



CULTURE IS BRAND ESSENCE

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GENERAL INTRODUCTION

PETROVIETNAM CAMAU FERTILIZER JOINT STOCK COMPANY

Stock code:	DCM
English business name:	PETROVIETNAM CA MAU FERTILIZER JOINT STOCK COMPANY
Abbreviation:	PVCFC
Charter capital:	VND 5,294,000,000,000
Business registration certificate No.	2001012298
Head office:	Lot D, Ward 1 Industrial Park, Ngo Quyen Street, Ward 1, Ca Mau City, Ca Mau Province
Tel.:	(84 - 290) 3.819.000
Fax:	(84 - 290) 3.590.501
HCMC Office:	Floor 18 Petroland Tower, No.12, Tan Trao Street, Tan Phu Ward, District 7, HCMC
Tel.:	(84 - 28) 54.170.555
Fax:	(84 - 28) 54.170.550
Website:	www.pvcfc.com.vn



CHARTER CAPITAL

VND **5,294** billion

BUSINESS OPERATIONS



PVCFC's engineers were closely monitoring the quality of Ca Mau NPK products

Established on 09 March 2011, PVCFC has been operating with the main functions of producing, trading and importing and exporting fertilizers and petroleum chemicals, mainly for agriculture, with the mission of serving millions of farmers with high nutritional fertilizers suitable for many types of crops and soils. Applying technology on the basis of petrochemical industry has helped PVCFC improve business efficiency and at the same time contributed to changing the country's agriculture towards sustainable green development. At present, PVCFC has two plants i.e., Ca Mau Fertilizer Plant and Ca Mau NPK Plant.

Ca Mau Fertilizer Plant always maintains safe and stable operation with high capacity, quality product and maximum consumption. In particular, on 06 October 2021, the Plant made a record of 8 million tons of production output after 10 years of stable operation with 110% of capacity, marking a milestone on the journey of sustainable agricultural development.

In 2021, Ca Mau NPK Plant with a capacity of 300,000 tons/year was officially put into operation, bringing comprehensive nutritional solutions for plants and added values for farmers in agricultural activities. Integrating the trend of development, PVCFC has increasingly promoted researching and development to launch new product lines with outstanding features. Apart from Urea products, in 2021, for the first time, the Company introduced NPK products produced by the Plant's production line and at the same time launched organic fertilizer with brand name "OM CAMAU". With these typical products, PVCFC is increasingly completing product chain towards meeting the diverse needs of farmers in all regions, contributing to PVCFC's revenue growth.



ESTABLISHMENT AND DEVELOPMENT MILESTONES



2005
Officially commenced construction of Ca Mau Fertilizer Plant.

2008
Officially commenced construction of Ca Mau Fertilizer Plant.



2012
Launched products under brand name "Dam Ca Mau - For Golden Harvests".
Reached output of 500,000 tons after 10 months of operation.



2013
Reached output of 1,000,000 tons after 15 months of operation.
Received 2 prestigious awards i.e., "Vietnam Gold Star" and "Typical agricultural product"



2014
On 12 November 2014, successfully IPO with 128,951,300 shares sold out, becoming the largest IPO deal in 2014.
PVCFC was officially recognized as a National Brand.



2015
Reached output of 3 million tons after 4 years of operation.
PVCFC transformed into a joint stock company, listed on Ho Chi Minh Stock Exchange with stock code DCM.



2016
Reached output of more than 4 million tons after 5 years of operation.
PVCFC received Second-class Labor Medal.
Launched 2 high-class functional products i.e., N46.PLUS and N46.NANO C+.

2019
Made a record in production, finishing the plan 36 days early, reaching output of 870 thousand tons.
Reached output of 6 million tons of Urea.
DMS system was officially put into operation, helping digitalization in all transactions.
Received the title of "Prestigious Exporting Enterprise".
Top 100 Sustainable Businesses in Vietnam 2019.



2017
Officially distributed a kit of 7 outstanding products providing comprehensive nutritional solutions for plants.
Top 500 largest enterprises in Vietnam (VNR500)



2018
Reached output of 5 million tons
For the first time, cooperatives and farmers approached to the program "Experience high-tech products".
For the first year, consumption volume increased highly, exceeding 10% of the plan for self-trading.



2020
Achieved record revenue of VND 7,700 billion.
Recorded export output of over 300 thousand tons.
Reached output of 7 million tons of Urea.
Expanded the brand from "Đạm Cà Mau" into "Phân Bón Cà Mau".
National Brand 2020.



