

# Corporate Briefing Session 2025



**RESILIENCE IN ACTION**

LEARNING, ADAPTING AND EMERGING STRONGER

# CONTENTS



- Company Profile
- Products and Services
- Strategic & Operational Developments
- Financial Overview



## COMPANY PROFILE



- Mission & Vision
- Core Business Areas
- Management
- Global Footprint
- Journey So Far
- Sustainability Report
- Community Engagement

# MISSION AND VISION

- Hi-Tech Lubricants Limited (HTL) stands as a market leader with a 26-year legacy of innovation, quality, and service excellence in Pakistan's lubricants and energy sector. Our diversified operations—from premium lubricant distribution and in-house blending to polymer manufacturing and retail fuel stations—are powered by integrated infrastructure and guided by ethical business practices. Anchored by the strategic strength of Hi-Tech Blending (HTBL) and a steadily expanding fuel station network, HTL is committed to long-term value creation, national progress, and delivering mobility solutions that move Pakistan forward.
- **Vision:** A progressive Pakistan powered by seamless transport and industrial growth, driving national development and quality of life.
- **Mission:** To deliver premium lubricants, fuels, and polymer products that empower customers—from motorcycle owners to industrial giants—to achieve their goals efficiently and economically.



# CORE BUSINESS AREAS

- **Lubricants Distribution:** HTL is the exclusive distributor of the global ZIC brand in Pakistan, delivering premium lubricants to automotive, industrial, and marine sectors through a vast retail and service network nationwide.
- **Hi-Tech Blending (HTBL):** A wholly owned subsidiary featuring a modern blending plant, in-house testing lab, bottling and packaging facilities, and a 997.38 KW solar power system—ensuring quality, efficiency, and sustainability.
- **Polymer Segment:** HTBL's polymer unit manufactures bottles, caps, and custom plastic products, supporting HTL's packaging needs and generating additional revenue through external sales.
- **HTL Fuel Stations:** A growing network of 61 dealer-managed stations across Pakistan offering high-quality fuels, HTL Express vehicle services, and HTL Mart convenience retail—all designed as one-stop mobility hubs.

# MANAGEMENT OF HTL & HTBL



## Mr. Hassan Tahir – Chief Executive Officer

- Mr. Hassan Tahir holds an MBA in Banking and Finance from the Lahore School of Economics and has more than 20 years of professional experience. As Chief Executive Officer of Hi-Tech Lubricants Limited, he has played a defining role in expanding the Company's brand and strengthening its market presence.
- He successfully introduced mid-tier and semi-synthetic lubricant ranges in Pakistan through strategic partnerships with global oil companies, significantly enhancing the Company's competitiveness.
- Earlier in his career, he established IT operations and back-office services for major clients in the United Kingdom and Europe, demonstrating strong technical and business leadership.
- At HTL, he is recognized for his customer-focused approach, commitment to employee motivation, and ability to foster a performance-driven corporate culture.



## Mr. Muhammad Ali Hassan – Executive Director

- Mr. Muhammad Ali Hassan holds a Bachelor's degree in Marketing and Human Resources from Sydney University, Australia.
- At HTL, he leads the Sales, Human Resources, and Administration functions, where he has introduced best practices in organizational development and performance management. He has built strong strategic alliances and long-term partnerships with clients, reflecting his ability to drive growth in a competitive environment.
- A strong advocate of results-driven performance and talent development, he has been instrumental in fostering a progressive and inclusive organizational culture.

RESILIENCE IN ACTION

LEARNING, ADAPTING AND EMERGING STRONGER

# MANAGEMENT OF HTL & HTBL



## Mr. Saeed Khan Niazi – Group Chief Financial Officer

- Mr. Saeed Khan Niazi is the Group Chief Financial Officer of MAS Group of companies. , bringing with him over 27 years of extensive local and international experience in Corporate Finance, Investments, and Initial Public Offerings (IPOs). Before joining MAS Group, Mr. Niazi held the position of Executive Director and Chief Financial Officer at a leading multinational group for 15 years, where he played a key role in driving corporate growth, achieving strategic financial targets, and enhancing operational efficiency.
- Throughout his career, Mr. Niazi has demonstrated exceptional leadership and a deep understanding of financial management and capital markets. His proven track record in steering complex financial initiatives and delivering results has earned him a reputation as a dynamic and forward-thinking executive.
- At MAS Group , Mr. Niazi continues to play a vital role in shaping the company's strategic direction and operational excellence. His active involvement and leadership are instrumental in propelling the organization toward sustained growth and value creation.



## Mr. Umar Aftab Rana – Country Head, Sales Lubricants Division (HTL)

- With 20 years of experience in FMCG and Lubricants, Umar has contributed to the growth of Tapal Tea, Engro Foods (FrieslandCampina), and Hi-Tech Lubricants Ltd. He brings solid expertise in strategic sales planning, channel management, and team leadership.
- As the Country Head of Sales – Lubricants Division, he leads nationwide sales operations with a focus on sustainable, profitable growth. His customer-centric mindset ensures market insights turn into effective sales strategies. He is known for building capable, high-performing teams. His leadership strengthens sales coverage, operational efficiency, and customer engagement.
- He promotes a culture of accountability and disciplined execution. He has a proven ability to navigate competitive markets successfully. Overall, he plays a key role in driving the company's commercial performance and future growth.

