



Pak-Gulf Leasing
Company Limited

CORPORATE BRIEFING SESSION (FY 2023)

(Thursday, 23rd November, 2023)

Company
Profile

Governance

Operations

Financial
Performance

Future
Prospects

Company Profile

Date Of Incorporation:

27 December 1994

Date Of Commencement Of Business:

16 September 1996

Type Of Entity:

Deposit Taking Leasing Company (NBFC)

Nature of Products:

Conventional Lease Finance / Auto Loan

Source of Fund

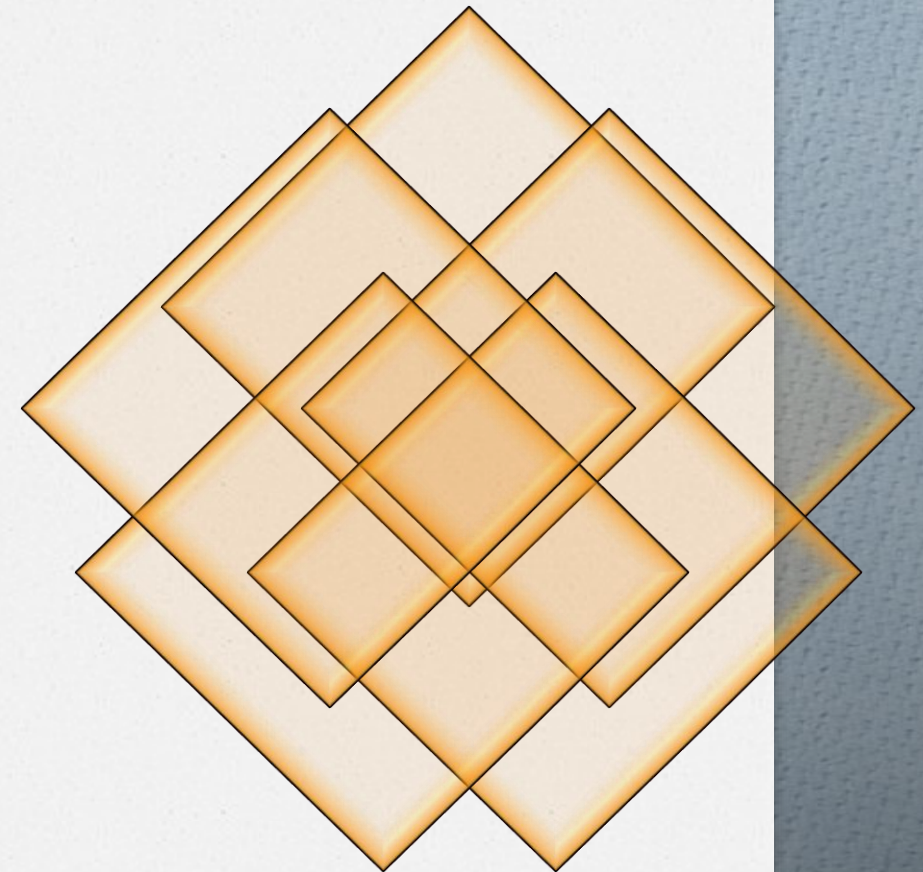
Equity, CoIs, Banks borrowings

Registered Office:

Karachi, Sindh, Pakistan

Branch Office:

Lahore, Punjab, Pakistan



➔ **Legal Advisors**

M/S Mohsin Tayebally & Co.
M/S Rasheed Razvi & Associates
M/S Mansoob Ali Qureshi & Co.

➔ **Tax Advisors:**

Mukhtar Law Associates

➔ **Shariah Advisor:**

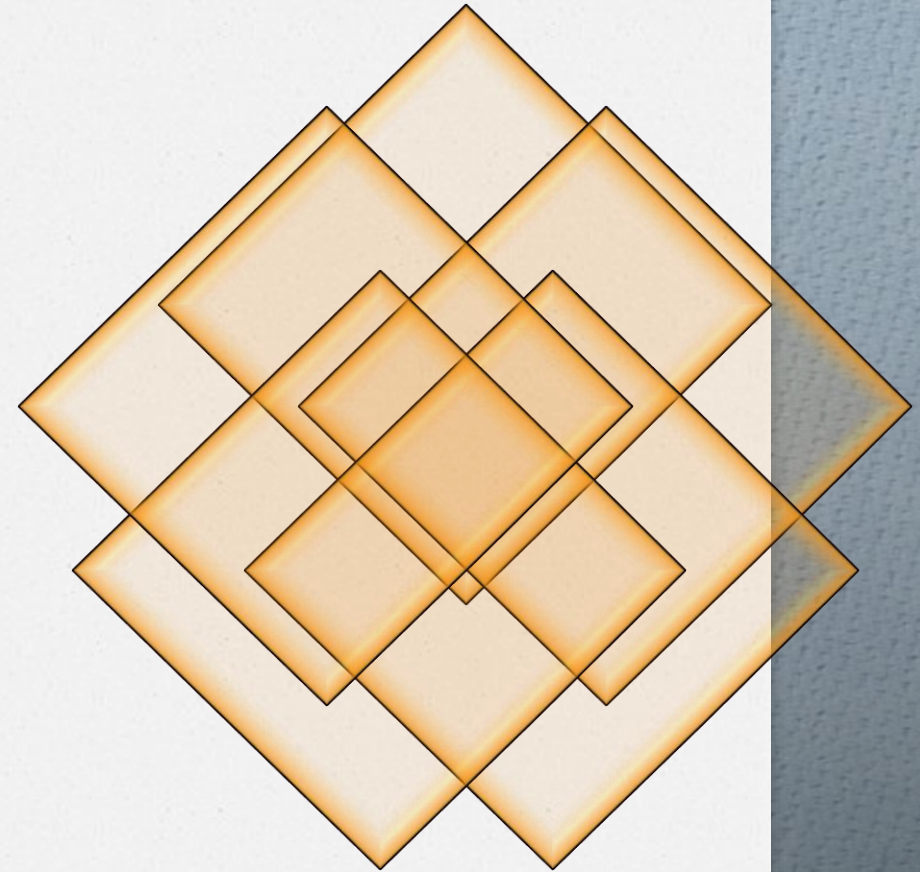
M/S Alhamd Shariah Advisory Services (Private)
Limited

