

AIL/PSX/24-25/Q2/FIN

November 11, 2024

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, 2024 through video link as per details given below:

**Date:** November 14, 2024

**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 13, 2024. Upon authentication, the video link and login credentials will be shared.

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



**Head Office :**

5th. Floor, House of Habib, 3 JCHS, Block-7/8,  
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

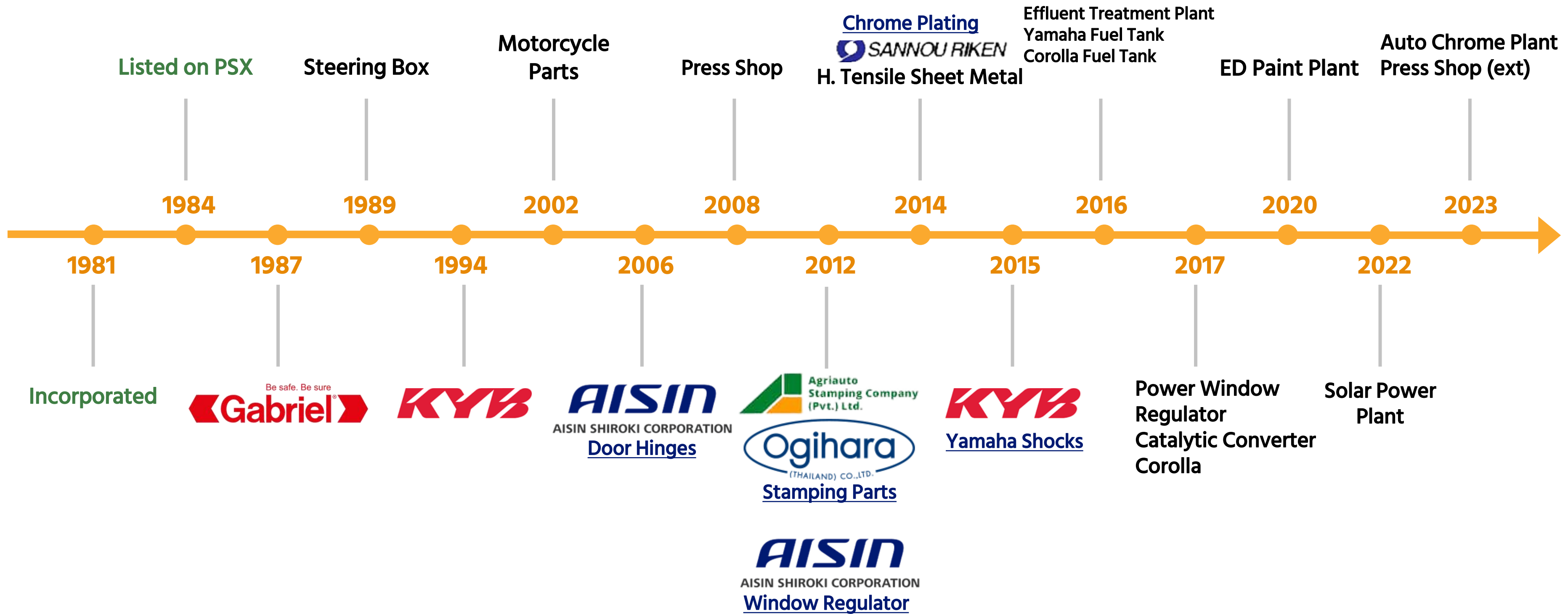
E-mail : info@agriauto.com.pk



Corporate Briefing  
Session 2024



# Milestones



# Product Portfolio

## 4-wheelers

- Shocks & Struts
- McPherson Assembly
- Hood Hinges
- Window Regulators
- Door Impact Beams
- R/F Instrumental Panel
- Door Hinges



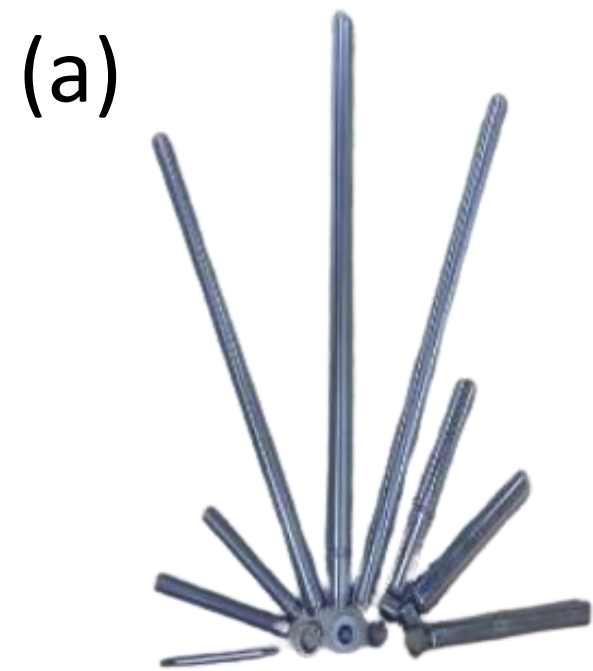
# Product Portfolio

## 2-wheelers

a) Components for shock absorbers:

- Case Dampers
- Pipe Forks
- Piston Rods

b) Yamaha Front Assembly



## Tractors

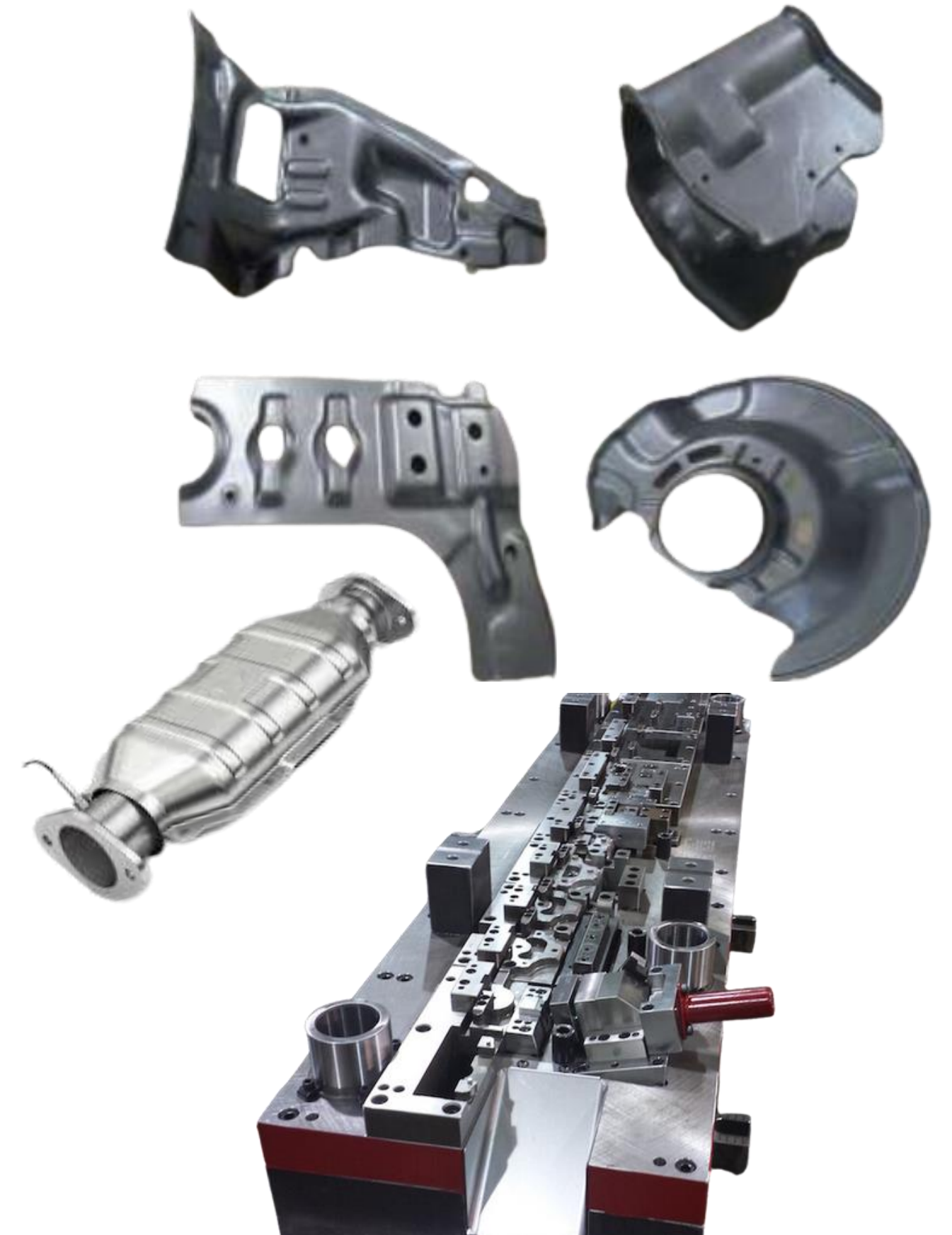
- Steering Box
- Camshaft



# Product Portfolio

## Press Parts & Dies

- Sheet Metal Press Parts
- Catalytic Converters
- Jigs
- Stamping Dies

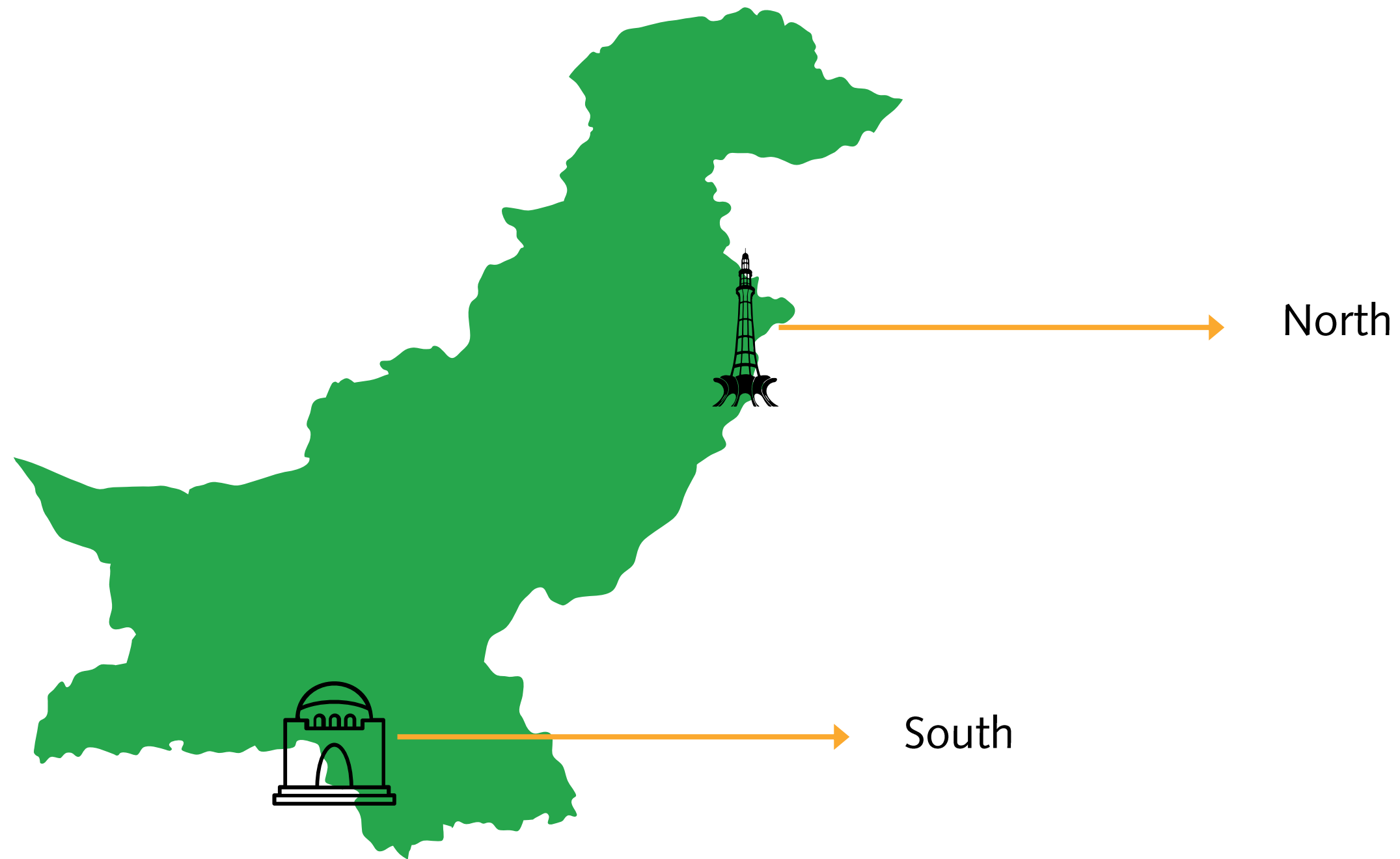




# Our Customers



# Distribution Network





# Competitive Advantage

**TAAAs with  
World Leading  
Auto Parts  
Companies**

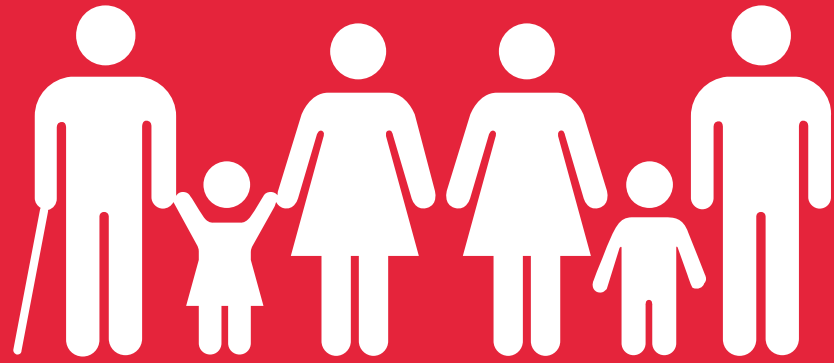
**Excellence in  
Manufacturing**

