



# ATTOCK PETROLEUM LIMITED



## CORPORATE BRIEFING SESSION

**For the year ended June 30, 2024**





# 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.**



**Attock**



Attock Gen Limited





# **INCORPORATION AND** **SHAREHOLDING STRUCTURE**

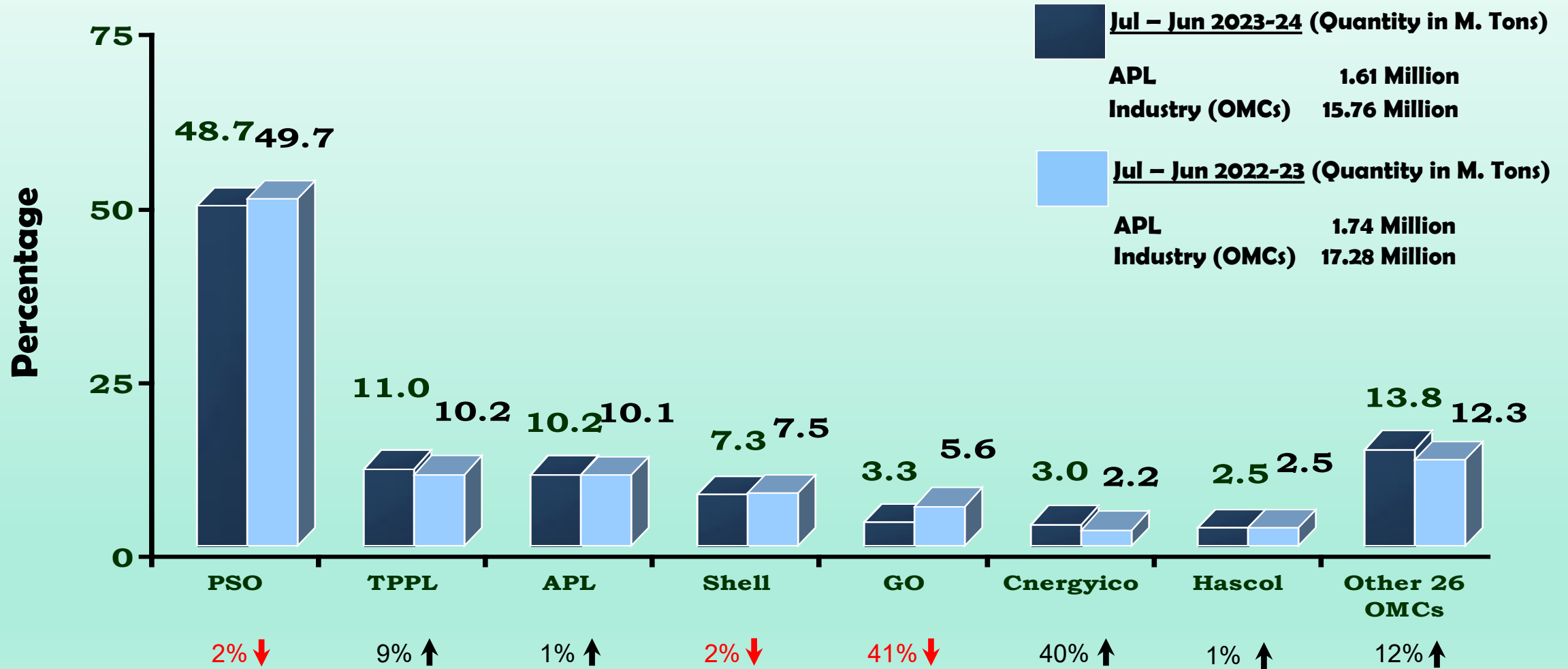
**APL was incorporated in 1995 with investments from Pharaon Investment Group Limited, The Attock Oil Company Limited and its Group Companies.**

## **CURRENT SHAREHOLDING**

➤ <b>Pharaon Investment Group Limited Holding SAL</b>	<b>34.38%</b>
➤ <b>Attock Refinery Limited</b>	<b>21.88%</b>
➤ <b>APL Employees Welfare Trust</b>	<b>7.04%</b>
➤ <b>Pakistan Oilfields Limited</b>	<b>7.02%</b>
➤ <b>Directors/Executives</b>	<b>6.97%</b>
➤ <b>The Attock Oil Company Limited</b>	<b>2.20%</b>
➤ <b>General Public/Other Institutional Shareholders</b>	<b>20.51%</b>
<b>Total</b>	<b>100.00%</b>

