















PSO SCB - INDUSTRY PERFORMANCE & CHALLENGES

JULY - JUNE FY25

Overview:

In FY25 (July - June), various industries in Pakistan exhibited diverse performance trends due to macroeconomic challenges, policy shifts, and sector-specific dynamics. This summary provides a snapshot of key industries relevant to PSO's Strategic Consumer Business Department, highlighting their growth or decline percentages and associated challenges.

Industry Performance & Challenges:

	Industry	+/-	Key Challenges
	Power & Utilities	-3.6%	05 IPP Shutdown ,Revised Contracts, Tariff Disputes, Policy Shift
	Mining & Quarrying	-3.38%	Coal Output Decline, Low Demand
	Cement & Construction Materials	+2.05%	Increase expenditures by the private and government sector
	Oil & Gas	-14.72 (Oil), -7.05 (Gas)	Domestic Demand Drop, Price Volatility, Circular Debt
	Steel & Metals	-10.94%	Auto Sector Slowdown, Construction Demand Drop, High Energy Tariffs
	Government & Strategic Clients	+9.92%	Slower rate of inflation and low base effect
	Tractors Manufacturing	-36.41%	Economic instability, Unsustainable taxation
	Sugar Industry	-3.88%	Reduced Cultivation Area, Water Shortages
	Agriculture	-6.28%	Decline in production of cotton, rice and maize
	Real Estate & Housing	+6.61%	Lowered Interest Rates, Consumer Liquidity Crunch, Excessive Taxation
	Transport & Logistics	+1.51%	Fuel Costs, Consistent Trade Volume
	Fertilizer Industry	-12.8%	Low Demand, Gas Shortages

SCB - Major Achievements :

- Significant Volume increase in MOGAS by 131.8% (over LY) [TY: 18,224 MT Vs LY 7862 MT]
- Secured maximum volume of 1.54 Mn Liters in Pakistan Army's lubricants tender for 3rd consecutive year.
- Operational Fee Earning of Rs 221 Mn of FMS at Pakistan Railways.
- Successfully secured business with NLC and OGDCL (lubricants) through effective negotiation without tender.
- Successfully negotiated a 03-year long new agreement with MRDL, Engro, UEP, GFG and Unicol Limited, and 5-year long-term agreement with Pioneer Cement.
- Successfully secured after sales OEM volume of JAC T9 Hunter by Ghandhara Automobile.
- Successfully participated in and secured major volume for FY 2025 (July - June), including:
 - Pakistan Army FCNA (8.85 Mn liters HSD out of 9.17 Mn liters, & complete 1.5 Mn liters each of PMG & HOBC)
 - Fauji Fertilizer for (7.4 Mn Litres/Annum HSD & 0.81 Mn Liters/Annum PMG)
 - Engro Corp. for fuels (1.5 Mn Litres/Annum)
 - Nestle for fuel (1.5 Mn Litres/Annum)
 - Thal Nova and Thar Energy for fuel (2 Mn Litres/Annum)
 - UEP (3 1.5 Mn Litres/Annum)
 - Daewoo (Business under renegotiation)
 - Frontier Works Organization for fuels (40 Mn Litres/Annum)
 - Millat Tractors for lubricants (0.4 Mn Litres/Annum)
 - GFG (5.18 Mn Litres/Annum HSD)



SCB Key Customer Performance by Industry (July - June):

Power & Utilities: -3.6% ↘

Circular debt, IPP shutdowns, tariff disputes, and policy shifts disrupted power generation and strained sector liquidity.

PRODUCT	CUSTOMER NAME	LY	TY	VAR (+/-)
HSD	QUAID-E-AZAM THERMAL	15,645	0	(15,645)
HSD	THALNOVA POWER THAR	566	281	(285)

Mining & Quarrying: -3.38% ↘

Industrial demand for key minerals like coal and limestone fell amid lower manufacturing output.

PRODUCT	CUSTOMER NAME	LY	TY	VAR (+/-)
HSD	SINO SINDH RESOURCES	56,038	41,336	(14,702)
HSD	REKO DIQ MINING CO.	790	2,396	1,606

Cement & Construction Materials: +2.05% ↗

Increase expenditures by the private and government sector.

PRODUCT	CUSTOMER NAME	LY	TY	VAR (+/-)
HSD	CHERAT CEMENT CO LTD	2,553	2,218	(180)
HSD	FAUJI CEMENT	1,703	117	(1,586)

Oil & Gas: -14.72 (Oil), -7.05 (Gas) ↘

Volatile global prices and weak domestic consumption reduced margins and sales volume.

PRODUCT	CUSTOMER NAME	LY	TY	VAR (+/-)
HSD	OGDCL	18,223	23,918	5,695
HSD	PPL	757	2,565	1808

Steel & Metals: -10.94% ↘

Sluggish construction and automotive sectors reduced steel demand, while energy costs rose.

PRODUCT	CUSTOMER NAME	LY	TY	VAR (+/-)
LUBE	PEOPLES STEEL MILLS	80	48	(33)
HSD	PAK STEEL MILLS	218	84	(134)

Government & Strategic Clients: +9.92% ↗

Slower rate of inflation and low base effect.

PRODUCT	CUSTOMER NAME	LY	TY	VAR (+/-)
HSD	DR.A.Q.KHAN RESEARCH	3,389	3,401	(12)
HSD	PAKISTAN RAILWAYS	109,298	116,505	7,207



Tractors Manufacturing: -36.41% ↘

High input costs, reduced farmer incomes, and lower crop profitability led to a decline in tractor sales.

PRODUCT	CUSTOMER NAME	LY	TY	VAR (+/-)
LUBE	AL-GHAZI TRACTORS	591	144	(447)
LUBE	MILLAT TRACTOR	1,143	727	(416)

Sugar Industry: -3.88% ↘

Reduced cultivation area and persistent water shortages led to a drop in overall sugar production.

PRODUCT	CUSTOMER NAME	LY	TY	VAR (+/-)
LUBE	AL-NOOR SUGAR MILLS	79	64	(15)
LUBE	INDUS SUGAR MILLS	57	14	(43)

Agriculture: -6.28% ↘

The agriculture sector saw a deeper contraction due to declining crop yields, especially in cotton, rice, and green fodder, despite modest livestock growth.

PRODUCT	CUSTOMER NAME	LY	TY	VAR (+/-)
HSD	AGRI ENGINEERING	531	870	339
LUBE	AGRI ENGINEERING	44	48	5

Real Estate & Housing: +6.61% ↗

Lowered Interest Rates, Consumer Liquidity Crunch, Excessive Taxation

PRODUCT	CUSTOMER NAME	LY	TY	VAR (+/-)
HSD	AL-KABIR TOWN (PVT)	377	337	(39)
HSD	THE LAKE CITY HOLDINGS	17	50	(33)

Transport & Logistics: +1.51% ↗

Lowered fuel Costs & Consistent Trade Volume.

PRODUCT	CUSTOMER NAME	LY	TY	VAR (+/-)
HSD	NLC	31,367	27,317	(4,050)
HSD	DAEWOO BUS SERVICE	28,201	2,645	(25,556)

Fertilizer Industry: -12.8% ↘

Lower Agri demand, gas shortages and currency depreciation drove up production costs.

PRODUCT	CUSTOMER NAME	LY	TY	VAR (+/-)
HSD	FAUJI FERT	582	933	351
HSD	ENGRO FERTILIZER	239	146	(92)



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