



سوئی ناردرن گیس
Sui Northern Gas



Corporate Briefing 2023

The Momentum
Continues ...

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CORPORATE BRIEFING

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1 Company Overview





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Footprint



1

Our Company

Largest Integrated Natural Gas Utility

2

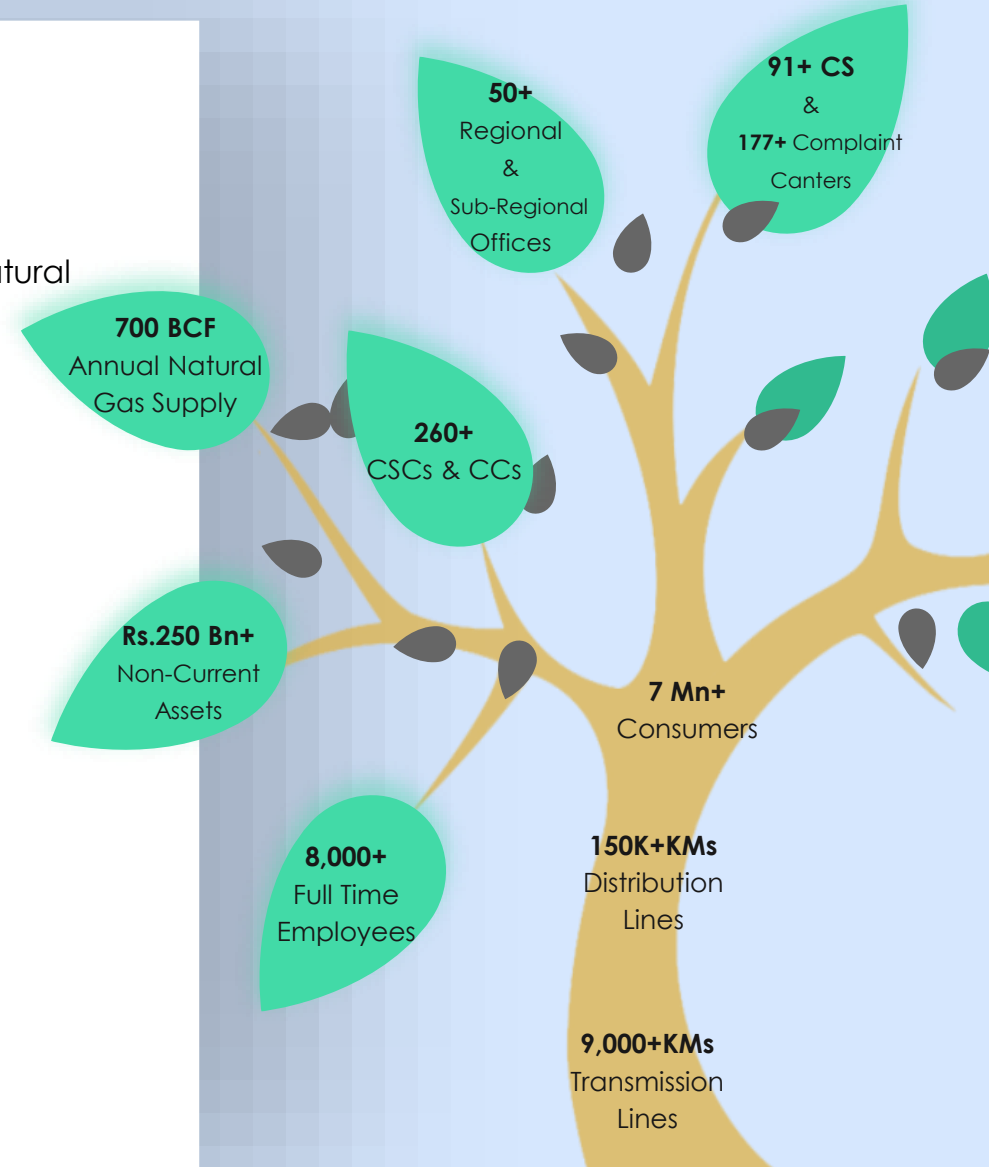
Experience

60 Year – T&D of Gas

3

Significance

Fulfilling over 30% Energy Demand of Country





CORE VALUE

	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 Mission 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

