

AIL/PSX/23-24/Q2/FIN

November 10, 2023

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi.

Subject: **CORPORATE BRIEFING SESSION**

Dear Sir,

In compliance with PSX Notice No. PSX/N-654 dated May 23, 2019 for holding Mandatory Corporate Briefing Session (CBS) by Listed Companies, Agriauto Industries Limited ("the Company") is planning to hold its CBS on the basis of the Company's annual audited financial statements for the year ended June 30, 2023 through video link as per details given below:

Date: November 16, 2023

Day: Thursday

Time: 11:00 AM via video conferencing (Zoom)

Venue: Karachi

All members of the Company and Analysts are cordially invited to attend the session. Please note that your consent of attending the said session can be sent at **secretary@agriauto.com.pk** latest by November 14, 2023.

We will appreciate your assistance in disseminating this information to all concerned and information to TRE Certificate holders of the Exchange.

Yours sincerely,
For **Agriauto Industries Limited**



Shaharyar Ashraf Khan
Company Secretary



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Main Shara-e-Faisal, Karachi.
Tel : 92-21-34541540, 34541543
PABX : 34312030, Fax : 92-21-34549284

Factory :
Hub Chowki, Distt. Lasbella, Balochistan.
Tel : (92-0853) 364326, 363559
Fax : (92-0853) 363631
E-mail : info@agriauto.com.pk



Agriauto Industries Limited



CONTENT OF PRESENTATION

1 About Agriauto Industries Limited

2 Agriauto's Journey

3 Products at AIL and ASC

4 Market Overview

5 Sustainable Development Goals

5 Q & A Session

Agriauto Industries



Head Office



Agriauto Stamping

AIL

Factory Area: 70,000 Sq.m
Number of Employees: 698
Paid up Capital: 144 Million

100% Owned
Subsidiary

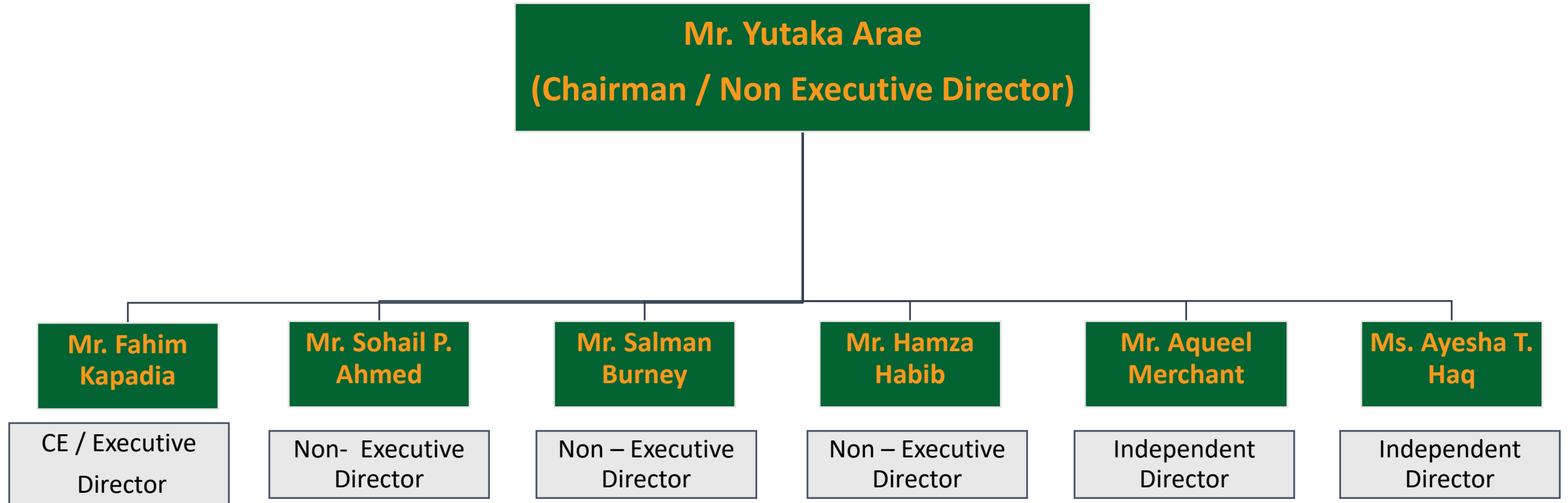
ASC

Factory Area: 24,650 Sq.m
Number of Employees: 281
Paid up Capital: 1,144 Million

Strengths

- 1 State of the art manufacturing facilities
- 2 Sole manufacturer of Shock Absorbers in Pakistan.
- 3 ISO & TS-16949 certified
- 4 Technical collaboration with world's leading auto parts companies
- 5 Strong Dealer Network

Board of Directors



T I M E L I N E

1981 Incorporated

Listed on Karachi Stock Exchange **1984**

1987 TAA With Gabriel Ride Control Inc, USA

Steering Box Manufacturing-Tractors **1989**

1994 TAA with KYB

ISO 9002 certification **2000**

2002 Start of Motorcycle Parts Manufacturing

ISO 9001:2000 certification
ISO/ TS 16949 certification **2005**

T I M E L I N E

2006 TAA with AISIN Japan – Door Hinges

Press Shop Commissioned - 2008

2008

2012 TAA with Ogihara Thailand for ASC – Stamping parts
TAA with Shiroki Japan for Window Regulator

TAA with Sannou Riken for Chrome Plating
improvement
High Tensile Sheet Metal Part Manufacturing from
ASC Started

2014

2015 TAA with KMS (KYB Motorcycle
Suspensions) for Yamaha Shocks



Formation of Agriauto
Stamping Company

SINCE 1981

T I M E L I N E

2016

- Establishment of Effluent Treatment Plant with Supply Contract of Kaiko Japan
- Fuel Tank Yamaha Motorcycle
- Fuel Tank Corolla

- Power Window Regulator for Corolla
- Catalytic Converter Corolla

2017

2020

- Establishment of E.D. Paint Plant
- Solar power plant

2022

2023

- Establishment of Auto-Chrome Plant
- Extension of Press Shop at Hub

And the journey continues....