2021
Celebrated 10 years of establishment 2011 - 2021.
Achieved record revenue of VND 10,041.67 billion, reaching 110% of the plan.
Profit before tax attained VND 1,956.27 billion, reaching 212% of the plan.
Top 50 companies with potential development in Vietnam selected by Forbes.
Produced and launched organic fertilizer products under brand name OM CAMAU for the first time.
Top 500 largest enterprises in Vietnam.



BUSINESS LOCALITIES AND DISTRIBUTION NETWORK



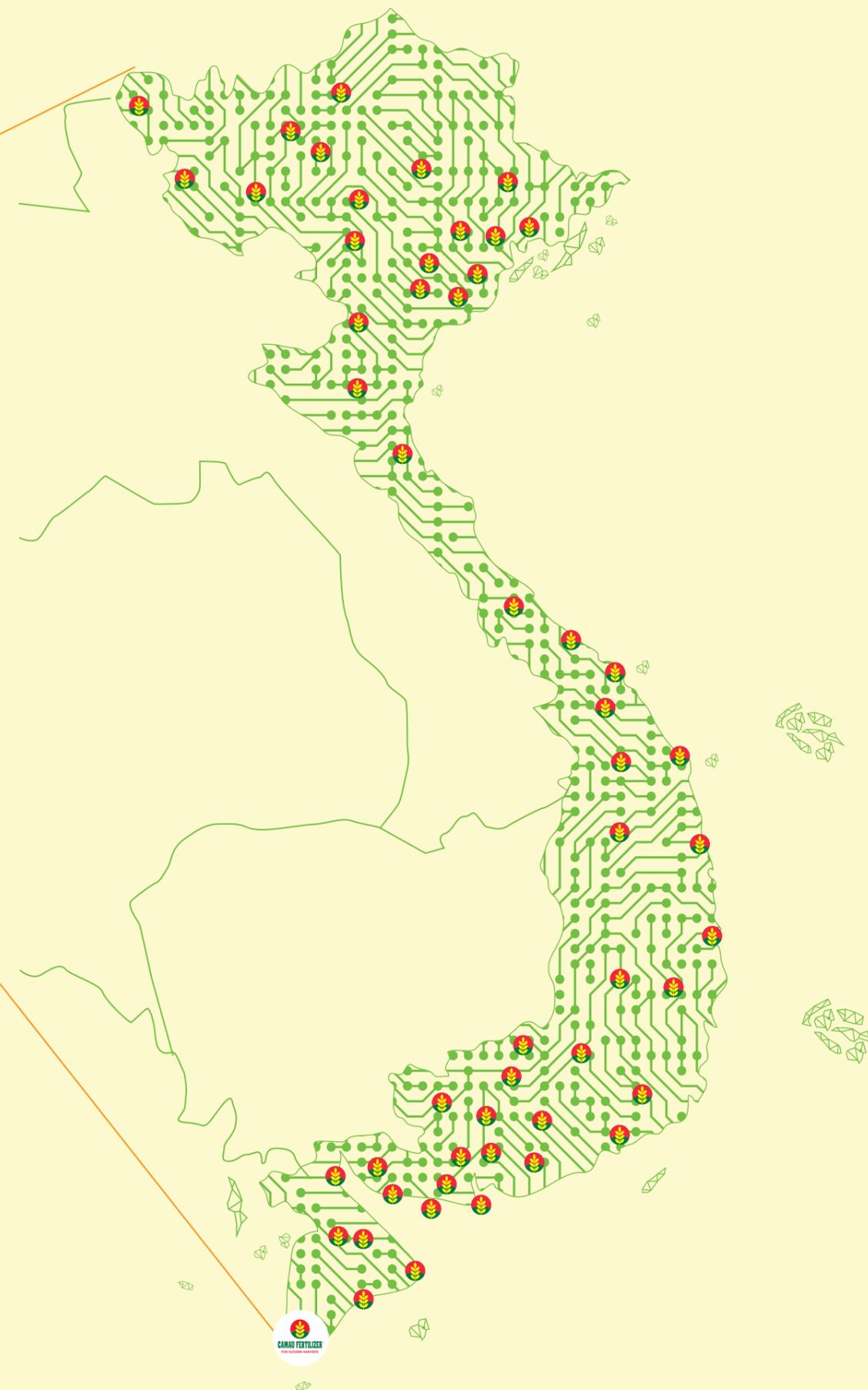
PVCFC's strategic target markets are Mekong Delta, Southeast and Central Highlands, and Cambodia. PVCFC also actively expands to domestic markets in Central and Northern regions as well as overseas markets in Southeast Asia, South Asia and Latin America.

