

# BURSHANE LPG (PAKISTAN) LIMITED

Corporate Briefing Session  
For the Financial Year  
Ended June 30, 2024



**Venue:**

**Zoom online App.**

**Dated: December 04, 2024**



## Content:

1. Company Overview
2. Financial Highlights
3. Future Outlook
4. Question & Answers





# COMPANY OVERVIEW

**Burshane LPG (Pakistan) Limited is among the pioneers in LPG marketing and distribution in Pakistan. Company consistently developed and established its countrywide distribution network which is primarily focused to cater the needs of domestic users and deliver our best services to them.**

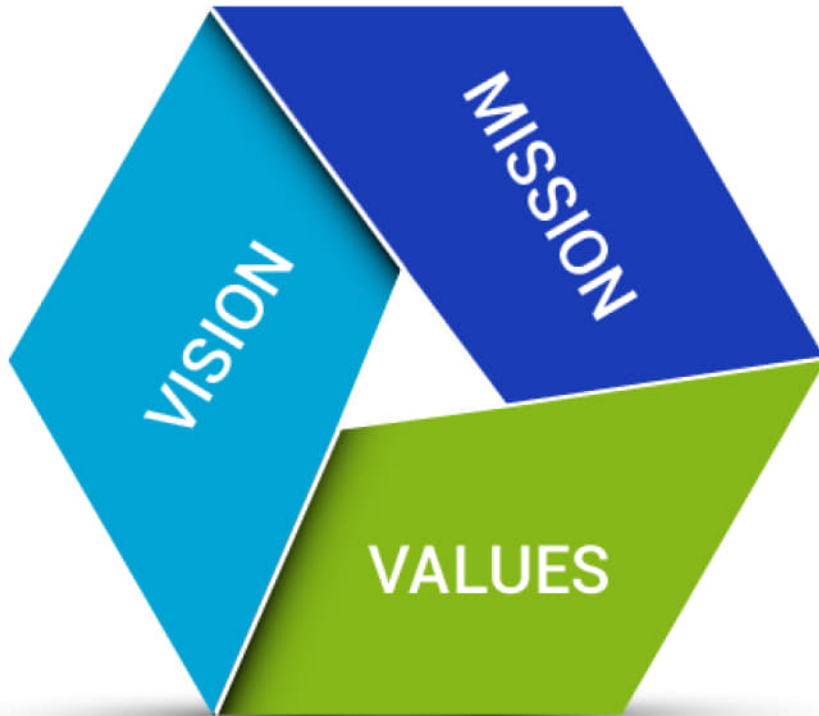
**Burshane's strategic goal is to establish itself as a leader among oil marketing companies by diversifying sales markets, ensuring reliable supplies, improving operating efficiency and fulfilling its scientific and technical potential.**

**Management strategy has strengthened our business model and helped finding new ways to differentiate our company – including through the circular economy. We have built a new Burshane that is founded on efficiency, integration and new technologies.**

# VISION & MISSION

## MISSION

The Objective of Burshane LPG (Pakistan) Limited is to engage efficiently, responsibility and profitability in the LPG and allied business. We seek a high Standard of performance, maintaining a strong long term and growing position in the competitive environment. The driving force behind experience professionals and its continuous efforts in maintaining high standards of technical resource and safety standards.



## VISION

At Burshane LPG (Pakistan) Limited, we strive to provide quality customer service through continuous improvements in our effort to make uninterrupted supply of LPG to the users, development of our people and maintaining high standards of technical resources and safety standards. Further we aim at sustained profitability and value growth for our shareholders through strong financial foundation and loyal customers. We shall strive to provide better choices to our communities for improving quality of their life.

## TEAM WORK

Nobody can get there unless everybody gets there. We focus on leveraging collective efforts and nurture a culture of appreciating every job, big or small.

## FAIRNESS

Fairness is a professional skill that must be developed and exercised. We keep fairness paramount, we do what we say.



## EXCELLENCE

Excellence is not an exception, it is a prevailing attitude. We view excellence as a continuous process of raising the bar in everything we do.

