

BURSHANE LPG (PAKISTAN) LIMITED

Corporate Briefing Session
For the Financial Year
Ended June 30, 2026



Venue:

Zoom online App.

Dated: October 16, 2026



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

Gen. (R) Abid Latif Khan

Chairman/Independent Director

CEO / Director

Director

Director

Director

Director (NIT Nominee)

Independent Director

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, 2026

FINANCIAL HIGHLIGHTS

FINANCIAL HIGHLIGHTS

Financial Results for the year ended June 30, 2026

	Note	2026 ----- (Rupees in '000) -----	2025 -----
Sales - net	33	2,841,468	1,658,578
Cost of sales	34	(2,543,224)	(1,597,319)
Gross profit		298,244	61,259
Administrative expenses	35	(81,060)	(79,657)
Distribution and marketing expenses	36	(44,217)	(47,500)
Other expenses	38	(5,678)	(7,191)
Allowance for expected credit losses	13.1	-	(151)
		(130,955)	(134,499)
Operating profit / (loss)		167,289	(73,240)
Financial costs	39	(54,263)	(56,922)
Other income	37	88,078	166,813
Profit before operating charges		201,104	36,651
Workers' Welfare Fund		(4,022)	(733)
Workers' Profit Participation Fund		(10,055)	(1,833)
		(14,077)	(2,566)
Profit before income tax and minimum tax differential		187,027	34,085
Minimum tax differential	40	(7,324)	(4,563)
Profit before income tax		179,703	29,522
Taxation	41	-	-
Profit for the year after taxation		179,703	29,522
		----- (In Rupees) -----	
Earnings per share - basic and diluted	42	7.99	1.31

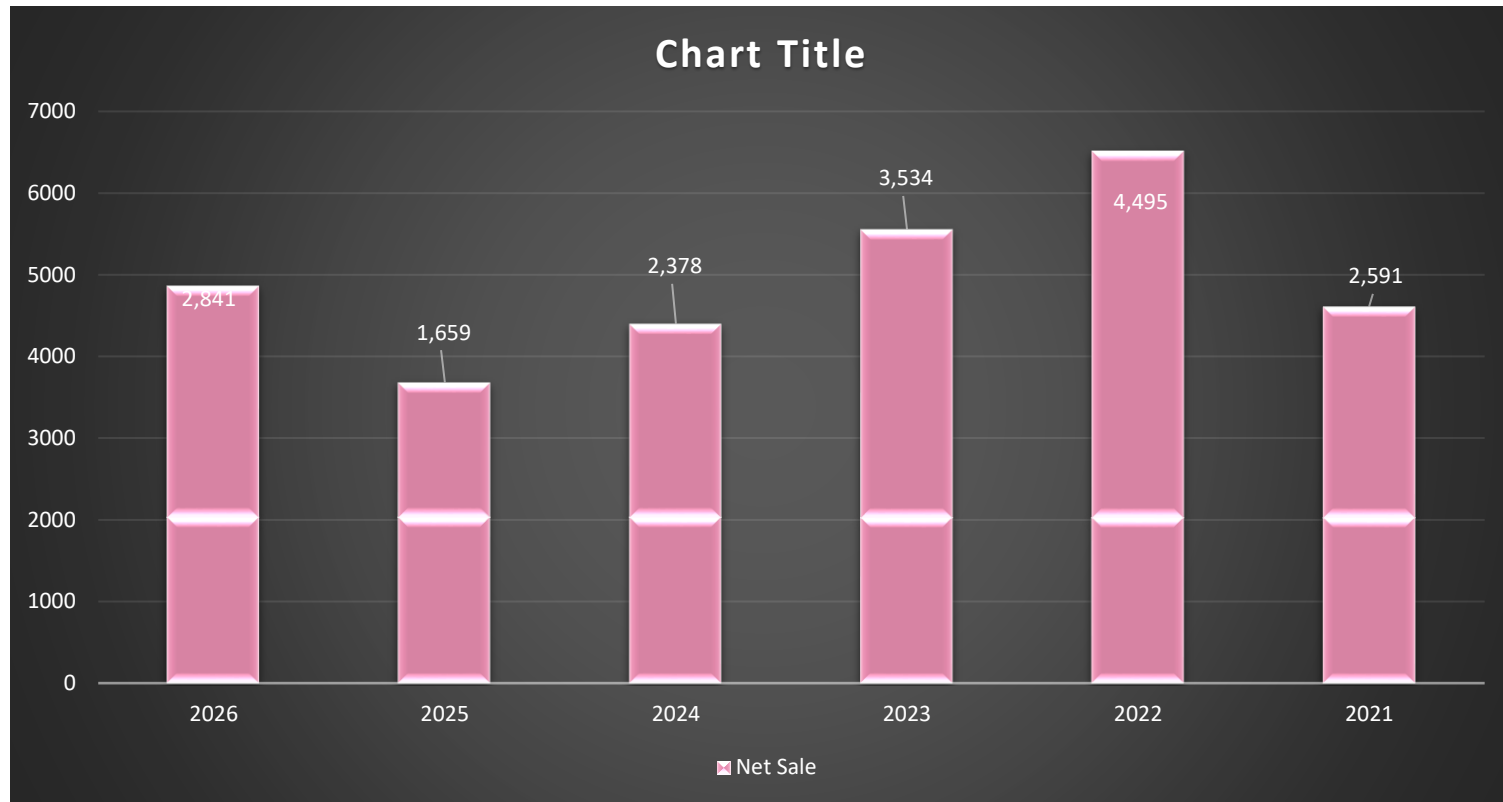
The annexed notes from 1 to 56 form an integral part of these financial statements.


