

CA/PSL/23-24/0494
October 20, 2023

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

Subject: Corporate Briefing Session

Dear Sir,

This is to inform you that the Corporate Briefing Session of Pakistan Services Limited is scheduled to be held on Friday, October 27, 2023 at 12:15 p.m. at Islamabad Marriott Hotel to brief the investors/ analysts about Company's current Financial Performance and outlook. The flyer for Corporate Briefing Session is attached herewith.

We would appreciate your assistance in communicating this information to members of the Exchange.

Thanking you.

Yours Sincerely,

for and on behalf of
Pakistan Services Limited



Muhammad Amir
Company Secretary

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Sector G-5/2, Islamabad
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PSL
PAKISTAN
SERVICES
LIMITED

OWNERS AND OPERATORS OF PEARL-CONTINENTAL HOTELS



Pearl-Continental

HOTELS & RESORTS

KARACHI
T: +92 21 111 505 505

LAHORE
T: +92 42 111 505 505

RAWALPINDI
T: +92 51 111 505 505

BHURBAN
T: +92 51 3355700-29

MUZAFFARABAD
T: +92 5822 111 505 505

MALAM JABBA*
T: +92 946 111 505 505

*under franchise and management agreement



CORPORATE BRIEFING SESSION

You are cordially invited to the Corporate Briefing Session of Pakistan Services Limited wherein the Company's Chief Executive Officer, Chief Financial Officer, Company Secretary along with senior management team shall discuss the Company's financial performance and outlook.

Date : **Friday, October 27, 2023**
Venue : **Islamabad Marriott Hotel**
Registration : **12:00 p.m.**
Presentation : **12:15 p.m.**
Q&A : **12:45 p.m.**

Please confirm participation to:

Mr. Muhammad Amir
Company Secretary
Pakistan Services Limited

Phone: 051-2272890-98 (Ext-3474)
Email: muhammadamir@hashoogroup.com



PAKISTAN SERVICES LTD.

PAKISTAN SERVICES LIMITED

CORPORATE BRIEFING SESSION

OCTOBER 27, 2023

ISLAMABAD MARRIOTT HOTEL

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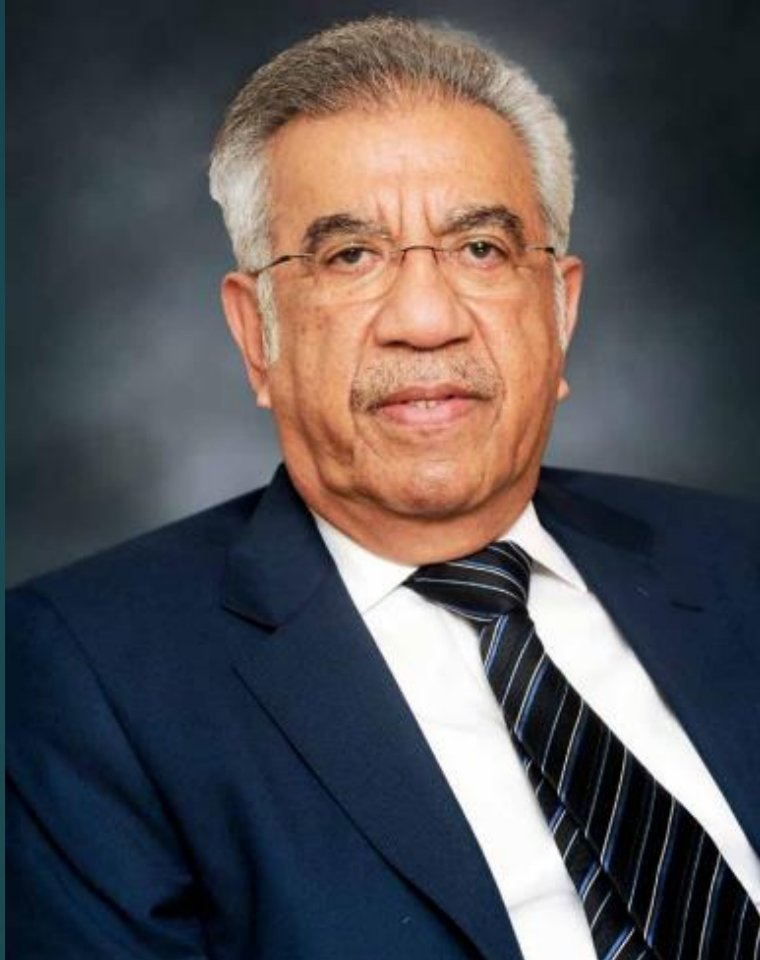
- ▶ **CORPORATE INFORMATION**
- ▶ **OUR JOURNEY TO SUCCESS**
- ▶ **FINANCIAL INFORMATION**
- ▶ **OPERATIONAL DEVELOPMENTS**
- ▶ **QUESTIONS & ANSWERS**

