PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED

Corporate Briefing Session 2026



For the year ended June 30, 2026

Multi-Purpose Bulk Cargo Terminal | Port Qasim, Karachi

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Company Overview

About the Company

COMPANY PROFILE

Pakistan International Bulk Terminal Limited (PIBT), a flagship project of the Marine Group of Companies, operates a fully mechanized multi-purpose bulk cargo terminal at Port Qasim, Karachi, for the handling and storage of coal, clinker, cement, and copper-gold commodities, including minerals, metals, and other natural earth commodities.

KEY HIGHLIGHTS

30 + 30

BOT CONCESSION

Initial 30-year term with PQA, extendible for a further 30 years.

12 + 4 Mn MT

INSTALLED CAPACITY

12 million tons of imports and 4 million tons of exports annually.

USD 305 Mn

PROJECT INVESTMENT

Approximately USD 305 million was invested in terminal development.

GREEN OPERATIONS

SUSTAINABLE PRACTICES

Operates in accordance with internationally recognized standards, World Bank EHS Guidelines, and applicable environmental regulations.

Operational & Financial Performance

Key Highlights – FY 2026

VOLUME HANDLED

7.6 MT

+58% YoY

VESSELS HANDLED

143

vs 87 in FY25

REVENUE

Rs. 16.39 Bn

+64% YoY

GROSS PROFIT

Rs. 5.45 Bn

+165% YoY

EBITDA

Rs. 6.26 Bn

+128% YoY

NET PROFIT

Rs. 3.37 Bn

vs Rs. 0.23 Bn loss in FY25

EARNINGS PER SHARE

Rs. 1.89

FY25: Rs. (0.14)

