

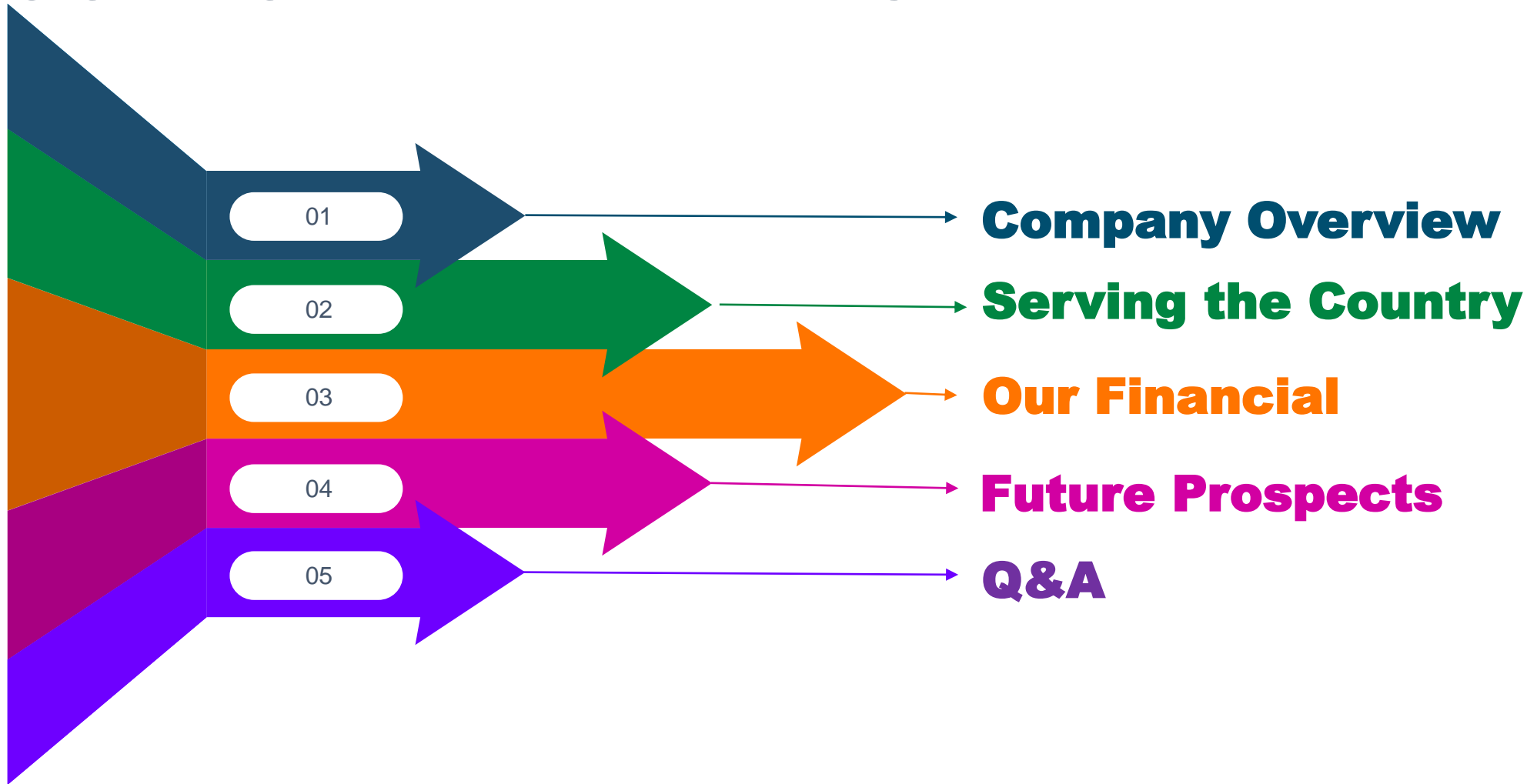


**Striding Forward  
With New Momentum**

**Corporate Briefing  
2022**

# CORPORATE BRIEFING

سوئی ناردرن گیس  
Sui Northern Gas



# CORPORATE BRIEFING

سوئی ناردرن گیس  
Sui Northern Gas



## Company Overview

01





# Company Overview



سوئی ناردرن گیس  
Sui Northern Gas



**Largest  
Integrated  
National Gas  
T&D Operator**

**57 Years of  
experience in  
O&M of gas  
T&D system**

**9000+ KMs of  
High Pressure  
Pipeline &  
135000+ KMs  
Distribution  
Network**

**700 BCF annual  
supply**

**7 million  
Consumers**

**16 Regional  
Offices & 35  
sub-regional  
offices**

**91 Customer  
Service & 177  
Complaint  
Centers**

**Assets worth Rs.  
800 billion**

**SCADA System  
for Real Time  
Monitoring**

**20% Energy  
Demand of  
Country**

**Over 8000 Full  
Time Employees**



# Company's Vision, Mission, Values

سوئی ناردرن گیس  
Sui Northern Gas



## Vision & Mission

## Core Values

### Vision Statement

"To be the **leading integrated natural gas provider** in the region, seeking to improve the quality of life of our customers, and achieving maximum benefit for our stakeholders by providing an uninterrupted and environment friendly energy resource."



