

Our Ref: SEC/PSX/43/24

December 10, 2024

The General Manager
Pakistan Stock Exchange
Stock Exchange Building
Stock Exchange Road
Karachi

Dear Sir,

CORPORATE BRIEFING SESSION OF PAKISTAN OXYGEN LIMITED

This is to inform you that the Corporate Briefing Session ('CBS') of the Pakistan Oxygen Limited will be held on Monday, December 16, 2024, at 03:00 p.m. through video conferencing (Zoom) via Arif Habib Limited to brief the Shareholders/Investors/analysts about the financial performance for the 9 months ended September 30, 2024, and future outlook of the Company.

The participants who wish to attend CBS via video link are requested to register themselves using the registration link mentioned on the flyer.

You may please inform the TRE Certificate Holders of the Exchange accordingly.

Yours sincerely,


Mazhar Iqbal
Company Secretary



CORPORATE BRIEFING SESSION

You are cordially invited to the Corporate Briefing Session of Pakistan Oxygen Limited wherein the Company's Chief Financial Officer, Mr. Jamshed Azhar & Company Secretary, Mr. Mazhar Iqbal shall present the Company's financial performance for 9MCY24 along with outlook.

Monday, 16th Dec, 2024
03:00 PM
Zoom Meeting

For any query, please contact
Tahir Abbas
Director Equities
Arif Habib Limited
tahir.abbas@arifhabibltd.com
021-32462742

For Registration, Please [Click Here](#)

Pakistan Oxygen Limited

Analyst briefing

A
COMPANY
MOVING
FORWARD

December 13, 2024

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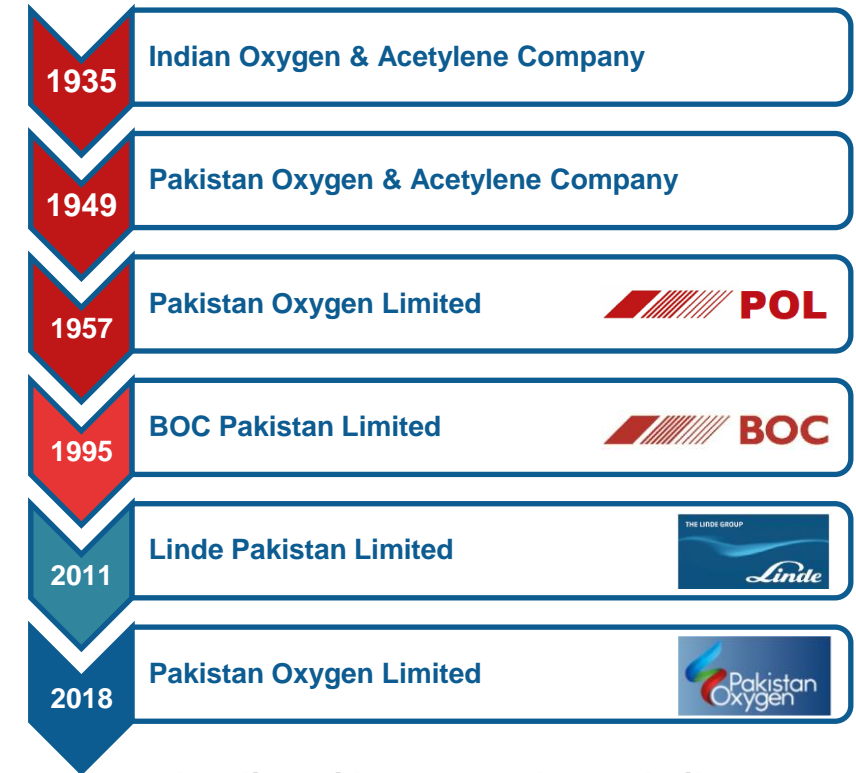
About us

Pakistan Oxygen Limited

About us



- Established in 1935, **Pakistan Oxygen Limited (“POL”)** is the leading supplier of industrial & medical gases, equipment and associated products/services along with welding & hardgoods portfolio in Pakistan.
- Our Oxygen supplies are compliant to European Pharmacopeia standards delivering medical gases to almost all major hospitals of the country.
- Industry-leader in Medical engineering and installation services to create and upgrade oxygen supply and monitoring systems at hospitals.
- Partner with private and public sector to create and upgrade hospital equipment with oxygen supply systems to save precious lives.
- Projects successfully commissioned during 2023;
 - Pakistan’s largest ASU 270 TPD plant (German origin) at Port Qasim.
 - 11 TPS Electrode plant at Port Qasim.



Leading with ~90 years legacy built on trust, reliability and performance.