RESILIENCE IN ACTION

LEARNING, ADAPTING AND EMERGING STRONGER



# MANAGEMENT OF HTL & HTBL



## Mr. Salman Saleem – Country Head, Fuel Stations (HTL)

- Salman Saleem is a seasoned downstream industry professional with a strong academic foundation, holding a Post-Graduation in Accounting & Finance from Hailey College (B.Com Hons) and an MS in Operations & Business Management from Glasgow Caledonian University, with majors in Supply Chain and Business Operations Management.
- Beginning his career in 2012 in core operations roles, he transitioned into Pakistan's oil industry in 2016, where he developed deep expertise in fuel retail operations, supply chain, transport management, and business governance.
- Since 2023, Salman has served as the Country Head at Hi-Tech Lubricants Ltd., leading the complete OMC business portfolio including corporate affairs, retail development, network expansion, downstream operations, and commercial strategy while driving organizational performance, regulatory compliance, and long-term sustainable growth.



## Mr. Nouman Ishaq – Business Unit Head, Rigid Packaging Division (HTBL)

- Nouman is an accomplished Mechanical Engineer with deep expertise in polymer manufacturing and plant operations. He currently serves as the Business Unit Head for the Rigid Polymer Division at HTBL, where he oversees production, quality, sales, and customer relationship management.
- He played a key role in commissioning and scaling up the polymer plant, ensuring operational readiness, process stability, and strong early performance. His leadership emphasizes clarity, accountability, and consistent team support, driving efficiency, quality consistency, and sustainable growth.
- Nouman is committed to delivering high-performance rigid polymer products, strengthening customer satisfaction and long-term partnerships. His strategic and hands-on approach continues to position the Polymer Division as a strong contributor to HTBL's future growth.

RESILIENCE IN ACTION

LEARNING, ADAPTING AND EMERGING STRONGER



# GLOBAL FOOTPRINT & REACH

- **Nationwide Presence:** HTL maintains a strong operational footprint across Pakistan, including Azad Jammu & Kashmir and Gilgit Baltistan, ensuring inclusive market access and brand visibility.
- **Expansive Retail Network:** Thousands of retail outlets and wash stations provide widespread availability of HTL's premium lubricants and services to both urban and remote regions.
- **Efficient Logistics:** A fleet of over 300 dedicated distribution vans supports agile, reliable, and timely product delivery across the country.
- **International Expansion:** HTL has initiated lubricant exports to select overseas markets, marking its entry into global trade and reinforcing its position as a regional leader in quality and innovation.

The background features a large, semi-transparent illustration of a yellow HTL oil jug. Below the jug, there is a horizontal strip showing various HTL operations: a white delivery van with 'HTL' and 'ZIC' branding, a retail service station with 'HTL' signage, industrial storage tanks, and a factory building. A dynamic splash of yellow oil is depicted at the bottom of this illustration strip.

RESILIENCE IN ACTION

LEARNING, ADAPTING AND EMERGING STRONGER



# JOURNEY SO FAR

## 1997 BUSINESS ESTABLISHED

In March 1997, Hi-Tech Lubricants (HTL) started its journey as an Association of Persons (AOP). The main business was to import the lubricants from YU Kong Ltd. (now known as SK Lubricants Ltd.) and market the same in Pakistan.

## 2000 EXPANSION YEAR

After the struggle of three (03) years, HTL succeeded to create its brand name in the lubricants industry, hence expanded its distribution network in other cities of Pakistan.

## 2006 CUSTOMIZED ERP IMPLEMENTATION

In the year 2006, HTL purchased customized ERP Software and Online Customer Web Portal. This customized ERP software helped HTL to record and support its business activities.

## 2007 ESTABLISHMENT OF SEPARATE PRODUCT SEGMENTS

In order to boost sales revenue, HTL introduced Mid-Tier products. This establishment of new product segment and separate reporting lines helped HTL to focus deeply on both the categories through a dedicated sales force.

## 2010 ISO CERTIFICATION

In 2010, HTL got ISO 9001:2008 certifications to ensure excellent quality management system.

## 2011 CONVERSION OF AOP INTO PUBLIC UNLISTED COMPANY

In 2011, HTL management decided to go one-step further and got a status of a Pvt Ltd. company by fulfilling the legal requirements. In the same year, HTL got converted into a public unlisted company.

## 2013 INVESTMENT IN BLENDING PLANT

In 2013, HTL devised the strategy of diversification and decided to invest in a wholly owned subsidiary, Hi-Tech Blending (Pvt.) Limited (HTBL), a state of the art blending plant in Bhai Kot adjacent to Sunder Industrial Estate, Lahore.

## 2014 IMPLEMENTATION ORACLE FINANCIAL AND BUSINESS INTELLIGENCE TOOLS

In 2014, HTL implemented Oracle software and Business Intelligence Tool for its core business operations. This implementation was completed in a record time of 6 months.

## 2016 TAKING HTL TO CAPITAL MARKETS

In 2016, HTL stepped into capital markets through an Initial public Offering (IPO). HTL issued 29,001,000 ordinary shares of Rs.10 each. Further in the same year, in 2017 to reach out to consumers directly to fulfill their car care needs.

## 2017 COMMENCEMENT OF HTL EXPRESS CENTERS (RETAIL SERVICES)

In 2017, HTL launched a new project named "HTL Express" and established its first retail center at Dharampura, Lahore.

## 2020 PETROLEUM SEGMENT OPERATIONS

- Start of marketing and sale of petroleum products through HTL Fuel Stations in Punjab Province
- Successfully implemented Oracle system for petroleum segment operations

## 2021 ENTERANCE INTO PLASTIC PACKAGING INDUSTRY

- Successful completion of Oil Storage Facility situated at Nowshera, Khyber Pakhtunkhwa Province.
- Started expansion of HTBL's blending facilities.
- Through HTBL, entrance into plastic packaging industry by venturing into the production of plastic products for external customers.

## 2023 POLYMER SEGMENT OPERATIONAL

- Successfully started Polymer Segment Operations through Hi-Tech Blending (Private) Limited- wholly owned subsidiary company
- Received formal authorizations from OCRA to commence operations at its storage facility situated in Nowshera, Khyber Pakhtunkhwa Province.
- Received permission from OCRA to initiate the sale and marketing of petroleum products through a network of thirty-five HTL Fuel Stations in Khyber Pakhtunkhwa Province.

