

CORPORATE BRIEFING SESSION
FOR THE PERIOD ENDED MARCH 31,
2025



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 3600 retail outlets spread across Pakistan
(31 company operated retail outlets)

9 Installations, 19 Depots & 15 Aviation Stations across Pakistan

Total storage capacity of 1.24 Mn tons approx

2 Lubricant Manufacturing Facilities with a single shift blending capacity of 70 KMTs p.a

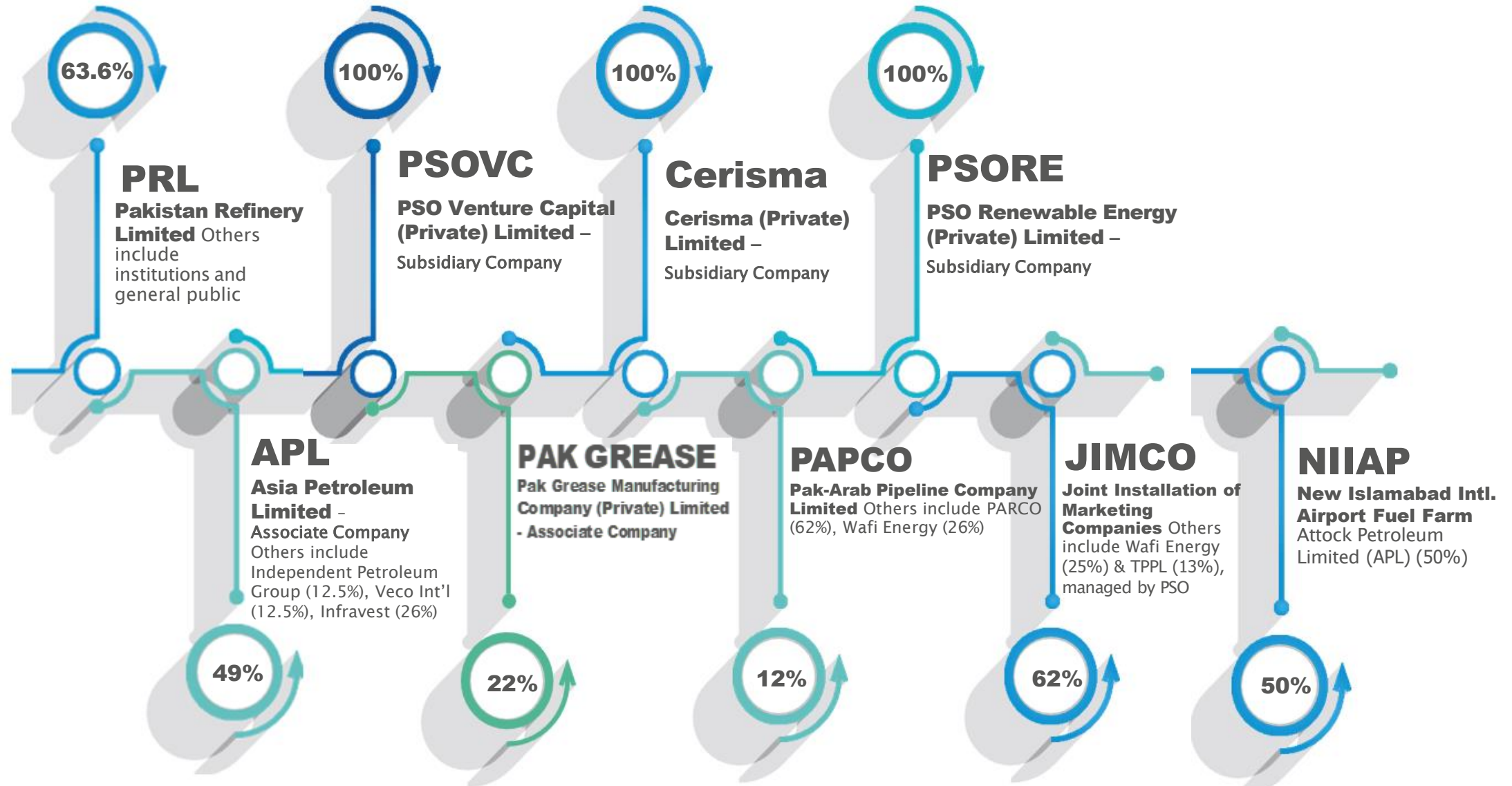
ISO certified Mobile Quality Testing Units to ensure high quality standard fuel to customers

