

BURSHANE LPG (PAKISTAN) LIMITED

Corporate Briefing Session
For the Financial Year
Ended June 30, 2025



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.

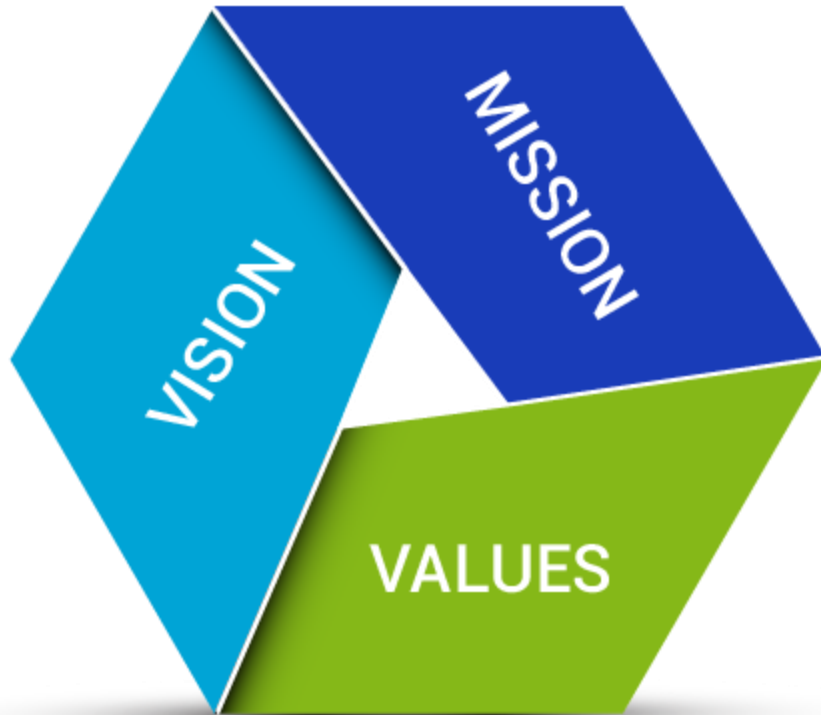
Management strategy has strengthened our business model and helped finding new ways to differentiate our company – including through the circular economy. We have built a new Burshane that is founded on efficiency, integration and new technologies.

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.

CORPORATE VALUES

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.

COMPANY PROFILE

BOARD OF DIRECTORS

Mr. Shaikh Abdus Sami

Mr. M. Ali Alam Niazi

Mr. Saiffee Zakiuddin

Mr. Amir Aziz

Mr. Asad Alam Niazi

Ms. Shahbano Hameed

Maj. Gen Rafiullah Khan (R)

Brig. (R) Rashid Siddiqi

Chairman/Independent Director

CEO / Director

Director

Director

Director

Director (NIT Nominee)

Independent Director

Independent Director

AUDITORS

M/S CLARKSON HYDE SAUD

ANSARI, Chartered Accountant

LEGAL ADVISORS

Mohsin Tayebaly & Co.

TAX ADVISORS

Maavins Solution

SHARE REGISTRAR

THK Associates (Pvt.) Limited

MANAGEMENT

Mr. M. Ali Alam Niazi

Mr. Saiffee Zakiuddin

Mr. Amir Aziz

Mr. Khurram Kasbati

Mr. Irfan Javed Warsi

Mr. Asad Wasty

Chief Executive Officer

Director Finance & Company Secretary

Director Operations

Chief Financial Officer

General Manager Commercial & Business Development (HR)

