Corporate Briefing Session, FY 2024-25

Cnergyico Pk Limited

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Business Overview

Cnergyico Pk Limited

Business Overview

Oil Shipping Business OSB

Only port in Pakistan that can receive Very Large Crude Carriers (VLCC) & Suezmax Tankers of over 130,000 MT. Annual Cap. +10 Million MT.

3rd point of entry for oil imports in Pakistan. Approx. 17% of the country's crude oil imported at SPM during FY 2025.

Can handle both import of Crude Oil and POL Products.

Oil Refining Business -1 ORB 1

ORC 1 – 36,000 bpd

Commissioned in 2004.

Linked with Large sized Isomerization unit which can convert up-to 12,500 bbl | day of Light Naphtha into Motor Gasoline .

Connectivity with port.

Oil Refining Business -2 ORB 2

ORC 2 – 120,000 bpd

Commissioned in 2015

Linked with Large sized Isomerization unit which can convert up-to 12,500 bbl | day of Light Naphtha into Motor Gasoline.

Connectivity with port
Country's largest sized crude oil storage.

Oil Marketing Business OMB

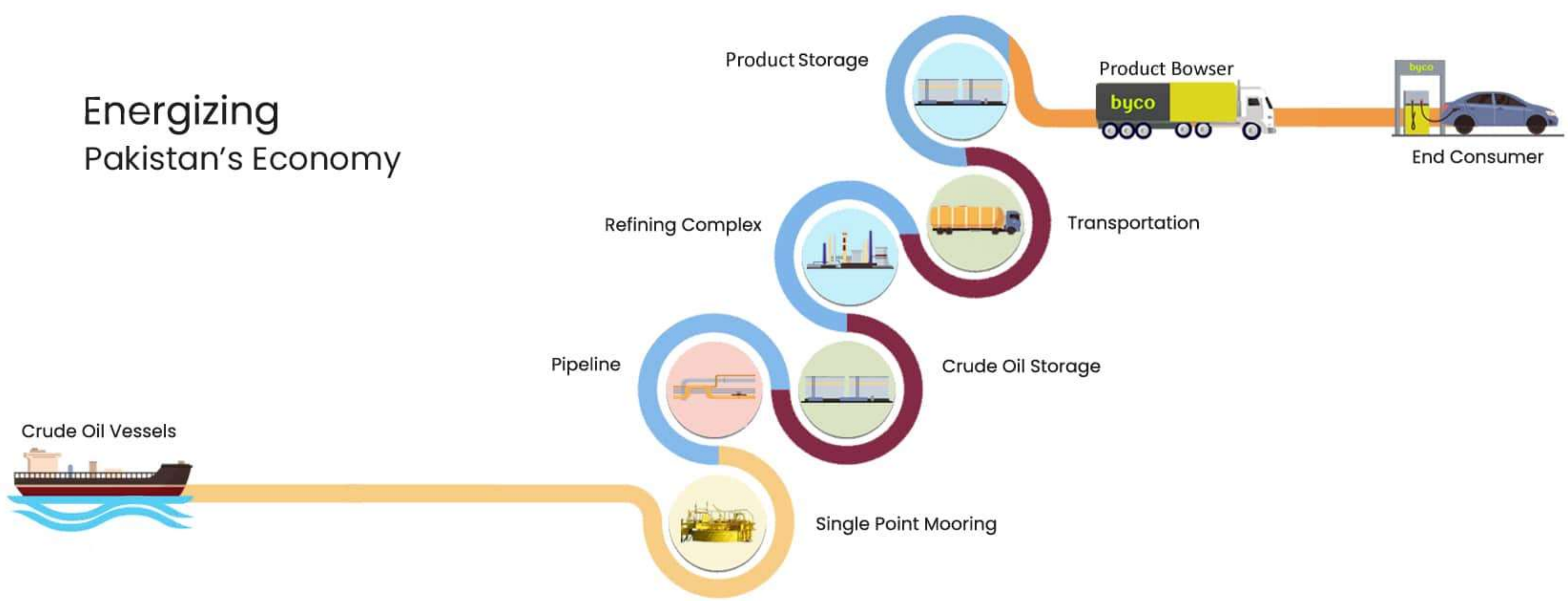
Vertical integration in the form of refinery and marketing segment in single entity

470+ retail stations all over Pakistan

Owned storages at Keamari, Mehmookot and Shikarpur.

