

Our Reference: SEC/D.7 /112

December 23, 2022

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi - 74000

Dear Sir

CORPORATE BRIEFING SESSION

This is to inform you that the Corporate Briefing Session ('CBS') of Pakistan Oxygen Limited will be held on Friday, December 30, 2022, at registered office of the Company, West Wharf, Dockyard Road, Karachi and via video link (Zoom) wherein, the senior management of the Company shall brief on the operational developments, financial performance, and outlook of the Company.

The participants who wish to attend CBS via video link are requested to register themselves using the registration link mentioned on the flyer.

The briefing will be held as follows:

Date:	December 30, 2022 (Friday)
Venue:	West Wharf, Dockyard Road, Karachi and via Video Link (Zoom)
Time:	4:30 p.m.
Presentation:	4:30 p.m. 5:00 p.m.
Q&A Session:	5:00 p.m. 5:30 p.m.

You may please inform the TRE Certificate Holders of the Exchange accordingly.

Yours truly,



Mazhar Iqbal
Company Secretary



CORPORATE BRIEFING SESSION

You are cordially invited to the Corporate Briefing Session of **Pakistan Oxygen Limited** wherein the Company's Chief Financial Officer, Ali Adnan shall present the Company's financial performance for 9MCY22 along with outlook.



Friday, 30th Dec, 2022
04:30 PM
Zoom Meeting

For Registration, Please [Click Here](#)

For any query, please contact
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Pakistan Oxygen Limited

Analyst briefing

A
COMPANY
MOVING
FORWARD

December 23, 2022

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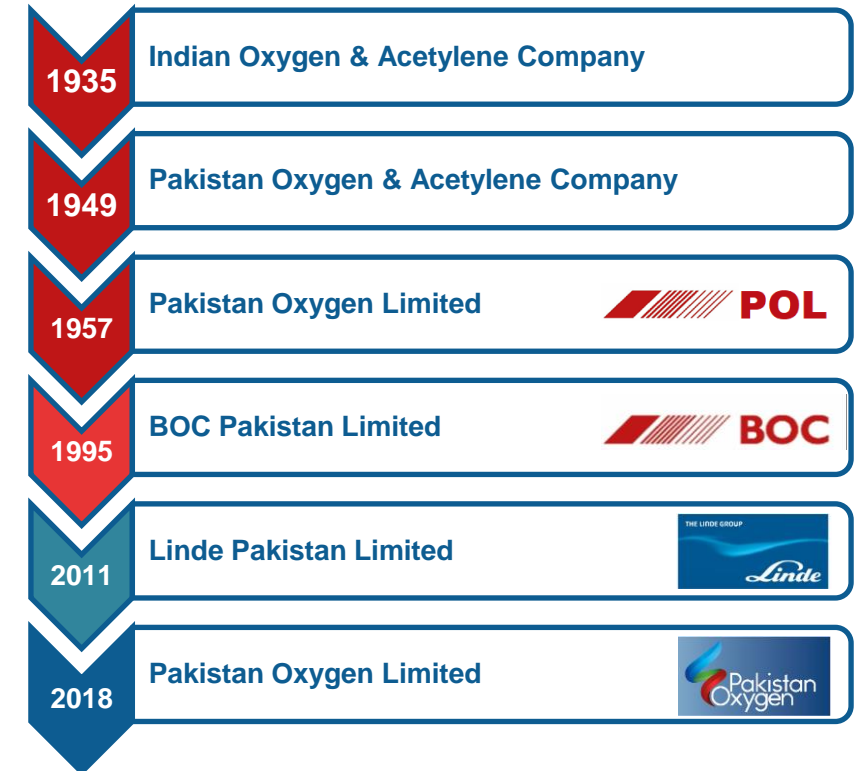
About us

Pakistan Oxygen Limited

About us



- Established in 1935, **Pakistan Oxygen Limited (“POL”)** is the leading supplier of industrial & medical gases, equipment and associated products/services along with welding & hardgoods portfolio in Pakistan.
- Oxygen compliant to European Pharmacopeia standard. Delivering medical gases to almost all major hospitals of the country. Industry-leader in Medical engineering and installation services to create and upgrade oxygen supply and monitoring systems at hospitals.
- Played strategic role during the COVID-19 pandemic by partnering with NCOC (National Command and Operation Center), private and public sectors to create and upgrade hospital beds with oxygen supply systems to save precious lives.
- Expansion projects valuing over **USD 45 Million** (PKR ~10 Billion) underway for:
 - Commissioning of Pakistan’s largest ASU 270 TPD plant (German origin) at Port Qasim that will double the production capacity.
 - State-of-the-art ASU 105 TPD plant setup in up-country region that will lead to reliable Oxygen supplies within KPK province.
 - 11 TPS Electrode plant at Port Qasim.



