

Welcome



Pakistan Hotels Developers Ltd.

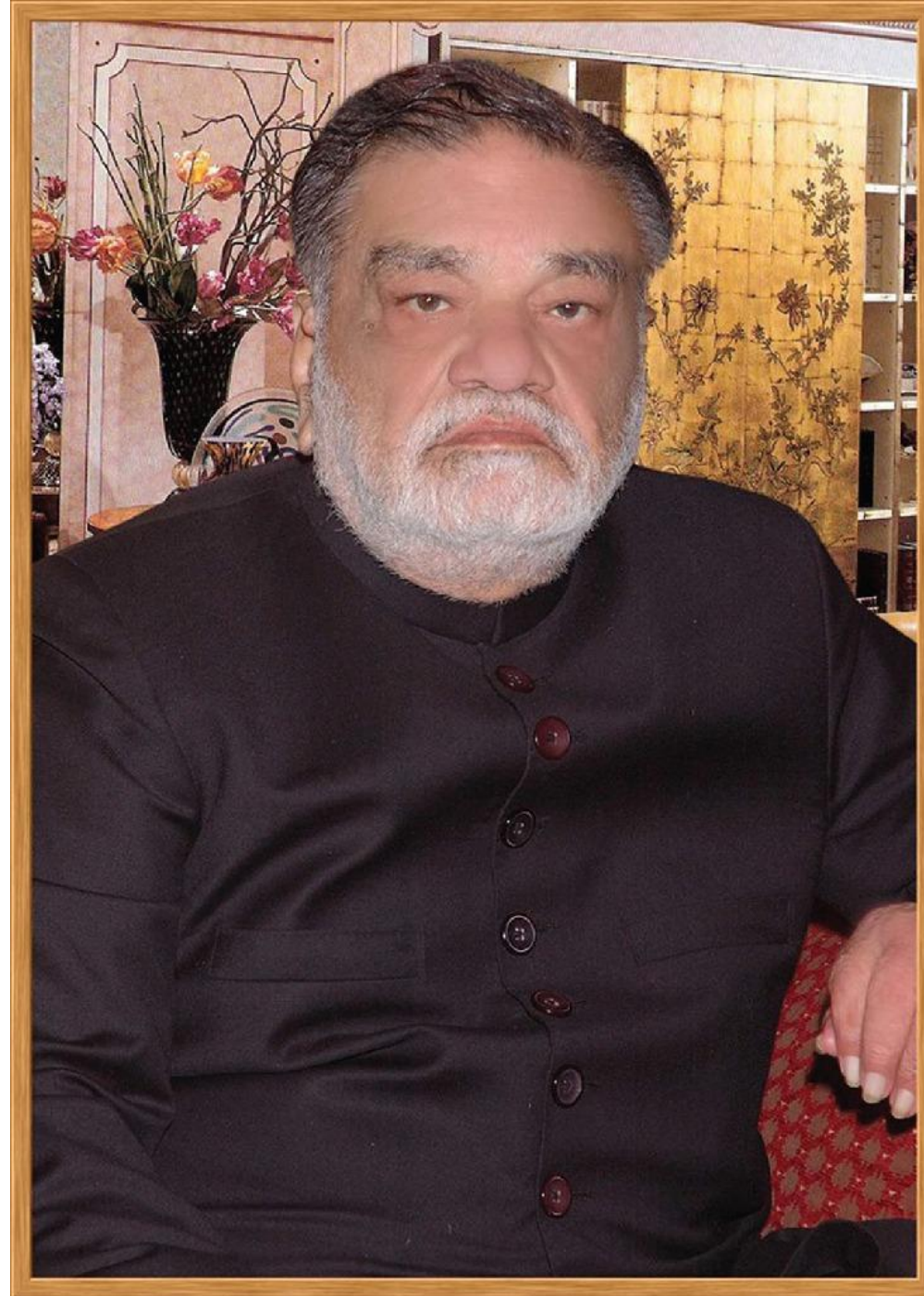
Corporate Briefing – 2019
Dated: 27 -11-2019

Company

Pakistan Hotels Developers Ltd. a Public Limited Company since 1981 and quoted on Pakistan Stock Exchange having Paid-up Capital of Rs.180 million, Ordinary Shares of Rs.10/=each.

