



PROGRESSING with purpose

Rapid growth in the last two decades is a firm foundation for PVFCCo to continuously move forwards on the way to conquer new successes.

Chapter 1.

INTRODUCTION OF PVFCCo





CHARTER CAPITAL

VND **3,914** billion

Transaction Name	PetroVietnam Fertilizer and Chemicals Corporation
Business Registration Certificate	0303165480
Charter Capital	VND 3,914,000,000,000
Owner's Equity	VND 3,914,000,000,000
Address	43 Mac Dinh Chi, Da Kao Ward, District 1, Ho Chi Minh City
Tel	(+84.28) 3825 6258
Fax	(+84.28) 3825 6269
Website	www.dpm.vn
Stock code	DPM



2003



28 March 2003

PetroVietnam Fertilizer and Chemicals Company (PVFCCo), now called PetroVietnam Fertilizer and Chemicals Corporation JSC. PVFCCo was founded under Ministerial Decision No. 02/2003/QĐ - VPCP dated 28 March 2003.

21 April 2007

On 21 April 2007, PVFCCo successfully issued 40% of its shares in an initial public offering on the Ho Chi Minh Stock Exchange (HOSE). The Ho Chi Minh City Department of Planning and Investment issued Business Registration Certificate No. 4103007696 on 31 August 2007, legally incorporating PetroVietnam Fertilizer and Chemicals Joint Stock Company.



2007

05 November 2007

PVFCCo completed the documents and officially listed 380 million shares on the Ho Chi Minh City Stock Exchange (HOSE) on 05 November 2007. PVFCCo listed 11.4 million additional shares according to its Employee Stock Ownership Plan (ESOP) on 26 February 2016.



2007

15 May 2008

On 15 May 2008, the Ho Chi Minh City Department of Planning and Investment granted the Amended Business Registration Certificate No. 4103007696 to PetroVietnam Fertilizer and Chemicals Corporation - The corporation operates under the parent-subsiary model.



2008

HISTORY AND GROWTH (Cont.)

MILESTONES



12 March 2001

Groundbreaking ceremony for the construction of Phu My Fertilizer Plant was held.



28 March 2003

PetroVietnam Fertilizer and Chemicals Company (PVFCCo) was founded.



21 September 2004

PVFCCo took over full responsibilities of Phu My Fertilizer Plant, formally launched the Phu My Urea brand.

15 December 2004

Phu My Fertilizer Plant was put into operation.



31 August 2007

PVFCCo was transformed into a Joint Stock Company.

05 November 2007

DPM was listed and traded on HOSE.



15 May 2008

PVFCCo was turned into PetroVietnam Fertilizer and Chemicals Corporation.



14 September 2010

A Carbon Dioxide Recovery (CDR) System was inaugurated, increasing the capacity of Phu My Fertilizer Plant to 800,000 tons per year.



16 July 2011

PVFCCo Tower's Head office was inaugurated.



28 March 2013

PVFCCo celebrated 10 years of its founding and received the First - Class Labor Order.



23 December 2014

Phu My Urea of PVFCCo was recognized as the National Brand 2014 by the Government of Vietnam



