



**Escorts
Investment
Bank**

CORPORATE BRIEFING SESSION

ANNUAL ACCOUNTS 2024



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1. Brief Introduction

EIBL is a premier institution offering innovative financial solution to corporate, financial and individual investor through wide range of products and services

- Escorts Investment Bank Limited (EIBL) is a Non-Banking Financial Institution with deposit taking IFS license.* It was registered and incorporated in Pakistan on 15th May 1995 and is listed on Pakistan Stock Exchange Limited.
- In the year 2018, sponsorship and management control was taken over by BTPL from the outgoing sponsors.
- EIBL focuses primarily on lending business including Housing Finance, Corporate Finance & Micro Finance and it is the first NBFC in Pakistan to offer Housing Finance.
- * The Company's IFS license is in the process of renewal with SECP and the Company is required to maintain Minimum Equity Requirement (MER) of Rs. 750 Million for maintaining deposit taking Investment Finance Services (IFS) license. Resultantly the Company is in non-compliance of MER



2. Company Timeline



Accomplishing More in Less Time

In 1996, EIBL, a Non-Banking Finance Company (NBFC) commenced operations.

The bank opened its branches in Lahore and Raiwind.

Microfinance operations have further been expanded to Sheikhpura, Gojra, Rawalpindi and Karachi, taking the total number of branches to 12.

Bank has opened another Microfinance branch at Sialkot.

Opened a new Branch in Lahore

1996

2018

2018

2019

2020

2021

2022

2023

2024

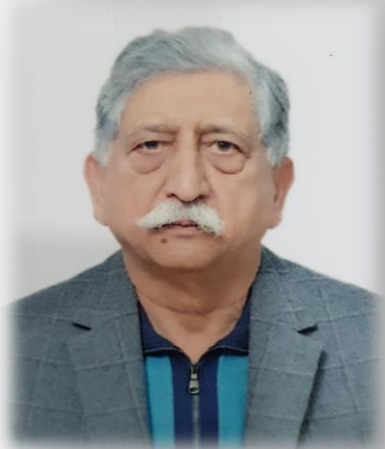
On January 08, 2018, Bahria Town (Private) Limited, acquired 33,628,176 shares of the company (76.254% of total share holding) along with management control of the company and injected PKR 1.2 billion in the bank.

Bank's paid up capital raised to Rs. 1.356 billion through Right Issue.

On boarded SAP Gold Partner Abacus Consulting for implementation of ERP and end to end field force automation.

Bank has stepped into Microfinance Gold Financing and pension loans scheme

3. Directors



Syed Tahir Nawazish
Chairman/ Director

Mr. Tahir Nawazish is currently serving as Chairman, Board of Directors at Central Power Generation Company, Guddu (GENCO II) and as Director for GENCO Holding Private Limited, since 2016. He has also remained Chairman, Board of Directors at First Fidelity Leasing Modaraba for the past 13 years. He also served as Senior Industry Consultant for Teradata Corporation Limited for the period 2010-2018. He is currently serving as Chairman/Director at Escorts Investment Bank Limited



Mr. Basit R. Malik
CEO/ Director

Mr. Basit Rahman Malik is seasoned banker with over three decades of experience with multiple commercial local and international banks. He served as Country Head of Standard Chartered Bank and has been looking after the SME division. He is a graduate from Boston University with majors in banking and finance. During his tenure, his contribution for developing growth strategies were well acclaimed and appraised.

ESCORTS INVESTMENT BANK – BOARD OF DIRECTORS

EIBL's board (BOD) comprises two Executive, three Non-Executive and two Independent Directors



Mr. M. Rasheed Alam

Executive Director

Mr. M. Rasheed Alam is serving as an Executive Director in Escorts Investment Bank Limited and has over 26 years broad-based professional experience in the financial services sector.

He is a Masters in Business Administration from a renowned university.



Ms. Madiha Arooj

Female Director

Ms. Madiha Arooj is a result-oriented and dynamic Corporate Affairs leader with extensive management and liaison experience in Pakistan's highly competitive real estate industry with proven track record of spearheading and coordinating national and international business ventures on behalf of Bahria Town (Pvt.) Limited.



Mr. Shahid Hosain Kazi

Independent Director

Mr. Shahid Hosain Kazi is presently serving as CEO of ROZEE.PK and he is seasoned C-Level Executive with over 29 years of banking and corporate experience in different institutions, departments, territories & jurisdictions and in various capacities.

