

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



**Pakistan State Oil**



# 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.

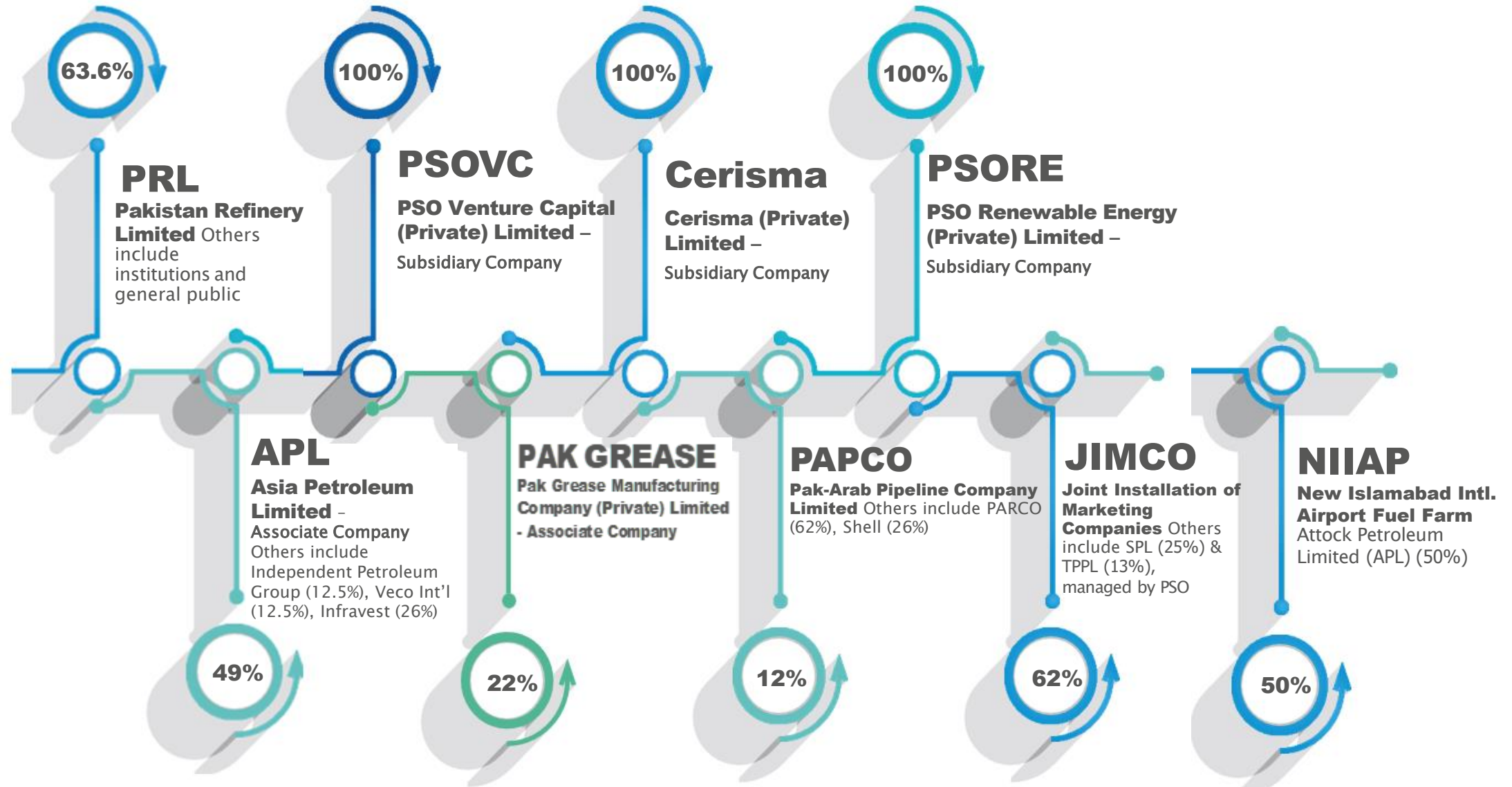
ISO certified Mobile Quality Testing Units to ensure high quality standard fuel to customers.

