



# CORPORATE BRIEFING SESSION

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED

18 NOV 2025



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# PROFILE

## INTRO

- PIBT is a dry bulk cargo terminal on build, operate and transfer (BOT) basis on concession of 30 years (extendible for a further period of 30 years) at Port Qasim as the Country's first terminal for handling Coal, Clinker and Cement.

## NATIONAL ASSET

- The terminal will be transferred to the Port Qasim Authority (PQA) after the expiry of concession as per the agreement.

## CAPACITY

- Annual handling capacity of 12 million tons of coal & 4 million tons of cement/clinker.

## ECO-FRIENDLY PROJECT

- PIBT has been developed in the national interest under the master plan of the Ministry of Maritime Affairs as the common-user terminal to shift dirty cargo handling from densely populated areas of Karachi port to Port Qasim area to curtail environmental pollution.
- The project has duly been approved by the Economic Coordination Committee of the Federal Cabinet.

# PROFILE

## CAPITAL INVESTMENT

- Capital of USD 305 million was invested in the project, which also attracted Direct Foreign Investment in the country through, inter alia, International Finance Corporation's (financial arm of the World Bank) debt financing and equity investment in PIBT.
- PIBT is listed on the Pakistan Stock Exchange Limited with ~50% of its stake held by the General Public.

## CONTRIBUTIONS TO PQA/GOVT.

- ~**35%** of revenue goes to PQA/government in terms of royalty payments.

## COMPLIANT

- The Terminal is being operated according to the best international standards of productivity, in compliance with the applicable laws and regulations of Pakistan (including SEPA), IFC's performance standards, and World Bank Group Environment, Health & Safety Guidelines.

# 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 305 Million       |
| Market Capitalization: Jun 25 | PKR 15.6 Billion        |

## SHARE HOLDING

AS AT 30 JUNE 2025

|  |             |
|--|-------------|
| Associated Companies, Undertaking and Related Parties                  | 43.30%      |
| Directors, Chief Executive Officer and their Spouse and Minor Children | 3.41%       |
| Mutual Funds and Modarabas   | 4.96%       |
| Foreign Entities   | 0.10%       |
| Others   | 48.23%      |
| <b>Total</b>   | <b>100%</b> |



# 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



# **OPERATIONAL & FINANCIAL PERFORMANCE – FY-25**

**PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED**



# KEY HIGHLIGHTS – FY-25

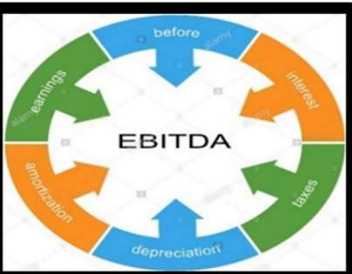
VOLUME HANDLED  
**4.79** MILLION TON  
↓ -25% YoY



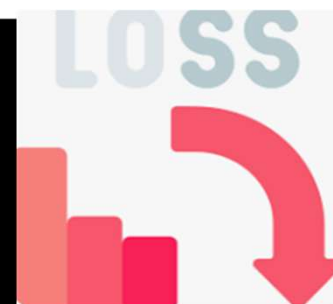
REVENUE  
Rs. **9.97** BILLION  
↓ -28% YoY



