

CORPORATE BRIEFING SESSION

FOR THE YEAR ENDED
JUNE 2019

06 DEC 2019

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED



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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 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.

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



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 305 Million
Significant Equity Holder & Financier	IFC; A member of World Bank Group
Market Capitalization: Jun 19	PKR 25.6 Billion

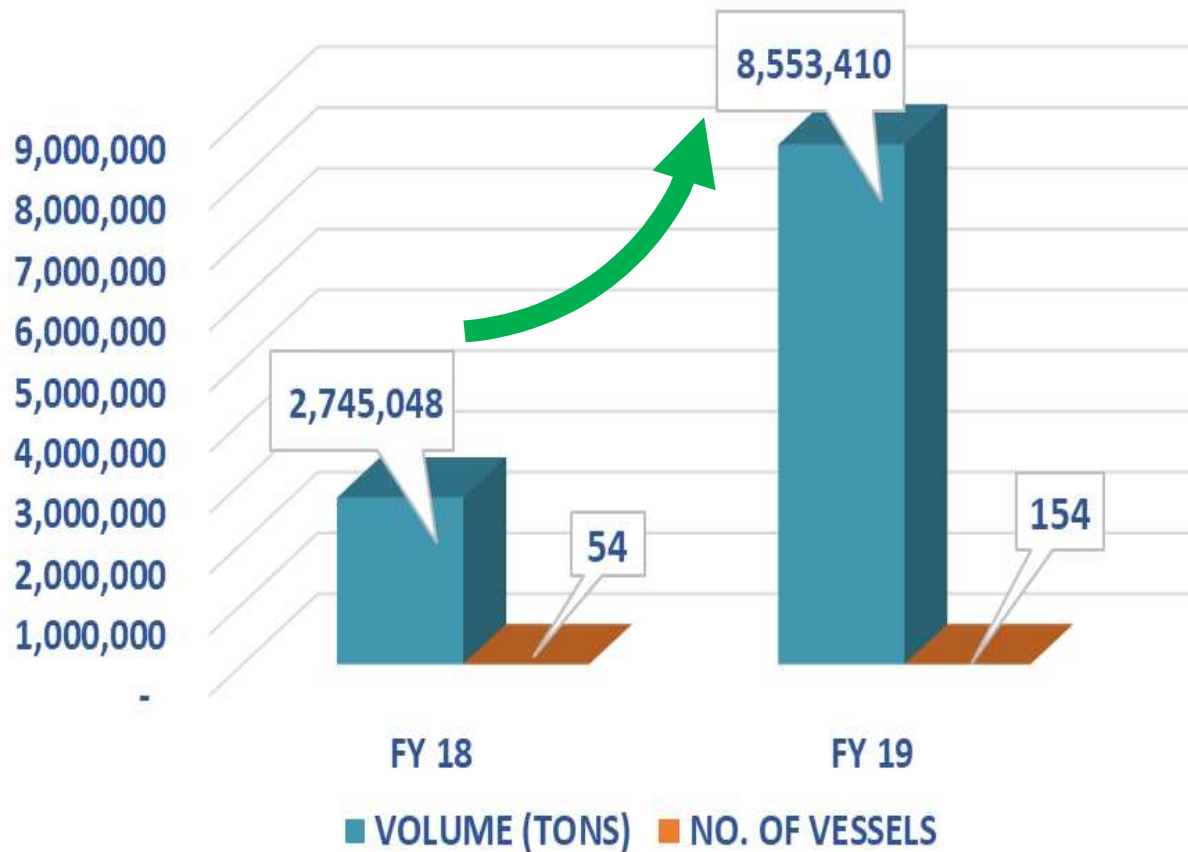
SHARE HOLDING

AS AT 30 JUNE 2019

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	8.59%
Others	31.23%
Total	100%