➔ **Registrar / Share Transfer Office:**

M/S THK Associates (Pvt) Ltd.

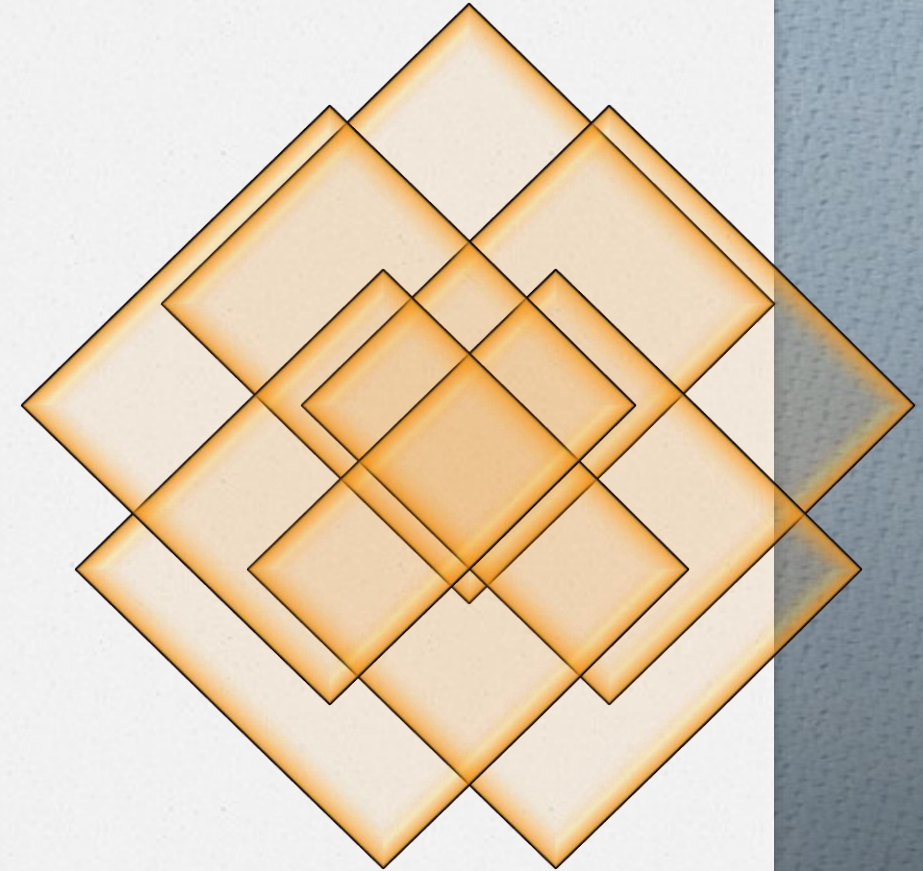
➔ **Auditors:**

M/S BDO Ebrahim & Company



Bankers:

- Bank Al-Habib Limited
- Allied Bank Limited
- Silk Bank Limited
- Al-Baraka Bank (Pakistan) Limited
- Askari Bank Limited
- Bank Al-Falah Limited
- Habib Bank Limited
- JS Bank Limited
- MCB Bank Limited
- MCB Islamic Bank Limited
- National Bank of Pakistan
- Soneri Bank Limited
- The Bank of Punjab

