




Attock
WELCOME

CORPORATE BRIEFING SESSION

NOVEMBER 07, 2023

For the year ended June 30, 2023

ATTOCK PETROLEUM LIMITED


Attock


GROUP COMPANIES




Attock Group of Companies is the only fully integrated group covering all segments of oil and gas industry from exploration, production and refining to marketing of petroleum products, besides being also engaged in power generation, manufacturing and trading of cement etc.



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INCORPORATION AND SHAREHOLDING STRUCTURE

- **APL was incorporated in 1995 with investments from Pharaon Investment Group Limited, The Attock Oil Company Limited and its Group Companies.**

<u>CURRENT SHAREHOLDING</u>	
➤ Pharaon Investment Group Limited Holding SAL	34.38%
➤ Attock Refinery Limited	21.88%
➤ APL Employees Welfare Trust	7.04%
➤ Pakistan Oilfields Limited	7.02%
➤ Directors/Executives	6.83%
➤ The Attock Oil Company Limited	2.20%
➤ General Public/Other Institutional Shareholders	20.65%
Total	100.00%

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HIGHLIGHTS 2022-23

1.	3rd largest Oil Marketing Company in the Country (10.1% Market Share)
2.	Commissioned 70 Company Financed and Company Owned & Company Operated state-of-the-art Retail Outlets
3.	Commissioned 32 new retail outlets and phased out 09 retail outlets under a retail network purification plan, during the year.
4.	Commissioned 754 Retail Outlets spread across the Country (June 2023)
5.	Total Storage Capacity of 192,397 M.Tons at eight depots Rawalpindi, Machike (Sheikupura), Sahiwal, Korangi (Karachi), Port Qasim (Karachi), Mehmoodkot, Daulatpur and Shikarpur.