CORPORATE INFORMATION



CORPORATE INFORMATION

INCORPORATED	DECEMBER 06, 1958
LISTED ON STOCK EXCHANGE	JANUARY 18, 1964
PSX SYMBOL	PSEL
REGISTERED OFFICE	FIRST FLOOR, NESPAK HOUSE, G-5/2, ISLAMABAD
CORE BUSINESS	HOTELS
AUDITORS	M/S. KPMG TASEER HADI & CO, CHARTERED ACCOUNTANTS
SHARE REGISTRAR	M/S. THK ASSOCIATES (PVT) LIMITED



MR. SADRUDDIN HASHWANI
Chairman



MR. MURTAZA HASHWANI
Chief Executive Officer

BOARD OF DIRECTORS

Executive Directors



Mr. Murtaza Hashwani



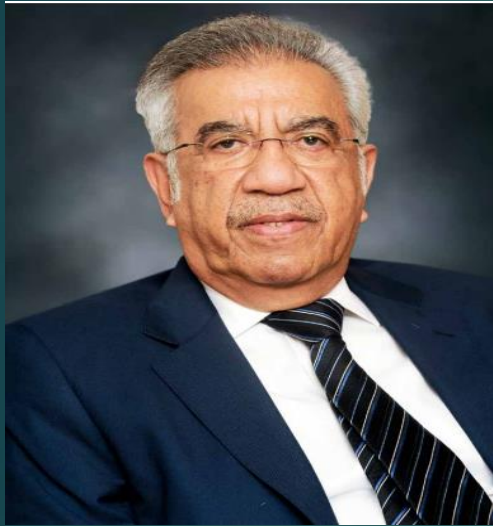
Mr. Shakir Abu Bakar



Syed Haseeb A. Gardezi

BOARD OF DIRECTORS

Non-Executive Directors



Mr. Sadruddin Hashwani



Mr. M. A. Bawany



Mr. M. A. Ghazali Marghoob



Ms. Ayesha Khan

BOARD OF DIRECTORS

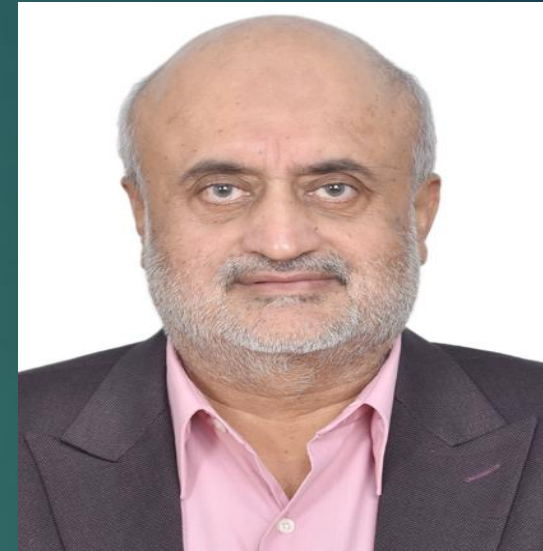
Independent Directors



Mr. Rohail Ajmal



Mr. Shahid Hussain



Mr. M. Saleem A. Ranjha

STATUTORY OFFICERS



Mr. Tahir Mahmood
Chief Financial Officer



Mr. Muhammad Amir
Company Secretary



Syed Nehal Ahmed Zaidi
Head of Internal Audit



OUR
JOURNEY TO
SUCCESS

Pakistan Services Limited

Incorporated in Karachi as a Public Limited Company.

