

SUI NORTHERN GAS PIPELINES LIMITED

GAS HOUSE, 21 KASHMIR ROAD, P.O. BOX 56, LAHORE (PAKISTAN)

CA/PSX/ 2140

Thru: PUCARS/Courier

August 17, 2023

Mr. Hafiz Maqsood Munshi,
Head Listed Companies Compliance - RAD ,
Paki stan Stoek Exchange Limited ,
Stock Exchange Building,
Stock Exchange Road,
Karachi-74000

HOLDING OF CORPORATE BRIEFING SESSION

Dear Sir,

This is with reference to your letter no. PSX/Gen-1307 dated August 15, 2023 in reference to our announcement dated August 15, 2023 on the captioned subject.

We hereby submit that attaching the Presentation with PSX letter has been inadvertently overlooked as required under PSX notification dated November 18, 2022. Hence as advised in the above letter, please find attached herewith a Presentation on the Corporate Briefing Session to be held on August 22, 2023, at 11:00 a.m. at Basement-II auditorium of LSE Plaza, 19-Khayaban-e-Aiwan-e-Iqbal, Lahore, for kind information and record, please.

In view of the explanation given above the matter may please be considered closed and we assure you of compliance of PSX regulations in future in a timely manner.

Thanks and regards.

Yours sincerely,

SUI NORTHERN GAS PIPELINES LIMITED

(IMTIAZ MEHMOOD)

Company Secretary

Tele: 042-99201338

Fax: 042-99201369

Enclosed: As above.

cc: The Joint Director – Offsite-II Department, Supervision, Division, SECP, Islamabad

cc: The Chief Regulatory Officer-PSX, Karachi



سوئی ناردرن گیس
Sui Northern Gas



Corporate Briefing 2023

The Momentum
Continues ...

