

# Pakistan Oxygen Limited

## Analyst briefing

A  
COMPANY  
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FORWARD

December 28, 2023

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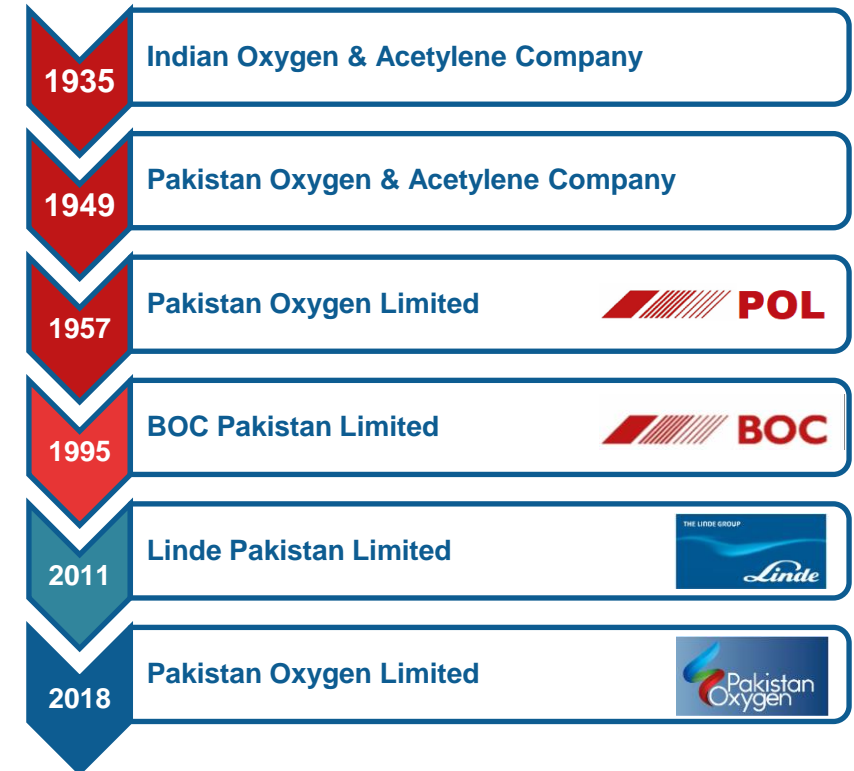
# About us

# Pakistan Oxygen Limited

## About us



- Established in 1935, **Pakistan Oxygen Limited (“POL”)** is the leading supplier of industrial & medical gases, equipment and associated products/services along with welding & hardgoods portfolio in Pakistan.
- Oxygen compliant to European Pharmacopeia standard. Delivering medical gases to almost all major hospitals of the country. Industry-leader in Medical engineering and installation services to create and upgrade oxygen supply and monitoring systems at hospitals.
- Played strategic role during the COVID-19 pandemic by partnering with NCOC (National Command and Operation Center), private and public sectors to create and upgrade hospital beds with oxygen supply systems to save precious lives.
- Projects successfully commissioned during 2023;
  - Pakistan’s largest ASU 270 TPD plant (German origin) at Port Qasim
  - 11 TPS Electrode plant at Port Qasim.



Leading with 85+ years legacy built on trust, reliability and performance.

# Pakistan Oxygen Limited Company at a glance



Net worth PKR 8 Billion  
Total Assets PKR 17 Billion  
*- 2022 published results*



Net Sales PKR 7 Billion  
*- 2022 published results*



Credit lines of  
PKR 4 Billion



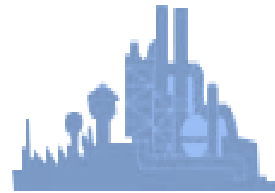
Team of 140+ people with  
competence & dedication



Over 1,500 customers  
across Pakistan



Leading supplier of industrial &  
medical gases, medical engineering,  
equipment and associated  
product/services along with welding  
& hardgoods



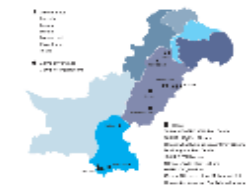
State-of-the-art plants.  
Expansion projects  
underway



Safety, Health, Environment &  
Quality is paramount.  
ISO 45001, ISO 140001,  
ISO 9001, FSSC 22000  
certified. CE marking for  
medical devices portfolio