VISION

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**

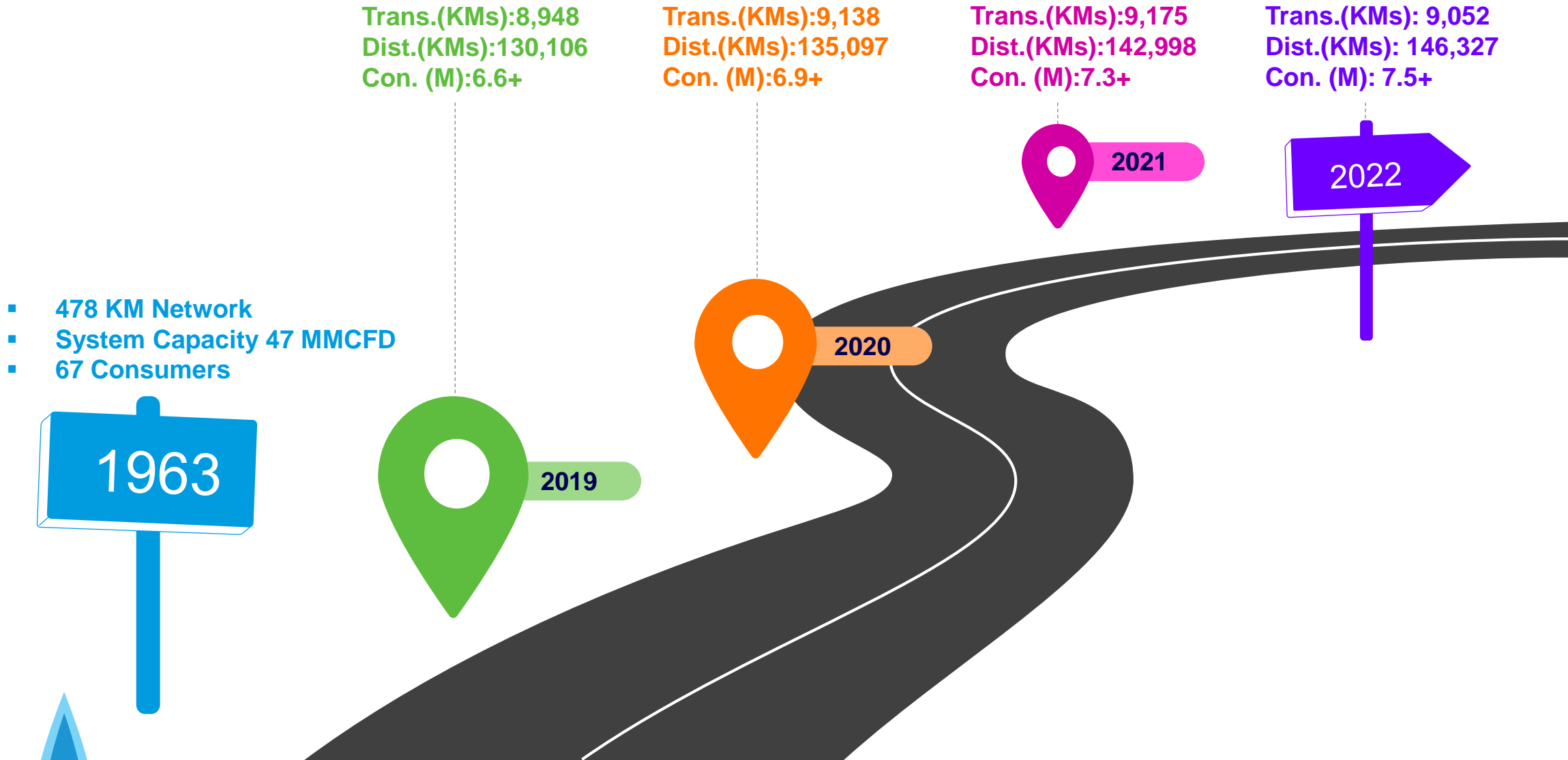
MISSION

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



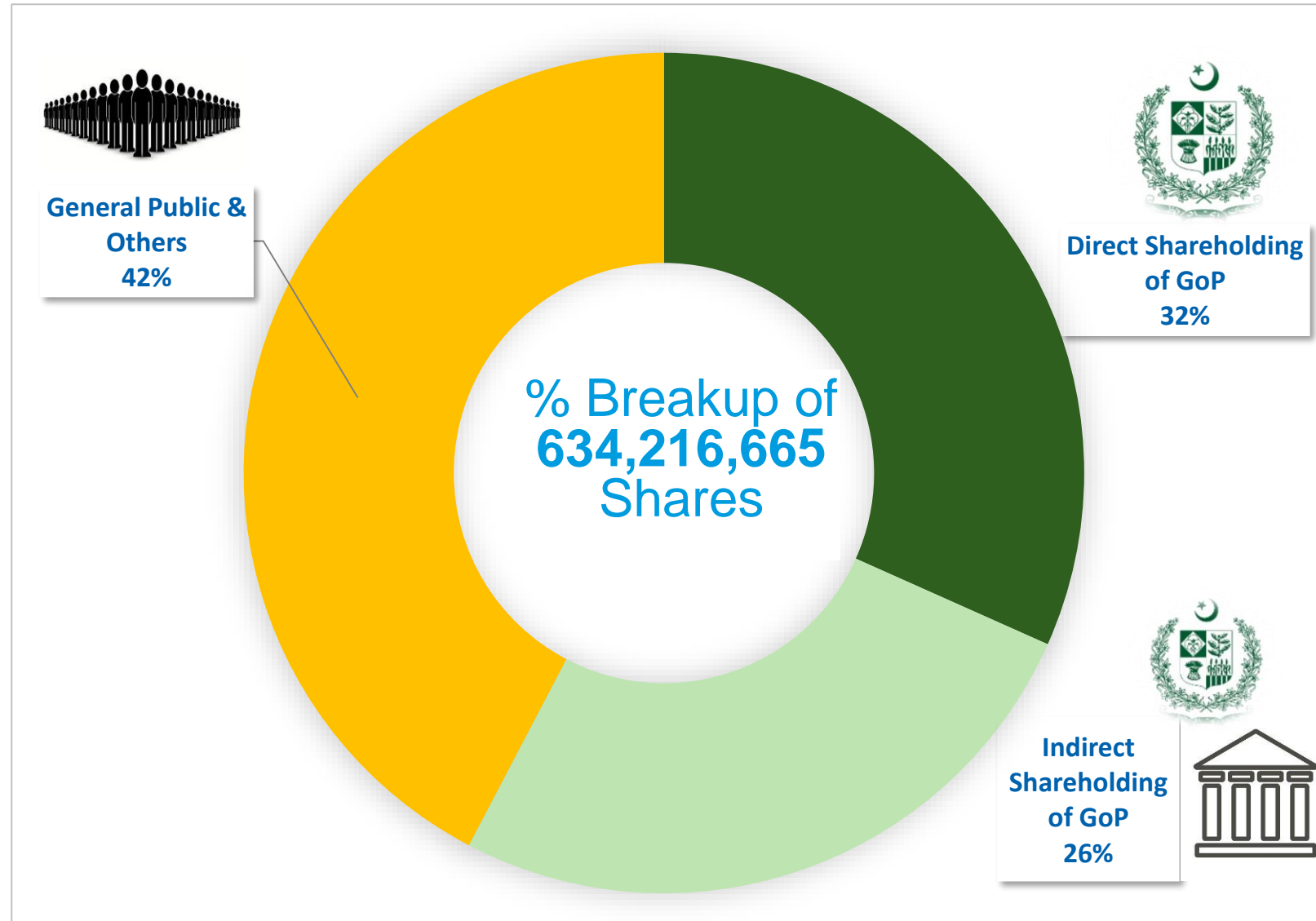
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SHAREHOLDING STRUCTURE



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Serving the Country





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



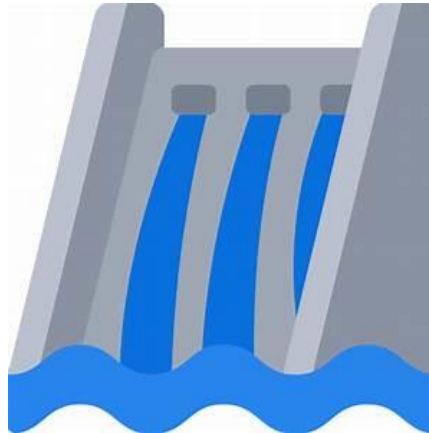
Renewable Energy **1.2%**



68%



SSGC
32%



Hydro **9.9%**



Coal **18.2%**



Oil **22.6%**

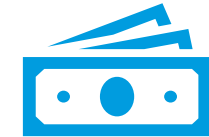
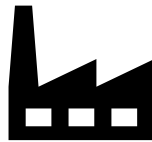
Source : Pakistan Energy Year Book 2020



