

# Oil Marketing Companies

*POL products sales up 19% YoY*



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POL products sales up 19% YoY

Feb 02, 2022

OMCs sales continue to witness high growth, with Jan-22 sales coming at 1,802 KT, up 19% YoY owing to an overall uptick in economic activities, and robust demand from agriculture & power sector. Petrol sales remained upbeat at 745 KT up by 17% YoY. The stellar growth in MOGAS is spurred by increased economic activities, and curtailment of CNG for most part of ongoing winter season due to severe gas shortage in the country. In retail fuels, HSD registered significant growth of 36% YoY in Jan-22 due to overall increase in economic activities and likely inventory buildup by power plants during the month.

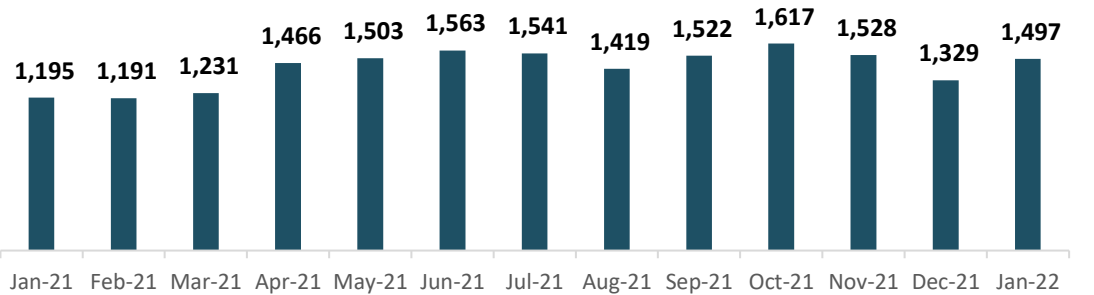
On MoM basis, Industry’s total sales volume increased by 20%, primarily due to a 103% and 20% increase in RFO and diesel sales, respectively. Electricity generation from RFO remained on increasing trajectory during this fiscal year and recorded a significant increase of 106% during 1HFY22 due to fall in RLNG & Hydel share in country’s electricity generation mix (i.e., RLNG: 19% vs 22% in 1HFY21, Hydel:30% vs 35% in 1HFY21).

On MoM basis, PSO market share in retail fuels increased by 3.3% to 48% due to 6% increase in HSD market share owing to likely sales to power plants. APL retail market share in Jan-22 remained stable at 8.6%.

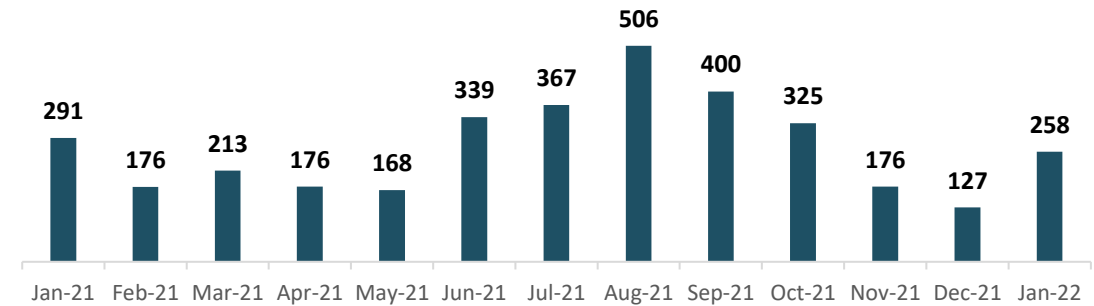
**Sector updates:** During Jan-22, PSO has entered into an MOU with Pakistan Railways for the supply of POL products, transportation and other business. Along with this PSO has also joined hands with FWO to develop state of the art two retail fuel outlets with EV charging facility on Lahore-Sialkot Motorway.

