

# Day Break

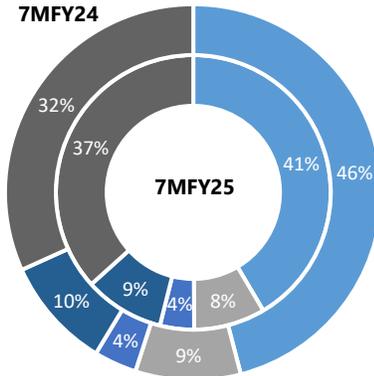
Tuesday, February 4, 2025



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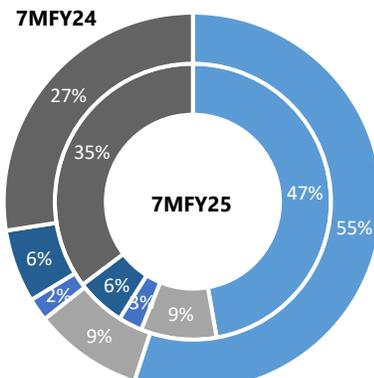
## MS Market Share – Company wise

■ PSO ■ APL ■ HASCOL  
■ SHEL ■ Others



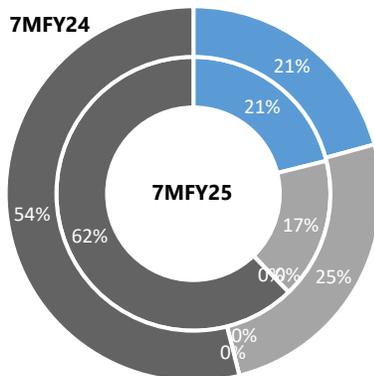
## HSD Market Share – Company wise

■ PSO ■ APL ■ HASCOL  
■ SHEL ■ Others



## FO Market Share – Company wise

■ PSO ■ APL ■ HASCOL  
■ SHEL ■ Others



### Analyst

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## Oil & Gas Marketing Companies

### Jan-25: Volumes Remained Flat at 1.38mntons; Up by +8%m/m

- Industry volumes for oil marketing companies for the month of Jan-25 remained flat at 1.38mn ton bringing industry volumes for 7MFY25 to 9.41mn ton up by +4%Y/y. High Speed Diesel (HSD) / Motor Spirit (MS) sales were up by +17%/+1%y/y during Jan-25 while Furnace Oil (FO) sales were down by 67%y/y. On a monthly basis, industry volumes are up by +8%m/m to 1.38mn ton during Jan-25 on the back of +40%/+10%/+5%m/m incline in FO/MS/HSD sales.
- During the 7MFY25, HSD/MS sales increased by +11/+5%y/y while FO sales declined by 46%y/y. Company wise APL/PSO witnessed 11%/5%y/y decline in total sales while HASCOL/SHEL reported +31%/+6%y/y growth during 7MFY25. Market share for PSO and APL dropped by 4.2% and 1.5% to 45% and 9% respectively during 7MFY25 against 50% and 10% in the same period last year, while SHEL and HASCOL reported 0.1% and 0.7% growth in market share during 7MFY25 respectively.
- Cut in interest rate by SBP is likely to give slight push to passenger car sales. However, rise in HEV sales and potential launch of EV cars are also likely to restrict demand growth of petrol engines going forward. Potential hike in OMC margins are likely to support earnings amid depressed demand. Continued improvement in cash collection is likely to keep cash flows strong for PSO going forward and may unlock valuations.

### Jan-25: POL sales remained flat at 1.38mn ton

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During the 7MFY25, HSD/MS sales increased by +11/+5%y/y while FO sales declined by 46%y/y. Company wise APL/PSO witnessed 11%/5%y/y decline in total sales while HASCOL/SHEL reported +31%/+6%y/y growth during 7MFY25. Market share for PSO and APL dropped by 4.2% and 1.5% to 45% and 9% respectively during 7MFY25 against 50% and 10% in the same period last year, while SHEL and HASCOL reported 0.1% and 0.7% growth in market share during 7MFY25 respectively.

## MS

MS sales inched up by +1%/y to 0.62mn ton during Jan-25 while on sequential basis volumes increased by +10%/m. PSO, SHEL and APL recorded 11%/y, 6%/y and 6%/y decline in volumes respectively while HASCOL posted +68%/y growth during Jan-25. For 7MFY25, MS volumes increased by +5%/y to 4.37mn ton. During 7MFY25, HASCOL and SHEL posted +14%/y and +3%/y growth in volumes respectively, whereas, PSO and APL recorded 6%/y and 3%/y drop in total MS sales. PSO, APL and SHEL's market share dropped to 41.5%, 8.4% and 9.4% during 7MFY25 from 45.9%, 9.0% and 9.6% respectively in the same period last year. HASCOL's market share increased to 4.0% during 7MFY25 from 3.7% in the similar period last year.

