

*Ho Chi Minh City, April 03, 2026*



Draft

## REPORT OF THE DIRECTOR OF PRODUCTION AND BUSINESS RESULTS IN 2025 AND PLAN FOR 2026

### DEAR SHAREHOLDERS, DELEGATES

On behalf of the Board of Directors of Petrolimex Saigon Transport and Services Joint Stock Company, I would like to report on the production and business results (production and business) in 2025 and the plan for 2026 as follows:

#### I. RESULTS OF PRODUCTION AND BUSINESS ACTIVITIES IN 2025

##### 1. General Situation Characteristics

The world economy and society experienced a turbulent year with many uncertainties and uncertainties when armed conflicts and fighting in many hot spots have not ended due to strategic competition between great powers and nationalism threatening the security and peace of the region and the world. Along with that, the outbreak of tariff wars, natural disasters, and climate change have serious consequences and challenges to ensuring energy security and food security. However, the actual U.S. tariff policy is lower than originally announced; inflation continues to trend downward in many countries; macro policies to promote growth; financial conditions improve thanks to optimism about the potential impact of new technologies, strong artificial intelligence (AI) investment has become a new trend and an important driving force to improve the competitiveness and labor productivity of countries.

Domestically, 2025 is a particularly important year, the last year of the implementation of the 5-year socio-economic development plan 2021-2025, the year of implementing the revolution in the organization of the Government apparatus, rearranging administrative units at all levels and building a two-level local government organization; the legislative work made a mark with 89 Laws and 91 Resolutions passed by the National Assembly at 3 sessions, a number of Resolutions were quickly brought to life such as the Resolution on science and technology development, innovation and national digital transformation, international integration, etc private economic development... Many activities to celebrate major holidays in the year such as the Anniversary, parade, parade of the 80th anniversary of the August Revolution and National Day 02/9; the 50th anniversary of the Liberation Day of the South and the reunification of the country has aroused national pride, creating a great motivation for the people of the country to strive and rise to achieve the goal of socio-economic development. 2025 is also the year when our country's economy faces many difficulties and challenges: rains and storms cause serious floods, flash floods and landslides in localities that have affected production and business activities and people's lives. In that context, under the leadership of the Party, the flexible, drastic, timely and effective direction of the Government, the Prime Minister, ministries, sectors and localities have closely monitored the fluctuations of the world and domestic economic situation, made efforts to synchronously perform tasks,



solutions, our country's economy has achieved comprehensive results in many sectors and fields, the macroeconomy is stable, inflation is under control.

At the Company, the Company's employees always show the spirit of solidarity from the Board of Directors, the Supervisory Board, the Executive Board, and the Employees, along with the dynamism, sensitivity and high determination of the Board of Directors, professional departments, so the Company has gradually overcome difficulties. take advantage of favorable opportunities to complete the planned targets.

## 2. Some basic business indicators

### a) Results of implementation of a number of basic indicators:

STT	Criteria	Budget in 2025	Implementation		Comparison (%)	
			Year 2024	Year 2025	TH/KH	TH/CK
1	SL performs:					
1.1	Transport output ( $m^3km$ )	143.124.883	138.051.623	171.857.540	120	124
1.2	Petroleum output ( $m^3$ )	22.090	20.851	22.725	103	109
2	Total revenue (million VND)	740.045	720.482	796.227	108	111
3	Profit before tax (million VND)	10.045	7.862	10.561	105	134
4	Dividend payout ratio (%/MG/share)	7	0	7	100	0

### b) Analysis of results by field of production and business activities of the company:

#### – *Transportation core business:*

+ Total number of means of transport of the Company: 225 vehicles.

+ The total transport output in 2025 of the whole Company will reach 171,857,540  $m^3km$ , equal to 120% of the plan and equal to 124% over the same period in 2024.

Damageg Turnover: 367.928 million VND

Profit: 8.484 million VND (accounting for 80%/total profit from business contracts)

#### – *Petroleum trading:*

By 2025, the petroleum business volume will reach 22,725  $m^3$ , reaching 103% of the plan and equal to 109% over the same period in 2024.

