

**CORPORATE BRIEFING SESSION
FOR THE PERIOD ENDED MARCH 31,
2024**





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 3500 retail outlets spread across Pakistan (30 company operated retail outlets.)

9 Installations, 19 Depots & 14 Aviation Stations across Pakistan.

Total storage capacity of 1.23 MMTs approx.

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

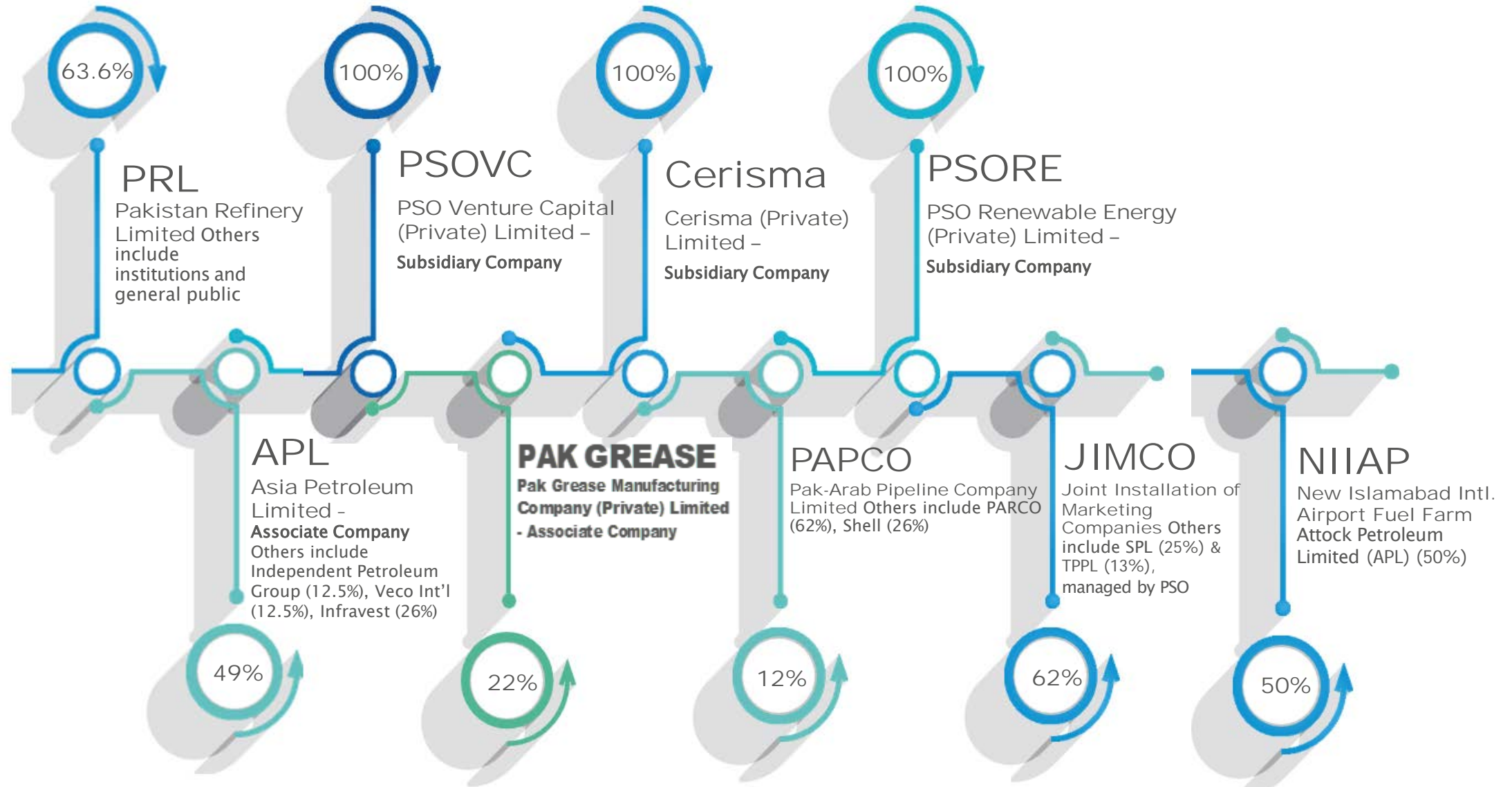
ISO certified Mobile Quality Testing Units to ensure high quality standard fuel to customers.

