

**CORPORATE BRIEFING SESSION**  
**FOR THE PERIOD ENDED MARCH 31,**  
**2025**



# COMPANY BRIEF

# Company Profile

Pakistan State Oil Company Ltd. is serving the nation as an innovative and dynamic Energy Company which is delivering value to the customers since 1976.

## INFRASTRUCTURE

Over 3600 retail outlets spread across Pakistan  
(31 company operated retail outlets)

9 Installations, 19 Depots & 15 Aviation Stations across Pakistan

Total storage capacity of 1.24 Mn tons approx

2 Lubricant Manufacturing Facilities with a single shift blending capacity of 70 KMTs p.a

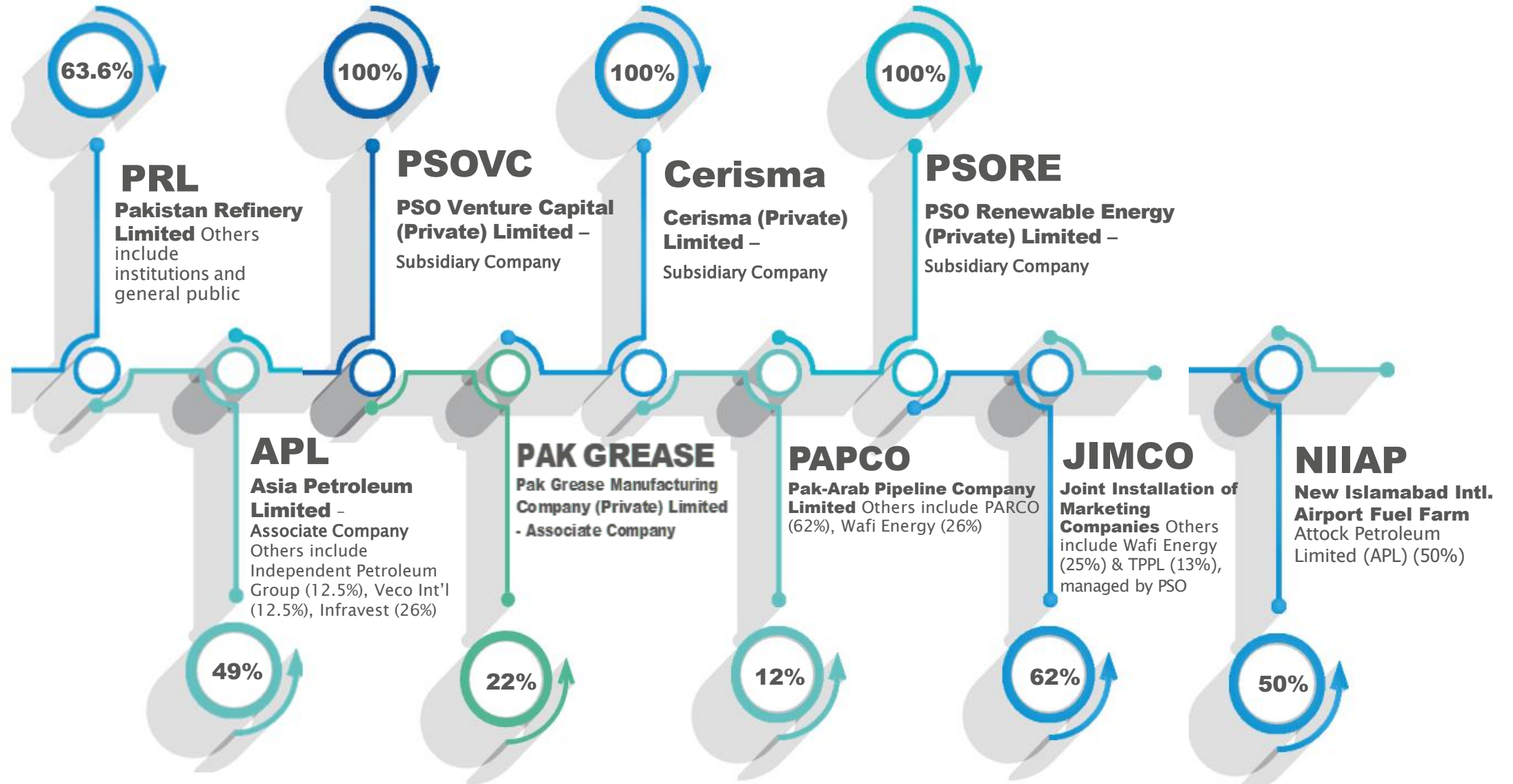
ISO certified Mobile Quality Testing Units to ensure high quality standard fuel to customers