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HIGHLIGHTS 2022-23

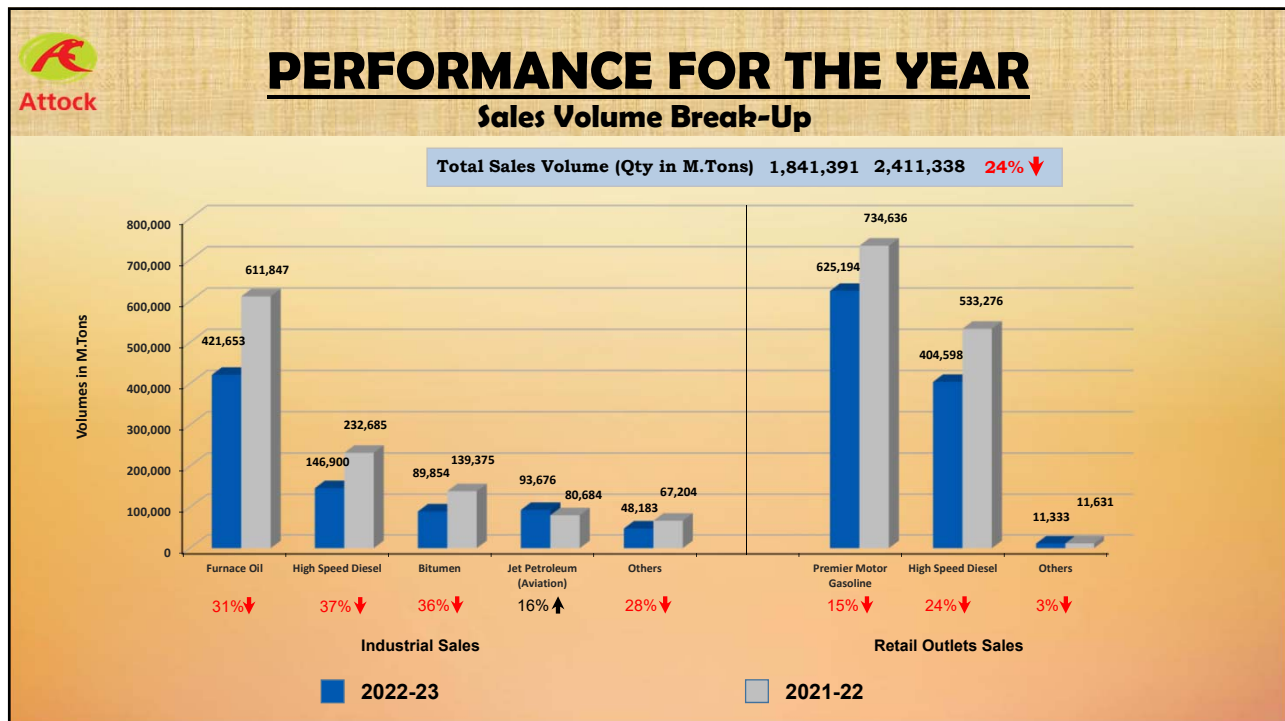
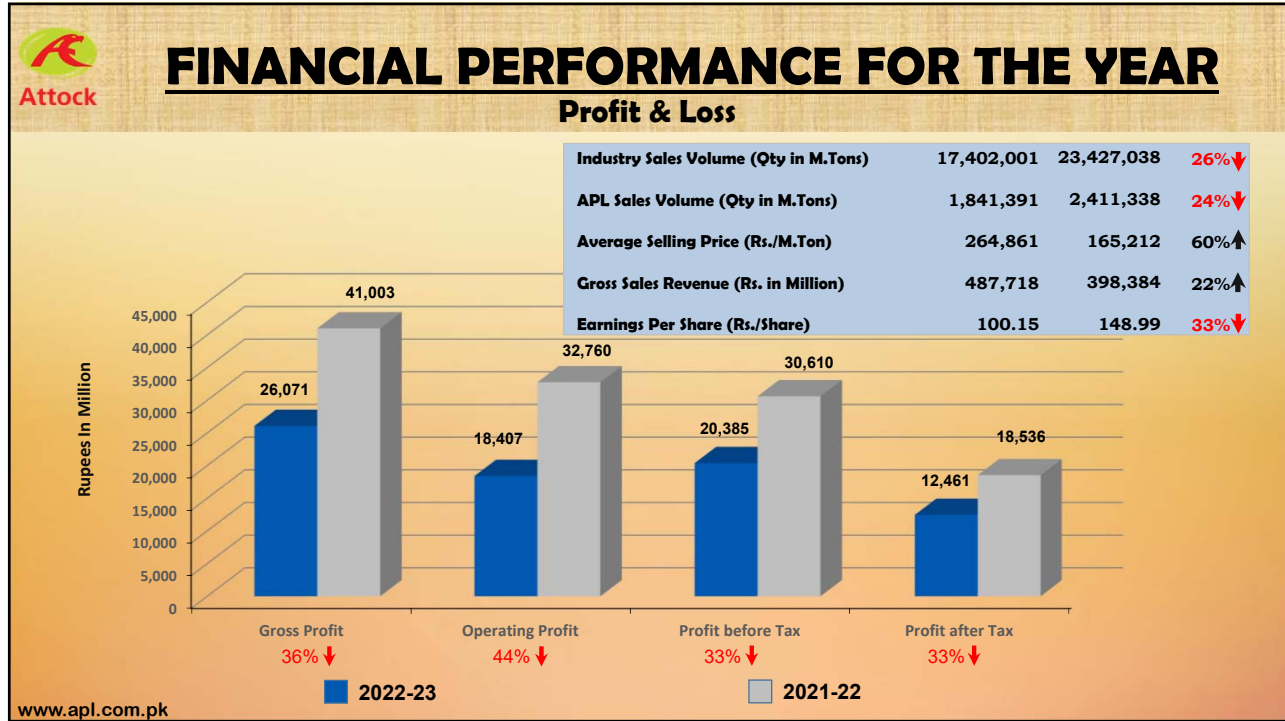
6.	Construction of Bulk Oil Terminals at Dera Ismail Khan is underway and expected to be completed by end of 2023, adding 17,500 M. tons of storage capacity .
7.	Country's largest Fuel Farm Facility at Islamabad International Airport in Joint Venture with another OMC having a storage capacity of 10,000 M.Tons serving aviation fuel to leading domestic and international airlines.
8.	Established a dedicated pipeline connecting Fauji Oil Terminal & Distribution Company (FOTCO) Jetty to APL Port Qasim Terminal, facilitating the start of imported product reception at our Port Qasim Terminal.
9.	Expanding into the Liquefied Petroleum Gas (LPG) market to seize profitable opportunities, with all required approvals secured for a state-of-the-art storage and filling facility.
10.	Unveiled very own café, "At-Café", situated strategically within the bustling retail hub of Blue Area, Islamabad

