



Al-Ghazi Tractors Limited

Corporate Briefing Session
For the period ended Dec 31, 2024

Date: Thursday, June 26, 2025
Time: 12:00 PM

Mode: Virtual (via Microsoft Teams)

To join the session:

Meeting ID: 375 578 495 829 2
Passcode: qV68Dy7R



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About 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 CNHi – 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



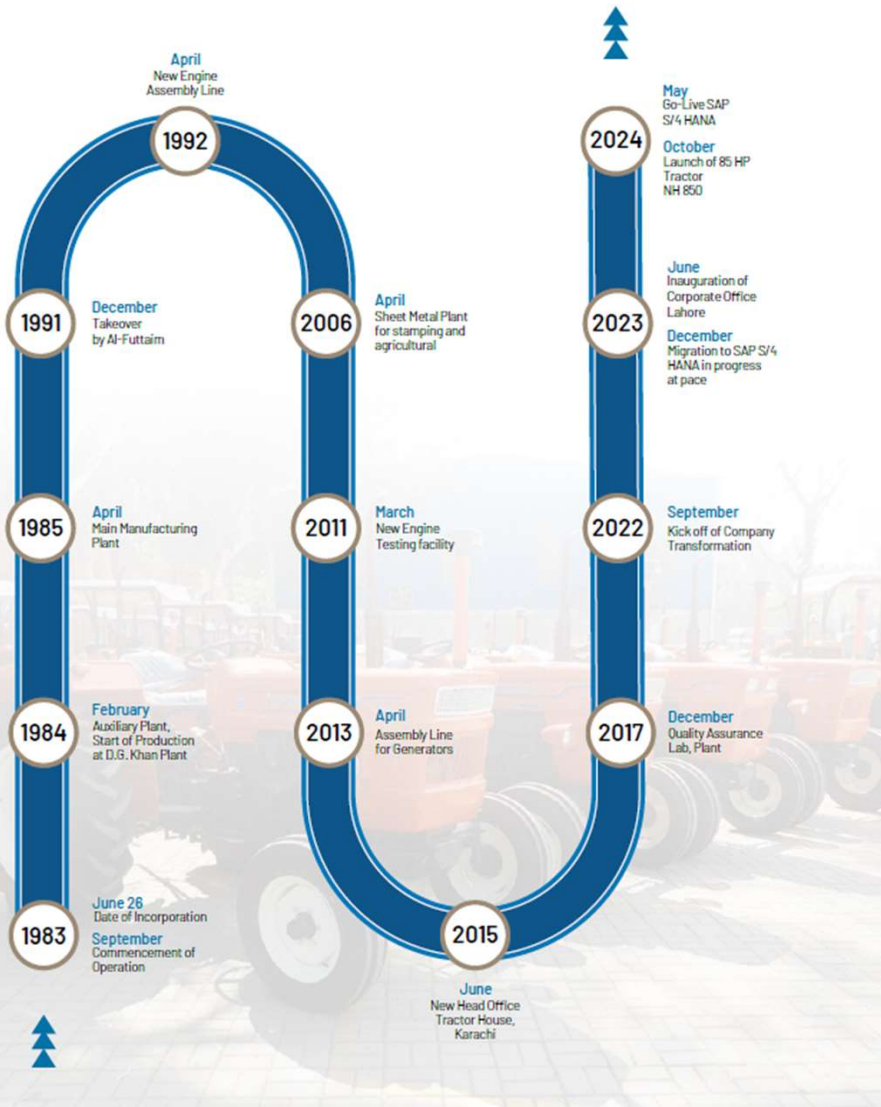
Our Geographical Presence



- AGTL has its registered office in Karachi, Corporate Office in Lahore and the plant in Dera Ghazi Khan. Our marketing centers are in Lahore, Multan, Islamabad, Sukkur and 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.