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CORPORATE BRIEFING

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Company Overview





Footprint



1

Our Company

Largest Integrated Natural Gas Utility

2

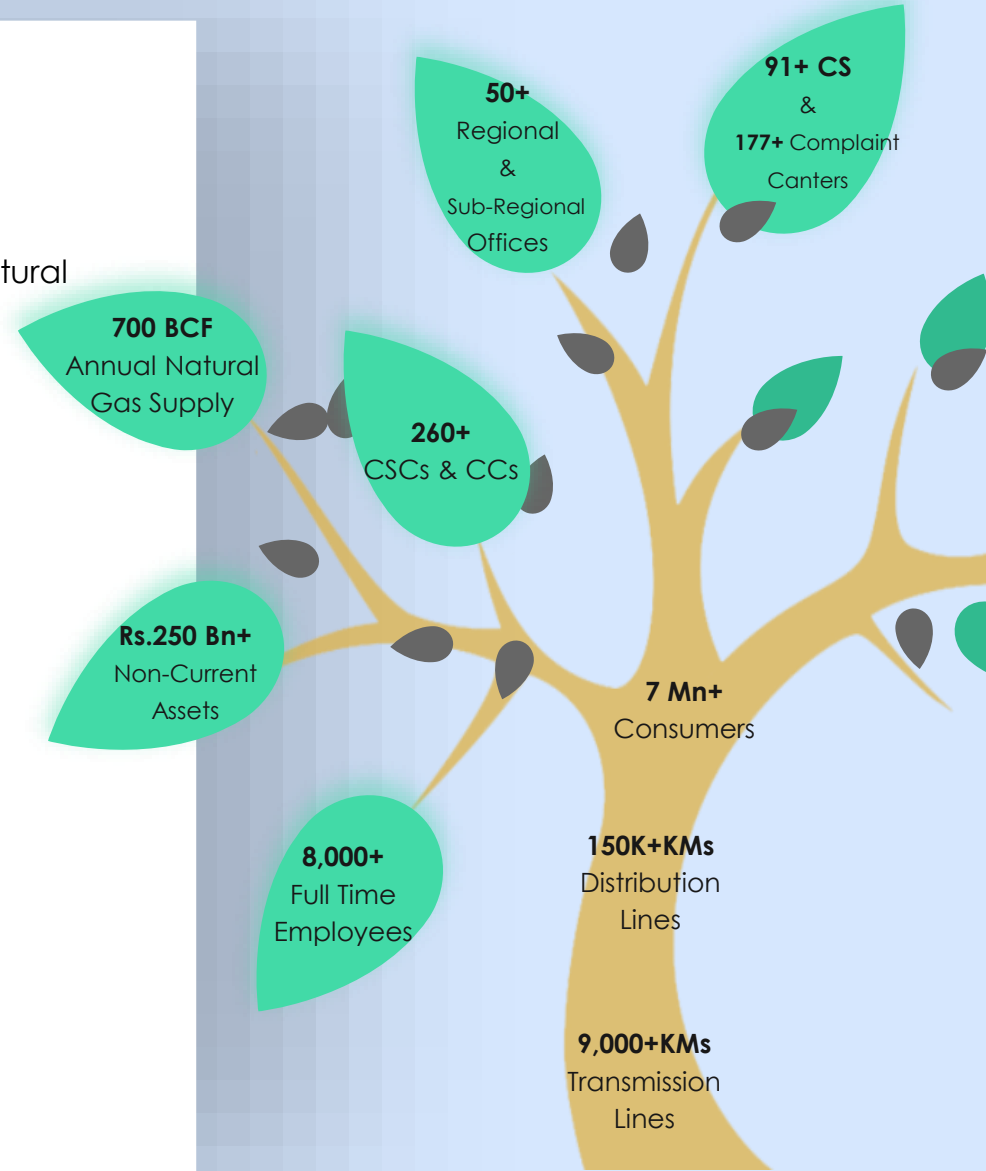
Experience

60 Year – T&D of Gas

3

Significance

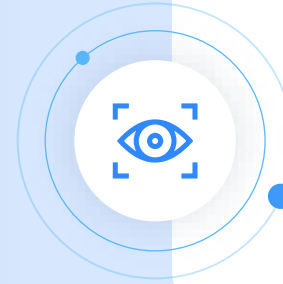
Fulfilling over 30% Energy Demand of Country





CORE VALUE

	Commitment	We are committed to our vision, mission and to creating and delivering stakeholder value .
	Courtesy	We are courteous - with our customers, stakeholders, and towards each other and encourage open communication .
	Competence	We are competent and strive to continuously develop and improve our skills and business Mission practices.
	Responsibility	We are responsible - as individuals and as teams - for our work and our actions. We welcome scrutiny, and we hold ourselves accountable .
	Integrity	We have integrity - as individuals and as teams – our decisions are characterized by honesty and fairness



VISION

To be the **leading integrated natural gas provider** in the region, seeking to **improve the quality of life** of our customers, and **achieving maximum benefit for our stakeholders** by **providing** an uninterrupted and **environment friendly energy resource**



MISSION

A **commitment to deliver natural gas** to all doorsteps in our chosen areas through **continuous expansion** of our network, by **optimally employing technological, human, and organizational resources, best practices, and high ethical standards**

GROWTH



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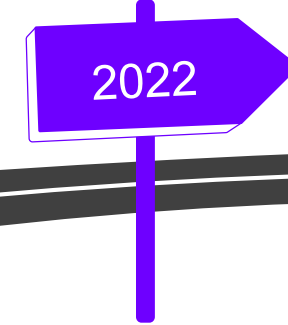
Trans.(KMs):8,948
Dist.(KMs):130,106
Con. (M):6.6+

Trans.(KMs):9,138
Dist.(KMs):135,097
Con. (M):6.9+

Trans.(KMs):9,175
Dist.(KMs):142,998
Con. (M):7.3+

Trans.(KMs): 9,052
Dist.(KMs): 146,327
Con. (M): 7.5+

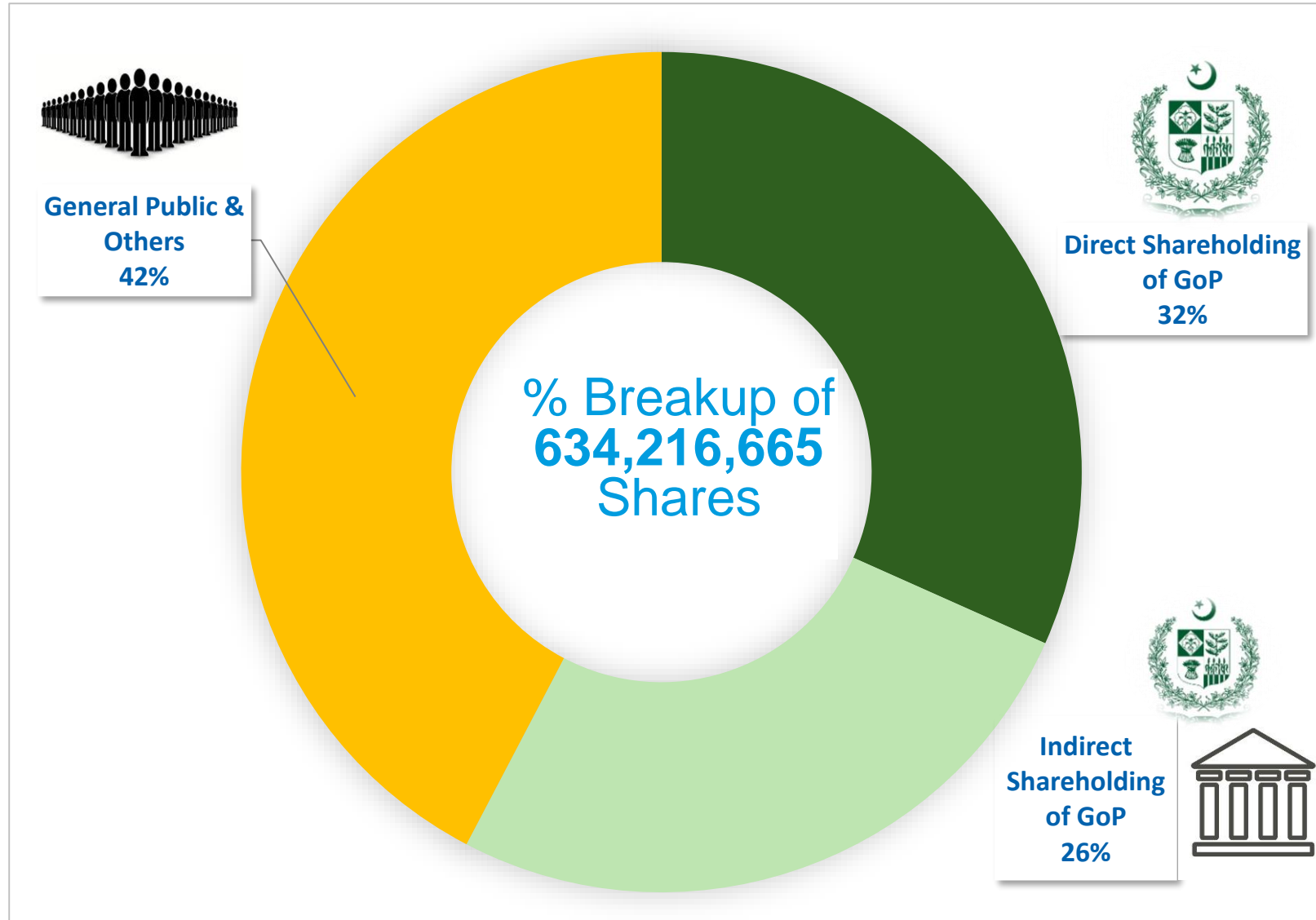
- 478 KM Network
- System Capacity 47 MMCFD
- 67 Consumers