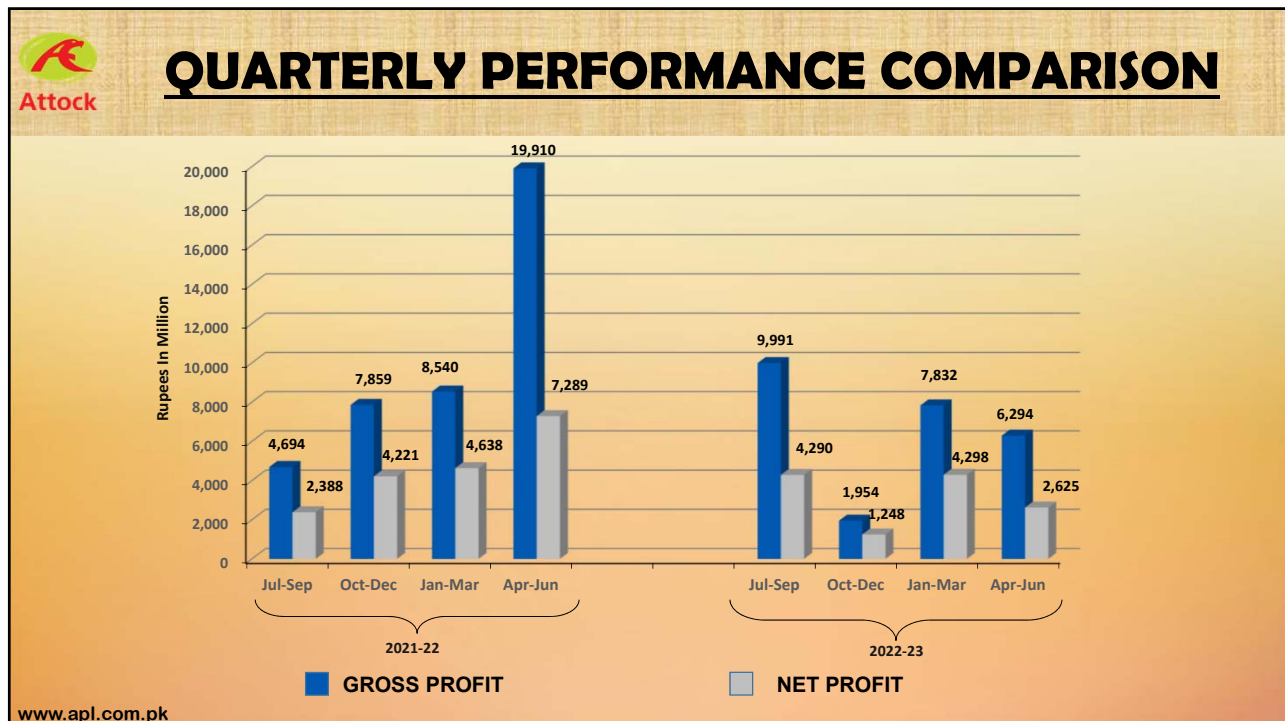
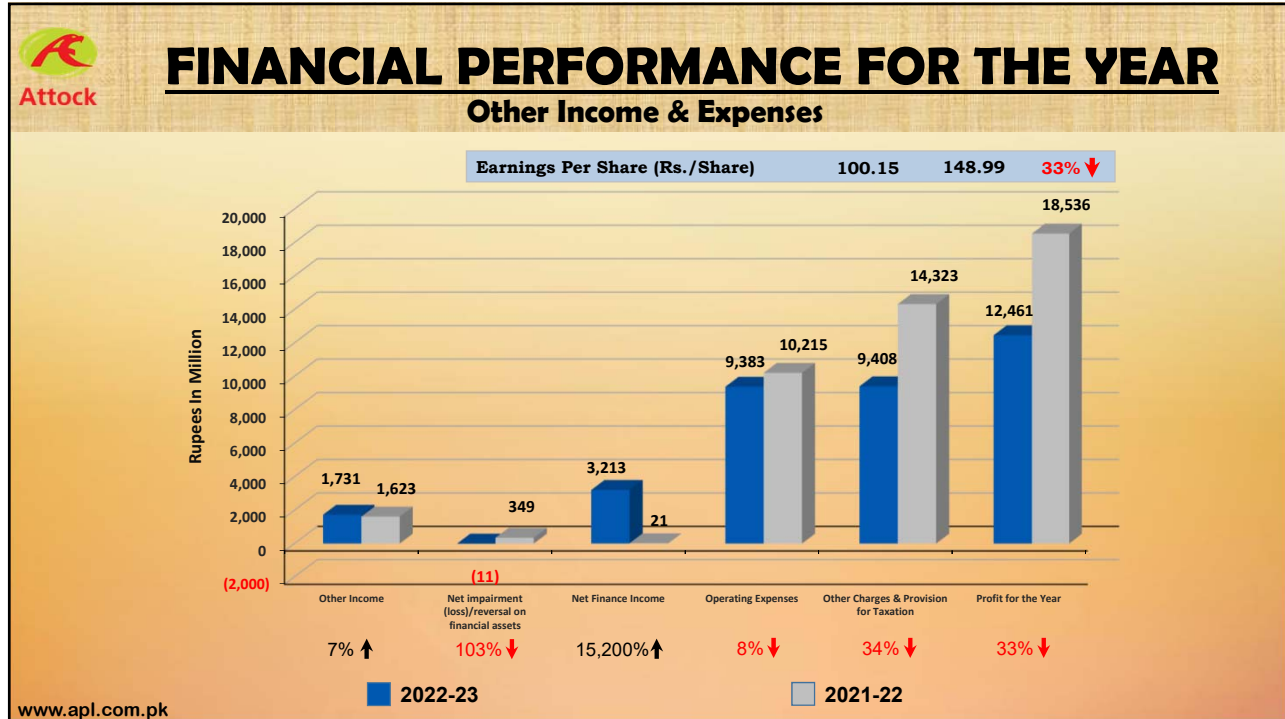
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FINANCIAL PERFORMANCE FOR THE YEAR
ENDED JUNE 30, 2023
(compared with last financial year)