# OVERALL MARKET SHARE

2023-24 vs 2022-23



Source: OCAC (Oil Companies Advisory Council) Report



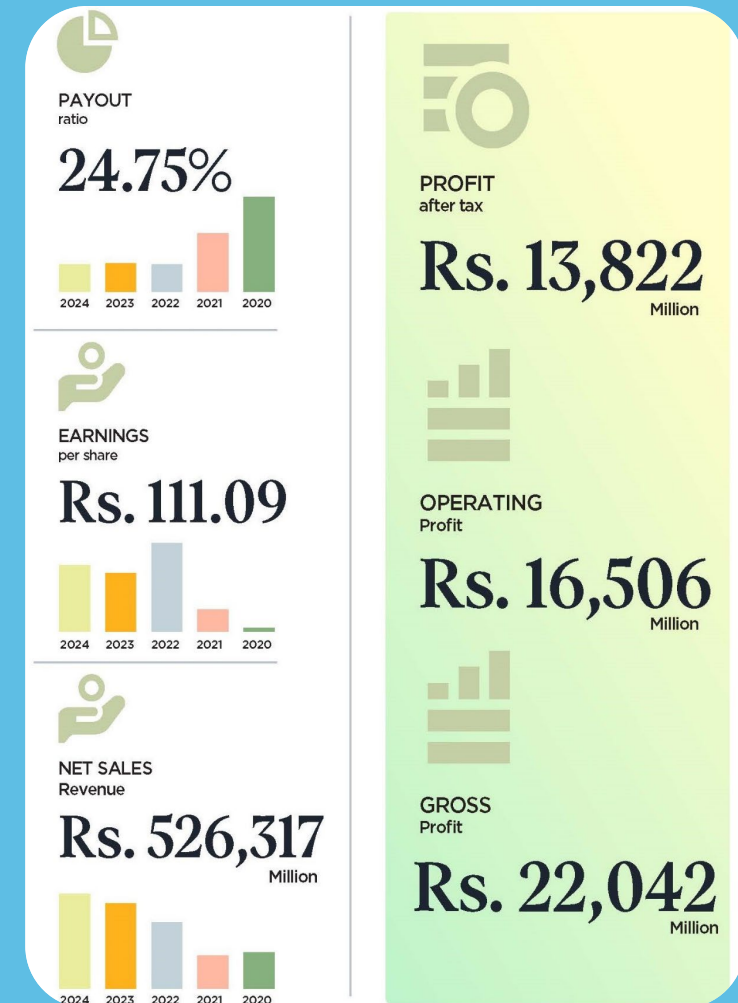
# FINANCIAL PERFORMANCE FOR THE YEAR ENDED JUNE 30, 2024 Compared with last financial year)

## Key Highlights

Net sales revenue **Rs. 526 billion** as Against **Rs. 474 billion** 2023 reflecting an increase of 11%

Sales volume declined by 8% due to high inflation together with reduced economic activity. Resultantly, gross profitability of the company decreased by 15%.

Profit after tax of **Rs. 14 billion** which is 11% higher than last year's profit after tax.