SHAREHOLDING STRUCTURE



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	National Vision	Strategic Focus	Aligning Company Strategy
Pillar 1	Putting People First	Organizational & Operational Excellence	Focus on strong HR/ Talent Development and bridging Skills Gap .
Pillar 2	Achieving Sustained, Indigenous and Inclusive Growth	Growth	Focus on Sustainability, Diversity & Inclusion, CSR ; developing Indigenous Energy Market and Gas T&D Infrastructure.
Pillar 3	Democratic Governance, Institutional Reform and Modernization of the Public Sector	Organizational & Operational Excellence	Focus on Corporate Governance, Organizational Culture & Core Values, Operational Excellence, Digital Transformation , Optimization of Resources
Pillar 4	Water, Energy and Food Security	Sustainability	Focus on diversification to mitigate Energy Security Risks in the wake of Depleting Indigenous Gas Supply.
Pillar 5	Private Sector and Entrepreneurship Led Growth	Growth	Focus on developing Entrepreneurial Thinking and adopting Industry Best Practices to govern and manage.
Pillar 6	Developing a Competitive Knowledge Economy through Value Addition	Organizational & Operational Excellence	Focus on digital skills, information and knowledge based decision making using modern data analytics tools and research methods .
Pillar 7	Modernizing Transportation Infrastructure and greater Regional Connectivity	Growth	Focus on diversification to harness potential of CPEC Energy requirements through Regional Gas Pipelines.



Pakistan Energy Mix

Supply



Indigenous Natural Gas : **33.1%**
LNG : **10.3%**
(Total : **43.4%**)



Nuclear **3.2%**



LPG **1.3%**



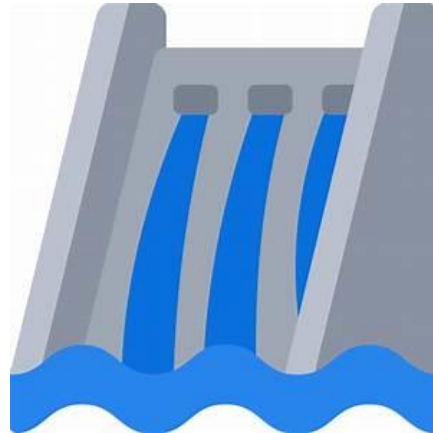
Renewable Energy **1.2%**



68%



SSGC
32%



Hydro **9.9%**



Coal **18.2%**



Oil **22.6%**

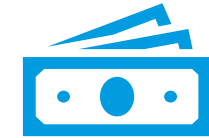
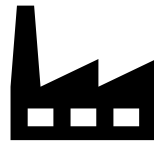


Source : Pakistan Energy Year Book 2020

Critical Infrastructure

SNGPL: Pakistan's Jugular Vein

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Food Security	Energy Security	Financial Security	Economic Security
Fertilizer Sector totally depends on Gas	Power Sector	Major Export Sector earning valuable Foreign Exchange	Key Commercial, Industrial, and Domestic sectors
19% of GDP* <small>Economic Survey of Pakistan</small>	Highest Gas Demand by Sector (36%)* <small>OGRA Year Book 2019-20</small>	\$15+ Billion Textile Exports ; \$ 2+ Billion IT Exports (2021)	IT, Cement, SMEs, CNG, Industries, Urban Cooking