Leading with 85+ years legacy built on trust, reliability and performance.

Pakistan Oxygen Limited Company at a glance



Net worth PKR 5 Billion
Total Assets PKR 10 Billion
- 2021 published results



Net Sales PKR 7 Billion
- 2021 published results



Credit lines of
PKR 3.5 Billion



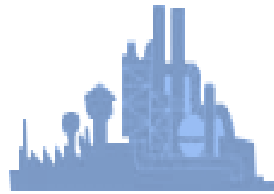
Team of 150+ people with
competence & dedication



Over 1,500 customers
across Pakistan



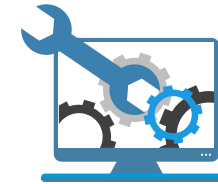
Leading supplier of industrial &
medical gases, medical engineering,
equipment and associated
product/services along with welding
& hardgoods



State-of-the-art plants.
Expansion projects
underway



Safety, Health, Environment &
Quality is paramount.
ISO 45001, ISO 140001,
ISO 9001, FSSC 22000
certified. CE marking for
medical devices portfolio



World-class systems
and processes



Largest geographic footprint
and customer outreach in
gases industry

Pakistan Oxygen Limited

National footprint



12 Plants

- 100 TPD ASU Port Qasim
- 30 TPD ASU Port Qasim
- 23 TPD CO₂ Port Qasim
- Electrolytic Hydrogen plant Port Qasim
- 133 TPD ASU Lahore
- Nitrous Oxide plant Lahore
- 60 TPD CO₂ Multan
- On-site Nitrogen plant Mehmood Kot
- Electrode manufacturing plant Karachi
- Dry ice plant Karachi
- Dissolved Acetylene plant Karachi
- Dissolved Acetylene plant Wah Cantt

5 Sales Offices & Compressing stations

- Karachi
- Sukkur
- Faisalabad
- Lahore
- Taxila

- **Geographical presence across Pakistan.**
- **Multiple sales offices and sales depots to serve customers from South to North.**
- **Over 260 Bulk Industrial and Medical Customer Tanks (VIEs).**
- **Largest Delivery Vehicle fleet comprising 43 VITTs.**
- **Oxygen storage capacity of 1.2 million m³.**

- **Industrial gases**

Liquid gases including oxygen, argon, nitrogen and carbon dioxide are supplied through large cryogenic road tankers (VITTs), delivered in cryogenic storage tanks (VIEs) at customer sites.

- **On-site pipeline supply**

Gases supplied at customer sites by turnkey plants designed for specific customers or through pipelines directly from ASU plants.

- **Welding portfolio**

Compressed and specialty grade gases for industrial use along with gas/arc equipment, electrodes and hardgoods for welding/cutting.

- **Healthcare**

- **Medical Gases**

Medical-grade gases are provided to hospitals where Oxygen is provided through VITTs, delivered in VIEs at medical customer sites with real-time level and pressure monitoring system.

- **Medical Engineering Services**

Provide complete solutions for design, sourcing, engineering and installation of medical pipeline from storage to point of use as per HTM standards.

Pakistan Oxygen Limited

Expansion projects



Expansion projects valuing over **USD 45 Million** (PKR ~10 Billion) underway for:

- **ASU 270 TPD plant:** It will be the largest and most efficient ASU plant in the country and will be located at Port Qasim in Karachi. Comprising of latest European technology, the plant is being acquired from Linde AG – world's largest ASU manufacturing and ASU gases company.
Investment of PKR ~6.3 Billion. Expected completion by Q1, 2023.
- **ASU 105 TPD plant:** State-of-the-art ASU plant being setup up-country that will lead to reliable oxygen supplies in KPK province.
Investment of PKR ~2.7 Billion. Expected completion by end of 2023.
- **Electrode expansion:** Based on European technology, electrode plant being setup in Karachi. This will further strengthen our welding portfolio, creating employment opportunities and resulting in top-grade hardgoods product being manufactured locally, instead of reliance on imports.
Investment of PKR ~0.5 Billion. Expected completion by end of 2022.



