengthening marketing programs: Collaborating with distributors to quickly bring new products to consumers through promotional programs.

Enhancing cooperation with manufacturers: Developing display programs, promotion campaigns, expanding communication channels, and growing the network of wholesale distributors at various localities (Master Dealers).

b. Supply of materials, equipment, and logistics services

Business Results in 2024 for the Supply of Materials, Equipment, and Logistics Services Sector

Unit of measurement: Billion vnd

Indicator	Impl. 2023	Plan 2024	Impl. 2024	Proportion 2024	Proportion (%)	
					YoY	Compared to Plan
Total Revenue	737	1,500	1,527	100%	207%	102%
Supply of oil and gas materials and equipment	360	945	950	62%	264%	101%
Logistics services	377	555	577	38%	153%	104%
Total profit	13,4	26,0	29,0	100%	217%	112%
Supply of oil and gas materials and equipment	2,7	9,0	8,0	28%	298%	89%
Logistics services	10,7	17,0	21,0	72%	196%	124%

The material and equipment supply service recorded a revenue of VND 950 billion in 2024, closely following the 2024 plan with a completion rate of 101%, equivalent to 264% compared to the same period in 2023. This growth was driven by enhanced bidding efforts and contract execution, focusing on the company's core products such as pipes and oil country tubular goods (OCTG), air compressor skids, sewage systems, valves, pumps, and HVAC for oil and gas projects.

The oil and gas logistics services, which includes logistics, transportation, manpower supply, visa services, and industrial sanitation... also achieved strong results with a revenue of VND 577 billion, reaching 104% of the 2024 plan and 153% of the same period in 2023.

The total revenue of the whole segment reached VND 1,527 billion and profit reached VND 29 billion, completing the yearly plan and recording a growth of more than 02 times compared to the same period in both targets, contributing to the overall success of Petrosetco, at the same time creating many added values from the efforts of each unit - specialized department in finding new customers and affirming the quality of Petrosetco's services in this field.

Supply of materials and equipment – Trading sector

The oil and gas market has signal of recovery with the launch of several major projects, including “Kinh Ngu Trang”, “Kinh Ngu Trang Nam”, Block B O-Mon, and Dai Hung Phase 3... In 2024, PETROSETCO continued to affirm its brand reputation and secured comprehensive partnerships with major suppliers. With a highly specialized core team possessing strong expertise in bidding, negotiation, and risk analysis, the company has optimized costs, enhanced competitiveness, and increased the bid-winning rate. At the same time, the company has focused on high-value and complex bidding packages to further increase revenue and profits.

Oil and Gas Logistics Services

Transportation, Logistics, Forwarding, and Visa Services

Constant changes in policies for customs procedures, taxes, and logistics fees have challenged enterprises to plan and comply with regulations. Operating costs are increasing daily due to infrastructure inconsistencies. The uneven development of seaports, road systems, rail networks, and warehouses creates difficulties in transportation and storage. Simultaneously, the limitation of application of technology, such as artificial intelligence, automation, and big data in regulatory and coordination agencies, poses significant challenges in operational execution.

The logistics market is facing intense competition between domestic enterprises and well-funded international companies with stronger systems, particularly in terms of cost efficiency. Additionally, the Red Sea conflict has increased transportation risks, impacting shipping costs, delivery timelines, and project schedules for signed contracts.

Labor supply services

The relaunch of big oil and gas projects has significantly increased the demand for high-quality labor, particularly drilling experts, geologists, and operational specialists. This has created high demand for labor outsourcing and other related services. However, the domestic supply of experienced professionals remains restricted, as high-quality Vietnamese workers tend to seek opportunities abroad, making local workforce recruitment highly competitive.

International labor mobility and strict immigration regulations have increased recruitment and labor management costs. Additionally, exchange rate fluctuations, high safety certification requirements, and the trend of Vietnamese workers moving abroad have further strained domestic labor resources, driving up operational expenses.

Response Solutions Implemented in 2024

Adjusting work processes to minimize operating costs while improving management efficiency to enhance labor productivity.

Actively seeking potential suppliers and negotiating to become an exclusive representative or distributor for products and services in the Vietnamese market.

Reinforcing relationships with investors and project owners, participating in the oil and gas service provider network to lay the groundwork for upcoming bidding opportunities.

Constantly improving service quality by focusing on customer care, quickly responding to customer requirements to enhance competitiveness, and proactively engaging in bidding processes to increase workload.

Accelerating digital transformation and enhancing technology adoption in logistics and forwarding management, enabling route tracking, warehouse management, and operational performance analysis.

Flexibly adjusting business strategies to adapt to regulatory changes related to customs, taxation, and labor laws.

Proactively seeking opportunities to expand into international markets by leveraging free trade agreements such as CPTPP, EVFTA, and RCEP to increase trade activities and optimize logistics costs.

c. Catering services

Business results in 2024 for the Catering Services Sector

Unit of measurement: Billion VND

Indicator	Impl. 2023	Plan 2024	Impl. 2024	Proportion 2024	Proportion (%)	
					YoY	Compared to Plan
Total revenue	1.078	1.050	1.165	100%	108%	111%
Catering services	1.042	1.000	1.099	94%	105%	110%
Food supply	36	50	66	6%	183%	132%
Total Profit	28,0	30,0	28,5	100%	102%	95%
Catering services	28	28,4	25,3	89%	92%	89%
Food supply	0,5	1,6	3,2	11%	718%	197%

The Catering Service – providing meals and food supplies – recorded a revenue of 1.165 billion VND, achieving 111% of the 2024 plan and 108% compared to the same period in 2023. Although the pre-tax profit of this sector has not reached the plan target due to the large initial investment cost for new customers, it still has growth compared to the same period with a rate of 102%.

Competition in the catering services market is becoming increasingly intense, especially for onshore construction sites. Some competitors have adopted price-based competition, affecting project efficiency. Additionally, revenue from customer-requested banquets has significantly declined as customers have reduced regular expenses due to the overall economic downturn.

Despite facing many challenges, in 2024 PETROSETCO still recorded positive business results when the food supply service segment achieved a profit growth of 7 times compared to the same period. In addition, Petrosetco also recorded the result of winning nearly 100% of the catering service bid for international drilling rigs operating in the Vietnamese market. The onshore catering service has also taken significant steps toward successful market expansion by entering the hospital sector, providing nutritional catering services which satisfy strict standards of food safety and hygiene for large-scale national hospitals.

Response Solutions Implemented in 2024

Continuing to maintain the team of service quality improvement to support projects and develop risk prevention and mitigation solutions.

Effectively implementing consumption standards for materials, closely monitoring food supplies from vendors before warehouse entry.

Expanding catering services for marine life support with significant progress, particularly by supplying foreign drilling rigs, reinforcing PETROSETCO’s capability in delivering professional services that are proper with international standards.

Expanding the market beyond the traditional oil and gas sector, targeting new customer segments in onshore catering services, gradually penetrating the hospital sector, which requires strict food inspection procedures. This helps enhance PETROSETCO’s competitive edge.

Transitioning the meal service model from set menus to buffets, improving customer experience and reinforcing professional service positioning. These advancements demonstrate that PETROSETCO is not only focused on expanding market share but also committed to innovation and service improvement to meet the diverse needs of the market.

d. Real estate services

Business Results in 2024 for the Real Estate Services Sector

Unit of measurement: Billion VND

Indicator	Impl. 2023	Plan 2024	Impl. 2024	Proportion (%)	
				YoY	Compared to Plan
Total revenue	567	600	576	102%	96%
Total Profit	44,3	44,0	44,6	101%	101%

The real estate management services sector maintained stable operations in 2024 despite intensifying market competition, recording a revenue of VND 576 billion, achieving 96% of the 2024 plan and 102% compared to the same period last year. Earnings before tax reached 44.6 billion VND, fulfilling 101% of the target compared to both the plan and the previous year (2023).

The real estate management market continues to experience increasing competition from both domestic and international enterprises. Multinational corporations such as CBRE, Savills, and JLL sustain their dominance in the commercial and residential real estate segments, while Vietnamese companies such as PMC and Savista still hold advantages in traditional segments. Meanwhile, the entry of new companies and smaller brands, combined with changes in bidding regulations that no longer restrict contractor qualifications, has intensified competitive pressure.

During the year, Typhoon Yagi directly hit northern provinces, and its residual effects significantly impacted building operations. This resulted in additional costs for post-storm recovery, increasing operational expenses for the company. Additionally, rising fuel costs (electricity, water, oil, etc.) and salary increases due to policy changes have contributed to higher service costs, affecting both profitability and competitiveness.

Response Solutions Implemented in 2024

Actively implementing digital transformation applications to support operations, contributing to enhancing labor productivity.

Deploying key management solutions, including operational cost control, cash flow optimization through exchange rate forecasting, human resource process improvement, and enhanced labor safety, creating a stable foundation for operations.

Continuing to strengthen brand communication and market development efforts, proactively approaching non-industry customers through various channels and expanding target customer groups to increase profitability and reinforce brand reputation

Striving to implement energy-saving solutions and reduce operating costs to minimize input cost impact, thereby maintaining competitive capacity.

Regularly inspecting compliance with processes and legal regulations in building management, ensuring the quality of services provided to customers.

3. Status of investment and project implementation

a. Big investments

PETROSETCO has not commenced new projects in 2024.

b. Subsidiaries and affiliates

The total value of long-term financial investments in PETROSETCO's subsidiaries in 2024 is VND 429.52 billion, an increase of 7% compared to 2023. Currently, the subsidiaries are operating in 04 service provision areas, bringing stable financial resources and business efficiency to the Distribution Services, Catering Services, Building Management Services and Equipment Supply Services and Other Oil and Gas Logistics.

Investment value for affiliates is VND 108,2 billion and made provisions f VND 20,8 billion in previous years.

2024 is an efficient year without any loss that PETROSETCO's subsidiaries suffer from production and business activities. Total dividends, shared profits, other investment interest that PETROSETCO recorded in 2024 from subsidiaries is VND 80,7 billion, equal to 11,9% compared to VND 67,8 billion in the same period in 2023.

No	Item	Ownership Ratio (%)	Investment value (VND billion)	Main business lines
I.	Investment in Subsidiaries		429,52	
1.	Petroleum General Distribution Services Joint Stock Company (PSD)	80,04%	113,6	Distribution of electronic and telecommunications equipment
2.	Petroleum Offshore Trading and Services Joint Stock Company (POTS)	60%	31,7	Trade and Services
3.	PETROSETCO Vung Tau General Services Joint Stock Company (PSV)	70%	64,3	Services Supply
4.	Mien Trung Petroleum Services and Trading Joint Stock Company (PSMT)	99,79%	74,7	Trade and Services
5.	PETROSETCO Assets Management Joint Stock Company (PSA)	71,46%	59,0	Building Management, exploitation and operation
6.	Smart Convergence JS Company (Smartcom)	55%	16,5	Electronic equipment, components, peripherals, software
7.	Petroleum High Technology Products Distribution Joint Stock Company (PHTD)	51%	5,1	Distribution of telecommunications electronic equipment
8.	Vietnam Petroleum Logistics Services Joint Stock Company (PSL)	44%	6,6	Logistics
9.	PETROSETCO LLC	100%	39,9	Real estate
10.	Petroleum Retail Services Joint Stock Company (PSR)	72,75%	7,7	Out of business
11.	Petroleum Saigon General Services One Member LLC (PSG)	100%	10,4	Out of business
II.	Investment in Affiliates		108,2	
1.	Petro Tower Company Limited	24%	14,4	Office Leasing
2.	Vinh Hoa Emerald Bay International Hospitality Company Limited	20%	16,0	Resort
3.	Pedaco Green Environment Joint Stock Company	48,5%	77,84	Waste treatment

To ensure the compliance of current laws and financial safety, financial investment in Subsidiaries are always sourced from owner capital of PETROSETCO. PETROSETCO manages capital efficiently by focused investment in core business lines such as oil and gas services, distribution and real estate. PETROSETCO's subsidiaries and affiliates not only contribute to overall revenue and profit but also persist a good and stale profitability, affirming the effectiveness in capital use and sustainable development tactics of the Corporation.

4. Financial situation

a. Financial situation

Indicator	2023	2024	% Increase/decrease
Total asset value	9.479	10.165	7%
Net Revenue	17.218	19.044	10,6%
Profits from business activities	169	275	63%
Other profits	13	8	-41%
Profits before tax	182	283	55%
Profits after tax	139	220	58%
Dividend payout ratio	No dividend	5%*	

* Specific ratio will be decided by GMS at the annual meeting



In 2024, PETROSETCO had a remarkable milestone in revenue growth, reaching the highest level in the past 5 years with VND 19.044 billion, increase to 10,6% as compared to 2023. 2024 is the year of challenges with many complicated fluctuation of the world economy and market, however, PETROSETCO still strongly strives to maintain and consolidate its position in the market, revenue from its services still have growth as compared to 2023. Particularly, distribution of phones and electronic equipment maintain a top revenue contribution, contributing 83% of net revenue and 64% of Profit Before Tax (PBT) of PETROSETCO in 2024.

Additionally, revenue from Catering and Real estate Management respectively reached VND 1.165 billion and VND 576 billion, accounting for 8,0% and 1,5% over the same period in 2023. PBT from Catering and Real Estate Management respectively reached VND 28,5 billion and VND 44,6 billion.

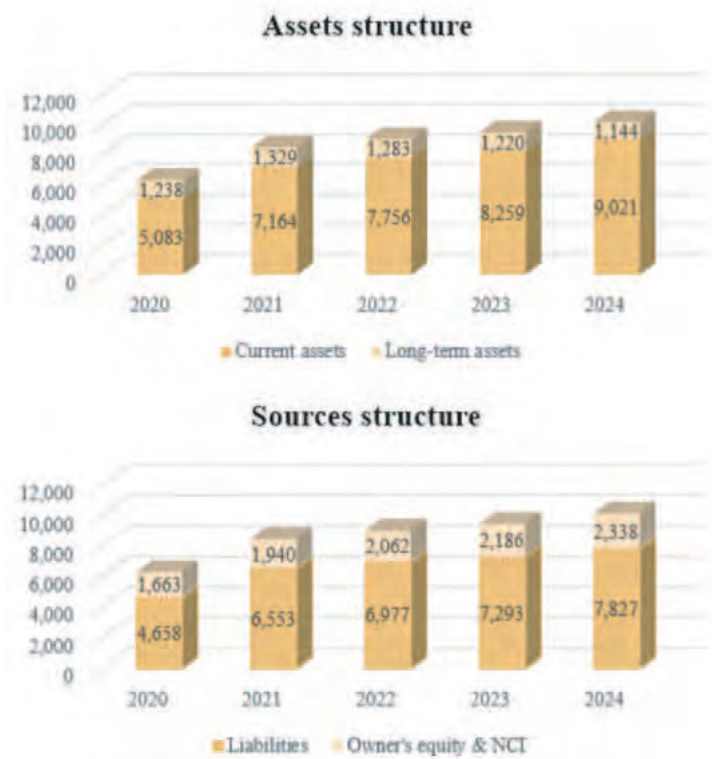
In 2024, revenue of Supply and Logistics service revenue also had an impressive growth, contributing VND 1.527 billion to PETROSETCO's revenue with an increase of VND 790 billion (equivalent to 107%) as compared to same period in 2023, PBT reached VND 29,0 billion. 2024 is a remarkable year of constant enhancement in services capacity to exploit other market excludes oil and gas industry, leading to an increase of revenue of supply and logistics services as compared to same period in 2023.

During the year, the world economy continually faces many obstacles and challenges, unforeseeable situations and hidden instabilities due to geopolitical crisis; inflation even though under control but still in a high rate; trade, consumption and global investment have not yet fully recovered; other sectors with high competitiveness such as distribution of phones, electronic equipment creating more challenges for PETROSETCO. Nevertheless, with the leadership of BOD and persistent efforts of all PETROSETCO's individuals, the business results of entire PETROSETCO's system in 2024 accomplished the assigned goals and achieved certain successes, with net revenue reaching VND 19.044 billion and PBT reached VND 283,3 billion, exceeded the targets of revenue and PBT approved by GMS by 111% and 155% respectively. The following are impressive numbers on Net Revenue and PBT over the past 5 years:

ASSETS AND CAPITAL SOURCES

PETROSETCO's total assets as of December 31, 2024 were VND 10.165 billion, an increase of VND 686 billion, equivalent to 7,2% compared to the same period in 2023. Whereas, cash and cash equivalents raised by VND 694 billion as related to the increase in cash equivalent at the end of year; short-term financial investments raised by VND 259 billion mainly due to increase of held to maturity (HTM) securities; current receivables raised by VND 18 billion, current assets decreased by VND 24 billion and inventories decreased by VND 184 billion as compared to 2023. Long-term assets decreased by VND 76 billion as compared to 2023.