Critical Infrastructure

SNGPL: Pakistan's Jugular Vein

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Food Security	Energy Security	Financial Security	Economic Security
Fertilizer Sector totally depends on Gas	Power Sector	Major Export Sector earning valuable Foreign Exchange	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

 80 / 113	 93 / 108	 126 / 140	 108 / 138
Global Food Security Index	Energy Trilemma Index	Global Competitiveness Index	Legatum Prosperity Index

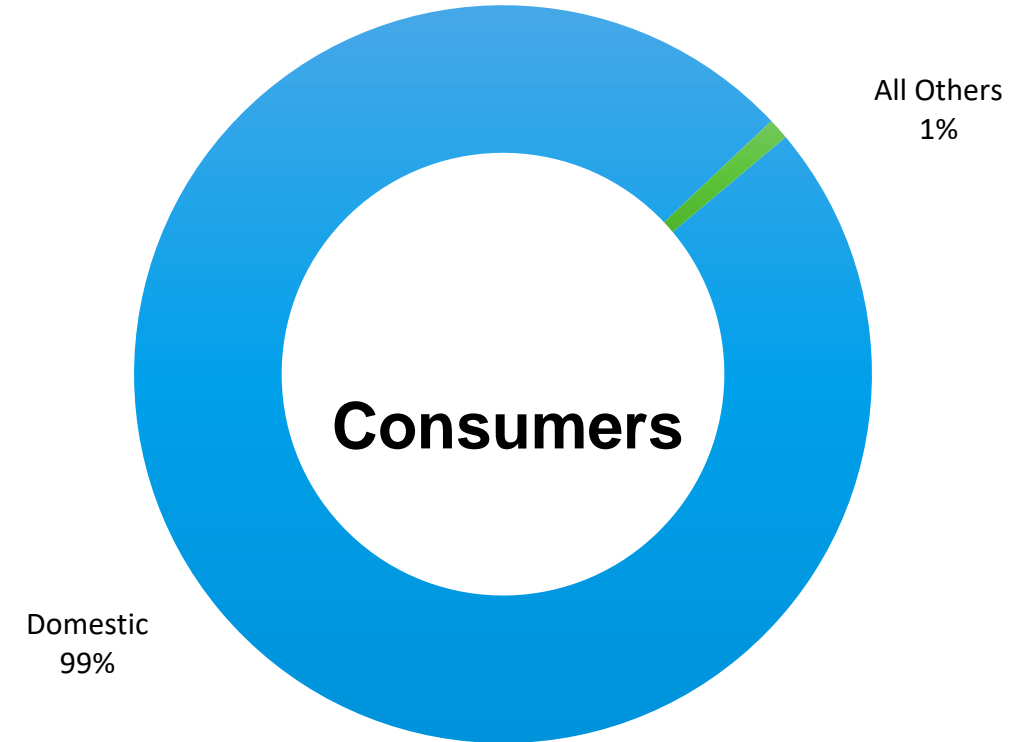
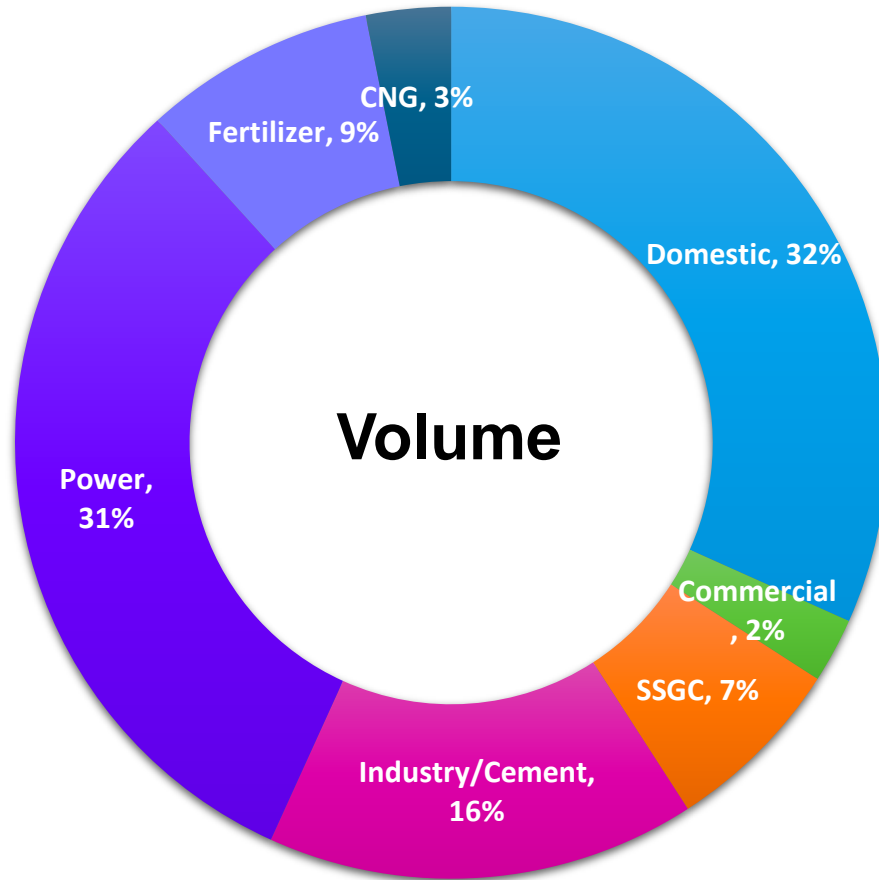
National Transmission & Distribution Network Company that connects and ensures
“uninterrupted supply” of Natural Gas



