



بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

*In the name of Allah, the most gracious, the most merciful*

# Welcome



# Pakistan Hotels Developers Ltd.

5th Corporate Briefing – 2023

Dated: 25 -11-2023

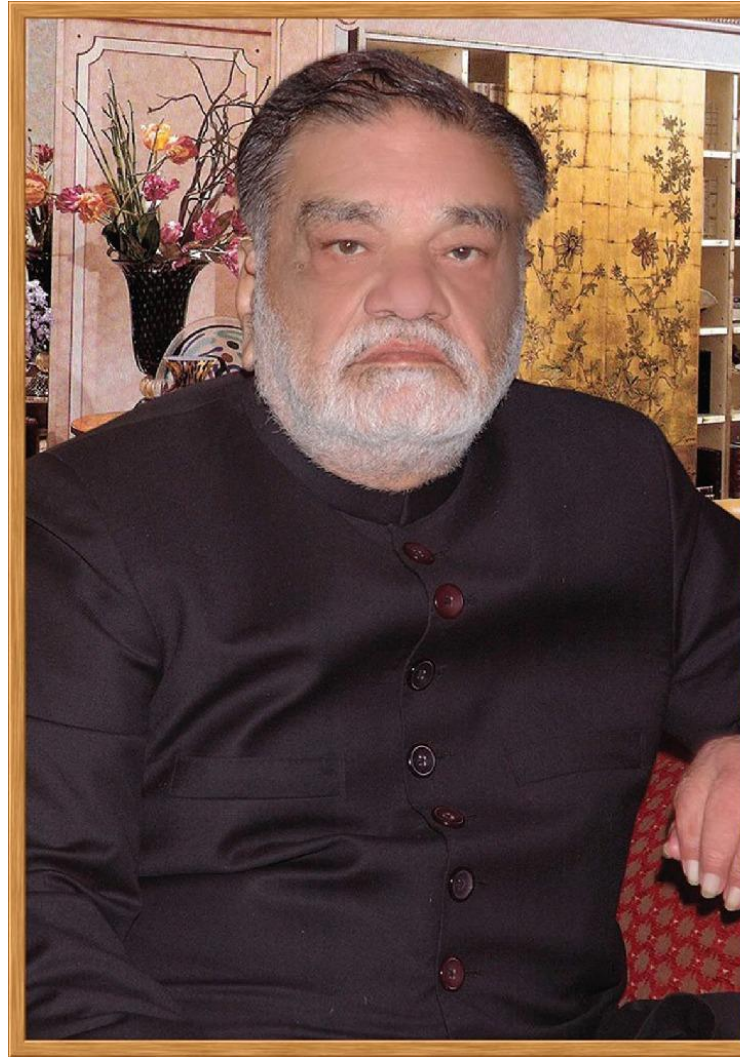
## Company

Pakistan Hotels Developers Ltd. is a Public Limited Company since 1981 and is quoted on the Pakistan Stock Exchange as having a Paid-up Capital of Rs.180 million Ordinary Shares of Rs.10/=each.

Company (PHDL) operating & running a hotel business in the name of “Regent Plaza Hotel & Convention Centre” situated in Karachi.



## Founder of the Company



**(Late) Shaikh Ferozuddin Baweja**  
(1935-2013)

(Late) Shaikh Ferozuddin Baweja was the Founder of the Company, having vast experience of Hotel Industry and also well-known person in the stock market. Before this company he built and operated different Hotels and Hospital.

## Vision and Mission

It is our cherished goal to be the Industry leader in hotel business by establishing a complete, unique, distinctive and truly a five star deluxe hotel complex.

To achieve the above objective and to provide the highest level of satisfaction to our valued customers, we are constantly engaged and working with a missionary zeal to bring necessary improvements in our existing facilities and to excel in offering efficient and quality services to them.

We are also committed to maintain the highest level of International hotel standards, which will add to the glory and prestige of the Country and promote tourism.