PETROSETCO's current liability as of December 31, 2024 increased VND 559 billion (equivalent to an increase of 7,7%) compared to the same period in 2023. The reason for increasing current liability is persistent mobilization of short-term loans from banks with appropriate interest in order to satisfy business demands during the recovery period of market in 2024, simultaneously, accounts payable for seller increased by VND 766 billion as compared to the same period in 2023. Long-term liabilities had insignificant fluctuations at the end of 2024 as compared to 2023.



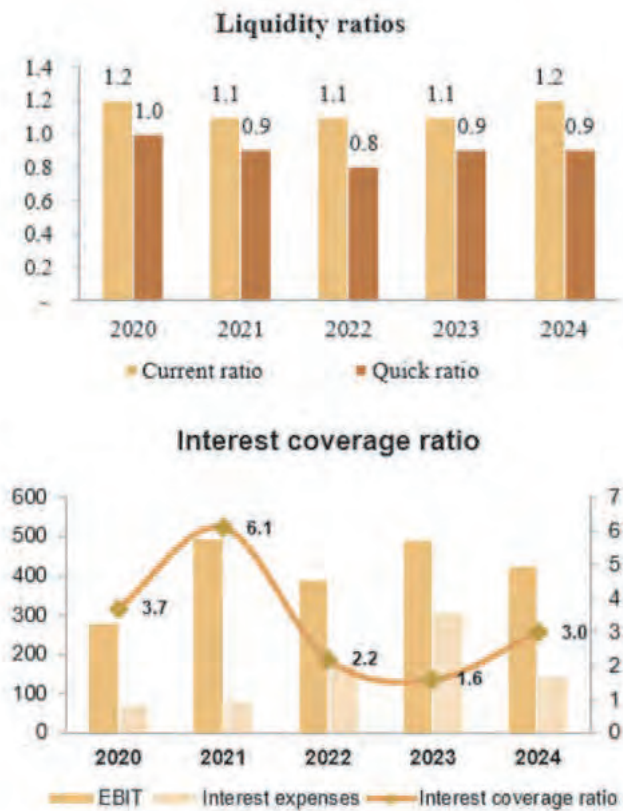
Working capital management

By cash: With 8 subsidiaries mainly operating under PETROSETCO, in order to increase efficiency of capital use by cash, PETROSETCO has been managing cash flow of subsidiaries through the central account system as well as applying advanced management software system to optimize usage of dormant capital, thereby to increase efficiency usage of cash flow and to reduce interest expenses as well. PETROSETCO successfully maintain a high level of cash capital value in recent years, and manage cash flow effectually, flexibly and safely, to guarantee capital demand fully for operation and investment projects as planned.

Accounts receivable: Accounting for 27% of current assets, mostly from member performing in distribution of phones, electronic equipment. For those who conduct distribution, accounts receivable accounts for a high proportion in assets structure is a common feature of distribution industry. 2024, PETROSETCO constantly implemented the efficient debt management and collection, thereby, average collection period remains at a reasonable rate over the past 5 years. Simultaneously, uncollectible accounts or insolvent customers were provisioned according to regulations and appropriate solutions were proposed.

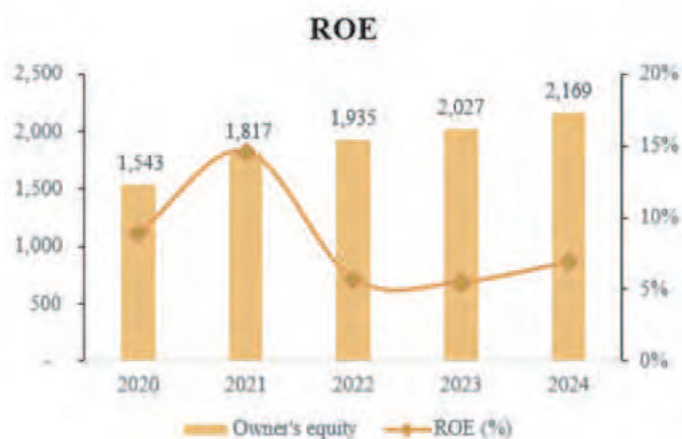
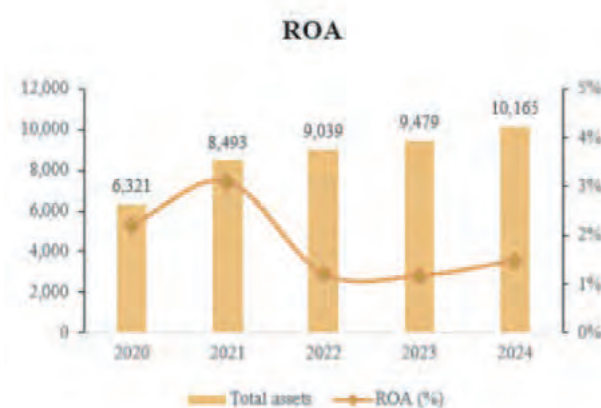
Inventory: Accounting for 19% of the current assets structure. Inventory turnover ratio is 10,0 in 2024, a significant increase over the same period. Inventory turnover ratio maintained at a fast rate due to the constant improvement and strict compliance with the management procedures from the process of planning, ordering to sales process in order to optimize financial resources. In addition, sales team always closely track the market conditions, customers demand to properly adjust the inventory volume, especially for distribution units. To achieve this, PETROSETCO's BOD created tactics which were appropriate with each market fluctuation period, automated warehouse and logistics, regularly evaluated and compared inventories value with market demands to manage efficiently and take full advantage of opportunities as well.

Account payable for short-term seller: Accounting for 18% of total capital sources. The average payment period is always stable in recent years, taking full advantage of capital to support operation. Additionally, PETROSETCO always sustain policy of prompt payment to suppliers especially during difficult times thereby affirming financial potential and reputation of the Corporation with suppliers.





Long-term assets management: Fixes assets and investment real estate of PETROSETCO respectively account for 2,6% and 5,1% of total assets. Regulations of long-term management and use are always focused by the Corporation to ensure the efficiency of assets management and use as well as to avoid assets waste and loss.



b. Fundamental financial indicators

Indicator	2023	2024	Remark
1. Payment capacity			
- Current ratio <i>Current assets/Current liabilities</i>	1,1	1,2	
- Quick ratio <i>Current assets - Inventory Current liabilities</i>	0,9	0,9	
2. Capital structure			
- Total debt to total assets ratio (TD/TA)	77%	77%	
- Debt to equity ratio (D/E)	3,6	3,6	
3. Performance			
- Inventory turnover <i>Cost price/ Average inventory</i>	7,6	9,9	
- Asset turnover <i>Net revenue/ Average total assets</i>	1,8	1,8	
4. Profitability			
- Profits after tax ratio/ Net Revenue	0,8%	1,2%	
- PAT attributable to Owners of the parent company /Equity	5,5%	8,0%	
- PAT attributable to Owners of the parent company/ Total assets	1,2%	1,7%	
- EBIT/ Net revenue	1,0%	1,4%	

III. **REPORT AND ASSESSMENT OF THE EXECUTIVE BOARD**

1. **Business performance assessment**

In 2024, with the recovery of the oil and gas industry through the initiation of several major projects, the persistent updating and exchange of industry information on drilling campaigns, project progress, and market fluctuations enabled PETROSETCO to seize opportunities effectively and reach target customers while reaffirming its brand reputation through the quality of services provided over the years.

In addition, by effectually implementing risk management and financial management measures, PETROSETCO significantly reduced operating costs compared to 2023. Member units actively focused on optimizing costs, considering as a long-term strategic task that determines business efficiency.

In 2024, PETROSETCO successfully implemented many specialized training programs to enhance the professional skills and competencies of employees and mid-level managers. The training courses were designed to be proper with each job position and were carried out in collaboration with top training organizations. As a result, PETROSETCO's employees not only met current job requirements but were also prepared to take on new missions full of challenges.

PETROSETCO also implemented many creative and valuable marketing plans in 2024. Promotion activities aligned with orientations of building and strengthening a professional, reliable brand image. Thereby, Member units of the Corporation significantly increased brand awareness in the market, laying the groundwork for expanding market share in key business sectors.

Business performance results in 2024 as below:

Business Performance Data of PETROSETCO in 2024

Unit of measurement: Billion VND

Indicator	Impl. 2023	Plan 2024 (AGM)	Actual 2024	%YoY Growth	
	1	2	3	4=3/2	5=3/1
Consolidated					
Total Revenue	17.218	18.540	19.044	103%	111%
Earnings before Tax	182	260	283,2	109%	155%
Profits after Tax	139	205	219,9	107%	158%
Charter Capital	1.073,3	1.073,3	1.073,3	100%	100%
Separate					
Total Revenue	6.824	6.965	5.984	86%	88%
Earnings before Tax	31	60	60	100%	194%
Profits after Tax	33	48	57	119%	173%

Revenue in 2024 reached VND 19,044 billion, equivalent to 103% of the year's plan and 111% compared to 2023.

Earnings before Tax in 2024 reached VND 283.2 billion, equal to 109% of the year's plan and 155% compared to 2023.

Profits after Tax in 2024 reached VND 219,9 billion, equivalent to 107% of the year's plan and 158% compared to 2023.

Charter capital remained stable at VND 1,073.3 billion, maintaining 100% of the planned and previous year's figures.

2. **Financial status**

a. **Assets status**

PETROSETCO's total assets as of December 31, 2024 were VND 10.165 billion, an increase of VND 686 billion, equivalent to 7,2% compared to the same period in 2023. Whereas, cash and cash equivalents raised by VND 694 billion as related to the increase in cash equivalents at the end of year; short-term financial investments raised by VND 259 billion mainly due to increase of held to maturity (HTM) securities; current receivables raised by VND 18 billion, current assets decreased by VND 24 billion and inventories decreased by VND 184 billion as compared to 2023. Long-term assets decreased by VND 77 billion as compared to 2023.

b. **Accounts payable**

PETROSETCO's current liability as of December 31, 2024 increased VND 559 billion (equivalent to an increase of 7,7%) compared to the same period in 2023. The reason for increasing current liability is persistent mobilization of short-term loans from banks with appropriate interest in order to satisfy business demands during the recovery period of market in 2024, simultaneously, accounts payable for seller increased by VND 766 billion as compared to the same period in 2023. Long-term liabilities had insignificant fluctuations at the end of 2024 as compared to 2023.

In 2024, PETROSETCO always committed and maintain its credibility with suppliers by ensuring timely debt payments, hence, there were no overdue liabilities. Economic and politics fluctuations caused exchange rate volatility. PETROSTCO is a distributor, serves for foreign partners, the exchange rate fluctuations impacts on business performance. However, PETROSETCO consistently implemented risk mitigation strategies to minimize exchange rate risks. Particularly, in 2024, interest from exchange rate difference is VND 14,4 billion, compared to the same period in 2023 was VND 11.5 billion. Over the past year, PETROSETCO persistently sought favorable financial resources optimizing cash flow, thus, net interest expenses (interest expenses minus interest income from deposits) were effectively controlled at VND 3,5 billion, reduced 90% as compared to the same period in 2023.

3. **Improvements in organization structure, policies, administration**

In 2024, PETROSETCO established the Digital Transformation Department to optimize operational regulations, enhance productivity, minimize errors, and improve overall work efficiency. Additionally, strengthening digital transformation is useful for enhancing information and data security, ensuring protection against cyber threats.

4. **Development plans for future**

2025 is forecasted to be a period of slow and uneven global economic recovery across regions. Despite the easing of inflationary pressures, the market remains affected by geopolitical conflicts and financial tightening trends in many countries. Domestically, Vietnam has an opportunity to attract strong FDI inflows, particularly in high-tech and semiconductor industries through the global supply chain alteration. However, consumer purchasing power in the retail sector and consumer technology products remains cautious, focusing mainly on essential goods.

The oil and gas services market continues to show promise due to rising energy demand in the region and the launch of big projects. The logistics sector is entering an expansion phase but faces challenges such as fluctuating transportation costs and increasing competition. This is a crucial time for companies like PETROSETCO to optimize operations, control costs, and flexibly adapt to market changes.

ETROSETCO's 2025 business plan is built on a foundation that balances adaptability to market fluctuations with a sustainable growth strategy. PETROSETCO will continue expanding its business activities while fully affiliated with market demand, market share, product/service quality, and capital resources. At the same time, it will focus on optimizing operational efficiency, enhancing competitiveness, and maintaining stable cash flow by strengthening and expanding product and service supply contracts with both existing and potential customers, particularly in the oil and gas industry.

Key Targets for 2025 Include:

Consolidated business plan

Revenue: VND 20.500 billion, an 8% increase compared to 2024 results
 Profit before tax: VND 305 billion, an 8% increase compared to 2024 results
 Profit after tax: VND 244 billion, an 11% increase compared to 2024 results

Separate business plan

Revenue: VND 6.334 billion, an 6% increase compared to 2024 results
 Profit before tax: VND 60 billion, remain 100% compared to 2024 results
 Profit after tax: VND 57 billion, remain 100% compared to 2024 results.

Business plan in 2025 (details in attached tables)

Unit of measurement: Billion VND

Indicator	Plan 2024	Impl. 2024	Plan 2025	Proportion %	
	1	2	3	4=3/1	5=3/2
Consolidated					
Total Revenue	18.540	19.044	20.500	111%	108%
EBT	260	283	305	117%	108%
PAT	205	220	244	119%	111%
Average Income (million VND/person/month)	15,0	15,3	15,2	101%	99%
Separate					
Total Revenue	6.965	5.984	6.334	91%	106%
EBT	60	60	60	100%	100%
PAT	48	57	57	119%	100%
Average Income (million VND/person/month)	23,0	25,9	25,0	109%	97%

ENVIRONMENTAL AND SOCIAL RESPONSIBILITY REPORT

Throughout the establishment and development, despite encountering numerous challenges from market competition and evolving trends over time, PETROSETCO has consistently reaffirmed its position as a leading provider of distribution of electronics, telecommunications, real estate management, and commercial trading in Vietnam. The Corporation serves as a vital bridge, delivering high-quality and genuine products to consumers while striving to foster fair competition, maintaining a safe and green environment, and ensuring stable employment and income by continuously supporting career development for its workforce of 3,000 employees, including many workers with limited qualifications and health conditions.

1. Environmental impacts

- Key Indicators on Safety, Health, and Environment:
- Total safe working hours: 6.218.400 hours.
 - HSEQ training for over 5,200 employees.
 - Annual HSEQ supervision.
 - Food hygiene control in compliance with HACCP 9001-2003.
 - Maintaining contracts with environmental agencies for waste treatment.

PETROSETCO targets to be a leading service provider, ensuring customer satisfaction through professional service quality. Even though the Corporation does not directly cause negative environmental impacts, it persistently commits to environmental protection by utilizing eco-friendly, high-quality, and safe products for consumers.

2. Management of raw materials

With nature of business activities, PETROSETCO used approximately 5,380 tons of raw materials in 2024, primarily consisting of fresh vegetables, fruits, and frozen food to support its Catering Services.

3. Energy consumption

In 2024, PETROSETCO's total energy consumption was: 5.415.112 kWh of electricity, 47.120 m³ of water, 19.122 liters of diesel oil, 700.916 liters of gasoline. The primary water supply sources used by PETROSETCO were Ba Ria – Vung Tau Water Supply JSC and Ben Thanh Water Supply JSC (Ho Chi Minh City).

By implementing energy-saving practices and participating in green initiatives such as Earth Hour, PETROSETCO successfully saved 21.161 kWh of electricity, contributing to reducing environmental impact.

4. Compliance with Environmental Protection Law

In 2024, PETROSETCO fully complied with environmental protection regulations and did not incur any violation penalties. Additionally, the company conducted environmental monitoring, compiled periodic reports, and implemented proper waste collection and classification in accordance with legal requirements.

5.
Policies relevant to employees

PETROSETCO fully complies with employee rights regulations as stipulated by Labor law and signed Labor contracts. Additionally, the company has established reward and welfare policies to encourage, retain, and develop a highly skilled workforce.

