



BẢN TIN TỔNG CÔNG TY PHÂN BÓN VÀ HÓA CHẤT DẦU KHÍ

Nhà đầu tư

INVESTORS BULLETIN

DPM
Quý 3 năm 2016

Company notes:

- Stock code: DPM (HSX)
- Date of listing: 5 November, 2007
- Foreign ownership (as of 28 June, 2016): 24.23%
- Room for foreign investors 49%
- Outstanding shares: 391,334,260
- Dividend payout ratio (cash) of 2015: 4,000 VND/share

Shareholder structure (as of 24 May, 2016):

- PetroVietnam: 59.58%
- Deutsche Bank AG London: 3.98%
- Market Vector Vietnam ETF: 3.07%
- Norges Bank: 2.99%
- GIC: 1.78%
- JPMorgan Vietnam Opportunities Fund: 1.26%
- Others: 27.34%

I. MESSAGE TO INVESTORS

In the first 6 months of the year, there have been developments in the economic landscape of Vietnam. This has affected key operation fields of PVFCCo:

Agriculture: Most indicators of production, cultivation, etc. decreased compared to the same period of 2015 due to adverse weather conditions: extreme cold in the north, drought in the central region, and saline penetration in the Mekong Delta.

Price index of goods and services: It is noteworthy that while the price index of transportation services increased at a faster rate than that of the general index, food price index increased slower at a slower rate than the general index. The State Bank proceeded to lower interest rates in an effort to stabilize the domestic currency.

For PVFCCo, business results were broadly positive. Some highlights:

Production and supply of the Phu My Urea Plant stabilized and reached maximum capacity. The output volume of the Phu My Urea Plant increased, while inventory remained low. However, earlier this year the domestic Urea price floor decreased to a significantly lower level than the projected price of the Corporation. The effective sales volume target of other imported fertilizers was accomplished.

The average gas price for the first 6 months of 2016 was 3.39 USD/MMBTU (VAT included), registering a 36% fall compared to the same period in 2015 ((3.39/5.28 USD/MMBTU).

Key projects were implemented on schedule: The Corporation executed detailed plans and schedules in accordance with the development strategy approved by the AGM.

The leadership prioritized and focused on controlling and mitigating costs fairly, checking sale price policies and optimizing product consumption. PVFCCo accomplished the key criteria of the plan for the first half of 2016. In the next 6 months, PVFCCo will strive to rigorously control costs, optimize business operations in order to achieve strong growth, and accelerate progress of investment projects.

II. BUSINESS PERFORMANCE OF THE 1HY2016:

1. Production output of the 1HY2016:

Phu My Urea : Accumulated volume of the 1HY2016 reached 53% of the annual plan and 113% compared to same period last year (425,913/376,395 tons) thanks to continued and efficient operation of the plant.

UFC85/AF37: reached 4,544 tons, equivalent to 72% of this period plan and 34% of the annual plan.

2. Sales volume of the 1HY2016:

Phu My Urea: Accumulated volume of the 1HY2016 reached 462,692 tons, 56% of the annual plan and 106% compared to the same period of 2015 (462,692/437,365 tons). Reasons for strong sales included reliable supply from the plant and more demand for fertilizer for the winter – spring crop.

Phu My Urea price in the 2nd quarter of 2016 decreased 3.6% compared to the 1st quarter of 2016, and 16% compared to the same period of 2015. Market demand in the 2nd quarter decreased due to prolonged drought conditions in the southeast and central highlands and record flooding in the southwest. This trend also applied for other fertilizers.

Trading fertilizers: reached 176,652 tons, 63% of the annual plan and 91% of the same period of 2015 due to harsh competition and the effects from climate change. However, the consumption volume of PVFCCo fertilizers for 1HY2016 equaled 91% compared to same period of 2015.

NH3: reached 15,467 tons, equivalent to an increase of 168% of the 1HY2016 plan, and 77% of the annual plan. It is 52% compared to the 1HY2015 due to a decrease in fertilizer prices, although PVFCCo did optimize manufactured product performance.

UFC85: reached 587 tons, equivalent to 17% of the 1HY2016 plan, and 6% of the annual plan.

Other chemicals (including CO2): reached 1,709 tons, equivalent to 139% of the 1HY2016 plan, and 69% of the annual plan, decreased 25% compared to the same period in 2015. Sales of chemicals decrease compared to the 1HY2015 due to the low price of oil and gas in the first 6 months of 2016, hence the low demand for chemicals used in exploitation activities.

Exports: reached 4,556 tons of Phu My Urea to Thailand and Taiwan. Export volume decreased due to low global fertilizer prices, while sales continued domestically with higher prices leading to higher profits.

3. Financial results of the 1HY2016:

Total revenue reached 4,546 billion VND, 50% of the annual plan and 86% compared to the same period of 2015 (4,546/5,260 billion VND). Main reasons:

- Phu My Urea production volume increased 6% in the first 6 months of 2016 compared to same period last year. Due to the decrease of the average sales price by 16% compared to the same period last year, revenue decreased by 11% compared to same period last year. (2,876/3,240 billion VND).
- Sales of PVFCCo products in the first 6 months of 2016 decreased by 9% compared to same period last year, this contracted revenue by 13% compared to same period last year (1,341/1,533 billion VND).
- PVFCCo's financial statements for 2016 does not include the consolidated statements of 2 companies: Phu My Urea Fertilizer Package JSC (which was restructured into the form of a joint – venture) and Petrovietnam Southern Building Development and Management JSC (PVFCCo SBD) (100% capital withdrawn on 13 Jan, 2016).

Profit before tax: reached 976 billion VND, 67% of the annual plan and 102% compared to the same period of 2015 (976/953 billion VND). **Profit after tax** reached 799 billion VND, 65% of the annual plan and 102% compared to the same period of 2015 (799/785 billion VND).

