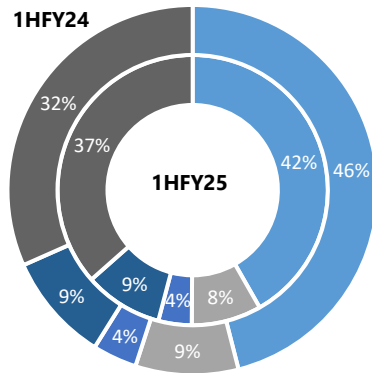


# Day Break

Thursday, January 2, 2025

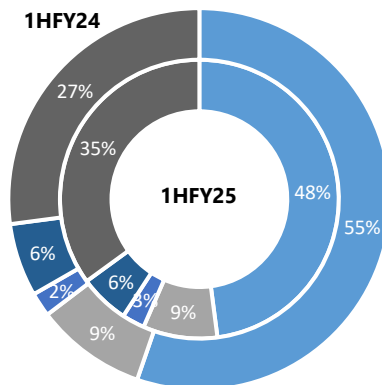
## MS Market Share – Company wise

■ PSO ■ APL ■ HASCOL  
■ SHEL ■ Others



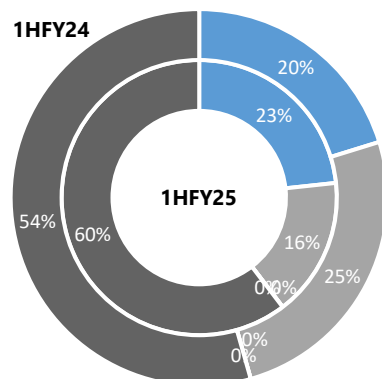
## HSD Market Share – Company wise

■ PSO ■ APL ■ HASCOL  
■ SHEL ■ Others



## FO Market Share – Company wise

■ PSO ■ APL ■ HASCOL  
■ SHEL ■ Others



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## Oil & Gas Marketing Companies

### Dec-24: Volumes Depict a Growth of +3%/y; Down by 19%/m/m

- Industry volumes for oil marketing companies for the month of Dec-24 increased by +3%/y to 1.28mn ton bringing industry volumes for 1HFY25 to 8.03mn ton up by +4%Y/y. High Speed Diesel (HSD) sales were up by +12%/y/y during Dec-24 while Furnace Oil (FO) / Motor Spirit (MS) sales were down by 48%/1%/y/y. On a monthly basis, industry volumes are down by 19%/m/m to 1.28mn ton during Dec-24 on the back of 27%/15%/m/m decline in HSD/MS sales despite +12%/m/m incline in FO volumes.
- During the 1HFY25, HSD/MS sales increased by +10%/+5%/y/y while FO sales declined by 38%/y/y. Company wise APL/PSO witnessed 11%/4%/y/y decline in total sales while HASCOL/SHEL reported +21%/+6%/y/y growth during 1HFY25. Market share for PSO and APL dropped by 4.2% and 1.5% to 46% and 9% respectively during 1HFY25 against 50% and 10% in the same period last year, while SHEL and HASCOL reported 0.1% and 0.4% growth in market share during 1HFY25 respectively.
- Lower domestic prices and decline in grey market sales is likely to provide support to MS and HSD volumes. Moreover, 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. Hike in gas prices is likely to keep cash flows strong for PSO going forward and may unlock valuations.

### Dec-24: POL sales inclined by +3%/y to 1.28mn ton

Industry volumes for oil marketing companies for the month of Dec-24 increased by +3%/y to 1.28mn ton bringing industry volumes for 1HFY25 to 8.03mn ton up by +4%Y/y. High Speed Diesel (HSD) sales were up by +12%/y/y during Dec-24 while Furnace Oil (FO) / Motor Spirit (MS) sales were down by 48%/1%/y/y. On a monthly basis, industry volumes are down by 19%/m/m to 1.28mn ton during Dec-24 on the back of 27%/15%/m/m decline in HSD/MS sales despite +12%/m/m incline in FO volumes.

During the 1HFY25, HSD/MS sales increased by +10%/+5%/y/y while FO sales declined by 38%/y/y. Company wise APL/PSO witnessed 11%/4%/y/y decline in total sales while HASCOL/SHEL reported +21%/+6%/y/y growth during 1HFY25. Market share for PSO and APL dropped by 4.2% and 1.5% to 46% and 9% respectively during 1HFY25 against 50% and 10% in the same period last year, while SHEL and HASCOL reported 0.1% and 0.4% growth in market share during 1HFY25 respectively.

## MS

MS sales inched down by 1%/y/y to 0.57mn ton during Dec-24 while on sequential basis volumes declined by 15%/m/m. HASCOL, PSO, SHEL and APL recorded 9%/y/y, 5%/y/y and 3%/y/y decline in volumes respectively while HASCOL posted +29%/y/y growth during Dec-24. For 1HFY25, MS volumes increased by +5%/y/y to 3.75mn ton. During 1HFY25, HASCOL and SHEL posted +8%/y/y and +4%/y/y growth in volumes respectively, whereas, PSO and APL recorded 5%/y/y and 2%/y/y drop in total MS sales. PSO, APL and SHEL's market share dropped to 41.7%, 8.4% and 9.4% during 1HFY25 from 46.0%, 9.0% and 9.5% respectively in the same period last year. HASCOL's market share remained flat at 4% during 1HFY25.

