



# CORPORATE BRIEFING SESSION

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED

26 OCT 2020



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# MARINE GROUP OF COMPANIES *(Decades of Excellence in Shipping & Logistics Industry)*

## COMPOSITION

- Over 50 years of experience in ports and shipping sector.
- Developed, operated and managed a number of companies.
- Owned Pakistan International Container Terminal Limited (PICT), Pakistan's 3rd largest container terminal.
- Pakistan International Container Terminal Limited  
*(First terminal listed on Pakistan Stock Exchange)*
- Pakistan International Bulk Terminal Limited  
*(Country's first terminal for handling Coal, Clinker and Cement)*
- Premier Mercantile Services (Private) Limited  
*(Group's Holding Company – Stevedore for the past 50 years)*
- Marine International Container Terminal (Private) Limited  
*(Off Dock Terminal in Public-Private Partnership with Pakistan Railways at Lahore)*
- Port Link International Services (Private) Limited  
*(Ship Logistics & Freight Forwarding)*
- Pakistan Intermodal Limited  
*(A Project Company for Track Access with Pakistan Railway)*

# PIBT PROFILE

## HIGHLIGHTS

- PIBT has been setup as the Country's first terminal for handling Coal, Clinker and Cement.
- PIBT 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.



# PIBT 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

## PQA CHANNEL



# PIBT 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
Significant Equity Holder & Financier	IFC; A member of World Bank Group
Market Capitalization: Jun 20	PKR 15.7 Billion

## SHARE HOLDING

AS AT 30 JUNE 2020

Marine Group (the Sponsors of the Project) – through PMS and Siddiqui Family	50.69%
International Finance Corporation – Corporate Investors in the Project	9.49%
Jahangir Siddiqui Company Limited	7.13%
Others	32.69%
<b>Total</b>	<b>100%</b>

# KEY HIGHLIGHTS

FY 2020

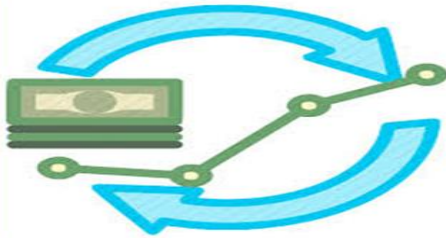
COAL HANDLED  
**8.6** MILLION  
(TONS)



