

CORPORATE BRIEFING SESSION

FOR THE YEAR ENDED
JUNE 30, 2024

Islamabad Marriott Hotel
November 25, 2024



PAKISTAN SERVICES LTD.

CONTENTS & FORMAT OF PRESENTATION

- CORPORATE INFORMATION
- OUR JOURNEY TO SUCCESS
- FINANCIAL INFORMATION
- OPERATIONAL DEVELOPMENTS
- QUESTIONS & ANSWERS



CORPORATE INFORMATION



INCORPORATED	DECEMBER 06, 1958
LISTED ON STOCK EXCHANGE	JANUARY 18, 1964
PSX SYMBOL	PSEL
REGISTERED OFFICE	FIRST FLOOR, NESPAK HOUSE, G-5/2, ISLAMABAD
CORE BUSINESS	HOTELS
AUDITORS	M/S. KPMG TASEER HADI & CO, CHARTERED ACCOUNTANTS
SHARE REGISTRAR	M/S. THK ASSOCIATES (PVT) LIMITED

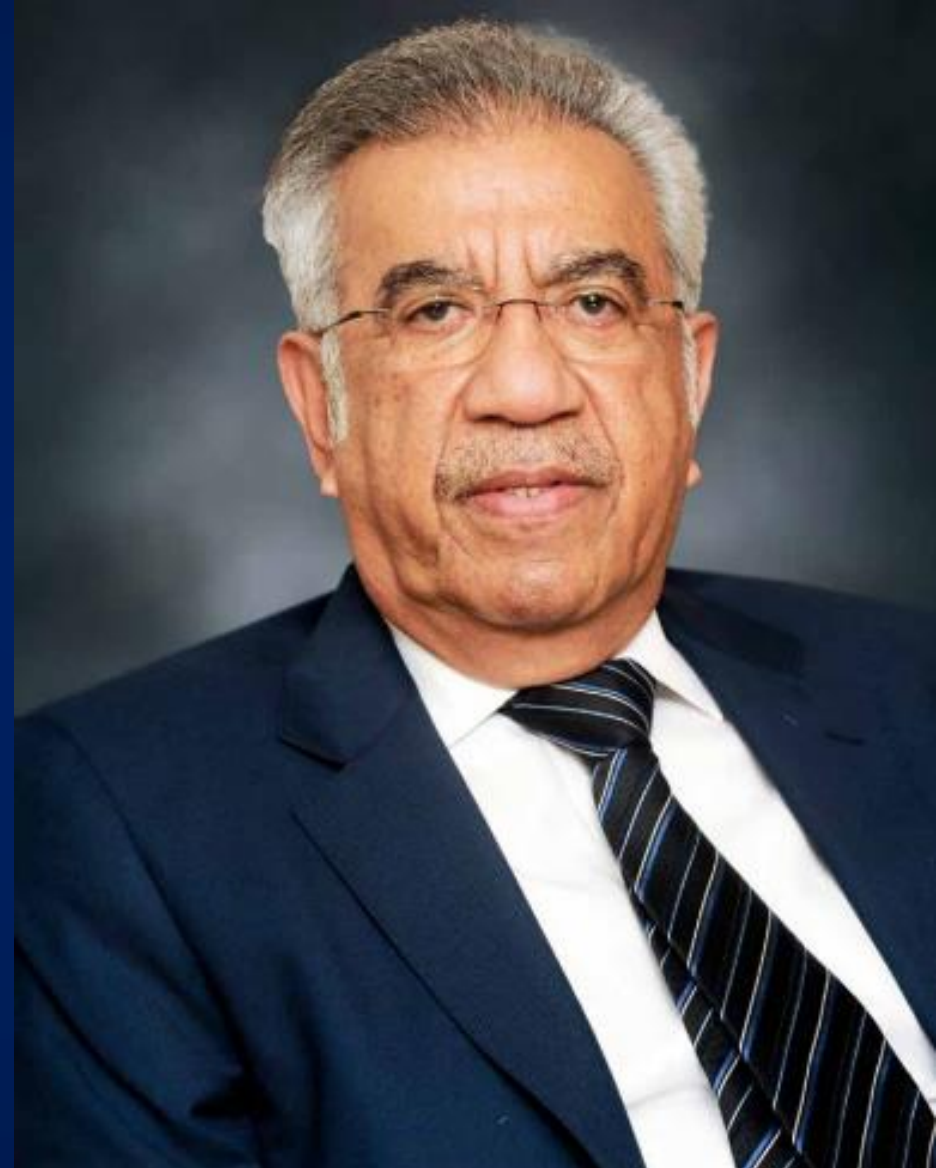


LOBBY, PC LEGACY, SKARDU

BOARD OF DIRECTORS



MR. SADRUDDIN HASHWANI
CHAIRMAN



EXECUTIVE DIRECTORS



Mr. Murtaza Hashwani

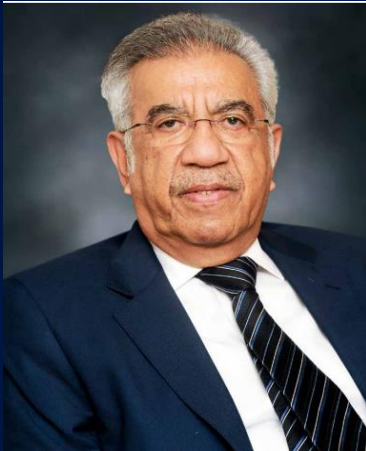


Mr. Shakir Abu Bakar



Syed Haseeb A. Gardezi

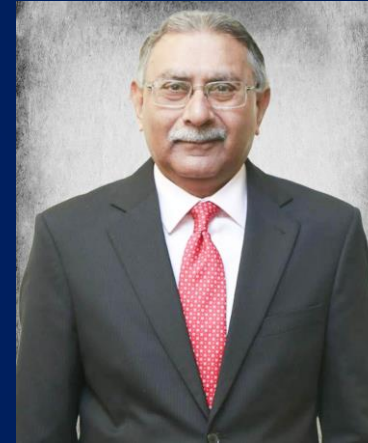