Pakistan Oxygen Limited Company at a glance



Net worth PKR 9.1 Billion
Total Assets PKR 19.5 Billion
- YTD Sep 2024 published results



Net Sales PKR 8.3 Billion
- YTD Sep 2024 published results



Credit lines of
PKR 4 Billion



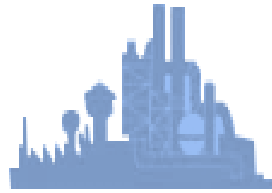
Team of 150+ people with
competence & dedication



Over 1,500 customers
across Pakistan



Leading supplier of industrial &
medical gases, medical engineering,
equipment, associated
product/services and welding &
hardgoods



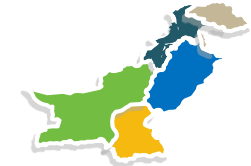
State-of-the-art plants



Safety, Health, Environment &
Quality is paramount.
ISO 45001, ISO 140001,
ISO 9001, FSSC 22000
certified. CE marking for
medical devices portfolio



World-class systems
and processes



Largest geographic footprint
and customer outreach in
gases industry

Pakistan Oxygen Limited

National footprint



12 Plants

- 270 TPD ASU Port Qasim
- 100 TPD ASU Port Qasim
- 30 TPD ASU Port Qasim
- Electrode manufacturing plant Karachi
- Electrolytic Hydrogen plant Port Qasim
- 133 TPD ASU Lahore
- Nitrous Oxide plant Lahore
- 60 TPD CO₂ Multan
- On-site Nitrogen plant Mahmood Kot
- Dry ice plant Karachi
- Dissolved Acetylene plant Karachi
- Dissolved Acetylene plant Wah Cantt

5 Sales Offices & Compressing stations

- Karachi
- Sukkur
- Faisalabad
- Lahore
- Taxila

- **Geographical presence across Pakistan.**
- **Multiple sales offices and sales depots to serve customers from South to North.**
- **Over 260 Bulk Industrial and Medical Customer Tanks (VIEs).**
- **Largest Delivery Vehicle fleet comprising 53 VITTs.**
- **Oxygen storage capacity of 1.5 million m³.**

Business segments



- Leader in industrial and medical gases segment.
- Largest footprint and customer outreach across the country.

Overview

- Leader in industrial and medical gases with integrated gases supply model.
- Delivering medical gases to almost all major hospitals. Oxygen compliant to European Pharmacopeia standard.
- Serving customers ranging from a single cylinder to large refineries requiring turnkey solutions with complete application support.
- Providing a large variety of gas mixtures and speciality gases at all required purity levels.
- Sole producer of Hydrogen in the country. Engaged with IFC to develop a “Hydrogen Strategy for Pakistan” as a Clean Energy solution.

Portfolio

- **Industrial gases:**
Liquid Oxygen, Liquid Nitrogen, Liquid Argon, Liquid Carbon Dioxide, Pipeline and Trailer Hydrogen, Industrial pipelines and associated services, Dry ice.
- **Compressed gases:**
Compressed Oxygen, Compressed Nitrogen, Compressed Argon, Compressed Air, Compressed Carbon dioxide, Compressed Hydrogen, Dissolved Acetylene.
- **Speciality gases:**
High purity gases, Research grade, Gaseous chemicals, Calibration mixtures, Argon mixtures, Welding gas mixtures, Sterilization gases, Refrigerants.
- **Medical gases:**
Liquid Medical Oxygen, Compressed Medical Oxygen, Nitrous Oxide, Entonox, Speciality medical gases.

Projects commissioned in 2023

- Pakistan's largest ASU 270 TPD plant commissioned in July 2023 at PQ. The plant is acquired from Linde AG.





- Leader in Tier-I electrodes.
- One-window solution to customers for hardgoods and gases.

Overview

- Welding portfolio is in strategic alignment with gases business.
- The Company offers widest range of tailored solutions to match individual needs across full welding and cutting spectrum.
- In 2009, electrode manufacturing was shifted to toll-based model during Linde era.
- In 2018, the Board approved to restart own production of electrodes and further investment approval in 2021.



Portfolio

- Fortrex and Zodian:**
Tier-I ESAB brands: Fortrex and Zodian, manufactured locally using their blend. Both electrodes are market leaders and are widely used by heavy fabrication industry.
- Matador 47 and Matador 48:**
Tier-II widely used for small to medium work pieces, ordinary tensile strength mild steel, cosmetic welding and piping work.
- POL 113, POL SUPER and HEROWELD:**
Tier-III a product-line for light to medium fabrication along with repair and maintenance of mild steel.
- POLHARD (Hardfacing):**
Used for protection and restoration of parts subjected to severe abrasion from rock, sand, cement and similar activities.