**Leading  
Manufacturer  
of Shock  
Absorbers &  
Struts**

**International  
Certifications**

**Stamping &  
Assembly of  
High Tensile  
Sheet Metal**

# 1 NO POVERTY



# 3 GOOD HEALTH AND WELL-BEING



# 2 ZERO HUNGER



# 4 QUALITY EDUCATION

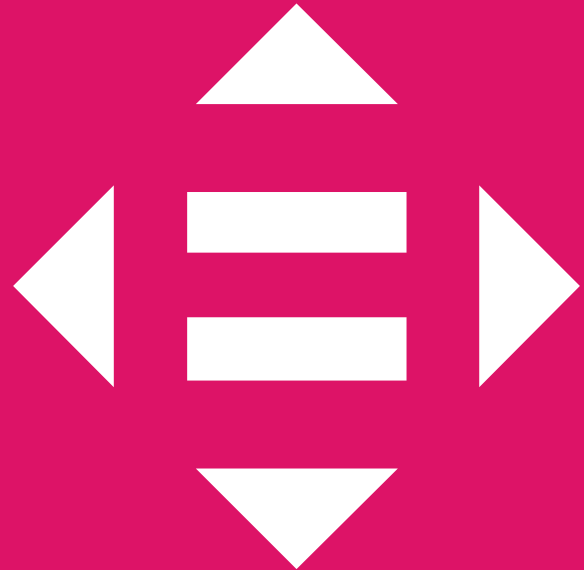


- Agriauto employs & affects families of **914** people (**644** in Balochistan and **270** in Sindh).
- All our employees are covered by **comprehensive health + life insurance**.