Up to now, PVCFC has exported to 9 countries including Cambodia, Thailand, Myanmar, India, Bangladesh, Brazil, Japan, Korea, and Sri Lanka.

In 2021, due to strong domestic demand on fertilizer, PVCFC actively stopped/reduced the target of export and expansion to international market to strongly focus on domestic consumption and traditional distribution market.

Distribution network across the country

REGIONS	PROVINCES
Southwest: 13	An Giang, Bac Lieu, Ben Tre, Ca Mau, Tien Giang, Tra Vinh, Can Tho, Dong Thap, Soc Trang, Hau Giang, Kien Giang, Long An, and Vinh Long.
Southeast and Central Highlands: 11	Ho Chi Minh City, Dong Nai, Binh Duong, Binh Phuoc, Ba Ria - Vung Tau, Ninh Thuan, Dak Nong, Dak Lak, Lam Dong, Tay Ninh, and Binh Thuan.
Central: 10	Quang Tri, Hue, Binh Dinh, Phu Yen, Gia Lai, Kon Tum, Khanh Hoa, Quang Ngai, Quang Nam, and Da Nang.
North: 19	Vinh Phuc, Hai Duong, Ninh Binh, Hai Phong, Hung Yen, Nam Dinh, Thai Binh, Ha Nam, Ha Tinh, Nghe An, Thanh Hoa, Phu Tho, Tuyen Quang, Thai Nguyen, Son La, Dien Bien, Lai Chau, Lao Cai, and Yen Bai.



10 MILESTONES IN 2021



Top 50 Best listed companies in Vietnam in 2021



"Best listed companies in Vietnam in 2021" award has recognized PVCFC's achievements

With the solid foundation, the internal power and the flexible response to the challenging and difficulties of Covid-19 pandemic, PVCFC has been excellently listed in Top 50 Best listed companies in Vietnam in 2021 by Forbes. To obtain this award, the Company has to meet the strict criteria stipulated by Forbes both in the world and in Vietnam. This is the first time PVCFC to be listed in Top 50 Best listed companies in Vietnam. With this title, PVCFC has affirmed its position and reputation as one of the leading companies in the industry, contributing to raising the brand Ca Mau Fertilizer - For Golden Harvests to a new height in the domestic and international market.



For the first time, PVCFC's stock hit the value of VND 41,200 per share and reached one billion US dollar of market capitalization.

The year 2021 was marked with a spectacular step of "leading breakthrough" of PVCFC when its stock hit the record value of VND 41,200 per share for the first time and market capitalization reached one billion US dollar. This has shown the recognition and the trust of consumers to PVCFC. This milestone is also obvious evidence for the efforts of PVCFC in challenging business conditions and is the affirmation and commitment to shareholders and investors on business efficiency and long-term stable development.



Revenue reached more than VND 10,000 billion; profit after tax attained more than VND 1,800 billion.

PVCFC's business result



Suffering from the severe impacts of Covid-19 pandemic and facing challenges and obstacles in production and business, the Company still achieved impressive business results in 2021. Revenue reached more than VND 10,000 billion and profit after tax attained more than VND 1,800 billion, far exceeding the plan for 2021, creating a solid foundation for higher growth in the coming years.



First Ca Mau NPK shipments



PVCFC's leadership in the ceremony to launch Ca Mau NPK products

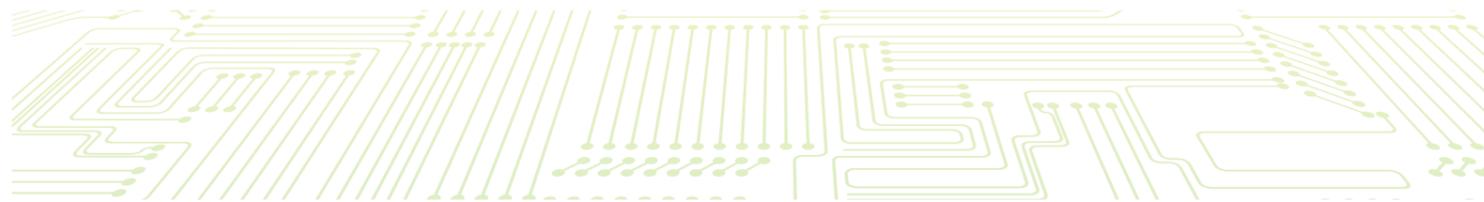
In April 2021, the first nearly 20,000 tons of NPK were shipped, contributing to meeting the increasing demand from Mekong Delta in summer-fall crop. Apart from the meaning of achieving profit target, these shipments have diversified options, increasing benefits and bringing long-term values for the farmers as well as for the country's agriculture.

