



Corporate Briefing on Hub Power Company Limited

KARACHI: 18 June, 2014 – BMA Capital Management Limited, Pakistan’s premier financial services group hosted a corporate briefing on Hub Power Company Ltd (HUBC) on Tuesday 17th June 2014. Mr. Khalid Mansoor, CEO Hub Power Company Limited, talked about the issues facing the Power sector and discussed the future plans of HUBC.

Mr. Mansoor highlighted the impact of various measures taken by the government to resolve the circular debt that has stretched the balance sheets of the power sector companies for many years. He discussed the importance of setting up coal based power plants in Pakistan and said the returns on offer are highly attractive. Mr. Mansoor highlighted that his company is pursuing a 660 MW coal based power plant to capitalize on the coal opportunity. He also shed light on HUBC’s recent efficiency improvement project and said that these initiatives will create long term value for the shareholders. Hub Power Company Limited has always remained the investment of choice for investors. Its stable dividend stream, backed by US dollar linked revenues and a cost pass through business model makes it a low risk investment.

The briefing was attended by analysts, fund managers CIOs and CEOs of top Mutual Funds, Insurance Companies and equity divisions of Banks. Audience had a keen interest in the company’s future dividend payout policy in the backdrop of expansion plans and timeline of completion of the efficiency improvement projects

Concluding the overall briefing, Mr. Fawaz Valiaani, Executive Director and Chief Operating Officer at BMA Capital said, “such corporate briefings pave the way for Research Analysts and Investors to get deep insights on the management’s views and their strategies to cope with challenges faced by their businesses. It strengthens investors’ confidence due to the management’s willingness to come and discuss the issues on an open platform”.

Usman Zahid, Head of Research at BMA Capital added "BMA Capital aims to continue conducting such corporate briefings in the future in order to complement the trust and bondage of our existing and prospecting stakeholders. It is an honor for BMA Research Team to be able to host such knowledgeable gatherings. We thank you for the continued trust and support, and assure you of our ‘top-notch’ services and corporate best practices".

ABOUT BMA CAPITAL MANAGEMENT LIMITED: BMA Capital, is a Corporate Member of the Karachi Stock Exchange and is one of the leading securities brokerage, asset management & investment banking firms in Pakistan, established since 1992. The principal activities of BMA Capital include all aspects of the capital markets covering Equities, Fixed Income, Treasury (Money Markets & Foreign Exchange), Commodities, Asset Management, Corporate Finance & Advisory, Research, Investment Advisory and Financial Products distribution. We have successfully managed and completed transactions in excess of USD 12 Billion including some of the most pioneering and landmark transactions in the history of Pakistan. These include the US\$ 813 million GDR Offering of 10% stake in OGDCL on the London Stock Exchange in 2007, advising UAE's Etisalat on their successful acquisition of a 26% strategic stake in Pakistan Telecommunications Company Limited (PTCL) for US\$ 2.6 billion in 2005, the largest M&A transaction and foreign direct investment in Pakistan, advising the GOP on its US\$ 1.58 billion disinvestment of a 26% strategic stake in Kot Addu Thermal Power Plant (KAPCO) in 1996 and advising the GOP on the US\$ 898 million GDR issue of PTCL on the Luxembourg Stock Exchange in 1996. BMA Capital is the recipient of many awards & recognitions including the Best Investment Bank in 2010 by Euromoney, FT's The Banker "Deal of The Year" for Asia Pacific in 2009 & 2010 (2nd Prize), Asia Money Brokers Poll 2009 (Rank 3rd), Hedge Funds World Middle East 2009 nomination for "Best Hedge Fund Manager" to name a few. This is supported by a very strong and independent research capability, which is quoted regularly in both local and international media.