### Commitment

We are committed to our vision, mission and to creating and delivering **stakeholder value**.



### Courtesy

We are **courteous** - with our customers, stakeholders, and towards each other and **encourage open communication**.



### Competence

We are competent and strive to continuously **develop and improve** our skills and business practices.



### Responsibility

We are responsible - as individuals and as teams - for our work and our actions. We welcome scrutiny, and we hold ourselves **accountable**.



### Integrity

We have **integrity** - as individuals and as teams - our decisions are characterized by honesty and fairness

### Mission Statement

"A **commitment to deliver natural gas to all doorsteps** in our chosen areas through continuous expansion of our network, by optimally employing technological, human, and organizational resources, best practices, and high ethical standards."



# GROWTH



سوئی ناردرن گیس  
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## 2017

Trans.(KMs): 8,637  
Dist.(KMs): 111,015  
Con. (M): 5.6+

## 2018

Trans.(KMs):8,867  
Dist.(KMs):122,325  
Con. (M):6.2+

## 2019

Trans.(KMs):8,948  
Dist.(KMs):130,106  
Con. (M):6.6+

## 2020

Trans.(KMs):9,138  
Dist.(KMs):135,097  
Con. (M):6.9+

## 2021

Trans.(KMs):9,175  
Dist.(KMs):142,998  
Con. (M):7.3+

### Legend:

**Trans.(KMs):** - Transmission Network

**Dist.(KMs):** - Distribution Network

**Con. –** Industrial, Commercial and Domestic Consumers

| Indicators      | Unit  | 1963 | 2021    |
|-----------------|-------|------|---------|
| Network (T&D)   | KMs   | 478  | 142,998 |
| System Capacity | MMCFD | 47   | 2,385*  |
| Consumers       | No.   | 67   | 7.3 M+  |
| Region          | No.   | 2    | 16      |

\*As at June 30, 2022




# SHAREHOLDING STRUCTURE





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General Public &  
Others  
**42%**

% Breakup of  
**634,216,665**  
Shares

  
Direct  
Shareholding of  
GoP  
**32%**

  
Indirect  
Shareholding of  
GoP  
**26%**  




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سوئی ناردرن گیس  
Sui Northern Gas



02

**Serving the Country**







| National Vision |   | Strategic Focus                         | Aligning Company Strategy  |
|-----------------|---|---|--|
| Pillar 1        | Putting <b>People</b> First   | Organizational & Operational Excellence | Focus on strong <b>HR/ Talent Development</b> and <b>bridging Skills Gap</b> .   |
| Pillar 2        | Achieving Sustained, Indigenous and Inclusive <b>Growth</b>                               | Growth                                  | Focus on <b>Sustainability, Diversity &amp; Inclusion, CSR</b> ; developing Indigenous Energy Market and Gas T&D Infrastructure.                       |
| Pillar 3        | Democratic Governance, Institutional Reform and <b>Modernization</b> of the Public Sector | Organizational & Operational Excellence | Focus on Corporate Governance, Organizational Culture & Core Values, <b>Operational Excellence, Digital Transformation</b> , Optimization of Resources |
| Pillar 4        | Water, <b>Energy</b> and Food <b>Security</b>   | Sustainability                          | Focus on diversification <b>to mitigate Energy Security Risks</b> in the wake of Depleting Indigenous Gas Supply.                                      |
| Pillar 5        | Private Sector and <b>Entrepreneurship</b> Led Growth                                     | Growth                                  | Focus on <b>developing Entrepreneurial Thinking</b> and adopting Industry Best Practices to govern and manage.   |
| Pillar 6        | Developing a Competitive <b>Knowledge Economy</b> through Value Addition                  | Organizational & Operational Excellence | Focus on digital skills, information and <b>knowledge based decision making</b> using modern <b>data analytics tools and research methods</b> .        |
| Pillar 7        | Modernizing Transportation Infrastructure and greater <b>Regional Connectivity</b>        | Growth                                  | Focus on diversification to <b>harness potential of CPEC Energy requirements</b> through Regional Gas Pipelines.                                       |



# Pakistan Energy Mix

## Supply

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Indigenous Natural Gas : **33.1%**  
LNG : **10.3%**  
(Total : **43.4%**)