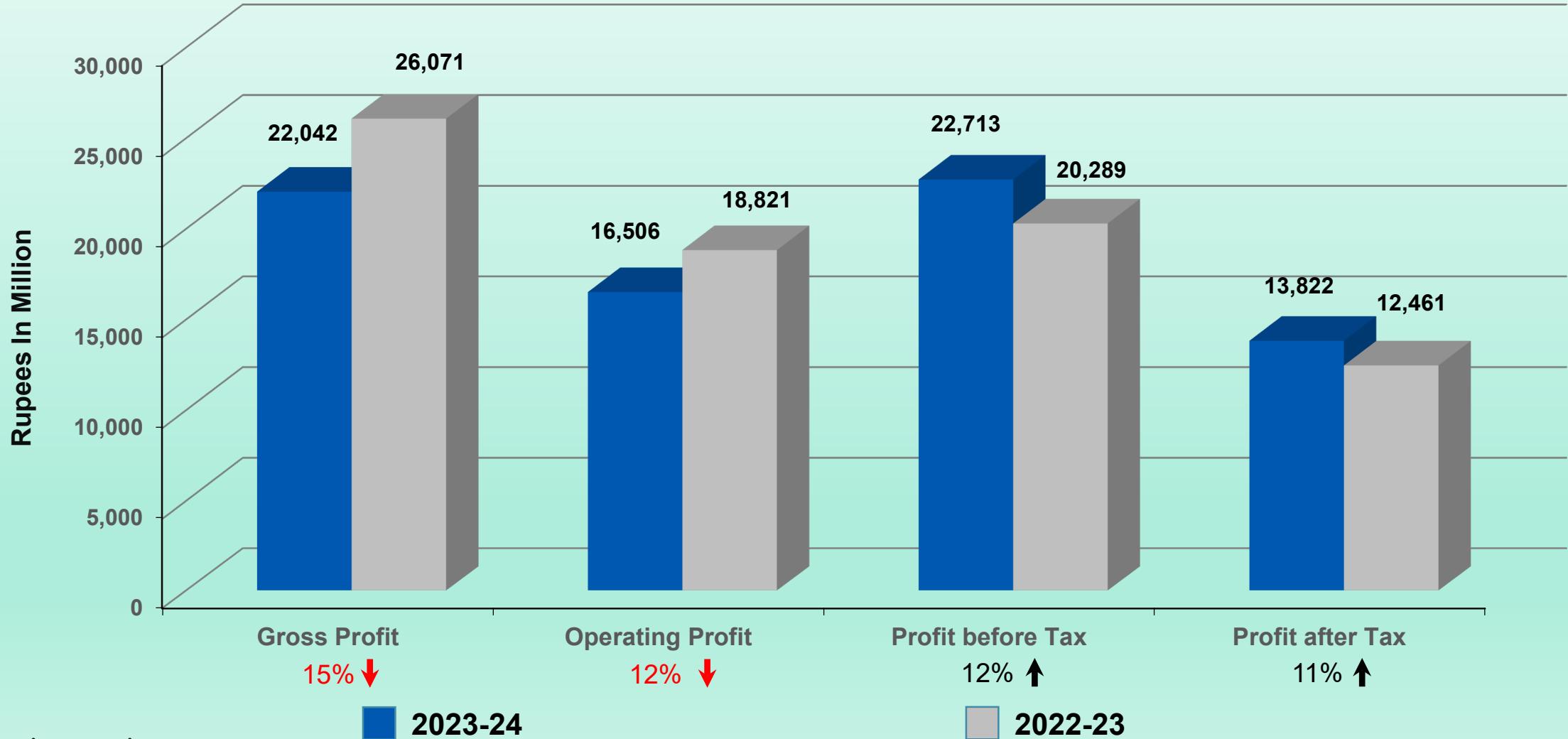
# FINANCIAL PERFORMANCE FOR THE YEAR

## Profit & Loss

<b>Industry Sales Volume OMCs (Qty in M.Tons)</b>	<b>15,758,460</b>	<b>17,276,222</b>	<b>9% ↓</b>
<b>APL Sales Volume (Qty in M.Tons)</b>	<b>1,699,658</b>	<b>1,841,391</b>	<b>8% ↓</b>
<b>Average Selling Price (Rs./M.Ton)</b>	<b>316,585</b>	<b>264,861</b>	<b>20% ↑</b>
<b>Gross Sales Revenue (Rs. in Million)</b>	<b>538,095</b>	<b>487,718</b>	<b>10% ↑</b>
<b>Earnings Per Share (Rs./Share)</b>	<b>111.09</b>	<b>100.15</b>	<b>11% ↑</b>

