

BURSHANE LPG (PAKISTAN) LIMITED

Corporate Briefing Session
For the Financial Year
Ended June 30, 2023



Venue:

Zoom online App.

Dated: November 24, 2022



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.

BOARD OF DIRECTORS

Mr. Shaikh Abdus Sami

Mr. Asad Alam Niazi

Mr. Ali Alam Niazi

Mr. Osman Malik

Mr. Saifee Zakiuddin

Ms. Shahbano Hameed

Maj. Gen Abid Latif Khan (R)

Maj. Gen Rafiullah Khan (R)

Brig. (R) Rashid Siddiqi

Chairman/Independent Director

CEO / Director

Director

Director (NBP Nominee)

Director

Director (NIT Nominee)

Director

Independent Director

Independent Director

AUDITORS

BDO Ebrahim & Co., Chartered Accountants

LEGAL ADVISORS

Mohsin Tayebaly & Co.

TAX ADVISORS

Maavins Solution

SHARE REGISTRAR

THK Associates (Pvt.) Limited

MANAGEMENT

Mr. Asad Alam Niazi

Mr. Saifee Zakiuddin

Mr. Khurram Kasbati

Mr. Irfan Javed Warsi

Mr. Amir Aziz

Mr. Asad Wasty

Mr. Daniyal Mughal

Chief Executive Officer

Director Finance

Chief Financial Officer

General Manager Commercial & Business Development (HR)

