

Pakistan Oil and Gas Marketing Sector

7MFY26: OMC sales grew 3% YoY to 9.67mn tons

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REP-300

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Best Broker: '25
Best Bank for Research: '25
Best Investment Bank for M&A: '25
Best for Research: '24
Best for Diversity & Inclusion: '24
Best Investment Bank: '23



Best Securities House: '23
Best Investment Bank: '23



Best Corporate Finance House: '25, '23-'13
Best Brokerage House: '23 - '21
Best Brokerage House (Runner-up): '25-'24
Best Economic Research House: '23-'21
Best Economic Research House (Runner-up): '25-'24



Best Brokerage House:
2023



Best Broker: '25
Best Equity Capital
Market House: '25



Top 25 Companies
('17-'19)



Best Gender Equality Bond: '24
Best Equity Advisor: '21



Excellence Award Leading
Brokerage House for RDA '21

Petroleum Consumption

Jan'26: OMC sales up 12% MoM to 1.52mn tons

- Pakistan's petroleum sales increased by 12% MoM to 1.52mn tons in Jan'26. Excluding FO, the volumes recorded a 9% MoM increase to 1.41mn tons.
- The MoM improvement was driven by a 4% decline in MS prices and a 6% drop in HSD prices, higher automobile sales benefiting from the January effect, and increased tractor sales under the Green Tractor Scheme, which supported HSD consumption.
- MS offtake improved by 2% MoM in Jan'26 to 0.64mn tons. HSD sales grew 20% MoM to 0.66mn tons, due to aforementioned reasons. FO sales recorded a strong 76% MoM increase, primarily driven by lower hydel generation during the winter months, which led to a greater reliance on thermal power plants.
- On a YoY basis, the volumes increased by 10% YoY. Ex FO volumes improved 7% YoY. The growth was driven by lower retail prices, MS and HSD down by 0.5% and 1% YoY, a recovery in automobile sales and crackdown in smuggling of diesel.
- HSD volumes improved 11% YoY in Jan'26. MS volumes increased 3% YoY. Conversely, FO sales improved 76% YoY driven due to aforementioned reason.
- Cumulatively, in 7MFY26, total petroleum product sales increased 3% YoY to 9.67mn tons compared to 9.41mn tons in SPLY.
- Product-wise, MS and HSD volumes clocked in at 4.50mn tons and 4.24mn tons, respectively, whereas FO sales declined to 0.26mn tons (down 36% YoY, due to PKR 77/litre PDL introduced in the FY26 budget).

Exhibit: OMC's Sales Volume

Mn. Ton	Jan-26	Dec-25	MoM	Jan-25	YoY 7MFY26	7MFY25	YoY	
Industry								
MS	0.64	0.63	2%	0.62	3%	4.50	4.37	3%
HSD	0.66	0.55	20%	0.60	11%	4.24	4.06	4%
FO	0.10	0.06	76%	0.06	76%	0.26	0.41	-36%
Total	1.52	1.35	12%	1.38	10%	9.67	9.41	3%
PSO								
MS	0.24	0.23	5%	0.25	-3%	1.73	1.81	-5%
HSD	0.28	0.22	28%	0.26	9%	1.82	1.92	-5%
FO	0.02	0.00	675%	0.00	329%	0.04	0.09	-49%
Total	0.63	0.53	17%	0.59	6%	4.07	4.28	-5%
APL								
MS	0.05	0.05	11%	0.05	0%	0.37	0.37	0%
HSD	0.06	0.05	25%	0.06	-3%	0.36	0.36	0%
FO	0.01	0.00	1237%	0.01	38%	0.03	0.07	-56%
Total	0.13	0.10	31%	0.13	2%	0.80	0.83	-3%
SHEL								
MS	0.06	0.06	7%	0.06	4%	0.42	0.41	2%
HSD	0.05	0.04	37%	0.04	46%	0.32	0.24	33%
FO	-	-	nm	-	nm	-	-	nm
Total	0.12	0.10	17%	0.10	20%	0.79	0.68	16%
HASCOL								
MS	0.03	0.03	2%	0.03	-1%	0.17	0.18	-5%
HSD	0.02	0.02	9%	0.02	-1%	0.12	0.11	9%
FO	-	-	nm	-	nm	0.00	-	nm
Total	0.05	0.05	5%	0.05	-3%	0.30	0.30	2%

