

ANALYST BRIEFING

H1 FY 2024-25



TABLE OF CONTENTS

Company Profile

Updates on Negotiation with Task Force

Operational Highlights

Financial Highlights

Awards and Achievements

Future Growth Strategy

COMPANY PROFILE

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



POWER CAPACITY
2,289 MW

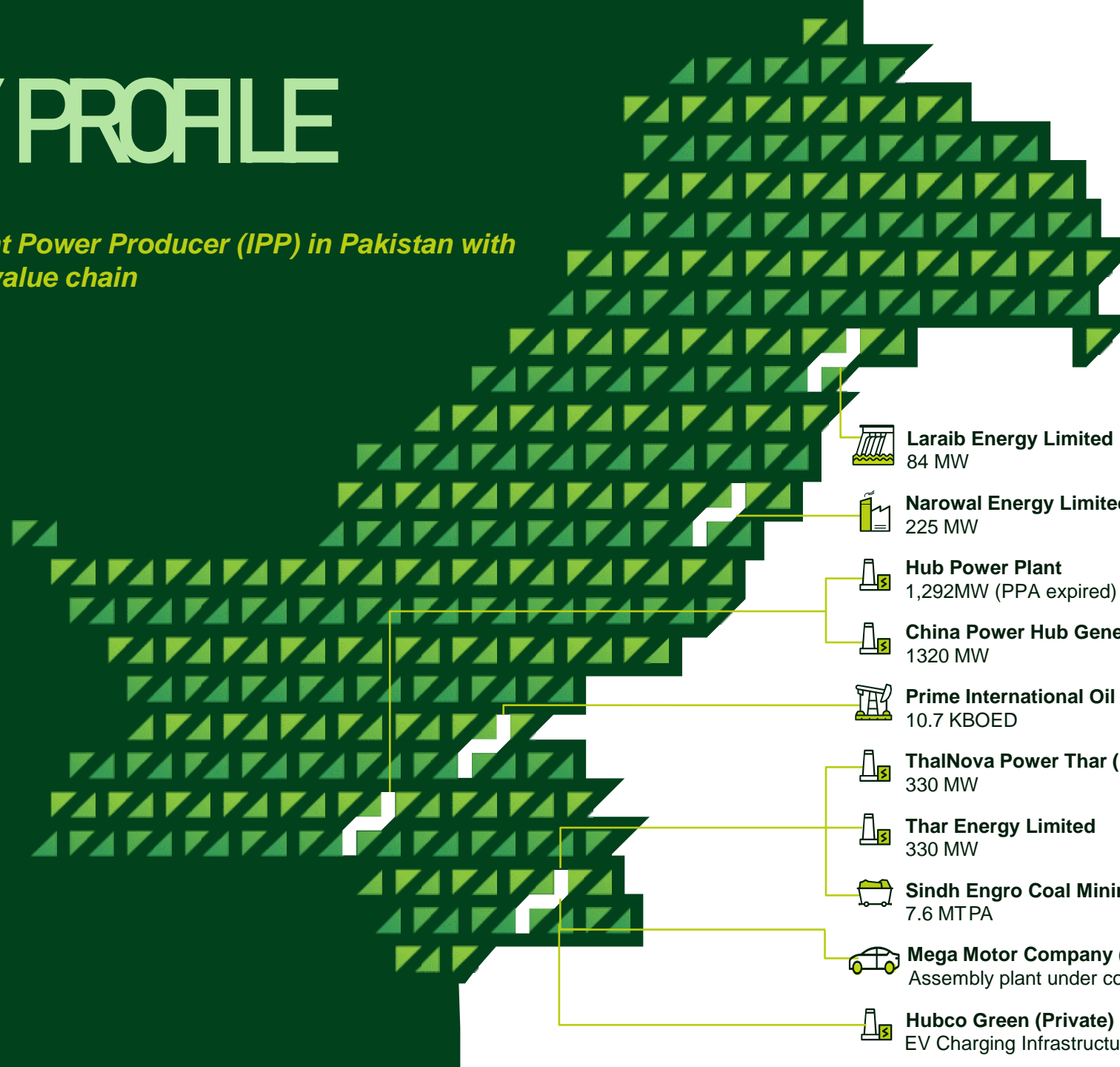


E&P (KBOED)
10.7



MINING (MTPA)
7.6

HUBCO has diversified its portfolio across Pakistan, from power generation to coal mining, oil & gas and electric mobility, including Electric Vehicles as well as charging infrastructure.