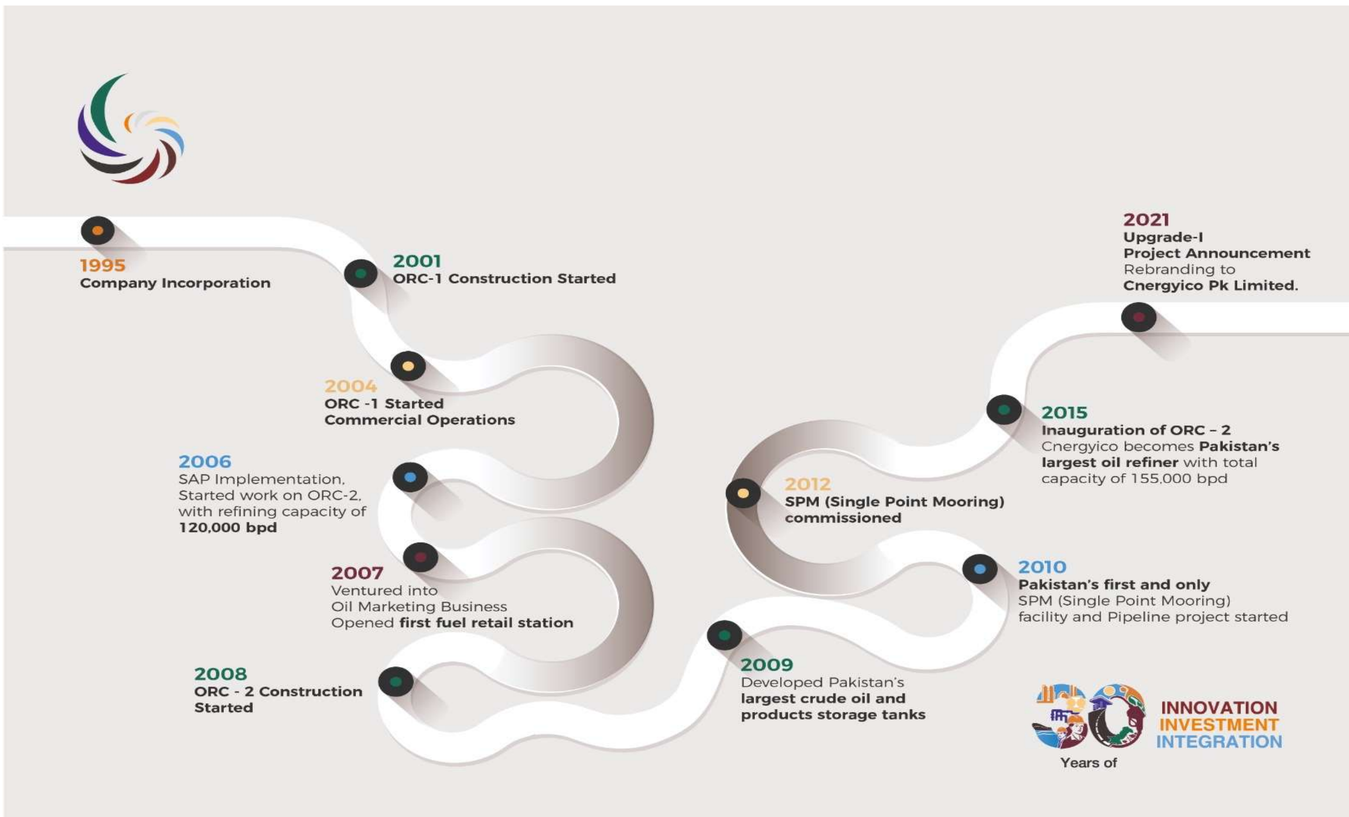
Hospitality arrangements at Keamari, Port Qasim, Sahiwal Daulatpur, Shikarpur, Sihala, Gatti, Taru Jabba,Machike.

