



Pakistan International Bulk Terminal Limited

Tuesday, November 22, 2022

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi

Sub: Corporate Briefing Session of Pakistan International Bulk Terminal Limited ("the Company")

Dear Sir,

Reference to notice PSX/N-1160 dated November 18, 2022, please find enclosed Presentation for Corporate Briefing Session of the Company held on Monday, November 21, 2022 at 2:30 p.m. at Beach Luxury Hotel, Karachi.

You may please inform the TRE Certificate Holders of the Exchange accordingly.

Yours sincerely,


Karim Bux
Company Secretary



A Marine Group Company

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CORPORATE BRIEFING SESSION

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED

21 NOV 2022



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PIBT PROFILE

HIGHLIGHTS

- PIBT has been setup as the Country's first terminal for handling Coal, Clinker and Cement.
- PIBT is strictly adheres to its Environmental Management Plan (EMP), in compliance with applicable laws and regulations of Pakistan (including SEPA), IFC's performance standards, and World Bank Group Environment, Health & Safety Guidelines.
- PIBT is on build, operate and transfer (BOT) basis on concession of 30 years at Port Qasim Authority.
- PIBT has built capacity for handling up to 12m tons of Coal and 4 million tons of Cement & Clinker per year.
- Capacity can altogether be further enhanced up to 20 million tons per year.
- PIBT has been setup for handling and delivering coal to Power, Cement and other coal based plants by utilizing the rail, road and sea networks.

PIBT LOCATION

- Terminal Location: North Western Zone of Port Qasim. (Fifty Kilometers from Karachi on the coast line of the Arabian Sea).
- Total Terminal Area: 72 acres

PQA CHANNEL



PIBT PROFILE

CORPORATE STATUS

| | |
|-------------------------------|-------------------------|
| Company Status | Public Listed Company |
| Concession Type | 30 years BOT extendable |
| Symbol on PSX | PIBTL |
| Listing Date | 23 December 2013 |
| Total Investment in PIBT | ~ USD 300 Million |
| Market Capitalization: Jun 22 | PKR 10.75 Billion |

SHARE HOLDING

AS AT 30 JUNE 2022

| | |
|--|-------------|
| Associated Companies, Undertaking and Related Parties | 43.30% |
| Directors, Chief Executive Officer and their Spouse and Minor Children | 4.40% |
| Mutual Funds and Modarabas | 2.13% |
| Foreign Entities | 0.52% |
| Others | 49.65% |
| Total | 100% |

KEY HIGHLIGHTS – FY 22

VOLUME VS SPLY
GROWTH: **-18%**

COAL HANDLED
8.2 MILLION
(TONS)