SERVING THE COUNTRY - Sales Mix



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* Indigenous & RLNG for FY 2021-22

SUI Northern Gas Pipelines Limited

| PSX Corporate Briefing – August 2023 |

Web : WWW.SNGPL.COM.PK

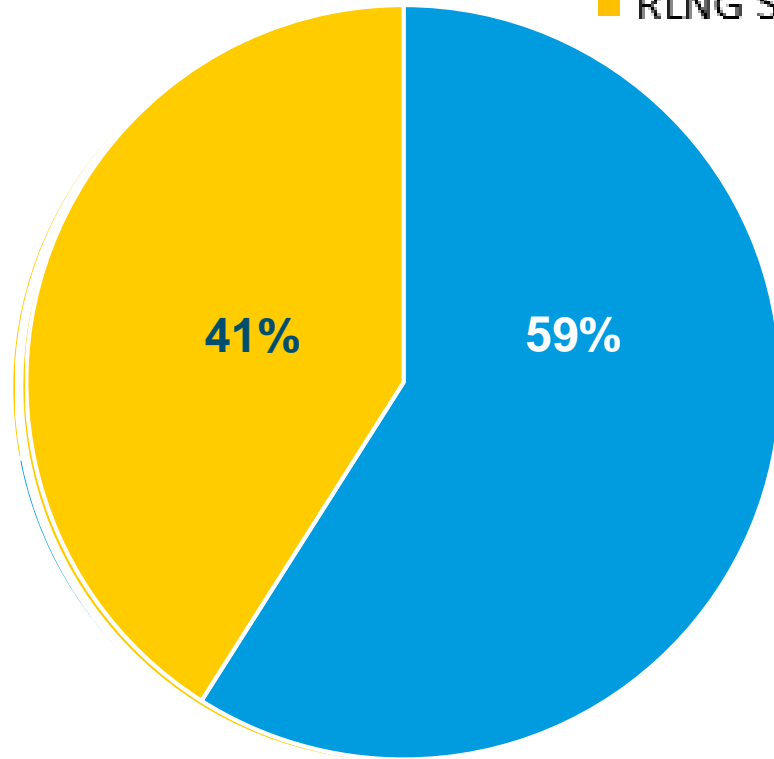
SERVING THE COUNTRY - Reliance on RLNG



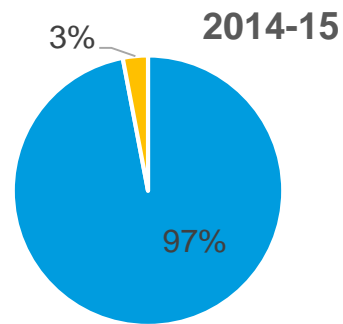
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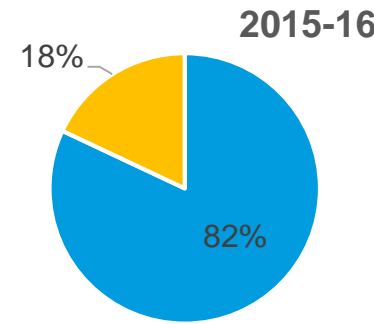
■ Indigenous Gas
■ RLNG Supply