## Corporate Profile

### BOARD OF DIRECTORS:

- |                            |                           |
|----------------------------|---------------------------|
| 1) MR. ZAHEER BAWEJA       | - CHAIRMAN                |
| 2) MR. MUZAFFAR F.BAWEJA   | - CHIEF EXECUTIVE OFFICER |
| 3) MR. ZUBAIR BAWEJA       | - MANAGING DIRECTOR       |
| 4) MRS. SHAHINA KHALID     | - DIRECTOR                |
| 5) MRS. SHAZIA JAMAL       | - DIRECTOR                |
| 6) MR. QAZI AHMED SAEED    | - INDEPENDENT DIRECTOR    |
| 7) MR. NADEEM UL HAQ NAJMI | - INDEPENDENT DIRECTOR    |

### AUDIT COMMITTEE:

- |                         |            |
|-------------------------|------------|
| MR. QAZI AHMED SAEED    | - CHAIRMAN |
| MRS. SHAHINA KHALID     | - MEMBER   |
| MR. NADEEM UL HAQ NAJMI | - MEMBER   |

### HR & R COMMITTEE

- |                         |               |
|-------------------------|---------------|
| MRS. SHAHINA KHALID     | - CHAIRPERSON |
| MR. QAZI AHMED SAEED    | - MEMBER      |
| MR. NADEEM UL HAQ NAJMI | - MEMBER      |

### COMPANY SECRETARY:

M. TAHA ALI KHAN

### CHIEF FINANCIAL OFFICER:

SYED HASEEN ANWER

### AUDITORS:

CLARKSON HYDE SAUD ANSARI  
CHARTERED ACCOUNTANTS



# Main Lobby





# Meeting Room





# Guest Room





# Kohinoor Hall





# Saffron Restaurant





# Saffron Restaurant





**PHDL**  
**ON**  
**STOCK MARKET**

- **507**                      **SHARE HOLDERS**
- **8.18%**                      **FREE FLOAT OF SHARES**
- **950,000**                      **SHARES TRADING DURING THE YEAR**
- **RS.142.41/=**                      **SHARE PRICE AT THE BEGINNING DAY OF THE YEAR**
- **RS.80.00/=**                      **SHARE PRICE AT CLOSING DAY OF THE YEAR**
- **RS.151/=**                      **MAXIMUM RATE DURING THE YEAR**
- **RS.70/=**                      **MINIMUM RATE DURING THE YEAR**



## HOTEL INDUSTRY IN KARACHI

	<u>AVAILABLE ROOMS</u>	<u>MARKET SHARE</u>
• REGENT PLAZA	400	19%
• MOVEN PICK	407	20%
• PEARL CONTINENTAL	288	14%
• MARRIOT	217	11%
• AVARI TOWER	224	11%
• RAMADA	198	10%
• MEHRAN	182	9%
• BEACH LUXURY	82	4%
• RAMADA CREEK	48	2%
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<b>TOTAL AVAILABLE ROOMS</b>	<b>2046</b>	
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**ROOM OCCUPANCY  
IN KARACHI CITY  
2022 – 23**

- Regent Plaza	30%
- Movenpick	57%
- Pearl Continental	51%
- Marriott	58%
- Avari Tower	63%
- Ramada Plaza	46%
- Mehran	43%
- Beach Luxury	53%
- Ramada Creek	68%

# Revenue Generation

## Core Area

- Guest Rooms (400 rooms available, currently 252 rooms are in Operation)
- Food & Beverages (Restaurants, Room Service and Banquet Halls)
- Shops & Offices (Rental from Shops & Offices)
- Other Minor Operated Department (Hall Rental, Health Club, Laundry, Business Centre etc.)



