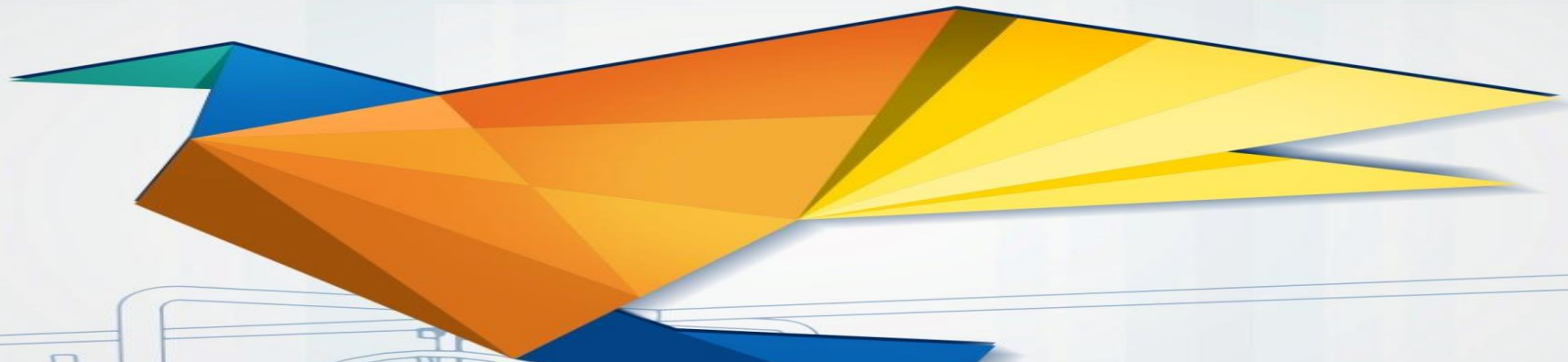


# CORPORATE BRIEFING



## ACCELERATING TO NEW HEIGHTS



September 2025

# CORPORATE BRIEFING – TABLE OF CONTENTS

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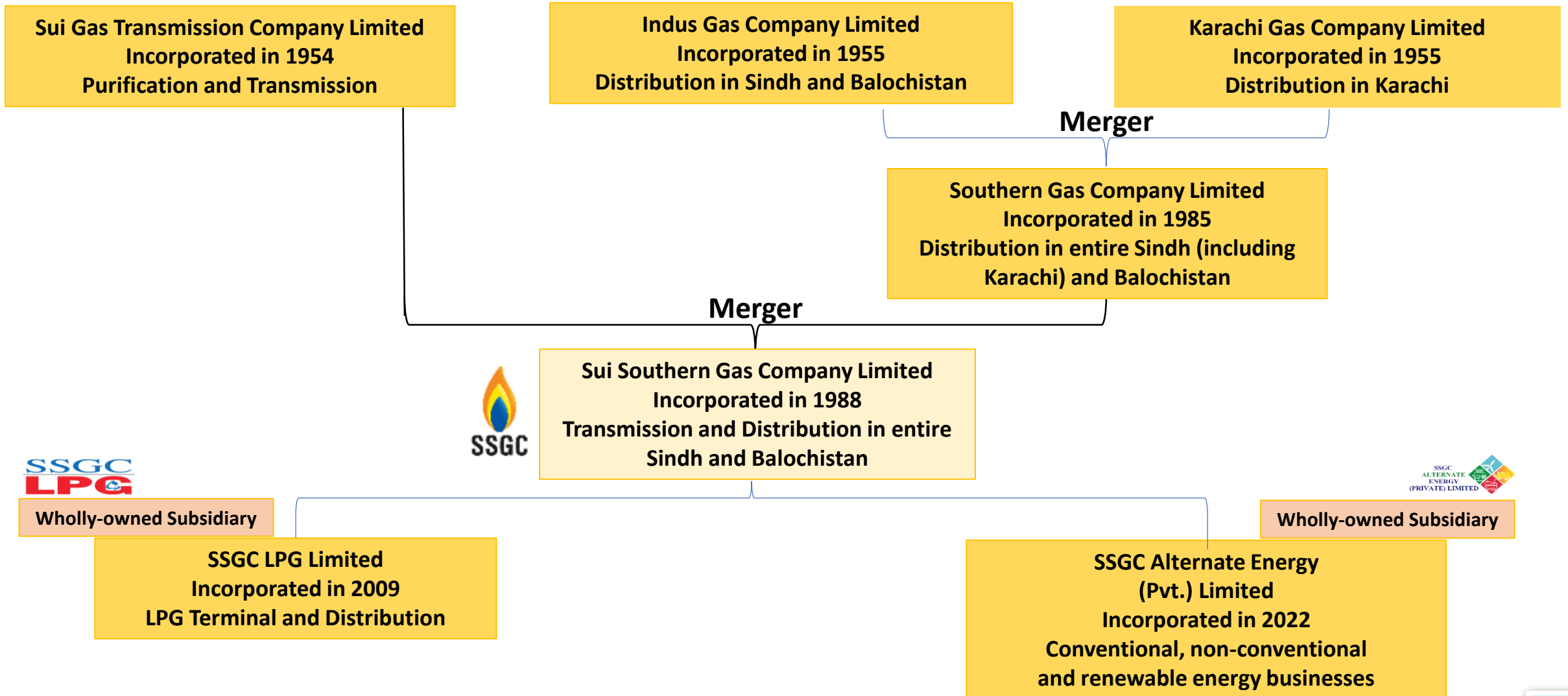
QUESTIONS & ANSWERS  
SESSION