- We provide **educational support** to our employees and their families.

**5** GENDER  
EQUALITY



**10** REDUCED  
INEQUALITIES





# 6 CLEAN WATER AND SANITATION



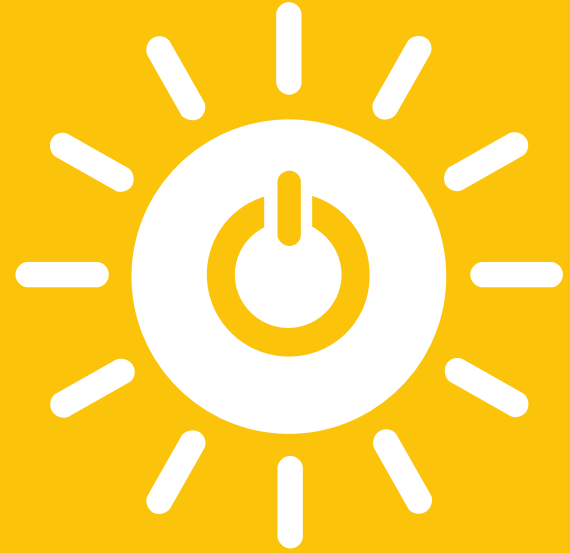
# 12 RESPONSIBLE CONSUMPTION AND PRODUCTION



**Effluent Water Treatment Plant** was inaugurated in 2016 to treat wastewater before it is released into the environment or reused. It ensures removal of contaminants such as **solids, organic matter, nutrients** and **harmful chemicals** from the wastewater.



