

Pakistan State Oil Company Limited



PSO House, Khayaban-e-Iqbal, Clifton, Karachi-75600, Pakistan.
UAN: 111-111-PSO (776), Website: www.psopk.com

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi

Ref.: CS/PSO/1021
June 15, 2023

Dear Sir,

Subject: CORPORATE BRIEFING SESSION

Pakistan State Oil Company Limited is holding a Corporate Briefing Session (CBS) regarding the Company's business results for the period ended March 31, 2023 as per details given below:

Date: Thursday, June 22, 2023

Time: 09:30 a.m.

Venue: Auditorium, Ground floor, PSO House, Khayaban-e-Iqbal, Clifton, Karachi 75600, Pakistan.

Presentation: Attached

Participants attending the CBS in-person are requested to bring along their original CNIC for entry into PSO premises.

For virtual attendance:

- Investors/analysts willing to attend the CBS virtually are requested to provide their following details to psocbs@psopk.com latest by **Wednesday, June 21, 2023**:

Name	Institution Name	Folio/CDS A/c No. (in case of shareholder)	Contact #	Email Address
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- Zoom link will be shared with investors/analysts once their nominations have been received and reviewed;
- Investors/analysts are requested to join the CBS 15 minutes in advance of the meeting;
- While entering the meeting ID, participants are requested to enter their name in the following format 'Full Name-Institution name' (in case of analyst) & Shareholder Name-Folio/CDS A/c # (in case of shareholder);
- Attendees are requested to stay on 'Mute' mode while the presentation is going on;
- Presenter will ask for any questions after the presentation;
- Once the presenter will ask for questions, attendees willing to ask question shall raise hands; and
- Only attendees raising hands will be allowed to speak.



Continuation Sheet

We would appreciate your assistance in communicating this information to the members of the Exchange.

Yours sincerely
for **Pakistan State Oil Company Limited**

A handwritten signature in blue ink, appearing to read 'Rashid Umer Siddiqui', is positioned above the typed name.

Rashid Umer Siddiqui
Company Secretary

Encls.: As state above

CORPORATE BRIEFING SESSSION

**FINANCIAL RESULTS FOR THE PERIOD
ENDED MARCH 31, 2023**



Pakistan State Oil

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Company Brief



COMPANY PROFILE

Pakistan State Oil Company Ltd. is serving the nation as an innovative and dynamic energy Company which is delivering value to the customers since 1976.

INFRASTRUCTURE

Over 3500 retail outlets spread across Pakistan
(26 company operated retail outlets.)

Total storage capacity of 1.14 MMTs approx.

9 Installations, 19 Depots & 14 Aviation Stations
across Pakistan

Most sophisticated and tech-oriented
card network in Pakistan

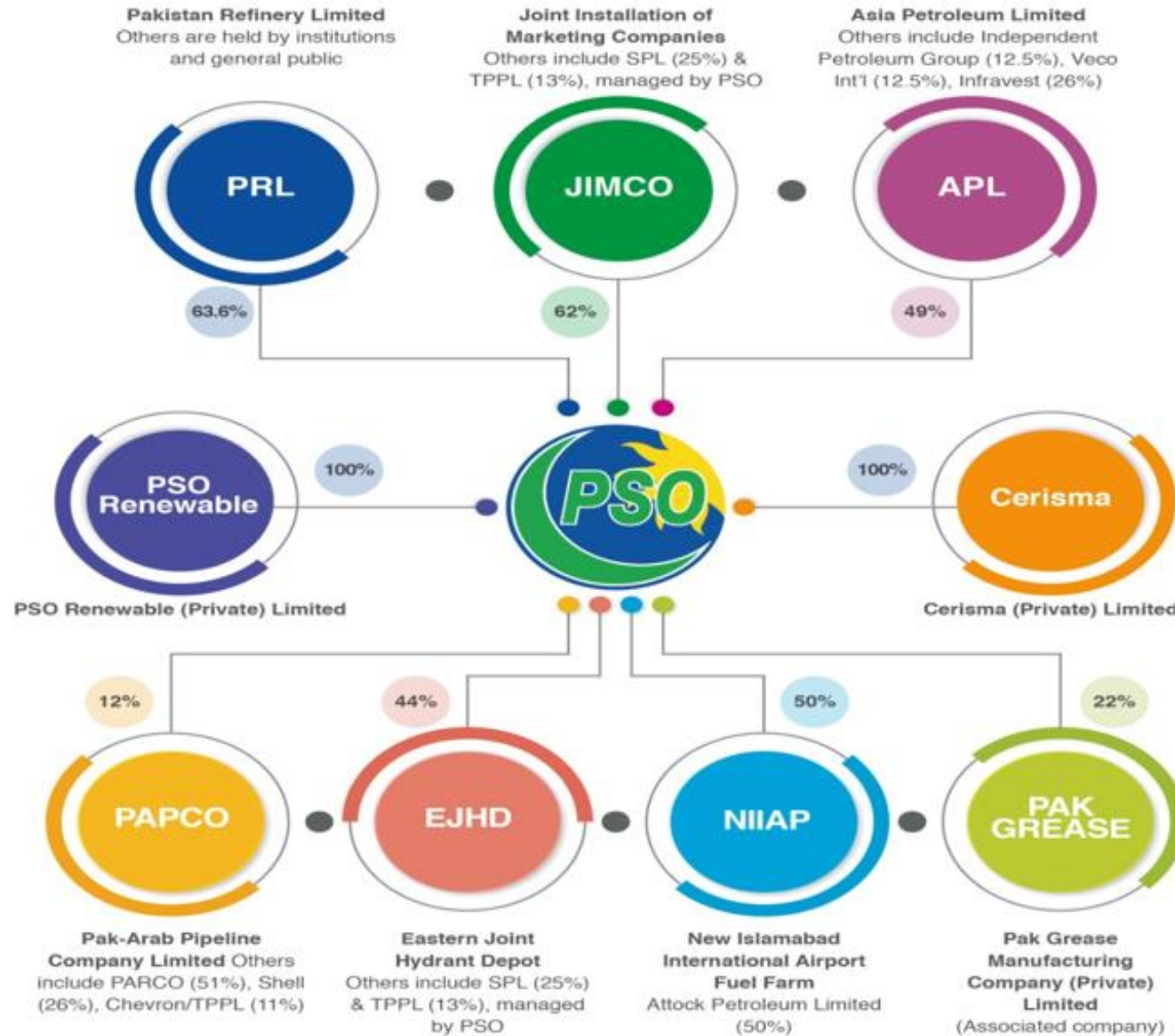
2 Lubricant Manufacturing Facilities with a single
shift blending capacity of 70 KMTs p.a.