Most sophisticated and tech-oriented card network in Pakistan

Non-Fuel related facilities at retail outlets including Vibe Stores, Shop Stops, ATMs, Oil Change, Car Wash, Quick Service Restaurants etc.



Group Structure



Market Served & Product Lines

Liquid Fuel

**Euro 5^{sd}
Octane+**

**Euro 5^{sd}
Premier**

**Euro 5^{sd}
Hi-Cetane
Diesel**



Jet A-1



Furnace Oil



SKO



LDO

Industries Served:



Agriculture



Power



Industrial



Consumer



Automotive



Motorcycle



Marine



Aviation

Gas Fuel



PAK GAS



LNG

blu
LIVE DIFFERENTLY!

Industries Served:



Power



Industrial



Consumer

Cards



Industries Served:



Commercial



Consumer

Lubricants



DEO
CARIENT
BLAZE 4T

Industries Served:



Agriculture



Aviation



Industrial



Automotive



Motorcycle

Non Fuel Retail



Electric Vehicle Charger

SHOP STOP

PSO ON WHEELS
Oil Change | Wash | Vacuum

Industries Served:



Commercial



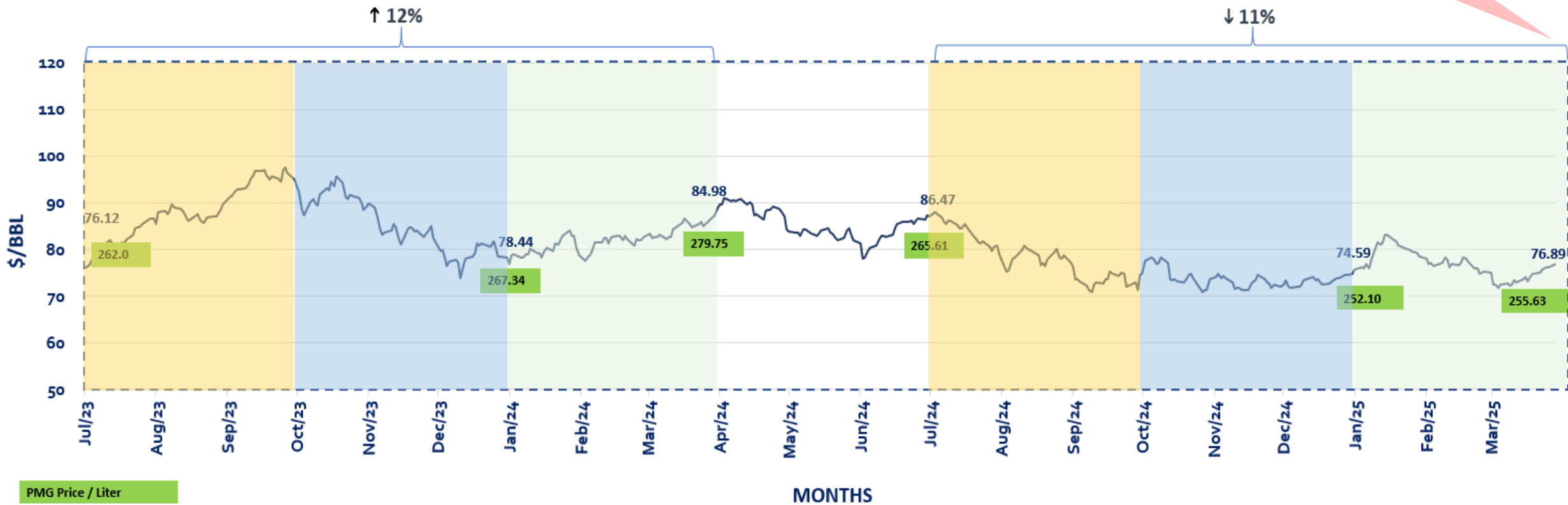
Consumer

vibe

OPERATIONAL HIGHLIGHTS

OPEC Basket – Crude Oil Price Trend

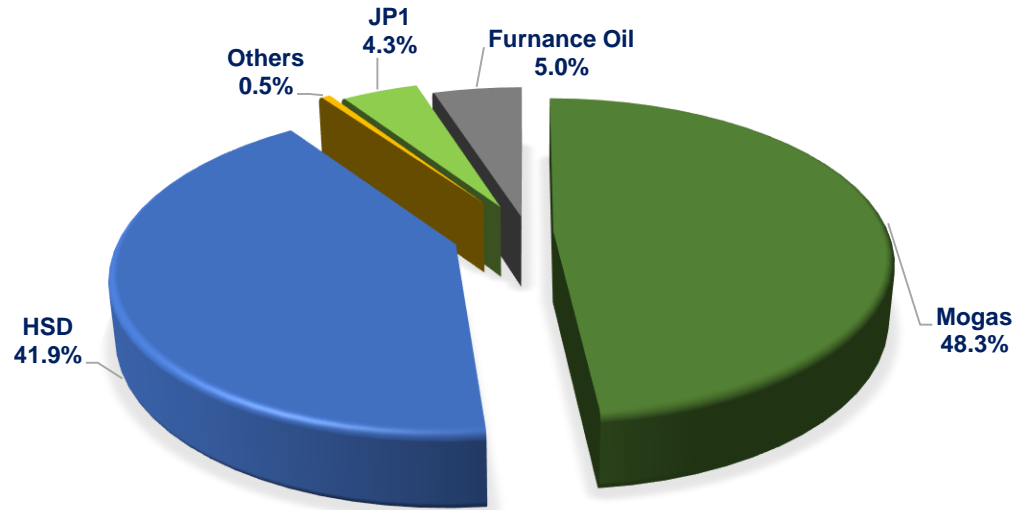
June 09, 2025
\$66.48 /BBL



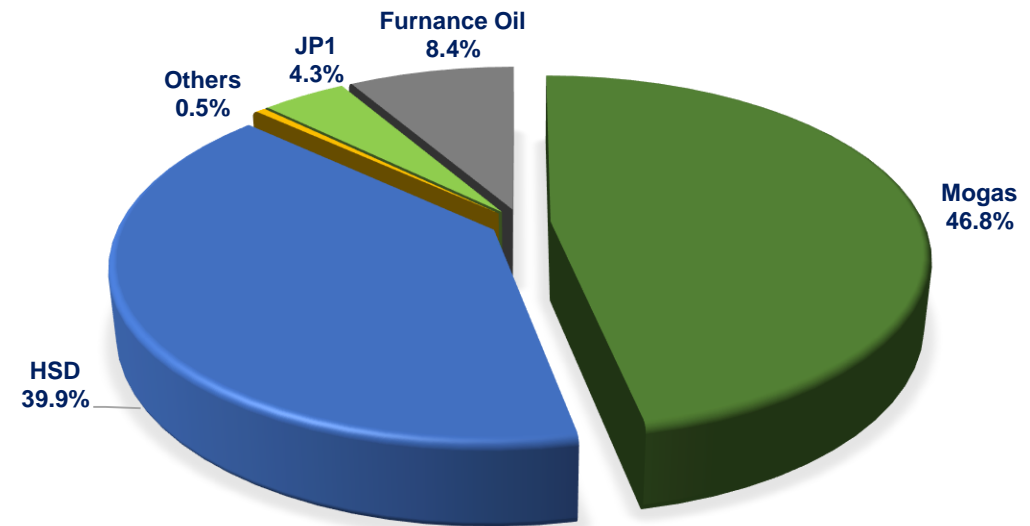
Analysis: The 9 Months of last fiscal year saw increase in international fuel prices, resulting in inventory gains. In contrast, the current 9 Months of FY25 experienced reduction in international fuel prices , leading to inventory losses for overall industry.

