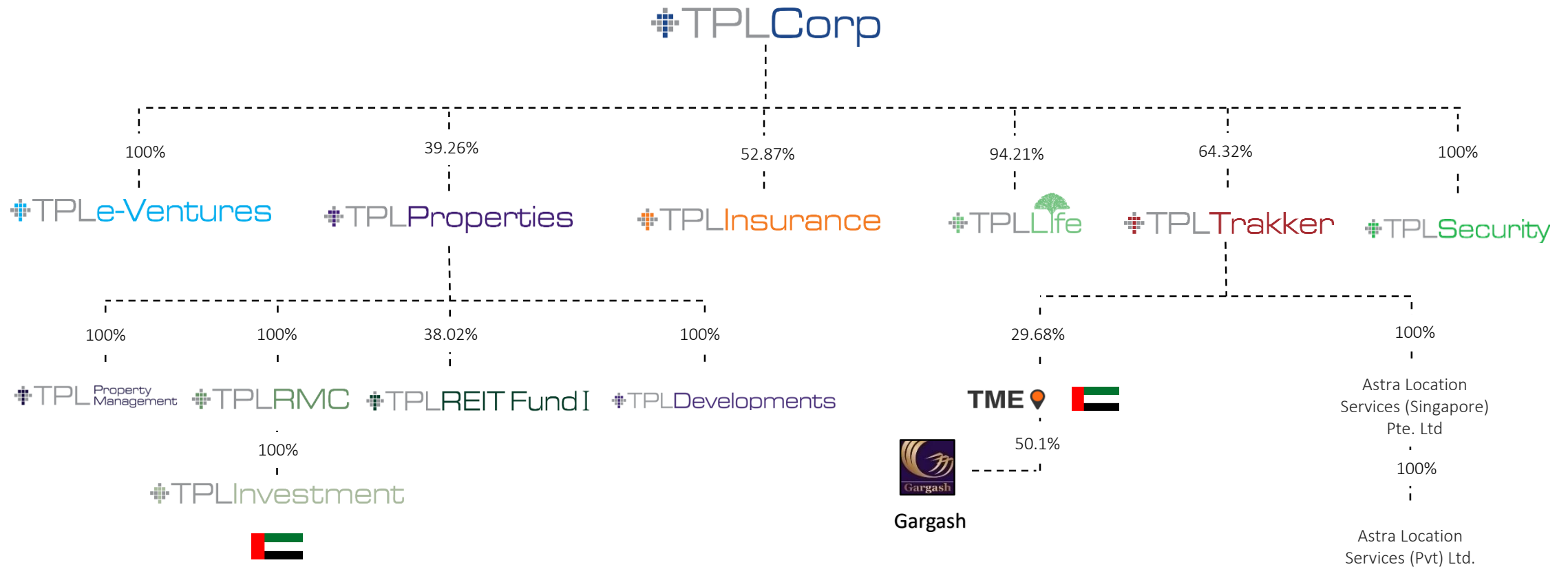




Corporate Briefing

Date: December 18th, 2024



6 Listed on the PSX



Presence in GCC Region



Credit Rating: A



1500+ Trained Workforce

 TPL Insurance



TPL Insurance

Key Highlights – Consolidated including WTO

- ❑ GWP registered 14% growth YoY at **Rs. 4.6bn**
- ❑ NEP increased by 1.9% YoY at **Rs. 3.2bn**
- ❑ Motor segment registered growth of 9% YoY at **Rs. 3bn**
- ❑ Property segment registered growth of 26% YoY at **Rs. 759mn**
- ❑ Claim ratio increased 4% vs LY of 46%
- ❑ Investment and Other income improved significantly, attributed mainly to increased in discount rates & increase in investment assets.
- ❑ Surplus on merger with NHIC a Pakistan branch of AIG Insurance amount to Rs.1.078bn.
- ❑ Company declared the cash dividend at 30%.

TPL Insurance

Financial Summary

Amount in PKR “000”	Jul - Jun-24	Jul - Jun-23	Variance	
			Amount	%
Gross Written Premium	4,562,270	3,990,194	572,075	14%
Net Premium	3,151,502	3,092,958	58,543	1.9%
Net claims	(1,590,448)	(1,446,319)	(144,129)	10%
Management expenses	(1,755,045)	(1,450,786)	(302,846)	21%
Net Commission	(317,752)	(300,476)	(17,276)	6%
Underwriting results	(511,744)	(104,623)	(405,708)	
Investment and other income	547,240	368,093	179,147	49%
Surplus on merger	1,078,861	-	1,078,861	
Profit before tax	1,114,357	263,471	852,300	
Income Tax Expenses	(43,510)	(86,867)	43,358	50%
Share of PTF (Loss excluded)	(2,483)	(51,872)	49,389	-95%
Profit after tax	1,068,364	123,3171	945,047	
EPS – Consolidated	5.39	0.62		

The profit & loss of PTF pertains to the Takaful holder and cannot be used for dividend distribution to the shareholders of the company and accordingly the P&L is adjusted

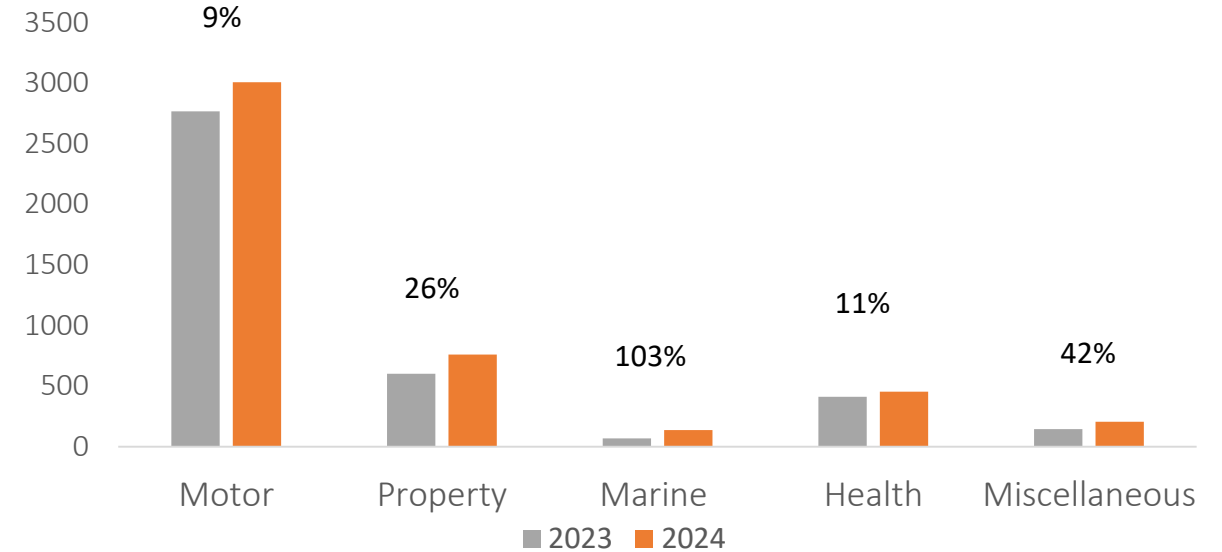
TPL Insurance

Growth in Premiums

All amounts in PKR' Million

SEGMENT	Jul 23-Jun24	Jul 22-Jun 23
Motor	3,006	2,765
Property	759	602
Marine	138	68
Health	454	410
Miscellaneous	205	145
Total	4,562	3,990

Segment Wise – Premium Growth



Future Growth Drivers

- Improve existing products and customer experience
- CRM implementation for process automation and centralized customer data management.
- Solutions to cement TPLI as leader in Insurtech solutions, resulting in:
 - Enhanced digital footprint
 - Improved risk management via customer profiling
 - Price optimization
- Launch a premium service tailored for A+ customers.
- Enhance task management, visibility, and coordination efficiency across all departments.