Business Operations – Value Chain



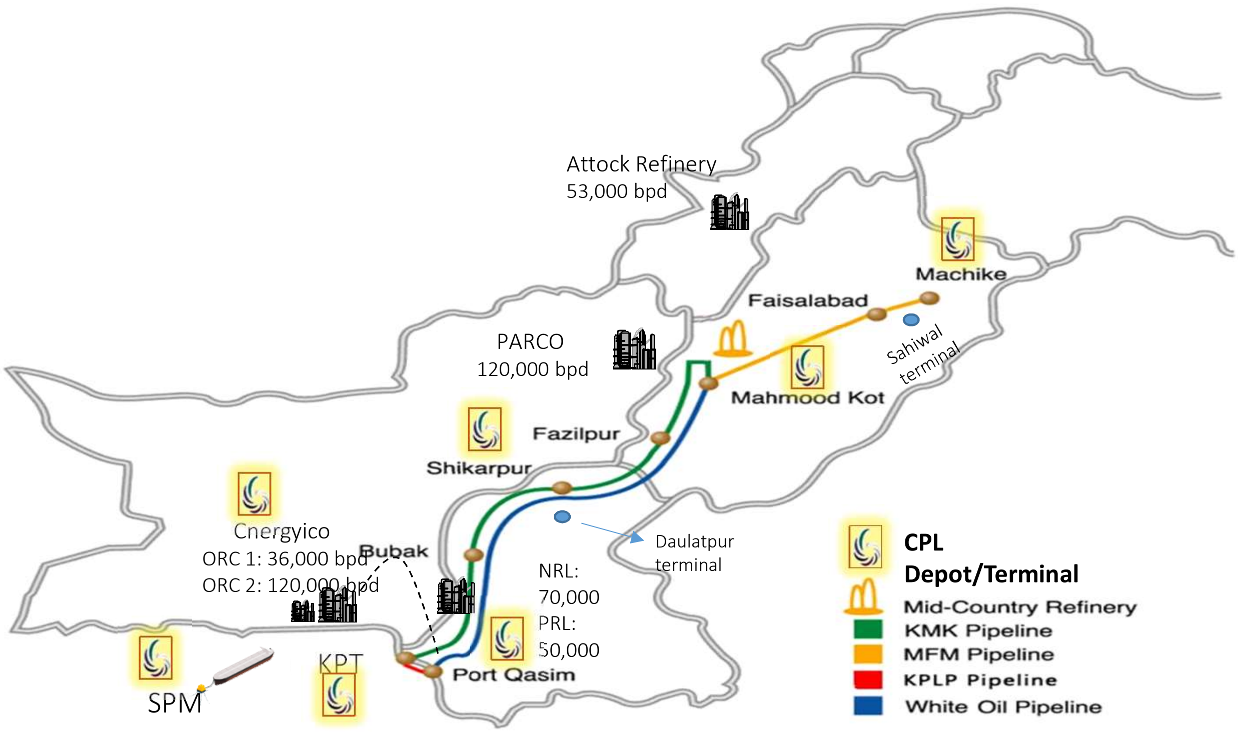
THE JOURNEY

From Humble Beginnings to Largest Oil Refinery of Pakistan



INDUSTRY AND COMPANY UPDATES

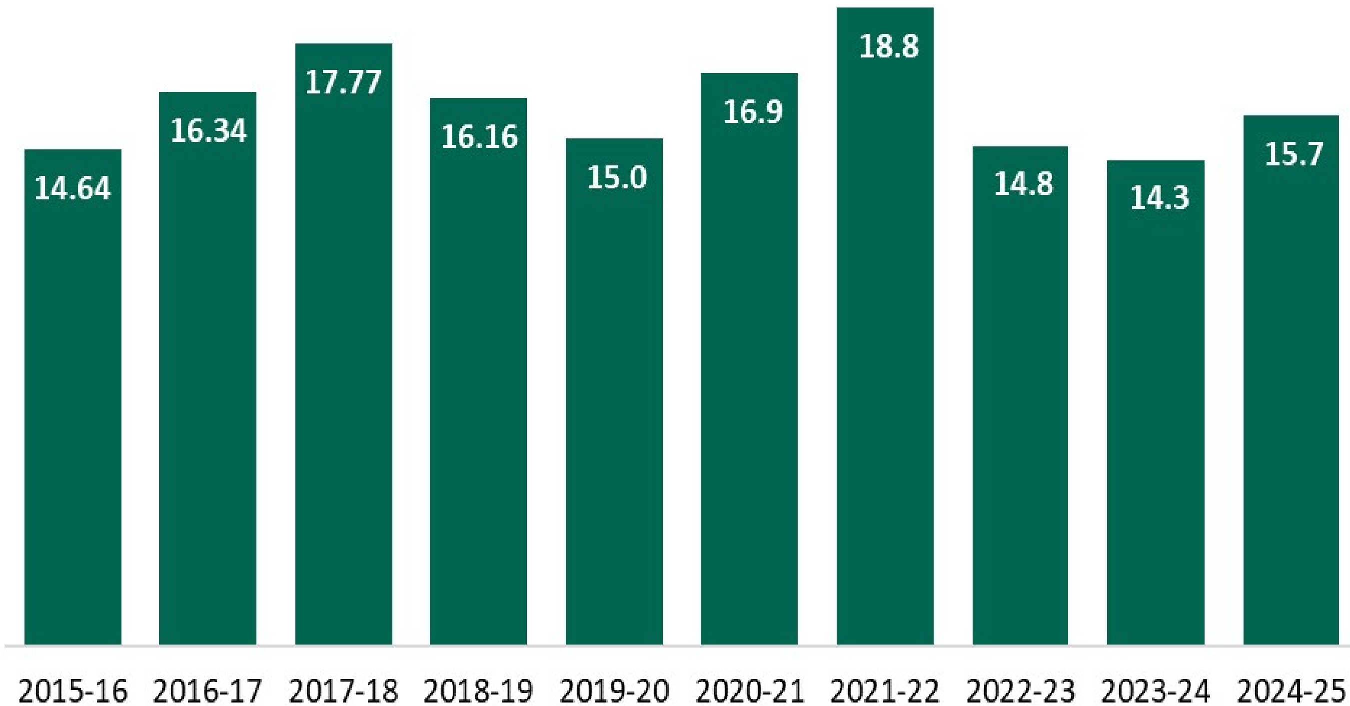
Country's Oil Infrastructure



Country Oil Consumption – Overall (Excl. FO)