* The company has duly filed their related documents with SECP for seeking final approval.



Ms. Sadia Khan

Non-Executive Director

Ms. Sadia Khan has over 21 years of industry experience as COO, CEO and board level roles. Recently she was CEO of Autosoft Dynamics, a company providing global system migrations to commercial banks. She is on the board of directors of Faysal Bank, The Kashf Foundation, YPO and Rozee.pk

* The company has duly filed their related documents with SECP for seeking final approval.



Ms. Hifsa Saad Khan

Independent Director

Ms. Hifsa Saad Khan is the group CEO of Infinity Ventures and has served as Head of Retail Banking and Head of Private Banking Unit in Emirates Bank Int.

She is a gold medalist in Bachelor of Arts at Kinnaird College and also holds a Master in Economics degree from renowned university

* The company has duly filed their related documents with SECP for seeking final approval.

4. Branch Network



HEAD OFFICE

Ground Floor,
26-Davis Road,
Lahore

RAWALPINDI

SAMBRIAL BRANCH

SHEIKHUPURA BRANCH

HAFIZABAD BRANCH

GOJRA BRANCH

ELLAHABAD BRANCH

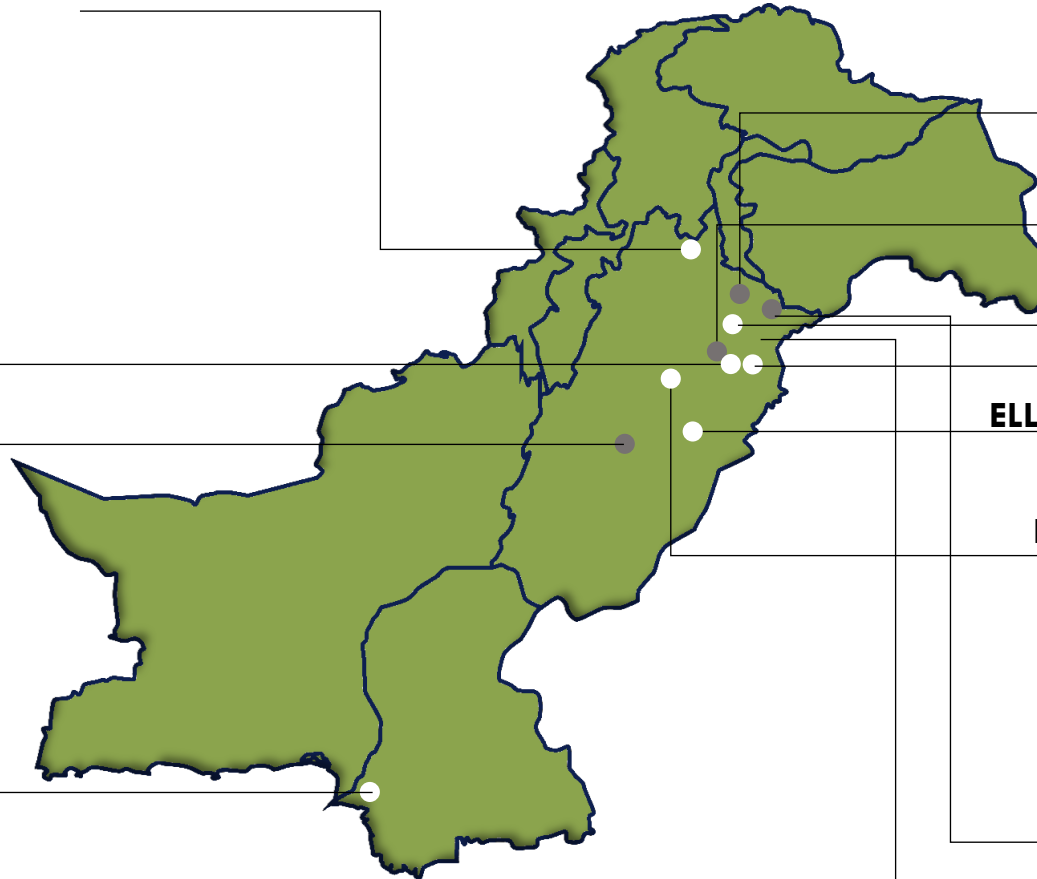
ORCHARD BRANCH

NANKANA BRANCH

KARACHI BRANCH

SIALKOT BRANCH

LAHORE DAROGAWALA BRANCH



5. Credit Rating by PACRA



Short Term Rating is A2

A satisfactory capacity for timely repayment.