DIRECTOR


CHIEF EXECUTIVE OFFICER

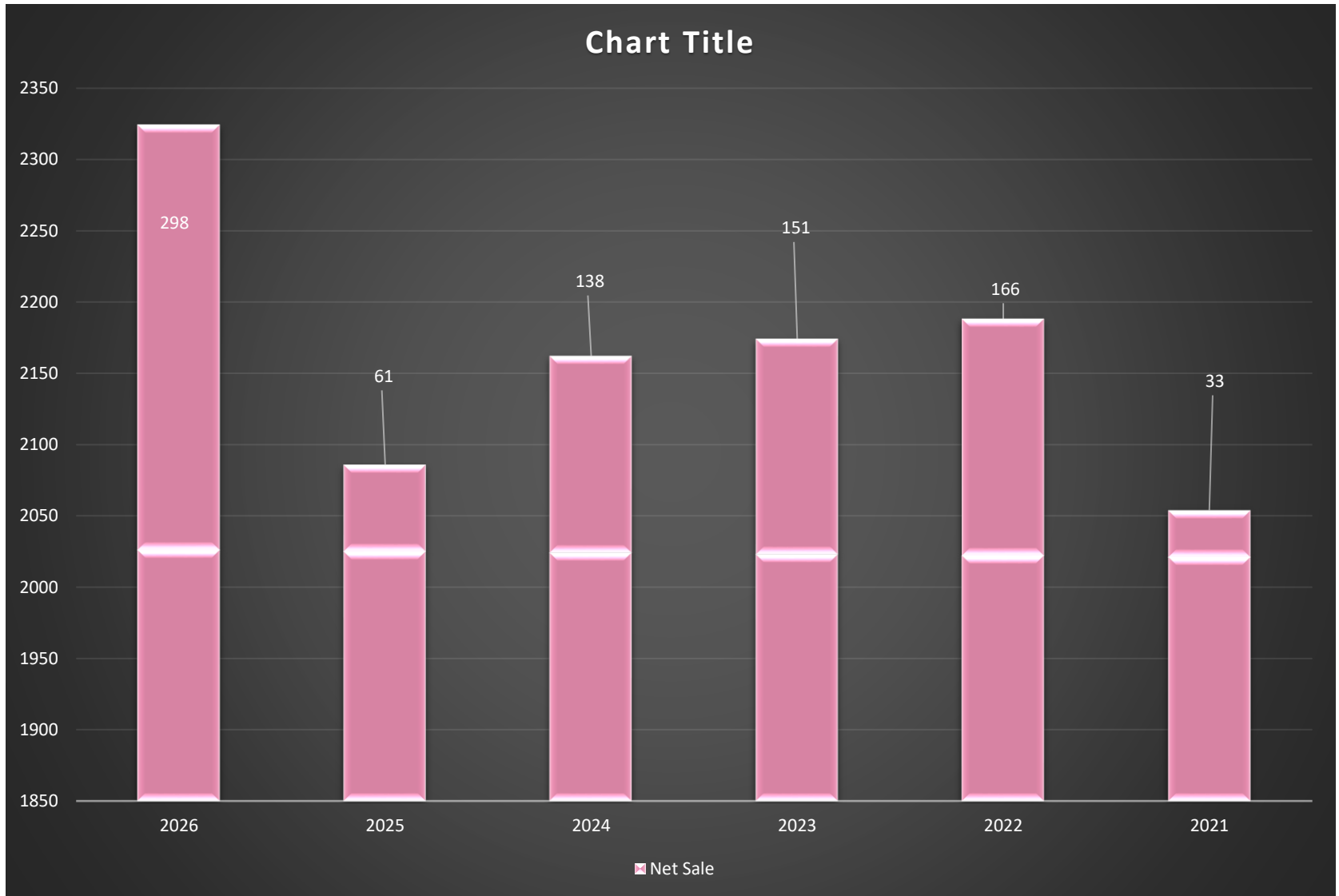

CHIEF FINANCIAL OFFICER

NET SALES

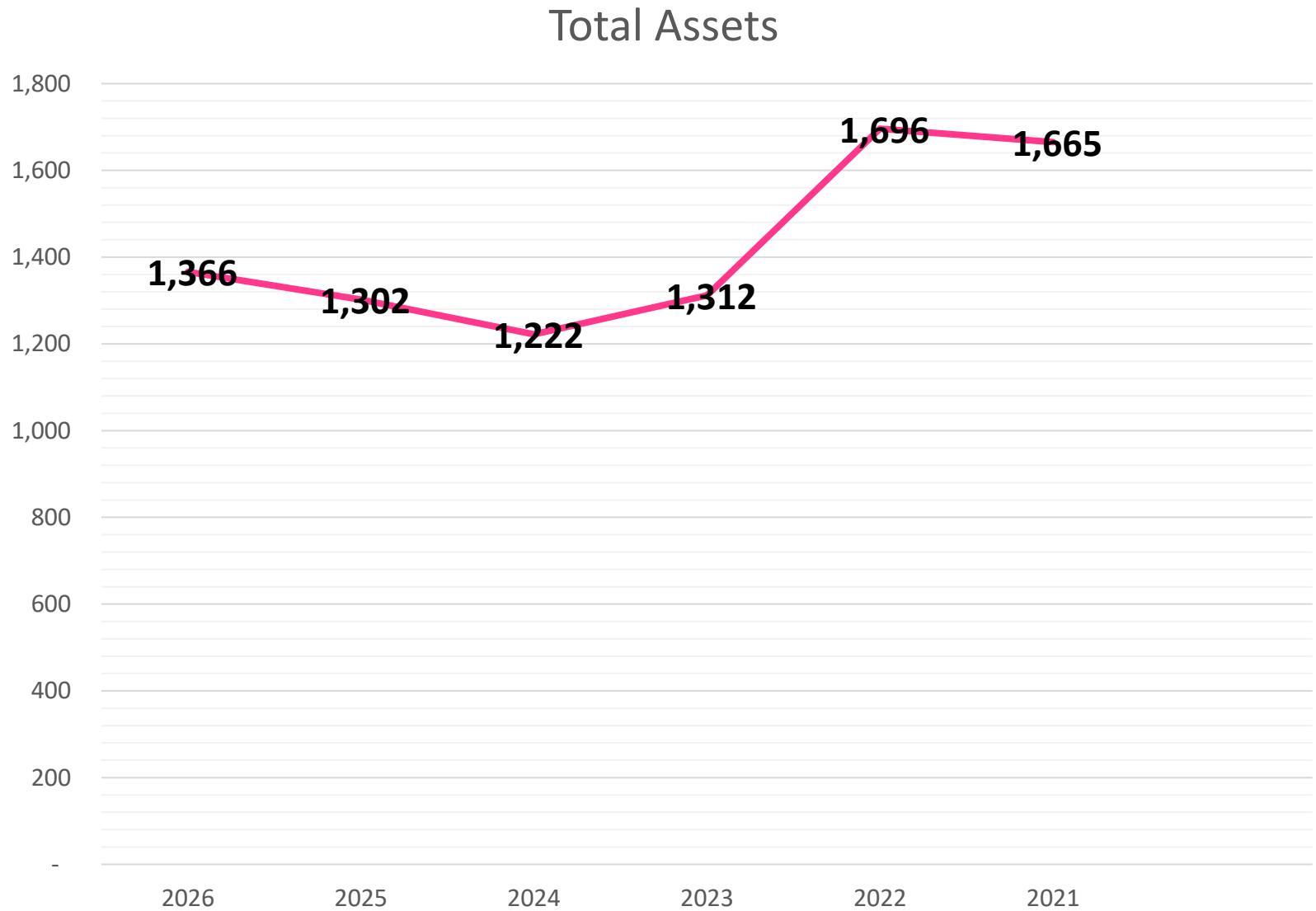


During the year under review, the sales volume of the Company at 12,919 MT, increased by 4,655 MT (56.34%) compared to the corresponding period of last year due to timely financial support by a sister concern which helped the Company to buy imported LPG. The Company also procured surplus LPG offered by local refinery and well heads. Net sales of the Company at Rs. 2,841.47 million increased by Rs. 1,182.89 million (71.32%) due to increased quantity sales coupled with higher LPG prices during March to June period. The gross margins of the Company at Rs. 298.244 million (10.50% of sales value) also increased by Rs. 236.985 million from comparative period of last year, mainly due to increased volume and much better margins during January to June 2026 period