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



### Industries Served:



## Gas Fuel



### Industries Served:



## Cards



### Industries Served:



## Lubricants



### Industries Served:



## NFR



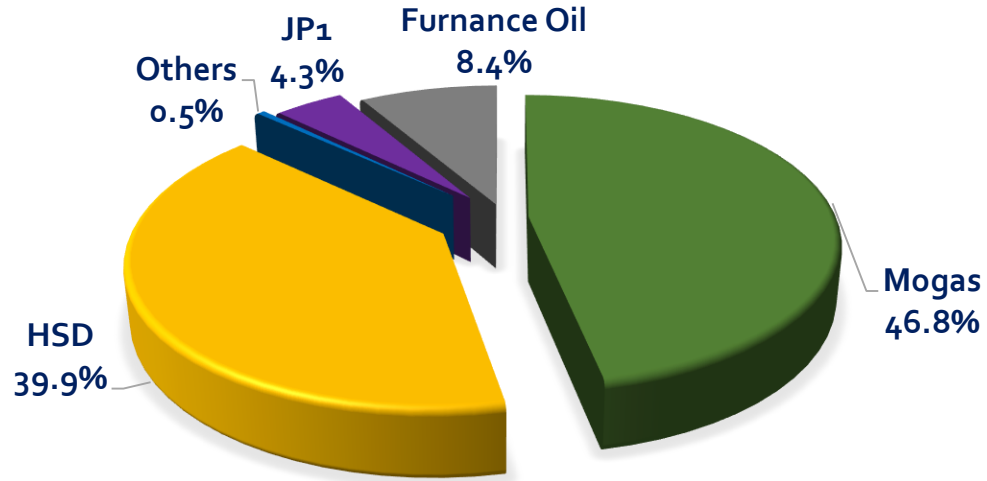
### Industries Served:



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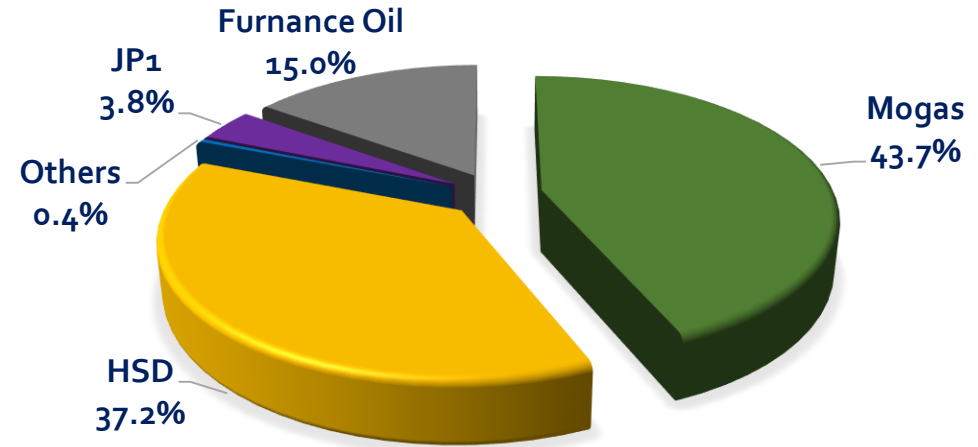
# OPERATIONAL HIGHLIGHTS