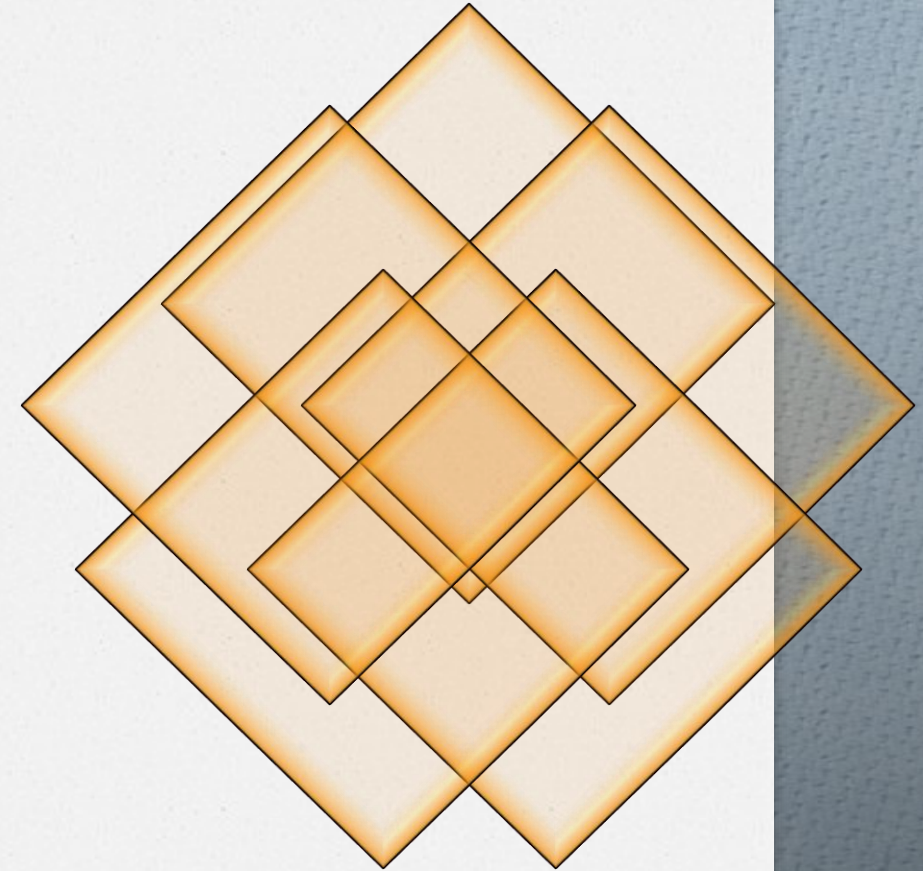


Rating Agency: VIS Credit Rating Company Limited

Entity's Credit Rating:

VIS, following a detailed analysis and evaluation of the Company's performance on September 21, 2023 has re-affirmed its Ratings for PGL as under:

- Medium to Long-term Rating: **A-**;
- Short-term Rating: **A-2**; and
- Outlook: **Stable**.



**Entity's
Credit
Rating
History:**

The
Company's
historical
Ratings have
been as
under:

DATE	RATING TYPE	LONG TERM	SHORT TERM	OUTLOOK
09/21/2023	Entity	A-	A-2	Stable
05/16/2022	Entity	A-	A-2	Stable
06/30/2021	Entity	A-	A-2	Negative
06/30/2020	Entity	A-	A-2	Stable
04/15/2019	Entity	A-	A-2	Stable
01/30/2018	Entity	A-	A-2	Stable
12/30/2016	Entity	A-	A-2	Stable
11/27/2015	Entity	A-	A-2	Stable
09/25/2014	Entity	A-	A-2	Stable
04/8/2013	Entity	BBB+	A-3	Stable
07/29/2011	Entity	BBB+	A-3	Stable
03/18/2010	Entity	BBB	A-3	Positive
02/25/2009	Entity	BBB-	A-3	Stable



Governance

BOARD OF DIRECTORS

S. No.	NAME	POSITION
1.	Mr. Sohail Inam Ellahi	Chairman
2.	Mr. Pervez Inam	Non-Executive Director
3.	Mr. Fawad Salim Malik	Non-Executive Director
4.	Brig. Naveed Nasar Khan (Retd.)	Non-Executive Director
5.	Mr. Ismail H. Ahmed	Independent Director
6.	Mr. Jan Ali Khan Junejo	Independent Director
7.	Mr. Naeem Ali Muhammad Munshi	Non-Executive Director
8.	Ms. Naueen Ahmed	Independent Director
9.	Brig. Haris Nawaz (Retd.)	Independent Director
10.	Mr. Mahfuz-ur-Rehman Pasha	Chief Executive Officer

Governance Structure



Governance

- Approved policies in line with the applicable laws and regulations
- Internally approved SOPs for various processes
- Oversight by Board Committees

Risk Management

- Management / minimization of credit risk

Compliance

- Adherence to laws and regulations

Internal Control System

- IT application controls and SOPs to mitigate the potential risks
- AML / CFT Compliance

Information Security

- To cover gaps in the implementation of IT security policies
- Focus on future strategy and corrective measures

Internal Audit

- Annual Internal Audit Plan
- Audit controls to:
 - mitigate potential risks
 - to ensure compliance with SOPs
 - to ensure compliance with applicable laws and regulations