ISO certified Mobile Quality Testing Units to
ensure high quality standard fuel to customers.




Non-Fuel related facilities at retail outlets including C-stores, ATMs, Branchless Banking,
Oil Change, Car Wash, Quick Service Restaurants etc.








Group Structure



Market Served & Product lines

	HOBC	Automobile
	PMG	Automobile
	HSD	Motorist, Industrial & Power sector,
<p>Served through Retail and Consumer Business Segment</p>		

JP1	Jet Fuel	Aviation Sector
<p>Served through Aviation Business</p>		
Furnace Oil	Furnace Oil	Power, Industrial and Marine Sector
<p>Served through Aviation Business Power Projects and Marine</p>		

		
		
<p>Served through Retail, Agency Trade & Consumer Business Segment</p>		

	LPG	Domestic, Industrial
LNG	LNG	Power, Domestic and Industrial
<p>Served through Gaseous Fuel Business</p>		
	Electric Vehicle Charger	Electric Vehicle
<p>Served through Retail Business Segment</p>		

OPEC Basket – Crude Price Trend

June 14, 2023
\$74.64/bbl



Jul – Mar 2022

Average: \$ 81.19 / bbl

Max \$ 128.27 /bbl Mar 09,2022
Min \$ 66.08 / bbl Aug 19,2021

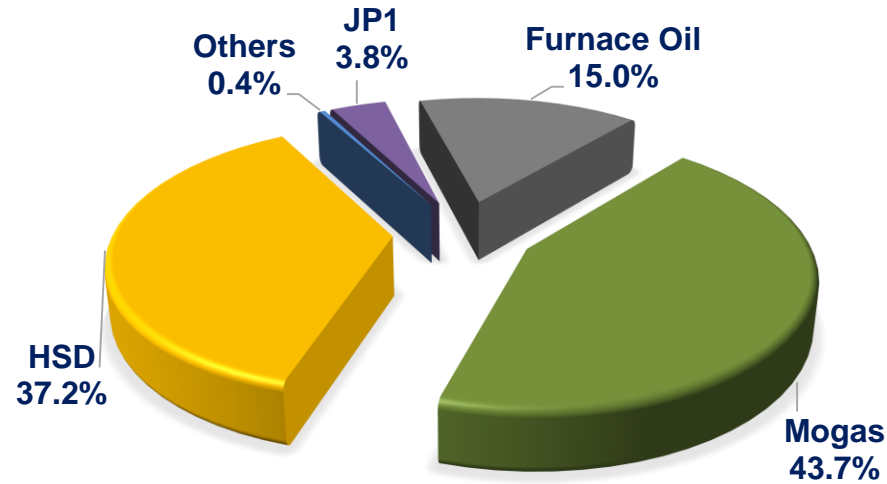
Jul – Mar 2023

Average: \$ 90.15 / bbl

Max \$ 115.25/bbl Jul 04, 2022
Min \$ 70.77 / bbl Mar 20, 2023

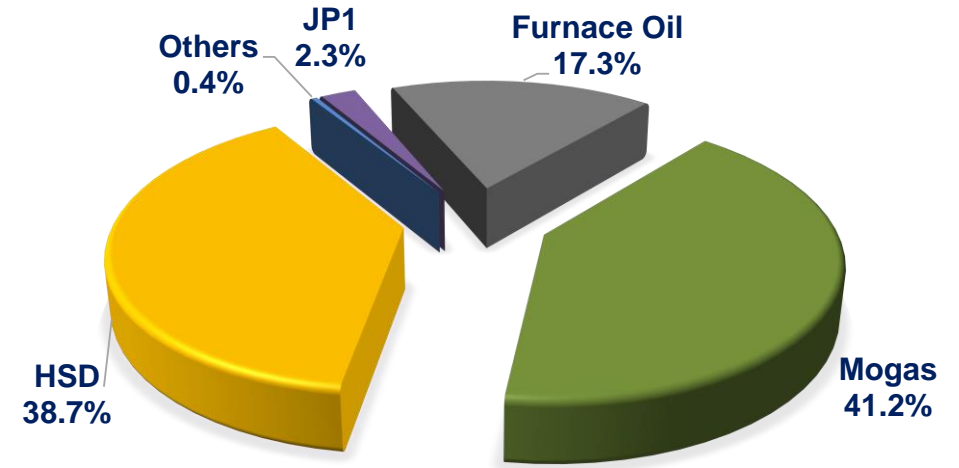
Strategic / Operational Highlights

Liquid Oil Consumption in Pakistan



9MFY23

13,005 KMT



9MFY22

16,620 KMT

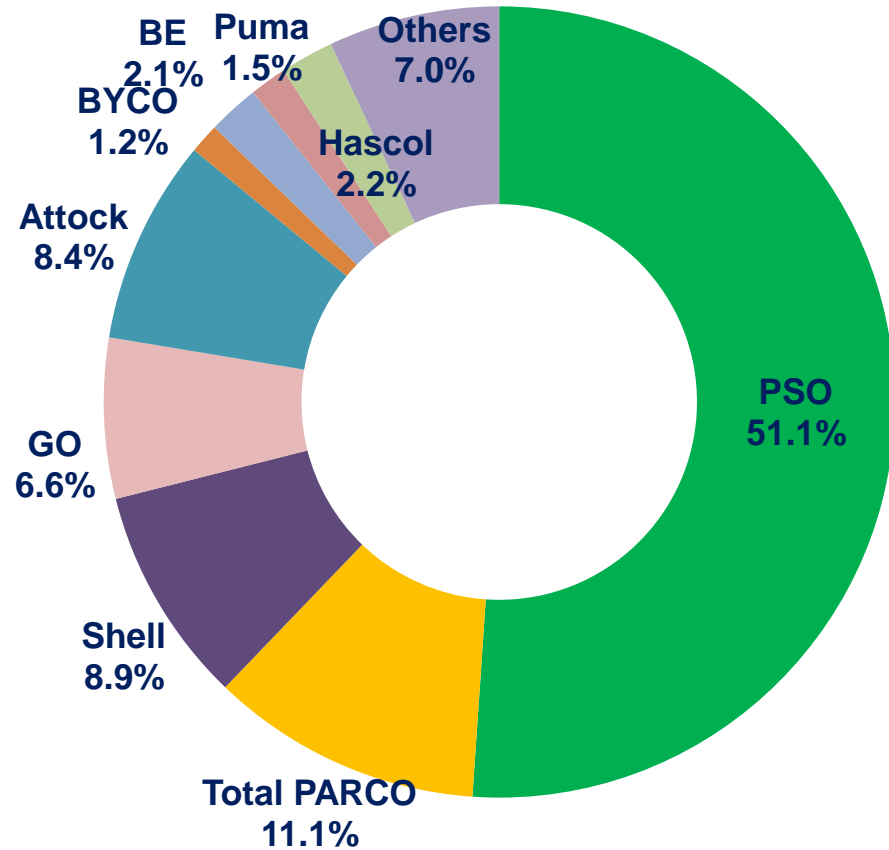
↓ 21.7%

← PSO ↓ 19.8%

INDUSTRY IMPACT

- HSD volume decreased by 1,602 KMT
- PMG volumes decreased by 1,175 KMT.
- Furnace oil volumes decreased by 925 KMT.

