



# CORPORATE BRIEFING SESSION

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED

11 DEC 2023



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# COMPANY PROFILE

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED



# PROFILE

## HIGHLIGHTS

- PIBT has been setup as the Country's first terminal for handling Coal, Clinker and Cement.
- PIBT is strictly adheres to its Environmental Management Plan (EMP), in compliance with applicable laws and regulations of Pakistan (including SEPA), IFC's performance standards, and World Bank Group Environment, Health & Safety Guidelines.
- PIBT is on build, operate and transfer (BOT) basis on concession of 30 years at Port Qasim Authority.
- PIBT has built capacity for handling up to 12m tons of Coal and 4 million tons of Cement & Clinker per year.
- Capacity can altogether be further enhanced up to 20 million tons per year.
- PIBT has been setup for handling and delivering coal to Power, Cement and other coal based plants by utilizing the rail, road and sea networks.

# LOCATION

- Terminal Location: North Western Zone of Port Qasim. (Fifty Kilometers from Karachi on the coast line of the Arabian Sea).
- Total Terminal Area: 72 acres



# 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 300 Million
Market Capitalization: Jun 23	PKR 7.34 Billion

## SHARE HOLDING

AS AT 30 JUNE 2023

Associated Companies, Undertaking and Related Parties	43.30%
Directors, Chief Executive Officer and their Spouse and Minor Children	12.80%
Mutual Funds and Modarabas	1.42%
Foreign Entities	0.52%
Others	41.96%
<b>Total</b>	<b>100%</b>

# OPERATIONAL & FINANCIAL PERFORMANCE – FY-23

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED



# KEY HIGHLIGHTS – FY-23

- Business was affected in terms of the volumes primarily due to macroeconomic challenges in the country, such as the high level of inflation, increased interest rates, devaluation of PKR against USD, reduced economic activity and import restrictions etc., especially from Dec 2022 till May 2023.
- Coal import through Afghanistan also adversely affected the Company's volumes, particularly when the global coal commodity prices indicated a higher trend.
- Despite lower volumes, the operations of the Company have generated positive contribution margins and EBITDA.

**COAL HANDLED**

**4.8** MILLION  
(TONS) ↓ 41% YoY



**REVENUE**

Rs. **9.07** BILLION  
↓ 14% YoY



**EBITDA**

Rs. **3.06** BILLION  
↓ 29% YoY





# KEY HIGHLIGHTS – FY-23

- Owing to the high interest rates and high inflation levels, the Company posted net loss before taxation mainly due to finance costs of Rs. 2 billion (2022: Rs. 1.1 billion) and impact of currency devaluation on USD-denominated foreign loans of Rs. 2.3 billion (2022: Rs. 1.6 billion).
- PKR depreciated in a year against USD ~ 40%.
- KIBOR increased by ~ 6.5%.
- LIBOR increased by ~ 3.2%.
- ~35% of revenue goes to Port Qasim Authority in terms of royalty payments.