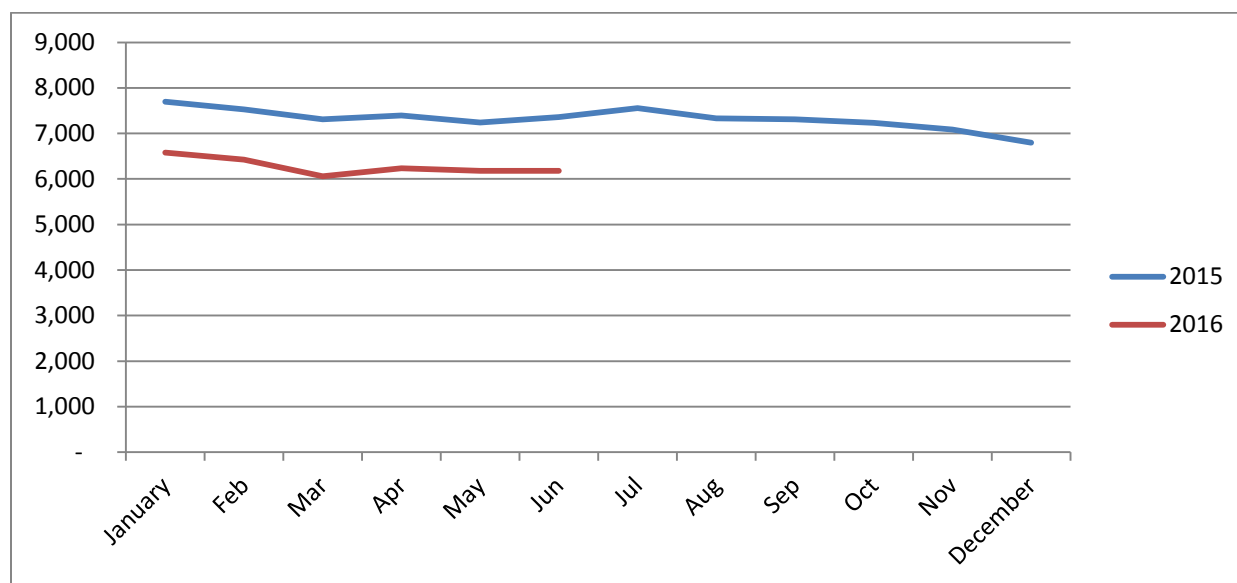
Financial highlights:

No.	Target	6 months of 2015	6 months of 2016	Difference
A	Profitability ratios			
1	ROE (Profit after tax/Equity)	8.67%	9.17%	5.7%
2	ROA (Profit after tax/Total Assets)	7.74%	7.70%	-0.54%
B	Debt ratios			
1	Debt ratio (Total liabilities/Total assets)	10.74%	16.03%	49%
2	Interest coverage ratio (Profit before tax/Interest expense)	702	563	-20%
C	Liquidity ratios			
1	Current ratio (Current assets/Current liabilities)	7.99	6.40	-20%
2	Quick ratio (Current assets - Inventory/Current liabilities)	6.64	5.55	-16%

In general, PVFCCo's financial indicators for the 1HY2016 were positive:

- Profitability ratios of PVFCCo including ROE and ROA were high, which proves that PVFCCo efficiently used the capital of shareholders despite difficult business situations.
- Liquidity for loan interest decreased. Debt ratio rose compared to same period of 2015 due to imbursement for investment projects by PVFCCo. However, liquidity ratios including the Current ratio and Quick ratio remained high and over 1. PVFCCo ensured settlement of debts due, and therefore had no debt pressure.

Chart 1: Urea price developments in 2015 and the first 6 months of 2016 (unit: VND/kg)



Source: PVFCCo

III. MARKET NEWS:

1. Domestic fertilizer market:

Domestic fertilizer supplies remained stable for the 1HY2016

The output volume for domestic Urea production of the 1HY2016 reached 1.05 million tons, which was a decrease of 2.96% compared to the same period of 2015. Although downtime was relatively high at the Ha Bac Urea Plant and Ninh Binh Urea Plant, domestic supplies stayed abundant thanks to stable operation of the Phu My Urea and Ca Mau Urea plants. There was also high inventory from 2015. The Import figure (formal trade) for the 1HY2016 was 189,000 tons (100,000 tons more than the figure of same period of 2015).

As for DAP fertilizer, Vietnam has 2 DAP plants, namely Dinh Vu Plant and Lao Cao Plant with the designed capacity at 600,000 tons/year. Estimated production volume of the 1HY2016 rose marginally by 0.44% compared to same period in 2015 to 213,000 tons. The import figure (formal trade) of the 1HY2016 decreased slightly by 8.88% compared to same period in 2015, to 393,000 tons, as the DAP price declined in Vietnam, DAP inventory in the 1st quarter 2016 remained high. Imports rose sharply in February and March due to information about an increase in import tax. DAP imports fell dramatically in April.

As for NPK fertilizers, the production volumes of member companies of Vietnam National Chemical Group of the 1HY2016 increased by 2.46% compared to the same period in 2015 to 1.28 million tons. NPK production volume from other businesses increased by 5.03% to 660,000 tons. The import figure (formal trade) for the 1HY2016 increased by 6.37% compared to the same period in 2015 to 230,000 tons.

As for phosphate fertilizers, supplies from the 3 superphosphate plants with output volume of 1.2 million tons can satisfy domestic demands of Vietnam. These are Lam Thao Plant, capacity of 800,000 tons/year; Lao Cai Plant, capacity of 200,000 tons/year and Long Thanh Plant, capacity of 200,000 tons/year. Thermo phosphate production output stays currently around 600,000 ton/year from Van Dien and Ninh Binh Plants. In the first 6 months of 2016, stable operation of domestic plants broadly satisfied local demands for agricultural production.

Severe weather conditions affected demand for fertilizers

During early months of 2016, severe weather conditions affected the demand for fertilizers for the winter – spring and summer – autumn crop cycles of 2016. In particular, extreme cold in the north, drought in the central region, and saline penetration in the south reduced the needs for fertilizers, especially Urea. That led to the continued decrease of the Urea price. In early March, the domestic fertilizer market was still sluggish due to low demands in the south, and the central regions. In the central highlands, this was the period for adding fertilizers for industrial plants during the dry season, however, demands stayed low. Meanwhile, Urea supplies continued to be added to ports in the south, the central, and the north regions. In the first half of March, 20,000 tons of Urea reached the port of Sai Gon; 5,000 tons reached the port of Quy Nhon; 5,000 tons reached the port of Hai Phong. By the end of May 2016, 120,000 tons was imported for domestic fertilizer needs.

Urea consumption volume

In the 1HY2016, this figure decreased by approximately 5% compared to same period of 2015, as the hot weather and saline river flooding delayed sowing for the summer – autumn crop and cultivation area of the winter – spring crop decreased. However, in the 2nd quarter of 2016, it began raining in many areas, which lowered salinity and ended the drought led to the slight increase in demand for fertilizers compared to the 1st quarter of 2016.