NON-EXECUTIVE DIRECTORS



Mr. Sadruddin Hashwani



Mr. M. A. Bawany

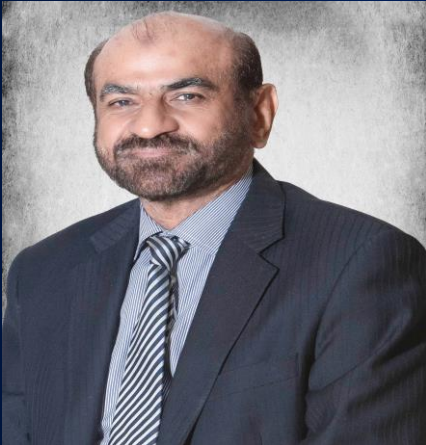


Mr. M. A. Ghazali Marghoob



Ms. Ayesha Khan

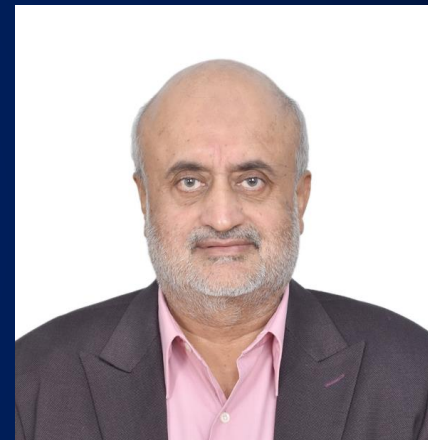
INDEPENDENT DIRECTORS



Mr. Rohail Ajmal



Mr. Shahid Hussain



Mr. M. Saleem A. Ranjha



CIGAR LOUNGE, RUMANZA BY PEARL-CONTINENTAL, MULTAN

STATUTORY OFFICERS



Mr. Bastien Paul Emile Blanc
Chief Executive Officer



Mr. Tahir Mahmood
Chief Financial Officer



Mr. Muhammad Amir
Company Secretary



Syed Nehal Ahmed Zaidi
Head of Internal Audit



CARD ROOM, RUMANZA BY PEARL-CONTINENTAL, MULTAN

OUR JOURNEY TO SUCCESS



OUR JOURNEY

Pakistan Services Limited

Incorporated in Karachi as a Public Limited Company

1958

The current management took over its ownership in the year 1985

1985

Pearl Continental Hotel Bhurban

Addition of the resort property

1992

Pearl Tours & Travels (Pvt) Ltd.