EBITDA  
Rs. **2.75** BILLION  
↓ -52% YoY



GROSS PROFIT  
Rs. **2.05** BILLION  
↓ -59% YoY



NET LOSS  
Rs. **0.25** BILLION  
↓ -85% YoY



CONTRIBUTION TO  
NATIONAL  
EXCHEQUER  
Rs. **6.18** BILLION





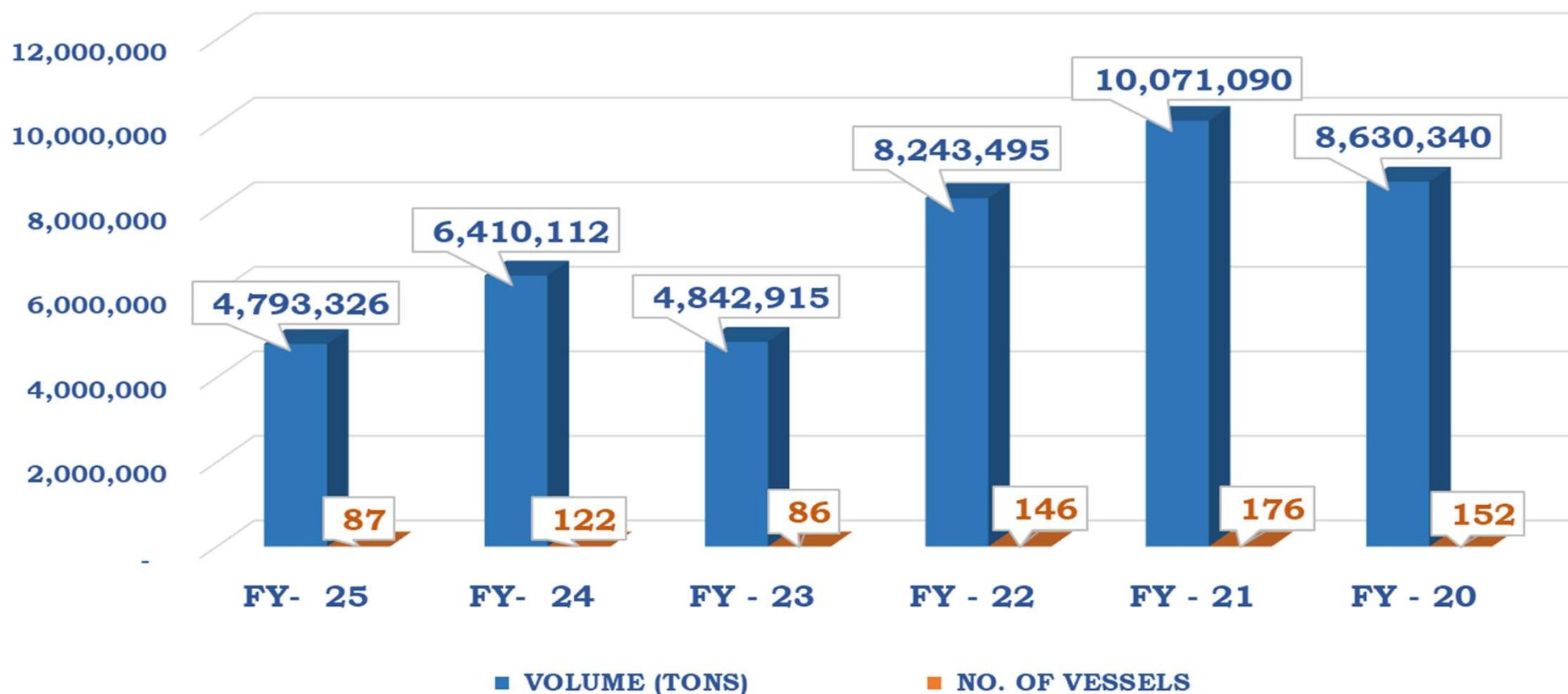
## KEY HIGHLIGHTS – FY-25

- The Company handled reduced volumes in FY-25, resulting from the temporary suspension of operations after the November 19, 2024, fire incident at the terminal and a broader decline in seaborne coal imports.
- The incident caused damage to a portion of the terminal's infrastructure and disrupted cargo handling activities. In response, the Company swiftly implemented contingency measures, including manual cargo handling and securing temporary vessel handling arrangements at Marginal Wharf with the support of Port Qasim Authority (PQA).