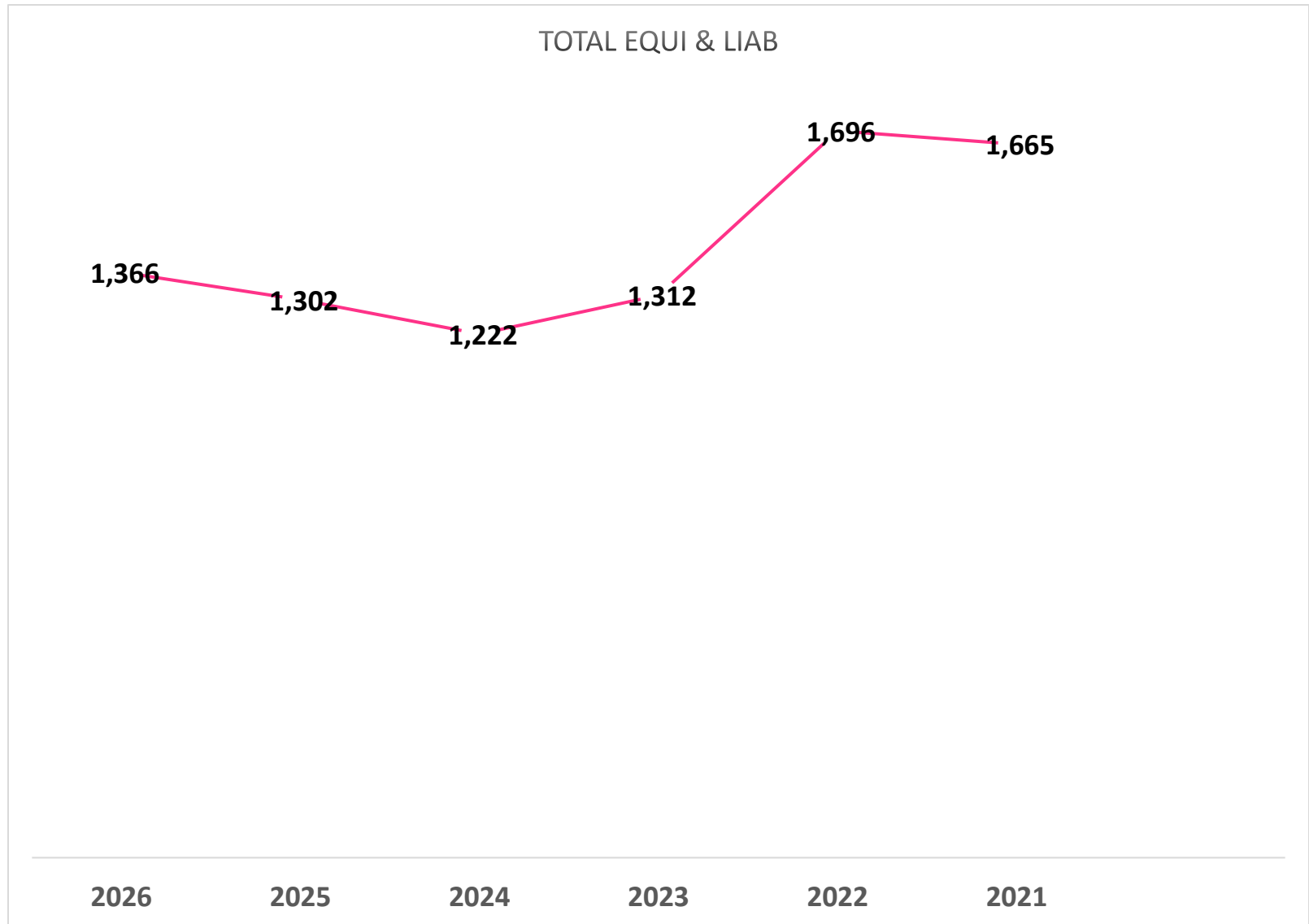
GROSS PROFIT



TOTAL ASSETS

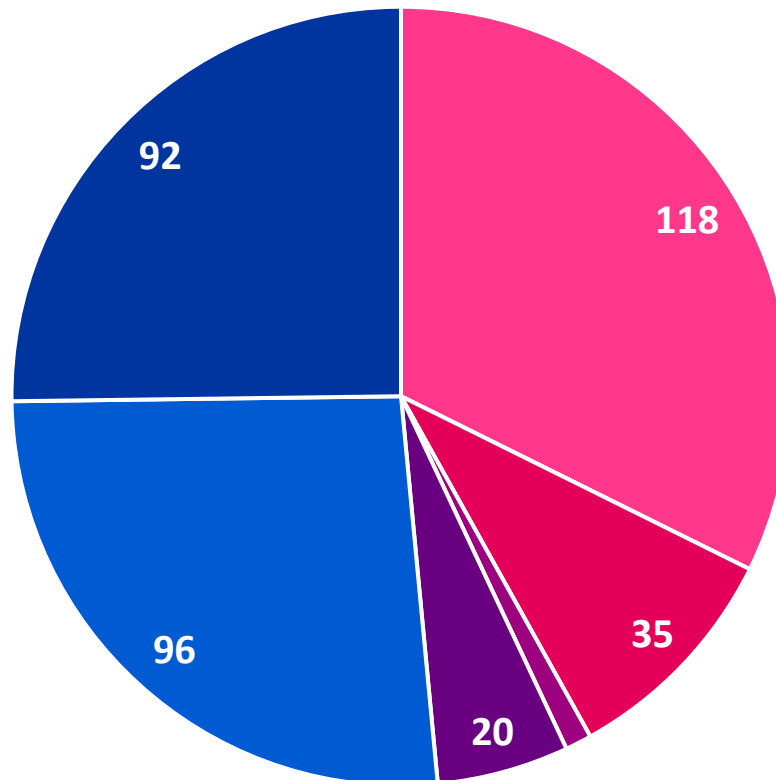


TOTAL EQUITY AND LIABILITIES



CASH AND CASH EQUIVALENTS

Cash and Cash Eqv



■ 2026 ■ 2025 ■ 2024 ■ 2023 ■ 2022 ■ 2021

SIX YEARS AT A GLANCE

VERTICAL ANALYSIS OF FINANCIAL STATEMENTS

Balance Sheet

	2026		2025		2024		2023		2022		2021	
	---Rupee 000---	%	---Rupee 000---	%	---Rupee 000---	%	---Rupee 000---	%	---Rupee 000---	%	---Rupee 000---	%
Non-current assets	910,664	67%	966,742	74%	916,133	75%	926,705	71%	1,156,692	68%	1,140,409	69%
Current assets	455,336	33%	334,889	26%	306,239	25%	385,006	29%	539,735	32%	524,134	31%
Total assets	1,366,000	100%	1,301,631	100%	1,222,372	100%	1,311,711	100%	1,696,427	100%	1,664,543	100%
Equity	471,619	36%	291,916	22%	151,182	12%	224,859	17%	272,737	16%	240,152	14%
Surplus on revaluation of fixed assets	65,651	5%	65,651	5%	65,651	5%	65,651	5%	336,715	20%	336,415	20%
Non-current liabilities	308,485	24%	371,763	28%	570,142	43%	589,735	45%	608,758	36%	466,572	28%
Current Liabilities	520,245	40%	572,301	44%	435,397	33%	431,466	33%	478,217	28%	621,404	37%
Total equity and liabilities	1,366,000	100%	1,301,631	100%	1,222,372	100%	1,311,711	100%	1,696,427	100%	1,664,543	100%