REVENUE  
Rs. **9.5** BILLION  
↑ 18% YoY



PROFIT FROM  
OPERATION  
Rs. **2.9** BILLION  
↑ 44% YoY



EARNING PER  
SHARE  
Rs. **0.64**



TERMINAL YARD  
UTILIZATION  
(COAL)  
**72%**



GROSS PROFIT  
Rs. **3.04** BILLION  
↑ 37% YoY



EBITDA  
Rs. **4.2** BILLION  
↑ 28% YoY

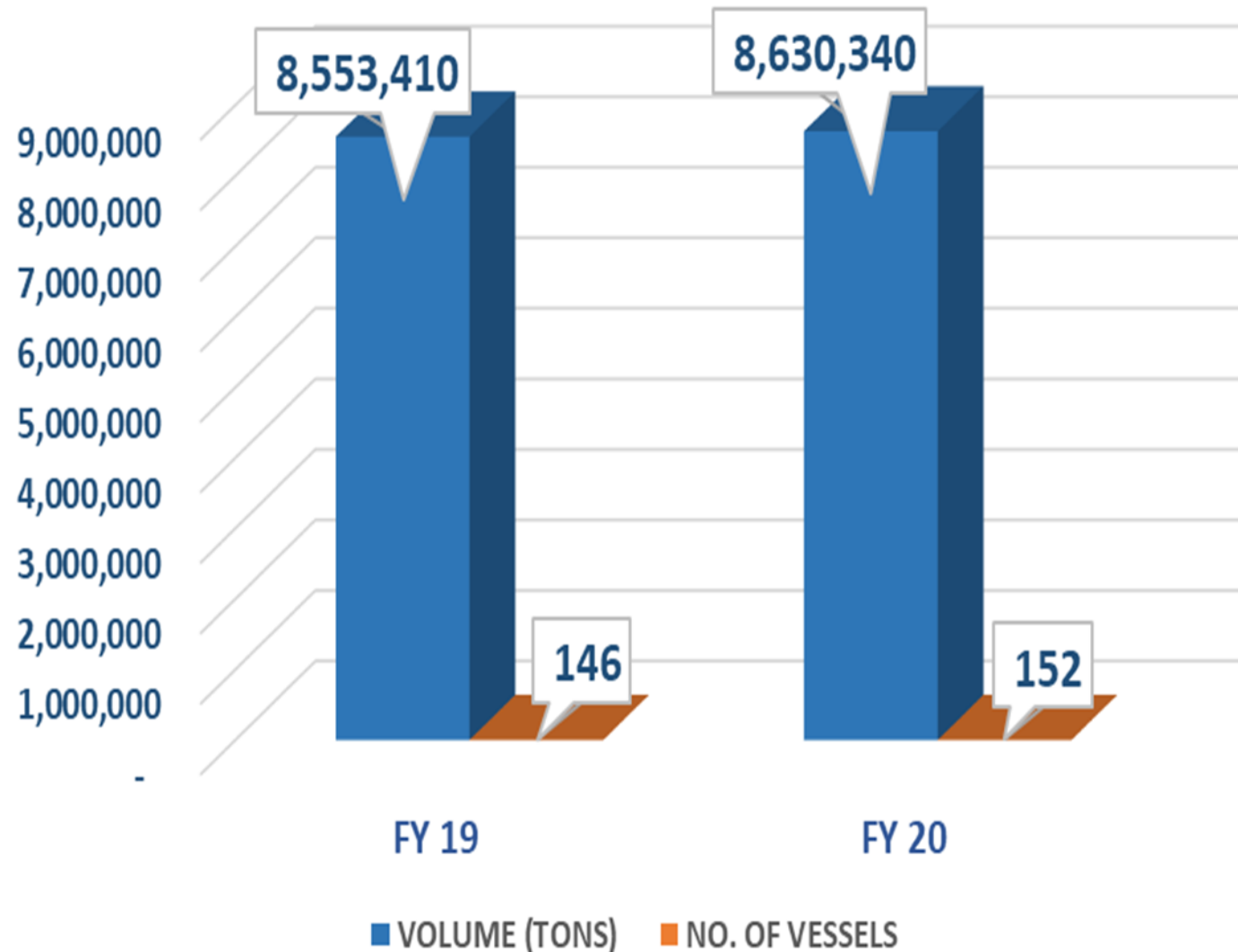


CONTRIBUTION TO  
NATIONAL  
EXCHEQUER  
Rs. **4.6** BILLION



# PIBT PERFORMANCE

## VOLUME HANDLED – YEARLY COMPARISON

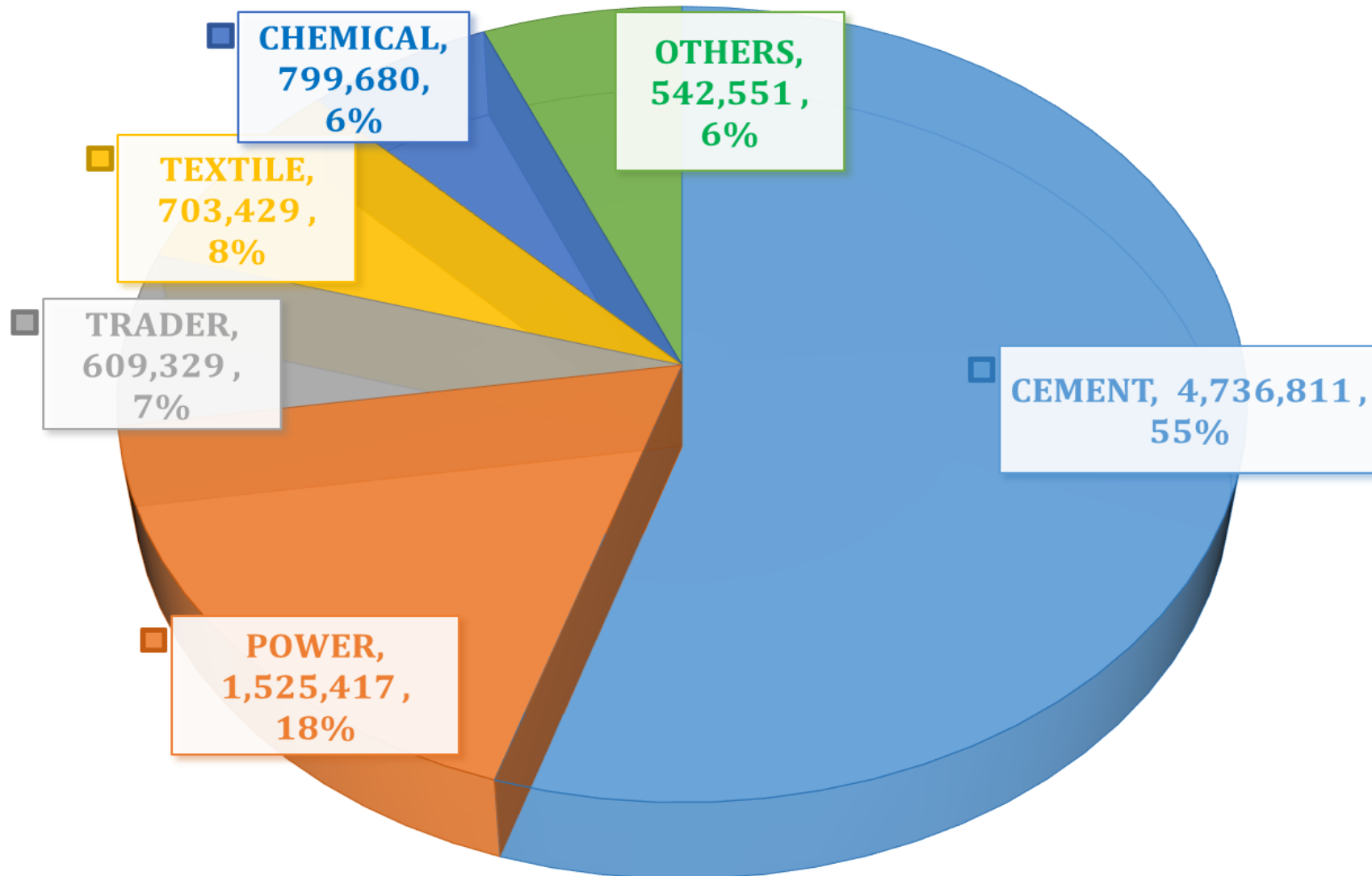


- Depicting consistent performance.
- Terminal yard utilization (coal) : **72%**.
- Focusing on strategies to bring more efficiency in cargo handling operations, with the objective of providing unparalleled services to its customers.



# PIBT PERFORMANCE

## VOLUME HANDLED DURING FY – 20 – INDUSTRY WISE



# EXTRACTS OF STATEMENT OF PROFIT OR LOSS

AMOUNT IN PKR '000

	FY 2020	FY 2019	1 <sup>ST</sup> QUARTER FY 2021
<b>Revenue – net</b>	<b>9,459,196</b>	<b>8,004,395</b>	<b>2,604,362</b>
Gross profit	3,049,482	2,231,896	866,772
EBITDA	4,184,151	3,273,665	1,068,392
Finance cost	(1,125,920)	(1,823,296)	(275,372)
Exchange gain / (loss)	(159,486)	(2,748,637)	110,415
<b>Net profit / (loss)</b>	<b>1,144,285</b>	<b>(2,403,670)</b>	<b>461,783</b>
Profit / (loss) per share	PKR 0.64	PKR (1.38)	PKR 0.26

# FINANCIAL PERFORMANCE

YEARLY COMPARISON (AMOUNT IN PKR '000)

## STATEMENT OF FINANCIAL POSITION

	FY 20	FY 19	FY 18
Non Current Assets	26,254,000	27,209,019	27,770,101
Current Assets	3,413,538	2,694,782	1,404,317
<b>Total Assets</b>	<b>29,667,538</b>	<b>29,903,801</b>	<b>29,174,418</b>
Equity	13,994,685	12,844,981	12,282,662
Non-Current Liabilities	12,409,625	13,651,923	12,532,095
Current Liabilities	3,263,228	3,406,898	4,359,661