TPL Insurance

Company Updates

- Company has started working on the implementation of IFRS -17 solution
- PACRA rating maintained at **AA** as announced on 5th May 2024
- Treaty structure along with increased limits;
 - Fire from 1.26 bn to 2.4 bn
 - Engineering from 300mn to 900mn
- Company is investing on digitalization of business via different alliances with telco and banks

DIGITAL SALES & INITIATIVES' 24

YTD Sales Numbers

calculator

Make Your Own Product
201 Policies
PKR 5.9 million

Platinum Drive Telematics
Policies: 265 Policies
PKR 43.8 million

Partner: Jazz Cash
Motorway Insurance
39,670 Policies
PKR 5.6 million

Partner:
Smartbenefit
Product: Health
PKR 43.2 million

Digital Sales
Jan till Date:
PKR 112.07m



RECENTLY ON BOARDED PARTNERS



Super-Women:
Embedding with their packages for our health insurance (Women Shield).
1st week of Nov (Tentative)
Premium: PKR 1.5M / Month (Tentative)



InsureKar (Aggregator):
Signed the contract with InsureKar
Working on Travel & Auto Insurance packages
Premium: PKR 2M / month (Tentative)



OLX
Signing off the contract for advertising and exclusivity of products e.g Auto, bike, mobile.
Going Live



Jazz Mosafir
Travel insurance domestic and international – In process with contract



Mobile App downloads:
542.2K

Mobile monthly active users Aug'24:
23,448

DIGITAL INITIATIVES – in process



WhatsApp

Integration of WhatsApp to make the customers/consumers conversation smooth and easy for both inbound & outbound

- Masking SMS & short codes - **Live**
- WhatsApp Chatbot & Messages - **Live**



Salvage Auction Platform

In-house salvage auction digital platform has been completed – UAT changes



Conversational AI

A proof of concept for call service quality with a success ratio of over 95% conducted on TRG calls.

Requirements for AI based approval system for motor / health claim in process

TARGETING: Telco, Marketplaces & Aggregators B2B2C



Ufone/PTCL:

Mobile, Bike, Health & Auto insurance to 18K employees & clubbing our packages Nov 14th



Mobilink jazz:

- Mobile Insurance: setting up a call center 50 agents
- Domestic and International Travel & Shop Insurance



Nayapay:

- Mtag & Motorway Insurance
- Mobile & Bike insurance will be on NayaPay App
- Timeline 28th Nov



Swich & dukan:

- Shop Insurance & mobile insurance on their App
- Will be active by end of Dec

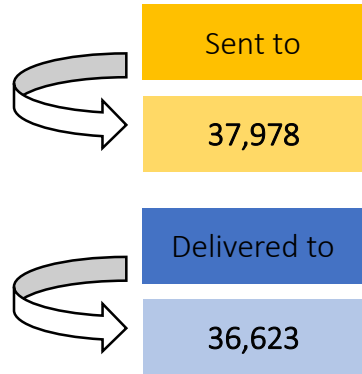


WebDoc

- Bike Insurance, Mobile and Travel Insurance.



Strategy - HUBSPOT – EMAILERS TESTING



DELIVERY

Successful deliveries **36,623 – 96.43%**

Bounce **1,335 – 3.57%**

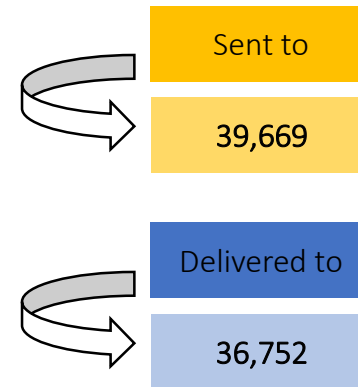
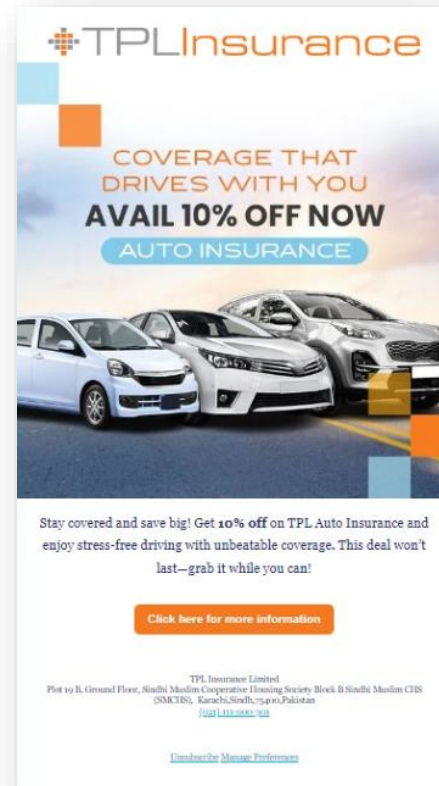
Unsubscribe **55 – 0.15%**

Spam report **8 – 0.02%**

Open rate **2.8%**

Click rate **0.12%**

Click through rate **4.39%**



DELIVERY

Successful deliveries **36,752 – 92.65%**

Bounce **2,917 – 7.35%**

Unsubscribe **111 – 0.3%**

Spam report **7 – 0.02%**

Open rate **5.75%**

Click rate **0.36%**

Click through rate **6.25%**



 TPPLife





Pakistan's 1st Life & Health InsurTech, Established in August 2016 & Takaful Operations commenced in 2018.

Life & Health InsurTech offering payment enabled insurance App with integrated Life & Health Tech Eco-systems & Usage Based Platforms



Innovative usage-based product offering targeted towards masses with payment via Mobile Talk Time

In-house tech capabilities supporting distribution, claims & health tech platform

5 millions plus retail lives insured in the last 7 years

Gross Premium PKR 337 Mn | Total Assets PKR 916 Mn | Paid Up Capital PKR 1.87 Bn

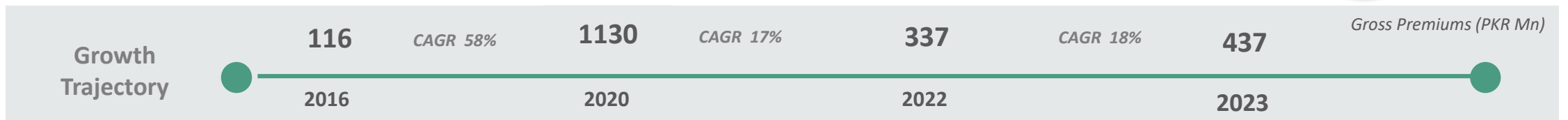
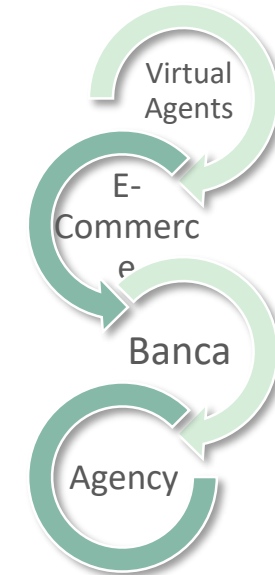
Key Partnerships



Reinsurance Partners



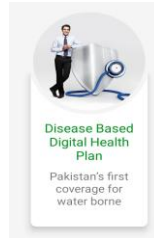
Future Growth Avenues





Epidemic & Pandemic Products

Pakistan's 1st Epidemic based digital products for mosquito & water borne illnesses



2017

2019

2020

AI Chat Bot & WhatsApp Based Online Purchase

Pakistan's only AI based Life Insurance Bot & Whatsapp environment facilitating purchase, claims and much more



Parental & Dental Insurance

Only insurance cover for parents from 50 to 90 years & Dental Cover for customers

2021



Muavin – Virtual Agent Platform

Virtual Agent Platform created to enable sales agents to sell insurance digitally

2022/23

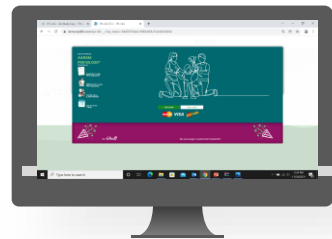
Scratch Cards

Pakistan's only scratch card based insurance product line for retail purchase via any brick & mortar partners



An InsurTech Web Journey

An E2E Digital Web journey offering access to instant & auto underwritten Life & health Products



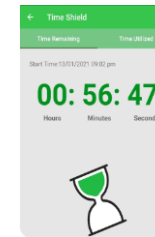
Tele-Health Platform

An E2E Digital Telehealth platform offering access to medical needs via Smart Phone & Mobile App



Usage Based Insurance

Pakistan's 1st usage based insurance platform enabling purchase from Mobile App and payment via mobile talk time



