PetroTrade

ບໍລິສັດ ປີໂຕຣລ້ຽມເທຣດດິ້ງລາວ ມະຫາຊົນ

PETROLEUM TRADING LAO PUBLIC COMPANY

ຖະໜົນ: ກຳແພງເມືອງ, ບ້ານໂພນທັນ, ເມືອງໄຊເສດຖາ, ນະຄອນຫຼວງວຽງຈັນ, ສ ປ ປ ລາວ ໂທ: 856 21 264834-5 ແຟັກ: 856021 264836

Kampheangmueng Rd, Phonthan Village, Xaysettha District, Vientiane Capital, Lao P.D.R, Tel: 856 21 264834-5, Fax: 856021 264836

ບົດລາຍງານປະຈຳປີ 2014

ANNUAL REPORT 2014



ພລັສ ພະລັງງານເພື່ອຊາດ ພະລັງງານເພື່ອການພັດທະນາ

PLUS ENERGY FOR THE NATION, ENERGY FOR THE DEVELOPMENT


PetroTrade
0001 0002 0003
Smile
Member Card
Smile
Member Card
ບັດສະສົມ ຄະແນນ
PetroTrade
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Smile
Member Card
ຮອຍຍິ້ມແຫ່ງຄວາມສຸກ... ໃຫ້ຫຼາຍກວ່າການເຕີມນ້ຳມັນ


ສະດວກ ຄຸ້ມຄ່າ ປອດໄພ
ທັນສະໄໝ ຄອບຄຸມໄດ້
PLUS CARD
Save Plus
ບັດນ້ຳມັນ
Energy Card
Fleet Plus
ບັດນ້ຳມັນ
ບັດນ້ຳມັນ
Easy Plus
Call
Center
1122



ບົດລາຍງານປະຈຳປີ

Annual Report

2014



ວິໄສທັດ / Vision

ເປັນບໍລິສັດຊັ້ນນຳ ທາງດ້ານພະລັງງານເຊື້ອໄຟ ທີ່ຄົບວົງຈອນດ້ານຜະລິດຕະພັນປິໂຕຣລ້ຽມ ໃນ ສປປ ລາວ ແລະ ເຊື່ອມໂຍງການຄ້າໃນລະດັບອາຊຽນ ພາຍໃນ 5 ປີ.

Be a leader of Petroleum business in Lao PDR and link the commcercial with ASEAN within 5 years.

ພາລະກິດ / Mission

ສ້າງທຸລະກິດພະລັງງານເຊື້ອໄຟຂອງເອກະຊົນລາວທີ່ຄົບວົງຈອນ ເປັນທີ່ຍອມຮັບ ແລະ ເຊື່ອໝັ້ນຂອງສັງຄົມ ສາມາດເຊື່ອມໂຍງການຄ້າໃນລະດັບພູມມິພາກ, ສ້າງ ແລະ ແບ່ງປັນຜົນປະໂຫຍດຕໍ່ຜູ້ທີ່ມີສ່ວນກ່ຽວພັນ ແລະ ສັງຄົມ.

Create Lao private sector's petroleum business fully integration with accpepted and confidence for the end users, linked commercial in the region, create and sharing profitibilities of those involved and to the societies.



ສານຈາກທ່ານປະທານສະພາບໍລິຫານ

Message from Chairman of the Board of Directors

ຮຽນທ່ານຜູ້ຖືຮຸ້ນທີ່ນັບຖື / To Respect Shareholders,

ຫຼັງຈາກທີ່ ບໍລິສັດ ປີໂຕຣລ້ຽມເທຣດດິ້ງລາວ ຈຳກັດ (ປີໂຕຣເທຣດ) ໄດ້ຫັນປ່ຽນມາເປັນ ບໍລິສັດມະຫາຊົນ ພ້ອມທັງໄດ້ຖືກຮັບຮອງ ແລະ ຈົດທະບຽນເຂົ້າຕະຫຼາດຫຼັກຊັບຢ່າງເປັນທາງການໃນຕົ້ນເດືອນທັນວາ 2014 ທີ່ຜ່ານມາ ໄດ້ເປັນການປ່ຽນໂສມໜ້າໃໝ່ ປີໂຕຣເທຣດ ເພື່ອການສ້າງຄວາມເຊື່ອໝັ່ນຕໍ່ການດຳເນີນງານທຸລະກິດ ແລະ ພັດທະນາຕໍ່ຍອດທາງທຸລະກິດຂອງ ປີໂຕຣເທຣດ ທີ່ນຳສະເໜີການໃຫ້ບໍລິການຕ່າງໆຂອງ ປີໂຕຣເທຣດ ໃຫ້ແກ່ສັງຄົມ.

After the Petroleum Trading Lao Co., Ltd (Petrotrade) has reformed to the public company firm with approved and listed with Lao Securities Exchange in December 2014 it's turned to new image of Petrotrade with trusted of the investors for our business development and operation also the services to customers.

ການລະໂອກາດ ແລະ ຄວາມທ້າທາຍຂອງ ປີໂຕຣເທຣດ ກໍ່ຄືຂອງ ສປປ ລາວ ເຮົາໃນອະນາຄົດອັນມໍ່ໆນີ້ ກໍ່ແມ່ນການກະກຽມຂອງທຸລະກິດເຂົ້າສູ່ການເປັນສ່ວນໜຶ່ງຂອງ ປະຊາຄົມເສດຖະກິດອາຊຽນ (AEC) ຢ່າງເຕັມຮູບແບບ ເຊິ່ງ ປີໂຕຣເທຣດ ເອງກໍ່ໄດ້ກະກຽມຄວາມພ້ອມທາງດ້ານອົງກອນ ແລະ ພັດທະນາດ້ານບຸກຄະລາກອນບຸກຄະລາກອນ ແລະ ໄດ້ກະກຽມນຳເອົາເທັກໂນໂລຍີໃໝ່ໆ ເຂົ້າມານຳໃຊ້ໃນສະຖານີບໍລິການເພື່ອສ້າງຄວາມໝັ້ນໃຈ, ຄວາມສະດວກສະບາຍ ແລະ ຄວາມປອດໄພແກ່ລູກຄ້າທີ່ເຂົ້າມາໃຊ້ບໍລິການໃຫ້ໄດ້ມາດຕະຖານສາກົນ ໂດຍມີນະໂຍບາຍຄວບຄຸມໃນການດຳເນີນງານ. ພ້ອມນີ້, ການໃຫ້ບໍລິການເສີມຕ່າງໆ ພາຍໃນສະຖານີບໍລິການຕົ້ນແບບແມ່ນໄດ້ເລີ່ມໃຫ້ບໍລິການເຊັ່ນ: ຮ້ານຄ້າສະດວກຊື້ ພລັສ ເດລີມາດ, ສູນລ້າງອັດສີດ ໂມລີແຄ, ຕູ້ບໍລິການ ATM ແລະ ຫ້ອງນ້ຳສະອາດທີ່ໄດ້ມາດຕະຖານ. ພວກເຮົາກຳລັງດຳເນີນການໃຫ້ການບໍລິການໃໝ່ໆ ພາຍໃນສູນບໍລິການປ້ຳນ້ຳມັນ ພລັສ ເພື່ອຮອງຮັບກັບພຶດຕິ

ກຳຂອງຜູ້ບໍລິໂພກທີ່ກຳລັງປ່ຽນໄປໃນຮູບແບບ " ຈຸດດຽວບໍລິການຫຼາຍຢ່າງ " One Stop Services ເຊັ່ນ: ຮ້ານ ອາຫານ ແລະ ກາເຟ ເພື່ອສ້າງໃຫ້ເປັນຈຸດສູນລວມຂອງນັກທ່ອງທ່ຽວ, ຊຸມຊົນອ້ອມຂ້າງ ແລະ ສັງຄົມທົ່ວໄປ.

The opportunity and the challenge of Petrotrade also Laos at the moment is Asean Economic Community (AEC) that will be in fully integration, Petrotrade's developing and preparing our human resource and starts using new technology and improving our services in the gas stations with international standard in order to serves our customers. Thus, the optional services in Plus gas stations such as: Plus Daily Mart, Moly Cars, ATMs and clean toilet, soon the restaurant and coffee shop will be available as our goal is to develop Plus gas station as "One Stop Services" for the tourist and the community.

ພວກເຮົາມອງເຫັນໂອກາດທາງດ້ານ ຕະຫຼາດການຄ້ານ້ຳມັນເຊື້ອໄຟໃນ ສປປ ລາວ ທີ່ຍັງຄົງມີທ່າແຮງ ແລະ ເອື້ອອຳນວຍແກ່ການຂະຫຍາຍທຸລະກິດໄປຂ້າງໜ້າຢ່າງບໍ່ຢຸດຢັ້ງຂອງ ບໍລິສັດ ປິໂຕຣລ້ຽມເທຣດດິ້ງລາວ ມະຫາຊົນ ໂດຍຄົນລາວເປັນເຈົ້າຂອງຢ່າງແທ້ຈິງ ຕາມຄຳຂວັນຂອງບໍລິສັດທີ່ວ່າ " ພະລັງງານເພື່ອຊາດ ພະລັງງານເພື່ອການ ພັດທະນາ ".

Petroleum Trading Lao Public Company looking for the petroleum market in Lao PDR there's still more opportunity and advantage of expansion our business ahead with owns by Lao people and complied with our mission and vision " Energy for the Nation, Energy for the Development"

ປະທານສະພາຜູ້ບໍລິຫານ

Chairman of the Board of Directors

ທ່ານ ຫວ່ຳ ລັດຕະນະວົງ / Mr. Vang Rattanavong





ສານຈາກທ່ານຮອງປະທານສະພາບໍລິຫານ, ຜູ້ອຳນວຍການໃຫຍ່

Message from Vice Chairman of the Board of Directors&CEO

ຮຽນທ່ານຜູ້ຖືຮຸ້ນທີ່ນັບຖື / Dear Respect Shareholders,

ປີ 2014 ໂດຍພາບລວມແລ້ວໃນຕະຫຼາດການຄ້ານ້ຳມັນຂອງ ສປປ ລາວ ແມ່ນເຂັ້ມຂຸ້ນຍິ່ງຂຶ້ນ ອັນເນື່ອງມາຈາກຄວາມຜັນຜວນຂອງລາຄານ້ຳມັນຂອງຕະຫຼາດໂລກໃນຊ່ວງເຄິ່ງປີຫຼັງ 2014 ທີ່ຜ່ານມາເຊິ່ງໄດ້ສົ່ງຜົນກະທົບໂດຍກົງຕໍ່ກັບຜົນການປະກອບການຂອງບໍລິສັດ ແລະ ຍອດຂາຍໃນປີ 2014, ແຕ່ເຖິງຢ່າງໃດກໍ່ຕາມຖ້າເບິ່ງໃນແງ່ຂອງຜູ້ຊົມໃຊ້ນ້ຳມັນເຊື້ອໄຟແມ່ນຖືວ່າດີ ເພາະວ່າໄດ້ຈ່າຍລາຄານ້ຳມັນທີ່ຖືກລົງ. ແຕ່ດ້ວຍຄວາມຮ່ວມແຮງຮ່ວມໃຈຂອງຜູ້ບໍລິຫານ ແລະ ພະນັກງານທຸກໆຝ່າຍສາມາດເຮັດໃຫ້ຍອດຂາຍປະຈຳປີຂອງ ປທລ ບັນລຸໄດ້ມາເຊິ່ງຍອດຂາຍທີ່ນ່າພໍໃຈ. ປະຈຸບັນຖານການຂາຍຂອງເຮົາກວມປະມານ 17.7% ຂອງຕະຫຼາດທົ່ວປະເທດ, ຂ້າພະເຈົ້າມີຄວາມຮູ້ສຶກພູມໃຈໄດ້ປະກອບສ່ວນເຂົ້າໃນການຈ່າຍພາສີອາກອນເຂົ້າລັດເຖິງ 214,558,536,145 ກີບ ແລະ ເຫັນວ່າທຸລະກິດນ້ຳມັນທີ່ເປັນຂອງຄົນລາວ 100% ໄດ້ຄອງສ່ວນແບ່ງທາງຕະຫຼາດເປັນອັນດັບຕົ້ນໆ ໃນການສະໜອງນ້ຳມັນເຊື້ອໄຟແກ່ຜູ້ບໍລິໂພກທົ່ວໄປ.

Year 2014, the overview of fuel market of Lao PDR is increasingly concentrated due to the volatility of world fuel market in during half year of last year 2014 which affected directly to turnover and sales of the company in year 2014. But however, in term of fuel consumer is considering benefit because the price of fuel is turning down. With the cooperation of management and employees in all sectors can make sales volume of PTL reached satisfactory. Our current sales base account can cover 17.7% of

market across the country, I feel proud to have chance to contribute taxes to the state to 214,558,536,145 and considering at the Lao oil business own by Lao people 100% can take place onto the top position in oil market of the country to supply fuel to consumers in general.

ສິ່ງທີ່ສ້າງທ່າແຮງໃຫ້ແກ່ ປທລ ແລະ ຍອດຂາຍຂອງເຮົາເພີ່ມຂຶ້ນແມ່ນພວກເຮົາເນັ້ນການຮັກສາຄຸນນະພາບຂອງຜະລິດຕະພັນເປັນຫຼັກ. ປທລ ຖືວ່າເປັນບໍລິສັດນ້ຳມັນເອກະຊົນແຫ່ງທຳອິດ ທີ່ມີຫ້ອງປະຕິບັດການ (Laboratory) ໃນການກວດກາສິນຄ້າກ່ອນຮັບ ກ່ອນຈ່າຍ ແລະ ອີກຫົວໃຈໜຶ່ງແມ່ນ ພວກເຮົາມີການຂົນສົ່ງທີ່ຮັບປະກັນຄື: ບໍລິສັດ ສິດທິໂລຈິດສະຕິກ ທີ່ເປັນບໍລິສັດຢູ່ໃນເຄືອຂອງເຮົາໃນການຮອງຮັບການຂົນສົ່ງທີ່ມີປະສິດທິພາບ ເຊິ່ງເປັນປັດໃຈໜຶ່ງທີ່ສ້າງຄວາມເຊື່ອໝັ້ນ ກັບຜູ້ຊົມໃຊ້ວ່າ ມີນ້ຳມັນໃຫ້ບໍລິການຕະຫຼອດເວລາ ໃນປ້ຳພລັສ.

The factor that creates the potential for the PTL and our sales are increasing our focus on maintaining the quality of products as the fundamental. PTL was as fuel firm privatization which has first laboratories to inspect the merchandise before supplying and our hearted component is our guarantees transportation name as Sitthi Logistic Company to support for transportation efficiency which is one of the factor to make confidence with consumers.

ແຜນການຂະຫຍາຍປ້ຳນ້ຳມັນຂອງ ປທລ ໃນປີ 2015 ນີ້ພວກເຮົາເລັ່ງໃສ່ການສ້າງສະຖານີບໍລິການຂະໜາດ ແພລັດຕິນ້ຳ (Platinum) ໃຫ້ໄດ້ 5 ປ້ຳ, ຂະໜາດ ໂກນດ໌ (Gold) ໃຫ້ໄດ້ 5 ປ້ຳ ແລະ ປ້ຳທ້ອງຖິ່ນພັດທະນາ ໃຫ້ໄດ້ 13 ປ້ຳ, ເຊິ່ງໃນນີ້ບັນດາປ້ຳຂະໜາດໃຫຍ່ແມ່ນການລົງທຶນໂດຍກົງຂອງ ປທລ ເອງເພື່ອເພີ່ມສັກກະຍະພາບຂອງການໃຫ້ບໍລິການແກ່ລູກຄ້າທີ່ເຂົ້າມາໃຊ້ບໍລິການໃຫ້ດີຂຶ້ນ ແລະ ເປັນມາດຕະຖານອັນດຽວກັນ.

The plan of PTL expansion gas station in year 2015, we're focused on 5 Platinum Type, 5 Gold Type and 13 Thong Thin Pathana (rural gas station) Type gas station, PLT will directly invest in every large size of stations to enhance the quality of service to clients that consumer the service better and in the same standard.

ສິ່ງທີ່ເປັນການປະກອບສ່ວນສຳຄັນອີກອັນໜຶ່ງແມ່ນກິດຈະກຳດ້ານການຕະຫຼາດ ແລະ ການທີ່ມີສ່ວນຮ່ວມກັບການພັດທະນາຊ່ວຍເຫຼືອສັງຄົມ, ໃນປີ 2014 ພວກເຮົາໄດ້ສະໜອງງົບປະມານຫຼາຍກວ່າ 1 ຕື້ກີບ ເຂົ້າໃນກິດຈະກຳຊ່ວຍເຫຼືອສັງຄົມຕາມ ໂຄງການ "ປັນນ້ຳໃຈຊ່ວຍເຫຼືອຜູ້ປະສົບໄພໜາວ" ເຊິ່ງດຳເນີນມາເປັນປີທີ 4 ແລ້ວໃນການນຳເອົາຜ້າຫົ່ມຊ່ວຍເຫຼືອພີ່ນ້ອງປະຊາຊົນຜູ້ຢູ່ຫ່າງໄກສອກຫຼີກ ແລະ ຕ້ອງການຄວາມຊ່ວຍເຫຼືອ. ພ້ອມກັບໂຄງການປູກປ່າທົດແທນພື້ນທີ່ແຫ້ງແລ້ງເພື່ອຄືນສະພາບແວດລ້ອມທີ່ດີແກ່ລະບົບນິເວດເປັນປີທີ 3 ແລ້ວເຊັ່ນກັນເພື່ອຄວາມຍືນຍົງຂອງທຳມະຊາດ. ພວກເຮົາຄິດສະເໝີວ່າ: ຈະເຮັດການຕະຫຼາດອັນໃດກໍບໍ່ຍິ່ນຍົງເທົ່າກັບການສ້າງຄວາມຜູກພັນກັບຄວາມຮູ້ສຶກຂອງສັງຄົມ ເຮັດໃຫ້ເຂົາເຈົ້າໄດ້ຮູ້ ໄດ້ສຳຜັດຕົວຈິງ ພວກເຮົາຕັ້ງເປົ້າໝາຍວ່າ: ການຕະຫຼາດຂອງເຮົາຕ້ອງຈັບຍາຍໄດ້ໃຫ້ສັງຄົມໄດ້ຮັບສ່ວນຮ່ວມຈາກບໍລິສັດຂອງເຮົາແທ້ ແລະ ທີ່ສຳຄັນ ບໍລິການຂອງເຮົາມີຄຸນນະພາບ

ສິນຄ້າມີຄຸນນະພາບ ລາຄາມາດຕະຖານທີ່ລັດຖະບານກຳນົດ. ເຊິ່ງແມ່ນອນວ່າການກວດສອບມາດຕະຖານຂອງ SGS United Kingdom Ltd ໃນສ່ວນຂອງ System & Services Certification ໃນການຮັບຮອງ ແລະ ຕໍ່ໃບອະນຸຍາດມາດຕະຖານ ISO ທັງ 3 ມາດຕະຖານຄື: ISO 9001: 2008 Quality Management System ມາດຕະຖານລະບົບການຄວບຄຸມຄຸນະພາບ, ISO 14001: 2004 Environmental Management System ມາດຕະຖານລະບົບການຄວບຄຸມທີ່ດີຕໍ່ສິ່ງແວດລ້ອມ ແລະ OHSAS 18001: 2007 Occupational Health and Safety Management Systems ລະບົບການຄວບຄຸມຄວາມປອດໄພ ແລະ ສຸກຂະອະນາໄມຂອງພະນັກງານ ຂອງສົກປີ 2014-2015 ໄດ້ຜ່ານໄປດ້ວຍດີເຊັ່ນເຄີຍ ແລະ ປທລ ກ່ຍ້ນດີກ້າເວົ້າໄດ້ວ່າ ເປັນບໍລິສັດຜູ້ໃຫ້ບໍລິການນ້ຳມັນເຊື້ອໄຟຜູ້ດຽວທີ່ຜ່ານມາດຕະຖານ ISO ທັງ 3 ດ້ານໃນ ສປປ ລາວ ໃນປະຈຸບັນ.

Another important contribution is marketing and the engaging development aid activities to society. In 2014, we supported budget more than 1 billion in activities to help society as "Giving Warm to Victims Winter" which carried up to 4th year to bring blankets help victims who lives in remote areas and the persons who necessarily needed. With project of harvesting and replacing forest and dry surface to restore the environment which includes ecosystems, this was also up 3rd year to sustain the environment. We always thought that whatever marketing will be unsustainable as creating relations with a sense of society, we always thought that whatever marketing would make it sustainable market rather than creating feelings of social which can make them know the actual touch. We aim as we will do marketing as, we will make tangible marketing to the society which it will be involved from the actual service providers and the quality of our product quality and standards by the government set. Certainly, inspection standard of SGS United Kingdom Ltd as part of System & Services Certification certification and licensing standards 3 ISOs International Organization of standardization: ISO 9001: 2008 Quality Management System, ISO 14001: 2004 Environmental Management System and OHSAS 18001: 2007 Occupational Health and Safety Management Systems of 2014-2015 has passed with good result as previous and the PTL has a confidently saying that company currently providing the fuel with international standard 3 ISOs in Laos.

ການພັດທະນາບຸກຄະລາກອນແມ່ນໝາກຫົວໃຈຫຼັກໃນການຂັບເຄື່ອນກົນໄກແຜນຍຸດທະສາດຂອງ ປທລ. ໃນປີທີ່ຜ່ານມາພວກເຮົາໄດ້ຈັດຈ້າງຜູ້ຊ່ຽວຊານດ້ານຕ່າງໆມາຝຶກອົບຮົມວິຊາການດ້ານບັນຊີ, ດ້ານບຸກຄະລາກອນ, ດ້ານການບໍລິການ ແລະ ອື່ນໆທີ່ກ່ຽວຂ້ອງເພື່ອເປັນການຍົກໃຫ້ແກ່ພະນັກງານພາຍໃນຂອງ ປທລ. ໂຄງການທີ່ພົ້ນເດັ່ນໃນນີ້ ກໍ່ແມ່ນໂຄງການສ້າງພະນັກງານສືບທອດ ແລະ ໂຄງການເພັ້ນຫາພະນັກງານໃນອະນາຄົດ (HIPP) ເຊິ່ງໄດ້ເລີ່ມປະຕິບັດມາແຕ່ທ້າຍປີ 2014 ເປັນຕົ້ນມາເພື່ອໃຫ້ພະນັກງານທີ່ຖືກເລືອກເຝັ້ນເຫຼົ່ານັ້ນກາຍມາເປັນພະນັກງານ ແລະ ລະດັບຜູ້ບໍລິຫານໃນອະນາຄົດ.