Annual Consumption

Volume in Million MT



Average Per Month	1.22	1.36	1.48	1.35	1.25	1.41	1.57	1.23	1.20	1.30

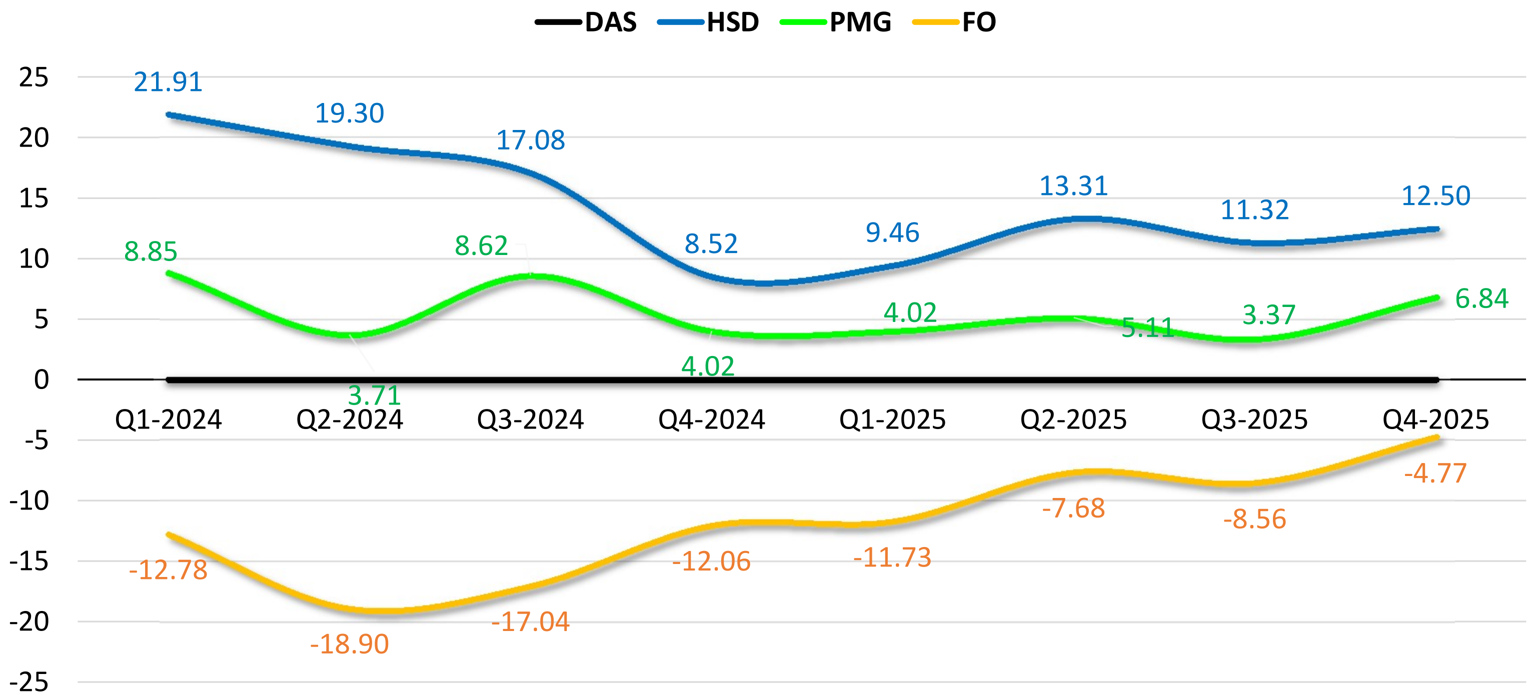
Crack Spread

CRUDE

HSD

PMG

FO



- Average product spreads of PMG & HSD decreased **23%** & **30%** respectively in **FY 2025** as compared to **FY 2024**.
- Average product spreads of FO also decreased **46%** in **FY 2025** as compared to **FY 2024**.

Oil Refining Business – Synopsis

- The Oil Refinery Business – ORB successfully processed diversified crude oils through utilization of its Robust, Flexible and Versatile hardware infrastructure and yielded marketable, value-added products to contribute towards growing energy demand in the country.

- The Oil Refining Complexes (ORCs) have stood as the beating heart of Pakistan's energy ecosystem since last **30 years**.

- ORB is continuously upgrading its refining infrastructure to produce environmental-friendly, green fuels to positively contribute and support nation's drive towards achieving a greener, pollution-free Pakistan.

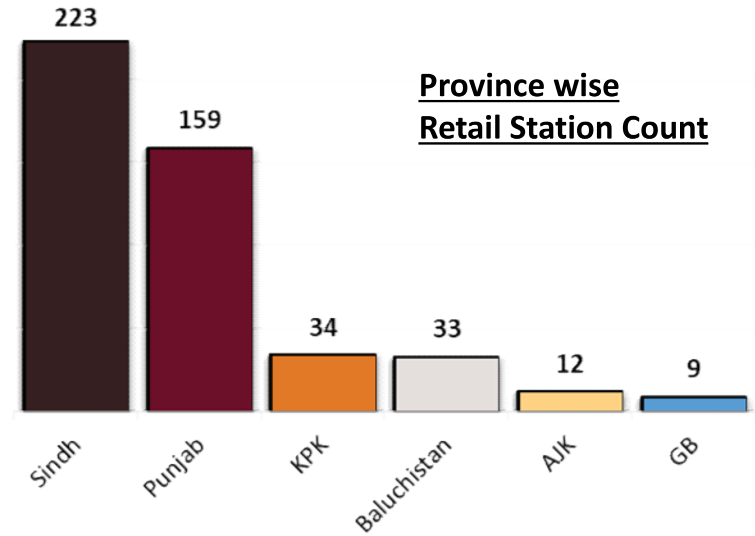
- For the very first time in Pakistan, Cnergyico is importing a significant amount of crude oil from the **United States**, with the two cargos of West Texas Intermediate arriving in October I November 2025. This marks a historic shift for Pakistan, which previously relied almost exclusively on Middle Eastern suppliers.

Oil Marketing Business – Synopsis

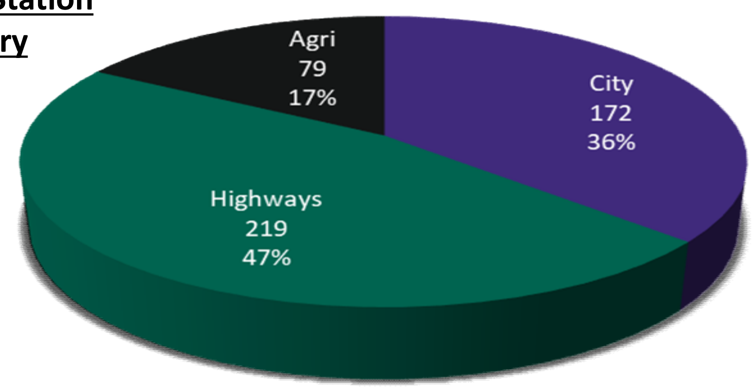
- Oil Marketing Business - OMB is an integral part of value chain under the brand name byco
- OMB retail network has grown exponentially from its journey started in 2007 till date with **470+** retail outlets.
- The current financial year was challenging for the oil marketing business which includes volatile oil prices, oil smuggling and intensified competition in the industry.
- Despite above challenges, OMB recorded a commendable increase of **34%** in sales volume.
- During the current financial year revenue of OMB has increased to **PKR 116 Billion** as compared to **PKR 104 Billion** last year.

