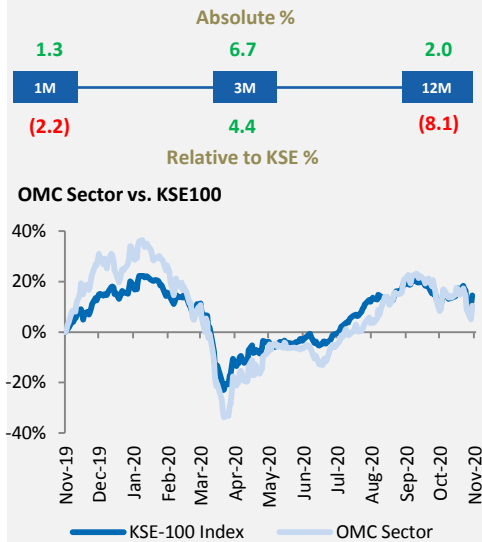


POL products sales increased by 6%YoY in Oct'20

4-Nov-20

Sector Performance



Market Share

	Oct-20	Oct-19	Sep-20
MOGAS			
PSO	39%	38%	40%
HASCOL	7%	9%	8%
APL	8%	9%	7%
SHEL	11%	12%	11%
HSD			
PSO	45%	44%	46%
HASCOL	6%	9%	6%
APL	7%	9%	8%
SHEL	8%	8%	7%
FO			
PSO	54%	63%	53%
APL	22%	16%	20%

Source: OCAC, BIPLS Research

- According to the latest OCAC report, POL volumes increased by 6%YoY, driven by 45%YoY increase in FO sales due to low base effect.
- On a sequential basis, POL sales increased by 11%MoM led by 42%MoM increase in HSD sales due to commencement of rabi season.
- During the month, MOGAS/HSD/FO sales increased by 1%YoY/3%YoY/45%YoY to clock in at 689k/669k/290k tons.
- PSO's volumes clocked in at 767k tons in Oct'20, an increase of 5%YoY driven by rise in sales volumes of FO posting a growth of 26%YoY.
- The company's sales volume in Oct'20 clocked in at 86k tons decreasing by 29%YoY driven by 23%YoY and 35%YoY decline in MOGAS and HSD sales, respectively.
- During the outgoing month, APL's sales volume clocked in at 52k/50k/63k tons for MOGAS/HSD/FO.
- We expect the sales to remain robust during the remainder year due to improving transportation activities and auto sales.

POL products sales up by 6%YoY in Oct'20: According to the latest OCAC report, POL volumes increased by 6%YoY, driven by 45%YoY increase in FO sales due to low base effect. On a sequential basis, POL sales increased by 11%MoM led by 42%MoM increase in HSD sales due to commencement of rabi season. Additionally, MOGAS increased by 7%MoM where FO sales declined by 22%MoM. Cumulatively for 4MFY21, POL products sales increased by 9%YoY, clocking in at 6.4mn tons as compared to 6.0mn tons SPLY. Product wise, FO registered the highest volumetric increase of 33%YoY standing at 1.2mn tons as opposed to 0.9mn tons in SPLY. On the other hand, MOGAS and HSD sales depicted an uptick of 6%YoY and 8%YoY, respectively.

000MT	Oct-20	Oct-19	YoY	Sep-20	MoM	4MFY21	4MFY20	YoY
Industry								
MOGAS	689	681	1%	642	7%	2,744	2,592	6%
HSD	669	650	3%	470	42%	2,322	2,150	8%
FO	290	200	45%	374	-22%	1,214	914	33%
Total	1,699	1,601	6%	1,524	11%	6,442	5,919	9%
PSO								
MOGAS	268	258	4%	259	3%	1,154	1,052	10%
HSD	304	285	7%	216	41%	1,109	975	14%
FO	158	125	26%	199	-21%	657	516	27%
Total	767	732	5%	698	10%	3,027	2,778	9%
HASCOL								
MOGAS	47	61	-23%	39	21%	183	149	23%
HSD	39	60	-35%	26	50%	130	144	-10%
FO	0	0	NM	0	NM	2	27	-93%
Total	86	121	-29%	65	32%	316	322	-2%
APL								
MOGAS	52	61	-15%	48	8%	200	231	-13%
HSD	50	58	-14%	38	32%	169	222	-24%
FO	63	32	97%	76	-17%	243	154	58%
Total	169	153	10%	168	1%	632	618	2%
SHEL								
MOGAS	73	80	-9%	70	4%	285	318	-10%
HSD	53	52	2%	34	56%	173	180	-4%
Total	131	134	-2%	108	21%	470	504	-7%

Source: OCAC, BIPLS Research

POL products sales increased by 6%YoY in Oct'20

PSO sales increase 5%YoY in Oct'20: PSO's volumes clocked in at 767k tons in Oct'20, an increase of 5%YoY driven by rise in sales volumes of FO posting a growth of 26%YoY. MOGAS and HSD sales increased by 4%YoY and 7%YoY, respectively. On a sequential basis, the company's volumes grew by 10%MoM, whereby the company experienced a decline in sales of FO by 21%MoM, while HSD and MOGAS sales increased by 41%MoM and 3%MoM, respectively. To highlight, MOGAS/HSD/FO sales clocked in at 268k/304k/158k tons. The company's market share clocked in at 45% in Oct'20 as compared to 46% SPLY, down by 100bps.

HASCOL sees a dip in volumes: The company's sales volume in Oct'20 clocked in at 86k tons decreasing by 29%YoY driven by 23%YoY and 35%YoY decline in MOGAS and HSD sales, respectively. However, on a sequential basis the company's volumes increased by 32%MoM led by 21%MoM and 50%MoM growth in MOGAS and HSD, respectively. HASCOL's sales volumes for Oct'20 clocked in at 47k/39k tons for MOGAS/HSD as compared to 61k/60k tons SPLY. Resultantly, the company's market share dipped to 5% in Oct'20 decreasing from 8% SPLY. On a cumulative basis, HASCOL's sales decreased by 2%YoY in 4MFY21 to 316k tons as opposed to 322k tons in SPLY.

APL volumes increased by 10%YoY during the month: During the outgoing month, APL's sales volume clocked in at 52k/50k/63k tons for MOGAS/HSD/FO. In this regard, FO increased 2.0xYoY whereas MOGAS and HSD decreased by 15%YoY and 14%YoY, respectively. On a sequential basis, total sales posted a meagre increase of 1%MoM. The company's market share for MOGAS/HSD/FO stood at 8%/7%/22% in Oct'20 as against 9%/9%/16% SPLY. Cumulatively, the company's sales volumes were up by 2%YoY, clocking in at 632k tons in 4MFY21 as compared to 618k tons SPLY.

SHEL posts a decline of 2%YoY in Oct'20: SHEL's sales volume in Oct'20 for MOGAS and HSD clocked in at 73k tons and 53k tons as against 80k tons and 52k tons in SPLY, respectively. During the month the company's market share in MOGAS and HSD clocked in at 11% and 8%, respectively, in Oct'20 from 12% and 8%, respectively, in SPLY.

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Hold	0% \leq Total stock return $<$ 15%
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