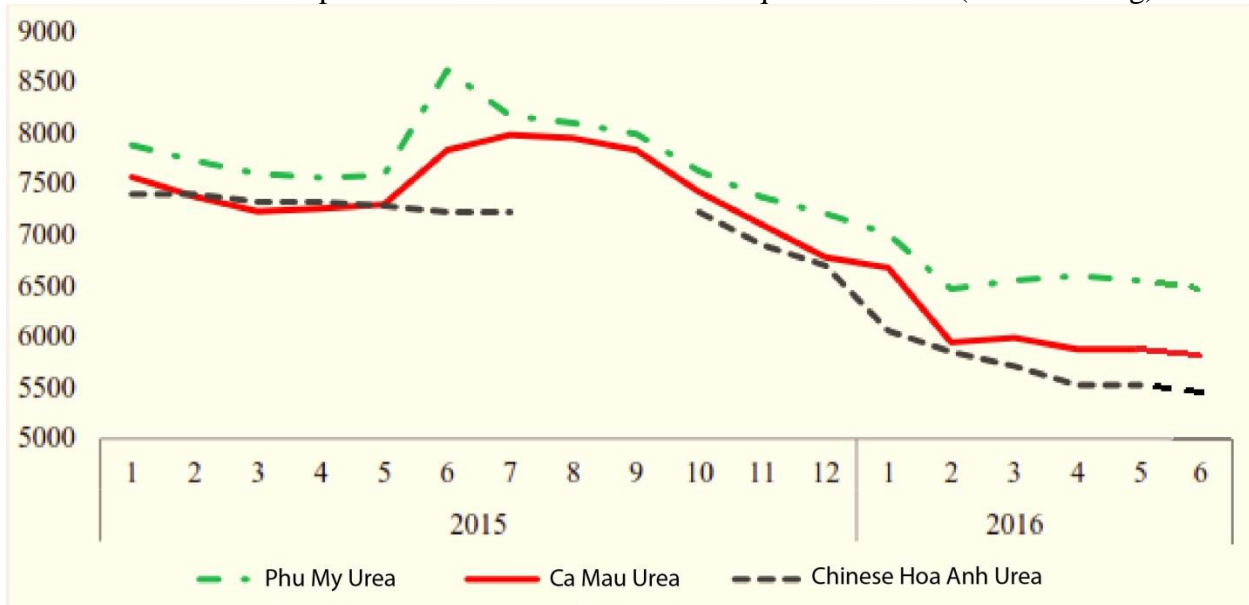
DAP fertilizer consumption volume for plants in the 1HY2016 was estimated to have decreased marginally by 1.89% to 390,000 tons. The DAP export figure (formal trade) for the 1HY2016 declined by 25.35% compared to the same period in 2015 as exports declined by 57.22% in the 1st quarter of 2016. The DAP export figure of the 2nd quarter of 2016 was reported to increase slightly against the same period in 2015.

NPK fertilizer consumption volume of the 1HY2016 showed few positive signs, and was estimated to fall by 1.49% compared to the same period in 2015, to 1.54 million tons. The NPK export figure (formal trade) of the 1HY2016 decreased by 11,04% compared to the same period in 2015.

Fertilizer price is still on the fall

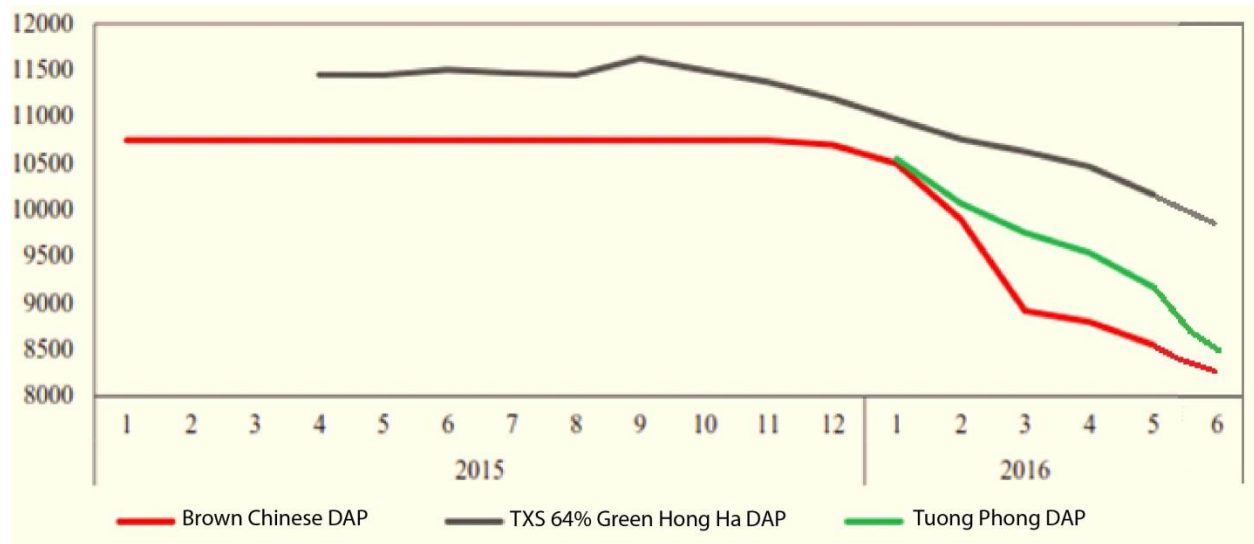
Due to increasing supply of sources of fertilizers internationally, and inauguration of new plants, the fertilizer prices of 2016 are expected to decrease further by 2 – 5% compared to those of 2015. The Urea market in the first half of the 2nd quarter of 2016 continued to lag due to a supply surplus while demand for Urea had not fully recovered. Under the effect of international fertilizer prices, domestic fertilizer prices gradually fell to the stabilization points.