Head of Operations, Distribution & HSSE

Head of Internal Audit

Company Secretary & Finance Controller



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, 2023

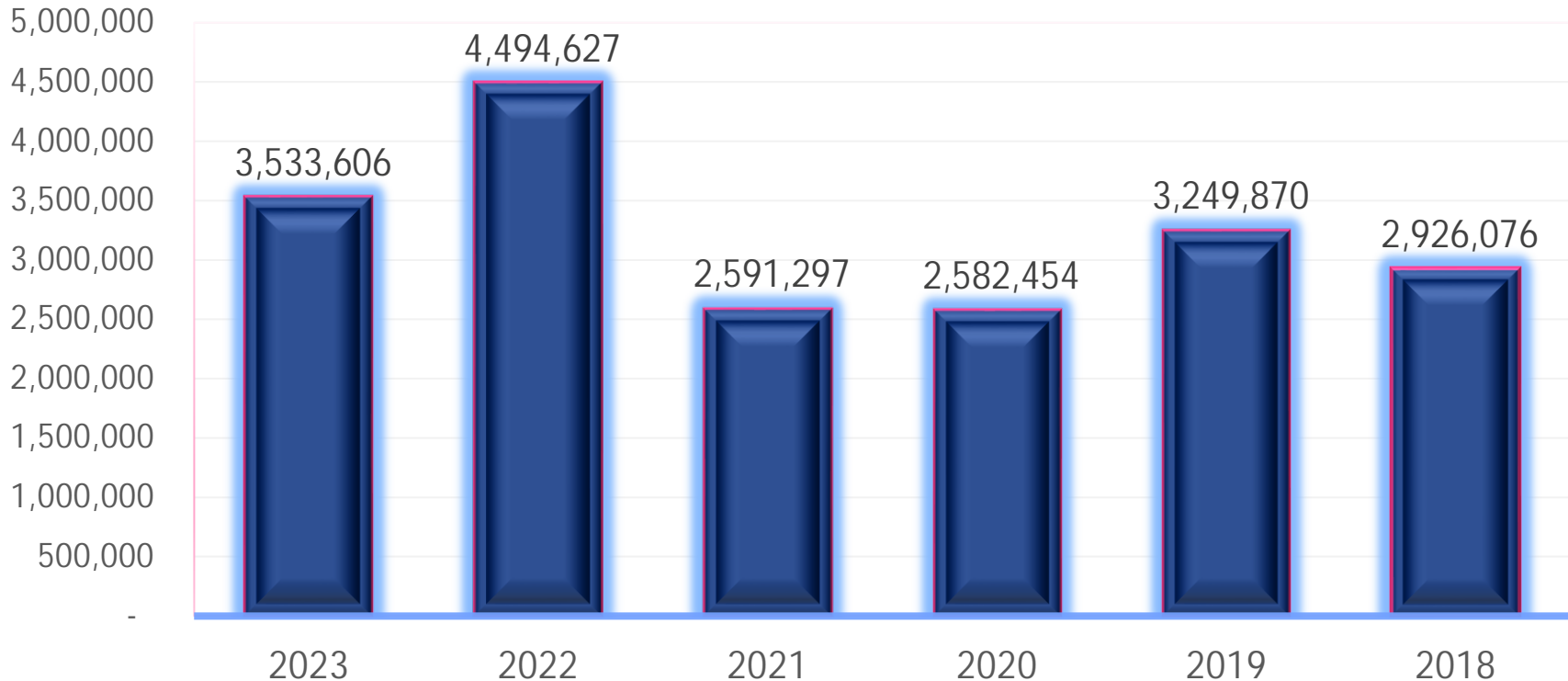
FINANCIAL HIGHLIGHTS



1	21	7.98			
2	62	22.04	5.7	1.11	