Rent a Car and Tour operations.

1993

Privilege Club Cards

Membership of Privilege Club Cards entitles the card holder to obtain complimentary stay and discounts.

1999

Destinarios of The World (DOTW)

Master franchise agreement signed with DOTW, Dubai.

2002

OUR JOURNEY

**Zaver Pearl Continental
Hotel Gwadar**

Under Franchise Agreement

2006

**Pearl Continental Hotel
Muzaffarabad**

Addition of the new property

2007

**Excellence Award – Best Performing
Company**

Employers Federation of Pakistan

2011

Life Time Achievement Award

Presented to Chairman Hashoo Group at
Asian Business Leadership Forum

2014

City Properties (Pvt) Ltd.

Entered into a Real Estate Development

2016

Elite Properties (Pvt) Ltd.

Entered into Real Estate
Development

2016

OUR JOURNEY

PC Hotel Malam Jabba

PSL has signed a Franchise and Management Agreement with M/s Samsons Group of Companies for a 76-room hotel, which is now fully operational.

2018

CECIL HOTEL

CECIL signed a Franchise and Management MOU with PSL for a 61-room resort-cum-business hotel in Murree, operational since April 27, 2023

2020

PC Legacy in Nasirabad

Linked International Pvt. Ltd signed Hotel lease agreement under the name PC Legacy in Nasirabad, Hunza with 57 rooms. Operational since May 25, 2023

2021

NISHAN E IMTIAZ

Presented to Hon. Chairman of Hashoo Group Mr. Sadruddin Hashwani

2019

Brand of the year Award

Pakistan Services Limited won brand of the year award

2020

Rumanza by Pearl Continental

PSL has signed management agreement with DHAM Developers (Pvt) Limited which is now fully operational

2024



MARCO POLO RESTAURANT, RUMANZA BY PEARL-CONTINENTAL, MULTAN

OPERATIONAL DEVELOPMENTS



Operational Pearl Continental Hotels

Project Names	No. of Rooms
Pearl Continental Hotel Bhurban (Owned Property)	197
Pearl Continental Hotel Karachi (Owned Property)	288
Pearl Continental Hotel Lahore (Owned Property)	607
Pearl Continental Hotel Muzaffarabad (Owned Property)	102
Pearl Continental Hotel Rawalpindi (Owned Property)	200
Pearl Continental Hotel Gwadar (Franchise Property)	114
Pearl Continental Hotel Malam Jabba (Franchise Property)	96
Cecil by Pearl Continental (Franchise Property)	39
Rumanza By Pearl Continental (Franchise Property)	42
Grand Total	1,630

Operational Properties Overview

Operational		
Brand Name	Count	Rooms
PC Legacy Hotel	1	59
Pearl Continental Hotel	8	1,588
Grand Total	9	1,647

Upcoming Projects Overview

Brand Name	Count	Rooms
PC Legacy Hotel	6	481
PC Residences	1	33
Pearl Continental Hotel	5	629
Grand Total	12	1,143

Hotels Opening 2024-25

Property Name	Keys	Launch Year
<u>PC Legacy Skardu</u>	40	Dec-24
<u>Green Pak Kalam by Pearl Continental</u>	37	Mar-25
<u>PC Residences Lahore</u>	33	Jan-25
<u>PC Legacy Valley Road Naran (Partial Opening)</u>	68	Apr-25
<u>PC Legacy Airport Lahore</u>	99	May-25
Grand Total	277	

Upcoming Pearl Continental Hotels

Project Names	Rooms
Pearl Continental Attabad Lake Resort and Hotel	117
Pearl Continental Hotel Kaghan	150
Pearl Continental Hotel Mirpur	157
Pearl Continental Hotel Multan	168
Green Pak Kalam by Pearl Continental	37
Grand Total	629

Operational and Upcoming PC Legacy

Operational Properties	Rooms
PC Legacy Nasirabad Hunza	59
Grand Total	59

Upcoming Project	Rooms
PC Legacy Airport Lahore	99
PC Legacy Bahria Town Rawalpindi	124
PC Legacy Gujranwala	100
PC Legacy Highland Islamabad	50
PC Legacy Valley Road Naran	68
PC Legacy Skardu	40
Grand Total	481

