

**Pakistan State Oil Company Limited**  
PSO House, Khayaban-e-Iqbal, Clifton  
Karachi-75600, Pakistan.

**UAN:** (+92-21) 111-111-PSO (776)

**Ta'aluq Care Line:** 0800-03000

**Email:** taalug@psopk.com

**Fax:** (+92-21) 9920-3721

**Website:** www.psopk.com

# JOURNEYS BEYOND MEASURE

**REPORT FOR THE HALF YEAR ENDED  
DECEMBER 31, 2017**



Interflow



## COMPANY INFORMATION

### BOARD OF MANAGEMENT

Sheikh Imranul Haque  
(Managing Director & CEO)

Mr. Zahid Mir  
(Non-Executive Member)

Mr. Abdul Jabbar Memon  
(Non-Executive Member)

Mr. Muhammad Anwer  
(Non-Executive Member)

Mr. Sabino Sikandar Jalal  
(Non-Executive Member)

Mr. Yousaf Naseem Khokhar  
(Non-Executive Member)

Mr. Ahad Khan Cheema  
(Non-Executive Member)

Mr. Amjad Nazir  
(Independent Member)

Mr. M. A. Mannan  
(Independent Member)

### DEPUTY MANAGING DIRECTOR & CHIEF FINANCIAL OFFICER

Mr. Yacoob Suttar

### COMPANY SECRETARY

Mr. Rashid Umer Siddiqui

### AUDITORS

M/s. A. F. Ferguson & Co.  
Chartered Accountants

M/s. EY Ford Rhodes  
Chartered Accountants

### LEGAL ADVISOR

M/s. Orr, Dignam & Co.  
Advocates

### REGISTERED OFFICE

Pakistan State Oil Company Limited  
PSO House  
Khayaban-e-Iqbal, Clifton  
Karachi – 75600, Pakistan  
UAN: +92 21 111 111 PSO (776)  
Fax: +92 21 9920 3721  
Website: www.psopk.com

### SHARE REGISTRAR

THK Associates (Pvt.) Limited  
1st Floor, 40-C  
Block-6, P.E.C.H.S.  
Karachi – 75400  
P. O. Box 8533  
Tel.: +92 21 111 000 322  
Tel.: +92 21 3416 8266-68-70  
Fax: +92 21 3416 8271  
Email: secretariat@thk.com.pk

### BANKERS

Allied Bank Limited  
Askari Bank Limited  
Bank Alfalah Limited  
Bank Al-Habib Limited  
BankIslami Pakistan Limited  
Citibank N.A.  
Faysal Bank Limited  
Habib Bank Limited  
Habib Metropolitan Bank Limited  
MCB Bank Limited  
Meezan Bank Limited  
National Bank of Pakistan  
Samba Bank Limited  
Soneri Bank Limited  
Standard Chartered Bank  
(Pakistan) Limited  
United Bank Limited



# REVIEW REPORT

**A.F. Ferguson & Co.**  
**Chartered Accountants**  
**State Life Building No. 1-C**  
**I.I. Chundrigar Road**  
**Karachi**

**EY Ford Rhodes**  
**Chartered Accountants**  
**Progressive Plaza**  
**Beaumont Road**  
**Karachi**

## INDEPENDENT AUDITORS' REPORT TO THE MEMBERS ON REVIEW OF CONDENSED INTERIM FINANCIAL INFORMATION

### Introduction

We have reviewed the accompanying condensed interim balance sheet of Pakistan State Oil Company Limited (the Company) as at December 31, 2017 and the related condensed interim profit and loss account, condensed interim statement of comprehensive income, condensed interim statement of changes in equity and condensed interim statement of cash flows, together with the notes forming part thereof (here-in-after referred to as the "condensed interim financial information") for the half year then ended. Management is responsible for the preparation and presentation of this condensed interim financial information in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on this condensed interim financial information based on our review.

The figures of the condensed interim profit and loss account and condensed interim statement of comprehensive income for the quarters ended December 31, 2017 and 2016 have not been reviewed, as we are required to review only the cumulative figures for the half year ended December 31, 2017.

### Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying condensed interim financial information as of and for the half year ended December 31, 2017 is not prepared, in all material respects, in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting.

### Emphasis of matters

We draw attention to:

- Note 6.3 to the condensed interim financial information. The Company considers aggregate amount of Rs. 117,587 million (net of provision of Rs. 392.7 million); inclusive of Rs. 1,153 million received subsequent to the condensed interim

balance sheet date, due from power generation companies as good debt for the reasons given in the aforementioned note;

- Note 9.1 to the condensed interim financial information. The Company considers the aggregate amount of Rs. 9,269.5 million due from the Government of Pakistan as good debts for the reasons given in the aforementioned note;
- Note 11.1.1 to the condensed interim financial information regarding non-accrual of mark-up on delayed payments amounting to Rs. 8,267.19 million for the reasons given in the aforementioned note; and
- Note 11.1.2 to the condensed interim financial information regarding tax implication of Rs. 958.15 million on the Company for the assessment years 1996-97 and 1997-98 for which the order is awaited from Supreme Court of Pakistan.

Our conclusion is not qualified in respect of the aforementioned matters.



**A. F. Ferguson & Co.**  
**Chartered Accountants**

**Osama Kapadia**

Date: February 27, 2018

Place: Karachi



**EY Ford Rhodes**  
**Chartered Accountants**

**Shariq Ali Zaidi**



## REPORT TO SHAREHOLDERS



The Board of Management (BOM) of Pakistan State Oil Company Limited (PSOCL) has reviewed the performance of the Company for first half of the financial year 2017-18 (1HFY18) and is pleased to present its report thereon.

During 1HFY18, the market share of White Oil stood at 45.7% while market share of Black Oil dropped to 73% from 73.4% over Same Period Last Year (SPLY) and PSO's overall market share in liquid fuel market was 55% (1HFY17: 56%). The Company continued to deliver healthy volumes in all the businesses except Furnace Oil that declined due to shift of Power Plants to LNG starting November 2017. The shift is a positive game changer in the country energy mix.

	Volumetric Growth 1HFY2018 over SPLY	Volumes SPLY
HSD	9%	1,996 KMTs
MOGAS	18%	1,354 KMTs
JP-1	14%	269 KMTs
LPG	35%	11 KMTs
Lubricants	18%	15 KMTs
LNG	49%	77,316 MMBTU
FO	(14%)	3,678 KMTs

PSO imported 69% of industry imports while local Refinery upliftment improved to 39% (9% increase over SPLY). The first tank lorry to comply with OGRA & NHA standards was introduced. PSO is also the first OMC in Pakistan to launch a complete solution for card and account management via online console "Fuelink". The

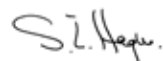
Company was also honored by the Project Management Institute, USA with 1st runner-up award for the project "Cards end to end system development and migration".

The Company has approached the relevant authorities on the matter of ban on development of outlets, inconsistent exchange rate for pricing of imported POL products, fuel adulteration, last day volume sales capping, delay in settlement of IFEM receivables since 2009, dumping at PSO's Retail outlets, increasing product volumes from across the border and reduced product supply committed in Product Review Meetings by other OMCs during expected price increase. While PSO is committed to run the business in a highly professional manner, these matters are of concern and are affecting ethical business practices and level playing field in the industry with now 22 OMCs. PSO is also facing challenges that are hindering its growth due to expectation that the Company will keep country's energy supply chain running when other OMCs reduce product availability.

The outstanding receivables challenge (inclusive of LPS) as of December 31, 2017 stood at Rs 313 billion (June 30, 2017: Rs 277 billion) against supplies to IPPs, GENCOs, PIA and SNGPL resulting in surge in borrowings to Rs 119 billion. The Management is continuously pursuing with MoE/MoF for early realization of outstanding dues and injection of funds. PSO received Rs 88.9 billion vs Furnace Oil supplies of Rs 115.6 billion during 1HFY18.

