

November 14, 2023

Ref: EIBL/CS/PSX/2023/2288

General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building, Stock Exchange Road,
Karachi – 74000, Pakistan

Subject: CORPORATE BRIEFING SESSION 2023

Dear Sir,

This is to inform you that the Corporate Briefing Session of Escorts Investment Bank Limited will be held on Wednesday, November 22, 2023 at 11:00 a.m., through conference (on Zoom) to brief the analyst \ shareholders about the financial performance of the Company for the year ended June 30, 2023.

The entitled shareholders and analyst community are requested to get them self-registered by sending an e-mail along with the following particulars at info@escortsbank.net with the subject "Corporate Briefing Session 2023" before 5:00 p.m. on November 20, 2023.

Name of Shareholder/ Investor/ Analyst	CNIC No.	Folio #/ cdc account number	Organization Name	Contact number	E-Mail I.D.

The Company will send login and password to the participants at their registered e-mail address before the meeting.

You may please inform the TRE Certificate Holders of the Exchange accordingly.

Thanking you,

Yours Sincerely,
For and on behalf of Escorts Investment Bank Limited,


Kamran Chughtai
Company Secretary





**Escorts
Investment
Bank**

CORPORATE BRIEFING SESSION

ANNUAL ACCOUNT 2023



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1. Brief Introduction

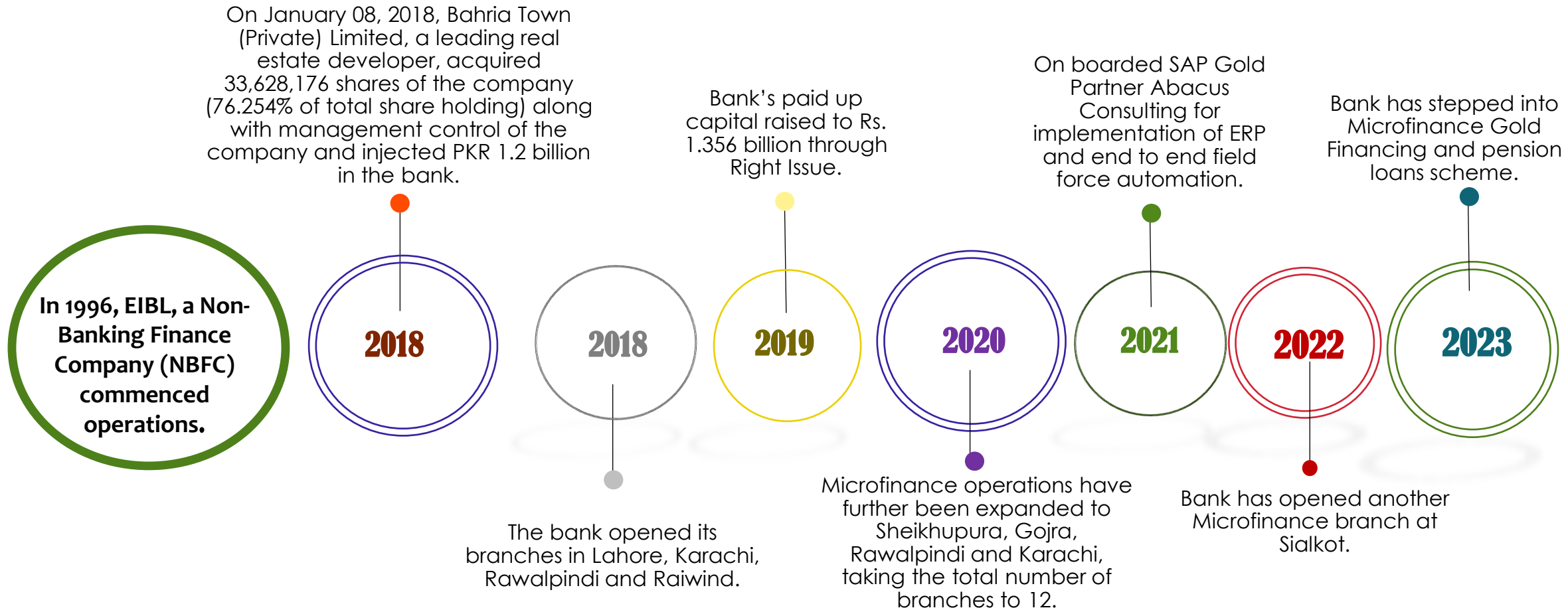
EIBL is a premier institution offering innovative financial solution to corporate, financial and individual investor through wide range of products and services

- Escorts Investment Bank Limited (EIBL) is a Non-Banking Financial Institution with valid 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.