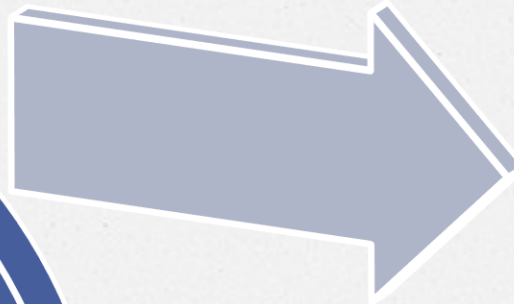


OPERATIONS

FINANCING

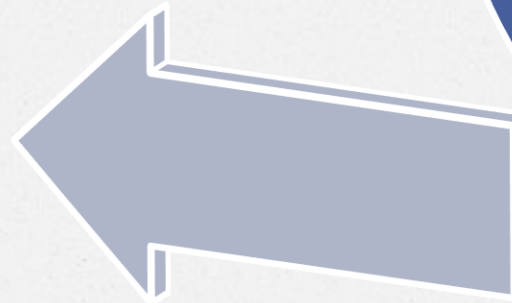
Financing Products

- *Conventional Finance:*
 - Leasing of all Moveable Assets
 - Vehicle Finance

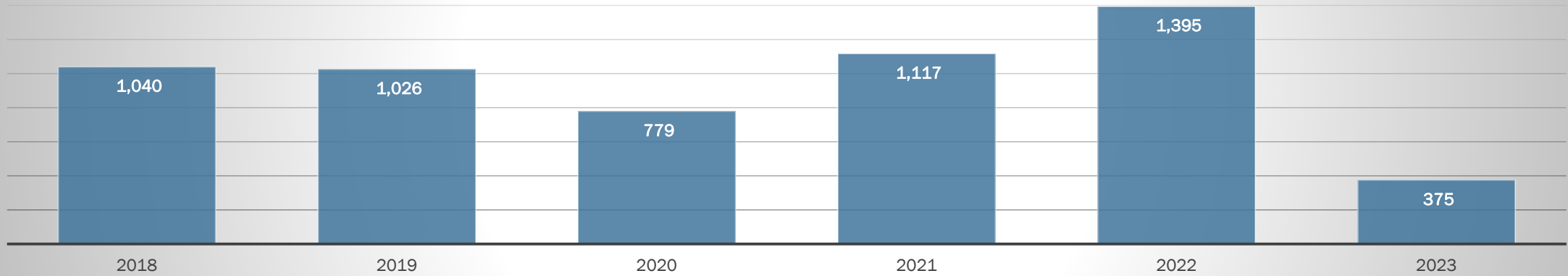


DEPOSIT TAKING

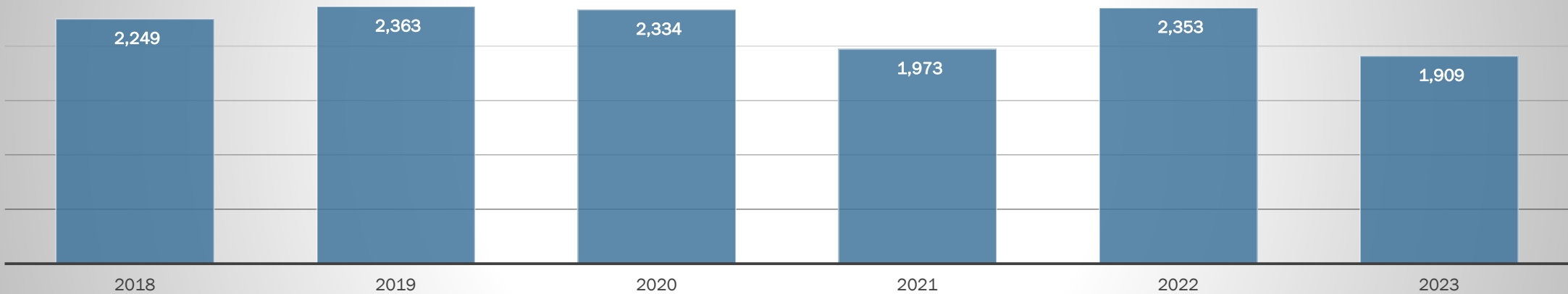
- Issue of Certificates of Investments for a period of 12 Months to 03 Years at Fixed Rates of Return



Lease / Auto-finance loan written (Rs. in Million)