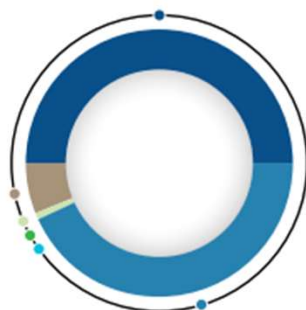


Al-Ghazi's Journey So Far

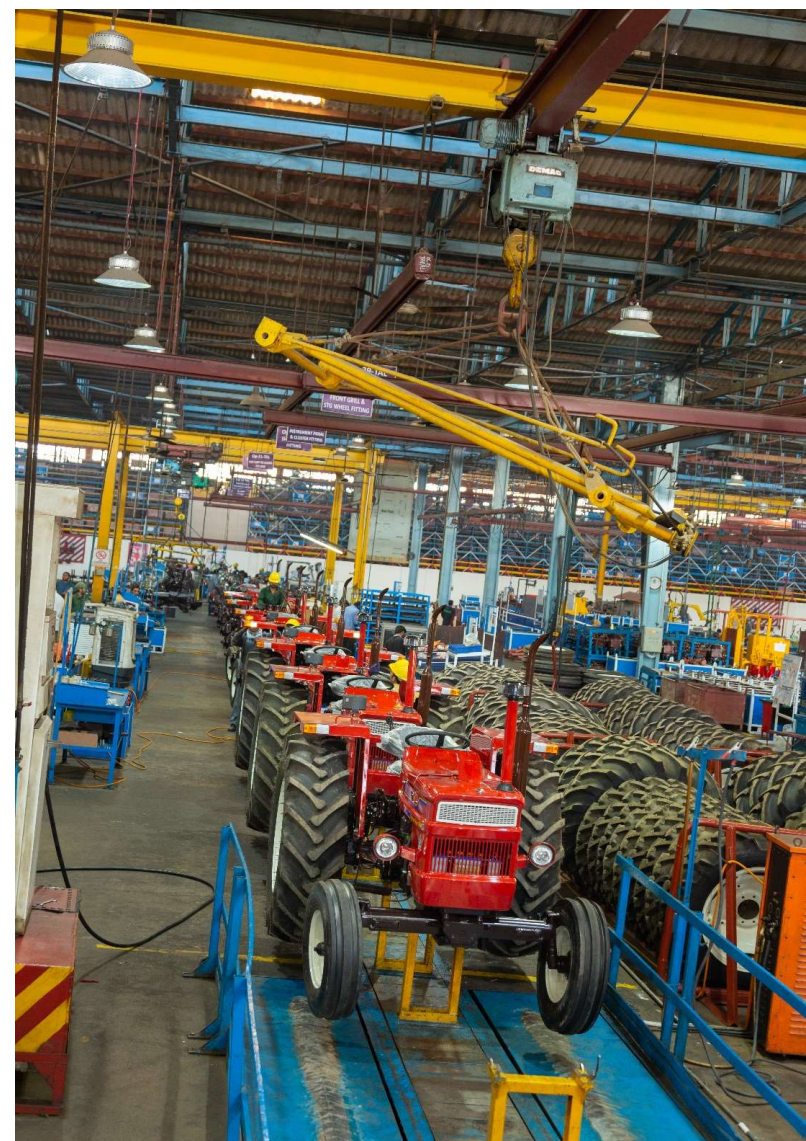


Pattern of Shareholding

S.No.	Shareholders Category	No. of Shareholder	No. of Shares	Percentage
1	Directors, Chief Executive Officer, and their spouse and minor children	3	3,000	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	3	3,149	0.01
5	Insurance Companies	2	46,750	0.08
6	Modarabas and Mutual Funds	20	512,263	0.88
7	Share holders holding 10%	2	54,015,084	93.19
8	General Public :			
	a. local	2,732	2,955,683	5.10
	b .Foreign	-	-	-
9	Others	39	428,272	0.74
Total (excluding : share holders holding 10%)		2,801	57,964,201	100.00



