



CORPORATE BRIEFING SESSION

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED

08 NOV 2024



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COMPANY PROFILE

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED



PROFILE

- PIBT has been setup as the Country's first terminal for handling Coal, Clinker and Cement.
- PIBT strictly adheres to its Environmental Management Plan (EMP), in compliance with the applicable laws and regulations of Pakistan (including SEPA), IFC's performance standards, and World Bank Group Environment, Health & Safety Guidelines.
- PIBT is in build, operate and transfer (BOT) contract with Port Qasim Authority, on a concession of 30 years.
- PIBT has built capacity for handling up to 12 million 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 cement and other coal-based power plants by utilizing the rail, road and sea networks.

LOCATION

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



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 24	PKR 11.02 Billion

SHARE HOLDING

AS AT 30 JUNE 2024

Associated Companies, Undertaking and Related Parties	43.30%
Directors, Chief Executive Officer and their Spouse and Minor Children	12.60%
Mutual Funds and Modarabas	1.50%
Foreign Entities	0.10%
Others	42.50%
Total	100%

OPERATIONAL & FINANCIAL PERFORMANCE – FY-24

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED



KEY HIGHLIGHTS – FY-24

VOLUME HANDLED
6.41 MILLION TON
 ↑ 32% YoY



GROSS PROFIT
 Rs. **4.53** BILLION
 ↑ 183% YoY



REVENUE
 Rs. **13.85** BILLION
 ↑ 53% YoY



NET PROFIT
 Rs. **1.65** BILLION
 ↑ 177% YoY



EBITDA
 Rs. **5.70** BILLION
 86% YoY



CONTRIBUTION TO
 NATIONAL
 EXCHEQUER
 Rs. **6.47** BILLION



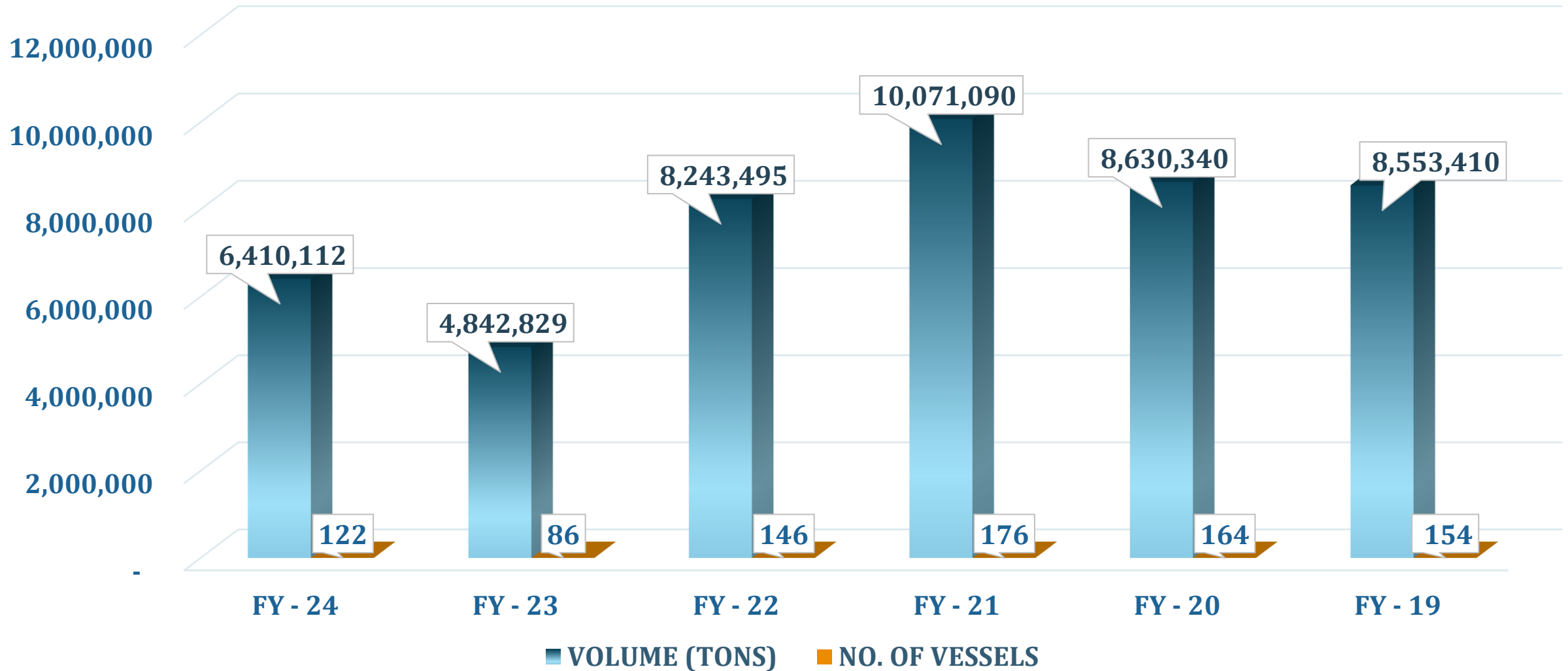
KEY HIGHLIGHTS – FY-24

The company managed to handle improved volumes of cargo compared to the last year, mainly due to:

- economic stabilization measures taken by the Government of Pakistan such as relaxed import restrictions and improved currency stability, which boosted industrial demand;
- the slowdown in imports from Afghanistan due to its rising prices, trade restrictions, and supply chain disruptions;
- enhanced operational efficiency along with a strong focus on cost management and optimization positively contributed to the growth in EBITDA.

