



*Pakistan's leading Real Estate Development
and Fund Management Company*

Corporate Briefing

October 4th, 2023

**Refining.
Building.
Evolving.**



TPL Properties Limited

Pioneer in Institutionalizing Real Estate in Pakistan

2007-13

- Secured Foreign Currency Financing USD 20 Mn (2011) 
- Centrepoint Office Tower (2013) - 350,000 sq.ft across 28 floors

2014-16

- 100% tenancy achieved (2014)
- OPIC (now DFC) facility prepaid
- Listed on PSX 
- Pre-IPO placement 

2017-21

- Acquisition of HKC Ltd (2017)
- RMC Incorporated 
- Exited Centerpoint – Sold to B AHL
- Acquired land for Technology Park + 40 Acres for mixed-use development (Mangrove)

2022-23

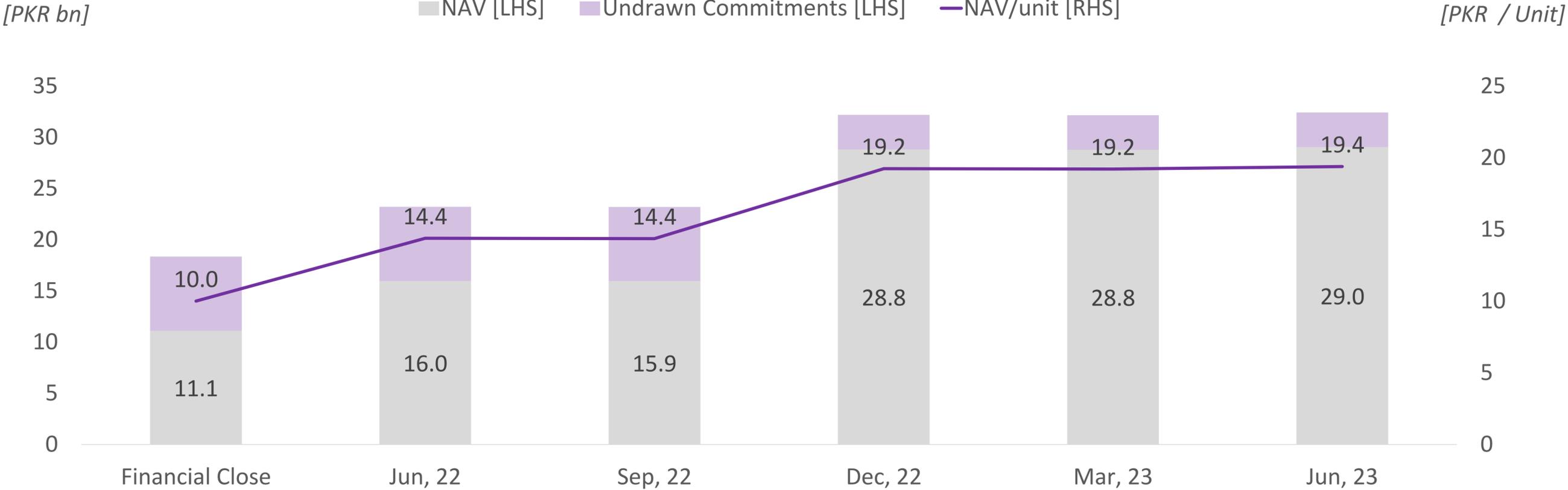
- Largest Pakistan equity offering: TPL REIT Fund I, PKR 18.35 Bn; now AUMs of PKR 29 Bn
- Established an ADGM licensed Fund Manager 
- Shariah Compliant
- FY 2024 initiatives include: (i) Acquisition ongoing for 10,500 Telecom Towers; (ii) Ultra Luxury Hospitality REIT Fund



TPL Properties Limited

Key Investment: 47.4% of TPL REIT Fund I

82% Growth in NAV in FY23



Development Assets 2	Total Assets PKR 32.1 bn	Fund Rating RFR3+	LTV 2.7%	Builtup Area 12 mn sq. ft. +	Investor Return 94%
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TPL Properties Limited

Key Projects under TPL REIT Fund I: One Hoshang and Mangrove



One Hoshang

Total Construction completion of piling, shoring & foundation works, by mid-October 2023