Chart 2: Domestic Urea price in 2015 and the 1st and 2nd quarter of 2016 (unit: VND/kg)



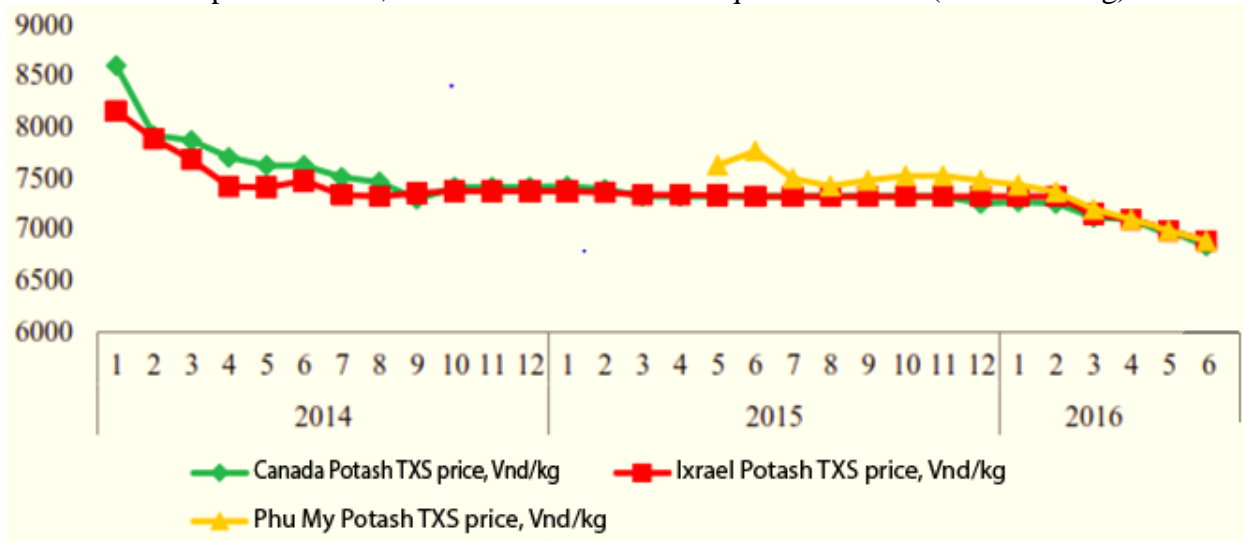
Source: AgroMonitor, PVFCCo

Chart 3: Chart of DAP price in 2015 and the 1st and 2nd quarter of 2016 (unit: VND/kg)



Source: AgroMonitor, PVFCCo

Chart 4: Potash price in 2014, 2015 and the 1st and 2nd quarter of 2016 (unit: VND/kg)



Source: AgroMonitor, PVFCCo

2. International fertilizer market:

Due to excess supply, Urea prices are declining slightly

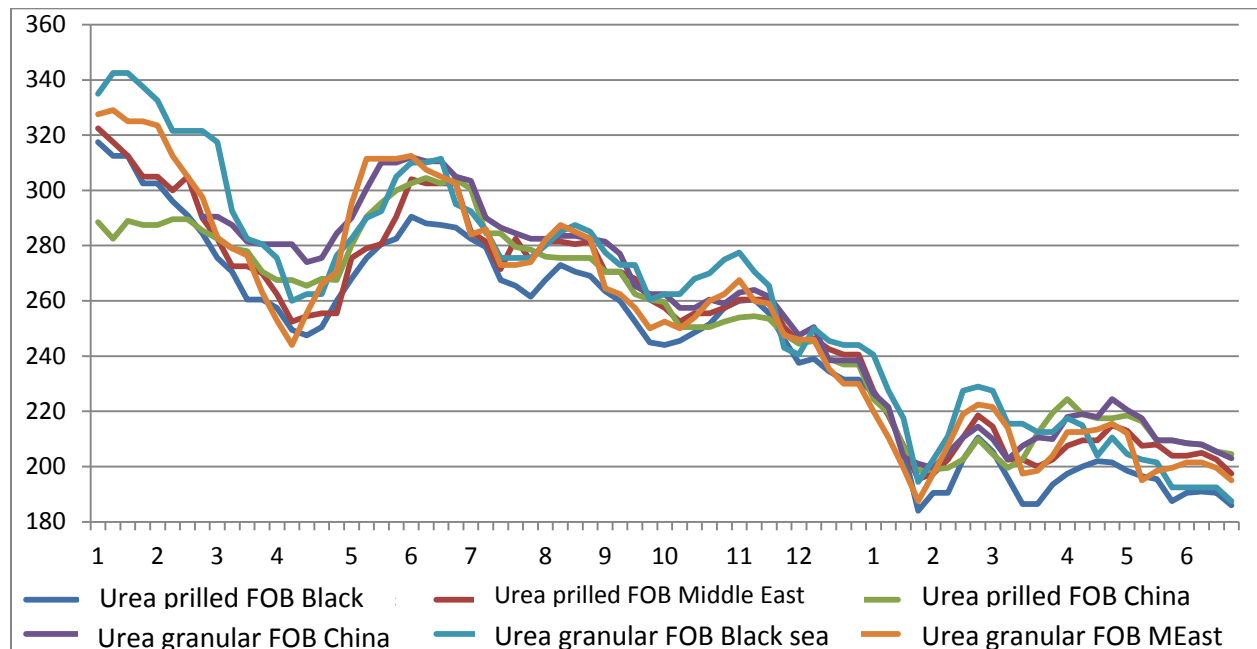
The international Urea market stayed quiet in the first 4 months of 2016, and became active again from mid-May thanks to tender sessions from India. The international Urea prices, however, continued to fall due to excess supply. According to ICIS (Chemical Industry News & Chemical Market Intelligence), abundant supply sources and diminishing demand would generate more pressure on Urea prices in the near future. Moreover, the inauguration of Urea plants in Africa and USA would further worsen the excess supply condition.

Furthermore, the Urea inventories of the most globally significant Urea producer has increased significantly compared to same period of 2015. In the 1st quarter of 2016, Urea inventories of China were not publicized. However, according to statistics from the end of November and December 2015, such inventories increased by 1 million tons compared to the same period of 2014.

On average in June, the prilled Urea price in the Middle East, China and Baltic sea regions were 199 USD/ton FOB; 206 USD/ton FOB and 191 USD/ton FOB respectively, which was a decrease of by 2 – 9 USD/ton compared to those of May 2016. The prilled Urea price at Baltic sea in June was 190 USD/ton FOB, a decrease of about 5 USD/ton compared to May.

According to forecasts, Urea prices are going to be stable.

