



# CORPORATE BRIEFING 2024



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Investment in future

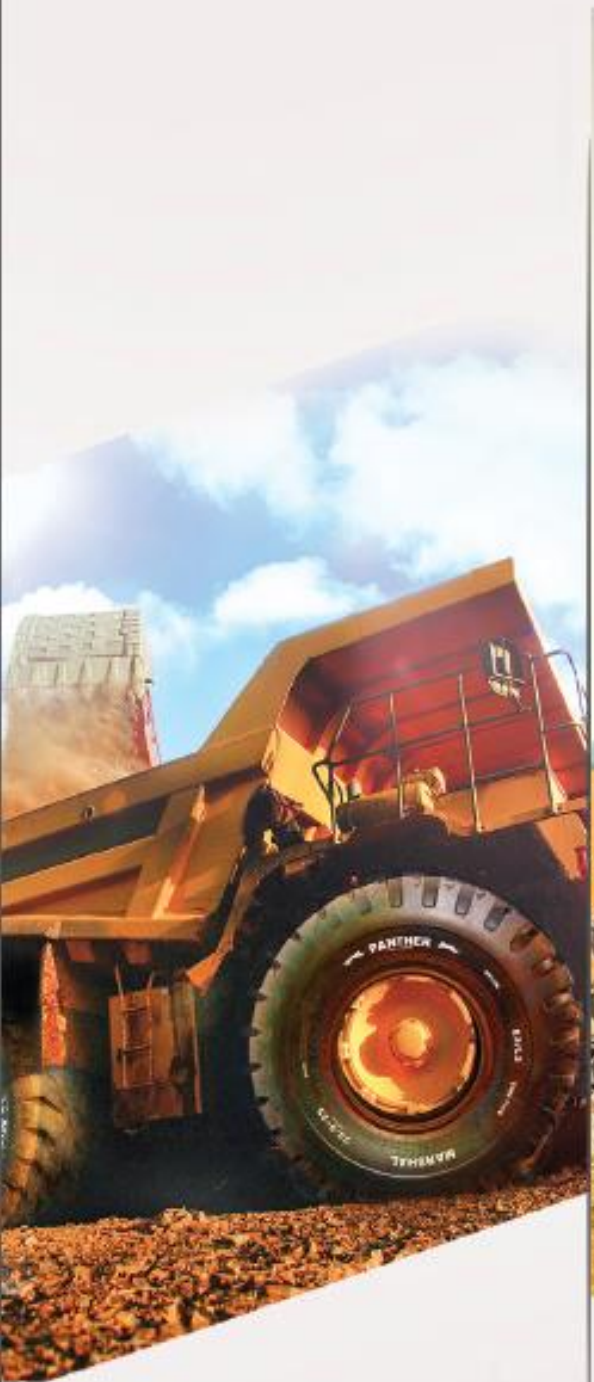
Key Challenges & Future  
outlook

Questions & Answers

HOW WE EVOLVED



A journey from **Lightest** to **Heaviest**



# MARKET PORTFOLIO

# GEOGRAPHICAL PRESENCE



Regional Sales Office  
**Rawalpindi**

Regional Sales Office  
**Multan**

Regional Sales Office  
**Sukkur**

Registered Office  
**Lahore**

Production Plant  
**Sheikhupura**

Regional Sales Office  
**Faisalabad**

Regional Sales Office  