Structure works, to commence by November 2023

Completion by Mid-2026



Mangrove

Master Plan approved

SSH, international consultant, doing detailed master plan & infrastructure design

Infrastructure works to be initiated before end 4Q23

First phase launch by mid 2024

TAQ Associates, designed the Site Office & Biodiversity Park



TPL Properties Limited

Key Subsidiaries

TPL RMC & IMC

- TPL RMC is managing TPL REIT Fund I and earning management and performance fees (FY23: PKR 1,048 Mn), allowing for a dividend to TPL Properties in FY23
- Growth Pipeline: (i) Telecom Tower REIT (Project Aahan); (ii) Regional Hospitality Funds (MoU in place); (iii) Advisory mandate for Abhi Finance. Plans to use the 3-C licenced manager to aggressively grow business outside Pakistan

TPL Developments

- TPLD is developing the TPL REIT Fund I projects (Actively Mangrove and One Hoshang)
- Fees earned in FY23 are PKR 120 Mn. Loss after Tax of PKR 67 Mn due to early stage of projects
- New CEO, Rizwan Karim (Agha Khan Regional Projects Head) joined post year end

TPL Property Management

- First Year of new Contract with BAML for Centrepoint smoothly executed. Second Year auto-renewal in place
- Agreement is cost plus with profit (PKR 15 Mn and PKR 12 Mn shared services cross charge)
- New GM on boarded post year end
- Potential growth opportunities to be sought

TPL Properties Limited – Standalone Results

P&L Comparison – for the year ended June 30, 2023

Description	YTD-June-23	YTD-June-22	Variance	
	[PKR 000s]		[%]	
Revenue	5,286,450	5,919,154	(632,704)	-11%
Total Revenue	5,286,450	5,919,154	(632,704)	-11%
Direct operating costs	(42,600)	(7,134)	(35,466)	-497%
Gross profit	5,243,850	5,912,020	(668,170)	-11%
Administrative expenses	(978,447)	(950,363)	(28,084)	-3%
Operating Profit / (Loss)	4,265,403	4,961,657	(696,254)	14%
Finance costs	(160,558)	(332,569)	172,011	52%
Other expenses	-	-	-	NA
Other Income	186,131	248,607	(62,476)	-25%
Profit / (Loss) before taxation	4,290,976	4,877,695	(586,719)	12%
Taxation	(20,111)	(621)	(19,490)	NM*
Profit / (Loss) for the period	4,270,865	4,877,074	(606,209)	12%
EPS - basic and Diluted	7.77	8.87		

Revenue:

- Realized gain on TTZ sale of PKR 875 Mn (PY: 2 SPVs @ PKR 3.5 Bn)
- Revaluation gain on REIT Fund units, PKR 4.3 Bn (PY: PKR 2.4 Bn)
- Dividend of PKR 100 Mn from subsidiary

Administrative Expense:

- Consistent with the last year expenses except increase in legal cost due to issuance of bonus shares

Finance Cost:

- All facilities were settled at the time of SPVs transfer into REIT. This year cost includes term loan, fees paid on S-T borrowings

*NM – Not Meaningful

TPL Properties Limited – Standalone Results

Balance Sheet – June '23 vs June '22

Equity and Liabilities	June-23	Jun-22
	[PKR 000s]	
SHARE CAPITAL		
Issued, subscribed and paid-up capital	5,698,066	5,107,332
Capital reserve	(313,066)	(313,406)
Revenue reserve	8,341,585	5,721,066
	13,726,585	10,514,993
NON-CURRENT LIABILITIES		
Long-term financing	67,773	620,758
	67,773	620,758
CURRENT LIABILITIES		
Trade and other payables	1,315,909	1,021,482
Due to related parties	800,000	-
Accrued mark-up	89,505	42,333
Short-term borrowings	1,546,984	41,941
Current portion of NC liabilities	527,967	257,296
Current portion of GIDC Liability	-	18,522
Unclaimed dividend	49,829	202
	4,330,194	1,381,776
	18,124,552	12,517,527