TERMINAL UTILISATION

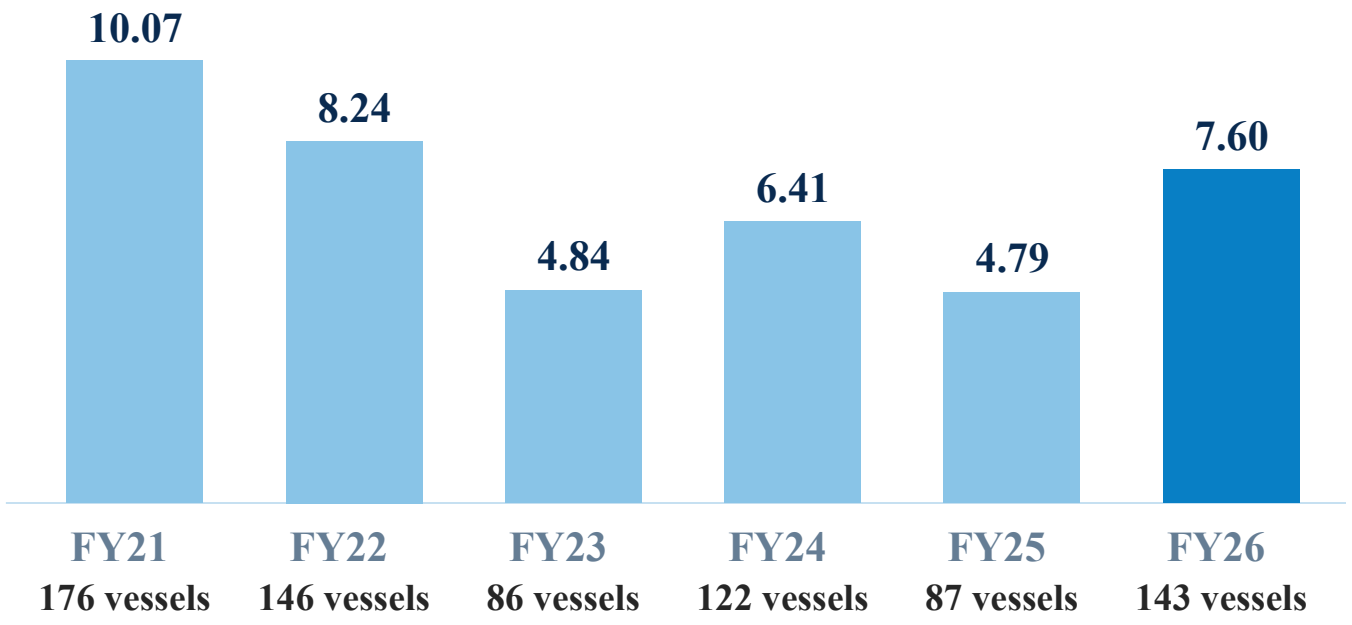
63%

coal capacity

Volume Handled

OPERATIONAL PERFORMANCE | SIX-YEAR COMPARISON

Million tons handled



+58%

FY26 versus FY25
7,595,432 tons handled

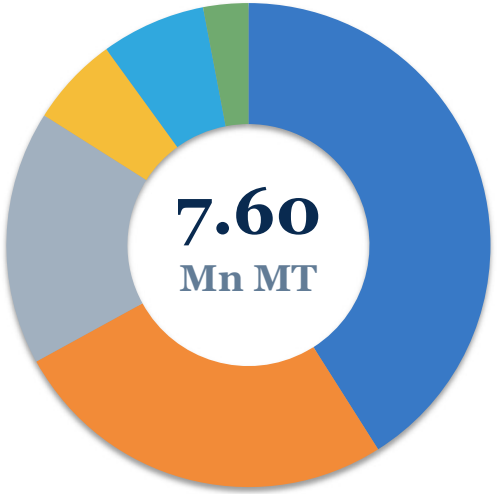
WHAT DROVE DEMAND

- Gulf energy conflict
- Constrained RLNG availability
- Pak–Afghan border closure
- Broader economic activity

FY26 Throughput Mix

INDUSTRY-WISE & CUSTOMER-WISE SHARE OF ANNUAL VOLUME

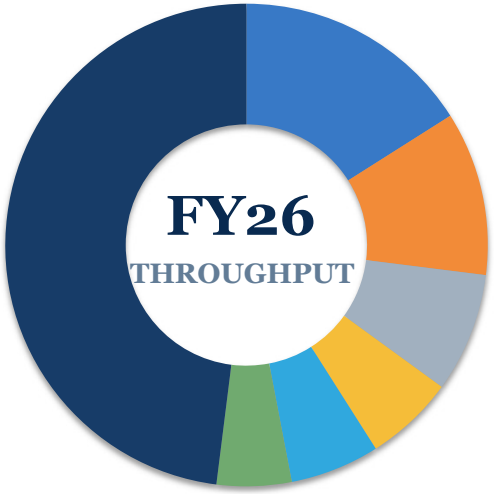
INDUSTRY-WISE



Cement	41%
Power	26%
Trader	17%
Chemical	6%
Textile	7%
Others	3%

Cement + Power + Trader — **84% of annual volume**

CUSTOMER-WISE



LEPCL	16%
Lucky Cement	11%
ATPL	8%
Attock	6%
DGKC	6%
FFBL	5%
Others	48%

Statement of Profit or Loss

EXTRACTS | AMOUNT IN RS. "000"

Particulars	FY 2026	FY 2025	Change
Revenue – net	16,388,191	9,969,183	+64%
Gross profit	5,450,462	2,059,244	+165%
EBITDA	6,259,985	2,750,901	+128%
Operating profit	4,014,556	926,737	+333%
Other income	874,109	447,972	+95%
Finance costs	(716,957)	(1,256,971)	–43%
Profit before tax	4,194,830	43,431	n/m
Taxation	(822,282)	(301,361)	+173%
Net profit / (loss)	**3,372,548**	**(257,930)**	**n/m**
Earnings per share (Rs.)	1.89	(0.14)	n/m

WHAT CHANGED

- Increased volumes drove 64% revenue growth and improved gross margins through better fixed-cost absorption.
- Finance costs declined 43%, reflecting repayments of outstanding borrowings.
- Other income includes approximately Rs. 754 million from a fire insurance claim.