World-class systems  
and processes



Largest geographic footprint  
and customer outreach in  
gases industry

# Pakistan Oxygen Limited

## National footprint



### 13 Plants

- 270 TOD ASU Port Qasim
- 100 TPD ASU Port Qasim
- 30 TPD ASU Port Qasim
- 23 TPD CO<sub>2</sub> Port Qasim
- Electrode manufacturing plants Karachi
- Electrolytic Hydrogen plant Port Qasim
- 133 TPD ASU Lahore
- Nitrous Oxide plant Lahore
- 60 TPD CO<sub>2</sub> Multan
- On-site Nitrogen plant Mahmood Kot
- Dry ice plant Karachi
- Dissolved Acetylene plant Karachi
- Dissolved Acetylene plant Wah Cantt

### 5 Sales Offices & Compressing stations

- Karachi
- Sukkur
- Faisalabad
- Lahore
- Taxila

- Geographical presence across Pakistan.
- Multiple sales offices and sales depots to serve customers from South to North.
- Over 260 Bulk Industrial and Medical Customer Tanks (VIEs).
- Largest Delivery Vehicle fleet comprising 53 VITTs.
- Oxygen storage capacity of 1.5 million m<sup>3</sup>.

- **Industrial gases**

Liquid gases including oxygen, argon, nitrogen and carbon dioxide are supplied through large cryogenic road tankers (VITTs), delivered in cryogenic storage tanks (VIEs) at customer sites.

- **On-site pipeline supply**

Gases supplied at customer sites by turnkey plants designed for specific customers or through pipelines directly from ASU plants.

- **Welding portfolio**

Compressed and specialty grade gases for industrial use along with gas/arc equipment, electrodes and hardgoods for welding/cutting.

- **Healthcare**

- **Medical Gases**

Medical-grade gases are provided to hospitals where Oxygen is provided through VITTs, delivered in VIEs at medical customer sites with real-time level and pressure monitoring system.

- **Medical Engineering Services**

Provide complete solutions for design, sourcing, engineering and installation of medical pipeline from storage to point of use as per HTM standards.



# Pakistan Oxygen Limited Projects Commissioned in 2023



Projects commissioned in 2023:

- **ASU 270 TPD plant:** It is the largest and most efficient ASU plant in the county and located at Port Qasim in Karachi. Comprising of latest European technology, the plant is being acquired from Linde AG – world’s largest ASU manufacturing and ASU gases company.
- **Electrode expansion:** Based on European technology, electrode plant being setup in Karachi. This has further strengthened our welding portfolio and resulted in top-grade hardgoods product being manufactured locally, instead of reliance on imports.



ASU 270 TPD Plant at Port Qasim



11 TPS Electrode Plant at Port Qasim



# Business segments



- Leader in industrial and medical gases segment.
- Largest footprint and customer outreach across the country.

## Overview

- Leader in industrial and medical gases with integrated gases supply model.
- Delivering medical gases to almost all major hospitals. Oxygen compliant to European Pharmacopeia standard.
- Serving customers ranging from a single cylinder to large refineries requiring turnkey solutions with complete application support.
- Providing a large variety of gas mixtures and speciality gases at all required purity levels.
- Sole producer of Hydrogen in the country. Engaged with IFC to develop a “Hydrogen Strategy for Pakistan” as a Clean Energy solution.

## Portfolio

- **Industrial gases:**  
Liquid Oxygen, Liquid Nitrogen, Liquid Argon, Liquid Carbon Dioxide, Pipeline and Trailer Hydrogen, Industrial pipelines and associated services, Dry ice.
- **Compressed gases:**  
Compressed Oxygen, Compressed Nitrogen, Compressed Argon, Compressed Air, Compressed Carbon dioxide, Compressed Hydrogen, Dissolved Acetylene.
- **Speciality gases:**  
High purity gases, Research grade, Gaseous chemicals, Calibration mixtures, Argon mixtures, Welding gas mixtures, Sterilization gases, Refrigerants.
- **Medical gases:**  
Liquid Medical Oxygen, Compressed Medical Oxygen, Nitrous Oxide, Entonox, Speciality medical gases.

## Projects Commissioned

- Pakistan’s largest ASU 270 TPD plant commissioned in July 2023 at PQ. The plant is acquired from Linde AG.





- Leader in Tier-I electrodes.
- Top 3 presence in Tier-II & Tier-III.
- One-window solution to customers for hardgoods and gases.

