



An ICTSI Group Company

# Pakistan International Container Terminal Limited

## CORPORATE BRIEFING SESSION PRESENTATION

**Karachi | December 24, 2024**

[www.pict.com.pk](http://www.pict.com.pk)

## IMPORTANT DISCLAIMER

### **THIS PRESENTATION IS NOT AN OFFER OR SOLICITATION OF AN OFFER TO BUY OR SELL ANY SECURITIES OR ANY INVESTMENT**

This presentation has been prepared by Pakistan International Container Terminal Limited ["PICT"] solely for information purposes. No representation or warranty express or implied is made thereto and no reliance should be placed on, the fairness, accuracy, sufficiency, completeness or correctness of the information or any opinion contained herein, or any opinion rendered thereto. The information contained in this presentation should be considered in the context of the circumstances prevailing at the time and will not be updated to reflect any developments that may occur after the date of the presentation. Neither PICT nor any of its respective affiliates, officials, advisors, associates, employees or any person working for, under or on behalf, shall have any responsibility and/or liability of any nature whatsoever (in contract or otherwise) for any loss whatsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

This presentation does not constitute or form part of a prospectus, offering circular or offering memorandum or an offer, solicitation, invitation or recommendation to purchase or subscribe for any securities and no part of it shall form the basis of, or be relied upon in connection with, or act as any inducement to enter into any arrangement, agreement, contract, commitment or investment decision in relation to any securities. This presentation shall not at all be intended to provide any disclosure upon which an investment decision could be made. No money, securities or other consideration is being solicited, and, if sent in response to this presentation or the information contained herein, will not be accepted.

## IMPORTANT DISCLAIMER

Contd...

The presentation may contain statements having PICT's beliefs and expectations about the future. These forward-looking statements are based on a number of assumptions about the future, which are beyond PICT's control. Such forward-looking statements represent, in each case, only one of many possible scenarios and should not be viewed as the most likely or standard scenario.

Such forward looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. PICT does not undertake any obligation to update any forward-looking statements to reflect events that occur or circumstances that arise after the date of this presentation and it does not make any representation, warranty (whether express or implied) or prediction that the results anticipated by such forward-looking statements will be achieved. In addition, past performance should not be taken as an indication or guarantee of future results.

Certain data in this presentation was obtained from various external data sources that PICT believes to its knowledge, information and belief to be reliable, but PICT has not verified such data with independent sources and there can be no assurance, representation or warranty as to the accuracy, sufficiency, correctness or completeness of the included data. Accordingly, PICT makes no assurance, representation or warranty as to the accuracy, sufficiency, correctness or completeness of that data, and such data involves risks and uncertainties and is subject to change based on various factors.

# ABOUT ICTSI

-Since-  
**1987**

**32**  
Terminals

**19**  
Countries

## GLOBAL OPERATIONS MAP

### THE LOGISTICS OF TRANSFORMATION



#### THE AMERICAS

- 1 Contecón Manzanillo  
Manzanillo, Mexico
- 2 Puerto Cortés  
Cortés, Honduras
- 3 Puerto Agudelo  
Buenaventura, Colombia
- 4 Contecón Guayaquil  
Guayaquil, Ecuador
- 5 TecPlate  
Buenos Aires, Argentina
- 6 Rio Brasil Terminal  
Rio de Janeiro, Brazil

- 7 iTracker  
Rio de Janeiro and Barra Mansa, Brazil

- 8 CLIA Pousa Alegre  
Minao Gerais, Brazil
- 9 Tecon Suspe  
Pernambuco, Brazil