Most sophisticated and tech-oriented card network in Pakistan

Non-Fuel related facilities at retail outlets including Vibe Stores, Shop Stops, ATMs, Oil Change, Car Wash, Quick Service Restaurants etc.



# Group Structure





# Market Served & Product Lines

## Liquid Fuel

**Euro 5<sup>sd</sup>  
Octane +**

**Euro 5<sup>sd</sup>  
Premier**

**Euro 5<sup>sd</sup>  
Hi-Cetane  
Diesel**



Jet A-1



Furnace Oil



SKO



LDO

### Industries Served:



Agriculture



Power



Industrial



Consumer



Automotive



Motorcycle



Marine



Aviation

## Gas Fuel



PAK GAS



LNG

**blue**  
LIVE DIFFERENTLY!

### Industries Served:



Power



Industrial



Consumer

## Cards



### Industries Served:



Commercial



Consumer

## Lubricants



**DEO**  
**CARIENT**  
**BLAZE 4T**

### Industries Served:



Agriculture



Aviation



Industrial



Automotive



Motorcycle

## Non Fuel Retail



Electric Vehicle Charger

**SHOP STOP**

**PSO ON WHEELS**  
Oil Change | Wash | Vacuum

### Industries Served:



Commercial



Consumer

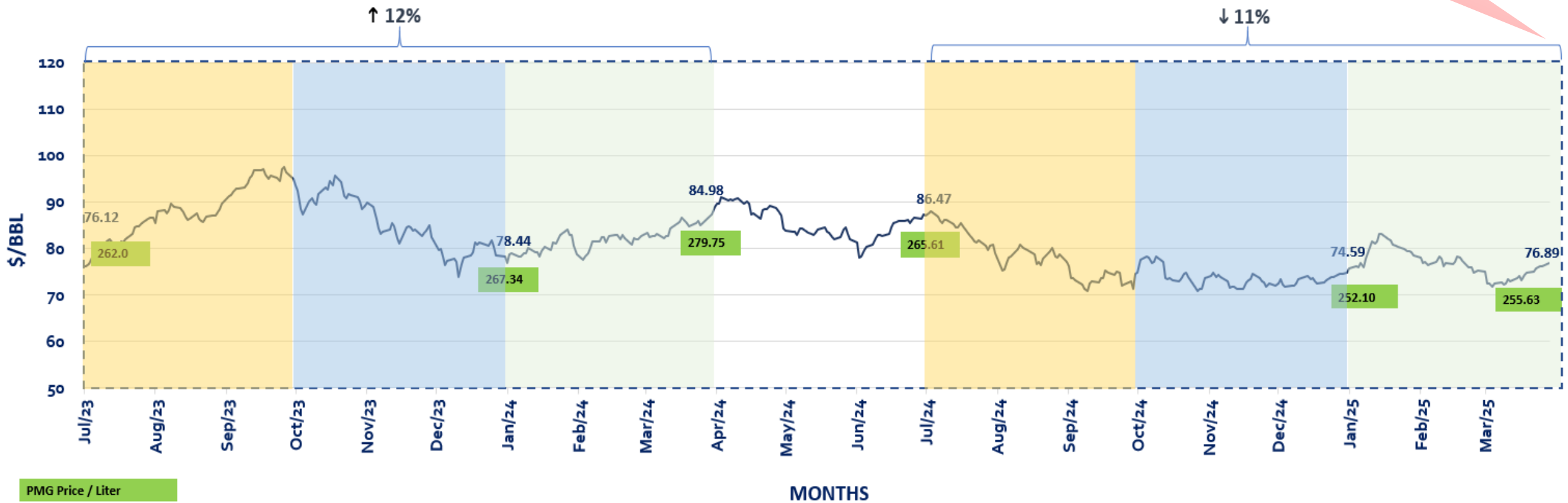
**vibe**

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## OPERATIONAL HIGHLIGHTS

# OPEC Basket – Crude Oil Price Trend

June 09, 2025  
\$66.48 /BBL

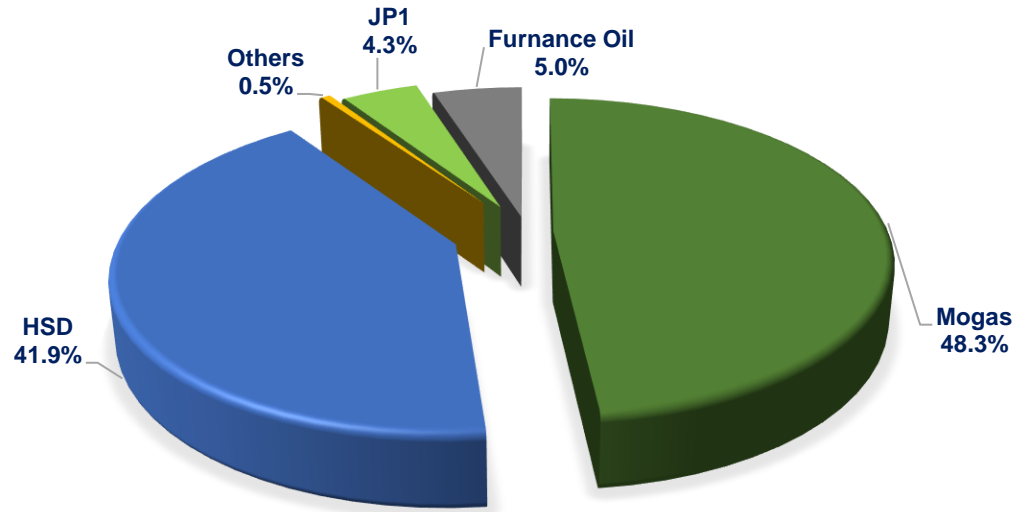


**Analysis:** The 9 Months of last fiscal year saw increase in international fuel prices, resulting in inventory gains. In contrast, the current 9 Months of FY25 experienced reduction in international fuel prices , leading to inventory losses for overall industry.

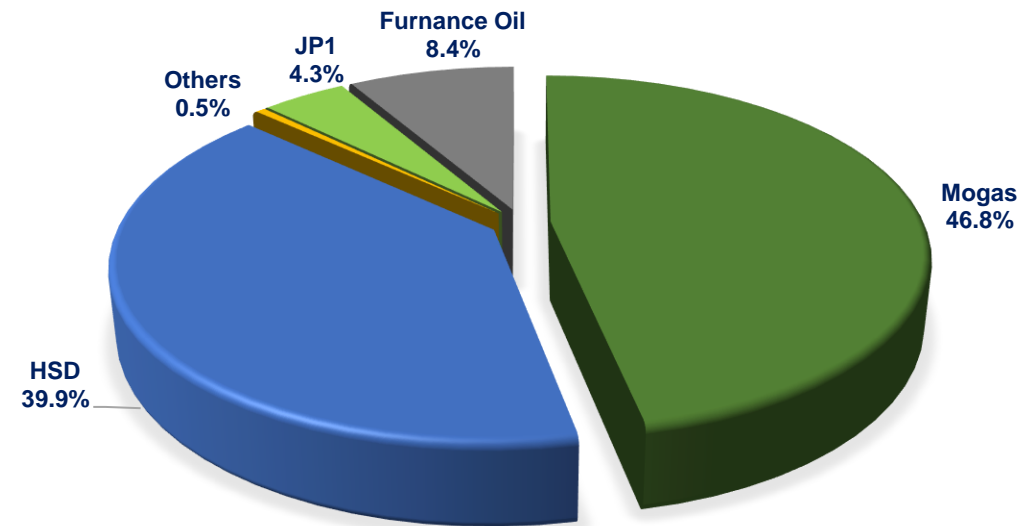
<u>Jul 24 – Mar 25</u>	<u>Jul 23 – Mar 24</u>
Avg: \$ 76.43 /bbl	Avg: \$ 85.03 /bbl