This may be susceptible to adverse changes in business, economic, or financial conditions.



Long Term Rating is BBB+

Good credit quality.

Low expectation of credit risk.

The capacity for timely payment of financial commitments is considered adequate.

6. Financial Highlights



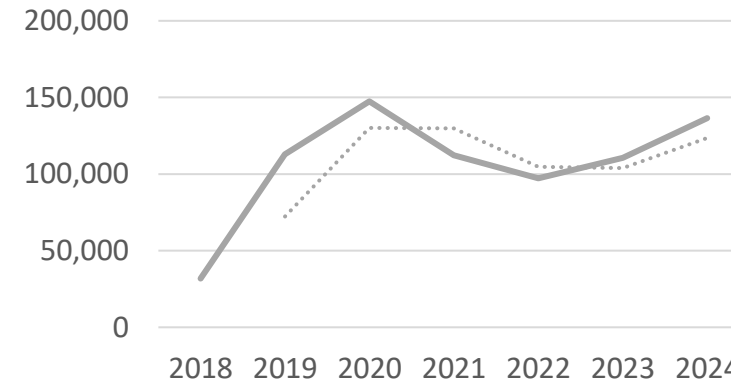
REVENUE AND EXPENDITURE ANALYSIS

The Company has been able to considerably increase its revenues since acquisition and revenues for the year 2024 stood at Rs. 136.493 Million as compared to Rs. 110.650 Million for the last year, showing an increase of 23.35%.

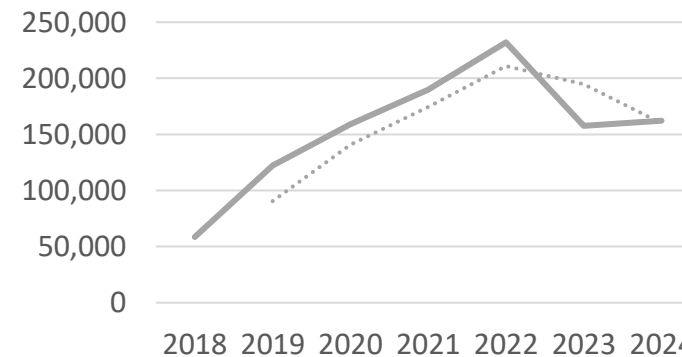
The Operating cost has been curtailed to Rs. 162.199 Million as compared to Rs. 157.616 Million for the year 2023. Despite of high inflation management has been able to keep it almost at the same level.

Loss has been reduced to Rs. 23.098 Million during the year 2024 as compared to Rs. 48.629 Million during the corresponding period of the last year 2023, which shows an improvement of 52.50%.