Laraib Energy Limited
84 MW



Narowal Energy Limited
225 MW



Hub Power Plant
1,292MW (PPA expired)



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



Mega Motor Company (Private) Limited
Assembly plant under construction



Hubco Green (Private) Limited
EV Charging Infrastructure

NEGOTIATIONS WITH TASK FORCE

HUBCO – PPA Termination

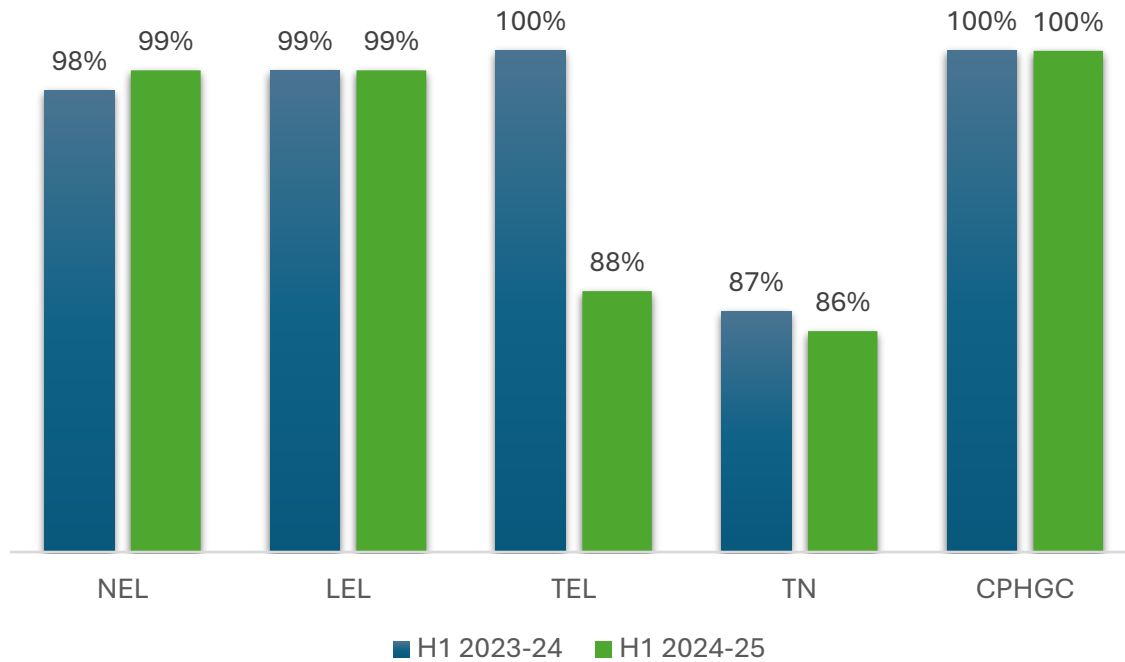
- Pursuant to negotiations with Task Force, the PPA of Hub power station prematurely expired effective Oct 1, 2024
- Under the Negotiated Settlement Agreement, Rs. 36.5 bn has been received by Hubco against outstanding receivables from CPPA(G)
- All outstanding obligations of the Company towards PSO have been assumed by CPPA(G) / GoP

NEL – Tariff Renegotiation

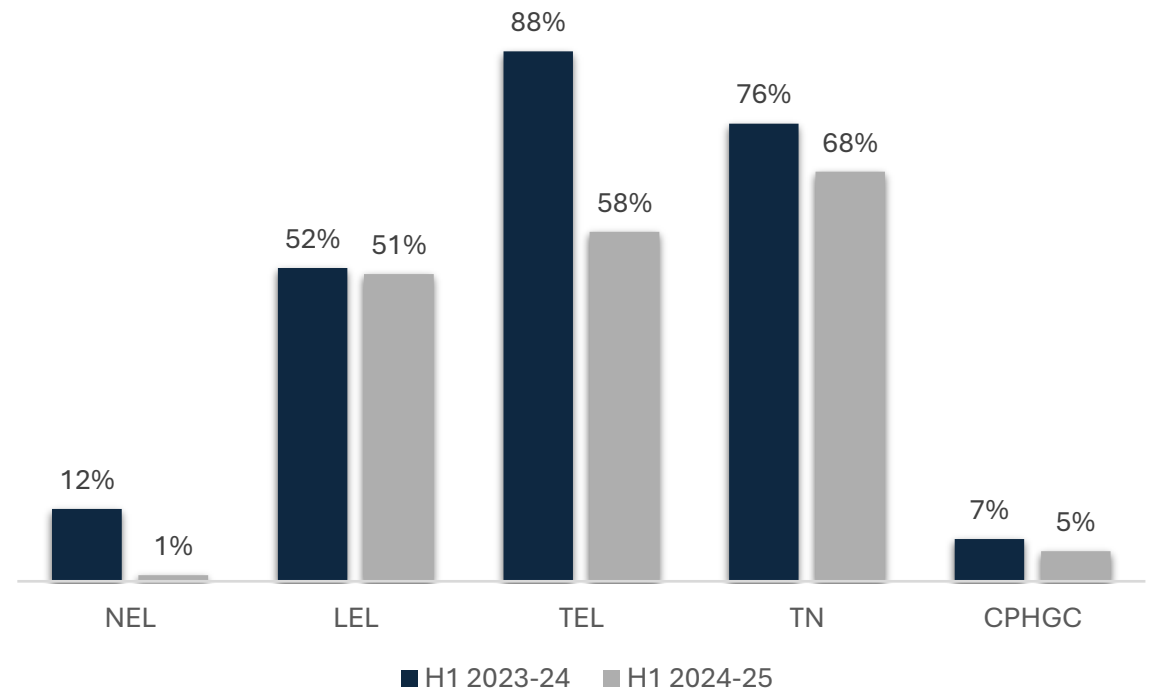
- Subsequently, negotiations were held with the Task Force for NEL in which it has been agreed to revise the tariff of NEL and to convert the existing tariff to 'Hybrid Take and Pay' model effective November 1, 2024
- PPA Amendment Agreement is yet to be signed