Nuclear **3.2%**



LPG **1.3%**



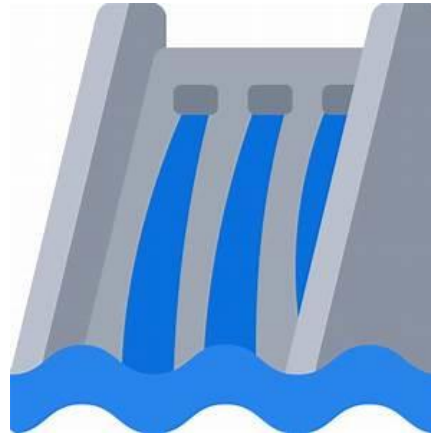
Renewable Energy **1.2%**



68%



SSGC  
32%



Hydro **9.9%**



Coal **18.2%**



Oil **22.6%**

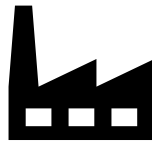


Source : Pakistan Energy Year Book 2020

# Critical Infrastructure

SNGPL: Pakistan's **Jugular Vein**

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| Food Security  | Energy Security   | Financial Security  | Economic Security                                |
|--|---|---|--|
| <b>Fertilizer Sector</b> totally depends on Gas        | Power Sector  | Major Export Sector earning valuable <b>Foreign Exchange</b>    | Key Commercial, Industrial, and Domestic sectors |
| 19% of GDP* <small>Economic Survey of Pakistan</small> | Highest Gas Demand by Sector (36%)* <small>OGRA Year Book 2019-20</small> | \$15+ Billion Textile Exports ; \$ 2+ Billion IT Exports (2021) | IT, Cement, SMEs, CNG, Industries, Urban Cooking |

## Pakistan's Global Ranking

|   |  |   |   |
|---|--|---|---|
|  <b>80 / 113</b> |  <b>93 / 108</b> |  <b>126 / 140</b> |  <b>108 / 138</b> |
| Global Food Security Index  | Energy Trilemma Index  | Global Competitiveness Index  | Legatum Prosperity Index  |

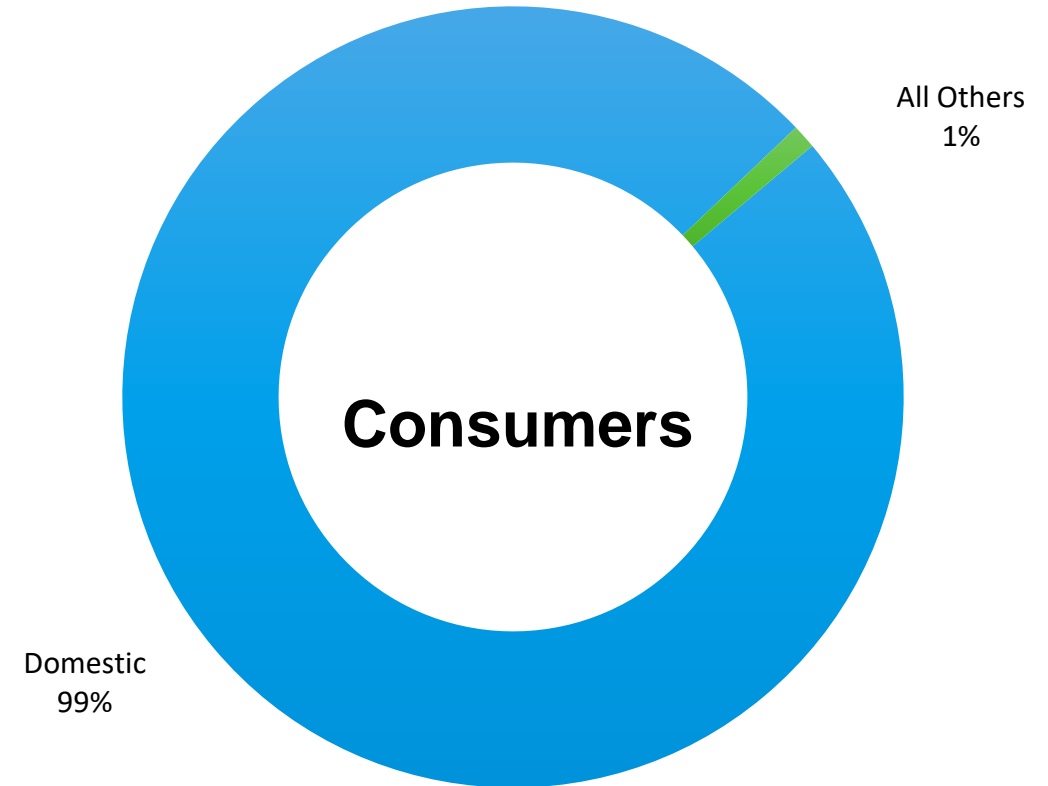
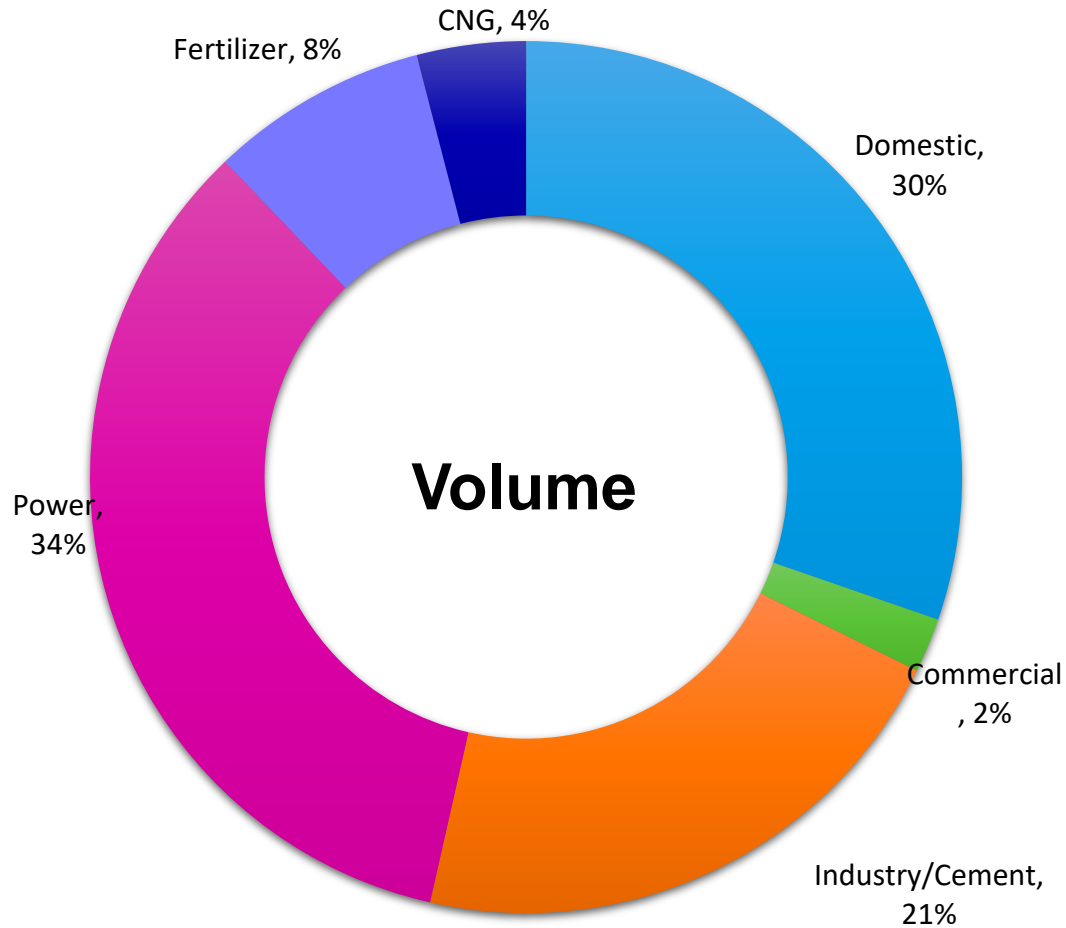
National Transmission & Distribution Network Company that connects and ensures  
“uninterrupted supply” of Natural Gas