**GROSS PROFIT**  
Rs. **1.6** BILLION  
↓ 43% YoY



**NET LOSS**  
Rs. **2.2** BILLION  
↑ 241% YoY



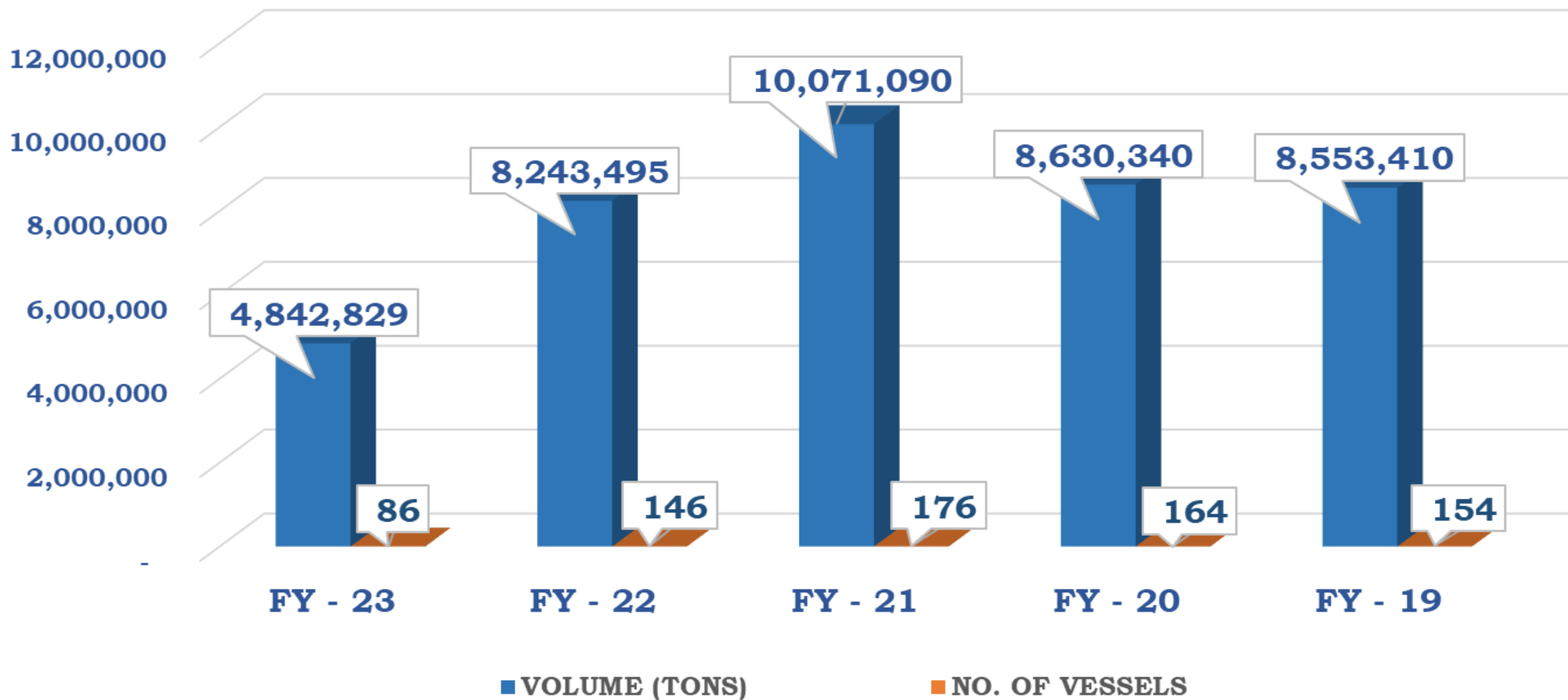
**CONTRIBUTION TO  
NATIONAL  
EXCHEQUER**  
Rs. **4.7** BILLION





