



# The Hub Power Company Limited

**Analyst Briefing**

FY 2023-24

August 29, 2024



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# Company Profile

*The first and largest Independent Power Producer (IPP) in Pakistan with investments across the energy value chain.*



**POWER CAPACITY**  
**3,581 MW**

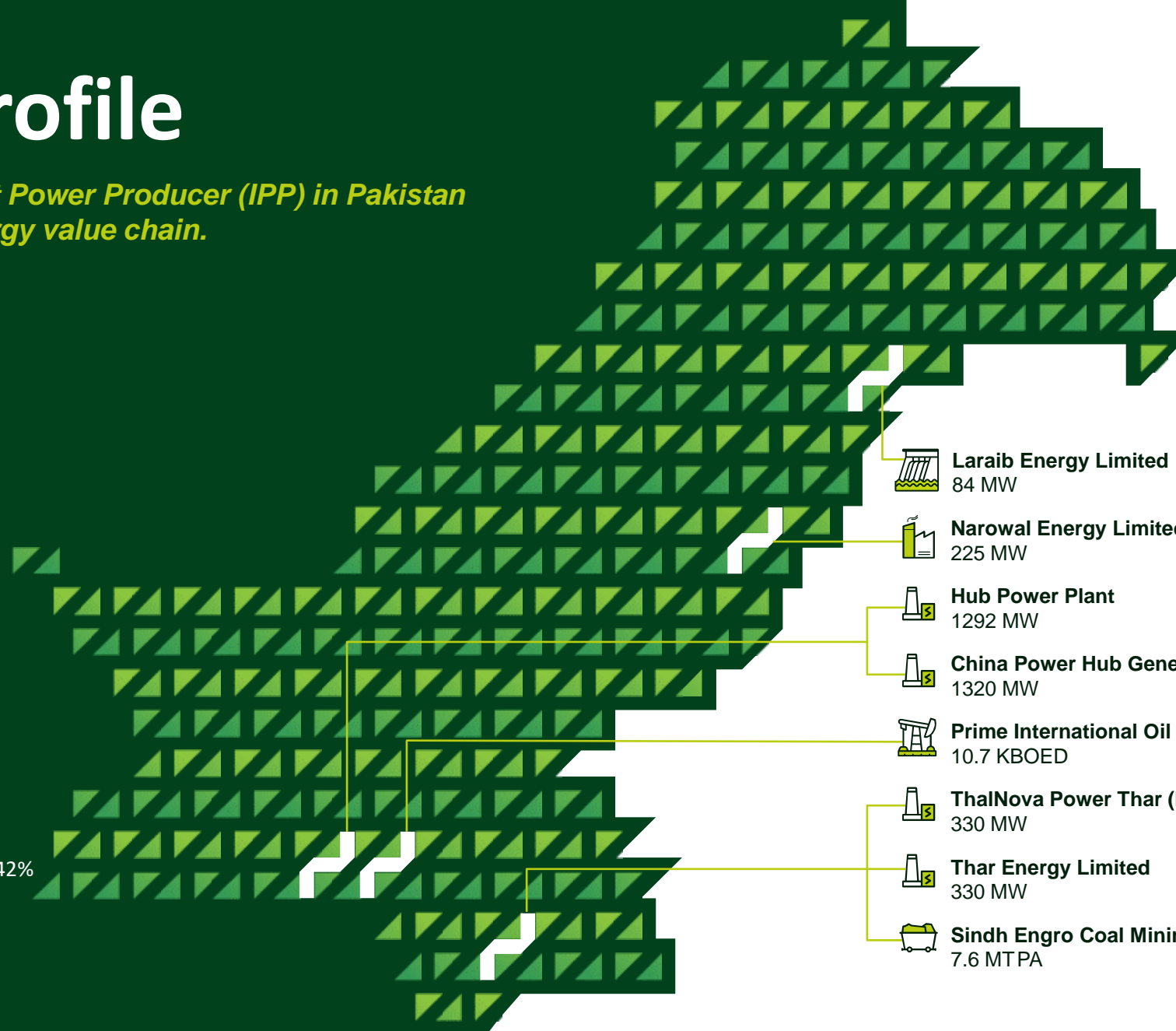
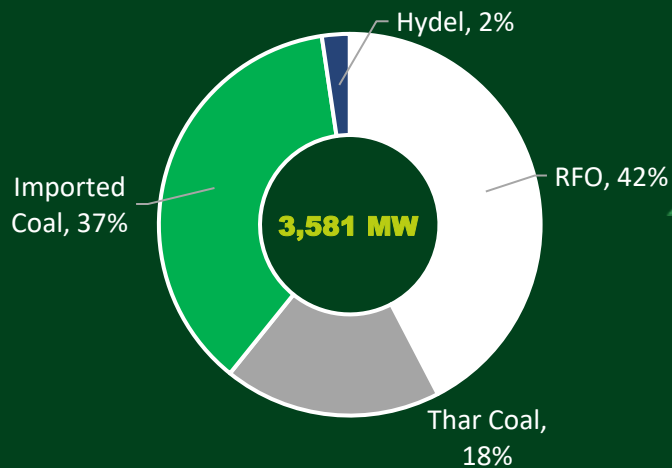