50.02% ● Al-Futtaim Industries Company LLC
 43.17% ● CNHi Global N.V.
 0.01% ● Banks, Development Financial Institutions, Non Banking Financial Institutions
 0.08% ● Insurance Companies
 0.88% ● Modarabas and Mutual Funds
 5.84% ● Others



Key Information



OUR CAPITALS

Financial Capital

- Equity PKR 9.19 billion
- Assets PKR 20.39 billion

Manufactured Capital

- State-of-the-art Tractor assembling facility
- 30k per annum production capacity

Human Capital

- 413 employees
- People-centered culture
- Strong governance

Natural Capital

- Water, energy & environment conservation
- Waste water treatment plant

Intellectual Capital

- Company's knowledge base
- Product manufacturing capabilities
- Well-equipped reporting tools
- Corporate reputation
- Brand (CNHi)

Social & Relationship Capital

- Relations with customers, regulators, communities & other stakeholders
- Vast network of dealers, distributors & end-users

VALUE CREATION FOR OUR STAKEHOLDERS

Customers/Suppliers

- Customer satisfaction
- Trust of vendors
- Growing network of vendors, dealers & customers

Shareholders

- Delivered strong and healthy returns for shareholders
- Return on equity: PKR 61

Governing Bodies & Regulators

- Compliance with all the regulatory requirements
- Contributed PKR 4.7 billion to national exchequer

Employees

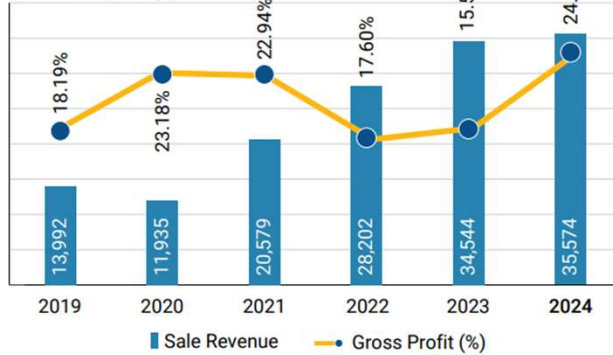
- Talent nourishment and growth
- Rewarding high performance and investing in attracting, developing, and retaining our people



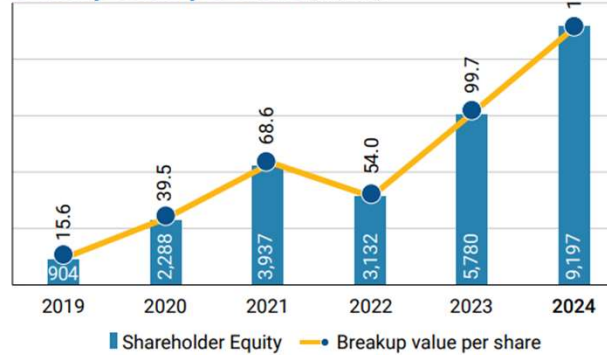
Financial Position – 31 December 2024



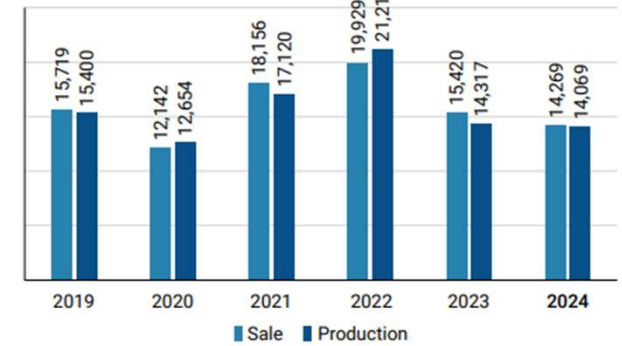
Sale Revenue (Rupees in million)
Gross Profit (%)