# 7 AFFORDABLE AND CLEAN ENERGY



1 MW Solar Plant @ ASC

# 13 CLIMATE ACTION

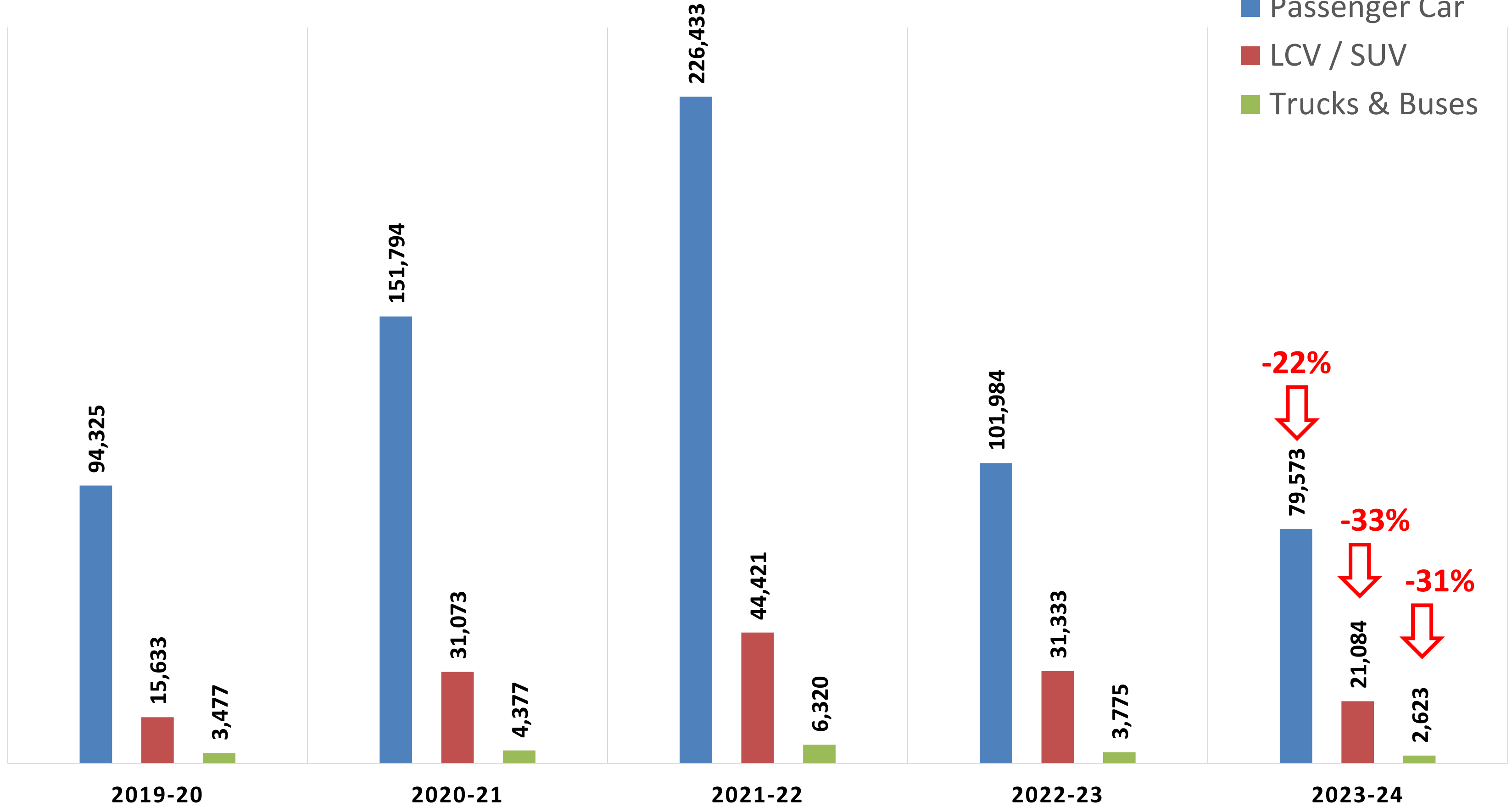


1 MW Solar Plant @ AIL

