REP-300

Pakistan Oil and Gas Marketing Sector

1HFY25: Petroleum sales increase by 4% YoY

02-Jan-2025

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Petroleum Consumption

Dec’24: Petroleum sales up by 3% YoY

- The petroleum sales of the Pakistan’s OMC industry clocked in at 1.28mn tons during Dec’24, depicting an increase of 3% YoY.
- The growth in dispatches is attributable to jump in HSD sales by 12% YoY to 0.57mn tons.
- The increase in HSD offtake comes on account of i) higher demand driven by a decline in the retail price (down 9% YoY), and ii) curtailment of smuggled diesel from Iran.
- Meanwhile, MS dispatches decreased by 1% YoY to 0.57mn tons in Dec’24.
- FO sales volumes plunged by 48% YoY, reaching 0.04mn tons due to lower demand for FO-based power generation.
- On a MoM basis, petroleum sales dwindled by 19% during Dec’24 owing to i) reduced mobility due to severe winter weather, ii) closure of schools due to winter holidays, and iii) higher HSD demand in Nov’24 for Rabi season.
- MS and HSD offtake plummeted by 15% and 27% MoM, respectively.
- Whereas, FO dispatches climbed up by 12% MoM in Dec’24.
- During 1HFY25, total sales of petroleum products went up by 4% YoY to 8.03mn tons vis-à-vis 7.68mn tons in SPLY.
- Product-wise data shows growth in MS and HSD, while sales of FO depicted a decline; the volumetric sales of MS, HSD, and FO clocked in at 3.75mn tons, 3.46mn tons, and 0.35mn tons, respectively.

Exhibit: OMC's Sales Volume

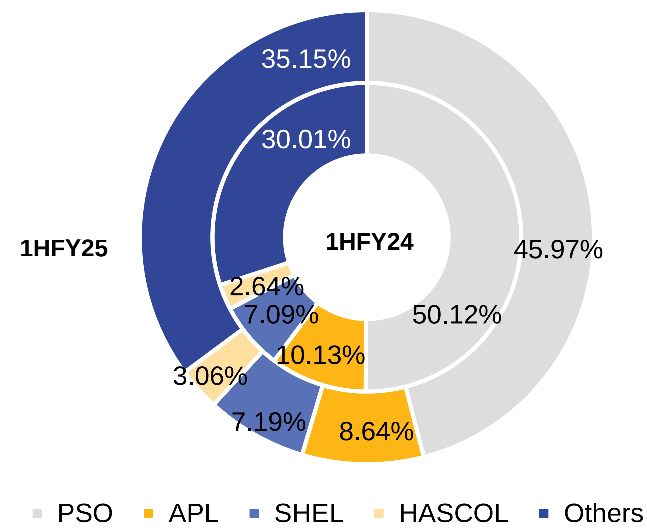
Mn. Ton	Dec-24	Nov-24	MoM	Dec-23	YoY	1HFY25	1HFY24	YoY
Industry								
MS	0.57	0.67	-15%	0.57	-1%	3.75	3.57	5%
HSD	0.57	0.79	-27%	0.51	12%	3.46	3.16	10%
FO	0.04	0.04	12%	0.08	-48%	0.35	0.56	-38%
Total	**1.28**	**1.58**	**-19%**	**1.24**	**3%**	**8.03**	**7.68**	**4%**
PSO								
MS	0.23	0.30	-23%	0.25	-9%	1.57	1.64	-5%
HSD	0.26	0.43	-39%	0.28	-4%	1.66	1.75	-5%
FO	0.00	0.00	-12%	0.00	17%	0.08	0.11	-29%
Total	**0.57**	**0.80**	**-28%**	**0.60**	**-4%**	**3.69**	**3.85**	**-4%**
APL								
MS	0.05	0.05	-7%	0.05	-5%	0.31	0.32	-2%
HSD	0.05	0.07	-19%	0.05	6%	0.30	0.30	1%
FO	0.00	0.01	-62%	0.02	-89%	0.06	0.14	-60%
Total	**0.11**	**0.13**	**-14%**	**0.13**	**-14%**	**0.69**	**0.78**	**-11%**
SHEL								
MS	0.05	0.06	-8%	0.06	-3%	0.35	0.34	4%
HSD	0.04	0.04	-11%	0.03	7%	0.20	0.20	2%
FO	-	-	nm	-	nm	-	-	nm
Total	**0.09**	**0.10**	**-8%**	**0.09**	**5%**	**0.58**	**0.54**	**6%**
HASCOL								
MS	0.02	0.02	1%	0.02	29%	0.15	0.14	8%
HSD	0.02	0.01	70%	0.01	94%	0.09	0.06	41%
FO	-	-	nm	-	nm	-	-	nm
Total	**0.04**	**0.03**	**25%**	**0.03**	**59%**	**0.25**	**0.20**	**21%**

