


 **PETROVIETNAM FERTILIZER & CHEMICALS CORPORATION**

THE OUTLOOK FOR FERTILIZER SUPPLY IN VIETNAM

Cao Hoai Duong – President & CEO
IFA Crossroads Asia-Pacific 2012

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- 2. VIETNAM AGRICULTURE AND ECONOMY OVERVIEW**
- 3. FERTILIZER MARKET SITUATION**
- 4. OUTLOOK FOR UREA SUPPLY**

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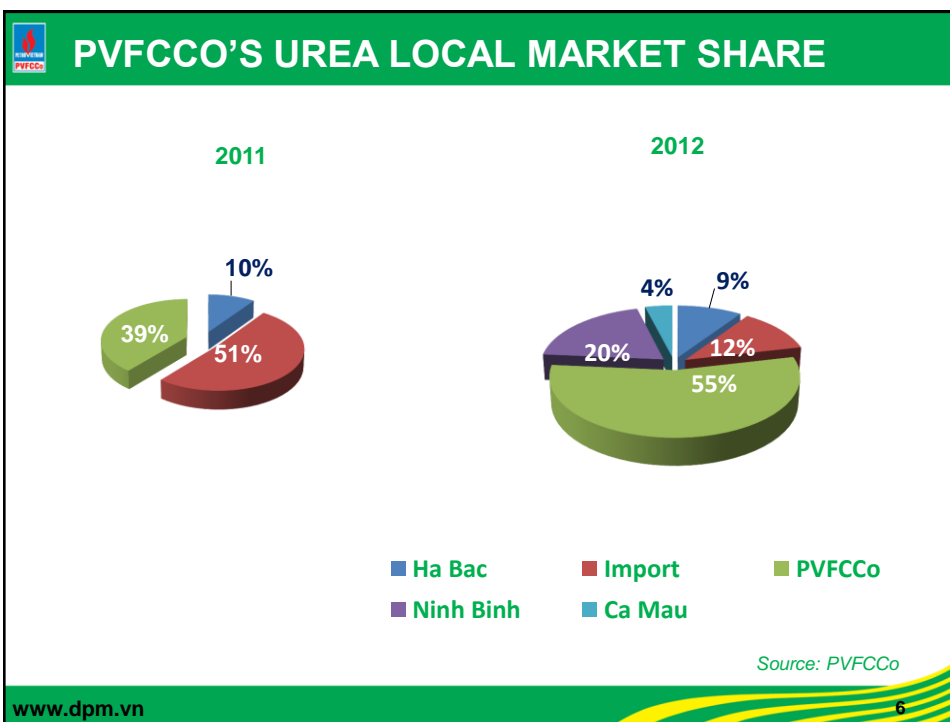
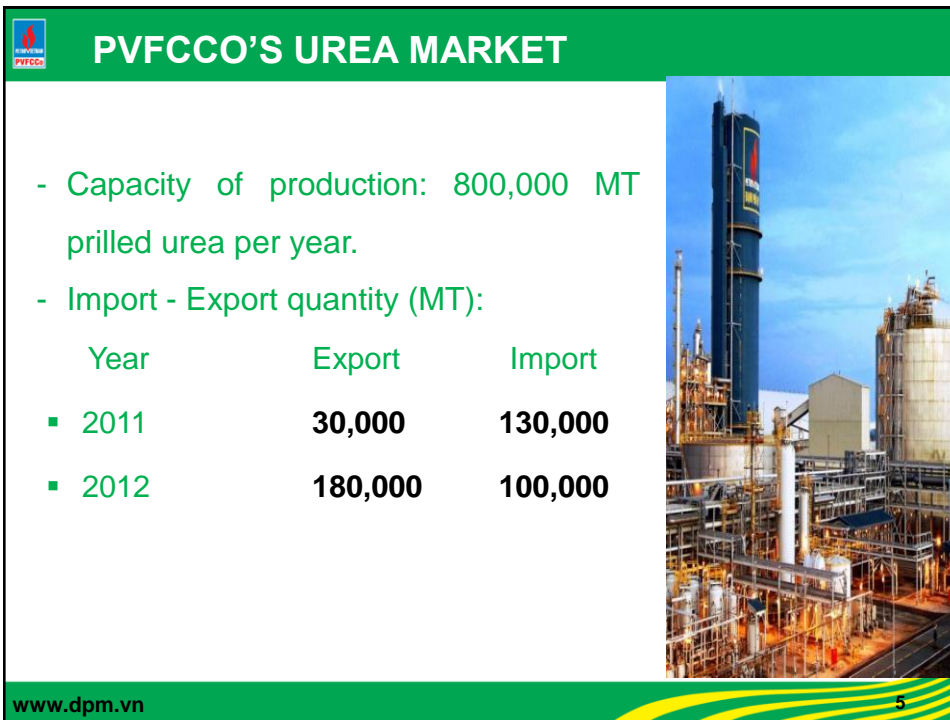
 **OVERVIEW**