Most sophisticated and tech-oriented card network in Pakistan

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



Group Structure



Market Served & Product Lines

Liquid Fuel

Euro 5^{hd}
Octane+

Euro 5^{hd}
Premier

Euro 5^{hd}
Hi-Cetane Diesel



Jet A-1



Furnace Oil



SKO



LDO

Industries Served:



Agriculture Power Industrial Consumer Automotive Motorcycle Marine Aviation

Gas Fuel



Industries Served:



Power Industrial Consumer

Cards



Industries Served:



Commercial Consumer

Lubricants



DEO
CARIENT
BLAZE 4T

Industries Served:



Agriculture Aviation Industrial Automotive Motorcycle

NFR



SHOP STOP

PSO ON WHEELS
Oil Change | Wash | Vacuum

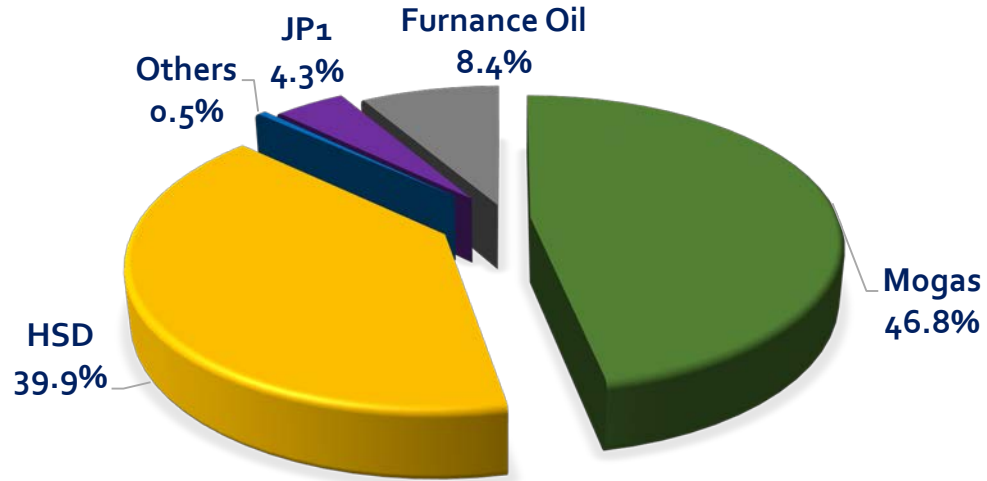
Industries Served:



Commercial Consumer

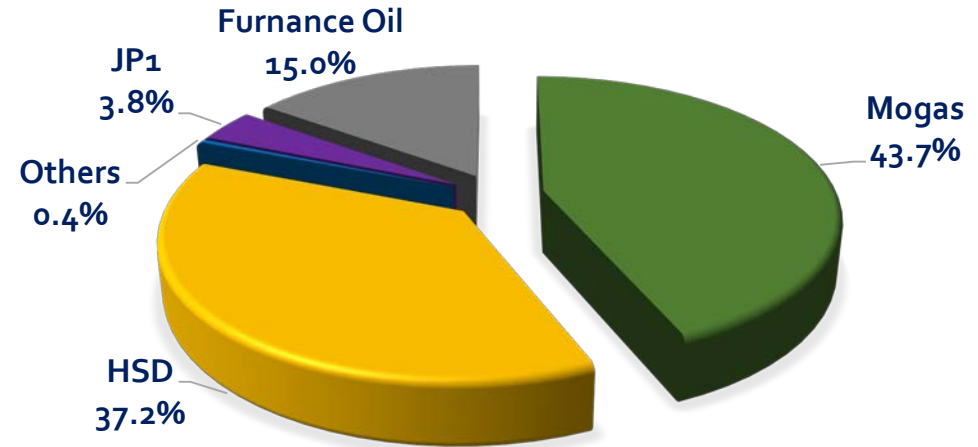
OPERATIONAL HIGHLIGHTS

Liquid Oil Consumption in Pakistan



9M FY24

11,485 KMT



9M FY23

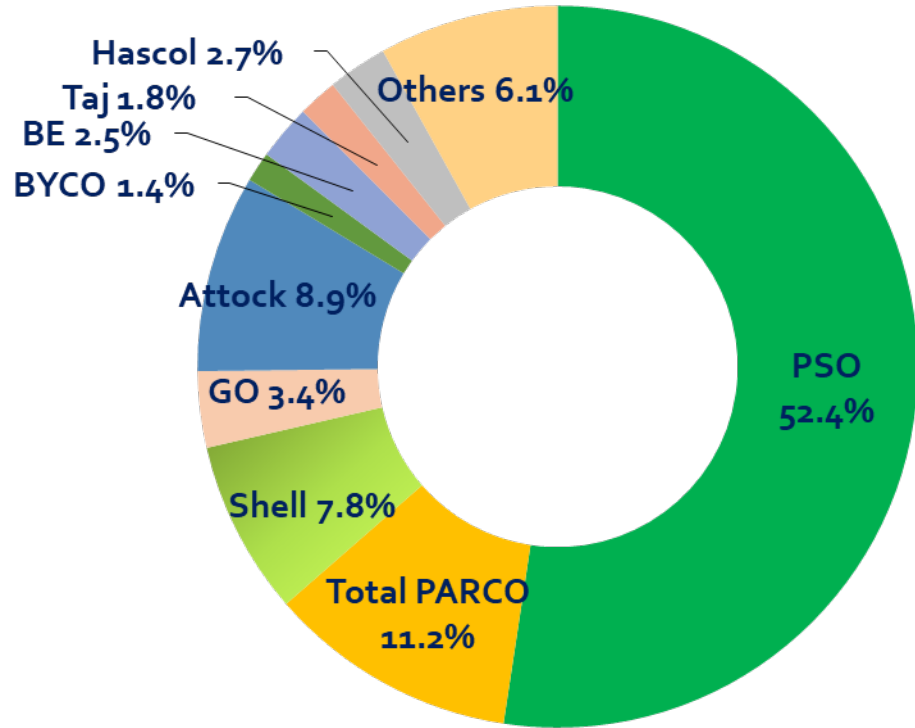
13,005 KMT

Industry ↓ 11.7%

INDUSTRY IMPACT

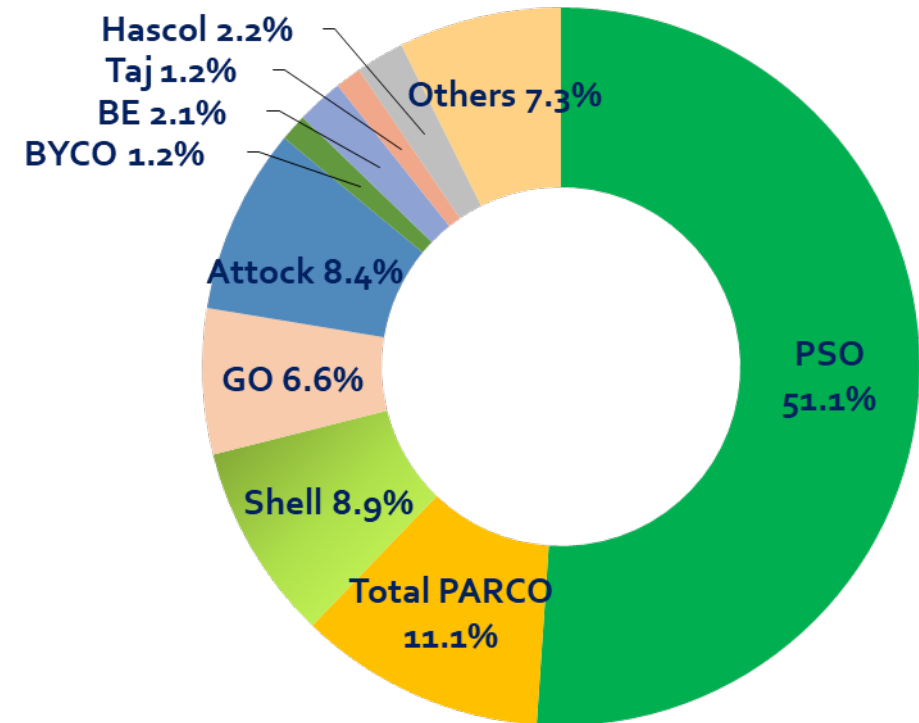
- HSD volume decreased by 249 KMT
- PMG volumes decreased by 302 KMT
- Furnace oil volumes decreased by 982 KMT