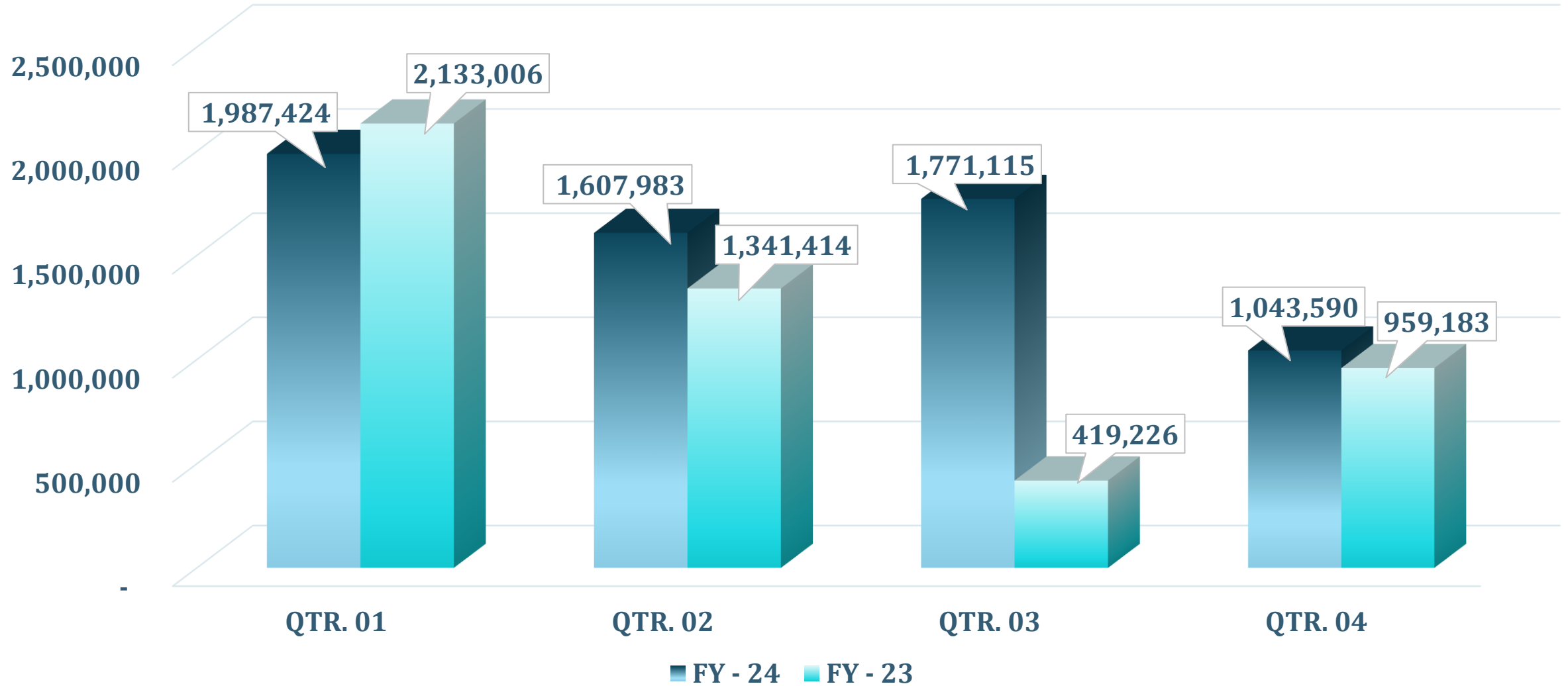
OPERATIONAL PERFORMANCE

VOLUME HANDLED – YEARLY COMPARISON



OPERATIONAL PERFORMANCE

VOLUME HANDLED – QUARTERLY COMPARISON



OPERATIONAL PERFORMANCE

VOLUME (TONS) HANDLED DURING FY – 24: INDUSTRY WISE



TRADER 0.9M



CHEMICAL 0.5M



TEXTILE 0.3M



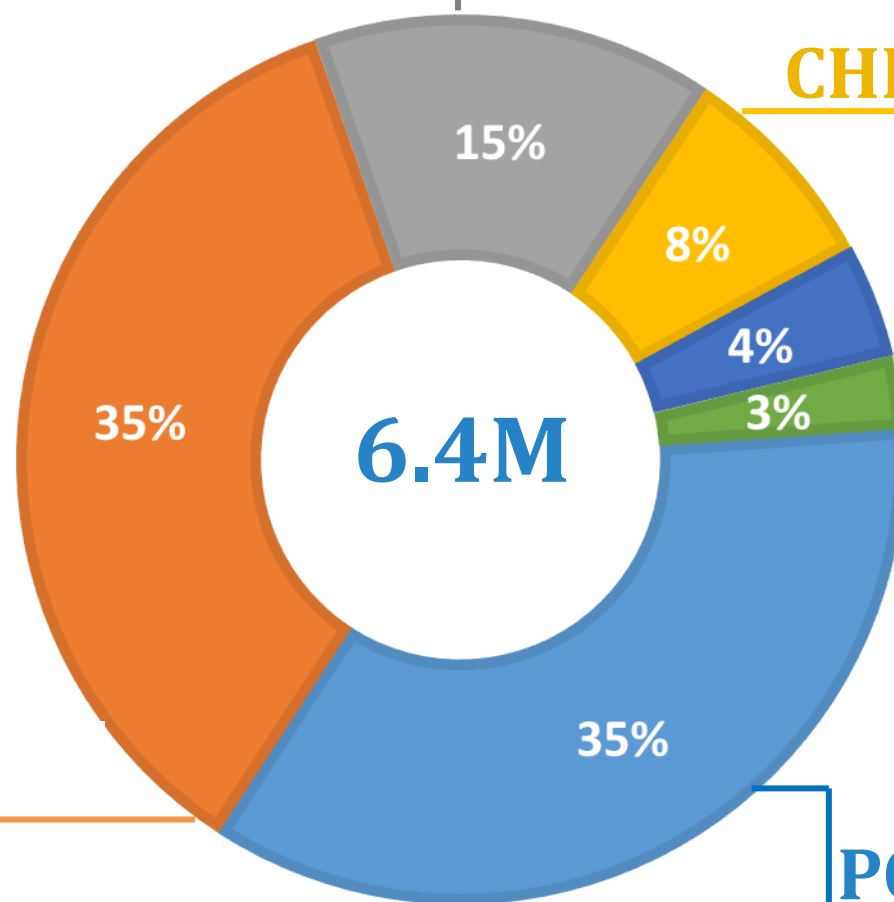
OTHERS 0.2M



CEMENT 2.2M



POWER 2.3M



EXTRACTS OF STATEMENT OF PROFIT OR LOSS

AMOUNT IN PKR '000

	FY 2024	FY 2023
Revenue – net	13,852,284	9,072,699
Gross profit	4,533,177	1,599,977
EBITDA	5,700,250	3,063,794
Finance cost	(1,965,565)	(2,013,644)
Exchange gain / (loss)	172,603	(2,310,140)
Net profit / (loss)	2,304,796	(632,393)
Earnings / (loss) per share	PKR 0.92	PKR (1.21)

FINANCIAL POSITION

AMOUNT IN PKR '000

	FY 2024	FY 2023
Non-Current Assets	25,160,629	26,530,625
Current Assets	6,303,189	6,143,865
Total Assets	31,463,818	32,674,490
Equity	17,820,942	16,180,311
Non-Current Liabilities	7,570,038	614,420
Current Liabilities	6,072,838	15,879,759
Total Equity & Liabilities	31,463,818	32,674,490