2024

Unit Linked Bancassurance/Banca Takaful

Started Business for Unit Linked BancaTakaful with Dubai Islamic Bank





Partner	Products	Channel	Updates	Premium Received (till June 30 th , 2024)
International Health Insurance (Gen Re)	International Health	Direct Sales (Agency)	Driving growth on the agency side with International Health Insurance product (Gen Re)	60+
Mobilink Microfinance Bank	Health	Micro	Scaled Bancassurance business with MMBL by successfully covering over 55,000 customers	60+
Faysal Bank (Piroirty Banking Scheme Cover)	Health	Embedded Scheme (FIG)	Extended Comprehensive Health Cover to 20,000+ FBL Priority Banking Customers	50+
Dubai Islamic Bank	Life	Banca	Introduced Unit-Linked products in the Bancassurance channel for the first time at TPL Life, driving rapid and substantial business growth	50+
WebDoc	Life + Health	Telco	NDA and Agency Agreement signed Product paper submitted by Webdoc to Jazz – Principle approval received on the benefits to be offered to Jazz’s customers Meeting to finalize commercials between TPL Life – Webdoc – Telco, is scheduled for 2 nd week of Dec 2024	TBD



	<i>Amount in PKR'000</i>		
	2023-24 Actual	2022-23 Actual	Variance
Premium revenue	482,430	432,827	11%
Premium ceded to reinsurers	(62,105)	(190,371)	-67%
Movement in insurance liabilities	(109,823)	(33,125)	232%
Net Premium Revenue	310,502	209,331	48%
Investment income - Others	70,824	60,367	17%
Other income	1,206	2,251	-46%
	72,030	62,618	15%
Net Income	382,532	271,949	41%
Insurance benefits	(76,178)	(40,474)	88%
Acquisition expenses	(88,478)	(75,162)	18%
Administrative Expenses	(476,105)	(356,024)	34%
Financial Charges	(14,766)	(7,603)	94%
Profit before tax	(272,994)	(207,315)	32%
Tax expense	(1,702)	(1,871)	-9%
Profit & loss after tax	(274,696)	(209,187)	31%
Earnings Per Share (EPS)	(1.22)	(1.05)	17%

- Gross premiums grew by 11%, driven by an 82% increase in the retail segment, while the corporate segment saw a 70% decline, reflecting the company's strategic shift towards retail business.
- Earned premiums also increased, primarily due to the growth in retail business, which is largely retained rather than ceded to reinsurers.
- Investment income rose as a result of higher interest rates compared to the previous year.
- Claims expenses increased in line with the expanding retail portfolio, which is mostly retained by the company.
- Acquisition costs rose due to the introduction of unit-linked products in the Takaful segment.
- Administrative expenses increased by Rs. 120m, driven by unbudgeted reverse merger costs of Rs. 66m and a bad debt provision of Rs. 40m. Additional increases were seen in repair and maintenance (Rs. 6m), vehicle running (Rs. 4m), and printing (Rs. 3m).
- Financial charges mainly relate to payroll financing through Abhi.

 TPLTrakker



TPL Trakker – Company Overview

Company Overview

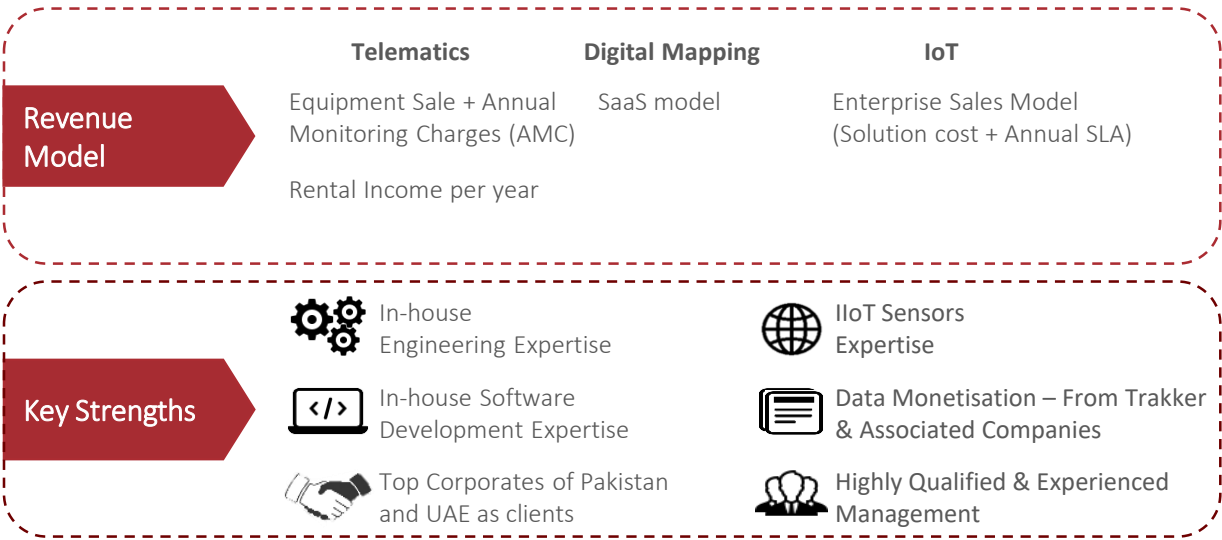
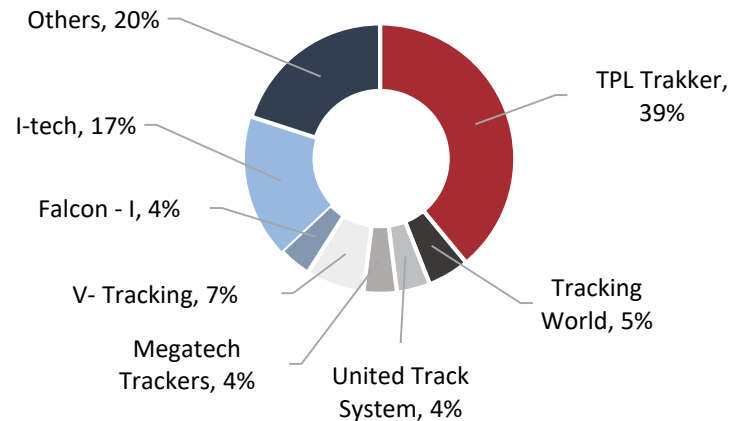
Market leader with more than 2 decades of deep expertise in Telematics, Digital Mapping and Location Services (LBS), and Industrial IoT solutions (IIOT)

- Only listed company in tracking business in Pakistan
- Largest installed base in Vehicle Tracking in Pakistan and growing IIOT portfolio
- Strong presence in UAE with platform to expand across GCC
- Licensed by the Survey of Pakistan, as the country's only licensed Digital mapping player and collecting, digitizing and mining geospatial data to offer LBS
- Sole licensee by FBR to track transshipment cargo across Pakistan

Leveraging our SaaS based holistic dashboards providing actionable intelligence and cost efficiencies for our clients as we simplify the complexities as they scale

Market Leader in the Telematics across Pakistan

Telematics Market Share



Key Business Highlights

1st Company in Pakistan selling location services and telematics digitally locally

Only local company to be commercially licensing digital mapping data in Pakistan

Largest and blue-chip customer base in Pakistan in Telematics & IIoT

Largest database of geo-coded address in Pakistan – over 6 million

Only Company tracking bonded cargo for Pakistan Customs

PACRA rating of A- and A2 with Stable outlook

Financial Performance Highlights FY 24

PKR'000

	FY 24	FY 23	Variance (%)	FY 24	FY 23	Variance (%)
	Standalone	Standalone		Consolidated	Consolidated	
Turnover	2,542,597	2,253,140	13%	3,214,505	2,784,560	15%
Operating Profit	602,606	339,817	77%	517,547	259,300	100%
Finance Cost	(515,041)	(535,751)	4%	(547,265)	(558,736)	2%
Profit / (Loss) after Taxation	135,024	(42,274)	419%	(104,238)	(229,033)	54%
Earnings per share (Rs)	0.72	(0.23)	413%	0.03	(0.86)	103%

Company Wise Revenue Performance	FY 24	FY 23	Variance (%)
TPL Trakker Limited	2,542,597	2,253,140	13%
Astra Location Services (MAPS)	248,882	160,543	55%
Trakker Middle East (TME)	430,708	390,953	10%
Gross Consolidated Revenue	3,222,187	2,804,636	15%
Net Consolidated Revenue after Elimination	3,214,505	2,784,560	15%

Note: Standalone Financials excludes Maps and TME

Consolidated Financials excludes inter-company transactions

Comments are for consolidated financials performance

Comments

- 15% Overall Revenue Growth, with significant growth of over 4x in IIOT.
- 2x improvement in Operating Results owing to improved GP margins.
- Decrease of 2% in Finance Cost due to reduction in KIBOR rate.
- Growth in revenue is contributed by both the Company and its subsidiaries.