Byco Footprint

Province wise Retail Station Count

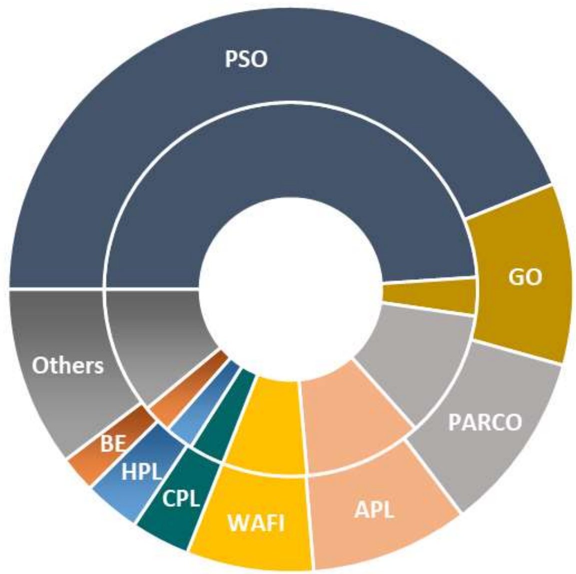


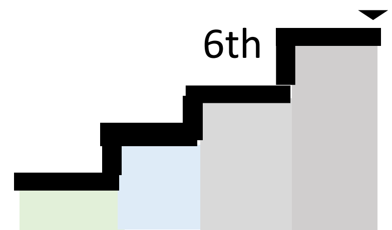
Retail Station Category



OMCs Market Share - Overall

FY 2025 (outside) | FY 2024 (inside)





CPL marketing business **Maintain its overall 6th position** in the country.

Year	1st	2nd	3rd	4th	5th	6th	7th	8th
FY-2025	PSO	GO	PARCO	APL	WAFI	CPL	HPL	BE
FY-2024	PSO	PARCO	APL	WAFI	GO	CPL	BE	HPL

OMCs RANKING

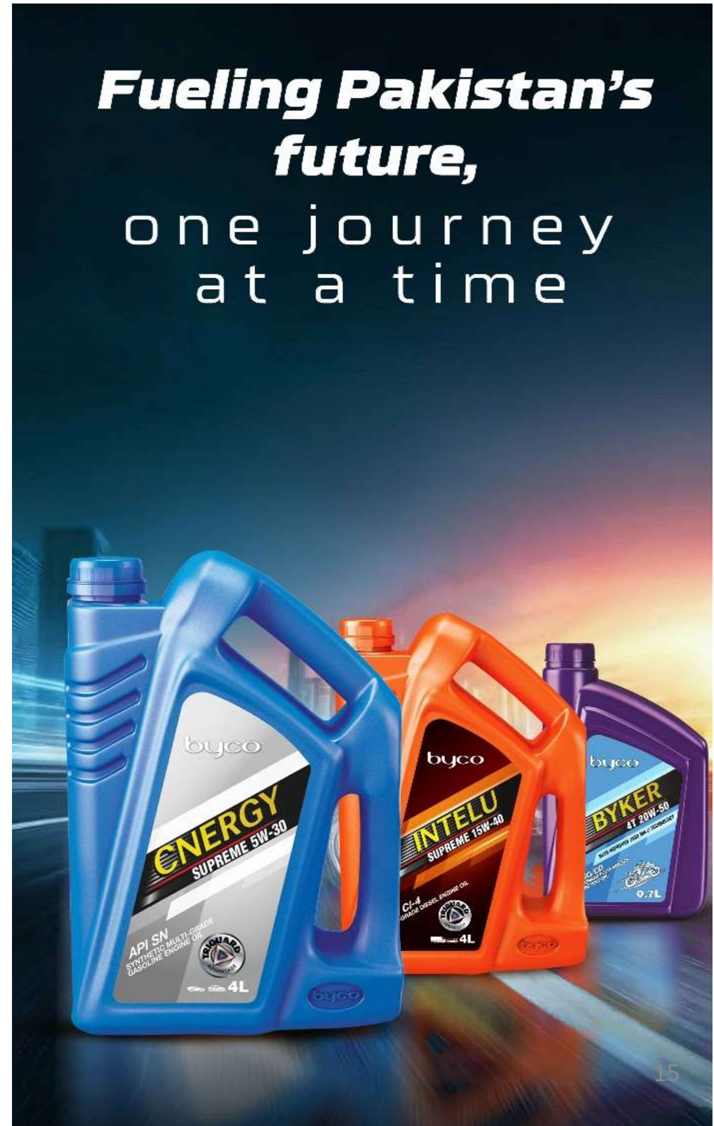
Lubricants Business

- Market offering comprises of an extensive range of **Automotive** and **Industrial Lubricants** and **Greases.**

- Operating via **three** channels:

  - Hi – Street and Commercial Road Transport
  - Industrial
  - Retail (automotive lube through CPL's retail forecourts)