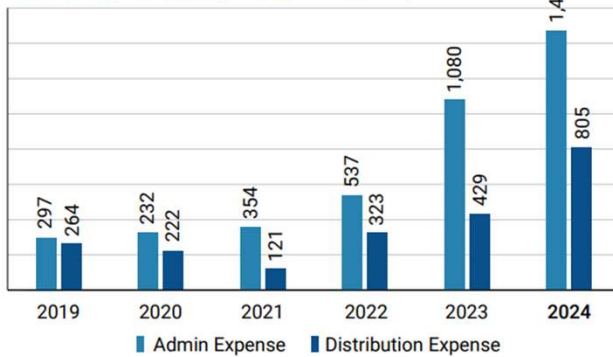
Shareholder Equity (Rupees in million)
Breakup Value per Share (Rupees)



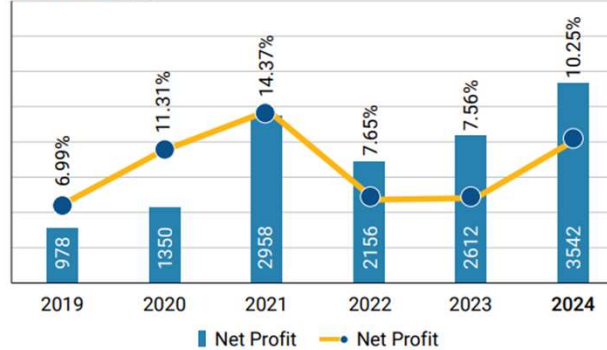
Sales and Production Units
(Rupees in million)



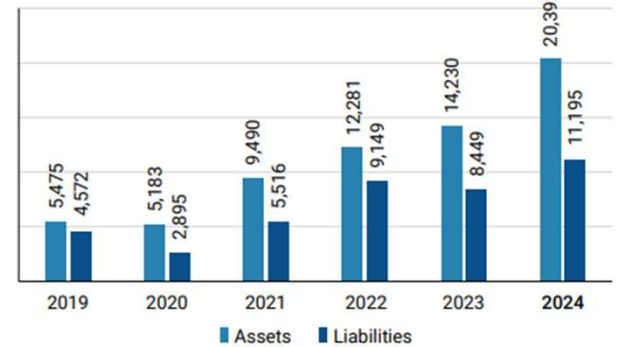
Admin Expense (Rupees in million)
Distribution Expense (Rupees in million)



Net Profit (Rupees in million)
Net Profit (%)



Assets and Liabilities
(Rupees in million)



Statement of Profit or Loss Statement – 31 Dec 2024



	Note	2024 (Rupees in thousand)	(Restated) 2023
Revenue from contracts with customers	21	34,574,430	34,543,545
Cost of sales	22	(26,139,744)	(28,120,477)
Gross profit		8,434,686	6,423,068
Distribution expenses	23	(804,790)	(428,974)
Administrative expenses	24	(1,466,521)	(1,080,879)
		6,163,375	4,913,215
Other income	25	315,630	560,091
Other expenses	26	(323,530)	(429,812)
		6,155,475	5,043,494
Finance costs	27	(446,775)	(356,402)
Profit before taxation and levy		5,708,700	4,687,092
Levy - final tax	28	(2,226)	(1,191)
Profit before taxation		5,706,474	4,685,901
Income tax expense	29	(2,164,199)	(2,074,129)
Profit for the year		3,542,275	2,611,772
Earnings per share (Rupees) - Basic and diluted	30	61.11	45.06

Statement of Profit or Loss – 31 Mar 2025



	Note	March 31, 2025 (Rupees in thousand)	March 31, 2024
Revenue from contracts with customers	7	3,635,965	9,496,684
Cost of sales	8	(2,855,458)	(7,386,468)
Gross profit		780,507	2,110,216
Distribution expenses		(133,911)	(181,225)
Administrative expenses		(409,725)	(395,130)
		236,871	1,533,861
Other income		36,183	32,058
Other operating expenses		(118,338)	(125,460)
		154,716	1,440,459
Finance costs		(52,116)	(50,131)
Profit before income tax		102,600	1,390,328
Income tax expense		(44,019)	(537,012)
Profit after income tax		58,581	853,316
Other comprehensive income		-	-
Total comprehensive income		58,581	853,316
Basic and diluted earnings per share		1.01	14.72