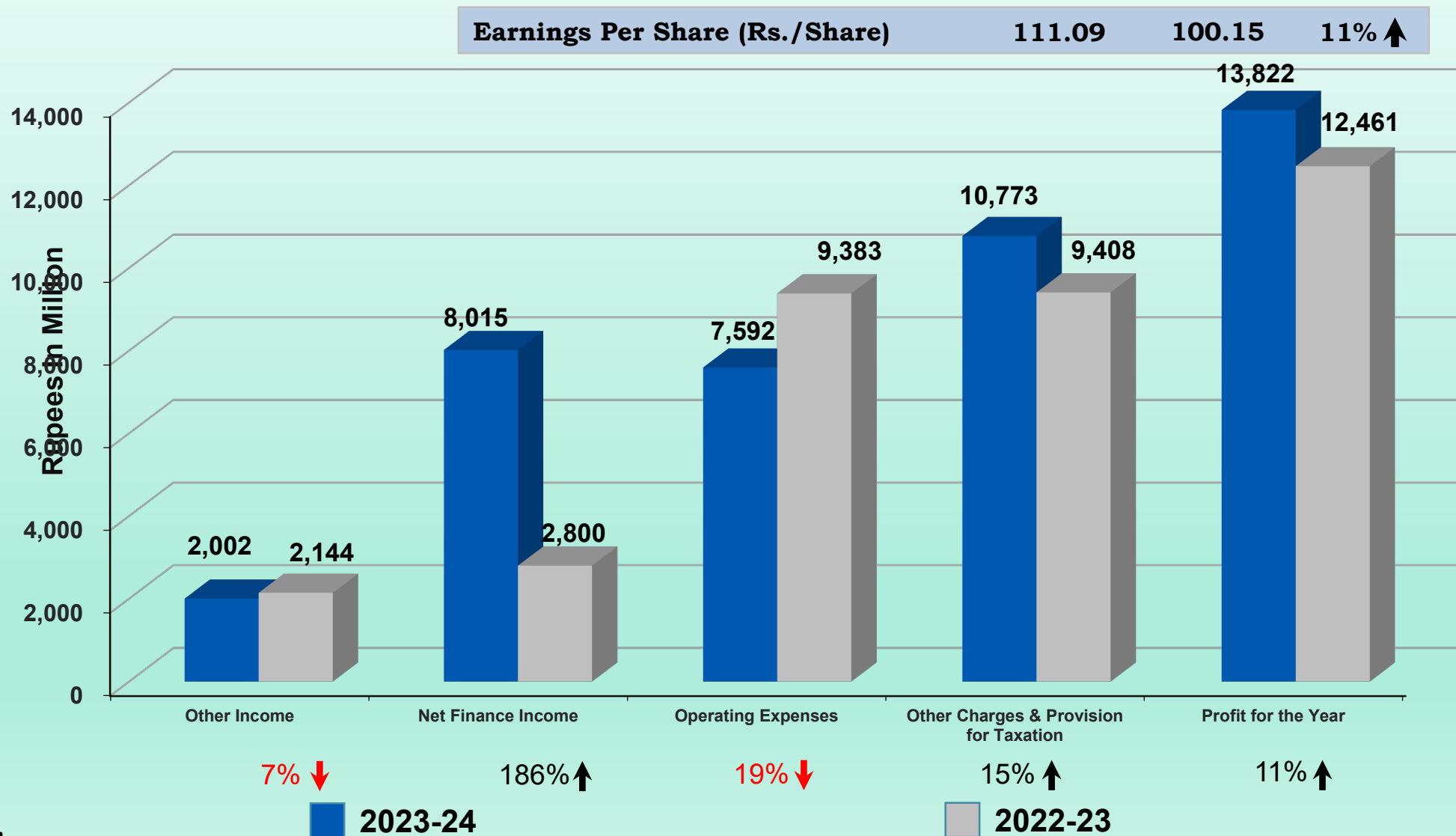
# FINANCIAL PERFORMANCE FOR THE YEAR

## Profit & Loss



# FINANCIAL PERFORMANCE FOR THE YEAR

## Other Income & Expenses





# **DETAIL OF STORAGE CAPACITIES**

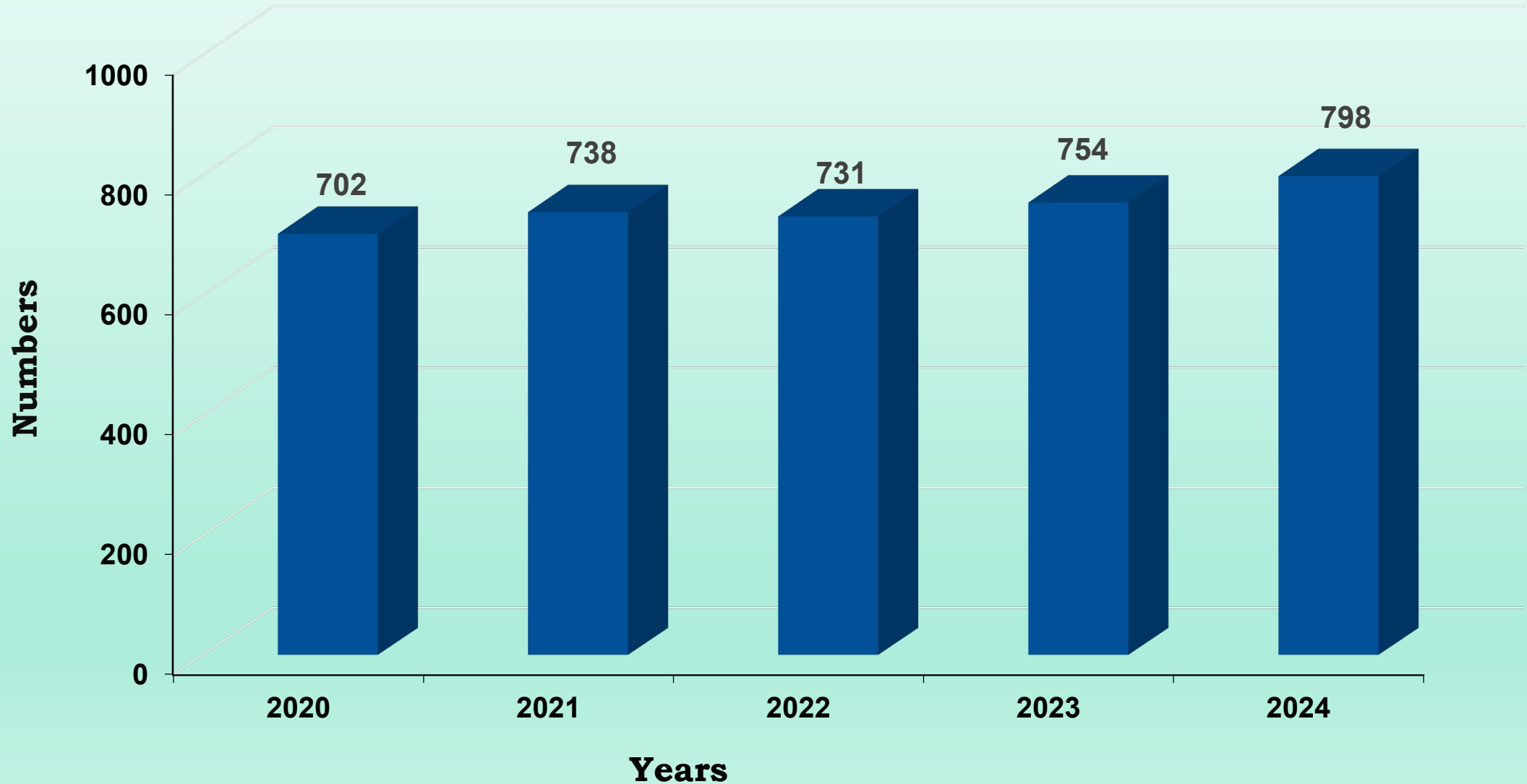
## **As at June 30, 2024**

	<b>STORAGE TERMINAL</b>	<b>M. TONS</b>
<b>1.</b>	<b>Rawalpindi Bulk Oil Terminal</b>	<b>19,420</b>
<b>2.</b>	<b>Machike Bulk Oil Terminal</b>	<b>60,998</b>
<b>3.</b>	<b>Mehmoodkot Bulk Oil Terminal</b>	<b>17,028</b>
<b>4.</b>	<b>Shikarpur Bulk Oil Terminal</b>	<b>10,987</b>
<b>5.</b>	<b>Sahiwal Bulk Oil Terminal</b>	<b>16,128</b>
<b>6.</b>	<b>Daulatpur Bulk Oil terminal</b>	<b>13,887</b>
<b>7.</b>	<b>Port Qasim Bulk Oil Terminal</b>	<b>39,442</b>