Head of Internal Audit



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 Year ended
June 30, 2025

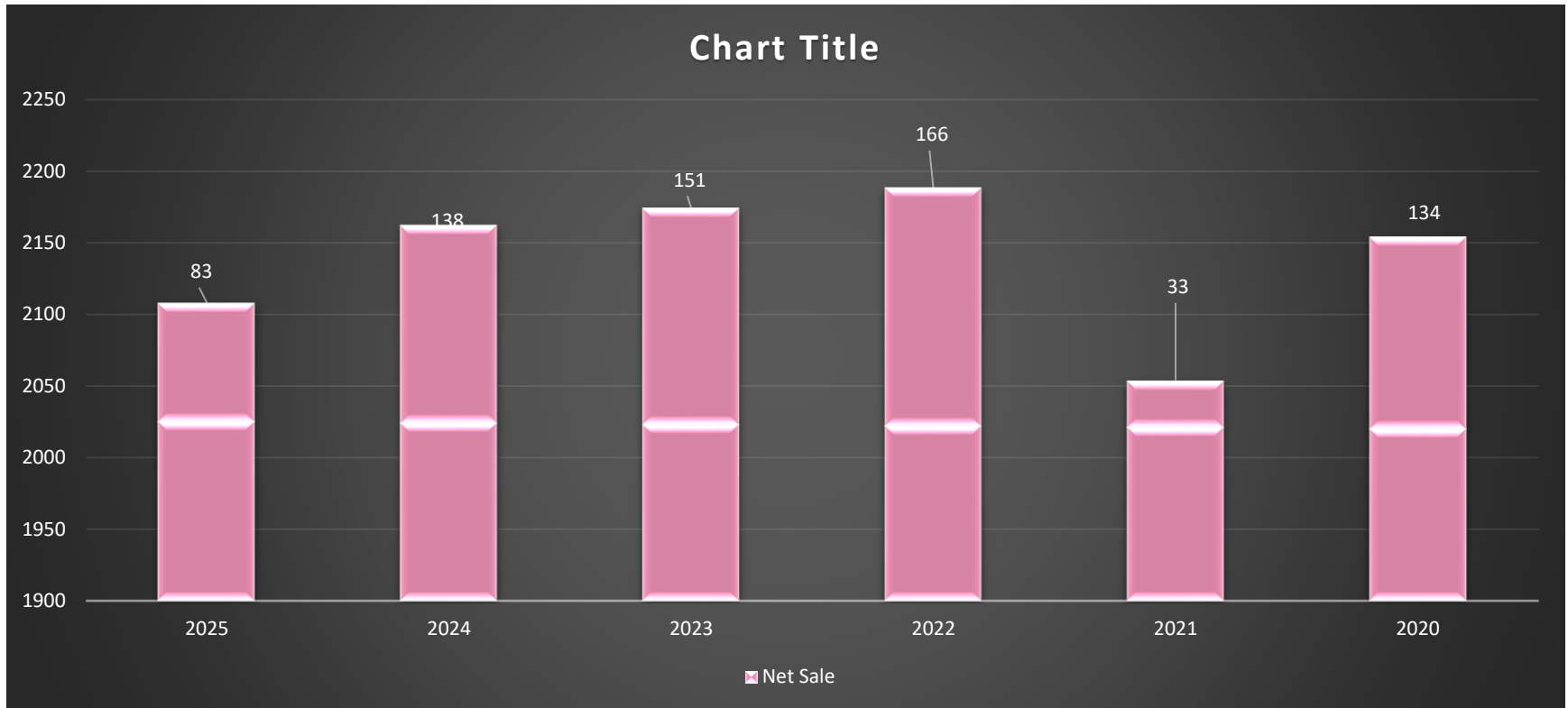
FINANCIAL HIGHLIGHTS

FINANCIAL HIGHLIGHTS

Financial Results for the year ended June 30, 2025

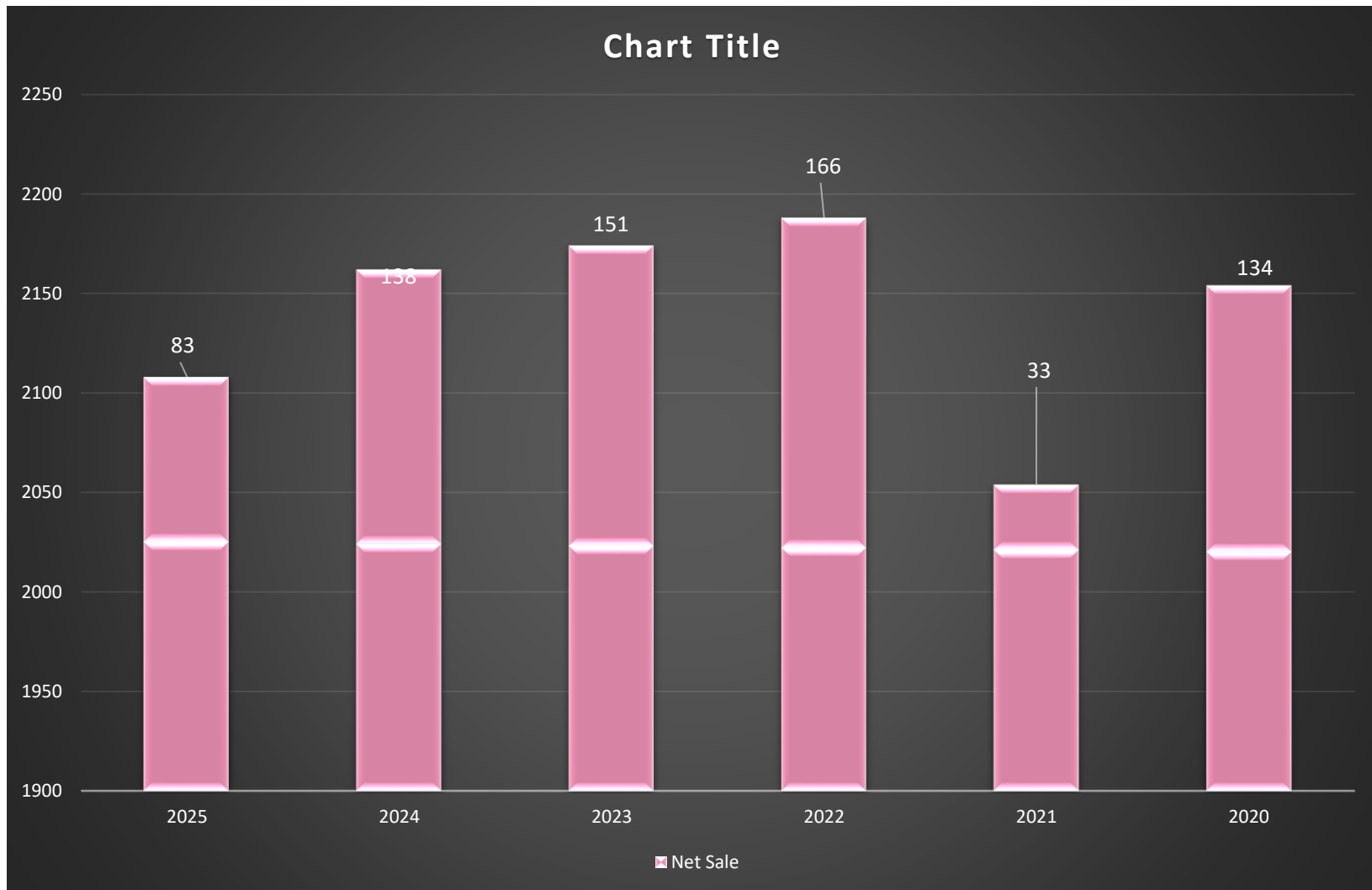
		2025	2024
	Note	----- (Rupees in '000) -----	
Sales - net	33	1,658,578	2,377,502
Cost of sales	34	<u>(1,575,471)</u>	<u>(2,239,558)</u>
Gross profit		83,107	137,944
Administrative expenses	35	<u>(92,789)</u>	<u>(117,647)</u>
Distribution and marketing expenses	36	<u>(56,216)</u>	<u>(64,197)</u>
Other expenses	38	<u>(7,191)</u>	<u>(5,699)</u>
Allowance for expected credit losses	13.1	<u>(151)</u>	<u>(16,504)</u>
		<u>(156,347)</u>	<u>(204,047)</u>
Operating loss		(73,240)	(66,103)
Financial costs	39	(56,922)	(69,824)
Other income	37	<u>166,813</u>	<u>65,674</u>
Profit / (loss) before operating charges		36,651	(70,253)
Workers' Welfare Fund		<u>(733)</u>	-
Workers' Profit Participation Fund		<u>(1,833)</u>	-
		<u>(2,566)</u>	-
Profit / (loss) before revenue tax		34,085	(70,253)
Revenue tax	40	<u>(4,563)</u>	<u>(6,084)</u>
Profit / (loss) before income tax		29,522	(76,337)
Taxation	41	<u>-</u>	<u>2,660</u>
Profit / (loss) for the year after taxation		<u><u>29,522</u></u>	<u><u>(73,677)</u></u>
		----- (In Rupees) -----	
Earnings / (loss) per share - basic and diluted	42	<u><u>1.31</u></u>	<u><u>(3.28)</u></u>