## 2024 DIGITAL TRANSFORMATION

Launched the Auto Ready application in 2024 enhancing customer convenience through smart digital solutions

## 2025 STARTED LOCAL PRODUCTION

During the year, the company started local production on the basis of MOU by and between HTL and SK Enmove Co., Ltd.



# SUSTAINABILITY REPORT

## • Policies & Standards

Area	Standards/Policies	Purpose
Climate	FRS-S2, Emission Guidelines	Climate risk & GHG management
Environment	ESG Policy, ISO 14001	Responsible environmental practices
Safety & Health	HSE Policy, ISO 45001	Workplace safety & compliance
Governance	Anti-Bribery, Whistleblowing	Ethical oversight
Cybersecurity	IT Governance Standards	Digital infrastructure protection

## • Sustainability Strategy

1. Materiality Review – Trends, regulations, stakeholder concerns
2. Prioritization – Mapping impact vs expectations
3. Stakeholder Engagement – Internal & external feedback
4. Validation – Board-level approval
5. Implementation – Policy alignment, capital allocation, eco-innovation

## • 2025+ Targets

- Biodegradable lubricants, refillable packaging, low-emission logistics
- Enhanced ESG supplier criteria, digital safety monitoring
- Diversity, well-being, community partnerships
- Strengthened ESG reporting & grievance mechanisms



# COMMUNITY ENGAGEMENT



Medical Camps



Medical Check-ups



Environmental Stewardship



Safe Work Practices



Gender Equity Campaign



Student Enrichment



Pink October Campaign

## PRODUCTS AND SERVICES



- Products and Services
  - Lubricants
  - Petroleum
  - Express Centres
  - Polymer
- Geographical Presence



# PRODUCTS AND SERVICES

## (LUBRICANTS)

### Gasoline Engine oils (GEO)

- ZIC Synthetic Oil utilizes VHVI technology, offering various grades based on SAE standards. Fully synthetic oils, such as ZIC Gasoline Engine Oil, provide exceptional engine protection and fuel efficiency.
- ZIC offers a comprehensive range of Gasoline Engine Oils, including ZIC TOP, X9, X7, X5, X3, and X1. ZIC TOP, X9, X7 FE, and X7 are premium fully synthetic oils designed for luxury vehicles, while X5 is synthetic and X3 and X1 are classical oils

### Diesel Engine Oils (DEO)

- ZIC Diesel Engine Oil (DEO) is a high-quality engine oil designed for heavy-duty vehicles like trucks and buses. ZIC DEO offers various product lines, including X7000, X5000, X3000, and X1000, catering to different performance requirements.

### Motor Cycle Oils (MCO)

- ZIC MCO's Synthetic series offers exceptional lubrication, enhanced performance, and protection against piston scuffing and rust. Its fully synthetic ZIC M9 and M7 and high-quality semi-synthetic M5 deliver superior protection.
- In the Classic category, ZIC M3 utilizes highly refined base oil and additives, while ZIC M1 is specifically formulated for 3-wheeler engines, providing comprehensive lubrication for the engine, clutch, and gears.

### Industrial Products

- ZIC Coolants have high quality long life for radiators that (ethylene glycol based) provides outstanding performance in all cooling systems.
- ZIC Dexron is fully synthetic ATF engineered with SK's proprietary VHVI Tech and advanced additive technology

### Power Generation Oils

- ZIC's YUBASE technology ensures exceptional viscosity stability, surpassing other oils that rely on VI-enhancing agents and low-quality base oils.
- ZIC Diesel Generator Engine oils offer outstanding wear protection and fuel efficiency, with synthetic formulas like ZIC 7000 Power and SD 7000 extending drain intervals, reducing emissions, and enhancing the performance of equipment with emission control systems.





# PRODUCTS AND SERVICES

## (FUEL STATIONS)

### HTL Fuel Stations & Infrastructure

- HTL operates 61 dealer-managed fuel stations across Pakistan, offering integrated services with HTL Express Centers and HTL Marts. The flagship Gulberg station features a drive-through Hardee's, full-service maintenance, and a self-service tuck shop. Expansion continues under OGRA approvals, supported by strategic oil depots in Sahiwal, Nowshera, and upcoming Shikarpur.

### Flagship Station – Gulberg, Lahore

- HTL's flagship fuel station in Gulberg, Lahore features a drive-through Hardee's, a full-service HTL Express Centre, and a self-service Auto Tuck Shop—setting a new standard for convenience and customer experience in Pakistan's retail fueling sector.

### Oil Storage Infrastructure

- HTL's oil storage network includes depots in Sahiwal and Nowshera, with a new facility underway in Shikarpur and Daulatpur. These sites support regional operations and strengthen supply chain resilience for national growth.