**Karachi**

# AWARDS &

# RECOGNITIONS

# SAP



PAKISTAN CREDIT RATING AGENCY



# KEY OEM CUSTOMERS





# KEY INSTITUTIONAL CUSTOMERS



# PROFIT & LOSS STATEMENT

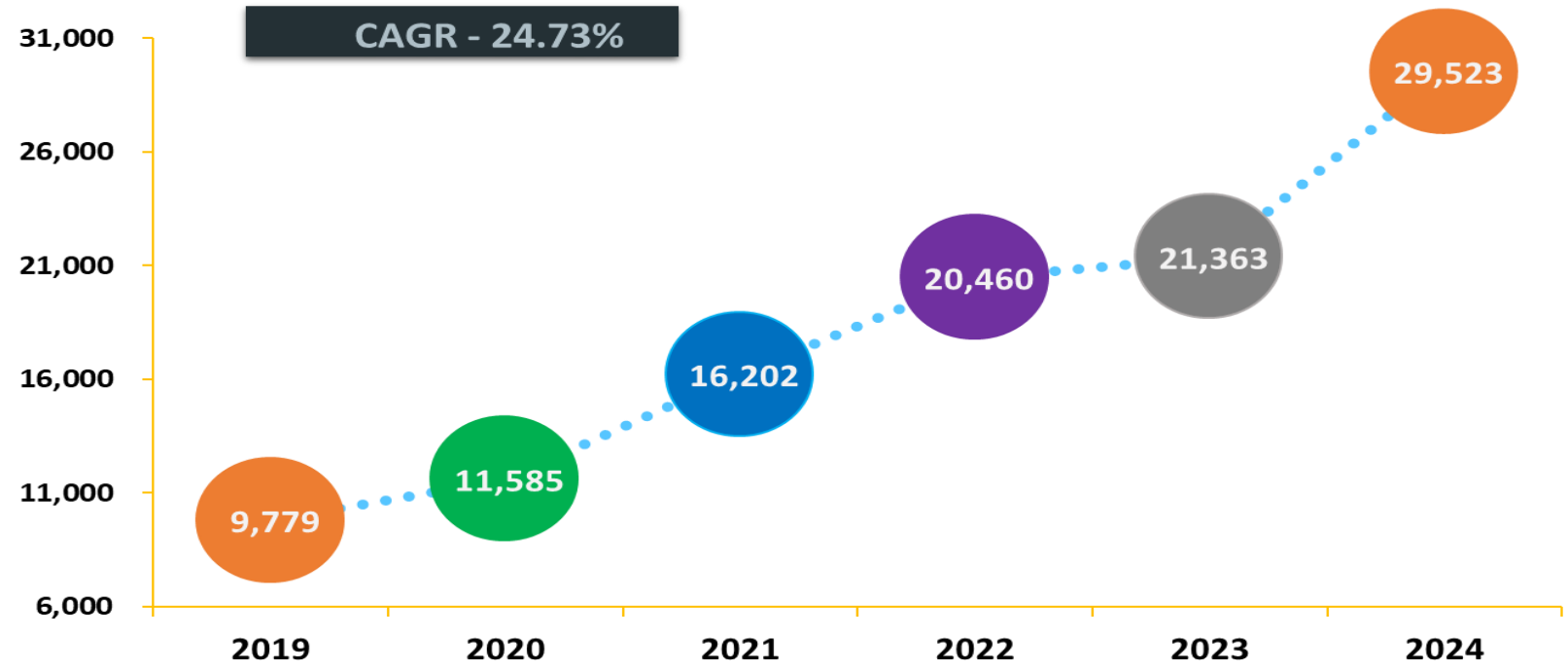
Figures in Million Rs

	2024	2023	2022	2021	2020	2019
Sales	29,523	21,363	20,460	16,202	11,585	9,779
Gross Profit	4,302	3,102	2,281	2,471	1,677	1,338
Profit from operations	2,384	1,694	1,354	1,548	978	735
Finance cost	(1,488)	(1,049)	(650)	(328)	(598)	(404)
Profit before taxation	896	646	704	1,220	380	331
Profit after taxation	466	433	457	851	252	214
EPS in Rs	2.77	2.58	2.72	5.07	2.52	2.14