Human resource development is the heart of driving mechanism of PTL strategy. In recent years, we have hired experts for training courses on accounting, personnel services and other related to develop internal employees of PTL. The most significant project happens that is the continued development practitioners and explore for future employee or High Potential Program (HIPP), which commenced operations in late 2014 to employees appointed selection them to become employees and executives in the future.

ຄວາມສຳເລັດໃນການເຂົ້າເປັນບໍລິສັດຈົດທະບຽນໃນຕະຫຼາດຫຼັກຊັບລາວຂອງ ປທລ ແມ່ນຄວາມພາກພູມໃຈ ຂອງຜູ້ບໍລິຫານ ແລະ ພະນັກງານຂອງ ປທລ ທຸກຄົນ. ເພາະວ່າ ປທລ ແມ່ນບໍລິສັດຂອງຄົນລາວ 100% ທີ່ກຳລັງເຕີບ ໂຕຢ່າງເຂັ້ມແຂງ, ພວກເຮົາໝັ້ນໃຈໃນການດຳເນີນທຸລະກິດດ້ວຍຄວາມຊື່ສັດ ໝັ້ນຄົງ ແລະ ໂປ່ງໃສ ຕາມວິໃສທັດ ແລະ ພັນທະກິດຂອງ ປທລ ທີ່ໄດ້ຕັ້ງໄວ້ເພື່ອນຳໄປສູ່ຄວາມໝັ້ນຄົງ ແລະ ຍັ້ງຍືນຂອງບໍລິສັດທີ່ພ້ອມແລ້ວຈະສະໜອງ ຄວາມໝັ້ນຄົງທາງດ້ານພະລັງງານເຊື້ອໄຟ ພ້ອມທັງເປັນສ່ວນໜຶ່ງໃນການສ້າງສາ ແລະ ພັດທະນາປະເທດຊາດຕໍ່ໄປ.

The company achievement listed in to Lao Securities Exchange (LSX) is the proud of every managements and employees of PTL. Because PTL is company of Lao people 100 percent own which strongly expanding, we are confidently operated business with integrity and transparency through our vision and mission of PTL is to be contributed to the stability and sustainability. PTL is ready to provide stable fuel energy, to be a part of creation and continued development of Lao PRD.

ຮອງປະທານສະພາບໍລິຫານ, ຜູ້ອຳນວຍການໃຫຍ່

Vice Chairman of the Board of Directors&CEO

ທ່ານ ຈັນທອນ ສິດທິໄຊ

Mr. Chanthone Sitthixay



ປະຫວັດຄວາມເປັນມາຂອງ ປີໂຕຣເທຣດ

ບໍລິສັດ ປີໂຕຣລ້ຽມເທຣດດິ້ງ ລາວ ມະຫາຊົນ (Petroleum Trading Lao Public Company) ຫຼື ທີ່ຮູ້ຈັກກັນໃນນາມ ປີໂຕຣເທຣດ ສ້າງຕັ້ງຂຶ້ນໂດຍ ທ່ານ ຈັນທອນ ສິດທິໄຊ ແລະ ພັນລະຍາຄື ທ່ານ ນາງ ສະຫວັນທອງ ພິງສະຫວັນ ເຊິ່ງທັງສອງທ່ານລ້ວນແຕ່ເປັນນັກທຸລະກິດທີ່ມີຊື່ສຽງໃນ ສປປ ລາວ ແລະ ມີປະສົບການໃນການປະກອບທຸລະກິດທີ່ຫຼາກຫຼາຍເປັນຕົ້ນແມ່ນທຸລະກິດນຳເຂົ້າ ແລະ ສົ່ງອອກສິນຄ້າຫຼາຍປະເພດໃນ ສປປ ລາວ.

ທີ່ຜ່ານມາ ທັງສອງທ່ານໄດ້ມີໂອກາດເດີນທາງເພື່ອສຳຫຼວດພື້ນທີ່ໃນຕົວເມືອງຕ່າງໆທັງໃນເຂດຊຸມຊົນ ແລະ ເຂດຊົນນະບົດຫ່າງໄກສອກຫຼີກເກືອບທຸກພື້ນທີ່ໃນ ສປປ ລາວ ເຊິ່ງທ່ານໄດ້ເບິ່ງເຫັນຄວາມຫຍຸ້ງຍາກໃນການເຂົ້າເຖິງແຫຼ່ງພະລັງງານ ຫຼື ນ້ຳມັນໂດຍສະເພາະໃນເຂດພື້ນທີ່ຫ່າງໄກສອກຫຼີກ ແລະ ເຫັນວ່ານ້ຳມັນທີ່ຂາຍໃນເຂດດັ່ງກ່າວແມ່ນມີລາຄາແພງເກີນກວ່າລາຄາປົກກະຕິທີ່ລັດຖະບານກຳນົດ. ດ້ວຍເຫັນໄດ້ເຖິງຄວາມຕ້ອງການໃນການຊົມໃຊ້ນ້ຳມັນ ປະກອບກັບແນວໂນ້ມການພັດທະນາເສດຖະກິດຈາກພາກລັດຖະບານ ໂດຍຖືເອົານ້ຳມັນເຊື້ອເພີງເປັນຊັບພະຍາກອນພື້ນຖານທີ່ສຳຄັນໃນການປະກອບສ່ວນໃນການພັດທະນາເສດຖະກິດຂອງປະເທດ. ສະນັ້ນ, ທ່ານ ຈັນທອນ ຈຶ່ງມີແນວຄວາມຄິດໃນການທີ່ຈະສ້າງສະຖານີບໍລິການນ້ຳມັນທີ່ມີຄຸນນະພາບ ແລະ ລາຄາຍຸຕິທຳໃຫ້ແກ່ປະຊາຊົນໃນຂົງເຂດຫ່າງໄກ ແລະ ກະຈາຍທົ່ວ ສປປ ລາວ, ດ້ວຍເຫດຜົນທີ່ກ່າວມາຂ້າງເທິງນັ້ນ ຈຶ່ງເປັນຈຸດເລີ່ມຕົ້ນຂອງການສ້າງຕັ້ງບໍລິສັດຂຶ້ນໃນວັນທີ 6 ກຸມພາ 2008 ດ້ວຍທຶນຈົດທະບຽນເບື້ອງຕົ້ນ 28.80 ຕື້ກີບ ເພື່ອໃຫ້ບໍລິການນຳເຂົ້າ ແລະ ຈັດຈຳໜ່າຍນ້ຳມັນຜ່ານທາງສະຖານີບໍລິການນ້ຳມັນ, ໂຄງການກໍ່ສ້າງຕ່າງໆລວມໄປເຖິງໂຄງການກໍ່ສ້າງພື້ນຖານໂຄງລ່າງ ໂດຍມີສຳນັກງານໃຫຍ່ຕັ້ງຢູ່ບ້ານ ສຸນັນທາ, ເມືອງ ໄກສອນພົມວິຫານ, ແຂວງ ສະຫວັນນະເຂດ.

ບໍລິສັດໄດ້ນຳເຂົ້ານ້ຳມັນເຊື້ອໄຟຈາກໂຮງກັ່ນນ້ຳມັນທີ່ມີຊື່ສຽງ ແລະ ເປັນທີ່ຍອມຮັບໃນດ້ານຄຸນນະພາບໃນລະດັບສາກົນ ໂດຍນຳເຂົ້ານ້ຳມັນຈາກຜູ້ຜະລິດໃນປະເທດໄທ ເຊິ່ງປະກອບດ້ວຍ Chevron (Thailand) Limited (Chevron), ESSO (Thailand) Public Company Limited (ESSO), IRPC Public Company Limited (IRPC) ແລະ The Shell Company of Thailand Limited (Shell).

ປີ		ສະຫຼຸບຫຍໍ້ເຫດການທີ່ພົ້ນເດັ່ນ
ປີ 2008	:	➢ ບໍລິສັດ ປີໂຕຣລ້ຽມເທຣດດິ້ງ ລາວ ຈຳກັດ ສ້າງຕັ້ງຂຶ້ນດ້ວຍທຶນຈົດທະບຽນ 28.80 ຕື້ກີບ ໂດຍທ່ານ ຈັນທອນ ສິດທິໄຊ ແລະ ທ່ານ ນາງ ສະຫວັນທອງ ພິງສະຫວັນ ຖືຮຸ້ນໃນສັດສ່ວນ 75 ສ່ວນຮ້ອຍ ແລະ 25 ສ່ວນຮ້ອຍຕາມລຳດັບ ໂດຍມີວັດຖຸປະສົງຫຼັກຄືການນຳເຂົ້າ ແລະ ຈັດຈຳໜ່າຍນ້ຳມັນເຊື້ອໄຟຜ່ານສະຖານີບໍລິການນ້ຳມັນໃນ ສປປ ລາວ.
ປີ 2009	:	➢ ສ້າງສະຖານີບໍລິການນ້ຳມັນທີ່ໄດ້ມາດຕະຖານແຫ່ງທຳອິດຂຶ້ນທີ່ ໂພນທັນ ຊື່ວ່າ ປ້ຳນ້ຳມັນ ພລັສ 1 (Plus 1). ➢ ເປີດນຳໃຊ້ສາງນ້ຳມັນແຫ່ງທຳອິດ ທີ່ ແຂວງ ສະຫວັນນະເຂດ ບໍລິມາດບັນຈຸ 700,000 ລິດ.
ປີ 2010	:	➢ ໄດ້ຮັບການຮັບຮອງຄຸນນະພາບມາດຕະຖານຈາກໜ່ວຍງານ UKAS ໃນ 3 ດ້ານຄື: ISO 9001:2008 Quality Management System, ISO 14001:2004 Environmental Management System, OHSAS 18001:2007 Occupational Health and Safety

		Management Systems. ➢ ໄດ້ມີການເປີດໃຊ້ສາງນ້ຳມັນທີ່ວຽງຈັນ ບໍລິມາດບັນຈຸ 1,120,000 ລິດ ແລະ ສາງນ້ຳມັນ ເມືອງເງິນ, ແຂວງ ໄຊຍະບູລີ ບໍລິມາດບັນຈຸ 700,000 ລິດ.
ປີ 2011	:	➢ ບໍລິສັດໄດ້ມີການເພີ່ມທຶນຈົດທະບຽນເປັນ 75.60 ຕື້ກີບ ເພື່ອຮອງຮັບການເຕີບໂຕ ແລະ ການລົງທຶນໃນການຂະຫຍາຍສະຖານີບໍລິການນ້ຳມັນໃຫ້ຄອບຄຸມທຸກພື້ນທີ່ຂອງ ສປປ ລາວ. ➢ ມີການເປີດສະຖານີບໍລິການນ້ຳມັນໃນຮູບແບບ ພລັສ ໂກລ (GLD) ເປັນແຫ່ງທຳອິດຂຶ້ນທີ່ນະຄອນຫຼວງວຽງຈັນ. ➢ ໄດ້ມີການເປີດໃຊ້ສາງນ້ຳມັນທີ່ເມືອງ ປາກຊັນ, ແຂວງ ບໍລິຄຳໄຊ ບໍລິມາດບັນຈຸ 350,000 ລິດ. ➢ ມີສ່ວນແບ່ງທາງການຕະຫຼາດເປັນອັນດັບ 2 ທາງດ້ານທຸລະກິດເຊື້ອໄຟໃນ ສປປ ລາວ.
ປີ 2012	:	➢ ບໍລິສັດມີການເປີດສະຖານີບໍລິການນ້ຳມັນໃນຮູບແບບ ພລັສ ແພັລດຕິນຳ (PTN) ເປັນສະຖານນີບໍລິການນ້ຳມັນທຳອິດຂຶ້ນທີ່ນະຄອນຫຼວງວຽງຈັນ ແລະ ໃສ່ຊື່ວ່າ ພລັສ ສະຖານີບໍລິການນ້ຳມັນ ດອນກອຍ ທີ່ບ້ານ ດອນກອຍ, ເມືອງ ສີສັດຕະນາກ, ນະຄອນຫຼວງວຽງຈັນ. ➢ ສາມາດຮັກສາສ່ວນແບ່ງທາງການຕະຫຼາດອັນດັບ 2 ທາງດ້ານທຸລະກິດເຊື້ອໄຟໃນ ສປປ ລາວ. ➢ ນຳໃຊ້ເຕັກໂນໂລຊີ ແລະ ລະບົບໄອທີທີ່ທັນສະໄໝເຂົ້າໃນການພັດທະນາ, ຄຸ້ມຄອງບໍລິຫານວຽກງານຂາຍຜ່ານເຄື່ອງຮູດບັດ (Electronic Data Capture: EDC) ແລະ ການເກັບກຳຂໍ້ມູນຈາກສູນກາງໄປຫາບັນດາສາຂາໃນຂອບເຂດທົ່ວປະເທດດ້ວຍການສ້າງຊອບແວລະບົບບໍລິຫານຂໍ້ມູນແບບລວມສູນ ຫຼື ERP System. ➢ ມີການລົງທຶນສ້າງລະບົບການບໍລິຫານການຂາຍນ້ຳມັນຜ່ານບັດອີເລັກໂທຣນິກ ຫຼື ບັດເຕີມນ້ຳມັນແທນເງິນສິດ (Fleet Card) ເປັນຜູ້ທຳອິດໃນ ສປປ ລາວ ເຊິ່ງເປັນຜູ້ລິເລີ່ມນຳເອົາເຕັກໂນໂລຊີໃນການບໍລິຫານ ແລະ ຄອບຄຸມຕົ້ນທຶນຄ່າໃຊ້ຈ່າຍໃນການບໍລິຫານຂອງຫ້ອໜ່ວຍທຸລະກິດ ລວມເຖິງຍັງເປັນບັດທີ່ສາມາດໃຊ້ແທນເງິນສິດໃນການຊຳລະຄ່ານ້ຳມັນໃຫ້ຜູ້ມາໃຊ້ບໍລິການໃນສະຖານີບໍລິການນ້ຳມັນຂອງບໍລິສັດ.
ປີ 2013	:	➢ ບໍລິສັດເພີ່ມທຶນຈົດທະບຽນເປັນ 350.00 ຕື້ກີບ ເພື່ອຮອງຮັບການເຕີບໂຕຂອງບໍລິສັດ ແລະ ການຂະຫຍາຍການລົງທຶນເພື່ອເປັນຜູ້ໃຫ້ບໍລິການໃນອັນດັບຕົ້ນຂອງ ສປປ ລາວ ແລະ ເພື່ອຮອງຮັບການເຕີບໂຕຂອງຄວາມຕ້ອງການນ້ຳມັນໃນ ສປປ ລາວ ແລະ ການເປີດປະຊາຄົມເສດຖະກິດອາຊຽນ (ASEAN Economic Community: AEC). ➢ ໄດ້ຮັບການສືບຕໍ່ຮັບຮອງຄຸນະພາບມາດຕະຖານຈາກໜ່ວຍງານ UKAS ໃນທັງ 3 ດ້ານຄື: ISO 9001:2008, ISO 14001:2004, OHSAS 18001:2007. ➢ ໄດ້ມີການປັບປຸງໂຄງສ້າງບໍລິສັດ ແລະ ບໍລິສັດທີ່ກ່ຽວພັນໃຫ້ຊັດເຈນ ເພື່ອຮອງຮັບການເຕີບໂຕໃນໄລຍະຍາວ. ➢ ຍັງຄົງຮັກສາສ່ວນແບ່ງການຕະຫຼາດເປັນອັນດັບ 2 ຂອງຜູ້ຈຳໜ່າຍນ້ຳມັນເຊື້ອໄຟໃນ ສປປ ລາວ.
ປີ 2014	:	➢ ບໍລິສັດໄດ້ເຂົ້າເປັນສະມາຊິກ ສະມາຄົມ ນ້ຳມັນເຊື້ອໄຟ ແລະ ອາຍແກັດລາວທີ່ຂຶ້ນກັບສະພາການຄ້າ ແລະ ອຸດສາຫະກຳລາວ.

		➢ ອີງຕາມກອງປະຊຸມຜູ້ຖືຮຸ້ນສາມັນປະຈຳປີ 2014 ໃນວັນທີ 18 ມິຖຸນາ 2014 ມີມະຕິຕົກລົງທີ່ສຳຄັນ ດັ່ງນີ້: – ຫຼຸດມູນຄ່າທີ່ກຳນົດໄວ້ຕໍ່ຮຸ້ນຈາກເດີມ 350,000,000 ກີບ ເປັນ 2,000 ກີບຕໍ່ຮຸ້ນ ສິ່ງຜົນໃຫ້ຈຳນວນຮຸ້ນຂອງບໍລິສັດເພີ່ມຂຶ້ນຈາກ 1,000 ຮຸ້ນ ເປັນ 175,000,000 ຮຸ້ນ. – ໄດ້ມີການກະຈາຍຮຸ້ນຈາກຜູ້ຖືຮຸ້ນເດີມ 2 ຄົນ ມາເປັນ 9 ຄົນ ເພື່ອຮອງຮັບການສ້າງຕັ້ງ ແລະ ປ່ຽນສະຖານະພາບເປັນບໍລິສັດ ມະຫາຊົນ. ➢ ອີງຕາມກອງປະຊຸມວິສາມັນຜູ້ຖືຮຸ້ນ ຄັ້ງທີ 1/2014 ໃນວັນທີ 9 ຕຸລາ 2014 ມີມະຕິຕົກລົງທີ່ສຳຄັນ ດັ່ງນີ້: – ອະນຸມັດການເພີ່ມທຶນຈົດທະບຽນເປັນ 470.00 ຕື້ກີບ ໂດຍການອອກຮຸ້ນສາມັນເພີ່ມທຶນຈຳນວນ 60,000,000 ຮຸ້ນ ມູນຄ່າກຳນົດ 2,000 ກີບຕໍ່ຮຸ້ນ ເພື່ອຮອງຮັບການສະເໜີຂາຍຮຸ້ນແກ່ມວນຊົນເປັນຄັ້ງທຳອິດ (IPO). – ສ້າງຕັ້ງບໍລິສັດ ປີໂຕຣລ້ຽມເທຣດດິ້ງ ລາວ ມະຫາຊົນ ແລະ ເຂົ້າຈົດທະບຽນໃນຕະຫຼາດຫຼັກຊັບລາວ ຢ່າງເປັນທາງການ ໃນວັນທີ 9 ທັນວາ 2014.

ການດຳເນີນທຸລະກິດ ແລະ ຜົນການດຳເນີນງານ ປີ 2014

ການຂາຍ

ຜົນການດຳເນີນງານດ້ານການຂາຍໃນສົກປີ 2014 ຜ່ານມາເຫັນວ່າເປັນປີແຫ່ງການປັບປຸງທາງດ້ານໂຄງສ້າງຂອງທຸລະກິດໃຫ້ແທດເໝາະກັບການກ້າວເຂົ້າສູ່ການເປັນບໍລິສັດມະຫາຊົນ ແລະ ເປັນປີແຫ່ງການກຳນົດຮູບແບບທຸລະກິດທີ່ເປັນມາດຕະຖານເພື່ອໃຫ້ສອດຄ່ອງຕາມນະໂຍບາຍ "5 ປີແຫ່ງຄວາມໝັ້ນຄົງ" ແລະ ກຽມພ້ອມໃນການນຳພາທຸລະກິດກ້າວເຂົ້າສູ່ປະຊາຄົມເສດຖະກິດອາຊຽນໃນທ້າຍປີ 2015. ຈຳນວນຍອດຂາຍຂອງບໍລິສັດມີການຂະຫຍາຍຕົວຕາມຈັງຫວະການຂະຫຍາຍຕົວຂອງເສດຖະກິດຂອງ ສປປ ລາວ, ແຕ່ຄຽງຄູ່ກັບເງື່ອນໄຂເຫຼົ່ານັ້ນ ກໍຍັງມີບາງບັນຫາທີ່ເປັນອຸປະສັກຕໍ່ການຂະຫຍາຍຖານການຂາຍຂອງ ປທລ ລວມເຖິງບັນຫາຂາດແຄນຜູ້ສະໜອງທີ່ມີສັກກະຍາພາບ ເຊິ່ງບັນຫາເຫຼົ່ານີ້ໄດ້ສົ່ງຜົນກະທົບຕໍ່ຍອດຂາຍບໍ່ໄດ້ຕາມເປົ້າໝາຍທີ່ວາງໄວ້ ເປັນຕົ້ນແມ່ນການຂາຍສົ່ງ ແລະ ການສົ່ງອອກຂາຍໄປຕ່າງປະເທດ.

- ຍອດຂາຍໝົດປີເທົ່າກັບ **120,186,725** ລິດ ຫຼຸດລົງ **5.54%** ທຽບໃສ່ຍອດຂາຍປີ 2013 (**127.2** ລ້ານລິດ) ແລະ ຫຼຸດຈາກແຜນການທີ່ວາງໄວ້ໃນປີ 2014 ທີ່ **12.3%** (**137.04** ລ້ານລິດ) ຖ້າທຽບໃສ່ແຜນການ 5 ປີ ຂອງ ປທລ (2014-2018) ເທົ່າກັບ **80.88% (148.6 ລ້ານລິດ)**, ສາມາດຄອງສ່ວນແບ່ງຕະຫຼາດນ້ຳມັນເຊື້ອໄຟໄດ້ **17.7%** ຈາກເມື່ອກ່ອນໃນສົກປີ 2013 ຈຳນວນ **13.69%**, ແລະກໍສາມາດຮັກສາຕຳແໜ່ງອັນດັບທີ **2** ໃນກຸ່ມບໍລິສັດທີ່ສະໜອງພະລັງງານໃນ ສປປລາວ ໄວ້ໄດ້ຢ່າງໝັ້ນຄົງ ເປັນປີທີ **4** ຕິດຕໍ່ກັນ, ຈາກບໍລິສັດນ້ຳມັນເຊື້ອໄຟທັງໝົດ **16** ບໍລິສັດທີ່ເປັນສະມາຊິກໃນກຸ່ມນ້ຳມັນເຊື້ອໄຟລາວ ໃນປັດຈຸບັນ.
- ການຂະຫຍາຍປ້ຳໃນຂອບເຂດທົ່ວປະເທດພວກເຮົາໄດ້ເປີດສະຖານີບໍລິການໃໝ່ 5 ປ້ຳ ແລະ ຍັງສາມາດຮັກສາທ່າຂະຫຍາຍຕົວເພີ່ມຂຶ້ນຢ່າງໝັ້ນທ່ຽງ ພ້ອມກັບຍອດຂາຍຂອງບັນດາປ້ຳແຕ່ລະຊະນິດກໍ່ເປັນໜ້າພໍໃຈ.