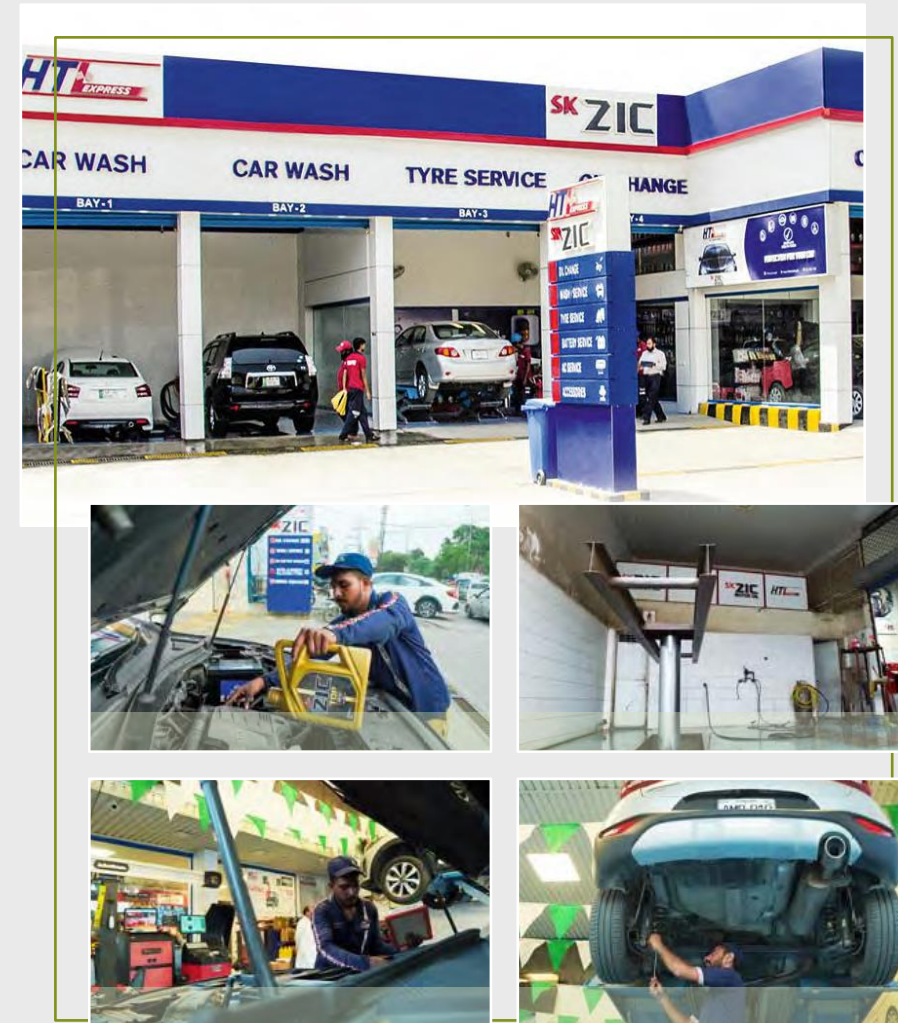


# PRODUCTS AND SERVICES

## (EXPRESS CENTERS)

### HTL Fuel Stations & Infrastructure

- HTL Express Centers, operating under a franchise model since 2021, offer customers a comprehensive vehicle care solution. Services include oil changes, washing and servicing, tire and battery replacement, air conditioning maintenance, and vehicle accessories—delivered using high-quality branded products to ensure reliability and performance.
- Equipped with advanced diagnostic tools, these Centers enable preventive maintenance and promote long-term vehicle durability, reflecting HTL's commitment to international service standards. As of June 30, 2025, the Company operates eight Express Centers—four in Lahore, three in Karachi, and one in Rawalpindi.
- Additionally, Express Centers are co-located at dealer-operated HTL Fuel Stations, providing customers the convenience of fueling, retail shopping, and vehicle maintenance at a single destination.





# PRODUCTS AND SERVICES

## (POLYMER)

### Polymer Segment

- Established in earlier years, HTBL's polymer segment has evolved into a cornerstone of the Group's diversified operations. The unit not only manufactures bottles and caps to support HTL's lubricant business, but also delivers customized plastic solutions to external clients on a made-to-order basis.
- By driving packaging self-sufficiency, lowering costs, and unlocking new revenue streams, the polymer segment reinforces HTBL's strategic role in the Group's long-term value creation.



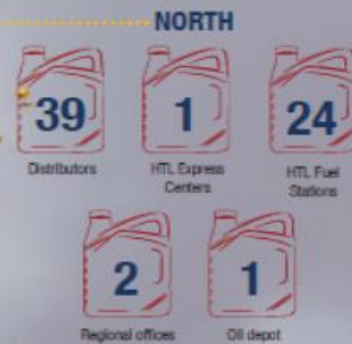


## GEOGRAPHICAL PRESENCE

A nationwide footprint ensuring accessibility and customer service across Pakistan.

For detailed geographical presence, refer to Note 1.1 of the Unconsolidated Financial Statements.

133 Distributors | 8 Express Centers | 61 Fuel Stations | 4 Regional Offices | 3 Warehouses | 2 Oil Depots



## STRATEGIC & OPERATIONAL DEVELOPMENTS



- Key Achievements
- Performance Highlights
- Strategic Alignment





# STRATEGIC & OPERATIONAL DEVELOPMENTS

## 2025 Key Achievements:

- **SK Enmove Partnership:** Strengthened through 2024 MoU; enabled advanced local blending via HTBL.
- **HTBL Facility:** Achieved 95% lubricant localization; reduced import reliance and improved margins.
- **Polymer Segment Expansion:** In-house bottle production and premium polymer solutions for industrial clients.
- **Fuel Retail Growth:** Expanded from 55 to 61 HTL Fuel Stations; profitable turnaround achieved.
- **HTL Express Centres:** Franchise-based vehicle maintenance hubs co-located with fuel stations.
- **Auto Ready App:** Launched in 2024 to enhance customer convenience and digital engagement.