Also offering a wide range of special electrodes, imported welding consumables, welding machines and related accessories, including welding outfit and PPEs.

Projects commissioned in 2023

- In 2023, a new plant at Port Qasim was commissioned improving supply reliability and product quality



- 250KW solar panel installation over PEB





- Market leader in MES (Medical Engineering Services).
- Localization and brand building of medical equipment.

MES (Medical Engineering Services)

Overview

- MES portfolio is in strategic alignment with Medical gases business.
- Proud legacy of being the pioneer and market leader in MES segment.
- In 2018, the Management decided to expand the portfolio with increased focus on MES.
- In 2019, due to COVID-19 pandemic, the situation emerged as a catalyst to focus growth through pursuance of public and private sector projects.
- In addition to collaboration with leading international companies, developed MGPS equipment as indigenous product-line for MES.

Portfolio

- Installing supply sources of medical gases, pipeline distribution systems with complete associated equipment installation.
- Design, sourcing, engineering and installation of medical pipeline as per HTM standards by our certified professionals.
- Supply, installation & commissioning, and facility management of current projects.
- Supply and installation of:
 - Compressed Medical Air Plant,
 - Medical Vacuum Plant,
 - Bed Head Units
 - Anesthetic Gas Scavenging System,
 - Zone Valves and Medical Alarm Systems.
- Strategic alliances and partnerships with world's leading healthcare solution and equipment providers.

Projects commissioned in 2023

- Successful commissioning of first ever Medical PSA Plant at SIUT .
- PSA plants and medical pipeline projects for Government of Balochistan (Total 24 PSA Plants).
- Gas Pipeline System installation & commissioning at Shaukat Khanum Memorial Hospital Karachi.
- 600 bedded facility, Medical Gas Pipeline System at Indus Hospital Karachi.

Financials

YTD Sept 2024 Highlights



Financials (PKR M)	YTD Sept 2023	YTD Sept 2024	% 2023 vs 2024
Net Sales	6,073	8,272	+36%
Gross Profit	961	2,200	+129%
GP %	16%	27%	
Overheads	554	762	-38%
Operating Profit	452	1,573	+248%
Finance Cost	397	810	-104%
Profit After Tax	39	457	+1080%
PAT %	0%	6%	

Other Highlights

- No fatality / major incident
- Margins at a 10-year high
- ~ PKR 750 M long-term loan repaid in 2023-24
- Better than design Specific Power Consumption (SPC) achieved on the new ASU 270 TPD resulting in improved margins
- Successful turnaround of Sunder plant after 12 years
- Leadership position in the Hydrogen market secured
- New products in Medical Engineering & Welding contribute ~ PKR 130 M to sales

