

SAZGAR ENGINEERING WORKS LIMITED

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

Ref/Sgl/24-05/6084
May 21, 2024

Subject: PRESENTATION OF CORPORATE BRIEFING SESSION (CBS)

Dear Sir,


This is with reference to the Corporate Briefing Session (CBS) scheduled to be held on May 22, 2024 at 11:00 hours as notified by the Company.

We are enclosing herewith presentation of the Corporate Briefing Session for review and information of the investor and analysts. This presentation is also available on Company's website www.sazgarautos.com.

You may please inform the market participants / TRE Certificate Holders of the Exchange accordingly.

Thanking you.

Yours truly,
For Sazgar Engineering Works Limited,


Arshad Mahmood
(Company Secretary)

Encls. As above.

Registered Office: 88-Ali Town, Thokar Niaz Baig, Raiwind Road, Lahore. Pakistan ☎ +92-42-35291573-74, 35297861-62
☎ +92-42-35297863 ✉ sazgar@brain.net.pk, info@sazgarautos.com 🌐 www.sazgarautos.com

Car Plant: Maghrabi Tanki-1 Link Road, Near Ijtamah Chowk, Sunder-Raiwind Road, Raiwind, Lahore. Pakistan
UAN: 3444-SAZGAR (729-427) ☎ +92-42-35398671-74 ☎ +92-42-35398676

Three Wheeler Plant: 18-KM, Raiwind Road, Lahore. Pakistan ☎ +92-42-35330300-2 ☎ +92-42-35330329



SAZGAR ENGINEERING WORKS LIMITED

CORPORATE BRIEFING

**ON THE BASIS OF
QUARTERLY FINANCIAL STATEMENTS FOR THE PERIOD ENDED
MARCH 31, 2024**

May 22, 2024

11:00 AM



SAZGAR ENGINEERING WORKS LIMITED

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SAZGAR ENGINEERING WORKS LIMITED

COMPANY OVERVIEW

- Incorporated on September 21, 1991 as a private limited company.
- Converted into a public limited company on November 21, 1994.
- Listed on the Stock Exchanges of Pakistan in September 1996.
- Face value of Company's share is PKR 10/-.
- Dealership network across the country consists of:
 - 50+ dealers of three-wheeler
 - 16 dealers of four-wheeler
- The authorized share capital of the Company is PKR 1,000,000,000/-.
- The share is traded under the symbol of SAZEW.
- The market price of Company's share was 388.81 PKR as on March 31, 2024.
- Currently 1,338 employees are on the payroll.



SAZGAR ENGINEERING WORKS LIMITED

COMPANY OVERVIEW

Registered office:

- 88- Ali Town, Thokar Niaz Baig, Raiwind Road, Lahore.

Manufacturing facilities:

- Unit – 1 - Located at 18 K.M Raiwind Road, Lahore.
- Unit – 2 - Located at Magrabi Tanki-1 Link Road, Near Ijtamah Chowk, Sundar-Raiwind Road, Raiwind, Lahore.



SAZGAR ENGINEERING WORKS LIMITED

BOARD OF DIRECTORS

Mrs. Saira Asad Hameed

- Chairperson of Board
- Non-Executive Director

Mr. Mian Asad Hameed

- Chief Executive
- Chairman of Nomination Committee
- Member of Human Resource & Remuneration Committee

Mr. Saeed Iqbal Khan

- Chief Operating Officer – Three Wheeler & Automotive Parts Division
- Member of Nomination Committee

Mr. Mian Muhammad Ali Hameed

- Chief Operating Officer – Car Division
- Member of Risk Management Committee

Mr. Humza Amjad Wazir

- Non-Executive Director
- Member of Human Resource & Remuneration Committee
- Member of Nomination Committee

Mrs. Sana Suleyman

- Non-Executive Director
- Member of Audit Committee

Mr. Taha Mahmood

- Independent Director
- Chairman of Human Resource & Remuneration Committee
- Member of Risk Management Committee
- Member of Audit Committee

Mr. Umair Ejaz

- Independent Director
- Chairman of Audit Committee
- Chairman of Risk Management Committee
- Member of Human Resource & Remuneration Committee

Mr. Muhammad Omer Saeed

- Independent Director



SAZGAR ENGINEERING WORKS LIMITED

SCOPE OF BUSINESS

- Manufacturing of Four Wheeler Vehicles.
- Manufacturing of Three Wheeler Vehicles.
- Manufacturing of Automotive Parts – Tractor Wheel Rims.
- Import and sale of Home Appliances.



SAZGAR ENGINEERING WORKS LIMITED

STRATEGIC AND OPERATIONAL DEVELOPMENTS

- Grant of first registration license in Punjab for Electric Auto Rickshaw (EV).
- Introduction of new imported CBU models “ORA” and “Tank 500 HEV”.
- Introduction of locally manufactured new CKD model of Haval Jolion HEV.



SAZGAR ENGINEERING WORKS LIMITED

FINANCIAL PERFORMANCE

PARTICULARS	June 30, 2019	June 30, 2020	June 30, 2021	June 30, 2022	June 30, 2023	Jan-Mar 2024	July-Mar 2024
	AMOUNT IN Rs.						
Turnover	3,218,523,838	2,891,754,502	4,033,601,008	10,274,217,196	18,174,296,868	20,054,387,832	34,584,722,793
Gross profits	330,722,331	293,014,141	366,723,669	892,945,180	2,549,476,211	5,810,684,784	8,928,866,614
Net Profits after Tax	81,997,158	27,633,547	75,795,322	117,839,528	995,076,624	3,034,088,048	4,448,419,014



SAZGAR ENGINEERING WORKS LIMITED

FINANCIAL PERFORMANCE

	AS AT					
PARTICULARS	June 30, 2019	June 30, 2020	June 30, 2021	June 30, 2022	June 30, 2023	March 31, 2024
	AMOUNT IN Rs.					
Property, Plant & Equipment	998,187,948	1,318,409,750	1,844,803,734	2,640,534,747	2,861,486,140	4,311,380,071
Long Term Loans	370,637,154	459,315,412	540,290,511	805,897,499	737,599,119	817,832,311
Equity	1,044,707,247	1,768,959,112	1,839,851,775	1,953,959,197	2,915,048,062	7,121,683,220
Net Increase / (Decrease) in Cash and Cash Equivalents	(29,357,442)	442,851,694	(433,841,963)	158,065,387	855,762,606	6,959,519,020



SAZGAR ENGINEERING WORKS LIMITED

FINANCIAL INFORMATION - KEY RATIOS

PARTICULARS	June 30, 2019	June 30, 2020	June 30, 2021	June 30, 2022	June 30, 2023	July-Mar 2024
Gross profit ratio %	10.28	10.13	9.09	8.69	14.03	25.82
Profit/(loss) before tax ratio %	3.48	1.41	2.59	2.56	8.15	21.22
Earnings per share Rs.	3.04	0.70	1.25	1.95	16.46	73.59
Price earning ratio - times	72.35	178.83	134.15	31.86	3.09	5.28
Market value per share (PSX) Rs.	219.85	124.59	168.21	62.12	50.85	388.81
Break up value per share Rs.	48.44	49.46	39.57	32.33	48.23	117.82



SAZGAR ENGINEERING WORKS LIMITED

FUTURE PROSPECTS

- Introduction of environment friendly vehicles.
- Research and development to Improve the quality of products.
- Expansion in local dealership network.
- Exploring the new markets for exports business.



SAZGAR ENGINEERING WORKS LIMITED

QUESTION & ANSWER





SAZGAR ENGINEERING WORKS LIMITED

THANK YOU