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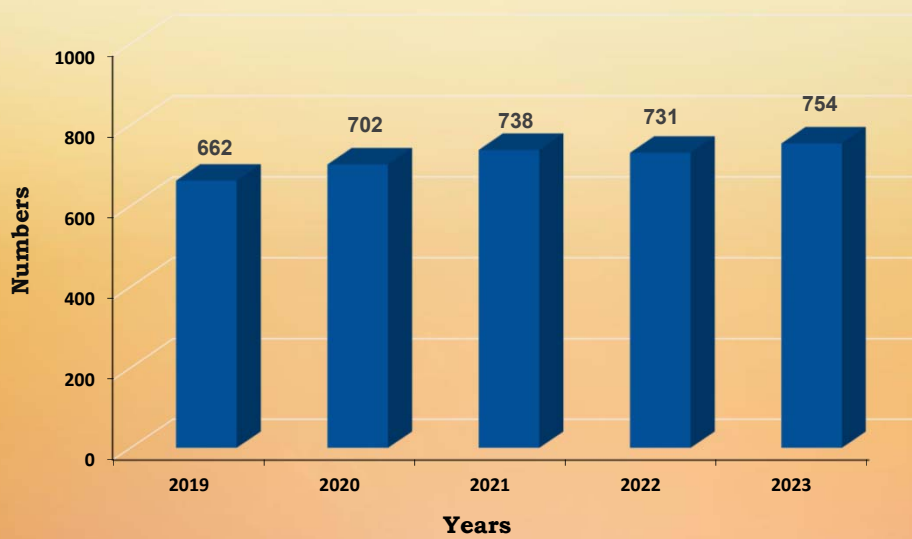
DETAIL OF STORAGE CAPACITIES As at June 30, 2023

	STORAGE TERMINAL	M. TONS
1.	Rawalpindi Bulk Oil Terminal	19,420
2.	Machike Bulk Oil Terminal	60,998
3.	Korangi Bulk Oil Terminal	14,468
4.	Mehmoodkot Bulk Oil Terminal	17,028
5.	Shikarpur Bulk Oil Terminal	10,987
6.	Sahiwal Bulk Oil Terminal	16,128
7.	Daulatpur Bulk Oil terminal	13,887
8.	Port Qasim Bulk Oil Terminal	39,481
	Total	192,397

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NUMBER OF RETAIL OUTLETS As at June 30



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PROVINCE-WISE SPREAD OF RETAIL OUTLETS

As at June 30, 2023

PROVINCE	URBAN	HIGHWAY	RURAL	TOTAL
Punjab	187	260	34	481
Sindh	41	63	5	109
Khyber Pakhtunkhwa	28	60	10	98
Balochistan	1	4	-	5
Northern Areas	3	6	-	9
Azad Jammu-Kashmir	12	10	1	23
Islamabad	22	6	1	29
TOTAL	294	409	51	754