Quarter 3/2015

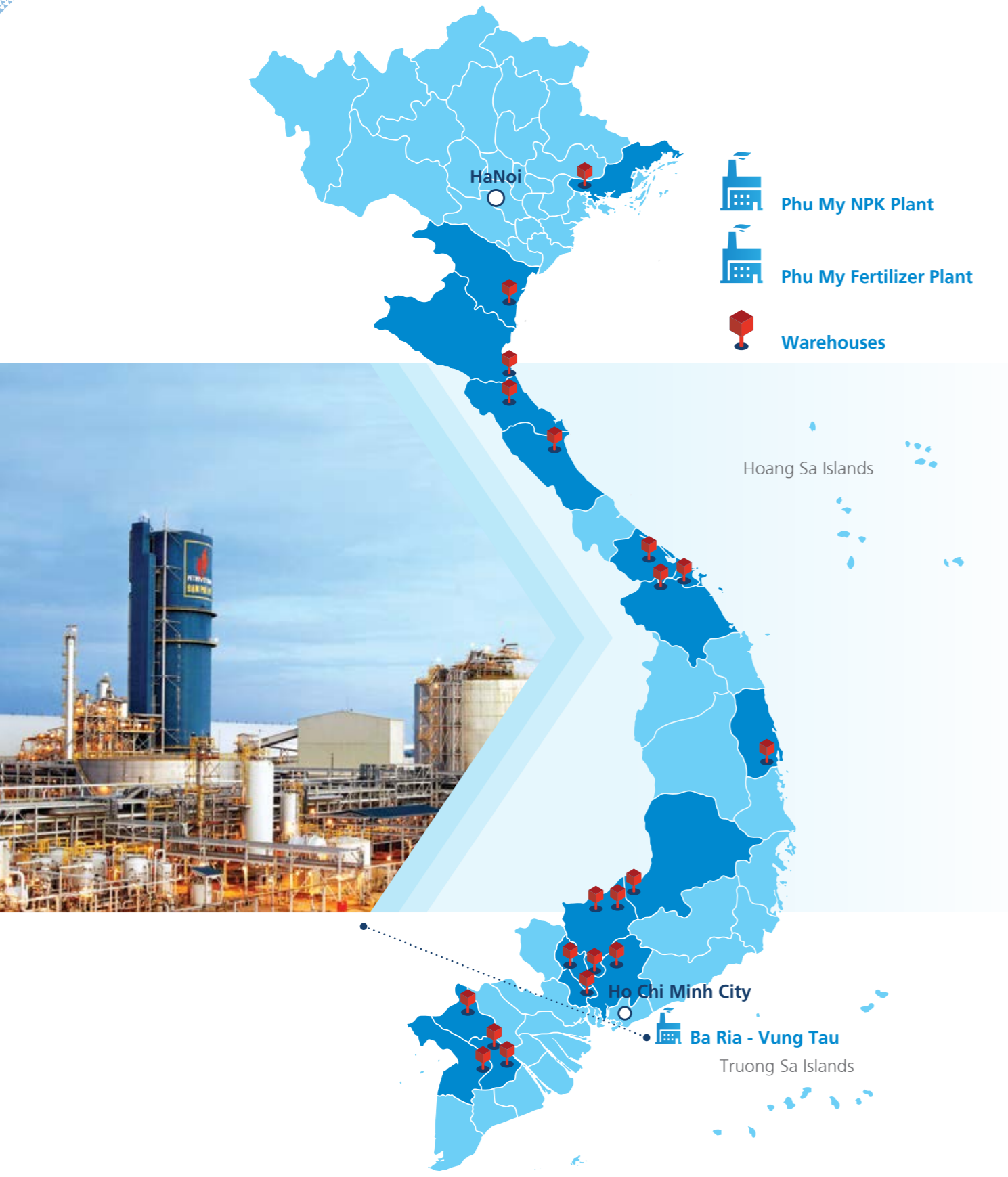
Started the construction of NH₃ Revamp Project and Phu My NPK Plant.



06 May 2018

NH₃ Revamp - Phu My NPK Complex was put into operation

BUSINESS LINES AND LOCATIONS



BUSINESS LINES

PVFCCo's core business is the production and trading of fertilizer and chemicals. Currently, the key products are prilled Urea, NPK, MOP, SA, DAP fertilizers targeted at the agriculture sector, liquid Ammonia and UFC85/Formaldehyde, CO₂, chemicals used in oil and gas production.

MAIN LOCATIONS

PVFCCo's main production is at Phu My Fertilizer Plant located in Phu My 1 Industrial Park, Phu My Town, Ba Ria - Vung Tau Province.

The distributors are situated in the agricultural heartland and industrial plants in Vietnam. They form a closely-knitted distribution network of subsidiaries and their regional headquarters are located in the North, Central and Highlands, Southeast and Southwest. In addition to the domestic market, the Corporation also exports fertilizer products to many countries, predominantly in Asia.

The key customers and markets for chemicals are in the South, mainly in the oil and gas industry and industrial production sectors.