Chart 5: Monthly average Urea price in some regions in the period Jan 2015 - June 2016
(Unit: USD/ton FOB)



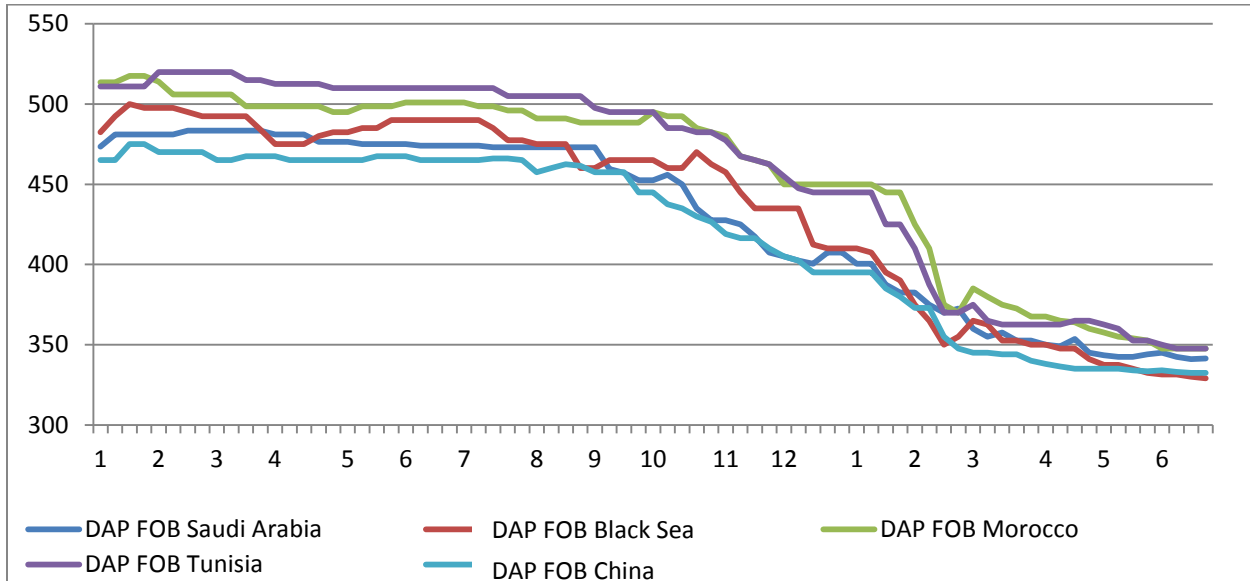
Source: CRU, AgroMonitor.

DAP forecasted to increase slightly

International DAP prices in the 1HY2016 continued to fall due to weak demand. PhosAgro forecasted that demand for phosphate fertilizers globally would rise as farming support budgets would be increased in main markets. On average in June, the DAP price in Tampa, Morocco, Saudi Arabia and China ranged from 333 to 348 USD/ton FOB, decreased by 1 – 7 USD/MT compared to May 2016 and by 10 – 22% compared to Jan 2016.

Due to the low price, many suppliers gained large scale orders. The most remarkable market is India. Moreover, there are other Asian, Latin American and Turkish markets. The DAP price is expected to rise in the near future.

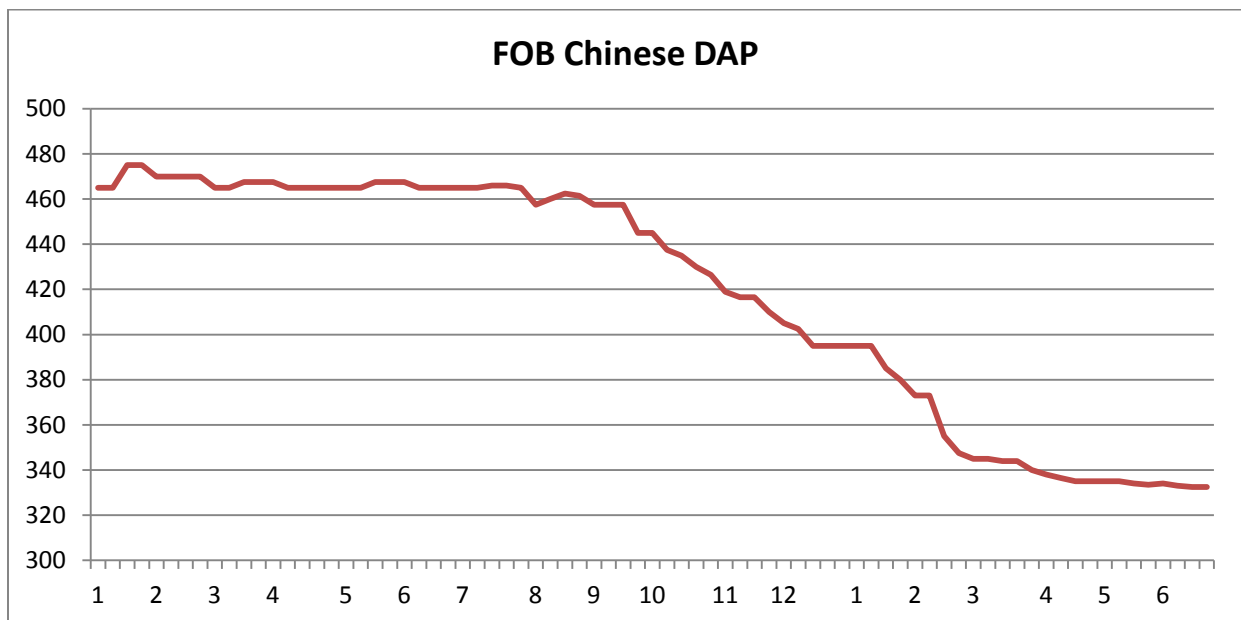
Chart 6: DAP price in some regions from Jan 2015 to Jun 2016 (unit: USD/ton FOB)



Source: CRU, Agromonitor.

In China, the domestic DAP demand for crops is expected to remain level till the end of Jul 2016. However, demand is going to increase after this period marginally. As for exports, DAP export price of China continued to decline to 333 USD/ton FOB, several exporters from this country have ceased trading.

Chart 7: DAP production price of China from Jan 2015 to Jun 2016 (unit: USD/ton)



Source: CRU, AgroMonitor.