- Earning an average **15% margin** on cost of product



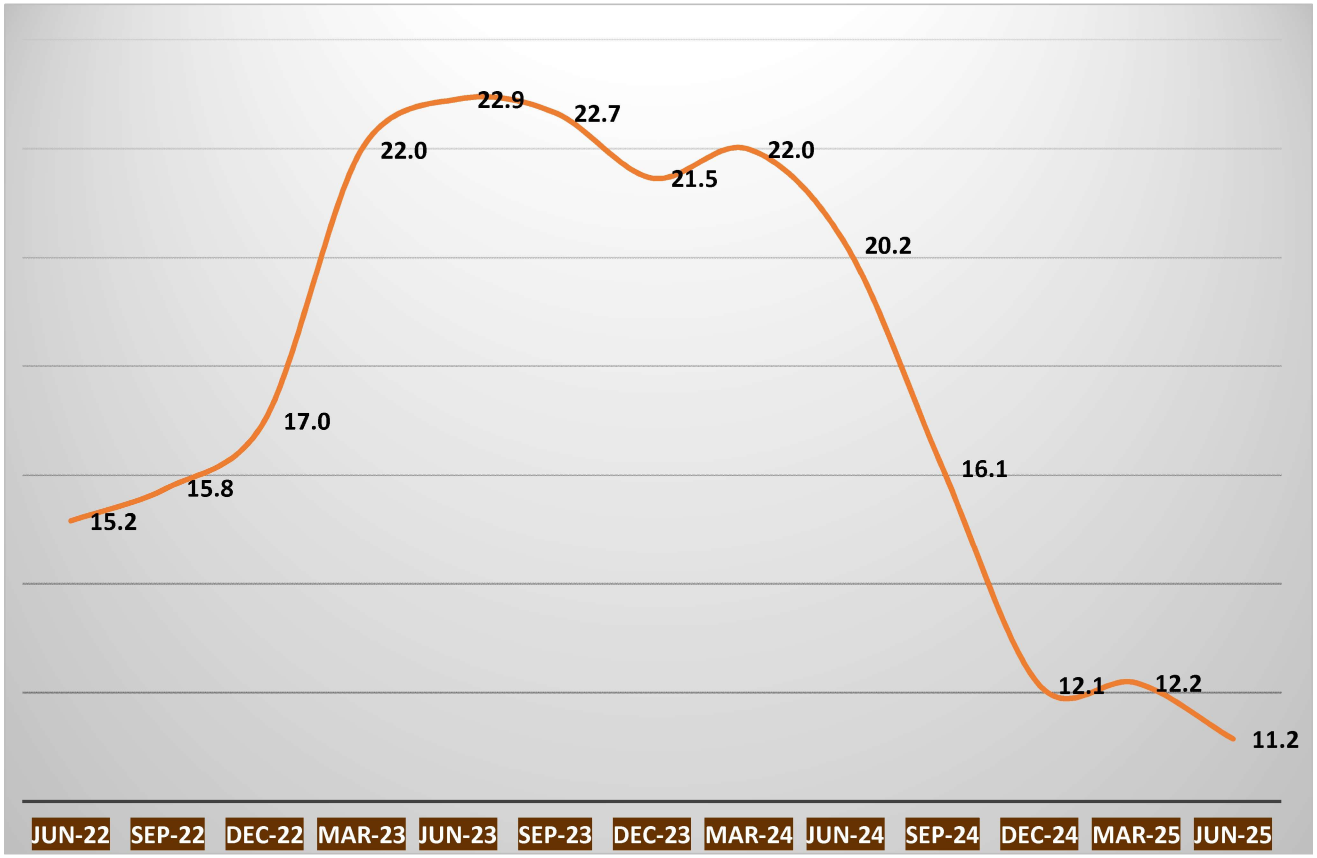
FINANCIAL HIGHLIGHTS

Financial Highlights – FY25

- Gross revenue and net revenue increased by 31% and 23%, respectively, primarily driven by higher refinery throughput.
- Gross profit of PkR 4.99 billion compared to a gross profit of PkR 12.43 billion last year on account of following factors:
  - Last year, the Gross Refining Margins (GRMs) were exceptionally strong, primarily driven by favorable international spreads between POL products and crude oil prices (refer to the Crude Spread slide above).
  - The declining price trend led to inventory losses, in contrast to the inventory gains recorded last year due to rising oil prices.
  - PKR depreciated by 2% in the current year which resulted in exchange loss as against PKR appreciation of 3% last year which resulted in exchange gain LY.
- Operating expenses increased during the year with the increase in throughput and inflation. Finance cost is explained in next slide.

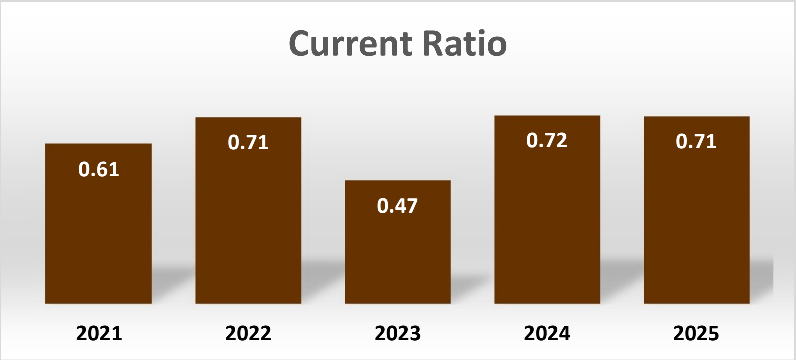
	Jun 2025	Jun 2024	Variance
	Rs. in Million		%
Revenue from contract with customers - Gross	387,694	295,054	31%
Sales tax, discount and other duties	(90,974)	(54,428)	67%
Revenue from contract with customers - Net	296,720	240,626	23%
Cost of sales	(291,721)	(228,196)	28%
Gross profit	**4,999**	**12,430**	-60%
Gross profit %	1.68%	5.17%	-67%
Operating profit	**2,551**	**10,872**	-77%
Operating profit %	0.86%	4.52%	-81%
Finance costs	(4,759)	(9,387)	-49%
(Loss) I profit before taxation	**(2,209)**	**1,485**	-249%
Taxation	(687)	(477)	44%
(Loss) I profit after taxation	**(2,895)**	**1,008**	**-387%**
EBITDA	**9,438**	**17,768**	**-47%**