### Overview

- Welding portfolio is in strategic alignment with gases business.
- The Company offers widest range of tailored solutions to match individual needs across full welding and cutting spectrum.
- In 2009, electrode manufacturing was shifted to toll-based model during Linde era.
- In 2018, the Board approved to restart own production of electrodes and further investment approval in 2021.



### Portfolio

- **Fortrex, Zodian, Alpha Weld and Quick Pack:**  
Tier-I ESAB brands: Fortrex and Zodian, Gedek brands: Alphaweld and Quick Pack  
All 4 products are manufactured locally using their blend. Zodian and Fortrex are market leaders and are widely used by heavy fabrication industry.
- **Matador 47 and Matador 48:**  
Tier-II widely used for small to medium work pieces, ordinary tensile strength mild steel, cosmetic welding and piping work.
- **POL 113, POL SUPER and HEROWELD:**  
Tier-III a product-line for light to medium fabrication along with repair and maintenance of mild steel.
- **POLHARD (Hardfacing):**  
Used for protection and restoration of parts subjected to severe abrasion from rock, sand, cement and similar activities.

Also offering a wide range of special electrodes, imported welding consumables, welding machines and related accessories, including welding outfit and PPEs.

### Projects commissioned in 2023

- Electrode plant commissioned at PQ. The plant is based on European technology.



- 250KW solar panel installation over PEB shed.





- Market leader in MES (Medical Engineering Services).
- Localization and brand building of medical equipment.



# MES (Medical Engineering Services)

## Overview

- MES portfolio is in strategic alignment with Medical gases business.
- Proud legacy of being the pioneer and market leader in MES segment.
- In 2018, the Management decided to expand the portfolio with increased focus on MES.
- In 2019, due to COVID-19 pandemic, the situation emerged as a catalyst to focus growth through pursuance of public and private sector projects.
- In addition to collaboration with leading international companies, launched **OXYMED** as indigenous product-line for MES.

## Portfolio

- Installing supply sources of medical gases, pipeline distribution systems with complete associated equipment installation.
- Design, sourcing, engineering and installation of medical pipeline as per HTM standards by our certified professionals.
- Supply, installation & commissioning, and facility management of current projects.
- Supply and installation of:
  - Compressed Medical Air Plant,
  - Medical Vacuum Plant,
  - Anesthetic Gas Scavenging System,
  - Zone Valves and Medical Alarm Systems.
- Strategic alliances and partnerships with world's leading healthcare solution and equipment providers.

## Key projects

- Successful commissioning of first ever Medical PSA Plant at SIUT .
- PSA plants and medical pipeline projects for Government of Balochistan (Total 24 PSA Plants).
- Gas Pipeline System installation & commissioning at Shaukat Khanum Memorial Hospital Karachi.
- 600 bedded facility, Medical Gas Pipeline System at Indus Hospital Karachi.

# Pakistan Oxygen Limited DRAP license



POL is licensed by DRAP (Drug Regulatory Authority of Pakistan) to import and manufacture medical devices locally.

Government of Pakistan  
Ministry of National Health Services  
Regulation & Coordination  
Drug Regulatory Authority of Pakistan

Sr. No. 2734

FORM-4  
(see rule 5(2))  
**LICENCE TO IMPORT MEDICAL DEVICES**

License No: EL140942  
Date of issue: 20/12/2021  
F.No: 12-3482021-40

M/s Pakistan Oxygen Limited, is hereby licensed to import registered medical devices at the following premises:  
Dockyard Road, West Wharf, Karachi.

2. Name(s) of person(s) along with the residential address and CNIC Number(s)

Name	Address	CNIC
Wajeez Ahmed Malik	Phase 4 House No.138, Street No. 25, Malir East, Khayaban-e-Qasim, DHA, Karachi	35201-4617241-8
Sajid Ahmad Darabachy	House No. 124, Block 7, Mansarof KJA Scheme No.5, O/Um, Karachi	42301-6371123-9
Syed Hassan Ali Bukhari	Khayaban-e-Tarsoor Phase 3, Phase No. 21/1, Street No. 28, Malir East DHA, Karachi	42301-8938587-7
Shahid Muhammad Abdulkarim	House No. 15-15/15, Ground Floor, Block 3, Federal D Area, Karachi	42401-7831896-1
Shahid Mahmood Umarani	DHA Phase 3, House No. 8/11, Street No. 3, Khayaban-e-Qasim, Karachi	42301-2940436-5
Shahid	Plot No. 121 A-4/24/C, Plot No. 330, Street No. Mansarof Chowk, Mansarof Daman Cantt, Karachi	42501-0790111-7
Farooz Rizvi	House No. 962, Street No. 23, Malir East DHA, Karachi	43301-0812675-7
M. Zinda Man Mohajir	House No. 108/22, Malir East Khayaban-e-Rasheed, Phase 5, Karachi	42301-6664876-1
Mrs. Taskeen Q Khandwala	Gilford, Phase No. P-48, Block 5, Karachi	42301-3784165-4
Mohammad Younus Daghla	House No. 128/1, Street No. 15, Malir East Khayaban-e-Munir, Phase 6, DHA, Karachi	42301-2274189-6