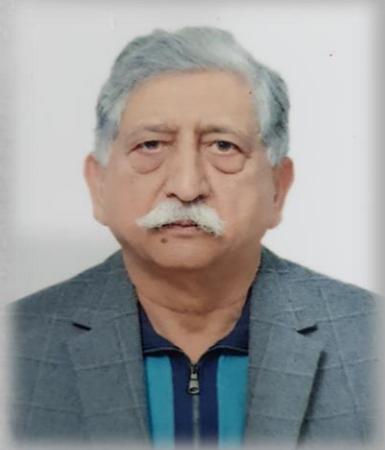


2. COMPANY TIMELINES

Accomplishing More in Less Time



3. Board of 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.

He recently joined EIBL as Chief Executive and Director of the Company.

ESCORTS INVESTMENT BANK – BOARD OF DIRECTORS

EIBL's board (BOD) comprises two Executive, three Non-Executive and one Independent Directors. Currently four committees are assisting the Board for smooth operations of the bank.



MR. Qasif Shahid

Director

Mr. Qasif Shahid is serving as a Co-founder & CEO of Finja (FinTech) and has more than 25 years of experience in working, consulting and partnering with banks in multiple geographies including East Africa, Singapore UAE and Pakistan with a specific focus on digital and mobile-led banking products and services.

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



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. M. Rasheed Alam

Executive Director

Mr. M. Rasheed Alam is serving as an Executive Director in Escorts Investment Bank Limited and has over 25 years broad-based professional experience in the financial services sector.

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



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 28 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.