<u>Jul 24 – Mar 25</u>	<u>Jul 23 – Mar 24</u>
Avg: \$ 76.43 /bbl	Avg: \$ 85.03 /bbl

Liquid Oil Consumption in Pakistan

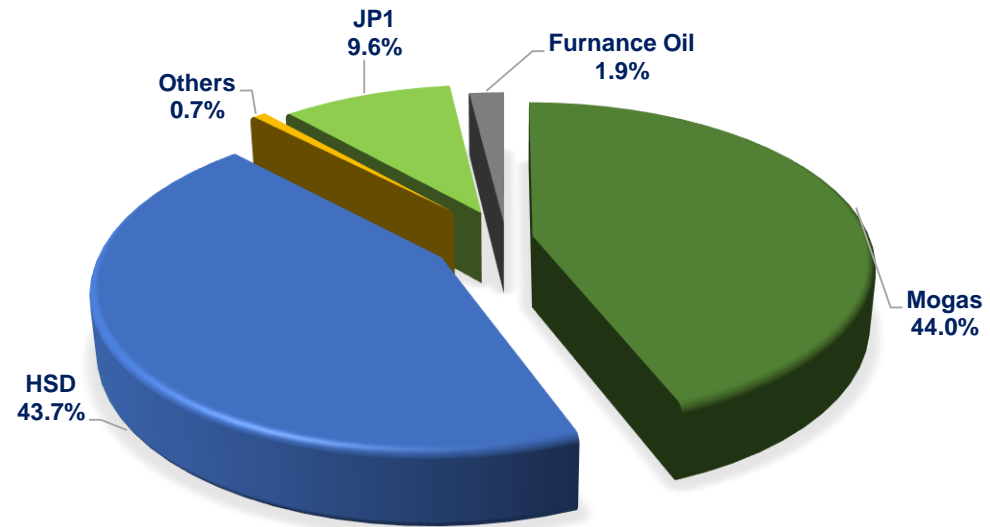


9MFY25

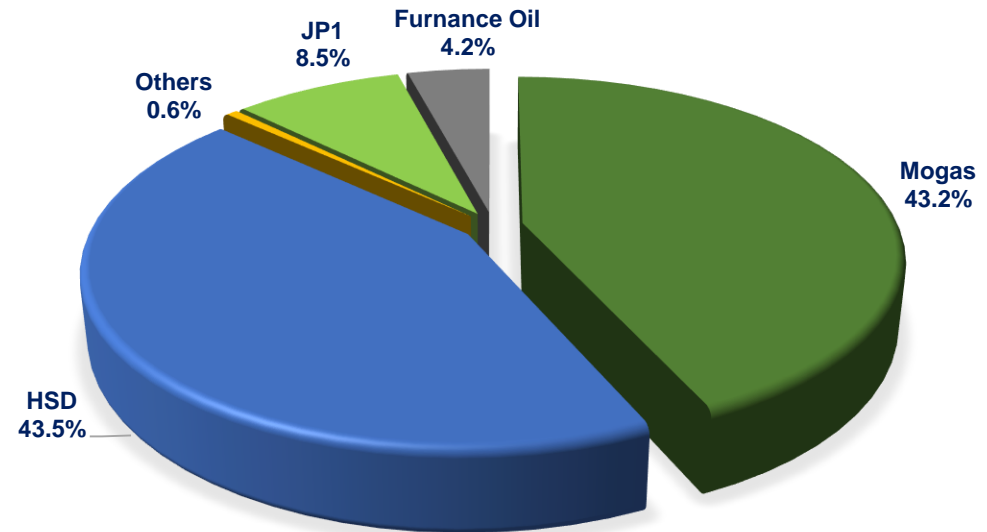


9MFY24

Liquid Oil Consumption - PSO



9MFY25



9MFY24

Supply Chain Improvements & growth of distribution network



Construction of 2 tanks of **25000 MT** at Faqirabad depot and **04 tanks** having cumulative capacity of **5300 MT** were rehabilitated at KTB, DLP and LMPA