3	86	31.54	6.94	1.59	9.09
4	84	34.96	5.7	2.61	33.42
5	63	30.4	8.18	3	41.09
6	37	22.42	6.94	3	43.66
7	56	13.3	4.09	2.46	41.58
8	209	1.24	1.02		59.82
9	7.81	1.32			18.41
	6.94	3.8			23.46

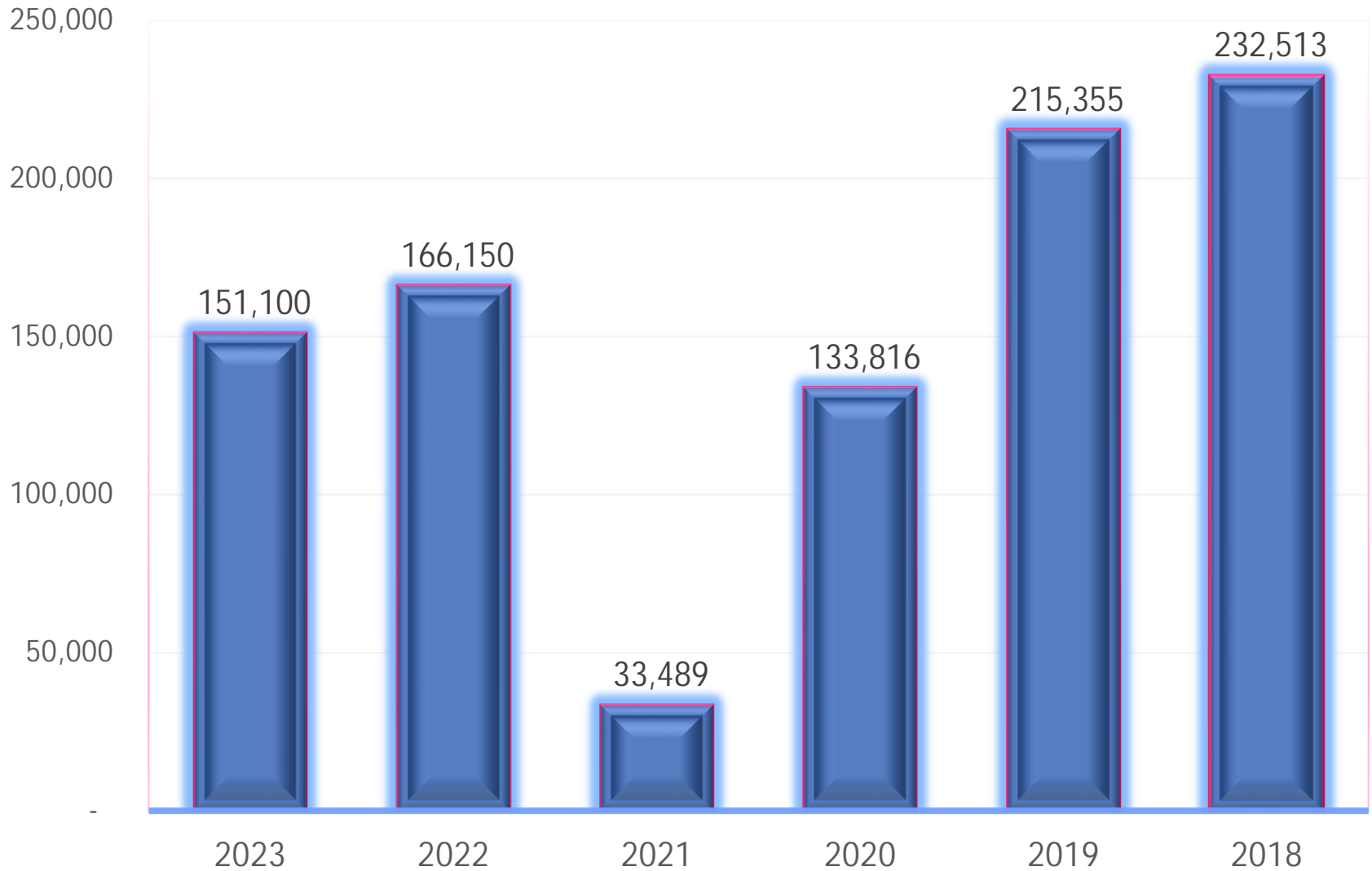
Financial Results for the year ended June 30, 2023