Pakistan's Global Ranking

80 / 113	93 / 108	126 / 140	108 / 138
Global Food Security Index	Energy Trilemma Index	Global Competitiveness Index	Legatum Prosperity Index

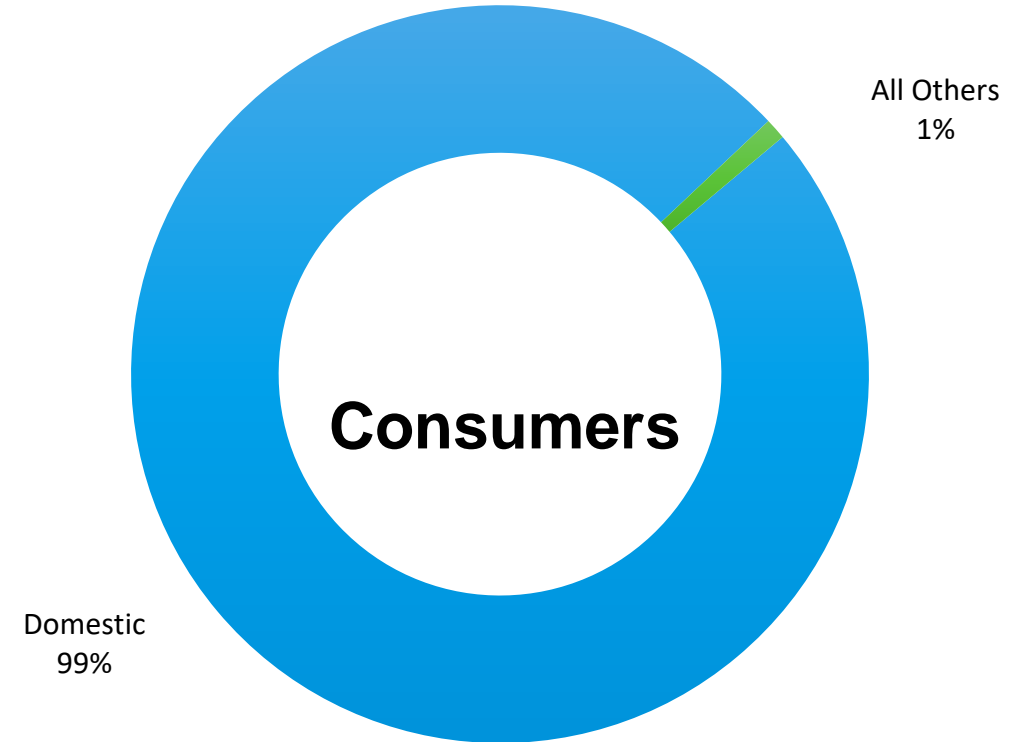
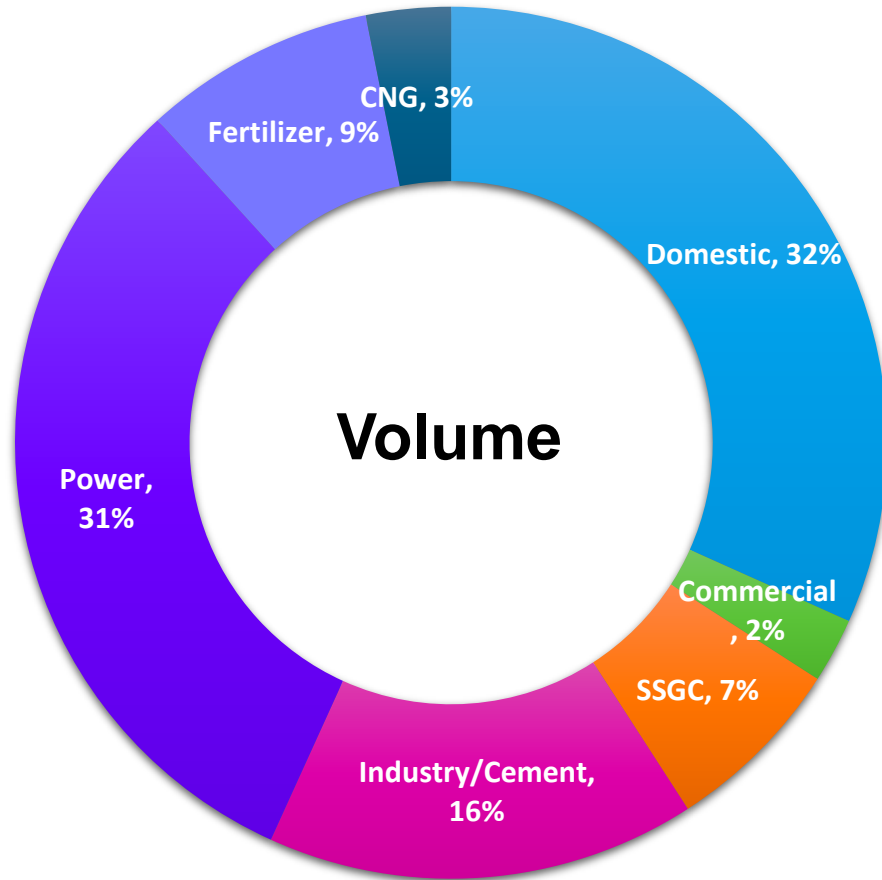
National Transmission & Distribution Network Company that connects and ensures "uninterrupted supply" of Natural Gas