PSO Leading White Oil Market



9MFY24

10,501 KMT



9MFY23

11,043 KMT

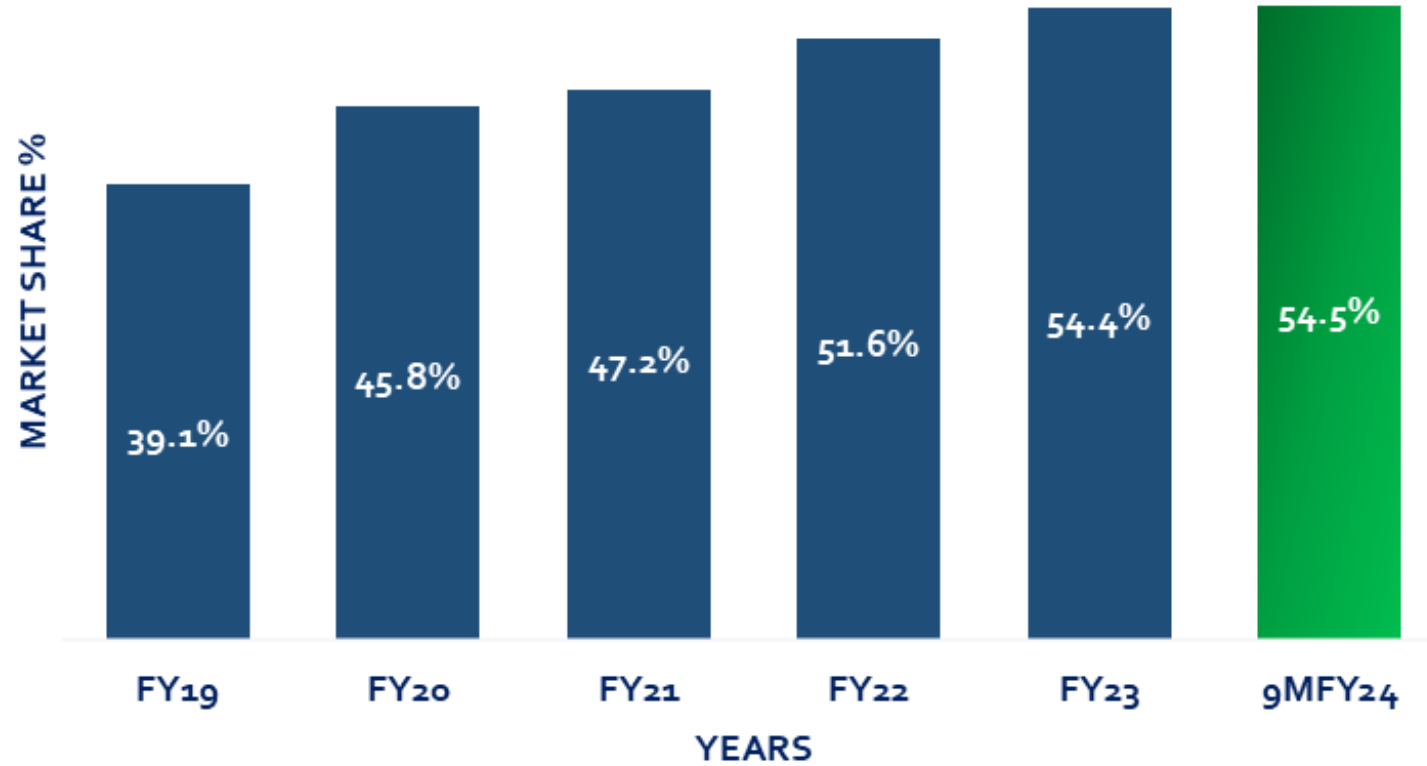
Industry ↓ 5%

PSO ↓ 2.4%

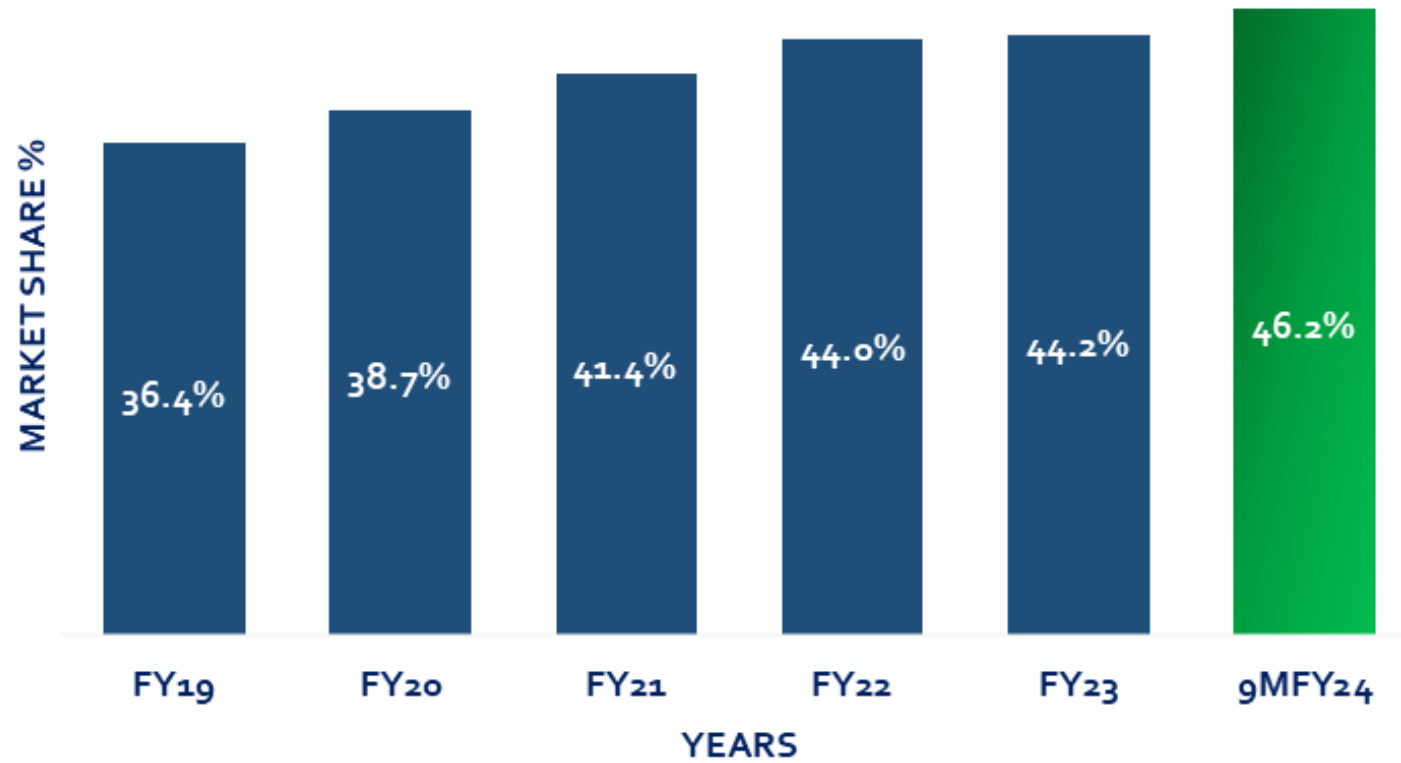
Major Change – Market Share

PSO	1.3%
GO	-3.2%
SPL	-1.1%

HSD – PSO's Strengthening Market Leadership



PMG – PSO's Strengthening Market Leadership



Supply Chain Improvements & growth of distribution network



New And Rehab Storage Added of 118 KMT



Addition Of 37 New Outlets

Contribution to Society - Empowering Communities, Enriching Lives



CSR Of Approx. Rs. 251 Mn



PSO Eco Street Constructed Using Plastic Waste



Nationwide Ration Drive During Ramzan



Scholarships To Underprivileged And Differently-abled



Supporting Medical Treatments Of Patients With Blood Cancer, Heart And Kidney Diseases.



Providing Advanced Prosthetic Arms To 26 Individuals

Setting Excellence Benchmarks



3rd Position (Fuel & Energy)
Best Corporate Award 2022



Certificate of Merit in SAFA
Best Presented Annual Report 2022

Other Achievements



Recognized by HR Pinnacle Awards for the Wellness Drive in the category of "Best Employee Health & Well Being Strategy"



Achieved ISO 45001 Certification for HSE Department and 05 Operations Facilities



Solarization of our facility and retail outlets, EV infrastructure, oil pipelines and focusing on cleaner fuels like LPG, Euro-V standard Gasoline and Diesel.



Automated Queue Management & Scheduling System for tank lorries at 7 locations.



Sphere – a new Computerized Maintenance Management System (CMMS) for Dealer complaints.



Introduction of Dealer Profiling Portal, offering a comprehensive rating summary of each PSO retail outlet.



The corporate brand recall rate stands proudly at 99.7%, the highest in the industry.