PETROSETCO's leadership always pays attention on training and development, allocate appropriate budgets to implement training and development courses.

a.
Number of Employees and Average Salary

As of December 31, 2024, PETROSETCO had 3,068 employees, with an average monthly income of VND 15.3 million per pax/month, increased 2% as compared to 2023.

b.
Labor policies ensuring employee health, safety, and welfare

Beyond the mandatory benefits required by current labor laws and collective labor agreements, PETROSETCO built comprehensive welfare programs to ensure employees' well-being fully so that they can work wholeheartedly, detailed as blows:

- Annual Health Checkups: Employees undergo at least one annual health check at reputable medical institutions, with 100% of the costs covered for all employees under official labor contracts with PETROSETCO.
- Health Insurance: Employees receive high-quality health insurance packages (PVI Care) fully covered by PETROSETCO.
- Maternity Leave Benefits for Female Employees: At least VND 1 million per month per pax as an additional maternity support, alongside with full benefits under Vietnam's Social Insurance Law.
- Retirement and Survivor allowances: Employees receive payment ranging from VND 5 to 20 million, depending on their working year.
- Teambuilding Programs.
- Employees receive bonuses for public holidays, company anniversaries (e.g., International Women's Day - March 8, Vietnamese Women's Day - October 20), annual uniforms, and meal allowances. PETROSETCO also organizes cultural, artistic, and sports activities for employees and their families to foster team bonding.

c.
Training Programs

To enhance employee expertise and adaptability to evolving job requirements, PETROSETCO has designed high-quality, cost-appropriate training programs, additionally, has carefully monitored each progress to make necessary adjustments when needed.

In 2024, PETROSETCO trained 8,150 employees, achieving 100% of plan with a total budget of VND 5.511 million including: leadership management training, regular professional development courses, skill reinforcement, foreign language courses, internal and onboarding training.

Key Training Courses:

- Accounting and Financial for Managers: to equip mid-level managers with a comprehensive understanding of financial and accounting operations in order to manage finance for Units/Divisions/Departments; to analysis financial conditions of each Units/Divisions/Departments in order to know how to control cost and manage cash flow efficiently.
- Negotiation Skills: to help employees, especially in business and management roles to systematize basic knowledges, skills in negotiation; thereby to know how to creatively apply methods, arts, techniques into practice to obtain best results.
- Task assignment and employee management Skills: to provide an overview of a manager's role, help them gain a practical and accurate understanding of responsibilities, position and obligations of manager, to equip with tools and methods to effectively delegate tasks and manage employees with diverse personalities and skill levels.

- B2B Skills: this training program not only provided effective sales techniques but also helped specialists and managers in the Business, Distribution, and Service of the Corporation understand customer psychology, learn how to approach, engage, and retain customers, even when facing objections. The training sessions were highly interactive, featuring discussions, Q&A sessions, and active exchanges between internal trainers and participants.

- Professional Training Courses: These in-depth courses covered various fields such as Legal, Finance, Human Resources, Business, and Trade, etc helping participants reinforce their expertise while keeping up with emerging trends and new tools in their respective industries.

Overall

	Participants	Total training costs (million VND)
Implementation in 2023	7,107	4,943.5
Implementation in 2024	8,150	5,511
Plan for 2024	8,154	7,380
% of Impl. 2024/ plan 2024	100%	74.7%
% of Impl. 2024/ plan 2023	114.7%	111.5%

Training by topic

Training topics	Participants	Courses	Total training costs (million VND)
Regular training	2,248	67	3,448
Improvement skills	445	66	1,401
Foreign language	32	4	207
Others	5,425	46	455

Classification by training form

Training forms	Participants	Courses	Total training costs (million VND)
Outsourcing services	2,769	138	5,056
Internal training	5,381	45	455

6. Report on responsibility to local communities

PETROSETCO – SUSTAINABLE DEVELOPMENT INTEGRATED WITH COMMUNITY RESPONSIBILITY

With the goal of achieving sustainable and long-lasting development, PETROSETCO not only focuses on building and enhancing the quality of its human resources but also actively contributes to the development of the community and society. The Corporation consistently encourages every employee to demonstrate social responsibility through practical actions, joining hands with the company to spread humanitarian values via charitable and welfare activities.

WELFARE POLICIES AND EMPLOYEE SUPPORT

Retirement and Bereavement Support Policy:

PETROSETCO continues to maintain a support policy ranging from VND 5 to 20 million per person, depending on the employee's years of service, as a heartfelt expression of care for every member of the PETROSETCO family.

Comprehensive Welfare Benefits:

- Gift-giving on special occasions such as Lunar New Year, National Day (Sept 2), Company Founding Day, commemorative days (March 8, October 20), employee birthdays, etc.
- Provision of collective meals to ensure proper nutrition for employees.
- Additional maternity support of at least VND 1 million per person per month for female employees, in addition to statutory benefits under the Social Insurance Law.
- Annual distribution of uniforms.
- Organization of teambuilding, travel, and vacation programs for employees.
- Professional training and career development support.

Special Support from the "Mutual Love and Support Fund": PETROSETCO always stands by employees facing difficult circumstances or suffering from serious illnesses.

CHARITY AND COMMUNITY ENGAGEMENT ACTIVITIES

- PET'SPEED 2024 Running Event: More than just an internal sports event, PET'SPEED 2024 carries humanitarian meaning—each valid kilometer run by a participant is converted into donations for charitable activities (10 km = VND 100,000; 5 km = VND 50,000 per runner).
- Gift-giving and support for underprivileged children.
- The PETROSETCO Youth Union organized a Mid-Autumn Festival for children in Xuyen Moc – Ba Ria Vung Tau and donated gifts to students in border areas of Tay Ninh.
- Visits and gifts for elderly individuals living alone in Ho Chi Minh City.
- Support and coordination of eye surgeries for poor communities in the Mekong Delta.
- Fundraising and construction of charity houses in Ca Mau, in collaboration with the Ho Chi Minh City Petroleum Youth Cluster.

YOUTH AND FAMILY-FOCUSED ACTIVITIES

- Art performances for employees' children on International Children's Day (June 1) and the Mid-Autumn Festival.
- Academic achievement awards for children with outstanding performance in school.

BLOOD DONATION DRIVES

The Corporation's Youth Union cooperates with medical units to organize blood donation drives at Petrovietnam Tower (1 Le Duan, Ben Nghe Ward, District 1, HCMC), Ba Ria Vung Tau, and Hanoi—spreading the spirit of compassion and solidarity.

SPORTS MOVEMENTS AND INTER-UNIT CONNECTIONS

- Participation in major running events:
- "Petroleum Spring Run."
- "Ca Mau Marathon 2024 – Petrovietnam Cup" with the theme "The Scent of U Minh Forest," marking a strong impression with the enthusiastic participation of PETROSETCO employees.
- Promotion of sports movements such as running, cycling, and Pickleball to enhance employees' health.

ACTIVITIES FOR FEMALE EMPLOYEES

The Corporation always creates favorable conditions for female employees to connect and engage in various activities on March 8 and October 20. Movements such as "The Good Leaves Shelter the Torn Ones," "Gratitude Fund," "Excellent at Work, Responsible at Home," and "Women Actively Study, Work Creatively, and Build Happy Families" are also strongly encouraged—reflecting PETROSETCO's deep care for its female workforce.

TOWARDS GREEN DEVELOPMENT – ENVIRONMENTAL PROTECTION

As a pioneering enterprise in the industry, PETROSETCO is not only committed to complying with environmental protection regulations but also proactively implements green initiatives toward sustainable development:

Developing a Green Office Model:

- PETROSETCO applies energy-saving solutions to reduce operational costs while enhancing employees' awareness of environmental responsibility.
- Promoting Environmental Awareness and Consciousness:
- Participating in the Earth Hour campaign.
- Regulating electricity and water usage in line with weather conditions and office operations.
- Encouraging employees to use stairs instead of elevators to save energy.
- Organizing internal communication programs on environmental protection and energy conservation.

7. Report on green capital market activities in accordance with the SSC's guidelines

PETROSETCO is expanding its business activities into hazardous and industrial waste treatment, as well as investing in the construction of a waste treatment plant in Binh Thuan Province.

CULTURAL AND SPORTS ACTIVITIES



TRAINING ACTIVITIES



CHARITY ACTIVITIES





THAY ĐỔI ĐỂ THAY ĐỔI



Enterprise registration certificate

No. 0300452060 dated 29 September 2006 was initially issued by the Department of Planning and Investment of Ho Chi Minh City and the latest 22nd amended Enterprise registration certificate dated 4 October 2023.

Board of Directors	Mr. Phung Tuan Ha	Chairman
	Mr. Vu Tien Duong	Member
	Mr. Ho Minh Viet	Member (from 14 June 2024)
	Mr. Nguyen Nhu Long	Independent Member (from 14 June 2024)
	Ms. Pham Thi Hong Diep	Member (from 14 June 2024)
	Mr. Trinh Thanh Can	Independent Member (until 13 June 2024)
	Mr. Nguyen Quy Thinh	Independent Member (until 13 June 2024)
Audit Committee	Mr. Nguyen Duc Minh	Member (until 13 June 2024)
	Mr. Nguyen Nhu Long	Head (from 19 June 2024)
	Mr. Trinh Thanh Can	Head (until 14 June 2024)
	Mr. Ho Minh Viet	Member (from 19 June 2024)
	Ms. Nguyen Quy Thinh	Member (until 14 June 2024)
Board of Management	Mr. Vu Tien Duong	General Director
	Ms. Pham Thi Hong Diep	Deputy General Director
	Mr. Huynh Van Ngan	Deputy General Director
	Mr. Ho Hoang Nguyen Vu	Deputy General Director
	Mr. Ho Minh Viet	Deputy General Director (until 19 June 2024)
	Mr. Nguyen Duc Minh	Deputy General Director (until 13 June 2024)
Legal representative	Mr. Phung Tuan Ha	Chairman
Registered office	6th Floor, PetroVietnam Tower, No. 1 - 5 Le Duan Street, Ben Nghe Ward, District 1, Ho Chi Minh City, Vietnam	
Auditor	PwC (Vietnam) Limited	

STATEMENT OF THE CHAIRMAN

Statement of Responsibility of the Chairman of the Company in respect of the Consolidated Financial Statements

The Chairman of the Board of Directors (“the Chairman”) of PetroVietnam General Services Corporation (“the Parent Company”) is responsible for preparing the consolidated financial statements of the Parent Company and its subsidiaries (together, “the Corporation”) which give a true and fair view of the consolidated financial position of the Corporation as at 31 December 2024, and of its consolidated financial performance and its consolidated cash flows for the year then ended. In preparing these consolidated financial statements, the Chairman is required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent; and
- prepare the consolidated financial statements on a going concern basis unless it is inappropriate to presume that the Corporation will continue in business.

The Chairman is responsible for ensuring that proper accounting records are kept which disclose, with reasonable accuracy at any time, the consolidated financial position of the Corporation and enable the consolidated financial statements to be prepared which comply with the basis of accounting set out in Note 2 to the consolidated financial statements. The Chairman is also responsible for safeguarding the assets of the Corporation and hence for taking reasonable steps for the prevention and detection of fraud or errors.

Approval of the Consolidated Financial Statements

I hereby, approve the accompanying consolidated financial statements as set out on pages 5 to 58 which give a true and fair view of the consolidated financial position of the Corporation as at 31 December 2024, and of the consolidated results of its operations and its consolidated cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and applicable regulations on preparation and presentation of consolidated financial statements.


Phung Tuan Ha
Chairman

Ho Chi Minh City, SR Vietnam
15 March 2025



**INDEPENDENT AUDITOR’S REPORT TO THE SHAREHOLDERS
OF PETROVIETNAM GENERAL SERVICES CORPORATION**

We have audited the accompanying consolidated financial statements of PetroVietnam General Services Corporation (“the Parent Company”) and its subsidiaries (together, “the Corporation”) which were prepared on 31 December 2024 and approved by the Chairman on 15 March 2025. The consolidated financial statements comprise the consolidated balance sheet as at 31 December 2024, the consolidated income statement and the consolidated cash flow statement for the year then ended, and explanatory notes to the consolidated financial statements including significant accounting policies, as set out on pages 5 to 58.

The Chairman’s Responsibility

The Chairman of the Parent Company is responsible for the preparation and the true and fair presentation of these consolidated financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and applicable regulations on preparation and presentation of consolidated financial statements and for such internal control which the Chairman determines as is necessary to enable the preparation and fair presentation of the consolidated financial statements that are free from material misstatement, whether due to fraud or errors.

Auditor’s Responsibility

Our responsibility is to express an opinion on the consolidated financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standard on Auditing. Those standards require that we comply with ethical standards and requirements and plan and perform the audit in order to obtain reasonable assurance as to whether the consolidated financial statements of the Corporation are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor’s judgment, including an assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Corporation’s preparation and true and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Corporation’s internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Chairman, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Auditor’s Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Corporation as at 31 December 2024, its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and applicable regulations on preparation and presentation of consolidated financial statements.

Other Matter

The independent auditor’s report is prepared in Vietnamese and English. Should there be any conflict between the Vietnamese and English versions, the Vietnamese version shall take precedence.

For and on behalf of PwC (Vietnam) Limited

For and on behalf of PwC (Vietnam) Limited



Quach Thanh Chau
Audit Practising Licence No.
0875-2023-006-1
Authorised signatory

Report reference number: HCM16277
Ho Chi Minh City, 15 March 2025



Cheng Kien Hung
Audit Practising Licence No.
5038-2024-006-1

Form B 01 – DN/HN

CONSOLIDATED BALANCE SHEET

Code	ASSETS	Note	As at 31 December	
			2024 VND	2023 VND
100	CURRENT ASSETS		9,021,308,150,964	8,259,191,973,425
110	Cash and cash equivalents	3	1,766,009,708,784	1,072,386,056,767
111	Cash		997,613,225,834	951,820,309,767
112	Cash equivalents		768,396,482,950	120,565,747,000
120	Short-term investments		2,855,834,085,408	2,596,961,269,672
121	Trading securities	4(a)	66,359,223,052	3,926,238,120
122	Provision for diminution in value of trading securities	4(a)	(989,065,869)	(248,553,098)
123	Investments held to maturity	4(b)	2,790,463,928,225	2,593,283,584,650
130	Short-term receivables		2,387,134,599,368	2,369,008,928,087
131	Short-term trade accounts receivable	5	2,446,202,025,542	2,393,246,041,708
132	Short-term prepayments to suppliers	6	79,937,351,225	111,393,648,127
136	Other short-term receivables	7(a)	208,978,141,322	209,504,906,972
137	Provision for doubtful debts – short term	8	(347,982,918,721)	(345,135,668,720)
140	Inventories	9	1,718,083,271,967	1,902,357,061,407
141	Inventories		1,729,042,154,866	1,915,425,030,586
149	Provision for decline in value of inventories		(10,958,882,899)	(13,067,969,179)
150	Other current assets		294,246,485,437	318,478,657,492
151	Short-term prepaid expenses	10(a)	13,155,030,991	14,992,296,836
152	Value added tax ("VAT") to be reclaimed	17(a)	275,450,699,344	297,956,703,663
153	Tax and other receivables from the State	17(b)	5,640,755,102	5,529,656,993

The notes on pages 10 to 58 are an integral part of these consolidated financial statements.

Form B 01 – DN/HN

**CONSOLIDATED BALANCE SHEET
(continued)**

Code	ASSETS (continued)	Note	As at 31 December	
			2024 VND	2023 VND
200	LONG-TERM ASSETS		1,143,695,317,371	1,220,283,674,865
210	Long-term receivables		29,430,096,121	28,235,218,879
216	Other long-term receivables	7(b)	29,430,096,121	28,235,218,879
220	Fixed assets		268,534,084,979	266,150,905,633
221	Tangible fixed assets	11(a)	100,414,567,173	96,091,133,382
222	Historical cost		413,710,501,549	391,817,597,588
223	Accumulated depreciation		(313,295,934,376)	(295,726,464,206)
227	Intangible fixed assets	11(b)	168,119,517,806	170,059,772,251
228	Historical cost		184,588,212,312	183,795,926,598
229	Accumulated amortisation		(16,468,694,506)	(13,736,154,347)
230	Investment properties	12	513,826,715,851	553,587,535,363
231	Historical cost		852,074,158,578	852,074,158,578
232	Accumulated depreciation		(338,247,442,727)	(298,486,623,215)
240	Long-term assets in progress		37,509,649,278	38,525,582,184
242	Construction in progress	13	37,509,649,278	38,525,582,184
250	Long-term investments		89,835,744,001	114,369,751,182
252	Investments in associates	4(c)	87,404,831,883	107,557,435,627
253	Investments in other entities	4(c)	22,465,000,000	22,465,000,000
254	Provision for long-term investments	4(c)	(22,465,000,000)	(22,456,972,632)
255	Investments held to maturity	4(b)	2,430,912,118	6,804,288,187
260	Other long-term assets		204,559,027,141	219,414,681,624
261	Long-term prepaid expenses	10(b)	204,553,274,771	211,410,834,009
262	Deferred income tax assets	23	5,752,370	3,412,700,115
269	Goodwill	14	-	4,591,147,500
270	TOTAL ASSETS		10,165,003,468,335	9,479,475,648,290

The notes on pages 10 to 58 are an integral part of these consolidated financial statements.