<b>8.</b>	<b>Dera Ismail Khan Bulk Oil Terminal</b>	<b>18,908</b>
<b>9.</b>	<b>Korangi Bulk Oil Terminal</b>	<b>14,087</b>
	<b>Total</b>	<b>210,885</b>



# **NUMBER OF RETAIL OUTLETS**

## **As at June 30**





# PRICE BREAKUP OF PETROLEUM PRODUCTS

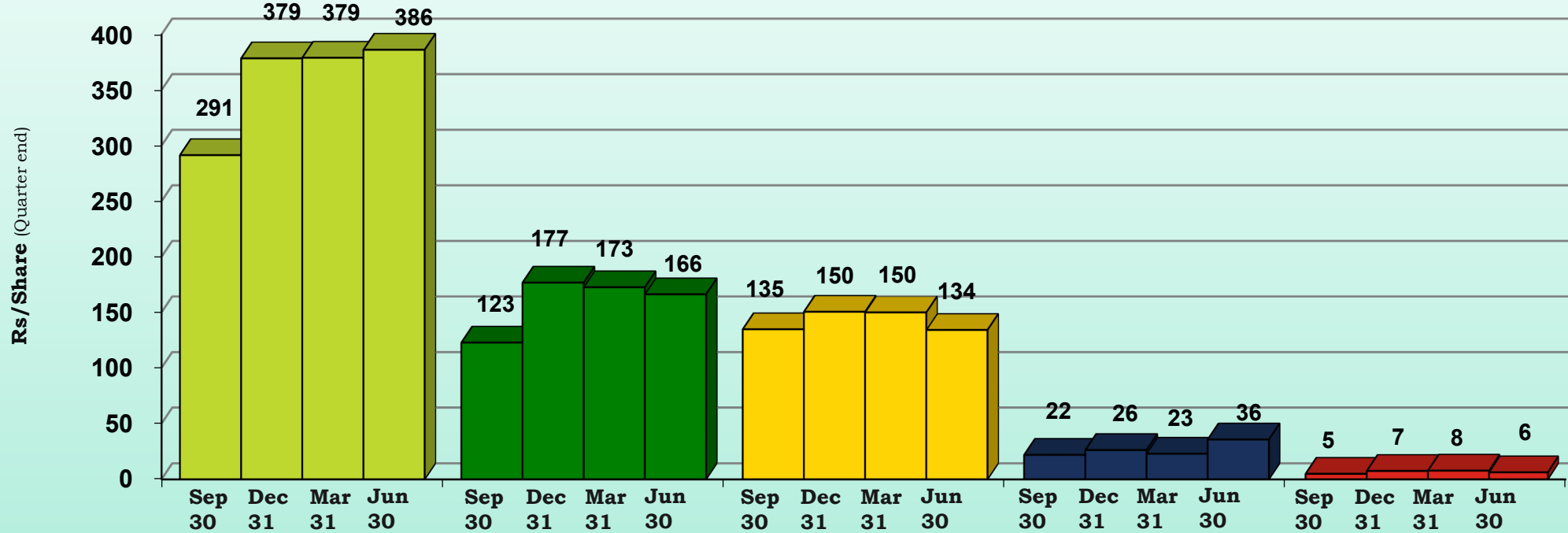
As at October 16, 2024

Description	High Speed Diesel (Retail) Rs. Per Litre	Premier Motor Gasoline (Retail) Rs. Per Litre
Ex-Refinery /Cost of Supply	173.74	166.80
Petroleum Levy	60.00	60.00
Inland Freight Equalization Margin (IFEM)	1.04	3.72
OMC's Margin	7.87	7.87
Dealer's Commission	8.64	8.64
Ex-Depot Price (excl. Sales Tax)	251.29	247.03
Sales Tax (0% on HSD & PMG)	-	-
Maximum Ex-Depot Sales Price	251.29	247.03



