



AL-GHAZI TRACTORS LTD

PRODUCERS OF NEW HOLLAND TRACTORS IN PAKISTAN

May 21, 2024

AGTL

THE GENERAL MANAGER

Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi

Subject: **Corporate Briefing Session (“CBS”)**

Dear Sir,

This is to inform you that Al-Ghazi Tractors Limited (“**the Company**”) will be holding its Corporate Briefing Session on Tuesday, May 28, 2024, at 12:00 PM through Microsoft teams’ video conferencing facility.

The link for the video conferencing facility is as follows:

Join Through Microsoft Teams

Meeting ID: **330 037 277 748**

Passcode: **Ei4YfF**

All members of the Company, investors, and analysts are cordially invited to attend the session. Attendees are requested to register themselves by messaging their names, institution names, and contact details immediately after joining the link.

Presentation for the CBS is attached herewith. In addition, a copy of this notice, along with the presentation for the CBS, will be made available on the Company’s website at <https://www.alghazitractors.com/>.

We would appreciate your assistance in communicating this information to all concerned and TRE Certificate Holders of the Exchange accordingly.

Sincerely,

FOR AL-GHAZI TRACTORS LIMITED


MANSOOR KHAN

Company Secretary

Encl: As above.



QUALITY MANAGEMENT-BRAND STRENGTH



Corporate Briefing Session

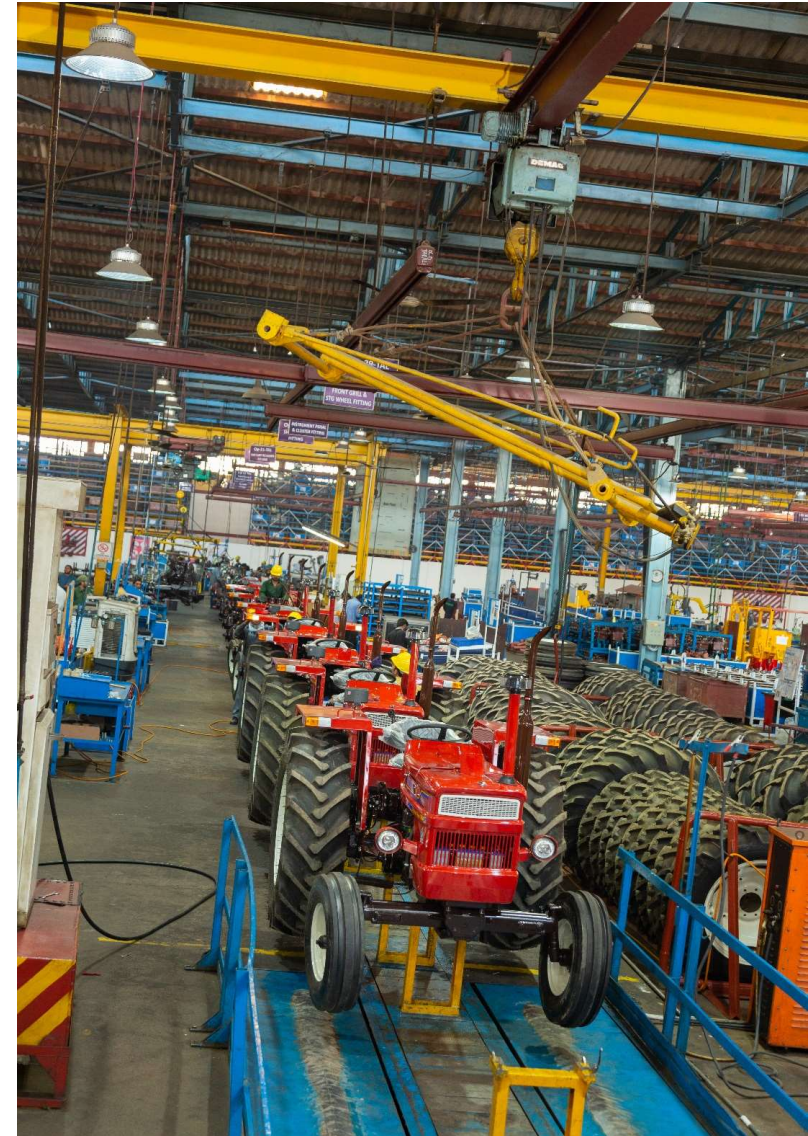
For The Year Ended 31 December 2023

28 May 2024 at 12:00 PM
VIRTUALLY THROUGH MICROSOFT TEAMS

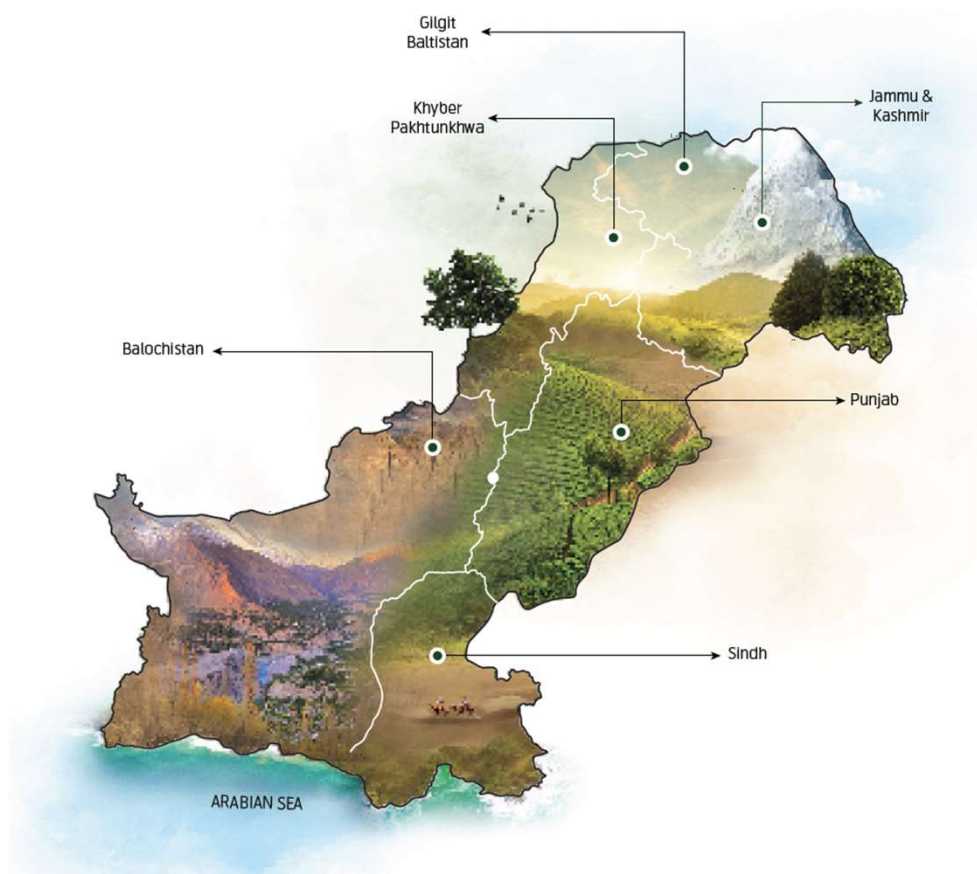
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COMPANY PROFILE AL-GHAZI TRACTORS LIMITED (AGTL)

- Founded: June 1983, Privatized: December 1991
- Subsidiary of Al-Futtaim Industries Company LLC
- Al-Futtaim's flagship in Pakistan, with over 93% foreign shareholding
- Known for corporate excellence and "Best Corporate Performance"
- Registered Office in Karachi, Corporate Office in Lahore and plant in Dera Ghazi Khan
- Manufacturing New Holland (Fiat) tractors in collaboration with CHNI - Case New Holland
- Product range: 55, 65, 75, and 85 HP tractors
- Achieved ISO-9000 certification, setting quality standards
- Extensive dealer network and customer care centers nationwide
- Committed to good corporate governance and adherence to government reforms
- Recipient of various awards, including Top Companies Award and Corporate Excellence Award