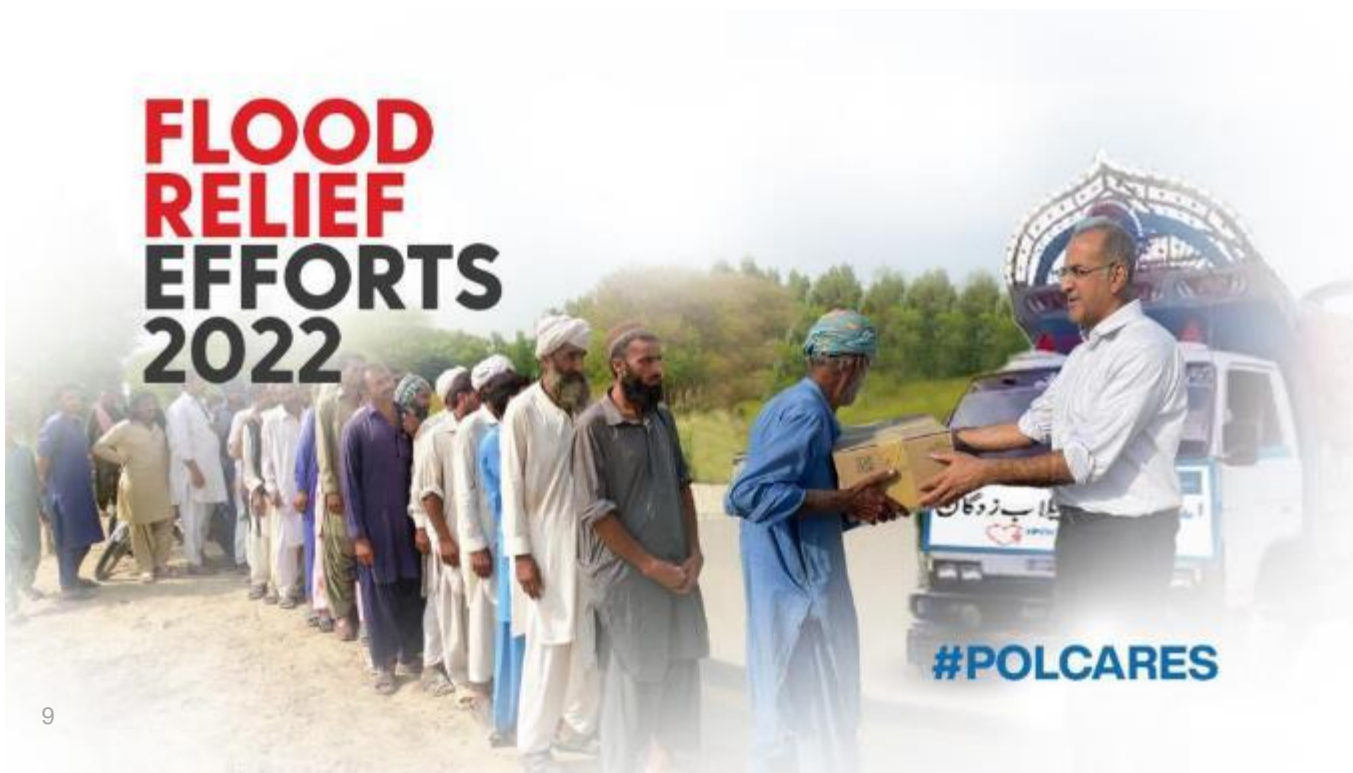
Agreement signing in Dubai, UAE with Fortune – Jan 2022.

Pakistan Oxygen Limited

Our role in Flood relief



- Food rations supplied to 4,000 families.
- 101 employees volunteered and it took 3,000 manhours to help pack, load and distribute ration packages.
- Rations packs distributed in Sehwan in Sindh, Rajanpur and Tunsia in Punjab, and Charsadda in the KPK province.



Business segments



- Leader in industrial and medical gases segment.
- Largest footprint and customer outreach across the country.

