SUMMARY ON CONTRIBUTIONS AND RECOMMENDATIONS OF DOCTORAL THESIS

1. Title of the thesis: "Analyzing the impacts of net working capital management on the profitability of listed energy trading companies in Vietnam"

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4. Academic advisor: Assoc. Prof. Dr. Nghiem Thị Tha

and Prof. Dr. Nguyen Van Cong

5. Contributions of the thesis

5.1 Theoretical and empirical contributions

The thesis contributes in terms of theoretical and empirical aspects as follows:

- Theoretical contributions: The author has investigated, systematized and clarified further on the theoretical issues related to analyzing the impact of net working capital management on the profitability of enterprises, such as: Net working capital, net working capital management, as well as methodology, indicator and database used to analyze net working capital management and the impacts of net working capital management on enterprises' profitability.

-Empirical contributions: The study brings an overview of listed energy trading companies in Vietnam, including the history of formation and development, characteristics of operation, organizational structure, and management, as well as describe the current situation regarding their profitability and net working capital management. Based on this, the author discusses achievement and limitations and reasons for limitations on methodology, indicator, and database used when analyzing net working capital management and the impacts of net working capital management on enterprises' profitability.

From theoretical and empirical bases, aligning with the development orientation of listed energy trading companies in Vietnam, the author suggests solutions to improve the analysis of the impact of net working capital management on profitability and provides enterprises with helpful information in making decisions to improve profitability through net working capital management thereof.

5.2. Recommendations based on research findings

The study proposes three solutions to complete the net working capital management analysis on the profitability of listed energy trading companies in Vietnam.

- + Improve analyzing methodologies: comparison and diagrammatic method in preliminary assessment, exclusion method to identify factors, qualitative combined with quantitative methods using econometric models to confirm the impacts of these factors.
- + Provide additional indicators used to reflect profitability in different views of point and used to evaluate the results of net working capital management;
 - + and synchronize databases used for analysis.

With these solutions, the author combines quantitative and qualitative research methods to examine the impacts of net working capital management on the profitability of the companies studied, and bases on the research findings to provide managers of listed energy trading companies in Vietnam with practical implications to make decisions to improve profitability through net working capital management.

Hanoi, day 21 month 12 year 2023

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