

CORPORATE BRIEFING SESSSION

**FINANCIAL RESULTS FOR THE PERIOD
ENDED MARCH 31, 2022**



Pakistan State Oil

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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
(23 company operated retail outlets.)

Total storage capacity of 1.12 MMTs approx.

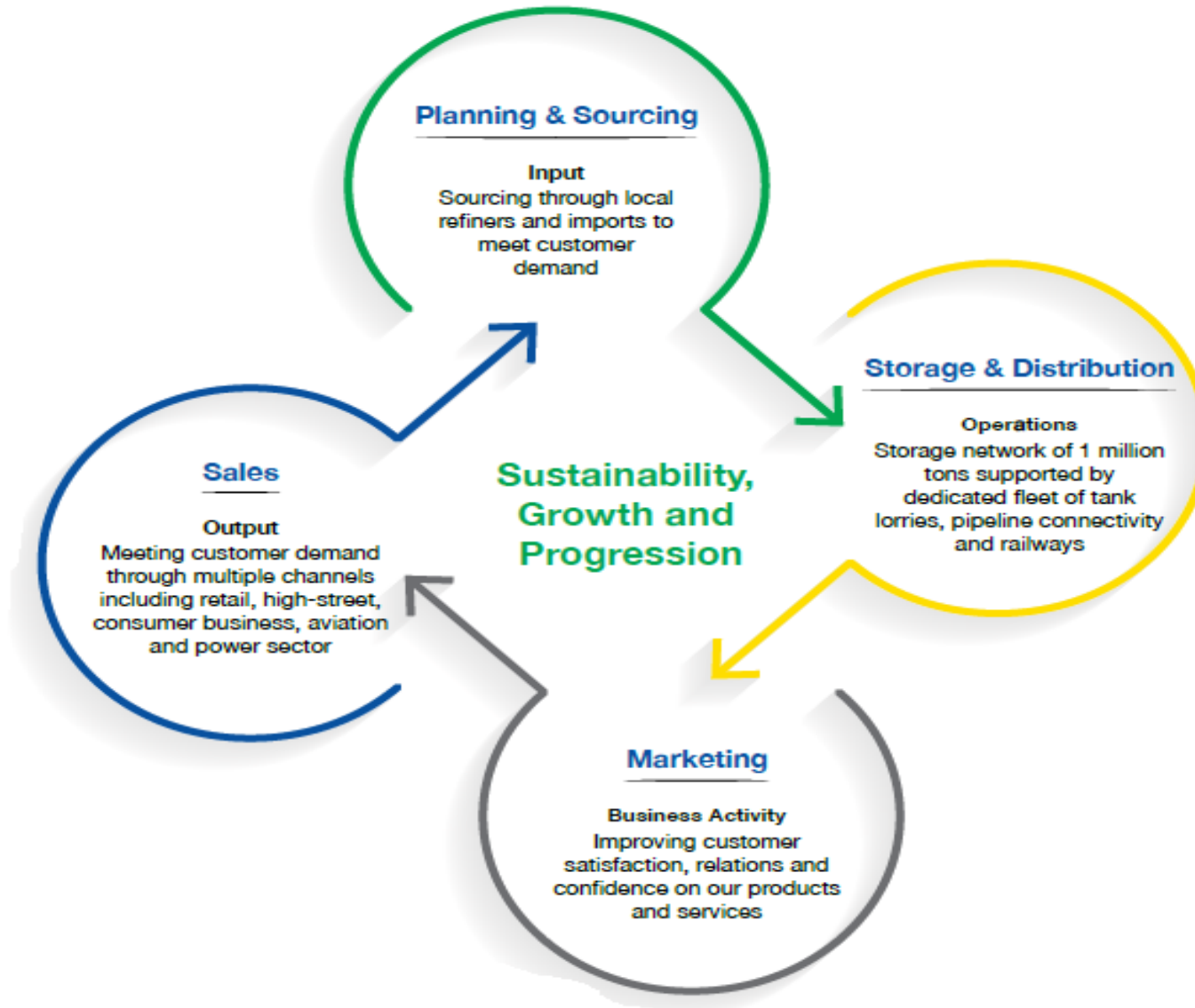
9 Installations, 23 Depots & 10 Aviation Stations
across Pakistan

Most sophisticated and tech-oriented
card network in Pakistan

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.




Non-Fuel related facilities at retail outlets including C-stores, ATMs, Branchless Banking,
Oil Change, Car Wash, Quick Service Restaurants etc.








Group Structure





Market Served & Product lines

	HOBC	Automobile
	PMG	Automobile
	HSD	Motorist, Industrial & Power sector,
<p>Served through Retail and Consumer Business Segment</p>		

JP1	Jet Fuel	Aviation Sector
<p>Served through Aviation Business</p>		
Furnace Oil	Furnace Oil	Power, Industrial and Marine Sector
<p>Served through Aviation Business Power Projects and Marine</p>		

		
		
<p>Served through Retail, Agency Trade & Consumer Business Segment</p>		

	LPG	Domestic, Industrial
LNG	LNG	Power, Domestic and Industrial
<p>Served through Gaseous Fuel Business</p>		
	Electric Vehicle Charger	Electric Vehicle
<p>Served through Retail Business Segment</p>		

