



# NATIONAL REFINERY LIMITED

CORPORATE BRIEFING  
SESSION 2022

PSX AUDITORIUM KARACHI  
NOVEMBER 08, 2022



NRL Corporate Briefing Session 2022



## COMPANY OVERVIEW

Established in 1963 as Public Limited Company. The Shares are listed at Pakistan Stock Exchange.

### Credit Ratings:

The Long term credit rating of the Company is AA+ and short term is A1+.

### Accreditations:

**Certification of ISO 14001:2015**

**Certification of ISO 45001:2018**

**Certification of ISO 9001:2015**

### Major Shareholders:

- Pakistan Oilfields Limited --- 25%
- Attock Refinery Limited --- 25%
- Islamic Development Bank --- 15%
- Others including banks, Insurance Companies, Joint Stock Companies, Trusts, Individuals etc. collectively --- 35%

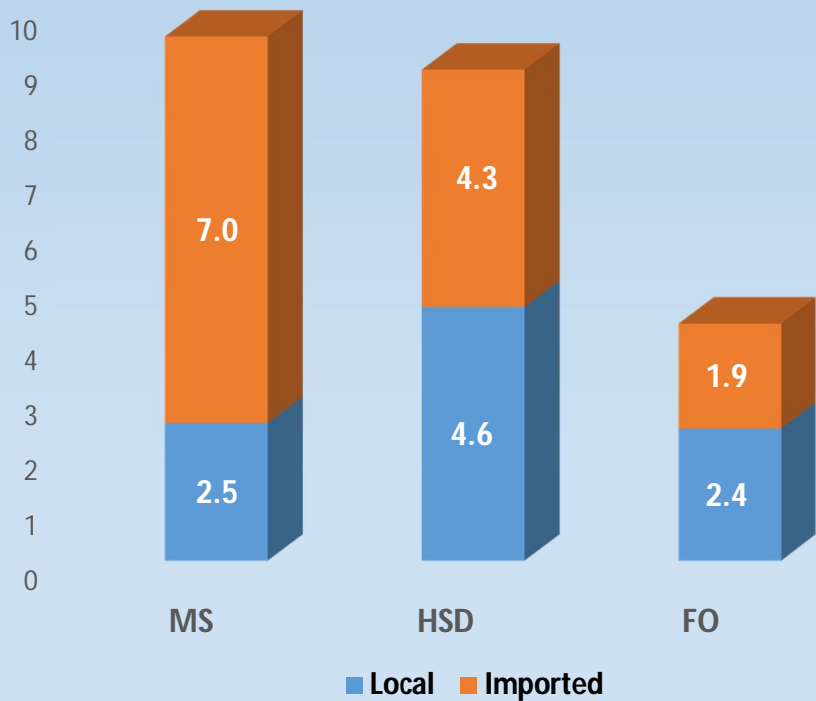
**Refinery Complex** consists of Two Lube Refineries

commissioned in 1966 and 1985 and a fuel refinery added to the complex in 1977. HSD Desulphurization and Isomerization units were commissioned in 2017.

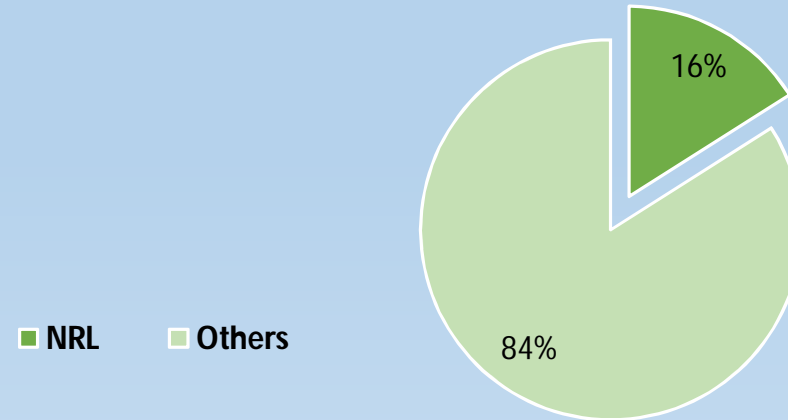
Crude oil refining capacity is 23,100,000 BBL per annum.