OMCs Sales (KT)	Jan-22	Jan-21	YoY	Dec-21	MoM	7MFY22	7MFY21	YoY
RFO	258	291	-11%	127	103%	2,160	1,915	13%
HSD	740	544	36%	617	20%	5,106	4,292	19%
MOGAS	745	637	17%	701	6%	5,257	4,746	11%
HOBC	12	14	-10%	12	5%	91	102	-10%
Others	47	31	50%	50	-6%	299	214	40%
Total	1,802	1,516	19%	1,507	20%	12,913	11,269	15%

Retail fuels sales (‘000 tons)



RFO sales (‘000 tons)

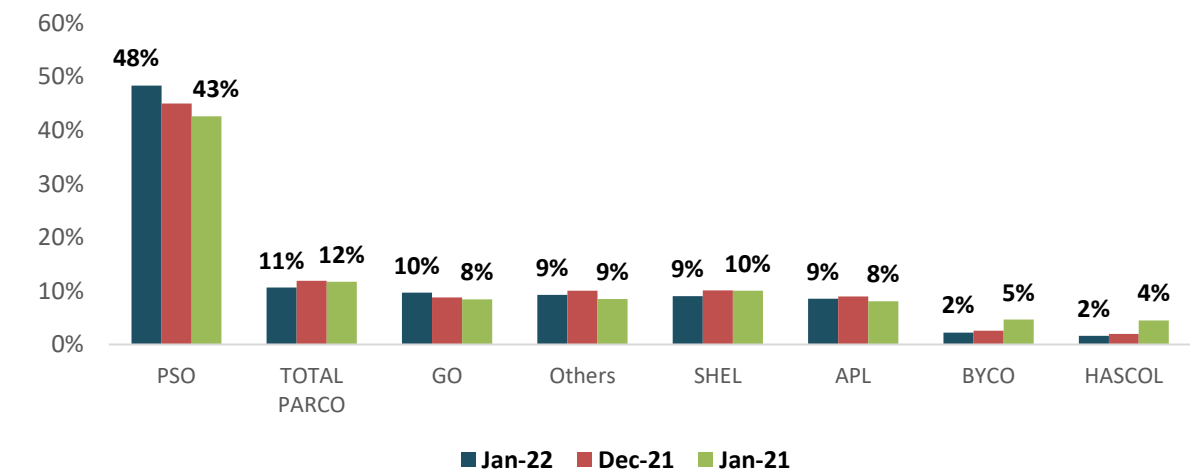


Source: OCAC, IIS Research

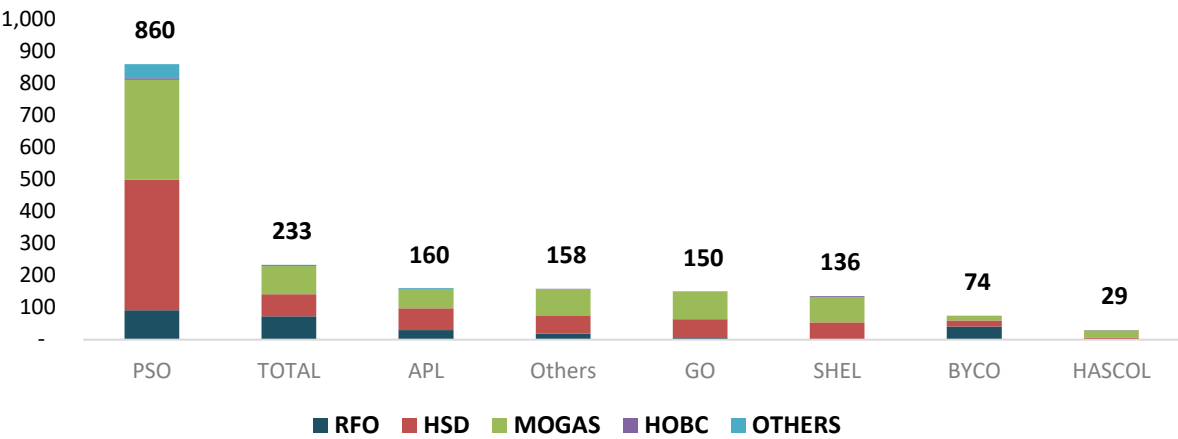
OMCs: PSO remained at forefront during Jan-22, gained 6% MoM market share in HSD

