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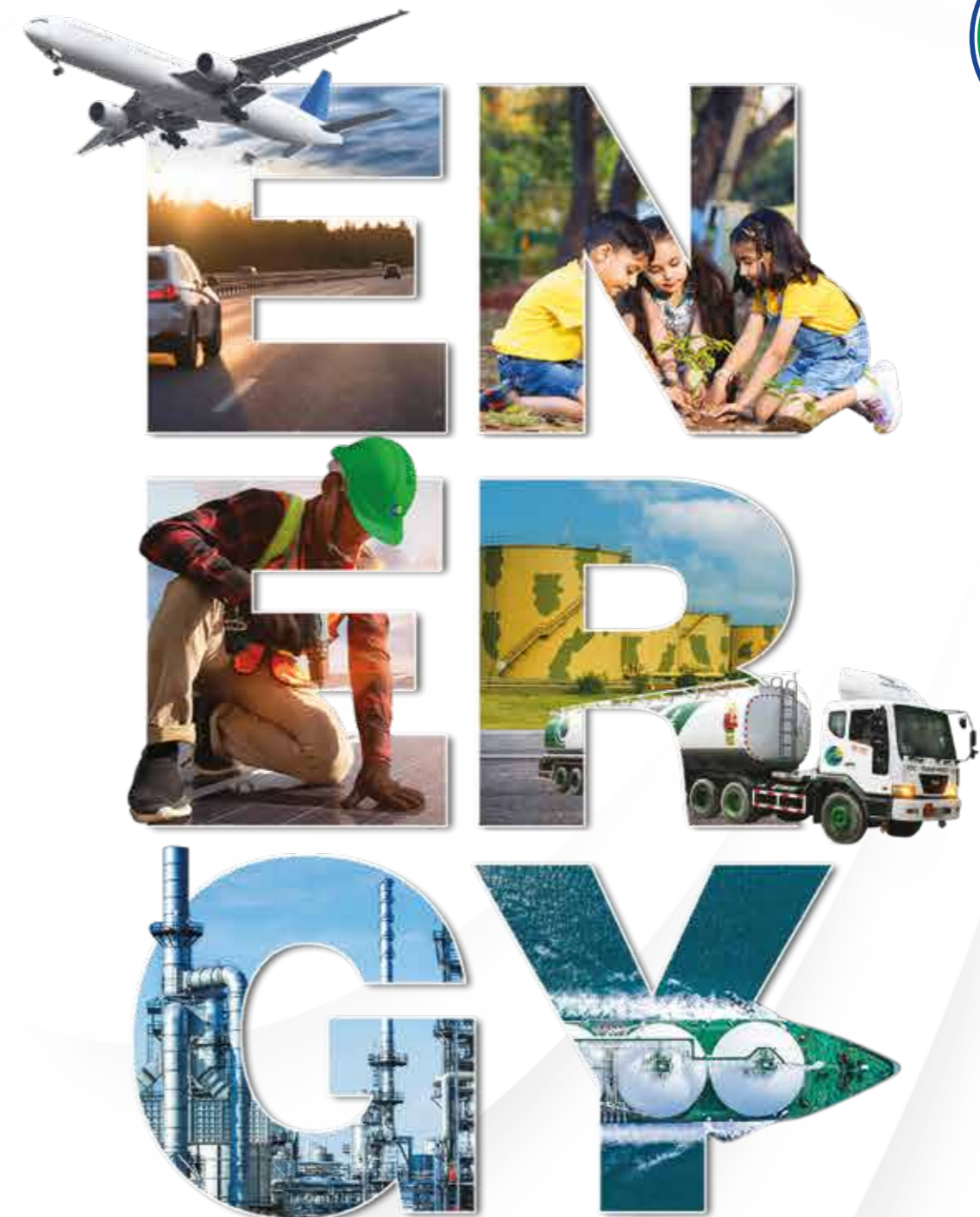
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with Intelligence

CORPORATE PROFILE



# Energy

*with Intelligence*

At Pakistan State Oil (PSO), we are dedicated to illuminating a brighter future for our nation. As Pakistan's leading Oil Marketing Company (OMC), we believe that energy is a fundamental right, and we are committed to making it more accessible, sustainable, and affordable for all.

By harnessing the power of innovation, technology, and expertise, we are driving progress and empowering communities to thrive. Our goal is to deliver energy solutions that not only fuel Pakistan's growth but also prioritize the well-being of our people and the planet.