# MARKET ANALYSIS

## MOVEMENT IN MARKET VALUE PER SHARE ON PSX FOR THE YEAR JULY – JUNE 2023-24



**APL**



**PSO**



**Shell**



**Hascol**

### Highest

(Jul-Jun) Rs./Share

440.0

218.0

180.0

38.4

10.3

### Lowest

(Jul-Jun) Rs./Share

280.0

108.0

108.1

21.4

4.5

### Paid-up Capital (as at Jun 30, 2024)

No. of Shares (in Million) of Rs.10/- each

124.42

469.47

214.02

139.20

999.12

### Market Capitalization

(as at Jun 30, 2024) Rs.

48,054 Millions

78,031 Millions

28,701 Millions

4,964 Millions

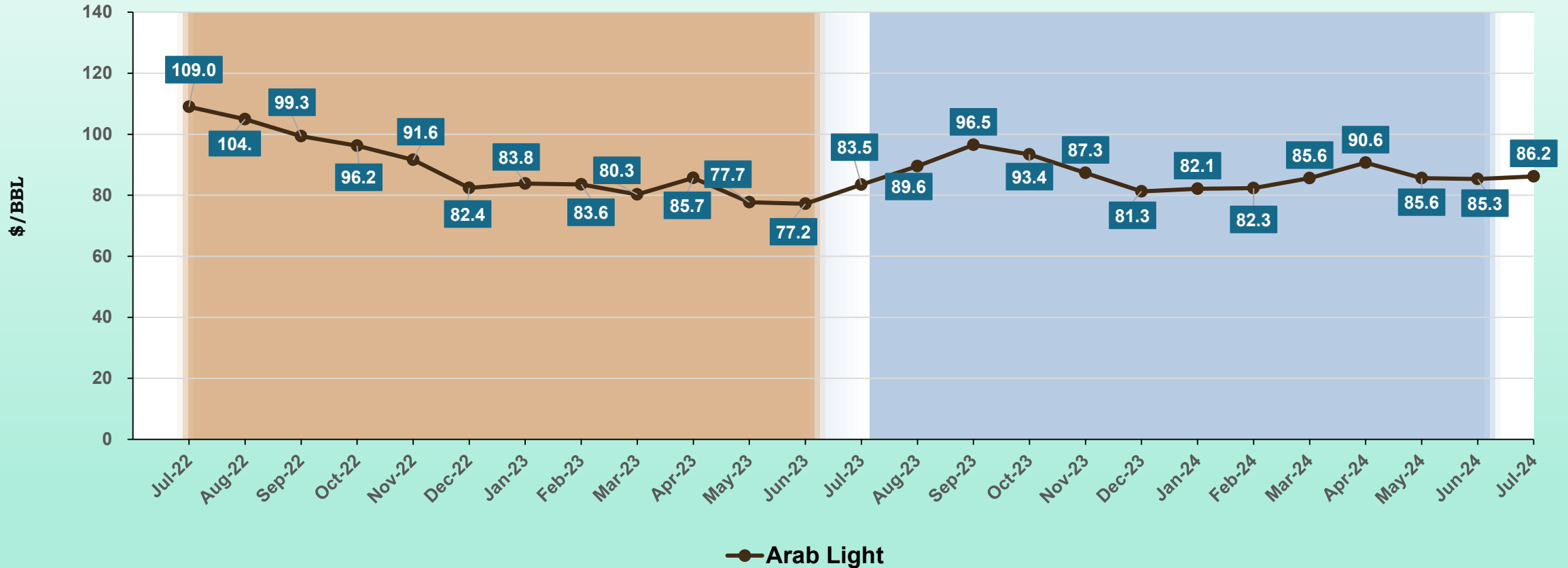
6,185 Millions



# CRUDE OIL PRICES

FOR THE YEAR JULY – JUNE 2023-24 VS 2022-23

## ARAB LIGHT



■ Arab Light

JUL - JUN 2022-23 (\$/BBL)

MAX   AVG   MIN

108.98   89.30   77.18

JUL - JUN 2023-24 (\$/BBL)