Form B 01 – DN/HN

Form B 02 – DN/HN

CONSOLIDATED BALANCE SHEET
(continued)

		As at 31 December	
Code	RESOURCES	Note	2024 VND
300	LIABILITIES		7,826,753,005,585
310	Short-term liabilities		7,799,640,650,652
311	Short-term trade accounts payable	15	2,220,456,557,863
312	Short-term advances from customers	16	14,387,001,827
313	Tax and other payables to the State	17(c)	40,002,098,590
314	Payable to employees	18	148,077,666,345
315	Short-term accrued expenses	19	26,764,073,498
318	Short-term unearned revenue		269,760,535
319	Other short-term payables	20(a)	343,416,550,886
320	Short-term borrowings	21(a)	4,980,375,100,043
322	Bonus and welfare funds	22	25,891,841,065
330	Long-term liabilities		27,112,354,933
337	Other long-term payables	20(b)	22,235,161,003
338	Long-term borrowings	21(b)	-
341	Deferred income tax liabilities	23	4,877,193,930
400	OWNERS' EQUITY		2,338,250,462,750
410	Capital and reserves		2,338,250,462,750
411	Owners' capital	24, 25	1,073,348,310,000
411a	- Ordinary shares with voting rights		1,073,348,310,000
412	Share premium	25	159,572,337,789
414	Owners' other capital	25	364,615,536,105
415	Treasury shares	25	(5,427,873,108)
418	Investment and development funds	25	271,634,041,818
421	Undistributed earnings	25	305,159,109,648
421a	- Undistributed post-tax profits of previous years		163,291,836,316
421b	- Post-tax profits of current year		141,867,273,332
429	Non-controlling interests	25	169,349,000,498
440	TOTAL RESOURCES		10,165,003,468,335

Nguyen Minh Tan
Preparer

Tran Quang Huy
Chief Accountant

Phung Tuan Ha
Chairman
15 March 2025

The notes on pages 10 to 58 are an integral part of these consolidated financial statements.

CONSOLIDATED INCOME STATEMENT

		Year ended 31 December	
Code		Note	2024 VND
01	Revenue from sales of goods and rendering of services		19,372,179,485,644
02	Less deductions		(328,470,997,609)
10	Net revenue from sales of goods and rendering of services	29	19,043,708,488,035
11	Cost of goods sold and services rendered	30	(18,153,816,218,844)
20	Gross profit from sales of goods and rendering of services		889,892,269,191
21	Financial income	31	182,583,944,305
22	Financial expenses	32	(170,848,343,914)
23	- Including: Interest expenses	32	(143,846,108,325)
24	Loss sharing from associates	4(c)	(11,152,603,744)
25	Selling expenses	33	(406,785,849,506)
26	General and administration expenses	34	(208,372,353,278)
30	Net operating profit		275,317,063,054
31	Other income		13,491,448,931
32	Other expenses		(5,558,746,648)
40	Net other income	35	7,932,702,283
50	Accounting profit before tax		283,249,765,337
51	Corporate income tax ("CIT") - current	36	(60,315,991,055)
52	CIT - deferred	36	(3,056,425,306)
60	Profit after tax		219,877,348,976
Attributable to:			
61	Owners of the parent company		149,662,157,637
62	Non-controlling interests		70,215,191,339
70	Basic earnings per share	27(a)	1,329
71	Diluted earnings per share	27(b)	1,329

Nguyen Minh Tan
Preparer

Tran Quang Huy
Chief Accountant

Phung Tuan Ha
Chairman
15 March 2025

The notes on pages 10 to 58 are an integral part of these consolidated financial statements.



CONSOLIDATED CASH FLOW STATEMENT (Indirect method)

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Form B 03 – DN/HN

			Year ended 31 December	
Code		Note	2024 VND	2023 VND
	CASH FLOWS FROM OPERATING ACTIVITIES			
01	Accounting profit before tax		283,249,765,337	182,430,021,714
	Adjustments for:			
02	Depreciation and amortisation		73,056,470,244	69,029,141,208
03	Provisions/(Reversal of provisions)		1,486,703,860	(62,685,689,849)
04	Unrealised foreign exchange losses		3,982,282,488	1,093,413,462
05	Profits from investing activities		(130,520,767,830)	(270,132,728,945)
06	Interest expense		143,846,108,325	309,587,603,886
08	Operating profit before changes in working capital		375,100,562,424	229,321,761,476
09	Decrease/(increase) in receivables		12,569,419,786	(232,047,152,779)
10	Decrease in inventories		186,382,875,720	559,533,929,286
11	Increase/(decrease) in payables		100,643,356,194	(528,452,432,263)
12	Decrease in prepaid expenses		8,694,825,083	24,385,388,451
13	(Increase)/decrease in trading securities		(62,432,984,932)	6,704,220,750
14	Interest paid		(151,477,689,970)	(304,924,739,786)
15	CIT paid		(60,161,027,850)	(40,056,586,289)
17	Other payments on operating activities		(9,322,826,556)	(14,386,847,959)
20	Net cash inflows/(outflows) from operating activities		399,996,509,899	(299,922,459,113)
	CASH FLOWS FROM INVESTING ACTIVITIES			
21	Purchases of fixed assets		(36,280,539,946)	(25,539,398,071)
22	Proceeds from disposals of fixed assets		6,515,045,592	2,753,350,984
23	Deposits to bank with term above 3 months		(3,106,769,392,849)	(5,742,651,452,095)
24	Collection of deposits to bank with term above 3 months		2,913,962,425,343	4,964,041,301,463
25	Investments in other entities		(29,207,371,194)	-
26	Proceeds from divestment in other entities		9,000,000,000	-
27	Dividends and interest received		129,024,804,156	249,735,859,289
30	Net cash outflows from investing activities		(113,755,028,898)	(551,660,338,430)
	CASH FLOWS FROM FINANCING ACTIVITIES			
31	Proceeds from reissuance of treasury shares		-	15,750,000,000
33	Proceeds from borrowings		14,915,211,459,937	15,109,558,983,025
34	Repayments of borrowings		(14,461,632,899,360)	(14,285,520,684,957)
36	Dividends paid		(46,196,389,561)	(8,511,361,785)
40	Net cash inflows from financing activities		407,382,171,016	831,276,936,283
50	Net increase/(decrease) in cash and cash equivalents		693,623,652,017	(20,305,861,260)
60	Cash and cash equivalents at beginning of year	3	1,072,386,056,767	1,092,691,918,027
61	Effect of foreign exchange differences		-	-
70	Cash and cash equivalents at end of year	3	1,766,009,708,784	1,072,386,056,767

1. GENERAL INFORMATION

PetroVietnam General Services Corporation (“the Parent Company”) is a joint stock company established in SR of Vietnam pursuant to the Enterprise registration certificate No. 0300452060 dated 29 September 2006 and the latest (the 22nd) amended Enterprise registration Certificate dated 4 October 2023 to update the charter capital after completing the issuance of shares for dividend paid.

The Parent Company's shares were officially listed on Ho Chi Minh City Stock Exchange (“HOSE”) on 12 September 2007 with stock symbol “PET” pursuant to Decision No. 94/QĐ-SGDHCM issued by the General Director of the HOSE on 13 August 2007.

The shareholders of the Parent Company and its subsidiaries (together, “the Corporation”) are companies and individuals doing business and working in Vietnam. Details of the percentage of capital contribution are presented in Note 24.

The Parent Company and its subsidiaries's (together, “the Corporation”) business activities are providing services and trading of commodity.

The principal activities of the Corporation include:

- Trading plastic resins, textile fibers;
- Sale of supplies, office equipment, audio-visual equipment;
- Support and management services and human resources services;
- Lease of warehouse, workshops, premises and office;
- Real estate development trading and management;
- Trading fertilizers, pesticides and chemicals used in agricultural industry;
- Wholesale of computers and equipment;
- Trading of telecommunication equipment;
- Supply of specialised materials and equipment in oil and gas industry;
- Heavy transportation and lifting services;
- Catering services and commodities for oil and gas industry;
- LPG trading and distributing, gas filling;
- Real estate trading and management; and
- Property management (offices, hotels, residential, projects etc.).

The normal business cycle of the Corporation is within 12 months.

As at 31 December 2024, the Corporation had 3,068 employees (as at 31 December 2023: 2,913 employees).

As at 31 December 2024, the Parent Company had 11 direct subsidiaries, 3 indirect subsidiaries, 3 direct associates, 1 indirect associates and 1 dependent accounting unit that does not have legal status (as at 31 December 2023, the Parent Company had 11 direct subsidiaries, 3 indirect subsidiaries, 3 direct associates, 2 indirect associates and 1 dependent accounting unit that does not have legal status). Details are as follows:


Nguyen Minh Tan
Preparer


Tran Quang Huy
Chief Accountant


Phung Tuan Ha
Chairman
15 March 2025

The notes on pages 10 to 58 are an integral part of these consolidated financial statements.

1. GENERAL INFORMATION (continued)

Name	Principal activities	Place of incorporation and operation	31.12.2024		31.12.2023	
			% of ownership	% of voting rights	% of ownership	% of voting rights
I - Direct subsidiaries						
Petroleum General Distribution Services Joint Stock Company ("PSD")	Distribution of telecommunication and electronic equipment	Ho Chi Minh City	76.93	76.93	76.93	76.93
Mien Trung Petroleum Services and Trading Joint Stock Company ("PSMT")	Trading and rendering of services	Quang Ngai Province	99.79	99.79	99.79	99.79
Petrosetco Assets Management Joint Stock Company ("PSA")	Operating in property management and services	Ha Noi City	71.46	71.46	71.46	71.46
Petrosetco Vung Tau General Services Joint Stock Company ("PSV")	Rendering of services	Ba Ria – Vung Tau Province	70	70	70	70
Petroleum Offshore Trading and Services Joint Stock Company ("POTS")	Trading and rendering of services	Ho Chi Minh City	60	60	60	60
Smart Convergence Joint Stock Company ("Smartcom")	Distributing equipment, electronic, components, peripheral devices and software	Ho Chi Minh City	55	55	55	55
Petrosetco One Member Company Limited (previously Petrosetco SSG Company Limited ("PSSSG")) (i)	Real estate business	Ho Chi Minh City	100	100	21.46	51
Petroleum Retail Services Joint Stock Company ("PSR")	Retail of mobile phones	Ho Chi Minh City	72.75	75	72.75	75
Viet Nam Petroleum Logistics Service Joint Stock Company ("PSL") (ii)	Transportation support service	Ho Chi Minh City	44	66.67	44	66.67
Petroleum High Technology Products Distribution Joint Stock Company ("PHTD")	Distributing equipment, electronic components, and peripheral devices	Ho Chi Minh City	51	51	51	51
Petroleum Saigon General Services Company Limited ("PSG") (iii)	Stopped operations and on liquidation process	Ho Chi Minh City	100	100	100	100

1. GENERAL INFORMATION (continued)

			31.12.2024		31.12.2023	
Name	Principal activities	Place of incorporation and operation	% of ownership	% of voting rights	% of ownership	% of voting rights
II – Indirect subsidiaries						
Binh Minh Electronics Refrigeration Joint Stock Company (“Binh Minh”)	Trading of electronic devices, refrigeration appliances and electronic household appliances	Ho Chi Minh City	71.16	92.5	71.16	92.5
Nha Trang Petroleum Services Trading Company Limited (“Nha Trang PST”)	Wholesale of solid, liquid and gaseous fuels and related products	Khanh Hoa Province	99.79	100	99.79	100
An Lac Nhon Trach Single-member Limited Liability Company (“An Lac Nhon Trach”)	Packing service for paper products	Dong Nai province	76.93	100	76.93	100
III – Direct associates						
Petro Tower Limited Company	Office for lease	Ba Ria - Vung Tau Province	24	24	24	24
Vinh Hoa Emerald Bay International Hospitality Company Limited	Hospitality service	Phu Yen Province	20	20	20	20
PEDACO Green Environment Joint Stock Company (“Pedaco”)	Wastage treatment	Binh Thuan province	48.5	48.5	48.5	48.5
IV – Indirect associates						
Vietecom Digital Trade and Investment Joint Stock Company (“Vietecom”) (iv)	Trading of electronic components, information technology, technology transfer services and delivery services	Ha Noi City	15.39	20	15.39	20
Petro Environmental and Energy Services Joint Stock Company (“Petro”) (v)	Manufacturing electricity	Ho Chi Minh City	-	-	27	45
V – The dependent accounting unit that does not have legal status						
Petroleum Industrial Material Distribution branch (“PIMD”)	Trading solid, liquid, gas fuels and related products	Ho Chi Minh City	100	100	100	100

- (i) As at 15 August 2024, the Corporation acquired the entire capital contribution and increased its ownership in Petrosetco SSG Company Limited to 100%. Subsequently, Petrosetco SSG Company Limited was renamed to Petrosetco One Member Company Limited.
- (ii) As at 31 December 2024 and as at 31 December 2023, although the Corporation's ownership in PSL was only 44%, the Corporation had the authority to exercise its power over the financial and operational policies of PSL through its 2/3 representatives in the Board of Directors of PSL. Therefore, the Corporation controlled PSL and PSL was classified and presented as a subsidiary of the Corporation for the consolidation reporting purpose.
- (iii) As at 31 December 2024 and as at 31 December 2023, PSG is under tax finalisation with the tax authorities for the dissolution purpose.
- (iv) As at 31 December 2024 and as at 31 December 2023, Vietecom Digital Trading and Investment Joint Stock Company is in the process of carrying out dissolution procedures.
- (v) According to Announcement No. 452310/24 dated 22 July 2024, from the Department of Planning and Investment of Ho Chi Minh City, Petro has completed the dissolution procedures. As at 31 December 2024, the Corporation has recovered all capital and related interests from Petro.

Form B 09 – DN/HN

Form B 09 – DN/HN

2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

2.1 Basis of preparation of consolidated financial statements

This consolidated financial statements have been prepared in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and applicable regulations on preparation and presentation of consolidated financial statements. The consolidated financial statements have been prepared under the historical cost convention except for investments in associates and joint ventures, and business combinations as presented in Note 2.5.

The accompanying consolidated financial statements are not intended to present the financial position and financial performance and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than Vietnam's. The accounting principles and practices utilised in Vietnam may differ from those generally accepted in countries and jurisdictions other than Vietnam.

The consolidated financial statements in the Vietnamese language are the official statutory consolidated financial statements of the Corporation. The consolidated financial statements in the English language have been translated from the Vietnamese version.

2.2 Fiscal year

The Corporation's fiscal year is from 1 January to 31 December.

2.3 Currency

The consolidated financial statements are measured and presented in the Vietnamese Dong ("VND"), which is the Corporation's accounting currency.

2.4 Exchange rates

Transactions arising in foreign currencies are translated at exchange rates prevailing at the transaction dates. Foreign exchange differences arising from these transactions are recognised in the consolidated income statement.

Monetary assets and liabilities denominated in foreign currencies at the consolidated balance sheet date are respectively translated at the buying and selling exchange rates at the consolidated balance sheet date of the commercial banks with which the Corporation regularly transacts. Foreign currencies deposited in banks at the consolidated balance sheet date are translated at the buying exchange rate of the commercial banks where the Corporation opens its foreign currency accounts. Foreign exchange differences arising from these translations are recognised in the consolidated income statement.

2.5 Basis of consolidation

Subsidiaries

Subsidiaries are all entities over which the Corporation has the power to govern the financial and operating policies in order to gain future benefits from their activities generally accompanying a shareholding of more than one half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Corporation controls another entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Corporation. They are de-consolidated from the date that control ceases.

The purchase method of accounting is used to account for the acquisition of subsidiaries by the Corporation. The cost of an acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange, plus costs directly attributable to the acquisition. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any non-controlling interest. The excess of the cost of acquisition over the fair value of the Corporation's share of the identifiable net assets acquired is recorded as goodwill. If the cost of acquisition is less than the fair value of the net assets of the subsidiary acquired, the difference is recognised directly in the consolidated income statement.

In a multi-phase acquisition, when determining goodwill or bargain purchase, the consideration is the sum of the total consideration on the date of acquiring control and previous considerations remeasured to fair value on the date of control acquisition.

Inter-company transactions, balances and unrealised gains and losses on transactions between Corporation companies are eliminated.

Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Corporation.

The financial statements of the subsidiaries are prepared for the same accounting period of the Corporation for the consolidation purpose. If there are differences in end dates, the gap must not exceed 3 months. Adjustments are made to reflect impacts of significant transactions and events occurring between the end dates of the subsidiaries' accounting period and that of the Corporation's. The length of the reporting period and differences in reporting date must be consistent between years.

Non-controlling transactions and interests

The Corporation applies a policy of treating transactions with non-controlling interests ("NCI") as transactions with parties external to the Corporation.

NCI are measured at their proportionate share of the acquiree's identifiable net assets at date of acquisition.