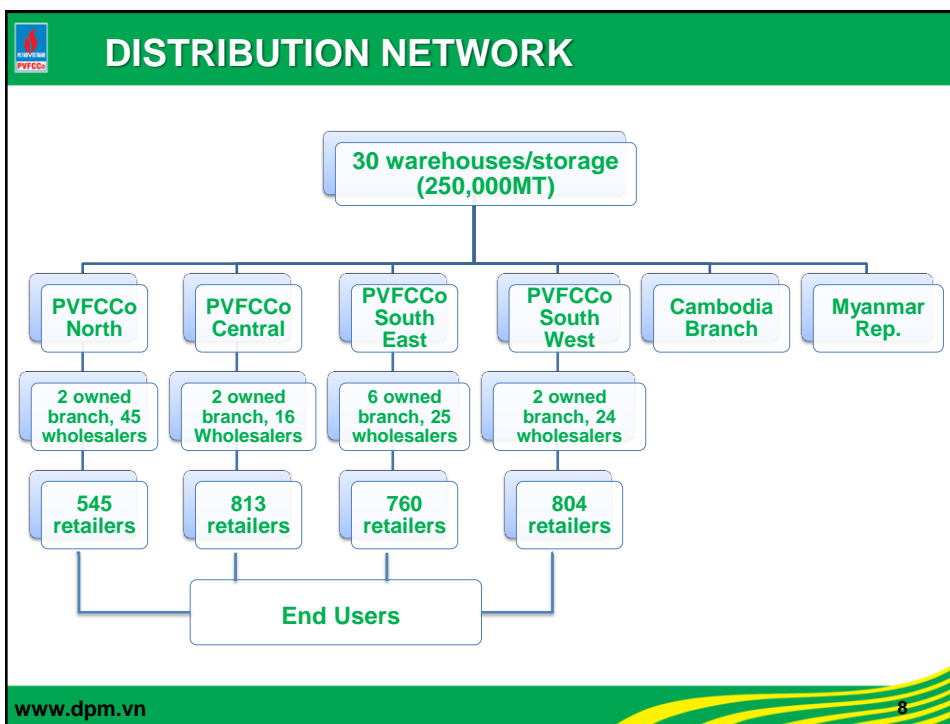
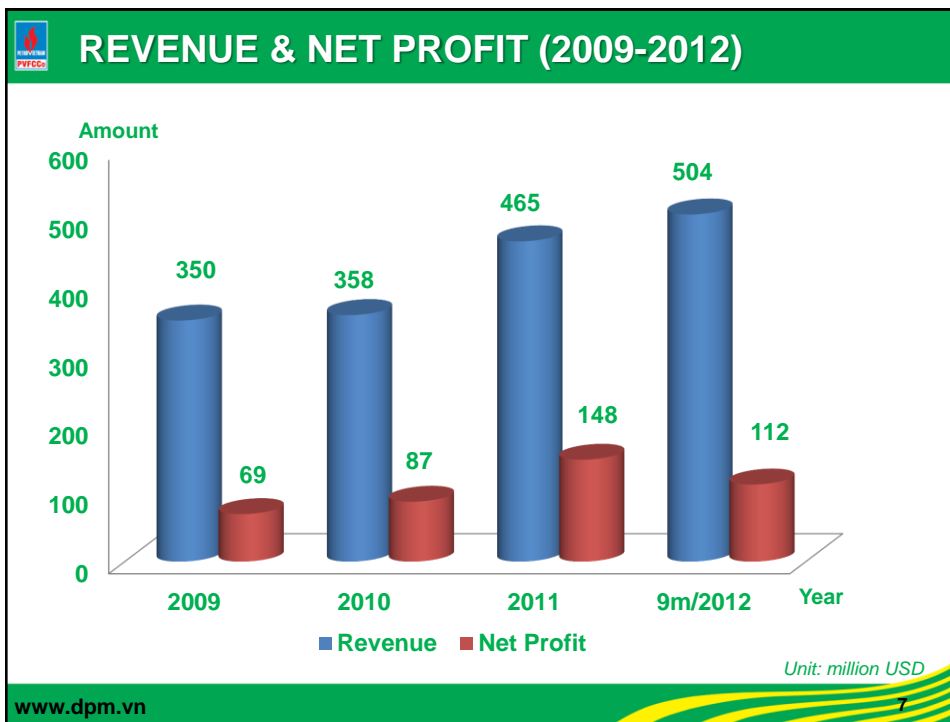
- ✓ The biggest producer and trader of fertilizer in Vietnam
- ✓ Member of Petrovietnam Oil and Gas Group (PetroVietnam)
- ✓ A Blue chip stock listed on Hochiminh Stock Exchange (HoSE). Stock code: **DPM**
- ✓ Charter capital (2007): 3,800 billion VND (~238 million USD)
- ✓ Total shares: 380,000,000
- ✓ Market value: 705 mil USD