#### EUROPE, THE MIDDLE EAST AND AFRICA

- 10 Adriatic Gate Container Terminal  
Rijeka, Croatia
- 11 Baltic Container Terminal  
Gdynia, Poland
- 12 Batumi International Container Terminal  
Adjara, Georgia
- 13 Basra Gateway Terminal  
Umm Qasr, Iraq
- 14 Ono Multipurpose Terminal  
Port Harcourt, Nigeria
- 15 Kibi Multipurpose Terminal  
Kibi, Cameroon
- 16 Matadi Gateway Terminal  
Kongo Central, D.R. Congo
- 17 Madagascar International Container Terminal  
Toamasina, Madagascar

#### ASIA PACIFIC

- 18 Yantai International Container Terminals  
Shandong, China
- 19 Motuka International Terminal  
Port Moresby, Papua New Guinea
- 20 South Pacific International Container Terminal  
Lae, Papua New Guinea
- 21 East Java Multipurpose Terminal  
Lamongan, Indonesia
- 22 Victoria International Container Terminal  
Melbourne, Australia

#### PHILIPPINES

- 23 Manila International Container Terminal
- 24 NorthPort
- 25 Manila Multipurpose Terminal
- 26 Cavite Gateway Terminal  
Tanza, Cavite
- 27 Subic Bay International Terminals (NCT 1 and 2)  
Olongapo City
- 28 Laguna Gateway Inland Container Terminal  
Cainta City

- 29 Buan International Port  
Buan, Batangas
- 30 Visayas Container Terminal  
Iloilo City
- 31 Mindanao Container Terminal  
Tagoloan, Misamis Oriental
- 32 Makar Wharf  
General Santos City

\*As of April 15, 2024



# **Expiry of Concession Agreement and Future Outlook**

The Build, Operate and Transfer (BOT) "Concession Agreement" which the Company had with Karachi Port Trust (KPT) for the exclusive construction, development, operations and management of a common user container terminal at Karachi Port was for a period of twenty-one years commencing June 18, 2002. This Concession Agreement expired on June 17, 2023 and the terminal has been taken over by KPT on June 18, 2023. In accordance with the Concession Agreement between KPT and PICT, PICT is required to keep its legal existence for a minimum of 3 years following the expiry of the Concession Agreement. The Company has recently signed an agreement with a customer to provide technical services including but not limited to management support effective from mutually agreed dates. The Company is also scanning the market for other financially attractive business opportunities compatible with related provisions in its constitutional document.