Key Achievements

- ✓ Cost rationalization.
- ✓ Deals finalized for fleet tracking and analytics.
- ✓ Signed agreements for container tracking.
- ✓ Tenders for fuel management solution.
- ✓ E-Seal and MDVR Solution

Outlook on Key Levers for FY25

Key Challenges

- Supply Chain Disruptions
- Economic Pressures and High inflation
- Infrastructure Limitations
- Data Security Concerns
- Market Competition
- Regulatory Complexity

Operations and Cost Outlook

- **Integrated Process Automation:** Deploying unified platforms combining AI and IoT for seamless operations and cost reductions.
- **Continuous Improvement Framework:** Establishing a dedicated task force to identify and implement cost-saving initiatives across all departments.
- **Dynamic Supply Chain Optimization:** Adopting predictive analytics to anticipate demand and minimize excess inventory and associated costs.
- **Tech Synergy for Savings:** Partnering with leading tech providers to deploy scalable, cost-effective IT and connectivity solutions.
- **Cloud-First Strategy:** Migrating core services to the cloud for increased agility and significant long-term cost benefits.
- **Customer-Centric Product Development:** Aligning consumer-facing applications with feedback-driven priorities to enhance user adoption and minimize resource waste.

Solutions

- Introducing industry-specific **IoT applications for logistics, agriculture** and energy sectors, tailored for enhanced operational control.
- Rolling out **intelligent fuel tracking solutions** to optimize consumption and prevent pilferage, addressing rising fuel costs.
- Targeting corporate fleets with **AI-powered dashboards**, predictive maintenance and cost optimization tools.
- Offering scalable **telematics platforms with real-time data** analytics to meet diverse client needs in logistics, retail and manufacturing.
- Delivering **end-to-end visibility and control for high-value assets through IoT-enabled** tracking and condition monitoring, ensuring security and operational efficiency.
- Expanding market reach with advanced **smart home solutions** offering security, energy efficiency and seamless integration.

TME – Key Achievements



Continuing to build on the momentum across a blue-chip client base in UAE with strong potential for GCC expansion.

Telematics

- Deal closed with **General Contracting Companies** for an IVMS solution for a fleet of vehicles.
- New installations successfully completed for implementation of an IVMS solution for **car rental companies**.
- Pilot solution implemented for **Construction company** to provide a GPS based attendance system for labor staff.
- Deal in progress to provide an advanced IVMS solution with temperature monitoring for the fleet of **Food company** in UAE and Oman.

IIoT Solutions

- Demo units installed for our driver fatigue monitoring system on tower cranes for **Construction company**. Client in process of evaluating solution to be potentially implemented across 40 cranes.
- Demo testing in progress with **Bulk Transport company** for implementation of a fuel management system for their fleet.
- Deal closed with a **manufacturing company** for a driver fatigue monitoring solution for a fleet of 51 vehicles.
- Successfully closed a deal with a **technology company** for a fuel dispensing solution to monitor the intake and consumption of fuel.

Compliance

- Installations successfully completed for **Gargash** for a new fleet of vehicles.
- Deal closed with **Transport company** for installation of an IVMS system for their vehicles under SIRA premium.
- Vendor registration completed with a client to be able to install a government approved IVMS solution for applicable businesses in order to comply with Abu Dhabi regulations.

Gargash Transaction Status

- ✓ Gargash Group is one of the UAE's leading business enterprises. Established in 1918; today, the group host family of internationally renowned brands operating across four verticals: automotive, real estate, financial services and F&B. It is recognized for its global expertise and deep understanding of local markets, which has enabled the group to deliver integrated, innovative and competitive services.
- ✓ Trakker Middle East (TME) has entered in Strategic Partnership with Gargash Group and based on same Gargash group will be injecting fresh equity in the company for acquisition of 50.1% interest in TME.
- ✓ **Current Status** : Legal processes have been completed in November 2024. Equity injection is expected within Dec 2024.
- ✓ With the onboarding of Gargash Group, represent a significant milestone for TME Company as the same will not only accelerate TME company's **growth in Middle East but also provide an excellent platform to showcase our innovative IoT products to a broader audience.**

TPL
maps

FY24 saw Revenue increase 54% from 161m to 248m

Location Data

- **Location Data saw robust growth throughout the year**, driven by strong sales pipeline across verticals.
- **Strategic focus on delivering value in the last mile delivery value chain.** Geocode, Live Tracking, and Route Optimization remain our strongest performers.
- **Moved pricing model away from API hits towards custom pricing** based on client requirements; including order-based pricing, fixed fee pricing, and others.
- **Significant improvements to API algorithms** including Search, Third Party Integrations, Map Quality, and Data Layers, and Locate Me Widget; **reduced integration timelines**

Location Intelligence

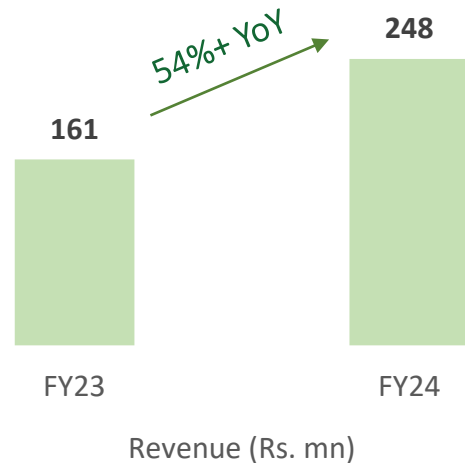
- **FY24 saw the launch of Location Intelligence**, Pakistan's leading GIS based analytics platform, resulting in strong revenue growth of the segment.
- **Onboarded several clients with focus on Banking**, Financial Services, Retail, Restaurants, and Marketing.
- **Pricing model is based on fixed monthly or annual license**; specific pricing dependent on client customizations and data requirements for platform.
- Data layers include Population, SEC Classification, Real Estate, Traffic Density, Mobility, Housing, and Businesses.

GIS as a Service

- **Surveying remains strong driver of Revenue** for TPL Maps, with clients such as Rayn Group and others for extensive surveying projects across Pakistan.
- Further growth in custom data purchase requirements in local market.
- Pricing model continues to remain fixed one off, cost-based pricing.

Continuing to build on the momentum across a blue-chip client base in UAE with strong potential for GCC expansion.

FY24 Revenue



Revenue by Quarter (Rs.)

Q1	75m
Q2	59m
Q3	36m
Q4	78m

- FY24 saw Revenue increase 54% from 161m to 248m. Growth driven by expansion across all three verticals.
- Launch of Location Intelligence has been strong driver of Revenue growth in FY24
- Quarterly Revenue experiences seasonality given mix of contract based one off pricing and monthly recurring licenses.