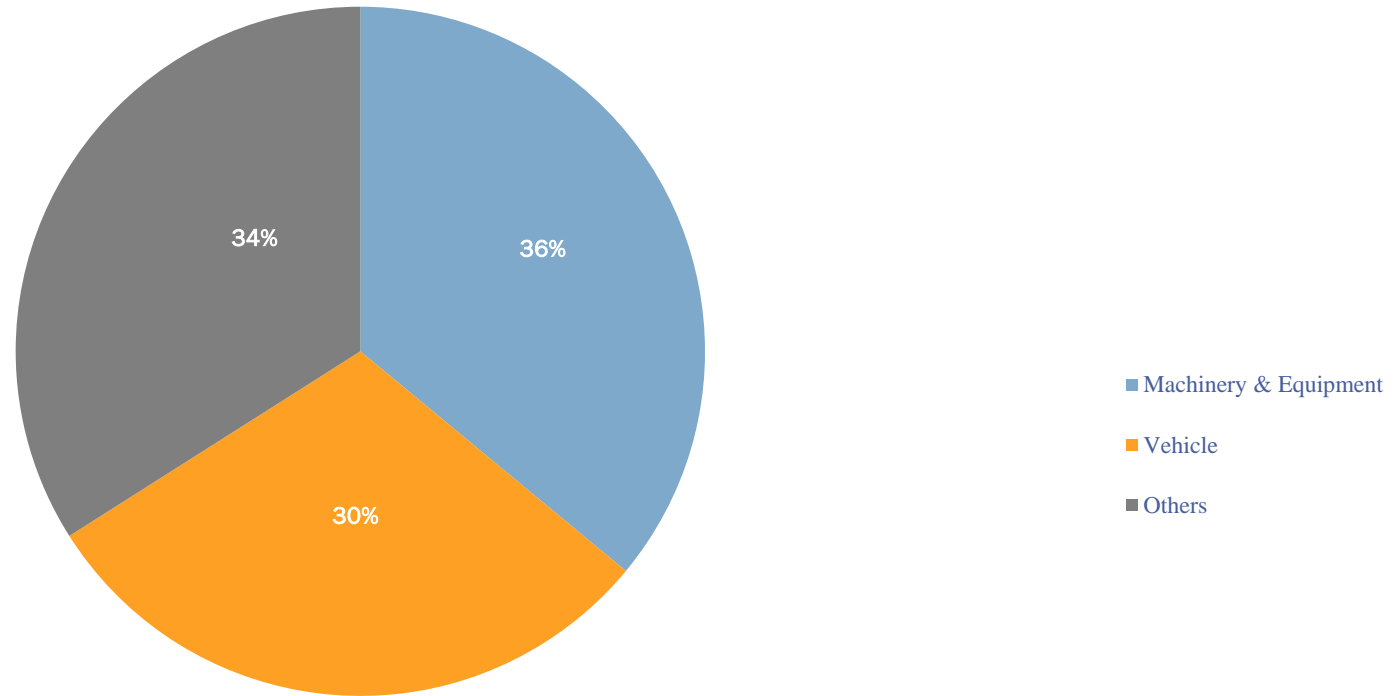


Net Investment in Leases (Rs. in Million)