Source (s): OCAC, AHL Research

Petroleum Consumption
PSO's offtake down by 4% YoY in Dec'24

- On company-wise basis, the sales of PSO climbed decline by 4% YoY, clocking in at 0.60mn tons in Dec'24.
- PSO's offtake of MS, and HSD tumbled by 9%,and 4% YoY, respectively. Meanwhile, FO sales climbed up by 17% YoY.
- Similarly, the offtake of APL also plummeted by 14% YoY to 0.11mn tons.
- The dispatches of SHEL and HASCOL improved by 5% and 59% YoY, respectively.
- In 1HFY25, sales of PSO and APL declined by 4% and 11% YoY, respectively.
- Whereas, offtake of SHEL and HASCOL went up 6% and 21% YoY, respectively in 1HFY25.
- PSO's market share in 1HFY25 significantly declined by 4.2% to 46.0% vis-à-vis 50.1% in SPLY.
- The market share of APL decreased by 1.5% arriving at 8.6% YoY in 1HFY25.
- On the other hand, the market share of SHEL and HASCOL in 1HFY25 climbed up to 7.2% (7.1% in SPLY) and 3.1% (2.6% in SPLY), respectively.
- Meanwhile, the market share of other OMCs witnessed a massive jump of 5.1% to arrive at 35.2% in 1HFY25.
- Keeping in view the increase in sales of HSD, Petroleum Development Levy collection has increased to ~PKR 87bn in Dec'24, up 5% YoY. On a MoM basis, the PDL has declined by 21%, owing to fall in white oil sales.
- With this, the PDL collection in 1HFY25 stands at ~PKR 550bn, up 14% YoY.

Exhibit: Listed Oil Marketing Companies Market Share during 1HFY25



Source (s): OCAC, AHL Research

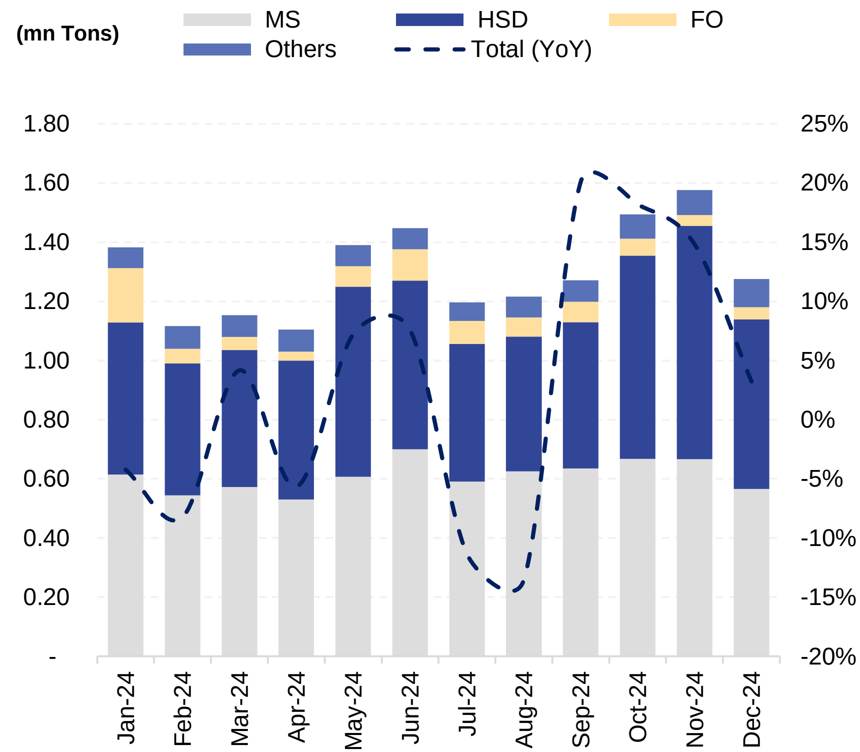
Exhibit: Petroleum Development Levy (PDL) Collection

(PKR bn)	Dec'24	Nov'24	MoM	Dec'23	YoY	1HFY25	1HFY24	YoY
MS	46	54	-15%	47	-1%	306	282	8%
HSD	40	56	-27%	36	12%	244	201	22%
Total	**87**	**110**	**-21%**	**83**	**5%**	**550**	**483**	**14%**