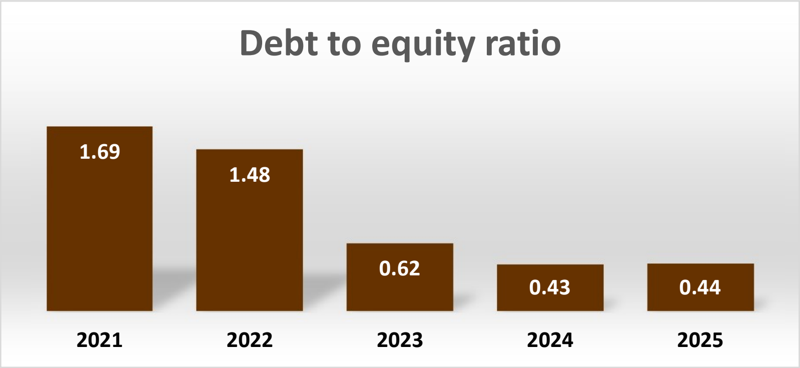
KIBOR Rates - % I Finance Cost

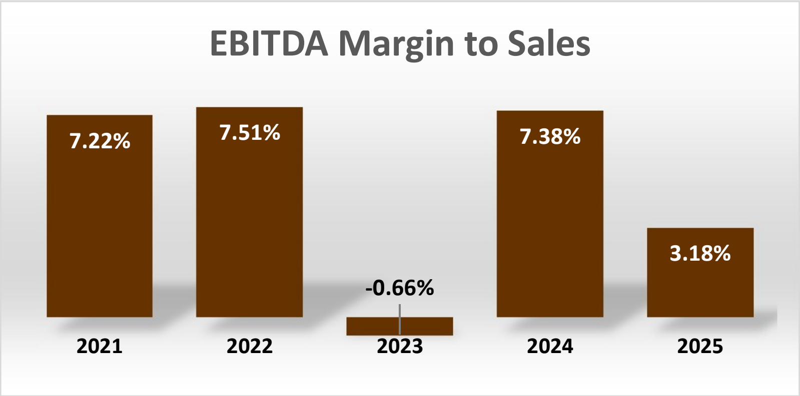


- Finance costs of the Company slashed to half i.e. from PKR 9.4 Bn in FY 2024 to PKR 4.7 Bn in FY 2025 due to decreased in KIBOR rates.

Ratios Analysis







Corporate Social Responsibility

CSR - 30 YEARS OF IMPACT

- **Health and Well-being: Clean Water, Medical Support, and Safety.**
- **Education and Empowerment: Investing in the Future**
- **Decent Work, Economic Growth, and Community Support**
- **Climate Action: Protecting the Planet**
- **Partnerships for Progress**

A Legacy of Care, Partnership and Progress

Pakistan Oil Refining Policy

Pakistan Oil Refining Policy for Upgradation of Existing I Brownfield Refineries 2023

- Brownfield refining policy for upgradation of existing refineries which is knowns as **“Pakistan Oil Refining Policy for Upgradation of Existing I Brownfield Refineries 2023** was approved in August 2023.

- **Amended refinery policy** notified by the Government on **23rd February 2024.**

- Following are the **key points** of the amended policy:

  i. Project completion timeline is 6 years.

  ii. Incentive collection period increased from 6 years to 7 years.

  iii. The prevailing 7.5% deemed duty on HSD shall continue after 7 years incentive period till 20 years or till deregulation, whichever is earlier.

  iv. The maximum capping limit to withdraw from the escrow account increased to 24.5% from the previous 22% for eligible refinery importing used plant and machinery.

  v. Force majeure clause included

  vi. Arbitration clause improved

Pakistan Oil Refining Policy

Pakistan Oil Refining Policy for Upgradation of Existing I Brownfield Refineries 2023

Sales Tax Exemption On Petroleum Products:

- In Finance Act, 2024, Government had changed the status of petroleum products from taxable supplies to exempt supplies for levy of sales tax which resulted in the disallowance of input tax from July 2024 onwards. In May 2025, Economic Coordination Committee of the Cabinet approved that the unadjusted sales tax of Financial Year 2025 to be recovered from IFEM.

Petroleum Levy (PL) I Climate Support Levy (CSL) on Furnace Oil:

- In Finance Act, 2025, the Government imposed PL and CSL on local FO sales, thereby making it highly expensive for the local users and compelled refineries to export it at loss, making refinery business unsustainable.

The Company, along with other refineries, is actively engaged in discussions at various government levels and has proposed several options to permanently address the above key issues so that refineries can proceed for signing of the upgrade agreement.

Future Outlook

Cnergyico Pk Limited

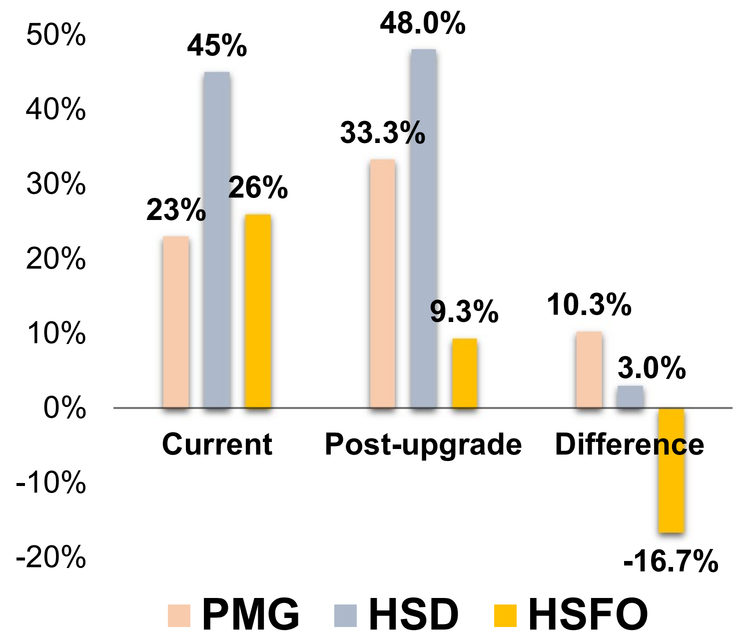
Upgrade Project

Pakistan Oil Refining Policy for Upgradation of Existing I Brownfield Refineries 2023

- The Company has initiated the work on refinery upgrade project costing more than **$1 Billion**.