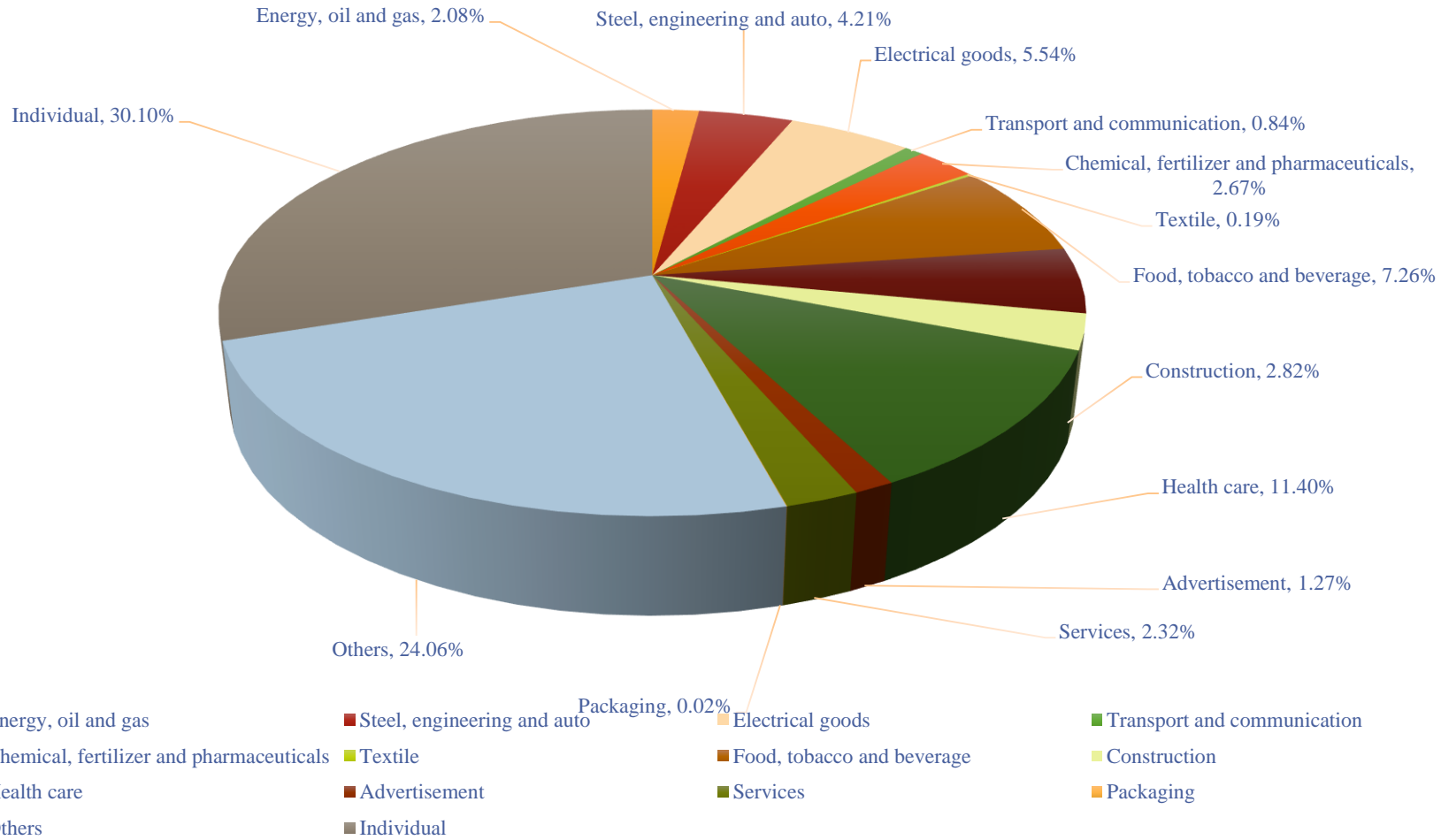


Note:- Due to record increase in KIBOR & resultant high risk in taking exposures, exposures were taken in limited case which had a good credit history and sound financial position.

Main Categories of Investment in Lease



Sector-wise portfolio (FY-2023)





Financial Performance

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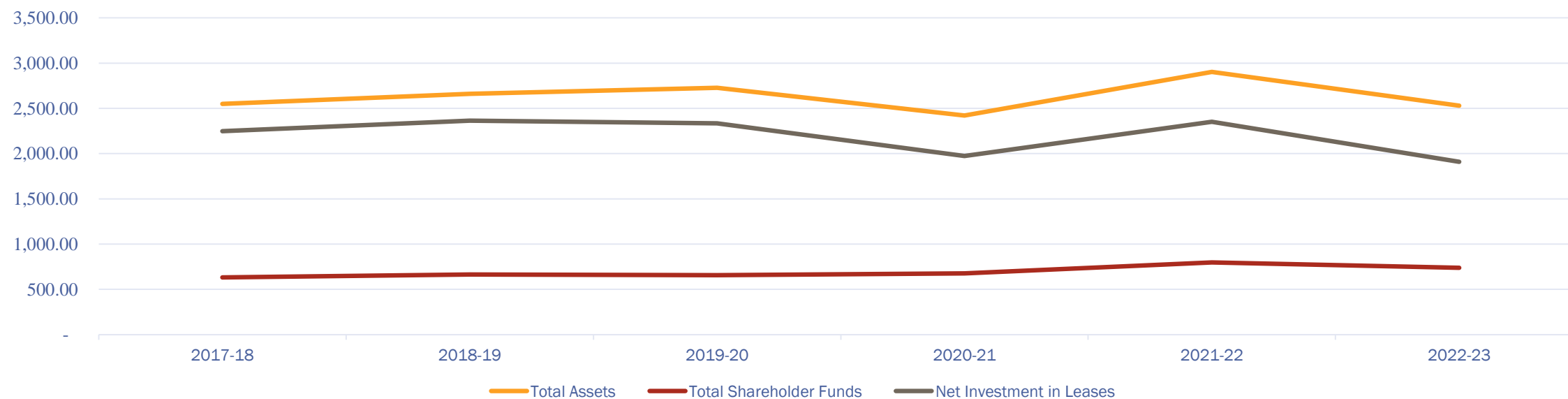
COMPARISION OF KEY OPERATING & FINANCIAL DATA (FY 2018- FY 2023)