Total Assets	June-23	Jun-22
	[PKR 000s]	
NON-CURRENT ASSETS		
Property, plant and equipment	224,190	273,860
Intangible assets	57	151
Long-term investment	14,661,800	8,749,150
Long-term loan to subsidiaries	-	-
Long-term deposits	2,787	3,787
Interest accrued	79,178	2,268
	14,968,012	9,029,216
CURRENT ASSETS		
Receivables against rent, maintenance and other services	-	-
Due from related parties	845,814	67,285
Loans, advances, prepayments and other receivables	737,357	806,072
Taxation - net	108,880	102,094
Short-term investments	419	362
Cash and bank balances	1,464,070	1,762,498
	3,156,540	2,738,311
Non-current asset held for sale	-	750,000
	18,124,552	12,517,527

Long term investment

- The key asset is Long-term investment of PKR 14.7 Bn, which reflects 47.4% ownership in TPL REIT Fund I (NAV of PKR 29 Bn)
- Increased by PKR 5.9 Bn due to Unrealized gain in TPL REIT Fund I of PKR 4.3 Bn and additional investment in TPL REIT Fund I of PKR1.6 Bn.

Current Assets

- Accrued Interest increased by PKR 76 Mn due to markup on advances given to subsidiaries
- Net Related Party balance reduced to PKR 45.8 Mn (PY PKR 67.3 Mn)

Current Liabilities

- Trade and other payables increased by PKR 294 Mn due to additional HKC equity purchase of PKR 250 Mn

Net Debt

- TPL Properties Net Debt stands at PKR 565 Mn (PY PKR (910) Mn) following dividend payout

TPL Properties Limited – Consolidated Results

P&L Comparison – for the year ended June 30, 2023

Description	YTD-June-23	YTD-June-22	Variance	
	[PKR 000s]			[%]
Revenue	5,508,495	6,397,111	(888,616)	-14%
Total Revenue	5,508,495	6,397,111	(888,616)	-14%
Direct operating costs	(42,600)	(7,134)	(35,466)	-497%
Gross profit	5,465,895	6,389,977	(924,082)	-14%
Administrative expenses	(2,098,159)	(1,288,279)	(809,880)	-63%
Operating Profit / (Loss)	3,367,736	5,101,698	(1,733,962)	-34%
Finance costs	(170,771)	(334,488)	163,717	49%
Other expenses	(5,246)	(6,735)	1,489	22%
Other Income	116,438	255,879	(139,441)	-54%
Profit/(Loss) before taxation	3,308,157	5,016,353	(1,708,196)	-34%
Taxation	(212,589)	(102,062)	(110,527)	-108%
Profit from continued operations	3,095,568	4,914,291	(1,818,723)	-37%
Discontinued Operations				
(Loss) / Profit from discontinued operations	(186,725)	378,198		
Profit for the year	2,908,843	5,292,489		
Other comprehensive income for the year	57,719	50,366		
Total comprehensive income for the year	2,966,562	5,342,855		
EPS - basic and diluted	5.29	9.62		

Revenue:

- REIT Fund units Revaluation Gain, PKR 4,311 Mn (PY: PKR 2,398 Mn)
- TPL RMC Revenue – PKR 1,073 Mn
- TPL Development Revenue – PKR 120Mn

Administrative Expense:

- Overall expenses increased by 63% due to higher administrative and taxation expenses in RMC due to full year operations of RMC

Finance Cost:

- All facilities were settled at the time of SPVs transfer into REIT. This year cost includes term loan, fees paid on S-T borrowings

TPL Properties Limited – Consolidated Results

Balance Sheet – June '23 vs June '22

Equity and Liabilities	June-23	Jun-22
	[PKR 000s]	
SHARE CAPITAL		
Issued, subscribed and paid-up capital	5,698,066	5,107,332
Capital reserve	113,526	113,186
Revenue reserve	7,783,014	6,466,798
	13,594,606	11,687,317
NON-CURRENT LIABILITIES		
Long-term financing	67,773	620,758
Lease liability	155,310	147,873
Deferred tax liability - net	162,342	54,490
	385,425	823,120
CURRENT LIABILITIES		
Trade and other payables	1,848,557	1,114,471
Due to related parties	998,049	51,518
Accrued mark-up	90,884	42,333
Short-term borrowing	1,566,953	41,941
Current portion of long term financing	527,967	257,296
Current portion of lease liability	56,369	33,956
Current portion of GIDC Liability	-	18,522
Unclaimed dividend	49,829	202
	5,138,608	1,560,037
Liabilities classified as held for sale	-	1,097,596
	19,118,639	15,168,272