Statement of Financial Position

EXTRACTS | AMOUNT IN RS. "000"

As at June 30	2026	2025
Non-current assets	20,712,924	20,964,652
Current assets	10,103,795	7,441,671
Total assets	**30,816,719**	**28,406,323**
Share capital and reserves	18,837,126	15,463,064
Non-current liabilities	2,381,156	3,526,764
Current liabilities	9,598,437	9,416,495
Total equity and liabilities	**30,816,719**	**28,406,323**
Long-term financing	**3,496,378**	**6,894,592**
Cash and bank balances	**1,282,231**	**469,403**



34.5%

Gearing Ratio

down from 43.5% in FY25

BALANCE SHEET HIGHLIGHTS

Equity increased 22% to Rs. 18.8bn, driven by FY26 profitability.

Long-term financing reduced 49% to Rs. 3.5bn, reflecting debt repayment.

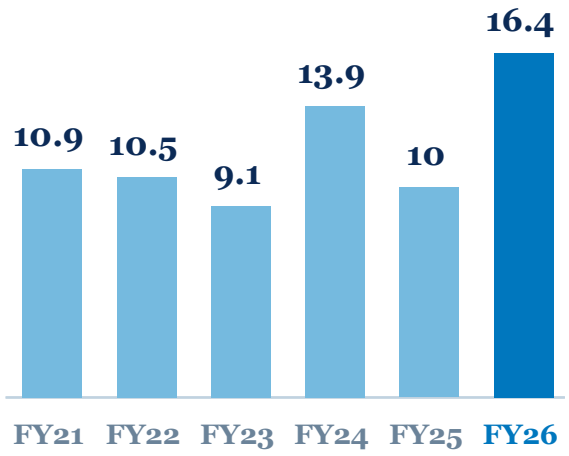
Six-Year Financial Trend

FY 2021–FY 2026 | Rs. Billion

FY21–FY25 FY26 Loss

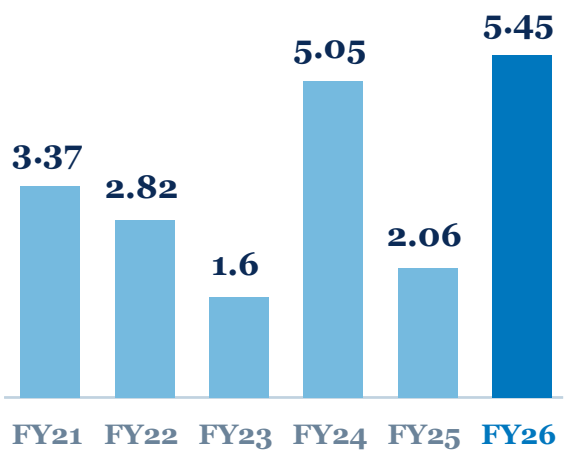
NET REVENUE

FY26
16.4 Bn