Total Revenue: 366.768 million VND

Profit: 1.581 million VND (accounting for 15% / total profit from business contracts)

#### – *Other Business:*

Other total revenue: 61.531 million VND

Profit: 496 million VND

+ Regarding office building leasing business: -1,135 million VND.

Total leasing area: 2,933  $m^2$ ;

Leased area: 2,933  $m^2$  (accounting for 100%); The average rental unit price at PTS Saigon building is 237,000 VND/ $m^2$



\* **Overdue debt as of 31/12/2025 is: 167,353,420 VND. Debts are being gradually recovered every month, so the Company does not make provisions.**

\* **Investment in Cu Chi Trading Industrial Development Investment Joint Stock Company (stock code: CCI):** The number of CCI shares owned by the company is 22,500 shares.

– In April 2025, CCI will pay dividends in 2024, at the rate of 16%/MG/share.

– Calculated according to the price of CCI shares on the floor until 31/12/2025 is 27,200 VND/share.

In 2025, Petrolimex Saigon Transport and Service Joint Stock Company has fulfilled tax obligations according to Decision No. 4102/QĐ-XPĐC dated November 17, 2025 of the Ho Chi Minh City Tax Department, with a total arrears of VND 941,353,194.

**c) Results of investment work:**

STT	CONTENTS	EXPECTED VALUE (VND)	PROGRESS
1	Shopping for 10 xitec cars – PTS Saigon	37.453.114.814	Completed
2	Shopping for 01 office car (7 seats) – PTS Saigon	2.623.839.680	Completed
3	Investment in sustainable development expands the business market in 2025	57.413.548.000	Completed
4	ERP server hardware system – PTS Saigon	1.885.194.460	Completed
5	Renovation and supply of additional machinery and equipment for the building's domestic wastewater treatment station	274.190.400	Completed
6	Specialized petroleum pumping/suction equipment	149.580.000	Completed
<b>TOTAL</b>		<b>99.799.467.354</b>	

**3. Situation and results of implementation of other aspects of activities**

**a) Organization, labor, salary**

**– Personnel organization:**

+ Successfully organize the 2025 Annual General Meeting of Shareholders on April 15, 2025.

**– Labor work:**

+ The number of employees by 31/12/2025 is: 380 people. In which, Can Tho branch is 109 people.

The company has flexibly arranged and arranged labor to ensure that it meets production and business requirements, in accordance with the characteristics of the unit. However, the number of drivers and assistants has not yet ensured an appropriate ratio, making it difficult to allocate and arrange personnel during the holidays and Tet.

**– Salary work:**

Average income by source in 2025 of the whole Company: 27.54 million VND/person/month, equal to 112% compared to the plan in 2025 and equal to 109% over the same period in 2024. Average income by source in 2025 of the entire Can Tho Branch: 18.69 million VND/person/month.

**b) Technical work**



In 2025, the Company has reviewed and promulgated a new set of economic and technical norms, in accordance with the actual situation as well as the Group's regulations. The company has implemented safety – technical – environmental work in the direction of being proactive, synchronous and closely following the provisions of the law as well as the standards and regulations of the Group. Petroleum transportation activities are organized and controlled according to standardized processes, ensuring safety during the entire operation process. The company effectively maintains the cruise monitoring system, controls the speed, checks the technical conditions of the vehicle and the driver's capacity before each trip, thereby proactively preventing and minimizing potential risks.

#### **c) Environmental protection, occupational safety and health, fire prevention and fighting**

Fire prevention and fighting is seriously and regularly implemented, through the development and full implementation of periodic inspection plans, maintenance of fire protection equipment and the organization of drills in accordance with regulations. During the year, the Company organized training programs on fire prevention and environmental protection for employees, contributing to improving awareness, skills in handling situations and awareness of compliance with safety regulations during the working process. The team of officers, drivers and employees are regularly fostered, ensuring the ability to respond promptly and effectively when incidents arise.

In the field of environmental protection, the Company fully complies with regulations on waste, wastewater, exhaust gas and chemical safety; at the same time, maintain the system of legal records, make periodic reports in accordance with the requirements of state management agencies. Vehicles, equipment and operating areas are regularly inspected and supervised to ensure that they do not affect the surrounding environment.