SERVING THE COUNTRY - Sales Mix



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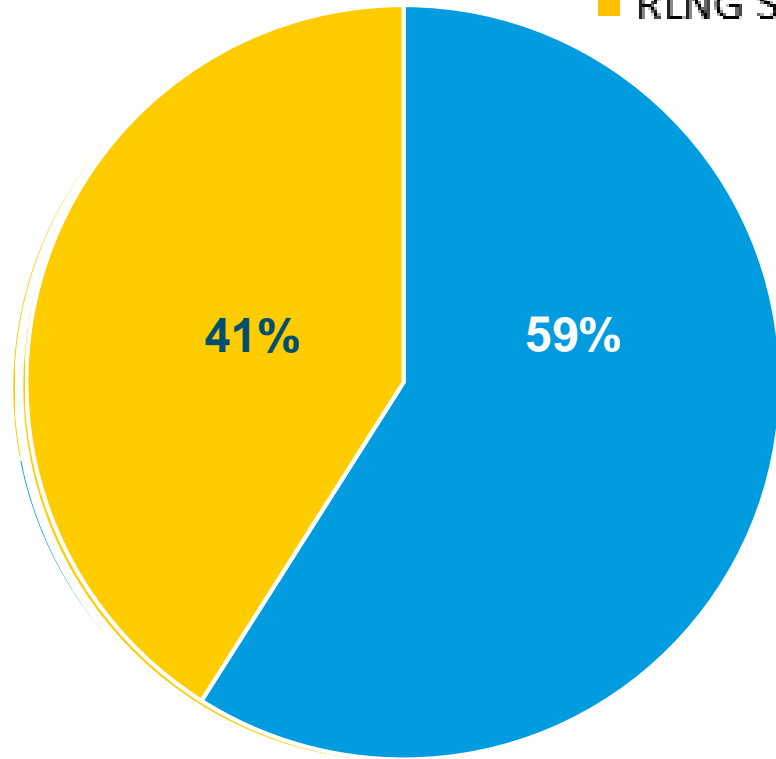
* Indigenous & RLNG for FY 2021-22

SERVING THE COUNTRY - Reliance on RLNG

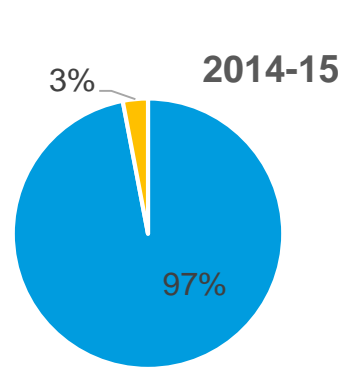
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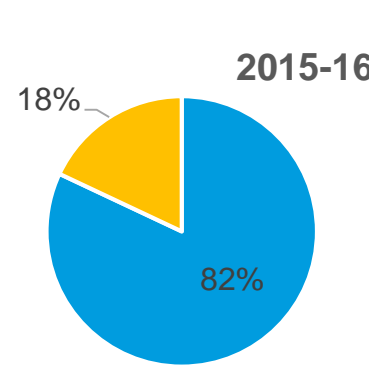
■ Indigenous Gas
■ RLNG Supply