# SERVING THE COUNTRY - Sales Mix



سوئی ناردرن گیس  
Sui Northern Gas



\* Indigenous & RLNG

Sui Northern Gas Pipelines Limited

| PSX Corporate Briefing – August 2022 |

Web : [WWW.SNGPL.COM.PK](http://WWW.SNGPL.COM.PK)

12



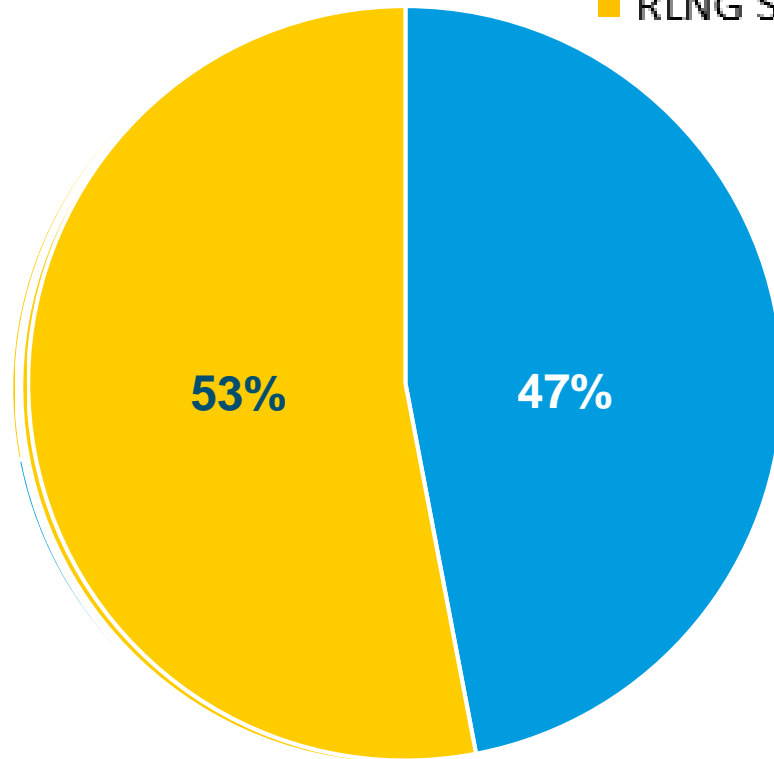
# SERVING THE COUNTRY - Reliance on RLNG