#### **d) Internal management**

- Continue to review and supplement all compulsory application processes and regulations under the direction of the Group in accordance with regulations to contribute to improving management and increasing production and business efficiency.

- The company continues to maintain ISO 9001:2015 quality management system certification through a supervision audit organized by Q.M.S Company in November 2025.

- Deploy and apply ERP and D-office software as required by the Group to complete the unification of solutions, moving towards data uniformity throughout the Group.

#### **\* Results of dividend payment in 2024 (stock code: PSC) of the Company:**

- In 2025, the Company will not pay dividends for 2024.

### **I. 2026 PLAN AND IMPLEMENTATION SOLUTIONS**

The Company's Board of Directors sets a goal in 2026 to continue to maintain stability, in terms of output, profit, ensure safe production and business activities, and benefit shareholders and investors in joint ventures and associates.

#### **1. Basic targets of production and business activities in 2026**

##### **1.1. Main indicators**

STT	Criteria	Budget in 2026	FY 2026/TH 2025 (%)
<b>1</b>	<b>SL performs:</b>		
1.1	Transport output (m3km)	219.601.900	128%
1.2	Petroleum output (m3)	25.016	110%
<b>2</b>	<b>Total revenue (million VND)</b>	<b>946.842</b>	<b>129%</b>



STT	Criteria	Budget in 2026	FY 2026/TH 2025 (%)
3	Profit before tax (million VND)	12.400	117%
4	Dividend (%/MG/share)	7	100%

**\* Explanation of the Client:**

The targets of the 2026 plan are developed by the Company on the basis of fully evaluating the implementation results in 2025, existing capacity and forecasting market demand.

Accordingly, the planned transport volume will reach 219,601,900 m<sup>3</sup>.km, an increase of 28% compared to the implementation in 2025, demonstrating the determination to maintain strong growth momentum, contributing to the implementation of the double-digit growth target in the orientation of the Government and Vietnam National Petroleum Group, and at the same time continue to promote the core role of transportation activities in the petroleum supply chain. improve logistics capacity and expand the scale of exploitation.

Petroleum business volume is expected to reach 25,016 m<sup>3</sup>, an increase of 10% compared to 2025, in line with the Group's orientation, consumption demand and efficiency of exploitation of the store system.

For gas business, the planned output will reach 2,500 tons, equivalent to 94% of the implementation in 2025, built in a cautious direction, closely following market developments and actual consumption capacity.

The output of lubricants is planned to reach 27 tons, keeping stable compared to 2025. On the basis of the above-mentioned output targets, the Company's pre-tax profit in 2026 is expected to reach VND 12,400 million, up 17% compared to 2025, demonstrating the goal of improving production and business efficiency associated with cost management, safety and sustainable development.

### 1.2. Investment plan in 2026

The Company's Board of Directors will develop a specific investment plan in accordance with the practical situation, ensuring compliance with the provisions of the law and the Company's current Charter. The expected investment plan in 2026 is as follows:

STT	CONTENTS	EXPECTED VALUE (VND)
1	20 new investments	61.060.000.000
2	Procurement of 03 double pump columns	780.000.000
3	Procurement of 09 single column pumps	1.530.000.000
<b>TOTAL</b>		<b>64.060.000.000</b>

### 1.3. Dividend payment plan for 2025

The Company will make a specific announcement on the payment of dividends in 2025 immediately after the 2026 Annual General Meeting of Shareholders.

## 2. Focus Solutions

In 2026, in order to complete the planned goals assigned by the Group and maintain stable operations in the context of many market fluctuations, the Company will focus on synchronously implementing the following groups of key solutions:

**Firstly, ensure safety in all activities.**

Continue to identify safety as the highest requirement, throughout in petroleum transportation, petroleum retail business at stores and office building operation. Strictly maintain operating discipline, delivery processes, regulations on fire prevention and fighting,



chemical safety and environmental protection; strengthen technical inspection of means, equipment and technical systems and proactively prevent risks.