1958



Pearl Continental Hotel Bhurban

Addition of the resort property

1992



Privilege Club Cards

Membership of Privilege Club Cards entitles the card holder to obtain complimentary stay and discounts.

1999



1985

The current management took over its ownership in the year 1985



1993

Pearl Tours & Travels (Pvt) Ltd.
Rent a Car and Tour operations.



2002

Destinations of The World (DOTW)

Master franchise agreement signed with DOTW, Dubai.



Zaver Pearl Continental
Hotel Gwadar

Under Franchise Agreement

2006



Excellence Award – Best
Performing Company

Employers Federation of
Pakistan

2011



City Properties (Pvt) Ltd.

Entered into a Real Estate
Development

2016



2007

Pearl Continental Hotel
Muzaffarabad
Addition of the new property



2014

Life Time Achievement
Award

Presented to Chairman Hashoo
Group at Asian Business
Leadership Forum



2016

Elite Properties (Pvt) Ltd.

Entered into Real Estate
Development

PC Hotel Malam Jabba

PSL has signed a franchise & management agreement with M/s Samsons Group of Companies with capacity of 76 rooms and Hotel is fully operational now

2018



CECIL HOTEL

CECIL entered into franchise & management MOU with PSL for resort cum business hotel in Murree with 14 keys in existing building along with new block of 60 rooms

2020



Brand of the year Award

Pakistan Services Limited won brand of the year award

2020



2019

NISHAN E IMTIAZ

Presented to Hon. Chairman of Hashoo Group Mr. Sadruddin Hashwani



2020

SNQ Resorts

SNQ resorts entered into franchise & management MOU with PSL for 4 star hotel under the brand name of PC Legacy, valley road Naran, with 70 rooms



AAA Associates Pvt. Ltd.

AAA Associates Pvt. Ltd. entered into franchise & management agreement with PSL for 5 star hotel with 120-150 rooms in Bahria Town Rawalpindi



Road & Story Pvt. Ltd.

Road and Story Pvt. Ltd. signed a franchised & management MOU with PSL for 5 star hotel with 100 rooms under the brand name of PC Attabad Lake Resort, Hunza



2020

2021

2021

2021

SKY 9 Builders & Developers

Sky 9 Builders & developers entered into a franchise & management MOU with PSL for 4 star hotel with 125-150 rooms under the brand name of PC Legacy in Bahria Town, Rawalpindi



Linked International Pvt. Ltd.

Hotel lease agreement under the name PC Legacy in Nasirabad, Hunza with 58 rooms



Royal Hospitality

Royal Hospitality entered into franchise & management agreement with PSL for 4-Star Hotel with 100 rooms in Lahore Cantt.



HMSZ Developers Pvt. Ltd.

HMSZ Developers Pvt. Ltd. signed a franchise & management MOU with PSL for 4 Star Hotel with 100 rooms under the brand name of PC Legacy Gujranwala.



2022

2022

2022

Hotels Nine Developers Pvt. Ltd.

Hotels Nine Developers Pvt. Ltd. entered into a franchise & management MOU with PSL for 5 Star Hotel with 160 rooms in Kaghan.



2022

Pine View Cottage Kalam

Pine View Cottage Kalam signed a franchise & management MOU with PSL for 4-Star Hotel with 96 rooms in Kalam