# CORPORATE BRIEFING

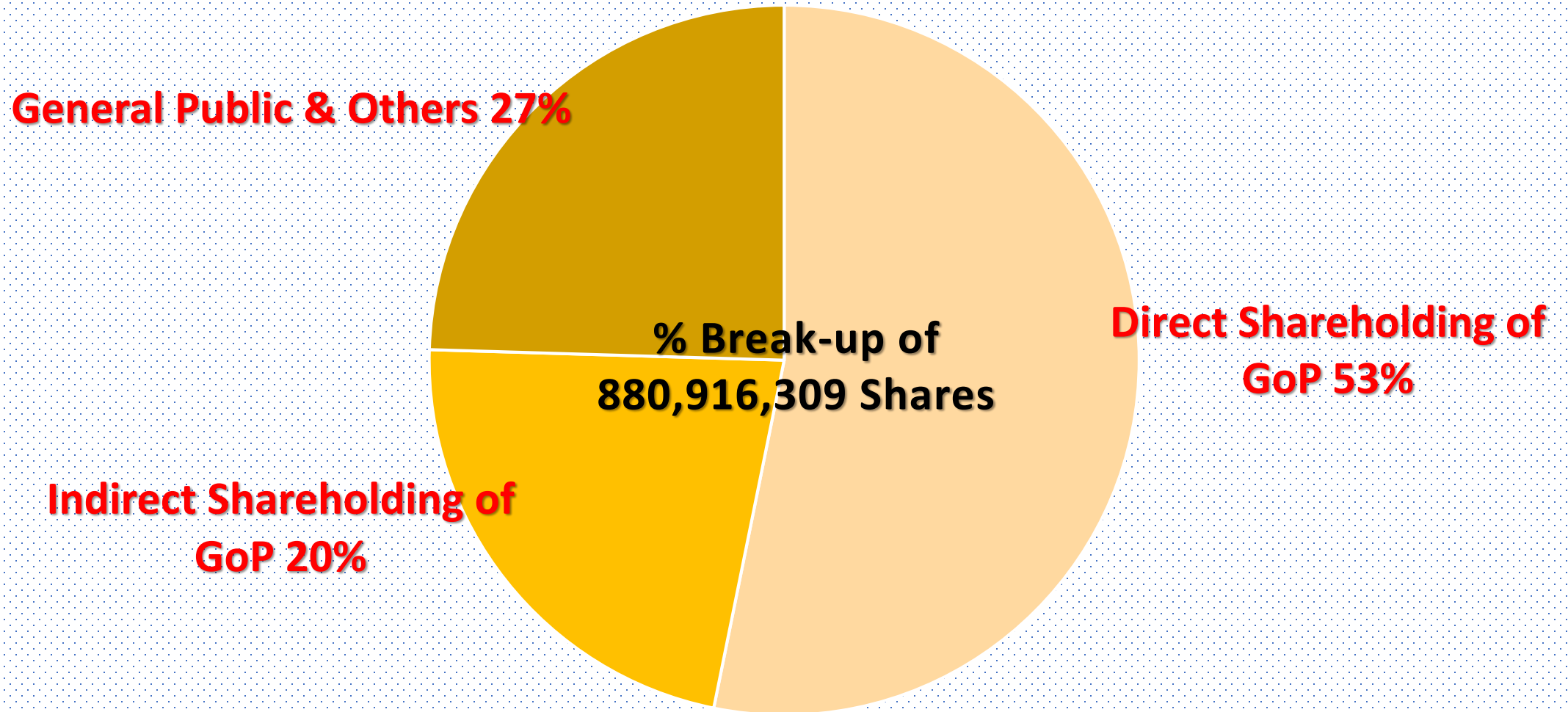
01

COMPANY OVERVIEW

# SSGC THROUGH THE YEARS



# SHAREHOLDING STRUCTURE



## VISION

To be a model utility providing quality services by maintaining high level of ethical and professional standards and through optimum use of resources

## MISSION

To meet the energy requirements of customers through reliable, Environment-friendly and sustainable supply of natural Gas, while conducting business professionally, effectively, ethically and with responsibility to all our stakeholders, community and the nation.

## CORE VALUES



# COMPANY OVERVIEW



## CORE BUSINESS:

- Transmission, Distribution and Sale of Natural Gas
- Design & Construction of Transmission / Distribution Projects
- Re-gasified LNG

## NON-CORE BUSINESS:

- LPG/NGL/Condensate
- Manufacturing Domestic Gas Meters

## SUBSIDIARIES:

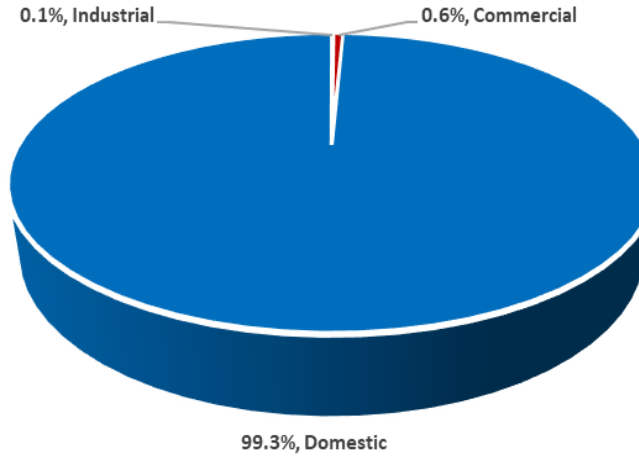
- SSGC LPG Limited
- SSGC Alternate Energy (Pvt.) Ltd.

<b>Customers</b>	<b>Annual Supply</b>
3.2 Million	266 BCF
<b>Transmission Network</b>	<b>Distribution Network</b>
4206 Km	49,811 Km
<b>Employees</b>	<b>Assets</b>
Over 6,500	Rs. 922 Billion
<b>Office</b>	<b>Experience</b>
8 Regional 47 Sub-Regional Offices	70 years of experience in O&M of Gas T&D system

- Integrated T&D Operator
- SCADA System for Real Time Monitoring

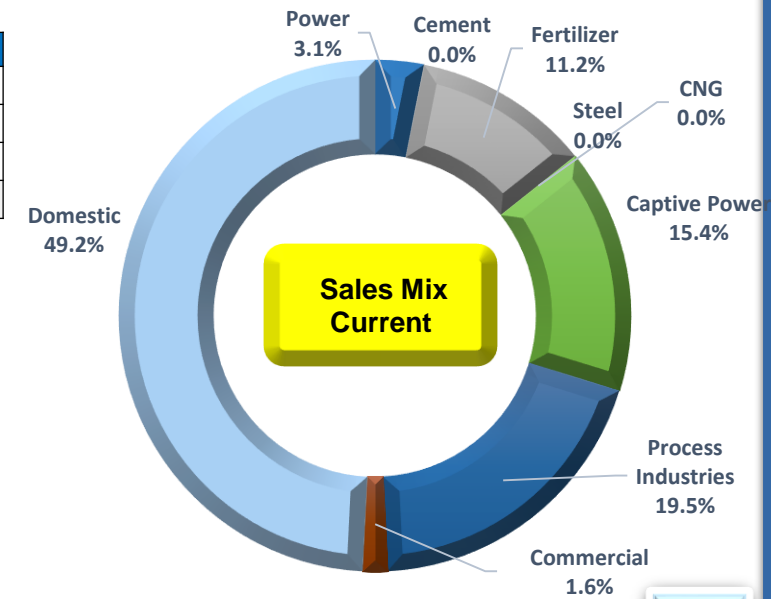
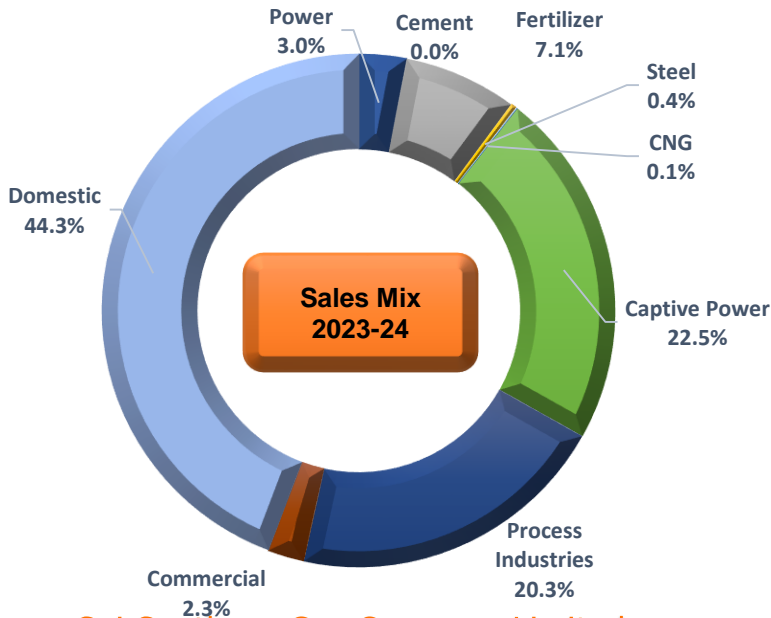
# CUSTOMER BASE & SALES MIX