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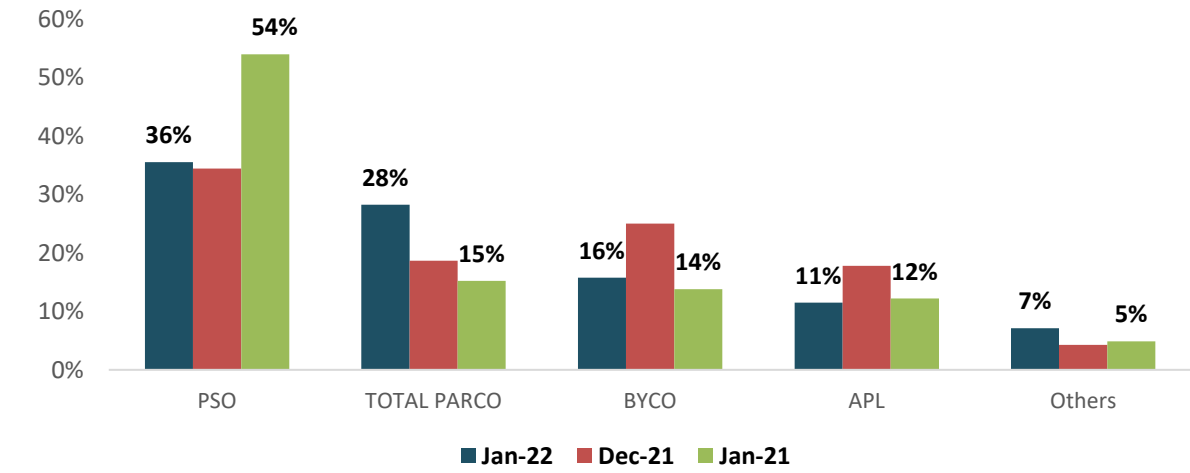
Retail fuel market shares



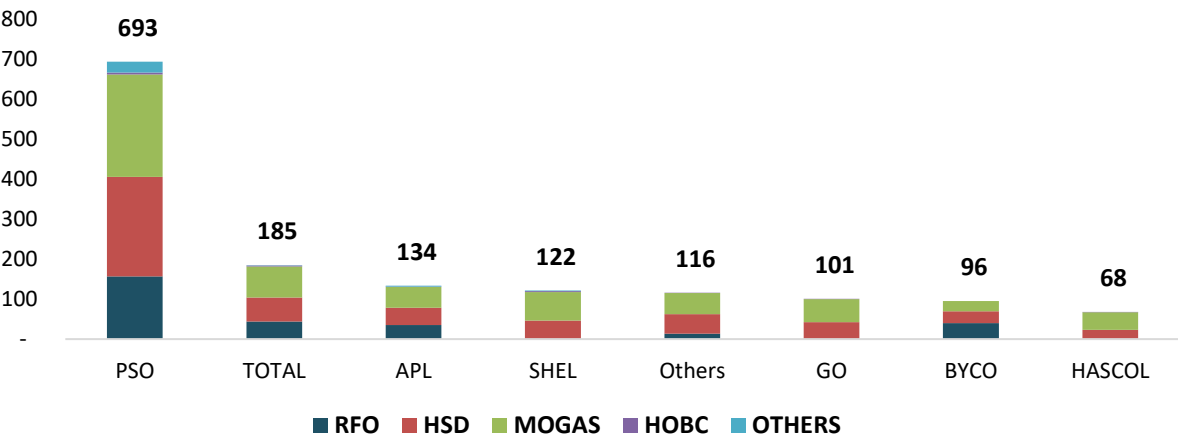
Jan-22 Product wise sales ('000 Tons)



RFO Market share



Jan-21 Product wise sales ('000 Tons)



Source: OCAC, IIS Research

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(Target Price/Current Price -1) < -10%	Negative
9% > (Target Price/Current Price -1) > -9%	Neutral

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