Commissioned 67 New Retail Outlets

Contribution to Society - Empowering Communities, Enriching Lives



CSR Of Approx. Rs. 334 Mn



Conducted a Tree Plantation Activity
at Pipri Marshalling Yard



Nationwide Ration Drive During
Ramzan



Celebrated the talents of differently-
abled students at PSO House



Supporting Medical Treatments of
congenital heart disease, blood
cancer, major thalassemia.



Providing Advanced Prosthetic Arms
To 25 Individuals

Contribution to Society - Empowering Communities, Enriching Lives



Set up 50 Smart Classrooms across 25 government schools



Sponsored a training center in Balochistan, offering free IT courses to 5,000 youth



Extended educational support to orphan girls, ensuring access to quality education and residence



Free healthcare dispensary and RO plant at PSO's Mehmoodkot Terminal



Tree plantation project at Lyari Expressway, planting 10,000 Trees



Supplying state-of-the-art medical equipment and ambulances for blood transport.

Setting Excellence Benchmarks



**Gold Award in SAFA
Best Presented Annual Report 2023**



**2nd Position (Fuel & Energy Sector)
Best Corporate Report Award**

Setting Excellence Benchmarks



**1st Position (Oil & Gas Marketing Company)
39th Corporate Excellence Awards**



**Silver Effies Awards
Conquer with Carient Campaign**

Other Achievements



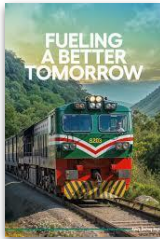
PSO Successfully secured win in the tender for operation, maintenance and management of Aviation Fueling facility at Multan & Faisalabad Airport for a period of 30 years lease



Achieved official membership of Joint Inspection Group (JIG), the global standard for aviation fuel operation



PSO signs collaboration agreement with HUBCO Green to install charging stations at multiple PSO locations across Pakistan



PSO partnered with Pakistan Railways for refueling services at **8** strategic locations



PSO launched and commissioned modern concept convenience stores (**VIBE**)



Deployed automated Sales Queue Management System at Keamari Terminal to optimize dispatch efficiency