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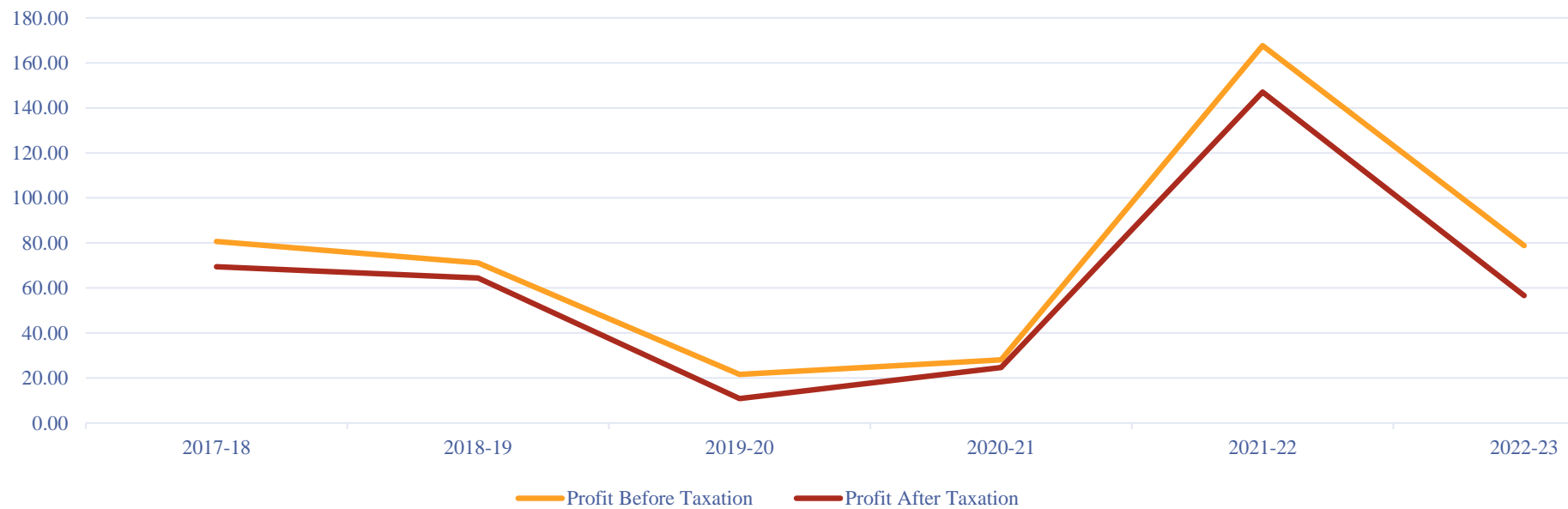
Year ended 30th June	2023	2022	2021	2020	2019	2018							
Operational Results:													
Revenues	262,202,401	255,230,917	206,094,628	265,444,647	243,892,047	200,380,195							
Revenue from financing operations	227,292,442	228,427,580	191,485,801	245,567,212	218,862,571	178,154,663							
Profit before Taxation	78,816,891	167,687,787	28,015,220	21,619,234	71,185,355	80,602,379	New Lease Written	375.00	1,395.00	1,117.00	778.86	1,025.51	1,040.13
Profit after Taxation	56,635,687	146,979,027	24,566,337	10,894,248	64,378,140	69,368,392	Gross Revenue	262.20	255.23	206.09	265.44	243.89	200.38
Finance Cost	89,848,800	69,054,807	42,062,089	114,025,954	78,012,463	47,682,251	Profit Before Tax	78.82	167.69	28.02	21.62	71.19	80.60
Provision for Potential Lease & Loan Losses	(47,207,690)	(10,807,355)	3,625,701	(30,838,117)	(1,307,173)	(442,820)	Profit After Tax	56.64	146.98	24.56	10.89	64.38	69.37
Interim / Final Dividend %	35.00%	10.00%	0.00%	2.50%	7.50%	12.50%	Net Investment in Lease Finance	1,909.13	2,352.94	1,973.08	2,333.69	2,363.31	2,248.60
Interim / Bonus Issue	95 shares for every 100 shares	-	-	-	-	-							
Balance Sheet:													
Shareholders' Equity	737,474,869	796,707,062	675,435,528	655,727,867	664,814,384	632,104,936							
Surplus on Revaluation of Assets	90,504,204	90,504,204	90,504,204	90,504,204	90,504,204	90,504,204	Total Shareholders Equity	737.47	796.71	675.44	655.73	664.81	632.10
Other Reserves	244,318,378	543,640,182	424,678,818	405,412,115	414,443,364	382,833,609							
Working Capital	490,189,387	26,801,934	186,123,903	381,076,282	208,524,942	10,454,214	Total Assets (footing)	2,528.85	2,901.88	2,420.74	2,727.33	2,661.79	2,548.80
Non-current Liabilities	1,016,637,986	1,330,132,844	1,016,256,185	1,262,394,151	1,286,555,078	986,792,933	Earnings per Share (Rs.)	1.14	2.97 (*)	0.97	0.43	2.54	2.70
Long-term Loans	104,166,661	133,333,324	95,833,329	29,166,665	49,999,996	20,833,331	Current Ratio	1.72	1.04	1.29	1.53	1.34	1.00
Investments	55,575,097	55,205,847	34,002,899	64,508,233	63,465,086	62,555,748							
Financial Ratios:													
Income / Expense Ratio	1.84	1.92	2.00	1.46	1.55	1.66	Break up Value per Share (Rs.)*	16.77	17.95 (*)	20.91	20.55	20.00	19.00

KEY PERFORMANCE INDICATORS FY 2018 TO FY 2023 (Rupees in Million)

Financial Year	Total Assets	Total Shareholder Funds	Net Investment in Leases
2022-23	2,528.85	737.47	1,909.13
2021-22	2,901.88	796.71	2,352.94
2020-21	2,420.74	675.44	1,973.08
2019-20	2,727.33	655.73	2,333.69
2018-19	2,661.79	664.81	2,363.31
2017-18	2,548.82	632.10	2,248.60