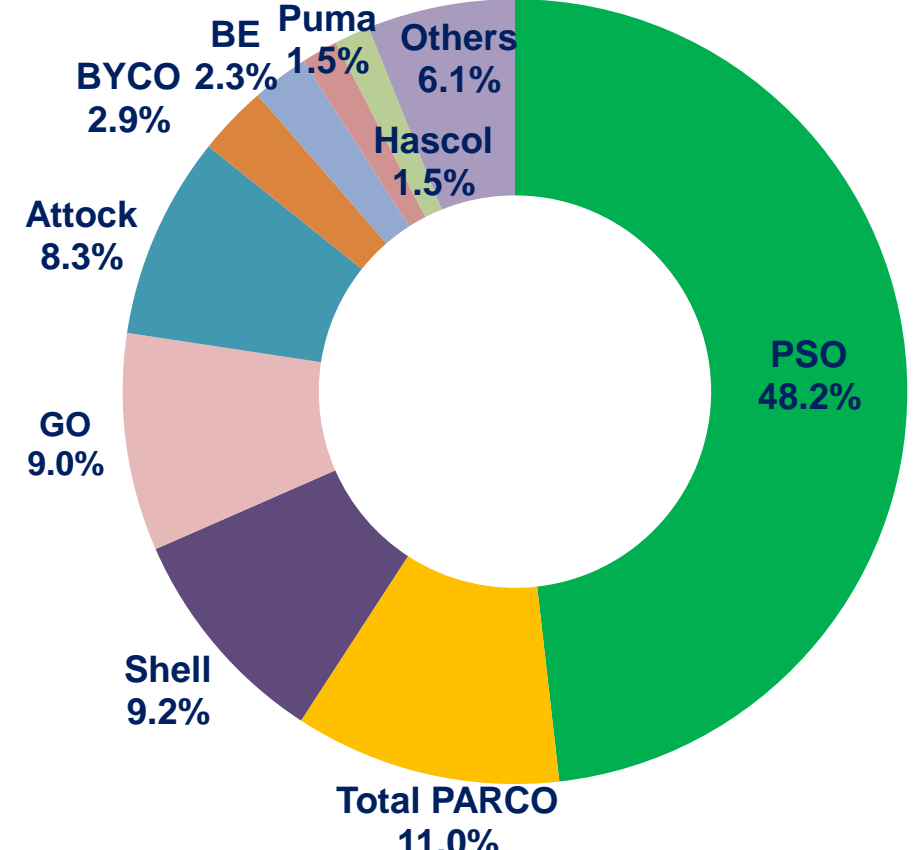
PSO Leading White Oil Market



9MFY23

Industry Volumes

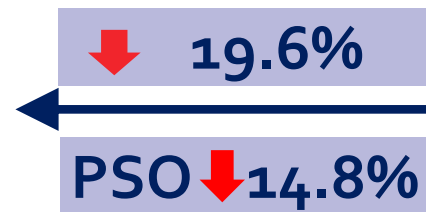
11,043 KMT



9MFY22

Industry Volumes

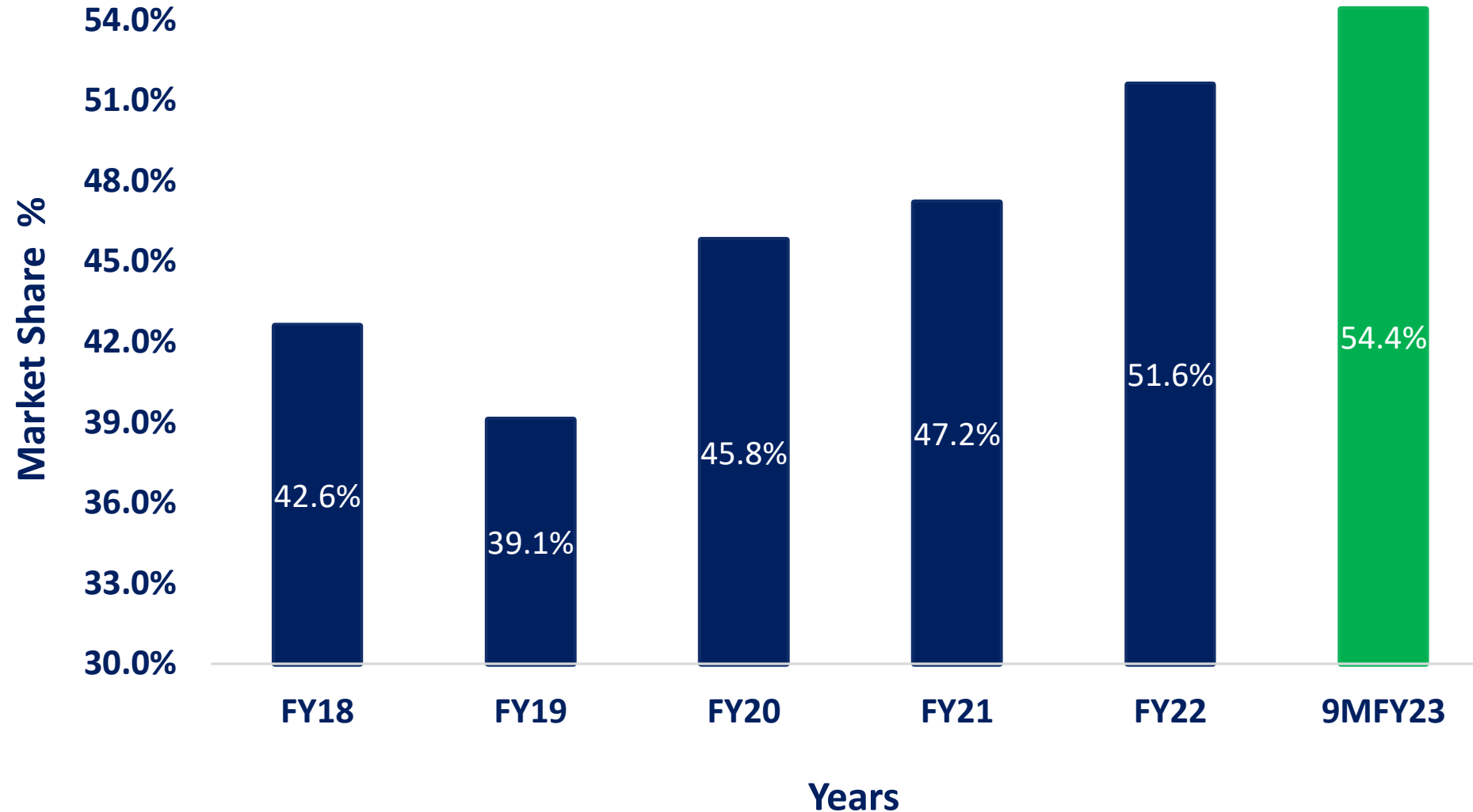
13,729 KMT



- Major increase – PSO by 2.9%
Hascol by 0.7%
- Major decrease – GO by 2.4%
BYCO by 1.7%