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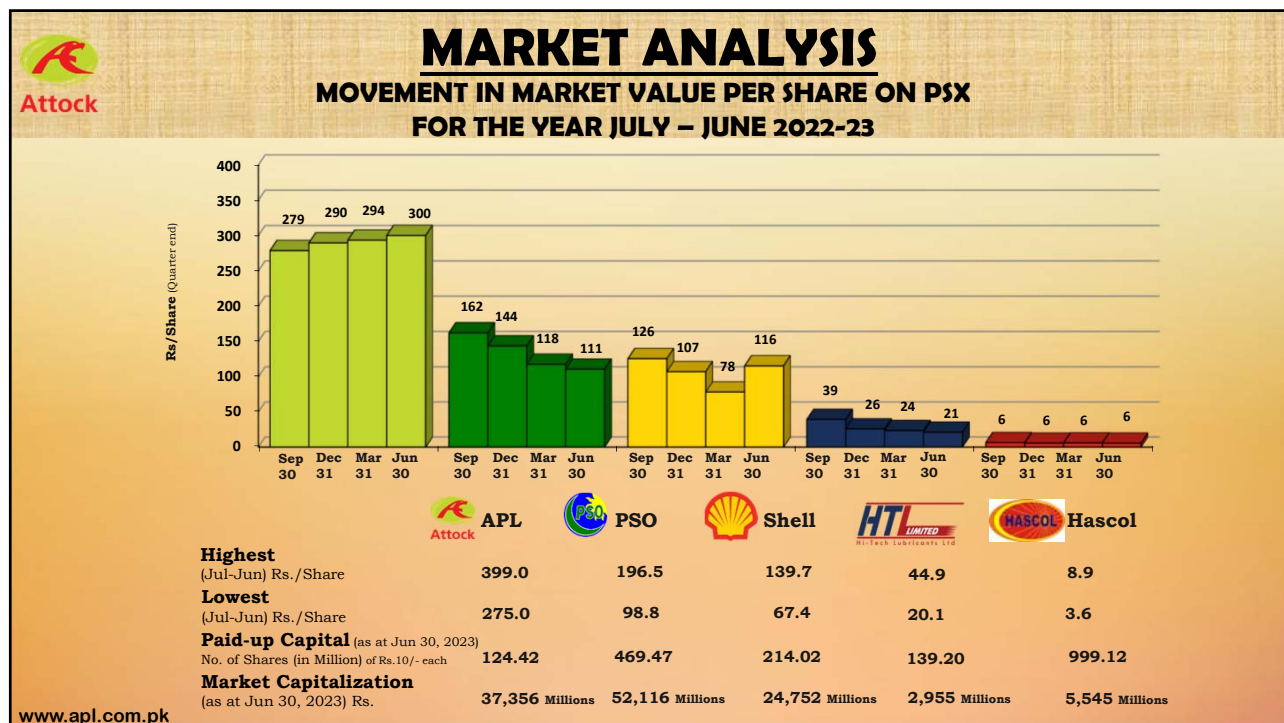
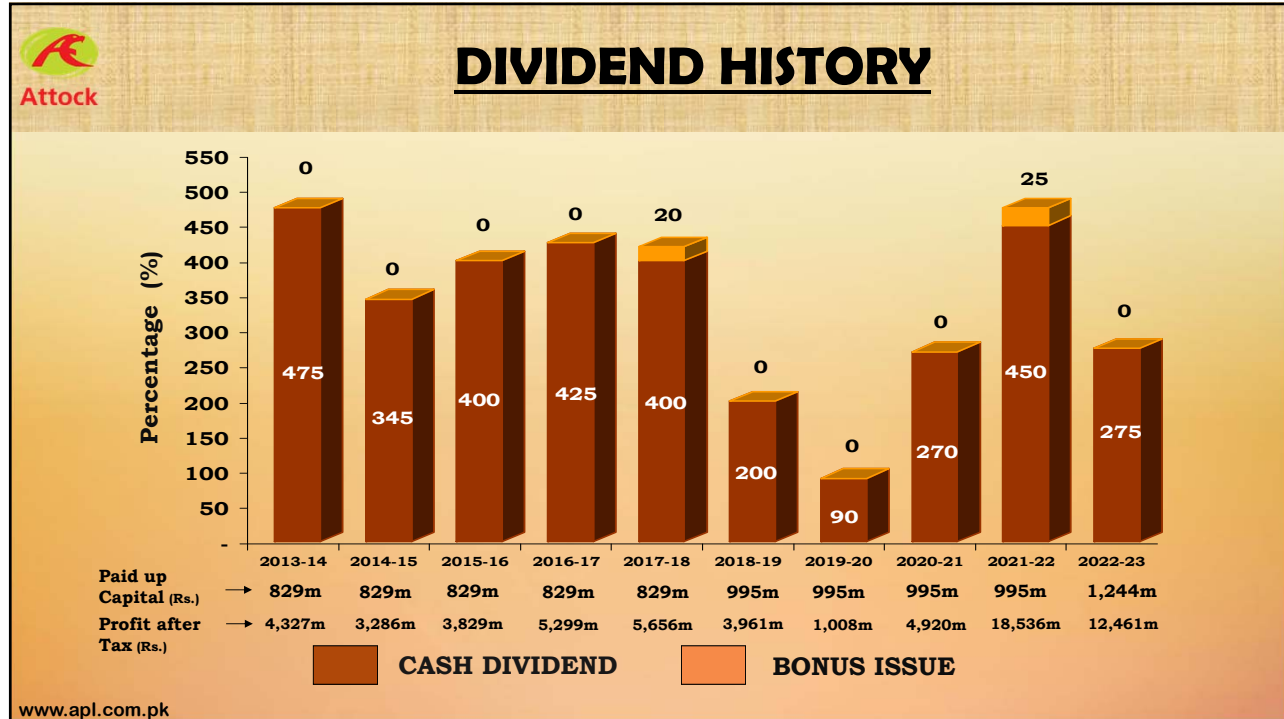