Company (PHDL) operating & running hotel business in the name of “Regent Plaza Hotel & Convention Centre” situated in Karachi.

Founder of the Company



**(Late) Shaikh Ferozuddin Baweja
(1935 – 2013)**

(Late) Shaikh Ferozuddin Baweja was the Founder of the Company, having vast experience of Hotel Industry and also well known person in the stock market. Before this company he built and operated different Hotels and Hospital.

Vision and Mission

It is our cherished goal to be the Industry leader in hotel business by establishing a complete, unique, distinctive and truly a five star deluxe hotel complex.

To achieve the above objective and to provide the highest level of satisfaction to our valued customers, we are constantly engaged and working with a missionary zeal to bring necessary improvements in our existing facilities and to excel in offering efficient and quality services to them.

We are also committed to maintain the highest level of International hotel standards, which will add to the glory and prestige of the Country and promote tourism.

Company Profile

BOARD OF DIRECTORS

- | | |
|---------------------------|---------------------------|
| 1) MR. S.MAHMOOD BAWEJA | - CHAIRMAN |
| 2) MR. MUZAFFAR F.BAWEJA | - CHIEF EXECUTIVE OFFICER |
| 3) MR. ZUBAIR BAWEJA | - MANAGING DIRECTOR |
| 4) MRS. SHAHINA KHALID | - DIRECTOR |
| 5) MR. M.A. MAJEED | - INDEPENDENT DIRECTOR |
| 6) MR. IMRAN REHMAN MEMON | - INDEPENDENT DIRECTOR |
| 7) MR. JAWED AHMED | - INDEPENDENT DIRECTOR |

AUDIT COMMITTEE:

- | | |
|------------------------|------------|
| MR. JAWED AHMED | - CHAIRMAN |
| MR. IMRAN REHMAN MEMON | - MEMBER |
| MR. M.A. MAJEED | - MEMBER |

HR & R COMMITTEE

- | | |
|---------------------|---------------|
| MRS. SHAHINA KHALID | - CHAIRPERSON |
| MR. JAWED AHMED | - MEMBER |
| MR. M.A. MAJEED | - MEMBER |

COMPANY SECRETARY:

FAHAD IQBAL KHAN

CHIEF FINANCIAL OFFICER:

SYED HASEEN ANWER

AUDITORS:

TANWIR ARIF & CO.
CHARTERED ACCOUNTANTS

HOTEL INDUSTRY IN KARACHI

	<u>ROOMS AVAILABLE</u>	<u>% OF OCCUPANCY</u>
REGENT PLAZA	400	23
MOVEN PICK	407	70
PEARL CONTINENTAL	286	87
MARRIOT	217	75
AVARI TOWER	225	68
RAMADA	198	80
MEHRAN	182	60
BEACH LUXURY	82	66
RAMADA CREEK	48	68

TOTAL AVAILABLE ROOMS	2045	=====
=====		
AVERAGE ROOM OCCUPANCY		65%

REGENT PLAZA

MARKET SHARE (ROOM) 20%

PHDL

ON

STOCK MARKET

398 SHARE HOLDERS

4% FREE FLOAT SHARES

411,000 SHARES TRADING DURING THE YEAR

RS.108/= SHARE PRICE AT THE BEGINNING DAY OF THE YEAR

RS.147/= SHARE PRICE AT CLOSING DAY OF THE YEAR

RS.154/= MAXIMUM RATE DURING THE YEAR

RS.92/= MINIMUM RATE DURING THE YEAR

Revenue Generation
Core Area

- Guest Rooms (400 rooms available, currently 211 rooms are in operation)
- Food & Beverages (Restaurants, Room Service and Banquet Halls)
- Shops & Offices (Rental from Shops & Offices)
- Other Minor Operated (Hall Rental, Health Club, Laundry, Business Centre Department etc)