OPEC Basket – Crude Price Trend

Jun 26, 2022
\$119.9/bbl



Jul – Mar 2021
Average: \$ 49.04 / bbl

Max \$ 68.18 /bbl Mar 15, 2021
Min \$ 35.89 /bbl Nov 02, 2020

Jul – Mar 2022
Average: \$ 83.02 / bbl

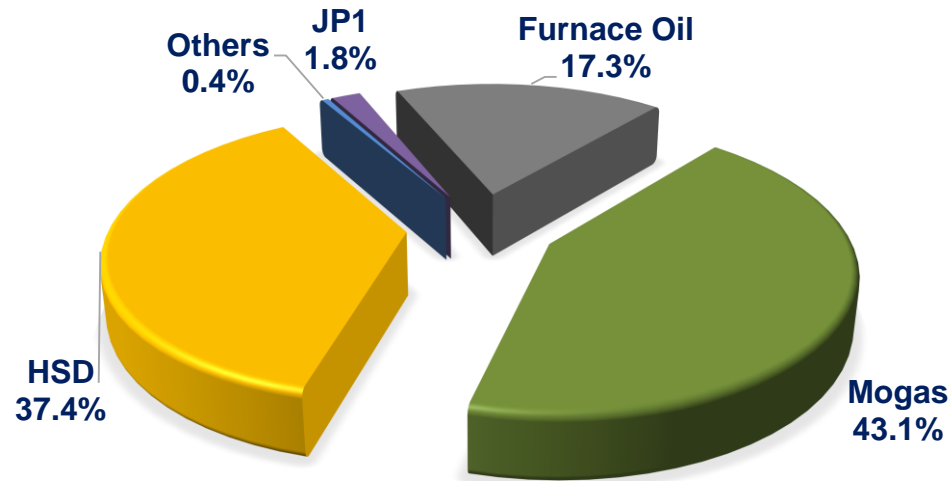
Max \$ 128.20 /bbl Mar 09, 2022
Min \$ 66.08 / bbl Aug 19, 2021

Operational Highlights

Industry Highlights

- Overall liquid fuel industry volumes up by 13.6%.
- White Oil demand up by 13.6 %.
 - HSD 17.8% ↑
 - PMG 8.8% ↑
 - JP1 43.7% ↑
- Black oil (FO) demand up by 13.9%.
- OPEC Crude fluctuated in a band of \$66.08 - \$128.20/bbl.
- Spot price June 26, 2022 was \$119.9/bbl.