Our Global Partners

Gabriel Ride Control Products Inc-USA
(Struts & Shock Absorber)

1987

Gabriel[®]



KYB Corp – Japan
(Struts & Shock Absorber)

1994

KYB



AISIN Corp. – Japan
(Door Hinges)

2006

AISIN
We Touch the Future



Ogihara (Thailand) Co. Ltd.
(Stamping Parts)

2012

Ogihara



AISIN Shiroki Corporation – Japan.
(Window Regulator)

2012

AISIN
AISIN SHIROKI CORPORATION



SANNOU RIKEN Co. Ltd.- Japan
(Chrome Plating)

2014

SANNOU RIKEN



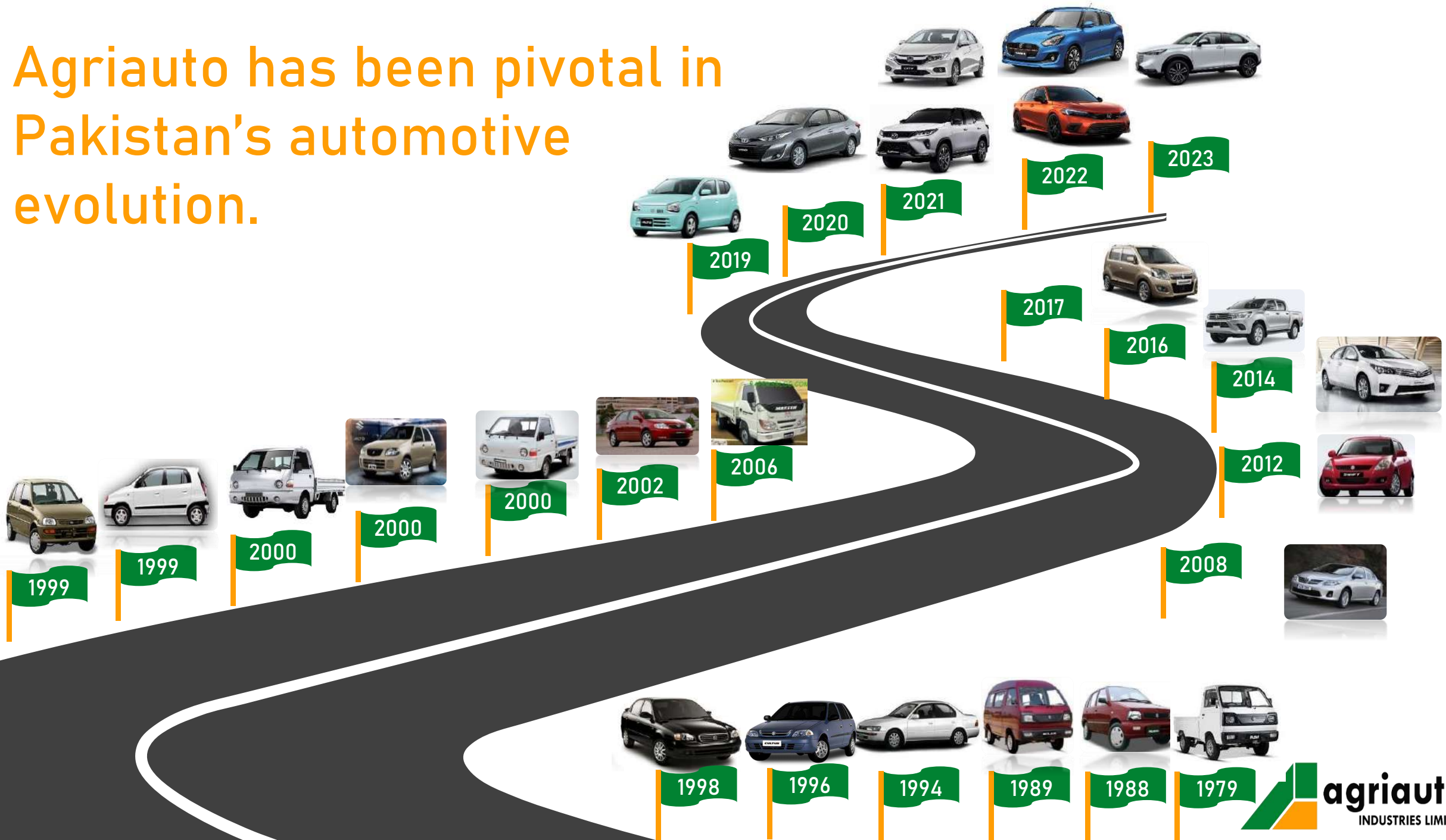
KYB Motorcycle Suspension (KMS) – Japan
(Yamaha Shocks)

2016

KYB



Agriauto has been pivotal in Pakistan's automotive evolution.