Total Assets	June-23	Jun-22
	[PKR 000s]	
NON-CURRENT ASSETS		
Property, plant and equipment	505,799	519,297
Intangible assets	57	151
Long term investments	13,766,900	8,348,050
Advance against purchase of property	800,000	-
Advance against future issuance of shares	600,000	600,000
Long-term deposits	6,735	6,615
Interest accrued	9,146	2,268
Due from RP - non current portion	480,157	193,146
	16,168,794	9,669,527
CURRENT ASSETS		
Trade receivables	62,803	52,921
Due from related parties	626,232	329,055
Loans, advances, prepayments and other receivables	367,092	253,905
Taxation - net	40,947	55,329
Short-term investment	425	362
Cash and bank balances	1,852,346	1,891,882
	2,949,845	2,583,453
Assets classified as held for sale	-	2,915,292
	19,118,639	15,168,272

Long term investment

- Increased by PKR 5.9 Bn due to Unrealized gain in TPL REIT Fund I of PKR 4.3 Bn and additional investment in TPL REIT Fund I of PKR1.6 Bn.

Current Assets

- Accrued Interest increased by PKR 76 Mn due to markup on advances given to subsidiaries
- Net Related Party position PKR 371M payables (PY PKR 277.5 Mn receivables)

Current Liabilities

- Trade and other payables increased by PKR 294 Mn due to additional HKC equity purchase of PKR 250 Mn