Overview

- Leader in industrial and medical gases with integrated gases supply model.
- Delivering medical gases to almost all major hospitals. Oxygen compliant to European Pharmacopeia standard.
- Serving customers ranging from a single cylinder to large refineries requiring turnkey solutions with complete application support.
- Providing a large variety of gas mixtures and speciality gases at all required purity levels.
- Sole producer of Hydrogen in the country. Engaged with IFC to develop a “Hydrogen Strategy for Pakistan” as a Clean Energy solution.

Portfolio

- **Industrial gases:**
Liquid Oxygen, Liquid Nitrogen, Liquid Argon, Liquid Carbon Dioxide, Pipeline and Trailer Hydrogen, Industrial pipelines and associated services, Dry ice.
- **Compressed gases:**
Compressed Oxygen, Compressed Nitrogen, Compressed Argon, Compressed Air, Compressed Carbon dioxide, Compressed Hydrogen, Dissolved Acetylene.
- **Speciality gases:**
High purity gases, Research grade, Gaseous chemicals, Calibration mixtures, Argon mixtures, Welding gas mixtures, Sterilization gases, Refrigerants.
- **Medical gases:**
Liquid Medical Oxygen, Compressed Medical Oxygen, Nitrous Oxide, Entonox, Speciality medical gases.

Expansion projects

- Pakistan’s largest ASU 270 TPD plant under commissioning at PQ. The plant is being acquired from Linde AG. Expected completion by Feb 2023.



- State-of-the-art ASU plant in up-country region that will lead to reliable oxygen supplies within KPK province.
- Relocation of PQ based ASPEN 30 TPD and BOC 100 TPD plants subsequently.



- Leader in Tier-I electrodes.
- Top 3 presence in Tier-II & Tier-III.
- One-window solution to customers for hardgoods and gases.

Overview

- Welding portfolio is in strategic alignment with gases business.
- The Company offers widest range of tailored solutions to match individual needs across full welding and cutting spectrum.
- In 2009, electrode manufacturing was shifted to toll-based model during Linde era.
- In 2018, the Board approved to restart own production of electrodes and further investment approval in 2021.



Portfolio

- Fortrex and Zodian:**
Tier-I ESAB brands: Fortrex and Zodian, manufactured locally using their blend. Both electrodes are market leaders and are widely used by heavy fabrication industry.
- Matador 47 and Matador 48:**
Tier-II widely used for small to medium work pieces, ordinary tensile strength mild steel, cosmetic welding and piping work.
- POL 113, POL SUPER and HEROWELD:**
Tier-III a product-line for light to medium fabrication along with repair and maintenance of mild steel.
- POLHARD (Hardfacing):**
Used for protection and restoration of parts subjected to severe abrasion from rock, sand, cement and similar activities.

Also offering a wide range of special electrodes, imported welding consumables, welding machines and related accessories, including welding outfit and PPEs.

Expansion projects

- Electrode plant under commissioning at PQ. The plant is based on European technology.



- 250KW solar panel installation over PEB shed completed.





- Market leader in MES (Medical Engineering Services).
- Localization and brand building of medical equipment.

MES (Medical Engineering Services)

Overview

- MES portfolio is in strategic alignment with Medical gases business.
- Proud legacy of being the pioneer and market leader in MES segment.
- In 2018, the Management decided to expand the portfolio with increased focus on MES.
- In 2019, due to COVID-19 pandemic, the situation emerged as a catalyst to focus growth through pursuance of public and private sector projects.
- In addition to collaboration with leading international companies, launched **OXYMED** as indigenous product-line for MES.

Portfolio

- Installing supply sources of medical gases, pipeline distribution systems with complete associated equipment installation.
- Design, sourcing, engineering and installation of medical pipeline as per HTM standards by our certified professionals.
- Supply, installation & commissioning, and facility management of current projects.
- Supply and installation of:
 - Compressed Medical Air Plant,
 - Medical Vacuum Plant,
 - Anesthetic Gas Scavenging System,
 - Zone Valves and Medical Alarm Systems.
- Strategic alliances and partnerships with world's leading healthcare solution and equipment providers.

Key projects

- Commissioning of over 2,700 beds in collaboration with NDMA; including IHITC – Isolation Hospital and Infections Treatment Center, Islamabad – completed in record time.
- Over 1,500 beds for CMH's at various locations.
- Central Medical Pipeline project for Sindh Government (Total of 9 hospitals in Sindh, including Karachi).
- Indigenously developed medical equipment required for oxygen supply and monitoring systems at hospitals.
- Sourced and arranged more than 20,000 cylinders to meet the enhanced oxygen demand.