PIBT PERFORMANCE

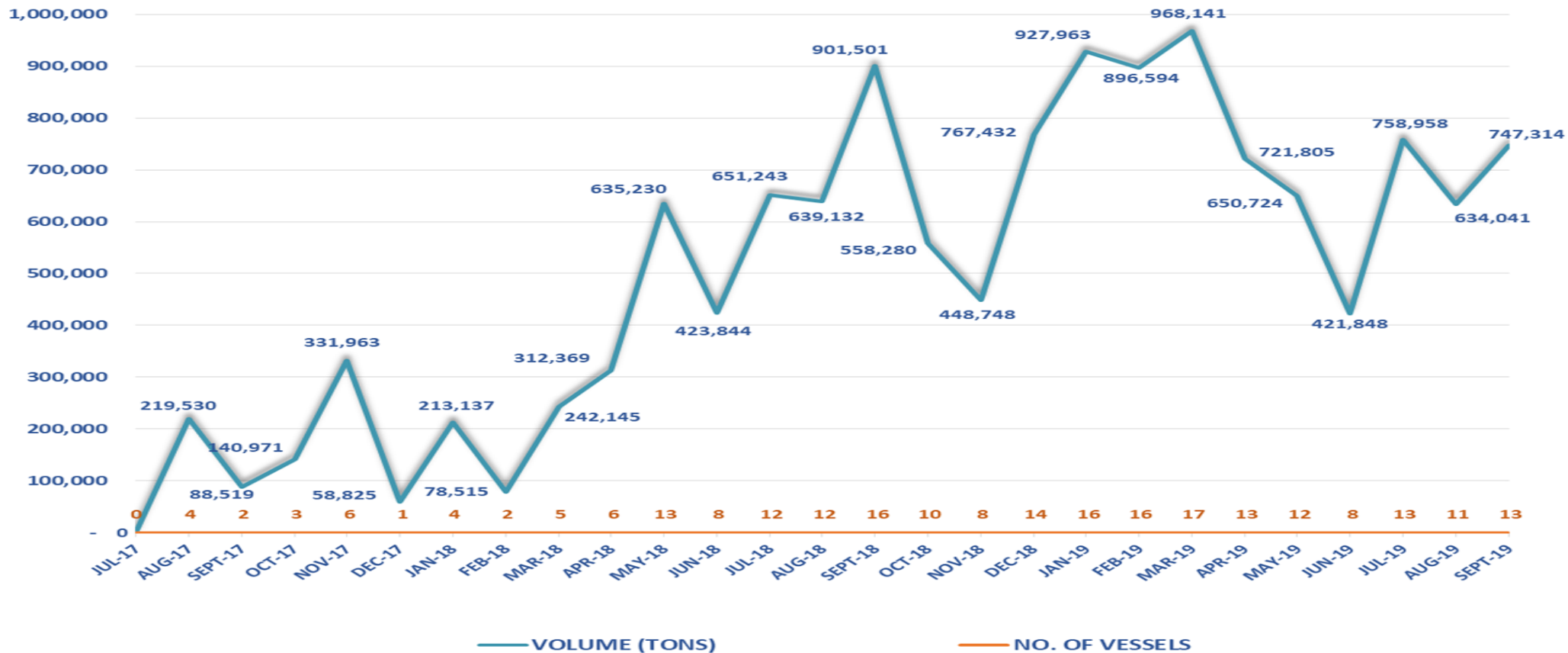
VOLUME HANDLED – YEARLY COMPARISON



- Depicting year-on-year volume growth of **212%**.
- Capacity utilization (coal) : **71%**.
- Focusing on strategies to bring more efficiency in cargo handling operations, with the objective of providing unparalleled services to its customers.