NET SALES

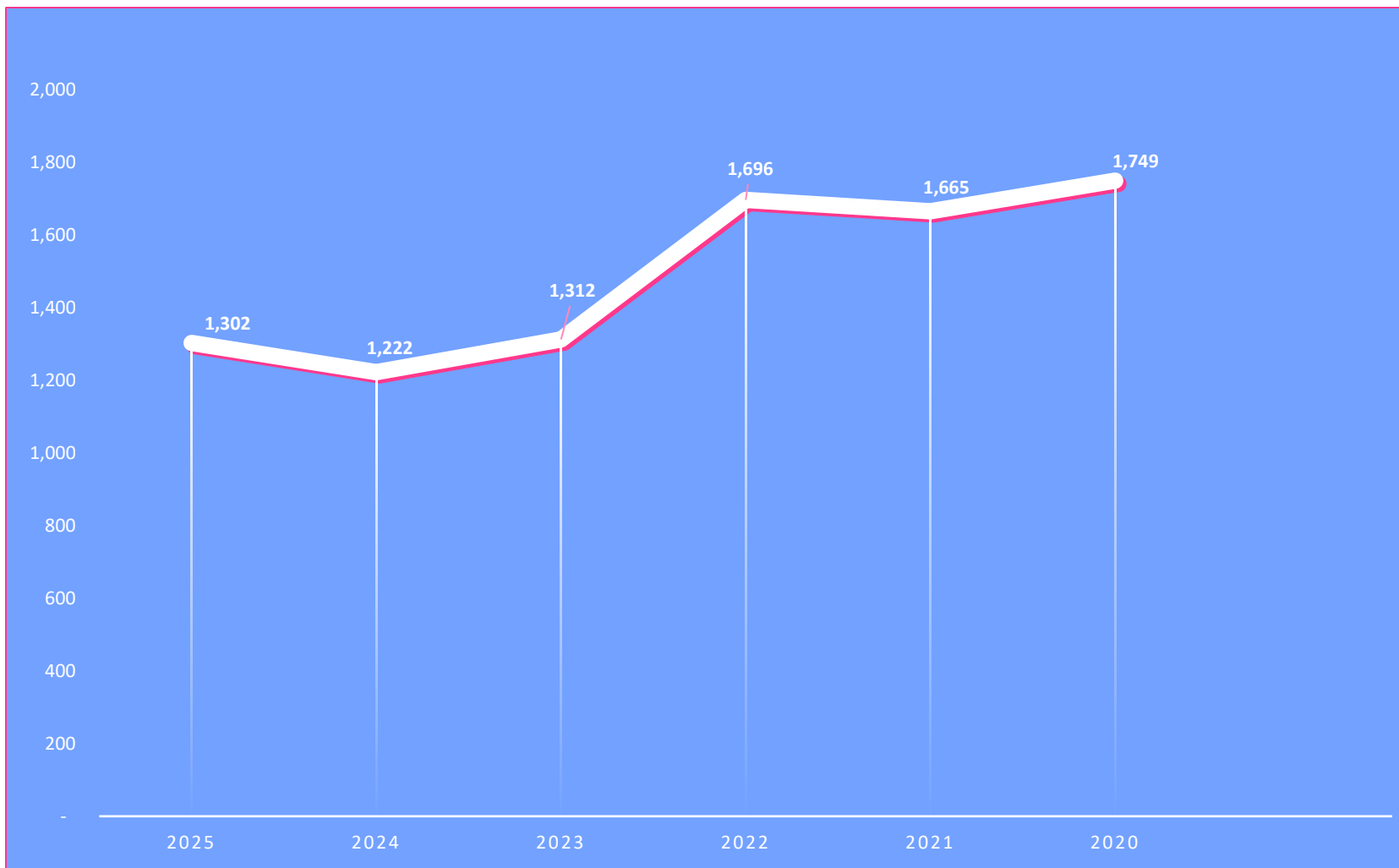


During the year under review, the sales volume of the Company at 8,166 MTs, decreased by 3,701 MTs (31.19%) compared to the corresponding period due to reduced local LPG quota and higher prices of imported LPG. Net sales of the Company at Rs. 1,658.58 million decreased by Rs. 718.92 million (30.24%) due to reduction in sales volume during the period. The gross margins of the Company at Rs. 83.11 million (5.01% of sales value) was decreased by Rs. 54.84 million from comparative period of last year.