The Gross Profit of the Company increased by 5% to Rs 18.7 billion during 1HFY18 vs SPLY (volumetric increase of 8% despite reduction in Furnace Oil volumes). The Government of Pakistan had issued PIBs of Rs 46 billion to PSO in June 2013 as part of partial circular debt settlement. Maturity of these PIBs in July 2017 is the key driver for lower interest income (Rs 2.1 billion) and Profit after Tax (PAT) of Rs 8.5 billion in 1HFY18 vs Rs 10 billion during SPLY.

We express our sincere gratitude to all our stakeholders and shareholders for their contributions and support. We also take this opportunity to thank the Government of Pakistan, especially Ministry of Energy, Petroleum Division for their advice and guidance.

  
**Sheikh Imranul Haque**  
 Managing Director & CEO

  
**Zahid Mir**  
 Member - Board of Management

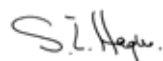
Karachi: February 21, 2018

**CONDENSED INTERIM BALANCE SHEET**

As at December 31, 2017

	Note	Un-Audited December 31, 2017	Audited June 30, 2017
<b>ASSETS</b>			
<b>(Rupees in '000)</b>			
<b>Non-current assets</b>			
Property, plant and equipment	5	7,167,661	6,944,509
Intangibles		20,933	29,409
Long - term investments		4,579,942	4,388,257
Long - term loans, advances and other receivables		426,743	411,777
Long - term deposits and prepayments		236,809	196,816
Deferred tax assets-net		12,360,688	11,912,602
		<b>24,792,776</b>	<b>23,883,370</b>
<b>Current assets</b>			
Stores, spares and loose tools		189,209	203,542
Stock-in-trade		58,427,490	66,333,048
Trade debts	6	247,639,062	212,619,281
Loans and advances	7	1,866,651	1,873,942
Short - term deposits and prepayments		1,548,754	5,583,577
Current maturity of long - term investments	8	-	43,954,641
Mark-up / interest receivable on investments		-	2,258,196
Other receivables	9	19,068,406	23,130,041
Taxation - net		7,962,761	8,472,290
Cash and bank balances		6,628,504	4,131,036
		<b>343,330,837</b>	<b>368,559,594</b>
Net assets in Bangladesh		-	-
<b>TOTAL ASSETS</b>		<b>368,123,613</b>	<b>392,442,964</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share capital		3,260,232	2,716,860
Reserves		103,956,560	100,132,742
		<b>107,216,792</b>	<b>102,849,602</b>
<b>Non-current liabilities</b>			
Retirement and other service benefits		3,262,007	8,089,633
<b>Current liabilities</b>			
Trade and other payables	10	137,723,297	149,247,461
Provisions		490,972	490,972
Accrued interest / mark-up		603,415	1,266,793
Short - term borrowings		118,827,130	130,498,503
		<b>257,644,814</b>	<b>281,503,729</b>
<b>Contingencies and commitments</b>			
	11		
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>368,123,613</b>	<b>392,442,964</b>

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.



**Sheikh Imranul Haque**  
Managing Director & CEO



**Zahid Mir**  
Member - Board of Management



**Yacoub Suttar**  
Chief Financial Officer

**CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UN-AUDITED)**

For the half year ended December 31, 2017

	Note	Half year ended		Quarter ended	
		December 31, 2017	December 31, 2016	December 31, 2017	December 31, 2016
<b>(Rupees in '000)</b>					
<b>Gross Sales</b>		<b>649,301,913</b>	<b>517,769,273</b>	<b>324,545,910</b>	<b>276,404,262</b>
Less:					
- Sales tax		(120,720,877)	(97,350,938)	(59,492,644)	(53,665,482)
- Inland Freight Equalization Margin		(10,227,860)	(9,080,886)	(5,344,964)	(4,903,215)
		<b>(130,948,737)</b>	<b>(106,431,824)</b>	<b>(64,837,608)</b>	<b>(58,568,697)</b>
Net sales		<b>518,353,176</b>	<b>411,337,449</b>	<b>259,708,302</b>	<b>217,835,565</b>
Cost of products sold		<b>(499,623,375)</b>	<b>(393,528,275)</b>	<b>(250,168,566)</b>	<b>(209,649,480)</b>
<b>Gross profit</b>		<b>18,729,801</b>	<b>17,809,174</b>	<b>9,539,736</b>	<b>8,186,085</b>
Other income		2,969,337	6,315,696	756,292	4,406,611
<b>Operating costs</b>					
Distribution and marketing expenses		(4,311,223)	(4,443,127)	(2,246,714)	(2,472,945)
Administrative expenses		(1,206,142)	(1,089,338)	(525,625)	(427,766)
Other expenses		(1,532,922)	(1,151,280)	(892,620)	(185,517)
		<b>(7,050,287)</b>	<b>(6,683,745)</b>	<b>(3,664,959)</b>	<b>(3,086,228)</b>
<b>Profit from operations</b>		<b>14,648,851</b>	<b>17,441,125</b>	<b>6,631,069</b>	<b>9,506,468</b>
Finance costs		(1,779,242)	(2,846,010)	(1,023,170)	(1,567,426)
Share of profit of associates - net of tax		210,554	366,278	52,595	236,254
<b>Profit before taxation</b>		<b>13,080,163</b>	<b>14,961,393</b>	<b>5,660,494</b>	<b>8,175,296</b>
<b>Taxation</b>					
- current		(4,810,956)	(5,223,208)	(2,159,474)	(2,560,050)
- prior		(167,301)	-	(167,301)	-
- deferred		420,155	276,987	158,945	24,107
		<b>(4,558,102)</b>	<b>(4,946,221)</b>	<b>(2,167,830)</b>	<b>(2,535,943)</b>
<b>Profit for the period</b>		<b>8,522,061</b>	<b>10,015,172</b>	<b>3,492,664</b>	<b>5,639,353</b>
<b>(Rupees in '000)</b>					
<b>Earnings per share - basic and diluted</b>	12	<b>26.14</b>	<b>30.72</b>	<b>10.71</b>	<b>17.30</b>

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.



**Sheikh Imranul Haque**  
Managing Director & CEO



**Zahid Mir**  
Member - Board of Management



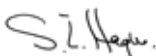
**Yacoub Suttar**  
Chief Financial Officer

## CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED)

For the half year ended December 31, 2017

	Half year ended		Quarter ended	
	December 31, 2017	December 31, 2016	December 31, 2017	December 31, 2016
	(Rupees in '000)			
Profit for the period	8,522,061	10,015,172	3,492,664	5,639,353
<b>Other comprehensive Income:</b>				
<b>Items that will not be reclassified subsequently to profit or loss:</b>				
Share of actuarial losses on remeasurement of staff retirement benefits of associates - net of tax	(8,374)	(22,525)	(8,261)	(304)
<b>Items that may be reclassified subsequently to profit or loss:</b>				
Share of unrealised (loss) / gain due to change in fair value of available-for-sale investments of associates - net of tax	(6,035)	7,100	(1,828)	6,003
Amortisation of unrealised gain due to reclassification of investments from available-for-sale to held-to-maturity	(93,104)	(938,598)	-	(463,774)
Less: Taxation thereon	27,931	290,966	-	143,771
	(65,173)	(647,632)	-	(320,003)
<b>Total comprehensive income for the period</b>	<b>8,442,479</b>	<b>9,352,115</b>	<b>3,482,575</b>	<b>5,325,049</b>

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.