Total Revenue



Operating Expense

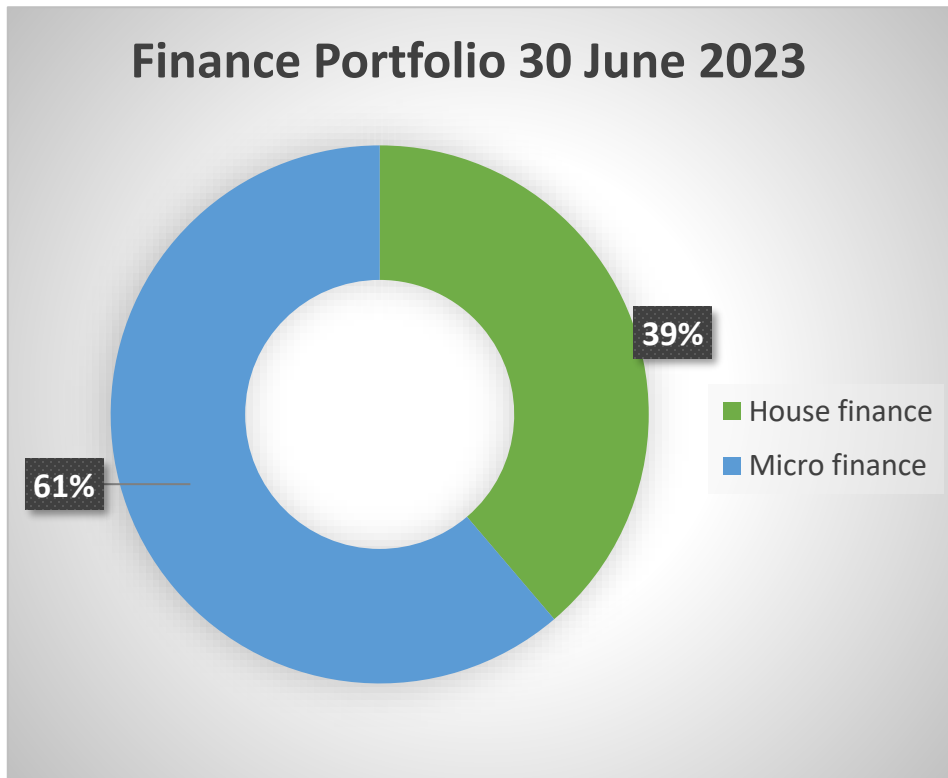


Financial Highlights



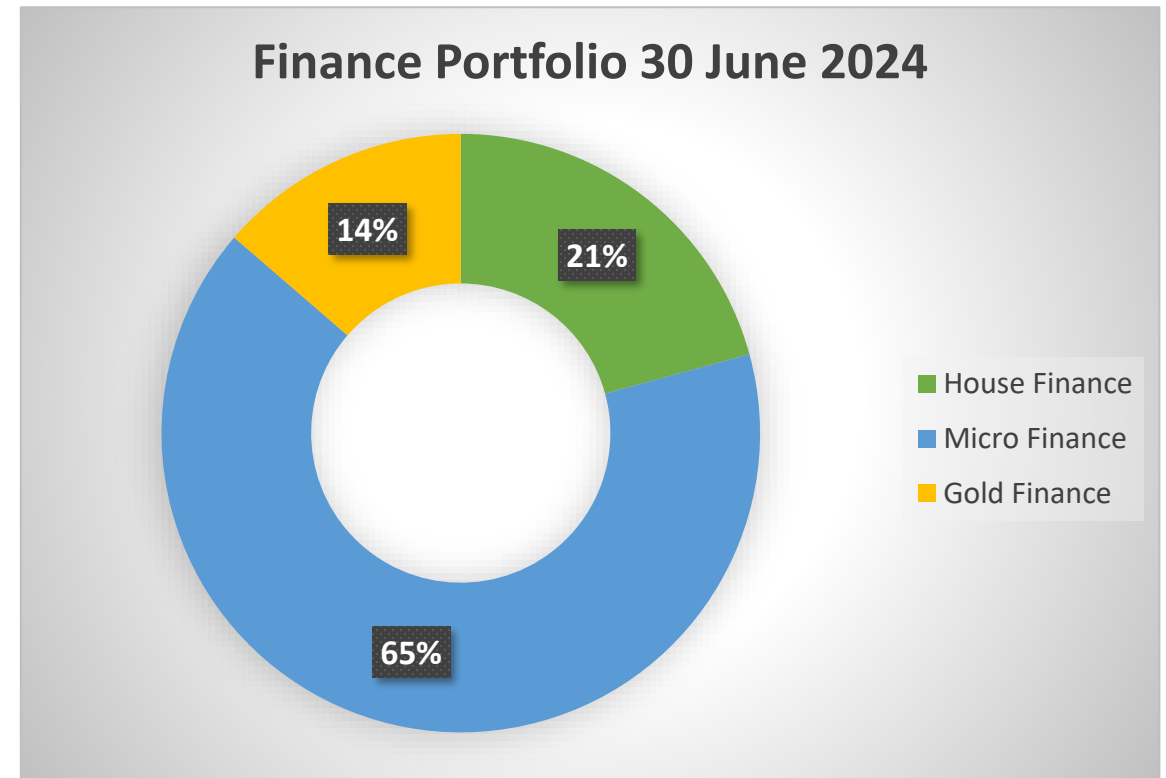
COMPOSITION OF FINANCE PORTFOLIO

Finance Portfolio 30 June 2023



Portfolio Composition of 227 million:
HF: 88 million
MF: 139 million

Finance Portfolio 30 June 2024



Portfolio Composition of 222 million:
HF: 45.4 million
MF: 144 million
GF: 30 million