Transactions leading to the change in the Group's ownership interest that does not result in a loss of control is accounted for as a transaction with owners. The difference between the change in the Group's share of net assets of the subsidiary and any consideration paid or received from divestment of the Group's interest in the subsidiary is recorded directly in the undistributed earnings under equity.

Transactions leading to the change in the Group's ownership interest that results in a loss of control, the difference between the Group's share in the net assets of the subsidiary and the net proceeds from divestment is recognised in the consolidated income statement. The retained interest in the entity will be accounted for as either an investment in another entity or an investment to be accounted for as equity since the divestment date.

Form B 09 – DN/HN

Associates

Associates are investments that the Corporation has significant influence but not control over and the Corporation would generally have from 20% to less than 50% of the voting rights of the investee. Investments in associates are accounted for using the equity method of accounting and are initially recognised at cost. The Corporation's investment in associates includes goodwill identified on acquisition, net of any accumulated impairment loss.

The Corporation's share of the post-acquisition profits or losses of its associates is recognised in the consolidated income statement. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Group's share of losses in a associate equals or exceeds its interest in associate, the Group does not recognise further losses, unless it has incurred obligations or made payments on behalf of the associate.

Accounting policies of and associates have been changed where necessary to ensure consistency with the policies adopted by the Corporation.

Unrealised gains and losses on transactions between the Corporation and its associates are eliminated to the extent of the Corporation's interest in the associates.

2.6 Goodwill

Goodwill represents the excess of the cost of an acquisition over the fair value of the Corporation's share of the net identifiable assets of the acquired subsidiary or associate at the date of acquisition. Goodwill on acquisitions of subsidiaries is recognised as an asset and is amortised on a straight-line basis over its estimated period of benefit but not exceeding a period of 10 years.

Goodwill on acquisitions of investments in associates is included in the carrying amount of the investments at the date of acquisition. The Corporation does not amortise this goodwill.

On disposal of the investments in subsidiaries or associates, the attributable amount of unamortised goodwill is included in the determination of the profit or loss on the disposal.

Goodwill is carried at cost less accumulated amortisation and is tested annually for impairment. If there is evidence that the impairment during the year is higher than the annual goodwill charge, the Corporation records the impairment immediately in the accounting period.

2.7 Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, cash at banks, and other short-term investments with an original maturity of three months or less.

Form B 09 – DN/HN

2.8 Receivables

Receivables represent trade receivables from customers arising from sales of goods and rendering of services or non-trade receivables from others and are stated at cost. Provision for doubtful debts is made for each outstanding amount based on overdue days in payment according to the initial payment commitment (exclusive of the payment rescheduling between parties), or based on the estimated loss that may arise. The difference between the provision of this year and the provision of the previous year is recognised as an increase or decrease of general and administrative expenses in the year. Bad debts are written off when identified as uncollectible.

Receivables are classified into short-term and long-term receivables on the consolidated balance sheet based on the remaining period from the consolidated balance sheet date to the maturity date.

2.9 Inventories

Inventories are stated at the lower of cost and net realisable value. Cost is determined by the weighted average method and includes all costs of purchase and other directly-related costs incurred in bringing the inventories to their present location and condition. Net realisable value is the estimated selling price in the normal course of business, less the estimated costs of completion and selling expenses.

The Corporation applies the perpetual system for inventories.

Provision is made, when necessary, for obsolete, slow-moving and defective inventory items. The difference between the provision of this year and the provision of the previous year is recognised as an increase or decrease of cost of goods sold in the year.

2.10 Investments

(a) Trading securities

Trading securities are securities which are held for trading to earn profits.

Trading securities are initially recorded at historical cost including cost of acquisition and any expenditure that is directly attributable to the acquisition. Subsequently, the chairman reviews all outstanding investments to determine the amount of provision to recognise at the year end. The provision for diminution in value of trading securities is made when their carrying value is higher than their market value. Changes in the provision balance during the fiscal year are recorded as an increase or decrease in financial expenses. A reversal, if any, is made only to the extent the investment is restored to its original cost.

The Corporation recognises trading securities when it has ownership of the assets, specifically as follows: listed securities are recorded at the time of orders matching.

Profit or loss from liquidation or disposal of trading securities is recognised in the consolidated income statement. The costs of trading securities disposed of are determined by using the moving weighted average method.

(b) Investments held-to-maturity

Investments held-to-maturity are investments which the Corporation has a positive intention and ability to hold until maturity.

Investments held-to-maturity include term deposits. Those investments are initially accounted for at cost. Subsequently, the Chairman reviews all outstanding investments to determine the amount of provision to recognise at the year end.

Provision for diminution in value of investments held to maturity is made when there is evidence that the investment is uncollectible in whole or in part. Changes in the provision balance during the fiscal year are recorded as an increase or decrease in financial expenses. A reversal, if any, is made only to the extent the investment is restored to its original cost.

Form B 09 – DN/HN

Form B 09 – DN/HN

(c) *Investments in other entities*

Investments in other entities are investments in equity instruments of other entities without controlling rights or co-controlling rights, or without significant influence over the investee. These investments are accounted for initially at cost. Subsequently, the Chairman reviews all outstanding investments to determine the amount of provision to recognise at the year end.

Provision for investments in other entities is made when there is a diminution in value of the investments at the year end. It is calculated based on market value if market value can be determined reliably. If market value cannot be determined reliably, the provision for investments in other entities is calculated based on the loss of investees.

Changes in the provision balance during the fiscal year are recorded as an increase or decrease in financial expenses. A reversal, if any, is made only to the extent the investment is restored to its original cost.

2.11 Fixed assets

Tangible and intangible fixed assets

Fixed assets are stated at historical cost less accumulated depreciation or amortisation. Historical cost includes any expenditure that is directly attributable to the acquisition of the fixed assets bringing them to suitable conditions for their intended use. Expenditure which is incurred subsequently and has resulted in an increase in the future economic benefits expected to be obtained from the use of fixed assets, can be capitalised as an additional historical cost. Otherwise, such expenditure is charged to the consolidated income statement when incurred in the year.

Depreciation and amortisation

Fixed assets are depreciated and amortised using the straight-line basis so as to write off the depreciable amount of the fixed assets over their estimated useful lives. Depreciable amount equals to the historical cost of fixed assets recorded in the financial statements minus (-) the estimated disposal value of such assets. The principal annual rates of each asset class are as follows:

<i>Buildings and structures</i>	2% - 20%
<i>Machinery and equipment</i>	5% - 50%
<i>Motor vehicles</i>	10% - 17%
<i>Office equipment</i>	20% - 33%
<i>Land use rights</i>	2% - 3%
<i>Software</i>	33%

Land use rights comprise of land use rights granted by the State for which land use fees are collected, land use rights acquired in a legitimate transfer, and prepaid land use rights obtained under land rental contracts which are effective before the effective date of land law 2003 (ie. 1 July 2004) and which land use right certificates are granted.

Definite land use rights are stated at costs less accumulated amortisation. Costs of land use rights consist of its purchased prices and any directly attributable costs in obtaining the land use rights. Land use rights are amortised using the straight-line basis over the terms of the land use right certificates.

Indefinite land use rights are stated at costs and not amortised.

Disposals

Gains or losses on disposals are determined by comparing net disposal proceeds with the carrying amount of the fixed assets and are recognised as income or expense in the consolidated income statement.

Construction in progress

Construction in progress represents the cost of assets in the course of installation or construction for production, rental or administrative purposes, or for purposes not yet determined, which are recorded at cost and are comprised of such necessary costs to construct, repair and maintain, upgrade, renew or equip the projects with technologies as construction costs; costs of tools and equipment; compensation and resettlement costs; project management expenditure; construction consulting expenditure; and capitalised borrowing costs for qualifying assets in accordance with the Corporation's accounting policies. Depreciation of these assets, on the same basis as other fixed assets, commences when they are ready for their intended use.

2.12 Operating leases

Leases where a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases are charged to the consolidated income statement on a straight-line basis over the term of the lease.

2.13 Investment properties

The historical cost of an investment property represents the amount of cash or cash equivalents paid or the fair value of other consideration given to acquire the investment property at the time of its acquisition or completion of construction. Expenditure incurred subsequently which has resulted in an increase in the expected future economic benefits from the use of investment properties can be capitalised as an additional historical cost. Otherwise, such expenditure is charged to the consolidated income statement when incurred in the year.

Depreciation and amortisation

Investment properties held for lease are depreciated on straight-line basis to write off the depreciable amount of the assets over their estimated useful lives. Depreciable amount equals to the historical cost of assets recorded in the financial statements minus (-) the estimated disposal value of such assets. The principal annual rates of each asset class are as follows:

Plant and buildings	3% - 33%
---------------------	----------

Disposals

Gains or losses on disposals are determined by comparing net disposal proceeds with the carrying amount of investment properties and are recognised as income or expense in the consolidated income statement.

2.14 Prepaid expenses

Form B 09 – DN/HN

Prepaid expenses include short-term and long-term prepayments on the consolidated balance sheet. Short-term prepaid expenses reflect prepayments for services; or tools that do not meet the recognition criteria for fixed assets; ... for a period not exceeding 12 months or a business cycle from the date of prepayments. Long-term prepaid expenses reflect prepayments for services; or tools that do not meet the recognition criteria for fixed assets; ... for a period exceeding 12 months or more than one business cycle from the date of prepayments. Prepaid expenses are recorded at historical cost and allocated on a straight-line basis over their estimated useful lives.

Prepayments for land rental contracts which are not recorded as intangible assets as described in Note 2.11 are recorded as prepaid expenses and allocated using the straight-line basis over the prepaid lease term.

2.15 Payables

Classifications of payables are based on their nature as follows:

- Trade accounts payable are trade payables arising from purchase of goods and services; and
- Other payables are non-trade payables and payables not relating to purchases of goods and services.

Payables are classified into short-term and long-term payables on the consolidated balance sheet based on the remaining period from the consolidated balance sheet date to the maturity date.

2.16 Borrowings

Borrowings include borrowings from banks and other financial institutions.

Borrowings are classified into short-term and long-term borrowings on the consolidated balance sheet based on their remaining terms from the consolidated balance sheet date to the maturity date.

Borrowing costs are recognised in the consolidated income statement when incurred.

2.17 Accrued expenses

Accrued expenses include liabilities for goods and services received in the year but not yet paid due to pending invoices or insufficient records and documents. Accrued expenses are recorded as expenses in the reporting year.

2.18 Provisions

Provisions are recognised when the Corporation has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation and the amount has been reliably estimated. Provision is not recognised for future operating losses.

Provisions are measured at the expenditures expected to be required to settle the obligation. If the time value of money is material, provision will be measured at the present value using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to passage of time is recognised as a financial expense. Changes in the provision balance during the fiscal year are recorded as an increase or decrease in operating expenses.

2.19 Provision for severance allowances

Form B 09 – DN/HN

In accordance with Vietnamese labour laws, employees of the Corporation who have worked regularly for full 12 months or longer are entitled to a severance allowance. The working period used for the calculation of severance allowance is the period during which the employee actually works for the Corporation less the period during which the employee participates in the unemployment insurance scheme in accordance with the labour regulations and the working period for which the employee has received severance allowance from the Corporation.

The severance allowance is accrued at the end of the reporting year on the basis that each employee is entitled to half of an average monthly salary for each working year. The average monthly salary used for calculating the severance allowance is the employee contract's average salary for the six-month period prior to the consolidated balance sheet date.

This allowance will be paid as a lump sum when employees terminate their labour contracts in accordance with current regulations.

2.20 Unearned revenue

Unearned revenue mainly comprises the amounts that customers have paid in advance for one or many accounting periods for asset leases. The Corporation records unearned revenue for the future obligations that the Corporation has to fulfill. Unearned revenue is recognised as revenue in the consolidated income statement to the extent that recognition criteria have been met.

2.21 Capital and reserves

(a) Owners' capital

Owners' capital is recorded according to the actual amounts contributed at the par value of the share.

(b) Share premium

Share premium is the difference between the par value and the issue price of shares and the difference between the repurchase price and re-issuing price of treasury shares.

(c) Owners' other capital

Owners' other capital reflects other capital of owners at the reporting date.

(d) Treasury shares

Treasury shares brought before the effective date of the Securities Law (ie. 1 January 2021) are shares issued by the Company and bought back by itself, but these are not cancelled and may be re-issued subsequently in accordance with the Law on Securities.

Treasury shares brought after 1 January 2021 will be cancelled and adjusted to reduce equity.

(e) Undistributed earnings

Undistributed earnings record the Corporation's consolidated results after CIT at the reporting date.

2.22 Appropriation of profit

Form B 09 – DN/HN

The Corporation's dividends are recognised as a liability in the consolidated financial statements in the year in which the dividends are approved by the General Meeting of shareholders.

Net profit after CIT could be distributed to shareholders after approval at a General Meeting of shareholders, and after appropriation to other funds in accordance with the Corporation's charter and Vietnamese regulations.

The Corporation's funds are as below:

(a) Investment and development fund

The investment and development fund is appropriated from net profit after CIT of the Corporation and approved by shareholders in the Annual General Meeting of Shareholders. This fund is used for expanding and developing the business of the Corporation.

(b) Bonus and welfare fund

The bonus and welfare fund is appropriated from the Corporation's net profit after CIT and subject to shareholders' approval in the Annual General Meeting of Shareholders. This fund is presented as a liability on the consolidated balance sheet. This fund is used for rewarding and encouraging, enhancing the physical and mental well-being of the employees.

2.23 Revenue recognition

(a) Revenue from sales of goods

Revenue from sale of goods is recognised in the consolidated income statement when all five (5) following conditions are satisfied:

- The Corporation has transferred to the buyer the significant risks and rewards of ownership of the goods;
- The Corporation retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold;
- The amount of revenue can be measured reliably;
- It is probable that the economic benefits associated with the transaction will flow to the Corporation; and
- The costs incurred or to be incurred in respect of the transaction can be measured reliably.

No revenue is recognised if there are significant uncertainties regarding recovery of the consideration due or the possible return of goods.

Revenue is recognised in accordance with the "substance over form" principle and allocated to each sale obligation. If the Corporation gives promotional goods to customers associated with their purchases, the Corporation allocates the total considerations received between goods sold and promotional goods. The cost of promotional goods is recognised as the cost of goods sold in the consolidated income statement.

(b) Revenue from rendering of services

Revenue from rendering of services is recognised in the consolidated income statement when the services are rendered, by reference to completion of the specific transaction assessed on the basis of the actual service provided as a proportion of the total services to be provided.

Revenue from the rendering of services is only recognised when all four (4) of the following conditions are satisfied:

- The amount of revenue can be measured reliably;
- It is probable that the economic benefits associated with the transaction will flow to the Corporation;
- The percentage of completion of the transaction at the consolidated balance sheet date can be measured reliably; and
- The costs incurred for the transaction and the costs to complete the transaction can be measured reliably.

Form B 09 – DN/HN

(c) Interest income

Interest income is recognized in the consolidated income statement on the basis of the actual time and interest rates for each period when both (2) of the following conditions are satisfied:

- It is probable that economic benefits associated with the transaction will flow to the Company; and
- Income can be measured reliably.

(d) Dividends and distributable profits income

Income from dividends and distributable profits is recognised when both (2) of the following conditions are satisfied:

- It is probable that economic benefits associated with the transaction will flow to the Company; and
- Income can be measured reliably.

Income from dividends and distributable profits is recognised when the Company has established receiving rights from investees.

(e) Allocation of gas cylinders deposits

Gas cylinders deposits received from customers are allocated into the consolidated income statement on a straight-line basis over 10 years, which is in line with allocation of the long-term prepayments of gas cylinders (Note 2.14), following Circular No. 118/2010/TT-BTC dated 10 August 2010 issued by the Ministry of Finance – Guidance on the financial and taxation regimes to entities trading liquefied petroleum gas.

2.24 Sales deductions

Sales deductions include trade discounts, sales returns and allowances. Sales deductions incurred in the same year of the related revenue from sales of products, goods and rendering of services are recorded as a deduction from the revenue of that year.

Sales deductions for sales of products, goods or rendering of services which are sold/rendered in the year but are incurred after the consolidated balance sheet date but before the issuance of the consolidated financial statements are recorded as a deduction from the revenue of the year.

2.25 Cost of goods sold and services rendered

Cost of goods sold and services rendered are the cost of finished goods, merchandise, sold or services rendered during the year and recorded on the basis of matching with revenue and on a prudent basis.

2.26 Financial expenses

Financial expenses are expenses incurred in the year for financial activities including expenses or losses relating to financial investment activities; expenses of borrowing; losses from trading of securities; losses from foreign exchange differences and payment discounts.

2.27 Selling expenses

Selling expenses represent expenses that are incurred in the process of selling products, goods, and providing services

2.28 General and administration expenses

General and administrative expenses represent expenses that are incurred for administrative purposes.