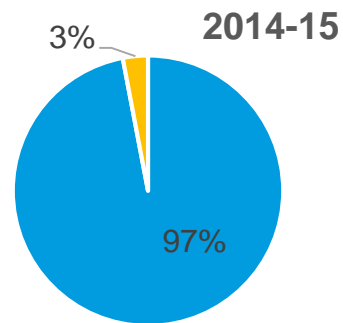
سوئی ناردرن گیس  
Sui Northern Gas



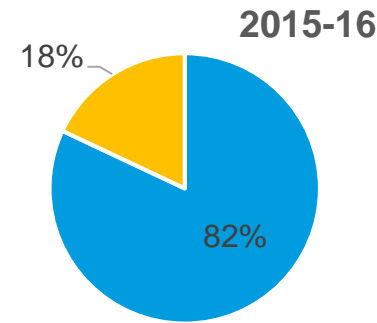
■ Indigenous Gas  
■ RLNG Supply



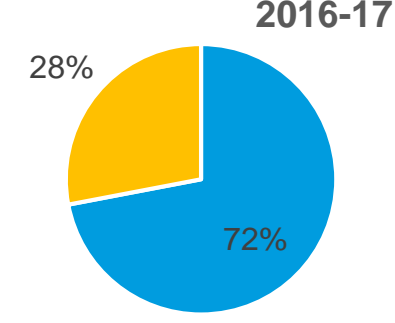
2021-22



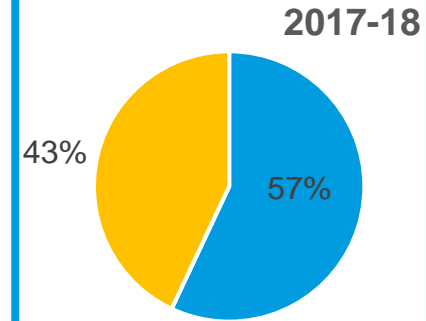
2014-15



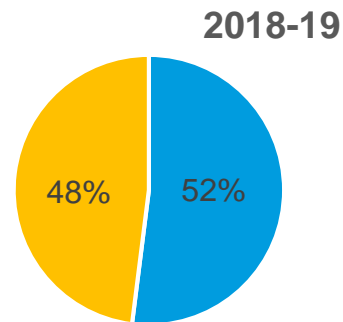
2015-16



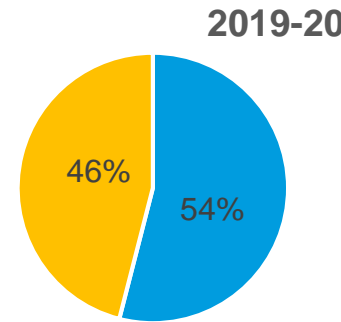
2016-17



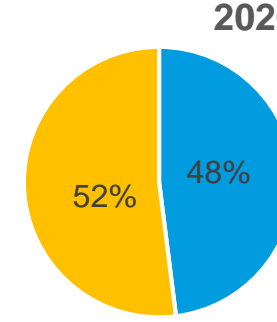
2017-18



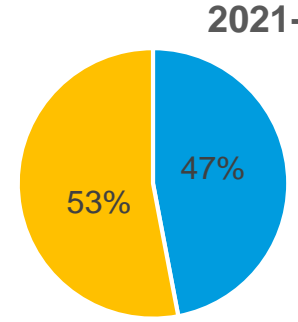
2018-19



2019-20



2020-21

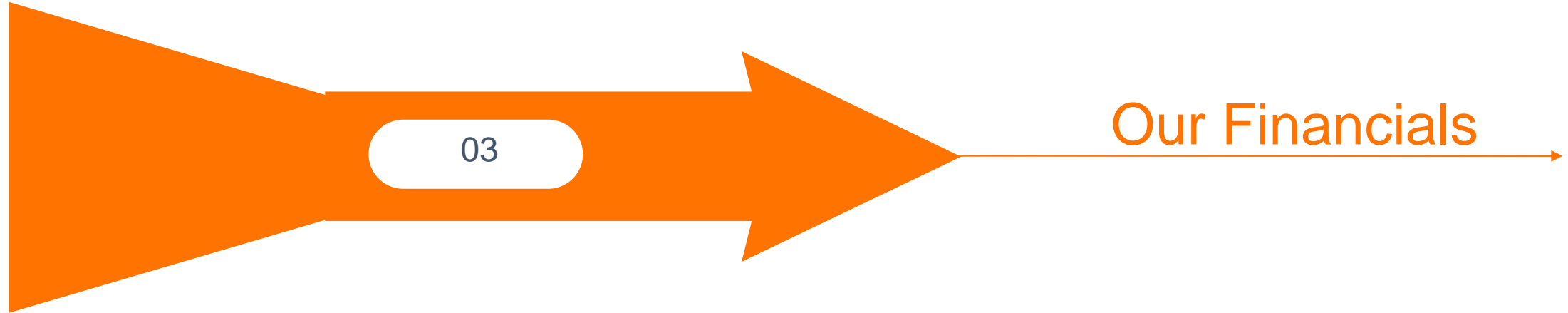


2021-22



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# OUR FINANCIALS - SNAPSHOT - 2021



