



# FROM FERTILE STREAMS THE EARTH WE CHERISH

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GENERAL INFORMATION

OVERVIEW

Transaction Name:	PetroVietnam Fertilizer and Chemicals Corporation
Business Registration Certificate:	0303165480
Charter capital:	VND 3,914,000,000,000 (The corporation plans to increase its charter capital to VND 6,800,000,000,000 in 2025)
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:	DPM



Charter capital

3,914,000,000,000 VND

(The corporation plans to increase its charter capital to VND 6,800,000,000,000 in 2025)

HISTORY AND GROWTH

28/03/2003

PetroVietnam Fertilizer and Chemicals Company, now called PetroVietnam Fertilizer and Chemicals Corporation JSC, was established under Decision No. 02/2003/QD-VPCP dated 28 March 2003 by the Minister and Chairman of the Government Office.

21/04/2007

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.

05/11/2007

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.





15/05/2008

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. The Corporation most recently amended its business registration for the 16<sup>th</sup> time on 16 February 2024, under Business Registration Certificate No. 0303165480.

# GENERAL INFORMATION

(CONTINUED)

## MILESTONES



Started the construction of Phu My Fertilizer Plant

Phu My Fertilizer Plant was put into operation

PVFCCo was turned into PetroVietnam Fertilizer and Chemicals Corporation - JSC

PVFCCo Tower's Head office was inaugurated at 43 Mac Dinh Chi, District 1, Ho Chi Minh City

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

Phu My Fertilizer Plant reached the output of 10 million tons

The year witnessed unprecedented milestones for PVFCCo in production output, revenue, and profit.

Introduced the new "PHUMY" brand identity; Phu My Urea and Phu My NPK remain recognized as National Brands.

2001

2003

2004

2007

2008

2010

2011

2013

2014

2015

2017

2018

2022

2023

2024

2003- 2013 Building and Strengthening the foundation

2013-2023 Period: Diversifying operation fields - Advancing Momentum

PetroVietnam Fertilizer and Chemicals Company was founded (predecessor of PetroVietnam Fertilizer and Chemicals Corporation - JSC)

PVFCCo was transformed into a Joint Stock Company and listed DPM shares on HSX





Increasing the capacity of Phu My Fertilizer Plant from 740,000 to 800,000 tons per year

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

Operating UFC85 Factory and Petrochemical Factory, commencing a complex to increase capacity of NH<sub>3</sub> Factory and NPK Plant

Putting into operation NH<sub>3</sub> Expanded Complex (increasing capacity by 90,000 tons/year) and Phu My NPK Plant (capacity of 250,000 tons/year using chemical technology)

Phu My Fertilizer Plant reached the output of 15 million tons (on 10 October 2023).





IN 2024, PVFCCo OFFICIALLY LAUNCHED ITS NEW CORPORATE BRAND IDENTITY, “PHUMY”, ALONG WITH A NEW CORE VALUE AND SLOGAN: “SHARING PROSPERITY”. PVFCCo POSITIONS THE “PHUMY” BRAND AS A DIVERSIFIED ENTERPRISE WITH A GLOBAL VISION, SPECIALIZING IN FERTILIZERS AND CHEMICALS, WHILE MAINTAINING ITS INDUSTRY LEADERSHIP IN VIETNAM AND THE REGION. IN THE FERTILIZER SECTOR, PHU MY FERTILIZER DELIVERS COMPREHENSIVE, HIGH-QUALITY NUTRITIONAL SOLUTIONS FOR THE SUSTAINABLE GROWTH AND BENEFITS OF FARMERS AND AGRICULTURE. IN THE CHEMICAL SECTOR, PHU MY CHEMICALS OFFERS HIGH-QUALITY, INTERNATIONALLY CERTIFIED PRODUCTS, FOSTERING COMMUNITY DEVELOPMENT AND ENVIRONMENTAL SUSTAINABILITY.



## BUSINESS LINES AND LOCATIONS

AS AN INDUSTRY LEADER, PVFCCo ANNUALLY MANUFACTURES AND TRADES AROUND 1.3 MILLION TONS OF FERTILIZERS AND CHEMICALS, MEETING THE NEEDS BOTH DOMESTICALLY AND IN INTERNATIONAL MARKETS SUCH AS INDIA, SOUTH KOREA, AND ASEAN, ETC.

### BUSINESS LINES

PVFCCo's core business is the production and trading of fertilizer and chemicals. Currently, the key products are prilled urea, Phu My NPK, Phu My Potassium, Phu My Ammonium Sulfate, Phu My DAP, organic fertilizers targeted at the agriculture sector, liquid Ammonia and UFC85/Formaldehyde, CO<sub>2</sub>, chemicals used in oil and gas production.