2.29 Current and deferred income tax

Form B 09 – DN/HN

Income tax includes all income tax which is based on taxable profits. Income tax expense comprises current tax expense and deferred tax expense.

Current income tax is the amount of income tax payable or recoverable in respect of the current year taxable profits at the current year tax rates. Current and deferred income tax are recognised as an income or an expense and included in the profit or loss of the year, except to the extent that the income tax arises from a transaction or event which is recognised, in the same or a different year, directly in equity.

Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. Deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of occurrence affects neither the accounting nor the taxable profit or loss. Deferred income tax is determined at the tax rates that are expected to apply to the financial year when the asset is realised or the liability is settled, based on tax rates that have been enacted or substantively enacted by the consolidated balance sheet date.

Deferred income tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

2.30 Related parties

Enterprises and individuals that directly, or indirectly through one or more intermediaries, control, or are controlled by, or are under common control with, the Corporation, including holding companies, subsidiaries and fellow subsidiaries are related parties of the Corporation. Associates and individuals owning, directly or indirectly, an interest in the voting power of the Corporation that gives them significant influence over the Corporation, key management personnel, including Chairman and members of the Board of Directors, the Board of Management of the Corporation and close members of the family of these individuals and companies associated with these individuals also constitute related parties.

In considering its relationships with each related party, the Corporation considers the substance of the relationships, not merely the legal form.

2.31 Segment reporting

A segment is a component which can be separated by the Corporation engaged in sales of goods or rendering of services ("business segment"), or sales of goods or rendering of services within a particular economic environment ("geographical segment"). Each segment is subject to risks and returns that are different from those of other segments. A reportable segment is the Corporation's business segment.

Segment information is prepared and presented in accordance with the accounting policies applicable to the preparation and presentation of the consolidated financial statements of the Corporation for the purpose of enabling users of the at the end of the year to understand and evaluate the operation of the Corporation in a comprehensive manner.

2.32 Critical accounting estimates

The preparation of consolidated financial statements in accordance with Vietnamese Accounting Standards, the Vietnamese Corporate Accounting System and applicable regulations on preparation and presentation of consolidated financial statements requires the Chairman to make estimates and assumptions that affect the reported amounts of assets, liabilities and disclosures of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the financial year.

Such estimates and assumptions are continually evaluated. They are based on historical experiences and other factors, including expectations of future events that may have a financial impact on the Corporation and that are assessed by the Chairman to be reasonable under the circumstances.

3 CASH AND CASH EQUIVALENTS

Form B 09 – DN/HN

	2024	2023
	VND	VND
Cash on hand	10,715,070,474	11,115,633,559
Cash at banks	986,898,155,360	940,704,676,208
Cash equivalents (*)	768,396,482,950	120,565,747,000
	<u>1,766,009,708,784</u>	<u>1,072,386,056,767</u>

(*) As at 31 December 2024, cash equivalents are deposits in Vietnam Dong with original terms not exceeding 3 months at commercial banks and earning interest rate from 1.8% per annum to 4.8% per annum (as of 31 December 2023: from 2.7% per annum to 7.1% per annum).

4 INVESTMENTS

(a) Trading securities

	2024			2023		
	Cost	Fair value	Provision	Cost	Fair value	Provision
	VND	VND	VND	VND	VND	VND
Listed shares						
Vietnam Electrical Equipment Joint Stock Corporation ("GEX")	41,535,177,383	40,950,400,000	(584,777,383)	-	-	-
VIX Securities Joint Stock Company ("VIX")	9,157,334,507	8,943,800,021	(213,534,486)	-	-	-
Vietnam Commercial Joint Stock Export Import Bank ("EIB")	8,471,075,643	8,524,327,500	-	-	-	-
Others	7,195,635,519	7,004,881,519	(190,754,000)	3,926,238,120	3,677,685,022	(248,553,098)
	<u>66,359,223,052</u>	<u>65,423,409,040</u>	<u>(989,065,869)</u>	<u>3,926,238,120</u>	<u>3,677,685,022</u>	<u>(248,553,098)</u>

(*) As at 31 December 2024 and 31 December 2023, the fair value was determined based on the closing price of listed shares on the Ho Chi Minh and Ha Noi Stock Exchanges of the nearest date from the consolidated balance sheet date and quantity of shares held by the Corporation.

Form B 09 – DN/HN

Form B 09 – DN/HN

(b) Investments held-to-maturity

i. Short-term

As at 31 December 2024, the balance represents term deposits represented bank deposits in VND with original terms exceeding 3 months but the remaining maturity not exceeding 12 months, earning interest from 1.9% per annum to 7.6% per annum (as at 31 December 2023: from 1.0% per annum to 8.6% per annum).

As at 31 December 2024, there was no term deposit used as collateral for loans (as at 31 December 2023: VND 38.9 billion).

ii. Long-term

As at 31 December 2024, the balance represents the value of deposits in Vietnam Dong with remaining terms of more than 12 months at commercial banks and earning an average interest rate of 4.2% per annum to 6.4% per annum (as of 31 December 2023: from 4.7% per annum to 7.0% per annum).

(c) Long-term investments

(i) Investments in associates

Details of investments in associates are presented as follows:

	2024				2023			
	Cost VND	Book value VND	Fair value VND	Provision VND	Cost VND	Book value VND	Fair value VND	Provision VND
Petro Tower Limited Company	14,359,957,249	4,144,243,508	(*)	-	14,359,957,249	13,606,119,708	(*)	-
Vietecom Digital Trade and Investment Joint Stock Company	853,268,080	-	(*)	-	853,268,080	-	(*)	-
Vinh Hoa Emerald Bay International Hospitality Company Limited	16,000,000,000	16,000,000,000	(*)	-	16,000,000,000	16,000,000,000	(*)	-
Petro Environmental and Energy Services Joint Stock Company	-	-	(*)	-	9,000,000,000	9,000,000,000	(*)	-
PEDACO Green Environment Joint Stock Company	77,842,500,000	67,260,588,375	(*)	-	77,842,500,000	68,951,315,919	(*)	-
	109,055,725,329	87,404,831,883		-	118,055,725,329	107,557,435,627		-

(*) As at 31 December 2024 and 31 December 2023, the Corporation had not determined the fair value of these investments because they do not have listed prices. The fair value of such investments may be different from their book value.

Movements in investments in associates during the year are as follows:

	2024 VND	2023 VND
Beginning of the year	107,557,435,627	110,915,986,088
Divestment during the year	(9,000,000,000)	-
Losses sharing in associates	(11,152,603,744)	(3,358,550,461)
End of the year	87,404,831,883	107,557,435,627

(ii) Investments in other entities

Details of investments in other entities were presented as follows:

	2024			2023		
	Cost value VND	Fair value VND	Provision VND	Cost value VND	Fair value VND	Provision VND
Petro/Vietnam Central Biofuels Joint Stock Company	2,000,000,000	(*)	(2,000,000,000)	2,000,000,000	(*)	(2,000,000,000)
Vietnam Coopad Co., Ltd	20,160,000,000	(*)	(20,160,000,000)	20,160,000,000	(*)	(20,160,000,000)
Vietnam - Korea Petroleum Industrial Gas Joint Stock Company	305,000,000	(*)	(305,000,000)	305,000,000	(*)	(296,972,632)
	22,465,000,000		(22,465,000,000)	22,465,000,000		(22,456,972,632)

(*) As at 31 December 2024 and 31 December 2023, the Corporation had not determined the fair value of these investments for disclose in the consolidated financial statements because they do not have listed prices. The fair value of such investments may be different from their book value.

Movements in investments in provision for long-term investments during the year were as follows:

	2024 VND	2023 VND
Beginning of the year	22,456,972,632	22,366,834,272
Increase in the year	8,027,368	90,138,360
End of the year	22,465,000,000	22,456,972,632

5 SHORT-TERM TRADE ACCOUNTS RECEIVABLE

Form B 09 – DN/HN

	2024 VND	2023 VND
Third parties	2,179,813,715,761	2,189,216,914,588
Related parties (Note 38(b))	266,388,309,781	204,029,127,120
	<u>2,446,202,025,542</u>	<u>2,393,246,041,708</u>

As at 31 December 2024 and 31 December 2023, there were no third-party customers who had a balance accounting for 10% or more of the total balance of short-term trade accounts receivable.

As at 31 December 2024 and 31 December 2023, the balances of short-term trade accounts receivable which were past due were reviewed and made provision for doubtful debts as presented in Note 8.

6 SHORT-TERM PREPAYMENTS TO SUPPLI-

	2024 VND	2023 VND
Golden Oil Viet Nam Joint Stock Company	49,589,118,000	-
Global Consulting and Mechanical Services LLC	-	44,896,370,057
Others	30,348,233,225	66,497,278,070
	<u>79,937,351,225</u>	<u>111,393,648,127</u>

7 OTHER RECEIVABLES

Form B 09 – DN/HN

(a) *Short-term*

	2024 VND	2023 VND
Supporting receivable from suppliers	108,263,258,922	116,214,788,258
Receivables from interest income	49,371,580,418	38,045,201,224
Others	51,343,301,982	55,244,917,490
	<u>208,978,141,322</u>	<u>209,504,906,972</u>
In which:		
Third parties	200,141,724,901	203,319,709,664
Related parties (Note 38(b))	8,836,416,421	6,185,197,308
	<u>208,978,141,322</u>	<u>209,504,906,972</u>

(b) *Long-term*

As at 31 December 2024 and 31 December 2023, the balances of other receivables are long-term deposits.

As at 31 December 2024 and 31 December 2023, the balances of other receivables which were past due were reviewed and made provision for doubtful debts (Note 8).

DOUBTFUL DEBTS – SHORT-TERM

2024				
	Cost VND	Recoverable amount VND	Provision VND	Number of overdue days
Receivables from sales of telecommunications equipment	136,482,661,562	-	(136,482,661,562)	Over 3 years
Receivables from supporting of suppliers	79,849,349,317	-	(79,849,349,317)	Over 3 years
Others	143,221,880,216	11,570,972,374	(131,650,907,842)	Over 6 months
	359,553,891,095	11,570,972,374	(347,982,918,721)	
2023				
	Cost VND	Recoverable amount VND	Provision VND	Number of overdue days
Receivables from sales of telecommunications equipment	136,482,661,562	-	(136,482,661,562)	Over 3 years
Receivables from supporting of suppliers	79,849,349,317	-	(79,849,349,317)	Over 3 years
Others	153,219,215,363	24,415,557,522	(128,803,657,841)	Over 6 months
	369,551,226,242	24,415,557,522	(345,135,668,720)	

9 INVENTORIES

	2024		2023	
	Cost VND	Provision VND	Cost VND	Provision VND
Merchandises	1,240,031,124,147	(10,958,882,899)	1,503,509,787,297	(13,067,969,179)
Goods on consignment	4,066,355,999	-	285,461,187,967	-
Goods in transit	480,516,165,622	-	121,624,868,640	-
Raw materials	2,030,153,187	-	2,540,717,151	-
Tools and supplies	2,398,355,911	-	2,288,469,531	-
			-	
	1,729,042,154,866	(10,958,882,899)	1,915,425,030,586	(13,067,969,179)

10 PREPAID EXPENSES

(a) **Short-term**

		2024	2023
		VND	VND
	Office rental expenses	5,344,252,740	3,719,962,421
	Others	7,810,778,251	11,272,334,415
		<u>13,155,030,991</u>	<u>14,992,296,836</u>

(b) Long-term

		2024	2023
		VND	VND
	Prepaid operating lease	122,467,838,418	125,789,439,269
	Prepaid gas cylinders	54,128,398,316	67,446,565,371
	Others	27,957,038,037	18,174,829,369
		<u>204,553,274,771</u>	<u>211,410,834,009</u>



11 FIXED ASSETS

(a) Tangible fixed assets

	Buildings and structures VND	Machinery and equipment VND	Motor vehicles VND	Office equipment VND	Total VND
Historical cost					
As at 1 January 2024	102,254,786,919	115,515,850,455	155,429,817,403	18,617,142,811	391,817,597,588
New purchases in the year	-	10,913,976,563	24,372,945,851	201,331,818	35,488,254,232
Disposals	(45,313,636)	(270,232,000)	(12,645,580,479)	(634,224,156)	(13,595,350,271)
As at 31 December 2024	102,209,473,283	126,159,595,018	167,157,182,775	18,184,250,473	413,710,501,549
Accumulated depreciation					
As at 1 January 2024	77,028,559,347	89,364,964,330	113,190,606,816	16,142,333,713	295,726,464,206
Charge for the year	3,544,062,695	7,687,494,828	13,335,394,236	1,405,011,314	25,971,963,073
Disposals	(45,313,636)	(140,649,355)	(7,598,305,738)	(618,224,174)	(8,402,492,903)
As at 31 December 2024	80,527,308,406	96,911,809,803	118,927,695,314	16,929,120,853	313,295,934,376
Net book value					
As at 1 January 2024	25,226,227,572	26,150,886,125	42,239,210,587	2,474,809,098	96,091,133,382
As at 31 December 2024	21,682,164,877	29,247,785,215	48,229,487,461	1,255,129,620	100,414,567,173

The historical cost of tangible fixed assets that were fully depreciated but still in use as at 31 December 2024 was VND199 billion (as at 31 December 2023: VND195 billion).

(b) Intangible fixed assets

	Land use rights VND	Software VND	Total VND
Historical cost			
As at 1 January 2024	172,812,781,739	10,983,144,859	183,795,926,598
New purchases in the year	-	792,285,714	792,285,714
As at 31 December 2024	172,812,781,739	11,775,430,573	184,588,212,312
Accumulated amortisation			
As at 1 January 2024	6,971,573,091	6,764,581,256	13,736,154,347
Charge for the year	2,101,854,692	630,685,467	2,732,540,159
As at 31 December 2024	9,073,427,783	7,395,266,723	16,468,694,506
Net book value			
As at 1 January 2024	165,841,208,648	4,218,563,603	170,059,772,251
As at 31 December 2024	163,739,353,956	4,380,163,850	168,119,517,806

The historical cost of intangible fixed assets that were fully depreciated but still in use as at 31 December 2024 was VND6.3 billion (as at 31 December 2023: VND5.7 billion).

Form B 09 – DN/HN

12 INVESTMENT PROPERTIES

	Buildings VND
Historical cost	
As at 1 January 2024 and 31 December 2024	852,074,158,578
Accumulated depreciation	
As at 1 January 2024	298,486,623,215
Charge for the year	39,760,819,512
As at 31 December 2024	338,247,442,727
Net book value	
As at 1 January 2024	553,587,535,363
As at 31 December 2024	513,826,715,851

Investment properties mainly included the buildings and structures related to the living quarters of Nghi Son Refinery and Petrochemical Complex project ("Nghi Son Project"). As at 31 December 2024 and 31 December 2023, all investment properties were pledged as collateral assets for the Corporation's borrowings (Note 21).

For the year ended 31 December 2024, revenue from investment properties was VND94,704,827,689 (for the year ended 31 December 2023: VND94,352,637,622). Direct expenses incurred for investment properties relating to revenue from leasing for the year ended 31 December 2024 were VND21,425,812,107 (for the year ended 31 December 2023: VND20,743,577,457).

The Corporation was unable to collect sufficient information of similar properties as a basis for fair value comparison, therefore fair value of the investment properties as at 31 December 2024 has not been disclosed in the consolidated financial statements. However, base on the revenue of these properties, in the view of the Chairman, the market value of these properties is higher than the net book values at the consolidated balance sheet date.

Form B 09 – DN/HN

13 CONSTRUCTION IN PROGRESS

	2024 VND	2023 VND
Cape Pearl Project	37,509,649,278	37,509,649,278
Others	-	1,015,932,906
	<u>37,509,649,278</u>	<u>38,525,582,184</u>

14 GOODWILL

	2024 VND
Historical cost	
As at 1 January 2024 and as at 31 December 2024	19,125,000,000
Accumulated depreciation	
As at 1 January 2024	14,533,852,500
Charge for the year	4,591,147,500
As at 31 December 2024	19,125,000,000
Net book value	
As at 1 January 2024	4,591,147,500
As at 31 December 2024	-

Form B 09 – DN/HN

15 SHORT-TERM TRADE ACCOUNTS PAYABLE

	2024	2023
	VND	VND
Third parties		
Apple Vietnam Limited Liability Company	416,268,267,028	342,844,453,571
VietNam Prosperity Join Stock Commercial Bank (*)	380,000,000,000	-
Others	1,225,948,565,031	972,314,129,517
Related parties (Note 38(b))	198,239,725,804	138,860,601,927
	<u>2,220,456,557,863</u>	<u>1,454,019,185,015</u>

(*) The balance represents the amount payable to the commercial bank which performed payment services via usance letter of credit.