# **FINANCIAL HIGHLIGHTS**

## **FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2024**

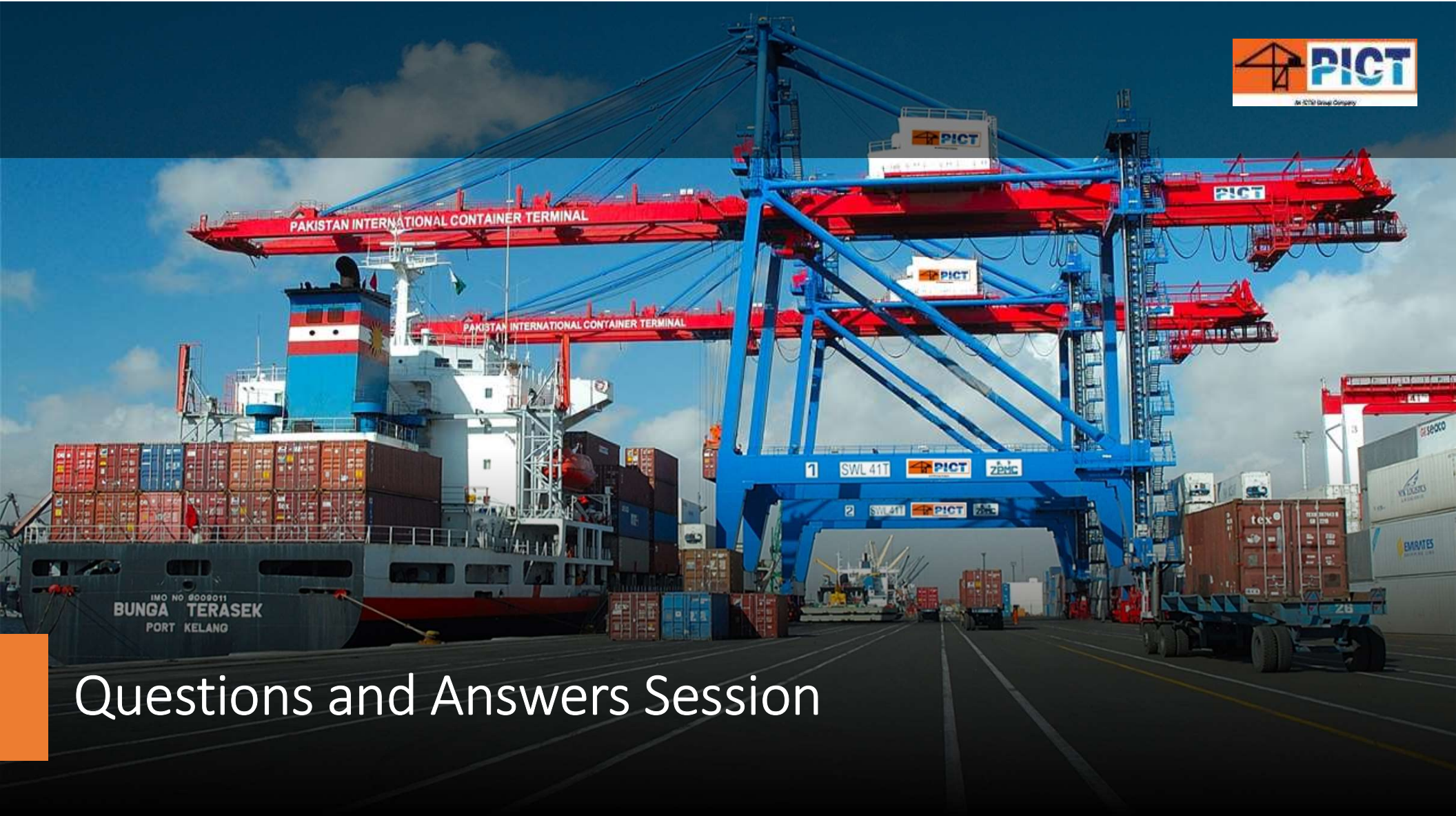
## Financial Highlights – 9M 2024 Vs 9M 2023

	Nine Months Ended			
	30-Sep-24	30-Sep-23	Variance	Variance %
	----- (Rs in thousands) -----			
Revenue – net	-	6,301,533	(6,301,533)	-100.00%
Cost of services	-	(3,738,538)	3,738,538	-100.00%
<b>Gross profit</b>	<b>-</b>	<b>2,562,995</b>	<b>(2,562,995)</b>	<b>-100.00%</b>
Administrative expenses	<b>(47,787)</b>	(433,914)	386,127	-88.99%
Other expenses	<b>(13,450)</b>	(130,111)	116,661	-89.66%
Finance costs	<b>(215)</b>	(1,532)	1,317	-85.97%
Other income	<b>907,438</b>	1,264,159	(356,721)	-28.22%
<b>Profit before taxation</b>	<b>845,986</b>	<b>3,261,597</b>	<b>(2,415,611)</b>	<b>-74.06%</b>
Taxation	<b>(172,763)</b>	(1,494,184)	1,321,421	-88.44%
<b>Profit after taxation</b>	<b>673,223</b>	<b>1,767,413</b>	<b>(1,094,190)</b>	<b>-61.91%</b>
	----- (Rupees) -----			
<b>Earnings per share</b>	<b>6.17</b>	<b>16.19</b>	<b>(10.02)</b>	<b>-61.89%</b>
<b>Dividend per share</b>	<b>9.10</b>	<b>20.00</b>	<b>(10.90)</b>	<b>-54.50%</b>



**Thank You!**





# Questions and Answers Session