

June 2, 2021

Monthly POL Sales

May 2021: Growth rebounded +14%y/y to 1.69mn tons led by FO and MS

Industry volumes for oil marketing companies for the month of May-21 witnessed a growth of +14%YoY to 1.69mn ton bringing industry volumes for 11MFY21 to 17.52mn ton up by +19%YoY. Furnace Oil (FO) / Motor Spirit (MS) / High Speed Diesel (HSD) sales were up by +16%/+15%/+11%YoY during May-21. On a monthly basis, industry volumes are up by +1%MoM in May-21 on the back of +9%MoM incline in MS sales despite 5%/3%MoM decline in FO/HSD volumes.

- During the 11MFY21, FO/HSD/MS sales increased by +46%/+19%/+13%YoY. Company wise PSO/SHEL/APL led the charts by posting +27%/+16%/+1%YoY incline in total sales while HASCOL witnessed 27%YoY plunge in total volumes with market share for APL and HASCOL dropping by 2% and 3% to 9% and 4% respectively. However PSO's market share increased by 3% to 46%.
- **MS:** MS sales inclined by +15%YoY to 0.73mn ton in May-21, while on sequential basis, volumes are up by +9%MoM. PSO and SHEL posted +26%YoY and +17%YoY growth in volumes while HASCOL and APL reported 42%YoY and 14%YoY decline respectively during May-21. For 11MFY21, MS volumes are up by +13%YoY to 7.46mn ton. During 11MFY21, PSO and SHEL led the chart by posting +24%YoY and +6%YoY rise in volumes with PSO's market share rising to 42% and SHEL retained its market share, while HASCOL/APL registered 18%/8%YoY decline in sales with market share dropping to 5%/7% respectively.

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- **HSD:** HSD sales increased by +11%YoY to 0.76mn ton in May-21, while on monthly basis volumes are down by 3%MoM. This brings total 11MFY21 sales at 6.92mn ton up by +19%YoY. For 11MFY21, PSO and SHEL led the charts with +27%YoY and +26%YoY growth in sales with market share increasing to 48% and 8% respectively. HASCOL/APL registered 29%/13%YoY decline in volumes during 11MFY21 with HASCOL/APL market share coming down to 4% and 7% from 8% and 10% in 11MFY20.
- **FO:** FO volumes increased by +16%YoY during May-21 to 0.17mn ton likely attributable to higher demand from IPPs compared to last year. Volumes are down by 5%MoM in May-21. As a result, total FO volumes are up by +46%YoY in 11MFY21 to 2.65mn ton. For 11MFY21, PSO and APL reported +71%YoY and +37%YoY incline in sales with PSO and APL's market share standing at 49% and 18% respectively.

Outlook: MS sales are likely to remain strong during 2HFY21 as automobile sales pick up along with introduction of new vehicles by new entrants such as KIA & Hyundai. HSD sales are likely to remain elevated amid pick up in commercial activity however rise in grey market sales may likely hurt volumetric growth. FO sales are likely to slow down in coming months however expected to pick up during peak summer demand.

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Exhibit: OMC's Monthly Sales Volume (May-21)

INDUSTRY											
000'tons	May-21	Apr-21	MoM	May-20	YoY	5MCY21	5MCY20	YoY	11MFY21	11MFY20	YoY
MS	730.7	671.3	9%	636.8	15%	3,350.5	2,775.8	21%	7,460.8	6,589.8	13%
HSD	761.4	785.8	-3%	687.5	11%	3,176.1	2,471.8	28%	6,923.0	5,793.4	19%
FO	168.1	176.4	-5%	144.9	16%	1,024.2	638.5	60%	2,648.4	1,811.7	46%
Others	32.0	38.6	-17%	15.6	105%	213.9	145.3	47%	485.1	551.1	-12%
Total	1,692.2	1,672.2	1%	1,484.8	14%	7,764.6	6,031.4	29%	17,517.3	14,746.1	19%

PSO											
000'tons	May-21	Apr-21	MoM	May-20	YoY	5MCY21	5MCY20	YoY	11MFY21	11MFY20	YoY
MS	311.3	300.2	4%	247.6	26%	1,416.5	1,018.0	39%	3,137.3	2,536.5	24%
HSD	373.1	373.3	0%	351.6	6%	1,498.7	1,080.2	39%	3,294.3	2,587.0	27%
FO	53.0	76.0	-30%	12.7	317%	494.5	120.8	309%	1,310.4	767.2	71%
Others	20.8	28.4	-27%	10.3	102%	154.3	114.9	34%	332.0	477.7	-31%
Total	758.3	777.9	-3%	622.2	22%	3,564.1	2,333.9	53%	8,074.0	6,368.3	27%

APL											
000'tons	May-21	Apr-21	MoM	May-20	YoY	5MCY21	5MCY20	YoY	11MFY21	11MFY20	YoY
MS	49.3	49.9	-1%	57.4	-14%	252.4	255.1	-1%	554.4	599.4	-8%
HSD	54.0	49.7	9%	49.9	8%	229.4	226.5	1%	495.3	570.1	-13%
FO	36.2	32.0	13%	28.7	26%	157.6	127.7	23%	463.6	339.5	37%
Others	3.7	3.2	13%	2.7	35%	17.2	16.3	6%	44.2	34.5	28%
Total	143.2	134.9	6%	138.7	3%	656.6	625.5	5%	1,557.5	1,543.6	1%