Location Data APIs

Route Optimization For Riders and Field Force	Live Tracking of Customers and Riders	Location Based Offers From Customer Location	Address Capturing Based on Customer Location
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Location Intelligence

Network Planning Data Visualization platform that helps Banks, Retail, and Restaurants optimize their branch networks.	Marketing Optimization Analytics platform that supports FMCGs and Advertisers in optimizing their customer reach and target areas.
--	--

GIS as a Service

Custom Surveying Custom field surveying, digitization, and data gathering requirements with S1 Licensed surveying team	Data Reports Custom data reports based on client requirements including businesses, footfall, population and more.
--	--


 TPL Properties





TPL Properties

Pioneer in institutionalizing Real Estate in Pakistan

2007-13

- Secured Foreign Currency Financing USD 20 Mn 
- CenterPoint Office Tower (2013) – 35,000 sq.m. across 28 floors

2014-16

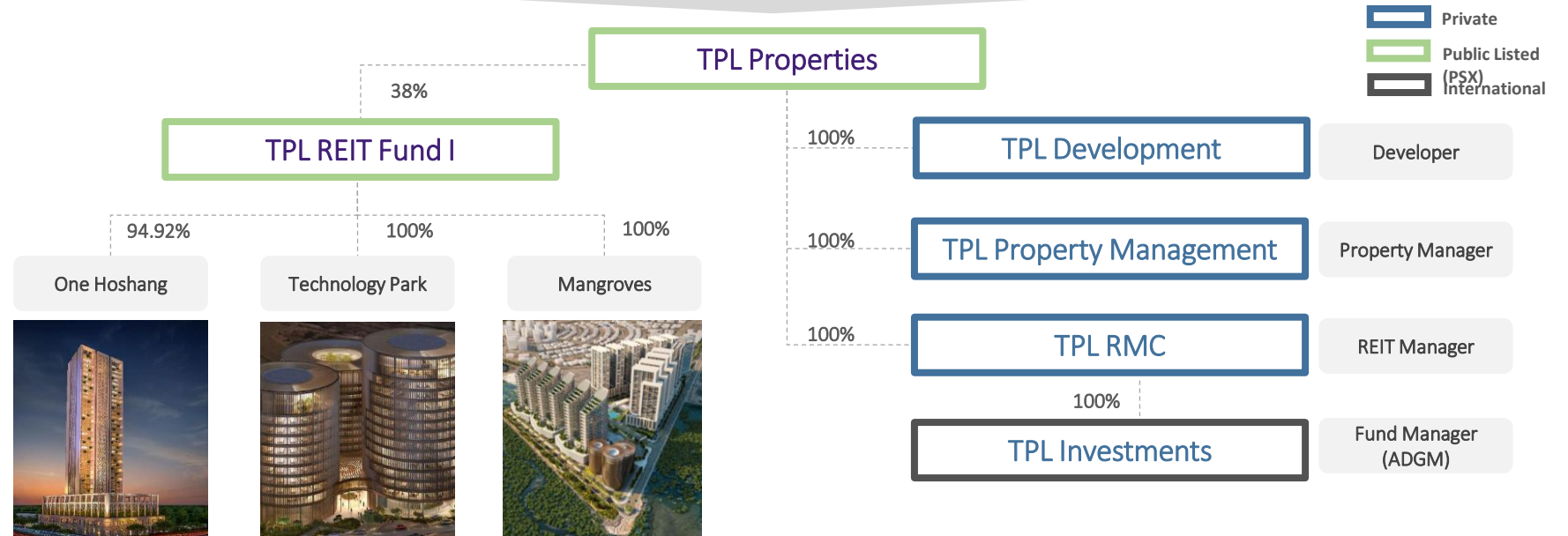
- 100% tenancy achieved
- OPIC (now DFC) facility prepaid
- Listed on Pakistan Stock Exchange 
- Pre-IPO placement 

2017-21

- Acquisition of One Hoshang land
- SECP Licensed REIT Management Company set up
- CenterPoint Tower– Sold to Bank Al-Habib for its Head office
- Acquired land for Technology Park + 40 Acres for mixed-use development (Mangrove)

2022-24

- Largest Pakistan equity offering: TPL REIT Fund I; AUMs of USD 100+ Mn
- Established an UAE (ADGM) licensed Fund Manager
- Shariah Compliant (KMI-30), Part of MSCI EM Small Caps Index
- IPO of TPL REIT Fund I
- In-progress, Hospitality Fund for Maldives and Data Center REIT for Pakistan

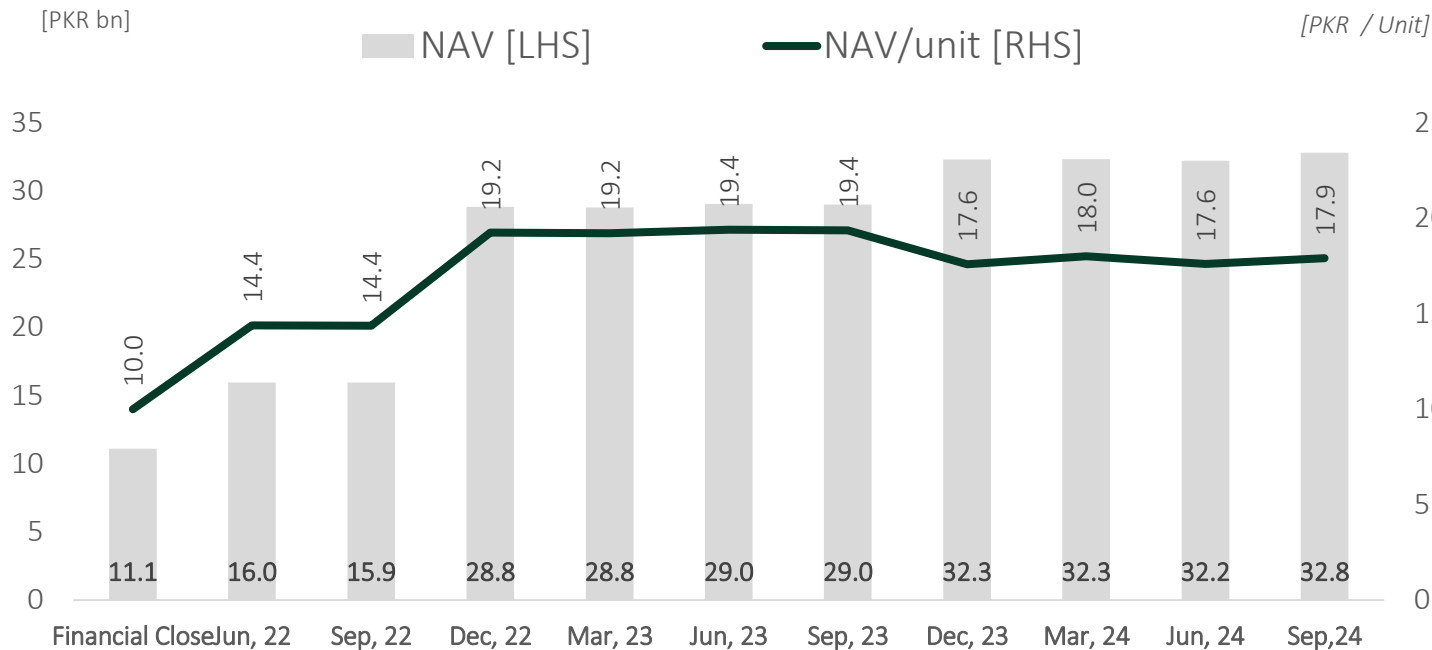


TPL REIT Fund I

Pakistan's first hybrid Development Impact REIT

Fund Name	TPL REIT Fund I
Domicile	Pakistan
Objective	Bring sustainable, integrated communities to Pakistan, decarbonizing cities, uplifting living standards and addressing the shortfall in commercial property, hospitality & housing due to rapid urbanization
Fund Manager	TPL REIT Management Co. Ltd.
Developer	TPL Developments (Pvt.) Ltd
Type of Fund	Shariah Compliant Hybrid REIT
Fund Life	Perpetual Close Ended
Fund Fees	Yearly Management Fee: 1.5% of NAV; Performance Fees: 15%
Dividend Payout	Annual – Planned Interim Dividend
Current Fund Size	PKR 32.8 bn
Target IRR	30%+ Net Investment IRR
Initial Fund Size	PKR 18.35 bn; fresh raise of PKR 11.25 bn
Listing	May, 2024 on PSX by way of 2.47% offer for sale by existing unit holders

Remarkable Fund Performance since inception



Development Assets 3	Total Assets PKR 32.8 bn	Fund Rating RFR3+	LTV 2.4%	Built-up Area 12 mn sq. ft. +	Investor Return 70%+
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First Close Investors



Initial Portfolio Projects



One Hoshang

Ultra luxury Residential asset built around a 130-year-old historical facade to preserve culture & heritage



Technology Park

Creating a Technology Free Zone, boosting the tech ecosystem, and boutique hotel for business travel



Mangrove

Mid-tier integrated community, includes residential, commercial, retail and hospitality spaces

One Hoshang

Pakistan's One-of-a-Kind Ultra Luxury Apartments

International Design Team

SQUIRE & PARTNERS

Architect & Design

1508 LONDON

Interior Designers

atelier ten

MEP

AESG

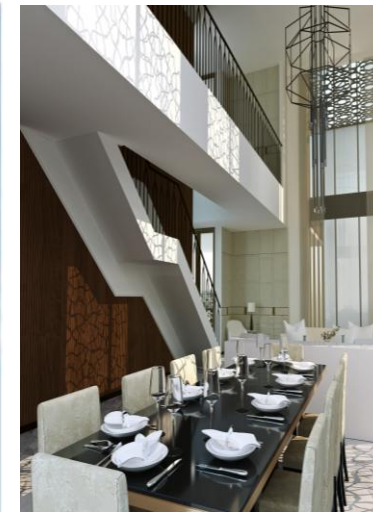
Façade Engineering

Pell Frischmann
excellence through innovation

Transportation



- **Height:** 435 ft
- **Floors:** 2B+G+5P+32+M
- Two Retail spaces on Ground floor
- One Apartment on each floor
- 16 Three Bed & 14 four bed Apartments
- One Distinct Penthouse
- Six floors designated for parking
- Dedicated floor for amenities.