- Following will be the major outcome of the project:

  1. Increase in production of High Speed Diesel (HSD) and Premier Motor Gasoline (PMG).
  2. Significant decrease in production of Furnace Oil (FO).
  3. All the products will be Euro V compliant.



Factors Impacting Future Outlook

Except for the resolution on the sales tax, PL and CSL issues as described above, the future outlook of the industry and the company is dependent on the following:

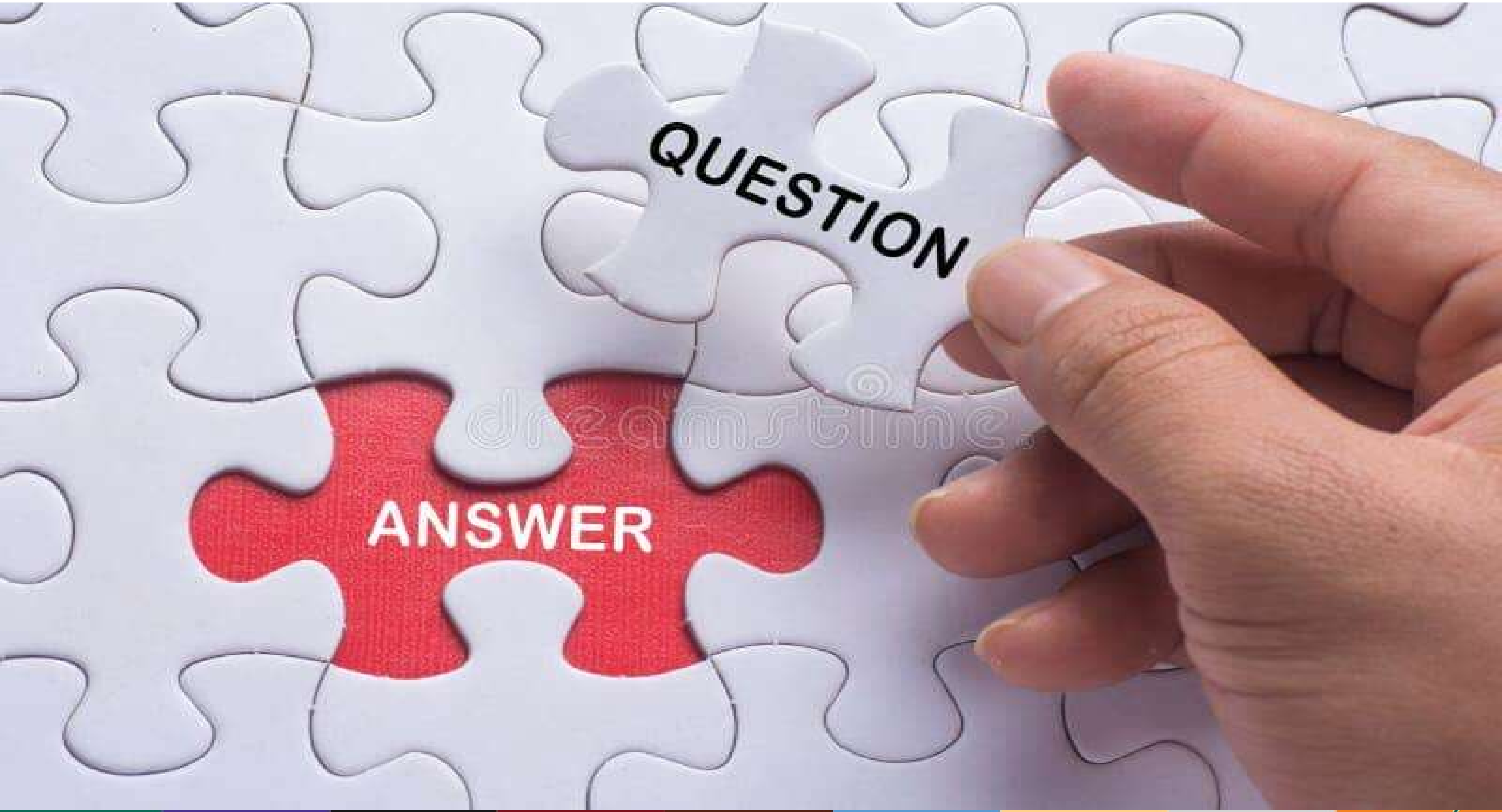
- Stability of the overall economy which in turn reflects the following:

  (i) overall country consumption of the finished products,
  (ii) PkR I USD parity,
  (iii) financing cost and
  (iv) cost of doing business.

- The significant difference between the State Bank's weighted average and the open market rate resulted into unrecovered exchange losses which made it difficult for any importer to maintain its production level.

- Keeping in view the above factors, the Company is focusing on procuring crude oil on supplier credit basis with improved terms.

- As far as the marketing margins are concerned, OMCs and Dealers have requested the regulators to increase the their margins, keeping in view the increased operating costs. This will also improve the profitability of marketing segment of the Company.


QUESTION
ANSWER

Thank You