  
**Sheikh Imranul Haque**  
 Managing Director & CEO

  
**Zahid Mir**  
 Member - Board of Management

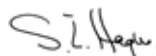
  
**Yacoob Suttar**  
 Chief Financial Officer

## CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY

For the half year ended December 31, 2017

	Share capital	Capital Reserves	Reserves					Total
		Surplus on vesting of net assets	Unrealised gain/(loss) on remeasurement of available-for-sale investment	Company's share of unrealised gain/(loss) on available-for-sale investment of associates	General reserve	un-appropriated profit	Sub-total	
								(Rupees in '000)
<b>Balance as at July 01, 2016 (Audited)</b>	2,716,860	3,373	1,332,637	1,745	25,282,373	62,244,337	88,864,465	91,581,325
<b>Total Comprehensive income for half year ended</b>								
Profit for the period	-	-	-	-	-	10,015,172	10,015,172	10,015,172
<b>Other comprehensive income</b>								
Amortisation of unrealised gain due to reclassification of investments from available-for-sale to held to maturity - net of tax	-	-	(647,632)	-	-	-	(647,632)	(647,632)
Share of unrealised gain due to change in fair value of available-for-sale investments of associates - net of tax	-	-	-	7,100	-	-	7,100	7,100
Share of actuarial loss on remeasurement of staff retirement benefits of an associate - net of tax	-	-	-	-	-	(22,525)	(22,525)	(22,525)
	-	-	(647,632)	7,100	-	(22,525)	(663,057)	(663,057)
<b>Transaction with the owners</b>								
Final dividend for the year ended June 30, 2016 @ Rs. 7.5 per share	-	-	-	-	-	(2,037,645)	(2,037,645)	(2,037,645)
<b>Balance as at December 31, 2016 (Unaudited)</b>	<b>2,716,860</b>	<b>3,373</b>	<b>685,005</b>	<b>8,845</b>	<b>25,282,373</b>	<b>70,199,339</b>	<b>96,178,935</b>	<b>98,895,795</b>
<b>Balance as at July 01, 2017 (Audited)</b>	2,716,860	3,373	65,173	(905)	25,282,373	74,782,728	100,132,742	102,849,602
<b>Total Comprehensive income for half year ended</b>								
Profit for the period	-	-	-	-	-	8,522,061	8,522,061	8,522,061
<b>Other comprehensive income</b>								
Amortisation of unrealised gain due to reclassification of investments from available-for-sale to held-to-maturity - net of tax	-	-	(65,173)	-	-	-	(65,173)	(65,173)
Share of unrealised loss due to change in fair value of available-for-sale investments of associates - net of tax	-	-	-	(6,035)	-	-	(6,035)	(6,035)
Share of actuarial loss on remeasurement of staff retirement benefits of associate - net of tax	-	-	-	-	-	(8,374)	(8,374)	(8,374)
	-	-	(65,173)	(6,035)	-	(8,374)	(79,582)	(79,582)
<b>Transactions with the owners</b>								
Final dividend for the year ended June 30, 2017 @ Rs. 15 per share	-	-	-	-	-	(4,075,289)	(4,075,289)	(4,075,289)
Bonus shares issued for the year ended June 30, 2017 @ 20%	543,372	-	-	-	-	(543,372)	(543,372)	-
<b>Balance as at December 31, 2017 (Unaudited)</b>	<b>3,260,232</b>	<b>3,373</b>	<b>-</b>	<b>(6,940)</b>	<b>25,282,373</b>	<b>78,677,754</b>	<b>103,956,560</b>	<b>107,216,792</b>

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.

  
**Sheikh Imranul Haque**  
 Managing Director & CEO

  
**Zahid Mir**  
 Member - Board of Management

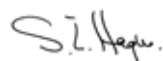
  
**Yacoob Suttar**  
 Chief Financial Officer


**CONDENSED INTERIM CASH FLOW STATEMENT (UN-AUDITED)**

For the half year ended December 31, 2017

		Half year ended	
		December 31, 2017	December 31, 2016
Note		(Rupees in '000)	
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash used in operations	13	(13,715,681)	(9,988,595)
Long-term loans, advances and other receivables		(14,966)	8,622
Long-term deposits and prepayments		(39,993)	(16,768)
Taxes paid		(4,468,728)	(4,872,591)
Finance cost paid		(2,289,622)	(2,615,769)
Retirement and other service benefits paid		(5,493,975)	(546,342)
<b>Net cash used in operating activities</b>		<b>(26,022,965)</b>	<b>(18,031,443)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Purchase of			
- property, plant and equipment		(748,730)	(482,497)
- intangibles		(691)	(4,037)
Proceeds from disposal of operating assets		15,646	9,470
Interest income received on Pakistan Investment Bonds		2,520,616	2,520,616
Proceeds from redemption of Pakistan Investment Bonds		43,836,800	-
Dividends received		245,162	237,232
<b>Net cash generated from investing activities</b>		<b>45,868,803</b>	<b>2,280,784</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Short-term borrowings obtained - net		19,758,415	8,379,499
Dividends paid		(5,676,997)	(2,056,839)
<b>Net cash generated from financing activities</b>		<b>14,081,418</b>	<b>6,322,660</b>
<b>Net increase / (decrease) in cash and cash equivalents</b>		<b>33,927,256</b>	<b>(9,427,999)</b>
Cash and cash equivalents at beginning of the period		(41,502,241)	(30,273,825)
<b>Cash and cash equivalents at end of the period</b>	14	<b>(7,574,985)</b>	<b>(39,701,824)</b>

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.


**Sheikh Imranul Haque**  
 Managing Director & CEO


**Zahid Mir**  
 Member - Board of Management


**Yacoob Suttar**  
 Chief Financial Officer
**NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION (UN-AUDITED)**

For the half year ended December 31, 2017

**1. Legal status and nature of business**

- 1.1 Pakistan State Oil Company Limited ("the Company") is a public company incorporated in Pakistan in 1976 and is listed on the Pakistan Stock Exchange Limited. The registered office of the Company is located at PSO House, Khayaban-e-Iqbal, Clifton, Karachi. The principal activities of the Company are procurement, storage and marketing of petroleum and related products. It also blends and markets various kinds of lubricating oils.
- 1.2 The Board of Management - Oil (the Board) nominated by the Federal Government under Section 7 of the Marketing of Petroleum Products (Federal Control) Act, 1974 ("the Act") manages the affairs of the Company. The provisions of the Act shall have effect notwithstanding anything contained in the Companies Act, 2017 (previously repealed Companies Ordinance, 1984) or any other law for the time being in force or any agreement, contract, Memorandum or Articles of Association of the Company.

**2. Statement of compliance**

During the period, the Companies Act, 2017 (the Act) has been promulgated, however, the Securities and Exchange Commission of Pakistan (SECP) vide its Circular 23/2017 dated October 4, 2017 has notified that companies whose financial year closes on or before December 31, 2017 shall prepare their financial statements in accordance with provisions of the repealed Companies Ordinance, 1984. Further, the Institute of Chartered Accountants of Pakistan (ICAP) through its Circular no. 17/2017 dated October 6, 2017 has clarified that companies shall prepare their interim financial statements in accordance with provisions of the repealed Companies Ordinance, 1984 for the period ending on or before December 31, 2017. Accordingly, this condensed interim financial information of the Company for the half year ended December 31, 2017 has been prepared in accordance with the requirements of the International Accounting Standard (IAS) - 34 "Interim Financial Reporting" and provisions of and directives issued under the repealed Companies Ordinance, 1984. In case requirements differ, the provisions of or directives under the repealed Companies Ordinance, 1984 shall prevail.