Plant Overview (AIL)

**Auto Chrome Plant – Hub Chowki*

Product Portfolio - AIL



Shocks & Struts



Window Regulator



Door Impact Beam (Corolla)



R/F Instrument Panel (Corolla)



Hood Hinges (Corolla)



Door Hinges (Corolla & IMV)



Steering Box



Camshaft

4 Wheelers



Stamping
Parts



2 Wheelers

Tractor

ALL is always relevant!

Shock Absorbers Supplied in Aftermarket by AGIL



Dealer Network



Our dealer in Karachi services all of Sindh and Parts of Baluchistan

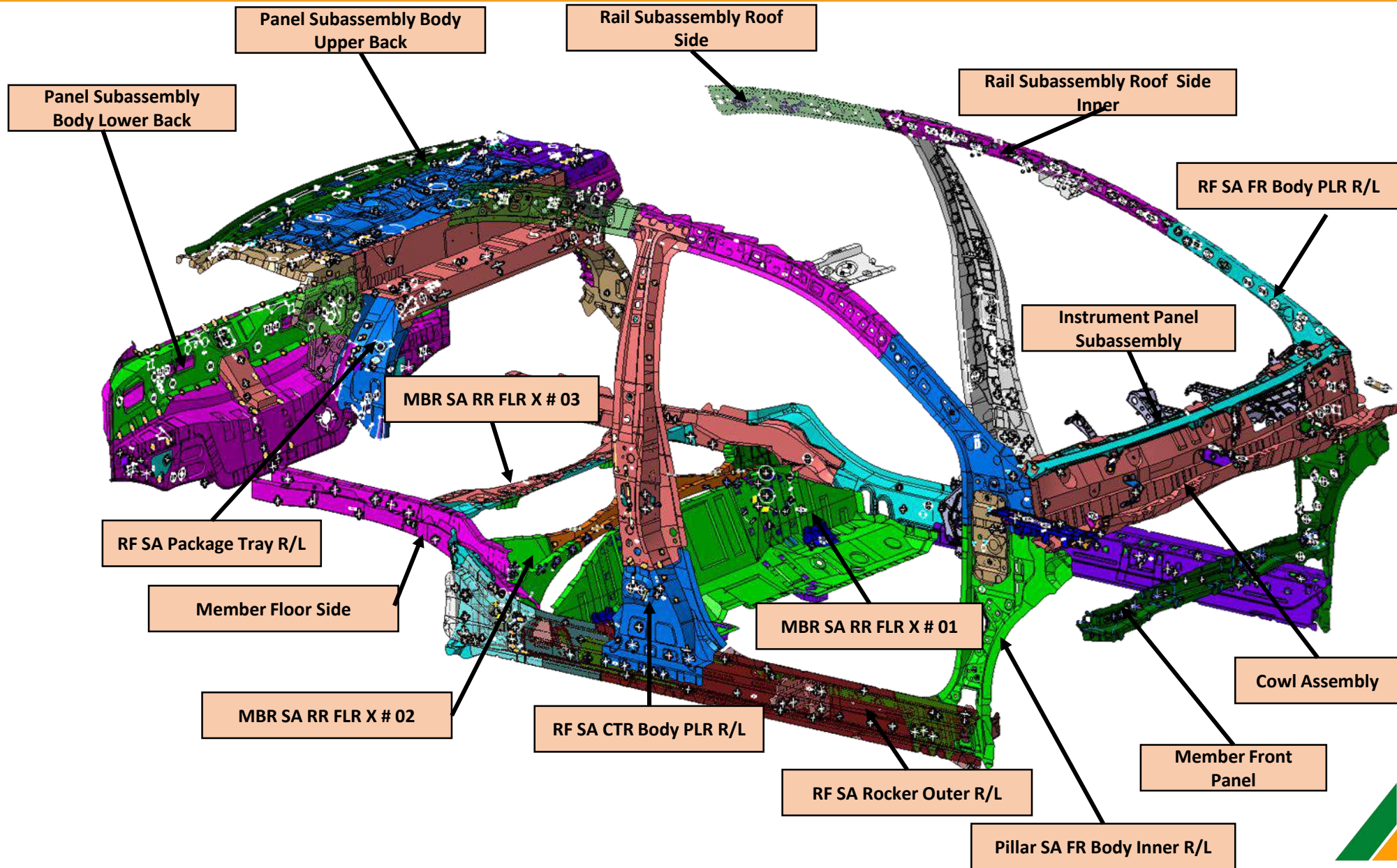


Our dealer in Lahore services all of Punjab and Northern regions of Pakistan.