**E&P (KBOED)**  
**10.7**



**MINING (MTPA)**  
**7.6**

**Power Generation Fuel Mix**



 **Laraib Energy Limited**  
84 MW


 **Narowal Energy Limited**  
225 MW

 **Hub Power Plant**  
1292 MW

 **China Power Hub Generation Company Limited**  
1320 MW

 **Prime International Oil & Gas Company Limited**  
10.7 KBOED

 **ThalNova Power Thar (Private) Limited**  
330 MW

 **Thar Energy Limited**  
330 MW

 **Sindh Engro Coal Mining Company**  
7.6 MTPA





- HUBCO's joint venture, CPHGC, disbursed its second dividend of USD 80m in May 2024.
- Total dividend during July 2023 to June 2024 is USD 150m of which HUBCO share was USD 69Mn.



- HUBCO's Thar coal-based power plants i.e. TEL and ThalNova completed their first full year of operations
- Availability of our Thar plants remained significantly better than minimum required under the PPA

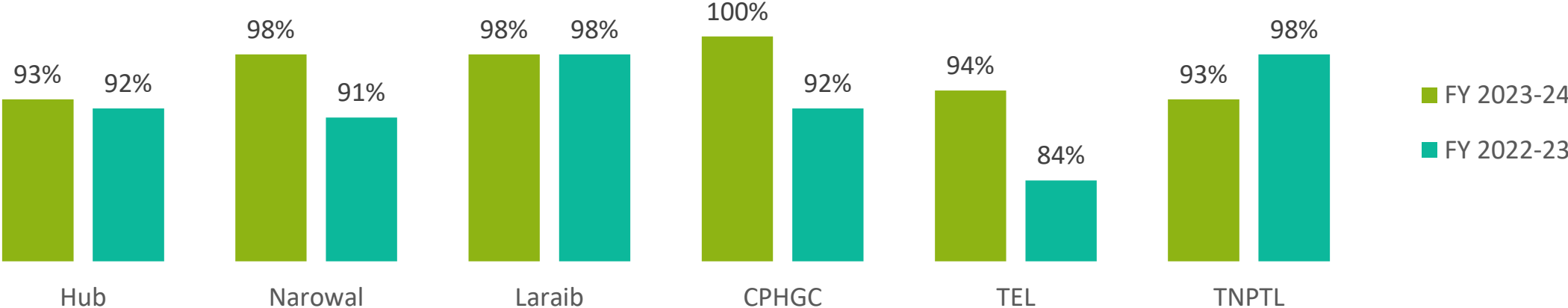


- Negotiation of Share Purchase Agreement is underway for increasing HUBCO's stake in SECMC