# OPERATIONAL PERFORMANCE

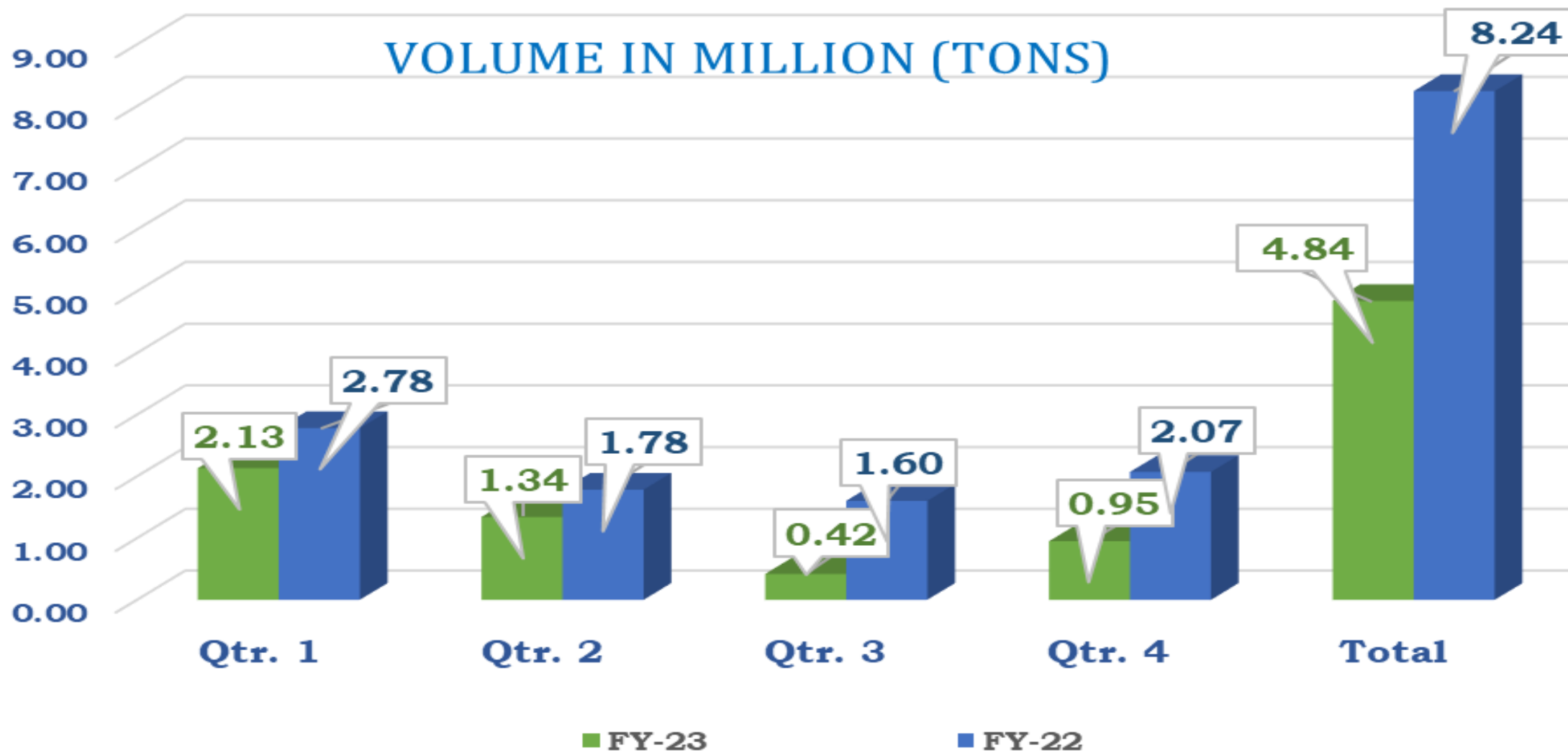
## VOLUME HANDLED – YEARLY COMPARISON





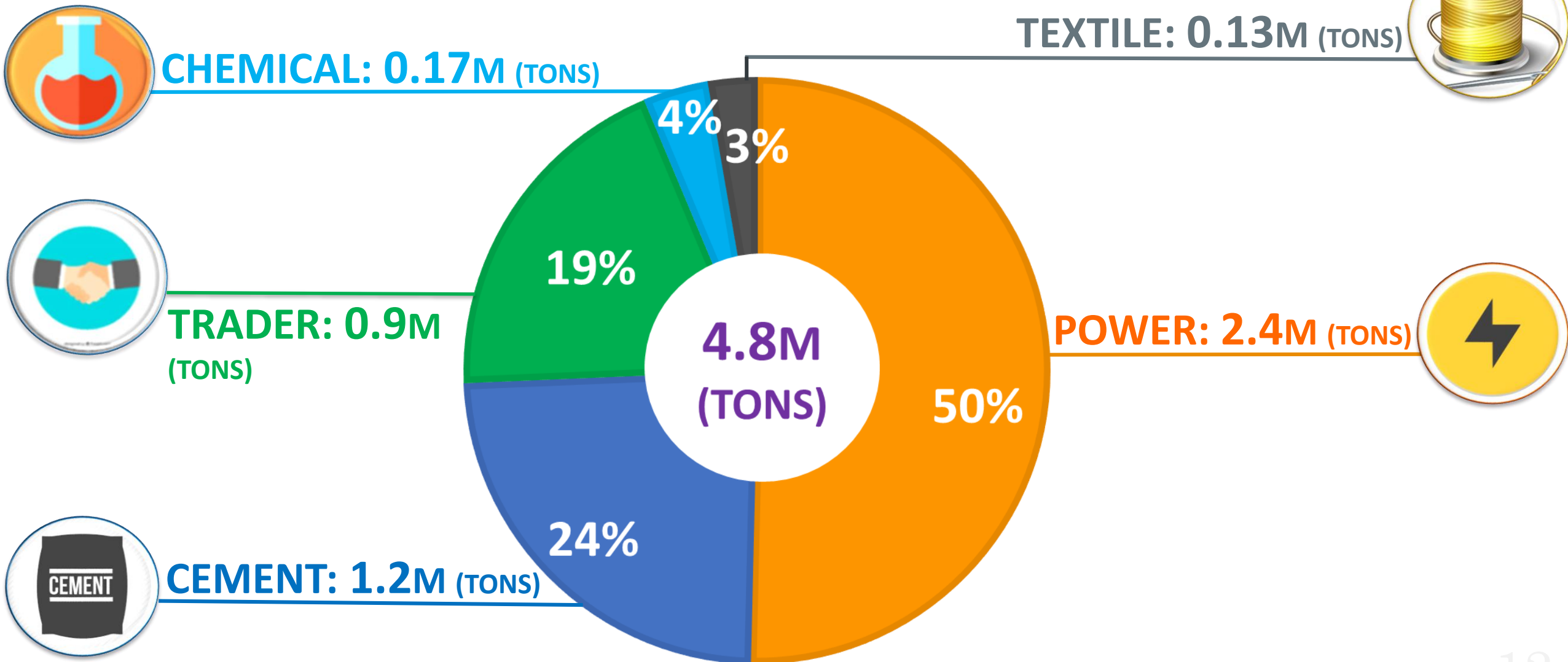
# OPERATIONAL PERFORMANCE

## VOLUME HANDLED – QUARTERLY COMPARISON



# OPERATIONAL PERFORMANCE

## VOLUME HANDLED DURING FY - 23: INDUSTRY WISE



# EXTRACTS OF STATEMENT OF PROFIT OR LOSS

AMOUNT IN PKR '000

	FY 2023	FY 2022 (Restated)
<b>Revenue – net</b>	<b>9,072,699</b>	<b>10,515,512</b>
Gross profit	1,599,977	2,822,971
EBITDA	3,063,794	4,308,521
Finance cost	(2,013,644)	(1,109,099)
Exchange loss	(2,310,140)	(1,649,475)