ORIENTATION, MEDIUM AND LONG-TERM STRATEGIC OBJECTIVES

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The 2016 General Meeting of Shareholders adopted the Corporation's development strategy for 2025 and orientation for 2035. Based on the current situation and implementation outcomes from 2016 to 2021, the Corporation is reviewing and creating development strategies for the period 2022-2035, as well as a vision to 2045, which will be presented to the General Meeting of Shareholders with the following primary development targets:

GENERAL TARGETS

- ▶ **To consolidate its position as Vietnam's leading fertilizer manufacturer while expanding its footprint in the manufacture and trade of other chemicals and petrochemical products, elevating PVFCCo to the leading chemical company in Vietnam.**
- ▶ **2022-2025:** Play a leading and market shaping role in the field of fertilizers on the domestic trade, in accordance with the Government's agricultural and rural development strategy for 2021-2025. Initially expanding operations, manufacturing chemicals, and focusing on opportunities to improve the petrochemical industry.
- ▶ **2026-2030:** Expand production scale for both fertilizers and chemicals through investment, by maximizing the use of PVFCCo's infrastructure and resources, including the existing Phu My Fertilizer Plant and Vietnam Oil and Gas Group's Petrochemical projects.
- ▶ **2031-2035:** Operate efficiently and maximize the returns from projects, become a globally recognized leader in the domestic fertilizers and chemicals industry.

SPECIFIC TARGETS



FERTILIZER INDUSTRY

2022-2025

- ▶ Maintain a market share of 35% for Urea fertilizer;
- ▶ Finalize the manufacturing process, ensure output uniformity and maximize the operational capacity at Phu My NPK Plant. Maximize efficiency for NPK products through investment in production capabilities, joint ventures, affiliates, or mergers and acquisitions (M&A);
- ▶ Initiate research on new fertilizer products, with a focus on organic fertilizers in order to expand the Phu My fertilizer product line and launch trial products.

2026-2030

- ▶ Develop new Urea-based products that standing out in the market and increase the competitiveness of the brand;
- ▶ Continue to grow market share in the NPK fertilizer space, increase output for premium NPK products;
- ▶ Formally enter the organic fertilizers market and claim the position of ground breakers in developing organic fertilizers;
- ▶ Continue to distribute MOP, DAP and SA products with the aim of providing comprehensive solutions for our customers.

2031-2035

- ▶ Maintain / increase market share in fertilizer products, with a particular focus on the market for NPK and organic fertilizers.
- ▶ Keep pace with global fertilizer technological developments, lead the market in the development and delivery of smart fertilizers.



CHEMICAL INDUSTRY

2022-2025

- ▶ Improve business efficiency overall and production efficiency for existing chemical products. Increase the storage, trade, and production capacity for chemicals, and invest in production for profitable market opportunities in chemicals such as H₂O₂, Melamine, DEF, Soda Ash, etc.

2026-2030

- ▶ Mark our entry into the petrochemical business with a broad range of products (leverage collaboration with the petrochemical complex to provides NG/LNG & Condensate/Naphtha; collaborate with oil refineries for the production of large olefins from Ethane crackers & Naphtha crackers).

2031-2035

- ▶ Become a large-scale chemical and petrochemical producer, with chemical sales contributing the largest portion to PVFCCo's revenue and profit.

OUR VISION UNTIL 2045

- ▶ By 2045, PVFCCo will have become a leading fertilizer and chemical manufacturer, not just in Vietnam but also in the region;
- ▶ PVFCCo will have caught up with international standards and good practices concerning the application of modern production technology, will meet high standards for both product quality and environmental protection; is a proven adopter of global standards in corporate governance and customer service and will have successfully implemented its digital transformation for more effective management and enhanced customer experience;
- ▶ PVFCCo will have firmly established in the international market itself as a reputable brand, who is deeply involved in the product chain for green and clean agriculture, meets the criteria for sustainable development, actively participates in environmental protection and efforts to adapt to climate change; contributes to the development of modern agricultural production;
- ▶ PVFCCo will show our strong commitment to caring for the livelihoods of our employees and sharing what we earn with the community, through the implementation of social responsibility programs.