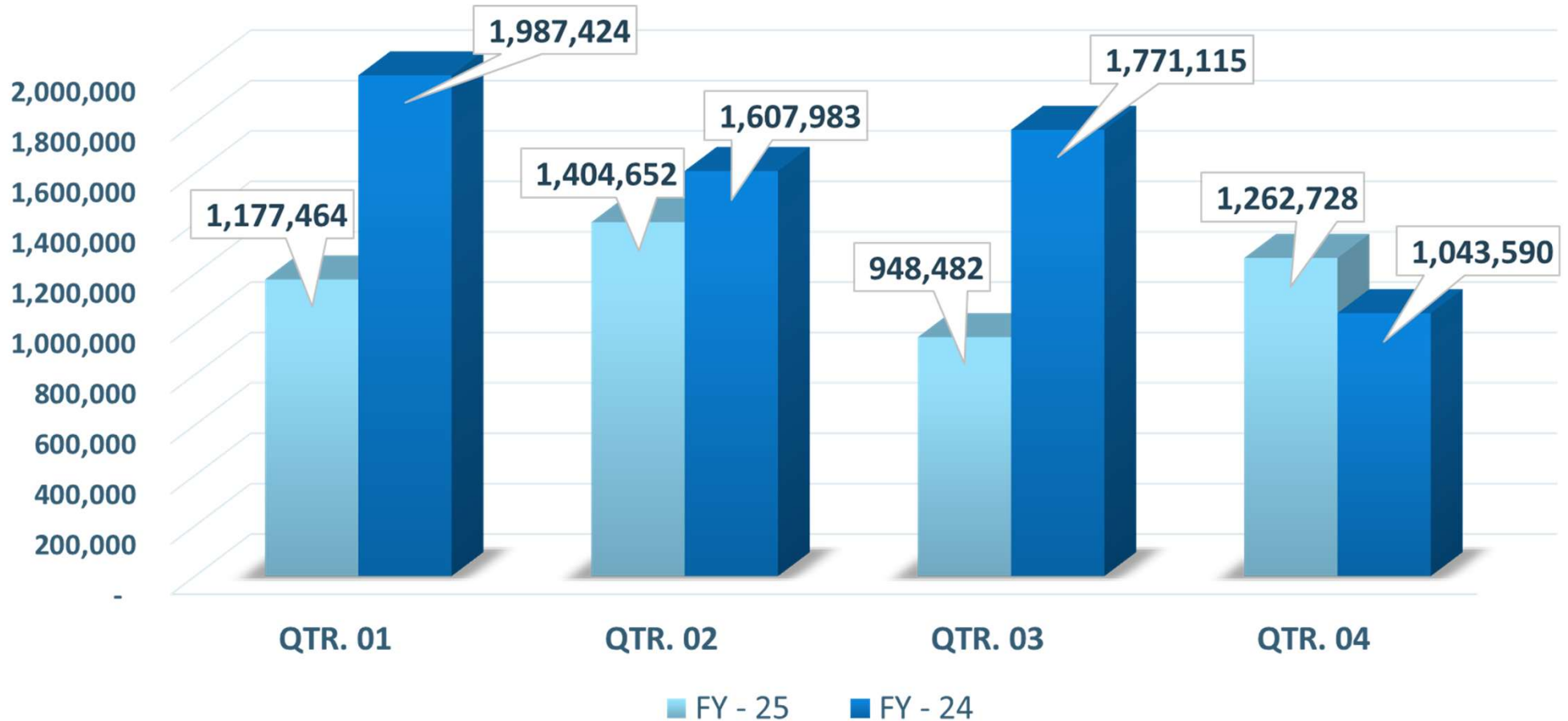
# OPERATIONAL PERFORMANCE

## VOLUME HANDLED – YEARLY COMPARISON



# OPERATIONAL PERFORMANCE

## VOLUME HANDLED – QUARTERLY COMPARISON



# OPERATIONAL PERFORMANCE

VOLUME (TONS) HANDLED DURING FY-25: INDUSTRY WISE



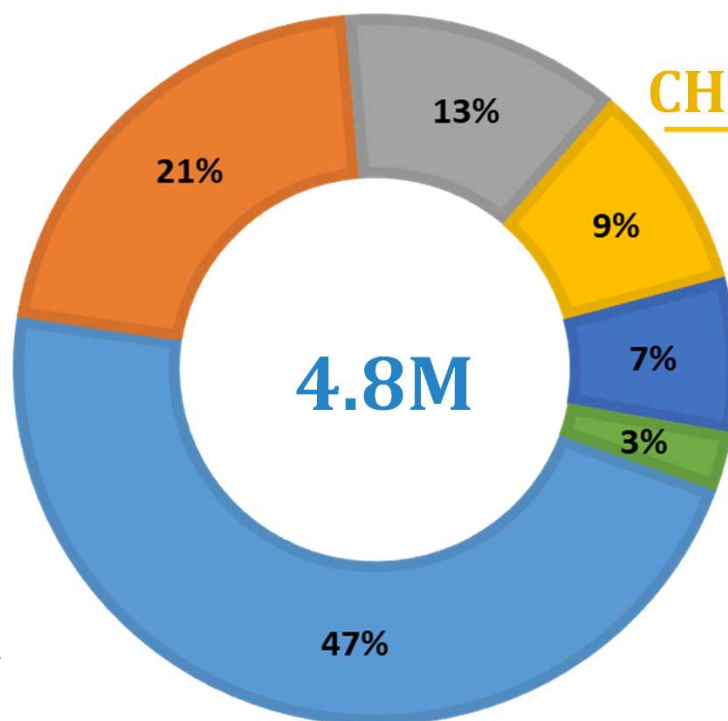
**TRADER 0.6M**



**POWER 1.0M**



**CEMENT 2.3M**



**CHEMICAL 0.5M**

**TEXTILE 0.3M**

**OTHERS 0.1M**



# EXTRACTS OF STATEMENT OF PROFIT OR LOSS

AMOUNT IN PKR '000

|                            | FY 2025          | FY 2024<br>(Restated) |
|----------------------------|------------------|-----------------------|
| <b>Revenue – net</b>       | <b>9,969,183</b> | <b>13,852,284</b>     |
| Gross profit               | 2,059,244        | 5,048,452             |
| EBITDA                     | 2,750,901        | 5,697,028             |
| Finance cost               | (1,256,971)      | (1,965,565)           |
| Exchange (loss) / gain     | (74,307)         | 172,603               |
| <b>Net profit / (loss)</b> | <b>43,431</b>    | <b>2,537,533</b>      |
| (Loss) / earning per share | PKR (0.14)       | PKR 0.99              |



# FINANCIAL POSITION

AMOUNT IN PKR '000

|                                       | FY 2025           | FY 2024<br>(Restated) |
|---------------------------------------|-------------------|-----------------------|
| Non-Current Assets                    | 20,964,652        | 22,482,666            |
| Current Assets                        | 7,441,671         | 6,285,886             |
| <b>Total Assets</b>                   | <b>28,406,323</b> | <b>28,768,552</b>     |
| Equity                                | 15,463,064        | 15,692,054            |
| Non-Current Liabilities               | 3,526,764         | 6,990,765             |
| Current Liabilities                   | 9,416,495         | 6,085,733             |
| <b>Total Equity &amp; Liabilities</b> | <b>28,406,323</b> | <b>28,768,552</b>     |