**3. Basis of preparation**

- 3.1 This condensed interim financial information does not include all the information and disclosures required in annual financial statements and should be read in conjunction with the annual audited financial statements of the Company for the year ended June 30, 2017. This condensed interim financial information is unaudited, however, has been subjected to limited scope review by the auditors and is being submitted to the shareholders as required by the listing regulation of Pakistan Stock Exchange Limited and Section 237 of the Companies Act, 2017.
- 3.2 The figures of the condensed interim profit and loss account and condensed interim statement of comprehensive income for the quarters ended December 31, 2017 and December 31, 2016 and notes forming part thereof have not been reviewed by the auditors of the Company, as they have reviewed the cumulative figures for the half year ended December 31, 2017 and December 31, 2016.

**NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION (UN-AUDITED)**  
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3.3 In June 2011, the SECP on receiving representations from some of entities covered under Benazir Employees' Stock Option Scheme (the Scheme) and after having consulted the ICAP, granted exemption to such entities from the application of International Financial Reporting Standard (IFRS) 2 "Share-based Payment" to the Scheme. There has been no change in the status of the Scheme as stated in note 2.6 to the annual audited financial statements of the Company for the year ended June 30, 2017.

**3.4 Standards, interpretations and amendments to published approved accounting standards that became effective during the period**

A number of new or amended standards became applicable for the financial year beginning on July 1, 2017. These are considered not to be relevant or to have any significant effect on the Company's financial reporting and operations and are, therefore, not disclosed in this condensed interim financial information, except for amendments to International Accounting Standards IAS-7 'Statement of Cash flow on disclosure initiatives', which introduces an additional disclosure that will enable users of financial statements to evaluate changes in liabilities arising from financing activities. The amendment will have an impact on Company's financial statements to the extent of disclosure requirements.

3.5 The preparation of this condensed interim financial information, in conformity with approved accounting standards requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Company's accounting policies. Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectation of future events that are believed to be reasonable under the circumstances. Actual results may differ from the estimates.

During the preparation of this condensed interim financial information, changes in the significant judgements made by management in applying the Company's accounting policies and the key sources of estimation and uncertainty from those that were applied to the annual audited financial statements of the Company for the year ended June 30, 2017 do not have any material impact.

3.6 This condensed interim financial information is presented in Pakistan Rupees which is also the Company's functional currency and all financial information presented has been rounded off to the nearest thousand rupees unless otherwise stated.

**4. Accounting policies**

The accounting policies and method of computation adopted for the preparation of this condensed interim financial information are the same as those applied in the preparation of the Company's annual audited financial statements for the year ended June 30, 2017.

The Company follows the practice to conduct actuarial valuation annually at the year end. Hence, the impact of remeasurement of post-employment benefit plans has not been incorporated in this condensed interim financial information.

**5. Property, plant and equipment**

5.1 Additions and disposals to operating assets during the period are as follows:

	Additions (at cost)		Disposals (at net book value)	
	December 31, 2017	December 31, 2016	December 31, 2017	December 31, 2016
	(Un-audited)		(Un-audited)	
	(Rupees in '000)			
Freehold land	-	9,019	6,289	-
Buildings on freehold land	53,873	119,988	-	-
Buildings on leasehold land	10,461	36,137	-	-
Tanks and pipelines	136,840	107,340	-	-
Service and filling stations	290,810	190,998	2,353	1,103
Plant and machinery	42,384	192,537	-	1,315
Furniture and fittings	18,497	8,174	3	102
Vehicles and other rolling stock	80,703	82,052	178	5,400
Office equipment	33,411	67,782	14	6
Railway sidings	44,346	-	-	-
Gas cylinders / regulators	23,910	22,375	-	-
	<u>735,235</u>	<u>836,402</u>	<u>8,837</u>	<u>7,926</u>

5.2 The above disposals represented assets costing Rs. 44,649 thousand (December 31, 2016: Rs.72,267 thousand) and were disposed off for Rs.15,646 thousand (December 31, 2016: Rs. 9,470 thousand).

5.3 Includes operating assets amounting to Rs. 241,602 thousand (June 30, 2017: Rs. 251,366 thousand) in respect of Company's share in joint operations.

5.4 Includes capital work-in-progress amounting to Rs. 613,213 thousand (June 30, 2017: Rs. 444,625 thousand) in respect of Company's share in joint operations.

	Note	Un-audited	Audited
		December 31, 2017	June 30, 2017
		(Rupees in '000)	
<b>6. Trade debts</b>			
<b>Considered good</b>			
<i>Due from Government agencies and autonomous bodies</i>			
- Secured	6.1	86,687	41,792
- Unsecured	6.2 & 6.3	147,790,483	144,216,774
		<u>147,877,170</u>	144,258,566
<i>Due from other customers</i>			
- Secured	6.1	3,062,550	2,277,525
- Unsecured	6.2 & 6.3	96,699,342	66,083,190
		<u>99,761,892</u>	68,360,715
		<u>247,639,062</u>	212,619,281
<b>Considered doubtful</b>		<u>4,061,352</u>	4,201,355
Trade debts - gross		<u>251,700,414</u>	216,820,636
Less: Provision for impairment	6.2, 6.3 & 6.4	<u>(4,061,352)</u>	(4,201,355)
Trade debts - net		<u>247,639,062</u>	212,619,281



**NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION (UN-AUDITED)**  
For the half year ended December 31, 2017

- 6.1 These debts are secured by way of bank guarantees and security deposits.
- 6.2 Includes Rs. 149,435,132 thousand (June 30, 2017: Rs. 164,015,978 thousand) due from related parties, against which provision for impairment of Rs. 2,374,271 thousand (June 30, 2017: Rs. 2,531,218 thousand) has been recognised.
- 6.3 Included in trade debts is an aggregate amount of Rs. 203,062,705 thousand (June 30, 2017: Rs.176,119,670 thousand) due from GENCO Holding Company Limited (GHC) (formerly Water and Power Development Authority (WAPDA)) , Hub Power Company Limited (HUBCO) and Kot Addu Power Company Limited (KAPCO), as at December 31, 2017. These include overdue debts of Rs. 117,204,382 thousand (June 30, 2017: Rs.105,001,399 thousand), Rs. 55,945,362 thousand (June 30, 2017: Rs. 38,755,969 thousand) and Rs. 25,085,376 thousand (June 30, 2017: Rs. 16,899,845 thousand) from GHC (formerly WAPDA), HUBCO and KAPCO, respectively, based on the agreed credit terms.

However, based on the Company's provisioning policy, receivables of Rs. 65,815,670 thousand (June 30, 2017: Rs. 84,966,897 thousand), Rs. 37,493,925 thousand (June 30, 2017: Rs. 27,056,772 thousand ) and Rs. 14,670,356 thousand (June 30, 2017: 13,671,975 thousand) from GHC (formerly WAPDA), HUBCO and KAPCO respectively, are past due out of the aforementioned overdue balances. The Company carries a specific provision of Rs. 392,741 thousand ( June 30, 2017: Rs. 515,080 thousand) against these debts and did not consider the remaining aggregate past due balance as at December 31, 2017 of Rs. 117,587,210 thousand (against which subsequent receipts of Rs. 350,000 thousand from GHC (formerly WAPDA) and Rs. 803,000 thousand from HUBCO have been received), as doubtful, as the Company based on measures undertaken by the Government of Pakistan (GoP) is confident that the aforementioned debts will be received in due course of time.

Further, as at December 31, 2017 against the remaining trade debts aggregating Rs. 8,714,993 thousand (June 30, 2017: Rs. 8,772,639 thousand), which were past due, the Company carries a provision of Rs. 3,668,611 thousand (June 30, 2017: Rs. 3,686,275 thousand). The impaired debts relate to various customers which are facing difficult economic conditions.

Based on the past experience, past track record and recoveries, the Company believes that the above past due trade debts do not require any additional provision for impairment except as provided in this condensed interim financial information.