SSGC Customers



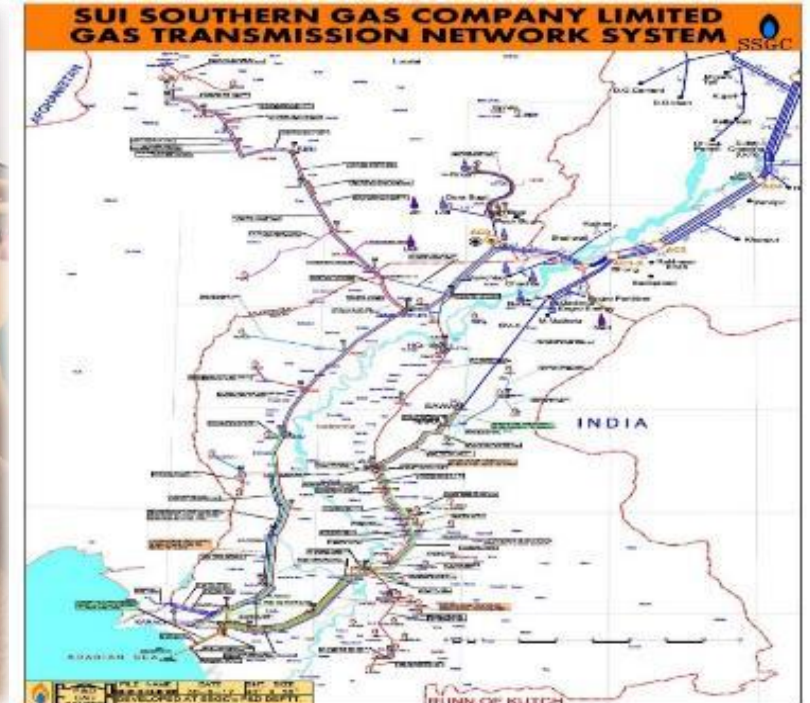
Industrial Commercial Domestic

Region	Industrial	Commercial	Domestic	Total
Karachi	3,369	13,780	1,985,833	2,002,982
Sindh	534	2,810	913,057	916,401
Balochistan	194	2,816	298,739	301,749
<b>SSGC Total Customers</b>	<b>4,097</b>	<b>19,406</b>	<b>3,197,629</b>	<b>3,221,132</b>



# CORE BUSINESS

- SSGC is Pakistan's leading integrated public-limited large-scale gas utility Company with majority of shareholding owned by the Government of Pakistan.
- Engaged in the business of transmission (~4,200 Km, up to 42" dia.) and distribution (~50,000 Km) in the franchise provinces of Sindh and Balochistan since 1954. The Company procures gas from on-shore fields as well as from two LNG regasification terminals, for supply across its franchise areas.
- Around 2.4 BCFD gas is handled to support over 3.21 million industrial, commercial and domestic consumers located across 4,000 cities, towns and villages as well to Pakistan's Northern gas utility company (SNGPL).




02

**FINANCIAL INFORMATION**

# OUR FINANCIALS – SNAPSHOT FY 2023-24

## Unconsolidated Profit / (Loss) after tax:

FY 2024: PKR 6,839 M  
FY 2023: PKR (1,601) M

527%  
Growth YoY 

## Earning per Share:

FY 2024: PKR 7.76  
FY2023: PKR (1.82)

527%  
Growth YoY 

## Turnover:

FY 2024: PKR 465,870 M  
FY 2023: PKR 451,480 M

3%  
Growth YoY 

## Unaccounted for Gas:

FY 2024: 10.59% (32.2 BCF)  
FY 2023: 16.60% (51.1 BCF)  
6.01% UFG Reduction

YoY (37% in BCF) 

## Capitalization:

FY 2024: PKR 23,963 M  
FY 2023: PKR 16,594 M


44%  
Growth YoY 

## CONSOLIDATED SNAPSHOT



## Consolidated Profit / (Loss) after Tax:

FY 2024: PKR 8,292 M  
FY 2023: PKR (836) M

1,092%  
Growth YoY 

## Consolidated Earning Per Share:

FY 2024: PKR 9.41  
FY 2023: PKR (0.95)

1,092%  
Growth YoY 

# FINANCIALS – SNAPSHOT HY' DEC. 2024 VS HY DEC. 2023

## Unconsolidated Profit / (Loss) after tax:

FY 2024: PKR 6,688 M  
FY 2023: PKR 5,817 M

14.97%  
Growth HY ▲

## Earning per Share:

FY 2024: PKR 7.59  
FY2023: PKR 6.60

14.97%  
Growth HY ▲

## Turnover:

FY 2024: PKR 224,344 M  
FY 2023: PKR 233,004 M

3.71%  
Decline HY ▼

## Unaccounted for Gas:

FY 2024: 11.30% (14.09 BCF)  
FY 2023: 10.68% (15.75 BCF)

▼ 0.62% UFG Increased  
Reduction BCF (10.54%) ▲

## CONSOLIDATED SNAPSHOT

## Consolidated Profit / (Loss) after Tax:

FY 2024: PKR 7,055 M  
FY 2023: PKR 6,504 M

8.47%  
Growth HY ▲

## Consolidated Earning Per Share:

FY 2024: PKR 8.01  
FY 2023: PKR 7.38

8.47%  
Growth HY ▲

# FINANCIALS – SNAPSHOT 9 MONTHS MAR 2025 vs 9 MONTHS MARCH 2024

## Unconsolidated Profit / (Loss) after tax:

Q3. FY 2025: PKR 6,943 M  
Q3. FY 2024: PKR 6,632 M

4%  
Growth YoY 


## Earning per Share:

Q3. FY 2025: PKR 7.88  
Q3. FY2024: PKR 7.53)

4%  
Growth 

## Turnover:

Q3. FY 2025: PKR 347,949 M  
Q3. FY 2024: PKR 347,138 M

0.2%  
Growth YoY 


## Unaccounted for Gas:

Q3. FY 2025: 12.86 (23.69 BCF)  
Q3. FY 2024: 11.29% (24.43 BCF)