## HSD

HSD sales jumped up by +17%/y to 0.60mn ton in Jan-25 and on monthly basis volumes depicted a growth of +5%/m. HASCOL, APL and SHEL reported +2.9x/y, +32%/y and +7%/y incline in sales respectively during Jan-25 while PSO reported 5%/y drop in HSD volumes. This brings total 7MFY25 sales at 4.06mn ton up by +11%/y. For 7MFY25, HASCOL, APL and SHEL posted +57%/y, 5%/y and +3%/y incline in sales with market share for HASCOL increasing to 2.8%. PSO reported 5%/y decline in total HSD sales during 7MFY25. Market share for PSO, APL and SHEL dropped by 7.8%, 0.5% and 0.4% respectively.

## FO

FO volumes plummeted by 68%/y during Jan-25 to 0.06mn ton likely attributable to significantly lower demand from IPPs compared to last year. Volumes are up by +40%/m during Jan-25. Total FO volumes are down by 46%/y during 7MFY25 to 0.41mn ton. For 7MFY25, PSO and APL reported 45%/y and 64%/y decline in sales with PSO's market share increasing to 21.1% compared to 20.8% in 7MFY24, whereas, APL's market share dropped to 16.7% from 25.3% in the same period last year.

## Outlook

Cut in interest rate by SBP is likely to give slight push to passenger car sales. However, rise in HEV sales and potential launch of EV cars are also likely to restrict demand growth of petrol engines going forward. Potential hike in OMC margins are likely to support earnings amid depressed demand. Continued improvement in cash collection is likely to keep cash flows strong for PSO going forward and may unlock valuations.

**Exhibit: OMC's Monthly Sales Volume (Jan-25)**

000'tons	Jan-25	Dec-24	MoM	Jan-24	YoY	CY25	CY24	YoY	7MFY25	7MFY24	YoY
<b>Industry</b>											
MS	623.1	565.9	10%	614.9	1%	623.1	614.9	1%	4,373.6	4,182.7	5%
HSD	599.8	573.2	5%	513.0	17%	599.8	513.0	17%	4,062.4	3,671.6	11%
FO	58.1	41.5	40%	183.8	-68%	58.1	183.8	-68%	405.2	745.4	-46%
Others	102.6	95.1	8%	70.6	45%	102.6	70.6	45%	571.9	467.4	22%
Total	1,383.7	1,275.7	8%	1,382.2	0%	1,383.7	1,382.2	0%	9,413.1	9,067.2	4%
<b>PSO</b>											
MS	249.4	229.4	9%	279.8	-11%	249.4	279.8	-11%	1,814.9	1,921.5	-6%
HSD	259.8	263.6	-1%	273.5	-5%	259.8	273.5	-5%	1,919.3	2,019.8	-5%
FO	4.8	3.4	40%	41.2	-88%	4.8	41.2	-88%	85.6	154.8	-45%
Others	78.1	75.9	3%	63.2	24%	78.1	63.2	24%	462.0	413.6	12%
Total	592.0	572.3	3%	657.7	-10%	592.0	657.7	-10%	4,281.8	4,509.6	-5%
<b>APL</b>											
MS	53.8	49.3	9%	57.4	-6%	53.8	57.4	-6%	367.7	378.3	-3%
HSD	61.4	54.3	13%	46.4	32%	61.4	46.4	32%	360.3	342.6	5%
FO	10.8	2.3	369%	46.1	-77%	10.8	46.1	-77%	67.5	188.6	-64%
Others	5.6	4.7	18%	3.1	81%	5.6	3.1	81%	31.4	22.3	41%
Total	131.6	110.6	19%	153.0	-14%	131.6	153.0	-14%	826.8	931.7	-11%
<b>HASCOL</b>											
MS	25.9	23.0	13%	15.4	68%	25.9	15.4	68%	175.5	153.6	14%
HSD	22.3	17.8	25%	7.6	193%	22.3	7.6	193%	113.5	72.2	57%
FO	-	-	0%	-	0%	-	-	0%	-	-	0%
Others	2.5	2.1	15%	-	0%	2.5	-	0%	7.1	0.3	2371%
Total	50.7	42.9	18%	23.0	120%	50.7	23.0	120%	296.1	226.1	31%
<b>SHEL</b>											
MS	59.1	54.7	8%	62.9	-6%	59.1	62.9	-6%	411.5	401.2	3%
HSD	35.9	35.1	2%	33.4	7%	35.9	33.4	7%	236.5	229.2	3%
FO	-	-	0%	-	n/m	-	-	0%	-	-	0%
Others	6.4	5.0	28%	1.6	302%	6.4	1.6	302%	30.4	12.2	149%
Total	101.4	94.7	7%	97.9	4%	101.4	97.9	4%	678.4	642.6	6%

Source: IGI Research, OCAC

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