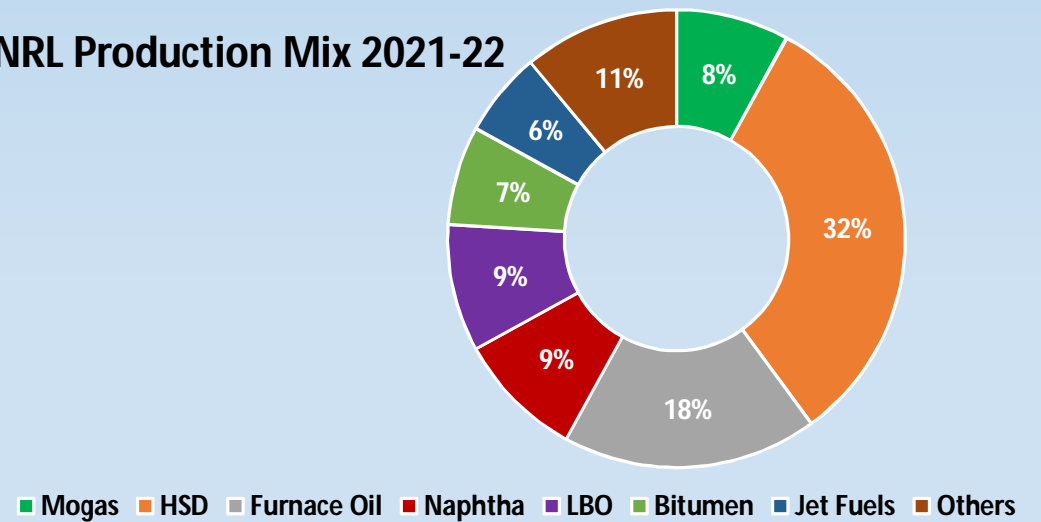
### Country's Product Consumption Pattern for 2021-22 in Million MT