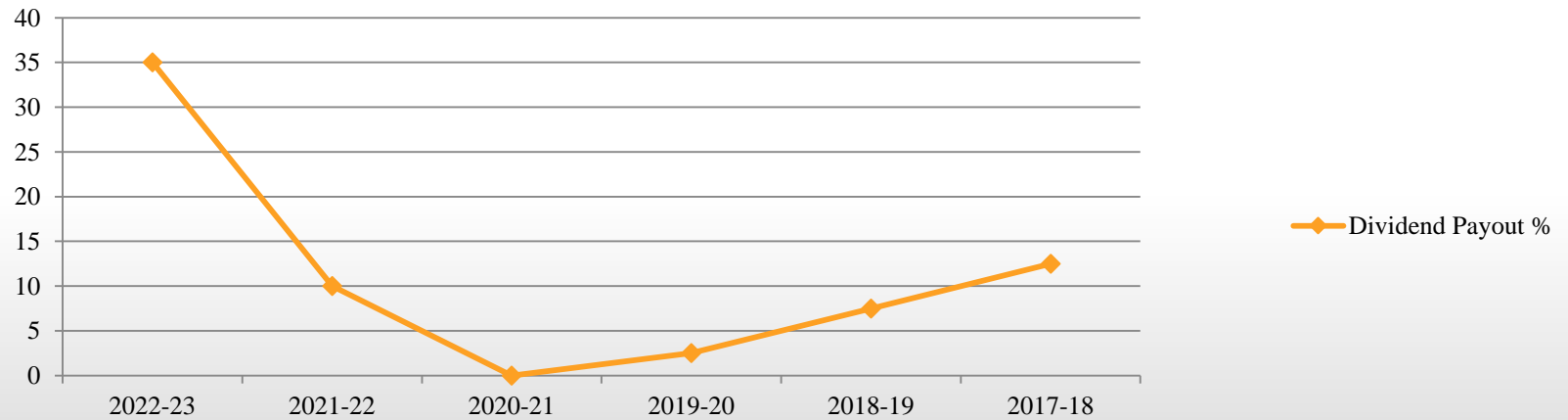


Financial Year	Profit Before Taxation	Profit After Taxation
2022-23	78.82	56.64
2021-22	167.68	146.98
2020-21	28.02	24.57
2019-20	21.62	10.89
2018-19	71.18	64.38
2017-18	80.60	69.37



Financial Year	Dividend Payout %
2022-23	35
2021-22	10
2020-21	0
2019-20	2.5
2018-19	7.5
2017-18	12.5

Dividend Payout %



TIME-LINE OF ACHEIVEMENTS

Date / Financial Year	Event	Date /Financial Year	Event
27 December 1994	Company Incorporated		
10 June 1996	Public Floation of Shares		
30 June 1996	Paid-up Capital Rs.50.0 Million		
03 September 1996	Leasing License Issued		
15 September 1996	Permission to Commence Business		
18 September 1996	Listing on the Stock Exchanges		
04 November 1996	1 st Lease Written		
FY 1997	Paid-up Capital Increased to Rs.100 Million		
FY 1998	10% Cash Dividend Declared		
FY 1999	09.50% Cash Dividend Declared		
FY 2000	09% Cash Dividend Declared		
FY 2001	Purchased Company's own Premises at The Forum, Clifton, Karachi		
FY 2002	Paid-up Capital Increased to Rs.140 Million through Right Shares		
FY 2003	Paid-up Capital Increased to Rs.170 Million through Right Shares		
FY 2003	7.5% Cash Dividend Declared		
FY 2003	Permission granted by SECP for issuing Certificates of Investments		
FY 2006	Paid-up Capital Increased to Rs.179.35 Million through Stock Dividend @5.50%		
FY 2007	Paid-up Capital increased to Rs.193.698 Million through Stock Dividend @8.0%		
FY 2009	Authorized Capital Increased to Rs.500 Million		
		FY 2009	Paid-up Capital Increased to Rs.253.698 Million through 6 Million Right Shares issued at par value of Rs.10.0 per share
		FY 2010	5.00 % Cash Dividend Declared
		30-Jun-14	Total Assets cross the Rs.1.0 billion mark at Rs. 1,209.129 Million
		25-Sep-14	Credit Rating Upgraded to A-
		30-Jun-15	Equity crosses the Rs.500 Million Mark
		FY 2016	5.00 % Cash Dividend Declared
		FY 2017	7.50 % Cash Dividend Declared
		30-Jun-17	Total Assets cross the Rs.2.0 billion mark at Rs. 2,151.261 Million
		Jul-17	Lahore Branch Opened
		30-Jun-18	Net Profit After Tax crosses the Rs.50.0 Million mark at Rs. 69.368 Million
		FY 2018	12.50 % Cash Dividend Declared
		FY 2019	7.50 % Cash Dividend Declared
		30-Jun-19	Total Assets cross the Rs.2.5 billion mark at Rs. 2,661.792 Million
		30-Jun-20	The Company crossed the milestone of having existed for 25 years.
		30-Jun-20	2.5% Cash Dividend Declared
		30-Jun-22	10% Cash Dividend Declared
		30-Jun-23	35% Interim Cash Dividend Declared Interim Bonus Issue (95 shares for every 100 shares)



Future Prospects

FUTURE PLANS

- Limited and Cautious approach in taking financing exposures till the rationalization of market interest rates.
- Recovery from non-performing clients.
- Improvement and consolidation of Risk Assets.

QUESTIONS & ANSWERS

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Thank You