Innovation to the mainstream oxygen – OXYGIZER™

- Launched **OXYGIZER™** brand – our range of portable oxygen gas cans.
- Oxygen becomes portable – provided via small, light-weight cans as energy boosters *on-the-go*.
- **OXYGIZER™** can help improve oxygen saturation in the blood up to 100%. The air we breathe contains only 21% pure oxygen whereas **OXYGIZER™** contains 99% pure oxygen.
- Uplift your mood with an instant gulp of oxygen. **A few deep breaths and you will feel fresh.**

Perfect for keeping a healthy and active lifestyle, intended usage includes:

- Altitude sickness,
- Sports & fitness,
- Beauty & wellness,
- Respiratory support,
- Combat pollution.



Pakistan Oxygen Limited DRAP license



POL is licensed by DRAP (Drug Regulatory Authority of Pakistan) to import and manufacture medical devices locally.

Government of Pakistan
Ministry of National Health Services
Regulation & Coordination
Drug Regulatory Authority of Pakistan

Sr. No. 2734

FORM-4
(see rule 5(2))
LICENCE TO IMPORT MEDICAL DEVICES

License No: EL-1-00942
Date of issue: 20/12/2021
F.No: 12-548/2021-40

M/s Pakistan Oxygen Limited, is hereby licensed to import registered medical devices at the following premises:
Dockyard Road, West Wharf, Karachi.

2. Name(s) of person(s) along with the residential address and CNIC Number(s)

Name	Address	CNIC
Waqar Ahmed Malik	Phase 4 House No. 138, Street No. 25, Mohallah Khayaban-e-Qasim, DHA, Karachi	35201-4617241-6
Sajid Ahmed Dastgheer	House No. 145, Block 7, Mansab-e-KIA Scheme No.5, C/Block, Karachi	42331-4379123-9
Syed Hassan Ali Bukhari	Khayaban-e-Farook Phase 5, House No. 21/1, Street No. 23, Mohallah DHA, Karachi	42305-8938587-7
Shahid Muhammad Adnan	House No. 15-11/15, Ground Floor, Block 3, Federal B Area, Karachi	42401-7831896-1
Shahid Mahmood Umar	DHA Phase 5, House No. 8/11, Street No. 3, Khayaban-e-Ahmed, Karachi	42301-3940436-5
Shahid	Plot No. 1/21 A Khairabad, Plot No. 232, Street No. 1, Block D Street, Mohallah Dastgheer, East, Karachi	42301-0790111-7
Farooz Rizvi	House No. 95/2, Street No. 23, Mohallah DHA, Karachi	42301-0812675-7
M. Zuhair Man Mohajir	House No. 108/2/2, Mohallah Khayaban-e-Riaz, Phase 5, Karachi	42381-6664876-1
Mrs. Tayyiba Q. Kandhara	Gilani, House No. 448, Block 5, Karachi	42301-3788165-4
Mohammad Younus Daghia	House No. 138/1, Street No. 15, Mohallah Khayaban-e-Munazza, Phase 5, DHA, Karachi	42305-2274189-5

3. Name(s) of the person(s) in charge who will personally supervise the import and sale of medical devices by way of wholesale along with registration No, residential address and CNIC No.

Name	Address	CNIC
M. Ghazanfar Khan	House No. A-4, Sector 34/2, Mohallah City Villas Scheme 33, Gulshan-e-Iqbal, East, District Karachi	41304-4948991-5

4. Address(es) of godown(s), if any, where medical devices shall be stored
Dockyard Road, West Wharf, Karachi.

Dr. Ghazanfar Ali Khan
Additional Director General Secretary with
Executive Charge Ministry of National Health Services,
Ministry of National Health Services,
Government of Pakistan
(Karachi)

Drug Regulatory Authority of Pakistan - 77 Complex 588, Islamabad Pakistan - Ph: +92 91 8322188, 851, +92 91 9107402
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Import license – Two pages

Government of Pakistan
Ministry of National Health Services
Regulation & Coordination
Drug Regulatory Authority of Pakistan

Sr. No. 2734

5. The license will be in force for a period of five years from the date of issue unless earlier suspended or cancelled.

6. This license shall, in addition to the conditions specified in the Medical Devices Rules, 2017 made under the DRAP Act, 2012, be subject to the following conditions namely:-

(i) The persons mentioned above shall personally supervise the sale of medical devices.