	2023	2022
	---(Rupees in '000) ---	
Note		
Sales - net	3,533,606	4,494,627
Cost of sales	(3,382,507)	(4,328,477)
Gross profit	151,099	166,150
Administrative expenses	(116,028)	(115,922)
Distribution and marketing expenses	(65,880)	(68,977)
Other income	30,411	67,122
Other expenses	(6,943)	(8,062)
	(158,438)	(125,839)
Operating (loss) / profit	(7,341)	40,311
Financial costs	(56,807)	(13,658)
(Loss) / profit before taxation	(64,148)	26,653
Taxation	(2,003)	186
(Loss) / profit for the year	(66,151)	26,839
	---(In Rupees) ---	
(Loss) / Earning per share - basic and diluted	(2.94)	1.19



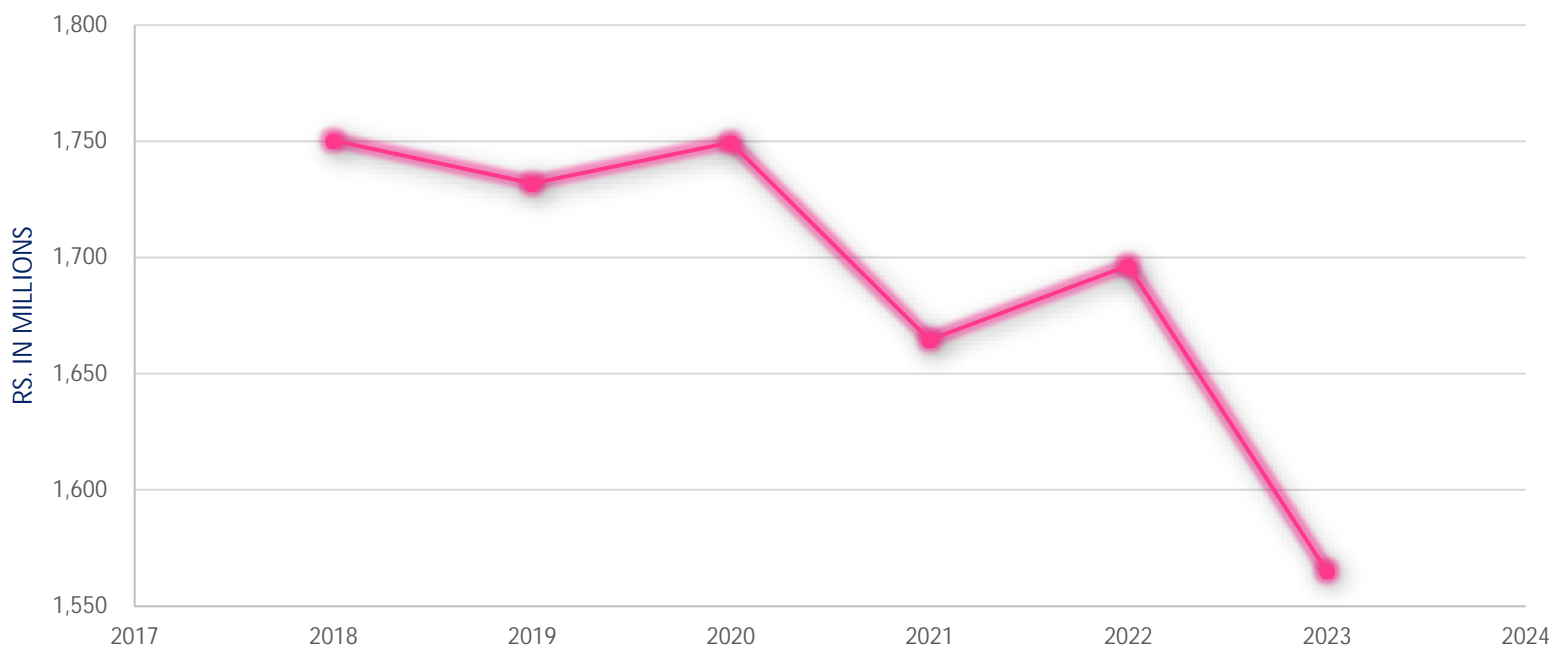
During the year under review, the sales volume of the Company at 19,664 MTs, decreased by 11,296 MTs (36.49%) compared to the corresponding period of the previous year due to reduced local LPG quota and higher prices of LPG import. Net sales of the Company at Rs. 3,533.61 million decreased by Rs. 961.02 million (21.38%) due to reduction in sales volume during the year.