In particular, Ca Mau NPK is an effective solution to remove the fake products in the market. It can be said that this is a significant step forwards of PVCFC in the path to complete its set of optimal nutritional solutions for plants.



Launched high-class organic fertilizer under brand name OM CAMAU

With the role of a prestigious brand in producing, trading and importing and exporting high quality fertilizers, PVCFC always makes every effort to create fertilizer products with long-term benefits to soil, crops and environment. Beside the typical products such as Urea Bio, N46.Plus, N.Humate+TE, etc., in 2021, the Company continued to expand its set of comprehensive set of nutritional solutions for plants with OM CAMAU - a high-class organic fertilizer product which is produced according to a unique Smart Ferti formula. With high effective organic ingredients, minerals i.e., Protein, Phosphorus, and Potassium and some essences such as humid acid and fulvic acid from high quality raw materials, OM CAMAU is considered a complete piece of nutrient-rich product set developed by PVCFC and is an effective companion to help farmers cultivate and care for their crops effectively and productively.



10 MILESTONES IN 2021 (continued)



Introduction of new identity after more than 10 years of operation



The year 2021 marked the 11-year milestone of PVCFC on the journey to fulfill its mission of serving the country's agriculture towards sustainable development and enhancing Vietnam's brand name in the international arena. In October 2020, PVCFC officially announced the brand expansion to Ca Mau Fertilizer and completed the comprehensive brand identity transformation during the year 2021. This is a breakthrough transformation, affirming PVCFC brand position in fertilizer market in Vietnam and the region.



Finishing overall maintenance ahead of schedule without support from experts.

The 9th total productive maintenance of Ca Mau Fertilizer Plant took place in the context of highly increasing demand of the market and Covid-19 pandemic outbreak causing heavy impacts in Mekong Delta. However, thanks to proactively making plan and preparing an experienced and skilled team with high determination, the total productive maintenance was completed on 22 November 2021, earlier than the plan. All 1,729 items were successfully fulfilled without supporting from experts. That the ability to master technology and the pioneering innovation of PVCFC has helped high-quality commercial product batches be shipped in time to serve farmers during the peak of winter-spring crop.



PVCFC's engineers were completing overall plant maintenance ahead of schedule without support from foreign experts.



The 10th anniversary celebration and preparing for the election of deputies to the 15th National Assembly and all-level People's Councils for the 2021-2026 term.



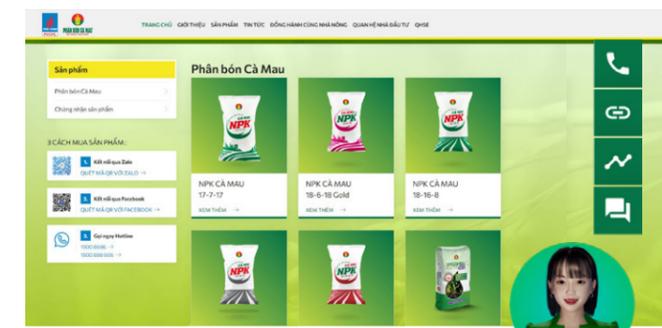
PVCFC's 10th Anniversary Celebration Ceremony

On 16 March 2021, PVCFC successfully held the 10th anniversary of establishment (09 March 2011 - 09 March 2021) and 10 year completing Ca Mau Gas - Power - Fertilizer Complex (2011 - 2021). This was a meaningful event for generations of PVCFC's leaders and employees to look back the proud milestones in the past journey and look forward to new achievements in the future with confidence, willingness and determination.



Upgrading Website

In 2021, PVCFC upgraded and re-designed its Website interface at address www.pvcfc.com.vn, based on the latest security technology. Using multi-platform display technology, fast access speed, friendly interface focusing on displaying data for investors, and items being arranged appropriately and intelligently, etc., the Website has fully and timely provided important information about investment and securities to shareholders/investors as well as helped the farmers to grasp information about crop, market and agriculture.



New PVCFC Website interface

Particularly the Website is integrated with artificial intelligence to provide direct interaction with customers. Based on the searching history of customers on website, "AI-created man" will give suitable consulting, thanks to that, improving customer experience and better meeting the needs of customers. This is a breakthrough of PVCFC when applying artificial intelligence in caring for and improving customer experience.