Headquarter: Ho Chi Minh city

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 **DISTRIBUTION NETWORK**



- ✓ **30 warehouses/storage with capacity: 250,000MT**
 - **12 Branches**
 - **110 Wholesalers**
 - ~**3,000 Retailers** located throughout the country
- ✓ **Export ports:**
 - Ba Ria – Vung Tau
 - Ho Chi Minh City
- ✓ **Method of shipping:**
 - Bags/Container.
 - Bulk.


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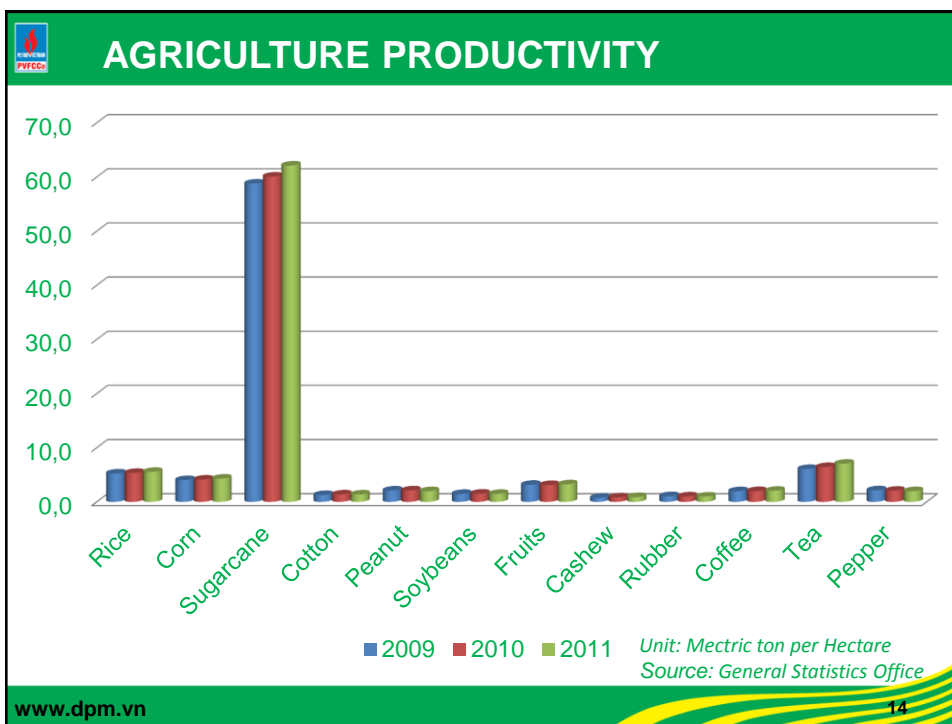
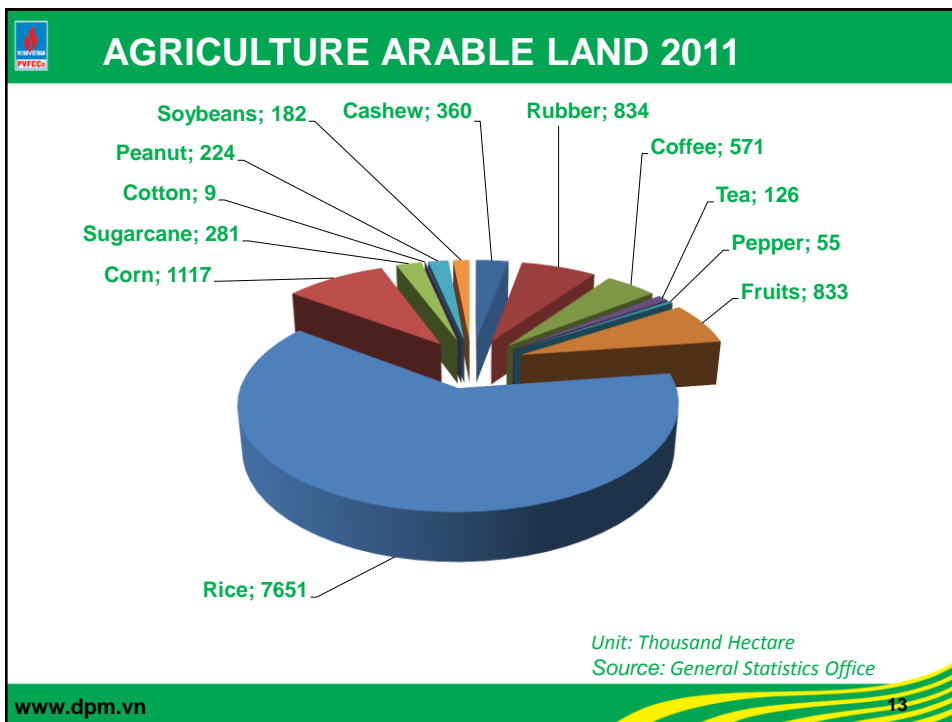
 KEY ECONOMIC FIGURES				
Items	2009	2010	2011	2012 (E)
Population (mil. persons)	86.03	86.93	87.84	88.60
GDP Growth rate (%)	5.3	6.8	5.9	5.7
GDP per capita (\$)	1,130	1,224	1,411	1,468
Share of agriculture (%)	20.9	20.6	20.5	20.5