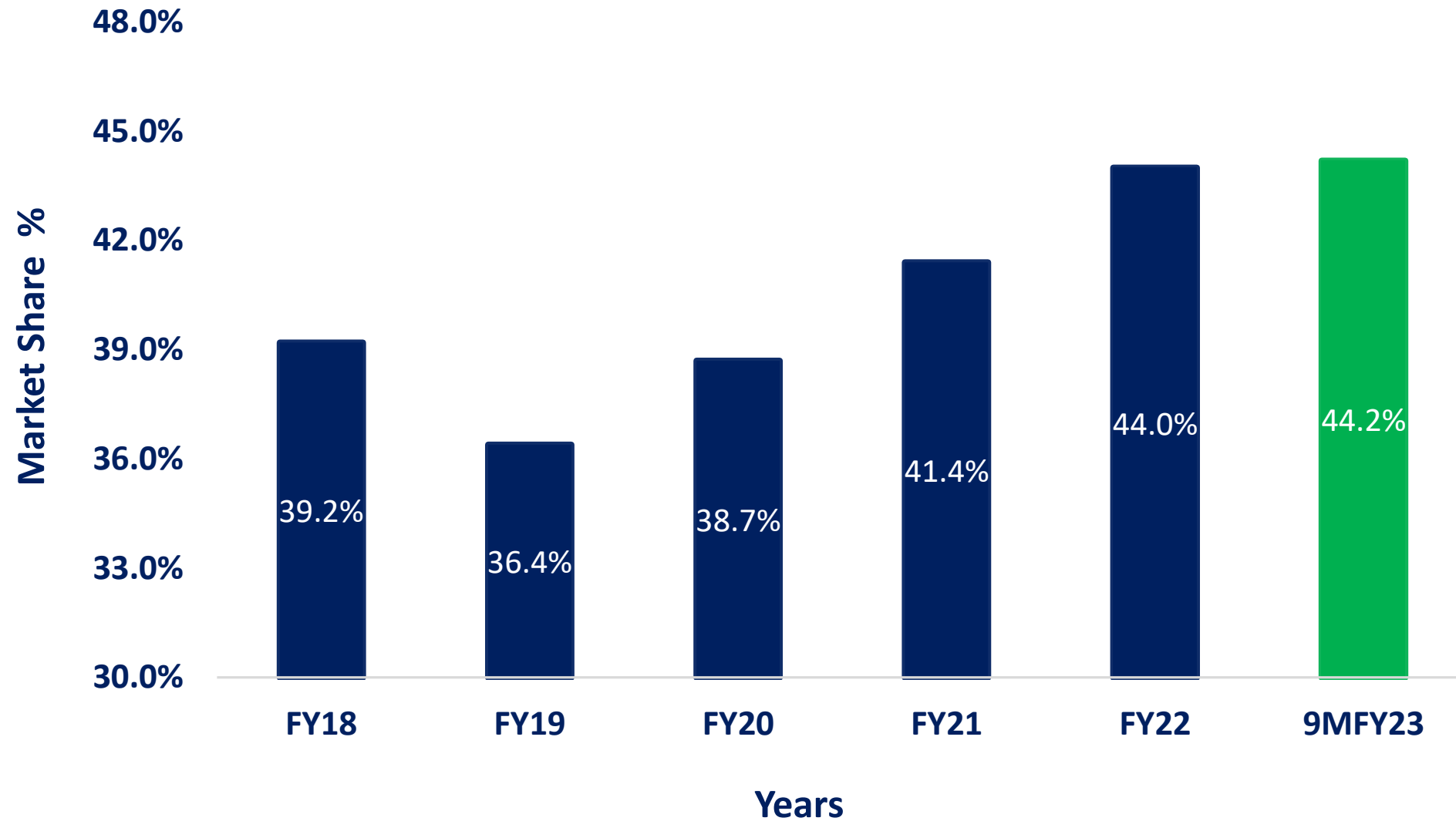


HSD – PSO's Nine Month Ended Market Share

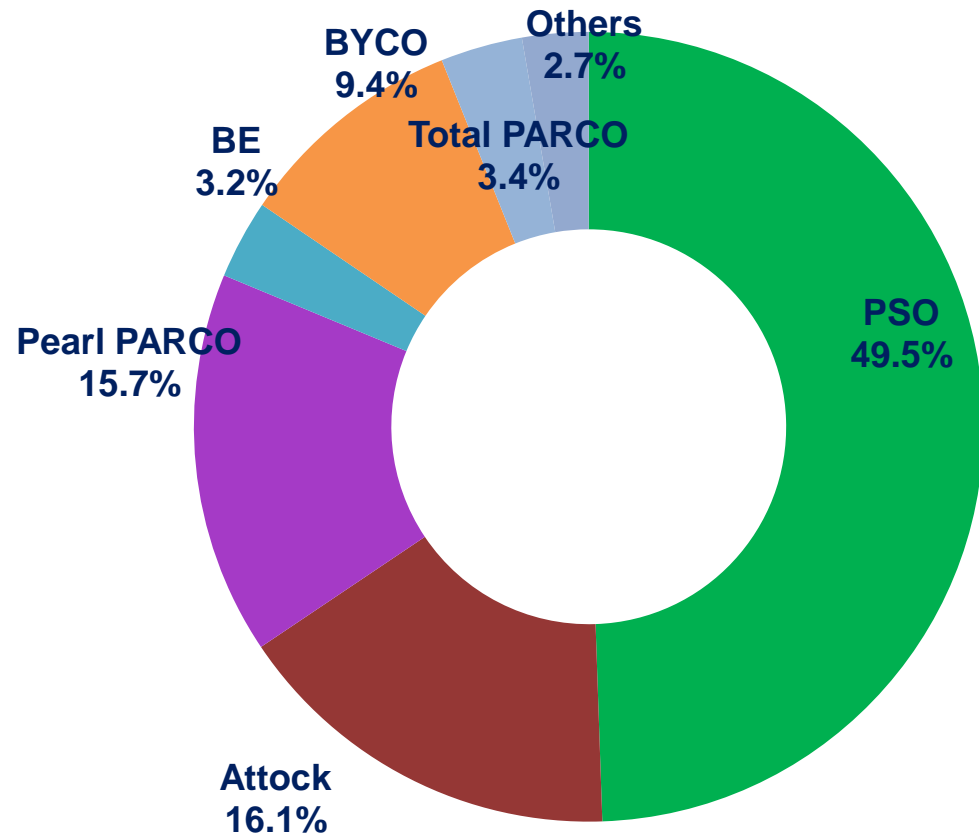




PMG – PSO's Nine Month Ended Market Share

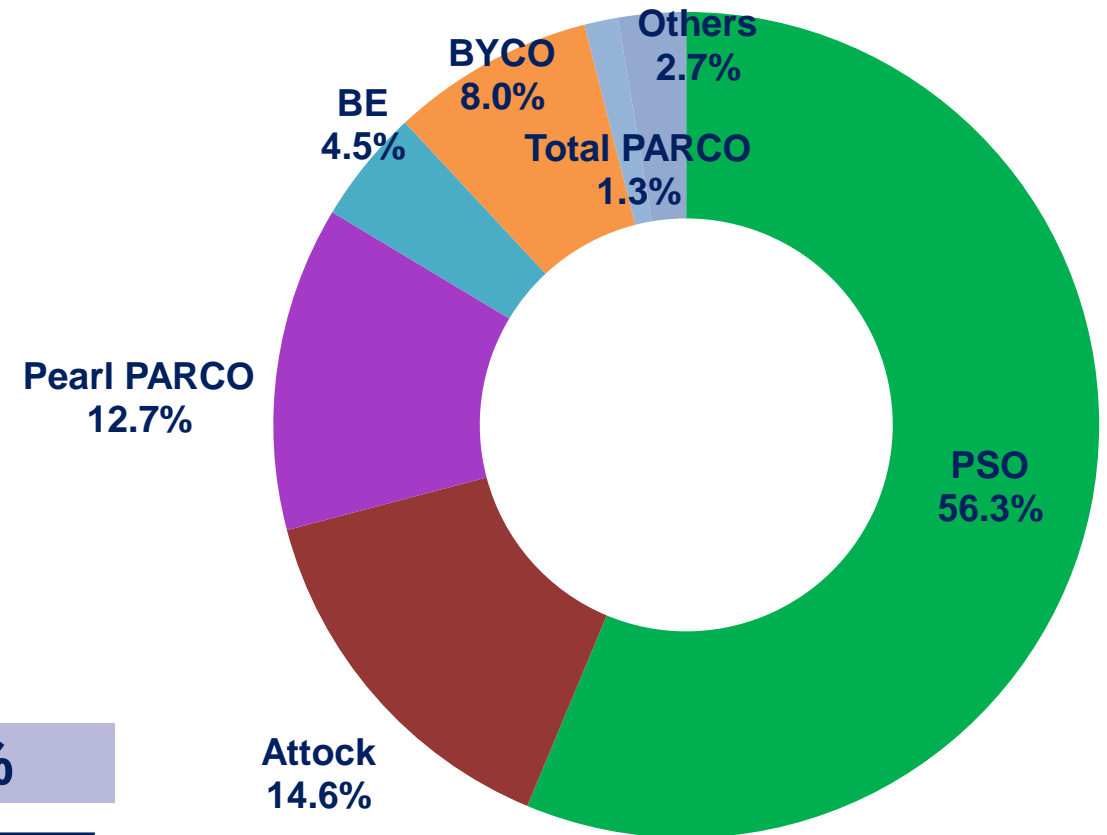


PSO Leading Black Oil Market



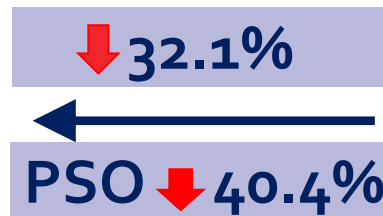