Liquid Oil Consumption in Pakistan

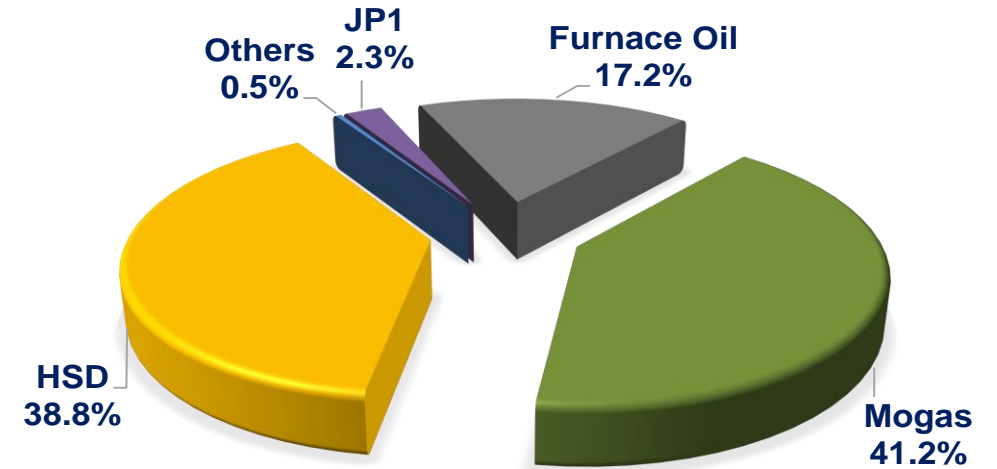


9MFY21

14,593 KMT

↑ 13.6%

PSO ↑ 22.0%

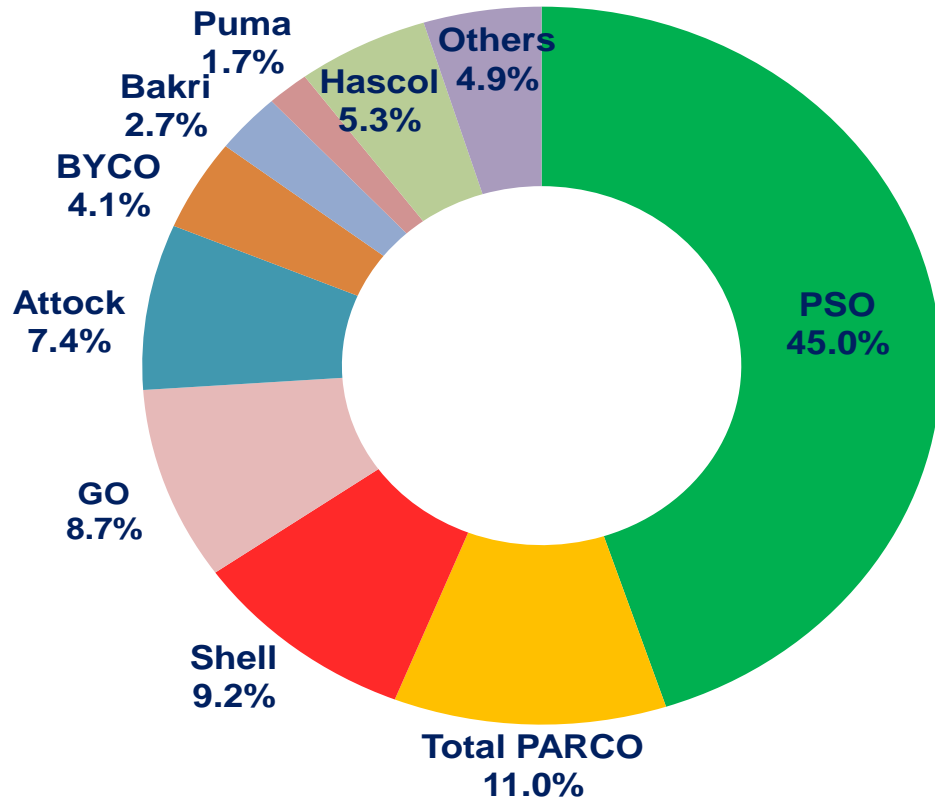


9MFY22

16,583 KMT

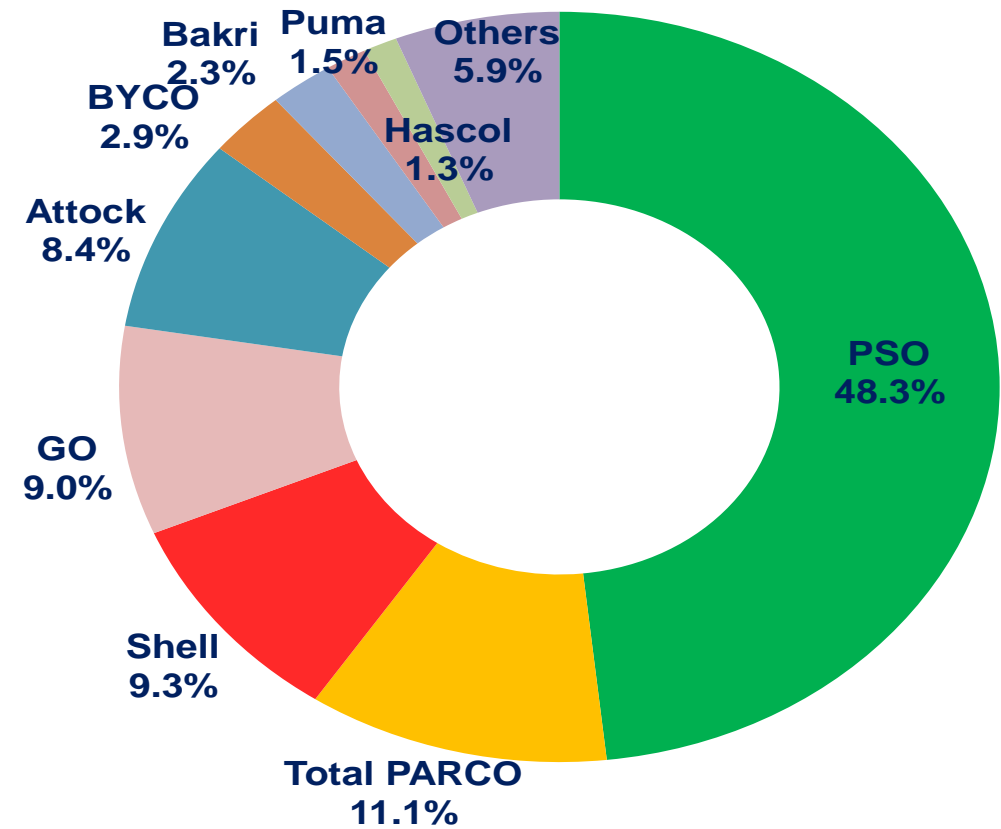
- HSD volumes increased by 970 KMT.
- PMG volumes increased by 552 KMT.
- Furnace oil volumes increased by 351 KMT.