<b>Net loss</b>	<b>(2,155,640)</b>	<b>(632,393)</b>
Loss per share	PKR (1.21)	PKR (0.35)

# FINANCIAL PERFORMANCE

AMOUNT IN PKR '000

	FY 2023	FY 2022 (Restated)
Non Current Assets	26,530,625	32,368,474
Current Assets	6,143,865	5,130,469
<b>Total Assets</b>	<b>32,674,490</b>	<b>37,498,943</b>
Equity	16,180,311	21,394,089
Non-Current Liabilities	614,420	13,409,653
Current Liabilities	15,879,759	2,695,201
<b>Total Equity &amp; Liabilities</b>	<b>32,674,490</b>	<b>37,498,943</b>

# FUTURE OUTLOOK

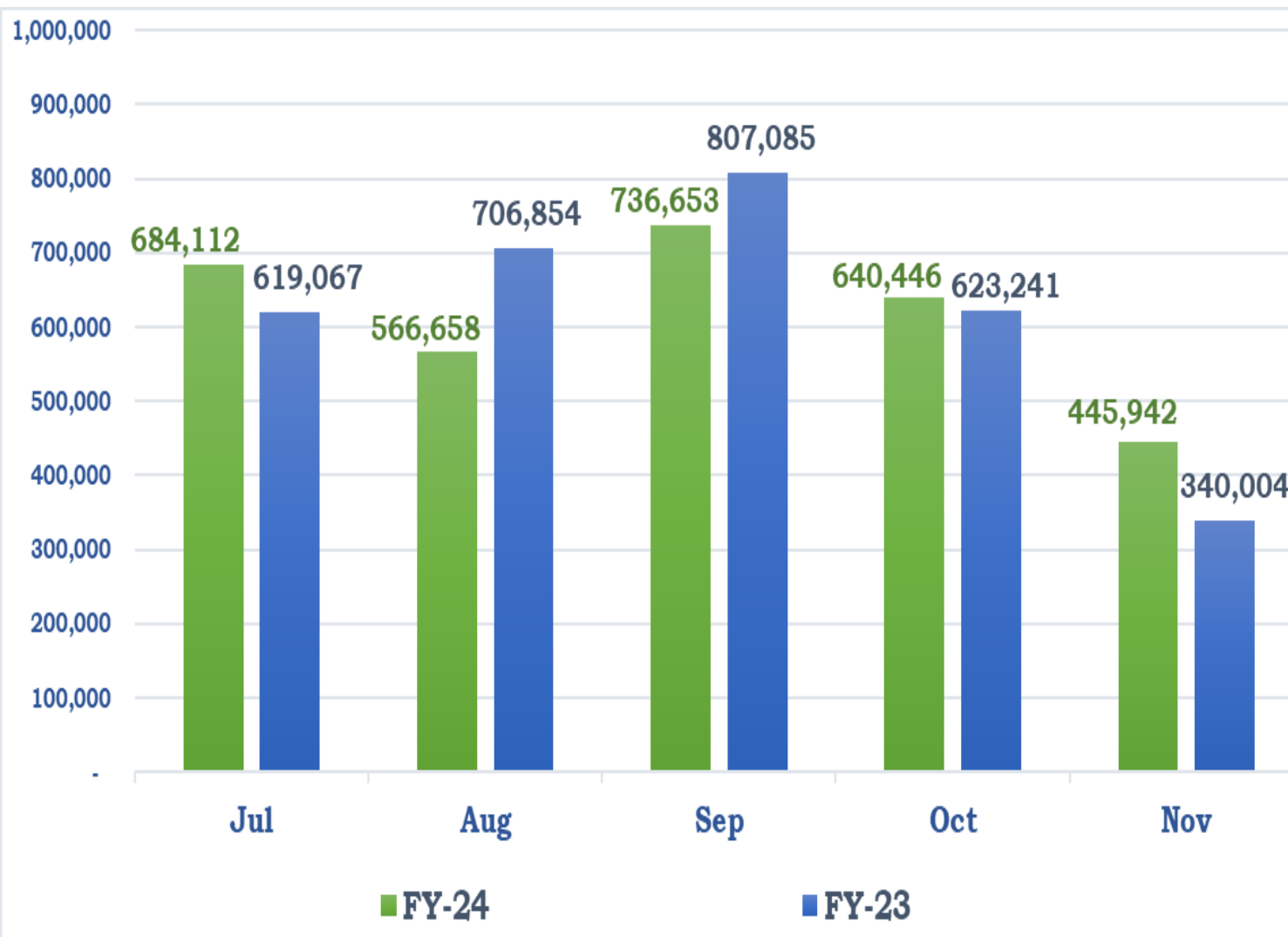
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# OUTLOOK