4. Branch Network

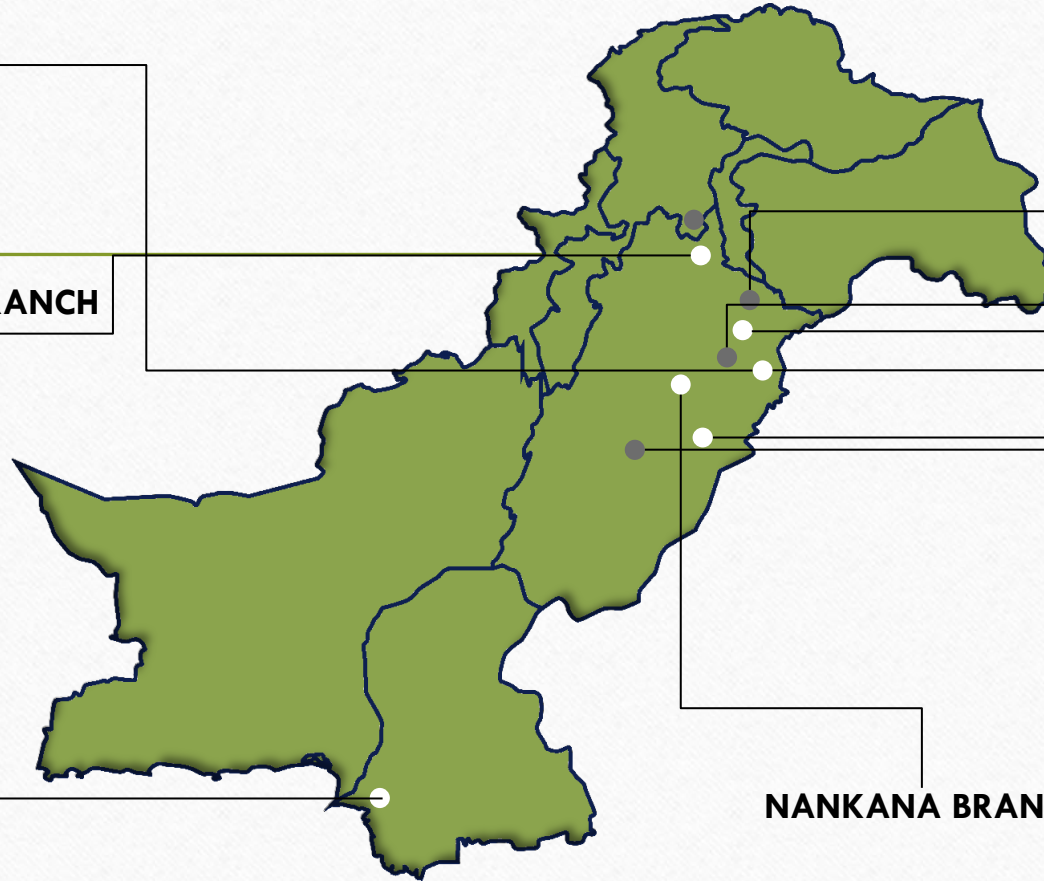


HEAD OFFICE

Ground Floor,
26-Davis Road,
Lahore

RAWALPINDI/ISLAMABAD BRANCH

KARACHI BRANCH



SAMBRIAL BRANCH

SHEIKHUPURA BRANCH

GOJRA BRANCH

HAFIZABAD BRANCH

LAHORE BRANCH

ELLAHABAD BRANCH

NANKANA 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

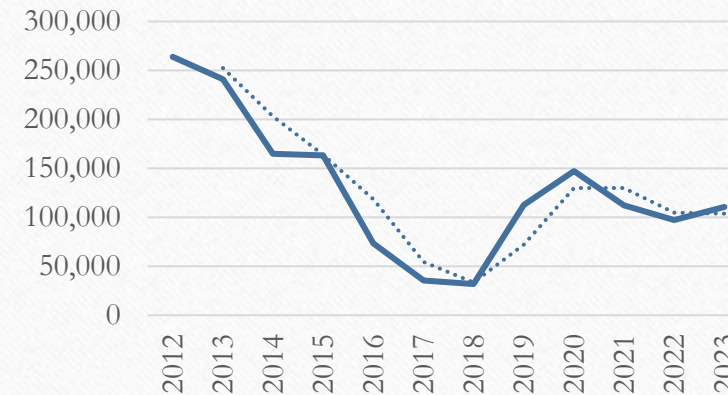
REVENUE AND EXPENDITURE ANALYSIS



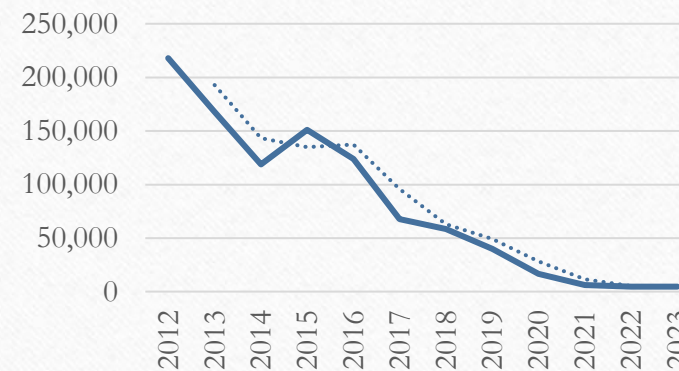
Total revenue has increased immensely since acquisition and this is primarily due to increase in finance portfolio and mark-up income on investments. However, during COVID-19, Government significantly reduced interest rates which could not be capitalized during pandemic period. However, in current year the Company started to undertake business again and hope to achieve new heights soon.

Markup expense has decrease significantly due to issuance of right issue in previous year and repayment to outgoing group sponsors loan during the period. Later after application of IFRS -16, certain financial cost is incurred which is primarily relating to branches.