- ການຂະຫຍາຍຖານລູກຄ້າໂຄງການໃນຂອບເຂດທົ່ວປະເທດສາມາດປະຕິບັດໄດ້ 8 ໂຄງການໃນນັ້ນ ມີລູກຄ້າໂຄງການກໍ່ສ້າງ 5 ແລະ ອຸດສາຫະກຳ-ຂົນສົ່ງ 3 ໂຄງການ.

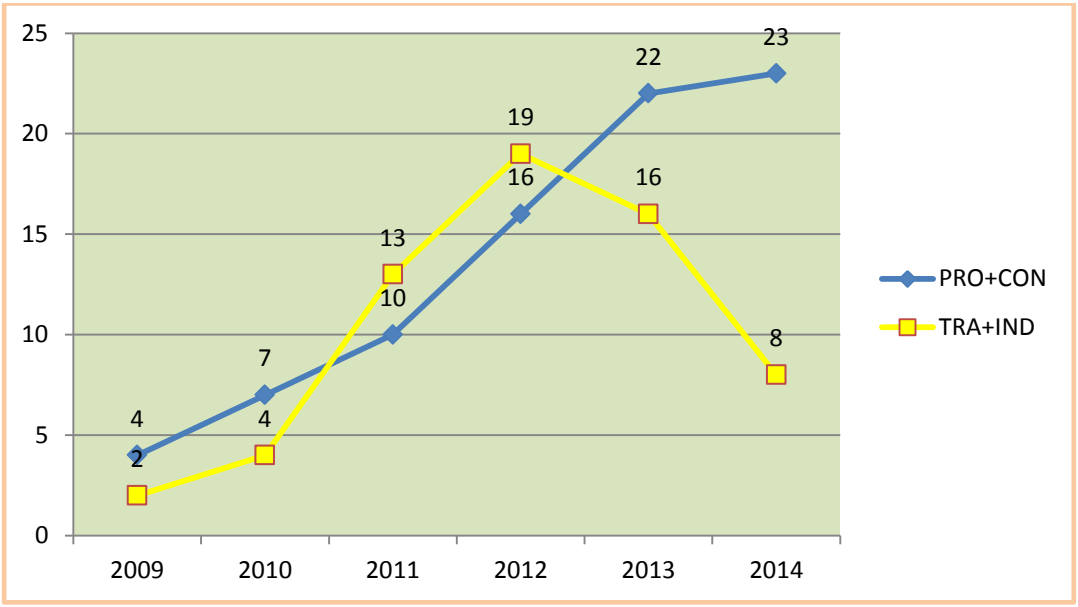
ປະເພດ	ສະຖິຕິການຂະຫຍາຍສະຖານີບໍລິການ 2008-2014						
	2008	2009	2010	2011	2012	2013	2014
Platinum	-	-	-	-	-	1	3
Gold	-	-	-	-	5	2	-
Standard	1	4	6	11	14	2	-
Thongthin Patthana	-	10	28	12	7	2	2
ລວມ	**1**	**14**	**34**	**23**	**26**	**7**	**5**



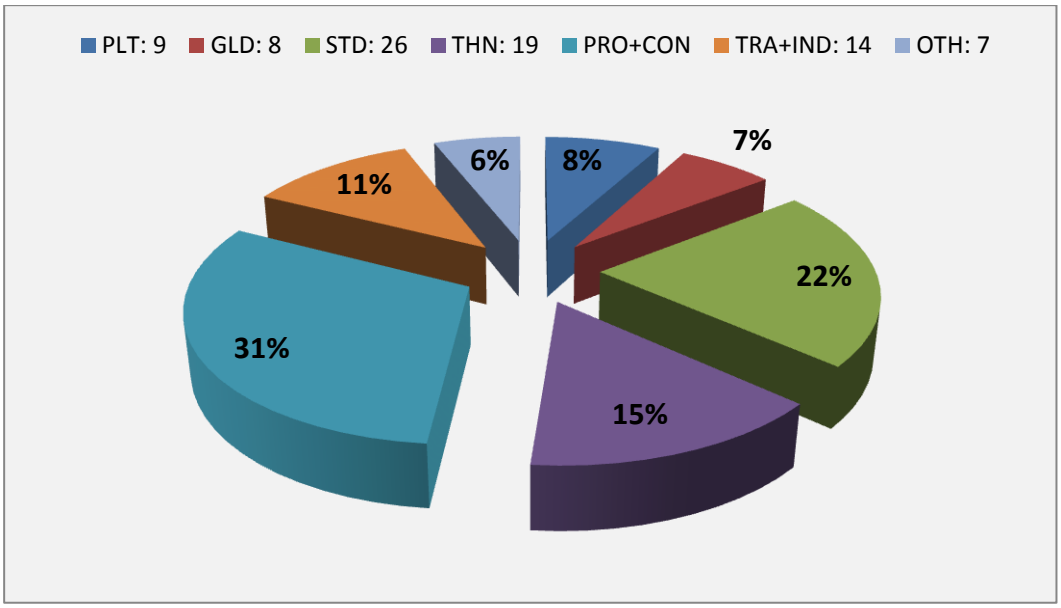
ຈຳນວນລູກຄ້າໂຄງການ

ໂຄງການ	ປີ							ລວມ
	2008	2009	2010	2011	2012	2013	2014	
PRO+CON	6	15	20	13	29	28	14	125
TRA+IND	3	8	12	12	17	16	6	74
TOTAL	**9**	**23**	**32**	**25**	**46**	**44**	**20**	**199**

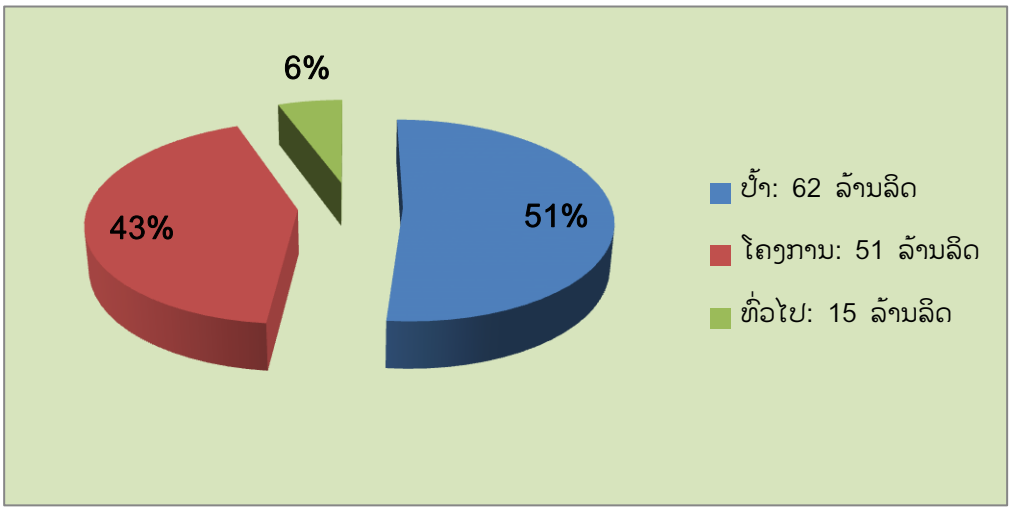
ສະຖິຕິຍອດຂາຍຂອງລູກຄ້າໂຄງການ(ລ້ານລິດ)



ອັດຕາສ່ວນການຂາຍລະຫວ່າງປໍ້າ ແລະ ໂຄງການ ໃນປີ 2014

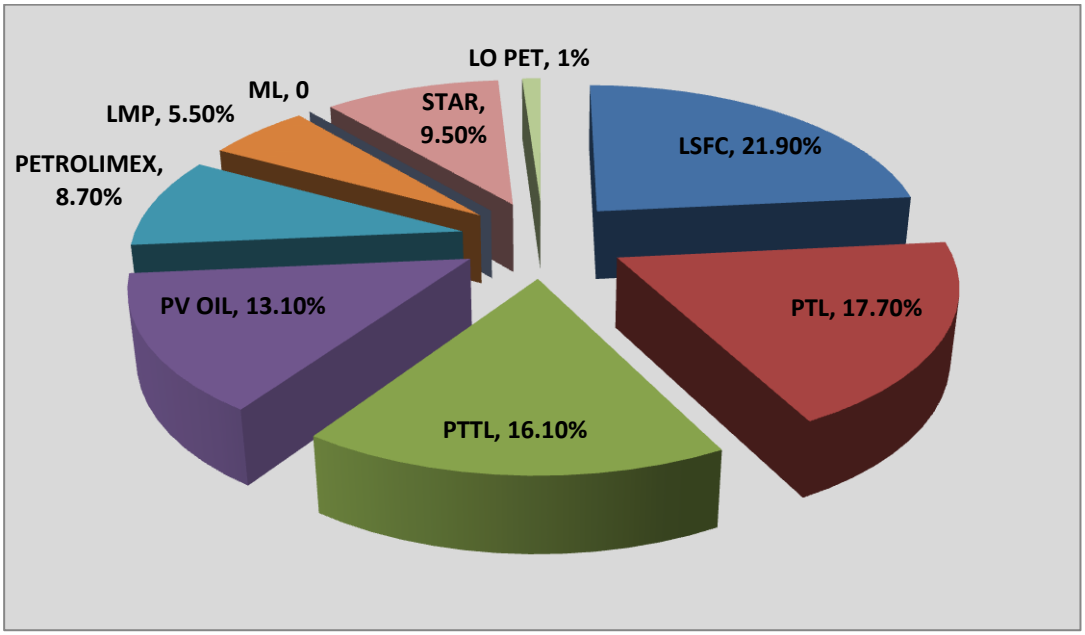


ອັດຕາສ່ວນການຂາຍປັ໊ມ ແລະ ໂຄງການ



ສ່ວນແບ່ງໃນຕະຫຼາດ ນ້ຳມັນເຊື້ອໄຟ ຂອງ ສປປລາວ

UNIT: LITRE		2009'S PERFORMANCE			2010'S PERFORMANCE			2011'S PERFORMANCE			2012'S PERFORMANCE			2013'S PERFORMANCE			2014'S PERFORMANCE		
NO.	'OMPANY'S NAME	TOTAL SALES	% SHARE	RANK	TOTAL SALES	% SHARE	RANK	TOTAL SALES	% SHARE	RANK	TOTAL SALES	% SHARE	RANK	TOTAL SALES	% SHARE	RANK	TOTAL SALES	% SHARE	RANK
1	LSFC	228,400,000	36.7%	1	243,401,000	31.5%	1	229,078,000	31.3%	1	244,818,000	30.6%	1	248,000,000	27.4%	1	161,873,894	21.9%	1
2	PETROTRADE	27,500,000	4.4%	7	58,000,000	7.5%	5	98,000,000	13.4%	2	118,000,000	14.7%	2	124,600,000	13.7%	2	130,696,000	17.7%	2
3	PTTL	36,480,000	5.9%	6	45,170,000	5.8%	6	95,200,000	13.0%	4	116,000,000	14.5%	3	111,090,000	12.3%	3	118,784,800	16.1%	3
4	PV OIL	86,840,000	14.0%	2	92,400,000	11.9%	3	97,000,000	13.3%	3	95,600,000	11.9%	4	97,000,000	10.7%	4	96,197,000	13.1%	4
5	PETROLIMEX	53,700,000	8.6%	4	38,000,000	4.9%	7	43,700,000	6.0%	6	54,600,000	6.8%	5	66,400,000	7.3%	5	64,081,243	8.7%	6
6	ML	51,300,000	8.2%	5	78,000,000	10.1%	4	53,000,000	7.3%	5	50,000,000	6.2%	6	38,000,000	4.2%	7		0	
7	DALACHALERN	3,000,000	0.5%	13	33,000,000	4.3%	8	17,000,000	2.3%	9	14,500,000	1.8%	10	65,000,000	7.2%	6	70,068,000	9.5%	5
8	LAOMAI	2,000,000	0.3%	14	2,400,000	0.3%	14	16,000,000	2.2%	10	33,700,000	4.2%	7	37,000,000	4.1%	8	40,742,000	5.5%	7
9	LO PETROLEUM	0	0.0%	15	0	0.0%	15	0	0.0%	15	6,500,000	0.8%	14	37,000,000	4.1%	8	7,321,500	1.0%	10
10	LP	12,000,000	1.9%	12	11,000,000	1.4%	13	12,000,000	1.6%	12	10,640,000	1.3%	13	21,200,000	2.3%	11	14,704,000	2.0%	9
11	IP	60,800,000	9.8%	3	102,600,000	13.3%	2	0	0.0%	15	0	0.0%	15	0	0.0%	16	NA		
12	VP	18,100,000	2.9%	8	19,700,000	2.5%	10	12,400,000	1.7%	11	14,800,000	1.8%	9	5,700,000	0.6%	14	2,046,420	0.3%	13
13	AP	12,200,000	2.0%	11	21,500,000	2.8%	9	18,000,000	2.5%	8	14,000,000	1.7%	11	22,600,000	2.5%	10	NA		
14	PP OIL	15,900,000	2.6%	9	14,600,000	1.9%	11	21,600,000	3.0%	7	15,000,000	1.9%	8	13,000,000	1.4%	13	2,801,000	0.4%	12
15	BOUSAVANH	0	0.0%	15	0	0.0%	15	10,100,000	1.4%	13	12,500,000	1.6%	12	18,000,000	2.0%	12	18,509,000	2.5%	8
16	DAFI	13,700,000	2.2%	10	14,100,000	1.8%	12	7,700,000	1.1%	14	0	0.0%	15	1,600,000	0.2%	15	1,192,000	0.2%	14
17	PHONESAMAI																7,321,500	1.0%	11
	TOTAL	621,920,000	100%		773,871,000	100%		730,778,000	100%		800,658,000	100%		906,190,000	100%		736,338,357	100%	



ໝາຍເຫດ: - ບັນດາຫົວໜ່ວຍທຸລະກິດ ທີ່ມີສ່ວນແບ່ງຕະຫຼາດເພີ່ມຂຶ້ນ ໃນປີ 2014

1. PTL	4.0%
2. PTTL	3.8%
3. PV OIL	2.4%
4. PETROLIMEX	1.4%
5. DALACHALERN	2.31%
6. LAOMAI	1.4%
7. BOUASAVANH	0.5%

- ບັນດາຫົວໜ່ວຍທຸລະກິດ ທີ່ມີສ່ວນແບ່ງຕະຫຼາດຫລຸດລົງ ໃນປີ 2014

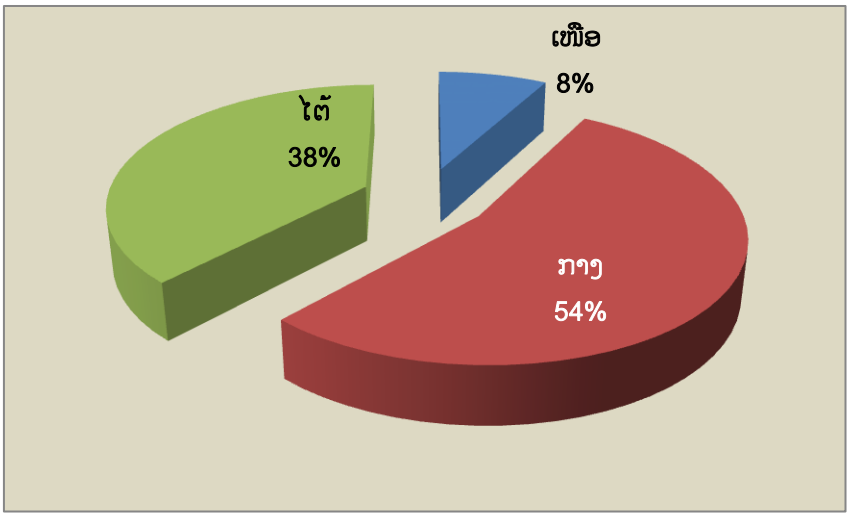
1. LSFC	5.42%
2. LO PETROLEUM	3.0%
3. LP	0.3%
4. VP	0.3%
5. PP OIL	1.0%
6. DAFI	0.04%

- ບັນດາຫົວໜ່ວຍທຸລະກິດ ທີ່ບໍ່ມີຄວາມຈະແຈ້ງໃນສ່ວນແບ່ງຕະຫຼາດ

1. ML
2. IP
3. AP
4. PHOUSY LAO PETROLEUM
5. PETRO LAO

ຍອດສູນເສຍຈາກປ້ຳຄູ່ຄ້າທີ່ລັກລອບຊື້ນ້ຳມັນນອກ ປະຈຳປີ 2014 ຈຳນວນ 8,440,641 ລິດ

ຄູ່ຄ້າທີ່ລັກຊື້ນ້ຳມັນນອກແຍກເປັນພາກໃນປີ 2014



- **ຜົນງານທີ່ເຮັດໄດ້ດີ**
  - ຮັກສາຍອດການສັ່ງຊື້ຂອງປີ 2013-2014ຂອງຄູ່ຄ້າປ້ຳເອົາໄວ້ໄດ້ **100%;**
  - ຮັກສາຕຳແໜ່ງອັນດັບ 2 ຂອງຜູ້ຈຳໜ່າຍນ້ຳມັນໃນປະເທດເອົາໄວ້ໄດ້ຢ່າງໝັ້ນຄົງ ເປັນປີທີ 4, ສ່ວນແບ່ງຕະຫຼາດນ້ຳມັນ **17.7%** (ປີ 2012-2013ກວມອັດຕາສ່ວນ **13.7%**);
  - ຮັກສາຍອດການສັ່ງຊື້ຂອງລູກຄ້າໂຄງການກໍ່ສ້າງໃນປີເກີນເປົ້າໝາຍ **1.7%;**
- **ບັນຫາຄົງຄ້າງ**
  - ການປະຕິບັດຍອດຂາຍຕາມແຜນ 5 ປີ ແມ່ນຫຼຸດແຜນການ **12.3%;**
  - ການຊື້ນ້ຳມັນນອກຂອງຄູ່ຄ້າບາງຈຳນວນຍັງສືບຕໍ່ເພີ່ມຂຶ້ນຈາກປີ 2013 ເຖິງ **8.8%;**
- **ອຸປະສັກ**
  - ນ້ຳມັນເຖື່ອນຍັງເປັນໄພຄຸກຄາມຕໍ່ການຈຳໜ່າຍຂອງບໍລິສັດ ແລະມີລັກສະນະເພີ່ມຂຶ້ນທຸກປີ;
  - ການລົງທຶນຂອງພາກລັດບໍ່ເປັນໄປຕາມແຜນການ;
  - ລູກຄ້າບາງຈຳນວນຍັງມີບັນຫາໃນການບໍລິຫານທຶນໝຸນວຽນ;
  - ການລົງໄກ້ສິດຕິດແທດກັບລູກຄ້າຍັງເຮັດບໍ່ໄດ້ດີເທົ່າທີ່ຄວນ ອັນເປັນສາເຫດນຶ່ງທີ່ເຮັດໃຫ້ການຊື້ນ້ຳມັນນອກເພີ່ມສູງຂຶ້ນ;
  - ການຕິດຕາມຄວບຄຸມການກໍ່ສ້າງຍັງເຮັດບໍ່ໄດ້ດີ ແລະ ຂາດມາດຕະຖານການກໍ່ສ້າງທີ່ຈະແຈ້ງ ອັນເປັນສາຍເຫດໃຫ້ການເປີດປ້ຳບໍ່ເປັນໄປຕາມແຜນການ.