# Liquid Oil Consumption in Pakistan



9M FY24

11,485 KMT



9M FY23

13,005 KMT

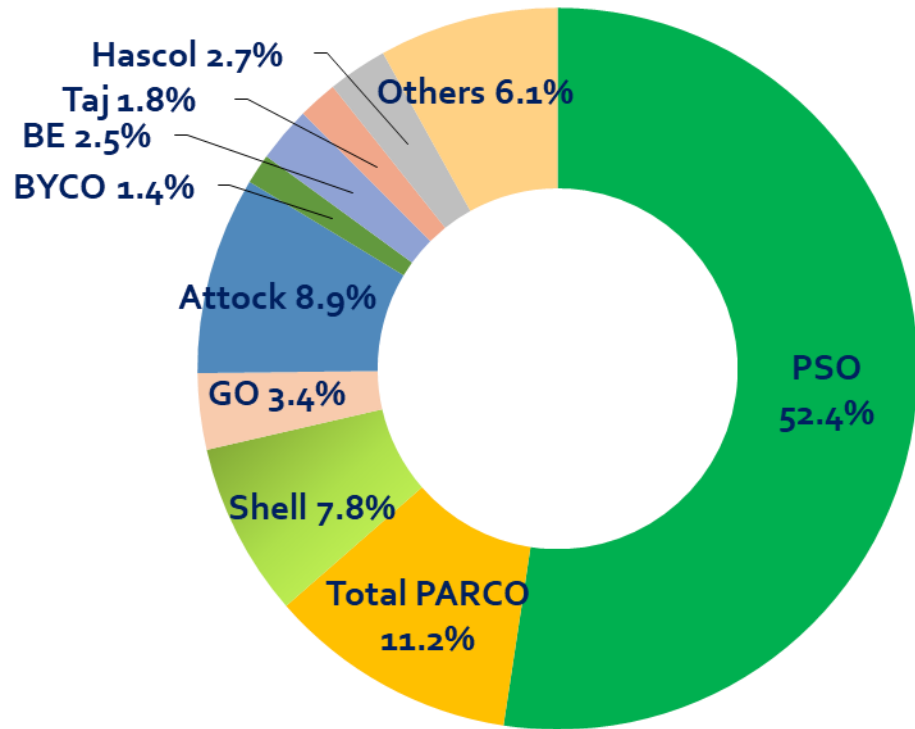
Industry ↓ 11.7%

## INDUSTRY IMPACT

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

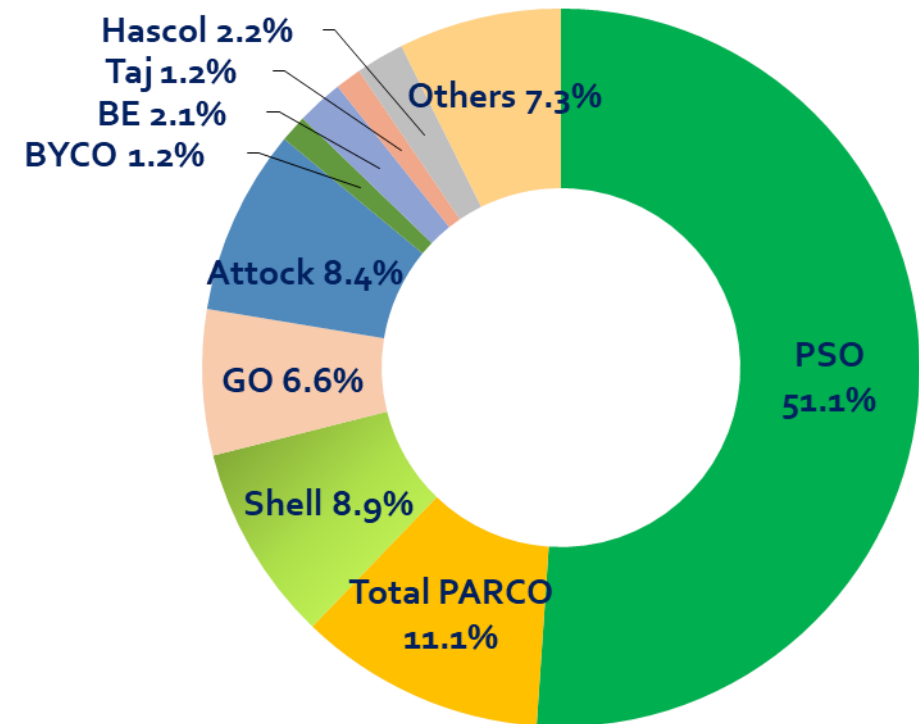


# PSO Leading White Oil Market



9MFY24

10,501 KMT



9MFY23

11,043 KMT

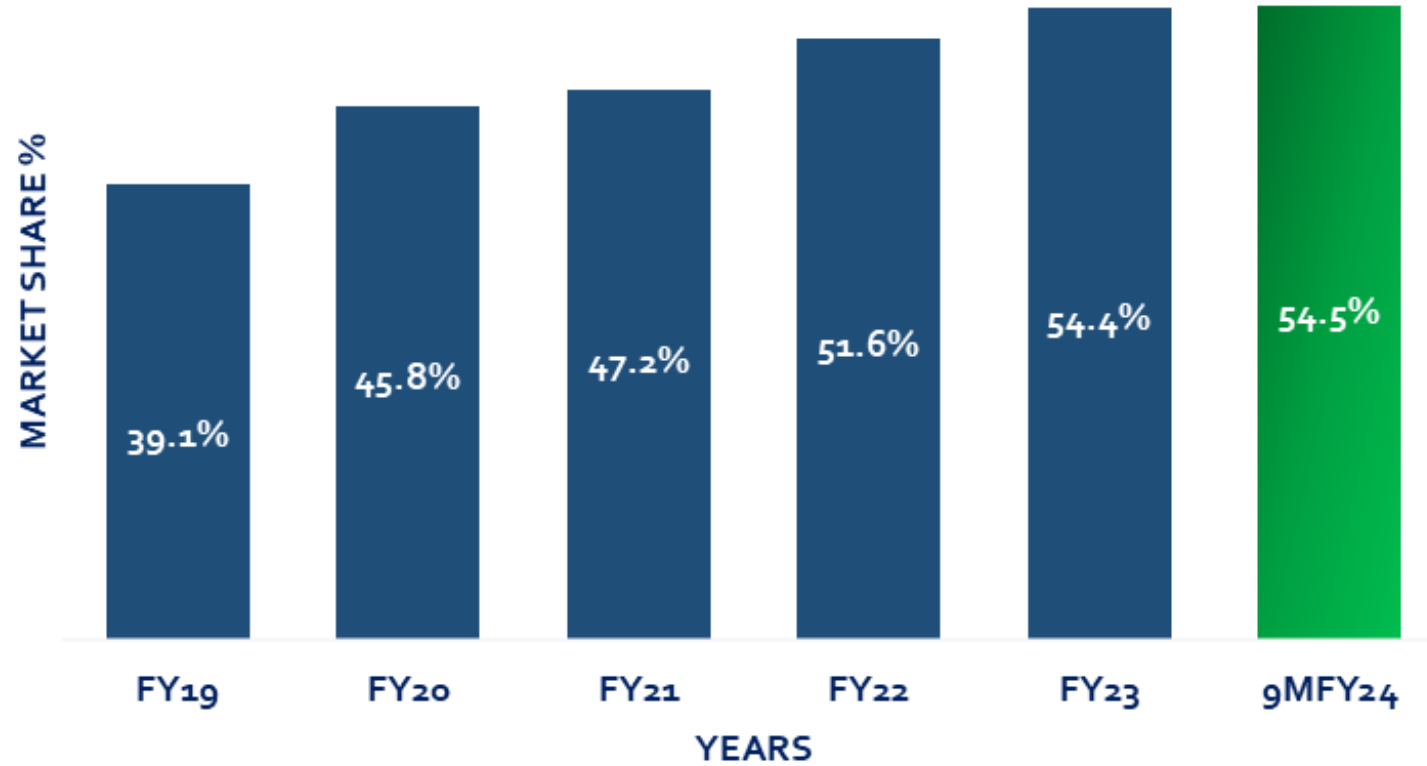
Industry ↓ 5%

PSO ↓ 2.4%

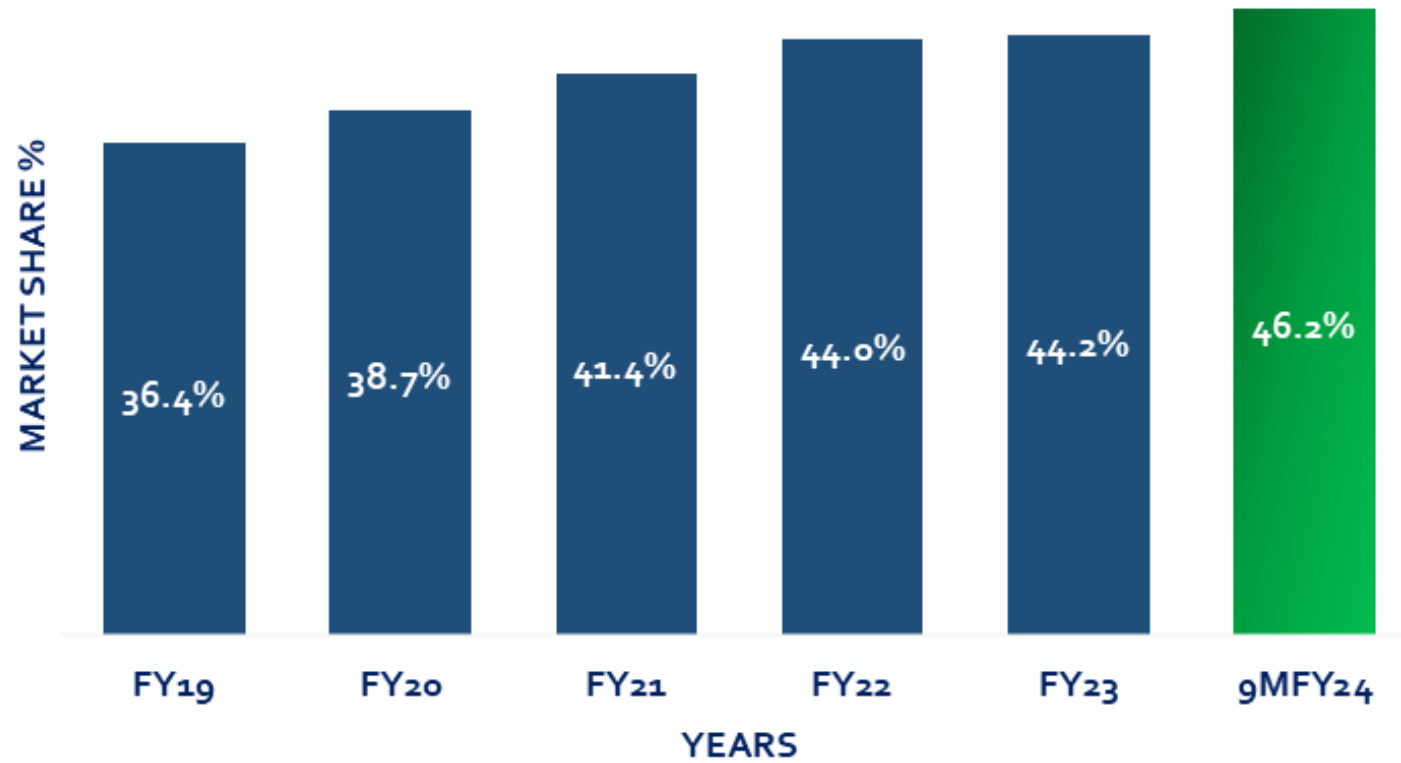