## LEADERSHIP

Business performance is driven by effective leaders who can truly inspire people to unleash their personal and collective potential. We provide leadership as a company and as individuals with vision, communication and passion

## BELIEF

Achieving something requires belief in oneself, anything is possible for those who believe. We believe in our products, our processes, our partners and above all, we believe in each other.

## BOARD OF DIRECTORS

Mr. Shaikh Abdus Sami	Chairman/Independent Director
Mr. Asad Alam Niazi	CEO / Director
Mr. Saifee Zakiuddin	Director
Mr. Amir Aziz	Director
Mr. Ali Alam Niazi	Director
Ms. Shahbano Hameed	Director (NIT Nominee)
Maj. Gen Rafiullah Khan (R)	Independent Director
Brig. (R) Rashid Siddiqi	Independent Director

## MANAGEMENT

Mr. Asad Alam Niazi	Chief Executive Officer
Mr. Saifee Zakiuddin	Director Finance
Mr. Amir Aziz	Director Operations
Mr. Khurram Kasbati	Chief Financial Officer
Mr. Irfan Javed Warsi	General Manager Commercial & Business Development (HR)
Mr. Asad Wasty	Head of Internal Audit
Mr. Daniyal Mughal	Company Secretary & Finance Controller

## AUDITORS

Rahman Sarfaraz Rahim Iqbal  
Rafiq Chartered Accountants

## LEGAL ADVISORS

Mohsin Tayebaly & Co.

## TAX ADVISORS

Maavins Solution

## SHARE REGISTRAR

THK Associates (Pvt.) Limited



# **INCREDIBLE ENERGY**

LPG Autogas is by far the most widely available environmentally friendly alternative fuel. Recent independent tests have also shown that LPG has the best environmental record compared with petrol and diesel. Driving an LPG vehicle is safe, easy and best of all, much cheaper than driving a petrol or diesel model. Engines running on LPG produce less harmful emissions compared to petrol or diesel, whilst making significant savings at the pumps.