ການຕະຫຼາດ

ໃນໄລຍະໜຶ່ງປີຜ່ານມາ ເຫັນວ່າວຽກງານດ້ານການຕະຫຼາດ ໄດ້ປະກອບສ່ວນໃນການເຜີຍແຜ່ຊື່ສຽງຂອງບໍລິສັດຢ່າງຕັ້ງໜ້າ ຕາມພາລະບົດບາດຂອງຕົນໃນແຕ່ລະໄລຍະບໍ່ຂາດ, ໂດຍສະເພາະໃນຊ່ວງທີ່ທາງບໍລິສັດ ກະກຽມເຂົ້າສູ່ຕະຫຼາດຫຼັກຊັບ ຂອງ ສປປ ລາວ, ເຊິ່ງຝ່າຍການຕະຫຼາດກໍໄດ້ປະກອບສ່ວນຢ່າງຕັ້ງໜ້າເຮັດໃຫ້ສັງຄົມຮັບຮູ້ການເຄື່ອນໄຫວທຸລະກິດຂອງບໍລິສັດຢ່າງກວ້າງຂວາງໂດຍຜ່ານຊ່ອງທາງການສື່ສານຕ່າງໆ ແລະ ຜ່ານກິດຈະກຳທາງການຕະຫຼາດ ແລະ ຊ່ວຍເຫຼືອສັງຄົມຂອງບໍລິສັດ ສົມກັບຄຳຂວັນຂອງຝ່າຍທີ່ວ່າ "ຊື່ກ້ອງດັງໄກ ຂວັນໃຈມະຫາຊົນ" ເຊັ່ນ:

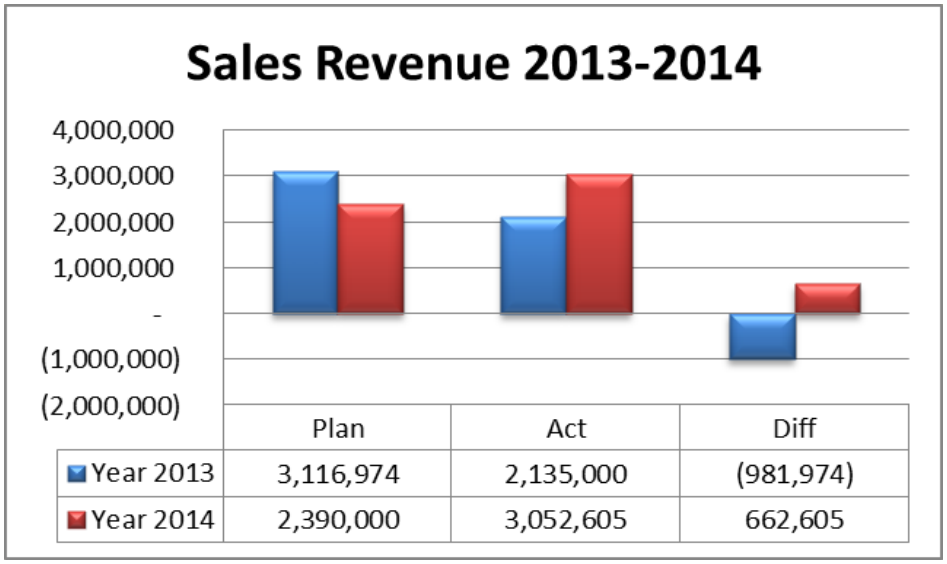
- ການໂຄສະນາຜ່ານສື່ສິ່ງພິມຕ່າງໆ;
- ການໂຄສະນາຜ່ານວິທະຍຸ;
- ການໂຄສະນາຜ່ານສະຖານີໂທລະພາບ ແລະ ຮູບເງົາ;
- Internet;
- ເຂົ້າຮ່ວມງານງານວາງສະແດງສິນຄ້າ, ງານຕະຫຼາດນັດແຮງງານ, ງານສິ່ງເສີມຄວາມຮູ້ຕ່າງໆ;
- ໂຄງການຊ່ວຍເຫຼືອສັງຄົມ: ໂຄງການ ປັນນ້ຳໃຈຊ່ວຍເຫຼືອຜູ້ປະສົບໄພໜາວ, ມອບເງິນຊຸກຍູ້ກອງປະຊຸມ IPA, ມອບເງິນຊຸກຍູ້ນັກກິລາຊີເກມ, ມອບເຄື່ອງກິລາໃຫ້ກະຊວງການຄ້າ, ມອບເຄື່ອງກິລາໃຫ້ພະແນກຍຸດຕິທຳແຂວງສະຫວັນນະເຂດ, ໂຄງການບູລະນະວົງວຽນດອນໜູນ, ປູກປ່າ ປີ 4 ເນື້ອທີ່ 3 ເຮັກຕາ, ມອບອຸປະກອນການຮຽນ ໂຮງຮຽນ ມສ ໜອງດົງ ແລະ ທ່າກີກໄຮ, ສະໜັບສະໜູນຕັ້ງຄ້າຍເຍົາວະຊົນ ແລະ ຊາວໜຸ່ມເມືອງຈັນທະບູລີ, ມອບອຸປະກອນໃຫ້ໂຮງໝໍເຂດຈຸດສຸມບ້ານນາຝັ່ງ ແຂວງຈຳປະສັກ, ມອບຈອຍກັ້ນຈະລາຈອນໃຫ້ແກ່ ປກສ ນະ ຄອນຫຼວງ, ສະໜັບສະໜູນວຽກງານຈະລາຈອນນະຄອນ

ຫຼວງ, ມອບເສື້ອຊາວໜຸ່ມກະຊວງການຕ່າງປະເທດ. ໃນປີ 2014 ທາງບໍລິສັດໄດ້ສະໜອງງົບປະມານໃນການຊ່ວຍເຫຼືອສັງຄົມເປັນເງິນ **675,817,140 ກີບ.**

ກິດຈະກຳສົ່ງເສີມການຂາຍ

- ຕື່ມນ້ຳມັນ ຮັບພອງກຸນແຈ ແລະ ເສື້ອ;
- ຕື່ມນ້ຳມັນ ຮັບນ້ຳດື່ມ;
- ຕື່ມນ້ຳມັນ ສະສົມຄະແນນ;
- ຂາຍທະລຸເປົ້າທ່ຽວຕ່າງປະເທດ.

- ການປະກອບສ່ວນຂະຫຍາຍຍອດຂາຍຜ່ານກິດຈະກຳທາງການຕະຫຼາດ



- ດ້ານພາບລັກ ແລະ ຄວາມເປັນມາດຕະຖານຂອງສະຖານີບໍລິການ

ລ/ດ	ເນື້ອໃນ	ຜົນສຳເລັດ	ໝາຍເຫດ
1	ປັບປຸງມາດຕະຖານຂອງປ້ຳຄືນໃໝ່	8	ປ້ຳ
2	ໂຄງການບູລະນະສອມໜ້າປ້ຳ	5	ປ້ຳ
3	ສະໜອງເຄື່ອງແບບໃຫ້ພະນັກງານປ້ຳ	110	ທົ່ວປະເທດ
4	ຝຶກອົບຮົມລະບົບການບໍລິຫານປ້ຳ	30	ຄັ້ງ
5	ສ້າງມາດຕະຖານບໍລິການໃຫ້ປ້ຳ	ສຳເລັດ	

- **ຜົນງານທີ່ເຮັດໄດ້ດີ**
  - ການປະຕິບັດວຽກງານໄດ້ຮັບການສະໜັບສະໜູນຈາກຜູ້ບໍລິຫານສາຍງານເປັນຢ່າງດີ;
  - ຝ່າຍການຕະຫຼາດມີຄວາມສຳພັນທີ່ດີກັບສື່ຕ່າງໆ;
  - ການນຳໃຊ້ສື່ໂຄສະນາສາມາດນຳໃຊ້ໄດ້ຫຼາຍຊ່ອງທາງ;
- **ບັນຫາຄົງຄ້າງ**
  - ການປັບປຸງພາບລັກຂອງປ້ຳຍັງເຮັດບໍ່ໄດ້ຕາມແຜນ;
  - ຂາດການວິເຄາະຄວາມຄຸ້ມຄ່າຂອງກິດຈະກຳທາງການຕະຫຼາດ;

- ການຕິດຕາມວຽກຂອງຫົວໜ້າສາຍງານຍັງເຮັດໄດ້ບໍ່ທົ່ວເຖິງ;
- ຄວາມຮັບຜິດຂອງທີມງານພາຍໃນຝ່າຍຍັງຈຳກັດ;
- ການຈັດສັນໜ້າທີ່ຄວາມຮັບຜິດຊອບພາຍໃນຝ່າຍຍັງຄຸມເຄືອ.

- **ອຸປະສັກ**
  - ພະນັກງານຍັງບໍ່ໄດ້ຮັບການພັດທະນາທາງດ້ານທັກສະທາງການຕະຫຼາດເທົ່າທີ່ຄວນ.

ສັງລວມສັກກະຍະພາບທາງການຕະຫຼາດຂອງປີໂຕຣເທຣດ.

ໃນຊຸມປີ 2013-2014 ໃນ ສປປ ລາວ ມີບໍລິສັດນ້ຳມັນເຊື້ອໄຟທັງໝົດ ຈຳນວນ 16 ບໍລິສັດ

(ລຽງລຳດັບຈາກອັດຕາການນຳເຂົ້ານ້ຳມັນປະຈຳປີ 2014)

ປ້ຳທີ່ຂຶ້ນກາໝາຍ	ຮູບຂອງປ້ຳ	ຈຳນວນປ້ຳທົ່ວປະເທດ	ການບໍລິການພາຍໃນປ້ຳ
LSFC		333	- ປ້ຳນ້ຳມັນ / ລ້າງອັດສີດ / ຮ້ານຄ້າ / ປ່ຽນນ້ຳມັນເຄື່ອງ
Plus		110	- ປ້ຳນ້ຳມັນ / ລ້າງອັດສີດ / ຮ້ານຄ້າ / ປ່ຽນນ້ຳມັນເຄື່ອງ / ຕູ້ ATM
PTTL		20	- ປ້ຳນ້ຳມັນ / ລ້າງອັດສີດ / ຮ້ານຄ້າ / ປ່ຽນນ້ຳມັນເຄື່ອງ / ປ່ຽນຢາງລົດ / ຮ້ານກາເຟ / ຮ້ານອາຫານ/ ທະນາຄານ ST Bank / ທຸລະກິດອື່ນໆ
PV		91	- ປ້ຳນ້ຳມັນ / ລ້າງອັດສີດ / ຮ້ານຄ້າ / ປ່ຽນນ້ຳມັນເຄື່ອງ
Petrolimex		27	- ປ້ຳນ້ຳມັນ / ລ້າງອັດສີດ / ຮ້ານຄ້າ / ປ່ຽນນ້ຳມັນເຄື່ອງ
ML		51	- ປ້ຳນ້ຳມັນ / ລ້າງອັດສີດ / ຮ້ານຄ້າ / ປ່ຽນນ້ຳມັນເຄື່ອງ
Star Oil		141	- ປ້ຳນ້ຳມັນ / ລ້າງອັດສີດ / ຮ້ານຄ້າ / ປ່ຽນນ້ຳມັນເຄື່ອງ
LMP		38	- ປ້ຳນ້ຳມັນ / ລ້າງອັດສີດ / ຮ້ານຄ້າ / ປ່ຽນນ້ຳມັນເຄື່ອງ
LoPetroleum		9	- ປ້ຳນ້ຳມັນ / ລ້າງອັດສີດ / ປ່ຽນນ້ຳມັນເຄື່ອງ

Lanexang		30	- ປ້ຳນ້ຳມັນ / ລ້າງອັດສີດ / ປ່ຽນນ້ຳມັນ ເຄື່ອງ
IP		77	- ປ້ຳນ້ຳມັນ / ລ້າງອັດສີດ / ຮ້ານຄ້າ / ປ່ຽນນ້ຳມັນ ເຄື່ອງ
VP		19	- ປ້ຳນ້ຳມັນ / ລ້າງອັດສີດ / ປ່ຽນນ້ຳມັນ ເຄື່ອງ
AP		20	- ປ້ຳນ້ຳມັນ / ລ້າງອັດສີດ
Pp Oil		29	- ປ້ຳນ້ຳມັນ / ລ້າງອັດສີດ / ປ່ຽນນ້ຳມັນ ເຄື່ອງ
ພບ		61	- ປ້ຳນ້ຳມັນ / ລ້າງອັດສີດ
DAFI		52	- ປ້ຳນ້ຳມັນ

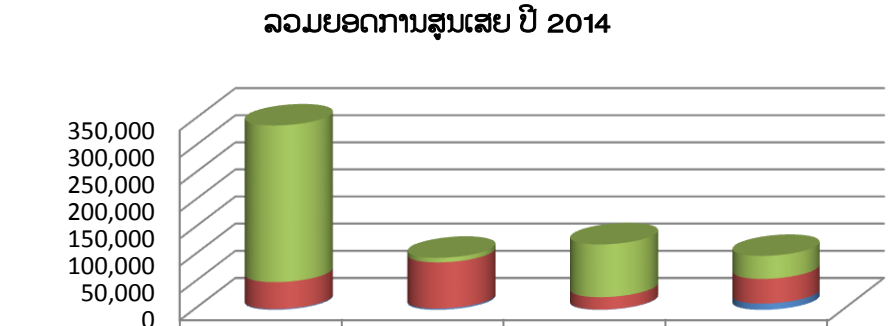
ເພື່ອປັບຕົວໃຫ້ສອດຄ່ອງກັບສະພາບການຂະຫຍາຍຕົວທາງດ້ານທຸລະກິດ ໃນຊຸມປີຕໍ່ໜ້າ, ໃນປີ 2014 ປທລ ໄດ້ສຳເລັດການສ້າງຕັ້ງປ້ຳຕົວແບບຄົບວົງຈອນ Life Station ຈຳນວນ 2 ປ້ຳ ຄືປ້ຳ ພລັສ ຜາແດງ ທີ່ເປີດໃຫ້ບໍລິການ ໃນຕົ້ນເດືອນ 7 ແລະ ປ້ຳ ພລັສ ພະຂາວ ທີ່ເປີດໃຫ້ບໍລິການໃນເດືອນ 9 ປີ 2014.

ສາງນ້ຳມັນ, ວິສະວະກຳກໍ່ສ້າງ ແລະ ສ້ອມແປງ

ການບໍລິຫານສາງນ້ຳມັນ

- ຮັບເຂົ້າສາງທັງໝົດ **104,084,944** ລິດ, ທຽບໃສ່ປີ 2013 ເພີ່ມຂຶ້ນ **8%;**
- ຈ່າຍອອກສາງທັງໝົດ **103,986,173** ລິດ, ຫຼຸດລົງ **0.1%;**
- ນ້ຳມັນຍົກເວັ້ນພາສີ (ບໍ່ຜ່ານສາງ) ຮັບເຂົ້າທັງໝົດ **25,512,000** ລິດ;
- ນ້ຳມັນຂາຍຕົງ (Direct Drop) ທັງໝົດ **13,746,000** ລິດ;
- ຈຳນວນມື້ໃນການເກັບຮັກສານ້ຳມັນສຳຮອງສະເລ່ຍ **4** ມື້;
- ຄ່າສະເລ່ຍການລະເຫີຍ ຂອງ ນຳມັນແອັດຊັງ 95 ໃນລະຫວ່າງການເກັບຮັກສາ ເທົ່າກັບ **-1.84% ຫຼື -11,755 ລິດ, ກວມ 1.84%** ຂອງຍອດຮັບທັງໝົດ **637,400** ລິດ;
- ຄ່າສະເລ່ຍການລະເຫີຍ ຂອງ ນຳມັນແອັດຊັງ 91 ໃນລະຫວ່າງການເກັບຮັກສາ ເທົ່າກັບ **-0.17% ຫຼື -43,681 ລິດ, ກວມ 0.12%** ຂອງຍອດຮັບທັງໝົດ **25,427,300** ລິດ;
- ຄ່າສະເລ່ຍການລະເຫີຍຂອງນຳມັນກາຊວນໃນລະຫວ່າງການເກັບຮັກສາ ເທົ່າກັບ **-0.06% ຫຼື -43,335 ລິດ** ຂອງຍອດຮັບທັງໝົດ **78,020,244** ລິດ.

ການສູນເສຍຈາກຂອດການຮັບ, ການຂົນສົ່ງ ແລະ ຈາກການບໍລິຫານສາງ



	ສູນເສຍຈາກໂຮງກັ່ນ	ສູນເສຍຈາກການຂົນສົ່ງ	ສູນເສຍຈາກການຈ່າຍໃຫ້ລູກຄ້າ	ສູນເສຍຈາກສາງ
ການຊອນ	288,868	8,432	97,140	42,307
ແອັດຊັງ 91	49,625	85,030	22,736	45,511
ແອັດຊັງ 95	1,438	2,323	624	11,509

- ວຽກງານຮັບ-ຈ່າຍນ້ຳມັນເຄື່ອງ ແລະ ນ້ຳມັນເຕົາໃນສົກປີ 2014
  - ຈ່າຍນ້ຳມັນເຄື່ອງທັງໝົດ **28,844** ລິດ (ໃນນີ້ມີ ຍອດຂາຍນ້ຳມັນຄ້າງສາງ ຈາກປີຜ່ານມາ);
  - ຍອດຂາຍນ້ຳມັນເຕົາທັງໝົດໃນປີ ຈຳນວນ 480,000 ລິດ.

ວິສາວະກຳ ແລະ ກໍ່ສ້າງ

- ອອກແບບປ້ຳ Platinum ຈຳນວນ **4** ຄັ້ງ;
- ອອກແບບປ້ຳ Gold ຈຳນວນ **5** ຄັ້ງ;
- ອອກແບບປ້ຳ Standard ຈຳນວນ **5** ຄັ້ງ;
- ອອກແບບປ້ຳ Thongthine ຈຳນວນ **1** ຄັ້ງ;
- ກໍ່ສ້າງປ້ຳ Platinum ທັງໝົດ **2** ປ້ຳ;
- ຕິດຕາມການກໍ່ສ້າງຫ້ອງການສຳນັກງານໃຫ່ຍປີໂຕຣເທຣດ;
- ຕິດຕາມການກໍ່ສ້າງສາງນ້ຳມັນປາກເຊ;
- ຕິດຕາມການກໍ່ສ້າງເສີມແທ້ງນ້ຳມັນ **3** ກໍລະນີ;
- ຕິດຕາມການກໍ່ສ້າງອື່ນໆ (ຮົ້ວ, ຮ້ານຄ້າ-ຮ້ານກາເຟ, ສູນສ້ອມແປງລົດໜອງແຫ້ວ ແລະ ວຽກຕົບແຕ່ງອື່ນໆ) **6** ຄັ້ງ.

ການຕິດຕັ້ງ ແລະ ສ້ອມແປງ

1.1 ການຕິດຕັ້ງທັງໝົດ 43 ຄັ້ງ (ປີ 2013ມີ 54 ຄັ້ງ)

ກ. ການຕິດຕັ້ງຕູ້ຈ່າຍຈຳນວນ **35** ຄັ້ງ;

ຂ. ການຕິດຕັ້ງເຮືອນປ້ຳຈຳນວນ **10** ຄັ້ງ;

ຄ. ການຕິດຕັ້ງແທ້ງ **11** ຄັ້ງ;
ງ. ການຕິດຕັ້ງທໍ່ **11** ຄັ້ງ;
ຈ. ການຕິດຕັ້ງໄຟຟ້າ **11** ຄັ້ງ.

ການສ້ອມແປງທັງໝົດໃນປີ 2014

No.	ລາຍລະອຽດການສ້ອມແປງ	ຈຳນວນຄັ້ງ			±% (2013-2014)
		2012	2013	2014	
1	ສ້ອມແປງມີ່ຈ່າຍ	22	76	30	-59
2	ສ້ອມແປງຕູ້ຈ່າຍ(ສະພາບລວມ)	35	17	76	+78
3	ສ້ອມແປງປ໋ຳສູບສົ່ງ	3	3	4	+25
4	ສ້ອມແປງສາຍມີ່ຈ່າຍ	6	7	25	+72
5	ສ້ອມແປງລະບົບໄຟຟ້າ	10	35	8	-77
6	ສ້ອມແປງການຮົ່ວຊຶມຂອງທໍ່ດູດນ໋ຳມັນ	4	4	6	+33
7	ສ້ອມແປງສາຍດິນ	2	2	0	0
8	ສ້ອມແປງອື່ນໆ	72	33	31	-6
	ລວມ:	**154**	**177**	**180**	

ໝາຍເຫດ: ວຽກສ້ອມແປງທີ່ນອນໃນ "ສ້ອມແປງອື່ນໆ" ມີຄື: ໝໍ້ແປງໄຟຟ້າຊຸ໋ດ, ໝາກລໍ້ເຄ້ງສາຍພານເພ...

1.2 ສາຍເຫດທີ່ພາໃນເກີດການເປ່ເພ.

- ອາຍຸການໃຊ້ງານ **75** ຄັ້ງ;
- ກະແສໄຟເກີນ **27** ຄັ້ງ;
- ລິດດຶງສາຍຈ່າຍ **4** ຄັ້ງ;
- ອື່ນໆ **42** ຄັ້ງ.

ຜົນງານທີ່ເຮັດໄດ້ດີ:

- ມີເອກະສານຕິ໋ວແບບ ແລະຄູ່ມືທີ່ພ້ອມພັດທະນາໃຫ້ກາຍເປັນແບບມາດຕະຖານການກໍ່ສ້າງ.

ບັນຫາຄ້ົງຄ້າງ ແລະ ອຸປະສັກ:

- ການຄວບຄຸມການກໍ່ສ້າງຍັງບ່ໍເປັນໄປຕາມກຳນົດເວລາ ແລະມາດຕະຖານທາງເຕັກນິກ;
- ຍັງຂາດການພັດທະນາຄວາມຮູ້ຄວາມສາມາດຂອງຜູ້ບໍລິຫານສາຍງານ;
- ມາດຕະຖານການຄັດເລືອກຜູ້ຮັບເໝົ່າ;
- ການບໍລິຫານພາຍໃນຝ່າຍຍັງບ່ໍເປັນລະບົບທີ່ຈະແຈ້ງ;
- ຄວາມຮັບຜິດຊອບຂອງໜ່ວຍງານຍັງຂາດຄວາມໜັກແໜ້ນ ແລະ ເປັນເອກະພາບກັນ.

ວຽກງານດ້ານບຸກຄະລາກອນ

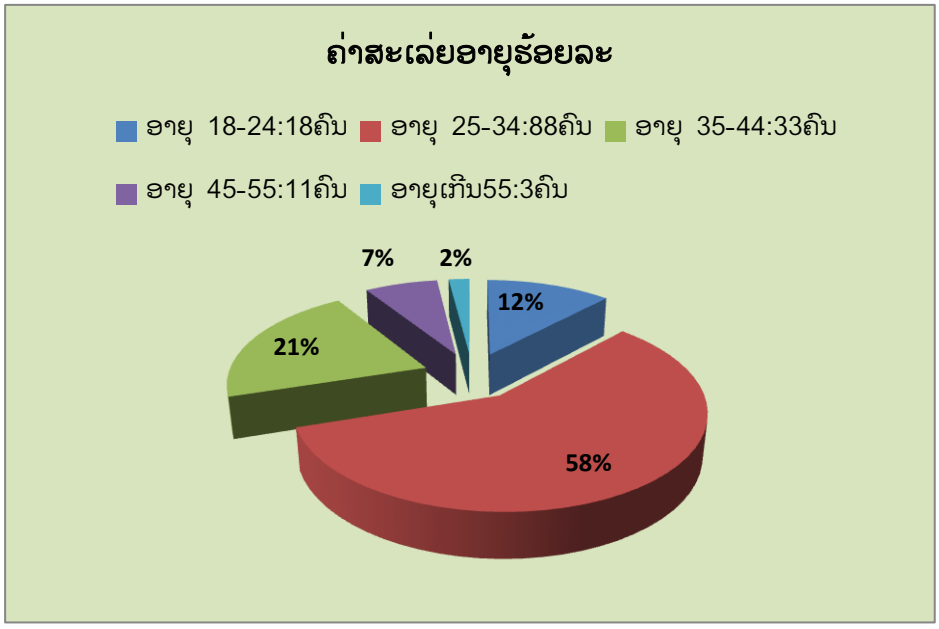
ການດຳເນີນງານດ້ານບຸກຄະລາກອນໃນສົກປີ 2014ຜ່ານມາ ແມ່ນເນັ້ນໃນການເປັນຄູ່ຮ່ວມທາງຍຸດທະສາດ ຂອງອົງກອນ ໂດຍການປັບປຸງໂຄງຮ່າງການຈັດຕັ້ງຂອງອົງກອນຈາກໂຄງສ້າງທີ່ເປັນບໍລິສັດຈຳກັດມາເປັນບໍລິສັດ ມະຫາຊົນ ເພື່ອໃຫ້ສອດຄ່ອງຕາມໂຄງສ້າງແລະເງື່ອນໄຂຂອງຕະຫຼາດຫຼັກຊັບ ແຫ່ງ ສປປລາວ.