Upcoming PC Residences Projects

Project Name	Keys
PC Residences Kalma Chowk Gulberg Lahore	33
Grand Total	33

Restaurants

BRANDS	OPERATIONAL	UPCOMING
Dumpukht Lahore	1	
Tai-Pan Lahore		1
Sakura Karachi	1	
Grand Total	2	1

Financial Highlights



FINANCIAL INFORMATION
KEY INDICATORS

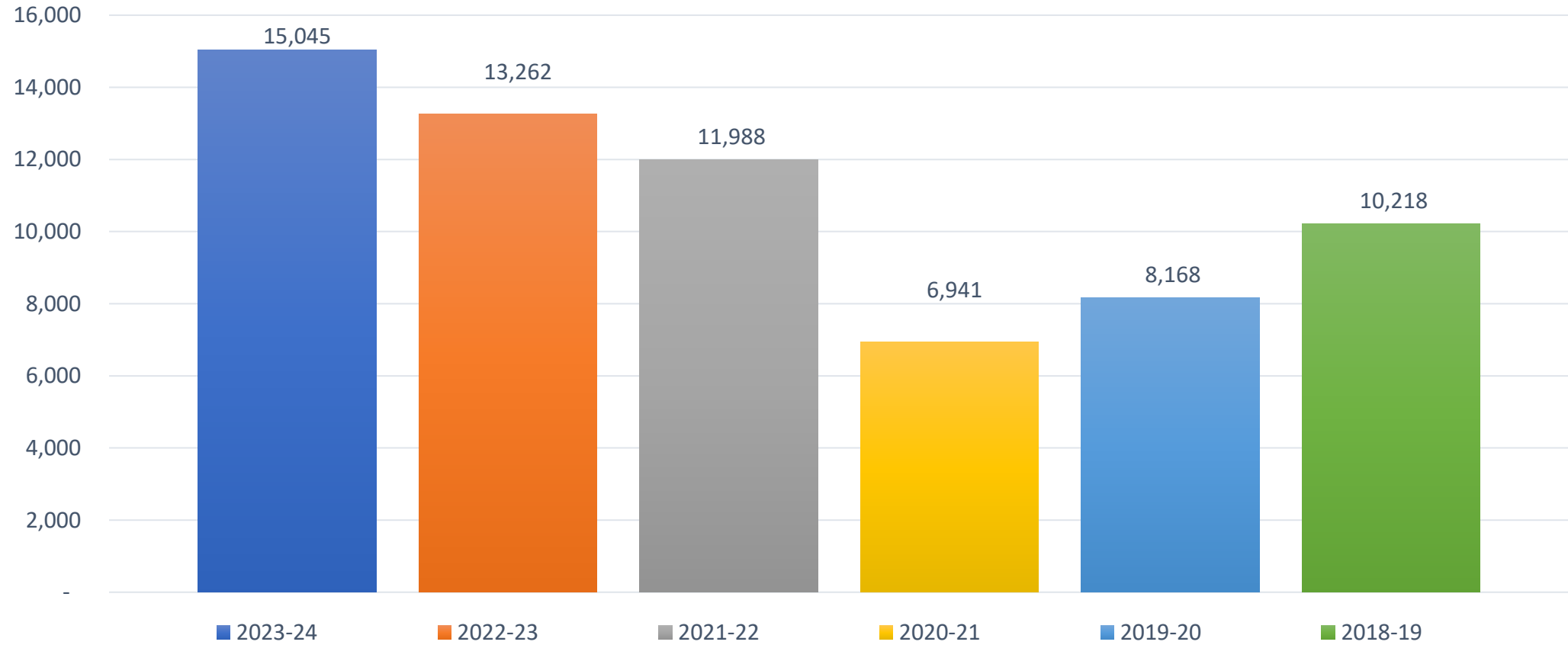
Description	June 30, 2024	June 30, 2023
Gross Profit Margin	39.37%	37.90%
Operating Profit Margin	15.53%	13.43%
Net Profit/(Loss) Margin	2.83%	(1.65%)
Debt Service Coverage	0.31	0.46
Earning/(Loss) per share (Rupees)	13.08	(6.71)