 1.57% UFG Increased  
Reduction BCF(3%) 

## Capitalization:

Q3. FY 2025: PKR 8,175 M  
FY 2023: PKR 13,412 M


39%  
Decline 

## CONSOLIDATED SNAPSHOT




## Consolidated Profit / (Loss) after Tax:

Q3. FY 2025: PKR 7,492 M  
Q3. FY 2024: PKR 7,820 M

4.2%  
Decline 

## Consolidated Earning Per Share:

Q3. FY 2025: PKR 8.50  
Q3. FY 2024: PKR 8.88

4.2%  
Decline 

# SHARE PRICE MOVEMENT FOR THE YEAR



## CIRCULAR DEBT - RECENT DEVELOPMENTS

**Federal Government is committed to resolve circular debt balance and stop further accumulation. Following steps were taken:**

- ❑ Federal Government has increased natural gas prices in recent past which improved the capability of both Sui Companies to pay current and overdue to E&P companies, however with the curtailment of captive power supplies situation is again becoming impaired.**
- ❑ In June 2022, a Task Force was constituted by the Prime Minister under the Chairmanship of Mr. Shahid Khaqan Abbasi to resolve issues / disputes related to K-Electric. Mediation process has concluded and no resolution is reached. The matter has now been referred to a committee headed by secretary Apex committee of SIFC.**

## CIRCULAR DEBT - RECENT DEVELOPMENTS...Cont.

- ❑ Gas supply to PSML has been discontinued effective 4<sup>th</sup> July, 2024. Moreover, SSGC has obtained restraining orders from the Sindh High Court (SHC), preventing PSML from creating any third-party interest on its assets.
- ❑ National Task Force on Gas Sector reforms has taken up the matter of resolution of Sui Companies dues to E&P Companies, discussions are heading to a positive solution and Company remains positively optimistic for an amicable resolution.
- ❑ There is concentrated effort by the Ministry of Energy Petroleum Division on the resolution and monitoring of accumulation of flow of circular debt. They have hired services of World Bank consultancy and KPMG to develop financial models for monitoring and resolution of circular debt flows during the year.

03

## STRATEGIC / OPERATIONAL DEVELOPMENTS

# DISTRIBUTION NETWORK REHABILITATION

## Already Completed

- ✓ DHA Phase I
- ✓ DHA Phase II
- ✓ DHA Phase V
- ✓ DHA Phase VI
- ✓ DHA Phase VII
- ✓ DHA Phase II Ext
- ✓ North Nazimabad (04 Lots Main complete)
- ✓ North Karachi (04 Lots Mains completed)
- ✓ Baldia (saeedabad, Ittehad Town, Qasba)
- ✓ Lyari (AWT, Chakiwara completed)
- ✓ Lyari (Lyari and Kamawara Main Completed)
- ✓ Malir (07 Lots Mains completed)
- ✓ Garden (02 Lots completed and Lot Main Completed)
- ✓ PECHS Block-2 (Main Completed)
- ✓ Kharadar
- ✓ Thul Town
- ✓ Shahdadkot
- ✓ Sakrand
- ✓ Hala Piniladho
- ✓ Sinjhoru City
- ✓ Mehrabpur City TBS-1

## In Progress

- ✓ Lyari (Lyari, Kumarwara services in progress)
- ✓ North Nazimabad (03 LOTs services in progress)
- ✓ North Karachi (04 LOTs services in progress)
- ✓ Garden (01 LOT services in progress)
- ✓ Malir (07 LOTs services in progress)
- ✓ Landhi-36C
- ✓ PECHS Block-2 (services in progress)
- ✓ PIB Colony
- ✓ Aligarh Bazar
- ✓ Sector-9E
- ✓ Manzoor Colony
- ✓ Bhattai Colony
- ✓ Rehabilitation of Baldia Colony
- ✓ Old Sukkur Phase-II
- ✓ New Goth Sukkur
- ✓ GDS Kandhkot City
- ✓ GDN at Mehar City
- ✓ Unit No 4 Latifabad Hyderabad (REVISED)
- ✓ Sheikh fareed chowk to Aager muhalla Thatta
- ✓ GDS at Gharo -2
- ✓ Baberlo Khairpur

## Planned

- ✓ PECHS
- ✓ F.B. Area (4 Block)
- ✓ Gulshan e Iqbal
- ✓ Saddar
- ✓ Orangi Town
- ✓ Korangi (4 Sector)
- ✓ Cities & Towns of Upper Sindh

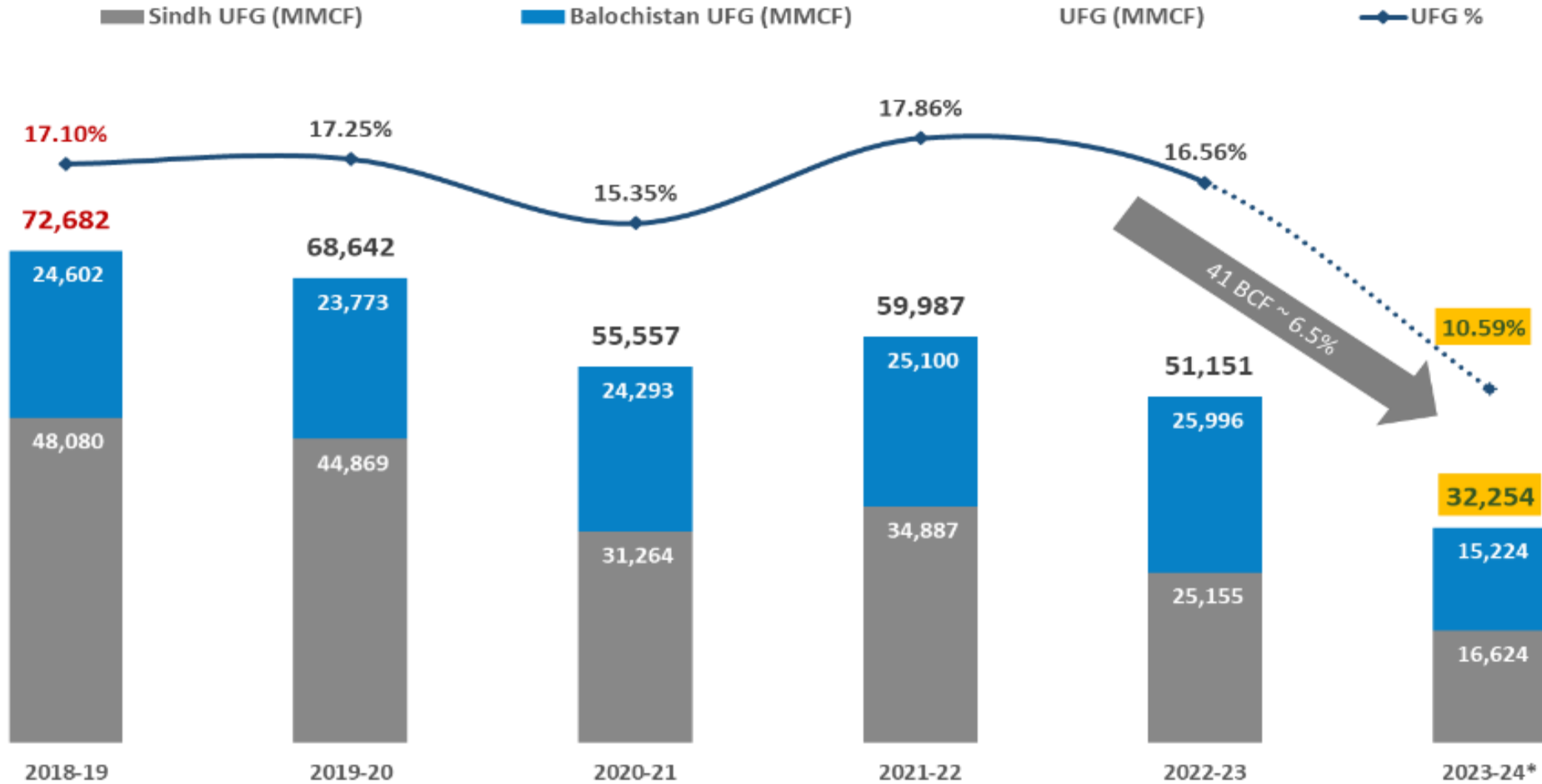
## Rehabilitation History, Recent Achievements and Future Target

