



PSO CARDS STATISTICAL REPORT

(JUL - JUN) TY VS LY

ANNUAL SALES

LY	TY	VAR (+/- %)
623 Sales (Liters, Mn)	680 Sales (Liters, Mn)	9% Sales (Liters, Mn)
179,291 Sales Rs. (Mn)	178,291 Sales Rs. (Mn)	-0.6% Sales Rs. (Mn)
66,056 Bank Card Sales Rs. (Mn)	70,764 Bank Card Sales Rs. (Mn)	7.1% Bank Card Sales Rs. (Mn)
17 Transactions (Mn)	20 Transactions (Mn)	17.6% Transactions (Mn)

%OF RETAIL SALE

	FY23	FY24	FY25
ALTRON	5	5	7
HOBC 95	18	12	7
HSD	12	11	13

ANNUAL EARNINGS

LY	TY
2336 Gross Earning (Rs. Mn)	2292 Gross Earning (Rs. Mn)
1348 Service Charges (Rs. Mn)	1282 Service Charges (Rs. Mn)
66 LPS Balance (Rs. Mn)	54 LPS Balance (Rs. Mn)
867 MDR (Rs. Mn)	887 MDR (Rs. Mn)
37 Membership Fee (Rs. Mn)	51 Membership Fee (Rs. Mn)
18 APP Deduction Balance (Rs. Mn)	18 APP Deduction Balance (Rs. Mn)

CUSTOMER BASE

LY	TY
7,836 Total Customer	9,017 Total Customer
6,390 F&CC Customer	7,214 F&CC Customer
787 F&CC New Customer	825 F&CC New Customer
1446 B2B Customer	1,803 B2B Customer
271 B2B New Customer	323 B2B New Customer
430 NGOP New Customers	749 NGOP New Customers
358 GOP New Customers	394 GOP New Customers
7,078 Fuelink Portal Users	10,612 Fuelink Portal Users

RECEIVABLE

LY	TY
485 0.24% of yearly billing Total Receivable (Rs. Mn)	153 0.10% of yearly billing Total Receivable (Rs. Mn)
8% South	28% South
26% North	44% North
66% Central	28% Central

NETWORKS

TY	TY
1697 No. of Retail Outlet	197 Pending Request
2261 POS Deployed	59 Additional Request
24 Available Inventory	138 New Request