ໃນເບື້ອງການດູແລຊີວິດການເປັນຢູ່ຂອງພະນັກງານພາຍໃນອົງກອນໃຫ້ມີສະພາບການເປັນຢູ່ທີ່ດີຂຶ້ນ, ມີ ຄວາມປອດໄພ ແລະ ເພື່ອສົ່ງເສີມໃຫ້ພະນັກງານມີຄວາມກະຕືລືລົ້ນ-ຫ້າວຫັນໃນການປະຕິບັດວຽກງານ, ໃນປີ 2014 ທາງບໍລິສັດໄດ້ ມອບລົດເກ ແລະ ກະບະ ໃຫ້ກັບພະນັກງານໃນລະດັບຫົວໜ້າພະແນກຂຶ້ນໄປຈຳນວນ 12 ຄັນ, ມອບ ລາງວັນພະນັກງານດີເດັ່ນ ຈຳນວນ 3 ທ່ານ, ນອກນັ້ນຍັງມີຜູ້ໄດ້ຮັບລາງວັນດຸໝັ່ນເຖິງ 10 ທ່ານ ແລະ ລາງວັນທ່ອງ ທ່ຽວຕ່າງປະເທດຈຳນວນ 4 ທ່ານ.

ພາບລວມຜົນງານຂອງຝ່າຍໃນຊຸມປີຜ່ານມາມີດັ່ງນີ້:

- ຈຳນວນພະນັກງານທັງໝົດຮອດວັນທີ 30 ພະຈິກ 2014 ຈຳນວນ **153 ຄົນ**, ເພີ່ມຂຶ້ນຈາກປີ 2013ຈຳນວນ **34** ຄົນ;
- ຮັບພະນັກງານເຂົ້າໃໝ່ທັງໝົດ **30** ຄົນ, ຮັບເຂົ້າມາທົດແທນຄົນຕຳແໜ່ງວ່າງ **19** ຄົນ;
- ລາອອກທັງໝົດ **9** ຄົນກວມ **5.88 %**, ປີ 2013 ເທົ່າກັບ **23** ຄົນ;
- ຖືກປົດອອກ**2**ຄົນ, ປີ 2013 ເທົ່າກັບ **14** ຄົນ;
- ຖືກເລື່ອນຕຳແໜ່ງ **18** ຄົນ (2013: **1** ຄົນ);
- ຖືກໂອນຍ້າຍໄປບໍລິສັດໃນເຄືອ **2** ຄົນ (2013: **2** ຄົນ);
- ຖືກໂອນຍ້າຍພາຍໃນ **2** ຄົນ (2013: **8** ຄົນ).

ສະເລ່ຍອາຍຸຂອງພະນັກງານພາຍໃນອົງກອນ



- **ເງືອນເດືອນ ແລະ ສະຫວັດດີການ**
  - ການເພີ່ມຂຶ້ນຂອງເງືອນເດືອນໃນປີ 2014 ແມ່ນເພີ່ມຂຶ້ນ **9.3%;**
  - ເງິນໂບນັດປະຈຳປີ **127.4%;**
  - ຄ່າປະກັນສຸຂະພາບ(ປະກັນສັງຄົມ) **245,660,785 ກີບ** (ສ່ວນຂອງບໍລິສັດ:128,010,704ກີບ);
  - ຄ່າທຳນຽມກວດສຸຂະພາບປະຈຳປີ **47,219,700** ກີບ;
  - ເຄັກວັນເກີດ **16,980,000 ກີບ;**
  - ຊຸກຍູ້ແຕ່ງດອງ **8,500,000 ກີບ;**
  - ຊຸກຍູ້ເດັກເກີດໃໝ່ **1,500,000ກີບ**;
  - ຊ່ວຍກິນທານຜູ້ເສຍຊີວິດ **52,484,000ກີບ;**
- **ກິດຈະກຳເສີມສ້າງຄວາມສາມັກຄີໃນໝູ່ພະນັກງານ**
  - ຈັດກິດຈະກຳກິລາ **11,400,000 ກີບ/ປີ**;
  - ການສັງສັນ (ງານລາຕີສະໂມສອນທ້າຍປີ, ງານຄອບຄົວປີໂຕຣເທຣດ, ການບໍລິຈາກ ແລະ ທອດຜ້າປ່າ ສາມັກຄີ, ກິດຈະກຳທ່ອງທ່ຽວ…) **4** ຄັ້ງ
- **ການອອກນະໂຍບາຍຕ່າງໆຂອງບໍລິສັດ**
  - ມອບລາງວັນຕອບແທນພິເສດສຳລັບພະນັກງານທີ່ເຮັດວຽກກັບບໍລິສັດຄົບ 5 ປີ ຂຶ້ນໄປຈຳນວນ 12 ຄົນ.

ວຽກງານດ້ານຍຸດທະສາດອົງກອນ

ພາຍຫຼັງທີ່ຝ່າຍພັດທະນາອົງກອນໄດ້ການຍົກລະດັບໃຫ້ກາຍມາເປັນຝ່າຍຍຸດທະສາດອົງກອນໃນຕົ້ນປີ 2014, ໃນໄລຍະນຶ່ງປີຜ່ານມາເຫັນວ່າສາມາດປະກອບສ່ວນເຂົ້າໃນການດຳເນີນທຸລະກິດໄດ້ເປັນຢ່າງດີ, ໂດຍສະເພາະລະບົບການຕິດຕາມການດຳເນີນງານຂອງໜ່ວຍງານຕ່າງໆພາຍໃນອົງກອນ, ການສືບຕໍ່ທະບຽນ ISO ແລະ ການຮັກສາມາດຕະຖານ, ການປະກອບສ່ວນໃນການສ້າງພື້ນຖານລະບົບການບໍລິຫານໃຫ້ກັບບັນດາບໍລິສັດໃນເຄືອ ເຊິ່ງໃນນັ້ນມີທັງບໍລິສັດສິດທິໂລຈິດສຕິກ, ລະບົບການໃຫ້ບໍລິການຂອງບໍລິສັດແຟຣມຊາຍ ແລະການເຜີຍແຜ່ຕິດຕາມການປະຕິບັດວຽກງານຂອງຝ່າຍຕ່າງໆ ໃຫ້ສອດຄ່ອງຕາມແຜນຍຸດທະສາດທີ່ວາງໄວ້.

- **ວຽກງານການພັດທະນາຂອງຝ່າຍ**
  - ການສ້າງ ລະບົບການໃຫ້ບໍລິການພາຍໃນປ້ຳ;
  - ການສ້າງ ລະບົບການໃຫ້ບໍລິຫານຂອງບໍລິສັດຂົນສົ່ງ ໂລຈິດສຕິກ;
  - ອອກວາລະສານອິນໃຊ້ພລັສ ເພື່ອເປັນຊ່ອງທາງໃນການສະແດງຜົນງານ ແລະ ຊ່ອງທາງສື່ສານລະຫວ່າງຜູ້ບໍລິຫານ ກັບອ້າຍນ້ອງພະນັກງານພາຍໃນບໍລິສັດ;
  - ບໍລິຫານ ລະບົບ ISO ເຊັ່ນ ການກວດສອບພາຍໃນ-ກວດສອບພາຍນອກ ແລະ ການຕໍ່ທະບຽນ ISO;
  - ຝຶກອົບຮົມໃຫ້ກັບຝ່າຍຕ່າງໆພາຍໃນອົງກອນຕາມແຜນການ;

- ຕິດຕາມການປະຕິບັດແຜນການຂອງຝ່າຍຕ່າງໆ.

ຜົນງານທີ່ເຮັດໄດ້ດີ

- ໄດ້ຮັບການຊີ້ນຳ ແລະສະໜອງຂໍ້ມູນຈາກອຳນວຍການຝ່າຍເປັນຢ່າງດີ;
- ອຳນວຍການ ແລະຜູ້ຈັດການຝ່າຍໃຫ້ການຮ່ວມມື ພ້ອມທັງເຫັນຄວາມສຳຄັນເປັນຢ່າງດີ;
- ຝ່າຍທີ່ໄດ້ຮັບການພັດທະນາສະໜອງຂໍ້ມູນໃຫ້ໄດ້ດີຕາມຄວາມຕ້ອງການ.

ບັນຫາຄົງຄ້າງ ແລະ ອຸປະສັກ

- ການຕິດຕາມການດຳເນີນງານຂອງຝ່າຍຕ່າງໆ ພາຍໃນອົງກອນຍັງບໍ່ມີປະສິດທິພາບ;
- ການພັດທະນາບຸກຄະລາກອນຍັງບໍ່ມີປະສິດທິພາບ;
- ການພັດທະນາລະບົບ ERP ບໍ່ໄດ້ຕາມຄາດໝາຍ;
- ຄວາມຮູ້ຄວາມສາມາດຂອງພະນັກງານຍັງບໍ່ສອດຄ່ອງກັບວຽກງານພັດທະນາອົງກອນ.

ວຽກງານດ້ານການຄຸ້ມຄອງສາຂາ

ຜົນການດຳເນີນງານດ້ານການຄຸ້ມຄອງສາຂາໃນສົກປີ 2014ໃນໄລຍະຜ່ານມາ ກໍສາມາດປະກອບສ່ວນເຂົ້າໃນການດຳເນີນທຸລະກິດຂອງບໍລິສັດໄດ້ຢ່າງຕັ້ງໜ້າ, ນອກຈາກວຽກງານການຄຸ້ມຄອງພະນັກງານພາຍໃນສາຂາແລ້ວ ຝ່າຍຄຸ້ມຄອງສາຂາຍັງໄດ້ປະກອບສ່ວນເຂົ້າໃນການຄຸ້ມຄອງ-ບໍລິການບັນດາຄູ່ຄ້າໃຫ້ໄດ້ຮັບຄວາມສະດວກໃນການດຳເນີນທຸລະກິດ, ນອກນັ້ນຝ່າຍຄຸ້ມຄອງສາຂາຍັງເສີມສ້າງສາຍສຳພັນທີ່ດີກັບພາກລັດ ກໍຄືສັງຄົມ ໃນຂົງເຂດທີ່ຕົນຮັບຜິດຊອບໄດ້ເປັນຢ່າງດີ.

ສັງລວມຜົນງານ ແລະ ການບໍລິຫານພາຍໃນ:

- ການສື່ສານພາຍໃນສາຂາ, ການປະສານງານລະຫວ່າງສູນກາງ ແລະ ສາຂາ ແລະ ການປະສານງານລະຫວ່າງສາຂາ;
- ຮັກສາຊັບສິນຂອງບໍລິສັດໄວ້ໄດ້ຢ່າງໝັ້ນຄົງ;
- ພົວພັນ ແລະ ຮັດແໜ້ນສາຍສຳພັນກັບພາກລັດ ຕາມພື້ນທີ່ແຕ່ລະສາຂາໄດ້ເປັນຢ່າງດີ;
- ເປັນຕົວແທນຝ່າຍຂາຍ ແລະ ການຕະຫຼາດໃນການຕິດຕໍ່ພົວພັນກັບລູກຄ້າ;
- ຊ່ວຍບໍລິຫານການນຳເຂົ້າສິນຄ້າ ແຕ່ລະດ່ານ;
- ກະກຽມການເປີດບໍລິການປໍ້າໃໝ່ ທີ່ເກີດຂຶ້ນໃນປີ;
- ລາຍງານສະພາບການທາງດ້ານຕະຫຼາດການຂາຍ ແລະ ກິດຈະກຳຂອງຄູ່ແຂ່ງທາງທຸລະກິດ ແລະ ນຳສະເໜີນະໂຍບາຍຕ່າງໆຂອງພາກລັດ ໃຫ້ຜູ້ບໍລິຫານຮັບຮູ້ ເປັນປະຈຳ;

ຜົນງານທີ່ເຮັດໄດ້ດີ:

- ແກ້ໄຂບັນຫາຊ່ວຍລູກຄ້າທັນຕາມຄວາມຕ້ອງການ;
- ມີສາຍສຳພັນທີ່ດີກັບພາກລັດ;

- ມີການປະສານງານໄດ້ດີກັບຝ່າຍຕ່າງໆພາຍໃນອົງກອນ;

ບັນຫາຄົງຄ້າງ:

- ການຊອກຫາລູກຄ້າທົ່ວໄປຍັງບໍ່ມີປະສິດທິພາບ;
- ການພັດທະນາທັກສະຂອງພະນັກງານສາຂາຍັງບໍ່ມີປະສິດທິພາບ.

ຈຸດຢືນຂອງປີໂຕຣເທຣດ ໃນປັດຈຸບັນ

ຍອດຂາຍ *(ຍອດຂາຍໃນຊ່ວງ ເດືອນ 12/2013-11/2014, ບໍ່ລວມນ້ຳມັນຍົກເວັ້ນ ແລະ ສິ່ງຕົ້ງ)*	**120** ລ້ານລິດ
ສ່ວນຄອງຕະຫຼາດນ້ຳມັນໃນສປປລາວ	**17.70%**
ລະດັບ PetroTrade ໃນຕະຫຼາດນ້ຳມັນຂອງສປປລາວ	**2**
ຈຳນວນສາງນ້ຳມັນທົ່ວປະເທດ	**6** *(ກຳລັງຍັບຈຸ 4 ລ້ານລິດ)*
ຈຳນວນປ້ຳທີ່ມີ	**110** (ກວມ 15 ແຂວງທົ່ວປະເທດ)
ຈຳນວນລູກຄ້າໂຄງການທີ່ມີສັນຍາ	**61**

ບົດລາຍງານທາງດ້ານການເງິນປະຈຳປີ 2014

Petroleum Trading Lao Public Company
[formerly known as Petroleum Trading Lao Company Limited]

BALANCE SHEET
as at 31 December 2014

Currency: LAK

	Notes	31 December 2014	31 December 2013
Assets			
Current assets			
Cash	4	138,122,895,155	9,423,698,736
Short-term investments	5	13,783,093,784	-
Trade receivables	6	63,621,358,154	88,465,856,385
Advance to suppliers		1,631,779,863	526,103,322
Other receivables	7	47,070,637,972	286,202,201,379
Inventories	8	11,782,297,415	12,291,357,719
Other current assets	9	15,342,312,680	2,942,786,830
		291,354,375,023	**399,852,004,371**
Non-current assets			
Tangible fixed assets	10	73,450,473,026	67,636,620,527
Intangible fixed assets	11	121,714,167,166	506,246,793
Finance lease assets	12	8,591,769,652	18,275,810,858
Investment properties	13	141,768,513,783	407,517,451
Construction in progress	14	31,306,549,985	17,248,474,305
Long-term investments	15	19,320,318,599	21,172,519,791
Other long-term receivables		-	36,473,767,507
		396,151,792,211	**161,720,957,232**
Total assets		**687,506,167,234**	**561,572,961,603**
Liabilities and equity			
Current liabilities			
Short term loans and borrowings	16	134,650,119,374	158,198,955,588
Trade payables	17	12,544,046,268	17,575,864,971
Advance from customers		1,824,173,420	547,036,227
Tax payables	18	9,665,443,662	7,331,032,058
Accruals		13,498,451	17,761,267
Other payables	19	1,234,791,038	1,098,281,035
		159,932,072,213	**184,768,931,146**
Non-current liabilities			
Long-term loans	20	10,162,482,890	7,670,775,389
		10,162,482,890	**7,670,775,389**
Owners' equity	***21***		
Registered charter capital		470,000,000,000	350,000,000,000
Share premium reserve		27,638,932,340	-
Undistributed earnings		19,772,679,791	19,133,255,068
		517,411,612,131	**369,133,255,068**
Total liabilities and equity		**687,506,167,234**	**561,572,961,603**

Chanthadom Meksavanh
Acting Chief Finance Officer

Chanthone Sitthixay
Chief Executive Officer

29 April 2015

Petroleum Trading Lao Public Company
[formerly known as Petroleum Trading Lao Company Limited]

INCOME STATEMENT
for the year ended 31 December 2014

Currency: LAK

	Notes	2014	2013
Revenue	22	971,229,063,543	1,075,040,438,467
Cost of sales	23	(888,319,098,389)	(1,003,917,386,276)
Gross profit		**82,909,965,154**	**71,123,052,191**
Other income		348,065,665	5,166,527,720
Administrative expenses		(26,458,755,703)	(31,020,789,043)
Selling expenses		(18,734,793,305)	(16,328,650,581)
Other expenses		(95,164,403)	(4,499,612,632)
Operating profit		**37,969,317,408**	**24,440,527,655**
Finance income	24	5,647,283,263	18,599,136,056
Finance expenses	25	(18,786,483,708)	(20,771,671,707)
Profit before income tax		**24,830,116,963**	**22,267,992,004**
Corporate income tax expense	26	(5,057,437,172)	(3,134,736,936)
Profit after tax		**19,772,679,791**	**19,133,255,068**
Earnings per share			
Basic	28	264	Not applicable

Chanthadom Meksavanh
Acting Chief Finance Officer

Chanthone Sitthixay
Chief Executive Officer

29 April 2015

Petroleum Trading Lao Public Company

[formerly known as Petroleum Trading Lao Company Limited]

STATEMENT OF CHANGES IN EQUITY

as at and for the year ended 31 December 2014

Currency: LAK

	Registered, contributed charter capital	Registered, un-contributed charter capital	Share premium reserve	Undistributed earnings	Total
For the year ended 31 December 2013					
Beginning balance	71,706,584,642	3,893,415,358	-	26,514,446,736	102,114,446,736
Increase in registered charter capital	-	274,400,000,000	-	-	274,400,000,000
Capitalisation of undistributed earnings	26,514,446,736	(26,514,446,736)	-	(26,514,446,736)	(26,514,446,736)
Profit for the year	-	-	-	19,133,255,068	19,133,255,068
Ending balance	98,221,031,378	251,778,968,622	-	19,133,255,068	369,133,255,068
For the year ended 31 December 2014					
Beginning balance	98,221,031,378	251,778,968,622	-	19,133,255,068	369,133,255,068
Profit for the year	-	-	-	19,772,679,791	19,772,679,791
Capitalisation of undistributed earnings	3,986,911,196	(3,986,911,196)	-	(3,986,911,196)	(3,986,911,196)
Issuance of new shares	120,000,000,000	-	120,000,000,000	-	240,000,000,000
Share issuance costs	-	-	(11,747,515,000)	-	(11,747,515,000)
Other use of share premium	-	-	(277,850,000)	-	(277,850,000)
Capital contribution	247,792,057,426	(247,792,057,426)	-	-	-
Dividend paid	-	-	-	(15,146,343,872)	(15,146,343,872)
Distribution of share premium	-	-	(80,335,702,660)	-	(80,335,702,660)
Ending balance	470,000,000,000	-	27,638,932,340	19,772,679,791	517,411,612,131

Chanthadom Meksavanh
Acting Chief Finance Officer

Chanthone Sitthixay
Chief Executive Officer

29 April 2015

Petroleum Trading Lao Public Company

[formerly known as Petroleum Trading Lao Company Limited]

STATEMENT OF CASH FLOWS

for the year ended 31 December 2014

Currency: LAK

	Notes	*2014*	*2013*
CASH FLOWS FROM OPERATING ACTIVITIES			
Profit before tax		**24,830,116,963**	**22,267,992,004**
Adjustments for:			
Depreciation of fixed assets	10,11, 12,13	15,438,257,142	14,516,649,158
Provision for doubtful debts		(3,757,462,081)	(1,279,149,932)
Profits from investing activities		(3,436,775,286)	(4,546,336,836)
Interest expenses	25	16,169,807,593	15,508,786,854
Operating profit before changes in working capital		**49,243,944,331**	**46,467,941,248**
Decrease/(increase) in trade and other receivables		19,561,033,596	(5,704,335,592)
Decrease/(increase) in inventories		509,060,304	(4,704,280,735)
Interest received		-	189,028,869
Interest paid		(16,044,829,993)	(15,499,398,633)
Corporate income tax paid	26	(3,249,343,969)	(2,228,903,640)
Increase in trade and other payables		(29,044,350,847)	(9,235,809,508)
Net cash flows from operating activities		**20,975,513,422**	**9,284,242,009**
CASH FLOWS FROM INVESTING ACTIVITIES			
Acquisitions of fixed assets		(40,515,126,954)	(23,753,971,130)
Proceeds from disposal of fixed assets		12,247,615	5,166,527,720
Loans to the related parties		(39,161,084,406)	(50,010,548,294)
Collection of loans to the related parties		5,900,726,800	38,429,796,585
Net cash flows used in investing activities		**(73,763,236,945)**	**(30,168,195,119)**
CASH FLOWS FROM FINANCING ACTIVITIES			
Share premium distributed to a founding shareholder		(12,792,417,355)	-
Capital contribution and issuance of shares		230,482,809,882	-
Proceeds from borrowings		564,645,952,574	772,041,030,621
Repayment of borrowings		(582,300,636,966)	(743,971,679,686)
Payment of finance lease liabilities		(3,402,444,321)	(6,077,229,314)
Dividend paid		(15,146,343,872)	-
Net cash flows from financing activities		**181,486,919,942**	**21,992,121,621**
Net increase in cash		**128,699,196,419**	**1,108,168,511**
Cash at the beginning of the year		**9,423,698,736**	**8,315,530,225**
Cash at the end of the year	4	**138,122,895,155**	**9,423,698,736**