Potash price on the fall

The international price of potash in Jun 2016 continued to decline due to high level of inventories. At the end of May 2016, Potash Corp negotiated new potash supply contracts for the Chinese market. The corporation leadership assumed that contracts should be completed in June or July, serving to set the floor prices for other markets. The prices of contracts in China have normally established floor prices of potash in main markets including India, Brazil, the US and South East Asia.

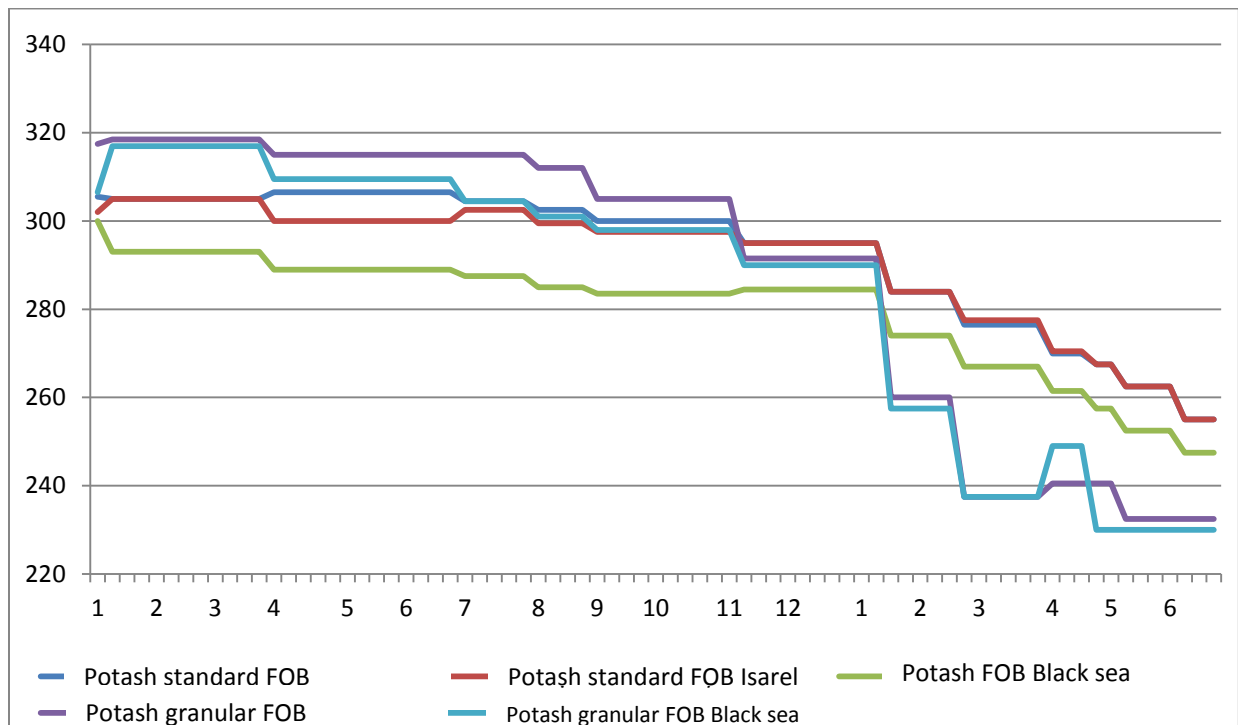
As reported by ICL (Israel Chemicals Limited), the potash export figure in the 1st quarter decreased by 174,000 tons, mainly due to delays in new contracts with China. Experts are anticipating the IFA meeting in May. Contracts, however, are not going to be signed immediately after the conference.

On average in Jun 2016, the MOP transaction price in the Vancouver, Jordan/Israel, Baltic sea regions was 230 – 257 USD/ton FOB, which was a decrease of 1 – 3 % compared to that of May 2016 and 11 – 16% compared to Jan 2016.

In the 1st quarter of 2016, the volume of Ural Potash reached 2.6 million tons, a decrease of 100,000 tons compared to the same period in 2015. Moreover, the stock of Ural Potash as of the 1st quarter of 2016 has increased by 350,000 tons compared to same period in 2015.

Generally, the MOP market has been rather gloomy, the MOP price in the 3rd is expected to decline marginally.

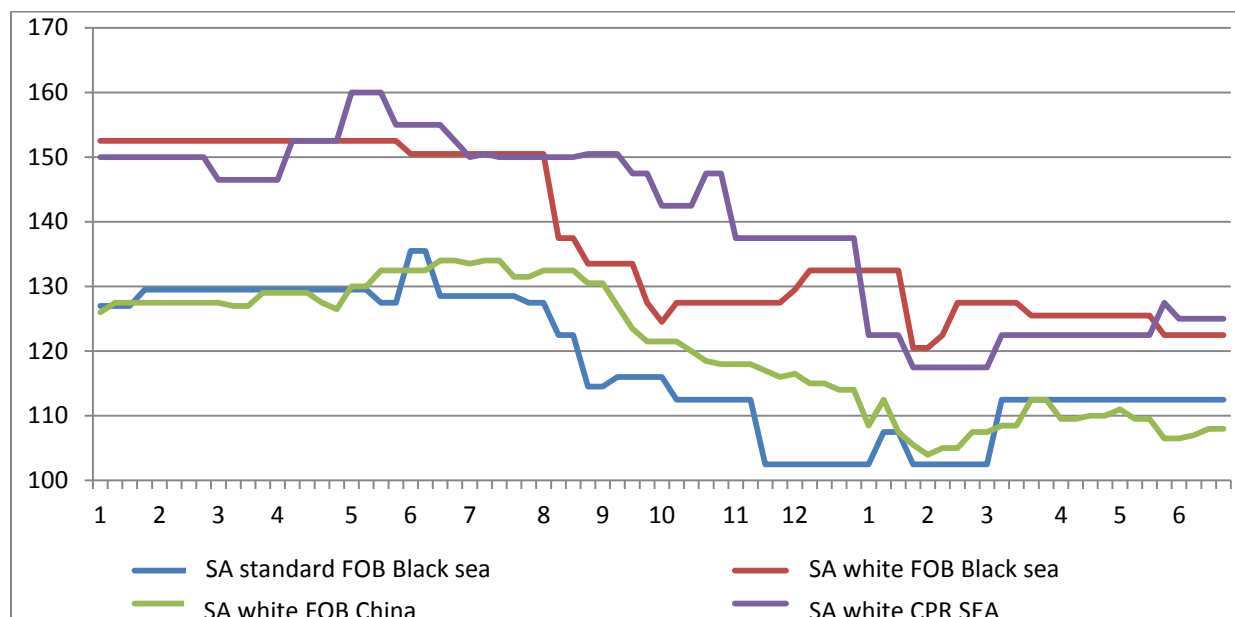
Chart 8: MOP price in some regions, from January 2015 to June 2016 (unit: USD/ton FOB)



Source: CRU, Agromonitor.