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Sui Northern Gas



## Profit after tax



**PKR 10.99 Billion**

2020: 5.99 billion

**83 %**

Growth YoY

## Earnings Per share



**PKR 17.32**

PKR 9.46

**83 %**

Growth YoY

## Revenues



**PKR 645 Billion**

2020: 619 Billion

**4%**

Growth YoY

## Unaccounted for Gas



**8.60 %**

2020: 12.32%

**30 %**

Reduction YoY

## Effective ROA



VS 9.50% in 2020

**12.64 %**

## Bank Loans



4.6 %  
reduction YoY

**PKR 66**

Billion  
2020: 70 Billion

## Reserves



48 %  
Growth YoY

**PKR 28**

Billion  
2020: 19 Billion

## Working capital



29 %  
reduction YoY

**PKR (23)**

Billion  
2020: (32)  
Billion

## Disallowances



**PKR 9 Billion**

2020: 15 Billion

**37 %**

Reduction YoY

## Capitalization



**PKR 24 Billion**

2020: 27 Billion

**12.23 %**

Reduction YoY



# OUR FINANCIALS - SNAPSHOT – Q1 - 2022



سوئی ناردرن گیس  
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## Profit after tax



**PKR 3.03 Billion**  
PKR 3.18 Billion

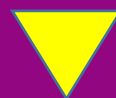


Slight  
Reduction  
from Q1-2021

## Earnings Per share



**PKR 4.78**  
PKR 5.01



Slight  
Reduction  
from Q1-2021

## Revenues



**PKR 261 Billion**  
PKR 142 Billion



84%  
Growth from  
Q1-2021

## Unaccounted for Gas



**9.63 %**  
10.10 %



5 %  
Reduction  
from Q1-2021

## Effective ROA



VS 12.99% in  
Q1-2021

**13.30 %**

## Working capital



Maintained working  
capital

**PKR (23)  
Billion**

## Reserves



2%  
Growth from  
2021

**PKR 28.3  
Billion**

## Bank Loans



2 %  
reduction from 2021

**PKR 65  
Billion**

## UFG Disallowances



**PKR 1.2 Billion**  
PKR 1.71 Billion



24 %  
Reduction  
from Q1-2021

## Capitalization



**PKR 3.8 Billion**  
PKR 2.3 Billion



68%  
Increase from  
Q1-2021

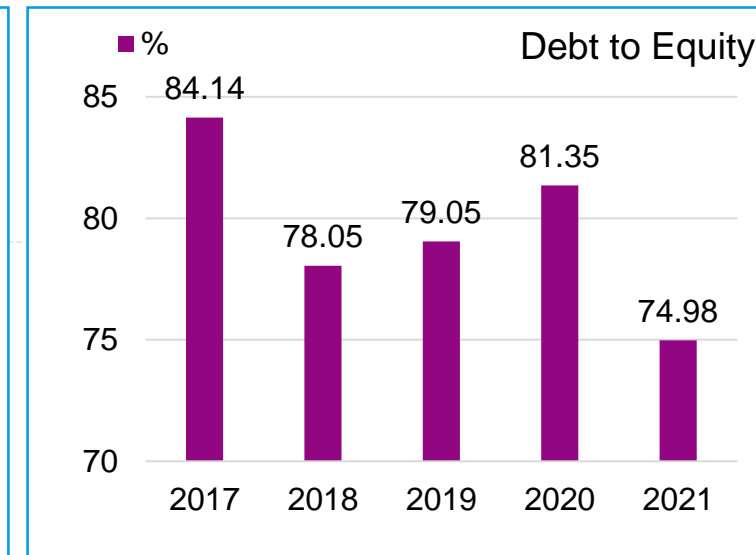
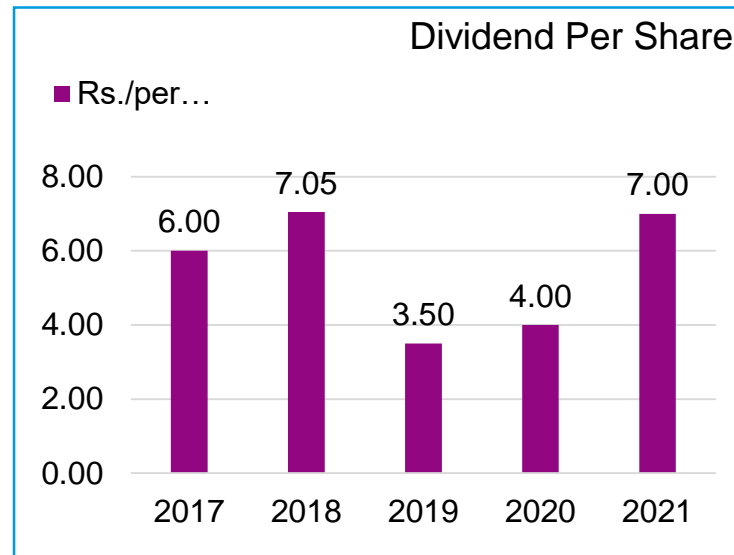
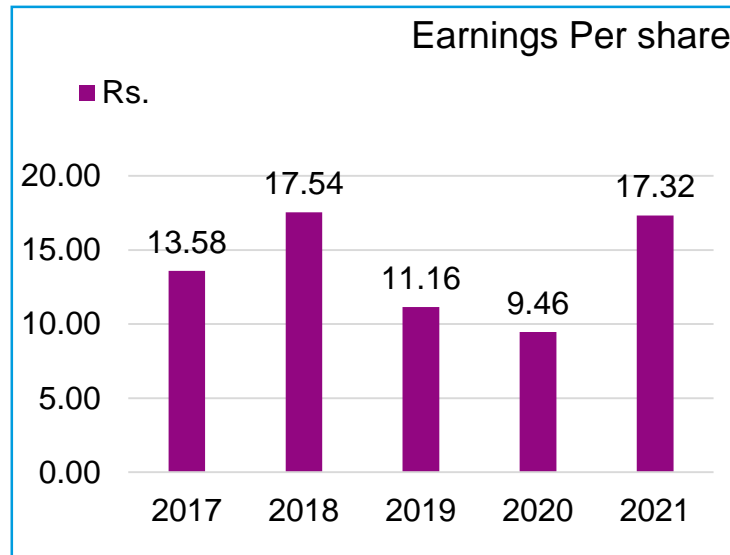
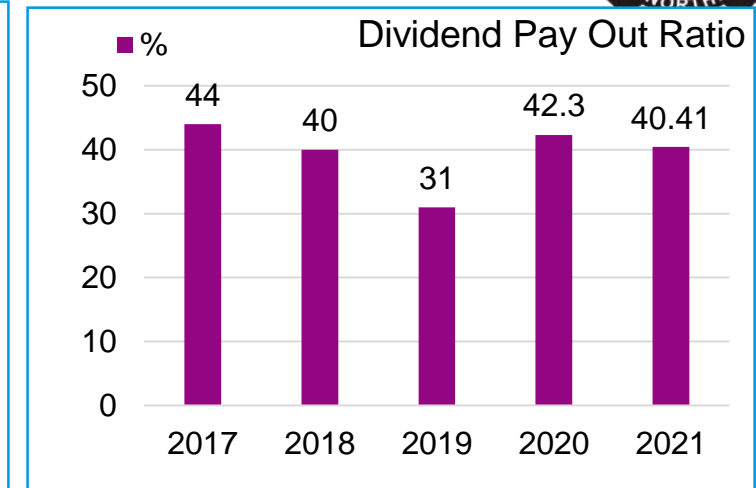
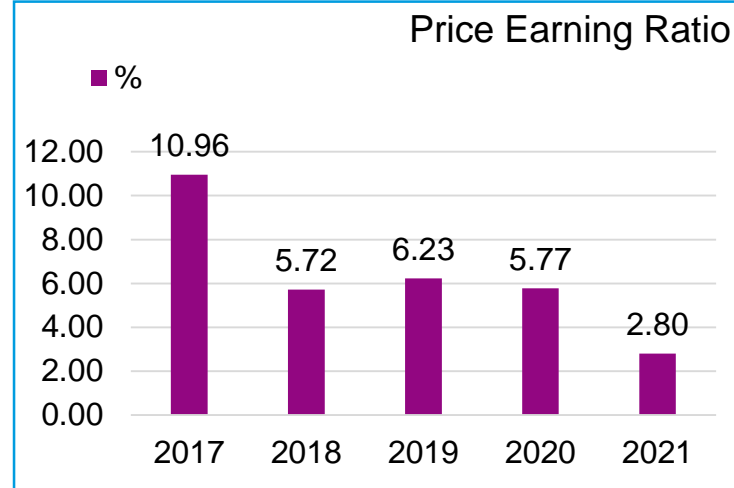
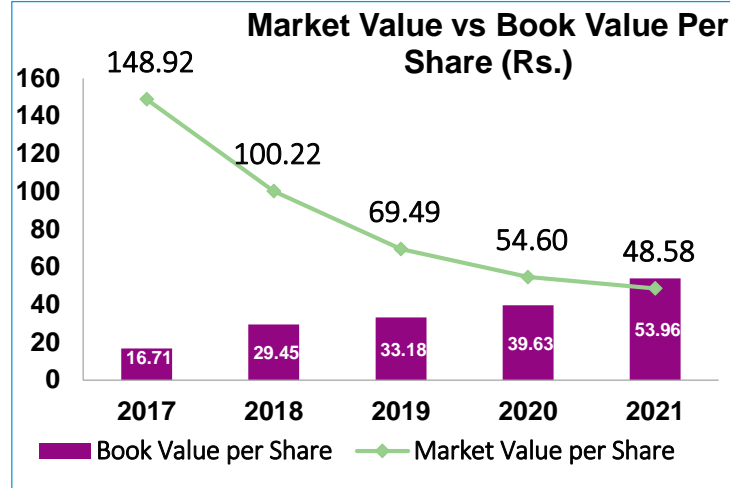