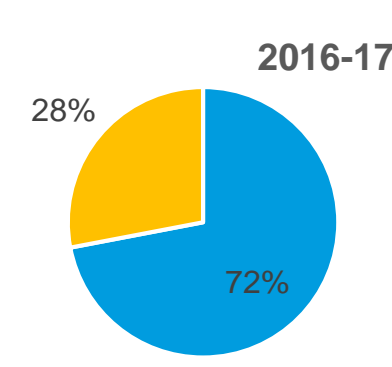
2022-23



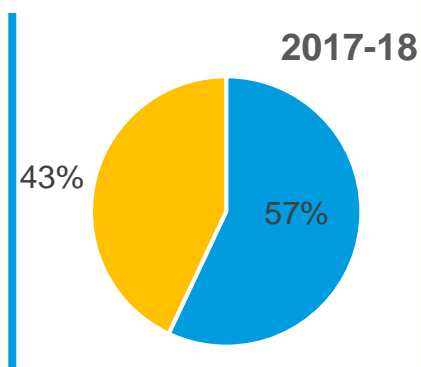
2014-15



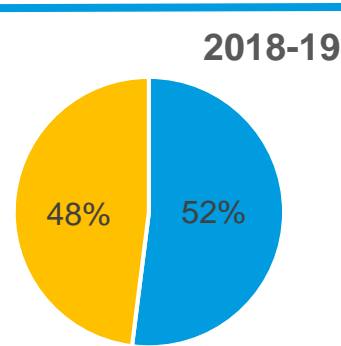
2015-16



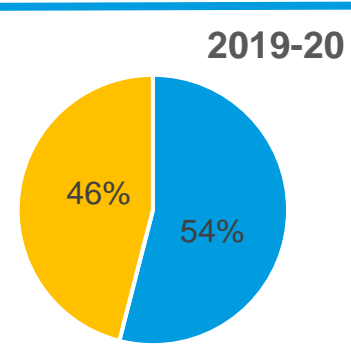
2016-17



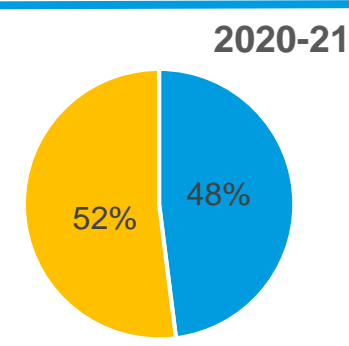
2017-18



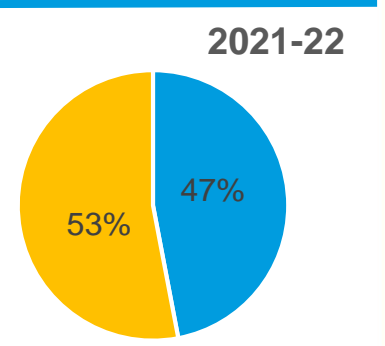
2018-19



2019-20



2020-21



2021-22



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FINANCIAL SNAPSHOT - 2022



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Revenues

1,077

RS billion

67%



Reserves

33,306

RS million

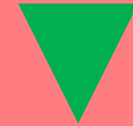
19%



UFG

8.06%

6.30%



EPS

16.34

RS

5.66%

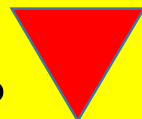


Profit before tax

15,504

RS million

2%



Profit after tax

10,366

RS million

5.66%



OUR FINANCIALS – Significant Ratios

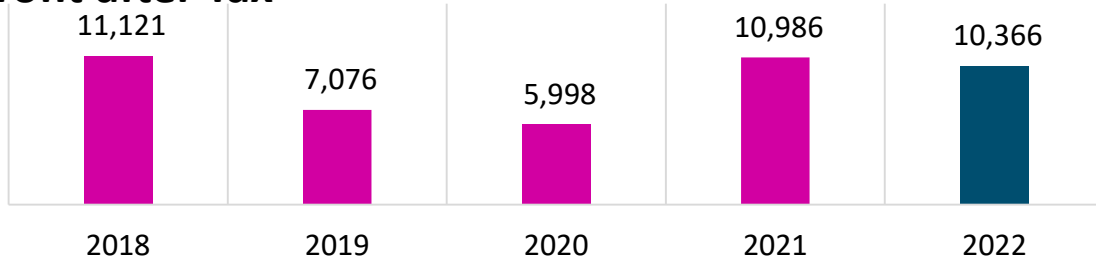
History at a Glance

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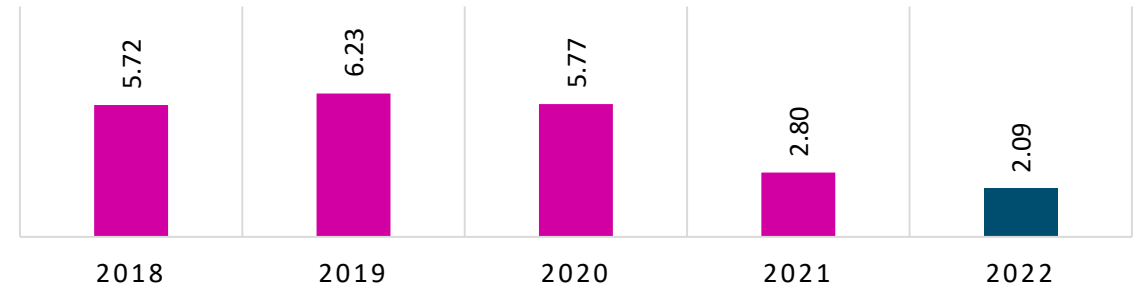