# Liquid Oil Consumption in Pakistan

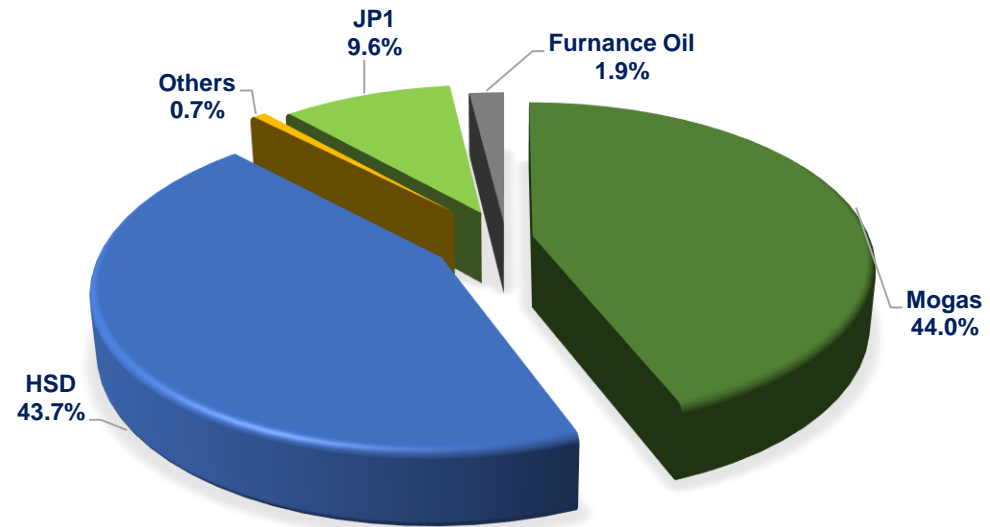


9MFY25

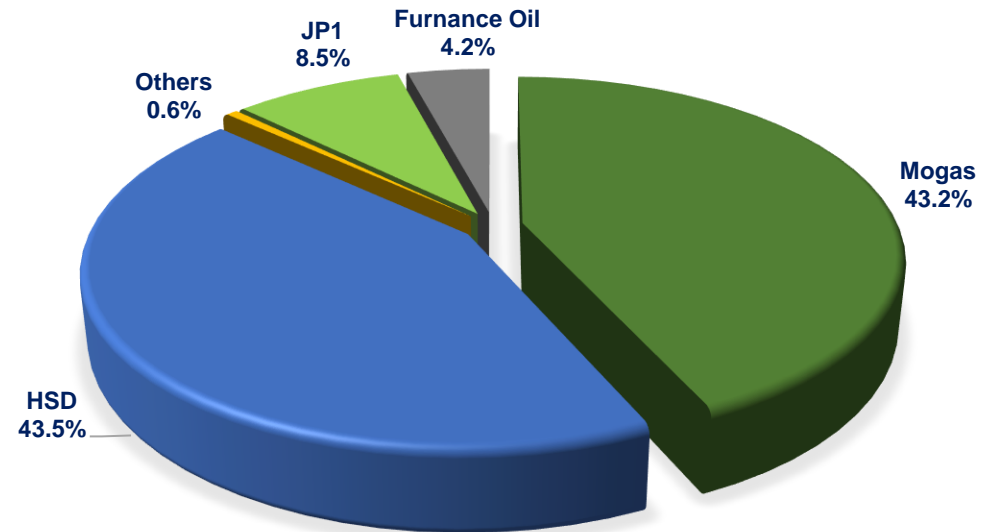


9MFY24

# Liquid Oil Consumption - PSO



9MFY25



9MFY24

# Supply Chain Improvements & growth of distribution network



Construction of 2 tanks of **25000 MT** at Faqirabad depot and **04 tanks** having cumulative capacity of **5300 MT** were rehabilitated at KTB, DLP and LMPA