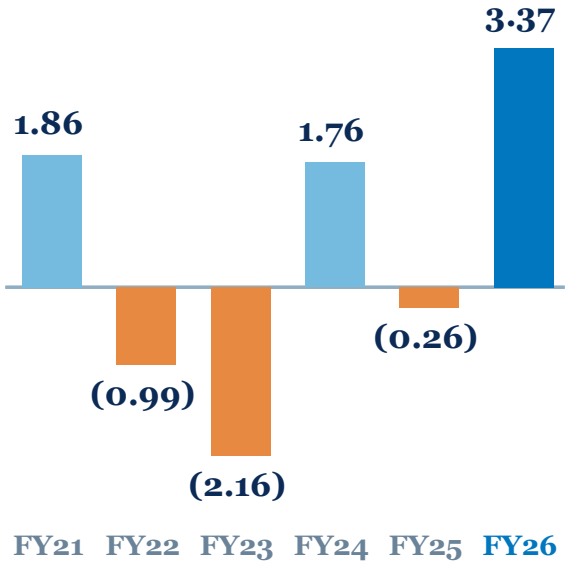
GROSS PROFIT

FY26
5.45 Bn



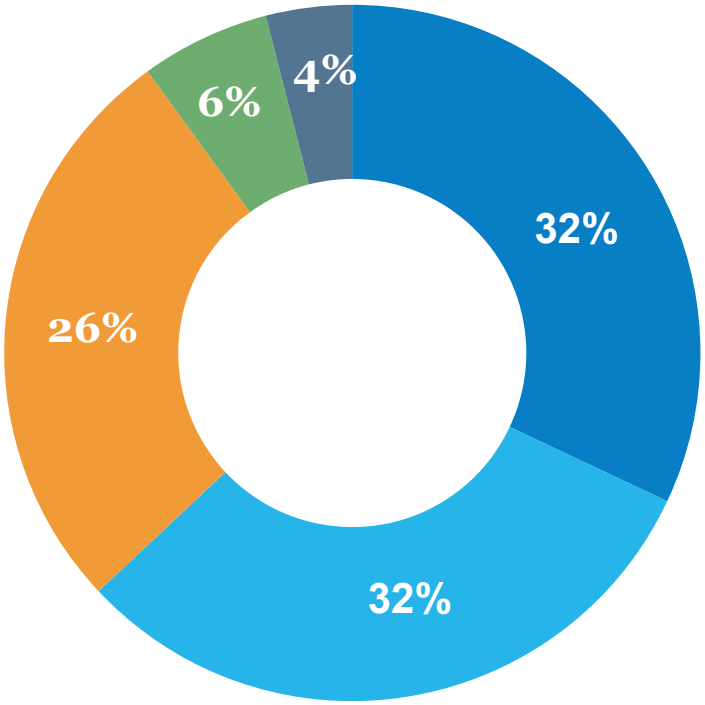
PROFIT / (LOSS) AFTER TAX

FY26
3.37 Bn



Contribution to the Economy

DISTRIBUTION OF WEALTH GENERATED



- **32%** Utilized in the business
- **32%** Royalty to Port Qasim
- **26%** Income tax, sales tax, duties
- **6%** Employees
- **4%** Providers of finance

Rs. 10.67 Bn Contributed through royalty, taxes and levies in FY26

Future Outlook

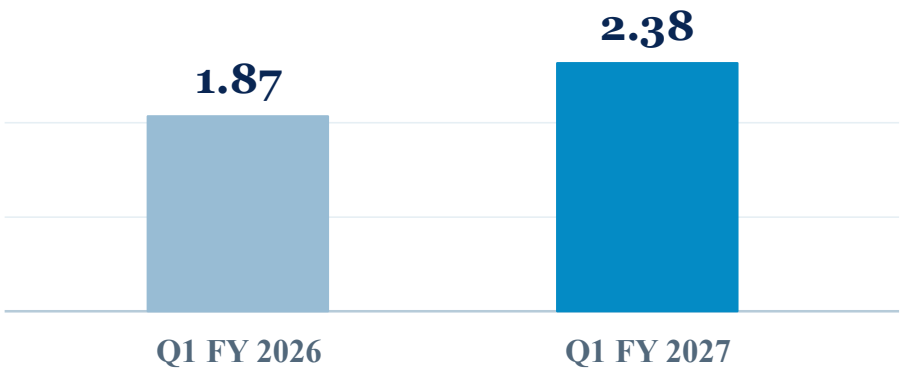
Volume Outlook — FY 2027

Q1 THROUGHPUT | SECTOR COMPOSITION

THROUGHPUT — Q1 FY2027

2.38 Mn MT

↑ 27% YoY



Vessels handled: 45 in Q1 FY 27 | 34 in Q1 FY 26

SECTOR CONTRIBUTION — Q1 FY2027



Cement	37%	Traders	33%
Power	19%	Other sectors	11%

FY 2027 VOLUME OUTLOOK

Broadly in line with FY 26

Statement of Profit or Loss

FOR THE PERIOD SEPTEMBER 30, 2026 | EXTRACTS | AMOUNTS IN RS. '000'