**Plant
Overview
(ASC)**

Product Portfolio - ASC



Product Portfolio – ASC



Catalytic Converters



Fuel Tank Passenger
Car

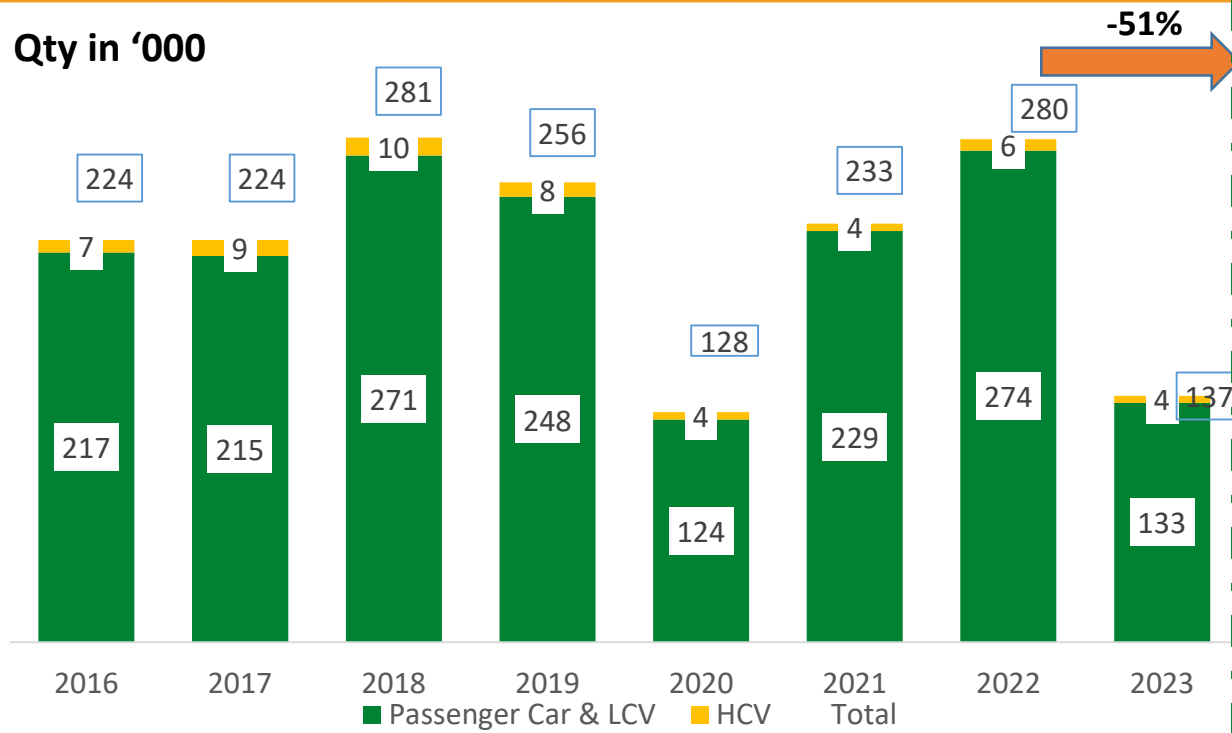


Fuel Tank Motorcycle

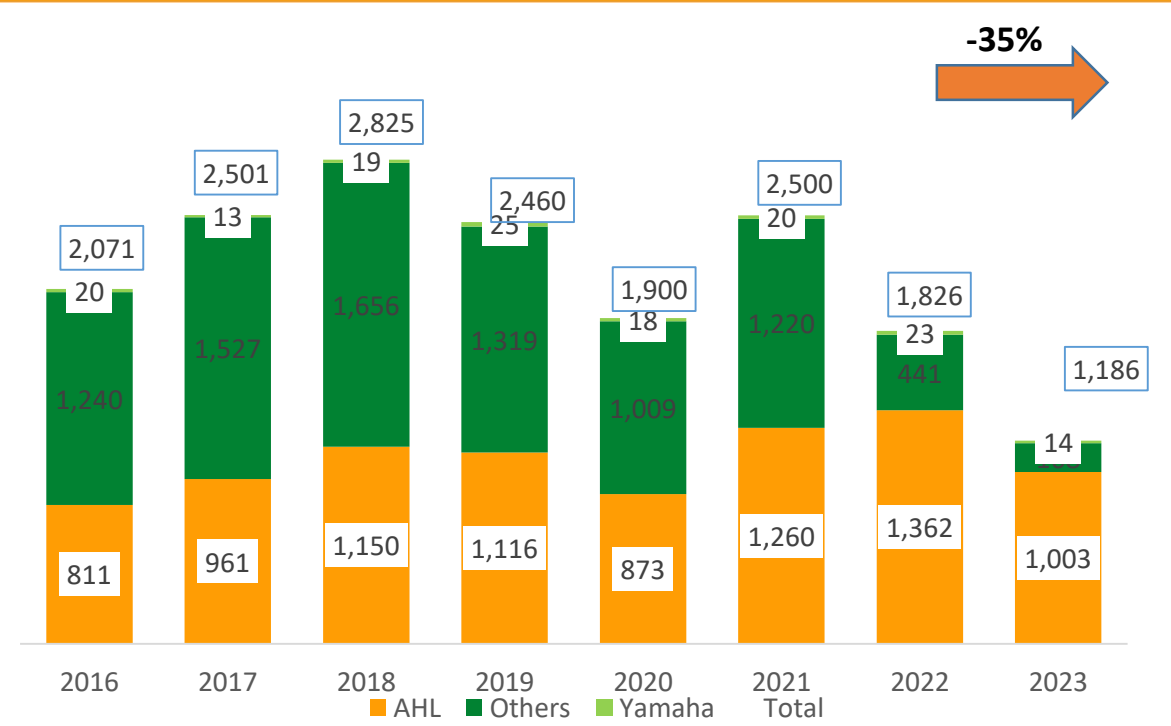


Market Overview