## VOLUME HANDLED – MONTHLY COMPARISON



- The demand for coal imports has revived, primarily due to measures for economic stabilization undertaken by the government, such as the lifting of import restrictions and stability of PKR against USD.
- Simultaneous increase in demand for imported coal witnessed from the power sector.
- While the macroeconomic environment is improving gradually, consistent operational performance at optimized costs and cash flow generation remain the key priorities for the management.



# EXTRACTS OF STATEMENT OF PROFIT OR LOSS

AMOUNT IN PKR '000

	1 <sup>ST</sup> QTR. 24	1 <sup>ST</sup> QTR. 23
<b>Revenue – net</b>	<b>4,374,570</b>	<b>3,461,958</b>
Gross profit	1,784,897	984,696
EBITDA	2,052,485	1,327,241
Finance cost	(550,854)	(336,010)
Exchange loss	(54,281)	(775,160)
<b>Net profit /(loss)</b>	<b>577,383</b>	<b>(437,898)</b>
Earnings /(loss) per share	PKR 0.32	PKR (0.25)

# FINANCIAL PERFORMANCE

AMOUNT IN PKR '000

	1 <sup>ST</sup> QTR. 24	1 <sup>ST</sup> QTR. 23
Non Current Assets	26,238,628	31,926,749
Current Assets	7,893,049	6,983,987
<b>Total Assets</b>	<b>34,131,677</b>	<b>38,910,736</b>
Equity	16,757,694	20,956,191
Non-Current Liabilities	11,379,904	14,233,476
Current Liabilities	5,994,079	3,721,069
<b>Total Equity &amp; Liabilities</b>	<b>34,131,677</b>	<b>38,910,736</b>

# CORPORATE SOCIAL RESPONSIBILITY

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED



# CORPORATE SOCIAL RESPONSIBILITY

## ENVIRONMENTAL CONSERVATION

- Regular maintenance of plantation at an area of 500 hectares within Port Qasim jurisdiction.
- Plantation and maintenance of mangroves alongside the trestle area.

## HEALTHCARE

- Maintains clinic in Rerhi Goth area to provide free-of-cost consultation, treatment and medicines.



# CORPORATE SOCIAL RESPONSIBILITY

## EDUCATION & SUSTENANCE PROVISION

- Partly adopted a Government Primary School in Rehri Goth area near terminal premises.
- Adopted a Government school building encompassing two (02) Primary schools and one (01) secondary school in Cattle Colony.
- In collaboration with Saylani Welfare Trust provides free of cost food to on a daily basis to the local community in Rehri Goth.



# QUESTION & ANSWER SESSION

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**THANK YOU**

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