# Five Years' Performance (4-wheeler)

SOURCE: PAMA

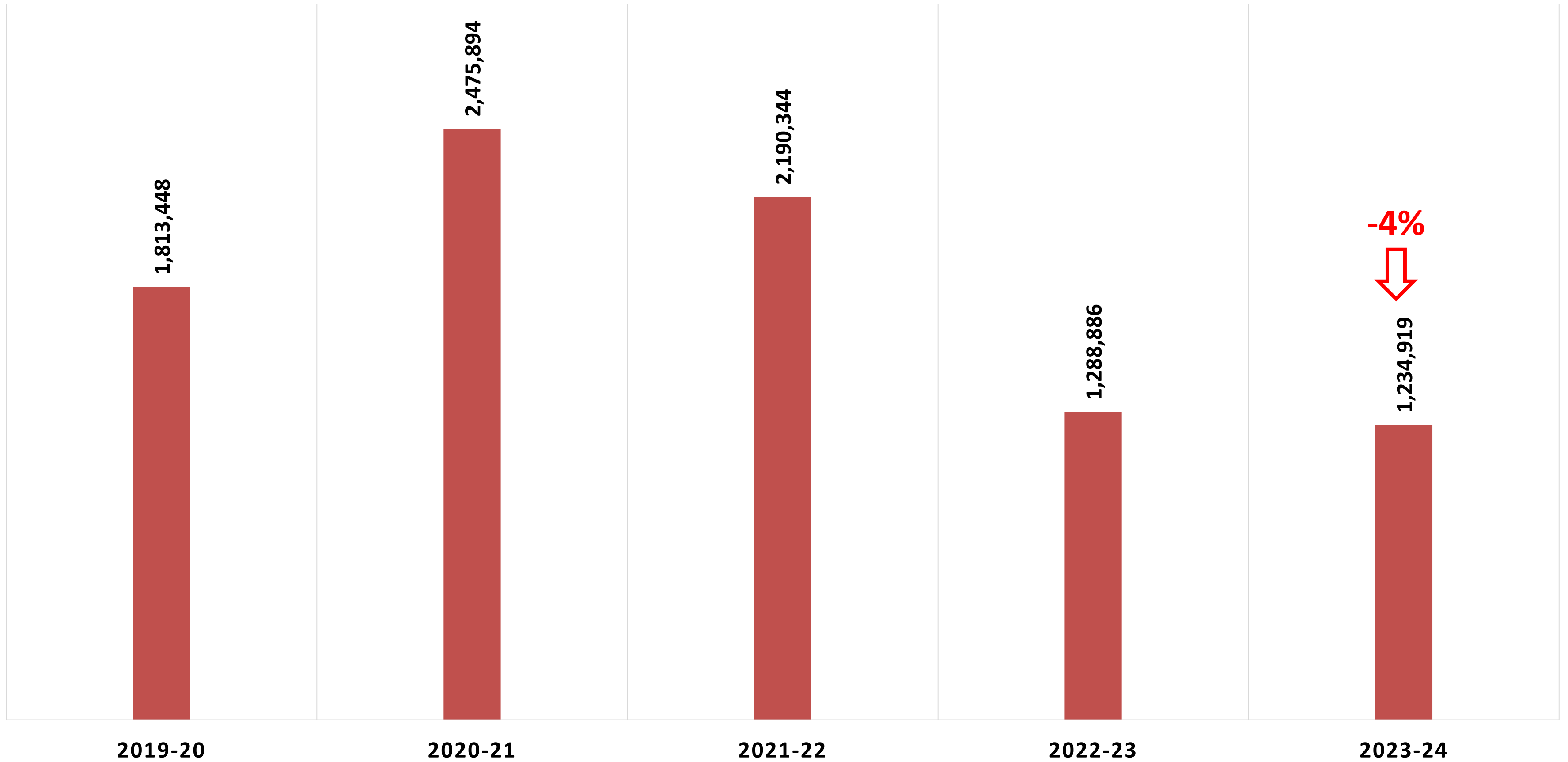
- Passenger Car
- LCV / SUV
- Trucks & Buses