One Hoshang

Preserving cultural Heritage



Key Project Highlights

1. Gold LEED certified climate resilient residential tower with all modern amenities including retail outlets, wellness center, event spaces & cinema.
2. Incorporating 130-year-old heritage façade of the site to be protected to preserve heritage and promote culture
3. Located in one of the most upscale localities in Karachi with proximity to Karachi's business and entertainment hubs at Civil Lines Quarters, Karachi
4. Museum developed with public access to outlay site's ancient remains
5. Project is in advanced development stage and provides early cash generation for the Fund (Project Completion and Dividend payout in FY 26).
6. The off plan sales of the Project has been launched



Technology Park

Strategy for the Project

- Initial plan was to develop a state-of-the-art Technology Park, accompanied by a 42-key business boutique hotel
- However, the strategy has been revised in consideration of the required investor returns. The plan is to exit through sale of the land parcel

Strategy

- Exit from the investment through selling of the land parcel owned by TPL Tech. Zone Phase 1 (Pvt.) Ltd ('Project SPV')
- After the sale, the Project SPV will be wound up
- Cash realization for Unit Holders - Net proceeds distributed to investors via redeeming of REIT units at the last reported NAV
- De-risk REIT Fund from any dilution in investor returns from delay in realization of return from the Project
- Exit has a positive impact on Investor IRR
- Project size (Built up area) less than 5% of the overall fund



Mangrove

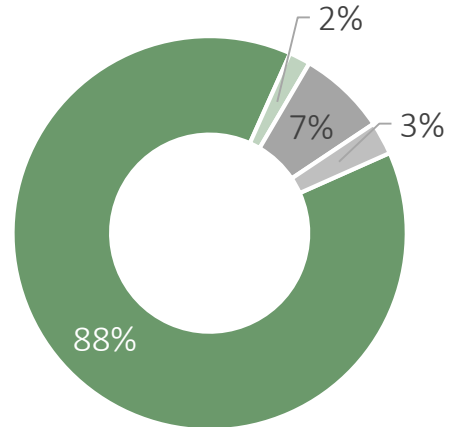
Master planned mixed use community development designed by International Design Consultant

Legend:

- Residential + Retail
- Office + Hotel + Retail
- Office + Retail
- Green Areas
- Public Building



Area Mix



- Residential
- Hotel
- Offices
- Retail

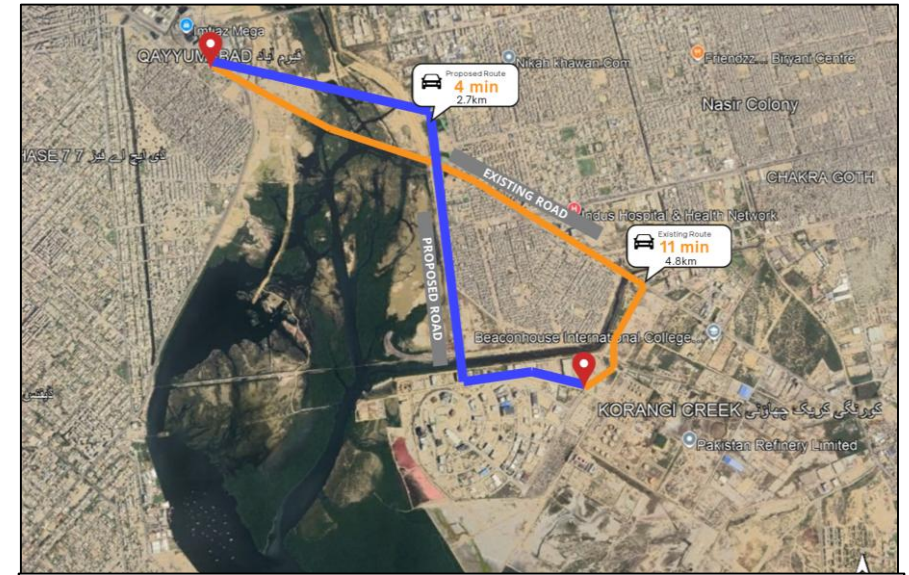


Mangrove

Decarbonizing Karachi by building sustainable communities

Key Project Highlights

1. Mid-rise **waterfront development** with multiple towers developed across 40 acres of commercial land featuring residential, commercial, retail & hospitality space.
2. Overall development consists of 20 towers with **built-up area of 12 mn + sq. ft.**
3. **LEED certified**, inclusive community to be built on concept of “commute less, live more”, reducing carbon footprint & promoting well being of residents
4. **Bio-diversity park** has been developed and integrated with surrounding ecological fabric to promote environmental protection and development; providing observation decks, walking trails, kayaking routes, and educational programs to highlight importance of Mangroves.
5. Development period for the first phase is estimated to be 3-4 years, while the total project will be developed in **approx. 10-11 years**
6. Status: **Master plan designed and approved**; Detailed building design on-going; Various NoCs related to height and utilities obtained; Sale site office under construction; Infra works at site to initiate in 3Q24 and **development works for first phase to initiate from 1Q25.**



Access Route 1 - Qayum Abad-KCIP Road



Access Route 3 – KCIP-DHA Bridge



Access Route 2 - Korangi Link Road

Mangrove

Karachi's First Biodiversity Park

Design Features



Learning Center

Constructed from reclaimed wood, it serves as a hub to provide visitors education and awareness regarding Mangroves.



Walkways & Boardwalks

These walkways provide a non-invasive means to traverse through the Mangroves and observe the foliage. Constructed from salvaged wood and anchored through eco-friendly means



Bird Watching Towers

These towers provide elevated viewpoints that allow visitors to observe and appreciate the diverse species inhabiting the mangrove ecosystem



Floating Jetty

A floating platform or jetty established within the park, specifically designed to accommodate activities such as canoeing and fishing

Developed Through Sustainable Means on International Guidelines

Minimize Environmental Impact

Minimal Infrastructure setup to preserve ecosystem

Carefully designed walkways to provide access to visitors without disturbing the environment

Demarcated areas for visitors' activities to preserve integrity of mangroves

Sustainable Materials

Biodegradable paper for signages

Reclaimed wood for structures sourced from Gadani shipbreaking yard

Ecofriendly nontoxic paint for all structures

Hospitality Fund

Partnering with an Ultra Luxury French operator to develop a Resort in Maldives

Overview

Location	Maldives, Kaafu Atoll
Domicile	Cayman LP Fund via UAE SPV
No. of Villas	<ul style="list-style-type: none"> 48 Villas (sizes ranging 1 to 6 bedrooms) 6 Private Island Villas for sale
Project Status	<ul style="list-style-type: none"> Master Plan completed & approved Concept Design (CD) complete EIA underway Launch of Villas in Q1 2025 Project Completion by Q4 2027
Project Size	USD 130 Million
Equity IRR	c. 25% USD

Advisory & Design Team



Exclusive Hospitality Brand:

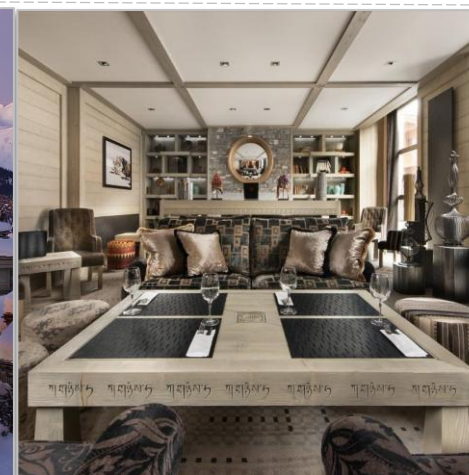


- Le K2 Collections is a niche ultra-luxury brand established by the Capezzone family in Courchevel, France
- Hospitality pioneers Suzanne and Philippe Capezzone built their first chalet in Courchevel nearly 20 years ago
- In 2020, Jean Moueix and Mariella Tiemann-Moueix, the family behind the famous Chateau Petrus, joined the Capezzone family as owners
- Le K2 Collections operates four luxury hotels 'Maisons' that share the same vocation: to place accommodation, service and gastronomy at the height of perfection
- Their clientele includes prominent UHNWI and celebrities from around the world