Net sales	2,841,468	100%	1,658,578	100%	2,377,502	100%	3,533,606	100%	4,494,627	100%	2,591,297	100%
Cost of product sold	(2,543,224)	-90%	(1,597,319)	-96%	(2,239,558)	-94%	(3,382,506)	-96%	(4,328,477)	-96%	(2,557,808)	-99%
Gross profit	298,244	10%	61,259	4%	137,944	6%	151,100	4%	166,150	4%	33,489	1%
Administrative expenses	(81,060)	-3%	(79,657)	-3%	(117,647)	-5%	(116,027)	-3%	(115,922)	-3%	(124,738)	-5%
Distribution and marketing expenses	(44,217)	-2%	(47,500)	-2%	(64,197)	-3%	(65,879)	-2%	(68,977)	-2%	(66,446)	-3%
Other operating income	88,078	4%	166,813	7%	65,674	3%	30,411	1%	67,122	1%	29,454	1%
Other operating expenses	(5,678)	0%	(7,342)	0%	(22,203)	-1%	(6,943)	0%	(8,062)	0%	(8,898)	-0.3%
	(42,877)	-2%	32,314	1%	(138,373)	-6%	(158,438)	-4%	(125,839)	-3%	(170,628)	-7%
Operating profit	255,367	10.7%	93,573	3.9%	(429)	0.0%	(7,338)	-0.2%	40,311	0.9%	(137,139)	-5%
Finance costs	(54,263)	-2.3%	(56,922)	-2.4%	(69,824)	-2.9%	(56,807)	-1.6%	(13,658)	-0.3%	(26,989)	-1.0%
Profit / (loss) before taxation	201,104	8%	36,651	2%	(70,253)	-3%	(64,145)	-2%	26,653	1%	(164,128)	-6%

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