### Average Share in Domestic Production

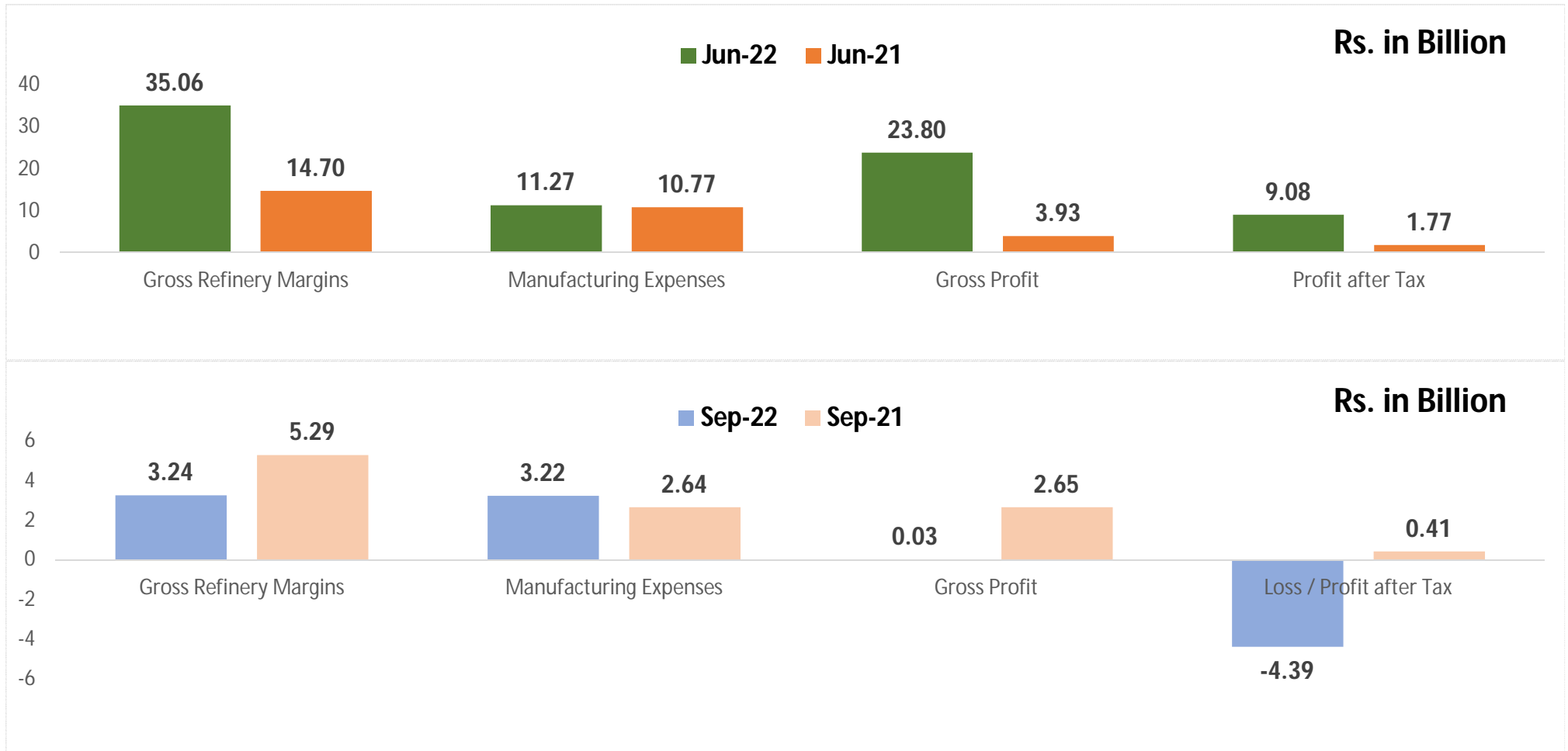


### NRL Production Mix 2021-22





## COMPANY'S FINANCIAL HIGHLIGHTS





## FUEL SEGMENT HIGHLIGHTS

	<b>FUEL SEGMENT</b>					
	<b>For the Quarter</b>		<b>For the Year</b>			
	<i>Jul-22 - Sep-22</i>	<i>Jul-21 - Sep-21</i>	<i>Jul-21 - Jun-22</i>	<i>Jul-20 - Jun-21</i>	<i>Jul-19 - Jun-20</i>	<i>Jul-18 - Jun-19</i>
	<b>Rs. in million</b>					
<b>Net revenue</b>	<b>69,018</b>	<b>43,727</b>	<b>243,156</b>	<b>128,267</b>	<b>114,269</b>	<b>159,389</b>
<b>Cost of sales excluding manufacturing expenses</b>	<b>(67,592)</b>	<b>(42,532)</b>	<b>(217,708)</b>	<b>(125,146)</b>	<b>(121,149)</b>	<b>(159,545)</b>
<b>Gross refinery margins</b>	<b>1,426</b>	<b>1,195</b>	<b>25,448</b>	<b>3,121</b>	<b>(6,880)</b>	<b>(156)</b>
<b>Manufacturing expenses</b>	<b>(2,169)</b>	<b>(1,795)</b>	<b>(7,738)</b>	<b>(7,325)</b>	<b>(7,487)</b>	<b>(7,336)</b>
<b>Gross profit / (loss)</b>	<b>(743)</b>	<b>(600)</b>	<b>17,710</b>	<b>(4,204)</b>	<b>(14,367)</b>	<b>(7,492)</b>
<b>Gross profit / (loss) %</b>	<b>-1.08%</b>	<b>-1.37%</b>	<b>7.28%</b>	<b>-3.28%</b>	<b>-12.57%</b>	<b>-4.70%</b>
<b>GRM - (US\$ / Bbl)</b>	<b>2.49</b>	<b>2.16</b>	<b>10.92</b>	<b>1.41</b>	<b>(3.66)</b>	<b>(0.07)</b>
<b>Sales Volume (M.Tons)</b>	<b>349,175</b>	<b>458,923</b>	<b>1,786,142</b>	<b>1,883,323</b>	<b>1,618,647</b>	<b>2,116,648</b>