## HSD

HSD sales jumped up by +12%/y/y to 0.57mn ton in Dec-24 and on monthly basis volumes depicted a decline of 27%/m/m. HASCOL, SHEL and APL reported +95%/y/y, +7%/y/y and +6%/y/y incline in sales respectively during Dec-24 while PSO reported 4%/y/y drop in HSD volumes. This brings total 1HFY25 sales at 3.46mn ton up by +10%/y/y. For 1HFY25, HASCOL, SHEL and APL posted +41%/y/y, 2%/y/y and +1%/y/y incline in sales with market share for HASCOL increasing to 2.6%. PSO reported 5%/y/y decline in total HSD sales during 1HFY25. Market share for PSO, APL and SHEL dropped by 7.4%, 0.7% and 0.4% respectively.

## FO

FO volumes plummeted by 48%/y/y during Dec-24 to 0.04mn ton likely attributable to significantly lower demand from IPPs compared to last year. Volumes are up by +12%/m/m during Dec-24. Total FO volumes are down by 38%/y/y during 1HFY25 to 0.35mn ton. For 1HFY25, PSO and APL reported 29%/y/y and 60%/y/y decline in sales with PSO's market share increasing to 23.3% compared to 20.2% in 1HFY24, whereas, APL's market share dropped to 16.3% from 25.4% in the same period last year.

## Outlook

Lower domestic prices and decline in grey market sales is likely to provide support to MS and HSD volumes. Moreover, 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. Hike in gas prices is likely to keep cash flows strong for PSO going forward and may unlock valuations.

**Exhibit: OMC's Monthly Sales Volume (Dec-24)**

000'tons	Dec-24	Nov-24	MoM	Dec-23	YoY	CY24	CY23	YoY	1HFY25	1HFY24	YoY
<b>Industry</b>											
MS	565.9	666.1	-15%	571.7	-1%	7,319.3	7,151.4	2%	3,750.4	3,567.8	5%
HSD	573.2	788.2	-27%	512.2	12%	6,566.3	6,167.9	6%	3,462.6	3,158.6	10%
FO	41.5	37.1	12%	79.2	-48%	829.2	1,170.8	-29%	347.1	561.6	-38%
Others	95.1	84.9	12%	72.4	31%	907.6	772.7	17%	469.2	396.9	18%
Total	1,275.7	1,576.2	-19%	1,235.6	3%	15,622.3	15,262.8	2%	8,029.3	7,685.0	4%
<b>PSO</b>											
MS	229.4	297.3	-23%	252.1	-9%	3,200.0	3,284.6	-3%	1,565.5	1,641.6	-5%
HSD	263.6	429.1	-39%	275.9	-4%	3,234.9	3,352.8	-4%	1,659.6	1,746.3	-5%
FO	3.4	3.9	-12%	2.9	17%	180.8	191.4	-6%	80.8	113.6	-29%
Others	75.9	69.0	10%	64.8	17%	766.2	682.0	12%	383.9	350.4	10%
Total	572.3	799.2	-28%	595.6	-4%	7,381.8	7,510.8	-2%	3,689.8	3,851.9	-4%
<b>APL</b>											
MS	49.3	53.0	-7%	51.8	-5%	642.3	627.3	2%	313.8	320.9	-2%
HSD	54.3	67.1	-19%	51.2	6%	579.0	559.3	4%	298.9	296.2	1%
FO	2.3	6.1	-62%	21.6	-89%	164.2	315.0	-48%	56.7	142.5	-60%
Others	4.7	4.6	3%	3.5	34%	47.1	37.9	24%	25.8	19.2	35%
Total	110.6	130.8	-15%	128.1	-14%	1,432.5	1,539.4	-7%	695.2	778.7	-11%
<b>HASCOL</b>											
MS	23.0	22.8	1%	17.9	29%	263.1	298.0	-12%	149.6	138.2	8%
HSD	17.8	10.4	70%	9.2	94%	158.3	162.7	-3%	91.2	64.6	41%
FO	-	-	0%	-	0%	-	-	0%	-	-	0%
Others	2.1	1.0	108%	-	0%	5.1	0.5	972%	4.7	0.3	1517%
Total	42.9	34.3	25%	27.1	59%	426.6	461.2	-8%	245.5	203.1	21%
<b>SHEL</b>											
MS	54.7	59.6	-8%	56.4	-3%	707.1	705.4	0%	352.3	338.3	4%
HSD	35.1	39.4	-11%	32.7	7%	401.7	395.4	2%	200.7	195.8	2%
FO	-	-	0%	-	n/m	-	3.7	-100%	-	-	0%
Others	5.0	4.4	13%	1.3	285%	38.0	21.6	76%	24.0	10.6	126%
Total	94.7	103.4	-8%	90.4	5%	1,146.9	1,126.0	2%	577.0	544.7	6%

Source: IGI Research, OCAC

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