PSO Outperforming White Oil Market



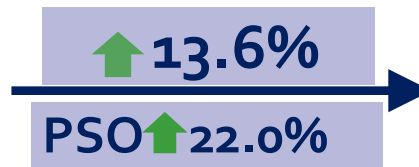
9MFY21

Industry Volumes
12,066 KMT



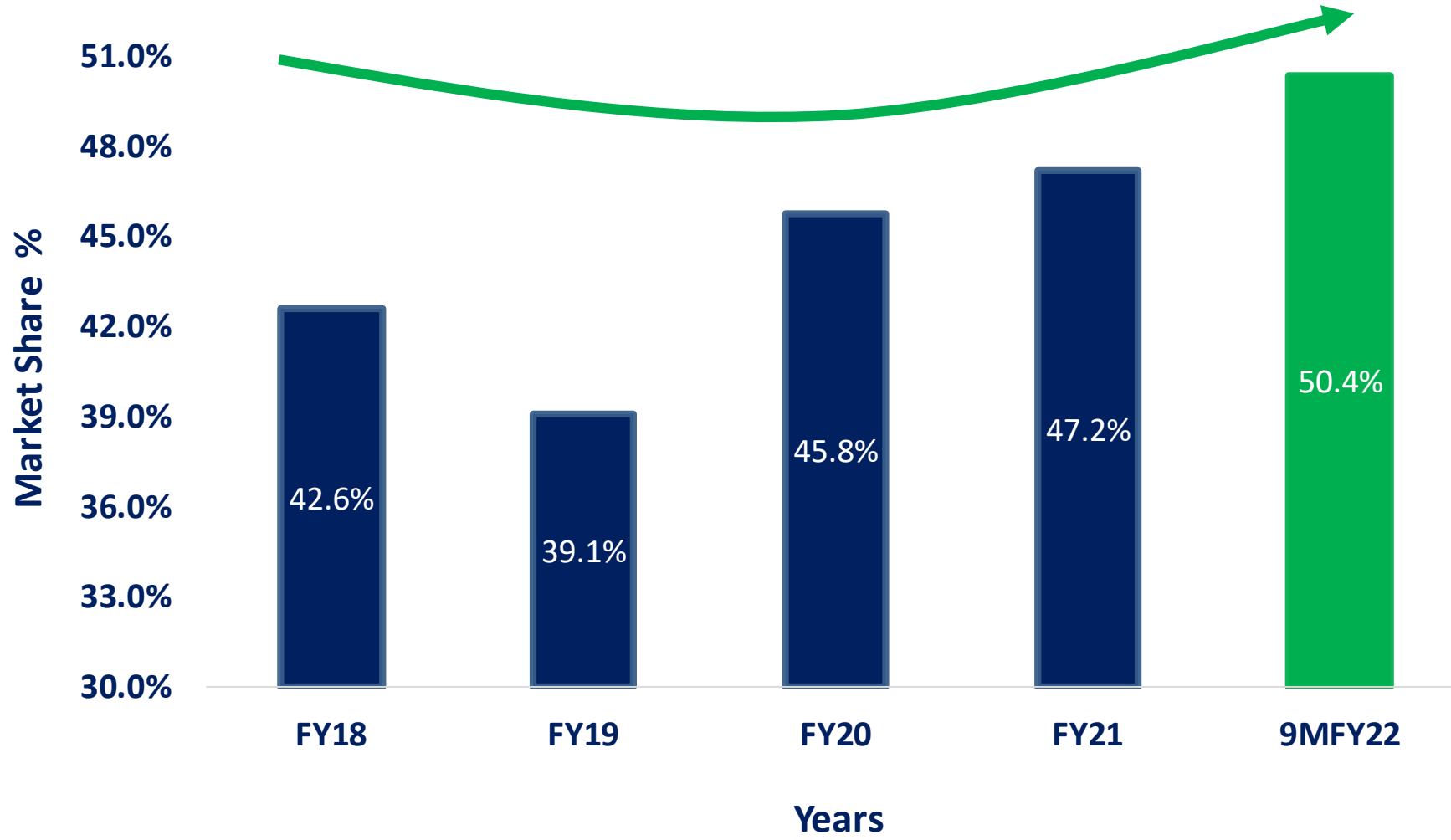
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Industry Volumes
13,705 KMT