Financial Highlights



STATEMENT OF FINANCIAL POSITION

	30-Jun-24	30-Jun-23
	Rupees	Rupees
ASSETS		
NON-CURRENT ASSETS		
Property and equipment	144,410,534	152,905,670
Intangible assets	5,406,270	4,502,622
Long term investments	24,546,125	25,087,500
Long term finances	36,256,539	77,935,344
Long term deposits	8,476,274	8,222,274
Deferred tax asset – net	122,597,618	118,948,020
	341,693,360	387,601,430
CURRENT ASSETS		
Current portion of non-current assets	39,012,851	34,724,427
Short term investments	8,660,157	119,900,864
Short term finances	116,866,350	90,978,260
Short term advances	2,547,539	5,091,968
Prepayments	2,673,314	2,001,113
Interest receivables	14,115,324	11,551,681
Other receivables	7,173,911	6,451,451
Tax refunds due from the government	68,344,410	61,207,475
Cash and bank balances	124,969,042	46,944,371
	384,362,898	378,851,610
TOTAL ASSETS	726,056,258	766,453,040

Financial Highlights

STATEMENT OF FINANCIAL POSITION



SHARE CAPITAL AND RESERVES

Authorized share capital

300,000,000 (2023: 300,000,000) ordinary shares of Rs. 10 each

Issued, subscribed and paid up capital

Capital reserves

Revenue reserve

Revaluation surplus on property and equipment

LIABILITIES

NON-CURRENT LIABILITIES

Lease liabilities

CURRENT LIABILITIES

Current portion of non-current liabilities

Trade and other payables

Unclaimed dividend

Provision for taxation

TOTAL EQUITY AND LIABILITIES

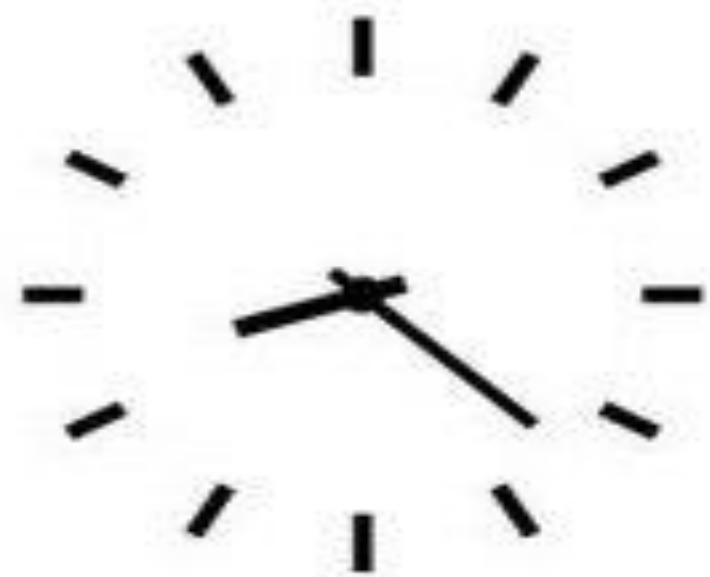
30-June -24	30-June -23
Rupees	Rupees
3,000,000,000	3,000,000,000
1,356,000,000	1,356,000,000
158,042,871	158,584,246
(959,992,575)	(937,786,103)
16,937,318	17,828,754
570,987,614	594,626,897
35,298,792	54,317,475
35,298,792	54,317,475
9,338,951	3,817,255
107,003,743	109,957,745
2,385,654	2,385,654
1,041,504	1,348,014
119,769,852	117,508,668
726,056,258	766,453,040

Financial Highlights

STATEMENT OF PROFIT OR LOSS



	30-Jun-23 Rupees	30-Jun-23 Rupees
Income		
Profit on financing	71,111,210	70,092,536
Return on investments	20,835,151	20,460,840
Income from fee and commission	8,378,955	5,521,555
Profit on bank deposits	18,593,500	9,019,588
Other income	17,573,860	5,556,063
	136,492,676	110,650,582
Expenses		
Administrative expenses	151,673,049	149,747,313
Finance cost	6,551,876	4,861,599
	158,224,925	154,608,912
Operating loss before provisions and taxation	(21,732,249)	(43,958,330)
Other operating expenses	(3,973,753)	(3,007,306)
Reversal of provision for doubtful finances	-	-
Loss before Taxation	(25,706,002)	(46,965,636)
Taxation – net	2,608,094	(1,663,461)
Net Loss for the Year	(23,097,908)	(48,629,097)



Q & A time





Thank You