- 6.4 The movement in provision during the period / year is as follows:

	Un-audited	Audited
	December 31, 2017	June 30, 2017
	(Rupees in '000)	
Balance at beginning of the period / year	4,201,355	4,598,671
Add: Provision recognised during the period / year	58,663	45,972
Less: Reversal due to recoveries during the period / year	(198,666)	(443,288)
	(140,003)	(397,316)
Balance at the end of the period / year	4,061,352	4,201,355

## 7. Loans and advances

Includes advance of Rs.1,680,000 thousand paid against purchase of 84 million right shares of Pakistan Refinery Limited (PRL) at the rate of Rs. 20 per share from Shell Petroleum Company Limited (Shell). These shares comprise of 26.66% shareholding of PRL and have been agreed to be purchased in accordance with the Share Purchase Agreement (SPA) dated June 16, 2015 entered into between the Company and Shell. In accordance with the SPA, the Company paid Rs. 840,000 thousand to PRL on June 16, 2015 as advance consideration to Shell at the face value of Rs.10 per share and deposited the remaining amount of Rs. 840,000 thousand in the 'Escrow Account' maintained with Standard Chartered Bank (Pakistan) Limited (SCB). Currently, these 84 million shares have also been issued in the name of Shell and placed in Escrow Account with SCB in accordance with the terms of SPA.

The Competition Commission of Pakistan (CCP), vide its order dated March 1, 2016, provided unconditional approval for the acquisition of 63 million shares. However, the acquisition of 21 million shares (out of the 84 million shares) has been made subject to the final decision of Honourable High Court of Sindh.

## 8. Current maturity of long - term investments

During the period, Pakistan Investment Bonds (PIBs) carried at amortised cost of Rs. 43,954,641 thousand matured on July 19, 2017.

## 9. Other receivables

- 9.1 Included in other receivables is long outstanding aggregate amount due from GoP on account of the following receivables, as more fully explained in note 15 to the annual audited financial statements for the year ended June 30, 2017:

Note	Un-audited	Audited
	December 31, 2017	June 30, 2017
	(Rupees in '000)	
<b>Price differential claims:</b>		
- on imports (net of related liabilities) of motor gasoline		
- on High Speed Diesel	1,350,961	1,350,961
- on account of supply of Furnace Oil to K-Electric Limited at Natural Gas prices	602,603	602,603
Water and Power Development Authority (WAPDA) / (GHC) Receivables	3,908,581	3,908,581
	3,407,357	3,407,357
	9,269,502	9,269,502

During the period, there has been no significant change in the status of the abovementioned claims except for PDC on High Speed Diesel. The Company is fully confident of recoveries against these receivables and is actively pursuing these receivables / matters with the GoP through concerned / relevant ministries.

## **9.2 PDC relating to certain HSD products**

This represents the balance of PDC due from GoP. These claims have arisen on instructions of MoP&NR for keeping the consumer prices of HSD products stable.

The GoP vide letter No. 2(5)/2008-BR-1/398 dated April 25, 2012 directed the Company to adjust an amount of Rs. 514,600 thousand against dividends payable to GoP. Accordingly, the Company adjusted entire amount of Rs. 514,600 thousand out of dividends paid subsequent to that direction.

The Company wrote a letter dated January 26, 2015 to Directorate General (Oil) MoP&NR, requesting for the inclusion of said claim in the Federal Budget 2015-16, however, the said claim was not included in Federal Budget 2015-16. Further, in response to confirmation request sent by the Company, MoP&NR vide its letter dated August 18, 2015 informed that the said claim will be processed after completion of a special audit.

During last year, the Company continuously followed up with MoP&NR and MoF through various letters for early settlement of the claim. MoP&NR through its letter dated March 31, 2017 communicated the directives of DAC meeting dated March 2, 2017 wherein the DAC had advised MoP&NR to provide decision against the summary dated October 9, 2004 submitted by MoP&NR for approval of the Prime Minister, based on which Finance Division had released / approved the above PDC. During the period, MoF issued letter dated August 9, 2017 through which it communicated certain reservations in respect of which relevant clarifications were duly provided by the Company. The Company will continue to pursue the matter with MoP&NR once this claim is cleared by the DAC.

- 9.3 Includes receivable of Rs. 25,866 thousand (June 30, 2017: Rs. 23,429 thousand) on account of facility charges due from Asia Petroleum Limited (a related party).
- 9.4 As at December 31, 2017, receivables aggregating to Rs. 1,962,060 thousand (June 30, 2017: Rs. 2,007,989 thousand) were deemed to be impaired and hence have been provided for.
- 9.5 Includes unfavourable exchange differences of Rs. 1,436,724 thousand (June 30, 2017: Nil) arising on foreign currency borrowings (FE-25), obtained under the directives of Ministry of Finance - GoP (MoF-GoP). These exchange differences are to be settled in accordance with clarifications / instructions from MoF-GoP.

## **10. Trade and other payables**

- 10.1 Includes Rs. 29,236,382 thousand (June 30, 2017 : Rs. 26,649,133 thousand) due to various related parties.
- 10.2 Includes favourable exchange differences of Nil (June 30, 2017: Rs. 2,353,884 thousand) arising on foreign currency borrowings (FE-25), obtained under the directives of Ministry of Finance - GoP (MoF-GoP). These exchange differences are to be settled in accordance with clarifications / instructions from MoF-GoP.

## **11. Contingencies and commitments**

### **11.1 Contingencies**

The company has contingent liabilities in respect of legal claims in the ordinary course of business.

11.1.1 Claims against the Company not acknowledged as debts amounts to Rs. 12,785,471 thousand (June 30, 2017: Rs. 16,848,062 thousand) other than as mentioned in note 11.1.8 to this condensed interim financial information. This includes claim amounting to Rs. 8,267,191 thousand (June 30, 2017: Rs. 8,400,460 thousand) in respect of delayed payment charges on the understanding that these will be payable only when the Company will fully realize delayed payment charges due from its customers, which is more than the aforementioned amount. Charges claimed by the Company against delayed payments by the customers, due to circular debt situation, are recognised on receipt basis as the ultimate outcome of the matter and amount of settlement cannot be presently determined.

11.1.2 In the assessment years 1996-97 and 1997-98, the taxation authorities applied presumptive tax on the Company to the value of petroleum products imported by the Company on behalf of the GoP by treating the Company as the importer of such products. The Income Tax Appellate Tribunal (ITAT) cancelled the order of the assessing officer, and as a consequence of the order of the ITAT, an amount of Rs. 958,152 thousand became refundable to the Company, which was adjusted against the tax liability of the subsequent years. The department had filed an appeal with the High Court of Sindh against the aforesaid decision of the ITAT, which was adjudicated against the Company. The Company filed petition for leave to appeal with the Supreme Court of Pakistan against the aforementioned decision, which was granted by the Supreme Court of Pakistan through its order dated March 7, 2007 and the Supreme Court also suspended the operation of the impugned judgment of the High Court of Sindh. Subsequent to period ended on January 03, 2018, the Honourable Supreme Court of Pakistan has orally announced in an open court that the subject appeal was allowed for detailed reason to be later recorded in writing. The fact has also been confirmed by the Company's legal counsel. Accordingly, no provision has been made for the said matters in this condensed interim financial information.

11.1.3 The taxation officer passed assessment orders in respect of tax years 2004 to 2008 and made certain disallowances and additions resulting in an additional tax demand of Rs. 1,733,038 thousand. These orders were later rectified and amended to Rs. 964,037 thousand. Currently, the appeals against tax years 2005, 2006 and 2007 are pending before Appellate Tribunal Inland Revenue (ATIR) and for the tax year 2008 appeal is pending before Honorable Sindh High Court. During the period, ATIR has passed an order in respect of Tax Year 2004 which is mostly in favour of Company and the Company has obtained its effect from Tax authorities after which the amended demand has been further reduced to Rs. 783,014 thousand. Based on views of the tax advisors, the management believes that the matters will ultimately be decided in the favour of the Company. Accordingly, no provision has been made for the said matters in this condensed interim financial information.