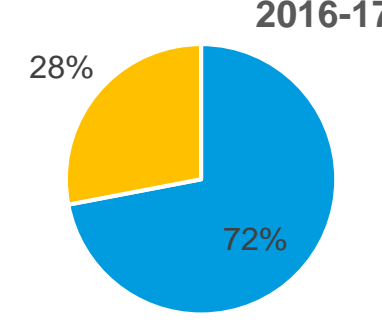
2022-23



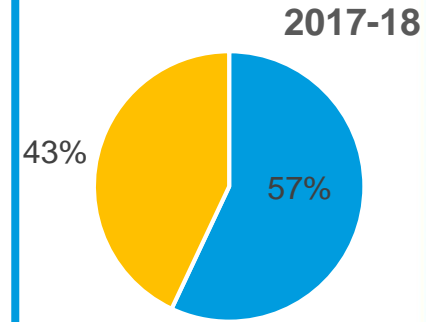
2014-15



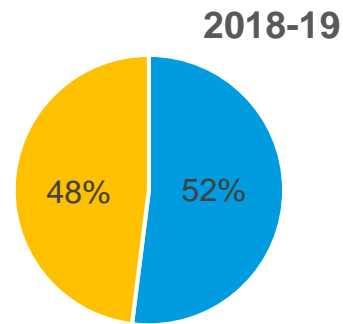
2015-16



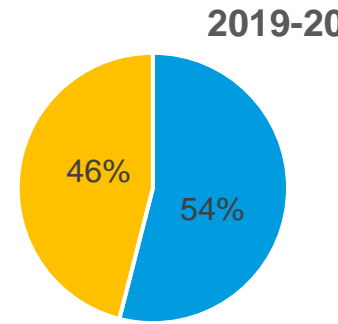
2016-17



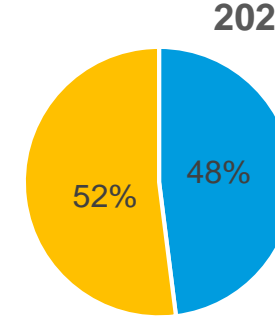
2017-18



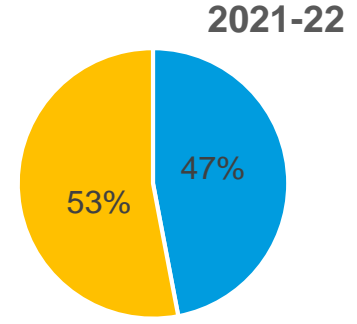
2018-19



2019-20



2020-21



2021-22



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03

Our Financials



FINANCIAL SNAPSHOT - 2022



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Revenues

1,077

RS billion

67%



Reserves

33,306

RS million

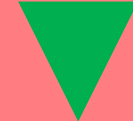
19%



UFG

8.06%

6.30%



EPS

16.34

RS

5.66%

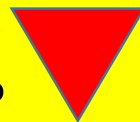


Profit before tax

15,504

RS million

2%



Profit after tax

10,366

RS million

5.66%



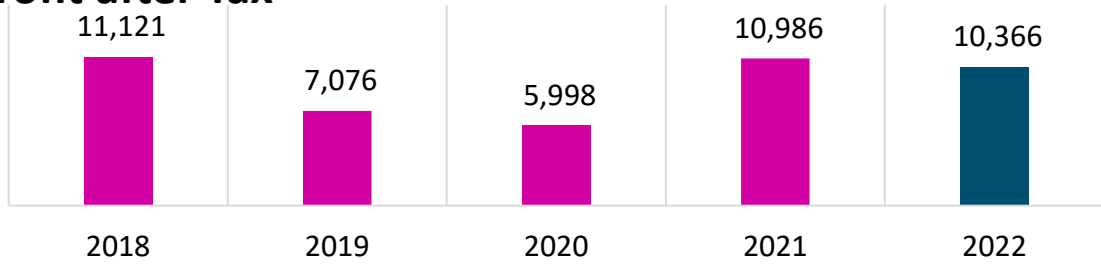