GEOGRAPHICAL PRESENCE



REGISTERED OFFICE: Karachi

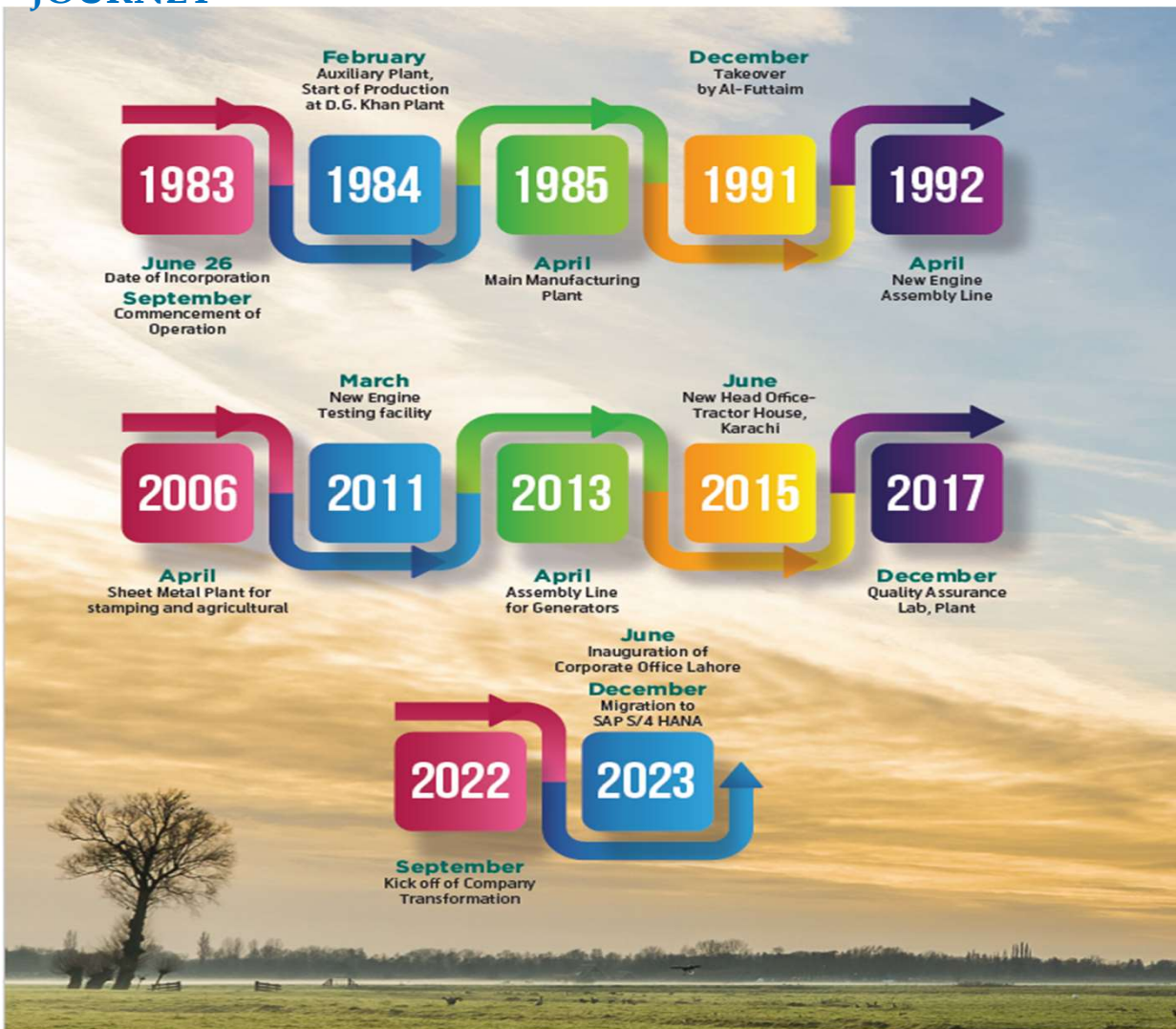
CORPORATE OFFICE: Lahore

PLANT: Dera Ghazi Khan

MARKETING CENTERS: Lahore, Multan, Islamabad, Sukkur, Dera Ghazi Khan

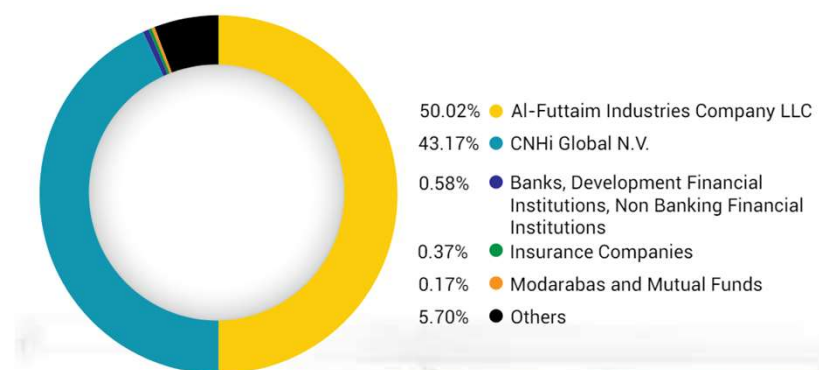
DEALERSHIP NETWORK: AGTL has established a vast dealer network and tractor workshops across the country spanning 79 cities divided into 4 regions.

JOURNEY



PATTERN OF SHAREHOLDING

SNO.	Shareholders Category	No. of Shareholder	No. of Shares	Percentage
1	Directors, Chief Executive Officer, and their spouse and minor children	1	1,000	0.00
2	Associated Companies, Undertakings and related Parties	2	54,015,084	93.19
3	NIT and ICP			
4	Banks, Development Financial Institutions, Non-Banking Financial Institutions	4	333,649	0.58
5	Insurance Companies	3	217,312	0.37
6	Modarabas and Mutual Funds	7	228,875	0.39
7	Share holders holding 10%	2	54,015,084	93.19
8	General Public :			
	a. local	2,414	2,714,194	4.68
	b .Foreign	-	-	-
9	Others	45	454,087	0.78