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Exhibit: OMC's Monthly Sales Volume (May-21)

HASCOL											
000'tons	May-21	Apr-21	MoM	May-20	YoY	5MCY21	5MCY20	YoY	11MFY21	11MFY20	YoY
MS	32.1	18.1	77%	55.1	-42%	137.7	246.0	-44%	406.3	495.3	-18%
HSD	26.3	15.2	73%	58.5	-55%	102.2	201.1	-49%	310.0	439.0	-29%
FO	0.0	0.0	0%	4.0	-100%	0.0	30.3	-100%	4.7	64.8	-93%
Others	0.3	0.3	-23%	0.1	137%	3.1	0.9	231%	7.4	2.9	156%
Total	58.7	33.6	75%	117.7	-50%	242.9	478.3	-49%	728.3	1,002.0	-27%

SHEL											
000'tons	May-21	Apr-21	MoM	May-20	YoY	5MCY21	5MCY20	YoY	11MFY21	11MFY20	YoY
MS	74.0	72.4	2%	63.5	17%	365.0	295.9	23%	791.9	746.4	6%
HSD	56.6	58.2	-3%	35.6	59%	259.0	173.8	49%	547.8	435.0	26%
FO	0.0	0.0	0%	0.0	n/m	0.0	0.2	-100%	0.0	0.2	-100%
Others	3.9	3.5	11%	0.9	318%	19.1	5.1	272%	42.2	14.4	193%
Total	134.6	134.1	0%	100.0	35%	643.1	475.1	35%	1,381.9	1,195.9	16%

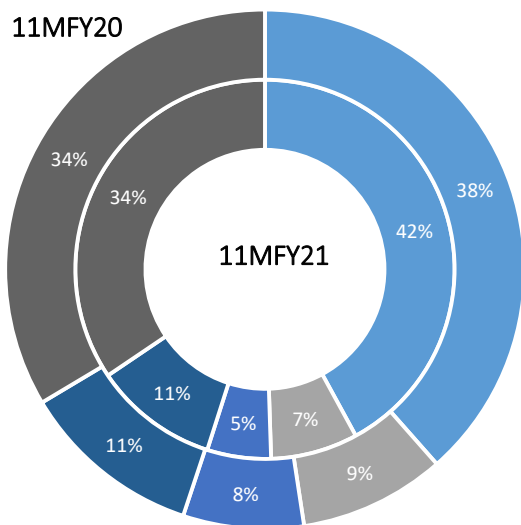
Source: OCAC, IGI Research

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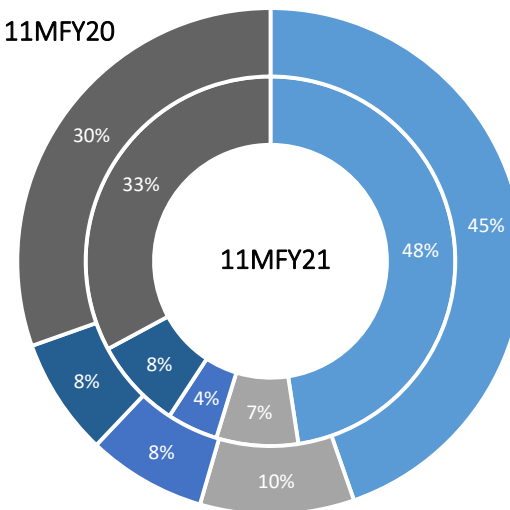
Exhibit: MS Market Share

Exhibit: HSD Market Share

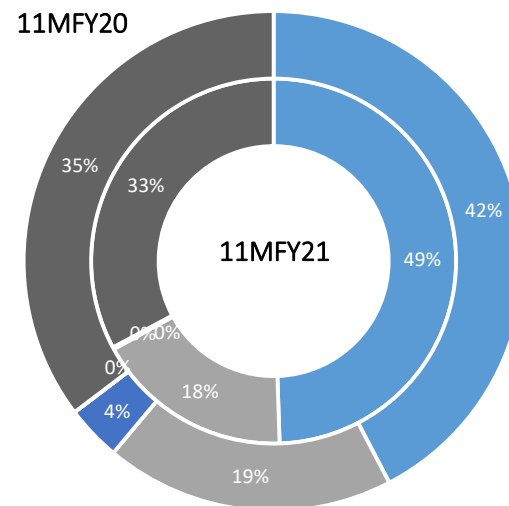
Exhibit: FO Market Share



■ PSO ■ APL ■ HASCOL ■ SHEL ■ Others



■ PSO ■ APL ■ HASCOL ■ SHEL ■ Others



■ PSO ■ APL ■ HASCOL ■ SHEL ■ Others

Source: OCAC, IGI Research

Important Disclaimer and Disclosures

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Time Horizon: Dec – 2021

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