Profit after Tax

Rs. in Million

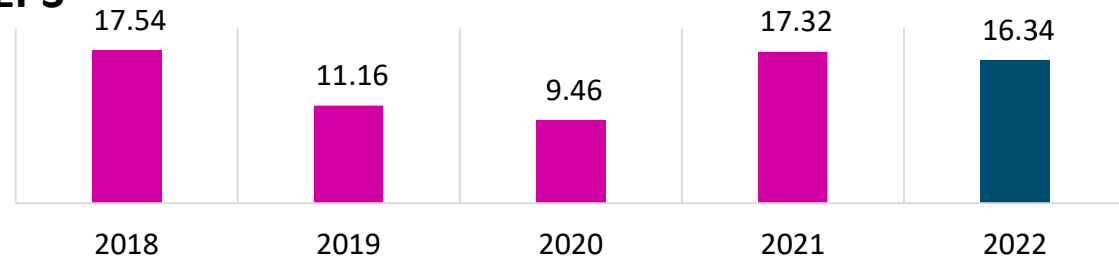


PRICE EARNING RATIO

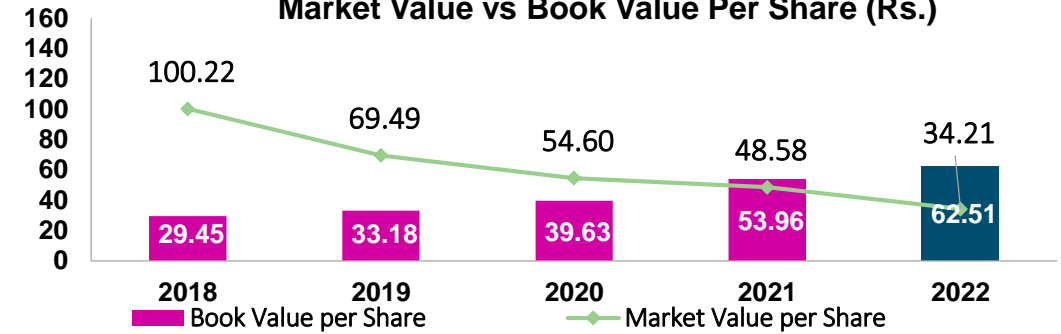


EPS

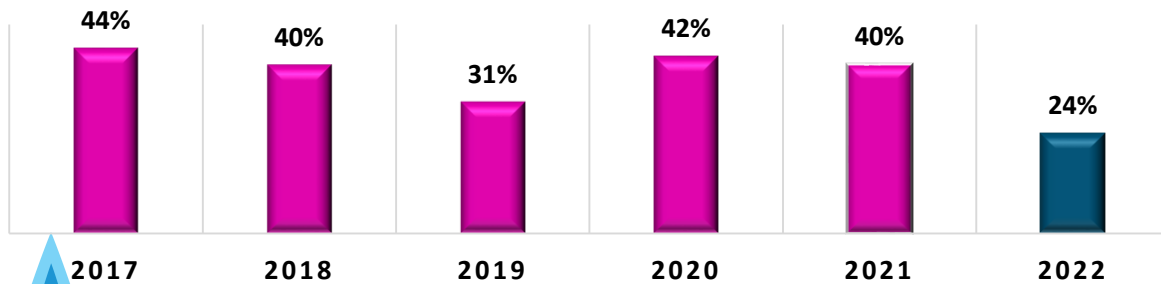
Rs. Per Share



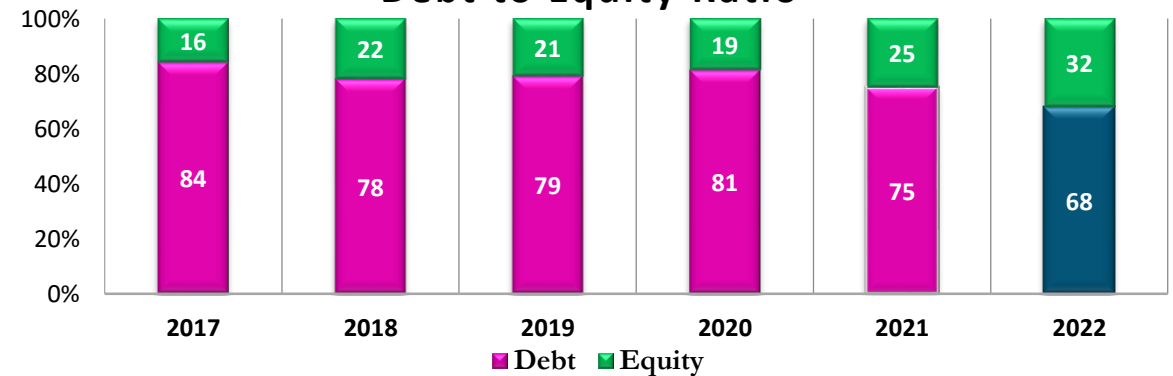
Market Value vs Book Value Per Share (Rs.)