Market Overview Passenger Vehicle & Motorcycle



Passenger Cars

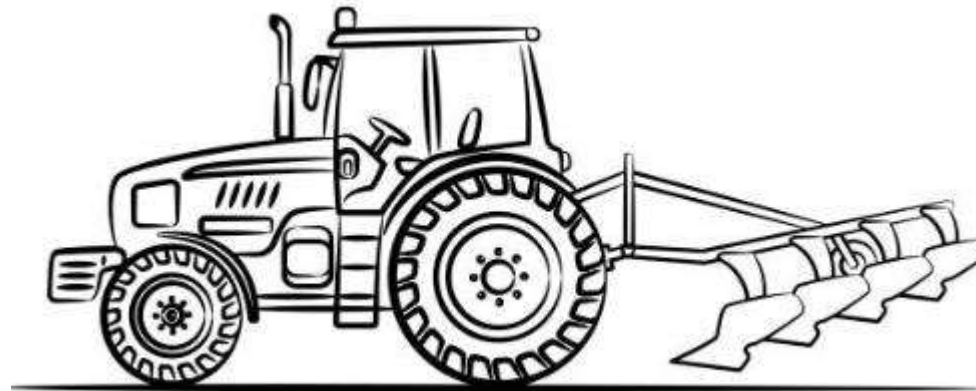
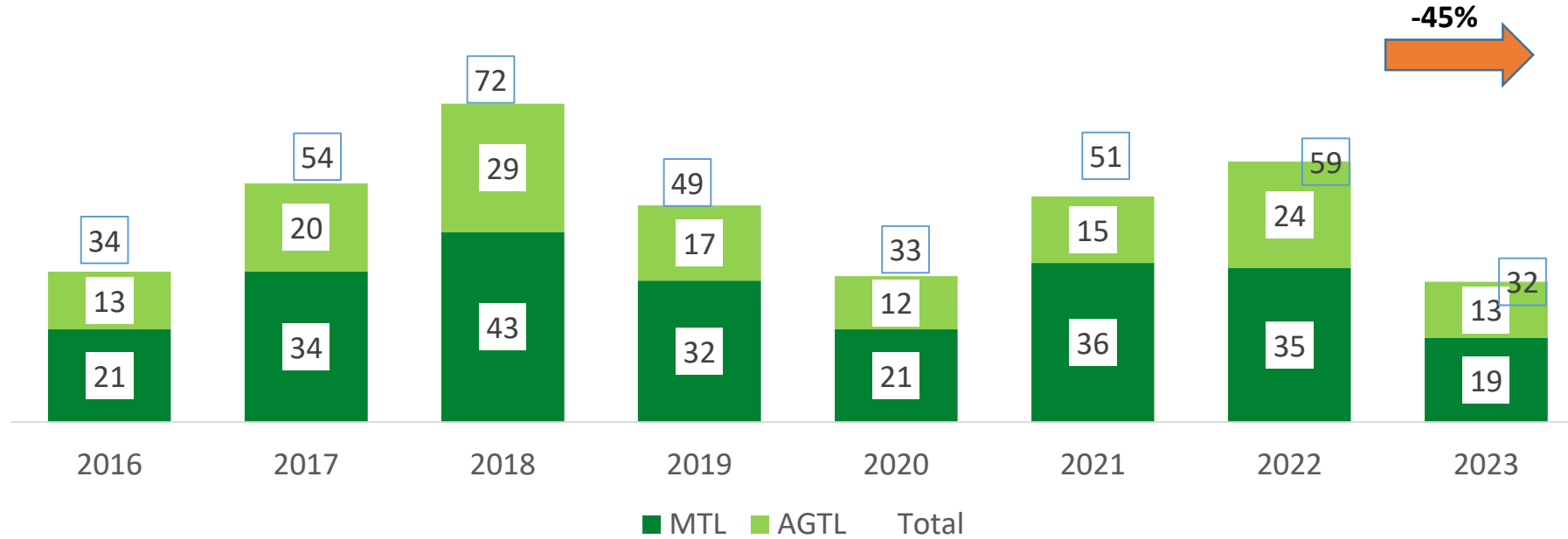


Motorcycles

Source: PAMA

Market Overview - Tractors

Qty in '000



Source: PAMA



Your
Company is
Responsible!