BOD is organized and enhanced in accordance with the best international practices



PVCFC leaders were participating training course about Best governance practices 2021.

To strengthen its position and lead the Company to achieve sustainable growth in the context of economic fluctuations, PVCFC has enhanced BOD capability in line with the best international practices. Accordingly, PVCFC, with the consultancy of VietStar Training & Consulting JSC, has successfully held training courses about corporate governance, in both offline and online via Zoom. Through three discussions about BOD efficiency, value creation and corporate governance, the senior experts and managers from Singapore have helped PVCFC's leadership to approach the best governance practices which were accepted internationally, willing to enhance governance quality, enabling the Company to develop more and more and increasingly move further and further.



AWARDS AND ACCOLADES

AWARDS ALREADY OBTAINED

No.	AWARDS	TIMES	YEAR	No.	AWARDS	TIMES	YEAR
1	Second-class Labor Medal	1	2016	9	Vietnam Golden Rice	1	2018
2	National Brand	4	2014, 2016, 2018, 2020	10	Top 500 largest enterprises in Vietnam 2021	3	2016, 2017, 2021
3	Vietnamese High-Quality Goods	3	2016, 2017, 2019	11	Top 10, 15 Best Annual Report	3	2016, 2017, 2021
4	Haldor Topsoe Certification Top factories with best operational efficiency in terms of average capacity per year	1	2020	12	Enterprise for employees	2	2016, 2017
5	Vietnam Golden Star	3	2014, 2016, 2018	13	N46.Plus Ca Mau - Top 10 products of Vietnam's intellectual pride	1	2017
6	Gold Award - National Quality Award Program	2	2015, 2020	14	Accompanying with farmers	1	2020
7	Sustainable Enterprise	1	2019	15	N.Humate+TE Product of Vietnam's intellectual pride	1	2016
8	Reputable Exporting Enterprise	2	2018, 2019	16	Top 50 best listed companies in Vietnam	1	2021