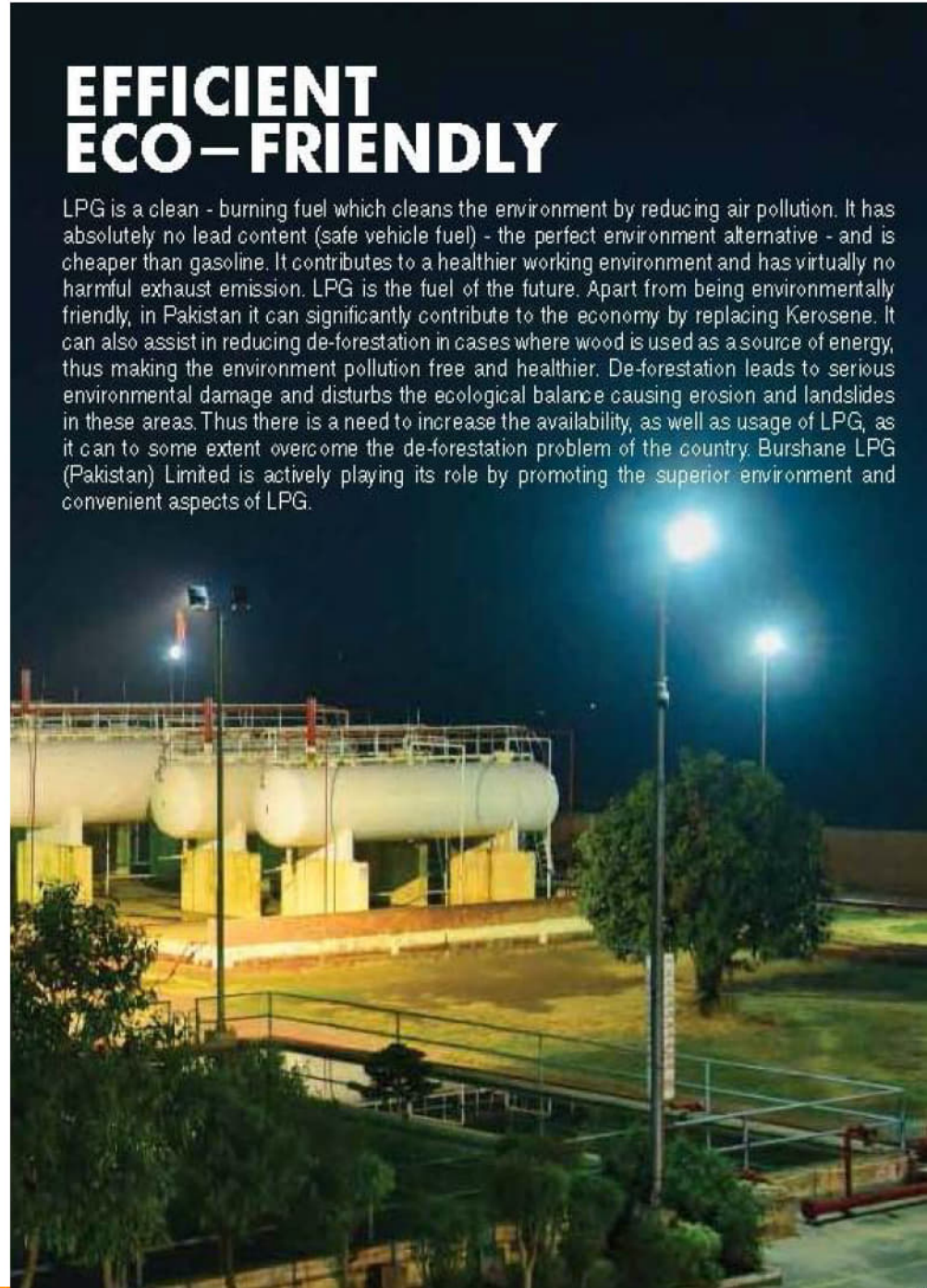


## CONVENIENT & SAFE DOMESTIC USE

In both urban and rural areas, LPG is being widely used as an alternative source of Natural Gas or where there is no access to central gas pipeline. In domestic segment LPG is used mainly for cooking and heating purposes, for economic reasons, convenience over traditional fuels as well as to ensure Environment (HSSE). Burshane LPG (Pakistan) Limited is among the pioneers in LPG marketing and distribution in Pakistan. Company incorporated in 1966 and consistently developed and established its countrywide distribution network which is primarily focused to cater the needs of domestic users and deliver our best services to them. Burshane LPG has a very clear strategy to offer and deliver differentiated Customer Value Propositions to various segments of market, to increase customer satisfaction and retain its position as the premium LPG brand available in market. Company is committed on attracting more customers and enhancing the brand by providing products and services to create customer loyalty and market share on a sustainable basis. Consistent focus on our CVP across the entire value chain has distinguished our brand among competitors in industry. Our core values of honesty, integrity and respect for people are at the heart of the way we manage our business.

## EFFICIENT ECO-FRIENDLY

LPG is a clean - burning fuel which cleans the environment by reducing air pollution. It has absolutely no lead content (safe vehicle fuel) - the perfect environment alternative - and is cheaper than gasoline. It contributes to a healthier working environment and has virtually no harmful exhaust emission. LPG is the fuel of the future. Apart from being environmentally friendly, in Pakistan it can significantly contribute to the economy by replacing Kerosene. It can also assist in reducing de-forestation in cases where wood is used as a source of energy, thus making the environment pollution free and healthier. De-forestation leads to serious environmental damage and disturbs the ecological balance causing erosion and landslides in these areas. Thus there is a need to increase the availability, as well as usage of LPG, as it can to some extent overcome the de-forestation problem of the country. Burshane LPG (Pakistan) Limited is actively playing its role by promoting the superior environment and convenient aspects of LPG.