### MAIN LOCATIONS

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

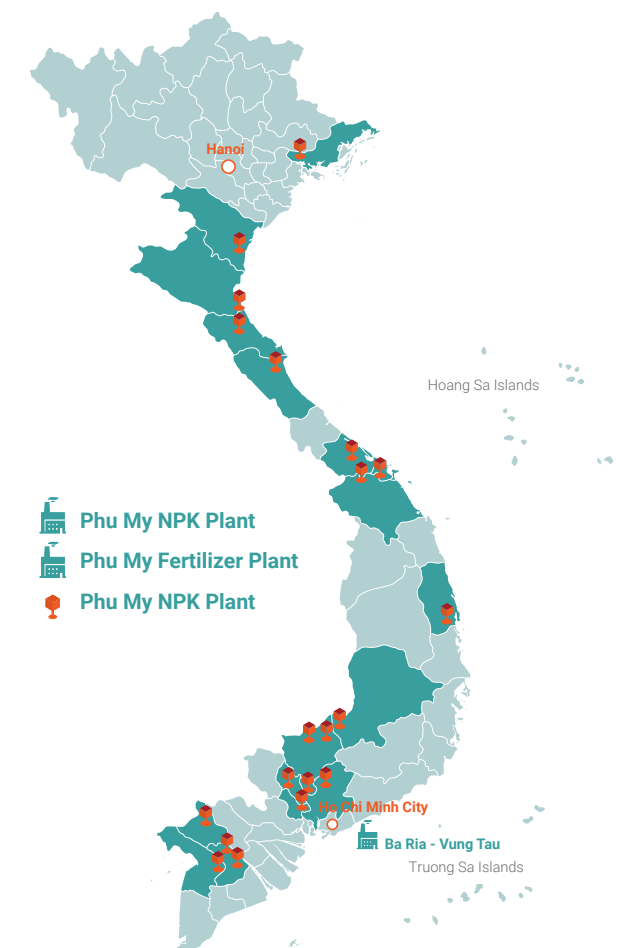
The distributors are situated in the agricultural heartland and industrial plants in Vietnam. They form a closely-knitted distribution network of subsidiaries and their regional headquarters are located in the North, Central and Highlands, Southeast and Southwest. In addition to the domestic market, 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 & gas industry and industrial production sectors.



PVFCCo annually manufactures and trades around

**1.3** million tons of fertilizers and chemicals



# BUSINESS LINES AND LOCATIONS

(CONTINUED)

## PRODUCTION AND SALES CAPACITY

### Production capacity

#### PHU MY FERTILIZER PLANT



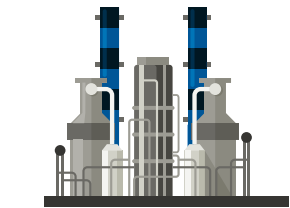
Year of operation	: 2004
Capacity	: <b>800,000</b> tons of urea/year : <b>540,000</b> tons of NH <sub>3</sub> /year
Technology	: Haldor Topsoe (Denmark) - NH <sub>3</sub> production; : Snamprogetti (Italy) - Urea production

#### PHU MY NPK PLANT



Year of operation	: 2018
Capacity	: <b>250,000</b> tons/year
Technology	: Chemical technology of INCRO SA (Spain)

#### UFC85 FACTORY



Year of operation	: 2015
Capacity	: <b>15,000</b> tons/year

#### PETROCHEMICAL FACTORY



Year of operation	: 2015
Capacity	: <b>4,000</b> tons/year
Technology	: Technology and quality standards: Baker Hughes global

### Business capacity

#### Fertilizers

The core business segment, accounting for a significant portion of PVFCCo's revenue and profit structure.

PVFCCo currently possesses a diverse portfolio of fertilizer products, consisting of over 40 product lines. In addition to our flagship product, Phu My Urea, we also provide a range of other fertilizers including Phu My NPK, Phu My Potassium, Phu My DAP, and Phu My Ammonium Sulfate, etc.

Additionally, PVFCCo is expanding its fertilizer portfolio to include premium organic products imported from Norway, Japan, and Malaysia, in anticipation of upcoming organic fertilizer production projects.

#### Chemicals

PVFCCo's main chemicals are specialized products, including NH<sub>3</sub> (Ammonia), UFC85, CO<sub>2</sub> and many specialized petroleum chemicals.