Development Partner: AB Lagoon

- Hospitality development arm of Akbar Brothers, one of the largest conglomerates in Sri Lanka with interests in Tea Exports, Power, Healthcare, Banking etc
- Operations in Zanzibar, Maldives & Sri Lanka under the Cocoon Collection of hotels

Year	Resort	Keys
2024	Bawe island Zanzibar	70
2023	Joy Island	150
2019	You & Me by Cocoon	110
2017	The Island Pongwe	6
2016	Cocoon Maldives	150
2015	Gold Zanzibar	76
2006	Aditya	16

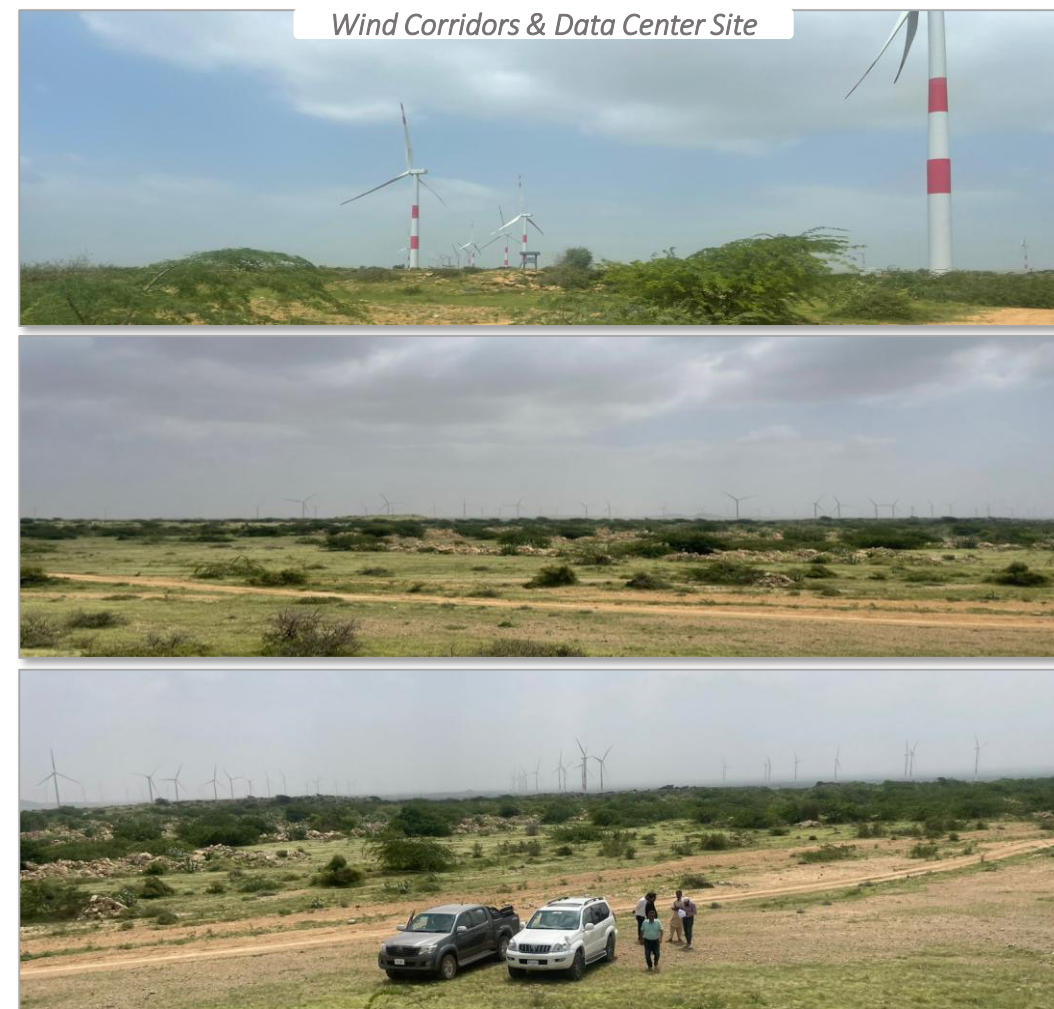


Data Center & Wind Corridor

4MW Green Data Center & 18MW Wind Captive Power Plant

- TPL is forming a consortium to build a 4MW Data Center in one of the wind corridors on the outskirts of Karachi.
- Currently engaged with relevant stakeholders (for the provision of the land and wind power) and PTCL (equity investor and/or a large customer).
- TPL has reached out to multilateral agencies including DFC, IFC, DEG and British International Investment, who have shown strong interest in the project.

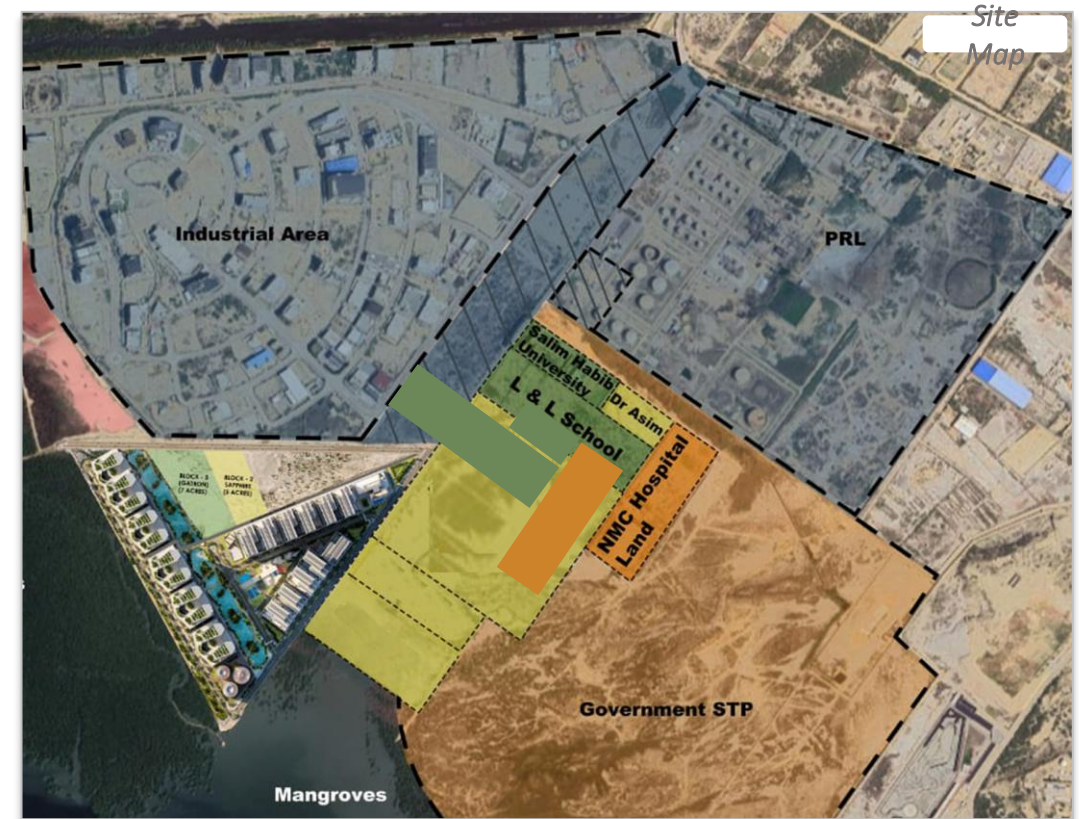
Energy 18 MW Wind + Grid Connectivity + Backup	Data Center 4 MW – 6 MW / 1,000 – 1,500 racks
Digital Infrastructure REIT	
Capex – New Data Center	USD Million
Wind - 18 MW (Captive)	19
New Data Center	41
Total	60