FINANCIAL INFORMATION KEY INDICATORS

Description	June 30, 2024	June 30, 2023
Value of Current Assets (PKR.M)	4,558	15,040
Value of Current Liabilities (PKR.M)	14,671	16,983
Current Assets and Current Liabilities Gap (PKR.M)	(10,113)	(1,943)
Current Ratio (Current Assets / Current Liabilities) - with NCA HFS (2023 Only)	0.31	0.89
Current Ratio (without non-current assets held for sale)	0.31	0.34
Total Debt to Equity Ratio (LT+RF+Markup/Equity)	0.22	0.31
EBITDA (Rs. '000) (June 30 2024: June 30 2023)	3,694,270	2,965,254
Finance cost (Including B. Cost 2023-24: Rs. 597.0 m & 2022-23 Rs. 699.45 m)	2,463,829	1,924,677
Interest Coverage Ratio	1.50	1.54
Break-up Value Per Share (PKR) with Rev. Surplus of Land	1,411	1382
Break-up Value Per Share (PKR) excluding Rev. Surplus of Land	343	260
Market Rate Per Share (PKR)	837	775
Market Rate Per Share (PKR) as on November 19, 2024	847	-

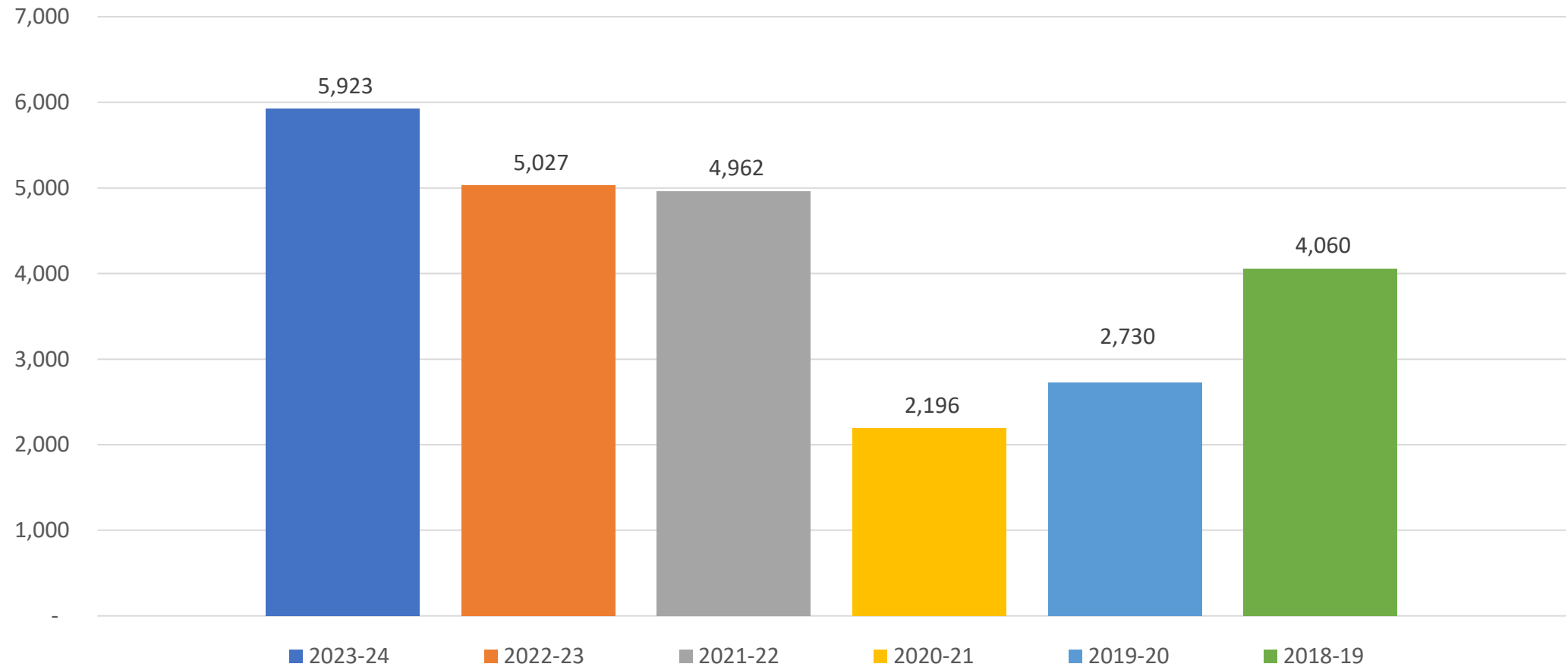
FINANCIAL INFORMATION

REVENUE

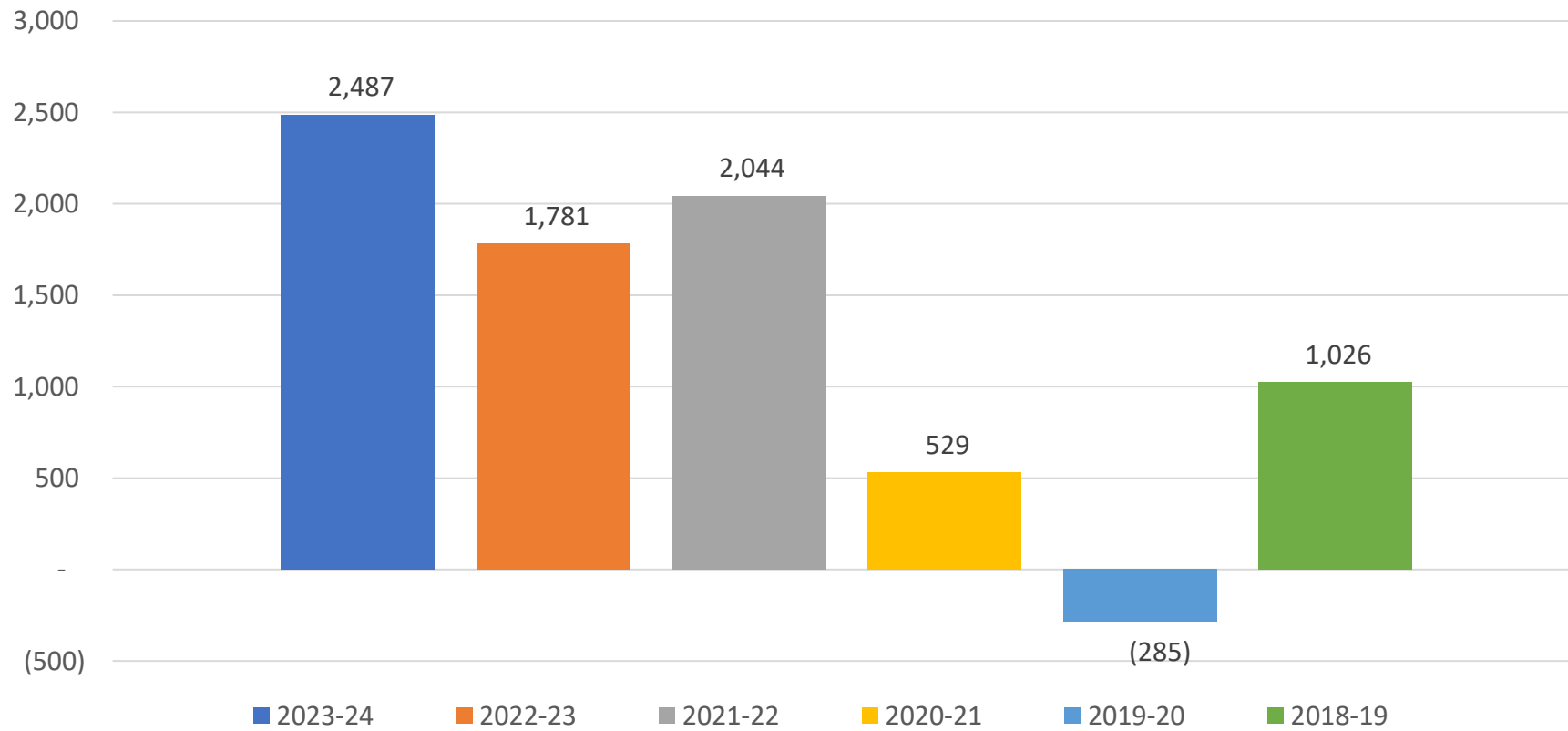


FINANCIAL INFORMATION

GROSS PROFIT

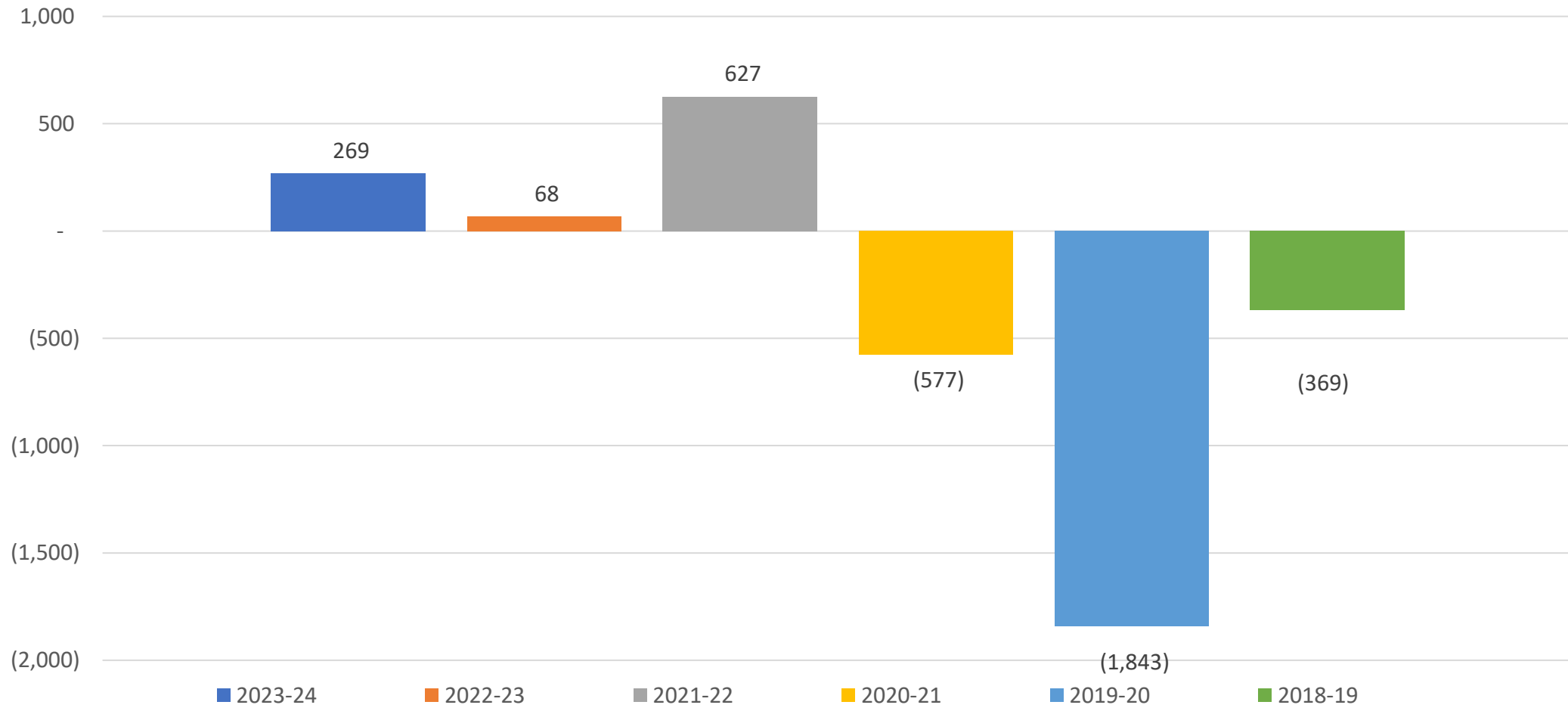


FINANCIAL INFORMATION OPERATING PROFIT / (LOSS)



FINANCIAL INFORMATION

PROFIT / (LOSS) BEFORE TAXATION



EXCITING HORIZONS

PICTORIAL VIEW

2024 - 2025

PC Legacy – Skardu



[Back](#)

Green Pak Kalam by Pearl Continental



Back

PC Legacy – Valley Road Naran



[Back](#)

PC Legacy – Airport Lahore



[Back](#)

PC Residences – Kalma Chowk Lahore



Back

EXCITING HORIZONS

PICTORIAL VIEW

2025 - 2026

Pearl-Continental Hotel – Attabad Lake



[Back](#)

Pearl-Continental Hotel – Kaghan



PC Legacy – Islamabad Zone 5



PC Legacy – Gujranwala



PC Legacy – Highland Resort Islamabad



Q & A SESSION

THANK YOU