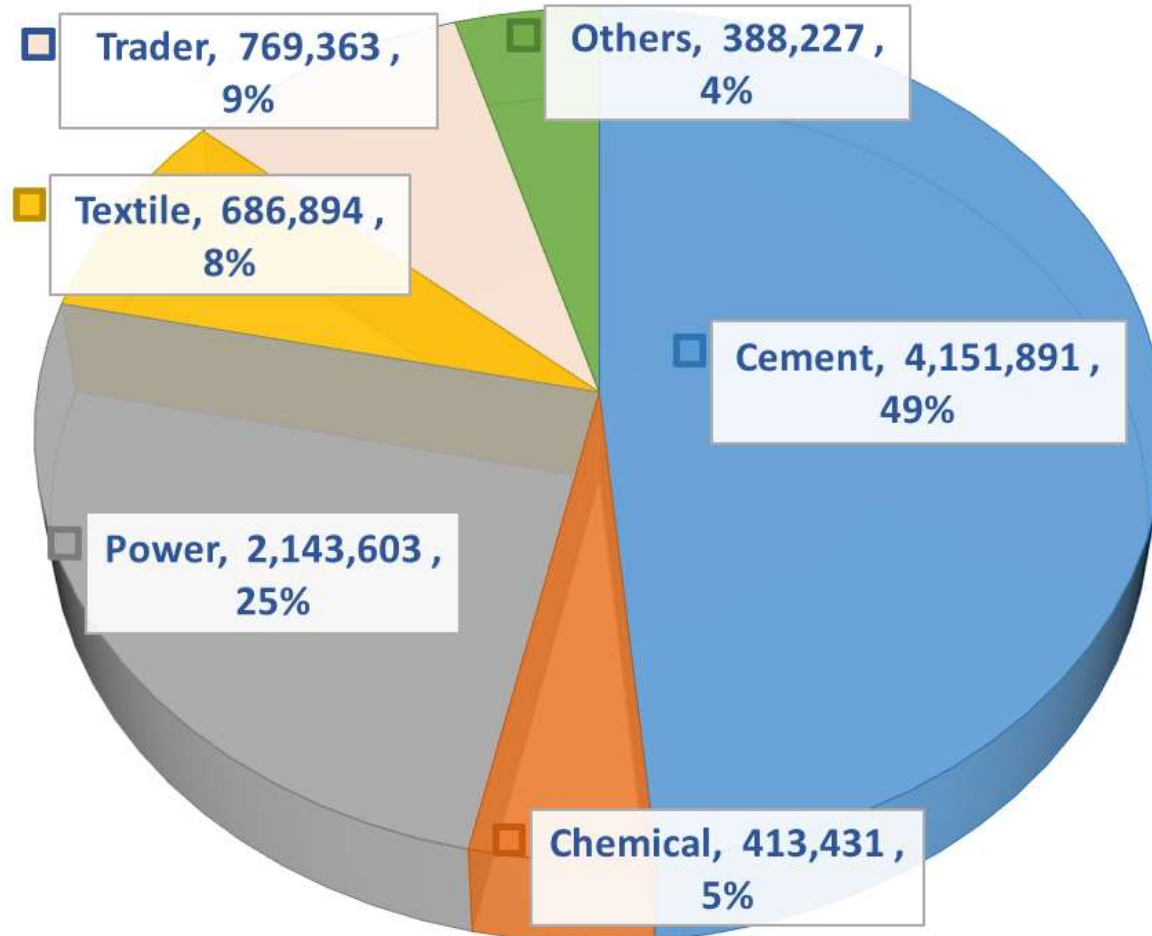
PIBT PERFORMANCE

MONTHLY VOLUME DETAIL (JUL 17 TO SEP 19)