Serving Communities in Two Provinces

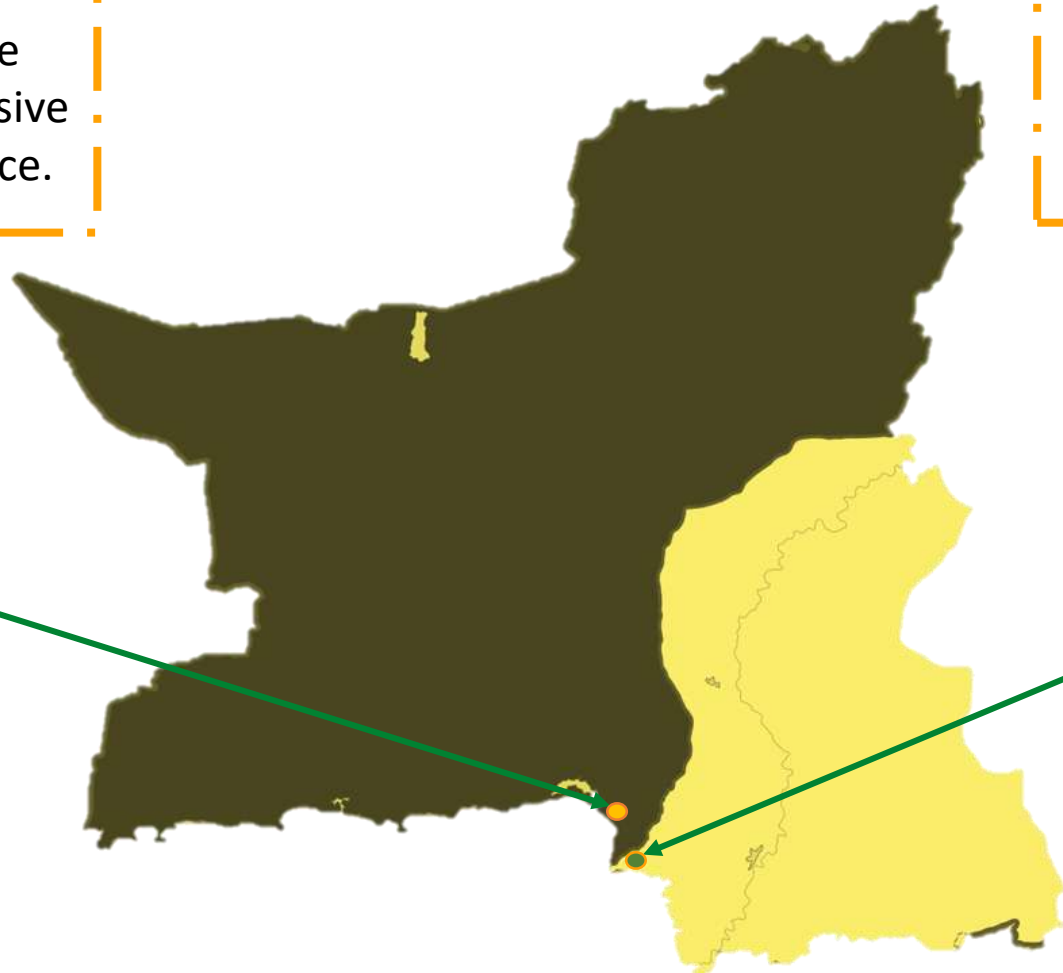


All our employees are covered by comprehensive health and life insurance.

We provide education support through Education Assistance Policy.

Agriauto Industries Limited – Hub – Baluchistan Employees 698 People and effects families of the same

Agriauto Stamping Company Pvt Ltd – Port Qasim - Sindh Employees 281 People and effects families of the same



Encouraging Gender Inclusivity in the Workplace

10 REDUCED INEQUALITIES



5 GENDER EQUALITY



SUSTAINABLE DEVELOPMENT GOALS



Our Commitment towards Sustainability!



Effluent Treatment Plant



Our Commitment towards Sustainability!

