

APL Attock Petroleum Ltd.

PSX · OIL & GAS MARKETING COMPANIES

What APL's expanding distribution footprint, liquidity base, and diversification beyond conventional fuels mean for its long-term profile within the integrated Attock Group.

THE STORY

Attock Petroleum Limited operates within an integrated downstream-upstream network through the Attock Group. The group's value chain extends from exploration and production through Pakistan Oilfields Limited (POL), which holds a **7.02%** stake in APL, to refining through Attock Refinery Limited (ARL), which holds a **21.88%** stake in APL, and National Refinery Limited (NRL).

Distribution Network. APL ranks fourth among oil marketing companies (OMCs) in terms of market share and has continued to expand its retail and storage infrastructure. During FY26, the company added 33 new retail outlets, taking its nationwide network to **811 stations**, including 44 company-operated sites. The company operates nine bulk oil terminals with a combined storage capacity of **210,885 MT** as of FY25. Major facilities include Machike with a capacity of 60,998 MT, Port Qasim at 39,442 MT, Rawalpindi at 19,420 MT, and Dera Ismail Khan at 18,908 MT.

Infrastructure Expansion. APL continues to expand its logistics and storage footprint. Land acquisition has been completed for a new bulk oil terminal at Port Qasim, while capacity expansion is underway at the Rawalpindi and Machike facilities. Civil works have also commenced at Pashtoon Garhi (Taru Jabba).

Liquidity Position. APL's short-term investments increased from PKR 38.46bn to **PKR 47.87bn** during the year. The portfolio comprised PKR 12.78bn in Treasury Bills, compared with PKR 11.37bn previously, while mutual fund investments increased from PKR 5.00bn to PKR 11.76bn. PIBs, including their short-term/current portion, stood at PKR 23.33bn. This sizeable short-term investment base contributes to non-operating income and provides liquidity alongside core operating activities.

Diversification Beyond Conventional Fuels. APL has expanded into areas beyond its traditional petroleum retailing operations. The company currently operates three 180kW ultra-fast EV charging stations and is expanding its DC fast-charging infrastructure in collaboration with HUBCO Green and Huawei. Solar net-metering systems have also been deployed across multiple company outlets. In the LPG segment, APL has established a dedicated storage and filling facility in Rawalpindi, commissioned and operational during FY26 following approvals from the Oil and Gas Regulatory Authority (OGRA) and the Explosives Department.

Business Profile. APL's operations combine a nationwide petroleum retail network with bulk storage infrastructure and an integrated relationship with upstream and refining companies within the Attock Group. The company is also expanding into EV charging, LPG, renewable-energy applications, and non-fuel retailing, broadening its operating footprint beyond conventional fuel marketing.

THE NUMBERS

Nationwide retail network

811 stations

including 44 company-operated sites; 33 new outlets added in FY26

Combined bulk storage capacity

210,885 MT

across nine bulk oil terminals, as of FY25

POL stake in APL

7.02%

ARL stake in APL

21.88%

Short-term investments

PKR 47.87bn

up from PKR 38.46bn

Treasury Bills

PKR 12.78bn

compared with PKR 11.37bn previously

Mutual fund investments

PKR 11.76bn

up from PKR 5.00bn

PIBs (incl. short-term/current portion)

PKR 23.33bn

WHAT WE ARE WATCHING

- ▶ Progress on new infrastructure: the Port Qasim bulk oil terminal land acquisition, capacity expansion at Rawalpindi and Machike, and civil works at Pashtoon Garhi (Taru Jabba).
- ▶ Ramp-up of the EV charging network, including expansion of DC fast-charging infrastructure alongside HUBCO Green and Huawei.
- ▶ Operational scaling of the new LPG storage and filling facility in Rawalpindi following OGRA and Explosives Department approvals.
- ▶ Trends in the short-term investment portfolio (Treasury Bills, mutual funds, PIBs) and their contribution to non-operating income.
- ▶ APL's market share position as it continues expanding its retail network against other OMCs.

GENERAL CONCEPT · EDUCATION, NOT A VIEW ON THIS STOCK

Vertical integration in the oil and gas value chain

Some companies operate at a single stage of an industry, such as retailing fuel to consumers. Others are structured so that affiliated companies span multiple stages of the same value chain: exploration and production, refining, and distribution. When a distribution company has cross-shareholdings with an upstream producer and a refiner within the same group, its supply relationships, cost structure, and strategic decisions can be more closely tied to the group's broader operations than would be the case for a standalone distributor. Investors generally view this kind of integration as a structural feature affecting stability and long-term positioning, rather than something that changes quarter to quarter.

GENERAL CONCEPT · EDUCATION, NOT A VIEW ON THIS STOCK

Non-operating income from short-term investments

A company can hold part of its balance sheet in short-term financial instruments, such as government securities or mutual funds, rather than deploying all of it into core operations. Income earned on this portfolio, through interest or returns on those instruments, sits alongside a company's operating profit and is generally classified as non-operating income. A larger such portfolio can support overall earnings and provide a liquidity cushion, but its size and composition can also shift with prevailing interest rates and investment choices, which is why analysts track it separately from the underlying operating business.