SA: Is expected to decrease marginally in the near future due to declining global demand. The SA price from Russia is expected to be approximately 107 – 110 USD/MT FOB.

Chart 9: SA price in selected regions, from January 2015 to June 2016 (unit: USD/MT)



Source: CRU, AgroMonitor.

3. Business results of PVFCCo's chemicals:

In the 1HY2016, domestic economic growth has been sluggish, crude oil price shrank with unpredictable movement, the chemical industry is now faced with new challenges. With that in mind, PVFCCo will continue its efforts in production and trading of chemicals, specifically:

Boosting consumption of NH3

According to *Fertecon and Fertilizer Week*, Urea price is decreasing and it is suitable to trade NH3. Therefore, in the 1HY2016, PVFCCo boosted consumption of NH3, with the consumed volume being 15,467 tons of NH3, this was 168% of the 1HY2016 plan and 77% of the annual plan.

Stable NH3 market, domestic supplies rise

The NH3 price depends on various factors such as the supply – demand situation, production material prices (natural gas, oil, coal, naphthalene, etc.) However, the domestic market sale price is often established with reference to the average FOB price in South East Asia and the average transportation cost from Indonesia to Taiwan listed in Fertecon's weekly news. Since early 2016, the NH3 price has been quite stable, and varied within a narrow range between 327–340 USD/ton (excluding the transportation cost). The short – term trend of the market is predicted to stay stable.

In the domestic market, a large amount of NH3 is used for Urea production, thus there is a need to import part of the NH3 supply from local countries including Indonesia, Singapore, Malaysia, etc. to satisfy other demands such as producing multi–nutrient fertilizers (NPK, DAP, SA), ammonium nitrate (explosive precursor), sodium glutamate, refrigerants substances, etc. The demand for NH3 in the southern market has been stable at 70,000 – 80,000 tons/year, meanwhile the demand has been larger in the northern region, and has fluctuated significantly according to the production volume target of other fertilizer plants.

Unpredictable movement, strong competition and the falling price of Urea due to excess supply forecasted for the Urea market in 2016 lead to a reduction of Urea production volume at the Ninh

Binh and Ha Bac plants, and an increase in volume of surplus NH₃ provided for NPK, DAP, SA fertilizer plants. The increased domestic supply of NH₃ lowered the imported NH₃ volume from local countries.

Signed the UFC85 supply contract to the Ca Mau and Ha Bac Urea Plants

As for UFC85 trading, after experimenting and proving quality in actual usage at the Phu My Urea Plant, PVFCCo signed official UFC85 supply contracts with the Ca Mau and Ha Bac Urea Plants. The UFC85 product from PVFCCo helped the plants to actively control domestic supply in substitution for previously imported materials.

The key material for UFC85 production is methanol imported from local countries as methanol is not produced domestically. The methanol price stayed quite stable in the first 6 months in the range 210 – 235 USD/ton (calculated on CFR SE ASIA price), with little impact on PVFCCo's UFC85 production.

Commissioning the Grade CO₂ Plant

From April 2014, PVFCCo cooperated with partners, F.A JSC and PetroVietnam Southern Building Development and Management JSC (SBD Company) to invest in the construction of the Grade CO₂ Plant (capacity of 47,500 tons/year) using the process CO₂ from Phu My Urea Plant. By May 2016, installation of the plant was completed, and the plant was prepared for commissioning. PVFCCo supplied material CO₂ for the Grade CO₂ Plant to ensure completion of inspection and commissioning by July 2016. In 2016, PVFCCo will balance the supply of process CO₂ for stable operation of the Grade CO₂ Plant according to the actual production figures and plan targets of the Phu My Urea Plant. The increased trading of process CO₂ with the Grade CO₂ Plant will serve as an additional revenue source for PVFCCo's business operations. With consumption of process CO₂ more than 20,000 tons in 2016, PVFCCo should increase revenue by 5 billion VND.

The Petrochemicals Factory: to expand the consumption network

Since the end of 2015 when prices of oil and gas decreased sharply, demand for specialized petrochemicals for the oil and gas industry also decreased significantly. Therefore, apart from its current client network, PVFCCo is actively searching for potential clients within the industry to expand its consumption network and raise revenue for the remaining months of 2016.

In the remaining months of 2016, understanding challenges and difficulties in trading petrochemicals, PVFCCo aims to intensify its client search to expand its network and increase consumption of petrochemicals. Moreover, PVFCCo will also boost consumption of surplus NH₃ from Phu My Urea plant to increase revenue and profit. This is in the context of complicated Urea market forecasts, strong competition and the continuing fall of the price of Urea. The consumption of NH₃ will also facilitate PVFCCo's claim for VAT refund for input materials and related costs.

IV. NEWS:

1. Investor Relations:

The 2016 AGM approves the development strategy to 2025 with a vision to 2035

On 28 April, 2016, PVFCCo successfully held the meeting of the 2016 AGM. The AGM approved reports on business and production activities of 2015 and key targets of the 2016 plan. Other important subjects discussed included the approval of the Strategic Development Plan to 2025 with a vision to 2035, election of additional members to the Board of Directors, members

to the Supervisory Board for the 2013 – 2018 office. PVFCCo has properly publicized the content of the meeting.

According to the Resolution of the 2016 AGM, PVFCCo has settled payment of dividends for 2015 (final payment) at 1,500 VND per share. The payout period started from 24 June, 2016. Therefore, in 2015 PVFCCo paid a dividend of 4,000 VND in cash per share.

PVFCCo awarded “*Top 50 Listed Companies in Vietnam*” for the 4th straight year

PVFCCo continued to be honored in the award list of *Top 50 listed companies* on the stock market of Vietnam in 2015 as voted for by *Forbes Vietnam Magazine*. This is the 4th time *Forbes Vietnam* announced the award list, and PVFCCo is the only company in the fertilizer industry that has been honored to be included.