Commissioned 67 New Retail Outlets

# Contribution to Society - Empowering Communities, Enriching Lives



CSR Of Approx. Rs. 334 Mn



Conducted a Tree Plantation Activity  
at Pipri Marshalling Yard



Nationwide Ration Drive During  
Ramzan



Celebrated the talents of differently-  
abled students at PSO House



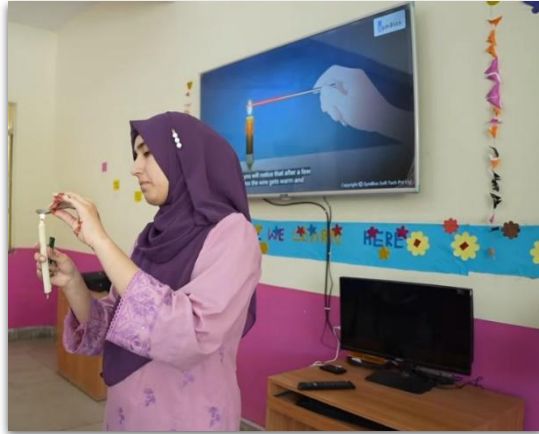
Supporting Medical Treatments of  
congenital heart disease, blood  
cancer, major thalassemia.



Providing Advanced Prosthetic Arms  
To 25 Individuals



# Contribution to Society - Empowering Communities, Enriching Lives



Set up 50 Smart Classrooms across 25 government schools



Sponsored a training center in Balochistan, offering free IT courses to 5,000 youth



Extended educational support to orphan girls, ensuring access to quality education and residence



Free healthcare dispensary and RO plant at PSO's Mehmoodkot Terminal



Tree plantation project at Lyari Expressway, planting 10,000 Trees



Supplying state-of-the-art medical equipment and ambulances for blood transport.

# Setting Excellence Benchmarks



**Gold Award in SAFA  
Best Presented Annual Report 2023**



**2nd Position (Fuel & Energy Sector)  
Best Corporate Report Award**



# Setting Excellence Benchmarks



1st Position (Oil & Gas Marketing Company)  
39th Corporate Excellence Awards



Silver Effies Awards  
Conquer with Carient Campaign

# Other Achievements



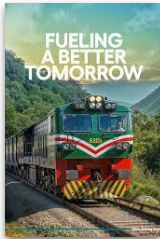
PSO Successfully secured win in the tender for operation, maintenance and management of Aviation Fueling facility at Multan & Faisalabad Airport for a period of 30 years lease



Achieved official membership of Joint Inspection Group (JIG), the global standard for aviation fuel operation



PSO signs collaboration agreement with HUBCO Green to install charging stations at multiple PSO locations across Pakistan



PSO partnered with Pakistan Railways for refueling services at 8 strategic locations



PSO launched and commissioned modern concept convenience stores (**VIBE**)



Deployed automated Sales Queue Management System at Keamari Terminal to optimize dispatch efficiency