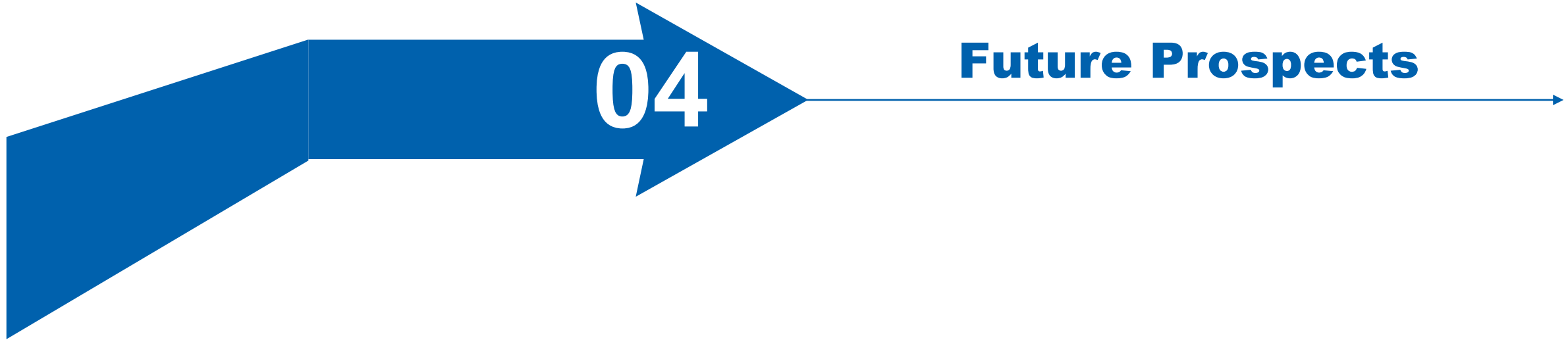
Dividend Payout Ratio



Debt to Equity Ratio



CORPORATE BRIEFING





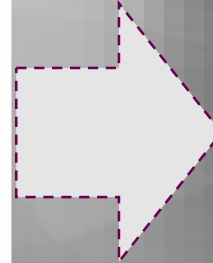
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PSX Corporate Briefing 2023

Strategic Goal



Natural Gas Utility



Transformation



Energy Company



Transformation from “Natural Gas Utility” into “Energy Company”, over the period of next 5 years

Over a period of times, Company aims to:

1. **Protect its Core** by implementing various initiatives;
2. Achieve **Excellence** in business operations
3. **Grow** smarter and maintain its position in the energy sector by investing in right resources and pursuing new business opportunities.

Protecting the Core



- Reduce and control UFG
- Manage Demand-Supply gap
- Improve Cashflow
- Optimize Operating Costs

Excellence



- Improve Market Perception
- Uplift Organizational Culture

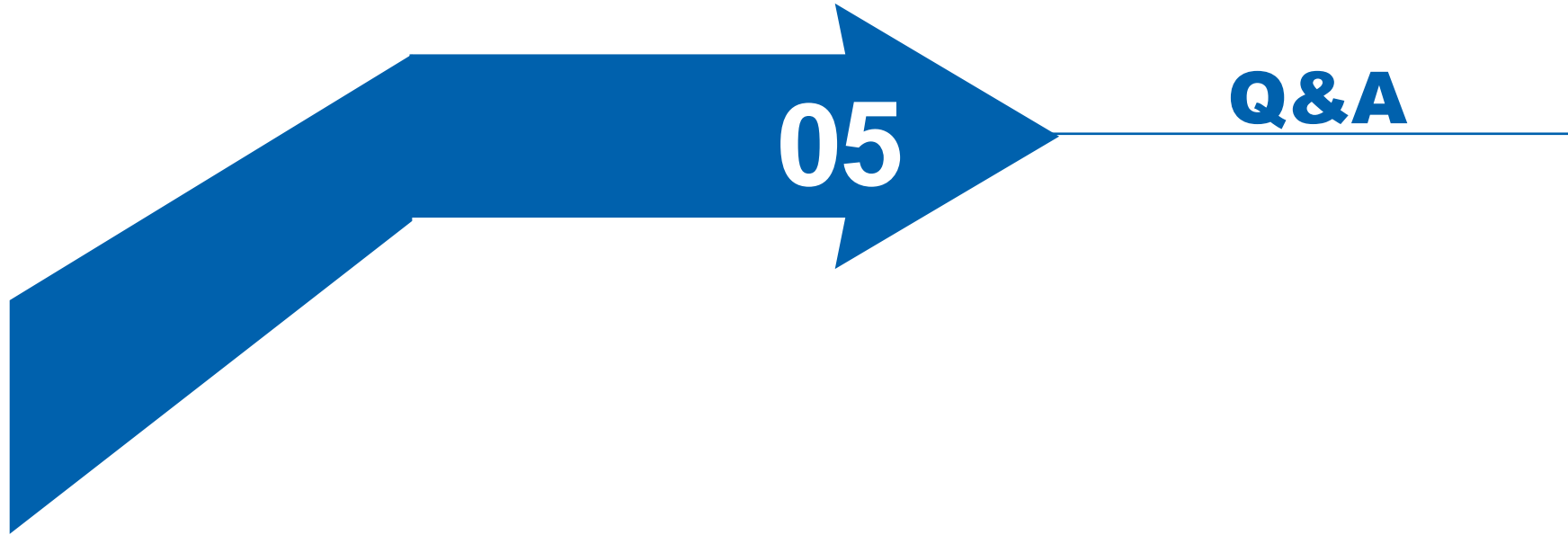
Growth



- Continue and Maintain ROA Stream- SEZs, Integration of new finds with Transmission, Augmentation / bifurcation of Gas networks.
- Third Party Access
- Integration & Diversification



CORPORATE BRIEFING





THANK YOU