We are using data-driven insights and cutting-edge technologies to optimize energy distribution, energize industries, homes, and transportation, and streamline our operations. As a forward-thinking energy pioneer, we are passionate about crafting modern, sector-specific solutions that balance economic growth, environmental stewardship, and social progress.

Our 'Energy with Intelligence' ethos is more than just a promise – it is a commitment to creating a brighter, more sustainable future for generations to come.

# PSO at a Glance

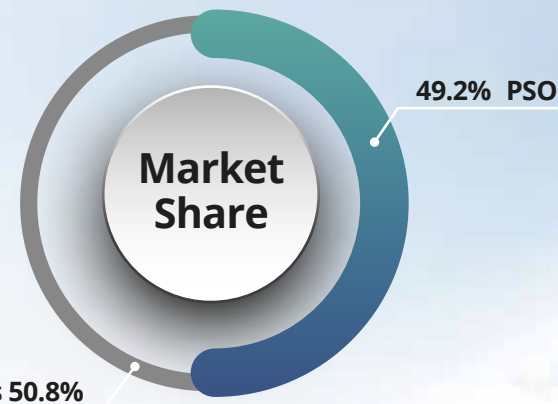
## Company Profile

With an unparalleled network spanning the nation, PSO, Pakistan's leading energy company, operates 3,580 retail outlets, 9 state-of-the-art installations, 19 strategically located depots, and provides refuelling facilities at 14 major airports and operations at 2 key seaports while boasting a record storage capacity of 1.24 million tons.

For nearly 5 decades, since its inception in 1976, PSO has been at the forefront of the energy industry, providing innovative solutions and exceptional service to the customers. As a trusted fuel partner, PSO supports the nation's transportation needs across land, air, and sea. During FY24, the company further strengthened its leadership position in the oil marketing industry by closing the year with a market share of 51.6% in white oil.

PSO has various strategic investments in the oil value chain through shareholding in Pakistan Refinery Limited, Asia Petroleum Limited, Pak Grease Manufacturing Company (Private) Limited, Joint Installation of Marketing Companies, Pak-Arab Pipeline Company Limited and New Islamabad International Airport. PSO also owns subsidiaries like Cerisma (Private) Limited, PSO Renewable Energy (Private) Limited and PSO Venture Capital (Private) Limited.

PSO's lubricant manufacturing capabilities are anchored by a 70,000-ton annual blending capacity, complemented by a widespread network of 16 LPG storage and bottling facilities across Pakistan. As the nation's largest LNG importer, the company facilitates the annual import of approximately 6.7 million tons of LNG through strategic partnerships with Qatargas.



With a rich legacy of powering the country's transportation sector, PSO continues to make a meaningful difference in the lives of our customers. The company has increased its footprint in ancillary businesses including non-fuel retail and cards.

At PSO, we believe that every customer interaction is an opportunity to make a positive impact. The company's state-of-the-art customer service centre is dedicated to promptly resolving customer queries and providing customer satisfaction.

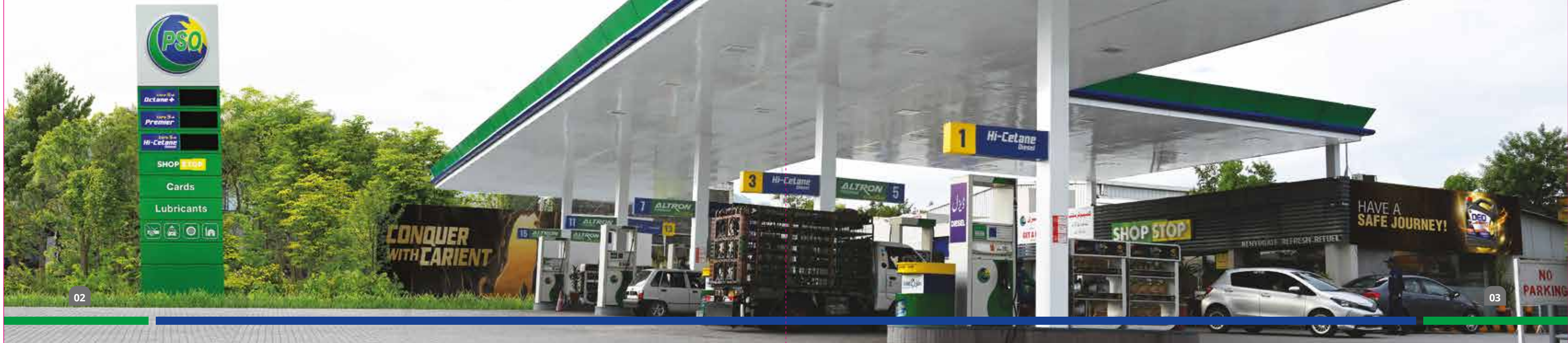
PSO is committed to enriching the lives of others through our

CSR Trust, which supports a diverse range of community development, healthcare, environmental, and educational initiatives. This year, we invested PKR. 350 million to drive positive change and create a lasting impact in the communities we serve.