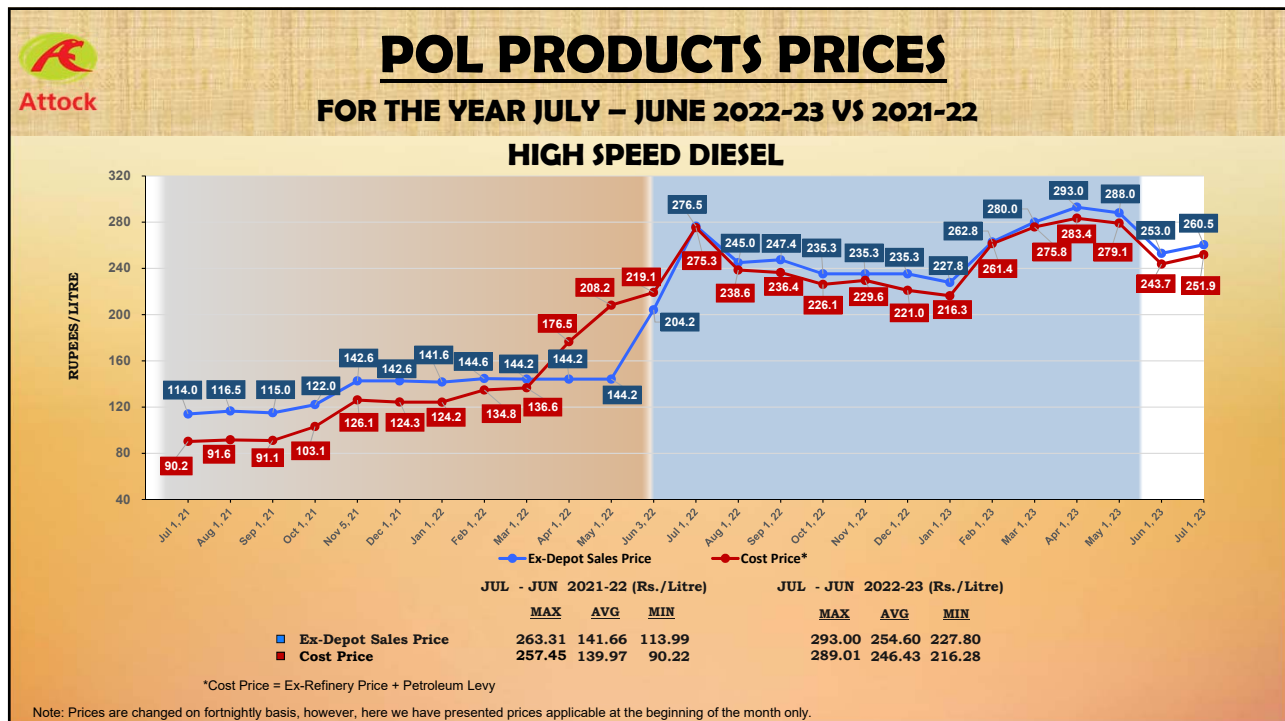
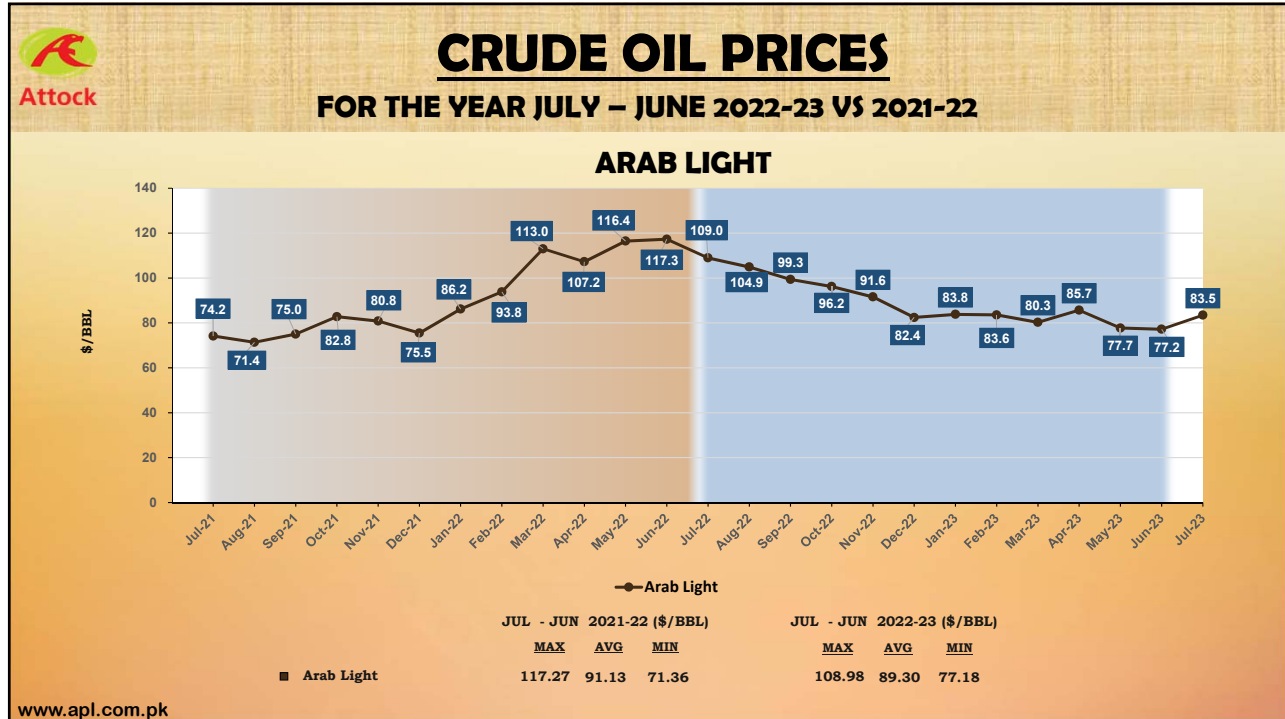
PRICE BREAKUP OF PETROLEUM PRODUCTS