# PRODUCTS

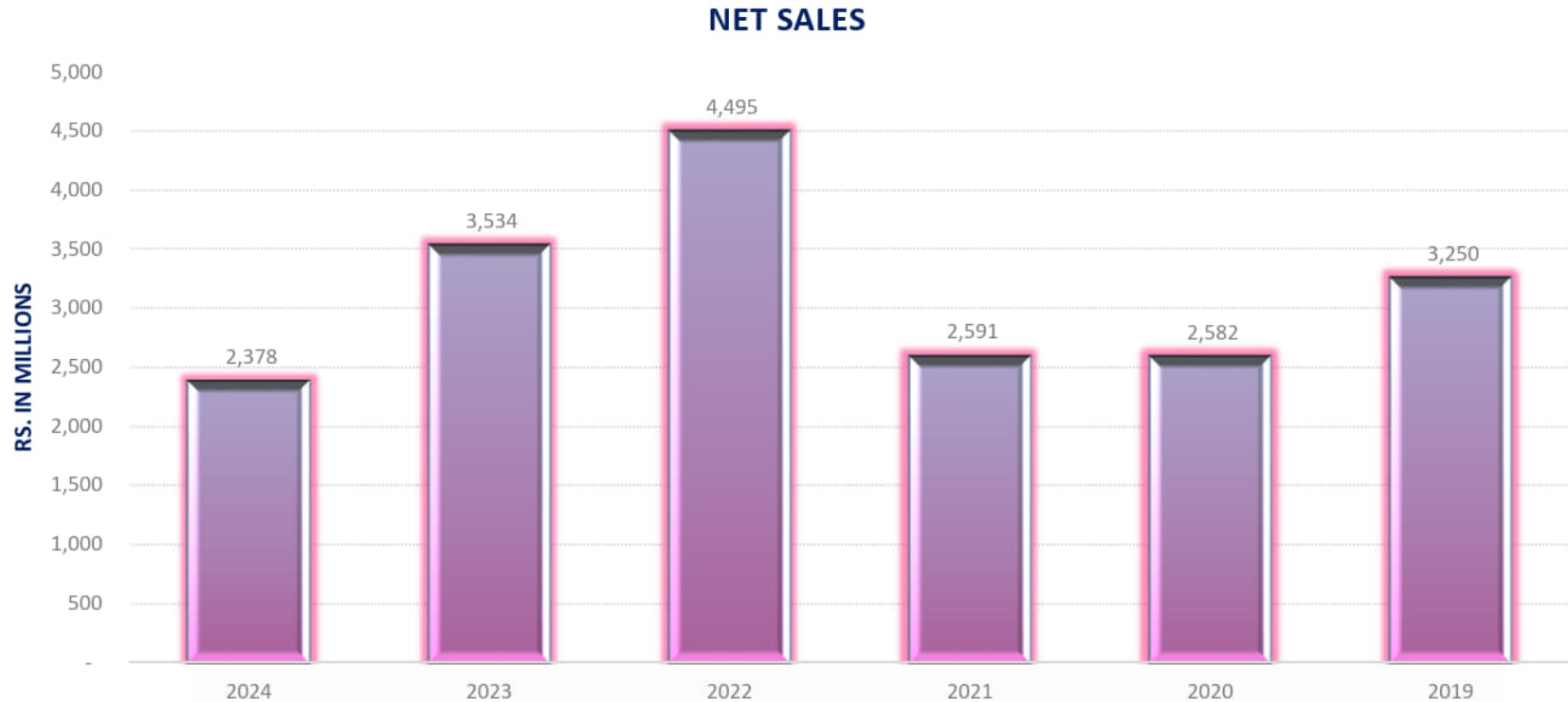
BURSHANE LPG PAKISTAN





## Financial Results for the year ended June 30, 2024

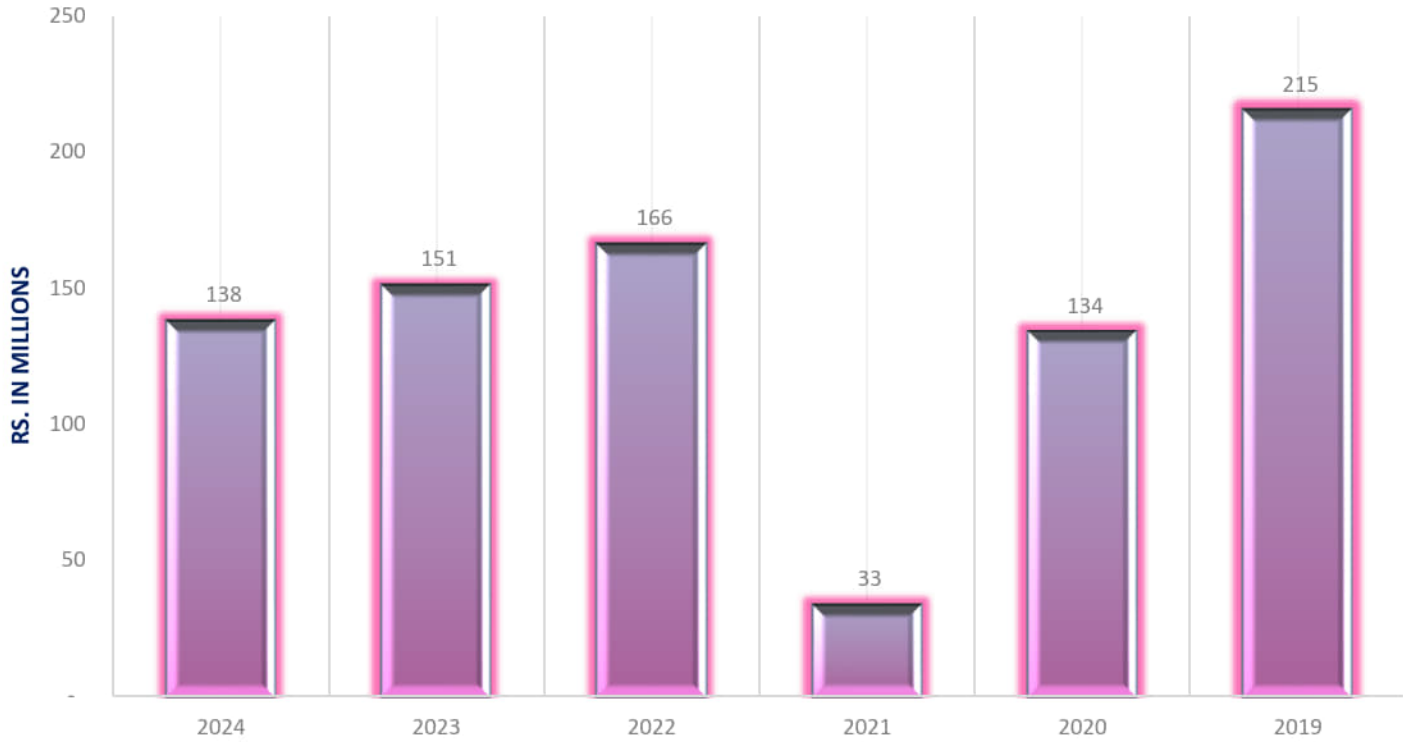
	2024	2023
	----- (Rupees in '000) -----	
Sales - net	2,377,502	3,533,606
Cost of sales	<u>(2,239,558)</u>	<u>(3,382,507)</u>
Gross profit	137,944	151,099
Administrative expenses	(117,647)	(116,028)
Distribution and marketing expenses	(64,197)	(65,880)
Other income	65,674	30,411
Other expenses	<u>(22,203)</u>	<u>(6,943)</u>
	<u>(138,373)</u>	<u>(158,440)</u>
Operating loss	(429)	(7,341)
Financial costs	<u>(69,824)</u>	<u>(56,807)</u>
Loss before minimum tax differential and income tax	(70,253)	(64,148)
Minimum tax differential	<u>(6,084)</u>	<u>(8,810)</u>
Loss before income tax	(76,337)	(72,958)
Taxation	<u>2,660</u>	<u>6,807</u>
Loss for the year after taxation	<u><u>(73,677)</u></u>	<u><u>(66,151)</u></u>
	----- (In Rupees) -----	
Loss per share - basic and diluted	<u><u>(3.28)</u></u>	<u><u>(2.94)</u></u>



During the year under review, the sales volume of the Company at 11,867 MTs, decreased by 7,797 MTs (65.70%) compared to the corresponding period due to reduced local LPG quota and higher prices of imported LPG. Net sales of the Company at Rs. 2,377.50 million decreased by Rs. 1,156.10 million (32.72%) due to reduction in sales volume during the period. The gross margins of the Company at Rs. 137.94 million (5.80% of sales value) was decreased by Rs. 13.16 million from comparative period of last year.