As at 31 December 2024 and 31 December 2023, the Chairman believed that the Corporation was able to fully repay all short-term trade accounts payable as and when they fall due. There was no balance of short-term trade accounts payable which was past due.

16 SHORT-TERM ADVANCES FROM CUSTOMERS

	2024	2023
	VND	VND
Third parties	11,563,043,237	17,199,846,709
Related parties (Note 38(b))	2,823,958,590	330,948,060,498
	<u>14,387,001,827</u>	<u>348,147,907,207</u>

As at 31 December 2024 and 31 December 2023, there was no third-party customer who had a balance accounting for 10% or more of the total balance of short-term advances from customers.

Form B 09 – DN/HN

17 TAXES AND OTHER RECEIVABLES FROM/PAYABLES TO THE STATE

Movements of taxes and other receivables from/payables to the State during the year were as follows:

	As at 1.1.2024 VND	Receivable/ payable VND	Payment VND	Net off/ reclassification VND	As at 31.12.2024 VND
a) VAT to be reclaimed					
VAT to be reclaimed	297,956,703,663	2,432,732,207,523	-	(2,455,238,211,842)	275,450,699,344
b) Receivables					
CIT	4,861,573,751	-	-	598,088,849	5,459,662,600
Others	668,083,242	-	-	(486,990,740)	181,092,502
	<u>5,529,656,993</u>	<u>-</u>	<u>-</u>	<u>111,098,109</u>	<u>5,640,755,102</u>
c) Payables					
CIT	15,904,471,010	60,315,991,055	(60,161,027,850)	598,088,849	16,657,523,064
VAT	11,436,041,667	2,920,833,685,010	(462,433,857,787)	(2,455,238,211,842)	14,597,657,048
Personal income tax	7,922,613,572	63,542,645,832	(62,726,939,198)	-	8,738,320,206
Others	-	51,886,000,873	(51,390,411,861)	(486,990,740)	8,598,272
	<u>35,263,126,249</u>	<u>3,096,578,322,770</u>	<u>(636,712,236,696)</u>	<u>(2,455,127,113,733)</u>	<u>40,002,098,590</u>



Form B 09 – DN/HN

18 PAYABLE TO EMPLOYEES

As at 31 December 2024 and 31 December 2023, the balance represented salaries and bonuses payable to employees of the Corporation.

19 SHORT-TERM ACCRUED EXPENSES

	2024 VND	2023 VND
Accrued interest expense	2,704,223,473	10,335,805,118
Others	24,059,850,025	12,668,862,302
	<u>26,764,073,498</u>	<u>23,004,667,420</u>

20 OTHER PAYABLES

(a) Short-term

	2024 VND	2023 VND
L/C credit accounts payable (*)	-	429,391,533,275
Payable for sales supports	191,837,700,618	138,561,320,785
Dividends payable (Note 26)	12,253,773,248	30,892,088,809
Others	139,325,077,020	124,575,475,544
	<u>343,416,550,886</u>	<u>723,420,418,413</u>
In which:		
Third parties	332,661,760,670	719,435,315,555
Related parties (Note 38(b))	10,754,790,216	3,985,102,858
	<u>343,416,550,886</u>	<u>723,420,418,413</u>

(*) The balance represents the letter of credit payable from entering UPAS Letter Credit services at a commercial bank to pay the supplier within 1 year and bear interest.

Form B 09 – DN/HN

(b) Long-term

	2024 VND	2023 VND
Gas cylinders deposits	16,783,426,570	20,205,679,024
Others	5,451,734,433	16,175,351,721
	<u>22,235,161,003</u>	<u>36,381,030,745</u>
In which:		
Third parties	21,823,921,277	28,348,188,179
Related parties (Note 38(b))	411,239,726	8,032,842,566
	<u>22,235,161,003</u>	<u>36,381,030,745</u>

(a) Short-term

Short-term borrowings represented outstanding bank borrowings and financial institutions. Details were as follows:

Borrowing	Currency	Collateral	2024 VND	2023 VND
Bank loans				
Joint Stock Commercial Bank for Foreign Trade of Vietnam	VND	Unsecured	1,370,281,583,117	1,450,172,305,191
Bank for Investment and Development of Vietnam	VND	Unsecured	1,245,727,130,075	1,626,572,905,517
Vietnam Joint Stock Commercial Bank for Industry and Trade	VND	Unsecured	1,152,308,017,817	433,820,272,887
Military Commercial Joint Stock Bank	VND	Unsecured	185,728,878,083	150,265,182,000
Kasikornbank Public Company Limited	VND	Unsecured	286,254,539,813	184,934,013,000
HSBC Bank Vietnam Limited	VND	Guarantee from Petroleum High Technology	268,081,832,418	197,897,867,804
Vietnam Maritime Commercial Joint Stock Bank	VND	Products Distribution Joint Stock Company	200,000,000,000	-
VietNam Prosperity Join Stock Commercial Bank	VND	Unsecured	120,000,000,000	-
Vietnam International Commercial Joint Stock Bank	VND	Unsecured	140,429,872,000	42,950,358,737
Shinhan Bank (Vietnam) Ltd.,	VND	Note 21(b)	10,870,282,966	65,221,697,808
Standard Chartered (Vietnam) Limited	VND	Unsecured	-	36,690,629,862
Vietnam Export Import Commercial Joint Stock Bank	VND	Unsecured	-	327,401,023,694
			4,979,682,136,289	4,515,926,256,500
VNDIRECT Securities Corporation	VND	Margin trading stock value	692,963,754	-
			4,980,375,100,043	4,515,926,256,500

(*) Borrowings from Shinhan Bank (Vietnam) Ltd., had a credit limit of VND217.8 billion and born interest at the fixed rate of 7.8%. The purpose of borrowings are to finance the construction of Nghi Son Project. The maturity is on 2 February 2025 and the borrowings are secured by assets formed from Nghi Son Project (Note 12), rights arising from land rental contracts, receivables and other rights arising from the lease agreement at Nghi Son Project.

Form B 09 – DN/HN

(a) Short-term (continued)

As at 31 December 2024, guarantee commitments of the Parent Company for its subsidiaries' borrowings with a total amount of VND5,086 billion and USD45.7 million (as at 31 December 2023: VND4,745 billion and USD10 million).

Borrowings from banks were made in the forms of credit limit contracts or letters of credit and were to finance for the working capital of the Corporation's business operations. The interest rates were announced by the banks at drawdown dates or adjusted from time to time which were announced by the banks. Movements of short-term bank borrowings during the year were as follows:

	As at 1.1.2024 VND	Increase VND	Decrease VND	Reclassification VND	As at 31.12.2024 VND
Short-term borrowings	4,450,704,558,692	14,915,211,459,937	(14,396,411,201,552)	-	4,969,504,817,077
Current portion of long-term borrowings	65,221,697,808	-	(65,221,697,808)	10,870,282,966	10,870,282,966
	<u>4,515,926,256,500</u>	<u>14,915,211,459,937</u>	<u>(14,461,632,899,360)</u>	<u>10,870,282,966</u>	<u>4,980,375,100,043</u>

(b) Long-term

	As at 1.1.2024 VND	Increase VND	Decrease VND	Reclassification VND	As at 31.12.2024 VND
Shinhan Bank (Vietnam) Ltd.,	10,870,282,966	-	-	(10,870,282,966)	-



Form B 09 – DN/HN

22 BONUS AND WELFARE FUND

	2024 VND	2023 VND
Beginning of year	24,237,186,427	29,750,568,756
Appropriation from undistributed earnings	10,977,481,194	8,873,465,630
Utilisation	(9,322,826,556)	(14,386,847,959)
End of year	25,891,841,065	24,237,186,427

23 DEFERRED INCOME TAX

Deferred income tax assets and deferred income tax liabilities are offsetting when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes relate to the same tax authority.

(a) Details of deferred income tax assets

	2024 VND	2023 VND
Interest over cap 30% EBITDA not yet utilised	5,752,370	3,412,700,115

According to Decree 132/2020/ND-CP issued by the Government on 5 November 2020, interest expenses exceeding 30% of the total net profit from business activities during the period plus interest expenses after deducting deposit interest and lending interest plus depreciation expenses incurred during the year (EBITDA) will not be deductible when calculating the current business income tax. These excess interest expenses can be carried forward to subsequent tax periods within 5 years to offset taxable income if the total deductible interest expenses of the subsequent tax periods are below the limit specified in this Decree. Details of the excess interest expenses which can be carried forwards to the future periods at the year end are as follows;

Year	Status of tax authorities' review	Excess interest expenses VND	Interest expenses utilised VND	Interest expense to be carried-forward VND
2023	Finalised	8,012,114,620	(7,983,352,770)	28,761,850

Form B 09 – DN/HN

(b) Details of deferred income tax liabilities

	2024 VND	2023 VND
Taxable temporary differences	4,877,193,930	5,227,716,372

Deferred income tax liabilities were mainly arisen from the temporary differences relating provisions made by the Parent Company and its subsidiaries in consolidation.

The Corporation used the tax rate of 20% to determine deferred income tax assets and deferred income tax liabilities.

Deferred income tax assets and deferred income tax liabilities are expected to be recovered within 12 months.

24 OWNERS' CAPITAL**(a) Number of shares**

	2024		2023	
	Ordinary shares	Preference shares	Ordinary shares	Preference shares
Number of shares registered	107,334,831	-	107,334,831	-
Number of shares issued	107,334,831	-	107,334,831	-
Number of shares repurchased	(612,700)	-	(612,700)	-
Number of existing shares in circulation	106,722,131	-	106,722,131	-

(b) Details of owners' shareholding

	2024		2023	
	Ordinary shares	%	Ordinary shares	%
Vietnam Oil and Gas Corporation ("PVN")	24,916,934	23.2%	24,916,934	23.2%
Other shareholders	81,805,197	76.2%	81,805,197	76.2%
Treasury shares	612,700	0.6%	612,700	0.6%
Number of shares issued	107,334,831	100%	107,334,831	100%

(c) Movement of share capital

	Ordinary shares	
	Number of shares	Amount VND
As at 1 January 2023	90,450,124	904,501,240,000
New shares issued	16,884,707	168,847,070,000
As at 31 December 2023	107,334,831	1,073,348,310,000
As at 31 December 2024	107,334,831	1,073,348,310,000

Par value per share: VND10,000.



	Owners' capital VND	Share premium VND	Owners' other capital VND	Treasury shares VND	Investment and development fund VND	Undistributed earnings VND	Total VND	Non-controlling interests VND	Total capital and reserves VND
As at 1 January 2023	904,501,240,000	159,572,337,789	253,823,860,000	(5,427,873,108)	271,777,466,354	350,657,121,022	1,834,904,152,057	127,507,085,461	2,062,411,237,518
Issuance of ordinary shares under ESOP to Employees	-	-	15,750,000,000	-	-	-	15,750,000,000	-	15,750,000,000
Capital increased from bonus issue during the year - Parent	168,847,070,000	-	-	-	-	(168,847,070,000)	-	-	-
Capital increased from bonus issue during the year - Subsidiary	-	-	79,741,676,105	-	-	(103,654,850,000)	(23,913,173,895)	23,913,173,895	-
Net profit for the year	-	-	-	-	-	111,424,903,698	111,424,903,698	27,572,347,621	138,997,251,319
Appropriation to bonus and welfare fund	-	-	-	-	-	(6,733,535,509)	(6,733,535,509)	(2,139,930,121)	(8,873,465,630)
Dividends paid	-	-	-	-	-	-	-	(22,025,255,317)	(22,025,255,317)
Changes in ownership of a controlled subsidiary	-	-	-	-	-	(4,254,732,895)	(4,254,732,895)	4,254,732,895	-
As at 31 December 2023	1,073,348,310,000	159,572,337,789	349,315,536,105	(5,427,873,108)	271,777,466,354	178,591,836,316	2,027,177,613,456	159,082,154,434	2,186,259,767,890
Capital increased from bonus issue during the period (i)	-	-	15,300,000,000	-	-	(15,300,000,000)	-	-	-
Net profit for the year	-	-	-	-	-	149,662,157,637	149,662,157,637	70,215,191,339	219,877,348,976
Appropriation to bonus and welfare fund (ii)	-	-	-	-	-	(7,794,884,305)	(7,794,884,305)	(3,182,596,889)	(10,977,481,194)
Dividends paid (iii)	-	-	-	-	-	-	-	(27,558,074,000)	(27,558,074,000)
Acquisition of additional ownership of a controlled subsidiary	-	-	-	-	-	-	-	(29,207,371,194)	(29,207,371,194)
Utilising the investment and development fund	-	-	-	-	(143,424,536)	-	(143,424,536)	(303,192)	(143,727,728)
As at 31 December 2024	1,073,348,310,000	159,572,337,789	364,615,536,105	(5,427,873,108)	271,634,041,818	305,159,109,648	2,168,901,462,252	169,349,000,498	2,338,250,462,750

25 MOVEMENTS IN OWNERS' EQUITY (continued)

(i) According to Resolution No. 03/NQ-PHTD-ĐHĐCĐ dated 3 April 2024 of the General Meeting of Shareholders of Petroleum High Technology Products Distribution Joint Stock Company ("PHTD"), the General Meeting of Shareholders has approved the increase of PHTD's charter capital by offering shares to existing shareholders from undistributed profits with a total value of VND30 billion.

(ii) During the year, the General Meeting of Shareholders of the Parent Company and its subsidiaries approved decisions for the allocation of the bonus and welfare fund for the year ended 31 December 2024 and the distribution of dividends in cash.

26 DIVIDENDS

	2024 VND	2023 VND
Beginning of year	30,892,088,809	17,378,195,277
Dividends payable during the year (Note 25)	27,558,074,000	22,025,255,317
Dividends paid	(46,196,389,561)	(8,511,361,785)
End of year	12,253,773,248	30,892,088,809

27 BASIC EARNINGS PER SHARE AND DILUTED EARNINGS PER SHARE

(a) Basic earnings per share

Basic earnings per share is calculated by dividing the net profit attributable to shareholders after deducting the bonus and welfare funds and preferred share dividend by the weighted average number of ordinary shares outstanding during the year adjusted for bonus shares issued during the year and excluding treasury shares. The details were as follows:

	2024 VND	2023 VND
		(*)
Net profit attributable to shareholders (VND)	149,662,157,637	111,424,903,698
Less amount allocated to bonus and welfare funds (VND)	(7,794,884,305)	(6,733,535,509)
Net profit for the year attributable to shareholders (VND)	141,867,273,332	104,691,368,189
Weighted average number of ordinary shares in circulation (shares)	106,722,131	106,722,131
Basic earnings per share (VND/share)	1,329	981

(*) Basic earnings per share for the fiscal year ended 31 December 2023 have been recalculated to reflect the actual amount allocated to the bonus and welfare funds used to calculate basic earnings per share for the fiscal year ended 31 December 2023 as below:

Form B 09 – DN/HN

27 BASIC EARNINGS PER SHARE AND DILUTED EARNINGS PER SHARE (continued)

	For the year ended 31.12.2023		
	As previously reported	Adjustments	As restated
Net profit attributable to shareholders (VND)	111,424,903,698	-	111,424,903,698
Actual deduction of bonus and welfare fund (VND)	(3,301,624,050)	(3,431,911,459)	(6,733,535,509)
Net profit attributable to shareholders	108,123,279,648	(3,431,911,459)	104,691,368,189
Weighted average number of ordinary shares in issue (shares)	106,722,131	-	106,722,131
Basic earnings per share (VND)	1,013	(32)	981

(b) Diluted earnings per share

The Parent company had no dilutive potential ordinary shares during the year and up to the date of these consolidated financial statements. Therefore, diluted earnings per share for the year ended 31 December 2024 and 31 December 2023 is equal to basic earnings per share.

28 OFF CONSOLIDATED BALANCE SHEET ITEMS

(a) Foreign currencies

As at 31 December 2024, included in cash and cash equivalents were balances held in foreign currency of USD2,191,307, EUR844 and GBP1,187 (as at 31 December 2023: USD720,639, EUR70 and GBP1,187).

(b) Operating lease assets

The future minimum lease receipts under non-cancellable operating leases were presented in Note 39(ii).