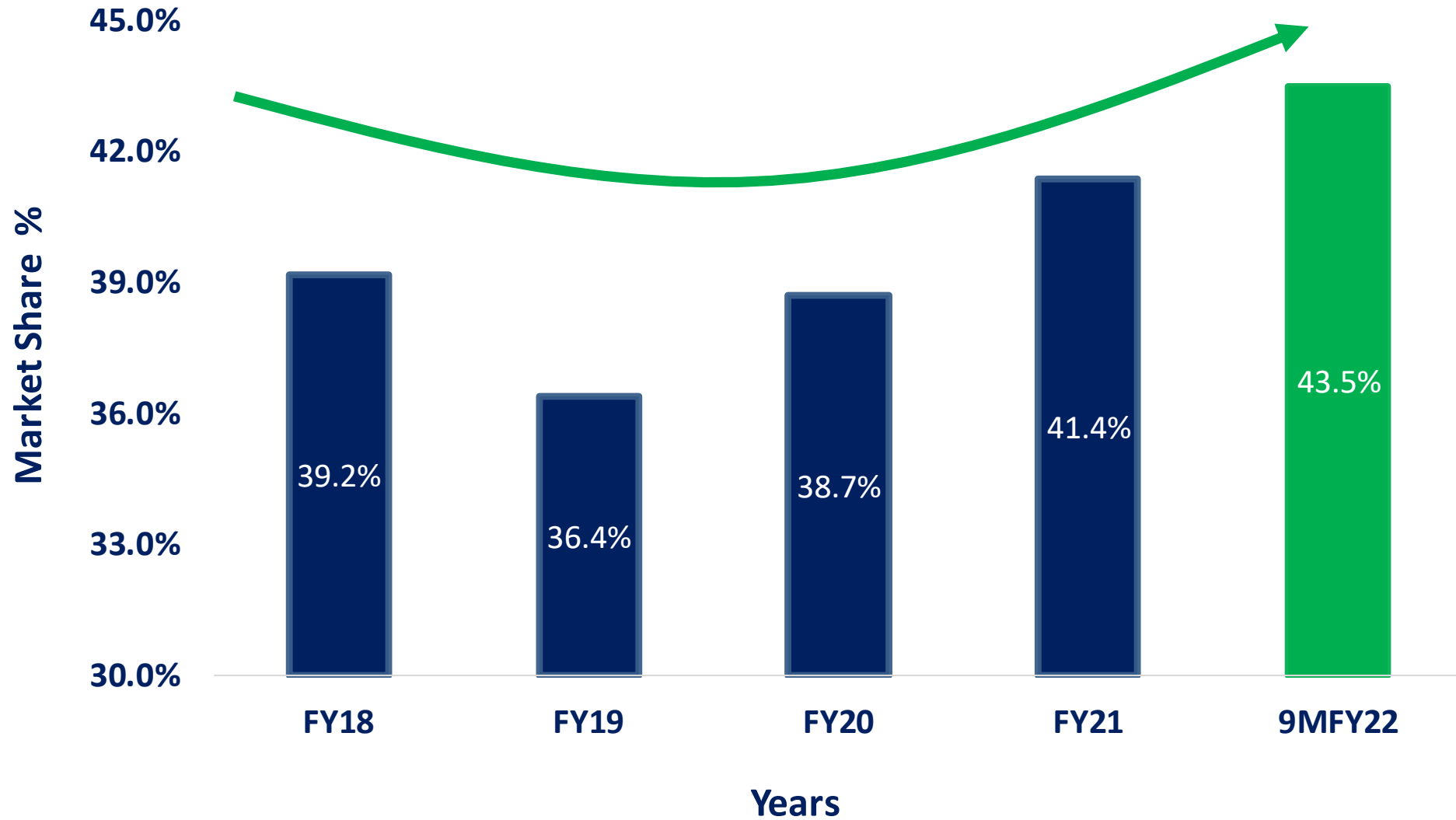


- Major increase - PSO 3.3%
- Attock 1.0%
- Major decrease - Hascol 4.0%

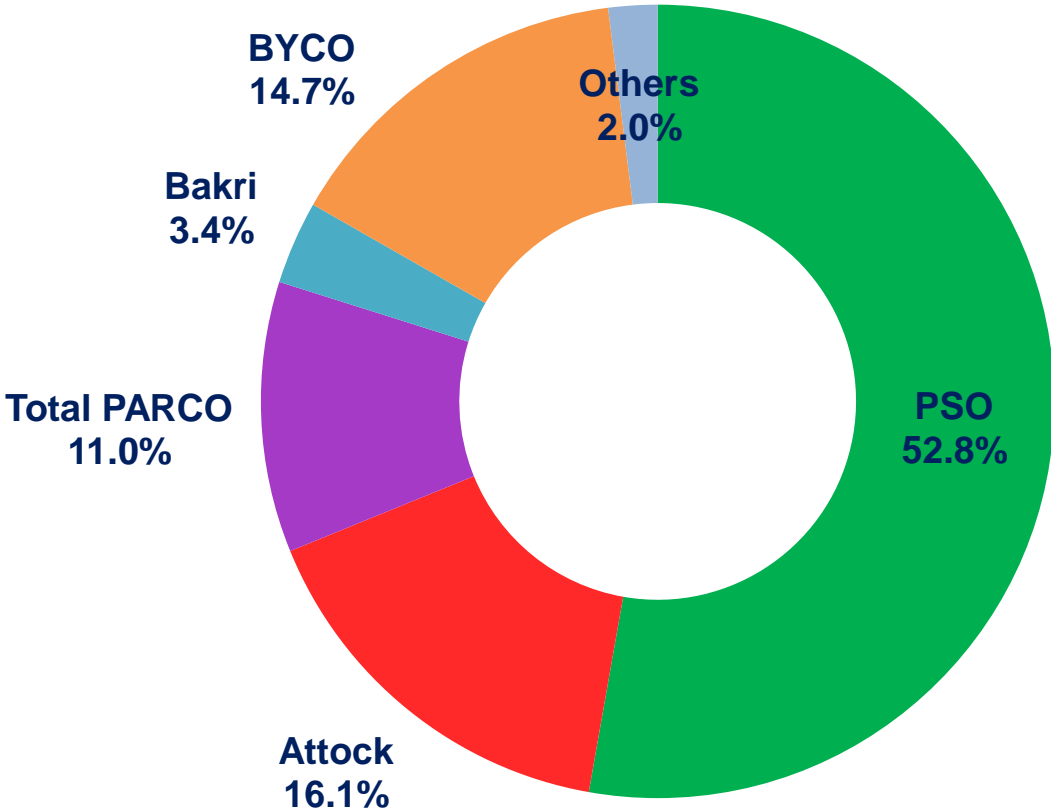
HSD – PSO Enhancing Market Share



PMG – PSO Enhancing Market Share

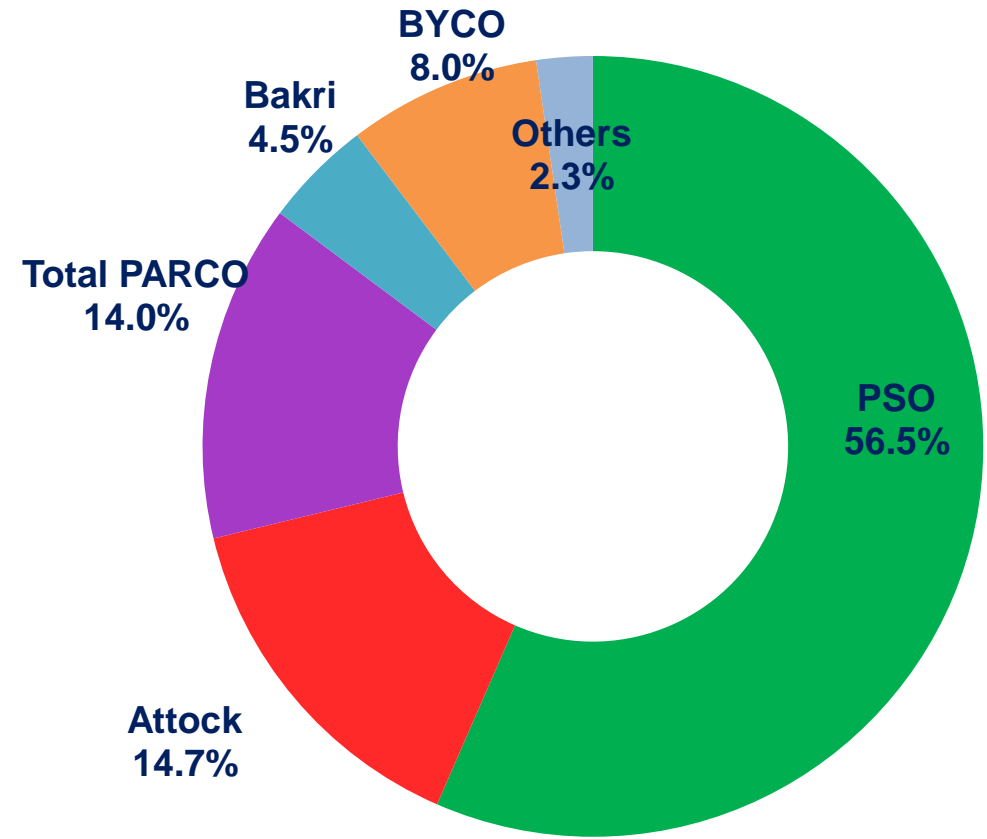


PSO Outperforming Black Oil Market



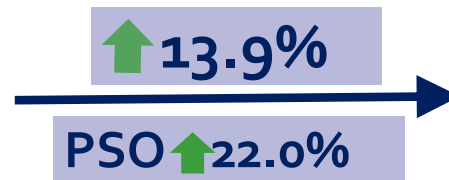
9MFY21

Industry Volumes
2,526 KMT



9MFY22

Industry Volumes
2,878 KMT



- Major increase – PSO 3.7%
- - Total Parco 3.0%
- Major decrease – BYCO 6.7%

Setting Excellence Benchmarks



2nd Position in Best Corporate & Sustainability Report Award-Fuel & Energy Sector



PSO won 2nd Runner-up in SAFA Awards

Supply Chain Improvements



Initiation of gasoline movement through white oil pipeline



Established vendor invoice management system to improve the efficiency of payments process.



New and rehab storage added.