3. Name(s) of the person(s) in charge who will personally supervise the import and sale of medical devices by way of wholesale along with registration No, residential address and CNIC No.

Name	Address	CNIC
Mr. Ghulam Ali Khan	House No. A-4, Sector 34/23, Malir East City Villas Scheme 33, Gulshan, Tarnai Main, District Karachi	41304-4848991-5

4. Address of godowns, if any, where medical devices shall be stored  
Dockyard Road, West Wharf, Karachi.

Dr. Ghulam Ali Khan  
Medical Director & Secretary with  
Full Supervisory Authority of Pakistan  
Drug Regulatory Authority of Pakistan  
Government of Pakistan  
(Signature)

Drug Regulatory Authority of Pakistan - 77 Convent Street, Islamabad Pakistan - Ph: +92 91 8222168, 851, +92 91 9107402  
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Import license – Two pages

Government of Pakistan  
Ministry of National Health Services  
Regulation & Coordination  
Drug Regulatory Authority of Pakistan

Sr. No. 2734

FORM-4  
(see rule 5(2))  
**LICENCE TO IMPORT MEDICAL DEVICES**

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4. Address of godowns, if any, where medical devices shall be stored

Dr. Ghulam Ali Khan  
Medical Director & Secretary with  
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Drug Regulatory Authority of Pakistan  
Government of Pakistan  
(Signature)

Drug Regulatory Authority of Pakistan - 77 Convent Street, Islamabad Pakistan - Ph: +92 91 8222168, 851, +92 91 9107402  
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Government of Pakistan  
Ministry of National Health Services  
Regulation & Coordination  
Drug Regulatory Authority of Pakistan

Sr. No. 3006

FORM-3  
(see rule 5(2))  
**LICENCE TO MANUFACTURE MEDICAL DEVICES**

License No: ELM-0053  
Date of issue: 19/04/2022  
F.No: 12-02/2021-MD

M/s Pakistan Oxygen Limited, is hereby licensed to manufacture medical devices at the following premises:  
Dockyard Road West Wharf, Karachi.

2. This licence permits the manufacture of following medical devices

S.No	Name of Medical Device
1	Hospital Bed Head Unit

3. This licence shall, in addition to the conditions specified in the Medical Devices Rules, 2017 made under the DRAP Act, 2012, be subject to the following conditions namely:-

- The licence shall be in force for a period of five years from the date of issue unless suspended or cancelled.
- The licence authorizes the sale by way of wholesale dealing and storage for sale by the licensee of the products manufactured under this licence, subject to the conditions applicable to licences for sale.
- Name of the approved qualified technical staff.

Mr. Muhammad Adnan Danish,  
Bachelor of Science in Biomedical Engineering  
Production Incharge

Mr. Faizan Umar,  
Bachelor of Science in Biomedical Engineering  
Quality Control Incharge

Renewal Date: 18/04/2027

Dr. Ghulam Ali Khan  
Medical Director & Secretary with  
Full Supervisory Authority of Pakistan  
Drug Regulatory Authority of Pakistan  
Government of Pakistan  
(Signature)

Drug Regulatory Authority of Pakistan - 77 Convent Street, Islamabad Pakistan - Ph: +92 91 8222168, 851, +92 91 9107402  
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Manufacturing license – Single page



# Safety and Sustainability

# SHEQ – Safety, Health, Environment & Quality

SHEQ has always been our topmost priority. At POL, we aim to improve the quality of our products and services constantly; while maintaining the highest standards of safety, health, environment, and quality.