9MFY23

Industry Volumes
1,962 KMT



9MFY22

Industry Volumes
2,891 KMT



- Major increase – Pearl Parco by 3.0%
Total Parco by 2.0%
APL by 1.5%
- Major decrease – PSO by 6.8%
BE by 1.2%

Setting Excellence Benchmarks



Joint 1st position (fuel & energy)
Best Corporate Award 2021



Silver position in SAFA
Best presented annual report 2021

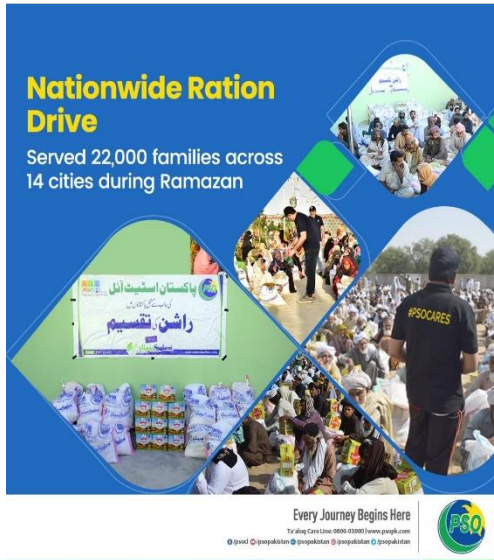
Supply Chain Improvements & growth of distribution network



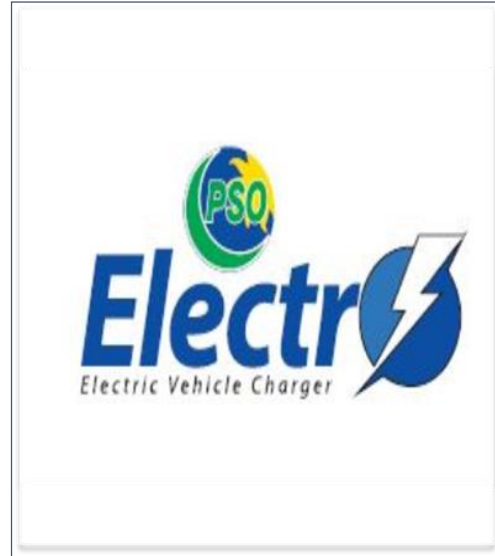
79 thousand tons of existing storage has been rehabilitated in FY23