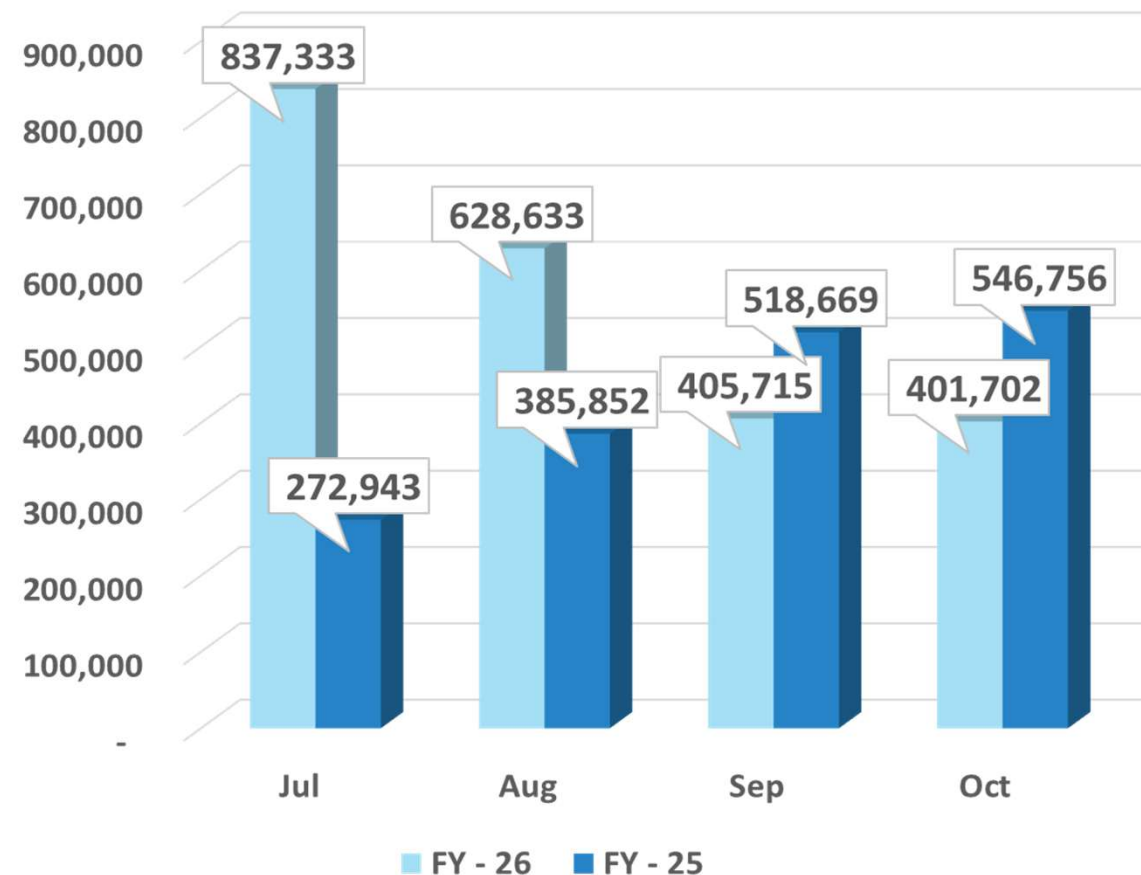
# FUTURE OUTLOOK

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED



# OUTLOOK

## VOLUME HANDLED – MONTHLY COMPARISON



- **Imported-coal demand strengthened in the first half of FY-26**, supported by improved economic activity and a decline in international coal prices.
- **Coal-consuming industries are expected to maintain seaborne coal imports**, driven by prevailing price trends and favorable logistics.
- **Ongoing monetary policy easing is expected to stabilize the macroeconomic environment further**, supporting continued import activity.
- **Maintaining consistent operational performance, cost optimization techniques, and strong cash flow generation** will remain the top priorities of the management.

# EXTRACTS OF STATEMENT OF PROFIT OR LOSS

AMOUNT IN PKR '000

|                             | 1 <sup>ST</sup> QTR. 26 | 1 <sup>ST</sup> QTR. 25<br>(Restated) |
|-----------------------------|-------------------------|---------------------------------------|
| <b>Revenue – net</b>        | <b>3,980,142</b>        | <b>2,319,769</b>                      |
| Gross profit                | 1,285,160               | 363,178                               |
| EBITDA                      | 1,294,802               | 515,664                               |
| Finance cost                | (289,135)               | (432,563)                             |
| Exchange gain               | 18,577                  | 11,858                                |
| <b>Net profit / (loss)</b>  | <b>683,338</b>          | <b>(273,486)</b>                      |
| Earnings / (loss) per share | PKR 0.35                | PKR (0.17)                            |