YTD Sept 2024

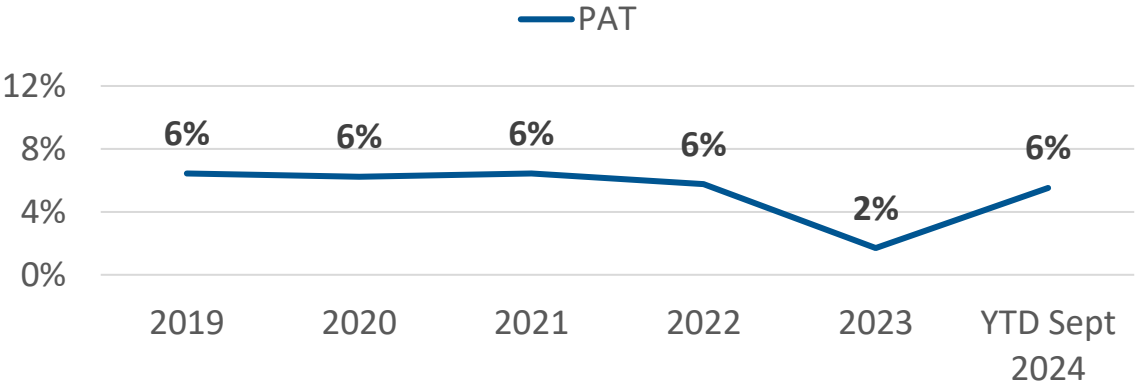
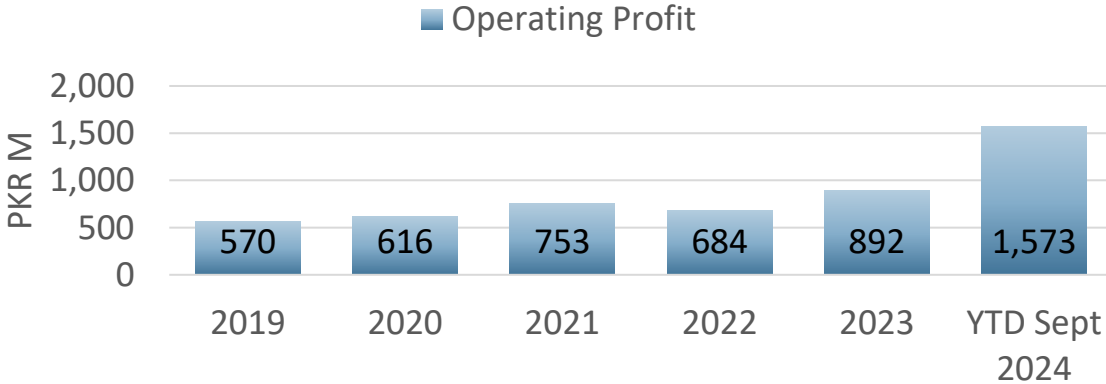
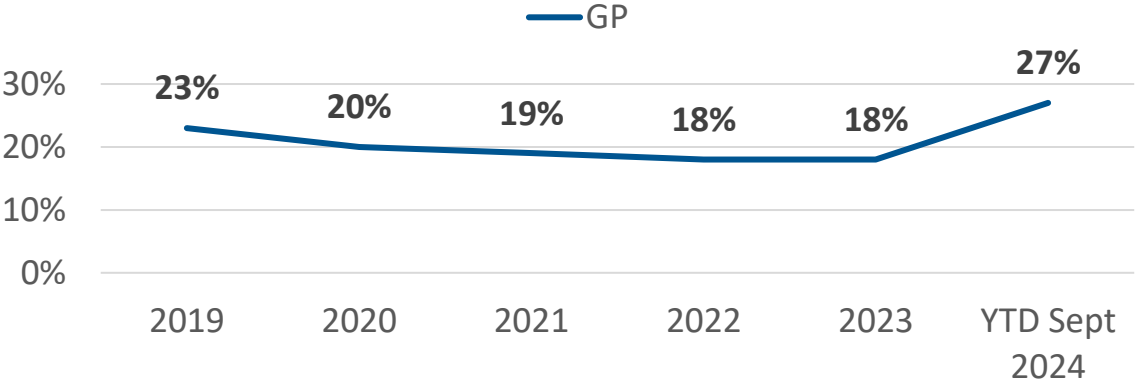
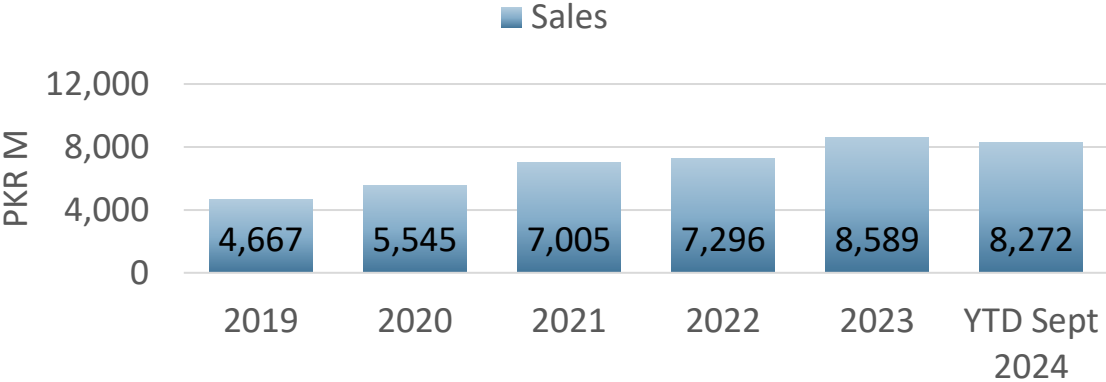
Key Ratios



Financial Ratios	YTD Sept 2023	YTD Sept 2024
Debt to equity ratio	37:63	34:66
Total debt to equity ratio	50:50	44:56
Current ratio	0.83	1.00
Interest cover-time ratio	1.14	1.94
Total debt to EBITDA ratio	9.94	3.38
Long term debt to EBITDA	5.80	2.14
Debit Servicing Ratio	0.90	1.38
ROE	1%	7%
ROE (excl. Revaluation Reserves)	1%	13%
ROA	0%	3%
ROA (excl. Revaluation Reserves)	0%	4%

Financials

P&L Trend



Q&A



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