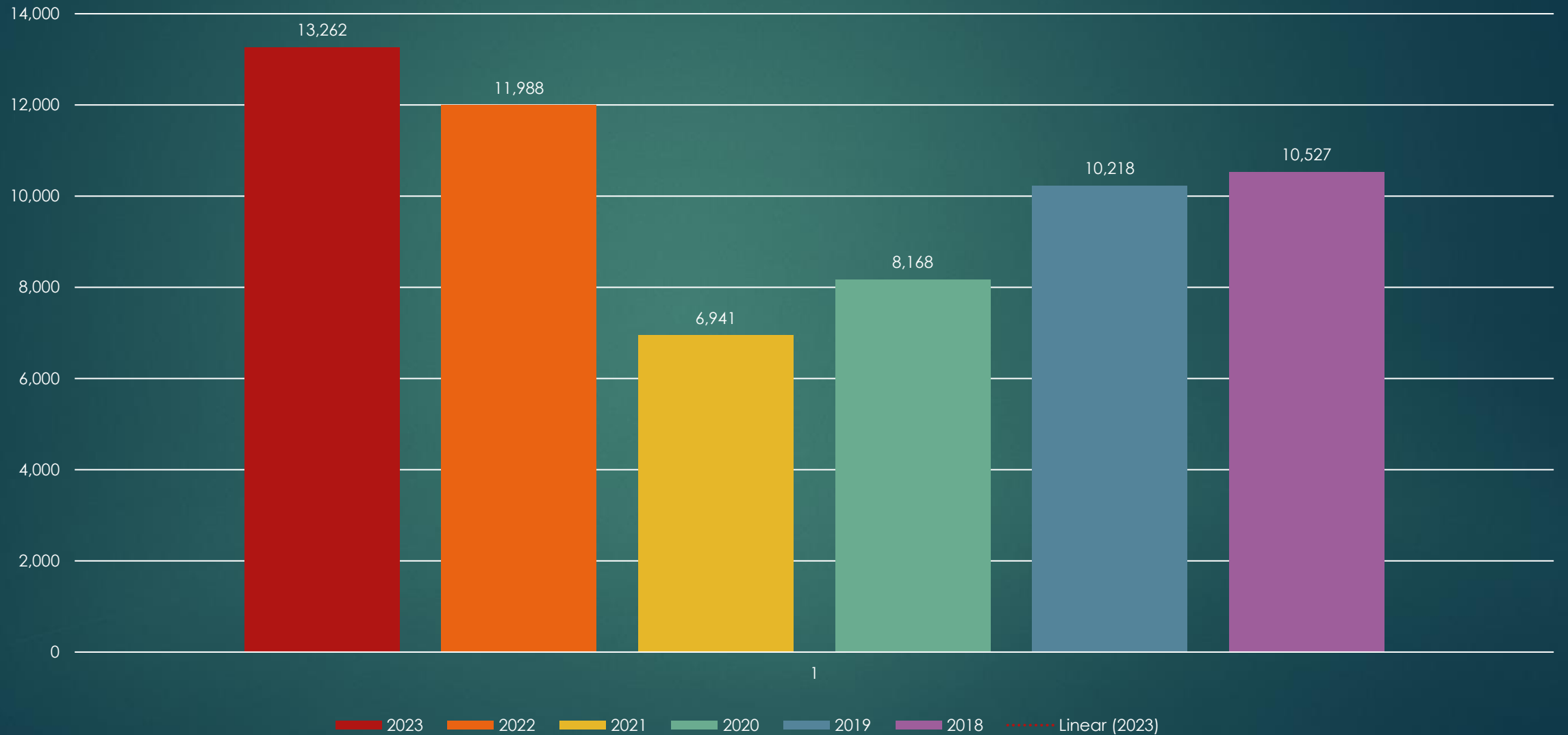


A hand is shown in the upper center, dropping a coin into a stack of coins. Below the hand are four stacks of coins of increasing height from left to right, all resting on a reflective surface. The background is a warm, golden-brown color.