MAX   AVG   MIN

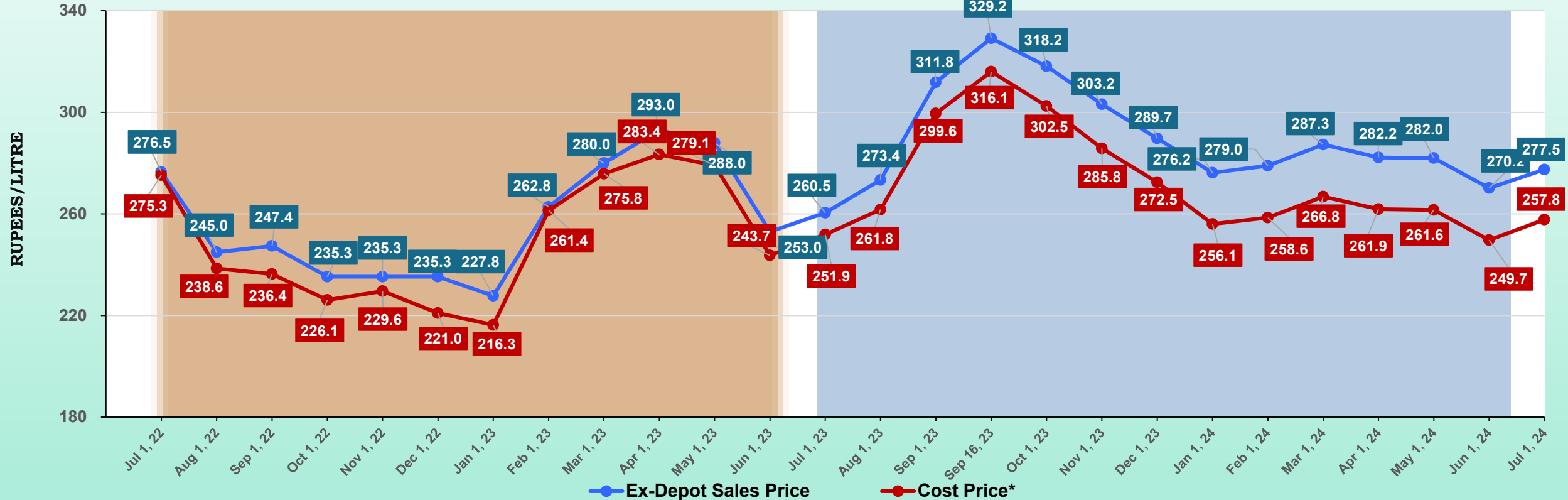
96.51   86.92   81.27



# POL PRODUCTS PRICES

FOR THE YEAR JULY – JUNE 2023-24 VS 2022-23

## HIGH SPEED DIESEL



JUL - JUN 2022-23 (Rs./Litre)

JUL - JUN 2023-24 (Rs./Litre)

	MAX	AVG	MIN	MAX	AVG	MIN
Ex-Depot Sales Price	293.00	254.93	227.80	329.18	285.74	253.50
Cost Price	289.01	247.43	216.28	316.05	268.20	240.21

\*Cost Price = Ex-Refinery Price + Petroleum Levy

Note: Prices are changed on fortnightly basis, however, here we have presented prices applicable at the beginning of the month only.

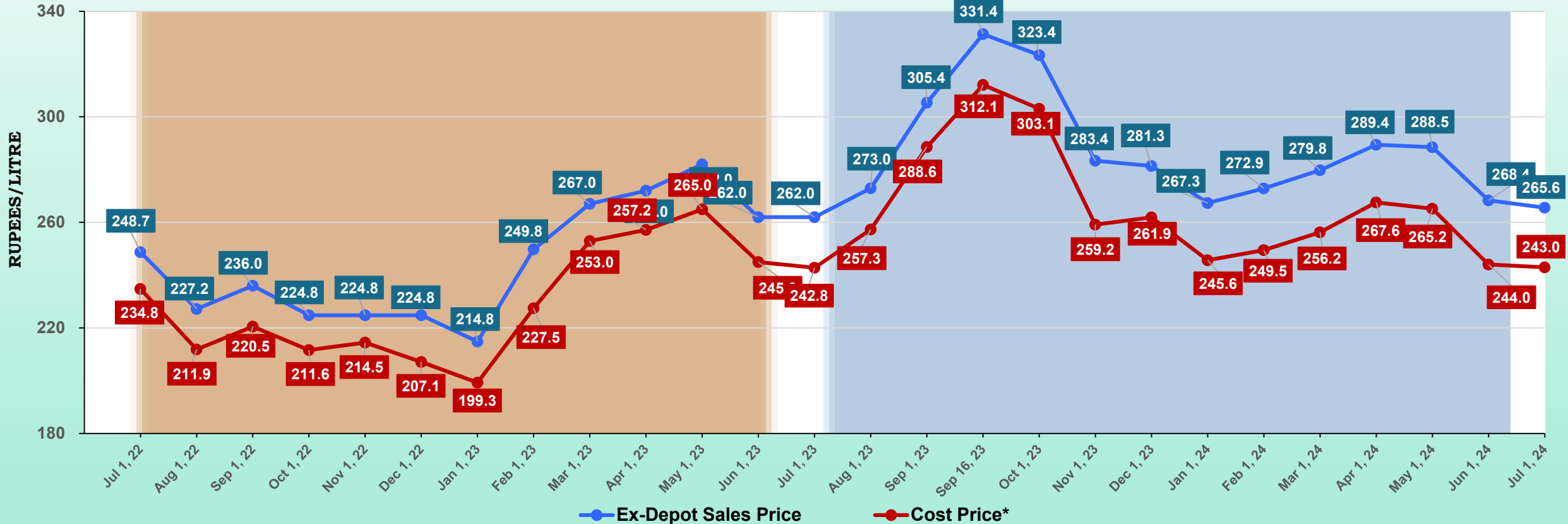




# POL PRODUCTS PRICES

FOR THE YEAR JULY – JUNE 2023-24 VS 2022-23

## PREMIER MOTOR GASOLINE



Ex-Depot Sales Price

Cost Price\*

JUL - JUN 2022-23 (Rs./Litre)