FINANCIAL RESULTS 2018 - 19

REVENUES

- | | | |
|--------------------------|-------------------|------------------------|
| • From Guest Rooms | Rs. 312,977,000/= | (64% of total Revenue) |
| • From Food & Beverages | Rs. 132,516,000/= | (28% of total Revenue) |
| • From Shops & Offices | Rs. 3,437,000/= | (1% of total Revenue) |
| • From Other Departments | Rs. 31,609,000/= | (7% of total Revenue) |

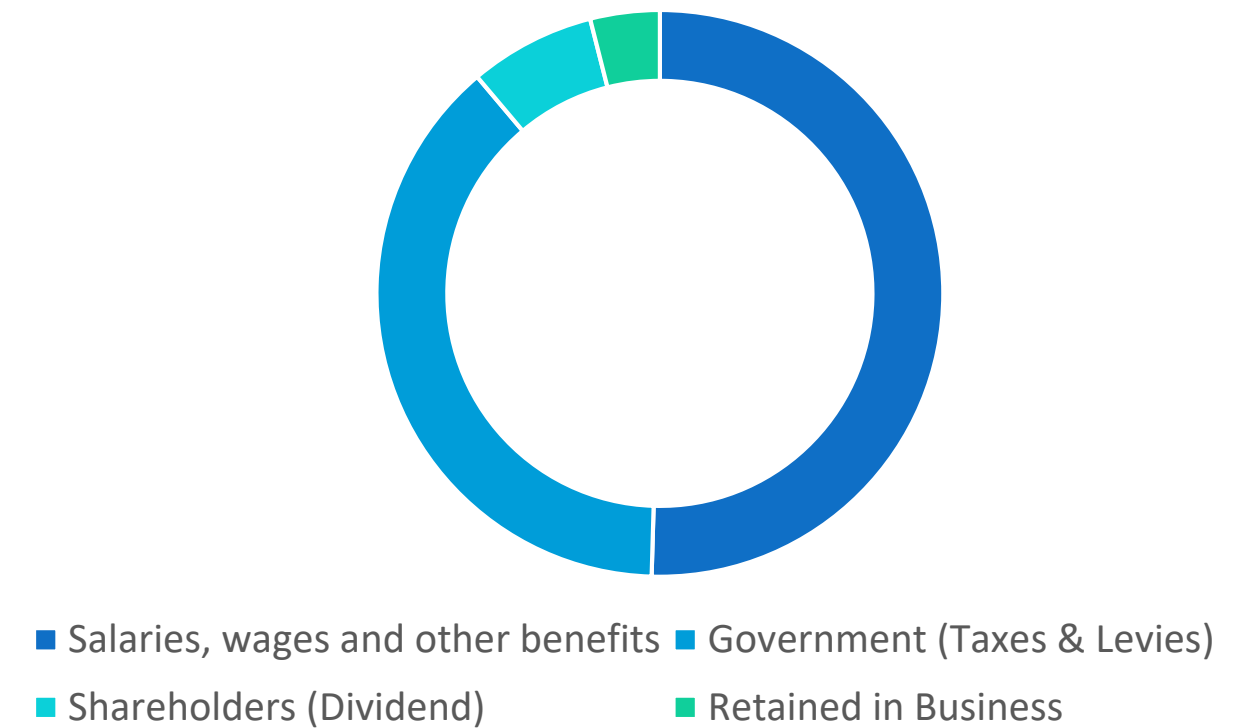
Total Net Revenues	Rs.480,539,000/=	
	=====	

- | | | |
|---------------------------|-----------------|--|
| • Profit before tax | Rs.55,634,000/= | |
| • Profit after tax | Rs.28,013,000/= | |
| • Earning per share (Rs.) | 1.56 | |
| • Dividend | 10% | |