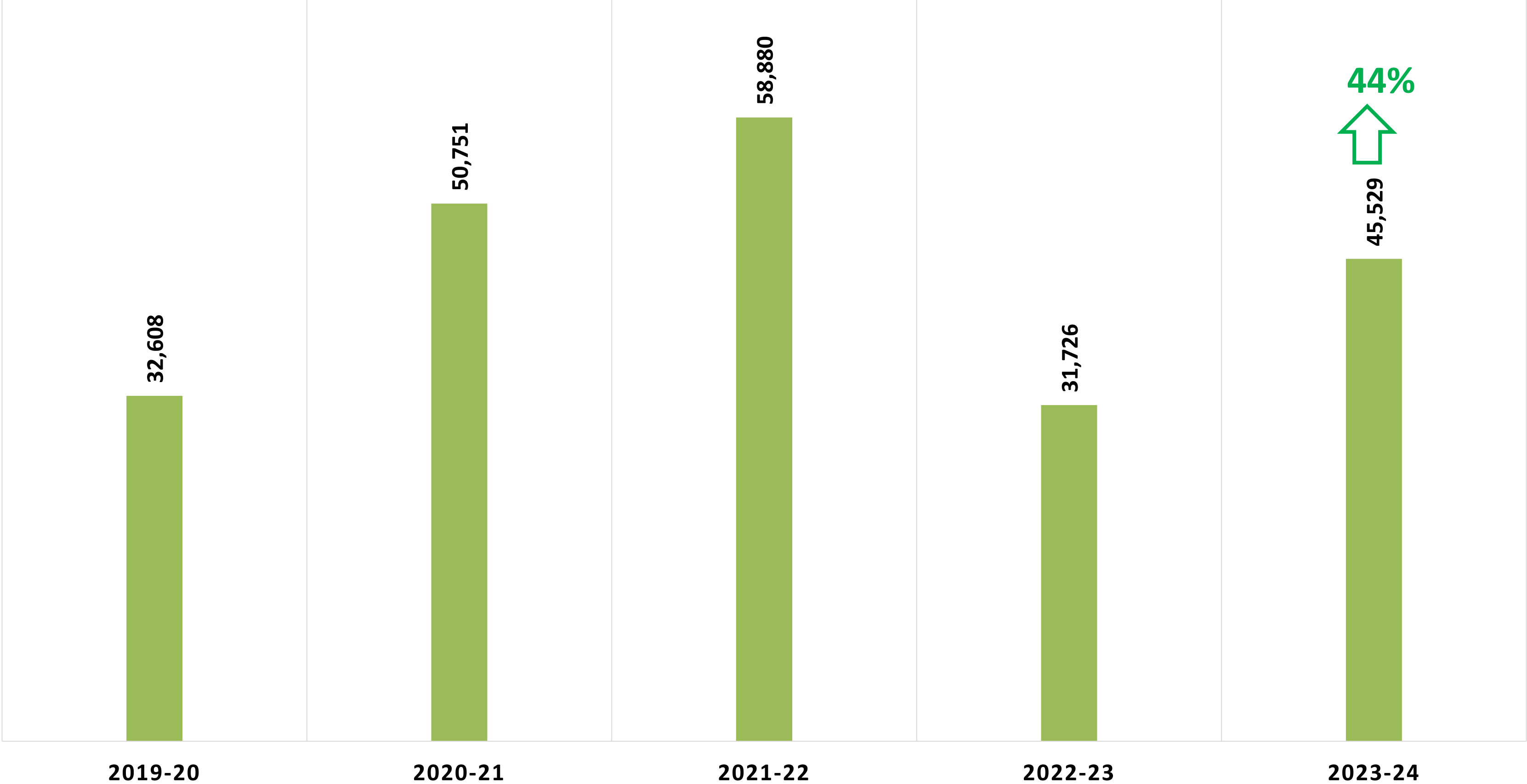
# Five Years' Performance (2-wheeler)

SOURCE: PBS



# Five Years' Performance (Tractors)

SOURCE: PAMA



# Unconsolidated P&L June 2024

Increase in depreciation by Rs. 86M

	2024	(Restated) 2023
	----- (Rupees in '000) -----	
Turnover - net	5,927,227	5,336,118
Cost of sales	<u>(5,719,402)</u>	<u>(5,117,299)</u>
<b>Gross profit</b>	207,825	218,819
Distribution and marketing expenses	<u>(129,330)</u>	<u>(94,984)</u>
Administrative expenses	<u>(261,250)</u>	<u>(242,084)</u>
	<u>(390,580)</u>	<u>(337,068)</u>
<b>Operating loss</b>	(182,755)	(118,249)
Other expenses	<u>(3,356)</u>	<u>(98,768)</u>
Other income	32,543	259,322
Finance costs	<u>(113,590)</u>	<u>(74,909)</u>
	<u>(84,403)</u>	<u>85,645</u>
<b>Loss before levies and income tax</b>	(267,158)	(32,604)
<b>Levies (minimum tax and final tax)</b>	(74,050)	(66,694)
<b>Loss before income tax</b>	<u>(341,208)</u>	<u>(99,298)</u>
Taxation	65,490	55,015
<b>Loss after taxation for the year</b>	<u><u>(275,718)</u></u>	<u><u>(44,283)</u></u>
	----- (Rupees) -----	
<b>Loss per share – basic and diluted</b>	<u><u>(7.66)</u></u>	<u><u>(1.23)</u></u>



# Consolidated P&L June 2024

Increase in depreciation by Rs. 225M

	2024	(Restated) 2023
	----- (Rupees in '000) -----	
Turnover – net	8,534,184	8,314,517
Cost of sales	<u>(8,145,664)</u>	<u>(7,772,333)</u>
<b>Gross profit</b>	388,520	542,184
Distribution and marketing expenses	<u>(139,875)</u>	<u>(106,078)</u>
Administrative expenses	<u>(389,991)</u>	<u>(345,031)</u>
	<u>(529,866)</u>	<u>(451,109)</u>
<b>Operating (loss) / profit</b>	(141,346)	91,075
Other expenses	<u>(13,755)</u>	<u>(168,604)</u>
Other income	48,163	69,082
Finance costs	<u>(207,722)</u>	<u>(117,861)</u>
	<u>(173,314)</u>	<u>(217,383)</u>
<b>Loss before levies and income tax</b>	(314,660)	(126,308)
Levies (minimum tax and final tax)	(106,551)	(68,808)
<b>Loss before income tax</b>	<u>(421,211)</u>	<u>(195,116)</u>
Taxation	73,709	21,836
<b>Loss after taxation for the year</b>	<u><u>(347,502)</u></u>	<u><u>(173,280)</u></u>
	----- (Rupees) -----	
<b>Loss per share – basic and diluted</b>	<u><u>(9.65)</u></u>	<u><u>(4.81)</u></u>