## LUBE SEGMENT HIGHLIGHTS

	<b>LUBE SEGMENT</b>					
	<b>For the Quarter</b>		<b>For the Year</b>			
	<i>Jul-22 - Sep-22</i>	<i>Jul-21 - Sep-21</i>	<i>Jul-21 - Jun-22</i>	<i>Jul-20 - Jun-21</i>	<i>Jul-19 - Jun-20</i>	<i>Jul-18 - Jun-19</i>
	<b>Rs. In million</b>					
<b>Net revenue</b>	<b>20,475</b>	<b>12,963</b>	<b>66,433</b>	<b>42,145</b>	<b>32,547</b>	<b>38,795</b>
<b>Cost of sales excluding manufacturing expenses</b>	<b>(18,658)</b>	<b>(8,870)</b>	<b>(56,821)</b>	<b>(30,567)</b>	<b>(25,975)</b>	<b>(32,461)</b>
<b>Gross refinery margins</b>	<b>1,817</b>	<b>4,093</b>	<b>9,612</b>	<b>11,578</b>	<b>6,572</b>	<b>6,334</b>
<b>Manufacturing expenses</b>	<b>(1,048)</b>	<b>(841)</b>	<b>(3,527)</b>	<b>(3,449)</b>	<b>(3,323)</b>	<b>(3,291)</b>
<b>Gross profit</b>	<b>769</b>	<b>3,252</b>	<b>6,085</b>	<b>8,129</b>	<b>3,249</b>	<b>3,043</b>
<b>Gross Profit - %</b>	<b>3.76%</b>	<b>25.08%</b>	<b>9.16%</b>	<b>19.29%</b>	<b>10.00%</b>	<b>7.84%</b>
<b>GRM - (US\$ / Bbl)</b>	<b>10.60</b>	<b>36.61</b>	<b>15.71</b>	<b>23.05</b>	<b>15.46</b>	<b>14.54</b>
<b>Sales Volume (M.Tons)</b>	<b>114,367</b>	<b>10,710</b>	<b>514,384</b>	<b>468,169</b>	<b>401,203</b>	<b>478,037</b>



## OPERATING ENVIRONMENT

**Rising  
Exchange  
Rates**

Average Month  
End rates for the  
first quarter of  
the Year 2022-23  
Rs. 229.82/US\$

**Rising  
Utilities  
Cost**

Cost of Electricity  
per unit increased  
by around 50% in  
the first quarter of  
the year 2022-23

**Rising  
Freight  
Charges**

100% increase in  
Freight Charges in  
the first quarter of  
the year 2022-23

Crude Oil Price affected by regional and global events. During the year 2021-22 there was increased reliance on middle eastern crude oil by Western Europe resulting in higher premium charged on crude oil price.





## CHALLENGES

Disposal of Furnace Oil

Reduced Margins

Increased Operating & Financing Cost and LC charges / custom  
duty on Import of Crude Oil

Volatile Exchange Rates adversely affecting Performance





## **FUTURE PROJECTS**

**HYDROCRACKER / BOTTOM OF BARREL  
UPGRADE**

**INSTALLATION OF CCR (CONTINUOUS  
CATALYST REGENERATION) PLATFORMING  
UNIT**

**REFINERY PROJECTS BESIDES REQUIRING HUGE CAPITAL INVESTMENT ARE DEPENDANT  
UPON COUNTRY'S POLITICAL AND ECONOMICAL CONDITIONS AND FINALIZATION OF OIL  
REFINING POLICY**



## FUTURE OUTLOOK

Progress on Oil Refining Policy slowed down due to recent political change in the country. However, some development has been made recently to take it to approval stage.

Deregulation of Petroleum Prices in Pakistan.



## Q & A SESSION





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**THANK YOU**



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