FY 13 through FY 22	FY 2022-23	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27
~200 Km	742 Km	1,500 Km	2,512 Km	2,500 Km	2,500 Km

# DISTRIBUTION NETWORK REHABILITATION



# UFG REDUCTION PERFORMANCE OF SSGC



**Volumetric Loss Reduction**

**41 BCF i.e. 56%**



**Sindh**

**32 BCF i.e. 65%**

**Balochistan**

**9 BCF i.e. 38%**

04

**OTHER INFORMATION**

# SUBSIDIARIES & BUSINESS EXPANSION

- SSGC owns and operates the only domestic gas meter manufacturing facility in the Country. Under technology license from M/s. Itron, USA, SSGC MMP maintains the capacity to produce up to 01 million gas meters per annum.



- SSGC LPG Ltd. is SSGC's wholly-owned fully integrated subsidiary Company engaged in the marketing and distribution of LPG across Pakistan.



- SSGC-AE (Pvt.) Ltd. is a fully owned subsidiary of SSGC exploring out-of-box and unconventional solutions to mitigate the energy crisis in the Country.



## Positive Indicators of FY'2024

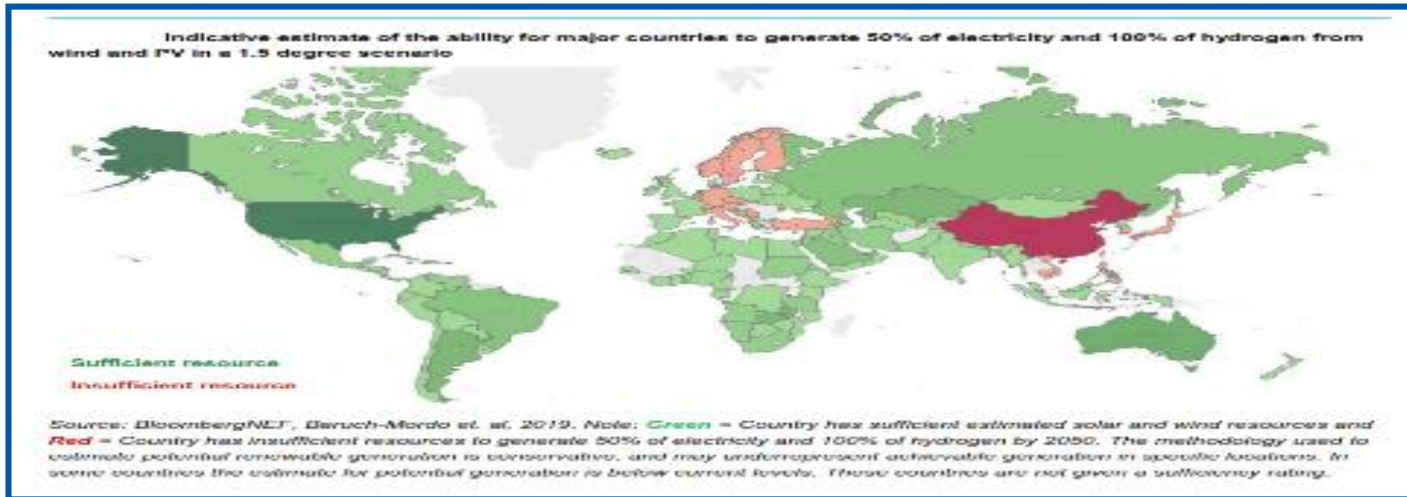
- **Strong Revenue Growth – LPG Sales growth 96%**
- **Significant Profitability Improvement – 67% growth in profitability**
- **Cost Management & Efficiency Gains – Finance Cost decreased by PKR 286 million**
- **Diversification & Terminal Business Support – Terminal Business contributed PKR 547 million in Sales**
- **Market Potential & Growth Drivers – SLL captured larger market share.**
- **Outlook - a growing customer base, and controlled costs, SSGC LPG Limited is positioned for sustainable growth in profitability and shareholder value**

# SSGC LPG LIMITED Financials

	2024		2023	
	LPG	TERMINAL	LPG	TERMINAL
Net Sales	34,111,708,485	547,459,790	17,351,899,274	457,336,651
Cost of Sales	(31,765,491,943)	(509,805,293)	(15,703,651,962)	(413,894,496)
Gross profit	2,346,216,542	37,654,497	1,648,247,313	43,442,155
Sell & Admin Expense	(216,862,560)	(3,480,433)	(205,905,729)	(5,426,970)
Other income	341,871,204	5,486,701	115,285,821	3,038,540
Finance cost	(147,188,237)	(2,362,228)	(433,334,534)	(11,421,215)
Profit before taxation	2,324,036,950	37,298,536	1,124,292,871	29,632,510
Taxation	(1,071,789,543)	(17,201,181)	(374,520,787)	(9,871,086)
<b>Profit for the year</b>	<b>1,252,247,407</b>	<b>20,097,355</b>	<b>749,772,084</b>	<b>19,761,425</b>

# SSGC AE (Pvt.) Ltd. - New Venture

- ❖ Bringing Unallocated Gases to consumers on competitive terms
- ❖ Nitrogen Production for optimization of gas specifications in exchange of natural gas for intelligent utilization
- ❖ Purchase of Biogas/ Biomethane (RNG) – BOO Model
- ❖ Power Generation at SMSs – Pressure Harnessing Method
- ❖ Production & Sale of Renewable Hydrogen – Green Fuel
- ❖ Power Generation from Waste – WHRS Method
- ❖ Coal to Gas (C2G) and Coal to Liquid (C2L)



# IN-HOUSE DESIGNING, PROJECT MANAGEMENT AND EXECUTION OF PIPELINE INFRASTRUCTURE

Seasoned engineering and project management teams have enabled SSGC to execute all projects of pipeline infrastructure development through in-house resources including the teams for design, testing, execution and commissioning.