PIBT PERFORMANCE

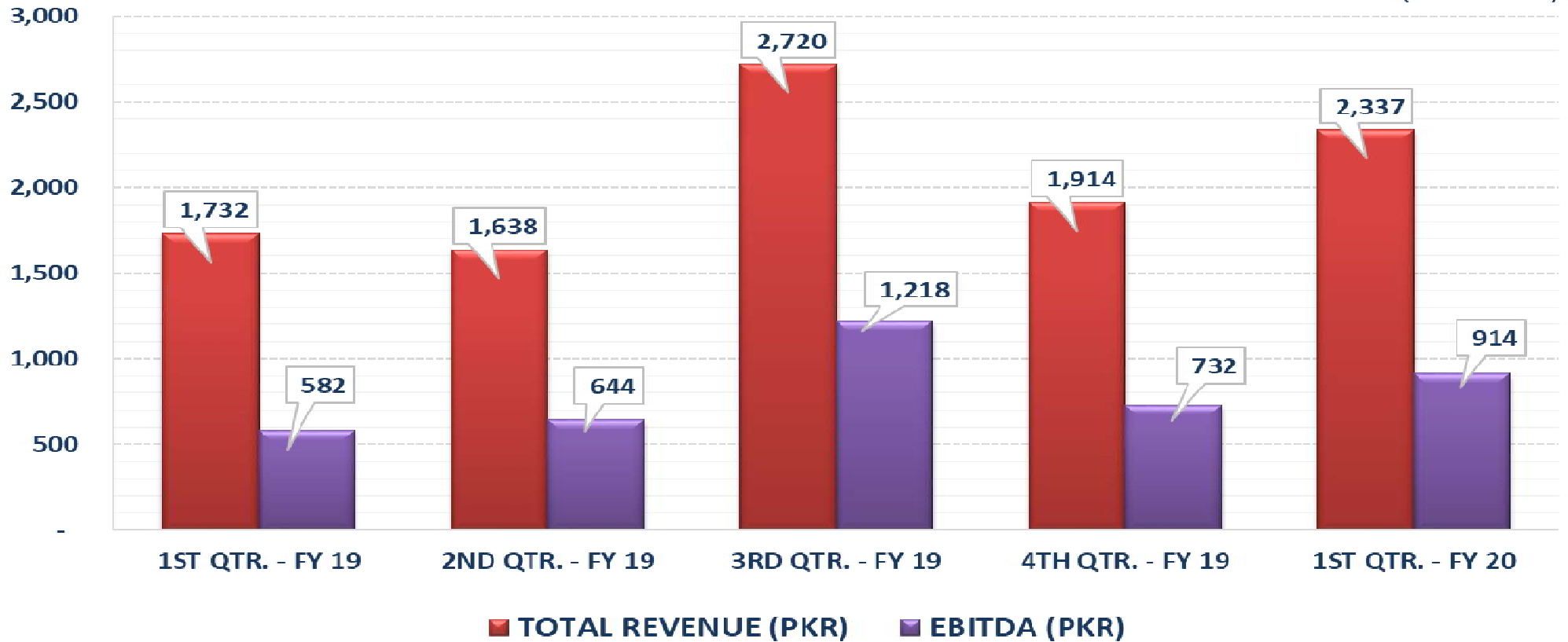
VOLUME HANDLED DURING THE YEAR – INDUSTRY WISE



PIBT PERFORMANCE

REVENUE & EBITDA COMPARISON – QUARTER WISE

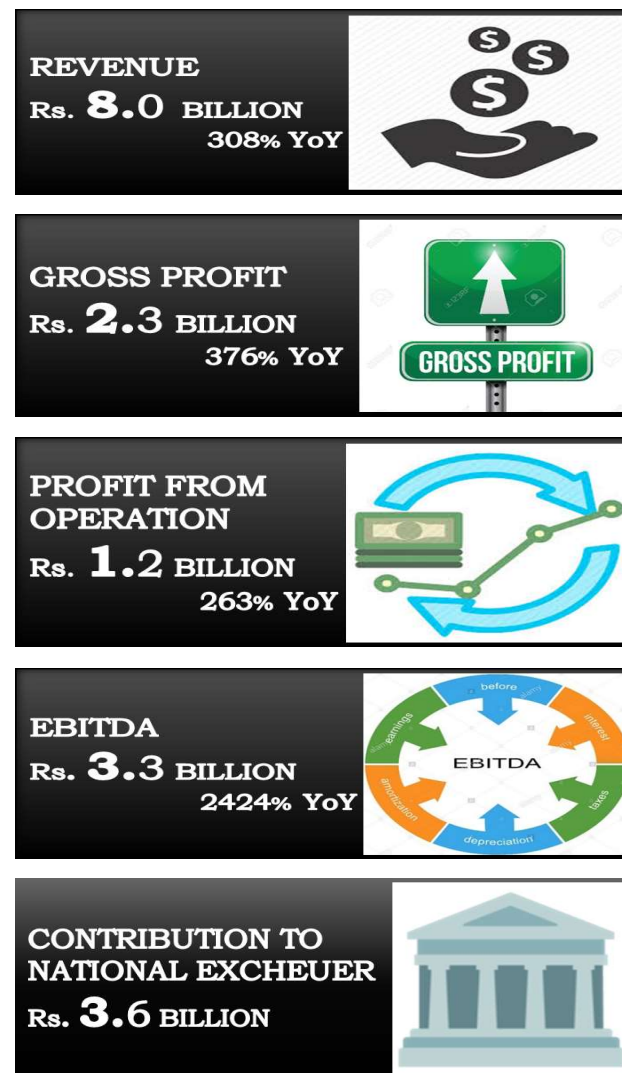
AMOUNT IN PKR (MILLIONS)



KEY HIGHLIGHTS

FY 2019

- Sales were PKR 8 billion with year-on-year growth of **308%** resulted in positive contribution margins and EBITDA owing to consistent volume growth.
- Posted net loss before taxation mainly due to depreciation, amortization, finance cost and impact of currency devaluation on USD denominated foreign loans.
- PKR depreciated against USD ~ **25%**.
- KIBOR increased by ~ **64%**.
- ~**35%** of revenue goes to Port Qasim Authority in terms of royalty payments.



EXTRACTS OF STATEMENT OF PROFIT OR LOSS

AMOUNT IN PKR '000

	FY 2019	1 ST QUARTER FY 2020
Revenue – net	8,004,395	2,336,777
Gross profit	2,256,968	680,760
EBITDA	3,176,168	913,718
Finance cost	(1,823,296)	(383,326)
Exchange (loss) / gain	(2,748,637)	438,061
Net (loss) / profit for the year	(2,377,102)	479,148
(Loss) / profit per share	PKR (1.37)	PKR 0.27

FINANCIAL PERFORMANCE

YEARLY COMPARISON (AMOUNT IN PKR '000)