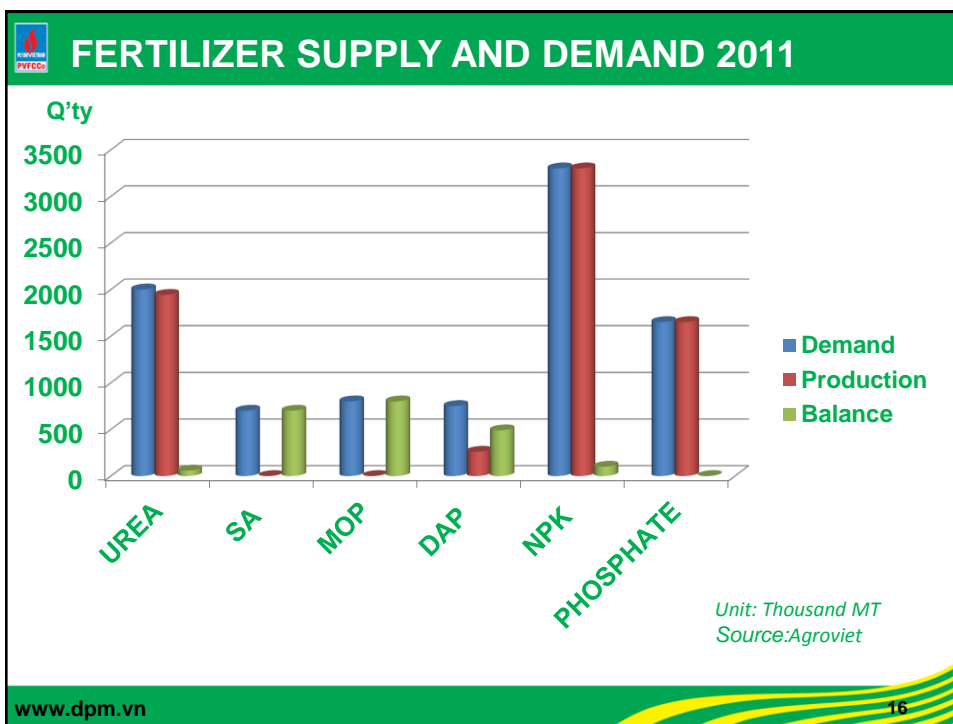
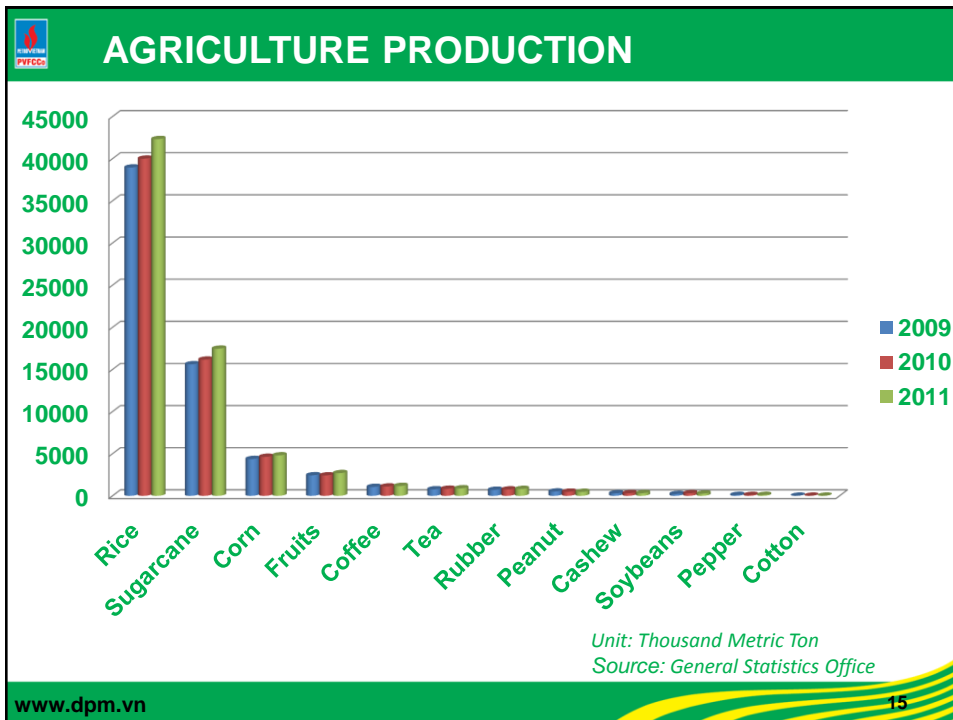
Source: World Bank/Vietnam Economic Forum