TYPICAL AWARDS



Top 50 Best listed companies in Vietnam 2021



Gold Award - National Quality Award Program



Top 500 largest enterprises in Vietnam 2021

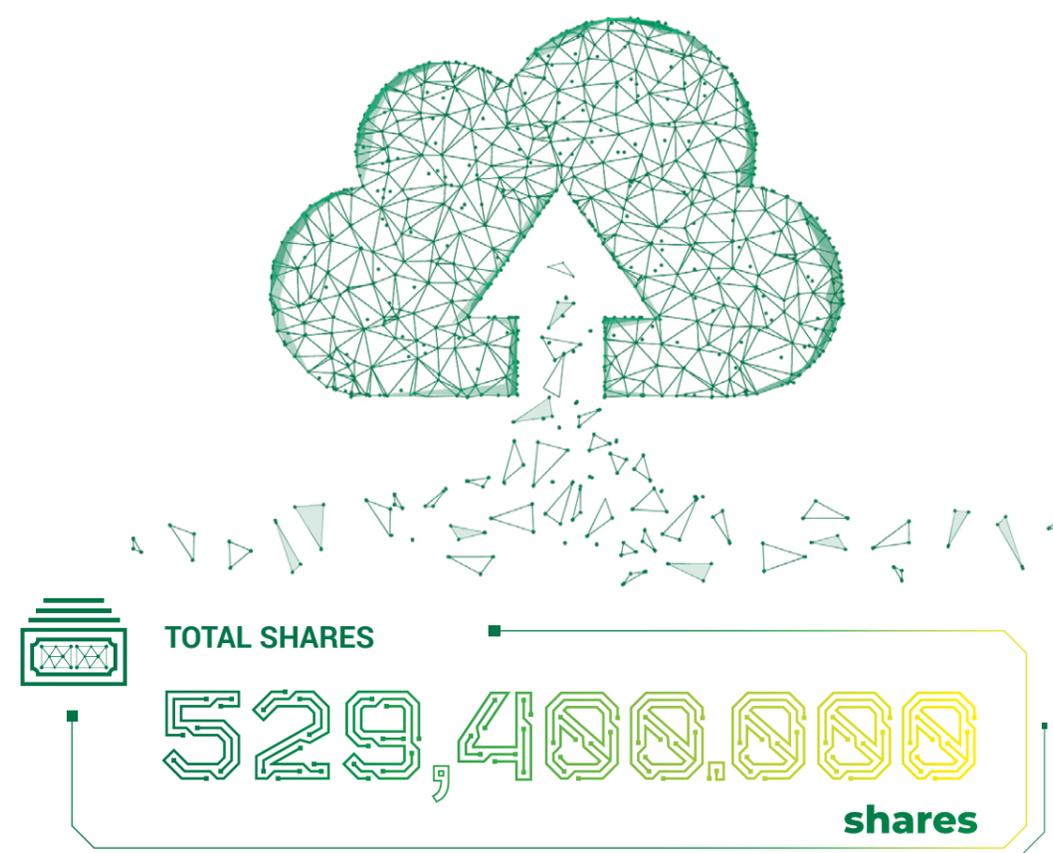


Top 10 Best Annual Report 2021



SHAREHOLDER STRUCTURE AND CHANGES IN OWNER'S EQUITY (according to the final list as of 14 February 2022)

STOCK INFORMATION



Face value:	VND 10,000 / share
Total share value:	VND 5,294,000,000,000
Type of outstanding shares:	Common share
Number of freely transferable shares:	529,400,000 shares
Number of shares limited to transfer:	0 (zero) shares
The Company has no securities traded abroad.	

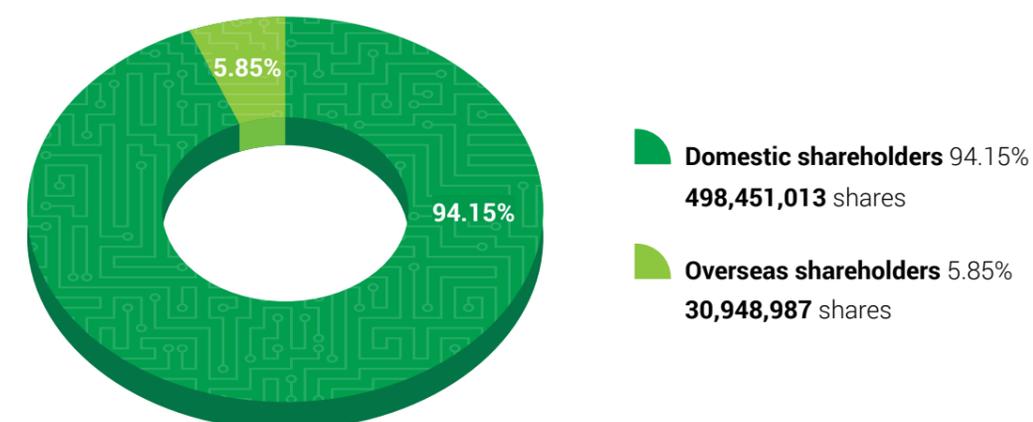
LIST OF SHAREHOLDERS HOLDING MORE THAN 5% OF CHARTER CAPITAL

Shareholders	Business registration certificate No./Identity card No.	Address	Number of holding shares (shares)	% charter capital
Vietnam Oil and Gas Group - PVN	0106000811	18 Lang Ha, Ba Dinh, Hanoi	400,023,057	75.56
Total			400,023,057	75.56

SHAREHOLDER STRUCTURE AS OF 14 FEBRUARY 2022

No.	Shareholders	Quantity (persons/ organizations)	Number of shares (share)	Value according to par value (VND)	Rate
I	Domestic shareholders	20,982	498,451,013	4,984,510,130,000	94.15
1	Organizational shareholders	90	409,291,750	4,092,917,500,000	77.31
1.1	<i>In which: PVN</i>	1	400,023,057	4,000,230,570,000	75.56
1.2	<i>Others</i>	89	9,268,693	92,686,930,000	1.75
2	Individual shareholders	20,922	89,159,263	891,592,630,000	16.84
II	Overseas shareholders	112	30,948,987	309,489,870,000	5.85
1	Organizational shareholders	30	29,240,890	292,408,900,000	5.52
2	Individual shareholders	82	1,708,097	17,080,970,000	0.32
	Total	21,094	529,400,000	5,294,000,000,000	100.00

Shareholder structure chart



TREASURY SHARE

Number of treasury share: 0 (zero) share

Transaction of treasury share: There was no treasury share transaction in 2021.

CHANGES IN OWNER'S EQUITY

There was no change in owner's equity in 2021.

OTHER SECURITIES

The Company did not issue any securities in 2021.