TPL REIT Fund II - Under Development

Development & Sale of Land Parcels adjacent to Mangroves Project

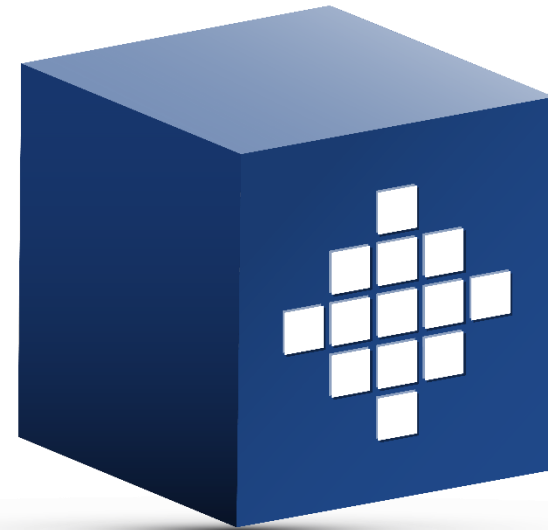
Details	
Fund Manager	TPL REIT Management Company Limited
Unit Issuance	Pro-rata basis of the total Land Value contribution
Type of Fund	Hybrid Development REIT
Fund Life	Perpetual (close-ended) / Limited 5-Year (close-ended)
Dividend Payout	Annual – 90% of Accounting Profit (excluding unrealized gains)
Planned listing	3 years from financial close



- TPL is planning to launch a new REIT Fund, comprising of land parcels adjacent to TPL REIT Fund I SPV - Mangroves. The value of these land parcels will also benefit from the adjacent development of the mangroves project. Thereby, significantly enhancing investor returns. Fund managers will oversee the project, ensuring alignment with market dynamics and regulatory compliance.



Consolidated Financial Statements



Consolidated performance of the Company for the period ended June 30, 2024

TPL Corp: Consolidated - Revenue Composition

Figures in PKR Million	FY24	FY23	Change	%
TPL Trakker	3,171	2,732	439	16%
TPL Insurance	3,154	3,094	60	2%
TPL Life (DSML)	403	225	178	79%
TPL Security Services	342	198	144	73%
Sub total – Excluding TPLP	7,070	6,249	821	13%
TPL Properties – Break up				
TPL RMC	630	1,052	(422)	-40%
TPL Developments	263	120	143	119%
TPL Property Management	25	25	-	-
Sub total – TPL Properties	918	1,197	(279)	-23%
TPL Properties (unrealized loss)	(3,085)	4,311	(7,369)	-172%
Grand Total TPL Properties	(2,167)	5,508	(7,675)	-139%
Grand Total TPL Corp	4,902	11,757	(6,855)	-58%

TPL Corp: Consolidated five year performance snapshot

Figures in PKR Million	2020	2021	2022	2023	2024
Turnover – net	4,968	5,362	11,622	11,757	4,902
Gross profit	1,168	1,092	7,589	7,318	(388)
EBITDA	674	1,151	5,690	4,168	(1,741)
Profit / (loss) after tax	(1,220)	(193)	4,394	1,188	(5,173)

TPL Corp – Consolidated Profit & Loss

For the Period Ended June 30 2024



Amount – PKR “000”	Actual	Actual	Variance	
	Jul - June-24	Jul - June-23	Amount	%
Turnover – net	4,902,191	11,756,590	(6,854,399)	-58%
Cost of sales and services	(5,240,212)	(4,437,771)	(802,441)	18%
Gross profit	(338,021)	7,318,819	(7,656,840)	-105%
Distribution expenses	(418,822)	(198,507)	(220,315)	111%
Administrative expenses	(3,350,748)	(3,954,909)	604,161	-15%
Operating loss	(4,107,591)	3,165,403	(7,272,994)	-230%
Other expenses	(350,748)	(263,228)	(87,520)	33%
Finance costs	(2,579,738)	(1,755,172)	(824,566)	47%
Other income	2,129,102	693,527	1,435,575	207%
(Less) / add: Share of PTF	(2,483)	(51,872)	49,389	-95%
Profit before taxation from continued operations	(4,911,111)	1,788,658	(6,699,769)	-375%
Taxation	(261,709)	(413,306)	151,597	-37%
Profit for the period from continued operations	(5,172,820)	1,375,352	(6,548,172)	-476%
Loss from discontinued operations	-	(186,725)		
Profit for the period	(5,172,820)	1,188,627	(6,361,447)	-535%
Other comprehensive loss for the period, net of tax	(15,728)	(99,857)	84,129	-84%
Total comprehensive profit for the period	(5,188,548)	1,088,770	(6,277,318)	-577%
Profit for the period attributable to:				
Owners of the Holding Company	(3,260,929)	(471,831)	(2,789,098)	591%
Non-controlling interest	(1,911,891)	1,660,458	(3,572,349)	-215%
Profit /(Loss) for the year	(5,172,820)	1,188,627	(6,361,447)	-535%
Earning per share – basic	(12.20)	(1.77)		

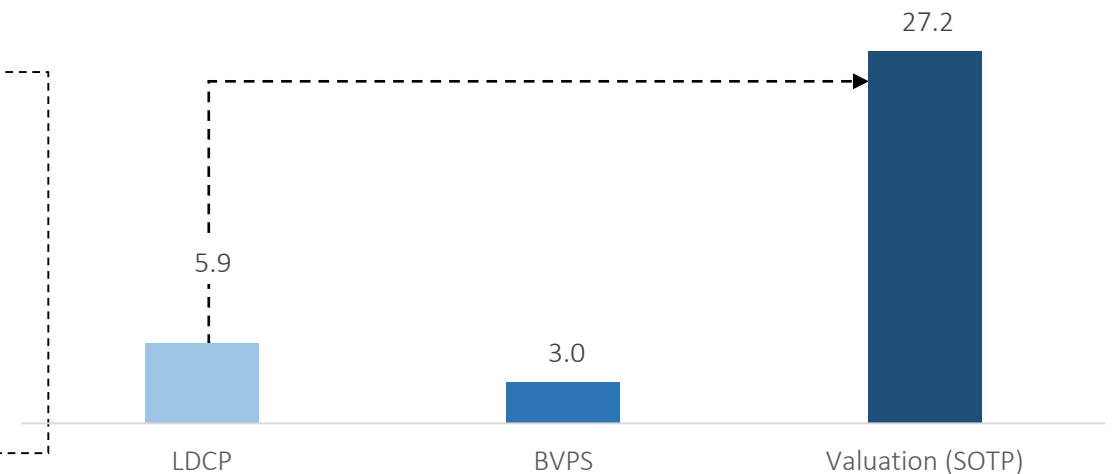


Trading at a steep discount to its estimated fair value

	Market Price	Outstanding Shares	Market Cap	TPLC Shares	TPLC Stake	TPLC - Sum of parts value	
	[PKR/Share]	[#]	[PKR Bn]	Percentage %	Percentage %	PKR Bn	PKR/TPL Share
Listed :							
TPL Properties	12.8	561,086,879	7.2	222,325,002	39.6%	2.8	10.6
TPL Trakker	10.7	187,263,093	2.0	120,442,588	64.3%	1.3	4.8
TPL Insurance	10.8	198,394,462	2.1	104,891,570	52.9%	1.1	4.2
TPL Life (Dar es Salaam)		224,500,000		211,496,000	94%	1.5	5.7
Unlisted:							
TPL e-Ventures					100%	0.4	1.3
TPL Security Services					100%	0.1	0.5
TPL Corp.						7.2	27.2

TPL Corp # shares 267,297,763
 LDCP date 16-Dec-24

TPL Corp. Valuation Summary



Valuation basis:

- TPL e-Ventures & Abhi valuation is based on recent funding rounds
- TPL Life Valuation is based on the swap ratio valuation conducted at PKR 7.22/sh. However as per LDCP (16Dec2024) the market price for TPLL(DSML) was PKR 48.25
- TPL Security Services Valuation is based on DCF Method



All information and potential valuation / forecast given in the presentation is based on the information available at the time of corporate briefing session and is subject to change without notice due to market forces and/or other factors not in the knowledge of or beyond the control of the Company, and accordingly neither Company nor any of its employees, executives, directors, sponsors, officers or advisors accept any responsibility for updating this report and therefore, it should not be assumed that the information contained herein is necessarily complete, accurate, reliable or up-to-date at any given time.



THANK YOU

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