(ii) The license and registration certificate from the Pharmacy Council of the person(s) in charge, personally supervising the sale of medical devices shall be displayed in a prominent place in the premises open to public.

(iii) No medical device requiring special storage conditions of temperature and humidity shall be stored or sold unless the precaution necessary for preventing the perishment of the components have been observed throughout the period during which it remained in possession of the licensee.

(iv) Importer shall be responsible for labeling requirements as per Medical Devices Rules, 2017 including Importer License details, Product Registration Numbers and MRP.

Renewal Date: 20/12/2026

Dr. Ghazanfar Ali Khan
Additional Director General Secretary with
Executive Charge Ministry of National Health Services,
Ministry of National Health Services,
Government of Pakistan
(Karachi)

Drug Regulatory Authority of Pakistan - 77 Complex 588, Islamabad Pakistan - Ph: +92 91 8322188, 851, +92 91 9107402
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Government of Pakistan
Ministry of National Health Services
Regulation & Coordination
Drug Regulatory Authority of Pakistan

Sr. No. 3006

FORM-3
(see rule 5(2))
LICENCE TO MANUFACTURE MEDICAL DEVICES

License No: ELM-0053
Date of issue: 19/04/2022
F.No: 12-02/2021-MD

M/s Pakistan Oxygen Limited, is hereby licensed to manufacture medical devices at the following premises:
Dockyard Road West Wharf, Karachi.

2. This licence permits the manufacture of following medical devices

S.No	Name of Medical Device
1	Hospital Bed Head Unit

3. This licence shall, in addition to the conditions specified in the Medical Devices Rules, 2017 made under the DRAP Act, 2012, be subject to the following conditions namely:-

(a) The licence shall be in force for a period of five years from the date of issue unless earlier suspended or cancelled.

(b) The licence authorizes the sale by way of wholesale dealing and storage for sale by the licensee of the products manufactured under this licence, subject to the conditions applicable to licences for sale.

(c) Name of the approved qualified technical staff.

Mr. Muhammad Adnan Danish, Bachelor of Science in Biomedical Engineering Production Incharge	Mr. Faizan Umar, Bachelor of Science in Biomedical Engineering Quality Control Incharge
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Renewal Date: 18/04/2027

Dr. Ghazanfar Ali Khan
Additional Director General Secretary with
Executive Charge Ministry of National Health Services,
Ministry of National Health Services,
Government of Pakistan
(Karachi)

Drug Regulatory Authority of Pakistan - 77 Complex 588, Islamabad Pakistan - Ph: +92 91 8322188, 851, +92 91 9107402
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Manufacturing license – Single page

Safety and Sustainability

SHEQ – Safety, Health, Environment & Quality

SHEQ has always been our topmost priority. At POL, we aim to improve the quality of our products and services constantly; while maintaining the highest standards of safety, health, environment, and quality.

- **Golden rules of safety** implemented which apply across our Company including our contractors with the aim of preventing severe injuries and fatalities and supporting the journey towards strong safety culture.
- **Visible Leadership** is also a critical component of our SHEQ Strategy and Senior Management team, Function Heads, & managers – everyone support the SHEQ agenda through active engagement, interventions, positive reinforcements etc., crucial for building an excellent safety culture.
- **Hazards and Risk Management** regarding the storage of flammable, toxic, cryogenic materials & processes are already reviewed and mitigated at all our production sites.

Safety being the core principle and continues to be the top-most priority for us. We ensure that Safety rules and procedures are clearly defined, understood, respected and complied with by all employees, contractors, supervisors and managers instinctively and automatically.



Pakistan Oxygen Limited

Transport Safety



- Our road safety approach focuses on driver skills and behavior, as well as the condition of the vehicle, road and local environment. It is supported by global road safety standards and includes routine audits of the road safety capabilities of our contractors as well as our mandatory defensive driving training course.
- Specific controls are put in place to mitigate road safety risks by following global road safety standards and through awareness programs and trainings. We help keep our drivers safe through training programs, including local transport contractors to improve the overall road safety.
- We have standardized global specifications for our vehicles and equipment. These specifications are much stricter than those prevailing within the country. All vehicles are properly maintained and inspected prior to setting out on journeys to mitigate incidents caused by equipment failure.
- In-vehicle monitoring systems (IVMS) are in place in every vehicle. We use IVMS to help monitor driving behavior by providing details of a driver's performance. Vehicle movements, location, and actions such as speeding, harsh braking, sharp acceleration, driving hours, and use of seat belts are tracked. Monitoring of these parameters enables us to recognize and encourage safe driving performance and improve fuel economy and lower CO2 emissions.