FINANCIAL INFORMATION

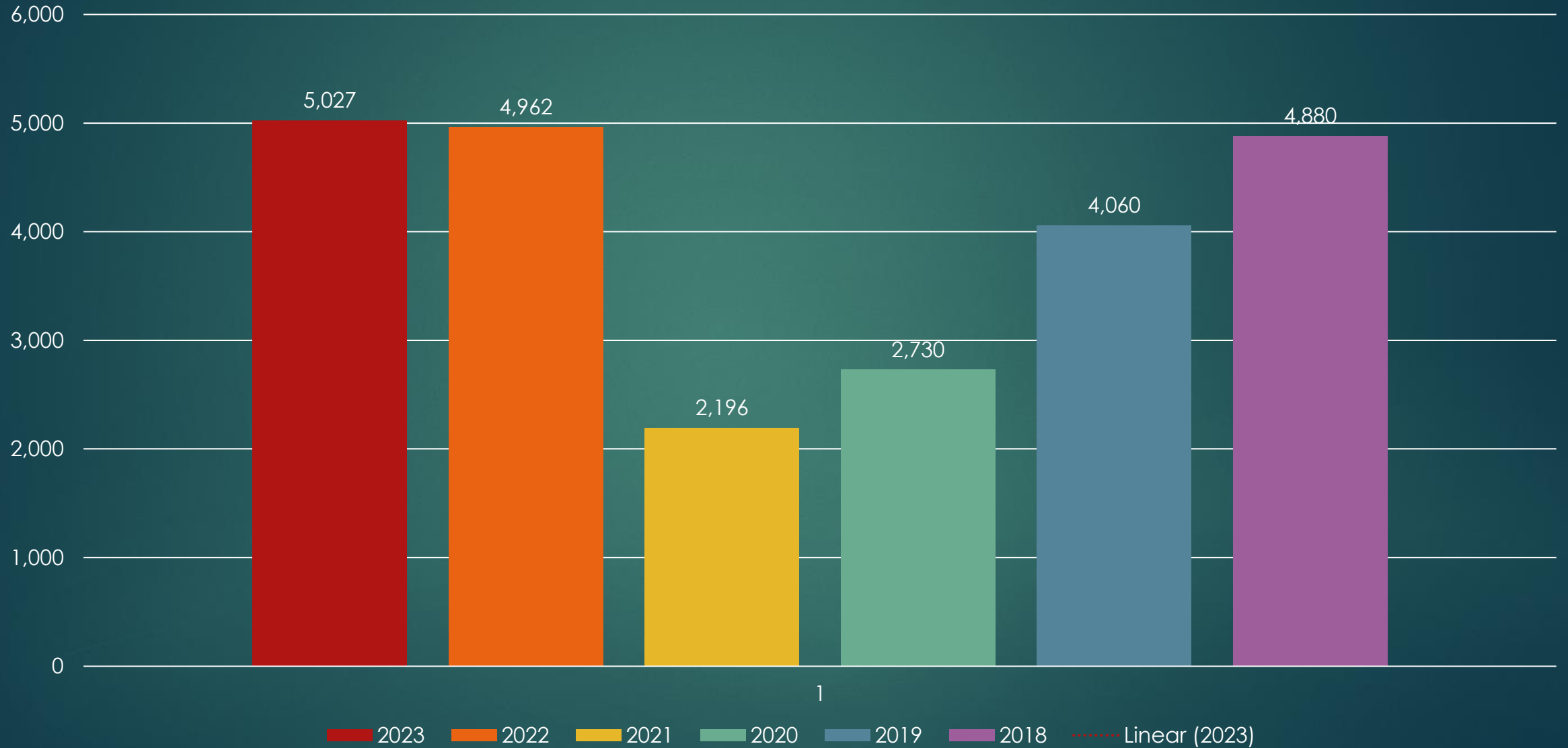
FINANCIAL INFORMATION

NET REVENUE (RUPEES IN MILLION)