To stay connected with the latest updates, including product prices, retail network information, and other company details, PSO has a dedicated website at [www.psopk.com](http://www.psopk.com).

You can find us on social media platforms at:

-  /psocl
-  /psopakistan
-  /psopakistan
-  /psopakistan
-  /psopakistan



# Vision, Mission and Values

**Our Vision**  
We enrich lives around the world just as we do in our country.

**Our Mission**  
To leverage our strengths in order to grow, diversify, and build value.

## Our Values

### INNOVATION

We are redefining leadership in energy to build an agile, creative, and future-focused organization



### TEAMWORK

For sustainable productivity and efficiency, we leverage our strengths through coaching and collaboration



### INCLUSIVE LEADERSHIP

We welcome all voices and points of view to gain understanding and perspective in healthy interactions across our organization



### INTEGRITY

We are unwavering and transparent. Focused on reliable and consistent quality practices in everything we do



### CARING AND GIVING

We value our customers, employees, community and environment, and take pride in cultivating loyal relationships that foster outreach and cooperation



# Key HIGHLIGHTS

- Automated 2 more terminals** at Mehmoodkot and Shikarpur, bringing the total to 5
- SHOP STOP**  
Added 50 new stores taking the total to 240+ convenience stores
- Market share**  
White Oil to 51.6%, MoGas to 45.8%, Hi-Cetane Diesel to 53.2%, Lubricants to 26.9%
- Cerisma**  
Cerisma received in-principal approval for **Electronic Money Institution license** from SBP
- Implemented AQMS** at 2 more locations for tank lorry management, bringing the total to 5
- Achieved highest-ever** LPG sales volume of 49,111 tons; Launched LPG Blue in Northern Pakistan
- Highest ever gross sales** of Rs. 3.8 trillion
- Added 91,000 tons** of storage, taking the total to 1.24 Mn tons
- Procured 105 LNG cargoes** under long-term contracts
- Integration of 1,000 retail outlets** with central system, while **deployment in progress at 200+ sites**
- DIGICASH**  
63,000 new customers added in **PSO DIGICASH**, taking the total to approx. 335,000
- Added 101 retail outlets**, taking the total to 3,580
- Increased availability of storage tanks** to 92%
- Contributed USD 278 Mn** to the country's FCY reserves by refuelling international airlines
- Rehabilitated 48,000 tons of storage**

# Business Lines

### Liquid Fuel

**Octane+**

**Premier**

**Hi-Cetane Diesel**

**Industries Served:**

Agriculture
 Power
 Industrial
 Consumer
 Automotive
 Motorcycle
 Marine
 Aviation