STATEMENT OF FINANCIAL POSITION

	FY 19	FY 18	FY 17
Non Current Assets	27,181,946	27,753,880	25,489,369
Current Assets	2,694,782	1,404,317	3,036,569
Total Assets	29,876,728	29,158,197	28,525,938
Equity	12,911,262	12,322,376	14,956,945
Non-Current Liabilities	13,558,568	12,476,160	12,429,909
Current Liabilities	3,406,898	4,359,661	1,139,084
Total Equity & Liabilities	29,876,728	29,158,197	28,525,938

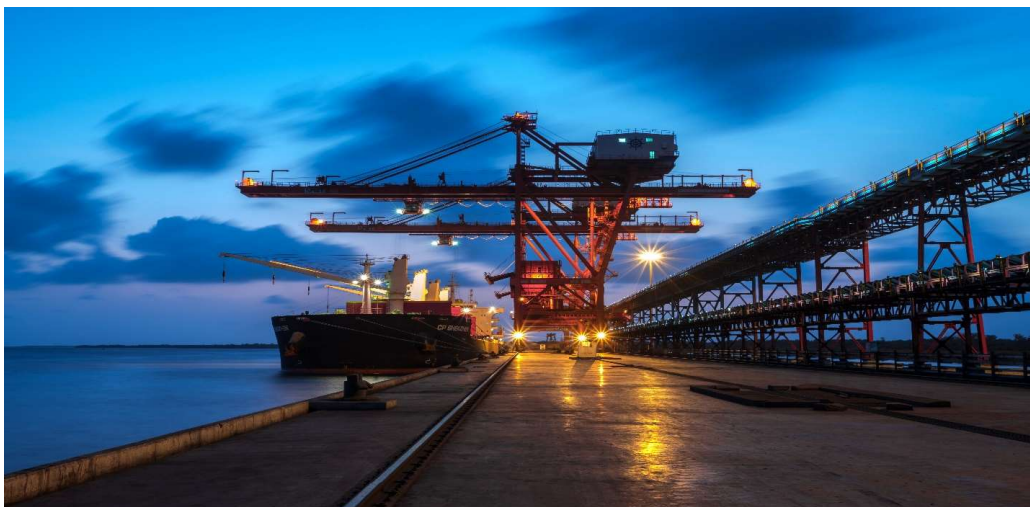
CORPORATE SOCIAL RESPONSIBILITY

- 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.
- Partly adopted a Government Primary School in Rerhi Goth area near terminal premises.
- Maintains clinic in Rerhi Goth area in collaboration with the locals, to provide free-of-cost consultation, treatment and medicines.
- Constructed board walk at the coast of creek in the Rerhi Goth area to serve the purpose of community recreation and area development.

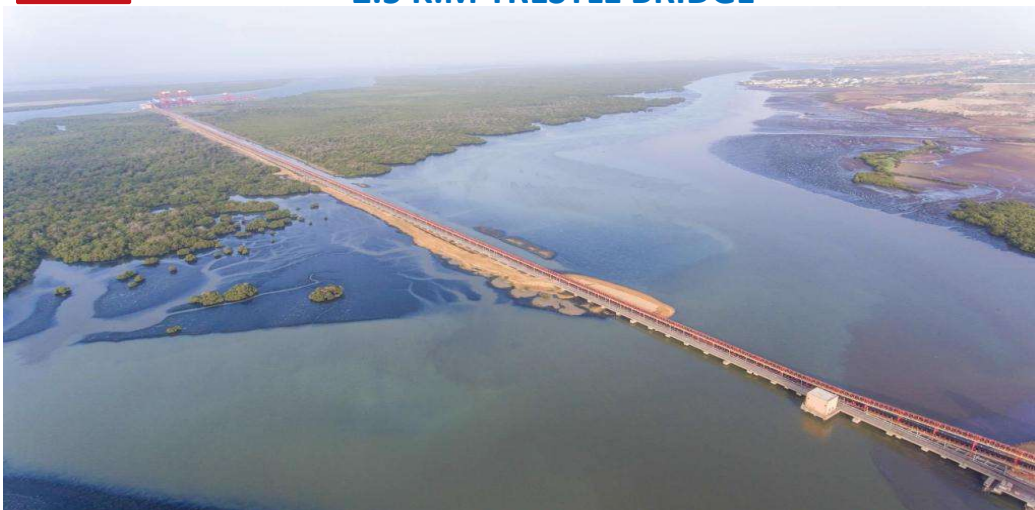
TERMINAL FACILITY



TERMINAL FACILITY



2.5 K.M TRESTLE BRIDGE



DUST SUPPRESSION-WATER SPRINKLING



SINGLE VESSEL BERTHING



TWO VESSELS BERTHING



CLINKER OPERATIONS



THANK YOU

PAKISTAN INTERNATIONAL BULK TERMINAL LIMITED