Total Revenue



Markup Expense

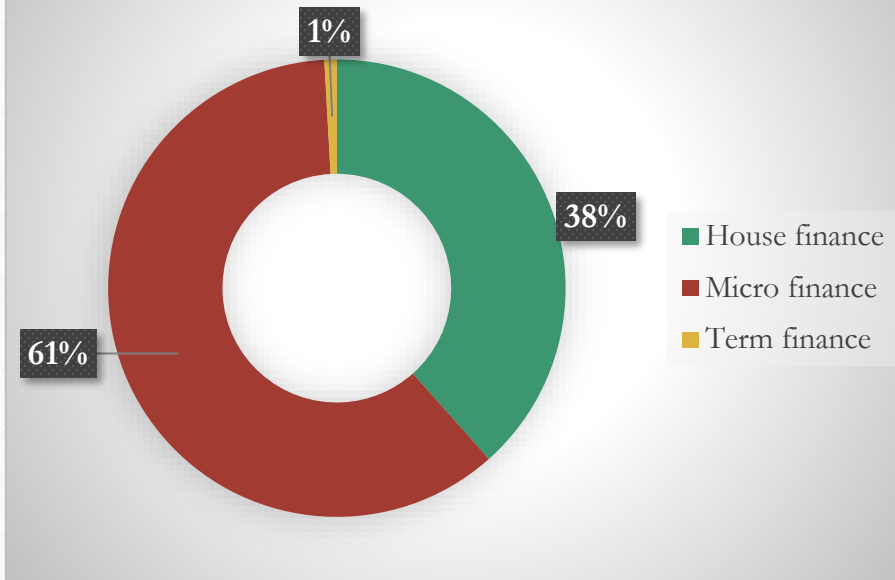


Financial Highlights



COMPOSITION OF FINANCE PORTFOLIO

Finance Portfolio 30 June 2023



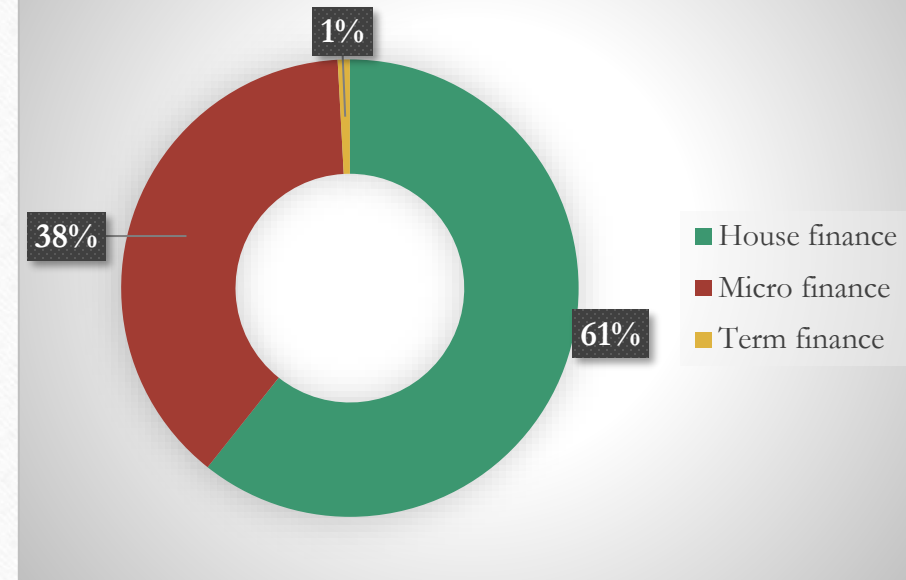
Portfolio Composition of 227 m:

HF: 88 million

MF: 139 million

OF: 2 million

Finance Portfolio 30 June 2022



Portfolio Composition of 234 m:

HF: 142 million

MF: 90 million

OF: 2 million

Financial Highlights



STATEMENT OF FINANCIAL POSITION

	30-Jun-23	30-Jun-22
	Rupees	Rupees
ASSETS		
NON-CURRENT ASSETS		
Property and equipment	152,905,670	180,251,427
Intangible assets	4,502,622	16,908,808
Long term investments	25,087,500	25,087,500
Long term finances	77,935,344	107,300,941
Long term deposits	8,222,274	11,114,274
Deferred tax asset – net	118,948,020	119,263,467
	387,601,430	459,926,417
CURRENT ASSETS		
Current portion of non-current assets	34,724,427	46,863,627
Short term investments	119,900,864	56,772,436
Short term finances	90,978,260	80,037,363
Short term advances	5,091,968	3,534,149
Prepayments	2,001,113	1,681,704
Interest receivables	11,551,681	10,881,406
Other receivables	6,451,451	5,322,001
Tax refunds due from the government	61,207,475	58,547,989
Cash and bank balances	46,944,371	116,323,821
	378,851,610	379,964,496
TOTAL ASSETS	766,453,040	839,890,913

Financial Highlights

STATEMENT OF FINANCIAL POSITION



	30-June -23	30-Jun-22
	Rupees	Rupees
SHARE CAPITAL AND RESERVES		
Authorized share capital		
300,000,000 (2021: 300,000,000) ordinary shares of Rs. 10 each	3,000,000,000	3,000,000,000
Issued, subscribed and paid up capital	1,356,000,000	1,356,000,000
Capital reserves	158,584,246	158,584,246
Revenue reserve	(937,786,103)	(890,095,362)
Revaluation surplus on property and equipment	17,828,754	18,767,110
	594,626,897	643,255,994
LIABILITIES		
NON-CURRENT LIABILITIES		
Lease liabilities	54,317,475	60,463,977
	54,317,475	60,463,977
CURRENT LIABILITIES		
Current portion of non-current liabilities	3,817,255	7,707,193
Trade and other payables	109,957,745	123,458,243
Unclaimed dividend	2,385,654	2,385,654
Provision for taxation	1,348,014	2,619,852
	117,508,668	136,170,942
TOTAL EQUITY AND LIABILITIES	766,453,040	839,890,913

Financial Highlights

STATEMENT OF PROFIT OR LOSS



	30-Jun-23	30-Jun-22
	Rupees	Rupees
Income		
Profit on financing	70,092,536	51,210,458
Return on investments	20,460,840	10,609,879
Income from fee and commission	5,521,555	4,128,561
Profit on bank deposits	9,019,588	6,369,379
Other income	5,556,063	24,848,420
	110,650,582	97,166,697
Expenses		
Administrative expenses	149,747,313	164,965,151
Finance cost	4,861,599	4,729,763
	154,608,912	169,694,914
Operating loss before provisions and taxation	(43,958,330)	(72,528,217)
Other operating expenses	(3,007,306)	(68,305,620)
Reversal of provision for doubtful finances	-	5,968,198
Loss before Taxation	(46,965,636)	(134,865,639)
Taxation – net	(1,663,461)	(61,556,281)
Net Loss for the Year	(48,629,097)	(196,421,920)

QUESTIONS & ANSWER



THANK YOU