Despite a challenging business year in 2015, the ranking list recognized PVFCCo as the company with the largest production capacity in the domestic fertilizer industry. Positive business results included revenue of 10,047 billion VND and profit after tax of 1,488 billion VND, dividend payout ratio of 40% of par value. There was also significant growth in both the fertilizer and chemical fields. DPM stocks are assessed to be attractive to investors thanks to the favorable dividend yield, information transparency and professionalism in investor relations management.

Phu My Urea, a product brand of PVFCCo, is voted to be among the *Top 40 most valuable brands of Vietnam*.

In June 2016, for the first time, *Forbes Vietnam Magazine* announced the list of the *Top 40 most valuable brands of Vietnam*. Phu My Urea, a product brand of PVFCCo, was ranked 30th with an evaluation of 27 million USD. The *Top 40* list was a shortlist from a list of over 300 brands based in Vietnam, excluding foreign brands produced domestically. *Forbes Vietnam* evaluated the brands based on their contribution to the success of the ventures.

PVFCCo was voted to be among listed companies with the best *2015 Annual Report*

According to the Organization Board of the Annual Report Award, *PVFCCo's Annual Report of 2015* reached the final round of the competition for the *Best Annual Report Award*. PVFCCo's report was voted to be in *Top 30 Annual Reports* (ranked 11th). The awarding ceremony took place on 29 July, 2016 in Ho Chi Minh city.

PVFCCo attends the Investors Conference in London, UK.

From 12th to 14th June, 2016, Mr. Le Cu Tan – BOD Chairman, on behalf of the leadership of PVFCCo, attended the investor meeting program at the 2016 Annual Conference of Asian Investors held by HSBC in London, UK.

During the program, Mr. Le Cu Tan chaired meetings with investment funds being significant and potential shareholders with interest in investment opportunities in Asian markets and the exchange of information. There was also an introduction of opportunities, including potential investment into DPM shares. Those funds include Ashmore, Franklin Templeton, Edgbaston Investment, Artemis, Schrodgers Investment, etc.

The meetings took place on a direct one-to-one basis at the event, and at the head offices of the funds. During meetings, representatives of the funds expressed their special interest in the current competitive situation and business results of PVFCCo. Interest was also shown in the growth potential, especially in the near future with regard to commissioning of projects, and new

policies of the Vietnamese government relating to the industry of fertilizers and chemicals, etc. Mr. Le Cu Tan updated the funds' representatives about business results, economic potential and plans for mid and long-term investment projects. Also discussed in these meetings were capital arrangements for future projects, which should ensure achievement of planned development targets of PVFCCo, and results of PVFCCo's restructuring process, which will serve to improve efficiency of governance and business operations.

2. Business news:

PVFCCo joins with the government to organize the Conference for Improvement in Nutrient Management for Rice Plants with RCM Software

On 23 June, 2016, PVFCCo cooperated with the Ministry of Agriculture and Rural Development and IRRI in organizing the Conference for Improvement in Nutrient Management for Rice Plants with RCM Software (Rice Crop Management). The Conference announced cultivation results of farmers using experimental models set against results using the traditional method. This result database serves the RCM program, providing equitable information on rice varieties, pedological characteristics, fertilizer usage, etc. This in turn assists the agricultural advisors in aiding farmers on using fertilizers right on the rice fields. Importantly, users can also use RCM conveniently on smartphones, laptops, and tablets. This is the first time this model has been used by IRRI in Vietnam.

PVFCCo donated salinometers to Departments of Agriculture and Rural Development of Mekong Delta provinces

In order to help local authorities to accurately monitor and assess water salinity before advising on plant watering, PVFCCo purchased and donated one salinometer to each Department of Agriculture and Rural Development, with the total donation value of over 100 million VND. These devices help local authorities to quickly discover and assess the impact level of saline penetration. This helps them to take preventative measures or arrange plans for plants and livestock to mitigate loss caused by saline penetration. This assists in maintaining stability for people involved in local agricultural activities.

PVFCCo jointly implemented the program "Agricultural Doctor"

"Agricultural Doctor" is a series of practical, topical and interactive programs among four parties (the government – scientists – farmers – enterprises). Key activities include practical field surveys, sample analysis and scientific conferences with the active participation of local people in searching for practical solutions to farming issues. The Program has been jointly undertaken in Long An and Tien Giang since April 2016. The program in 2016 focuses on finding suitable solutions for problems caused by drought and saline penetration in the Mekong Delta, especially for the two main crops in this region, namely rice and fruit.

3. News of the fertilizer and chemical markets:

International fertilizer market:

Tanzania announced a plan to build a Urea joint venture with the capacity of 1.3 million tons/year, with a total invested capital of 3 billion USD.

NTPC and CIL (India) have recently announced a joint venture and plan to build two new Urea plants in Sindri and Gorakhpur.

CF and OCI informed that their merger plan worth 8 billion USD has been halted due to complex tax regulations.

The International Fertilizer Association held the 4th International Fertilizer Conference in April 2015 in Beijing (China) with the theme "*Slow-release, controlled-release and stabilized nitrogen fertilizers*" (collectively called "*slow-release fertilizers*"). This shows the focus being applied trying to find any solutions to mitigate fertilizer loss. The main objectives are finding methods to reduce nitrogen loss and increase effectiveness of phosphate and other essential nutrients on plants.

Source: VAAS

Vietnamese fertilizer market:

Song Gianh Corporation's inauguration of Ha Gianh Fertilizer Plant: On 18 March, 2016, in Que Vo Industrial Area, Phuong Lieu Commune, Que Vo District, Bac Ninh Province, Song Gianh Corporation inaugurated the Ha Gianh Fertilizer Plant. Construction of the plant commenced in March 2015, with a total investment of nearly 150 billion VND, and a capacity of 150,000 tons/year. This is an NPK production plant using Urea liquefying technology and bio-organic fertilizers.

Inauguration of Long Viet Fertilizer Plant: Long Viet Fertilizer JSC recently inaugurated a fertilizer plant with a value of 200 billion VND in Can Duoc district, Long An province. The plant was built on an area of 3 hectares, equipped with a complex fertilizer production line using Urea liquefying technology with a capacity of 80,000 – 100,000 tons/year.

Editorial Board:

Chairman; Chairwoman & Information discloser; CEO & Members of the BOD; Vice Presidents; Chief Accountant; Department managers, Deputy managers.