Our Sustainability program

- The 17 Sustainable Development Goals (SDGs) developed and adopted by the UN in 2015 are a universal call to action to end poverty, protect the planet and improve the lives and prospects of everyone, everywhere.
- While PakOxygen supports all 17 SDGs, we are prioritizing our actions where we can create the most impact.



Pakistan Oxygen Limited
Sustainability development program



Good health and well-being

Quality education

Gender equality

Clean water and sanitization



Projects

Projects

Projects

Projects

Focus on healthcare during pandemic, to achieve target of ZERO dry outs in hospitals

Set up Pakistan Oxygen Institute of Technology (POIT)

Gender Diversity

Monitor and optimize raw water consumption

Good Health & Wellbeing of Employees

Offer technical and vocational trainings to the youth in welding and medical engineering

Wastewater treatment and safe reuse in horticulture

Pakistan Oxygen Limited

Sustainability development program



Affordable and Clean energy



Industry, Innovation and Infrastructure



Responsible consumption and production



Projects

Energy Conservation

Replacement of high-power electrical components with low power components

Renewable energy installations, i.e., roof top solar power.

Projects

Bulk delivery auto scheduling using Teletel and AI to optimize product supply schedules

Projects

Paperless environment

Pakistan Oxygen Limited

Sustainability development program



Climate action



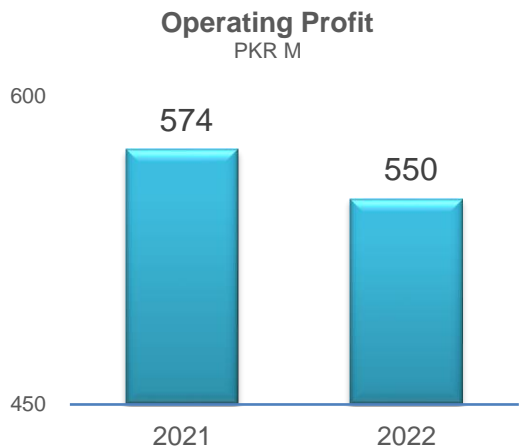
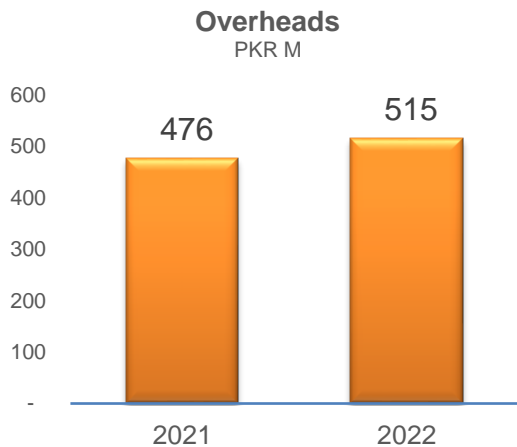
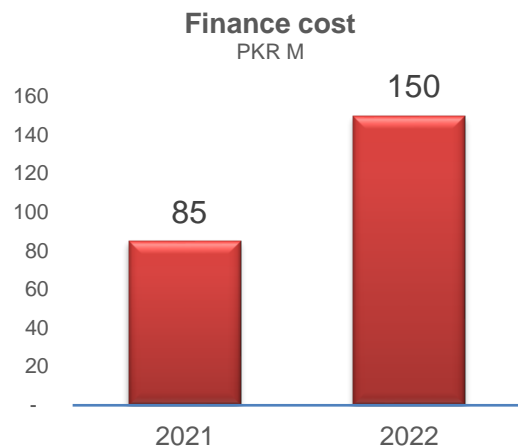
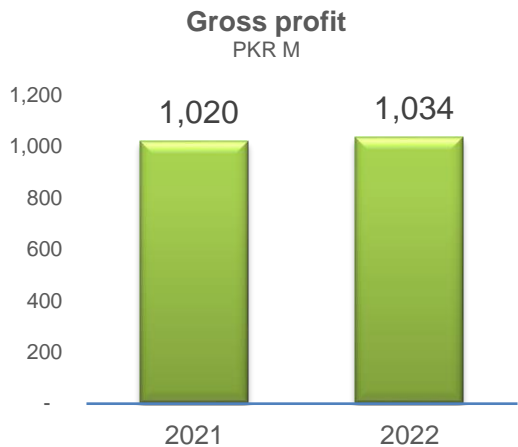
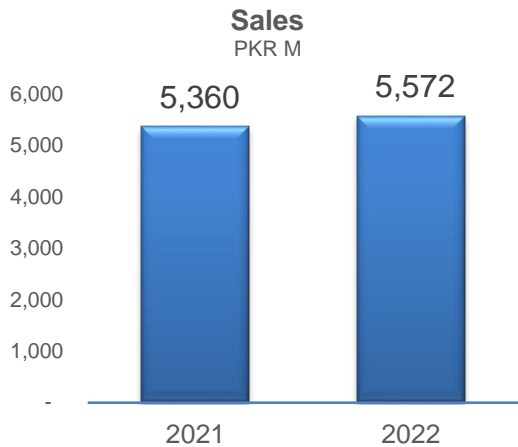
Projects