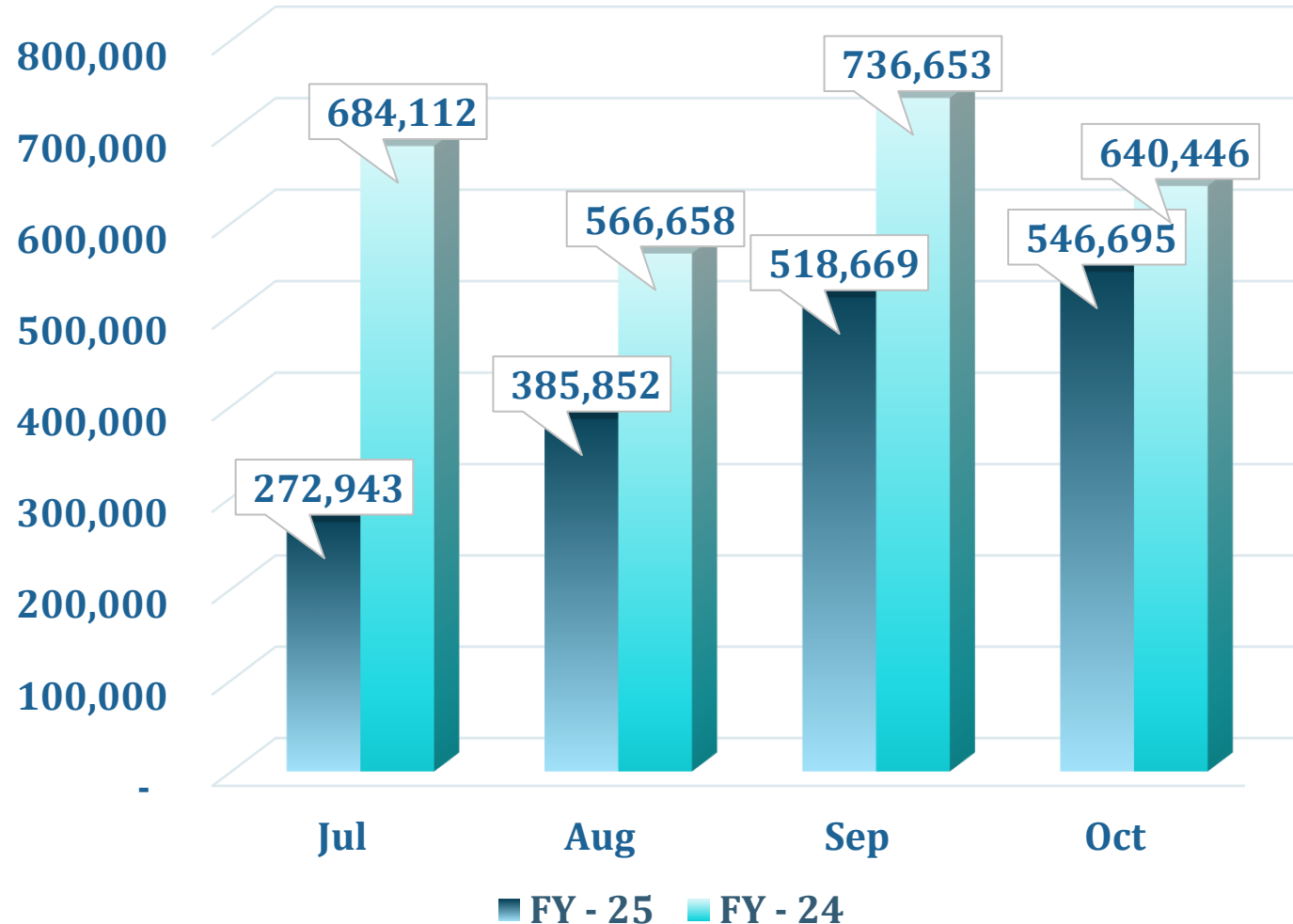
FUTURE OUTLOOK

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED



OUTLOOK

VOLUME HANDLED – MONTHLY COMPARISON



- During the first half of FY 2024-25, demand for imported coal remained low due to slowdown in the economic activity.
- However, the coal-consuming industries are expected to sustain imports of sea-borne coal, based on price trends and logistical dynamics.
- With ongoing reductions in monetary policy rates, the macroeconomic environment is expected to stabilize.
- Maintaining consistent operational performance, cost optimization techniques, and strong cash flows generation will remain the top priorities of the management.

EXTRACTS OF STATEMENT OF PROFIT OR LOSS

AMOUNT IN PKR '000

	1 ST QTR. 25	1 ST QTR. 24
Revenue – net	2,319,769	4,374,570
Gross profit	247,310	1,784,897
EBITDA	515,662	2,052,488
Finance cost	(432,563)	(550,854)
Exchange gain / (loss)	11,858	(54,821)
Net (loss) / profit	(320,893)	577,383
(Loss) / earnings per share	PKR (0.18)	PKR 0.32

FINANCIAL POSITION

AMOUNT IN PKR '000

	1 ST QTR. 2025	FY 2024
Non-Current Assets	24,787,562	25,160,629
Current Assets	7,128,936	6,303,189
Total Assets	31,916,498	31,463,818
Equity	17,500,049	17,820,942
Non-Current Liabilities	7,553,151	7,570,038
Current Liabilities	6,863,298	6,072,838
Total Equity & Liabilities	31,916,498	31,463,818

CORPORATE SOCIAL RESPONSIBILITY

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED



CORPORATE SOCIAL RESPONSIBILITY

ENVIRONMENTAL CONSERVATION

- Plantation and regular maintenance of mangroves at an area of 500 hectares within Port Qasim jurisdiction.
- PIBT co-founded "Karachi Conservation", a national initiative by IUCN with PQA and the Sindh Forest Department to promote biodiversity and environmental conservation.

HEALTHCARE

- Maintains clinic in Rerhi Goth area to provide free-of-cost consultation, treatment and medicines.



CORPORATE SOCIAL RESPONSIBILITY

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.



QUESTION & ANSWER SESSION

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED



THANK YOU

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