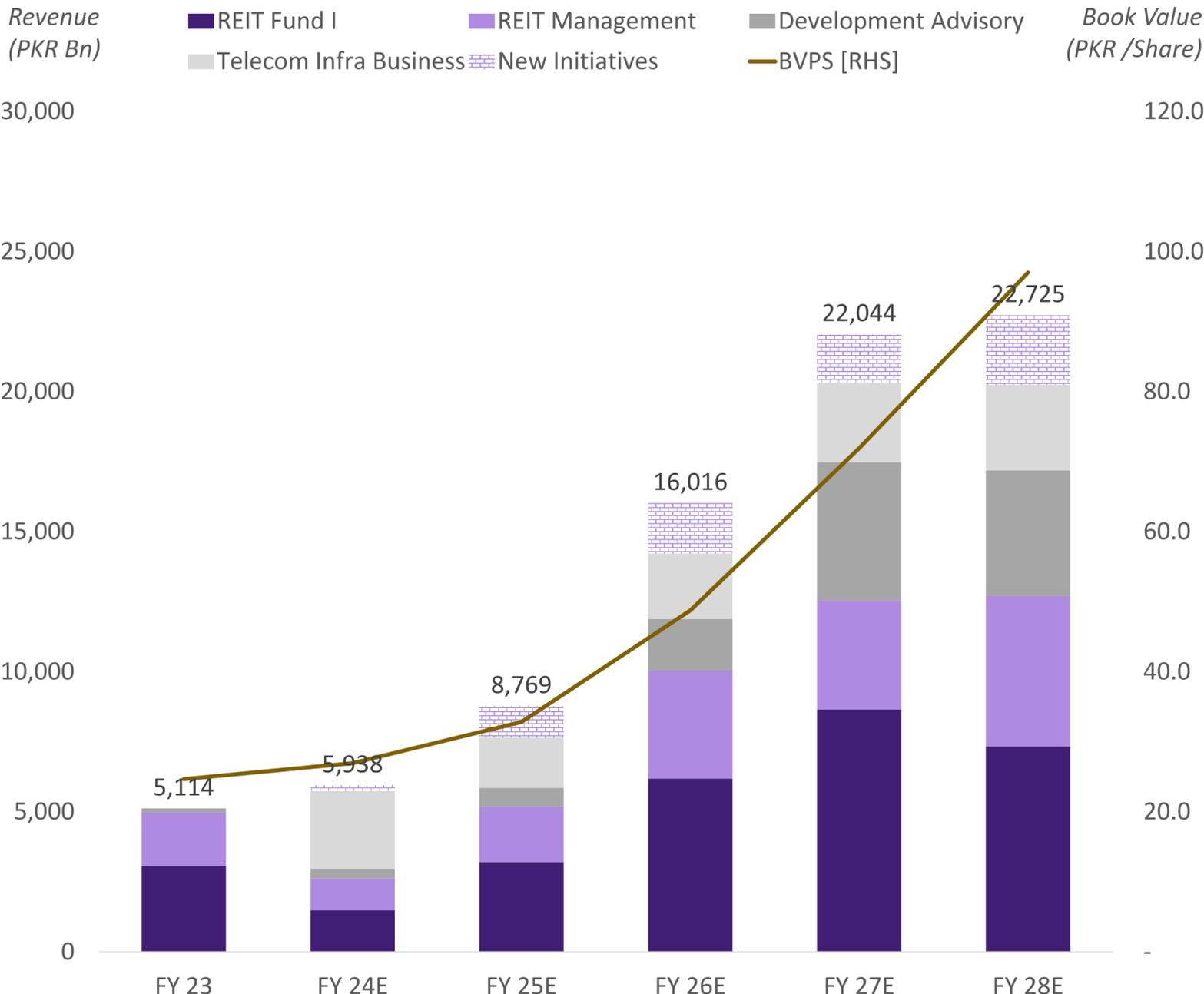
Net Debt

- TPL Properties Net Debt stands at PKR 837 Mn (PY PKR (722) Mn)

TPL Properties Limited

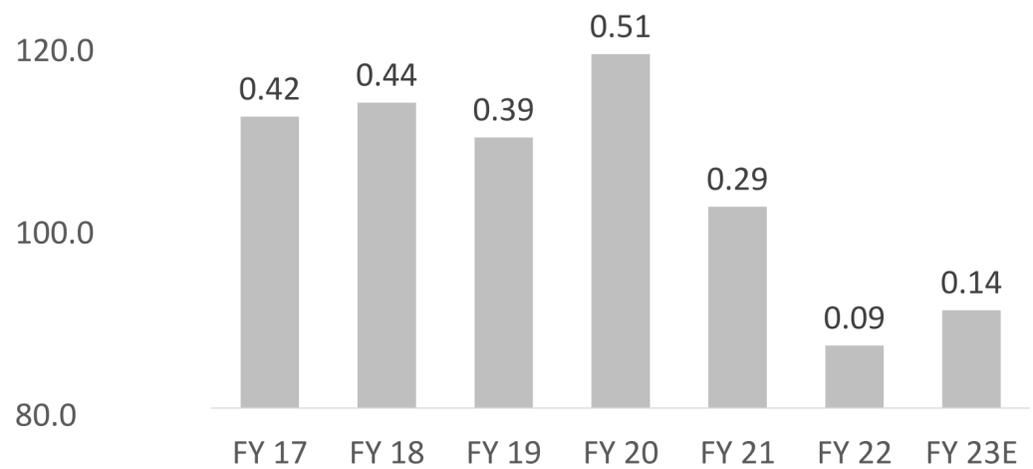
Part of **MSCI** EM Small Cap Index; KMI-30 Shariah Index