Source (s): OCAC, AHL Research

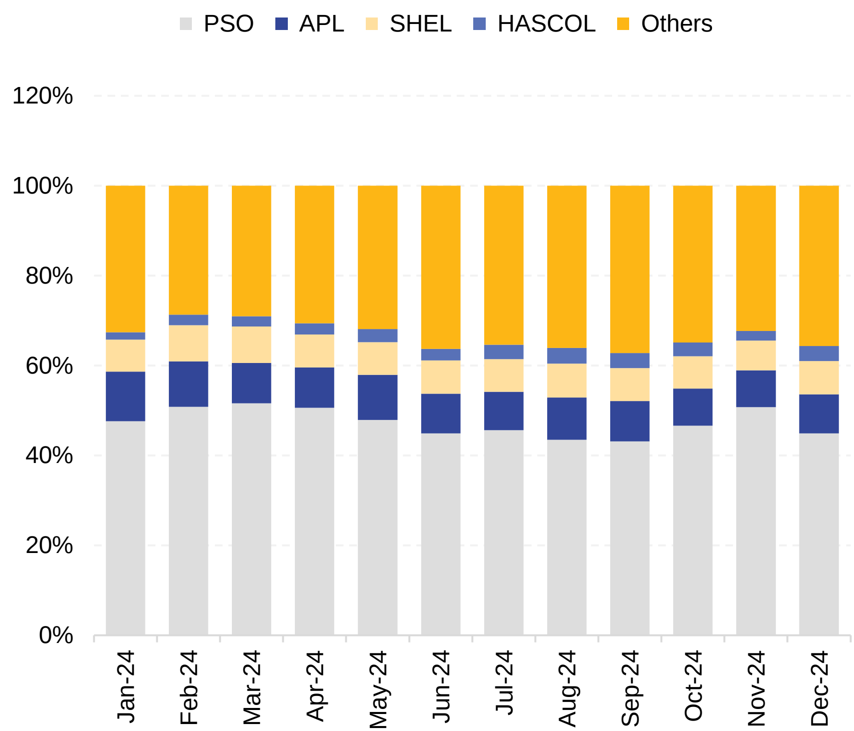
Petroleum Consumption
Dec'24: Petroleum sales up by 3% YoY

Exhibit: Contribution of MS, HSD, and FO in monthly sales



Source (s): OCAC, OGRA, AHL Research

Exhibit: Historical Market Share of Listed Oil Marketing Companies



Source (s): OCAC, OGRA, AHL Research

Petroleum Consumption
Dec’24: Petroleum sales up by 3% YoY

Exhibit: Major Oil Marketing Companies Sales

	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec’24
Sales (K tons)													
PSO	596	658	567	594	559	665	649	546	528	548	695	799	572
TPPL	137	147	131	132	121	149	160	126	134	137	150	160	140
APL	128	153	113	103	99	140	129	102	114	114	124	131	111
SPL	90	98	89	94	81	100	107	86	92	93	107	103	95
GO	35	54	32	19	21	53	91	107	110	126	145	151	124
BYCO	52	55	26	39	40	53	56	36	33	47	46	39	35
HASCOL	27	23	27	26	27	41	38	39	42	42	46	34	43
BE	30	38	29	30	31	34	34	26	24	26	30	32	27
PEARL PARCO	19	35	-	-	-	-	30	-	13	16	10	11	14
PUMA	14	17	11	15	14	17	16	15	13	12	17	17	11
Others	107	105	91	101	111	136	136	113	113	109	123	98	104
Total	**1,236**	**1,382**	**1,116**	**1,154**	**1,104**	**1,389**	**1,447**	**1,196**	**1,216**	**1,272**	**1,493**	**1,576**	**1,276**
Market Share													
PSO	48%	48%	51%	51%	51%	48%	45%	46%	43%	43%	47%	51%	45%
TPPL	11%	11%	12%	11%	11%	11%	11%	11%	11%	11%	10%	10%	11%
APL	10%	11%	10%	9%	9%	10%	9%	9%	9%	9%	8%	8%	9%
SPL	7%	7%	8%	8%	7%	7%	7%	7%	8%	7%	7%	7%	7%
GO	3%	4%	3%	2%	2%	4%	6%	9%	9%	10%	10%	10%	10%
BYCO	4%	4%	2%	3%	4%	4%	4%	3%	3%	4%	3%	2%	3%
HASCOL	2%	2%	2%	2%	2%	3%	3%	3%	3%	3%	3%	2%	3%
BE	2%	3%	3%	3%	3%	2%	2%	2%	2%	2%	2%	2%	2%
PEARL PARCO	2%	3%	0%	0%	0%	0%	2%	0%	1%	1%	1%	1%	1%
PUMA	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%
Others	9%	8%	8%	9%	10%	10%	9%	9%	9%	9%	8%	6%	8%