Growth of Sales & Distribution Network



Addition of 39 new outlets

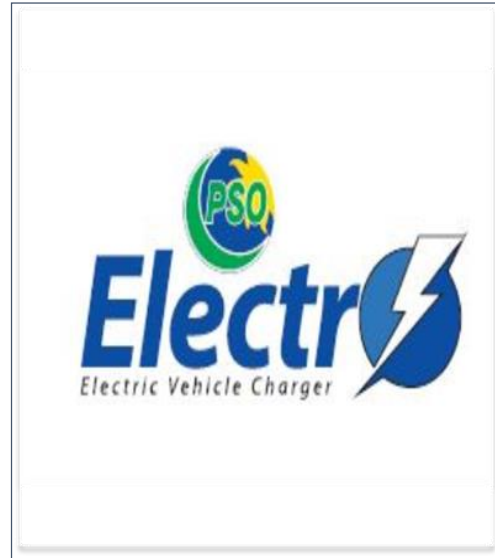


Enhanced non-fuel retail services

Contribution to Society



**Uninterrupted Fuel Supply
(Business Continuity Plan)**



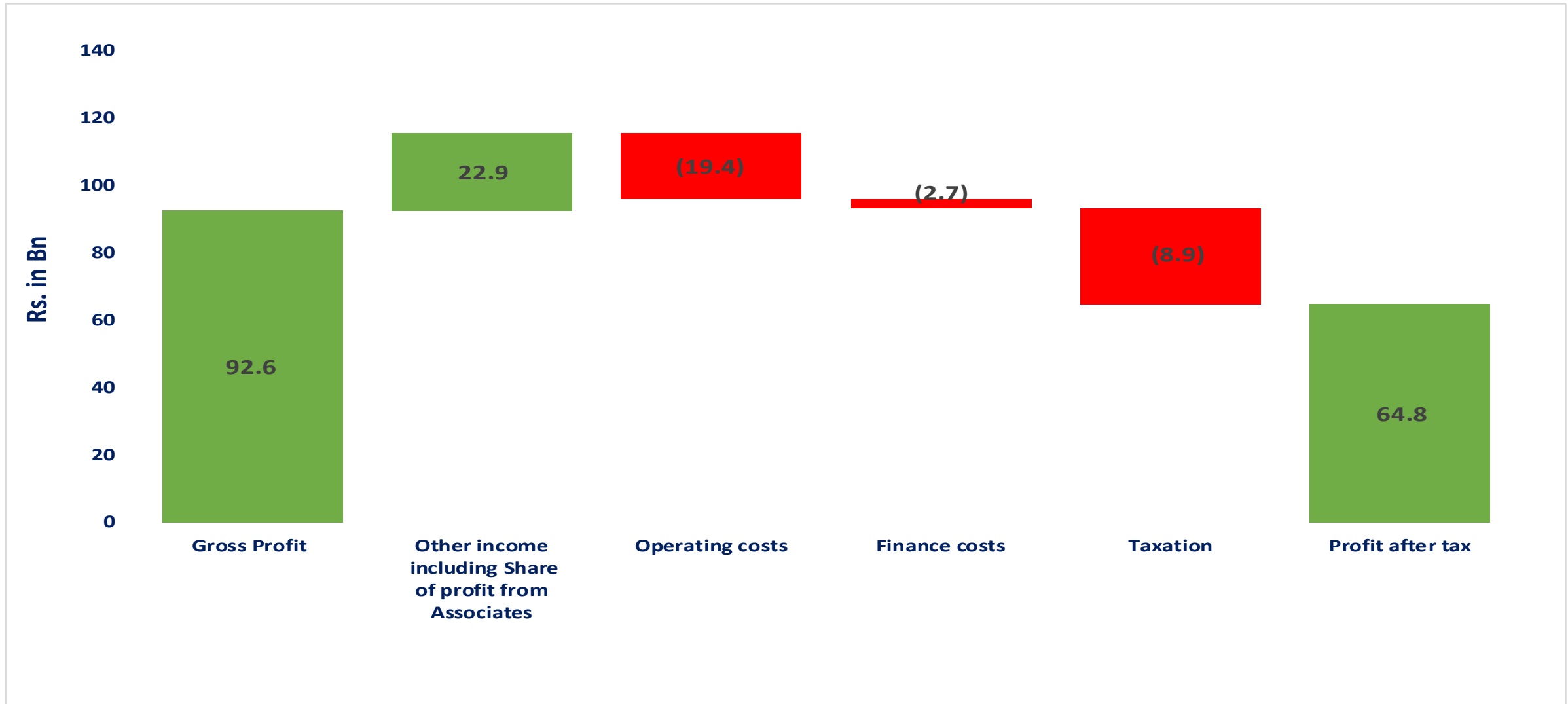
Sustainable future for Pakistan



**CSR commitment of approx. Rs.
108 mn**

PSO's FINANCIAL HIGHLIGHTS

Financial Performance

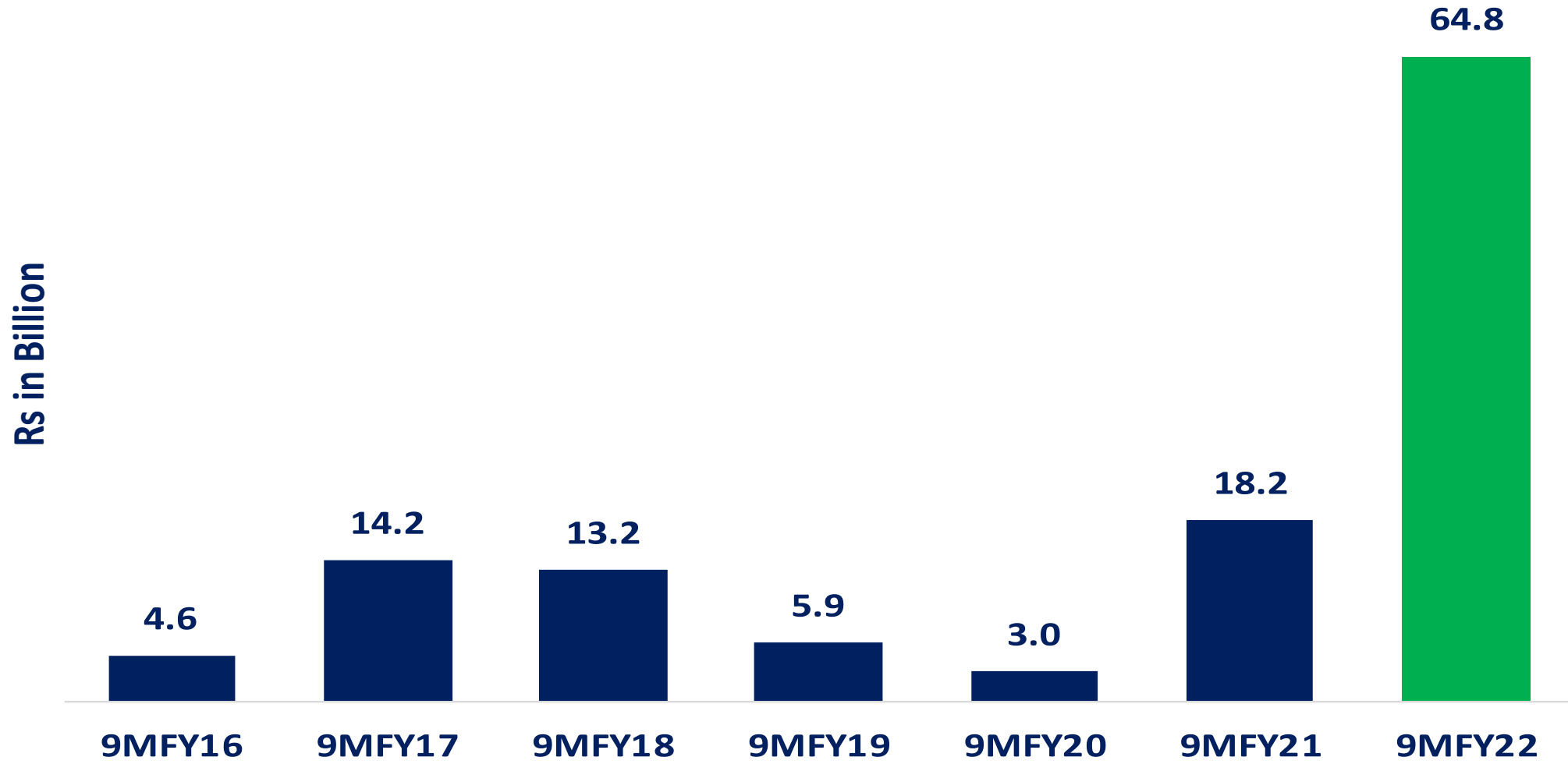


Financial Performance



	Jul-Mar 21	Jul-Mar 22	Variance %	<i>(Rs in million)</i>
Net sales	852,962	1,549,923	82	
Cost of goods sold	(815,222)	(1,457,298)	(79)	
Gross profit	37,740	92,625	145	