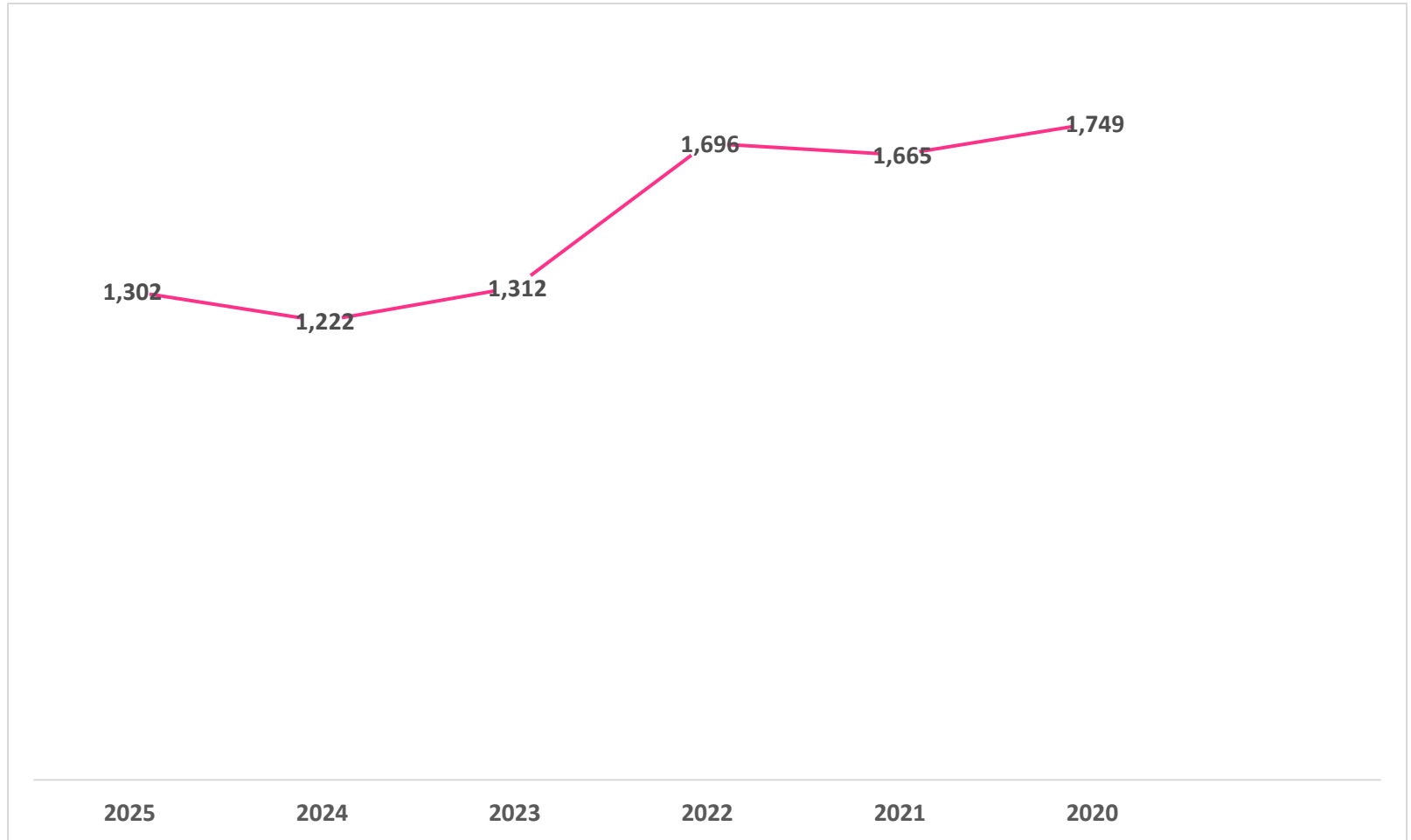
GROSS PROFIT



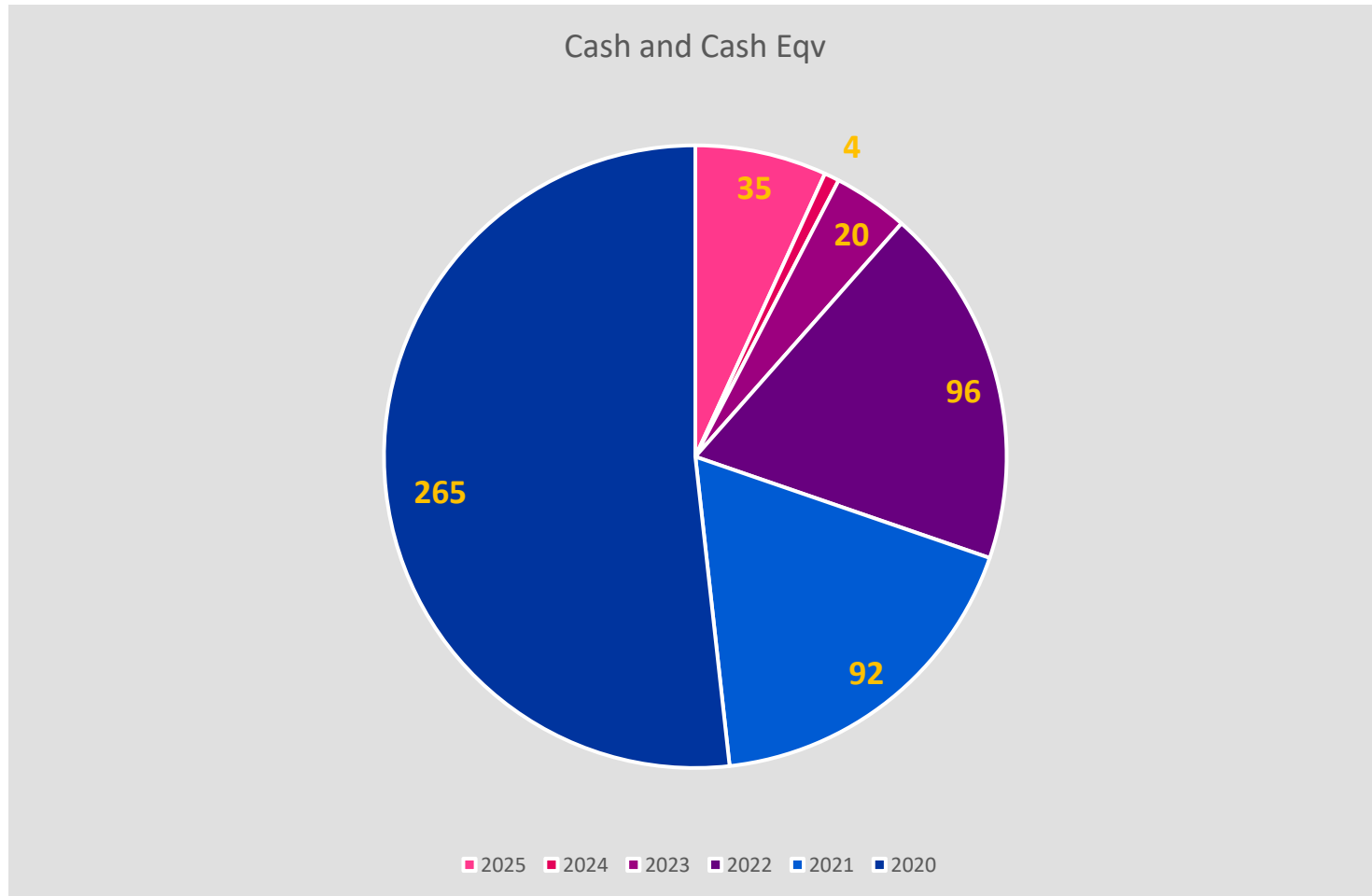
TOTAL ASSETS



TOTAL EQUITY AND LIABILITIES



CASH AND CASH EQUIVALENTS



SIX YEARS AT A GLANCE

VERTICAL ANALYSIS OF FINANCIAL STATEMENTS

	2025		2024		2023		2022		2021		2020	
	----Rupee 000----	%	----Rupee 000----	%	----Rupee 000----	%	----Rupee 000----	%	----Rupee 000----	%	----Rupee 000----	%
Balance Sheet												
Non-current assets	966,742	74%	916,133	75%	926,705	71%	1,156,692	68%	1,140,409	69%	1,329,227	80%
Current assets	334,889	26%	306,239	25%	385,006	29%	539,735	32%	524,134	31%	420,223	25%
Total assets	1,301,631	100%	1,222,372	100%	1,311,711	100%	1,696,427	100%	1,664,543	100%	1,749,450	100%
Equity	291,916	22%	151,182	9%	224,859	17%	272,737	16%	240,152	14%	352,741	20%