Source (s): OCAC, AHL Research

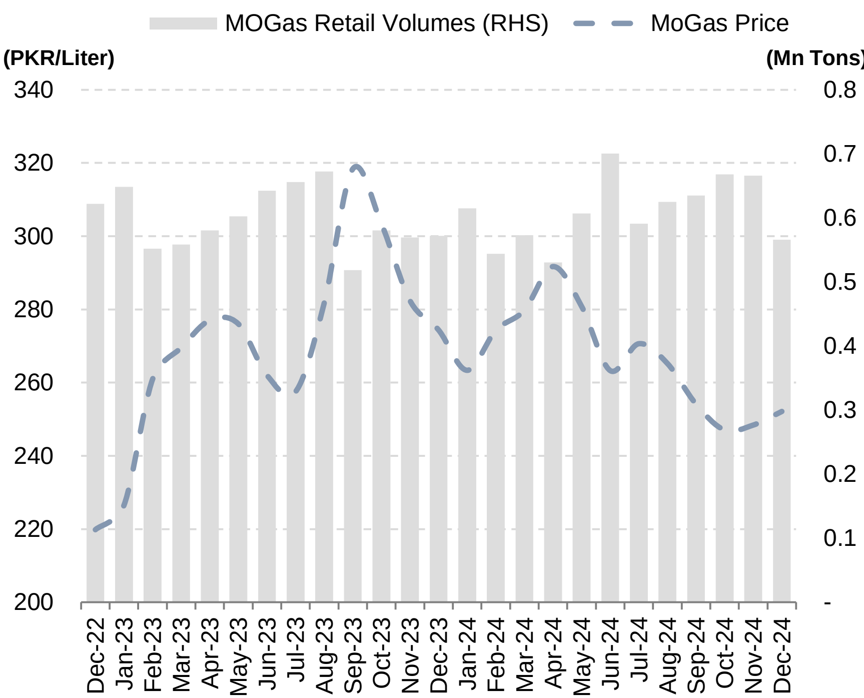
Exhibit: Major Oil Marketing Companies Sales

	1HFY25	1HFY24	YoY
PSO	3,689,778	3,851,928	-4.2%
TPPL	848,226	830,833	2.1%
APL	695,226	778,723	-10.7%
SPL	576,975	544,673	5.9%
GO	763,728	255,095	199.4%
BYCO	236,508	203,203	16.4%
HASCOL	245,467	203,085	20.9%
BE	164,985	192,962	-14.5%
PEARL PARCO	63,154	112,271	-43.7%
PUMA	85,863	106,385	-19.3%
Others	659,417	605,814	8.8%
Total	**8,029,326**	**7,684,972**	**4.5%**

Source (s): OCAC, AHL Research

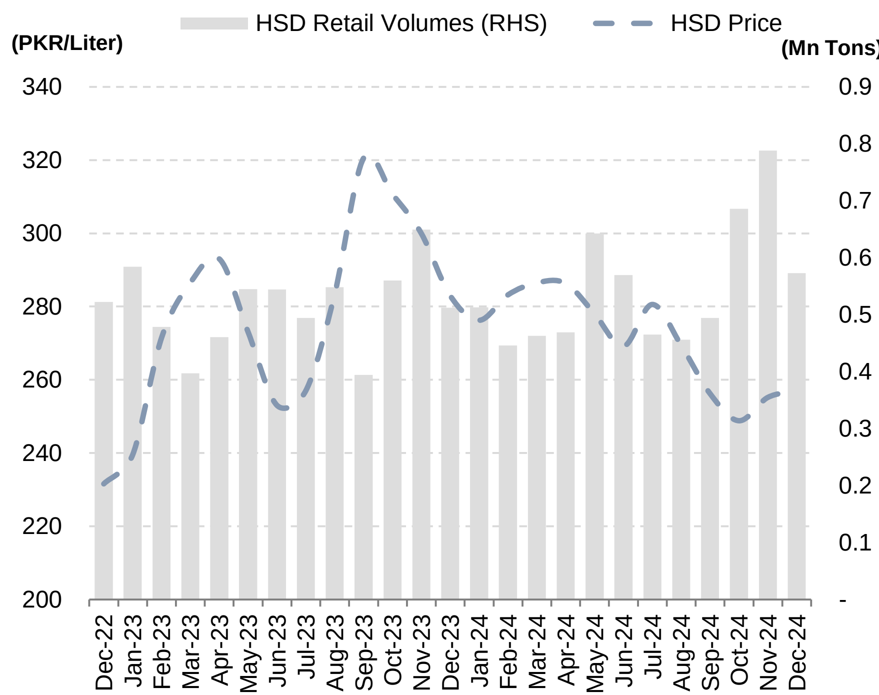
Petroleum Consumption Focus Charts

Exhibit: Historical Trend of MoGas sales and Price



Source (s): OCAC, OGRA, AHL Research

Exhibit: : Historical Trend of HSD sales and Price



Source (s): OCAC, OGRA, AHL Research

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AHL Research uses the following valuation technique(s) to arrive at the period end target prices;

- Discounted Cash Flow (DCF)
- Dividend Discount Model (DDM)
- Sum of the Parts (SoTP)
- Justified Price to Book (JPTB)
- Reserved Base Valuation (RBV)

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- Market risk
- Interest Rate Risk
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