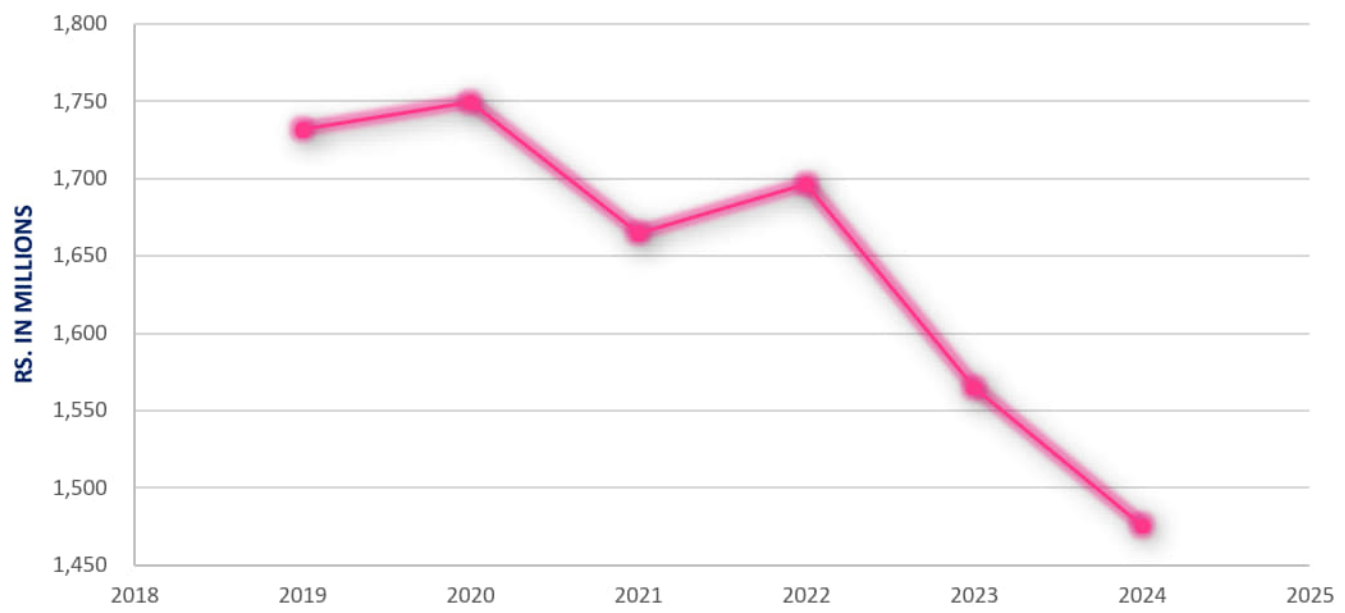
# GROSS PROFIT





# TOTAL ASSETS

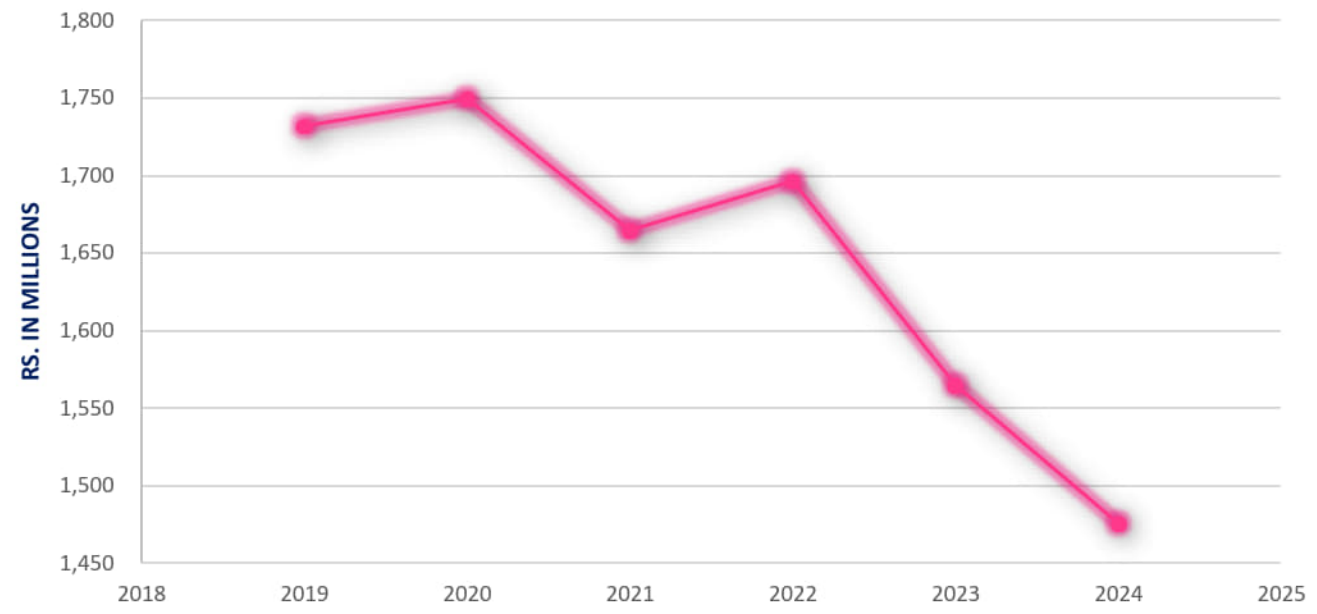
TOTAL ASSETS





# TOTAL EQUITY AND LIABILITIES

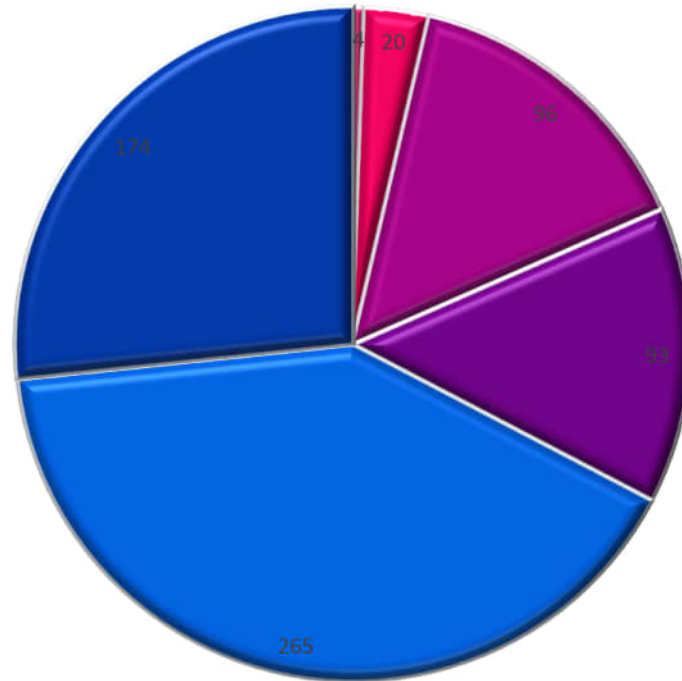
TOTAL EQUITY AND LIABILITIES



# CASH AND CASH EQUIVALENTS

CASH AND CASH EQUIVALENTS

RS. IN MILLIONS



■ 2024 ■ 2023 ■ 2022 ■ 2021 ■ 2020 ■ 2019



# SIX YEARS AT A GLANCE

	2024		2023		2022		2021		2020		2019	
	—Rupee 000—	%	—Rupee 000—	%	—Rupee 000—	%	—Rupee 000—	%	—Rupee 000—	%	—Rupee 000—	%
<b>Balance Sheet</b>												
Non-current assets	1,169,224	79%	1,179,796	75%	1,156,692	68%	1,140,409	69%	1,329,227	80%	1,293,975	74%
Current assets	306,239	21%	385,006	25%	539,735	32%	524,134	31%	420,223	25%	437,872	26%
<b>Total assets</b>	<b>1,475,463</b>	<b>100%</b>	<b>1,564,802</b>	<b>100%</b>	<b>1,696,427</b>	<b>100%</b>	<b>1,664,543</b>	<b>100%</b>	<b>1,749,450</b>	<b>100%</b>	<b>1,731,847</b>	<b>100%</b>
Equity	133,209	9%	206,886	13%	272,737	16%	240,152	14%	352,741	20%	544,679	31%
Surplus on revaluation of fixed assets	336,715	22%	336,715	22%	336,715	20%	336,415	20%	336,415	19%	274,765	16%
Non-current liabilities	570,142	36%	589,735	38%	608,758	36%	466,572	28%	431,771	25%	388,579	22%