Surplus on revaluation of fixed assets	65,651	5%	65,651	4%	65,651	5%	336,715	20%	336,415	20%	336,415	19%
Non-current liabilities	371,763	28%	570,142	34%	589,735	45%	608,758	36%	466,572	28%	431,771	25%
Current Liabilities	572,301	44%	435,397	26%	431,466	33%	478,217	28%	621,404	37%	628,523	36%
Total equity and liabilities	1,301,631	100%	1,222,372	100%	1,311,711	100%	1,696,427	100%	1,664,543	100%	1,749,450	100%
Net sales	1,658,578	100%	2,377,502	100%	3,533,606	100%	4,494,627	100%	2,591,297	100%	2,582,454	100%
Cost of product sold	(1,575,471)	-95%	(2,239,558)	-94%	(3,382,506)	-96%	(4,328,477)	-96%	(2,557,808)	-99%	(2,448,638)	-95%
Gross profit	83,107	5%	137,944	6%	151,100	4%	166,150	4%	33,489	1%	133,816	5%
Administrative expenses	(92,789)	-3%	(117,647)	-3%	(116,027)	-3%	(115,922)	-3%	(124,738)	-5%	(111,555)	-4%
Distribution and marketing expenses	(56,216)	-2%	(64,197)	-1%	(65,879)	-2%	(68,977)	-2%	(66,446)	-3%	(70,600)	-3%
Other operating income	166,813	5%	65,674	1%	30,411	1%	67,122	1%	29,454	1%	34,996	1%
Other operating expenses	(9,908)	0%	(22,203)	0%	(6,943)	0%	(8,062)	0%	(8,898)	-0.3%	(12,665)	-0.5%
	7,900	0%	(138,373)	-3%	(158,438)	-4%	(125,839)	-3%	(170,628)	-7%	(159,824)	-6%
Operating profit	91,007	2.6%	(429)	0.0%	(7,338)	-0.2%	40,311	0.9%	(137,139)	-5%	(26,008)	-1%
Finance costs	(56,922)	-1.6%	(69,824)	-1.6%	(56,807)	-1.6%	(13,658)	-0.3%	(26,989)	-1.0%	(44,191)	-1.7%
Profit / (loss) before taxation	34,085	1%	(70,253)	-2%	(64,145)	-2%	26,653	1%	(164,128)	-6%	(70,199)	-3%

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.



Q&A SESSION

 Any
Questions?

THANK YOU