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 VIETNAM'S CLIMATE	
<ul style="list-style-type: none"> ➤ Vietnam can be divided into two major climate regions: <ul style="list-style-type: none"> ▪ Northern part: a tropical monsoon climate, with four distinct seasons (Spring-Summer-Autumn-Winter), and high humidity; 10°C to 32°C. ▪ Southern part: moderate tropical climate, hot all year round and is divided into two seasons (Dry and Rainy season); 23°C to 32°C. ➤ The average rainfall each year: <ul style="list-style-type: none"> ▪ Hanoi: 1,763 mm. ▪ Hue: 2,867 mm. ▪ Ho Chi Minh City: 1,910 mm. ➤ The average air humidity is over 80%, even 90% in rainy season and in drizzly weather. 	<i>Source: www.chinhphu.vn</i>

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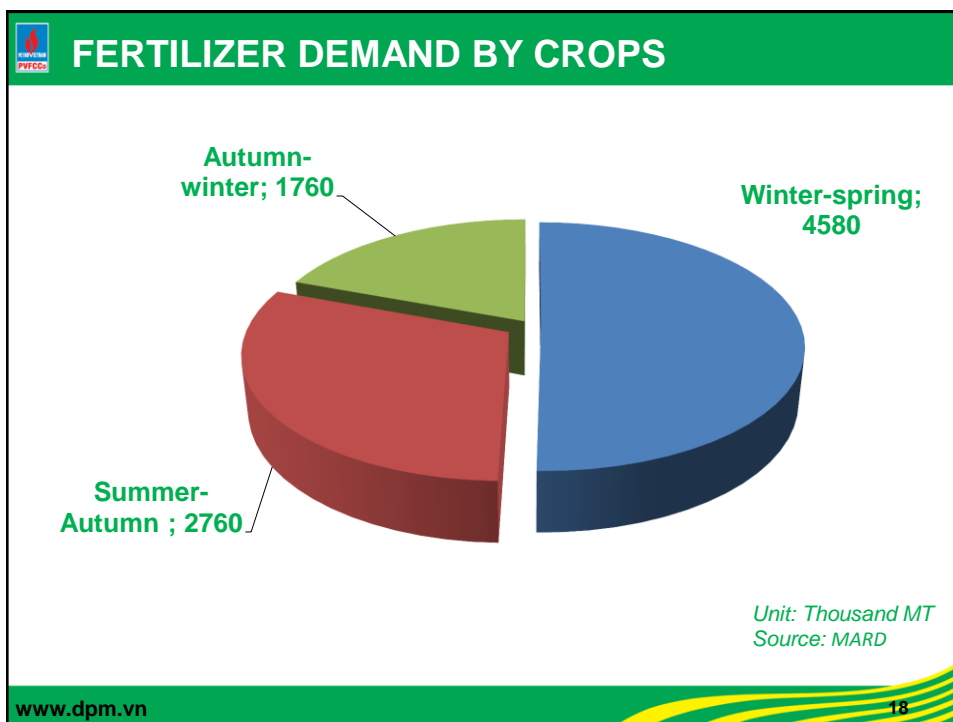