- **Golden rules of safety** implemented which apply across our Company including our contractors with the aim of preventing severe injuries and fatalities and supporting the journey towards strong safety culture.
- **Visible Leadership** is also a critical component of our SHEQ Strategy and Senior Management team, Function Heads, & managers – everyone support the SHEQ agenda through active engagement, interventions, positive reinforcements etc., crucial for building an excellent safety culture.
- **Hazards and Risk Management** regarding the storage of flammable, toxic, cryogenic materials & processes are already reviewed and mitigated at all our production sites.

Safety being the core principle and continues to be the top-most priority for us. We ensure that Safety rules and procedures are clearly defined, understood, respected and complied with by all employees, contractors, supervisors and managers instinctively and automatically.



## Pakistan Oxygen Limited

# Transport Safety



- Our road safety approach focuses on driver skills and behavior, as well as the condition of the vehicle, road and local environment. It is supported by global road safety standards and includes routine audits of the road safety capabilities of our contractors as well as our mandatory defensive driving training course.
- Specific controls are put in place to mitigate road safety risks by following global road safety standards and through awareness programs and trainings. We help keep our drivers safe through training programs, including local transport contractors to improve the overall road safety.
- We have standardized global specifications for our vehicles and equipment. These specifications are much stricter than those prevailing within the country. All vehicles are properly maintained and inspected prior to setting out on journeys to mitigate incidents caused by equipment failure.
- In-vehicle monitoring systems (IVMS) are in place in every vehicle. We use IVMS to help monitor driving behavior by providing details of a driver's performance. Vehicle movements, location, and actions such as speeding, harsh braking, sharp acceleration, driving hours, and use of seat belts are tracked. Monitoring of these parameters enables us to recognize and encourage safe driving performance and improve fuel economy and lower CO2 emissions.









# Our Sustainability program



- The 17 Sustainable Development Goals (SDGs) developed and adopted by the UN in 2015 are a universal call to action to end poverty, protect the planet and improve the lives and prospects of everyone, everywhere.
- While PakOxygen supports all 17 SDGs, we are prioritizing our actions where we can create the most impact.



# Pakistan Oxygen Limited Sustainability development program



Good health and well-being	Quality education	Gender equality	Clean water and sanitization
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Projects	Projects	Projects	Projects
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- Ensure well-being of citizens through uninterrupted medical oxygen availability at hospitals.
- Good Health & Wellbeing of Employees.

- Set up Pakistan Oxygen Institute of Technology (POIT).
- Offer technical and vocational trainings to the youth in welding and medical engineering.

Gender Diversity

- Monitor and optimize raw water consumption.
- Clean Drinking Water.
- 270 TPD ASU Bleed Water Recovery, treatment and reuse in horticulture.

# Pakistan Oxygen Limited Sustainability development program



Affordable and Clean energy

Industry, Innovation and Infrastructure

Responsible consumption and production

Climate action



Projects

- Energy Conservation
- Energy conservation by efficient 270 TPD ASU Operations.
- Renewable energy installations, i.e., roof top solar power.

Projects

Bulk delivery auto scheduling using Teletel and AI to optimize product supply schedules