RESILIENCE IN ACTION

LEARNING, ADAPTING AND EMERGING STRONGER



# IMPACT, PERFORMANCE & STRATEGIC ALIGNMENT

## Performance Highlights:

Segment	FY2024 Outlook	FY2025 Progress
Lubricants	Scale up local blending	95% localization achieved
Petroleum	Expand retail network	61 stations operational
Polymer	Optimize operations	Rising sales, margin uplift
Express Centres	Enhance customer experience	Expanded franchise footprint

## Strategic Alignment:

- Localization & Efficiency → ~10% margin uplift
- Market Expansion → Fuel stations & Express Centres
- Innovation & Sustainability → EV fluids, AI, R&D
- Stakeholder Value → Economic growth, customer satisfaction, ESG leadership

RESILIENCE IN ACTION

LEARNING, ADAPTING AND EMERGING STRONGER

# FINANCIAL OVERVIEW



- Financial Statements
- Segment Performance
- Standalone Financial Statements
- Statement of Financial Position
- First Quarter Results



# FINANCIAL STATEMENTS

## (CONSOLIDATED)

Statement of Profit or Loss	FY-2025	FY-2024	Variance	Variance %
Gross Revenue	34,009,029	24,945,530	9,063,499	36.3%
Discounts	(500,532)	(628,307)	127,775	20.3%
<b>Net Revenue</b>	<b>33,508,497</b>	<b>24,317,223</b>	<b>9,191,274</b>	<b>37.8%</b>
Cost of Sales	(30,430,628)	(21,952,726)	(8,477,902)	-38.6%
<b>Gross Profit</b>	<b>3,077,869</b>	<b>2,364,497</b>	<b>713,372</b>	<b>30.2%</b>
Distribution Cost	(1,259,846)	(1,075,663)	(184,183)	-17.1%
Administrative Expenses	(1,033,476)	(924,260)	(109,216)	-11.8%
Other Expenses	(142,262)	(99,133)	(43,129)	-43.5%
	<b>(2,435,584)</b>	<b>(2,099,056)</b>	<b>(336,528)</b>	<b>-16.0%</b>
Other Income	275,140	357,581	(82,441)	-23.1%
<b>Profit from Operations</b>	<b>917,424</b>	<b>623,022</b>	<b>294,402</b>	<b>47.3%</b>
Finance Cost	(594,995)	(800,962)	205,967	25.7%
<b>Profit before Taxation</b>	<b>322,429</b>	<b>(177,940)</b>	<b>500,369</b>	<b>281.2%</b>
Taxation	(220,621)	40,564	(261,185)	-643.9%
<b>(Loss)/ Profit after Taxation</b>	<b>101,808</b>	<b>(137,377)</b>	<b>239,185</b>	<b>174.1%</b>

All amounts are presented in PKR thousands.

RESILIENCE IN ACTION

LEARNING, ADAPTING AND EMERGING STRONGER



# FINANCIAL STATEMENTS

## (CONSOLIDATED FIVE YEARS)

Statement of Profit or Loss	FY-2025	FY-2024	FY-2023	FY-2022	FY-2021
Gross Revenue	34,009,029	24,945,530	15,950,123	18,494,399	11,428,092
Discounts	(500,532)	(628,307)	(339,727)	(750,431)	(830,704)
<b>Net Revenue</b>	<b>33,508,497</b>	<b>24,317,223</b>	<b>15,610,395</b>	<b>17,743,969</b>	<b>10,597,388</b>
Cost of Sales	(30,430,628)	(21,952,726)	(13,183,694)	(14,006,515)	(8,329,595)
<b>Gross Profit</b>	<b>3,077,869</b>	<b>2,364,497</b>	<b>2,426,702</b>	<b>3,737,454</b>	<b>2,267,792</b>
Distribution Cost	(1,259,846)	(1,075,663)	(1,075,021)	(1,142,379)	(861,385)
Administrative Expenses	(1,033,476)	(924,260)	(900,038)	(692,612)	(547,749)
Other Expenses	(142,262)	(99,133)	(230,620)	(538,247)	(70,521)
	<b>(2,435,584)</b>	<b>(2,099,056)</b>	<b>(2,205,678)</b>	<b>(2,373,238)</b>	<b>(1,479,656)</b>
Other Income	275,140	357,581	178,457	141,899	107,782
<b>Profit from Operations</b>	<b>917,424</b>	<b>623,022</b>	<b>399,480</b>	<b>1,506,114</b>	<b>895,919</b>
Finance Cost	(594,995)	(800,962)	(721,940)	(288,243)	(114,661)
<b>Profit before Taxation</b>	<b>322,429</b>	<b>(177,940)</b>	<b>(322,460)</b>	<b>1,217,871</b>	<b>781,258</b>
Taxation	(220,621)	40,564	75,477	(600,426)	(129,768)
<b>(Loss)/ Profit after Taxation</b>	<b>101,808</b>	<b>(137,377)</b>	<b>(246,982)</b>	<b>617,446</b>	<b>651,489</b>