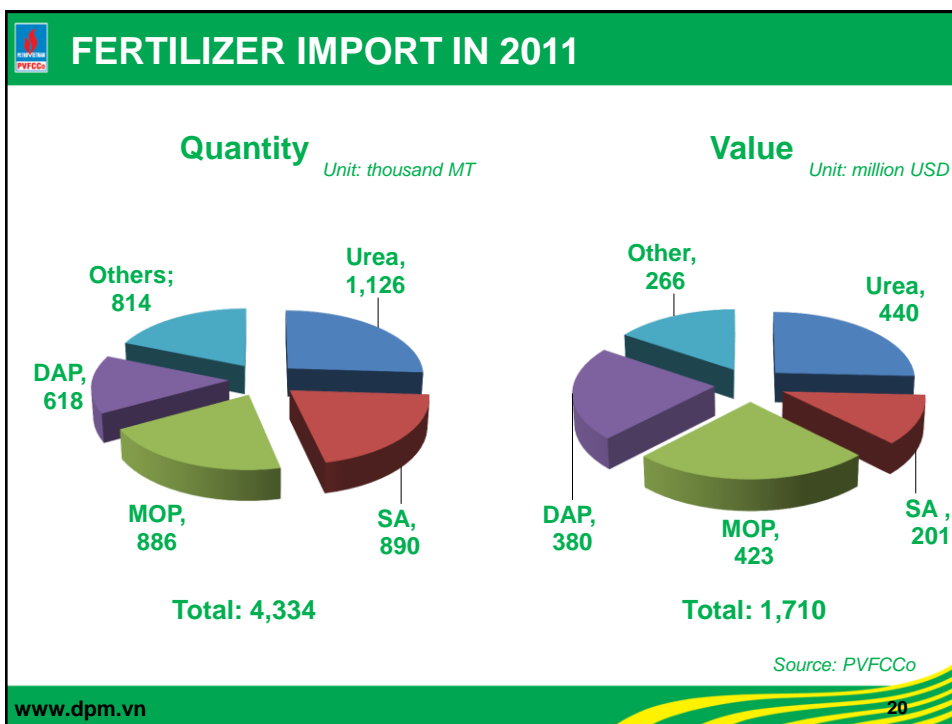
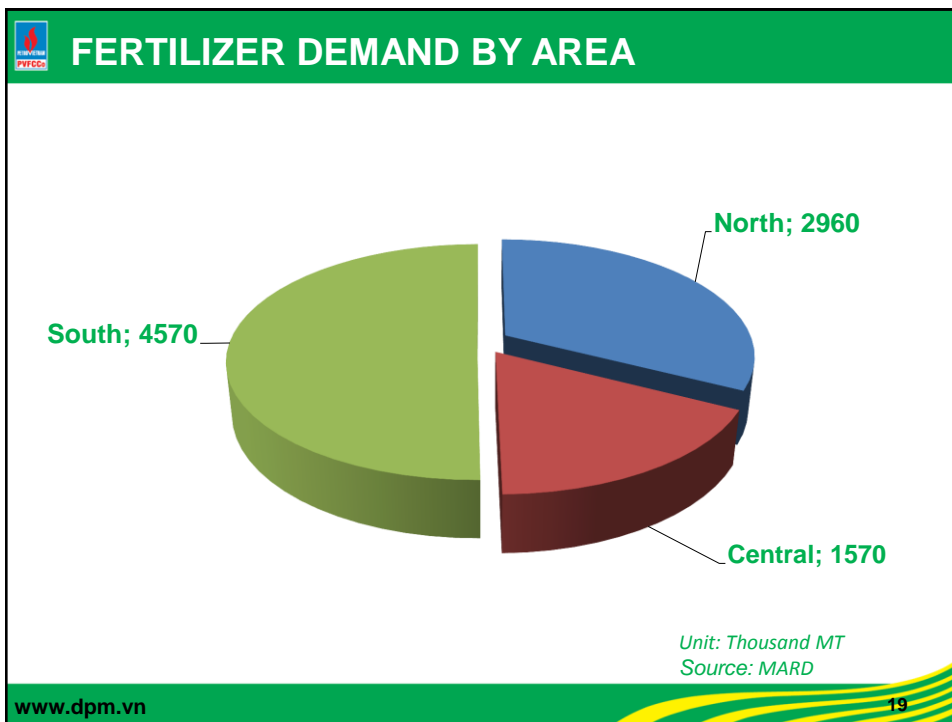
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FERTILIZER USE HABITS IN VIETNAM

- ✓ Urea: Use only prilled urea for farming.
- ✓ Most farmers are now overusing urea.
- ✓ NPK is mainly “blended” one.
- ✓ DAP is used in the South of Vietnam only.
- ✓ The urea use efficiency only reached 30-45%, phosphate 40-45% and potash 40-50%.

Source: PVFCCo

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