Plantation drive	Carbon emission reduction	Segregation, recycling and safe disposal of waste across POL locations
Reduction in CO2 emissions	Green Sourcing	Green Marketing
Route optimization		

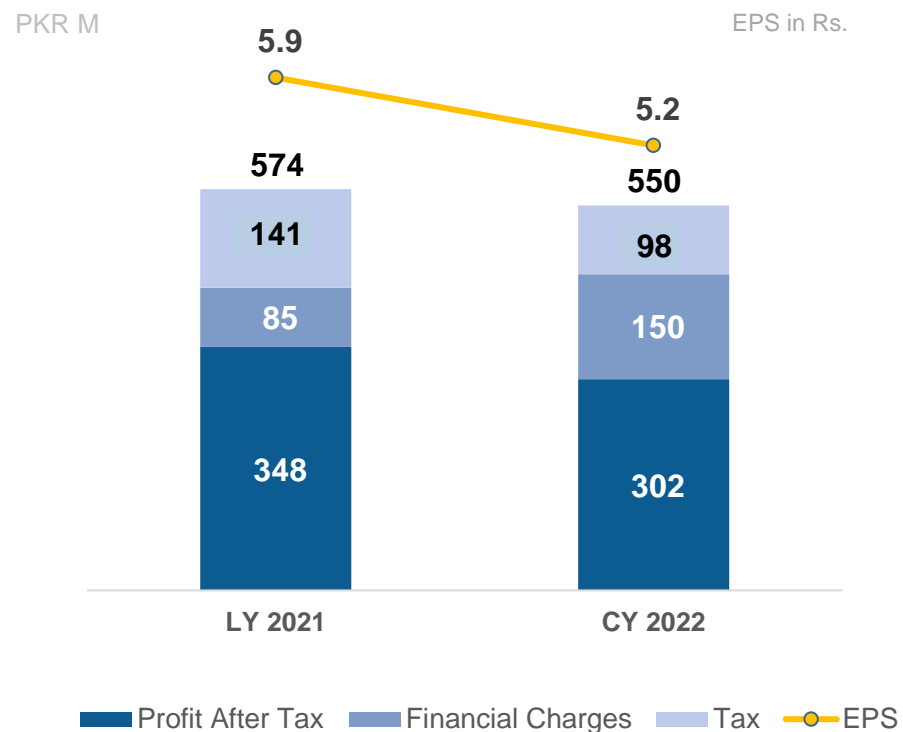
Financials

Financials

P&L – YTD September



EBIT, Financial Charges & EPS



- EBIT is lower by 4% mainly due to higher electricity and diesel cost and healthcare sales tax withdrawal impact.
- Financial charges are higher by 77% due to higher interest rates.
- Effective tax rate is 25% due to reversal of tax charge as the construction interest incurred during the year has been claimed as admissible deduction for tax purposes.
- EPS at Rs 5.16 is lower by 13%.

Q&A



Oxygen for life & sustainable growth.

www.pakxygen.com

Thank You