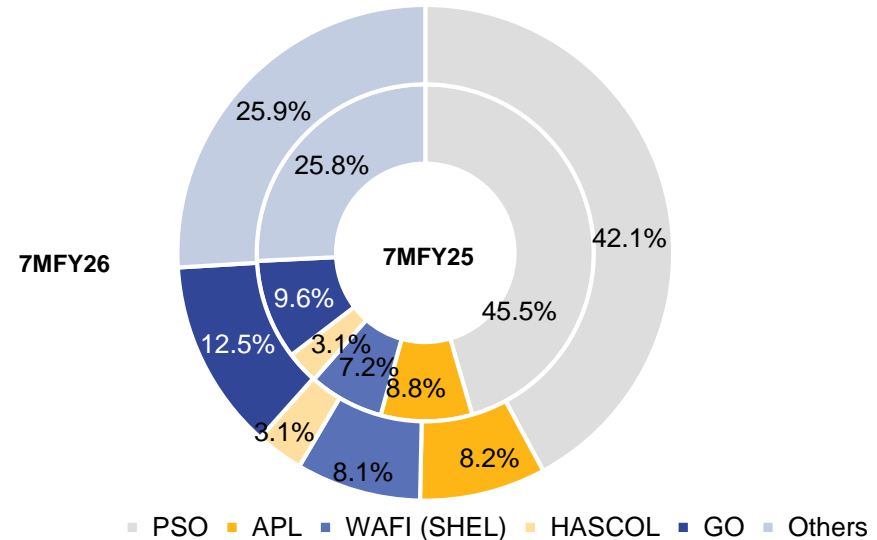
Source (s): OCAC, AHL Research

Petroleum Consumption

PSO's market share declines by 3.4% in 7MFY26

- On a company-wise basis, PSO's sales improved by 6% YoY to 0.63mn tons in Jan'26. MS offtake declined by 3% YoY at 0.24mn tons, while HSD offtake improved by 9%. FO offtake however improved significantly by 329% YoY.
- Moreover, the offtake of APL increased by 2% YoY to 0.13mn tons.
- WAFI (SHEL) dispatches surged 20% YoY, while HASCOL's offtake declined by 3% YoY.
- PSO's market share in 7MFY26 shrunk by 3.4% to 42.1% vis-à-vis 45.5% in SPLY.
- The market share of APL also declined by 0.5% arriving at 8.2% YoY in 7MFY26.
- On the other hand, the market share of WAFI improved at 8.2% (+0.9% YoY) in 7MFY26.
- HASCOL's market share in 7MFY26 remained steady at 3.1%.
- The market share of Gas and Oil Pakistan Ltd (GO) improved by 2.9% significantly to 12.5% in 7MFY26 compared to 9.6% in SPLY.
- With this, the Petroleum Levy (PL) collection in 7MFY26 stands at ~PKR 879.6bn.
- To recall, the Federal Government has set a revised PL target of PKR 1,468bn (monthly average of PKR 112bn) for FY26.