11.1.4 ACIR through his orders made certain additions and disallowances in respect of tax year 2014 and 2015 thereby creating tax demand of Rs. 35,992,978 thousand. The orders were later rectified and amended to Rs. 3,619,899 thousand. Further, through computerized balloting, the Company was selected for Audit of tax year 2014 by Federal Board of Revenue (FBR) and another demand of Rs. 53,023 thousand was created by FBR during the year for tax year 2014. The Company has filed appeals against these orders before the CIR (A) which are pending for hearing. During the period, audit case for Tax Year 2014 has been remanded back to assessing officer for verification and effect. Based on the views of tax advisors of the Company, the management believes that the matters will ultimately be decided in the favour of the Company. Accordingly, no provision has been made in this condensed interim financial information.

**NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION (UN-AUDITED)**  
For the half year ended December 31, 2017

11.1.5 A sales tax order dated October 27, 2014 regarding alleged non charging of sales tax on supply of fuel to International Airlines for the year 2014 was raised by the DCIR, FBR. Under the said order, the DCIR imposed a sales tax demand of Rs. 6,243,369 thousand alongwith default surcharge of Rs. 1,375,082 thousand and a penalty of Rs. 312,168 thousand. The Company based on the advice of its tax consultants believe that it has correctly treated the aforesaid supplies as being 'zero' rated. Accordingly, the Company filed suits against the said order for the year 2014 before the Honourable High Court of Sindh which has provided stay order in respect of this demand and restrained the tax authorities from taking any adverse action against the Company. The Company has also filed an appeal against the said order before the CIR (A) which was decided against the Company in decision dated June 29, 2017, received on December 5, 2017. The Company is in the process of filing appeal in ATIR against the order of CIR(A). Further, during the period, a show-cause notice dated November 17, 2017 amounting to Rs.4,858,000 thousand was raised by DCIR on similar issue of non-charging of sales tax on supply of fuel to foreign going airlines for the year 2014-15 and subsequent to period ended, the Company has obtained stay order in this respect from Honourable High Court of Sindh. Based on the views of tax advisors of the Company, the management believes that the matter will ultimately be decided in the Company's favour. Accordingly, no provision has been made in this condensed interim financial information.

11.1.6 The Government of Sindh through Sindh Finance Act, 1994 imposed infrastructure fee for development and maintenance of infrastructure on goods entering or leaving the Province through air or sea at prescribed rates. The Company is contesting the levy along with other companies in the High Court of Sindh. Through the interim order passed on May 31, 2011 the High Court has ordered that for every consignment cleared after December 28, 2006, 50% of the value of infrastructure fee should be paid in cash and a bank guarantee for the remaining amount should be submitted until the final order is passed. On the directive of the Directorate of Excise and Taxation (Taxes-II), up to December 31, 2017, the management has deposited Rs. 87,281 thousand in cash and provided bank guarantee amounting to Rs. 87,281 thousand with the Excise and Taxation Department. Based on the views of its legal advisor, the management believes that the matter will ultimately be decided in the Company's favour. Total amount of possible obligation, if any, cannot be determined with sufficient reliability. Accordingly, no provision has been made against infrastructure fee in this condensed interim financial information.

11.1.7 There is no significant change in the status of the tax contingencies as disclosed in notes 24.1.4, 24.1.5, 24.1.7 to 24.1.10, 24.1.12 to 24.1.14, 24.1.16 and 24.1.17 to the annual audited financial statement for the year ended June 30, 2017. These contingencies pertain to income tax and sales tax audit, exempt / zero rated supplies to international Airlines and customers in Afghanistan, disallowance of input sales tax, additional tax on delayed payments and alleged demand in respect of property tax and stamp duty which are pending adjudication at various forums.

11.1.8 As at December 31, 2017 certain legal cases amounting to Rs. 4,381,020 thousand (June 30, 2017: Rs. 3,472,044 thousand) had been filed against the Company. However, based on advice of legal advisors of the Company, the management believes that the outcome of these cases would be decided in Company's favour. Accordingly, no provision has been made in this condensed interim financial information.

Un-audited	Audited
December 31, 2017	June 30, 2017
(Rupees in '000)	

## 11.2 Commitments

11.2.1 Commitments in respect of capital expenditure contracted for but not yet incurred are as follows:

- Property, plant and equipment	948,229	1,207,567
- Intangibles	15,159	16,660
	<u>963,388</u>	<u>1,224,227</u>

11.2.2 Letters of credit 6,157,635 27,007,387

11.2.3 Bank Guarantees 1,265,881 1,637,559

11.2.4 Standby Letters of credit 10,719,590 18,169,706

11.2.5 Post-dated cheques 6,616,000 5,700,000

## 12. Earnings per share

### 12.1 Basic

	Un-audited Half year ended		Un-audited Quarter ended	
	December 31, 2017	December 31, 2016	December 31, 2017	December 31, 2016
Profit for the period attributable to ordinary shareholders (Rs. in '000)	<u>8,522,061</u>	<u>10,015,172</u>	<u>3,492,664</u>	<u>5,639,353</u>
Weighted average number of ordinary shares in issue during the period (number of shares)	<u>326,023,127</u>	<u>326,023,127</u>	<u>326,023,127</u>	<u>326,023,127</u>
	----- (Rupees) -----		----- (Rupees) -----	
	(Restated)		(Restated)	
Earnings per share - basic and diluted	<u>26.14</u>	<u>30.72</u>	<u>10.71</u>	<u>17.30</u>

12.2 During the period, the Company has issued 20% bonus shares (i.e. one for every five ordinary shares held), which has resulted in restatement of basic and diluted earnings per share for quarter and half year ended December 31, 2016.

### 12.3 Diluted

There is no dilutive effect on the basic earnings per share of the Company as there are no convertible potential ordinary shares in issue as at December 31, 2017.

## NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION (UN-AUDITED)

For the half year ended December 31, 2017

### 13. Cash used in operations

Note	Un-audited Half year ended	
	December 31, 2017	December 31, 2016
	(Rupees in '000)	
<b>Profit before taxation</b>	<b>13,080,163</b>	14,961,393
Depreciation	516,742	508,643
Amortisation	9,167	13,256
Mark-up / interest on investments - net of amortisation	(237,682)	(2,291,433)
(Reversal of provision) / Provision against doubtful trade debts	(140,004)	272,176
Reversal of provision for other receivables	(45,928)	(264,422)
Reversal of provision for custom duty	-	(177,540)
Retirement and other services benefits accrued	666,349	632,564
Gain on disposal of operating assets	(6,809)	(1,544)
Share of profit from associates - net of tax	(210,554)	(366,278)
Dividend income	(240,702)	(208,979)
Finance costs	1,779,242	2,846,010
	<b>2,089,821</b>	962,453
Working capital changes	13.1 (28,885,665)	(25,912,441)
	<b>(13,715,681)</b>	(9,988,595)

### 13.1 Working capital changes

(Increase) / decrease in current assets:		
- Stores, spares and loose tools	14,333	(19,482)
- Stock-in-trade	7,905,558	(13,225,713)
- Trade debts	(34,879,778)	(19,598,633)
- Loans and advances	7,291	27,560
- Deposits and short-term prepayments	4,034,823	1,964,437
- Other receivables	4,107,563	8,195,336
Decrease in current liabilities:		
- Trade and other payables	(10,075,455)	(3,255,946)
	<b>(28,885,665)</b>	(25,912,441)

### 14. Cash and cash equivalents

Cash and cash equivalents comprise following items in the condensed interim balance sheet:

Cash and bank balances	6,628,504	3,624,376
Short - term borrowings (finances under mark-up arrangements)	(14,203,489)	(43,326,200)
	<b>(7,574,985)</b>	(39,701,824)

### 15. Fair value of financial assets and liabilities

- 15.1 Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable willing parties in an arm's length transaction. The carrying values of all financial assets and liabilities reflected in this condensed interim financial information approximate their fair values except for investment in Pak-Arab Pipeline Company Limited held at cost as its fair value cannot be reasonably determined. However, the management believes that its fair value is more than its carrying value.