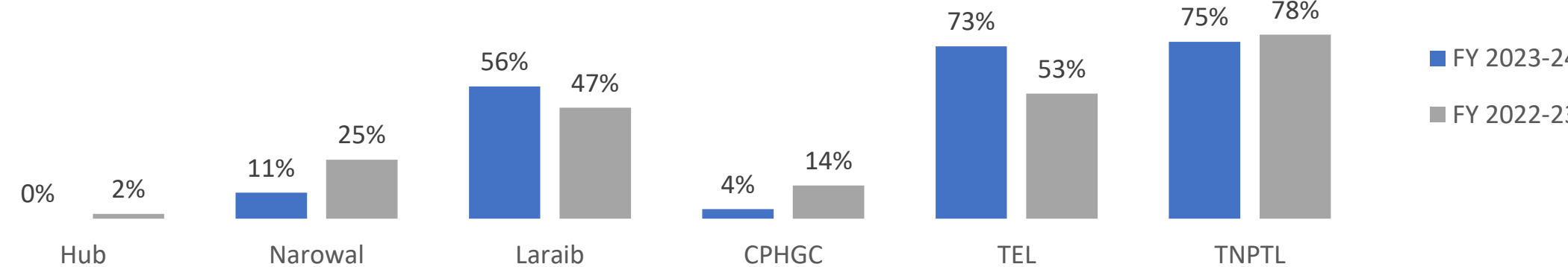


- HUBCO, through its wholly owned subsidiary HPHL, has established Mega Motor Company (Private) Limited (MMCL)
- MMCL has entered into a Distributorship Agreement with BYD Auto Industry Company Limited for launch of BYD New Energy Vehicles (NEVs) in Pakistan
- MMCL is also negotiating Technical Licensing Agreement with BYD and plans to establish an assembly plant in Sindh
- EVs will not only provide an alternate option to the customers but will also help in reducing fuel import bill of the country and decrease the GHG emissions

### Availability



### Load factor



TEL achieved COD on 1st Oct 2022 whereas TNPTL achieved COD on 16th Feb 2023

| FY Ended June 30<br>(PKR Mn) | Unconsolidated |        |       | Consolidated |         |       |
|------------------------------|----------------|--------|-------|--------------|---------|-------|
|                              | 2024           | 2023   | ▲▼%   | 2024         | 2023    | ▲▼%   |
| Revenue                      | 41,534         | 44,516 | ▼ 7%  | 130,526      | 114,263 | ▲ 14% |
| Gross Profit                 | 30,434         | 25,641 | ▲ 19% | 68,346       | 52,778  | ▲ 29% |
| EBITDA                       | 47,499         | 42,684 | ▲ 11% | 123,525      | 97,089  | ▲ 27% |
| Net Profit                   | 33,879         | 30,942 | ▲ 9%  | 70,018       | 57,554  | ▲ 22% |
| EPS (PKR)                    | 26.12          | 23.85  | ▲ 9%  | 53.98        | 44.37   | ▲ 22% |

## Reasons for variance in net profit

| Unconsolidated  | Consolidated  |
|---|---|
| ▲ Higher dividend income from subsidiaries / associates | ▲ Higher Share of income from TEL and TN due to first full year of operations |
| ▼ No load factor in the current period                  | ▲ Higher share of profit from other associates due to PKR depreciation        |
|   | ▼ Higher finance cost due to higher interest rates                            |





## Renewable / Indigenous Power Generation

- HUBCO, through its wholly owned subsidiary HPHL, has been prequalified for KE's 200MW wind/solar hybrid project
- Also, HPHL has been pre-qualified for 150MW + 120MW of Sindh Solar Energy Project (SSEP) for power off-take by KE
- HUBCO is aggressively participating in bids submission for these renewable projects



## Energy Storage System & Charging Infrastructure

- Opportunities in the application of Battery Energy Storage Solutions (BESS) as well as development of charging infrastructure are being explored



## Exploration & Mining Projects

- Through a JV agreement with Ark Metals, (Pvt.) Ltd., the company plans to explore opportunities for exploration and development of mineral mines in Pakistan
- Moreover, through its JV company Prime, the Company is exploring E&P business opportunities both locally and internationally





- Launched the brand BYD in Pakistan under the banner of Mega Motor Company (Private) Limited
- Achieved Corporate Excellence Award in Power Generation and Distribution Sector by Management Association of Pakistan
- Awarded Best Place to Work Award in Energy, Oil & Gas Industry by Pakistan Society for Human Resource Development
- Secured the Top 25 Companies Award by Pakistan Stock Exchange
- Won the National Finance Olympiad (NFO) by The Institute of Chartered Accountants of Pakistan (ICAP)
- Secured merit certificate for the Best Corporate Report Award in Fuel & Energy sector by ICAP
- Awarded for CSR at the 15th Annual Corporate Social Responsibility Awards by NFEH



## Q&A Session