GROSS PROFIT



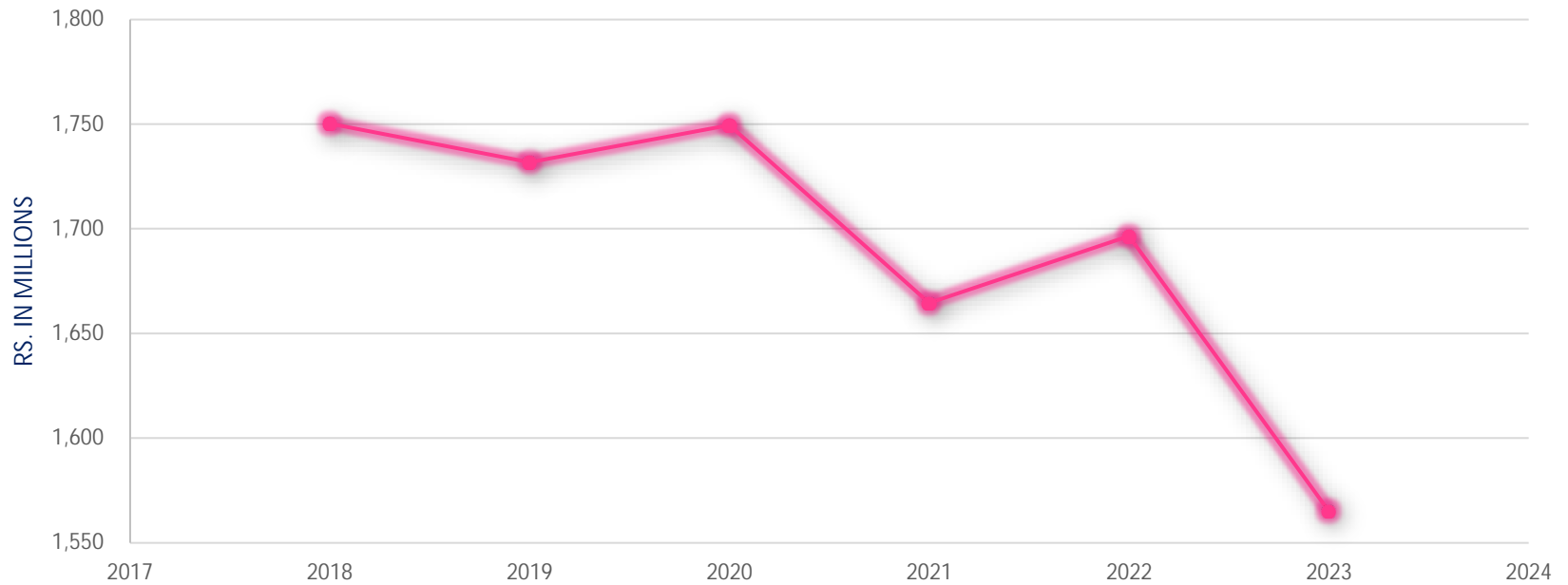


TOTAL ASSETS



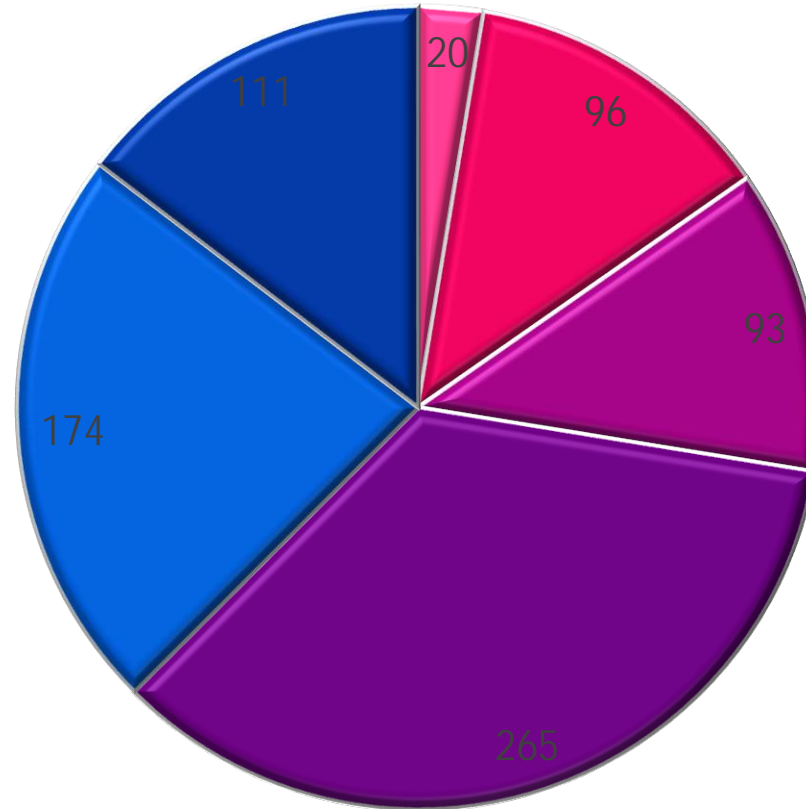


TOTAL EQUITY AND LIABILITIES



CASH AND CASH EQUIVALENTS

RS. IN MILLIONS



■ 2023 ■ 2022 ■ 2021 ■ 2020 ■ 2019 ■ 2018

SIX YEARS AT A GLANCE

Balance Sheet

	2023		2022		2021		2020		2019		2018	
	-Rupee 000-	%	-Rupee 000-	%	-Rupee 000-	%	-Rupee 000-	%	-Rupee 000-	%	-Rupee 000-	%
Non-current assets	1,179,796	75%	1,156,692	68%	1,140,409	69%	1,329,227	80%	1,293,975	74%	1,347,943	78%
Current assets	385,006	25%	539,735	32%	524,134	31%	420,223	25%	437,872	26%	402,295	23%
Total assets	1,564,802	100%	1,696,427	100%	1,664,543	100%	1,749,450	100%	1,731,847	100%	1,750,238	100%
Equity	206,886	13%	272,737	16%	240,152	14%	352,741	20%	544,679	31%	497,656	28%
Surplus on revaluation of fixed assets	336,715	22%	336,715	20%	336,415	20%	336,415	19%	274,765	16%	274,765	16%
Non-current liabilities	589,735	38%	608,758	36%	466,572	28%	431,771	25%	388,579	22%	377,031	22%
Current Liabilities	431,466	28%	478,217	28%	621,404	37%	628,523	36%	523,824	30%	600,786	34%
Total equity and liabilities	1,564,802	100%	1,696,427	100%	1,664,543	100%	1,749,450	100%	1,731,847	100%	1,750,238	100%
Net sales	3,533,606	100%	4,494,627	100%	2,591,297	100%	2,582,454	100%	3,249,870	100%	2,926,076	100%