Admin & distribution expenses	(10,544)	(11,476)	(9)	
Other expenses	(3,102)	(7,925)	(155)	
Operating costs	(13,646)	(19,401)	(42)	
Operating Profit	24,094	73,224	204	
Other income	5,581	22,888	310	
Finance cost	(2,501)	(2,681)	(7)	
Profit before taxation	27,174	93,431	244	
Taxation	(8,932)	(28,662)	(221)	
Profit after taxation	18,242	64,769	255	
Earning per share (Rs.)	38.86	137.96		

Highest ever nine months profitability of Rs. 64.8 bn. since inception

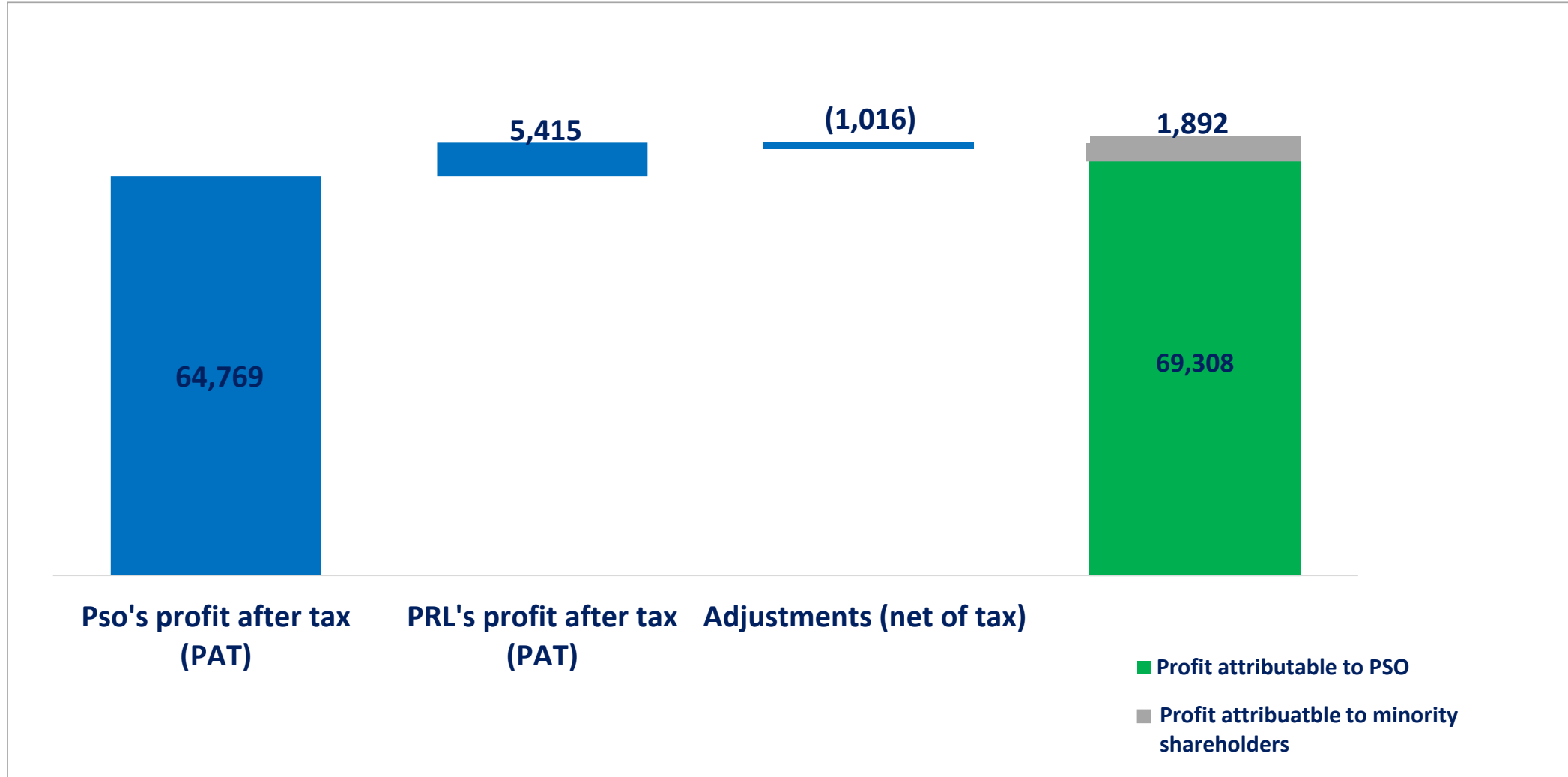


GROUP FINANCIAL HIGHLIGHTS

Consolidated Financial Performance



(Rs in million)



Future Outlook

PSO leading the new era





Thank You