### 16. Transactions with related parties

- 16.1 Related parties comprise associated companies, retirement benefit funds, state owned / controlled entities, common directorship companies, GoP and its related entities and key management personnel. Details of transactions with the related parties during the period, other than those disclosed elsewhere in this condensed interim financial information, are as follows:

Name of the related party and relationship with the Company	Nature of transactions	Un-audited Half year ended	
		December 31, 2017	December 31, 2016
		(Rupees in '000)	
<b>Associates</b>			
- Pakistan Refinery Limited	Purchases	21,179,252	18,046,391
	Dividend received	-	21,971
	Income facility charges	470	142
- Pak Grease Manufacturing Company (Private) Limited	Purchases	50,573	47,979
	Dividend Received	4,460	6,518
- Asia Petroleum Limited	Income facility charges	77,186	80,590
	Pipeline charges	833,604	870,370
<b>Retirement benefit funds</b>			
- Pension Funds	Charge for the period	376,415	317,746
	Contributions	4,586,053	390,815
- Gratuity Fund	Charge for the period	135,893	119,606
	Contributions	832,124	112,899
- Provident Funds	Charge / Contribution for the period	65,109	63,672
<b>Key management personnel</b>			
	Managerial remuneration	262,801	208,146
	Charge / Contribution for the period	6,056	3,783

### 16.2 Related parties by virtue of common directorship and GoP holdings

The Federal Government of Pakistan directly holds 25.51% (including shares under PSOCL Employee Empowerment Trust) of the Company's issued share capital and is entitled to appoint members of the Board of Management - Oil under the provisions of the Marketing of Petroleum Products (Federal Control) Act, 1974 for management of the affairs of the Company. The Company, therefore, considers that the GoP is in a position to exercise control over it and therefore regards the GoP and its various bodies as related parties for the purpose of disclosures in respect of related parties.



## NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION (UN-AUDITED)

For the half year ended December 31, 2017

The Company has availed the exemption available to it under its reporting framework, and therefore has not provided detailed disclosures of its transactions with government related entities except for transactions stated below, which the Company considers to be significant:

		Un-audited Half year ended	
		December 31, 2017	December 31, 2016
		(Rupees in '000)	
- Government of Pakistan	Income from PIBs (net of amortisation) Dividend paid	237,682 -	2,291,433 457,917
- Board of Management - Oil	Contribution towards expenses of BoM	3,914	3,285
- Benazir Employees' Stock Option Scheme	Dividend paid	123,816	54,169
- Pak Arab Pipeline Company Limited	Pipeline charges Dividend received	2,008,928 240,702	1,873,109 208,979
- Sui Northern Gas Pipelines Limited	Sales	105,680,972	64,621,642
- GENCO Holding Company Limited (formerly Water and Power Development Authority)	Sales Utility charges	48,630,471 31,176	53,560,315 63,594
- Pakistan International Airlines Corporation Limited	Sales Purchases Other income	5,978,976 1,087 -	5,989,226 1,833 506,000
- Pak Arab Refinery Company Limited	Purchases Pipeline charges Other expenses	53,371,857 298,092 133,924	49,932,275 290,452 219,570
- National Bank of Pakistan	Finance cost and bank charges	469,437	1,134,486

The transactions described below are collectively but not individually significant to this condensed interim financial information and therefore have been described below:

- The Company sells petroleum products to various government bodies in the normal course of its business and has banking relationship with institutions controlled by GoP. As an Oil Marketing Company, Oil and Gas Regulatory Authority (OGRA) is the regulatory authority of the Company.
- The Company collects income tax, sales tax, federal excise duty and petroleum levy in the capacity of WH Agent on behalf of GoP. The Company also pays various taxes and duties to different regulatory authorities including Federal Board of Revenue, Provincial Revenue Authorities and Customs authorities.
- The Company incurs rental charges in respect of storage facilities at Keamari terminal and at various airports which are paid to Karachi Port Trust and Civil Aviation Authority, respectively. The Company also utilises port facilities of Port Qasim Authority and Karachi Port Trust.

- The Company has obtained insurance cover for its inventory and fixed assets from National Insurance Company Limited.
- The Company utilises carriage services of Pakistan National Shipping Corporation and Pakistan Railway for movement of its petroleum products. The Company also uses pipeline of Pak Arab Refinery Company Limited (PARCO) and Pak Arab Pipeline Company Limited (PAPCO) for delivery/movement of its product.
- The Company obtains utility services from Civil Aviation Authority, Sui Northern Gas Pipelines Limited, Sui Southern Gas Company Limited and K-Electric Limited.
- The Company sells fuel, oil and other allied products to K-Electric Limited and receives pipeline income as per agreed terms and conditions.
- The Company has obtained various financing facilities from National Bank of Pakistan.
- The Company also pays dividend to various government related entities who are shareholders of the Company.

- Inventory of the Company held by related parties as at December 31, 2017 amounts to Rs. 12,569,987 thousand (June 30, 2017: Rs. 16,673,445 thousand).
- Short term borrowings includes Rs. 26,043,502 thousand (June 30, 2017: Rs. 60,120,972 thousand) under finances obtained from National Bank of Pakistan.
- The status of outstanding receivables and payables from / to related parties as at December 31, 2017 are included in respective notes to this condensed interim financial information.
- Contributions to staff retirement benefit funds are in accordance with the terms of the service rules. Remuneration of key management personnel are in accordance with the terms of the employment / appointment. Other transactions with the related parties are carried out as per agreed terms.

### 17. Operating segments

- Segment wise revenues and profit is as under:

#### Revenue - net sales

	Un-audited Half year ended	
	December 31, 2017	December 31, 2016
	(Rupees in '000)	
Petroleum Products	427,154,503	355,387,196
Liquefied Natural Gas (LNG)	90,073,162	55,232,173
Others	1,125,511	718,080
	<u>518,353,176</u>	<u>411,337,449</u>

#### Profit for the period

	December 31, 2017	December 31, 2016
Petroleum Products	7,165,052	6,969,206
Liquefied Natural Gas (LNG)	541,863	335,818
Others	815,146	2,710,148
	<u>8,522,061</u>	<u>10,015,172</u>

- Out of total sales of the Company, 98.7% (December 31, 2016: 99.5%) relates to customers in Pakistan.
- All non-current assets of the Company as at December 31, 2017 and 2016 are located in Pakistan.

## NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION (UN-AUDITED)

For the half year ended December 31, 2017

17.4 Sales to four major customers of the Company are approximately 42% during the Half year ended December 31, 2017 (December 31, 2016: 35%).

### 18. Non-adjusting event after the balance sheet date

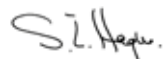
The Board of Management - Oil in its meeting held on February 21, 2018 has proposed an interim cash dividend of 'Nil' (December 31, 2016: 'Nil') amounting to 'Nil' (December 31, 2016: 'Nil') for the year ending June 30, 2018.

### 19. Corresponding figures

Corresponding figures have been rearranged and reclassified, wherever necessary, for the purposes of comparison the effect of which is not material.