Cost of product sold	(3,382,506)	-96%	(4,328,477)	-96%	(2,557,808)	-99%	(2,448,638)	-95%	(3,034,515)	-93%	(2,693,563)	-92%
Gross profit	151,100	4%	166,150	4%	33,489	1%	133,816	5%	215,355	7%	232,513	8%
Administrative expenses	(116,027)	-3%	(115,922)	-3%	(124,738)	-5%	(111,555)	-4%	(106,575)	-3%	(108,690)	-4%
Distribution and marketing expenses	(65,879)	-2%	(68,977)	-2%	(66,446)	-3%	(70,600)	-3%	(68,780)	-2%	(64,224)	-2%
Other operating income	30,411	1%	67,122	1%	29,454	1%	34,996	1%	42,645	1%	35,525	1%
Other operating expenses	(6,943)	0%	(8,062)	0%	(8,898)	-0.3%	(12,665)	-0.5%	(12,779)	-0.4%	(11,567)	-0.4%
	(158,438)	-4%	(125,839)	-3%	(170,628)	-7%	(159,824)	-6%	(145,489)	-4%	(148,956)	-5%
Operating profit	(7,338)	-0.2%	40,311	1%	(137,139)	-5%	(26,008)	-1%	69,866	2%	83,557	3%
Finance costs	(56,807)	-1.6%	(13,658)	-0.3%	(26,989)	-1.0%	(44,191)	-1.7%	(4,892)	-0.2%	(29,976)	-1%
Profit / (loss) before taxation	(64,145)	-2%	26,653	1%	(164,128)	-6%	(70,199)	-3%	64,974	2%	53,581	2%

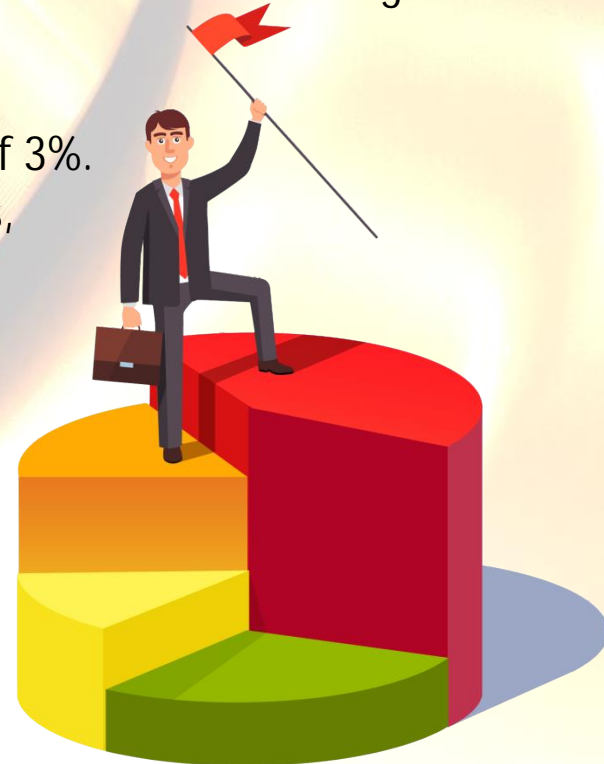
FUTURE OUTLOOK

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.

Currently Burshane LPG (Pakistan) Limited, have a market share of 3%. 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.



**Any
Questions?**

THANK YOU