#### Distribution and sales system

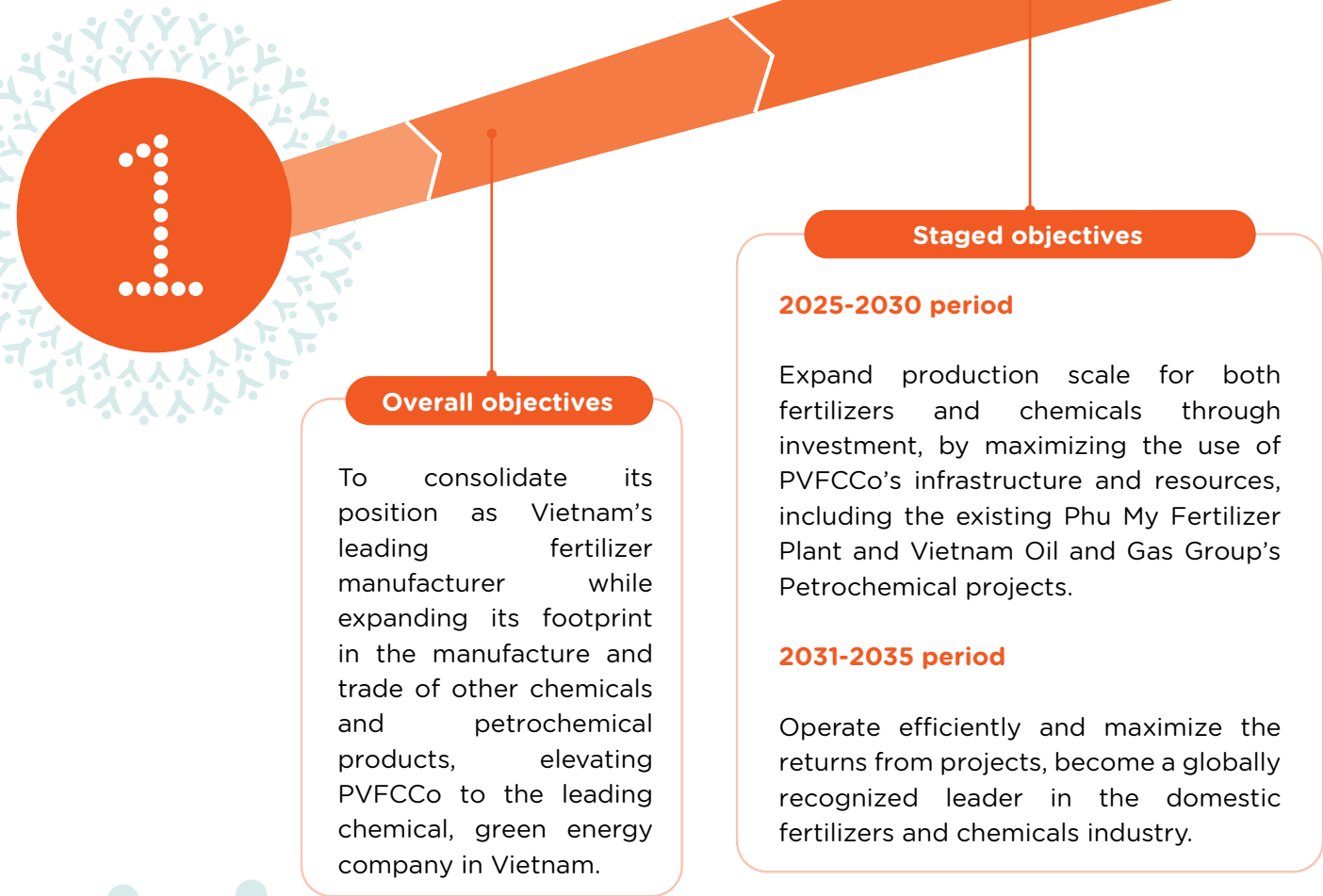
PVFCCo distributes chemical fertilizers through regional distributors, supported by a 250,000-ton warehousing system. The Corporation is also planning investments in a 5,000-ton multi-purpose port near Phu My Fertilizer Plant and a Southern Chemical Warehouse to enhance export capacity and storage for future chemical operations.



“INITIALLY OFFERING ONLY UREA, PVFCCo HAS SUCCESSFULLY EXPANDED ITS PHU MY FERTILIZER PRODUCT RANGE TO INCLUDE PHU MY UREA, PHU MY NPK, PHU MY POTASSIUM, PHU MY DAP, AND PHU MY AMMONIUM SULFATE, AND MORE. IN RECENT YEARS, PVFCCo HAS INTRODUCED INNOVATIVE PRODUCTS SUCH AS PHU MY UREA + KEBO (2020), PHU MY NPK + PROBIOTICS (2022), AND THE PHU MY GARDEN PRODUCT LINE FOR URBAN AGRICULTURE (2023).