Current Liabilities	435,397	28%	431,466	28%	478,217	28%	621,404	37%	628,523	36%	523,824	30%
<b>Total equity and liabilities</b>	<b>1,475,463</b>	<b>100%</b>	<b>1,564,802</b>	<b>100%</b>	<b>1,696,427</b>	<b>100%</b>	<b>1,664,543</b>	<b>100%</b>	<b>1,749,450</b>	<b>100%</b>	<b>1,731,847</b>	<b>100%</b>
Net sales	2,377,502	100%	3,533,606	100%	4,494,627	100%	2,591,297	100%	2,582,454	100%	3,249,870	100%
Cost of product sold	(2,239,558)	-94%	(3,382,507)	-96%	(4,328,477)	-96%	(2,557,808)	-99%	(2,448,638)	-95%	(3,034,515)	-93%
<b>Gross profit</b>	<b>137,944</b>	<b>6%</b>	<b>151,099</b>	<b>4%</b>	<b>166,150</b>	<b>4%</b>	<b>33,489</b>	<b>1%</b>	<b>133,816</b>	<b>5%</b>	<b>215,355</b>	<b>7%</b>
Administrative expenses	(117,647)	-5%	(116,028)	-3%	(115,922)	-3%	(124,738)	-5%	(111,555)	-4%	(106,575)	-3%
Distribution and marketing expenses	(64,197)	-3%	(65,880)	-2%	(68,977)	-2%	(66,446)	-3%	(70,600)	-3%	(68,780)	-2%
Other operating income	65,674	3%	30,411	1%	67,122	1%	29,454	1%	34,996	1%	42,645	1%
Other operating expenses	(22,203)	-1%	(6,943)	0%	(8,062)	0%	(8,898)	-0.3%	(12,665)	-0.5%	(12,779)	-0.4%
	(138,373)	-6%	(158,440)	-4%	(125,839)	-3%	(170,628)	-7%	(159,824)	-6%	(145,489)	-4%