Major Change – Market Share

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 %
<b>Gross sales</b>	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)
<b>Gross profit</b>	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)
<b>Operating Profit</b>	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
<b>Profit before taxation</b>	31,946	26,868	19
Taxation	(18,549)	(16,583)	(12)
<b>Profit after taxation</b>	13,397	10,285	30
<b>Earning per share (Rs.)</b>	28.54	21.91	

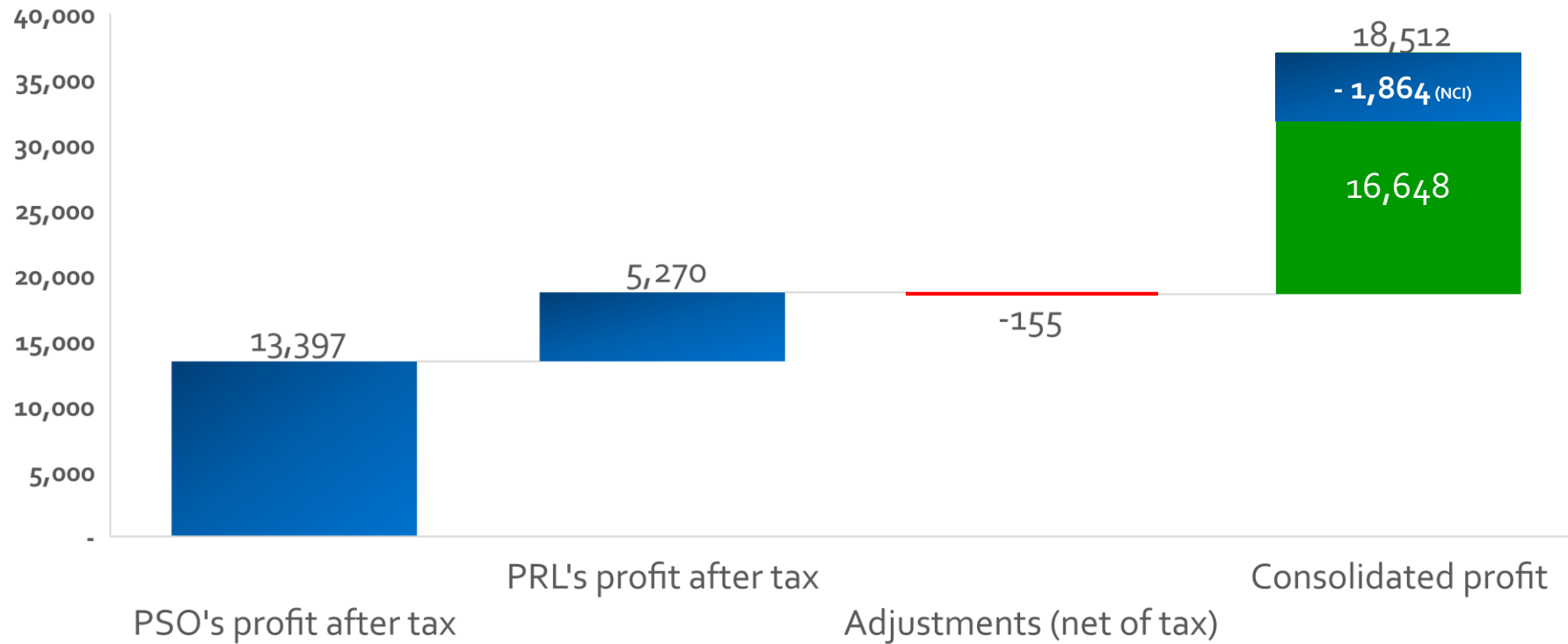
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## GROUP'S FINANCIAL HIGHLIGHTS

# Consolidated Financial Performance (July – March 2024)



(Rs in million)



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# 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



Exploring 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**

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