<b>Total Equity &amp; Liabilities</b>	<b>29,667,538</b>	<b>29,903,801</b>	<b>29,174,418</b>

# CORPORATE SOCIAL RESPONSIBILITY

## ENVIRONMENTAL CONSERVATION

- Regular maintenance for conservation of plantation at an area of 500 hectares within Port Qasim jurisdiction through engaging local community labor.
- Plantation and maintenance of mangroves alongside the trestle area which will support the dust emission control plan and help sustain the ecosystems of the area.
- Founder member of “Karachi Conservation”, a national initiative driven by IUCN (International Union for Conservation of Nature) in collaboration with PQA and the private sector with the objective of promoting biodiversity and environmental conservation.





# CORPORATE SOCIAL RESPONSIBILITY

## HEALTHCARE

- Maintains clinic in Rerhi Goth area in collaboration with the locals, to provide free-of-cost consultation, treatment and medicines.
- Organized Kashif Iqbal Thalassemia Care Centre (KITCC) Voluntary Blood Donation Drive at the Terminal in support of KITCC's commitment to eradicate thalassemia disease from the country.



# CORPORATE SOCIAL RESPONSIBILITY

## EDUCATION & SUSTENANCE PROVISION

- Partly adopted a Government Primary School in Rehri Goth area near terminal premises.
- Arranged for distribution of ration bags to the local community in Rehri Goth and Lut Basti villages.
- In collaboration with Saylani Welfare Trust provides free of cost food to 150 underprivileged persons on a daily basis to the local community in Rehri Goth.



# QUESTION & ANSWER SESSION

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED







# THANK YOU

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