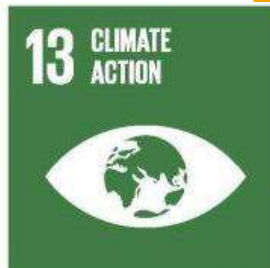


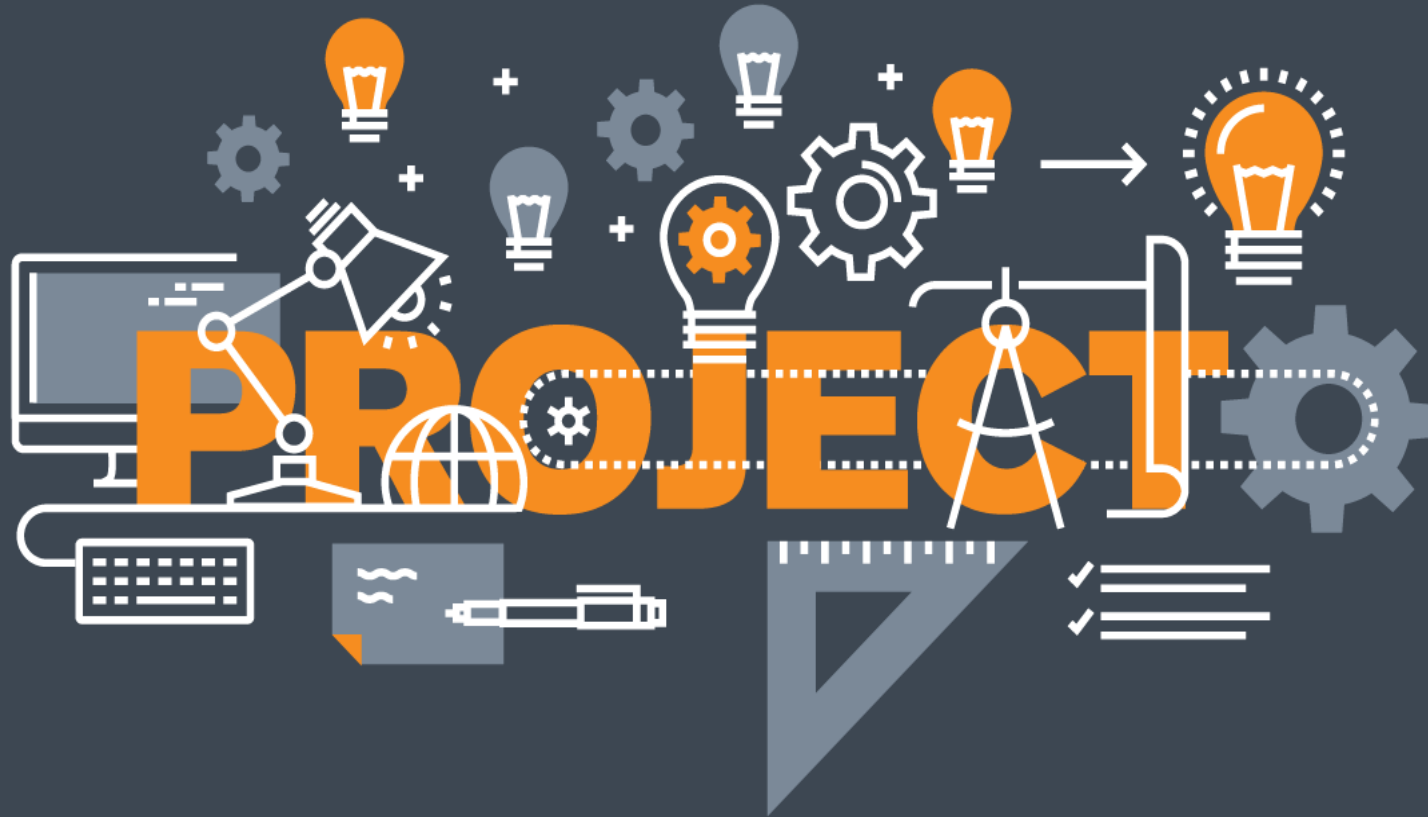
1 MW Solar Plant at AIL



1 MW Solar Plant at ASC

Net Metering is Now Live





**Projects:
Completed +
New**

Significant Project Completions



ASC



AIL

Solar Power Plant Installations

Net
Metering
is Now
Live

Solar Generation project successfully completed 2MWh. This project would offset around 31,500 tons of greenhouse gases annually, which is equivalent to planting 741,100 trees.

New Initiatives/Developments



As part of the vision to strengthen our core competency, the Company is investing to Automate Hard Chrome Plating Facility. This facility will not only improve the product quality and process efficiency but will also enable the Company to comply with health and safety regulations.

Investment Amount: Rs. 356 Mn

Auto-chrome Plant - AIL

New Initiatives/Developments



AIL

Press Shops Extension AIL

During the year, Agriauto Industry's Press shop is being expanded with 9 additional presses of 110-250 tons
Investment Amount: Rs. 441Mn

New Initiatives/Developments



Two New 1000 Ton and 800 Ton presses are being added along with an additional Welding Gantry. This will enhance ASC's production capability to two full tandem lines of four presses each. This expansion will enhance capacity as well as efficiency of the facility to accommodate further future business.

Investment Amount: Rs.1041 Mn

Agriauto Stamping Company Pvt Ltd. – Press Shop & Weld Gantry Expansion



MAP 38th Corporate Excellence Award – Runner-Up



Financial Results

Financial Performance FY22-23 (Standalone)

	Note	2023 ————(Rupees in '000)————	2022
Turnover – net	25	5,336,118	8,957,545
Cost of sales	26	(5,117,299)	(7,939,389)
Gross profit		218,819	1,018,156
Distribution costs	27	(94,984)	(133,631)
Administrative expenses	28	(242,084)	(241,618)
		(337,068)	(375,249)
Operating (loss) / profit		(118,249)	642,907
Other expenses	29	(98,768)	(163,320)
Other income	30	261,581	31,843
Finance costs	31	(77,168)	(53,002)
		85,645	(184,479)
(Loss) / Profit before taxation		(32,604)	458,428
Taxation	32	(11,679)	(154,419)
Net (loss) / profit for the year		(44,283)	304,009
	33		Restated
(Loss) / earnings per share – basic and diluted		(1.23)	8.44

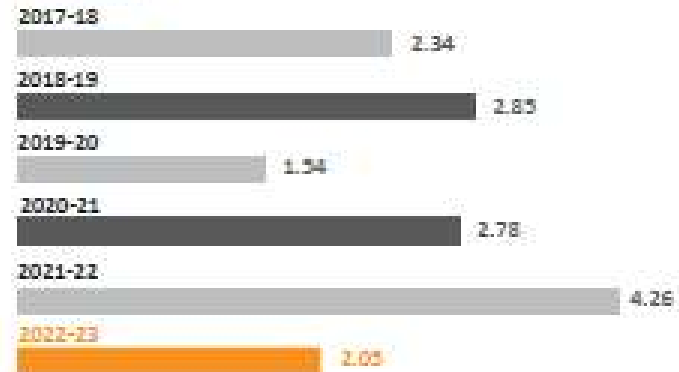
Financial Performance FY22-23 (Consolidated)

	Note	2023 —(Rupees in '000)—	2022
Turnover – net	24	8,314,517	15,397,684
Cost of sales	25	(7,772,333)	(13,466,691)
Gross profit		542,184	1,930,993
Distribution costs	26	(106,078)	(147,689)
Administrative expenses	27	(345,031)	(324,892)
		(451,109)	(472,581)
Operating profit		91,075	1,458,412
Other expenses	28	(168,604)	(306,320)
Other income	29	73,296	54,032
Finance costs	30	(122,075)	(101,489)
		(217,383)	(353,777)
(Loss) / Profit before taxation		(126,308)	1,104,635
Taxation	31	(46,972)	(367,814)
Net (loss) / profit for the year		(173,280)	736,821
			Restated
(Loss) / earnings per share – basic and diluted	32	(4.81)	20.47