### Gas Fuel

**Industries Served:**

Power
 Industrial
 Consumer

### Lubricants

**DEO**

**CARIENT**

**BLAZE 4T**

**Industries Served:**

Agriculture
 Aviation
 Industrial
 Automotive
 Motorcycle

### Non Fuel Retail

**Electro**

Electric Vehicle Charger

**SHOP STOP**

**PSO ON WHEELS**

Oil Change | Wash | Vacuum

**Industries Served:**

Commercial
 Consumer

### Cards

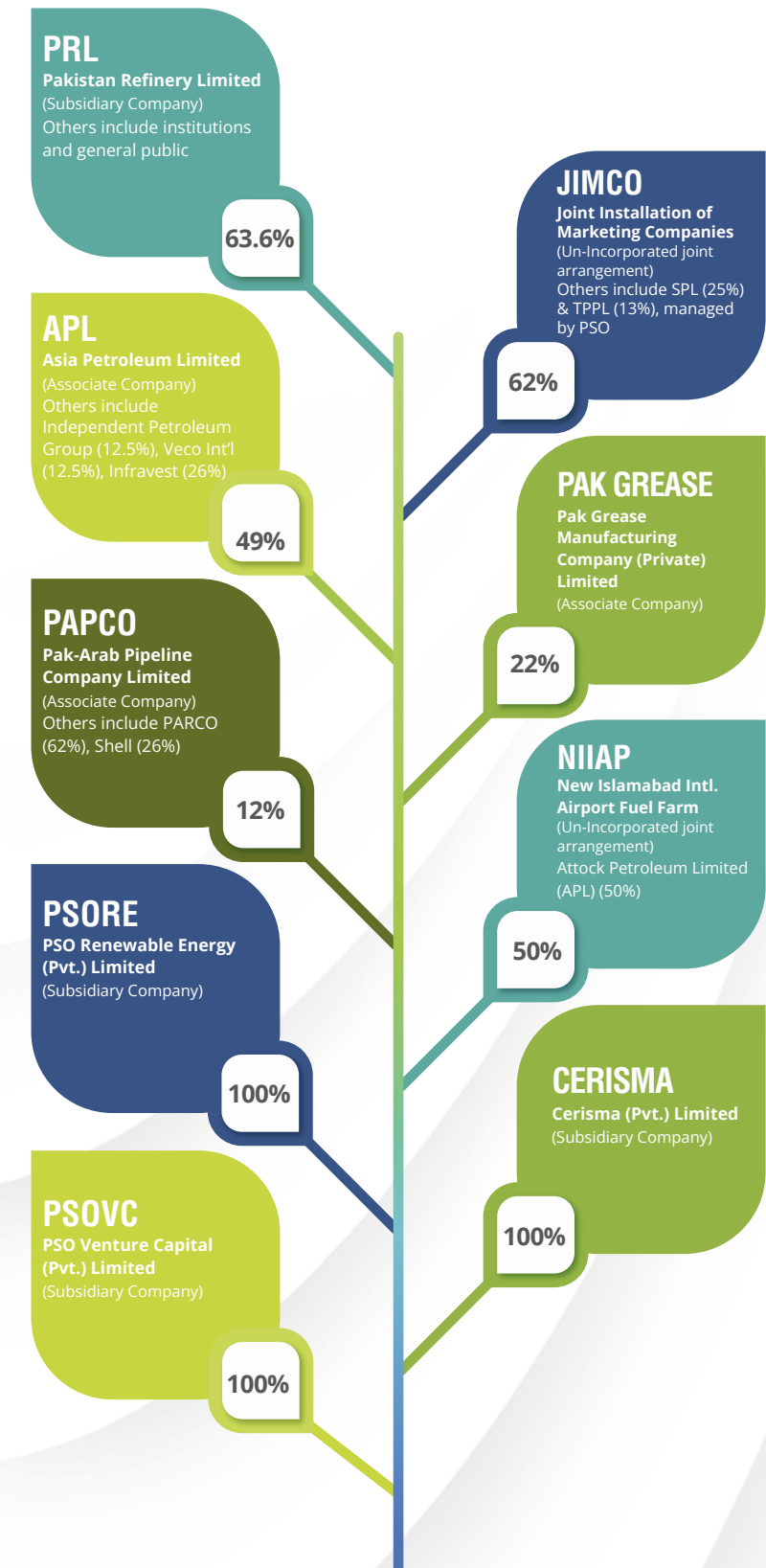
**DIGICASH**

**Industries Served:**

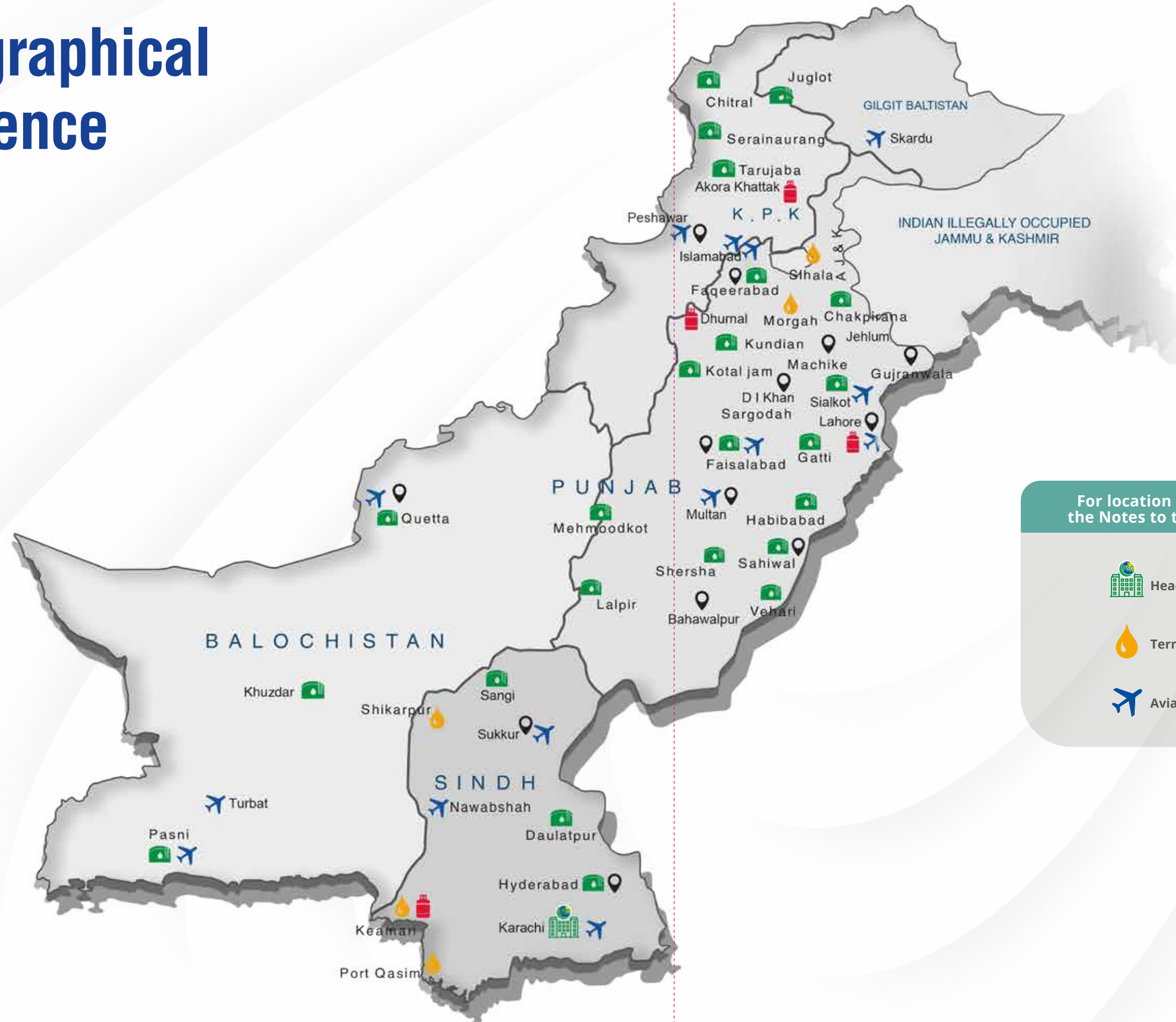
Commercial
 Consumer

# Strategic Investments







With a comprehensive understanding of the evolving energy landscape, PSO has strategically diversified its investments to capitalize on emerging opportunities and mitigate potential risks. These investments have encompassed a wide range of areas, including infrastructure development, renewable energy projects, exploration and production ventures, and technological advancements.



# Geographical Presence



For location details, please refer to paras 1.2 & 1.3 of the Notes to the Unconsolidated Financial Statements.

-  Head Office
-  Divisional Offices
-  Terminals
-  Depots
-  Aviation Stations
-  LPG Plants

# Pakistan Refinery Limited

Pakistan Refinery Limited, the Subsidiary Company, is a public limited company incorporated in Pakistan in May 1960 and is listed on the Pakistan Stock Exchange. PRL is engaged in the refining and sale of petroleum products. PRL is a hydro skimming refinery designed to process various imported and local crude oil to meet the strategic and domestic fuel requirements of the country. The refinery has a capacity of processing approximately 50,000 barrels per day of crude oil into a variety of distilled petroleum products such as Motor Gasoline, High Speed Diesel, Furnace Oil, Jet Fuels, Kerosene Oil and Naphtha.

Robust pipeline connectivity with the local port, major oil terminals and Karachi International Airport.

01

02

Around 75% contribution (FY24) of high margin liquid fuels in sales (Motor Spirit & HSD).

Major oil industry player on PSX  
Annual turnover: more than PKR 305.5 Bn (approx. USD 1.1 Bn)  
Market capitalization: PKR 16.6 Bn (approx. USD 59.7 Mn).

03

04

Strong credit rating of A1 for short-term and A for long-term by Pakistan Credit Rating Agency (2022).

Actively engaged in CSR initiatives

- Health care Donations: PKR 18.4 Mn
- Educational Support: PKR 26.6 Mn

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