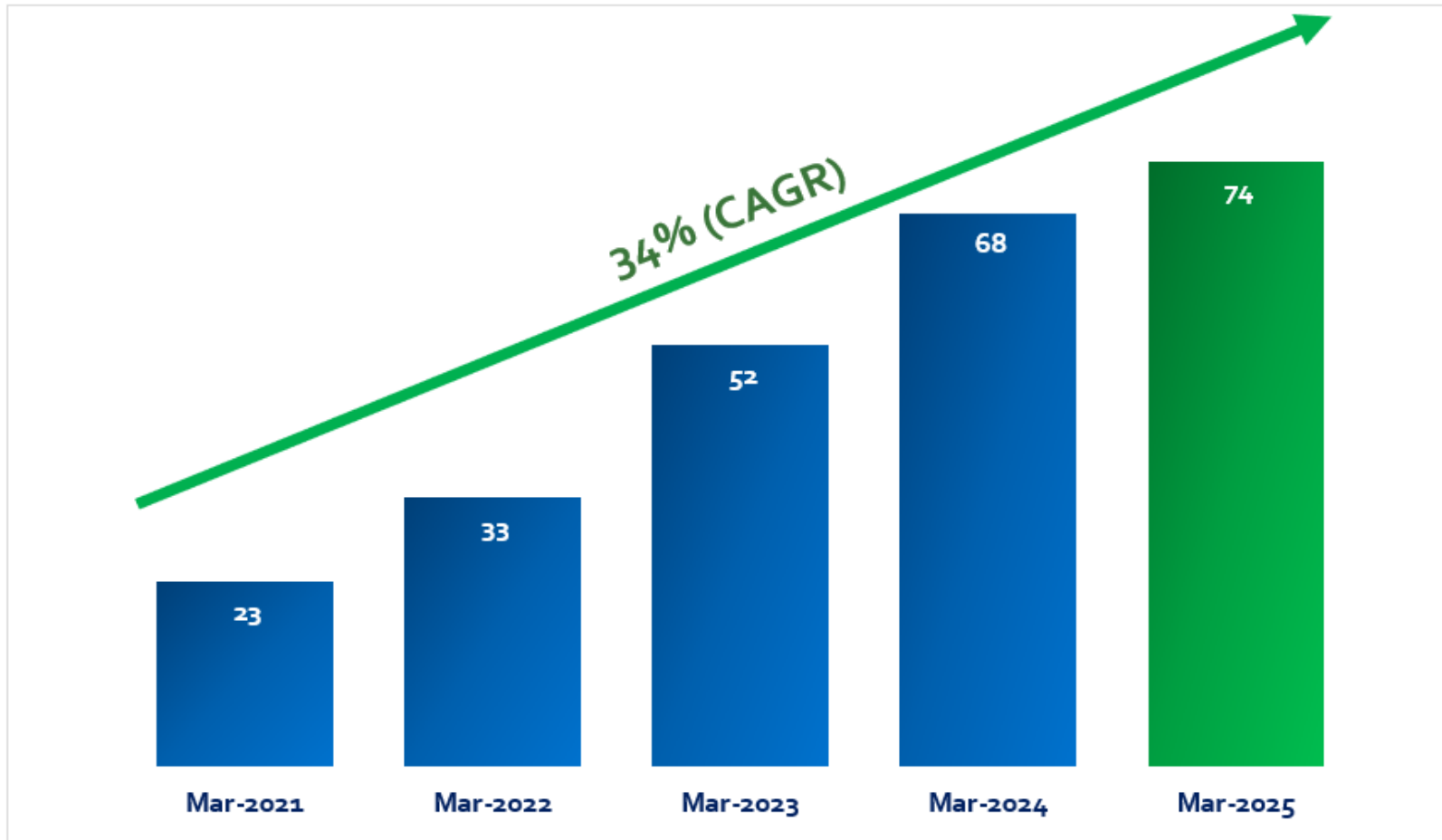
PSO executed new long-term agreement with **SOCAR** for the imports of liquid fuels under G-to-G arrangement

## **PSO's FINANCIAL HIGHLIGHTS**

# EBITDA excl. Uncontrollable factors



(Rs in billion)



# Financial Performance



(Rs in million)

	Jul - Mar 2025	Jul - Mar 2024
Gross sales	2,512,238	2,839,410
Net sales	2,336,552	2,670,758
Cost of goods sold	(2,263,259)	(2,590,864)
<b>Gross profit</b>	<b>73,293</b>	<b>79,894</b>
Admin & distribution expenses	(19,744)	(18,143)
Other expenses	(4,315)	(3,750)
Operating costs	(24,059)	(21,893)
<b>Operating Profit</b>	<b>49,234</b>	<b>58,001</b>
Other income	15,164	13,290
Finance cost	(26,864)	(40,408)
Share of Profit of associates	843	1,064
<b>Profit before taxation</b>	<b>38,376</b>	<b>31,946</b>
Taxation	(23,108)	(18,549)
<b>Profit after taxation</b>	<b>15,269</b>	<b>13,397</b>
<b>Earning per share (Rs.)</b>	<b>32.52</b>	<b>28.54</b>

# **GROUP'S FINANCIAL HIGHLIGHTS**



# Consolidated Financial Performance (July – March 2025)



(Rs in million)



# **FUTURE OUTLOOK**

# PSO leading the new era - creating shareholders value through our long-term strategic projects and plans.



Alternate fuels- Electric charging stations



PSO launches Innovative Blue LPG Initiative to Enhance Energy Access in Pakistan.



Rehab and development of new storages



Investment in Pakistan Refinery Limited for its expansion.



Automation & digitization at locations & retail outlets



Maintaining the market leadership in Jet Fuel



Business Process Re-engineering

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# THANK YOU

# Q&A