OUR FINANCIALS – Significant Ratios

History at a Glance

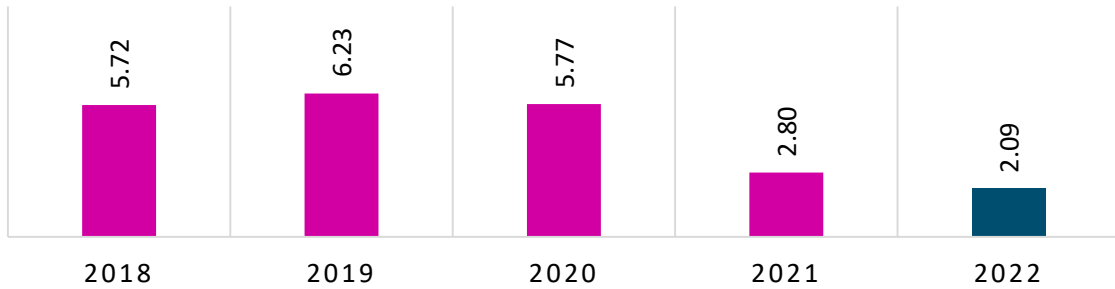


Profit after Tax

Rs. in Million

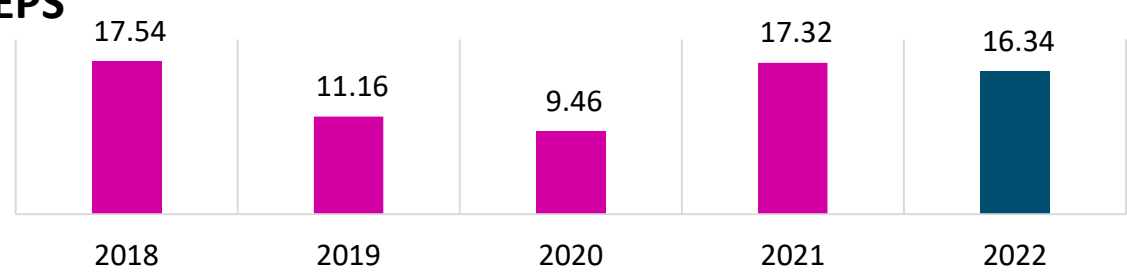


PRICE EARNING RATIO

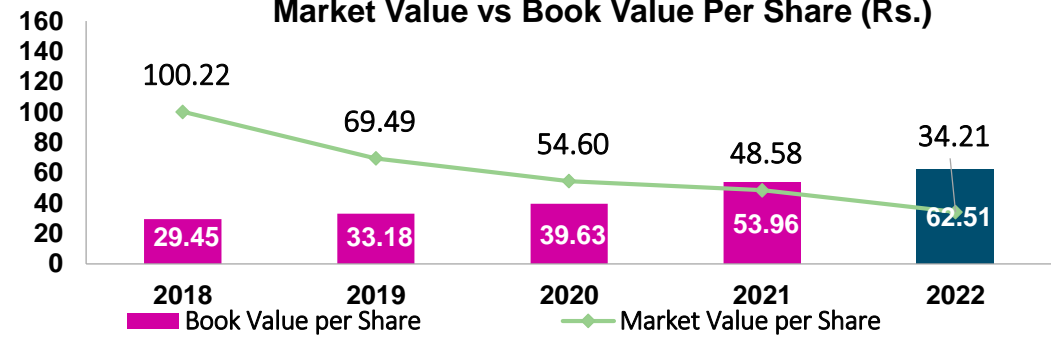


EPS

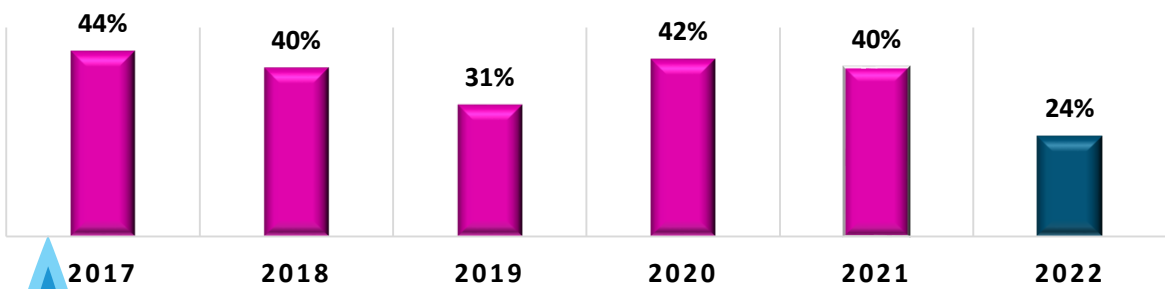
Rs. Per Share



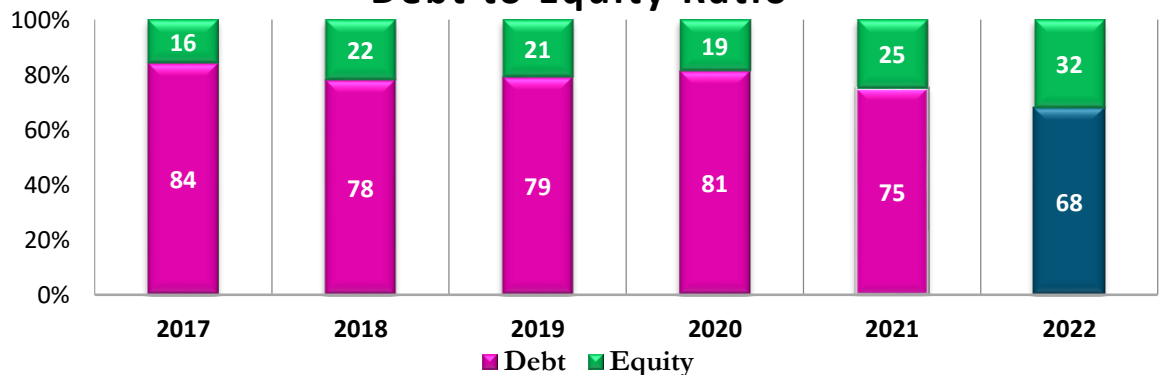
Market Value vs Book Value Per Share (Rs.)



Dividend Payout Ratio



Debt to Equity Ratio



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04

Future Prospects





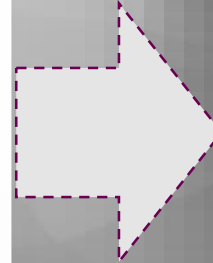
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PSX Corporate Briefing 2023

Strategic Goal



Natural Gas Utility



Transformation



Energy Company



Over a period of times,
Company aims to:

1. **Protect its Core** by implementing various initiatives;
