

EXIDE[®] EXIDE PAKISTAN LIMITED

No 1 Quality No 1 Choice

**Corporate Briefing
For the Period Ended
March 31, 2024**

Presentation Outlines

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Economic Overview

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Question/Answer Session

Economic Overview

Economic Overview

Prices of Refined and Recycled Lead Increased Substantially

Surge in energy costs

Massive Increase in Policy Rate

Restrictions on imports

Instability in value of Pak Rupee

Contraction of Industrial sector

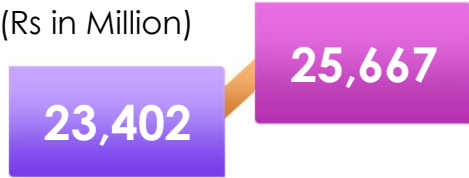
Political instability



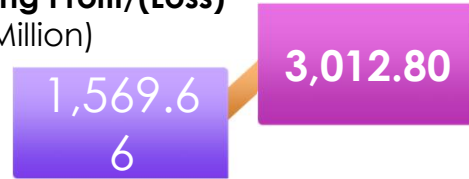
2024

2023

Sales Revenue
(Rs in Million)



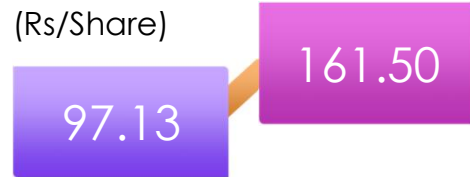
Operating Profit/(Loss)
(Rs in Million)



Profit/(Loss) After Tax
(Rs in Million)



EPS
(Rs/Share)



Equity
(Rs in Million)



Return on Equity
(%)