<b>Operating profit</b>	<b>(429)</b>	<b>0.0%</b>	<b>(7,341)</b>	<b>-0.2%</b>	<b>40,311</b>	<b>0.9%</b>	<b>(137,139)</b>	<b>-5%</b>	<b>(26,008)</b>	<b>-1%</b>	<b>69,866</b>	<b>2%</b>
Finance costs	(69,824)	-2.9%	(56,807)	-1.6%	(13,658)	-0.3%	(26,989)	-1.0%	(44,191)	-1.7%	(4,892)	-0.2%
<b>Profit / (loss) before taxation</b>	<b>(70,253)</b>	<b>-3%</b>	<b>(64,148)</b>	<b>-2%</b>	<b>26,653</b>	<b>1%</b>	<b>(164,128)</b>	<b>-6%</b>	<b>(70,199)</b>	<b>-3%</b>	<b>64,974</b>	<b>2%</b>

# FUTURE OUTLOOK

In Pakistan, more than 250 companies have license for LPG marketing by OGRA. Hence, it's a highly fragmented industry with players having diluted market shares.

Where as the number of distributors are approximately around 6,000 OGRA registered. In last couple of years, industry supply source is quite dependent on the imported LPG.

In the current economic situation, the Company still aims to achieve results with growth in sales in terms of supply and value creation simultaneously.

However, with increasing consumer and industrial demand of Gas, the Company is looking forward to capture more markets by considering new sales avenues and opportunities.



**| Any  
Questions?**

THANK YOU