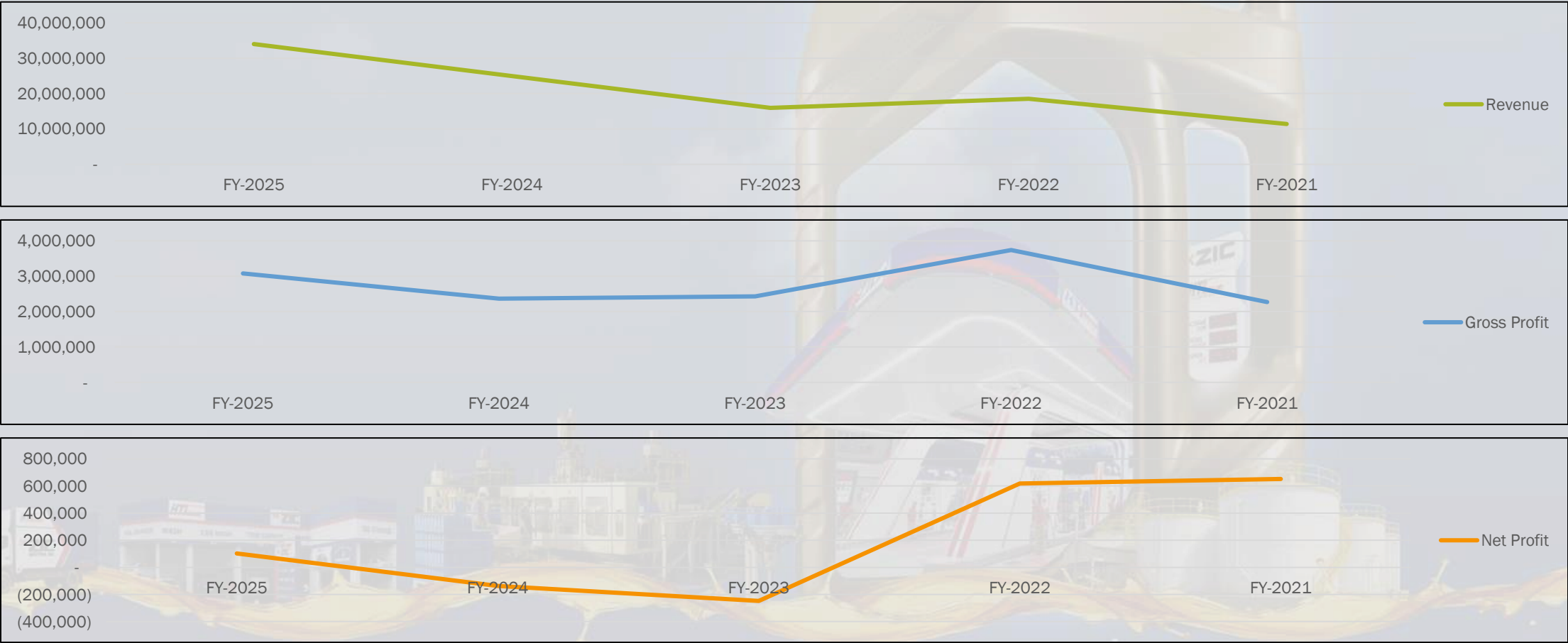
All amounts are presented in PKR thousands.

RESILIENCE IN ACTION

LEARNING, ADAPTING AND EMERGING STRONGER

# FINANCIAL STATEMENTS

## (CONSOLIDATED FIVE YEARS)



All amounts are presented in PKR thousands.

# FINANCIAL STATEMENTS

## (SEGMENT PERFORMANCE FY-2025)

Statement of Profit or Loss	Lubricants	Petroleum	Polymer	Unallocated	Total
Net Revenue	9,808,004	23,232,318	468,176	-	33,508,498
Cost of Sales	(7,411,641)	(22,607,023)	(411,965)	-	(30,430,628)
<b>Gross Profit</b>	<b>2,396,363</b>	<b>625,295</b>	<b>56,211</b>	<b>-</b>	<b>3,077,869</b>
Distribution Cost	(796,572)	(452,918)	(10,356)	-	(1,259,846)
Administrative Expenses	(1,014,862)	(15,737)	(2,877)	-	(1,033,476)
Other Expenses	(34,815)	(106,170)	(1,277)	-	(142,262)
	<b>(1,846,250)</b>	<b>(574,825)</b>	<b>(14,510)</b>	<b>-</b>	<b>(2,435,584)</b>
Other Income	137,109	138,031	-	-	275,140
<b>Profit from Operations</b>	<b>687,222</b>	<b>188,501</b>	<b>41,701</b>	<b>-</b>	<b>917,424</b>
Finance Cost	(489,031)	(57,392)	(48,572)	-	(594,995)
<b>Profit before Taxation</b>	<b>198,191</b>	<b>131,109</b>	<b>(6,871)</b>	<b>-</b>	<b>322,429</b>
Taxation	-	-	-	(220,621)	(220,621)
<b>(Loss)/ Profit after Taxation</b>	<b>198,191</b>	<b>131,109</b>	<b>(6,871)</b>	<b>(220,621)</b>	<b>101,808</b>

All amounts are presented in PKR thousands.

RESILIENCE IN ACTION

LEARNING, ADAPTING AND EMERGING STRONGER



# FINANCIAL STATEMENTS

(BUSINESS SEGMENT: LUBRICANTS)

Statement of Profit or Loss	FY-2025	FY-2024	Variance	Variance %
Net Revenue	9,808,004	7,964,688	1,843,316	23.1%
Cost of Sales	(7,411,641)	(6,078,113)	(1,333,528)	-21.9%
<b>Gross Profit</b>	<b>2,396,363</b>	<b>1,886,575</b>	<b>509,788</b>	<b>27.0%</b>
Distribution Cost	(796,572)	(666,137)	(130,435)	-19.6%
Administrative Expenses	(1,014,862)	(902,361)	(112,501)	-12.5%
Other Expenses	(34,815)	(58,714)	23,899	40.7%
	<b>(1,846,250)</b>	<b>(1,627,212)</b>	<b>(219,038)</b>	<b>-13.5%</b>
Other Income	137,109	266,875	(129,766)	-48.6%
<b>Profit from Operations</b>	<b>687,222</b>	<b>526,238</b>	<b>160,984</b>	<b>30.6%</b>
Finance Cost	(489,031)	(559,518)	70,487	12.6%
<b>(Loss)/ Profit before Taxation</b>	<b>198,191</b>	<b>(33,280)</b>	<b>231,471</b>	<b>695.5%</b>

All amounts are presented in PKR thousands.