Addition of 32 new outlets in FY23



Nationwide ration drive during Ramazan



Sustainable future for Pakistan



CSR of approx. Rs. 316 mn

PSO's financial highlights

Financial Performance



(Rs in million)

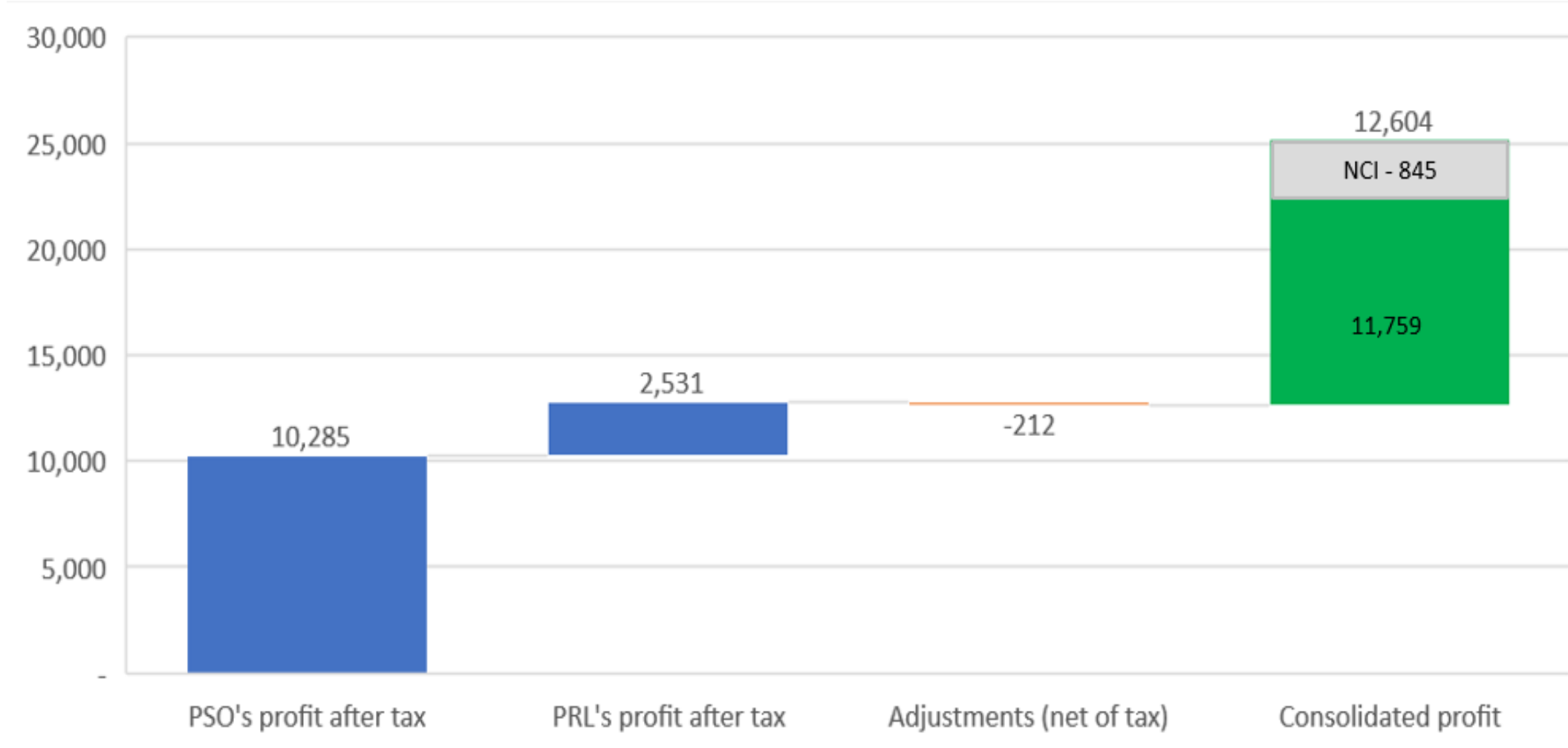
	July - Mar FY 23	July - Mar FY 22
Gross sales	2,678,556	1,727,834
Net sales	2,516,953	1,549,923
Cost of goods sold	(2,458,727)	(1,457,298)
Gross profit	58,226	92,625
Admin & distribution expenses	(14,224)	(11,476)
Other expenses	(2,524)	(7,925)
Operating costs	(16,748)	(19,401)
Other income	11,545	22,328
Finance cost	(25,143)	(2,681)
Share of profit of associate	(1,012)	559
Profit before taxation	26,868	93,430
Taxation	(16,583)	(28,661)
Profit after taxation	10,285	64,769
Earnings per share	21.91	137.96

GROUP'S FINANCIAL HIGHLIGHTS

Consolidated Financial Performance



(Rs in million)



Future Outlook

PSO leading the new era



Questions & answers session

Thank You