# OUR FINANCIALS – Significant Ratios



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04

## Future Prospects



# Customer Convenience

## Mobile app

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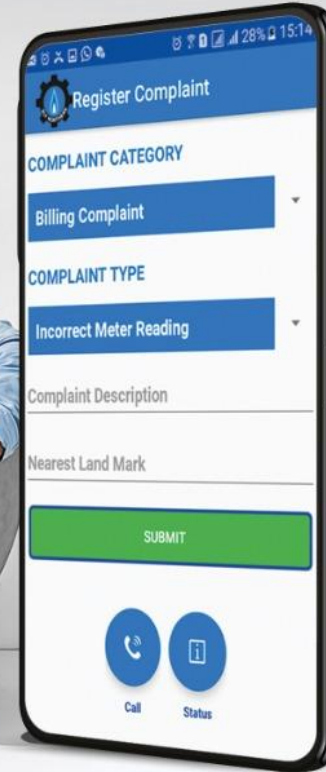
# WHAT A RELIEF!

SNGPL now enables you to pay & check your bills online from the comfort of your home amidst Covid-19 through

**SNGPL Bill App**

{ We prioritize your safety, comfort & convenience }

Existing bill information  
Bill payment  
Registration of complaints  
Previous gas bill details



سوئی ناردرن گیس  
Sui Northern Gas

Media Affairs Department | میڈیا افیئرز ڈیپارٹمنٹ

@/SNGPLofficial

Helpline: 1199

Download App



نہ قطار نہ انتظار  
نیا دور نئے اطوار

**SNGPL** بل ایپ

اب گیس بل ادا کریں  
**easypaisa**  
کے ساتھ

موبائل ایپ ابھی ڈاؤن لوڈ کریں



SNGPL BILL



سوئی ناردرن گیس  
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Media Affairs Department | میڈیا افیئرز ڈیپارٹمنٹ

# Digital Transformation

## New Operating Model

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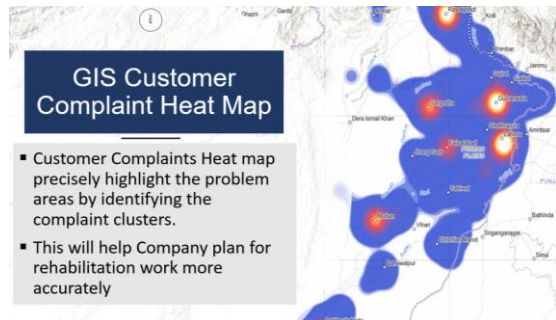


### Transmission & Distribution

#### SCADA and GIS Monitoring



Digitally Managing Customers Complaints, Leakages, UFG



“Live Demo”

### Finance

#### Fintech: ePayments, Online Banking



11000 Bank Branches, Credit Cards, NADRA Kiosks, ATMs



### Customer Care & Billing

#### Webapps to serve 7.3 Million Consumers Monthly



Application for New Connection or Billing Status – Anytime Anywhere, Queue Management Systems



### Employee Learning

#### eLMS to serve around 10,000 Employees



Employee Skill Development – Anytime Anywhere



“Live Demo”







# 3-Step Plan: Integrated Strategy



## Turnaround Concept

| Levels of Strategy      | Corporate Strategy  | Business Strategy  | Operational Strategy   |
|-------------------------|---|--|--|
|                         | Diversify   | Compete  | Optimize   |
| Focus                   | Mainly corporate strategy is concerned with <b>entering new industries</b> or leaving existing ones.  | Business strategy is concerned with how to achieve <b>advantage over competitors</b> and avoid competitive disadvantage.   | Operational strategy is focused on <b>functional strategies</b> related to HR, marketing, Information System & Technology, financial and operations.   |
| Strategic Objectives    | ③ Growth  | ② Operational Excellence   | ① Sustainability   |
| <b>3-Stage Plan</b><br> | Diversification   | Solid Profitability & Sustained Operations   | Portfolio Strategy   |
|                         | <ul style="list-style-type: none"> <li>▪ Growth through Diversification</li> <li>▪ Assets to be P/L Accountable</li> <li>▪ Status quo Business Model to be changed</li> </ul> | Solid profitability and sustained operations with focus on: <ul style="list-style-type: none"> <li>• UFG reduction &amp; capacity utilization</li> <li>• Minimize regulatory and policy gaps</li> <li>• Establish alliances and synergies</li> </ul> | A Portfolio Strategy starts with identification of key products (existing and opportunities) and the strategies that should be adopted to: <ul style="list-style-type: none"> <li>• HR and resource optimization</li> <li>• Change attitudes and Entrepreneurial thinking</li> <li>• Leveraging Technology &amp; Digital transformation</li> </ul> |
| Time Horizon            | Medium & Long Term  | Short & Medium Term  | Short & Medium Term  |



# CORPORATE BRIEFING

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Sui Northern Gas



05

**Q&A**





# THANK YOU