# ORIENTATION, MEDIUM AND LONG-TERM STRATEGIC OBJECTIVES

## DEVELOPMENT GOALS BY 2035



## VISION TOWARDS 2050

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 committed to employee well-being, community benefits, and strict adherence to ESG principles.





# ORIENTATION, MEDIUM AND LONG-TERM STRATEGIC OBJECTIVES (CONTINUED)

## SPECIFIC OBJECTIVES

Fertilizer industry

2025-2030 period

- Develop new urea-based products that standing out in the market and increase the competitiveness of the brand.
- PVFCCo aims to expand its NPK market share through new investments, joint ventures, mergers and acquisitions (M&A), while enhancing the production capacity of high-quality NPK.
- Formally enter the organic fertilizers market and claim the position of ground breakers in developing organic fertilizers.
- Continue to distribute Phu My Potassium, Phu My DAP and Phu My Ammonium Sulfate products with the aim of providing comprehensive solutions for our customers.



Chemical industry

2031-2035 period

- Improve the efficiency of production and sales of existing chemical products. Develop storage, sales, and manufacturing capacities for chemicals, and invest in potential chemical production like H<sub>2</sub>O<sub>2</sub>, Melamine, DEF and off gas recovery projects.
- 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.
- Mark our entry into the petrochemical business with a broad range of products (leverage collaboration with the petrochemical complex to provide NG/LNG & Condensate/Naphtha; collaborate with oil refineries for the production of large olefins from Ethane crackers & Naphtha crackers).
- Become a large-scale chemical and petrochemical producer, with chemical sales contributing the largest portion to PVFCCo's revenue and profit.

## SUSTAINABLE DEVELOPMENT GOALS

PVFCCo identifies green growth as a cornerstone of its future strategy, aiming to achieve economic growth alongside environmental protection, stakeholder interest balance, and sustainable business practices. PVFCCo aims to align with the Vietnam Oil and Gas Group (PVN) in implementing the national economic restructuring strategy for economic prosperity, environmental sustainability, and social equity.

PVFCCo's strategy centers on reducing greenhouse gas emissions through enhanced management and technology process improvements, while pursuing new investments to reduce energy consumption, prioritize renewable energy/materials, and optimize energy efficiency to mitigate environmental impact.

PVFCCo is refining its sustainability framework across Environmental, Social, and Governance (ESG) areas, aligned with its greenhouse gas reduction strategy, and supported by eight key solutions, including:

ESG

01

Prioritizing renewable energy utilization;

02

Transitioning to alternative production materials;

03

Optimizing energy and material efficiency;

04

Minimizing greenhouse gas emissions;

05

Advancing sustainable business operations;

06

Promoting circular recycling;

07

Developing green projects;

08

Preserving biodiversity and social well-being.

In 2024, the Board of Directors restructured to advance sustainable development, appointing an independent member as Head of the Investment and Science & Technology Committee to oversee ESG matters.

PVFCCo has presented a detailed report on the implementation and outcomes of its sustainable development solutions in the Sustainable development report (Chapter 4 – page 88).

GOVERNANCE MODEL AND MANAGEMENT APPARATUS

GOVERNANCE MODEL

PVFCCo followed the corporate governance model consisting of the General Meeting of Shareholders, Board of Directors, Supervisory Board and President and CEO as prescribed at Point a, Clause 1, Article 137 of the Law on Enterprises 2020.