# Unconsolidated P&L September 2024

Increase in depreciation by Rs. 18M

	Quarter ended	
	September 30, 2024	September 30, 2023
	----- (Rupees in '000) -----	
Turnover – net	1,487,435	1,227,080
Cost of sales	(1,468,453)	(1,123,227)
<b>Gross profit</b>	<b>18,982</b>	<b>103,853</b>
Distribution costs	(37,438)	(28,311)
Administrative expenses	(71,794)	(63,493)
	<b>(109,232)</b>	<b>(91,804)</b>
<b>Operating (loss) / profit</b>	<b>(90,250)</b>	<b>12,049</b>
Other expenses	(7,107)	(9,594)
Other income	9,957	8,878
Finance costs	(50,910)	(2,040)
	<b>(48,060)</b>	<b>(2,756)</b>
<b>(Loss) / Profit before levies and income tax</b>	<b>(138,310)</b>	<b>9,293</b>
<b>Levies (minimum tax)</b>	<b>(18,593)</b>	<b>-</b>
<b>Loss before income tax</b>	<b>(156,903)</b>	<b>9,293</b>
Taxation	28,050	(17,595)
<b>Loss after taxation</b>	<b>(128,853)</b>	<b>(8,302)</b>
	----- (Rupees) -----	
<b>Loss per share - basic and diluted</b>	<b>(3.58)</b>	<b>(0.23)</b>

# Consolidated P&L September 2024

	Quarter ended	
	September 30, 2024	September 30, 2023
	----- (Rupees in '000) -----	
Turnover – net	2,298,518	1,753,483
Cost of sales	(2,132,010)	(1,578,678)
<b>Gross profit</b>	<b>166,508</b>	<b>174,805</b>
Distribution costs	(45,825)	(31,986)
Administrative expenses	(100,882)	(92,910)
	<b>(146,707)</b>	<b>(124,896)</b>
<b>Operating profit</b>	<b>19,801</b>	<b>49,909</b>
Other expenses	(15,446)	(21,426)
Other income	14,228	18,097
Finance costs	(66,765)	(17,450)
	<b>(67,983)</b>	<b>(20,779)</b>
<b>(Loss) / Profit before levies and income tax</b>	<b>(48,182)</b>	<b>29,130</b>
Levies (minimum tax)	(28,731)	-
<b>(Loss) / Profit before income tax</b>	<b>(76,913)</b>	<b>29,130</b>
Taxation	12,152	(23,110)
<b>(Loss) / Profit after taxation</b>	<b>(64,761)</b>	<b>6,020</b>
	----- (Rupees) -----	
<b>(Loss) / Earnings per share - basic and diluted</b>	<b>(1.80)</b>	<b>0.17</b>

Increase in  
depreciation  
by Rs. 52M

Turnover – net

Cost of sales

**Gross profit**

Distribution costs

Administrative expenses

**Operating profit**

Other expenses

Other income

Finance costs

**(Loss) / Profit before levies and income tax**

Levies (minimum tax)

**(Loss) / Profit before income tax**

Taxation

**(Loss) / Profit after taxation**

**(Loss) / Earnings per share - basic and diluted**



# Future Strategy

## A. DIVERSIFYING INTO NON AUTO

- 1. Secure Business in Power Distribution sector.**
- 2. Study Additional New Avenues for Non Auto.**

## B.AUTO-

### AFTER MARKET FOR BUSINESS EXPANSION

- 1. Increase Market Share of Shocks & Struts in 3 Years.**
- 2. Increase Range of Shocks for Exports & Reduce Cost through resourcing to improve profitability.**
- 3. Study New products for after market (Other than shock absorbers)**

**OEM Business ( Approach NEW entrants as well as secure business from existing OEMs).**

# CHALLENGES FOR THE AUTO PART MAKER

- **Shrinking local market for automobiles**
- **13 Assemblers are now providing 37 models (vs 3 Assemblers were previously providing 10 models)**
- **Duty advantage for import of CBU – EV vehicles**
- **Too many players competing in small market**
- **Energy cost and inflation making local parts expensive**
- **New entrants' benefit extended upto June 2026.**
- **Supply chain disruptions**

**Q&A**



**Thank  
You**