PSO's FINANCIAL HIGHLIGHTS

Financial Performance



(Rs in million)

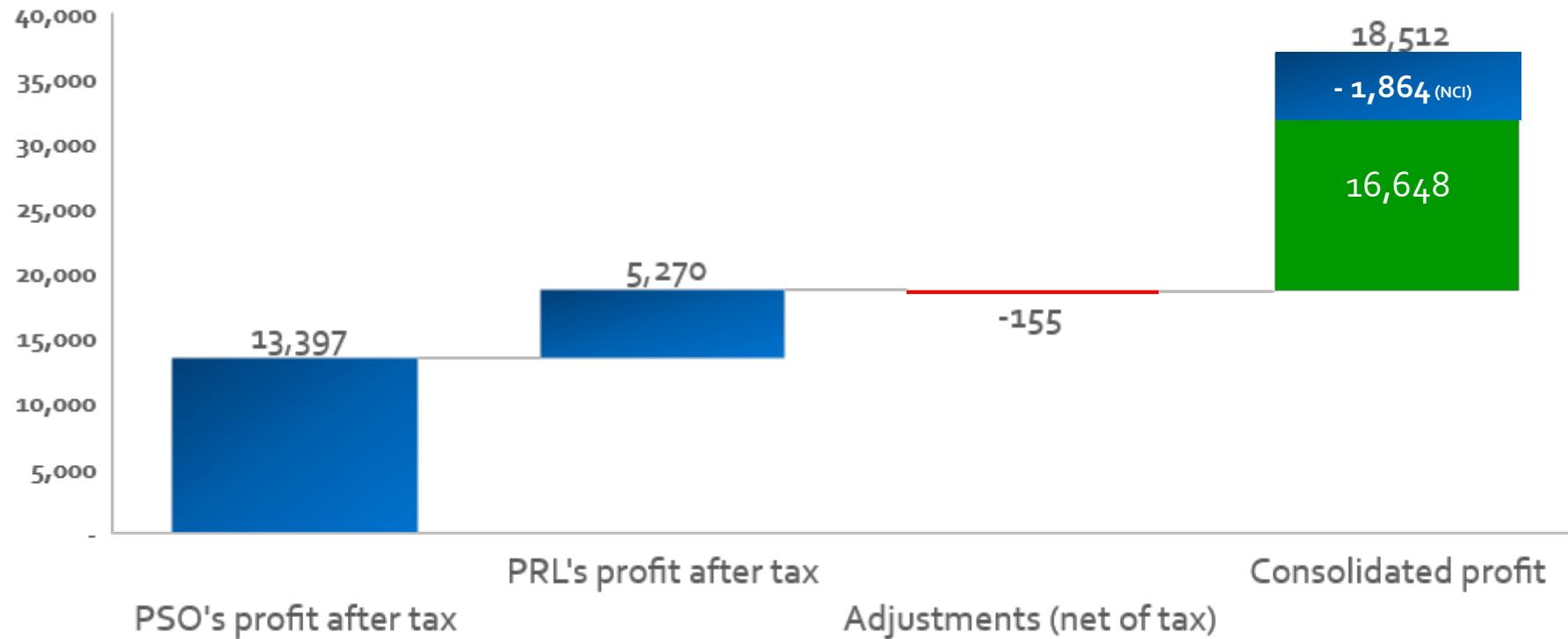
	Jul - Mar 2024	Jul - Mar 2023	Variance %
Gross sales	2,839,410	2,678,556	6
Net sales	2,670,758	2,516,953	6
Cost of goods sold	(2,590,864)	(2,458,727)	(5)
Gross profit	79,894	58,226	37
Admin & distribution expenses	(18,143)	(14,224)	(28)
Other expenses	(3,750)	(2,524)	(49)
Operating costs	(21,893)	(16,748)	(31)
Operating Profit	58,001	41,478	40
Other income	13,290	11,545	15
Finance cost	(40,408)	(25,143)	(61)
Share of Profit of associates	1,064	(1,012)	205
Profit before taxation	31,946	26,868	19
Taxation	(18,549)	(16,583)	(12)
Profit after taxation	13,397	10,285	30
Earning per share (Rs.)	28.54	21.91	

GROUP'S FINANCIAL HIGHLIGHTS

Consolidated Financial Performance (July – March 2024)



(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 station "Electro"



Diversification into fintech, NBFC & renewable energy sectors



Rehab and development of new storages



oExploring investment in a white oil pipeline project in northern Pakistan.



Automation & digitization at locations & retail outlets



Maintaining the market leadership



Business Process Re-engineering



THANK YOU