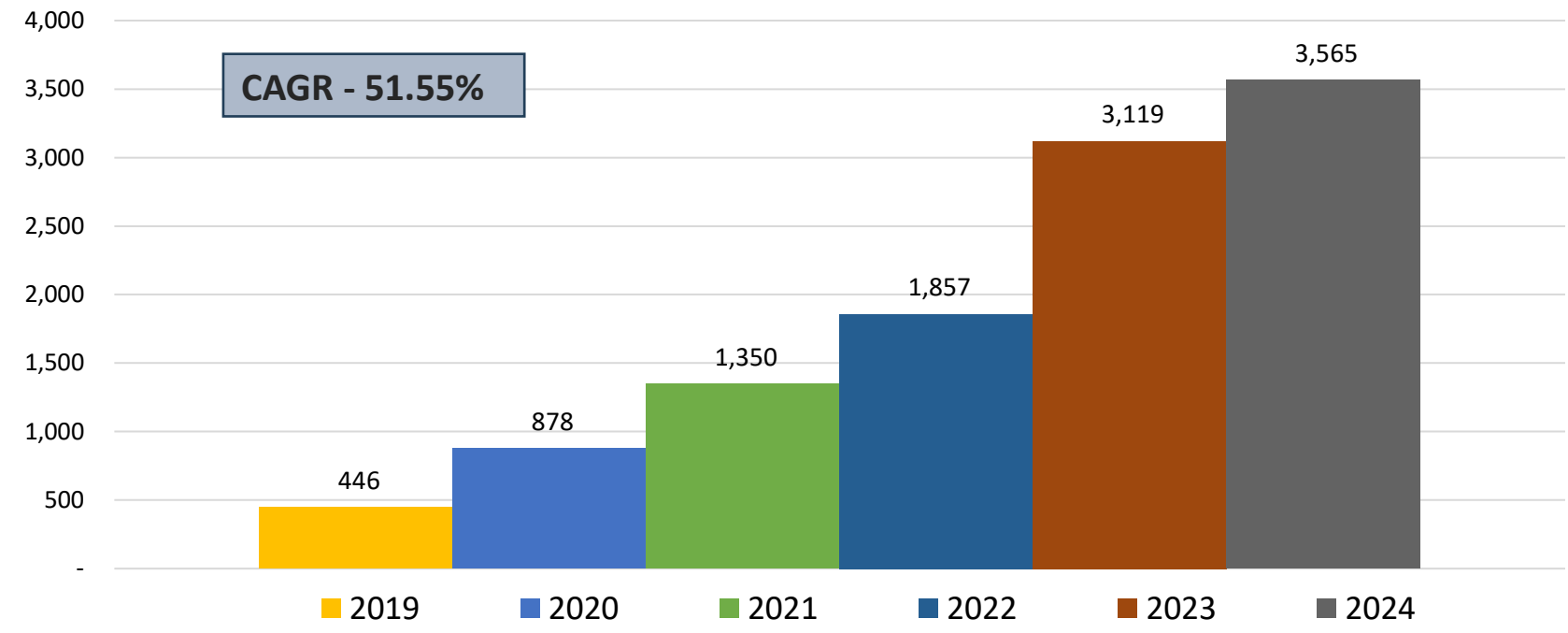
# SALES GROWTH TREND

Rs. in Million

TOTAL SALES

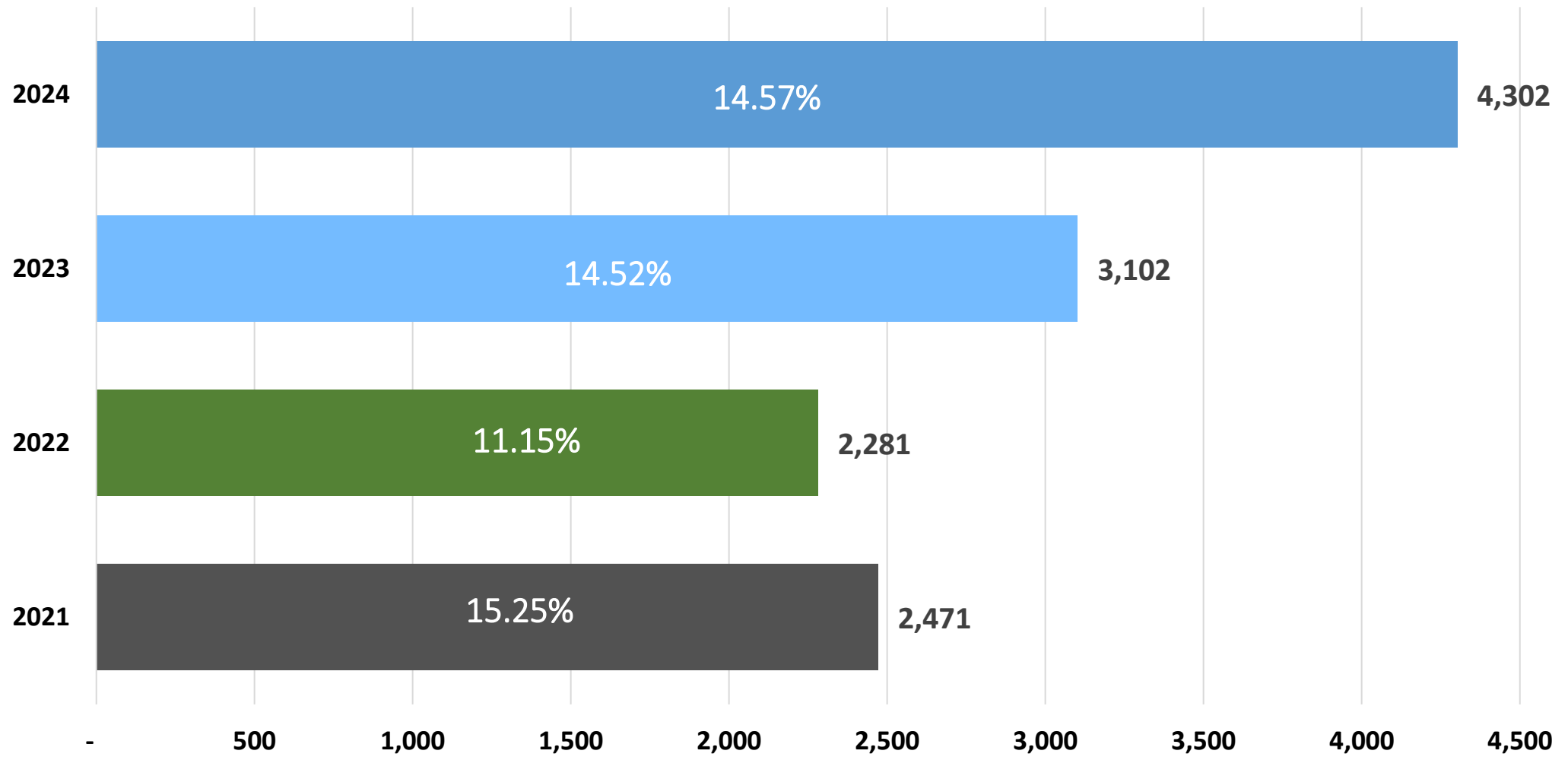


EXPORT SALES



# GROSS PROFIT TREND

Rs in million



# KEY FINANCIAL RATIOS

<b>FINANCIAL RATIOS</b>	<b>2024</b>	<b>2023</b>	<b>2022</b>	<b>2021</b>	<b>2020</b>
Current Ratio	0.88	1.00	1.09	1.52	1.11
Debt Equity Ratio	60:40	56:44	61:39	50:50	53:47
Return on Equity	6.28%	6.51%	7.16%	14.04%	6.97%
Total Assets Turnover	1.39	1.12	1.24	1.42	1.37

<b>PROFITABILITY RATIOS</b>	<b>2024</b>	<b>2023</b>	<b>2022</b>	<b>2021</b>	<b>2020</b>
Gross Profit %	14.57%	14.52%	11.15%	15.25%	14.48%
Operating Profit %	8.07%	7.93%	6.62%	9.56%	8.44%
Profit after tax %	1.58%	2.03%	2.24%	5.25%	2.17%

# CAPEX STATUS

Asset Class	Opening	Additions	Transfers	Closing
Land & Building	741	147	(792)	96
Plant and machinery	3,075	1,829	(2,876)	2,028
Moulds	144	135	(133)	146
	<b>3,960</b>	<b>2,111</b>	<b>(3,801)</b>	<b>2,270</b>

# CAPACITY & PRODUCTION

Description	Production capacity			Actual Production		
	2024	2023	%	2024	2023	%
Tyres / Tyre Sets	9.750	8.108	20%	6.359	4.406	44%
Tubes - packed	40.640	31.553	29%	21.285	21.471	-1%
<b>Total</b>	<b>50.390</b>	<b>39.660</b>	<b>27%</b>	<b>27.644</b>	<b>25.877</b>	<b>7%</b>

# FUTURE OUTLOOK

**Smuggling / Under invoicing:  
An Opportunity for Import Substitution**

01

**Export Opportunities**

02

**Expansion & Diversification**

03

**Cost of doing business**

04



**Q&A Session**