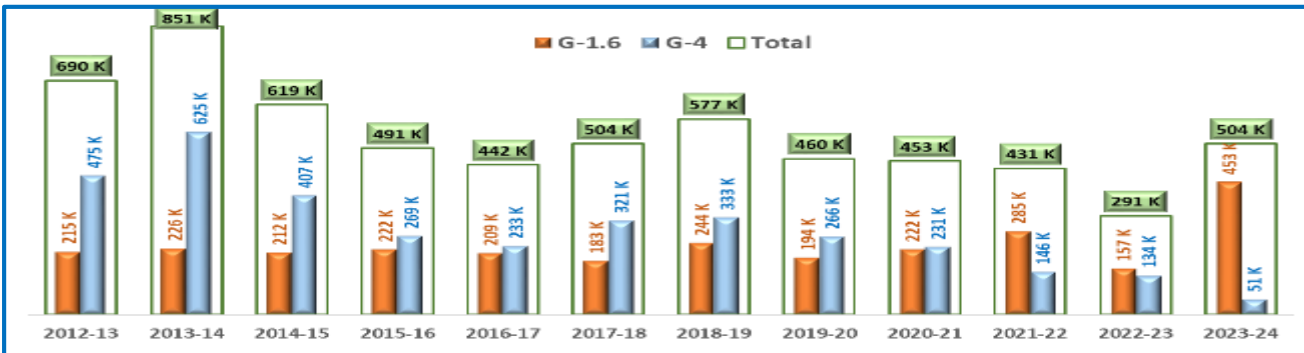
# METER MANUFACTURING PLANT



- SSGC owns the only meter manufacturing facility in the country wherein G-4 and G-1.6 gas meter models are being produced since 1974. During the FY 2024-25, total 1,118,084 meters were manufactured comprising of 117,300 G4 meters & 1,000,784 1.6 meters.
- A new Technology Transfer and License Agreement with the technology supplier along with satisfactory compliance to all due-diligence and regulatory requirements. Indigenization has been increased from 53% to 97%.
- New Assembly Line comprising of automated equipment has been successfully commissioned.
- Efforts are underway to enhance Meter plant's sales through export options. Accordingly, process has been initiated to acquire internationally acclaimed EN 1359 certification from a well-reputed third party certifying metrological institute.



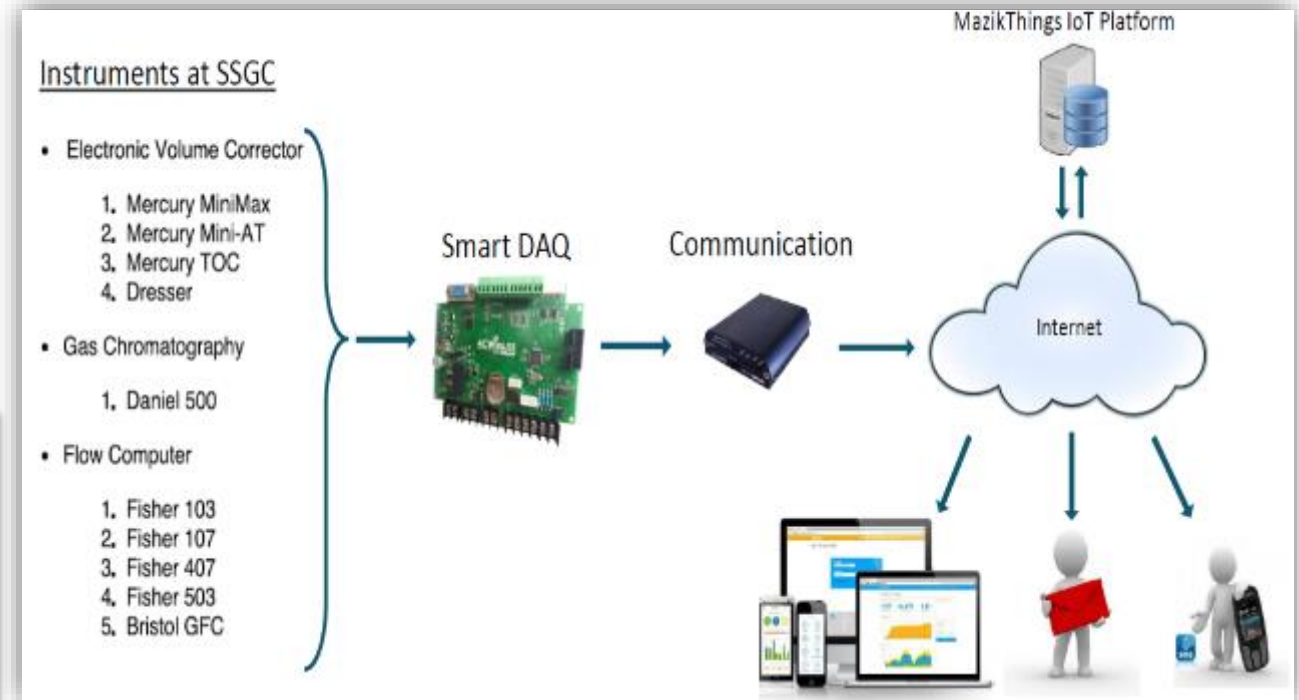
**G-6 Gas Meter (Next Target)**



# REAL TIME MONITORING TBS & CMS

GSM based Remote Monitoring system is installed at all the TBS and CMS sites to enable seamless data access and vigilance. The system is capable of:

- ✔ Real time Monitoring
- ✔ Data Trending
- ✔ Analytics
- ✔ Reporting and Alarms
- ✔ Data Warehousing at local servers