## FINANCIAL RESULTS 2022 - 23

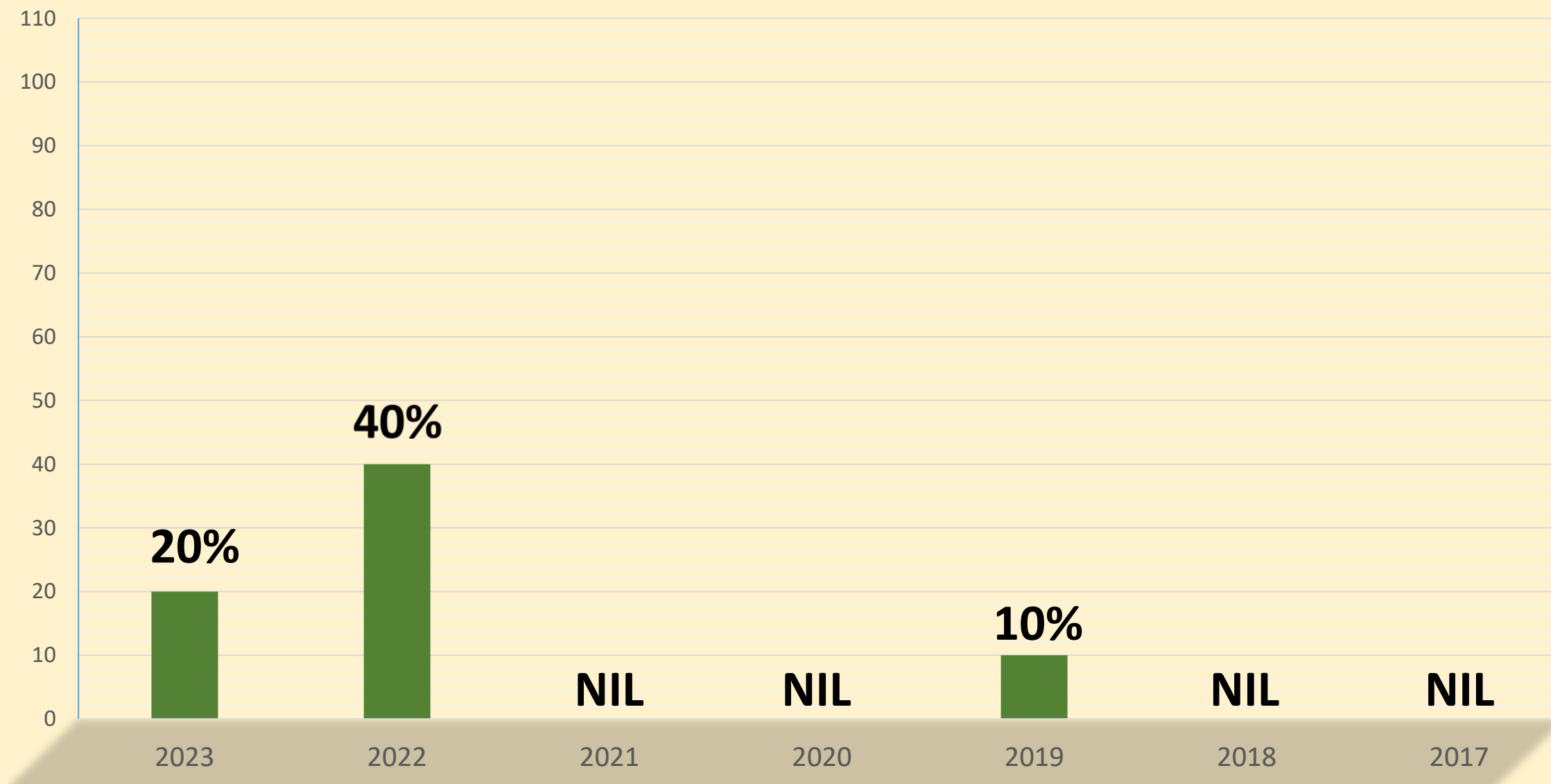
	<u>Amount Rs.</u>	
• From Guest Rooms	318,886,000/=	(57% of total Revenue)
• From Food & Beverages	146,554,000/=	(26% of total Revenue)
• From Shops & Offices	2,137,000/=	(1% of total Revenue)
• From Other Departments	91,465,000/=	(6% of total Revenue)
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<b>Total Net Revenues</b>	<b>559,042,000/=</b>	
=====		
• Profit before tax	58,807,000/=	
• Profit after tax	44,129,000/=	
• Earnings per share (Rs.)	2.45	

## Financial Comparison from last Year

	<u>2022 – 23</u> <u>Rs.</u>	<u>2021 – 22</u> <u>Rs.</u>	
- NET REVENUE	559,042,000	464,551,000	↑ Increase 20%
- PROFIT BEFORE TAX	58,807,000	60,585,000	↓ Decrease 3%
- PROFIT AFTER TAX	44,129,000	47,817,000	↓ Decrease 8%
- EARNING PER SHARE	2.45	2.66	↓ Decrease 8%

# DIVIDEND TO SHAREHOLDERS

## CASH DIVIDEND TO SHAREHOLDERS





## **FUTURE PLAN**

**If Hotel sale transaction with M/S. SIUT Trust executed, the Company will be gone in winding up process.**

**THANK YOU**



**PAKISTAN  
HOTELS  
DEVELOPERS LTD.**

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