Particulars	Q1 FY 2027	Q1 FY 2026	Change
Revenue – net	5,120,280	3,980,142	+29%
Cost of services	(3,339,619)	(2,694,983)	+24%
Gross profit	**1,780,661**	**1,285,160**	**+39%**
Admin. & general expenses	(389,788)	(339,887)	+15%
Other income	28,766	8,623	+234%
Finance costs	(127,979)	(289,135)	–56%
Exchange gain	–	18,577	–100%
Profit before income taxes	**1,291,660**	**683,338**	**+89%**
Taxation	(481,207)	(66,818)	+620%
Net profit for the period	**810,453**	**616,520**	**+31%**
Earnings per share (Rs.)	0.45	0.35	+29%

Improved Earnings Performance

Q1 FY 2027

- Strong operating performance in Q1 FY2027 translated into higher profitability and earnings per share.
- The Company remains focused on sustaining operational efficiency and profitability to support long-term shareholder value.

Statement of Financial Position

AS AT SEPTEMBER 30, 2026 | EXTRACTS | AMOUNTS IN RS. '000'

Particulars	Sep 30, 2026	Jun 30, 2026
Non-current assets	20,235,798	20,712,924
Current assets	10,976,471	10,103,795
Total assets	**31,212,269**	**30,816,719**
Share capital and reserves	19,647,579	18,837,126
Non-current liabilities	2,392,657	2,381,156
Current liabilities	9,172,033	9,598,437
Total equity and liabilities	**31,212,269**	**30,816,719**
Long-term financing (total)	3,502,494	3,496,378
Cash and bank balances	1,318,343	1,282,231
Taxation – net	6,794,608	6,517,166

Forward Outlook



Coal Demand Outlook

- Imported coal is expected to remain important for industrial & energy requirements.
- PIBT expects throughput to remain broadly in line with FY 26 levels, subject to prevailing market conditions.



Operational Efficiency

Continue optimising terminal infrastructure and equipment, strengthening operational efficiency and maintaining tight cost discipline to support sustainable performance.



Cargo Diversification

Explore opportunities in mineral and metal cargo handling to diversify PIBT's cargo portfolio and drive future growth.

PRIORITIES Consolidate PIBT's leading position with high service, operational excellence and environmental stewardship.

Sustainability & CSR

Mangrove Conservation

PROTECTING COASTAL ECOSYSTEMS THROUGH CONSERVATION AND MAINTENANCE

500 **HECTARES**

Plantation conservation and regular maintenance within Port Qasim jurisdiction



PIBT mangrove nursery

KARACHI CONSERVATION

PIBT is a founder member of the IUCN-led initiative with PQA and the Sindh Forest Department.



PLANTATION ACTIVITY

Mangrove care and local-community participation.

Environmental Stewardship

MEASURES TO REDUCE ENVIRONMENTAL IMPACT



Dust Control through Wind Fences & Water Sprinkling



Regular Air Quality Monitoring



Sewage Treatment Plant



Waste Management



Renewable Energy through 159 kW solar power plant

ISO Certified | EMP aligned with International Environmental Guidelines & Best Practices

Corporate Social Responsibility

EDUCATION SUPPORT | **COMMUNITY WELL-BEING**



Education Support

STUDENTS

175

REHRI GOTH



Support includes: uniforms, bags, stationery, teaching support and clean water.

~350

CATTLE COLONY



Support includes: teachers, staff, furniture and renovation.



Daily Meals Programme



Free daily meals for the Rehri Goth Community.



In collaboration with **Saylani Welfare Trust.**

PIBT and Rabia Azim Trust support local communities through education and food assistance.

Questions & Answers

Thank you for your participation