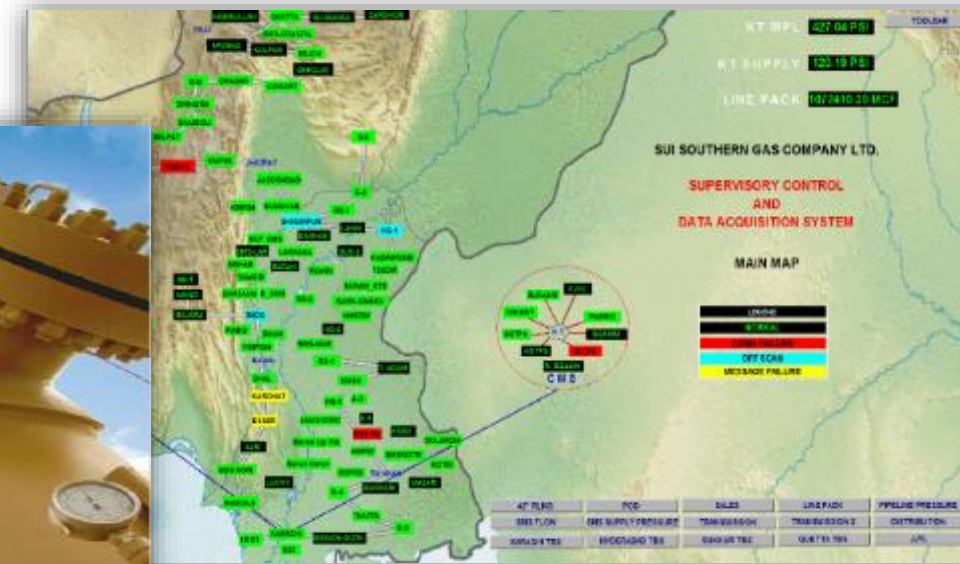


# REAL TIME MONITORING - TRANSMISSION

SCADA system is installed at SSGC's transmission network to remotely monitor and control the operations. The system is based on dedicated radio-wave frequency which is necessary since coverage of public GSM networks is neither complete nor reliable.

The system monitors the operating parameters of the entire network and allows the operator to remotely perform valve operations thereby managing the gas flow. The system implemented by M/s. AVEVA comprises of components from MDS, Schneider Electric, Dell, Oays and Rosemount and the same is capable of:

- ✔ Real time Monitoring and Data Trending
- ✔ Valve Operation & Emergency Shutdowns
- ✔ Line Pack Calculations
- ✔ Reporting and Alarms
- ✔ Data Warehousing



# FULL-SCALE DIGITAL CUSTOMER MANAGEMENT (CC&B)

ORACLE Platform, SSGC has developed an integrated application to manage the entire billing and customer care operations. The CC&B is capable of handling and maintaining comprehensive customer management records, seamlessly integrated sales data, robust device data management, field work entries, meter reading, dynamic gas rates, billing data such as payments, adjustments and credits as well as customer complaints.

**ORACLE**

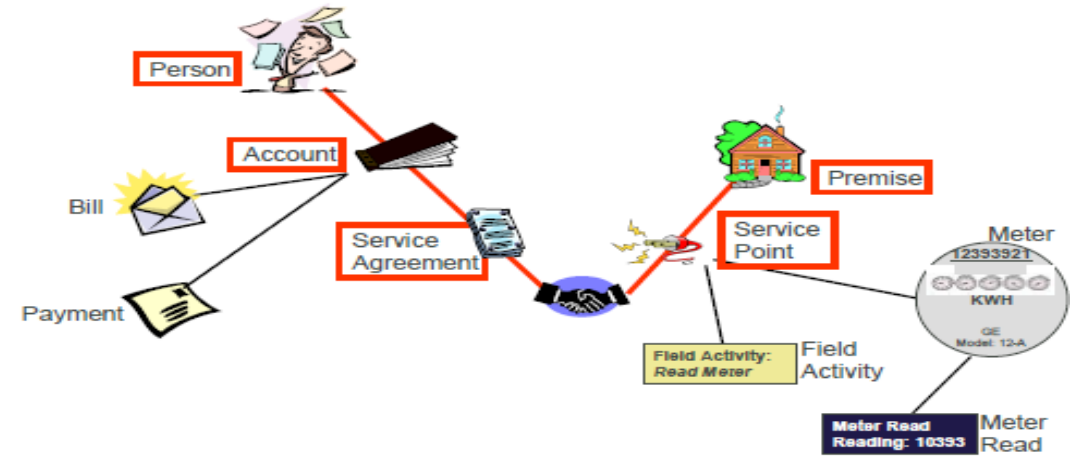
Home Menu History Field Activity Type

Main FA Characteristics FA Completion Control SP Type Review

Activity Type Search

Description: %COMP%

Activity Type	Description	Field Service Class	Field Activity Priority
M-HGASPR	CRD High Gas Pressure Complain Investigation	G-SG1	50
L-INVEST	CRD Leak Complaint	G-SG1	50
L-P-INV	CRD Low Pressure Complain Investigation	G-SG1	50
HPOTCOMP	MSR High Pressure / Other Complaints	G-SG1	50
LEAKCOMP	MSR Leak Complaint	G-SG1	50
LOWPCOMP	MSR Low Pressure Complaint	G-SG1	50



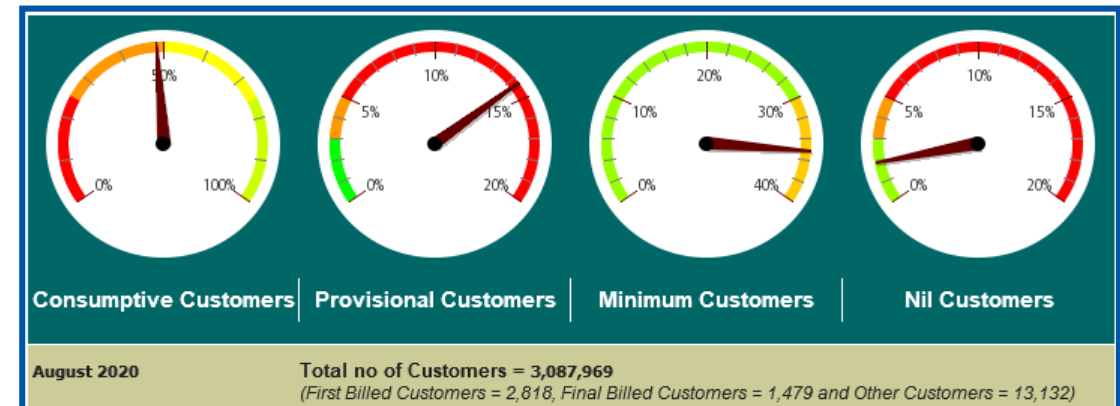
Main Item Inventory Meter Inventory

Stock Location: 10086 Sehwan - UD - Shafi Muhammad Chandio (Not Allowed)