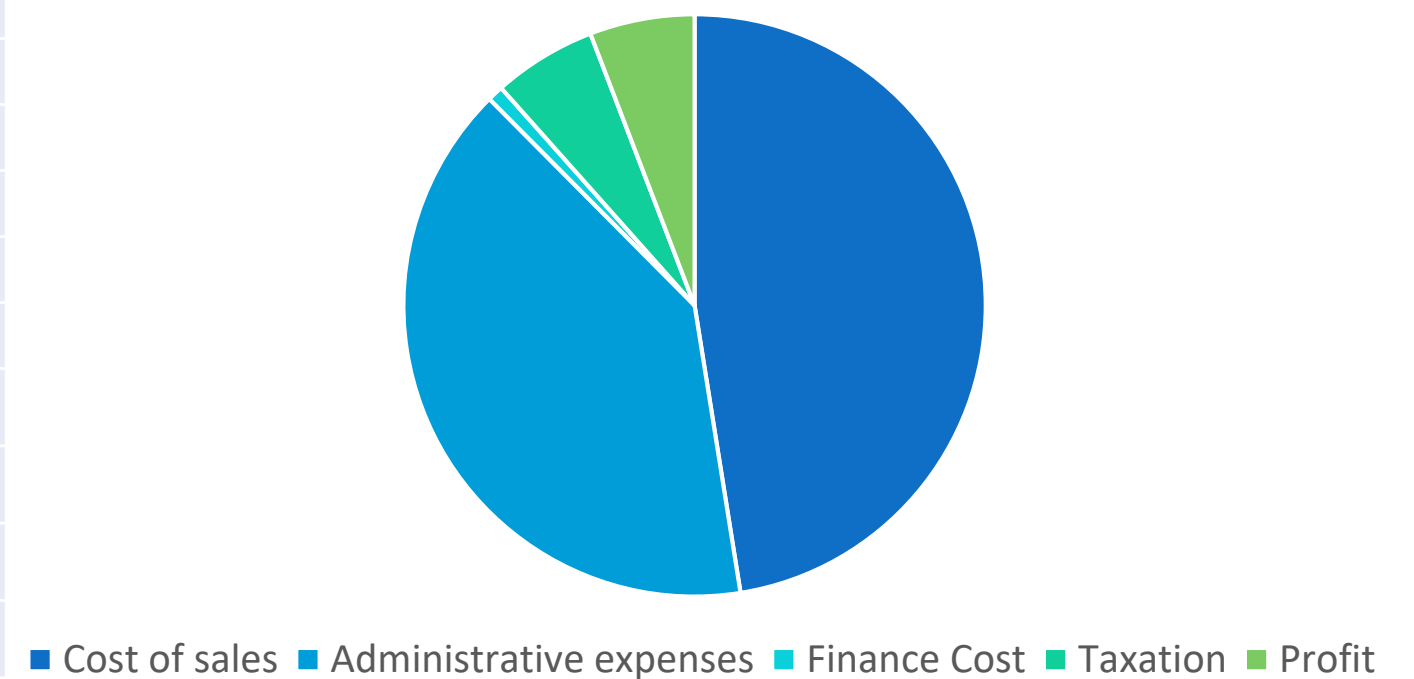
Statement of Value Addition and its Distribution

VALUE ADDED	
Sales and Services (inclusive of GST and other taxes)	548,981
Other operating income - net	382
	549,363
Cost of saels and other expenses (excl Sal, wage and taxes	(299,080)
	250,283
DISTRIBUTION	
Salaries, wages and other benefits	126,307
Government (Taxes & Levies)	96,063
Shareholders (Dividend)	18,000
Retained in Business	9,913
	250,283
	-
Application of sales and other income	
Cost of sales	228,320
Administrative expenses	192,732
Finance Cost	4,235
Taxation	27,621
Profit	28,013
	480,921