REVENUE VS SPLY
GROWTH: **-3%**

REVENUE
Rs. **10.5** BILLION



VESSELS VS SPLY
GROWTH: **-17%**

VESSELS HANDLED
146



GROSS PROFIT VS SPLY
GROWTH: **-16%**

GROSS PROFIT
Rs. **2.8** BILLION



TERMINAL
UTILIZATION (COAL)
69%



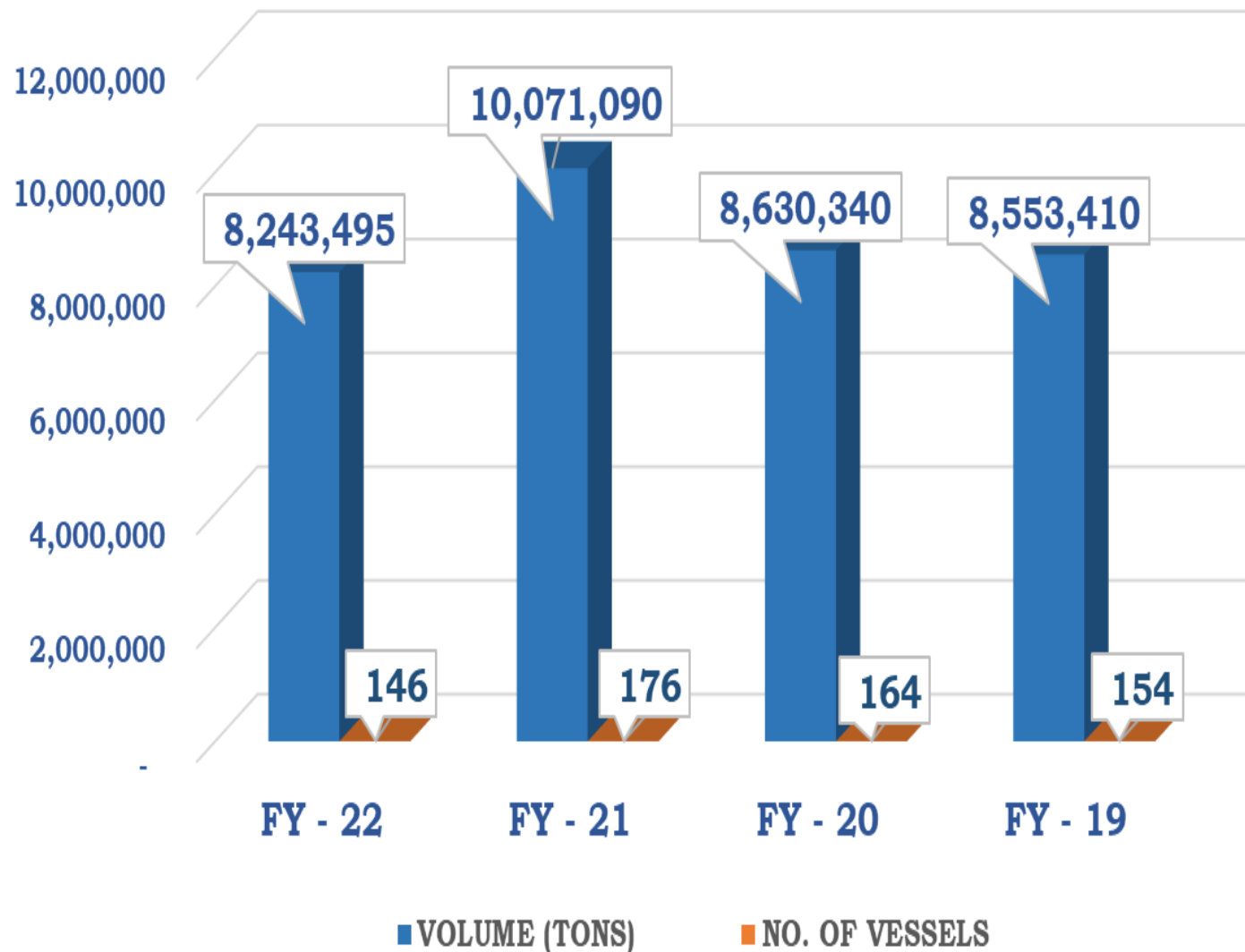
EBITDA VS SPLY
GROWTH: **-4%**

EBITDA
Rs. **4.3** BILLION



PIBT PERFORMANCE

VOLUME HANDLED – YEARLY COMPARISON

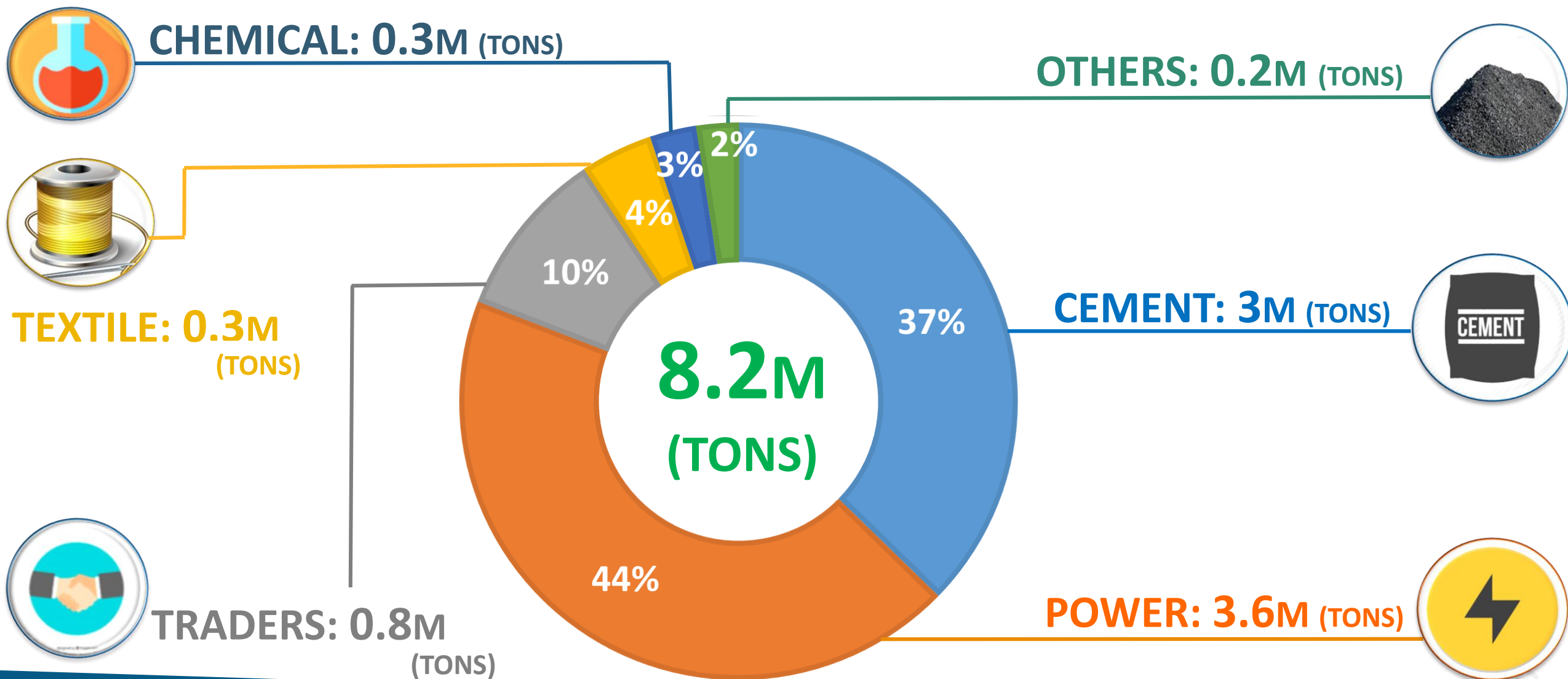


FACTORS AFFECTING VOLUME

- Overall economic slowdown globally as well as in country due to hike in commodity prices coal in particular.
- Consequently, the local users of imported coal switched to Afghan coal.
- Simultaneous increase in demand for imported coal witnessed from power sector.
- Focusing on strategies to bring more efficiency in cargo handling operations & on volumes consolidation, with the objective of providing unparalleled services to its customers.

PIBT PERFORMANCE

VOLUME HANDLED DURING FY – 22: INDUSTRY WISE



EXTRACTS OF STATEMENT OF PROFIT OR LOSS

AMOUNT IN PKR '000

| | FY 2022 | FY 2021 |
|-----------------------------|-------------------|-------------------|
| Revenue – net | 10,515,512 | 10,853,552 |
| Gross profit | 2,822,971 | 3,365,720 |
| EBITDA | 4,308,521 | 4,490,642 |
| Finance cost | (1,109,099) | (976,295) |
| Exchange (loss) / gain | (1,649,475) | 479,222 |
| Net (loss) / profit | (990,527) | 1,858,849 |
| (Loss) / earnings per share | PKR (0.55) | PKR 1.04 |