Total (excluding : share holders holding 10%)		2,476	57,964,201	100.00

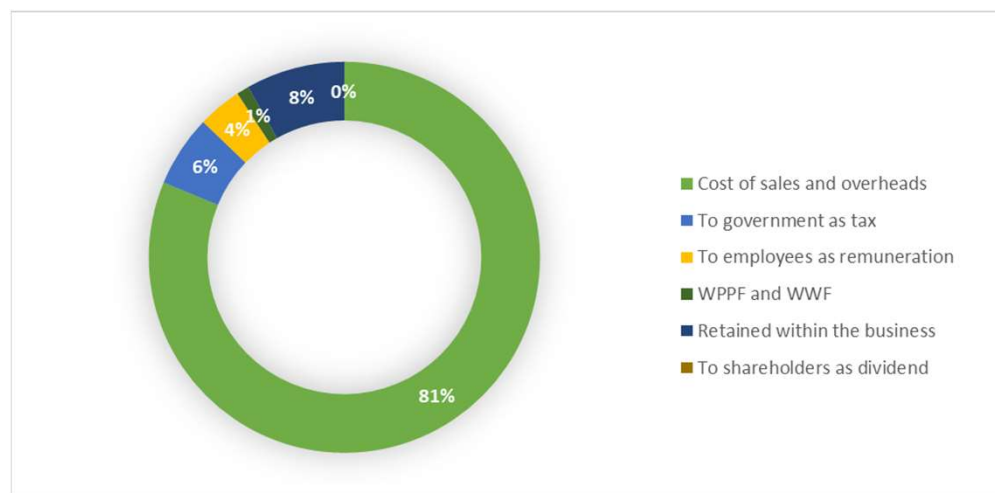


KEY INFORMATION

OUR CAPITALS

<p>Financial Capital</p> <ul style="list-style-type: none"> • Equity PKR 5.78 billion • Assets PKR 14.22 billion 	<p>Manufactured Capital</p> <ul style="list-style-type: none"> • State-of-the-art Tractor assembling facility • 30k per annum production capacity 	<p>Human Capital</p> <ul style="list-style-type: none"> • 410 employees • People-centered culture • Strong governance
<p>Natural Capital</p> <ul style="list-style-type: none"> • Water, energy & environment conservation • Waste water treatment plant 	<p>Intellectual Capital</p> <ul style="list-style-type: none"> • Company's knowledge base • Product manufacturing capabilities • Well-equipped reporting tools • Corporate reputation • Brand (CNHI) 	<p>Social & Relationship Capital</p> <ul style="list-style-type: none"> • Relations with customers, regulators, communities & other stakeholders • Vast network of dealers, distributors & end-users

VALUE ADDITION



STRATEGIC & OPERATIONAL DEVELOPMENTS

AGTL Transformation

- Comprehensive Transformation: Focused on innovation, product lineup improvement, and enhancing business operations.

Key Focus Areas:

- Innovating Product Portfolio
- Improving Sales Channels and Customer Experience
- Strengthening Core Supply Chain
- Modernizing Manufacturing Operations
- Reimagining Organizational Structure and Change Management

Expected Benefits:

- Engaged Customers
- Increased Market Share and Revenue Growth
- Enhanced Brand Image
- Improved Employee Experience

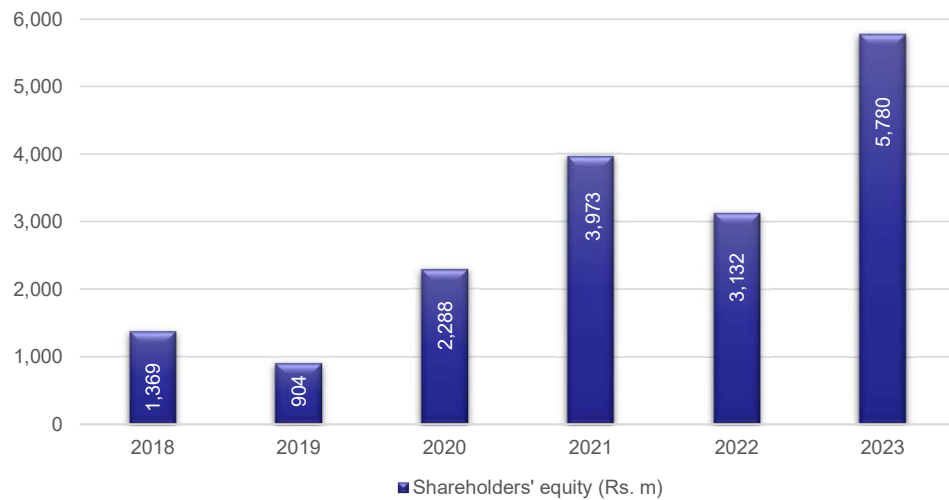
BAAN to SAP S/4HANA :

- Transitioning to enhance operational efficiency and effectiveness
- Commitment to embracing state-of-the-art ERP solutions for improved technology-driven operations.

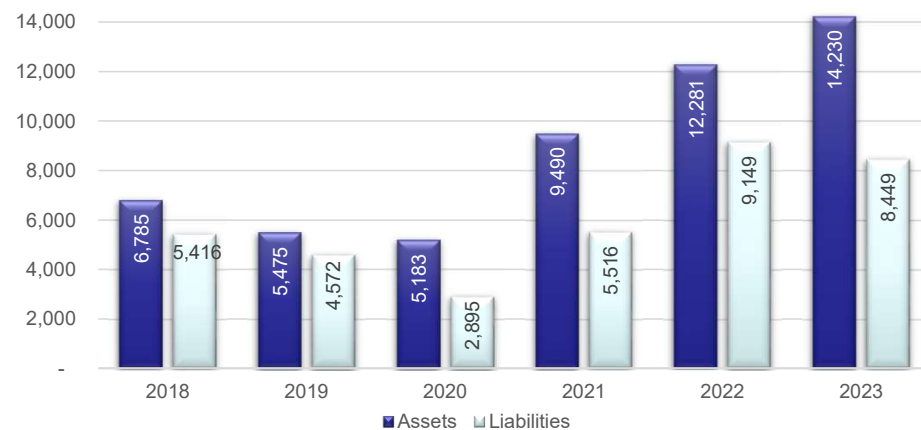


FINANCIAL POSITION: DECEMBER 31, 2023

Shareholder Equity (Rs. Million)



Assets and Liabilities (Rs. Million)



STATEMENT OF PROFIT OR LOSS: DECEMBER 31, 2023

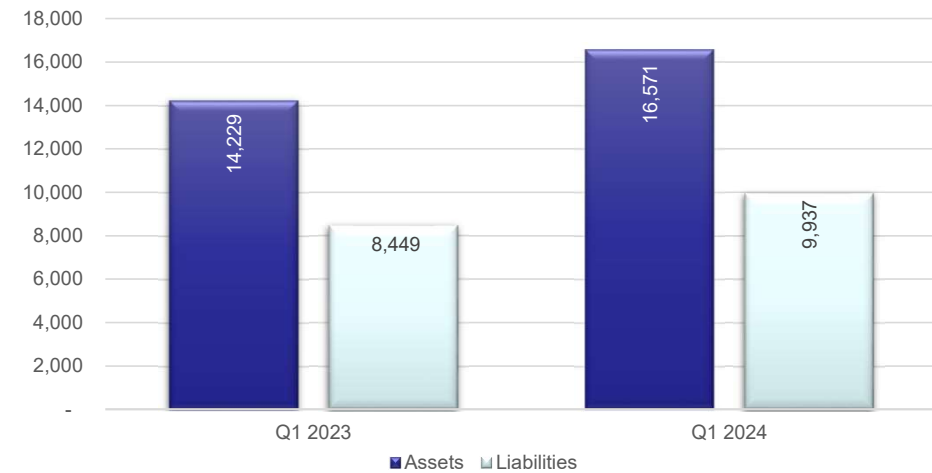
	2023	2022
	Rupees in thousand	
Revenue from contracts with customers	34,543,545	28,201,812
Cost of sales	(28,120,477)	(23,140,366)
Gross profit	6,423,068	5,061,446
Distribution expenses	(429,463)	(322,944)
Administrative expenses	(1,080,390)	(536,715)
	4,913,215	4,201,787
Other income	560,091	184,613
Other expenses	(429,812)	(345,416)
	5,043,494	4,040,984
Finance costs	(356,402)	(245,035)
Profit before taxation	4,687,092	3,795,949
Income tax expense	(2,075,320)	(1,639,905)
Profit for the year	2,611,772	2,156,044
Earnings per share (Rupees) - Basic and diluted	45.06	37.20

FINANCIAL POSITION: MARCH 31, 2024

Shareholder Equity (Rs. Million)



Assets and Liabilities (Rs. Million)



STATEMENT OF PROFIT OR LOSS: MARCH 31, 2024

	Mar 31, 2024	MAR 31, 2023
	(Rupees in '000)	
Revenue from contracts with customers	9,496,684	4,173,540
Cost of sales	(7,386,468)	(3,541,503)
Gross profit	2,110,216	632,037
Distribution expenses	(181,225)	(85,418)
Administrative expenses	(395,130)	(208,817)
	1,533,861	337,802
Other income	32,058	117,348
Other operating expenses	(125,460)	(42,804)
	1,440,459	412,346
Finance costs	(50,131)	(67,870)
Profit before income tax	1,390,328	344,476
Income tax expense	(537,012)	(114,771)
Profit after income tax	853,316	229,705
Other comprehensive income	-	-
Total comprehensive income	853,316	229,705
Basic and diluted earnings per share	14.72	3.96

SUSTAINABILITY HIGHLIGHTS

Committed to sustainable goals, we actively support our stakeholders and communities. In 2023, we achieved the following milestones:

- Established a technical training center at our plant for employee training and awareness sessions.
- Distributed kits to aid flood-affected individuals.
- Conducted free medical check-ups and awareness campaigns.
- Launched an in-house ladies' club for employees and their families.
- Contributed Rs. 3 billion to the National Exchequer.
- Tree plantation as part of the Green Pakistan national campaign.
- Engaged with bankers and farmers to strengthen relationships and promote collaboration.
- Implemented various HSE initiatives.



QUESTION & ANSWER SESSION



THANK YOU