Performance Over the Years Consolidated

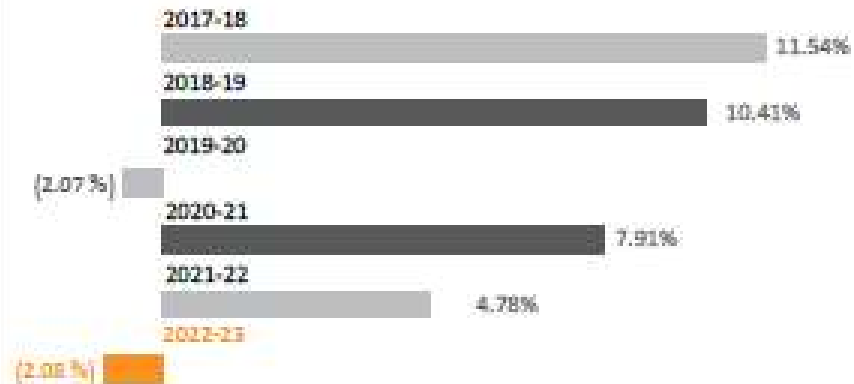
Contribution to National Exchequer

(PKR billion)



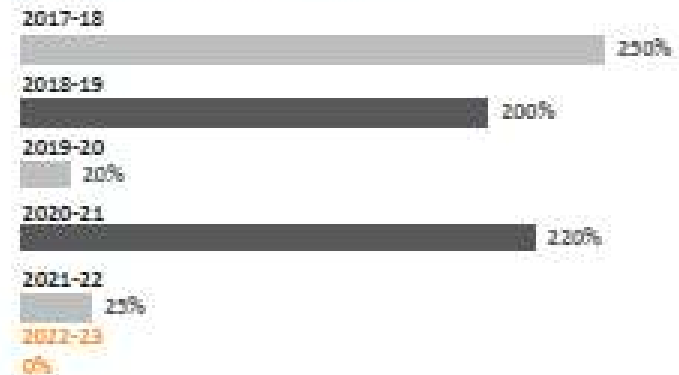
Profit After Tax (PAT) Margin

%



Dividend / Bonus Issue

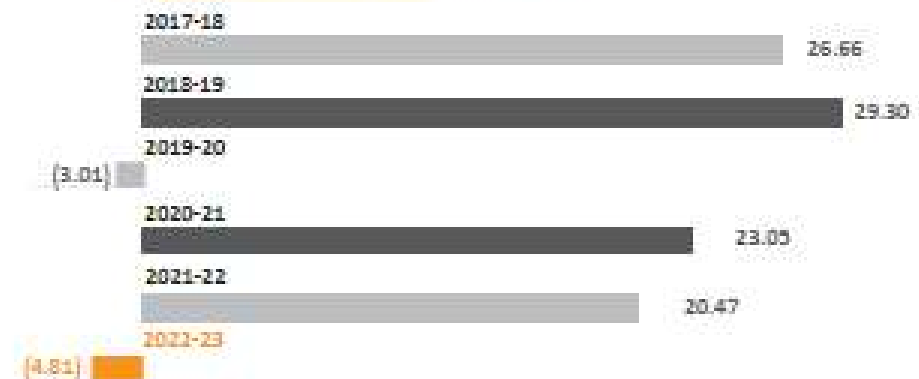
%



Earnings Per Share (EPS)*

(PKR)

*revised due to bonus issue



Financial Performance Q1 FY24(Standalone)

	Note	Quarter ended	
		September 30, 2023	September 30, 2022
		----- (Rupees in '000) -----	
Turnover – net		1,227,080	1,366,354
Cost of sales		(1,123,227)	(1,242,474)
Gross profit		103,853	123,880
Distribution costs		(28,311)	(28,286)
Administrative expenses		(63,493)	(65,454)
		(91,804)	(93,740)
Operating profit		12,049	30,140
Other expenses	15	(9,594)	(73,184)
Other income	16	10,010	116,610
Finance costs		(3,172)	(46,717)
		(2,756)	(3,291)
Profit before taxation		9,293	26,849
Taxation			
- Current		(15,373)	(17,124)
- Prior		(100)	(370)
- Deferred		(2,122)	26,471
		(17,595)	8,977
(Loss) / Profit after taxation		(8,302)	35,826
		----- (Rupees) -----	
(Loss) / Earnings per share - basic and diluted		(0.23)	1.00

Financial Performance Q1 FY24 (Consolidated)

	Note	Quarter ended	
		September 30, 2023	September 30, 2022
		----- (Rupees in '000) -----	
Turnover – net		1,753,483	2,187,049
Cost of sales		(1,578,678)	(1,965,478)
Gross profit		174,805	221,571
Distribution costs		(31,986)	(30,499)
Administrative expenses		(92,910)	(99,726)
		(124,896)	(130,225)
Operating profit		49,909	91,346
Other expenses	16	(21,426)	(116,895)
Other income		20,207	26,849
Finance costs		(19,560)	(70,385)
		(20,779)	(160,431)
Profit / (Loss) before taxation		29,130	(69,085)
Taxation			
- Current		(23,311)	(27,383)
- Prior		77	(370)
- Deferred		124	11,378
		(23,110)	(16,375)
Profit / (Loss) after taxation		6,020	(85,460)
		----- (Rupees) -----	
Earnings / (Loss) per share - basic and diluted		0.17	(2.37)



Thankyou