Stable, Recurring & Contractual Revenue Streams

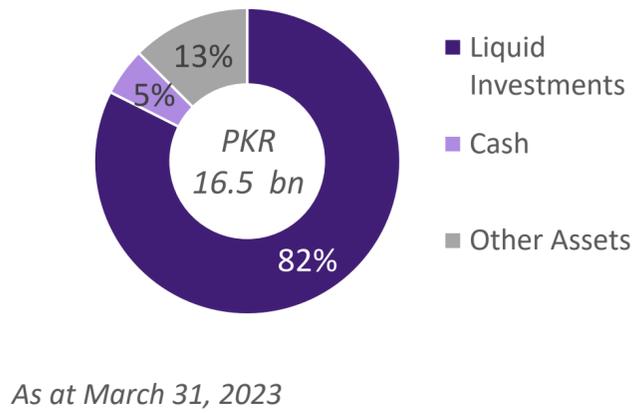


Low Gearing supported by Strong Balance Sheet

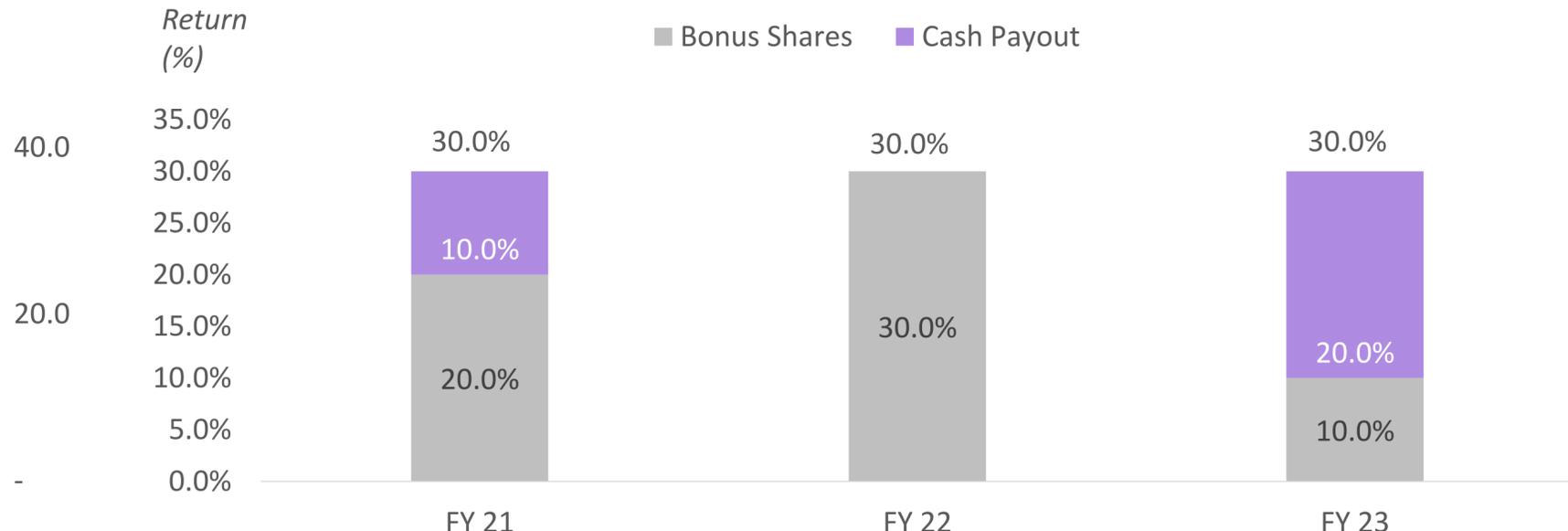
Debt to Equity



Asset Mix



Healthy Payouts for Shareholders



Note: TPLP has announced and is in the process of share buyback of 50 mn shares (8.77% of outstanding shares)

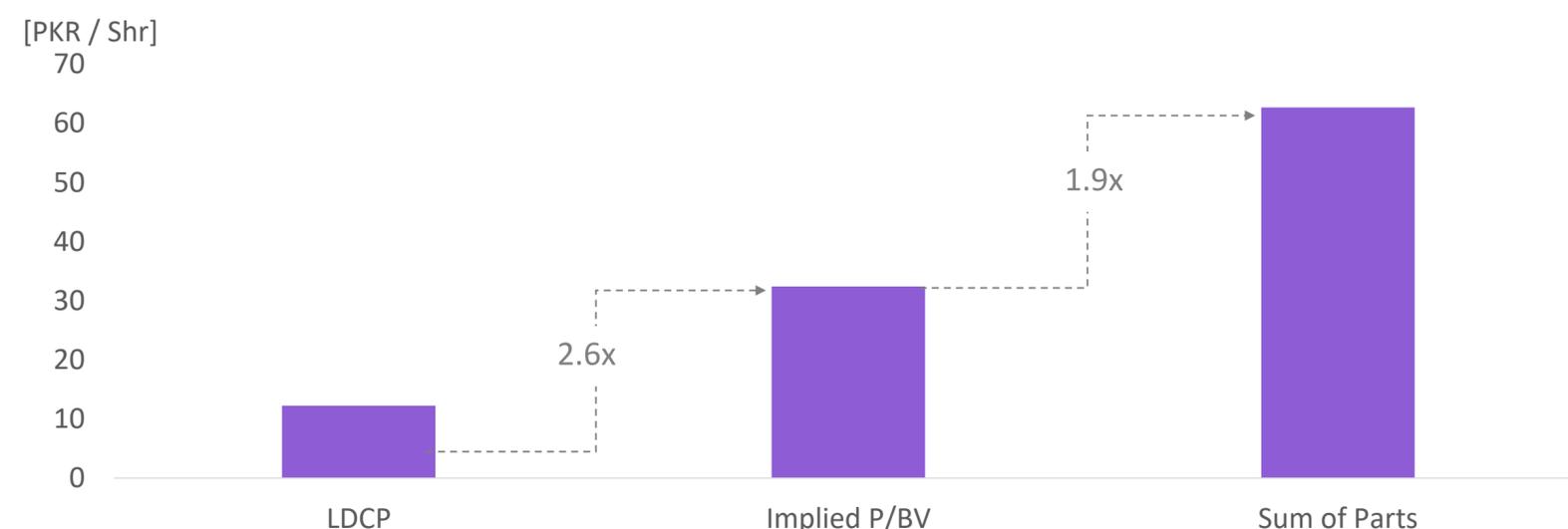
TPL Properties Limited – Consolidated Results