ORGANIZATION AND MANAGEMENT STRUCTURE

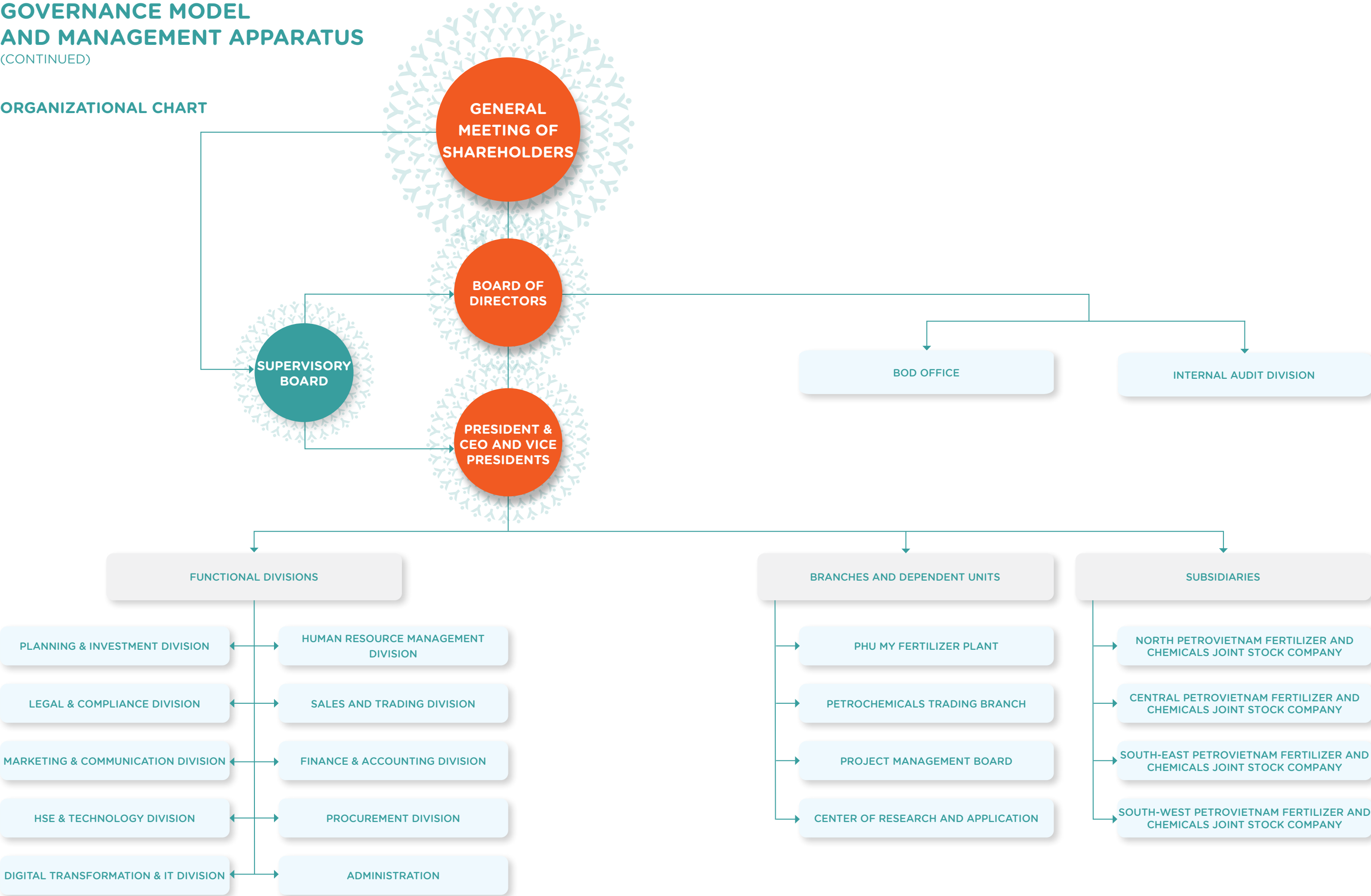




GOVERNANCE MODEL  
AND MANAGEMENT APPARATUS

(CONTINUED)

ORGANIZATIONAL CHART



2024 AWARDS, RECOGNITIONS AND MAJOR EVENTS



**Asia Pacific Enterprise Awards (APEA Awards 2024)**  
*Organized by Enterprise Asia.*



**Top 50 Vietnam's Best Performing Companies 2024**  
*Organized by Nhip cau Dau tu Magazine.*



**Top 10 Vietnam's Best Places to Work 2024**  
*High-tech agriculture.*



**Top 500 Vietnam's Leading Employers 2024**  
*Organized by Dau tu Newspaper and Vietnam Business Research JSC.*



**Top 10 Leading Value-Creating Enterprises in Vietnam 2024**  
*(Value 10 - Agriculture Sector).*



**Top 500 Leading Value-Creating Enterprises in Vietnam 2024 (Value 500)**  
*Annual assessment program by Viet Research (Vietnam Business Research Joint Stock Company)*



**Top 10 Strong Brands 2024 - Green growth in Vietnam 2024**  
*Organized by Vietnam Economic Times.*



**Phu My Urea and Phu My NPK brands**  
*continued to be recognized as National Brands.*



**PVFCCo was voted as "Enterprise for the community" in 2024**  
*by Saigon Times, as part of the Saigon Times CSR awards.*