# FINANCIAL POSITION

AMOUNT IN PKR '000

|                                       | 1 <sup>ST</sup> QTR. 2026 | FY 2025           |
|---------------------------------------|---------------------------|-------------------|
| Non-Current Assets                    | 20,835,305                | 20,964,652        |
| Current Assets                        | 8,485,227                 | 7,441,671         |
| <b>Total Assets</b>                   | <b>29,320,532</b>         | <b>28,406,323</b> |
| Equity                                | 16,079,584                | 15,463,064        |
| Non-Current Liabilities               | 3,531,519                 | 3,526,764         |
| Current Liabilities                   | 9,709,429                 | 9,416,495         |
| <b>Total Equity &amp; Liabilities</b> | <b>29,320,532</b>         | <b>28,406,323</b> |



# EMPOWERING PAKISTAN

## MINERAL EXPORTS THROUGH PIPT

OPPORTUNITY  
TO UTILIZE A  
STATE-OF-THE-  
ART FACILITY,  
A NATIONAL  
ASSET FOR  
PAKISTAN'S  
GROWTH



# EMPOWERING PAKISTAN

## STRATEGIC ADVANTAGES TO UTILIZE PIBT

OVER 50 YEARS  
OF EXPERIENCE

STATE-OF-THE-ART  
FACILITY

STRATEGIC  
LOCATION

CONTRIBUTION TO  
NATIONAL  
ECONOMY

ENVIRONMENTALLY  
SUSTAINABLE

- **Reko Diq Mining Company (Private) Limited (RMDC) has identified PIBT** as the preferred export terminal for copper and gold concentrates.
- **RDMD will invest in the PIBT terminal**, leveraging the state-of-the-art infrastructure.
- **Expected Annual Export Volume:** Phase 1: upto 800,000 tons, and Phase 2: upto 1800,000 tons.
- **Project Commencement:** Tentatively scheduled for FY-28.
- **Significant Impact:** Expected to boost Pakistan's foreign reserves by maximizing the utilization of existing port facilities.
- The project is subject to **final agreement and necessary regulatory approvals**.

# EMPOWERING PAKISTAN

## PROPOSED LAYOUT



# **CORPORATE SOCIAL RESPONSIBILITY**

**PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED**



# CORPORATE SOCIAL RESPONSIBILITY

## ENVIRONMENTAL STEWARDSHIP

As a bulk cargo terminal, we are committed to reducing our environmental footprint while optimizing operational performance and adhering to the international standards for environmental pollution management. In pursuit of this goal, we have implemented the following sustainability initiatives.

- **Plantation and regular maintenance of mangroves** over 500 hectares within the Port Qasim jurisdiction, engaging local community workers.
- **PIBT is the founder member of “Karachi Conservation”**, a national initiative by IUCN with PQA and the Sindh Forest Department to promote biodiversity and environmental conservation.
- **Implemented a comprehensive emissions and resource-management strategy**, including regular air quality monitoring, installation and maintenance of a wind fence and dust-suppression systems, reduced water consumption through sewage treatment plants, and reuse of treated wastewater for plantation activities.





# CORPORATE SOCIAL RESPONSIBILITY

## COMMUNITY ENGAGEMENT

Through consistent collaboration with local communities, we work to address their evolving needs and enhance the quality of life. Our approach aims to create value, supporting both sustainable livelihoods and responsible business growth.

### ➤ EDUCATION:

**Partly adopted a Government Primary School**, in Rehri Goth area near the terminal premises.

**Adopted a Government school building** encompassing two (02) Primary schools and one (01) secondary school in Cattle Colony.

### ➤ SUSTENANCE PROVISION:

**The Company provides free meals to the local community** in Rehri Goth daily, in collaboration with the Saylani Welfare Trust.

### ➤ HEALTHCARE:

**During FY-25, a clinic was operated in the Rehri Goth area to provide free consultation, treatment, and medicines to the local community.**



# QUESTION & ANSWER SESSION

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# THANK YOU

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