JUL - JUN 2023-24 (Rs./Litre)

MAX AVG MIN

MAX AVG MIN

Ex-Depot Sales Price

282.00 244.90 214.80

331.38 280.03 253.00

Cost Price

266.74 229.63 199.26

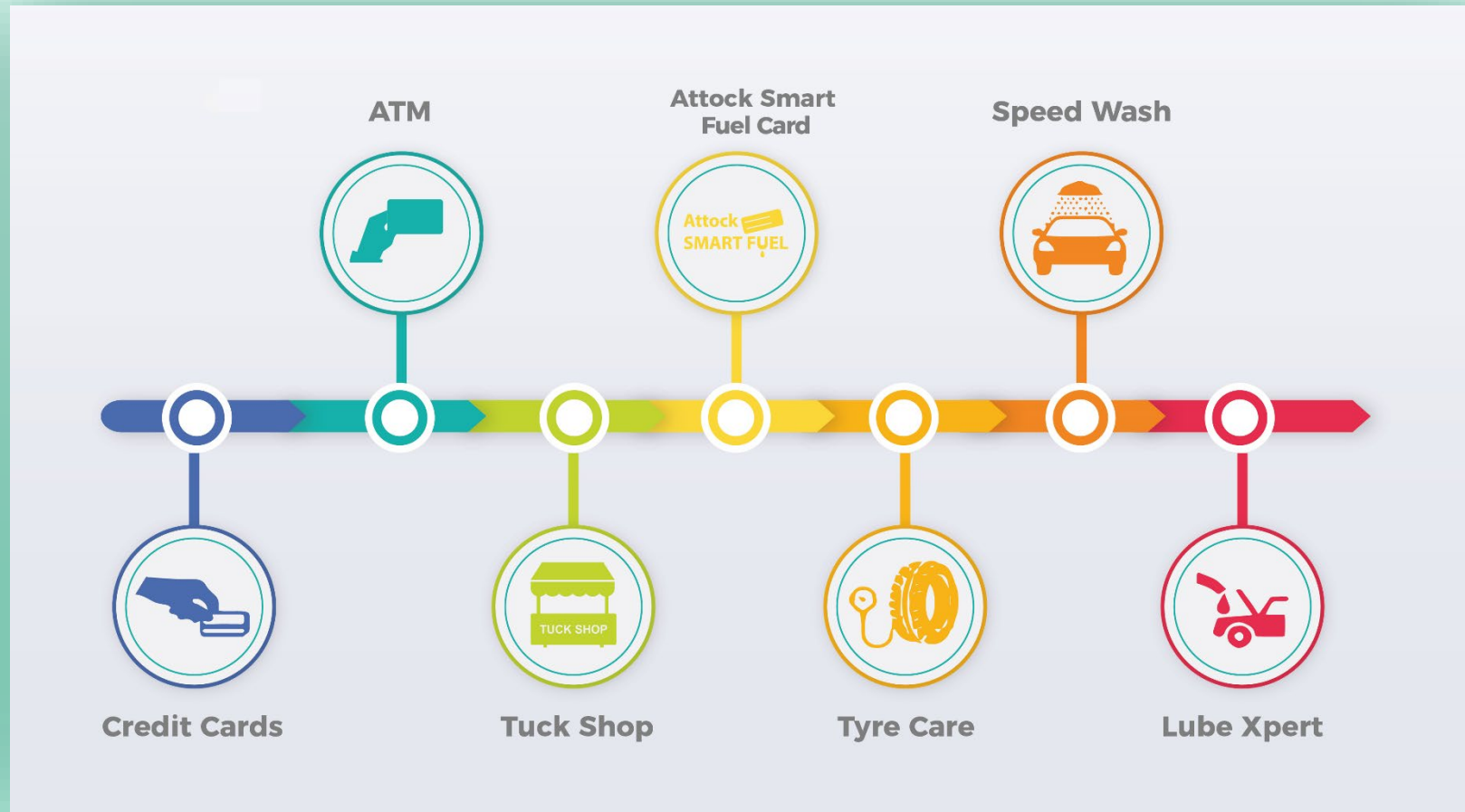
312.13 258.86 235.02

\*Cost Price = Ex-Refinery Price + Petroleum Levy

Note: Prices are changed on fortnightly basis, however, here we have presented prices applicable at the beginning of the month only.

# NON-FUEL RELATED SERVICES

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






# THANK YOU



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A PROSPEROUS PAKISTAN

**FUELING THE NATION'S SPIRIT**

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