RESILIENCE IN ACTION

LEARNING, ADAPTING AND EMERGING STRONGER

# FINANCIAL STATEMENTS

(BUSINESS SEGMENT: PETROLEUM)

Statement of Profit or Loss	FY-2025	FY-2024	Variance	Variance %
Net Revenue	23,232,318	15,960,960	7,271,358	45.6%
Cost of Sales	(22,607,023)	(15,569,808)	(7,037,215)	-45.2%
<b>Gross Profit</b>	<b>625,295</b>	<b>391,152</b>	<b>234,143</b>	<b>59.9%</b>
Distribution Cost	(452,918)	(400,051)	(52,867)	-13.2%
Administrative Expenses	(15,737)	(19,336)	3,599	18.6%
Other Expenses	(106,170)	(36,267)	(69,903)	-192.7%
	(574,825)	(455,654)	(119,171)	-26.2%
Other Income	138,031	90,705	47,326	52.2%
<b>Profit from Operations</b>	<b>188,501</b>	<b>26,204</b>	<b>162,297</b>	<b>619.4%</b>
Finance Cost	(57,392)	(111,944)	54,552	48.7%
<b>(Loss)/ Profit before Taxation</b>	<b>131,109</b>	<b>(85,740)</b>	<b>216,849</b>	<b>252.9%</b>

All amounts are presented in PKR thousands.

RESILIENCE IN ACTION

LEARNING, ADAPTING AND EMERGING STRONGER



# FINANCIAL STATEMENTS

(BUSINESS SEGMENT: POLYMER)

Statement of Profit or Loss	FY-2025	FY-2024	Variance	Variance %
Net Revenue	468,176	391,575	76,601	19.6%
Cost of Sales	(411,965)	(304,805)	(107,160)	-35.2%
Gross Profit	56,211	86,770	(30,559)	-35.2%
Distribution Cost	(10,356)	(9,475)	(881)	-9.3%
Administrative Expenses	(2,877)	(2,563)	(314)	-12.3%
Other Expenses	(1,277)	(4,151)	2,874	69.2%
	(14,510)	(16,189)	1,679	10.4%
Other Income	-	-	-	0.0%
Profit from Operations	41,701	70,581	(28,880)	-40.9%
Finance Cost	(48,572)	(129,500)	80,928	62.5%
(Loss)/ Profit before Taxation	(6,871)	(58,920)	52,049	88.3%

All amounts are presented in PKR thousands.

RESILIENCE IN ACTION

LEARNING, ADAPTING AND EMERGING STRONGER

# FINANCIAL STATEMENTS

## (HTL & HTBL - STANDALONE)

Statement of Profit or Loss	Hi-Tech Lubricants Limited		Hi-Tech Blending (Pvt) Limited	
	FY-2025	FY-2024	FY-2025	FY-2024
Net Revenue	33,042,904	24,016,482	7,443,266	6,455,929
Cost of Sales	(31,003,865)	(22,571,816)	(6,405,562)	(5,535,999)
<b>Gross Profit</b>	<b>2,039,039</b>	<b>1,444,666</b>	<b>1,037,704</b>	<b>919,930</b>
Distribution Cost	(1,204,599)	(1,018,634)	(56,470)	(58,252)
Administrative Expenses	(798,266)	(723,547)	(235,210)	(200,713)
Other Expenses	(53,368)	(54,559)	(94,825)	(47,357)
	<b>(2,056,234)</b>	<b>(1,769,739)</b>	<b>(386,505)</b>	<b>(306,323)</b>
Other Income	279,688	1,058,520	44,546	30,269
<b>Profit from Operations</b>	<b>262,494</b>	<b>706,447</b>	<b>695,746</b>	<b>643,877</b>
Finance Cost	(405,199)	(544,047)	(225,532)	(332,496)
<b>(Loss)/ Profit before Taxation</b>	<b>(142,705)</b>	<b>162,401</b>	<b>470,214</b>	<b>311,381</b>
Taxation	(176,075)	(50,997)	(44,546)	91,560
<b>(Loss)/ Profit after Taxation</b>	<b>(318,781)</b>	<b>111,404</b>	<b>425,668</b>	<b>402,941</b>

All amounts are presented in PKR thousands.

RESILIENCE IN ACTION

LEARNING, ADAPTING AND EMERGING STRONGER



# STATEMENTS OF FINANCIAL POSITION

## (CONSOLIDATED)

Statement of Financial Position	FY2025	FY2024		FY2025	FY2024
<b>EQUITY AND LIABILITIES</b>			<b>ASSETS</b>		
<b>SHARE CAPITAL AND RESERVES</b>			<b>NON-CURRENT ASSETS</b>		
150,000,000 (2024: 150,000,000)			Fixed assets	6,662,505	6,572,530
ordinary shares of Rupees 10 each	1,500,000	1,500,000	Right-of-use assets	438,074	596,393
			Intangible assets	5,230	9,653
Issued, subscribed and paid-up share capital	1,392,048	1,392,048	Long term security deposits	19,932	43,313
Capital reserve - share premium	1,441,698	1,441,698	Long term loans to employees	1,117	2,051
Capital reserve - surplus on revaluation of freehold land	2,214,714	2,112,975		<b>7,126,856</b>	<b>7,223,941</b>
Revenue reserve - un-appropriated profit	1,076,599	974,791			
<b>Total equity</b>	<b>6,125,059</b>	<b>5,921,512</b>			
<b>LIABILITIES</b>			<b>CURRENT ASSETS</b>		
<b>NON-CURRENT LIABILITIES</b>			Stores	100,552	71,549
Long term financing	422,695	506,839	Stock-in-trade	2,791,956	3,239,997
Lease liabilities	365,994	479,848	Trade debts	1,315,357	1,101,436
Long term deposits	26,000	15,000	Loans and advances	447,576	387,407
Deferred liabilities	158,333	130,031	Short term deposits and prepayments	42,926	41,369
	<b>973,022</b>	<b>1,131,718</b>	Other receivables	350,572	311,042
<b>CURRENT LIABILITIES</b>			Advance income tax and prepaid levy - net	298,762	261,369
Trade and other payables	3,523,361	3,922,082	Accrued interest	10	186
Accrued mark-up	63,830	98,462	Short term investments	240,352	222,717
Short term borrowings	2,352,878	2,064,243	Cash and bank balances	154,503	411,312
Current portion of non-current liabilities	235,899	263,618		<b>5,742,565</b>	<b>6,048,384</b>
Unclaimed dividend	5,373	5,689	Non-current assets classified as held for sale	410,000	135,000
	<b>6,181,340</b>	<b>6,354,094</b>		<b>6,152,565</b>	<b>6,183,384</b>
<b>Total liabilities</b>	<b>7,154,362</b>	<b>7,485,813</b>		<b>13,279,422</b>	<b>13,407,325</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>13,279,421</b>	<b>13,407,325</b>	<b>TOTAL ASSETS</b>		