Projects

Paperless environment

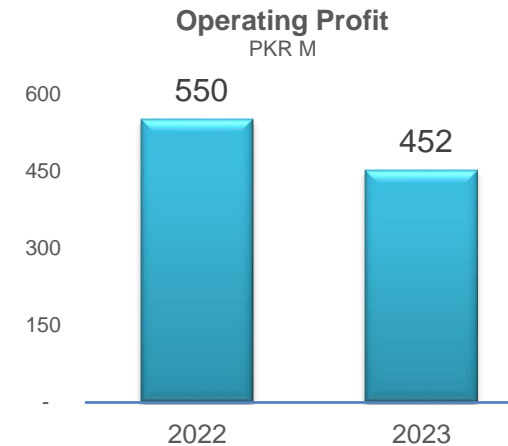
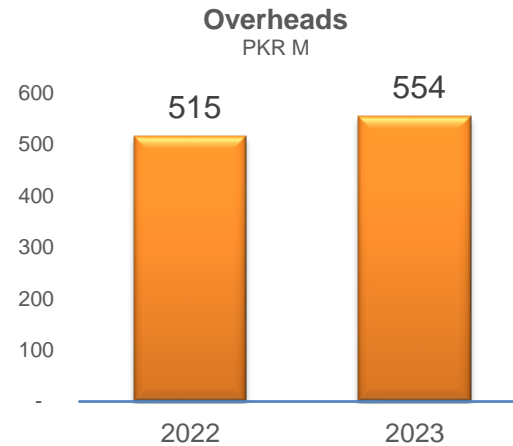
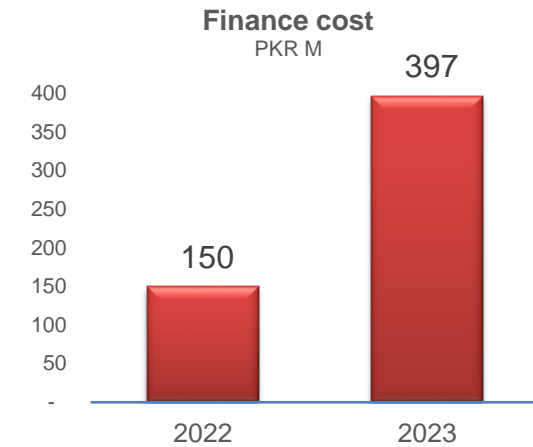
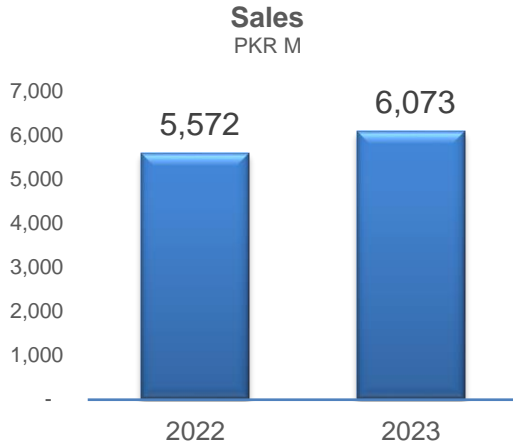
Projects

Plantation drive.  
Route optimization.  
Carbon emission reduction.  
Green Sourcing.  
Segregation, recycling and safe disposal of waste across POL locations.  
Green Marketing.

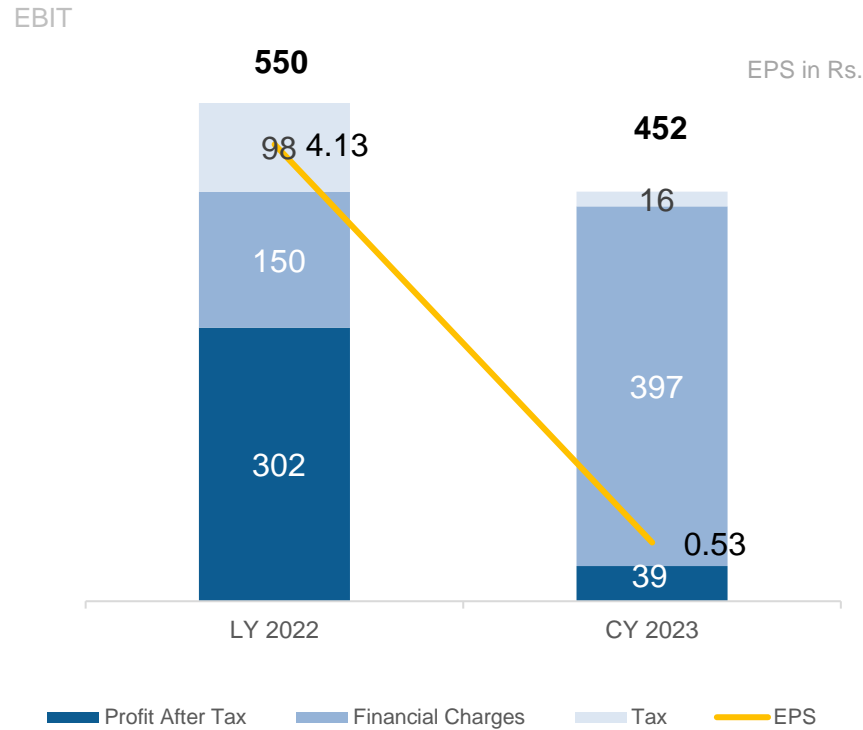
# Financials

# Financials

## P&L – YTD September



# EBIT, Financial Charges & EPS



- EBIT decreased by 18% due to increase in power & diesel cost.
- Financial charges are higher by 165% due to higher interest rates.
- EPS at Rs 0.53 is lower by 87%.



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# Q&A



Oxygen for life & sustainable growth.

[www.pakooxygen.com](http://www.pakooxygen.com)

Thank You