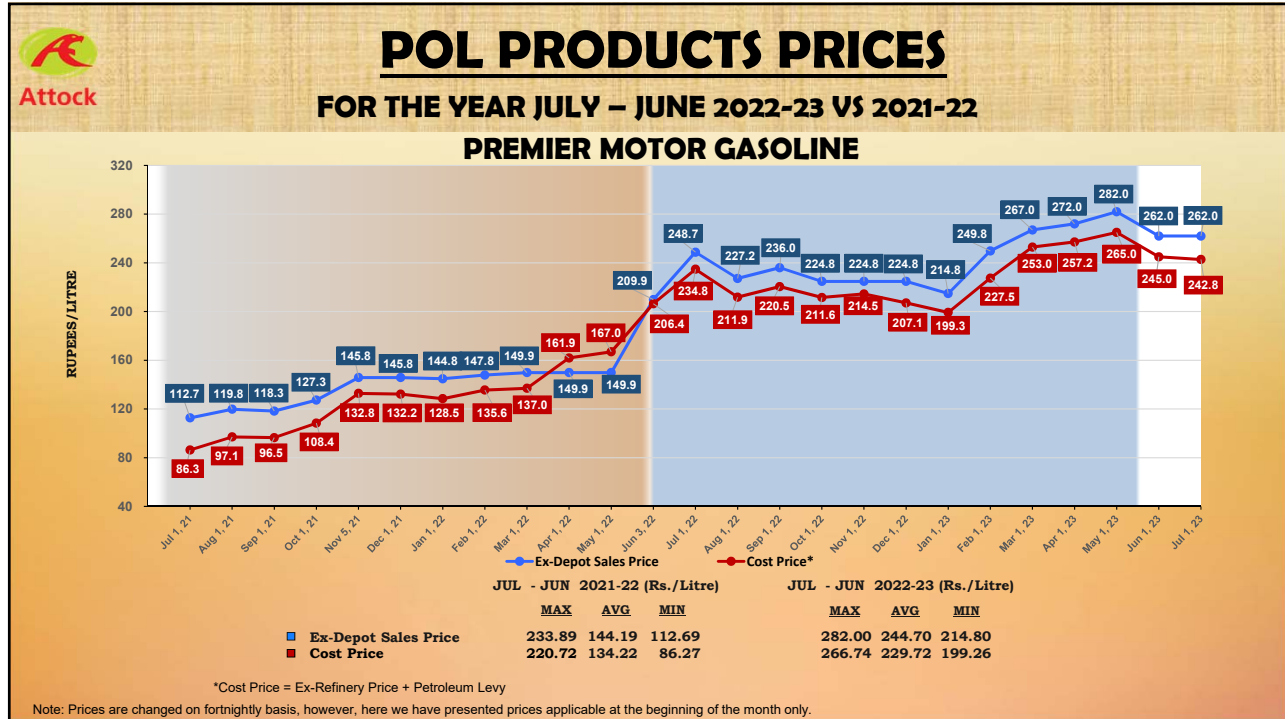
As at October 01, 2023

	High Speed Diesel (Retail) Rs. Per Litre	Premier Motor Gasoline (Retail) Rs. Per Litre
Ex-Refinery /Cost of Supply	252.62	243.09
Petroleum Levy	50.00	60.00
Inland Freight Equalization Margin (IFEM)	0.80	5.53
OMC's Margin	6.94	6.94
Dealer's Commission	7.82	7.82
Ex-Depot Price (excl. Sales Tax)	318.18	323.38
Sales Tax (0% on HSD & PMG)	-	-
Maximum Ex-Depot Sales Price	318.18	323.38

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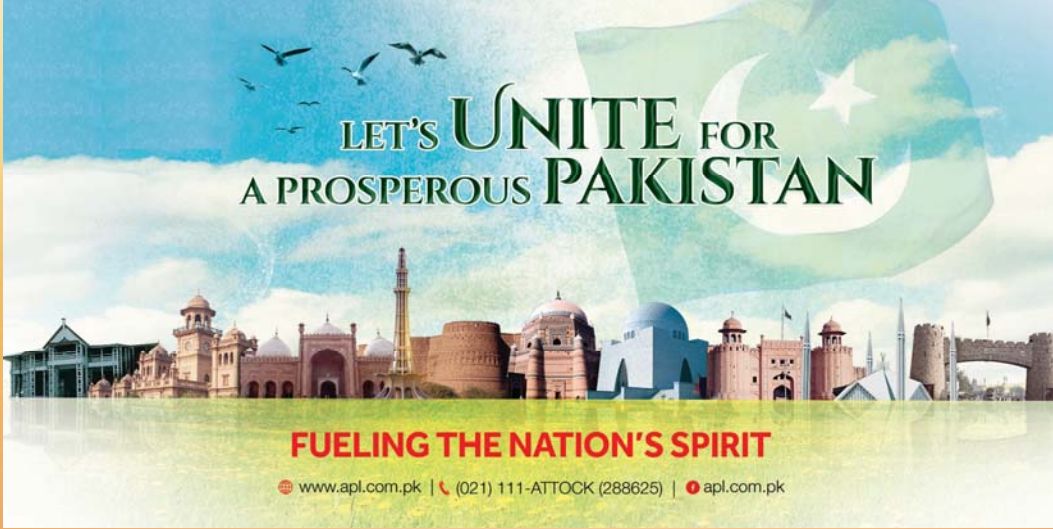
NON-FUEL RELATED SERVICES

- The Company offers following non-fuel related services at its retail outlets/petrol pumps.

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THANK YOU



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