Chanthadom Meksavanh
Acting Chief Finance Officer

Chanthone Sitthixay
Chief Executive Officer

29 April 2015

ແຜນການດຳເນີນງານ ປີ 2015

ແຜນການຂະຫຍາຍຖານຄູ່ຄ້າປ້ຳປະຈຳປີ 2015

ລ/ດ	ປະເພດຄູ່ຄ້າ	ແຜນຂະຫຍາຍ	ໝາຍເຫດ
1	PLT	5	1 ປ້ຳຍັງບໍ່ໄດ້ກຳນົດເວລາ
2	GLD	5	
3	STD	0	
4	THN	13	
	ລວມ:	23	

ແຜນການຂະຫຍາຍຖານລູກຄ້າໂຄງການປະຈຳປີ 2015

ລ/ດ	ປະເພດຄູ່ຄ້າ	ແຜນຂະຫຍາຍ	ໝາຍເຫດ
1	PRO+CON	8	
2	IND+TRA	5	
3	OTH	NA	
	ຍອດລວມ:	13	

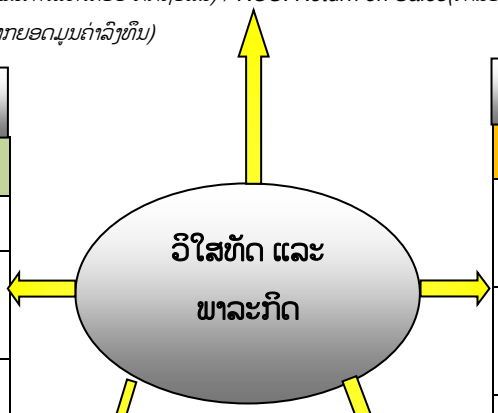
ແຜນການຂາຍປະຈຳສີມປີ 2015

	ຜ່ານຊ່ອງທາງການຂາຍ	ຈຳນວນລິດ	ໝາຍເຫດ
ສະຖານີ ບໍລິການ(ປ້ຳ)	PLT	19,563,000	
	GLD	12,675,000	
	STD	28,151,000	
	THN	20,398,600	
ການຂາຍໂຄງການ	PRO+CON	27,507,440	
	IND+TRA	23,226,800	
	OTH	20,000,000	
	RE-EXPORT	20,000,000	
	ລວມ:	171,521,840	

ການຄຸ້ມຄອງທາງດ້ານການເງິນ

ລາຍການ	ຄ່າ %	ລາຍການ	ຄ່າ %
ROA	27	ໂຄງສ້າງຕົ້ນທຶນ	92.8
ROS	2.77	ຄ່າແຮງ	0.35
ROE	50	ຄ່າເຊື່ອມ	0.54
ກຳໄລຕໍ່ໜ່ວຍ	7.2	ຄ່າໃຊ້ຈ່າຍສິ້ນເປືອງ	2.67
ກຳໄລສຸດທິ	2.77	ດອກເບ້ຍ	0.51

ອະທິບາຍສັ້ນ: *ROA: Return on Assets(ຜົນກຳໄລທີ່ໄດ້ຮັບຈາກຊັບສິນ) / ROS: Return on Sales(ການບໍລິຫານສ່ວນຕ່າງຂອງກຳໄລທີ່ໄດ້ມາຈາກການຂາຍ) / ROE:Return on Equity(ຜົນຕອບແທນຈາກຍອດມູນຄ່າລົງທຶນ)*



ພາກການຂາຍ

ລາຍການ	ຄ່າ %
ຂໍ້ຮ້ອງຮຽນຂອງລູກຄ້າ	100
ການພັດທະນາຍອດຂາຍຂອງຄູ່ຄ້າ	5
ການຮັກສາລູກຄ້າ-ປ້ຳ	100
ການຮັກສາລູກຄ້າ-ໂຄງການ	100
ການສ້າງລູກຄ້າໃໝ່	90
CRM	100

ປະສິດທິພາບການດຳເນີນງານ

ລາຍການ	ຄ່າ%
ອັດຕາການຂະຫຍາຍຖານການຂາຍ	55
ຄວາມຮັບຮູ້ເຖິງເຄື່ອງໝາຍການຄ້າ ແລະ ບໍລິສັດ	50
ອັດຕາການຄວບຄຸມຄຸນນະພາບ, ການບໍລິການຂອງ OP	100
ການບໍລິຫານເວລາ	98
ອັດຕາການຄວບຄຸມການຊື້ນເປືອງແບບບໍ່ມີປະໂຫຍດ	98

ລາຍການ	ຄ່າ
ຈຳນວນນະວັດກຳໃໝ່ທາງການຕະຫຼາດ	5 ຢ່າງ
ອັດຕາການນຳໃຊ້ ຊອບແວ ແລະ IT	90%
ແບບແຜນການບໍລິຫານຂອງແຕ່ລະພາກສ່ວນ	90%
ຈຳນວນຫົວຂໍ້ການຝຶກອົບຮົມ	19
ຈຳນວນຊົ່ວໂມງທີ່ໄດ້ຮັບການຝຶກອົບຮົມຕໍ່ຄົນ	24
ຈຳນວນພະນັກງານທີ່ມີຄວາມສາມາດເພີ່ມຂຶ້ນຫຼັງຈາກຜ່ານການຝຶກອົບຮົມ	70%
ອັດຕາການລາອອກຂອງພະນັກງານ	4

ລາຍການ	ຄ່າ %
ຕ້ອງປະຕິບັດໃຫ້ສອດຄ່ອງຕາມ ISO 14000	100
ຕ້ອງປະຕິບັດໃຫ້ສອດຄ່ອງຕາມ ISO 18000	100
ຕ້ອງປະຕິບັດໃຫ້ໄດ້ຕາມແຜນການຊ່ວຍສັງຄົມ	100

ແຜນການນຳໃຊ້ງົບປະມານປະຈຳປີ 2015

ລ/ດ	ຝ່າຍ	ແຜນໃຊ້ງົບປະມານ (OPEC)	ແຜນການລົງທຶນ CAPEC
1	ປະຕິບັດການ	1,408,268,856	2,816,750,000
2	ວິສະວະກຳ	331,552,000	-
3	ຂາຍ-ປ້ຳ	1,833,655,500	60,681,600,000
4	ຂາຍ-ໂຄງການ	1,072,839,635	1,012,800,000
5	ການຕະຫຼາດ	3,353,383,249	32,000,000
6	MIS	1,166,187,678	4,168,821,000
7	ບັນຊີ-ການເງິນ	1,903,837,780	-
8	ກວດສອບພາຍໃນ	391,800,400	42,050,000
9	ຍຸດທະສາດອົງກອນ	414,301,712	5,600,000
10	ຄຸ້ມຄອງສາຂາ	164,326,400	235,200,000
11	ກົດໝາຍ	452,773,000	-
12	ຊັບພະຍາກອນມະນຸດ	3,316,356,917	318,400,000
13	ສ້ອມບຳລຸງ		144,782,004
	ລວມ:	**15,809,283,127**	**69,458,003,004**

Petroleum Trading Lao Public Company in Brief

Petroleum Trading Lao Public Company ("Company" or "PTL"), was established by Mr. Chanthone Sitthixay and his wife Mrs. Savanhthong Phongsavanh whose are well-known businessperson in Lao PDR. They both have high experiences in many kinds of business, such as import/export business of various products in Lao PDR.

They have been to many area of the country, both urban area and remote area. Therefore, they have found the obstacle to access the source of energy or petroleum, especially in remote area. And the petroleum sold in the remote area would often be more expensive than the price that was set by government's organization causing them to realize the great level of consumption needed parallel with the growth of the economy which petroleum is an important factor in the country's development. With an intention of creating a gas station where it offers a good quality at a fair price, hence, PTL was founded by Mr. Chanthone on 3rd October 2008 with registered capital of LAK 28.8 billion to operate the business of importing petroleum and sell it through retail gas station, construction project, and Infrastructure project with head office at Ban Soununtha, Kaisonepomvihan district, Savannakhet province.

The Company has been importing the petroleum from well-known suppliers, such as, Chevron (Thailand) Limited (Chevron), ESSO (Thailand) Public Company Limited (ESSO), IRPC Public Company Limited (IRPC) and The Shell Company of Thailand Limited (Shell).

Year		Summary of highlighted events
2008	:	➢ Petroleum Trading Lao Public Company Limited (PTL) was established with registered capital: LAK 28.80 billion, 75% of shares were held by Mr. Chanthone Sitthixay and 25% were held by his wife Mrs. Savanhthong Phongsavanh. The business objectives are import and distribute petroleum products through the gas stations in Lao PDR.
2009	:	➢ Launched the first high standard gas station at Phon Than that is called the gas station "PLUS 1" ➢ Launched the first depot which is able to store the oil up to 700,000 liters in Savannakhet province
2010	:	➢ The Company has received the certificates of the international standard from United Kingdom Accreditation Service (UKAS), three types: ISO 9001:2008 Quality Management System, ISO 14001:2004 Environmental Management Systems, and OHSAS 18001:2007 Occupational Health and Safety Management Systems.

		➢ Launched a depot at Vientiane Capital City, oil capacity: 1,120,000 liters and another depot at Meung Ngeun, Sayaboury Province, and oil capacity: 700,000 liters.
2011	:	➢ The Company has increased registered capital to LAK 75.60 billion in order to support the expansion of gas station cover all area of Lao PDR ➢ Launched the first PLUS Gold Gas Station in Vientiane Capital city ➢ Launched the Paksan depot in Bolikhamxay province, oil capacity: 350,000 liters. ➢ The Company took the position into the second largest fuel distributor in Lao PDR by market share
2012	:	➢ Launched the first PLUS Platinum Gas Station (PTN) in Vientiane Capital city, namely: PLUS Done Koy gas station at Done Koy village, Sisattanak District, Vientiane Capital city. ➢ The Company can maintain the position of the second largest fuel distributor in the Lao PDR by market shares. ➢ The Company applied the modern technology to enhance and manage the sale division by using Electronic Data Capture (EDC) and store data from the center to every branches throughout the country by developing ERP System. ➢ The Company invested in developing fuel sale system by using electronic card instead of cash payment (Fleet Card) which became the first company in Lao PDR that initiated to bring the high technology to control and manage the cost in business operation. The card is able to use for gas payment in the Company stations.
2013	:	➢ The Company has increased the registered capital to LAK 350.00 billion in order to support the Company's growth, and the expansion of investment to be the top of gas station service in Lao PDR. And to support the growth in demand for fuel consumption in Laos and the ASEAN Economic Community (AEC). ➢ The Company has received the extension of certificates of the international standard from United Kingdom Accreditation Service (UKAS), three types are: ISO 9001:2008, ISO 14001:2004, OHSAS 18001:2007. ➢ The Company has clearly restructured the Company and the related companies in order to meet the growth in long term. ➢ The Company can maintain the position of the second largest fuel distributor in the Lao PDR by market shares.
2014	:	➢ The Company became a member of Lao Petroleum and Gas Association ➢ According to Annual General Shareholders' Meeting in 2014 on 18th June 2014 has agreed in the important issues such as: – Reduce par value per that is stated from LAK 350,000,000 per share to LAK 2,000 per share that is made the number of share increase from 1,000 shares to 175,000,000 shares.

		– The shares are distributed from two shareholders to 9 shareholders to meet the requirements of public company establishment. ➢ According to Extraordinary General Shareholders' Meeting 1/2014, on 9th October 2014,the shareholders have agreed on the issues as follows: – Approved to increase registered capital LAK 470 billion by issuing common shares: 60,000,000 shares, par: LAK 2,000, distribution: Initial Public Offering (IPO). – To establish Petroleum Trading Lao Public Company and submitting to be listed in the Lao Securities Exchange

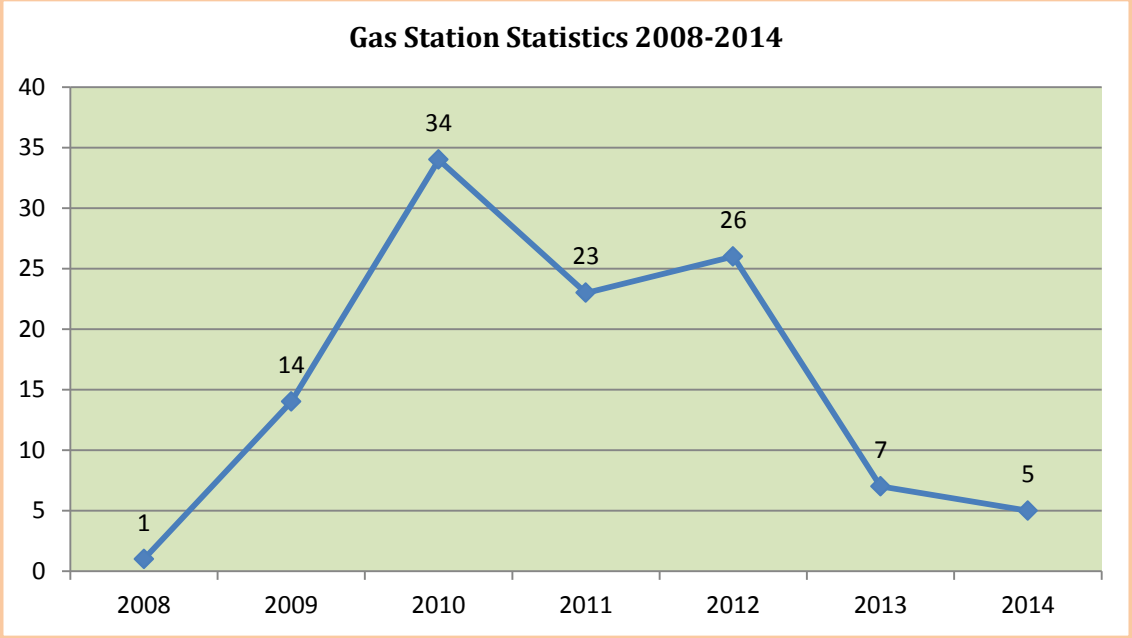
Summary Business Operation of 2014

Sales

Sales in fiscal year 2014 it's during the company transforming from a Company Limited to a Public Company business structure and it's a year that setup company in order to comply with the "5 Year of Sustainable" strategies and moving forward to the Asian Economic Community (AEC) in the end of 2015. The sales have expanded the pace of growth of the economy of Laos, but along with these conditions, there are some problems that are obstacles to the expansion of PTL's sales including a shortage of potential suppliers which these problems have affected the sales goals set as wholesale and re-export target.

- Total of sales in a year **120,186,725** liters decreased to **5.54%** compared to sales in 2013 (**127.2** million liters) and dropped from the target plan set in 2014 to 12.3% (**137.04** million liter) if compared to the 5 years target sales revenue of the PTL (2014-2018) is archived **80.88%** (**148.6** million liter), covered the market share up to 17.7% earlier in the year of 2013 is 13.69%, it's ranking number 2 in the Oil and Gas Group Companies provider in Lao PDR and stable's 4th year in a row, from the total oil suppliers of 16 members at the present.
- Total 5 new gas stations have been opening for services with the sustainable of expanding of sales of each gas station type with satisfaction.
- Total 8 projects sales have been participating in the sales including 5 construction projects and 3 industries and transportation.

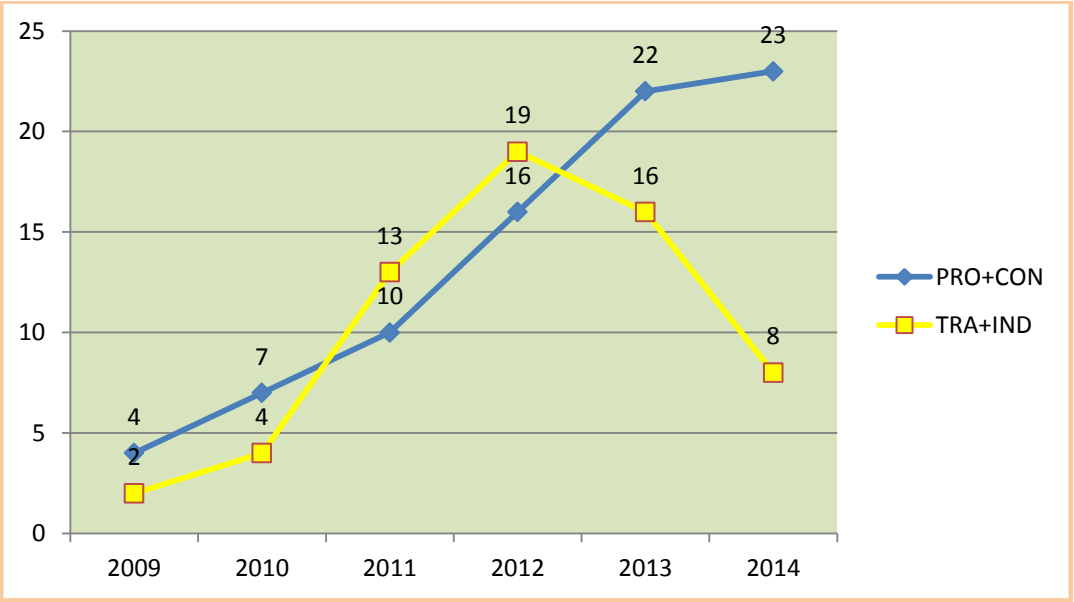
Gas Station Type	Gas Station Expanding Statistics 2008-2014						
	2008	2009	2010	2011	2012	2013	2014
Platinum	-	-	-	-	-	1	3
Gold	-	-	-	-	5	2	-
Standard	1	4	6	11	14	2	-
Thongthin Patthana	-	10	28	12	7	2	2
Total	1	14	34	23	26	7	5



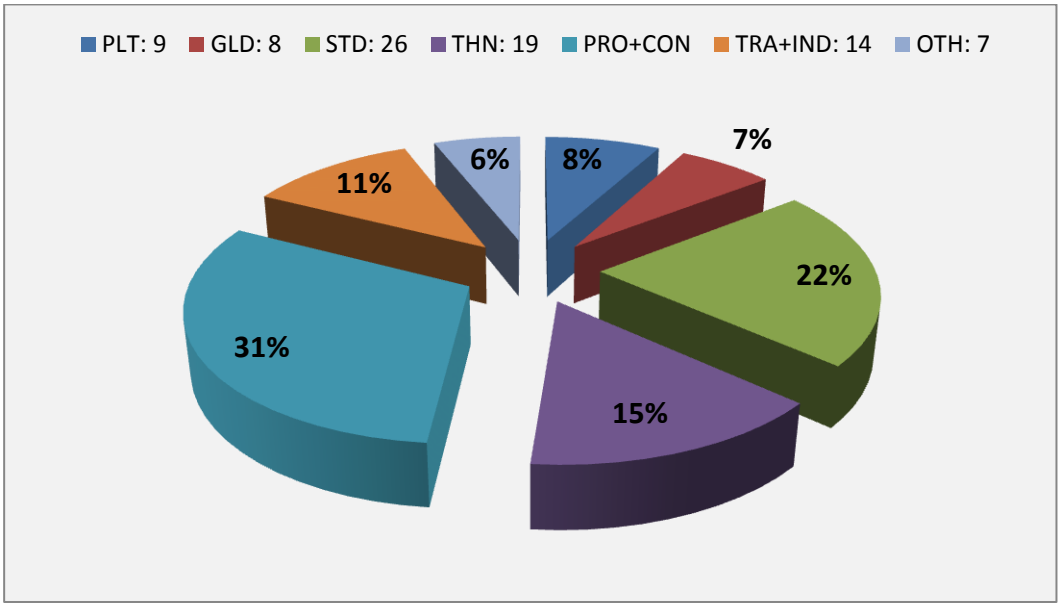
Sales Projects Customers Statistic

Type	Year							Total
	2008	2009	2010	2011	2012	2013	2014	
PRO+CON	6	15	20	13	29	28	14	125
TRA+IND	3	8	12	12	17	16	6	74
TOTAL	9	23	32	25	46	44	20	199

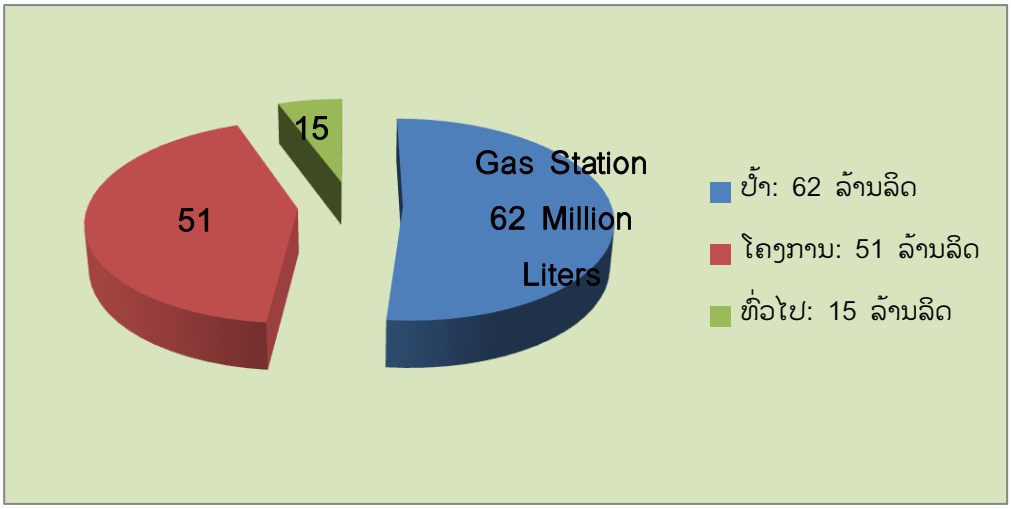
Sales Projects Statistics (Million Liters)



Share of Sales between Gas Station and Project 2014 (percentage)