Trading at a Steep Discount to Regional Peers & Intrinsic Value

Key Metrics

1. ROI: 2.4x (since IPO) v/s 1.2x of KSE-100 Index
2. BVPS: PKR 24.1 / Shr
3. P/BV 0.51x is 62% discount to Comps (Regional P/BV: 1.35 x)
4. Share Price is at a 45.9% discount to 52 Week High of PKR 22.71 / Shr
5. Highly traded scrip @ 5.2% of Traded Volume (last 90 days of KSE 100 Index)
6. Target EPS FY23E = PKR 6
7. Latest Dividend of PKR 2 / Shr (June 2023)

Valuation Summary

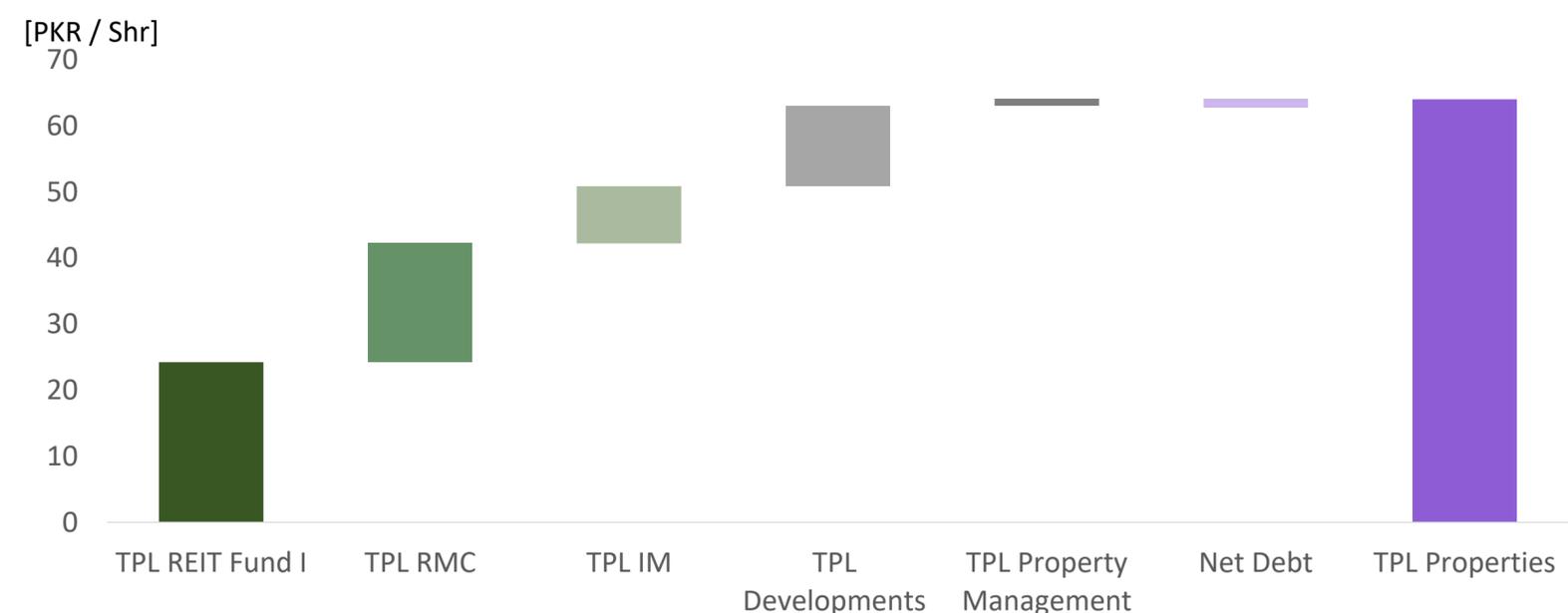


Regional Trading Comps

Company	Ticker	Country	P/BV
Ayala Land	ALI PM	Phillipines	1.65
Godrej Properties	GPL IN	India	4.67
Emaar	EMAAR UH	UAE	1.04
Country Garden Services Holdings	6098 HK	Hong Kong	0.62
Nova Land Investment Group	NVL VN	Vietnam	0.77
Phat Daat Real Estate Development Corp	PDR VN	Vietnam	1.79
Median			1.35

Source: Reuters

Sum of Parts – Intrinsic Value



Note: The valuation presented in this briefing is based on a series of assumptions, including but not limited to, financial projections, market conditions, and economic outlook. Changes in these assumptions can lead to variations in the estimated value.

TPL Properties Limited

Key Management



Ali Jameel

CEO, TPL Properties
FCA, ICAEW (UK), BSc. LSE (UK)
TPL Founder, xJS Inv. Bank; xKPMG



Ali Asgher

CEO, TPL RMC
MBA (PK), FCMA (UK)
TPL Group



Rizwan Karim

CEO, TPL Development
MBA IBA (PK); MEng NED (PK)
xAKU; xCivil Aviation



Adnan Khandwala

CFO, TPL Properties
FCA
TPL Group, xAIG



Danish Qazi

Group Legal Counsel
TPL Corp, TPL Properties
Barrister at Law (UK)



Moid Shaikh

Head of Investments, TPL IMC
Bsc. LUMS (PK), CFA (USA)
xElixir



Shayan Mufti

Company Secretary
TPL Corp, TPL Properties
LLB (UK)



Sitvat Jamal

Head of CSR & Marketing