OPERATIONAL HIGHLIGHTS

Plant Availability



Load Factor



FINANCIAL HIGHLIGHTS

Unconsolidated

Lower revenue due to PPA termination	▼
Lower finance cost due to settlement	▲
Higher dividend from subsidiaries	▲

Consolidated

Impact of PPA termination of Hub Plant and amendments to the PPA of Narowal Plant	▼
Lower finance cost due to Hubco's settlement	▲
Lower share of income from associates	▼

FOR THE HALF YEAR ENDED DECEMBER 31, 2024

Description	Unconsolidated		Consolidated	
	2024	2023	2024	2023
	(Rs. 000s)	(Rs. 000s)	(Rs. 000s)	(Rs. 000s)
Revenue	13,210	19,910	47,536	63,643
Gross Profit	8,837	14,044	24,429	33,488
EBITDA	14,194	14,933	32,217	41,911
Net Profit*	13,604	14,923	23,335	32,360
EPS (PKR)	10.49	11.50	17.99	24.95

* Attributable to the holding company

AWARDS AND ACHIEVEMENTS

- **Management Association of Pakistan**
Achieved Corporate Excellence Award 2024 in Power Generation and Distribution Sector
- **Pakistan Stock Exchange**
Secured the Top 25 Companies Award 2023
- **National Electric Power Regulatory Authority**
Recognized for Outstanding HSE Performance for FY2024 at all plants sites



BYD

MEGA MOTOR CO

- Following the brand launch in August 2024, Mega Motor Company (MMC) held **Product Launch** event in Oct'24 – introducing **BYD's** product lineup at the Pakistan Autoshow (PAPS) 2024
- MMC entered into a Master Supply & Manufacture Agreement and Technical License Agreement with BYD
- MMC is currently establishing **4 flagship 3S dealerships** across Pakistan (2 in Karachi, 1 each in Lahore and Islamabad)
- MMC's state-of-the-art auto assembly plant is currently under construction in Sindh
- In addition to providing an alternate option to the customers, EVs will also help reducing Pakistan's fuel import bill and protect the environment by decreasing GHG emissions





In line with our initiative in the EV domain, a new venture HUBCO Green (Private) Limited (HGL) has been incorporated as a wholly owned subsidiary of Hub Power Holdings Limited (HPHL) with the objective to install EV charging infrastructure across the country, including motorways, highways, major cities and destination charging avenues.

- Subsequent to the quarter-end, HGL launched its first EV Charging Station at Ocean Mall, Karachi
- HGL has entered into an agreement with PSO for developing EV charging network across Pakistan
- HGL is also exploring partnership prospects with Shell Pakistan, Parco Gunvor Limited and other OMCs in Pakistan

FUTURE GROWTH STRATEGY



HPhL is in the process of evaluating renewable energy domain for potential opportunities in:

- Solar PV
- Battery Energy Storage Systems (BESS)



Through a JV agreement with Ark Metals, (Pvt.) Ltd., the Company plans to explore opportunities for exploration and development of mineral mines in Pakistan.

Through its JV company Prime, the Company is exploring E&P business opportunities both locally and internationally



Q&A Session