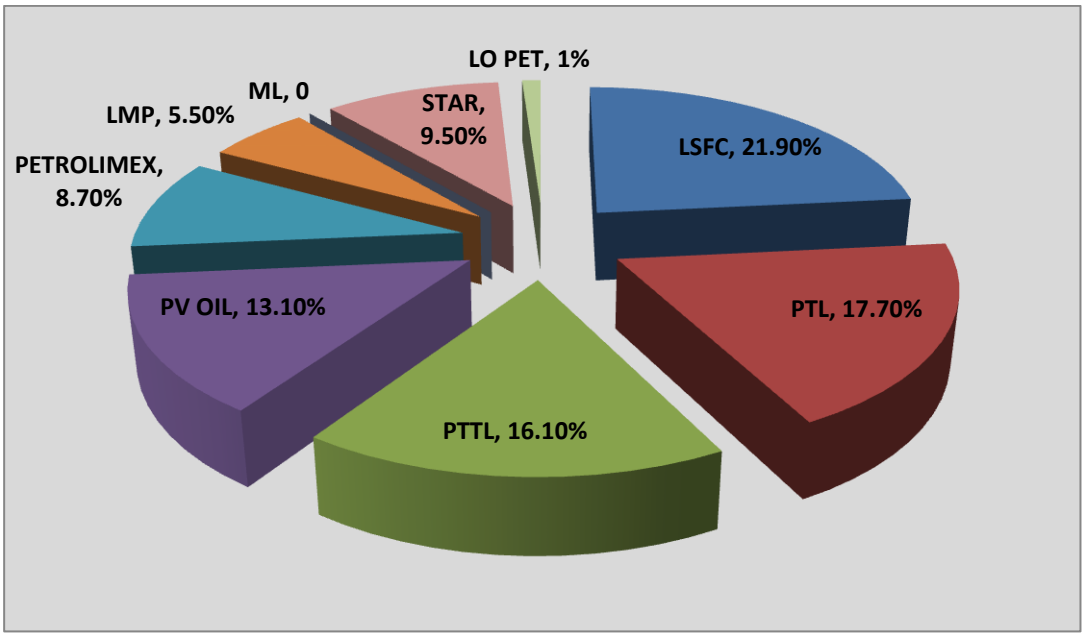
Share of Sales between Gas Station and Projects (Liter)



Oil Market Shared of Lao PDR

UNIT: LITRE		2009'S PERFORMANCE			2010'S PERFORMANCE			2011'S PERFORMANCE			2012'S PERFORMANCE			2013'S PERFORMANCE			2014'S PERFORMANCE		
NO.	OMPANY'S NAME	TOTAL SALES	% SHARE	RANK	TOTAL SALES	% SHARE	RANK	TOTAL SALES	% SHARE	RANK	TOTAL SALES	% SHARE	RANK	TOTAL SALES	% SHARE	RANK	TOTAL SALES	% SHARE	RANK
1	LSFC	228,400,000	36.7%	1	243,401,000	31.5%	1	229,078,000	31.3%	1	244,818,000	30.6%	1	248,000,000	27.4%	1	161,873,894	21.9%	1
2	PETROTRADE	27,500,000	4.4%	7	58,000,000	7.5%	5	98,000,000	13.4%	2	118,000,000	14.7%	2	124,600,000	13.7%	2	130,696,000	17.7%	2
3	PTTL	36,480,000	5.9%	6	45,170,000	5.8%	6	95,200,000	13.0%	4	116,000,000	14.5%	3	111,090,000	12.3%	3	118,784,800	16.1%	3
4	PV OIL	86,840,000	14.0%	2	92,400,000	11.9%	3	97,000,000	13.3%	3	95,600,000	11.9%	4	97,000,000	10.7%	4	96,197,000	13.1%	4
5	PETROLIMEX	53,700,000	8.6%	4	38,000,000	4.9%	7	43,700,000	6.0%	6	54,600,000	6.8%	5	66,400,000	7.3%	5	64,081,243	8.7%	6
6	ML	51,300,000	8.2%	5	78,000,000	10.1%	4	53,000,000	7.3%	5	50,000,000	6.2%	6	38,000,000	4.2%	7		0	
7	DALACHALERN	3,000,000	0.5%	13	33,000,000	4.3%	8	17,000,000	2.3%	9	14,500,000	1.8%	10	65,000,000	7.2%	6	70,068,000	9.5%	5
8	LAOMAI	2,000,000	0.3%	14	2,400,000	0.3%	14	16,000,000	2.2%	10	33,700,000	4.2%	7	37,000,000	4.1%	8	40,742,000	5.5%	7
9	LO PETROLEUM	0	0.0%	15	0	0.0%	15	0	0.0%	15	6,500,000	0.8%	14	37,000,000	4.1%	8	7,321,500	1.0%	10
10	LP	12,000,000	1.9%	12	11,000,000	1.4%	13	12,000,000	1.6%	12	10,640,000	1.3%	13	21,200,000	2.3%	11	14,704,000	2.0%	9
11	IP	60,800,000	9.8%	3	102,600,000	13.3%	2	0	0.0%	15	0	0.0%	15	0	0.0%	16	NA		
12	VP	18,100,000	2.9%	8	19,700,000	2.5%	10	12,400,000	1.7%	11	14,800,000	1.8%	9	5,700,000	0.6%	14	2,046,420	0.3%	13
13	AP	12,200,000	2.0%	11	21,500,000	2.8%	9	18,000,000	2.5%	8	14,000,000	1.7%	11	22,600,000	2.5%	10	NA		
14	PP OIL	15,900,000	2.6%	9	14,600,000	1.9%	11	21,600,000	3.0%	7	15,000,000	1.9%	8	13,000,000	1.4%	13	2,801,000	0.4%	12
15	BOUSAVANH	0	0.0%	15	0	0.0%	15	10,100,000	1.4%	13	12,500,000	1.6%	12	18,000,000	2.0%	12	18,509,000	2.5%	8
16	DAFI	13,700,000	2.2%	10	14,100,000	1.8%	12	7,700,000	1.1%	14	0	0.0%	15	1,600,000	0.2%	15	1,192,000	0.2%	14
17	PHONESAMAI																7,321,500	1.0%	11
	TOTAL	621,920,000	100%		773,871,000	100%		730,778,000	100%		800,658,000	100%		906,190,000	100%		736,338,357	100%	

Overal Oil Market Shared in Lao PDR 2014



Remark: The companies increasing market share in 2014

1. PTL	4.0%
2. PTTL	3.8%
3. PV OIL	2.4%
4. PETROLIMEX	1.4%
5. DALACHALERN	2.31%
6. LAOMAI	1.4%
7. BOUASAVANH	0.5%

- The companies decreasing market share in 2014

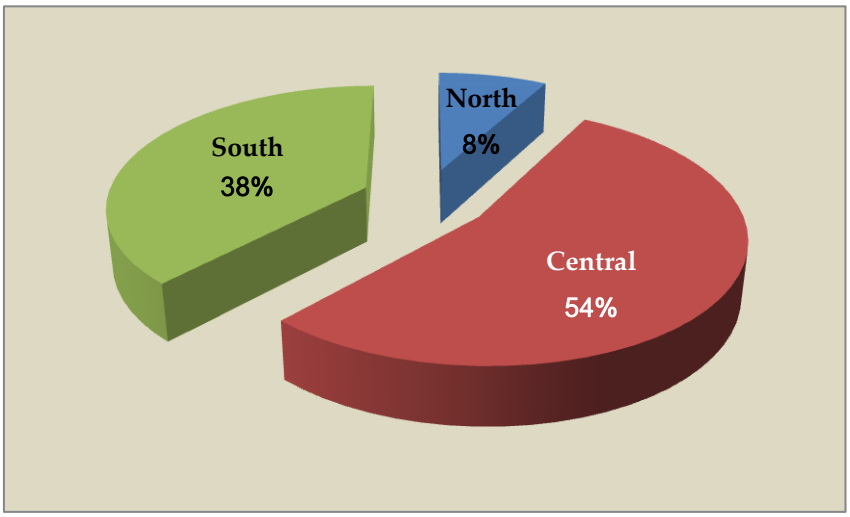
1. LSFC	5.42%
2. LO PETROLEUM	3.0%
3. LP	0.3%
4. VP	0.3%
5. PP OIL	1.0%
6. DAFI	0.04%

- The companies that none confirmed market share

1. ML
2. IP
3. AP
4. PHOUSY LAO PETROLEUM
5. PETRO LAO

Total of 8,440,641 Liters loses from the smuggling oil in gas stations of 2014

Separated by area:



- **Strength points:**
  - 100% Kept the sales of the partner 2014;
  - 2nd largest oil suppliers in Lao PDR and its 4th year in a row with covering share of oil market up to 17.7% (in 2013 covered 13.7%);
  - 1.7% over target of project sales.
- **Weakness points:**
  - Overall of sales target decreased 12.3% compared to the 5 years target plan;
  - Not be able to manage the partners smuggling oil and it's increasing from 2013 up to 8.8%;
- **Obstacles points:**
  - Illegal fuel in the market is the most affected to the sales of company and trend increasing of each year;
  - Investment from the government is not according to the plan;
  - Some of the partner shorted of the cash flow;
  - Weak of the relationship approaching with the partners and it's lead to the increasing of oil smuggling;
  - Construction monitoring follows up need to improve and don't have the policy to follow up and lead to the opening gas station is not on the schedule.

Marketing

Through the year our Marketing has contributed the image of company, especially during before the company listed in LSX. The marketing has been working to reports company promotion, social responsibilities and activities through the multiple

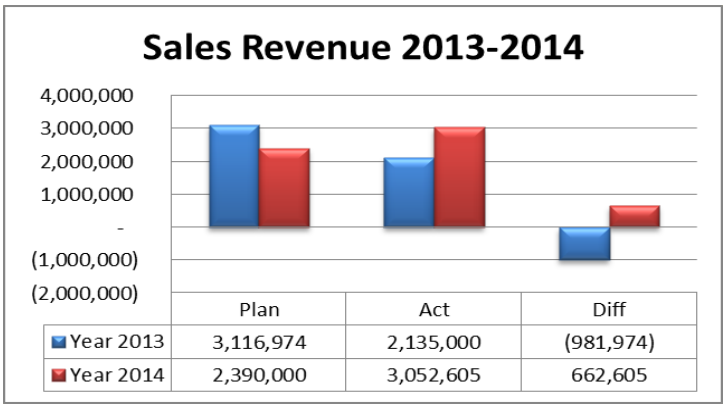
channels to the public; it's complying with marketing motto "Long Renowned as the Public's Favorite".

- Printing material advertising;
- Radio;
- Television and Movie;
- Internet;
- Exhibition event, Labor Fair, Skill events;
- Corporate Social Responsibilities: Giving Warm to Social in the Winter Project, Support IPA Meeting, Support SEA GAMES Athletes, Support sports equipment for Ministry of Commerce, Support sports equipment for, donate sports equipment to the Department of Justice Savannaket Province, supporting the restoration's roundabout Donnoun, 4th years of planted of 3 hectares, contributed to the Nongdong and Thakokhai primary school, support youth and youth camp in Chanthabouly District, contributed hospitals equipment to focus areas Ban Nafung Champasak Province, donate block trafficking cone to the Vientiane Traffic Police, contributed shirts youth to the Lao Youth Union. Grand total in 2014 PTL's budget for social assistance up to 675,817,140 KIP.

Direct Promotion Sales:

- Refill the oil free keychain and t-shirt;
- Refill the oil free drinking water;
- Refill the oil collecting points;
- Target Sale Achieve free oversea tour package.

- Sales revenue from Marketing



- Image and Branding Development

No.	Description	Achieved	Remark
1	Renovated old gas station	8	Station
2	Garden at the gas station	5	Station
3	Service staff uniform	110	Station
4	Training for the services staff	30	Times
5	Create Franchise Operation Manual for the Gas Station	Done	

- Strength Points:
  - The operation has been well supporting from management;
  - Well relationship with press and medias;
  - Using verities of publication channels to the right end users;
- Weakness Points:
  - The image gas station improvement plan was not successfully according to the plan;
  - Lack of marketing research and analysis report;
  - The monitor of work calendar of the head of department is not frequently ;
  - Liability of the marketing is limits;
  - The allocation of responsibility within the department is vague.
- Obstructed Point
  - Staffs were not well developing marketing and training skills.

Summary of the Petrotrade Positioning in Lao PDR as Oil Suppliers in 2014

(Listing according to the bigger number of 2014 oil imported)

Company	Gas Station Photo	Total of the Gas Station	Services at the gas station
LSFC		333	- Gas Station / Car Wash / Minimart / Engine oil changing
Plus		110	- Gas Station / Car Wash / Minimart / Engine oil changing / ATM
PTTL		20	- Gas Station / Car Wash / Minimart / Engine oil changing / Type Service / Coffee shop / Restaurant / ST Bank / eat
PV		91	- Gas Station / Car Wash / Minimart / Engine oil changing
Petrolimex		27	- Gas Station / Car Wash / Minimart / Engine oil changing
ML		51	- Gas Station / Car Wash / Minimart / Engine oil changing
Star Oil		141	- Gas Station / Car Wash / Minimart / Engine oil changing

LMP		38	- Gas Station / Car Wash / Minimart / Engine oil changing
LoPetroleum		9	- Gas Station / Car Wash / Minimart / Engine oil changing
Lanexang		30	- Gas Station / Car Wash / Engine oil changing
IP		77	- Gas Station / Car Wash / Engine oil changing
VP		19	- Gas Station / Car Wash / Engine oil changing
AP		20	- Gas Station / Car Wash
Pp Oil		29	- Gas Station / Car Wash / Elgin oil changing
ພບ		61	- Gas Station / Car Wash
DAFI		52	- Gas Station

In order to drive along the business activities in the future, in 2014 Petrotrade has done of 2 the "Life Station" gas stations there are: Phadeng Gas Station open for service in July and Phakhao Gas Station (Platinum type) on September 2014.

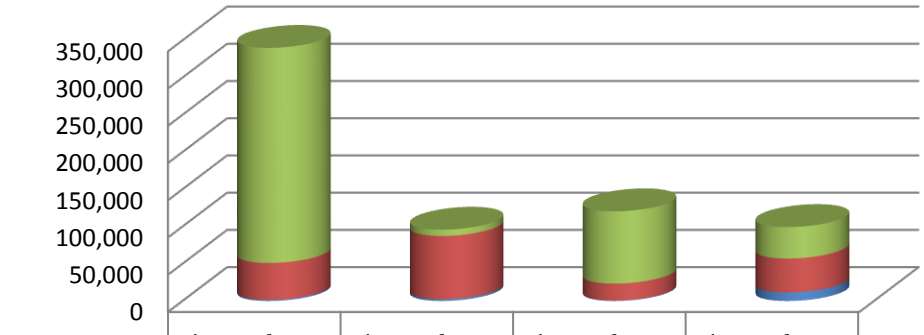
Depot Operation, Engineering and Maintenance

Summary of Depot Operation:

- Recived fuel **104,084,944** Liter, compaired to 2013 increased **8%;**
- Paid off **103,986,173** Liter, compaired to 2013 decreased **0.1%;**
- Imported fuel duty tax (not throug depot) total **25,512,000** Liter;
- Total of fuel Direct Drop **13,746,000** Liter;
- Total 4 days for the secure stock;
- Lubricants **28,844 Liter**;
- Total of baker oil 480,000 Liter.
- Average volatility of Gasoline Super 95 in the depot is -1.84% or -11,755 liters, total 1.84% of all received 637,400 liters;

- Average volatility of Gasoline 91 in depot is -0.17% or -43,681 liters, total 0.12% of all revived 25,427,300 liters;
- Average volatility of Diesel in depot is -0.06% or -43,335 liters of all received 78,020,244 liters.

The volatility from received, transportation and depot management of 2014



	Lose from Oringin	Lose from transportation	Lose from loading	Lose from depot operation
Diesel	288,868	8,432	97,140	42,307
Gasoline	49,625	85,030	22,736	45,511
Super 95	1,438	2,323	624	11,509

- Loading – Unloading lubricants and banker oil in 2014
  - Loading lubricants total 28,844 liters (including the previous stock);
  - Loading Banker oil total 480,000 liters.

Engineering & Constructio

- Designed Platinum Gas Station 4 projects;
- Designed Gold Gas Station 5 projects;
- Designed Standard Gas Station 5 projects;
- Designed Thongthin Patthana Gas Station 1 project;
- Constructed 2 Platinum Gas Stations;
- Follow-up Petrotrade's Building Construction project;
- Follow-up Pase Depot Construction project;
- Follow-up additional tank installation 3 projects;
- Follow-up construction projects such as: fence, minimart, coffee shop, care and other decoration works 6 projects.

Strength Point:

- Have standard of the manual to follow and could develop to the standard of the construction.

Weakness and Obstructed Points:

- Weak of construction control not according to the timeline and standard technic;
- Weak of development skill of the managing of department;
- Standard of selecting the contractor;
- The managing within the department is not clear functionally;
- Weak of responsibilities and team work.

Maintenance

Installation works in total 43 projects (in 2013 has 54 projects)

a. Dispensers installation in total 35 times;
b. Installation of new Thongthin Patthana gas station 10 projects;
c. Fuel tank installation in total 11 projects;
d. Fuel pipeline installation in total 11 projects;
e. Electric installation in total 11 projects.

Summary of maintenance works in 2014

No.	Description	Total of works			±% (2013-2014)
		2012	2013	2014	
1	Repair the loading dispenser	22	76	30	-59
2	Repair dispenser (general)	35	17	76	+78
3	Repair pump system	3	3	4	+25
4	Repair wire of the dispenser	6	7	25	+72
5	Repair electric system	10	35	8	-77
6	Repair the leaking of pipeline	4	4	6	+33
7	Repair thunder wire protection	2	2	0	0
8	General repair	72	33	31	-6
	ລວມ:	154	177	180	

Remark: Repair in the general most is electric transmission, belt…

1.3 Cause of the damage.

- Expired of usage 75 cases;
- Over power supply 27 cases;
- Dispenser's hand wire at the gas station 4 cases;
- Etc. 42 cases.

Human Resource

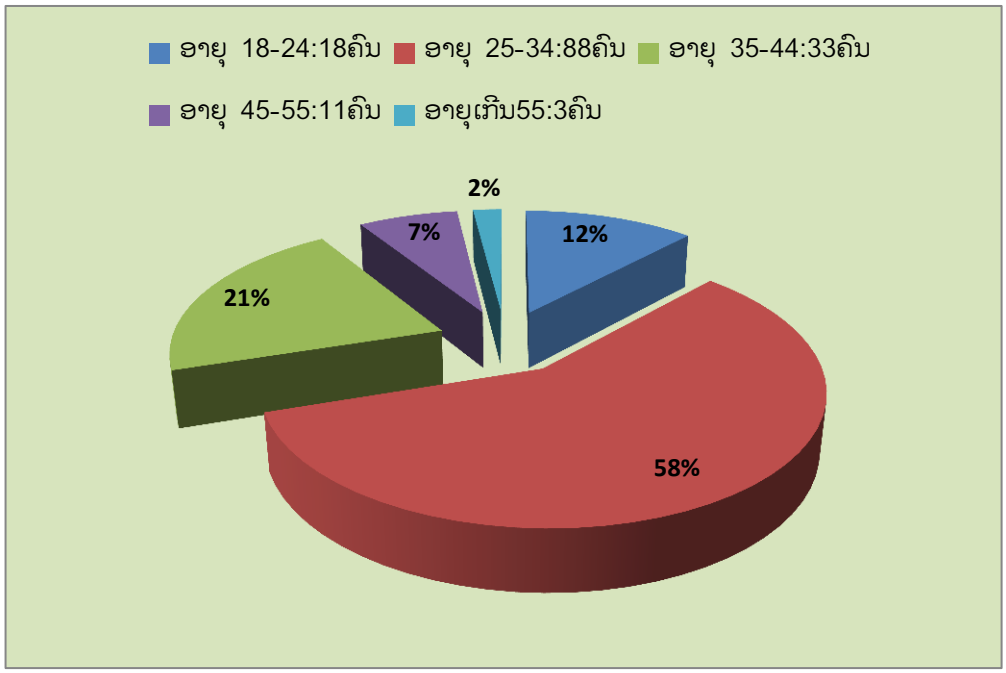
The best performance in 2014 is cooperate with the Strategy department that re-organized transform company from a company limited to a public company in order to complied with the enterprise law and the regulation of Lao Securities Exchange.

In 2014 we've increases employee welfare by gave total 12 vehicles to the employee and management level, 18 employees has been promoted, 3 employees were selected best employee of the year and 10 employees were selected for the best performances, gave tour package to the top 4 best employees.

Summary of works within the year:

- As of 30th November 2014 total of employee is 153 persons, increases from 2013 total 34 persons.
- New employee 30 persons, replacement 19 persons;
- Resignation 9 persons with is 5.88%, in 2013 is 14 persons;
- Termination 2 persons, in 2013 is 14 persons;
- Promoted 18 persons, in 2013 is 1 persons;
- Transferred 2 persons, in 2013 is 2 persons;

Summary of employee's age



- Wages and Welfare
  - The increment of the salary in 2014 is 9.3%,
  - Bonus 127.4%,

- Payment for the social securities 245,660,785 KIP (by company: 128,010,704 KIP),
- Annual staff check up 47,219,700 KIP,
- Staff birthday party 16,980,000 KIP,
- Employee marry 8,500,000 KIP,
- Employee giving birth 1,500,000 KIP,
- Support dead of employee 52,484,000 KIP,
- Sport activities 11,400,000 KIP,
- Company party (new year, Family Day, Donation and out door acitivities) 4 tims,
- Awarded 12 employees for the over 5 year's services.

Strategy Department

After the Reserch and Development Department has been upgrade to the Strategy Department in 2014, they've developing company policy according to the movment of the company, they've develop the procedure and tracking of the operation departments, renewal of ISO certificates and invloved to the set up basic procedures of group companies Sitthi Logistics, Franchise Operation and follow up the operation to comply with the company strategies such as:

- Issue the gas station operting mannual in Vientiane Capital;
- Issue the operation mannual for Sitthi Logistics Company;
- Issue Inside Plus Magazine;
- Managing the ISO Syatem;
- Organized Training;
- Follow up operation of all departments.

The development of policy.