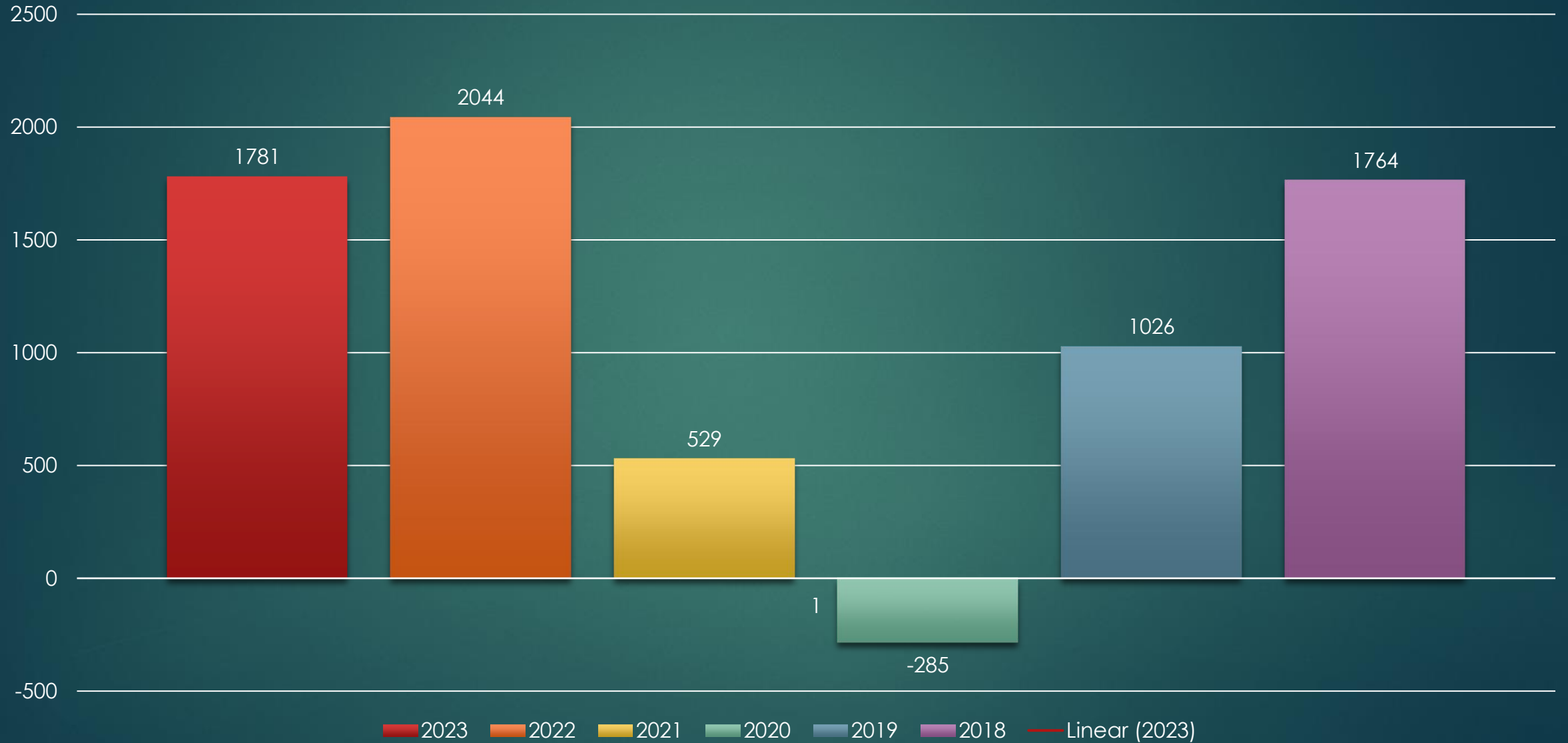
FINANCIAL INFORMATION

GROSS PROFIT (RUPEES IN MILLION)