29 NET REVENUE FROM SALES OF GOODS AND RENDERING OF SERVICES

	2024 VND	2023 VND
Revenue		
Revenue from sales of merchandises	17,043,034,274,896	15,434,477,975,467
Revenue from rendering of services	2,329,145,210,748	2,048,291,447,306
	<u>19,372,179,485,644</u>	<u>17,482,769,422,773</u>
Sales deductions		
Trade discounts	(215,292,260,806)	(165,679,655,584)
Sales allowances	(39,080,451,904)	(50,953,696,564)
Sales returns	(74,098,284,899)	(48,344,585,141)
	<u>(328,470,997,609)</u>	<u>(264,977,937,289)</u>
Net revenue		
Net revenue from sales of merchandises	16,714,563,277,287	15,169,500,038,178
Net revenue from rendering of services	2,329,145,210,748	2,048,291,447,306
	<u>19,043,708,488,035</u>	<u>17,217,791,485,484</u>

30 COST OF GOODS SOLD AND SERVICES RENDERED

	2024 VND	2023 VND
Cost of merchandises sold	16,427,982,968,168	15,021,726,186,195
Cost of services rendered	1,727,942,336,956	1,517,032,522,054
Reverval of provision for decline in value of inventories	(2,109,086,280)	(43,303,897,341)
	<u>18,153,816,218,844</u>	<u>16,495,454,810,908</u>

31 FINANCIAL INCOME

	2024 VND	2023 VND
Interest income	140,351,183,350	274,660,003,765
Realised foreign exchange gains	31,911,793,731	18,547,372,381
Others	10,320,967,224	9,362,393,826
	<u>182,583,944,305</u>	<u>302,569,769,972</u>



32 FINANCIAL EXPENSES

Form B 09 – DN/HN

	2024	2023
	VND	VND
Interest expenses	143,846,108,325	309,587,603,886
Realised foreign exchange losses	17,471,467,168	6,217,987,885
Others	9,530,768,421	6,491,005,476
	<u>170,848,343,914</u>	<u>322,296,597,247</u>

33 SELLING EXPENSES

	2024	2023
	VND	VND
Staff costs	127,276,300,134	100,387,099,759
Advertising and marketing	83,826,920,730	50,580,444,682
Outside services expenses	52,360,625,473	42,524,385,620
Transportation	41,967,620,985	29,229,766,659
Rental expenses	21,351,289,895	21,688,272,924
Commission	16,551,788,548	14,257,142,596
Sale support expenses	11,343,727,000	10,703,784,376
Others	52,107,576,741	67,114,263,562
	<u>406,785,849,506</u>	<u>336,485,160,178</u>

34 GENERAL AND ADMINISTRATION EXPENSES

	2024	2023
	VND	VND
Staff costs	105,206,536,285	109,950,242,673
Outside services expenses	31,946,229,440	29,925,510,365
Rental expense	16,362,676,201	17,999,736,847
Depreciation and amortisation	9,921,719,244	8,374,900,033
Provision/(reversal of provision) for doubtful debts	2,847,250,001	(18,863,938,272)
Audit fee	1,460,000,000	1,375,000,000
Others	40,627,942,107	44,937,307,513
	<u>208,372,353,278</u>	<u>193,698,759,159</u>

35 OTHER INCOME AND OTHER EXPENSES

Form B 09 – DN/HN

	2024	2023
	VND	VND
Other income		
Allocation of gas cylinders deposits	4,112,535,707	5,490,733,162
Net gains on disposal of fixed assets	1,322,188,224	-
Others	8,056,725,000	20,605,957,351
	<u>13,491,448,931</u>	<u>26,096,690,513</u>
Other expenses		
Penalties and fines	2,914,357,032	8,238,914,544
Others	2,644,389,616	4,495,131,758
	<u>5,558,746,648</u>	<u>12,734,046,302</u>

36 CORPORATE INCOME TAX ("CIT")

The CIT on the Corporation's accounting profit before tax differs from the theoretical amount that would arise using the applicable tax rate of 20% as follows:

	2024	2023
	VND	VND
Net accounting profit before tax	283,249,765,337	182,430,021,714
Tax calculated at a rate of 20%	56,649,953,067	36,486,004,343
Effect of:		
Income not subject to tax	6,581,552,987	5,962,536,272
Tax losses for which no deferred income tax asset was recognised	140,910,307	984,229,780
CIT charge (*)	<u>63,372,416,361</u>	<u>43,432,770,395</u>
Charged/(credit) to consolidated income statement:		
CIT – current	60,315,991,055	44,917,754,141
CIT – deferred	3,056,425,306	(1,484,983,746)
CIT charge (*)	<u>63,372,416,361</u>	<u>43,432,770,395</u>

(*) The CIT charge for the year is based on estimated taxable profit and is subject to review and possible adjustments by the tax authorities.

Form B 09 – DN/HN

37 COSTS OF OPERATION BY FACTOR

Costs of operation by factor represent all costs incurred during the year from the Corporation's operating activities, excluding cost of merchandise for trading activities. The details are as follows:

	2024	2023
	VND	VND
Staff costs	878,859,535,731	758,183,644,960
Raw materials	802,178,323,852	635,789,160,843
Outside services expenses	84,306,854,913	72,449,895,985
Advertising and marketing	83,826,920,730	50,580,444,682
Depreciation and amortisation	73,056,470,244	69,029,141,208
Transportation	41,967,620,985	29,229,766,659
Provision/(reversal of provision) for doubtful debt	2,847,250,001	(18,863,938,272)
Others	376,458,240,868	452,712,413,844
	2,343,501,217,324	2,049,110,529,909

38 RELATED PARTY DISCLOSURES

The largest shareholder of the Corporation is PVN, who owns 23.2% of share capital of the Corporation (Note 24).

Accordingly, PVN, affiliate companies of PVN, and associates of the Corporation are considered the Corporation's related parties.

Details of the main related parties and relationships are as follows:

Name	Relationship
Vietnam Oil and Gas Corporation	Shareholder
Pedaco Green Environment Joint Stock Company	Associate
Petrochemical and Fertilizer Corporation	Affiliate companies of PVN
Vietsovpetro Joint Venture	Affiliate companies of PVN
Cuu Long Joint Venture Company	Affiliate companies of PVN
Vietnam Gas Corporation - Joint Stock Company	Affiliate companies of PVN
PetroVietnam Technical Services Corporation	Affiliate companies of PVN
Vietnam Oil Corporation - Joint Stock Company	Affiliate companies of PVN
Vietnam Public Commercial Joint Stock Bank	Affiliate companies of PVN
Southern Gas Trading Joint Stock Company	Affiliate companies of PVN
Oil and Gas Works Maintenance - Repair Corporation - Joint Stock Company	Affiliate companies of PVN
	Affiliate companies of PVN

Form B 09 – DN/HN

38 RELATED PARTY DISCLOSURES (continued)

(a) Related party transactions

The primary transactions with related parties incurred in the year are:

	2024	2023
	VND	VND

i) Revenue from sales of goods and rendering of services		
PVN	167,995,766,038	157,920,320,601
Affiliate companies of PVN	2,085,546,984,726	1,587,832,535,061

ii) Purchases of goods and services		
PVN	19,891,316,759	19,721,539,387
Affiliate companies of PVN	1,288,590,731,061	950,114,874,354

iii) Compensation of key management		
Gross salaries and other benefits	4,731,681,818	5,175,753,157

In which:		
Phung Tuan Ha - Chairman	931,500,000	1,051,500,000
Vu Tien Duong - General Director	811,000,000	925,500,000
Ho Minh Viet - Deputy Director	633,590,909	672,500,000
Pham Thi Hong Diep - Deputy Director	717,909,091	717,232,955
Nguyen Duc Minh - Deputy Director	202,090,909	316,272,727
Ho Hoang Nguyen Vu - Deputy Director	332,500,000	211,000,000
Huynh Van Ngan - Deputy Director	31,500,000	31,500,000
Trinh Thanh Can - Member	53,090,909	88,000,000
Nguyen Quy Thinh - Member	53,090,909	88,000,000
Tran Quang Huy - Chief Accountant	872,500,000	1,074,247,475
Nguyen Nhu Long - Independent Member	92,909,091	-

Form B 09 – DN/HN

38 RELATED PARTY DISCLOSURES (continued)

(b) Year-end balances with related parties

		2024 VND	2023 VND
i) Short-term trade accounts receivable (Note 5)			
PVN	26,650,537,666	30,732,876,001	
Affiliate companies of PVN	239,737,772,115	173,296,251,119	
	<u>266,388,309,781</u>	<u>204,029,127,120</u>	
ii) Other short-term receivables (Note 7(a))			
Affiliate companies of PVN	8,836,416,421	6,185,197,308	
iii) Short-term trade accounts payable (Note 15)			
PVN	17,599,744,800	42,590,959,442	
Affiliate companies of PVN	180,639,981,004	96,269,642,485	
	<u>198,239,725,804</u>	<u>138,860,601,927</u>	
iv) Short-term advances from customers (Note 16)			
Affiliate companies from PVN	2,823,958,590	330,948,060,498	
v) Other short-term payables (Note 20(a))			
PVN	3,055,028,328	1,232,534,227	
Affiliate companies of PVN	7,699,761,888	2,752,568,631	
	<u>10,754,790,216</u>	<u>3,985,102,858</u>	
vi) Other long-term payables (Note 20(b))			
Affiliate companies of PVN	396,239,726	4,977,814,238	
PVN	15,000,000	3,055,028,328	
	<u>411,239,726</u>	<u>8,032,842,566</u>	

Form B 09 – DN/HN

39 COMMITMENTS

(a) **Commitments under operating leases**

(i) The Corporation as the lessee

The future minimum lease payments under non-cancellable operating leases including: land lease, warehouse lease and future office lease were as follows:

	2024 VND	2023 VND
Within one year	56,537,169,281	64,901,839,312
Between one and five years	19,469,487,918	67,354,121,467
Over five years	47,931,262,182	54,167,624,841
Total minimum payments	<u>123,937,919,381</u>	<u>186,423,585,620</u>

(ii) *The Corporation as the lessor*

The Corporation signed the operating lease contract related to Nghi Son Project, for office sublease contracts and land lease contract. Accordingly, the future minimum lease receipts under non-cancellable operating leases were as follows:

	2024 VND	2023 VND
Within one year	193,566,842,003	235,868,581,899
Between one and five years	48,425,378,517	274,292,540,051
Over five years	5,127,272,727	69,934,711,578
Total minimum receivables	<u>247,119,493,247</u>	<u>580,095,833,528</u>

b) **Credit guarantee commitments**

As at 31 December 2024, the Corporation had non-cancellable guarantee commitments for borrowings from banks granted to the Corporation's subsidiaries with a total amount of VND5,086 billion and USD45.7 million (as at 31 December 2023: VND4,745 billion and USD10 million); and had non-cancellable guarantee commitments for trade accounts payable of the Corporation's subsidiaries with a total amount of VND239.5 billion and US\$18.6 million (as at 31 December 2023: VND235 billion and US\$8.2 million). Accordingly, the Corporation is liable to repayments of principals, interests, guarantee costs and other underwriting expenses to suppliers and bankers in case the Corporation's subsidiaries are not able to repay or repay in a timely manner.

Form B 09 – DN/HN

39 **COMMITMENTS (continued)**

(c) **Capital contribution commitments**

As at 31 December 2024 and 31 December 2023, the progress of charter capital contribution commitments was as follows:

	As per business registration certificate VND	The Corporation's ownership %	Capital contributed VND	Capital to be contributed VND
Saigon Investment Trading Technology Joint Stock Company ("ITS") (*)	20,000,000,000	40	-	20,000,000,000
Vinh Hoa Emerald Bay International Hospitality Company Limited (**)	111,200,000,000	20	16,000,000,000	95,200,000,000

(*) According to the Resolution No. 16/NQ-DVTHDK dated 29 March 2016, the Corporation's Board of Management decided to invest in ITS in which the Corporation owns 40% of ITS's charter capital, equivalent to VND20 billion. Until 31 December 2024, the shareholders of ITS have not yet contributed their capital obligations.

(**) According to the Resolution No. 22/DVTHDK-QĐ dated 9 July 2018, the Corporation agreed to contribute capital into Vinh Hoa Emerald Bay International Hospitality Company Limited with the charter capital contribution of VND111.2 billion accounting for 20% of the voting right and ownership in this Company. Until 31 December 2024, the Corporation has contributed VND16 billion.

Form B 09 – DN/HN

40 **SEGMENT REPORTING**

Geographical segments

The Corporation did not have any operation outside the territory of Vietnam. Therefore, no geographical business segment was presented.

Business activity segments

For management purposes, the Corporation's business is currently organised by fields based on relatively distinctive operations of subsidiaries.

The Corporation's business by fields is divided into the following segments:

Electronic products business activities, including:

- PetroVietnam General Services Corporation
- Petroleum General Distribution Services Joint Stock Company
- Smart Convergence Joint Stock Company
- Petroleum High Technology Products Distribution Joint Stock Company
- Binh Minh Electronics Refrigeration Joint Stock Company
- Petroleum Retail Services Joint Stock Company

Wholesale business activities of plastic products, fiber, gas, including:

- Mien Trung Petroleum Services and Trading Joint Stock Company
- Nha Trang Petroleum Services Trading Company Limited

Other products and services, including:

- Petroleum Offshore Trading and Services Joint Stock Company
- Petrosetco Vung Tau General Services Joint Stock Company
- Petrosetco Assets Management Joint Stock Company
- Petrosetco SSG Company Limited
- Viet Nam Petroleum Logistics Service Joint Stock Company
- Petroleum Saigon General Services Company Limited
- An Lac Nhon Trach Single-member Limited Liability Company

Form B 09 – DN/HN

Form B 09 – DN/HN

41 SEGMENT REPORTING (continued)

Segment assets and liabilities

	2024			
	Electronic products VND	Plastic resins, textile fibers and gas distribution VND	Other products and services VND	Total VND
Segment assets	8,339,044,248,942	510,489,179,991	1,315,470,039,402	10,165,003,468,335
Segment liabilities	6,441,090,323,837	425,752,612,271	959,910,069,477	7,826,753,005,585
	2023			
	Electronic products VND	Plastic resins, textile fibers and gas distribution VND	Other products and services VND	Total VND
Segment assets	7,352,683,898,034	511,630,339,590	1,615,161,410,666	9,479,475,648,290
Segment liabilities	5,673,748,478,746	407,956,007,237	1,211,511,394,417	7,293,215,880,400

Segment information based on the business activities

	2024			
	Electronic products VND	Plastic resins, textile fibers and gas distribution VND	Other products and services VND	Total VND
Net revenue from sales of goods and rendering of services	14,404,821,212,096	1,435,319,332,492	3,203,567,943,447	19,043,708,488,035
Cost of goods sold and services rendered	(13,825,990,910,770)	(1,362,052,262,692)	(2,965,773,045,382)	(18,153,816,218,844)
Gross profit from sales of goods and rendering of services	578,830,301,326	73,267,069,800	237,794,898,065	889,892,269,191
Financial income	133,669,690,765	10,969,168,993	37,945,084,547	182,583,944,305
Financial expenses	(135,237,481,301)	(7,705,100,009)	(27,905,762,604)	(170,848,343,914)
Losses in investments in associates	(11,152,603,744)	-	-	(11,152,603,744)
Selling expenses	(307,368,674,850)	(58,896,774,085)	(40,520,400,571)	(406,785,849,506)
General and administration expenses	(76,581,903,399)	(13,114,797,248)	(118,675,652,631)	(208,372,353,278)
Other income	7,369,676,630	4,177,171,781	1,944,600,520	13,491,448,931
Other expenses	(737,049,494)	(571,071,907)	(4,250,625,247)	(5,558,746,648)
Net accounting profit before tax	188,791,955,933	8,125,667,325	86,332,142,079	283,249,765,337

Segment information based on the business activities (continued)

	2023			
	Electronic products VND	Plastic resins, textile fibers and gas distribution VND	Other products and services VND	Total VND
Net revenue from sales of goods and rendering of services	13,786,087,056,044	1,239,882,333,111	2,191,822,096,329	17,217,791,485,484
Cost of goods sold and services rendered	(13,319,930,505,183)	(1,181,364,724,818)	(1,994,159,580,907)	(16,495,454,810,908)
Gross profit from sales of goods and rendering of services	466,156,550,861	58,517,608,293	197,662,515,422	722,336,674,576
Financial income	259,713,769,125	11,121,075,251	31,734,925,596	302,569,769,972
Financial expenses	(224,269,450,769)	(7,441,102,763)	(90,586,043,715)	(322,296,597,247)
Losses in investments in associates	-	-	(3,358,550,461)	(3,358,550,461)
Selling expenses	(256,347,383,362)	(55,591,175,544)	(24,546,601,272)	(336,485,160,178)
General and administration expenses	(130,217,255,257)	(10,406,066,140)	(53,075,437,762)	(193,698,759,159)
Other income	20,550,373,494	5,546,317,019	-	26,096,690,513
Other expenses	(1,918,075,346)	(393,335,101)	(10,422,635,855)	(12,734,046,302)
Net accounting profit before tax	133,668,528,746	1,353,321,015	47,408,171,953	182,430,021,714

The consolidated financial statements were approved by the Chairman on 15 March 2025.



 Nguyen Minh Tan
Preparer
 

 Tran Quang Huy
Chief Accountant
 

 Phung Tuan Ha
Chairman