- Done on the Franschise Operation Mannual;
- Done the operation mannual of Sitthi Logistics;
- Quaterly issue "Inside Plus" magazine;
- ISO management monitoring, internal & external audit and renewal of ISO certificates;
- Organize training for employee;
- Keep tracking of work calendar of all departments.

Strength Points:

- The top management is working closely and well cooperate with all head of department.

- All departments are well facilitated and supporting.

Weakness and Obstructed Points:

- Monitoring operations of various departments within the organization are not efficient;
- Weak on human resources development;
- Development of ERP System is not success;
- Knowledge and skills of the employees are limited to the organization development.

Branch Management

Through the year of 2014, the branches management department has works closly to their responsibilities other than their rutine they have manging the relationship and facilitate with local goverment and business partners covering their area such as: communication and cooperation with the head office. Representing the company the sales and marketing to cooperate, shipping and maintianent the gas station, reports the movement of the compititors in the fuel market.

Summary of performance and intermal managing:

- Well maintian communication management from branches with head office and between;
- Keep track and maintaine company asset;
- Well represent and cooperation on company behalf with local goverment;
- Acting and represent for the sales and marketing duties;
- Managing shipping at the borders;
- Prepare for the opening service of new gas station;
- Reports of the oil market movment and compititor's activities also the rule and regulation from government to the management frequancely.

Stregnth Points:

- Immidately resolved the problems for the clients;
- Strong relationship with goverment;
- Well cooperation with all the departments in the company.

Weakness Points:

- In term of looking for the new customers is not been so well;
- Employee skills development is not effective.

Current Petrotrade Positioning of 2014

Sales revenue	120 Million liters
(Sale revenue from December 2013 to November 2014, not including fuel free TAX and Direct drop)	
Shared in Lao PDR Oil Market	17.70%
Ranking in Lao PDR Oil Market	2
Total of Depots	6 *(4 Million liters capacity)*
Total of Gas Station	110 (covering 15 provinces nationwide)
Total of Projects customers with agreement	61

Financial Statement Report of 2014

Petroleum Trading Lao Public Company
[formerly known as Petroleum Trading Lao Company Limited]

BALANCE SHEET
as at 31 December 2014

Currency: LAK

	Notes	31 December 2014	31 December 2013
Assets			
Current assets			
Cash	4	138,122,895,155	9,423,698,736
Short-term investments	5	13,783,093,784	-
Trade receivables	6	63,621,358,154	88,465,856,385
Advance to suppliers		1,631,779,863	526,103,322
Other receivables	7	47,070,637,972	286,202,201,379
Inventories	8	11,782,297,415	12,291,357,719
Other current assets	9	15,342,312,680	2,942,786,830
		291,354,375,023	**399,852,004,371**
Non-current assets			
Tangible fixed assets	10	73,450,473,026	67,636,620,527
Intangible fixed assets	11	121,714,167,166	506,246,793
Finance lease assets	12	8,591,769,652	18,275,810,858
Investment properties	13	141,768,513,783	407,517,451
Construction in progress	14	31,306,549,985	17,248,474,305
Long-term investments	15	19,320,318,599	21,172,519,791
Other long-term receivables		-	36,473,767,507
		396,151,792,211	**161,720,957,232**
Total assets		**687,506,167,234**	**561,572,961,603**
Liabilities and equity			
Current liabilities			
Short term loans and borrowings	16	134,650,119,374	158,198,955,588
Trade payables	17	12,544,046,268	17,575,864,971
Advance from customers		1,824,173,420	547,036,227
Tax payables	18	9,665,443,662	7,331,032,058
Accruals		13,498,451	17,761,267
Other payables	19	1,234,791,038	1,098,281,035
		159,932,072,213	**184,768,931,146**
Non-current liabilities			
Long-term loans	20	10,162,482,890	7,670,775,389
		10,162,482,890	**7,670,775,389**
Owners' equity	***21***		
Registered charter capital		470,000,000,000	350,000,000,000
Share premium reserve		27,638,932,340	-
Undistributed earnings		19,772,679,791	19,133,255,068
		517,411,612,131	**369,133,255,068**
Total liabilities and equity		**687,506,167,234**	**561,572,961,603**

Chanthadom Meksavanh
Acting Chief Finance Officer

Chanthone Sitthixay
Chief Executive Officer

29 April 2015

Petroleum Trading Lao Public Company
[formerly known as Petroleum Trading Lao Company Limited]

INCOME STATEMENT
for the year ended 31 December 2014

Currency: LAK

	Notes	2014	2013
Revenue	22	971,229,063,543	1,075,040,438,467
Cost of sales	23	(888,319,098,389)	(1,003,917,386,276)
Gross profit		**82,909,965,154**	**71,123,052,191**
Other income		348,065,665	5,166,527,720
Administrative expenses		(26,458,755,703)	(31,020,789,043)
Selling expenses		(18,734,793,305)	(16,328,650,581)
Other expenses		(95,164,403)	(4,499,612,632)
Operating profit		**37,969,317,408**	**24,440,527,655**
Finance income	24	5,647,283,263	18,599,136,056
Finance expenses	25	(18,786,483,708)	(20,771,671,707)
Profit before income tax		**24,830,116,963**	**22,267,992,004**
Corporate income tax expense	26	(5,057,437,172)	(3,134,736,936)
Profit after tax		**19,772,679,791**	**19,133,255,068**
Earnings per share			
Basic	28	264	Not applicable

Chanthadom Meksavanh
Acting Chief Finance Officer

Chanthone Sitthixay
Chief Executive Officer

29 April 2015

Petroleum Trading Lao Public Company

[formerly known as Petroleum Trading Lao Company Limited]

STATEMENT OF CHANGES IN EQUITY

as at and for the year ended 31 December 2014

Currency: LAK

	Registered, contributed charter capital	*Registered, un-contributed charter capital*	*Share premium reserve*	*Undistributed earnings*	*Total*
For the year ended 31 December 2013					
Beginning balance	71,706,584,642	3,893,415,358	-	26,514,446,736	102,114,446,736
Increase in registered charter capital	-	274,400,000,000	-	-	274,400,000,000
Capitalisation of undistributed earnings	26,514,446,736	(26,514,446,736)	-	(26,514,446,736)	(26,514,446,736)
Profit for the year	-	-	-	19,133,255,068	19,133,255,068
Ending balance	98,221,031,378	251,778,968,622	-	19,133,255,068	369,133,255,068
For the year ended 31 December 2014					
Beginning balance	98,221,031,378	251,778,968,622	-	19,133,255,068	369,133,255,068
Profit for the year	-	-	-	19,772,679,791	19,772,679,791
Capitalisation of undistributed earnings	3,986,911,196	(3,986,911,196)	-	(3,986,911,196)	(3,986,911,196)
Issuance of new shares	120,000,000,000	-	120,000,000,000	-	240,000,000,000
Share issuance costs	-	-	(11,747,515,000)	-	(11,747,515,000)
Other use of share premium	-	-	(277,850,000)	-	(277,850,000)
Capital contribution	247,792,057,426	(247,792,057,426)	-	-	-
Dividend paid	-	-	-	(15,146,343,872)	(15,146,343,872)
Distribution of share premium	-	-	(80,335,702,660)	-	(80,335,702,660)
Ending balance	470,000,000,000	-	27,638,932,340	19,772,679,791	517,411,612,131

Chanthadom Meksavanh
Acting Chief Finance Officer

Chanthone Sitthixay
Chief Executive Officer

29 April 2015

Petroleum Trading Lao Public Company

[formerly known as Petroleum Trading Lao Company Limited]

STATEMENT OF CASH FLOWS

for the year ended 31 December 2014

Currency: LAK

	Notes	*2014*	*2013*
CASH FLOWS FROM OPERATING ACTIVITIES			
Profit before tax		**24,830,116,963**	**22,267,992,004**
Adjustments for:			
Depreciation of fixed assets	10,11, 12,13	15,438,257,142	14,516,649,158
Provision for doubtful debts		(3,757,462,081)	(1,279,149,932)
Profits from investing activities		(3,436,775,286)	(4,546,336,836)
Interest expenses	25	16,169,807,593	15,508,786,854
Operating profit before changes in working capital		**49,243,944,331**	**46,467,941,248**
Decrease/(increase) in trade and other receivables		19,561,033,596	(5,704,335,592)
Decrease/(increase) in inventories		509,060,304	(4,704,280,735)
Interest received		-	189,028,869
Interest paid		(16,044,829,993)	(15,499,398,633)
Corporate income tax paid	26	(3,249,343,969)	(2,228,903,640)
Increase in trade and other payables		(29,044,350,847)	(9,235,809,508)
Net cash flows from operating activities		**20,975,513,422**	**9,284,242,009**
CASH FLOWS FROM INVESTING ACTIVITIES			
Acquisitions of fixed assets		(40,515,126,954)	(23,753,971,130)
Proceeds from disposal of fixed assets		12,247,615	5,166,527,720
Loans to the related parties		(39,161,084,406)	(50,010,548,294)
Collection of loans to the related parties		5,900,726,800	38,429,796,585
Net cash flows used in investing activities		**(73,763,236,945)**	**(30,168,195,119)**
CASH FLOWS FROM FINANCING ACTIVITIES			
Share premium distributed to a founding shareholder		(12,792,417,355)	-
Capital contribution and issuance of shares		230,482,809,882	-
Proceeds from borrowings		564,645,952,574	772,041,030,621
Repayment of borrowings		(582,300,636,966)	(743,971,679,686)
Payment of finance lease liabilities		(3,402,444,321)	(6,077,229,314)
Dividend paid		(15,146,343,872)	-
Net cash flows from financing activities		**181,486,919,942**	**21,992,121,621**
Net increase in cash		**128,699,196,419**	**1,108,168,511**
Cash at the beginning of the year		**9,423,698,736**	**8,315,530,225**
Cash at the end of the year	4	**138,122,895,155**	**9,423,698,736**

Chanthadom Meksavanh
Acting Chief Finance Officer

Chanthone Sitthixay
Chief Executive Officer

29 April 2015

Business Plan of 2015

Gas Station Expanding of 2015

No.	Type of Gas Station	Target	Remark
1	PLT	5	
2	GLD	5	
3	STD	-	
4	THN	13	
Total:		23	

Project's Customer Target of 2015

No.	Type of Customer	Target	Remark
1	PRO+CON	8	
2	IND+TRA	5	
3	OTH	-	
Total:		13	

Target Sales of 2015

	Chanel of sales	Total (Liter)	Remark
Gas Station	PLT	19,563,000	
	GLD	12,675,000	
	STD	28,151,000	
	THN	20,398,600	
Project	PRO+CON	27,507,440	
	IND+TRA	23,226,800	
	OTH	20,000,000	
	RE-EXPORT	20,000,000	
Total:		171,521,840	

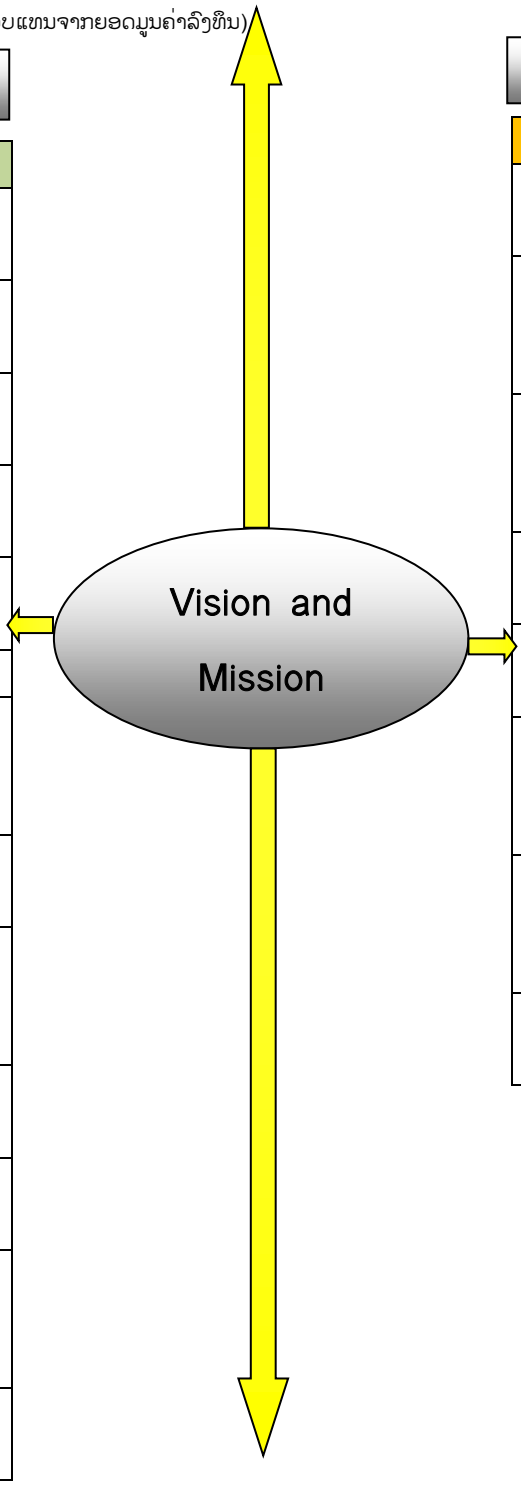
Financial Management

Description	%	Description	%
ROA	27	Cost Structure	92.8
ROS	2.77	Wages	0.35
ROE	50	Depreciation	0.54
Profit per unit	7.2	Expenses	2.67
Net profit	2.77	Interest	0.51

ອະທິບາຍສັ້ນ: ROA: Return on Assets(ຜົນກຳໄລທີ່ໄດ້ຮັບຈາກຊັບສິນ) / ROS: Return on Sales (ການບໍລິຫານສ່ວນຕ່າງຂອງກຳໄລທີ່ໄດ້ມາຈາກການຂາຍ) / ROE:Return on Equity (ຜົນຕອບແທນຈາກຍອດມູນຄ່າລົງທຶນ)

Sales Operation

Description	%
Customer complaint	100
Sales Partners Development	5
Customer care (Gas station)	100
Customer Care (Project)	100
New customer connection	90
CRM	100
Number of innovation Marketing	5
Software and IT applied rates	90
Management plan on each sectors	90
Number of Training Topics	19
Training time per hour	24
Numbers of improved works after training	70
Number of resigned staffs	4



Operation performance

Description	%
Rate of Sales Growth	55
Recognition of trademarks and company	50
Rate of controlling and OP services	100
Time Management	98
Waste Expences rate control	98
To implement ISO 14000 performance	100
To Implement ISO 18000 performance	100
To Implement Society activates	100

Budget of 2015

No.	Department	Budget plan (OPEC)	Budget plan (CAPEC)
1	Operation	1,408,268,856	2,816,750,000
2	Engineering	331,552,000	-
3	Sale Gas Station	1,833,655,500	60,681,600,000
4	Sale Project	1,072,839,635	1,012,800,000
5	Marketing	3,353,383,249	32,000,000
6	MIS	1,166,187,678	4,168,821,000
7	Accounting-Finance	1,903,837,780	-
8	Internal Audit	391,800,400	42,050,000
9	Strategy	414,301,712	5,600,000
10	Branches	164,326,400	235,200,000
11	Regal	452,773,000	-
12	Human Resource	3,316,356,917	318,400,000
13	Maintenance		144,782,004
	Total:	**15,809,283,127**	**69,458,003,004**

ສະພາຜູ້ອຳນວຍການຂອງ ປທລ PTL Board of Director



ທ່ານ ຫວ່ຽ ລັດຕະນະວົງ ປະທານສະພາບໍລິຫານ
Mr. Vang Rattanavong Chairman of Board of Director



ທ່ານ ຈັນທອນ ສິດທິໄຊ
ຮອງປະທານສະພາບໍລິຫານ/ຜູ້ອຳນວຍການໃຫຍ່
Mr. Chanthone Sitthixay,
Vice Chairman/CEO



ທ່ານ ນາງ ສະຫວັນທອງ ພົງສະຫວັນ
ຮອງປະທານສະພາບໍລິຫານ
Mrs. Savanhthong Phongsavanh
Vice Chairman



ທ່ານ ນາງ ດາລີ ພົນເສນາ
Mrs Daly Pholsena
ຜູ້ອຳນວຍການ / Director



ທ່ານ ໜູພັນ ມະຫາພົນ
Mr. Noophan Mahaphon
ຜູ້ອຳນວຍການ / Director



ທ່ານ ໂພໄຊ ຈັນທະວົງ
Mr. Phoxay Chanthavong
ຜູ້ອຳນວຍການ / Director



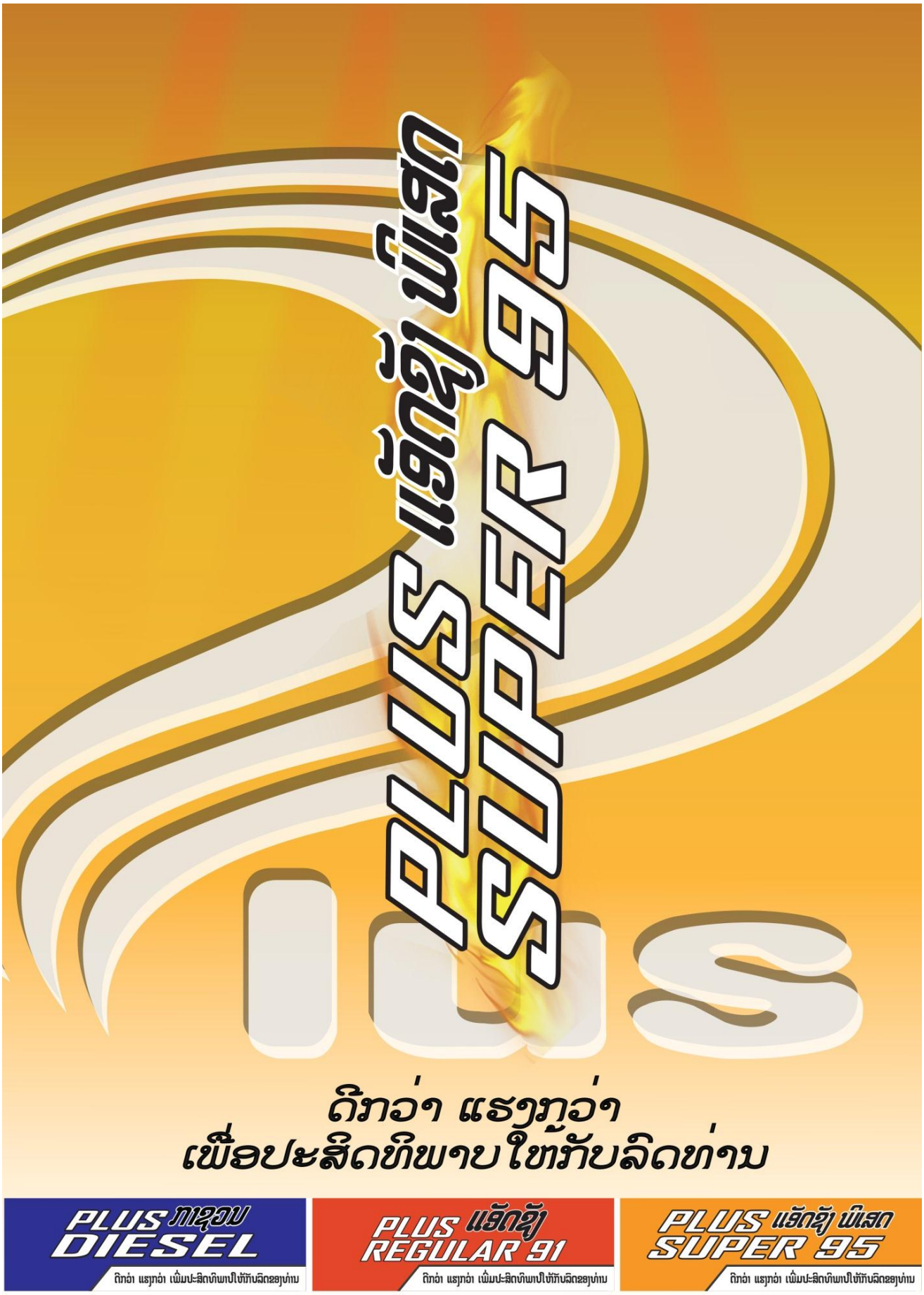
ທ່ານ ບຸນຖຸ່ນ ຈິດຕະວົງ
Mr. Bounthanh Chittavong
ຜູ້ອຳນວຍການ / Director



ທ່ານ ນາງ ຈັນທະດອມ ເມກສະຫວັນ
Mrs. Chanthadom Meksavanh
ຜູ້ອຳນວຍການ / Director



ທ່ານ ວຽງຄອນ ສິດທິໄຊ,
Mr. Viengkhone Sitthixay
ຜູ້ອຳນວຍການ / Director


PLUS แอ็กซ่า พลัส
SUPER 95
ดีกว่า แรงกว่า
เพื่อปะสิดทิพาบ ใหกับลิดท่าน
PLUS กาซอย
DIESEL
ดีกว่า แรงกว่า เพิ่มปะสิดทิพาบให้กับลิดของท่าน
PLUS แอ็กซ่า
REGULAR 91
ดีกว่า แรงกว่า เพิ่มปะสิดทิพาบให้กับลิดของท่าน
PLUS แอ็กซ่า พิเสด
SUPER 95
ดีกว่า แรงกว่า เพิ่มปะสิดทิพาบให้กับลิดของท่าน



ເຮົາສັນຍາ...ເຮົາຈະທ້ອໄປພ້ອມໆກັນ ທຸກເສັ້ນທາງ ຕະຫລອດໄປ

We'll Stand Beside You. Along With Your Way





ບໍລິສັດ ປິໂຕຣລ້ຽມເທຣດດິ້ງລາວ ມະຫາຊົນ ຖະໜົນ ກຳແພງເມືອງ, ບ້ານ ໂພນທັນ, ເມືອງ ໄຊເສດຖາ, ນະຄອນຫລວງວຽງຈັນ
Petroleum Trading Lao Public Company, Khamphengmouang Road, Phonthan Village, Saysettha District, Vientiane Capital, Lao PDR
Telephone: (856 21) 264834-5 Call Center: 1122 or 261742 Facsimile: (856 21) 264836
www.facebook.com/petrotradelaos www.petrotradelaos.com