2. Achieve **Excellence** in business operations
3. **Grow** smarter and maintain its position in the energy sector by investing in right resources and pursuing new business opportunities.

Transformation from “Natural Gas Utility” into “Energy Company”, over the period of next 5 years

Protecting the Core



- Reduce and control UFG
- Manage Demand-Supply gap
- Improve Cashflow
- Optimize Operating Costs

Excellence

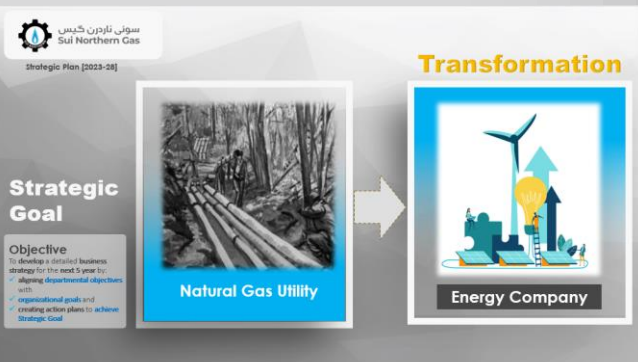


- Improve Market Perception
- Uplift Organizational Culture

Growth



- Continue and Maintain ROA Stream- SEZs, Integration of new finds with Transmission, Augmentation / bifurcation of Gas networks.
- Third Party Access
- Integration & Diversification



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Q&A





THANK YOU