**Second, improve the efficiency of operation and exploitation of assets.**

Organize the operation of scientific and flexible means according to the actual needs of units in the system; optimize transportation routes, improve fleet productivity.

For petrol and oil retailing, operate flexibly by each store, control inventory reasonably;

For office buildings, continue to effectively exploit the leasing area associated with improving service quality.

**Third, strengthen cost management and improve production and business efficiency.**

Review and complete the system of economic-technical norms for each field of operation; strictly control fuel costs, vehicle maintenance and repair, petrol station operation costs and office building management and maintenance costs. Evaluate the effectiveness of each activity segment to promptly adjust production and business plans.

**Fourth, promote the application of information technology and digital transformation.**

In 2026, the Company identifies digital transformation as one of the key solutions to improve governance capacity, operating efficiency and transparency in all production and business activities. The focus on digital transformation is implemented in the direction of data standardization – process digitization – decision-making support, closely associated with the characteristics of the fields of petroleum transportation, petroleum retail business and office building exploitation.

For transportation activities, the Company continues to improve vehicle management systems, journey monitoring, fuel management and maintenance and repair in the direction of data integration. The exploitation of operation data for each vehicle, route and driver is strengthened to serve dispatching, evaluating exploitation efficiency, controlling costs and improving safety. At the same time, step by step apply data analysis tools to support transportation demand forecasting and optimize operating plans.

For petroleum retail business, the Company continues to improve the sales management system, inventory management and issue e-invoices for each sale, ensuring full compliance with the provisions of the law on tax and information disclosure. Digitization helps improve the accuracy and transparency of sales data, reduce manual workload, and support the synthesis and analysis of business performance by store, item and sales shift.

At the same time, the Company focuses on standardizing and interconnecting data between departments, serving accounting, finance, cost management, risk management and information disclosure at the request of listed enterprises. Digital transformation is implemented according to an appropriate roadmap, associated with user training, ensuring information security and effectively exploiting existing systems, gradually building a synchronous and modern digital management platform, meeting the requirements of sustainable development of the Company in the next period.

**Fifth, improve service quality and coordination in the system.**

Improve the quality of transport services, ensure safe and on-schedule delivery; improving the quality of service at petrol stations; strengthen tenant care, maintain a high occupancy rate at the office building. At the same time, strengthen coordination with units in the system to proactively meet the needs and improve the satisfaction level of internal customers.

**Sixth, develop human resources and improve management capacity.**



Promote the training of drivers, technical staff, retail staff and managers; associate work efficiency evaluation with remuneration, build a team of disciplined and professional personnel and meet the development requirements of the Company in the new period.

**Seventh, strengthen technical management and proactively respond to risks.**

Strictly implement the plan for maintenance and repair of vehicles, equipment and technical items; reviewing and updating emergency response plans, fire protection and occupational safety; strengthen training and rehearsals to minimize risks arising in the course of operation.

The year 2026 opens in the context of many economic and market fluctuations; However, with the foundation that has been built and strengthened over the years, with the close attention and direction of Vietnam National Petroleum Group and the close coordination of member petroleum companies, Petrolimex Saigon Transport and Service Joint Stock Company has sufficient grounds to effectively implement the assigned tasks. The company determines that safety, discipline and efficiency are the requirements throughout all activities; at the same time, continue to innovate operating methods, improve management capacity, promote the application of information technology and optimize the operation of the fleet to better meet the requirements of the whole system.

With a high sense of responsibility, solidarity and determination of the leadership and employees, the Company is committed to making efforts to comprehensively complete the goals of the plan in 2026; ensuring safety in petroleum transportation, constantly improving service quality and contributing positively to the sustainable development of the Petrolimex system.

The Company believes that, with the companionship and support of the Group and the initiative and flexibility in the operation of the unit, 2026 will continue to be the year that the Company maintains stability, improves operational efficiency and affirms its role as the main petroleum transportation unit in the petroleum supply chain.

The above are the basic contents of evaluating the Company's operating results in 2025 as well as the objectives, orientations and implementation solutions for 2026.

Respectfully submit to the General Meeting of Shareholders for consideration and approval.

**DIRECTOR**

*(signed)*

**NGUYEN XUAN THAI**