FINANCIAL PERFORMANCE

AMOUNT IN PKR ‘000

| | FY 2022 | FY 2021 |
|---------------------------------------|-------------------|-------------------|
| Non Current Assets | 32,368,474 | 33,701,272 |
| Current Assets | 5,130,469 | 4,164,677 |
| Total Assets | 37,498,943 | 37,865,949 |
| Equity | 21,394,089 | 22,389,790 |
| Non-Current Liabilities | 13,416,350 | 12,181,356 |
| Current Liabilities | 2,688,504 | 3,294,803 |
| Total Equity & Liabilities | 37,498,943 | 37,865,949 |

CORPORATE SOCIAL RESPONSIBILITY

ENVIRONMENTAL CONSERVATION

- Regular maintenance of 500 hectares plantation at an within Port Qasim jurisdiction.
- Plantation and maintenance of mangroves alongside the trestle area.

HEALTHCARE

- Maintains clinic in Rerhi Goth area to provide free-of-cost consultation, treatment and medicines.
- In collaboration with the Government of Sindh arranged COVID-19 booster vaccination facility.



CORPORATE SOCIAL RESPONSIBILITY

HEALTHCARE

- Organized The Indus Hospital (TIH) Voluntary Blood Donation Drive at the terminal.



EDUCATION & SUSTENANCE PROVISION

- Partly adopted a Government Primary School in Rehri Goth area near terminal premises.
- Adopted a Government school building encompassing two (02) Primary schools and one (01) secondary school in Cattle Colony.
- In collaboration with Saylani Welfare Trust provides free of cost food to on a daily basis to the local community in Rehri Goth.
- Contributed generously to the flood relief efforts by distributing food parcels to the affectees.



1ST QUARTER – FY 23

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED



KEY HIGHLIGHTS – 1ST QTR. FY 23

VOLUME VS SPLY
GROWTH: **-23%**

COAL HANDLED
2.1 MILLION
(TONS)



REVENUE VS SPLY
GROWTH: **10%**

REVENUE
Rs. **3.5** BILLION



VESSELS VS SPLY
GROWTH: **-24%**

VESSELS HANDLED
37



GROSS PROFIT VS SPLY
GROWTH: **3%**

GROSS PROFIT
Rs. **0.98** BILLION



TERMINAL
UTILIZATION (COAL)
71%



EBITDA VS SPLY
GROWTH: **1%**

EBITDA
Rs. **1.3** BILLION



EXTRACTS OF STATEMENT OF PROFIT OR LOSS

AMOUNT IN PKR '000

| | 1 ST QTR. 23 | 1 ST QTR. 22 |
|----------------------|-------------------------|-------------------------|
| Revenue – net | 3,461,958 | 3,138,677 |
| Gross profit | 984,696 | 960,165 |
| EBITDA | 4,308,521 | 4,490,642 |
| Finance cost | (336,010) | (246,811) |
| Exchange loss | (775,160) | (478,214) |
| Net loss | (437,898) | (94,575) |
| Loss per share | PKR (0.25) | PKR (0.05) |

FINANCIAL PERFORMANCE

AMOUNT IN PKR '000

| | 1 ST QTR. 23 | 1 ST QTR. 22 |
|---------------------------------------|-------------------------|-------------------------|
| Non Current Assets | 31,926,749 | 32,368,474 |
| Current Assets | 6,983,987 | 5,130,469 |
| Total Assets | 38,910,736 | 37,498,943 |
| Equity | 20,956,191 | 21,394,089 |
| Non-Current Liabilities | 14,233,476 | 13,416,350 |
| Current Liabilities | 3,721,069 | 2,688,504 |
| Total Equity & Liabilities | 38,910,736 | 37,498,943 |

QUESTION & ANSWER SESSION

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED



THANK YOU

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED