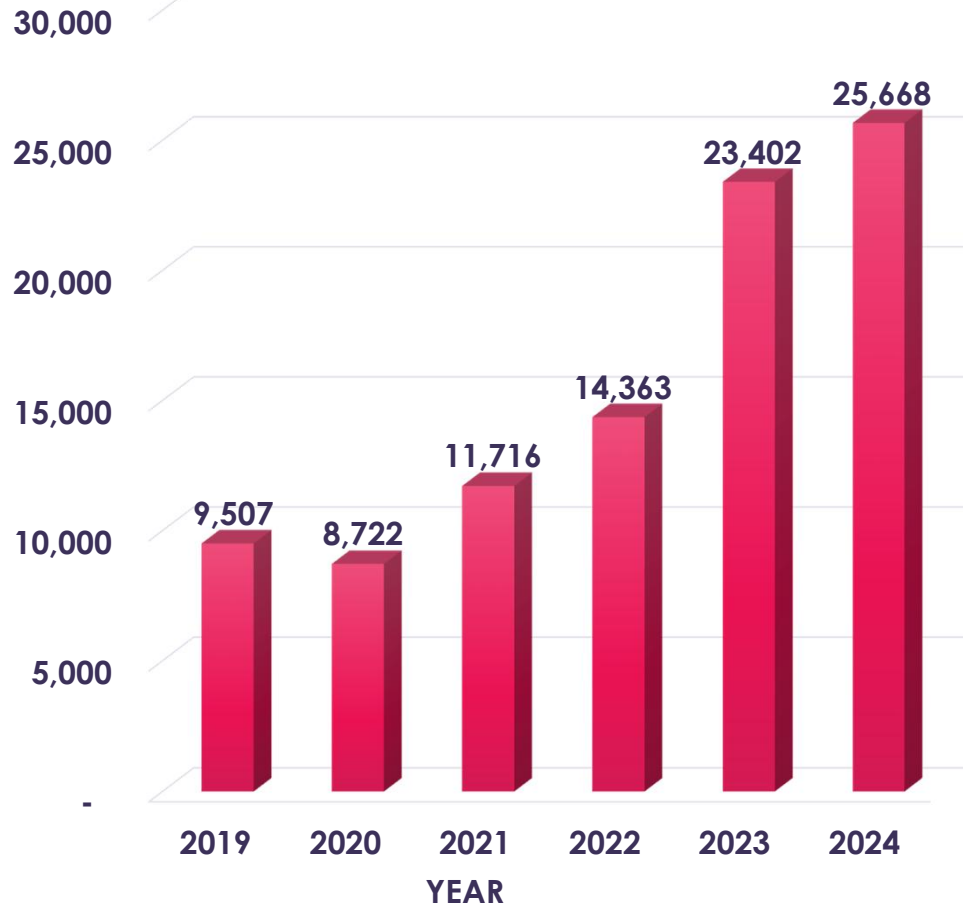




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NET SALES

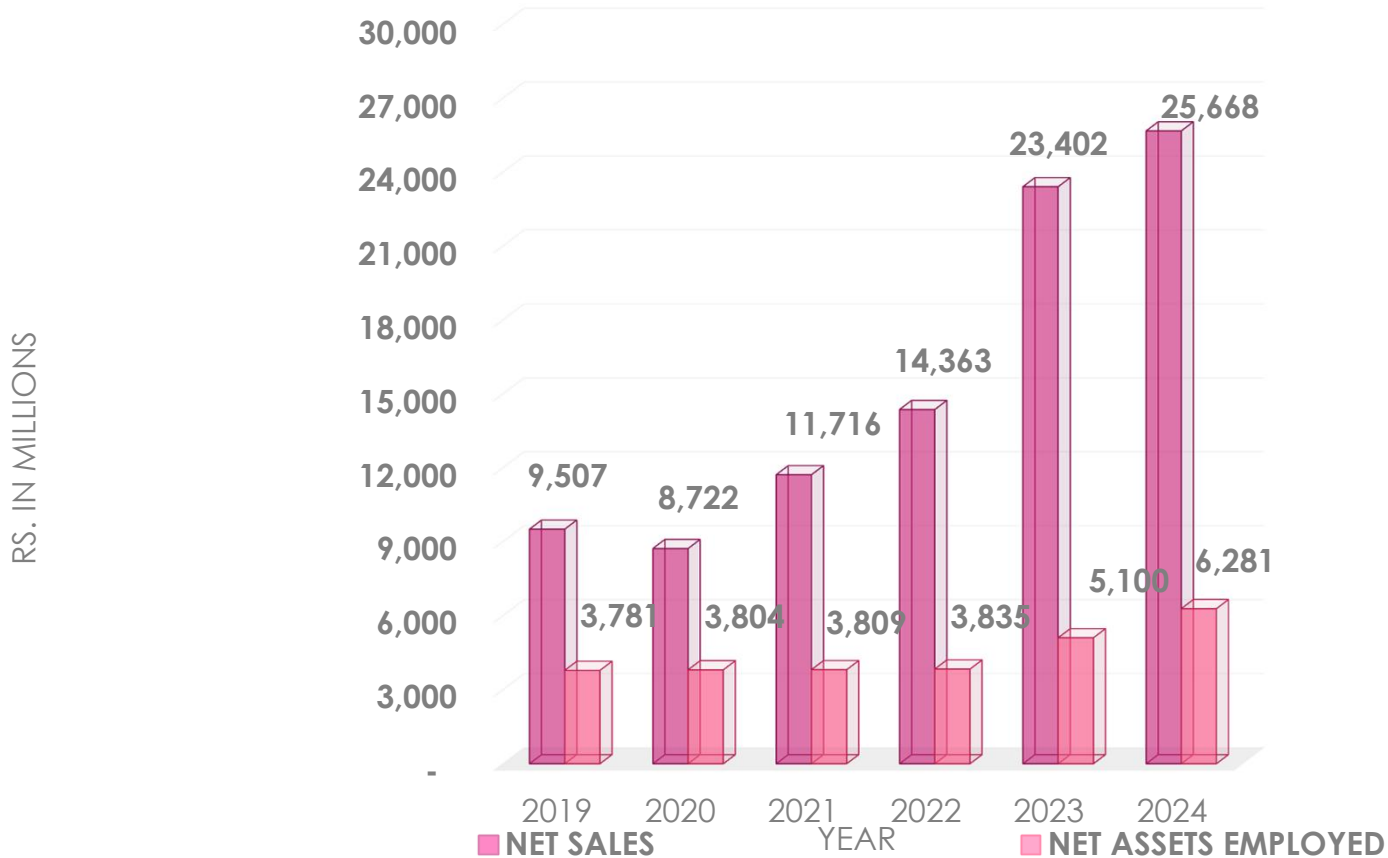
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TURNOVER VS NET ASSETS EMPLOYED



BREAK-UP VALUE PER SHARE





Profit and Loss 2024 VS 2023

| | 2024 | % | 2023 | % |
|--------------------------------------|---------------|---------|---------------|--------|
| | Amount in 000 | | Amount in 000 | |
| Sales - net | 25,667,602 | 100.0% | 23,402,183 | 100.0% |
| Cost of sales | (20,815,921) | -81.01% | (20,039,365) | -85.6% |
| Gross profit | 4,851,681 | 18.90% | 3,362,818 | 14.4% |
| Selling and distribution expenses | (1,418,886) | -5.5% | (1,319,875) | -5.6% |
| Administration and general expenses | (224,618) | -0.87% | (160,668) | -0.7% |
| Other income | 19,825 | 0.1% | 19,018 | 0.1% |
| Allowance for expected credit losses | (37,474) | -0.7% | (160,637) | -0.7% |
| Other operating charges | (177,719) | -0.15% | (171,056) | -0.7% |
| Operating profit | 3,012,809 | 11.7% | 1,569,600 | 6.7% |
| Finance cost | (858,112) | -3.3% | (417,232) | -1.8% |
| Profit before taxation | 2,154,697 | 8.4% | 1,152,368 | 4.9% |
| Taxation - net | (900,074) | -3.5% | (397,866) | -1.7% |
| Profit after taxation | 1,254,623 | 4.9% | 754,502 | 3.2% |

Future Prospects

Although the automobile industry is currently underperforming, the demand for batteries is projected to stay robust due to ongoing energy shortages, elevated energy prices, and a growing need for solar projects. The Company expects that its profitability in the upcoming year might be impacted by rising labor costs, increased utility expenses, and heightened market competition. To maintain a competitive edge, company is strategically focusing on enhancing quality, boosting productivity, controlling costs, and improving after-sales service to strengthen its market position and increase market share.

Future Challenges

Stiff Competition

Unprecedented local inflation

**Increase in Prices of Raw Material,
Utilities and Labour Costs**

Q & A

Thank you