

THE ENERGYINSIGHT

COMPANY IN
Focus

*Prosperity
The PIBT
Way!*



Pakistan International Bulk Terminal Limited (PIBT) is the country's first terminal designed to handle coal, clinker and cement in an environmentally safe and professional manner. Built at the Port Qasim Authority (PQA) as a 'Progress with Care' initiative, it was designed to be Pakistan's answer to the serious hazards involved in the handling of dirty bulk cargo. The project handles and delivers coal to power and cement plants by utilizing the rail, road and sea networks and bring efficiencies to the logistics supply chains across industries of Pakistan. Commissioned by the Marine Group of Companies (MG) on a 30-year BOT basis and having commenced commercial operations recently, PIBT is the only other port infrastructure company to be listed at the Pakistan Stock Exchange after PICT (also a group project which was the country's first state-of-the-art containerized terminal built by the private sector.)

In just a short span of time, PIBT has already become an integral part of the coal supply chain in the country. Other than alleviating environmental concerns that have long marred the possibilities of increasing Pakistan's exports, PIBT plays a vital role in easing off port congestion at the KPT and PQA.

The Energy Insight recently met up with Mr. Sharique Azim Siddiqui, the CEO of Pakistan International Bulk Terminal Ltd and spoke to him about the feat of Marine Group of Companies, the journey of PIBT and its future aspirations. Produced below are excerpts of the interaction:

Q Having developed Pakistan's International Container terminal Ltd. in Karachi, what prompted you to steer from the original direction and set up Pakistan's first and state-of-the-art coal handling terminal?

A Marine group has been in the cargo handling business since 1964 in Pakistan. With the advent of containerized cargo, the dynamics of sea cargo also changed globally. Since our group has a forward looking and pragmatic approach and a history of delivering results, PICT was setup as part of modernization of port infrastructure at KPT. The decision to build Pakistan's first coal, clinker and cement terminal came almost naturally as such infrastructure development projects are central to the philosophy of our group and our singular aim is to play a leading role in modernizing Pakistan's port infrastructure. Of course being the first at anything has its challenges and our first hurdle were several bureaucratic delays and also problems with the our first contractor. However, sheer determination being our only discourse, it eventually paid off and we were able to make history by once again partnering in a national and patriotic development.

Q Can you tell us a bit about the capacity and efficiency of operations at PIBT?

A Given its existing infrastructure, PIBT is designed to handle 12 million tons of coal and also 4 million tons of cement and clinker per annum. In order to be in a position to accommodate future expansion, we designed the project in such a way that it would a little more investment to increase our coal handling capacity to 20 million tons. In our first year of operation, we handled a little under 3 million tons of coal. With the Karachi Port now having altogether stopped handling coal, the future looks further favourable as we are expecting that the entire volumes will be handled by PIBT. Additionally, we are also confident of handling around 8 million tons of coal annually.

Q PIBT also built Silos to store cement at the facility. What was the rationale behind this decision?

A The rationale behind this decision is that we see the potential to export cement from Pakistan. In line with this, we build a capacity of handling 4 million tons per annum and eventually export loose cement and clinker in bulk form which is the raw material for cement. We have Silos at our premises that can store 50,000 tons of cement for export. We also have a dedicated export line conveyor belt and also a crane at the jetty. I am also proud to state that PIBT also handles clinker exports for Attock Cement who are also using our services for coal import. Although I do not see a lot of export of cement from Pakistan in the near future, it is very heartening that almost all cement manufacturers in the country have increased their production capacity by 50%.

Q Since any listed company is eventually linked to certain performance parameters and PIBT is still a relatively new terminal, how do you rate the value of your own share?

A Our goal is to create shareholder value by developing and operating a state-of-the-art coal, clinker and cement terminal on the best global standards. When we commenced operations last year, our goal was to make sure that the project stood on its feet and was able to handle the volume of cargo that was initially processed through it effectively. Having surpassed our expectations, we now look forward to handling a higher volume that has come our way by virtue of operations at the Karachi Port having been halted. Since we now have a full payload of cargo to work with, we are now renewing our pledge to hone efficiencies that will ultimately translate into an increased rate of return for our investors.

Operational Since	2017
Founded By	Marine Group of Companies
Storage yard	Spread over 250,000 sq.m
Truck Loading Station	Dedicated mechanized truck loading station with a drop of 100 tons/min with two trucks simultaneously loading
Gate Operations	4 in lanes and 4 out lanes with 9 weigh bridges
Terminal Storage Facilities	Coal: up to 1 million tons of Coal Storage at any given time. Cement: 5 cement silos of 10,000 tons each. 50000 tons at any given time Clinker: up to 200,000 tons of Clinker storage capacity at any given time.
Cost and Sponsors	Total Project development cost in the first phase is US\$ 285 million.