SUBSIDIARIES AND AFFILIATES



PETROVIETNAM PACKAGING JOINT STOCK COMPANY - PPC

Establishment date:	10/06/2010
Charter capital at present:	VND 47,995,160,000
Main business operations:	Manufacturing products made from plastic, in which mainly producing and trading PP and PE packages; producing and trading fertilizers and Nitrogen complex.
Address:	Lot A1-3, Tra Kha Industrial Park, Ward 8, Bac Lieu City, Bac Lieu Province
Tel.:	02913 957 555
Fax:	02913 957 666
Email:	sale@pbp.vn
Website:	www.pbp.vn
PPC's share held by PVCFC:	2,449,167 shares, equivalent to VND 24,491,670,000
PPC's charter capital owned by PVCFC:	51.03%

PPC's CHARTER CAPITAL

VND 47,995,160,000

BUSINESS PERFORMANCE OF PPC

No.	Items	Unit	Implemented 2020	Year 2021		% Implemented 2021/Planned 2021	% Implemented 2021/Implemented 2020
				Planned	Implemented		
I Production output							
1	Packaging	Thousand packages	24,349.87	24,981.96	25,885.02	103.61%	106.30%
2	Fertilizer	Tons	3,840.75	13,000.00	6,420.06	49.39%	167.16%
II Financial indicator							
1	Revenue	VND million	278,438	236,342	330,003	139.63%	118.52%
2	Profit before tax	VND million	6,877	7,094	7,529	106.13%	109.48%

PPC has made all efforts to complete the assigned targets, exceeding the planned package production output, increasing by 3.61% compared to the plan, 6.3% higher than 2020, to timely provide packages for PVCFC.

Revenue and profit before tax increased by 39.63% and 6.13% compared to the plan, respectively. Besides, PPC has always ensured to promptly provide packages for PVCFC as well as actively seeking market for its two products i.e., packages and fertilizer. Particularly, as for fertilizer, PPC actively reduce production to remove inventory, minimize storage expense, and maintain product quality.