Value Addition and Distribution



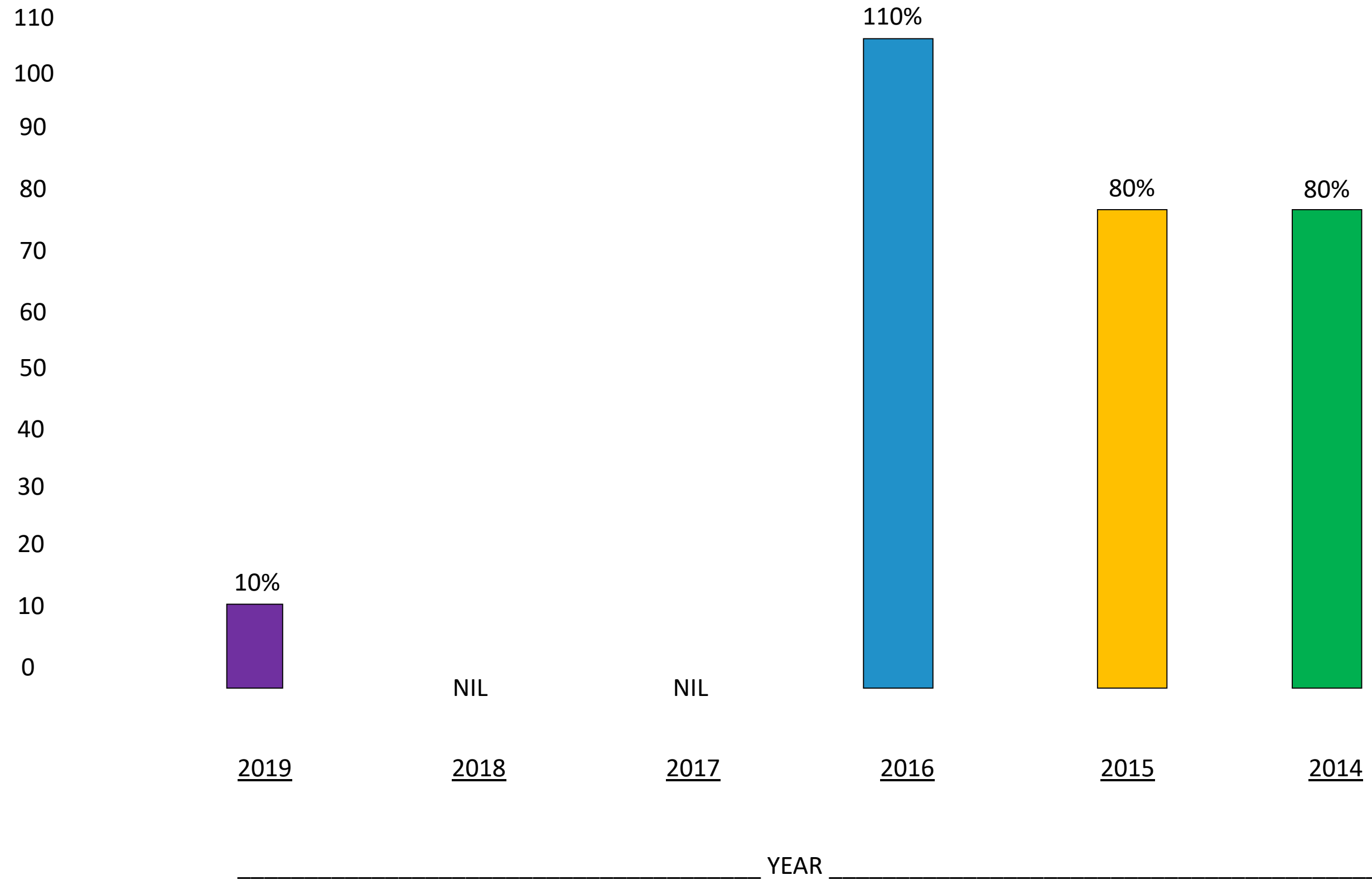
Application of Sales and Other income



Comparison from last Year

	<u>2018 – 19</u> <u>Rs.</u>	<u>2017 – 18</u> <u>Rs.</u>	
NET REVENUE	480,539,000	416,798,000	↑ Growth 15%
PROFIT/(LOSS) BEFORE TAX	55,634,000	(11,962,000)	↑ Growth 565%
PROFIT /(LOSS) AFTER TAX	28,013,000	(16,967,000)	↑ Growth 265%
EARNING/(LOSS) PER SHARE	1.56	(0.94)	↑ Growth 265%

CASH DIVIDEND TO SHAREHOLDERS



FUTURE PLAN

To complete 190 guest rooms with essential equipment's

To Renovate Two Restaurants

To grow business by utilizing 100% capacity.



THANK YOU

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