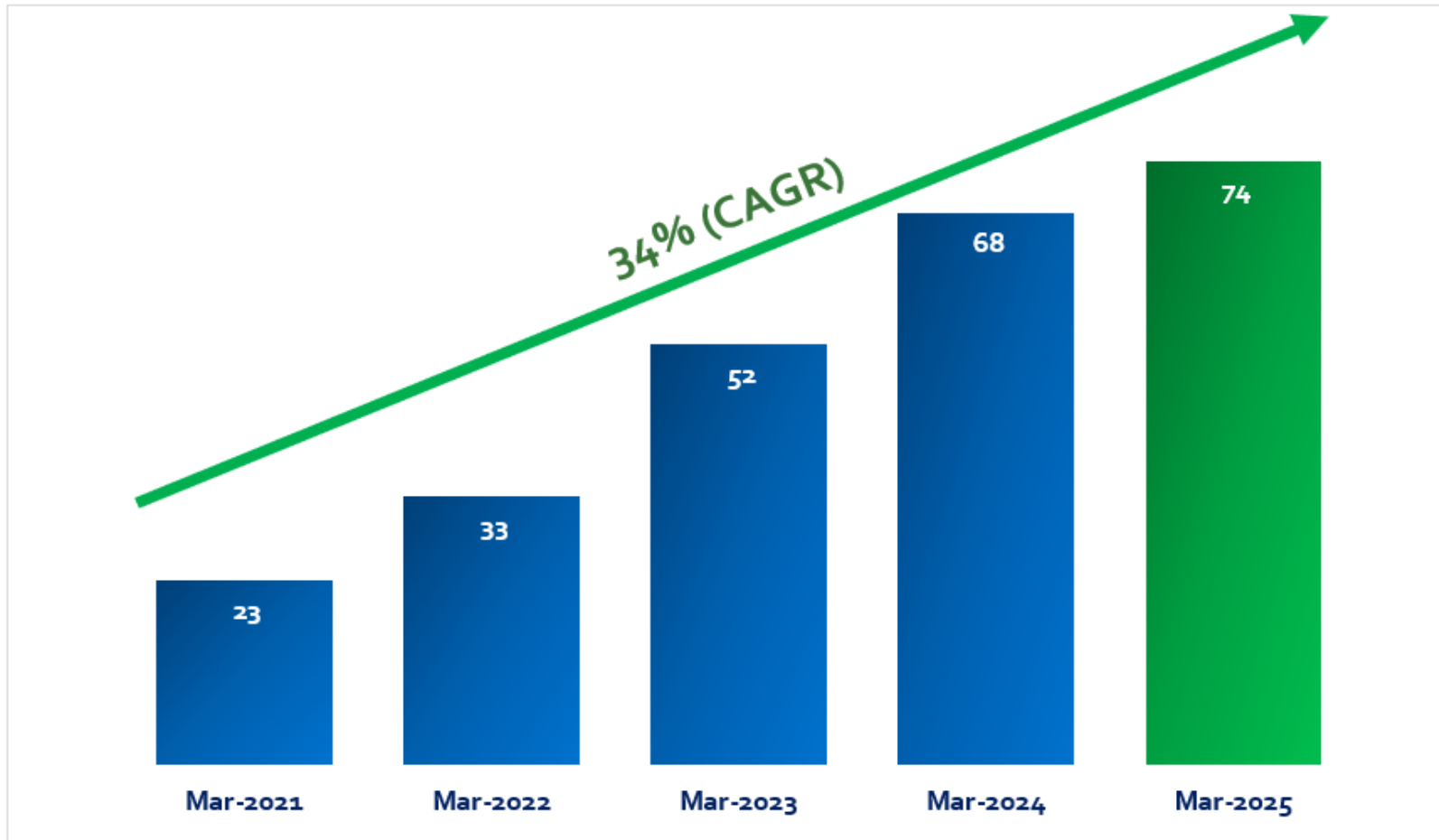
PSO executed new long-term agreement with **SOCAR** for the imports of liquid fuels under G-to-G arrangement

PSO's FINANCIAL HIGHLIGHTS

EBITDA excl. Uncontrollable factors



(Rs in billion)



Financial Performance



(Rs in million)

	Jul - Mar 2025	Jul - Mar 2024
Gross sales	2,512,238	2,839,410
Net sales	2,336,552	2,670,758
Cost of goods sold	(2,263,259)	(2,590,864)
Gross profit	73,293	79,894
Admin & distribution expenses	(19,744)	(18,143)
Other expenses	(4,315)	(3,750)
Operating costs	(24,059)	(21,893)
Operating Profit	49,234	58,001
Other income	15,164	13,290
Finance cost	(26,864)	(40,408)
Share of Profit of associates	843	1,064
Profit before taxation	38,376	31,946
Taxation	(23,108)	(18,549)
Profit after taxation	15,269	13,397
Earning per share (Rs.)	32.52	28.54

GROUP'S FINANCIAL HIGHLIGHTS

Consolidated Financial Performance (July – March 2025)



(Rs in million)



FUTURE OUTLOOK

PSO leading the new era - creating shareholders value through our long-term strategic projects and plans.



Alternate fuels- Electric charging stations



PSO launches Innovative Blue LPG Initiative to Enhance Energy Access in Pakistan.



Rehab and development of new storages



Investment in Pakistan Refinery Limited for its expansion.



Automation & digitization at locations & retail outlets



Maintaining the market leadership in Jet Fuel



Business Process Re-engineering

THANK YOU

Q&A