All amounts are presented in PKR thousands.

**RESILIENCE IN ACTION**

LEARNING, ADAPTING AND EMERGING STRONGER

# STATEMENTS OF FINANCIAL POSITION

## (STANDALONE)

Statement of Financial Position	FY2025	FY2024		FY2025	FY2024
<b>EQUITY AND LIABILITIES</b>			<b>ASSETS</b>		
<b>SHARE CAPITAL AND RESERVES</b>			<b>NON-CURRENT ASSETS</b>		
Authorized share capital			Fixed assets	2,656,770	2,771,812
150,000,000 (2024: 150,000,000)			Right-of-use assets	449,029	591,487
ordinary shares of Rupees 10 each	1,500,000	1,500,000	Intangible assets	2,710	1,198
			Investment in subsidiary company	1,300,001	1,300,001
Issued, subscribed and paid-up share capital	1,392,048	1,392,048	Long term security deposits	14,337	37,719
Capital reserve - share premium	1,441,698	1,441,698	Long term loans to employees	1,117	2,051
Capital reserve - surplus on revaluation of freehold land	829,070	760,858	Deferred income tax asset	121,450	144,162
Revenue reserve - un-appropriated profit	24,975	343,756		<b>4,545,414</b>	<b>4,848,430</b>
<b>Total equity</b>	<b>3,687,791</b>	<b>3,938,361</b>			
<b>LIABILITIES</b>			<b>CURRENT ASSETS</b>		
<b>NON-CURRENT LIABILITIES</b>			Stock-in-trade	731,023	1,789,236
Lease liabilities	381,667	497,633	Trade debts	1,232,490	1,019,802
Long term deposits	26,000	15,000	Loans and advances	307,360	245,699
	407,667	512,633	Short term deposits and prepayments	33,574	27,757
<b>CURRENT LIABILITIES</b>			Other receivables	412,524	365,876
Trade and other payables	2,169,592	2,559,182	Accrued interest	10	3,486
Accrued mark-up on short term borrowings	37,294	67,682	Short term investments	240,352	222,717
Short term borrowings	1,618,958	1,777,188	Cash and bank balances	145,890	352,417
Current portion of non-current liabilities	131,961	149,684		<b>3,103,223</b>	<b>4,026,990</b>
Unclaimed dividend	5,373	5,689	Non-current assets classified as held for sale	410,000	135,000
Provision for taxation and levy - net	-	-		<b>3,513,223</b>	<b>4,161,990</b>
	<b>3,963,179</b>	<b>4,559,425</b>			
<b>Total liabilities</b>	<b>4,370,846</b>	<b>5,072,059</b>			
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>8,058,637</b>	<b>9,010,420</b>	<b>TOTAL ASSETS</b>	<b>8,058,637</b>	<b>9,010,420</b>

All amounts are presented in PKR thousands.

# FINANCIAL STATEMENTS

## (FIRST QUARTER RESULTS - CONSOLIDATED)

Statement of Profit or Loss	Sep 30, 2025	Sep 30, 2024	Variance	Variance %
Gross Revenue	8,860,694	7,117,237	1,743,457	24.5%
Discounts	(242,688)	(14,311)	(228,378)	-1595.8%
<b>Net Revenue</b>	<b>8,618,006</b>	<b>7,102,927</b>	<b>1,515,079</b>	<b>21.3%</b>
Cost of Sales	(7,759,397)	(6,467,522)	(1,291,876)	-20.0%
<b>Gross Profit</b>	<b>858,608</b>	<b>635,405</b>	<b>223,203</b>	<b>35.1%</b>
Distribution Cost	(310,530)	(274,241)	(36,289)	-13.2%
Administrative Expenses	(246,273)	(256,375)	10,102	3.9%
Other Expenses	(83,545)	(7,103)	(76,442)	-1076.2%
	<b>(640,348)</b>	<b>(537,719)</b>	<b>(102,629)</b>	<b>-19.1%</b>
Other Income	52,711	81,298	(28,587)	-35.2%
<b>Profit from Operations</b>	<b>270,971</b>	<b>178,983</b>	<b>91,987</b>	<b>51.4%</b>
Finance Cost	(111,665)	(177,008)	65,343	36.9%
<b>Profit before Taxation</b>	<b>159,305</b>	<b>1,976</b>	<b>157,330</b>	<b>7963.5%</b>
Taxation	(52,118)	18,182	(70,300)	-386.6%
<b>Profit after Taxation</b>	<b>107,188</b>	<b>20,158</b>	<b>87,030</b>	<b>431.7%</b>

All amounts are presented in PKR thousands.

RESILIENCE IN ACTION

LEARNING, ADAPTING AND EMERGING STRONGER



# Q&A Session



**RESILIENCE IN ACTION**

LEARNING, ADAPTING AND EMERGING STRONGER

# Thank You!



## RESILIENCE IN ACTION

LEARNING, ADAPTING AND EMERGING STRONGER