PGC, Berkeley
xLakson



Adeel Kharwa

Head of Projects
BEng NED (PK); MSc. Aberdeen (SCT);
PMP (USA); xDhabi Contracting; xHill



Fiza Afzal

Head of Design
B.Arch Indus Valley (PK);
Urban Planning MIT (USA);
xArif Habib; US experience

TPL Properties Limited

Key Board Members and Advisors

TPL Properties Board Members



Jameel Yusuf

Chairman of TPL Corp Ltd,
ex Chairman of CPLC



Vice Admiral (R.) M. Shafi

Ex Pakistan Navy, ex Chairman of
PNSC and Port Qasim Authority



Sabiha Sultan

ex SCB Singapore; ex JP Morgan
LLB & Barrister at Law



Khalid Mahmood

Ex Chairman at Sindh Revenue Board,
More than 15 years of experience in
revenue & tax policy

RMC Board Members



Adnan Afaq

Ex Managing Director at PACRA,
Ex CEO at Askari Investments



Vanessa Eastham Fisk

Board Risk Committee (Banque
Saudi Fransi; Almarai),
ex SCB MENAP;
ex Barclays UK/UAE



Abdul Wahab Al-Halabi

Over 25 years of experience, held senior
positions in Meraas Holding, Global
Investment House PJSC, Dubai Holding
and other renowned corporates.



Imran Hussain

Country Advisor at Fiat,
Economic Advisor at Union Carbide
Pakistan, Ex MD at Pangiro Sugar Mills

RMC Advisor



Aliuddin Ansari

Chairman at Alfalah CLSA Securities,
Ex Engro, Ex Bank of America

TPL Properties

20th Floor, Sky Tower – East Wing, Dolmen City
Block 4, Clifton, Karachi, Pakistan

DISCLAIMER

This Presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any investor. Consequently, no guarantee is presented or implied as to the accuracy of specific forecasts, projections or predictive statements contained in the Presentation. The projections are preliminary and subject to change and the actual results achieved may vary significantly from the forecasts