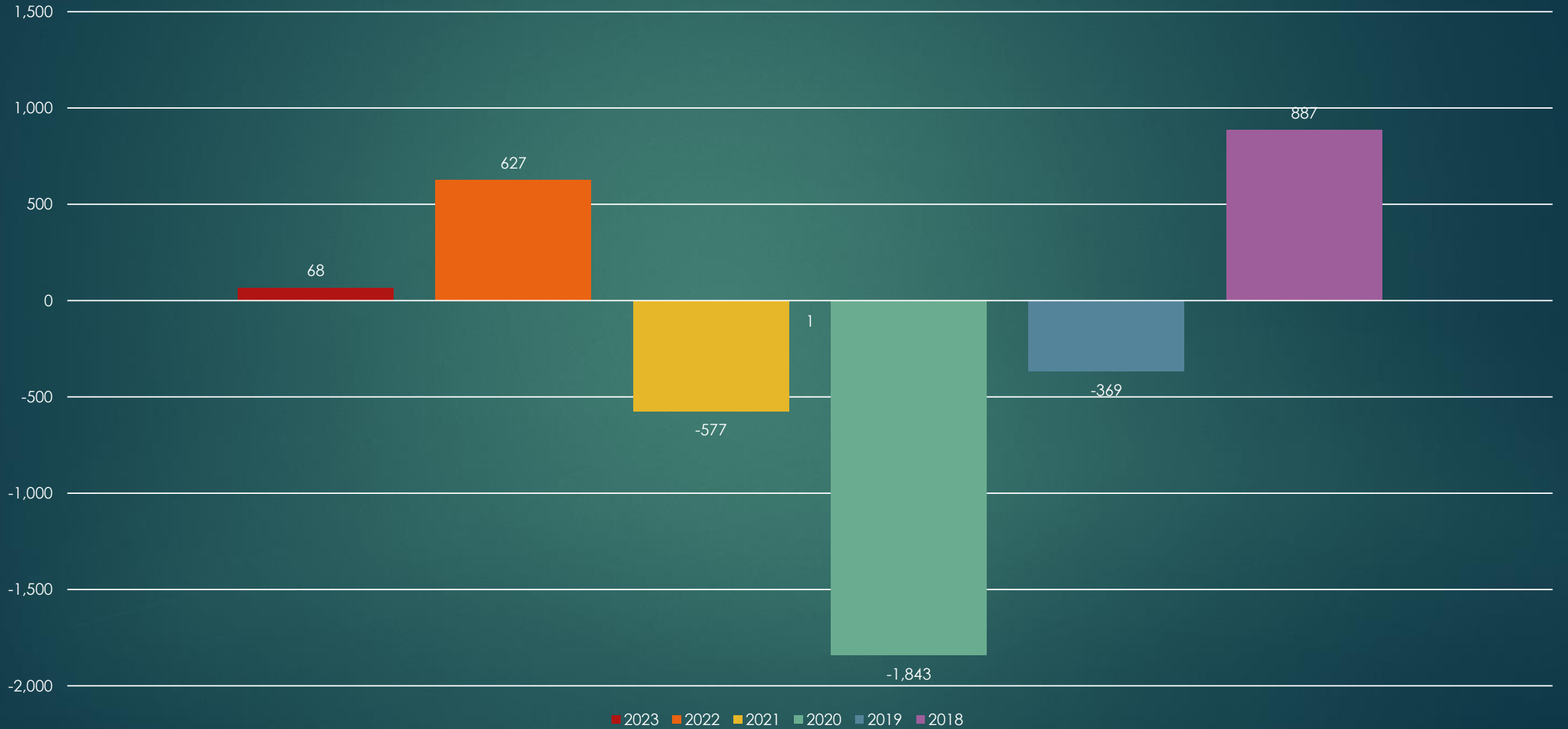
FINANCIAL INFORMATION

OPERATING PROFIT (RUPEES IN MILLION)



FINANCIAL INFORMATION

PROFIT BEFORE TAX (RUPEES IN MILLION)



FINANCIAL INFORMATION

KEY INDICATORS

Description	June 30, 2023	June 30, 2022
Gross Profit Margin	37.90%	41.39%
Operating Profit Margin	13.43%	17.05%
Net (Loss) / Profit Margin	(1.65%)	5.08%
Debt Service Coverage	0.26	0.56
(Loss) / Earning per Share (Rs.)	(6.71)	18.73

FINANCIAL INFORMATION

KEY INDICATORS

Description	June 30, 2022	June 30, 2021
Value of Current Assets (Rs. In million)	15,040	11,979
Value of Current Liabilities (Rs. In million)	16,983	11,350
Current Assets and Current Liabilities Gap (Rs. In million)	(1,943)	628
Current Ratio (Current Assets / Current Liabilities)	0.89	1.06
Debt to Equity Ratio	30%	35%
EBITDA (Rs. In thousand)	2,910,878	3,010,641
Finance Cost (Rs. In thousand)	2,624,127	1,745,971
Interest Coverage	1.11	1.72
Break-up Value Per Share with Revaluation Surplus of Land (Rs.)	1,382	1,388
Break-up Value Per Share excluding Revaluation Surplus of Land (Rs.)	260	187
Market Rate Per Share (Rs.)	775	1,540



OPERATIONAL DEVELOPMENT



UPCOMING HOTELS

UPCOMING HOTELS-OWNED PROPERTIES

Name of Hotels	No. of Rooms
Pearl Continental Hotel, Multan	172
Pearl Continental Hotel, Mirpur	163

UPCOMING HOTELS-MANAGED/FRANCHISE PROPERTIES

Name of Hotels	No. of Rooms
PC Legacy Hotel Lahore Airport	100
PC Legacy Hotel Bahria Town, Rawalpindi	124
PC Legacy Hotel, Gujranwala	100
PC Legacy Hotel Valley Road, Naran	70
PC Legacy Hotel Karachi Airport	124
Pearl Continental Attabad Lake Resort & Hotel, Hunza	116
Pearl Continental Hotel, Bahria Town	143
Pearl Continental Hotel, Kaghan	150

Q & A

THANK YOU