Exhibit: Listed Oil Marketing Companies Market Share during 7MFY26

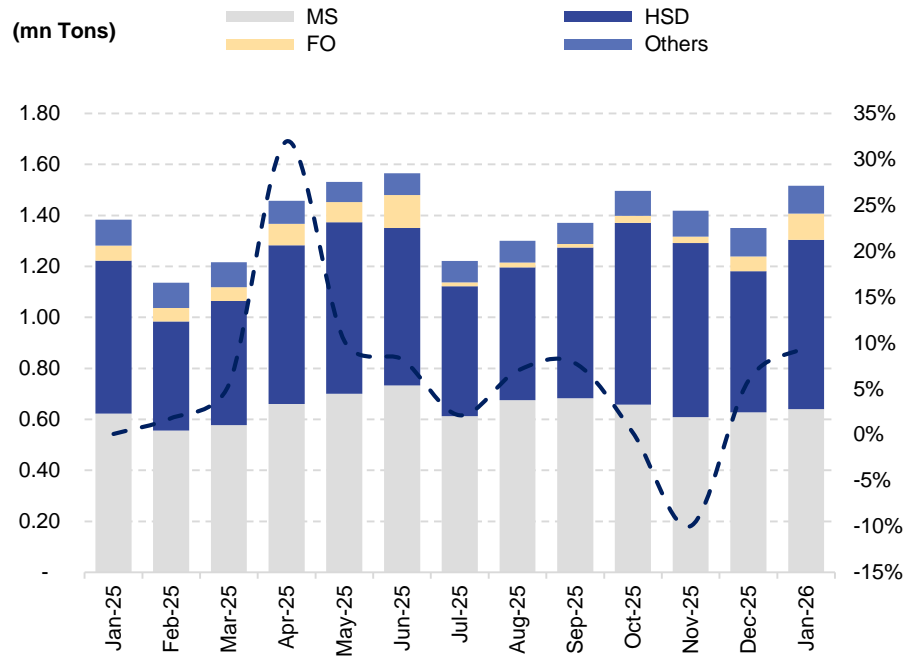


Source (s): OCAC, AHL Research

Petroleum Consumption

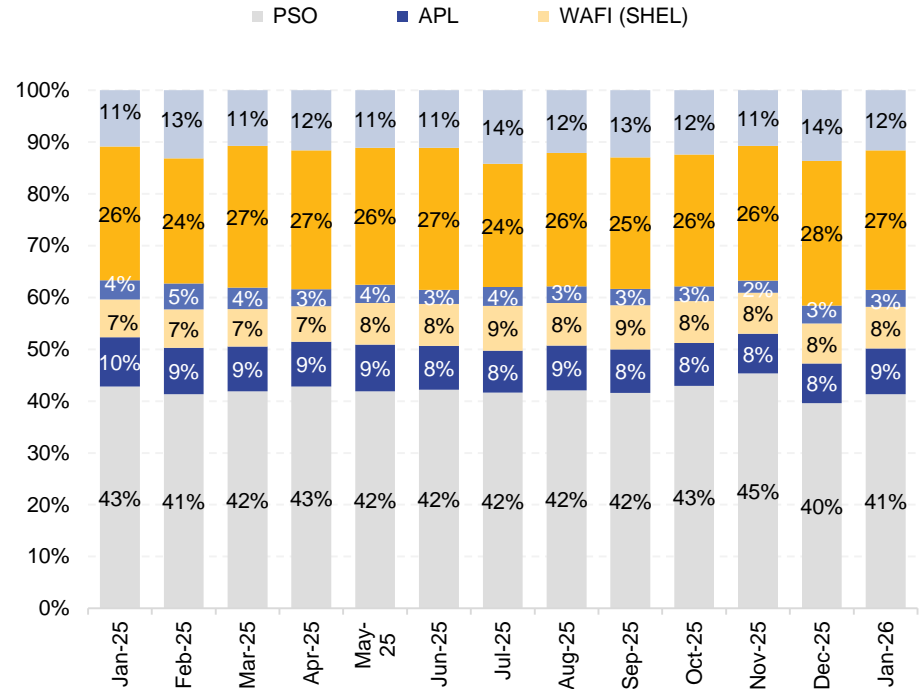
Jan'26: OMC sales up 12% MoM to 1.52mn tons

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



Source (s): OCAC, AHL Research

Exhibit: Historical Market Share of Listed Oil Marketing Companies



Source (s): OCAC, AHL Research

Petroleum Consumption

Jan'26: OMC sales up 12% MoM to 1.52mn tons

Exhibit: Major Oil Marketing Companies Sales

	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26
Sales (K tons)													
PSO	592	470	510	624	642	661	508	547	570	643	643	535	626
TPPL	147	121	128	140	161	151	129	139	139	159	151	138	149
APL	132	102	105	126	137	132	99	112	116	124	109	103	134
SPL	101	84	88	100	123	127	106	107	117	121	112	104	122
GO	150	149	131	169	170	174	150	157	178	185	152	184	175
BYCO	41	41	51	63	61	86	28	29	30	37	43	70	68
HASCOL	51	43	50	48	54	43	45	42	43	42	34	47	49
BE	33	22	27	34	32	33	28	29	30	32	31	25	36
PEARL PARCO	15	16	21	28	33	34	3	6	5	8	5	8	17
PUMA	12	8	11	16	16	24	17	19	19	22	21	17	20
Others	109	81	96	111	103	101	111	114	123	124	118	119	119
Total	1,384	1,136	1,217	1,458	1,532	1,566	1,223	1,300	1,370	1,496	1,418	1,350	1,516
Market Share													
PSO	43%	41%	42%	43%	42%	42%	42%	42%	42%	43%	45%	40%	41%
TPPL	11%	11%	10%	10%	10%	10%	11%	11%	10%	11%	11%	10%	10%
APL	10%	9%	9%	9%	9%	8%	8%	9%	8%	8%	8%	8%	9%
SPL	7%	7%	7%	7%	8%	8%	9%	8%	9%	8%	8%	8%	8%
GO	11%	13%	11%	12%	11%	11%	12%	12%	13%	12%	11%	14%	12%
BYCO	3%	4%	4%	4%	4%	6%	2%	2%	2%	3%	3%	5%	4%
HASCOL	4%	4%	4%	3%	4%	3%	4%	3%	3%	3%	2%	3%	3%
BE	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
PEARL PARCO	1%	1%	2%	2%	2%	2%	0%	0%	0%	1%	0%	1%	1%
PUMA	1%	1%	1%	1%	1%	2%	1%	1%	1%	1%	2%	1%	1%
Others	8%	7%	8%	8%	7%	6%	9%	9%	9%	8%	8%	9%	8%

Source (s): OCAC, AHL Research

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

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- Interest Rate Risk
- Exchange Rate (Currency) Risk

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