### 20. Date of authorisation for issue

This condensed interim financial information was approved and authorised for issue on February 21, 2018 by the Board of Management - Oil.



**Sheikh Imranul Haque**  
Managing Director & CEO



**Zahid Mir**  
Member - Board of Management



**Yacoob Suttar**  
Chief Financial Officer

# رپورٹ برائے حصص یافتگان



پاکستان اسٹیٹ آئل کمپنی لمیٹڈ (پی ایس او ایل) کے بورڈ آف مینجمنٹ (بی او ایم) نے پہلے ششماہی مالی سال 2017-18 (1HFY2018) کے لئے کمپنی کی کارکردگی کا جائزہ لیا اور وہ اس کی رپورٹ بسمرت پیش کرتا ہے۔

پہلے ششماہی مالی سال 2018 میں وائٹ آئل کارکیٹ شیئر 45.7 فیصد پر برقرار رہا جبکہ بلیک آئل کارکیٹ شیئر گزشتہ سال کی اسی مدت کے دوران (SPLY) حاصل کیے گئے 73.4 فیصد سے کم ہو کر 73 فیصد ہو گیا اور لیکوئیٹ فیول مارکیٹ میں پی ایس او کا مجموعی مارکیٹ شیئر 55 فیصد رہا (یہ گزشتہ سال کی اسی مدت میں 56 فیصد تھا)۔ کمپنی نے کاروبار کے لحاظ سے مجموعی طور پر اپنی مثبت کارکردگی کو برقرار رکھا، ماسوائے فرس آئل کی فروخت میں کمی کے، جس کی وجہ نومبر 2017 سے پاور پلانٹس کی ایل این جی پر منتقلی ہے۔ یرمجان ملک کی متفرق ضرورت توانائی کے میدان میں ایک مثبت تبدیلی کا محرک ہے۔

گزشتہ سال کی اس مدت کے مقابلے میں فروخت کے حجم میں اضافہ	گزشتہ سال کی اس مدت کی فروخت کا حجم	
ایچ ایل ڈی	9 فیصد	1,996 کے ایم ٹیز
موگیس	18 فیصد	1,354 کے ایم ٹیز
سے پی-1	14 فیصد	269 کے ایم ٹیز
ایل پی جی	35 فیصد	11 کے ایم ٹیز
لبریکنٹس	18 فیصد	15 کے ایم ٹیز
ایل این جی	49 فیصد	177,316 کے ایم ٹیز
ایف او	(14 فیصد)	3,678 کے ایم ٹیز

پی ایس او نے ملک کی مجموعی توانائی کی درآمدات کا 69 فیصد درآمد کیا جبکہ مقامی ریفائنری سے خریداری 39 فیصد (گزشتہ سال کی اسی مدت کے مقابلے میں 9 فیصد اضافہ) تک پہنچ گئی۔ کمپنی کی جانب سے اوگرا اور این ایچ اے ضابطوں سے مطابقت کی حامل پہلی ٹینک لاری متعارف کروائی گئی اس کے علاوہ پی ایس او آن لائن ”فیول لنک“ کے ذریعے کارڈ اور اکاؤنٹ مینجمنٹ کا مکمل حل پیش کرنے والی پاکستان کی پہلی آئل مارکیٹنگ کمپنی بھی ہے۔ علاوہ ازیں، کمپنی کو اس کے پروجیکٹ ”کارڈ ز اینڈ ٹو اینڈ سسٹم ڈیولپمنٹ اینڈ مینجمنٹ“ کے لئے پروجیکٹ مینجمنٹ انسٹیٹیوٹ بولیس اے کی جانب سے اول رنر اپ اعزاز بھی حاصل ہوا۔

کمپنی نے مختلف اہم امور کے بارے میں متعلقہ اداروں سے رابطہ کیا، ان امور میں شامل تھے آؤٹ لیس کی تعمیر پر عائد پابندی، درآمد کردہ پی او ایل مصنوعات کی قیمتوں کا متضاد آپکچر ریٹ، فیول میں ملاوٹ، آخری دن فیول فروخت کی کیپنگ، 2009 سے آئی ایف ای ایم وصولیوں کے تصفیہ میں تاخیر، پی ایس او کے ریشل آؤٹ لیس پروجیکٹ، سرحد پار سے آنے والے فیول کے حجم میں اضافہ اور تکنیکی قیمتوں میں اضافے کی وجہ سے دیگر آئل مارکیٹنگ کمپنیوں کی جانب سے پروڈکٹ سپلائی میں کمی۔ پی ایس او کا روبرو باہر کو انتہائی پیشہ ورانہ انداز میں انجام دینے کے لئے کوشاں ہے، لہذا مذکورہ معاملات اس کے لئے باعث تشویش ہیں جبکہ انڈسٹری میں اب 22 آئل مارکیٹنگ کمپنیوں کے ہوتے ہوئے، یہ کاروباری اخلاقیات اور آزادانہ مسابقتی ماحول پر اثر انداز ہو رہے ہیں۔ اس کے علاوہ دیگر آئل مارکیٹنگ کمپنیوں کی جانب سے فیول درآمدات میں کمی کی صورت حال میں کمپنی سے توقع کی جاتی ہے کہ وہ ملک کی توانائی کی ضروریات کو پورا کرے گی اور ان چیلنجز کی وجہ سے اس کمپنیوں کا وٹ بھی درجیش ہے۔

31 دسمبر 2017 پر پی ایس او کو آئی پی بی، جیکوز، پی آئی اے اور ایس این جی پی ایل سے (بشمول ایل پی ایس) 313 ارب روپے (30 جون 2017: 277 ارب روپے) کی رقم واجب الاداء ہے جس کے نتیجے میں قرضہ جات بڑھ کر 119 ارب روپے تک ہو گئے ہیں۔ انتظامیہ ان ادائیگیوں کی جلد از جلد وصولی اور فنڈز کے اجراء کے لئے MoE/MoF کے ساتھ مسلسل کاوشیں کر رہی ہے۔ پی ایس او کو پہلے ششماہی مالی سال 2018 میں 115.6 ارب روپے کے فرس آئل کی فروخت کے مقابلے میں 88.9 ارب روپے وصول ہوئے۔

گزشتہ سال کی اسی مدت کے مقابلے میں پی ایس او کا خام منافع (Gross Profit) 5 فیصد اضافہ کے ساتھ 18.7 ارب روپے رہا (فرس آئل کی فروخت میں کمی کے باوجود 8 فیصد حجم میں اضافہ)۔ حکومت پاکستان نے جون 2013 میں پی ایس او کو گزشتہ قرضہ کی جزوی ادائیگی کی مدد میں 46 ارب روپے کے PIBs جاری کئے تھے۔ جولائی 2017 میں مذکورہ PIBs کی پیچورٹی نے انٹر لیٹ آمدنی میں 2.1 ارب روپے سے کمی میں کلیدی کردار ادا کیا اور گزشتہ سال کی اسی مدت کے مقابلے میں کمپنی کا بعد از ٹیکس منافع 10 ارب روپے کے مقابلے میں 8.5 ارب روپے رہا۔

ہم اپنے شریکان کار بشمول اپنے حصص یافتگان کے، ان کے مسلسل تعاون کے لئے تہد دل سے مشکور ہیں۔ ہم اس موقع پر حکومت پاکستان، بالخصوص وزارت توانائی، پیٹرولیم ڈویژن کا ان کی مسلسل رہنمائی کے لئے شکریہ ادا کرتے ہیں۔

زاهد میر

ممبر۔ بورڈ آف مینجمنٹ

شیخ عمران الحق

مینجنگ ڈائریکٹر اور سی ای او

کراچی: 21 فروری 2018