GOVERNANCE MODEL AND ORGANIZATIONAL STRUCTURE

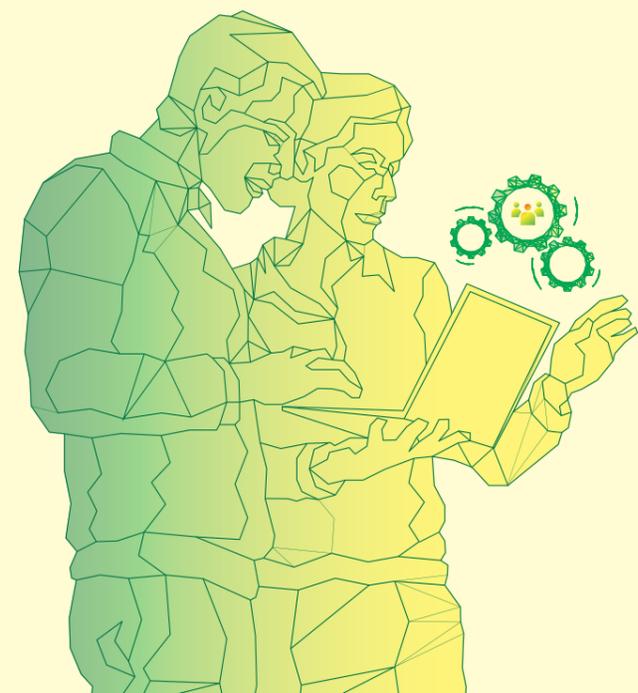
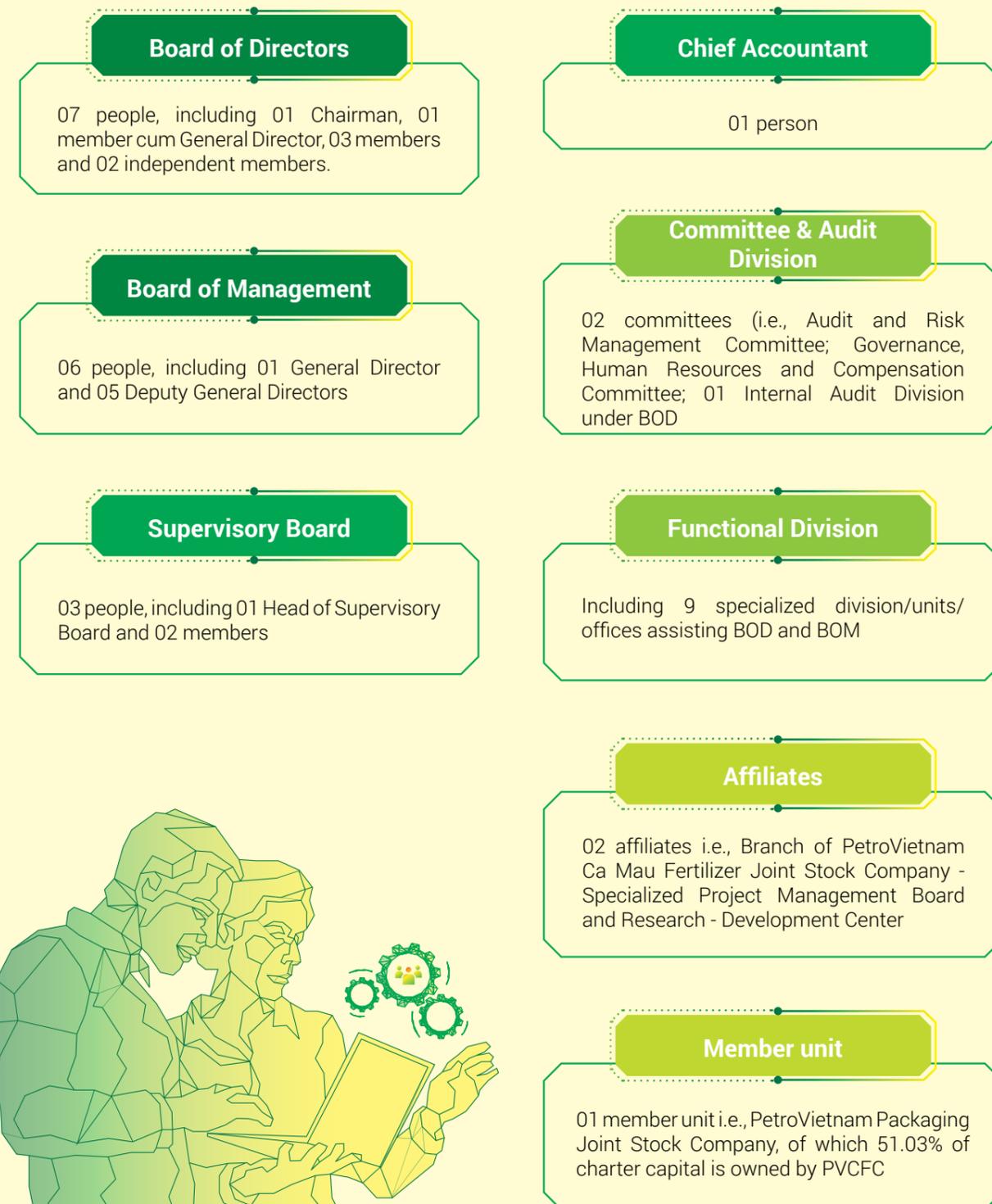
ORGANIZATIONAL STRUCTURE OF PETROVIETNAM CA MAU FERTILIZER JOINT STOCK COMPANY



“ PETROVIETNAM CA MAU FERTILIZER JOINT STOCK COMPANY, FORMERLY KNOWN AS PETROVIETNAM CA MAU FERTILIZER ONE-MEMBER COMPANY LIMITED IS AN AFFILIATE OF VIETNAM OIL AND GAS GROUP AND WAS ESTABLISHED ACCORDING TO THE DECISION NO.474/QĐ-DKVN DATED 09 MARCH 2011 OF THE BOARD OF MEMBERS OF VIETNAM OIL AND GAS GROUP. IN JANUARY 2015, THE COMPANY TRANSFORMED INTO A JOINT STOCK COMPANY NAMED PETROVIETNAM CA MAU FERTILIZER JOINT STOCK COMPANY. DURING ITS OPERATION, THE COMPANY’S ORGANIZATIONAL STRUCTURE HAS BEEN CHANGED TO BE SUITABLE TO EACH PERIOD.

PETROVIETNAM CA MAU FERTILIZER JOINT STOCK COMPANY HAS DEPLOYED INNOVATION PROJECT AND RESTRUCTURED THE ORGANIZATION IN THE DIRECTION OF STREAMLINE, MULTI-FUNCTION, EFFICIENT OPERATION AND SUITABLE TO THE ACTUAL SITUATION OF THE COMPANY, TOWARDS INCREASINGLY IMPROVING PRODUCTION AND BUSINESS PERFORMANCE.

ORGANIZATIONAL STRUCTURE



GOVERNANCE MODEL AND ORGANIZATIONAL STRUCTURE (continued)