Date/Time: 3-11-2020 / 15:41:55

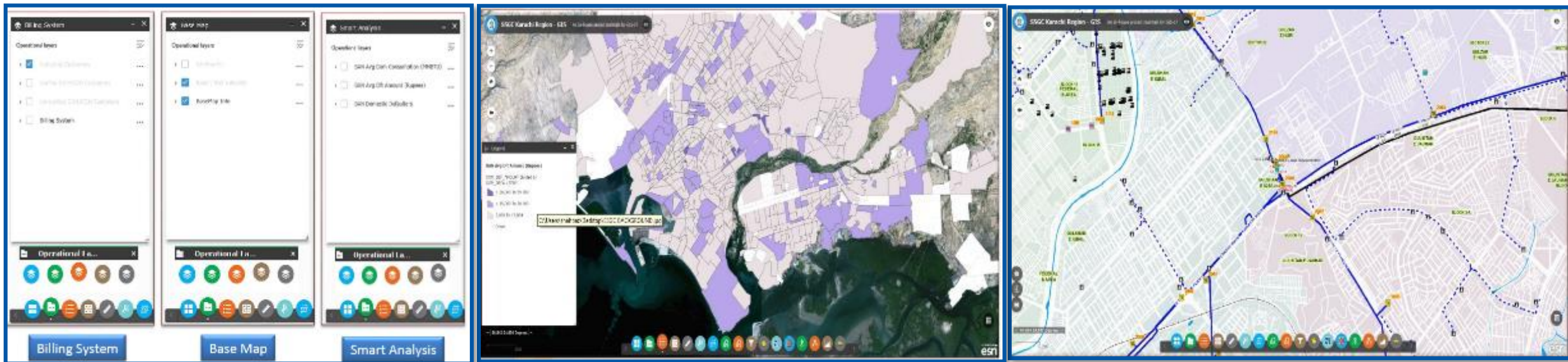
Meter Type: Badge Number:

Meter Type	Badge Number	Serial Number	Manufacturer/Model	Date/Time	Subsequent Location
SSGC - Diaphragm - G1.6 - 2.5 CM/Hr	M0911403		SSGC - Manufacturing / SSGC - Diaphragm	21-1-2010 10:00:00	
SSGC - Diaphragm - G1.6 - 2.5 CM/Hr	M2264117		SSGC - Manufacturing / SSGC - Diaphragm	4-7-2011 10:00:00	
SSGC - Diaphragm - G-4 - 6 CM/Hr	20370512		SSGC - Manufacturing / SSGC - Diaphragm	15-2-2012 19:00:00	
SSGC - Diaphragm - G-4 - 6 CM/Hr	22739527		SSGC - Manufacturing / SSGC - Diaphragm	19-9-2012 12:11:25	



# GEOGRAPHICAL INFORMATION SYSTEM

- ✔ SSGC has developed GIS mapping system for Entire Franchise Area of SSGC (Karachi, Sindh and Balochistan) which is Pakistan's First Large Scale and High- Resolution Digital Mapping System. It provides seamless integrated information of entire gas distribution and transmission pipeline network mapped through different layers on intranet to the end users.
- ✔ The system is fully integrated with MAZIK and CC&B which enables enhanced analytical capabilities including but not limited to Leak Survey & Rectification, Rehabilitation schemes outlay, Live Temp & Pressure data streaming, gas flow directions, Customer complaints, Customer Classifications, Gas Theft & Control Operations, Billing Recovery Zones, Different Analysis tools etc.
- ✔ Information is mapped through different layers like Distribution, Transmission, Smart Analysis etc.



# CGTO: PERFORMANCE ON GAS THEFT

## Theft Cases Transmission / Distribution Mainlines

### Gulshan-e-Ittehad – Orangi Town)

Culprits was found using gas for **2000 Houses** & Heavy Leakage was found.

**Booked: 68 MMCF**

**Claim: PKR 26 Million\***



### Dur Muhammad Goth & Shah Latif Town

Illegal use of using gas for Houses with heavy leakage. Joint action was carried out.

**Booked: 2,471 MMCF**

**Claim: PKR 3,333 Million**



### Chando Goth Pak Land Road - Karachi

Direct use of gas through puncher of 24" Dia Main Transmission Line.

**Booked: 1,095 MMCF**

**Claim: PKR 1,477 Million**



### Chaman Colony Block 6 Gulistan-e-Jouhar

Transmission / DSM teams removed the illegal connection on the spot.

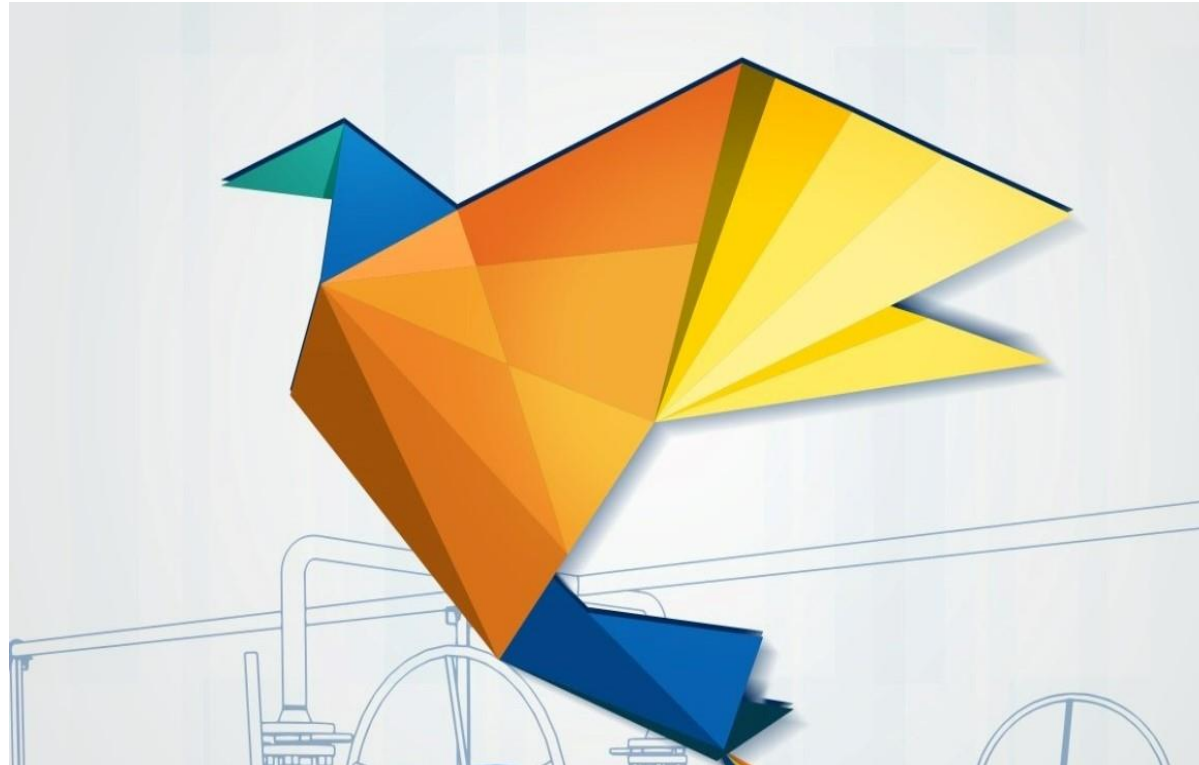
**Booked: 797 MMCF**

**Claim: PKR 1,075 Million**



05

## QUESTIONS & ANSWERS SESSION



**THANK YOU!**