Financial Position – 31 March 2025



	Note	(Un-audited) March 31, 2025	(Audited) Dec 31, 2024
(Rupees in thousand)			
ASSETS			
NON-CURRENT ASSETS			
Fixed assets	5	1,795,391	1,838,546
Intangible assets		440,851	451,160
Deferred tax asset		181,473	79,051
Long-term loans		2,308	2,355
Long-term deposits		13,587	13,864
		2,433,610	2,384,976
CURRENT ASSETS			
Inventories		6,706,294	5,764,333
Trade receivables		2,407,912	5,052,051
Loans and advances		1,917,807	984,688
Trade deposits and short-term prepayments		113,113	107,456
Interest accrued		1,897	344
Other receivables		50,018	49,327
Refunds due from the Government		5,372,149	5,072,477
Cash and bank balances		361,169	976,090
		16,930,359	18,006,766
TOTAL ASSETS		19,363,969	20,391,742
SHARE CAPITAL AND RESERVES			
Share capital		289,821	289,821
Unappropriated profit		8,965,673	8,907,092
		9,255,494	9,196,913
NON-CURRENT LIABILITIES			
Deferred staff benefits - compensated absences		114,721	102,052
Lease liability		31,476	31,476
Employee benefit obligations		20,449	58,763
		166,646	192,291
CURRENT LIABILITIES			
Trade and other payables		4,610,154	5,383,665
Customers' and dealers' advances		251,334	490,732
Taxation - payments less provision		84,700	206,131
Unclaimed Dividend		60,918	60,918
Unpaid Dividend		2,415,654	2,416,858
Current portion of Lease Liability		14,943	14,943
Short term financing		2,504,126	2,429,291
TOTAL LIABILITIES		10,108,475	11,194,829
COMMITMENTS	6		
TOTAL EQUITY AND LIABILITIES		19,363,969	20,391,742

Strategic & operational developments

Comprehensive Transformation

- Focused on innovation, product lineup enhancement, and operational excellence to position AGTL for sustainable growth.
- Key Focus Areas
 - Innovating Product Portfolio
 - Enhancing Sales Channels & Customer Experience
 - Strengthening Core Supply Chain
 - Modernizing Manufacturing Operations
 - Reimagining Organization & Change Management

Expected Benefits

- Engaged Customers
- Market Share & Revenue Growth
- Stronger Brand Image
- Enhanced Employee Experience



Strategic & operational developments 2024

Launch of NH 850

- AGTL unveiled its most advanced tractor, the NH-850, designed for power, efficiency, and versatility
- Features include superior hydraulics, improved fuel efficiency, and rugged terrain capability
- Endorsed by CNHi leadership, a key step toward sustainable agriculture
- Live demos impressed stakeholders, reinforcing AGTL's role in driving innovation in farming

SAP S/4 HANA Go Live: Driving Digital Transformation

- **Real-Time Insights:** Accelerates data-driven decisions with enhanced accuracy and visibility
- **Operational Efficiency:** Streamlines supply chain, finance, and planning for higher productivity and cost savings
- **Scalability & Future Readiness:** Supports integration with emerging technologies for long-term growth
- Marks a major step in AGTL's digital transformation, promoting transparency, compliance, and strategic agility



Sustainability Highlights 2024



Environmental Responsibility

- Reduced CO₂ emissions via NH-850's fuel-efficient design
- Planted over 1,000 trees to support reforestation
- Trained 5,000+ farmers & mechanics in 30+ events promoting sustainable mechanization



Community Empowerment

- Empowered 43 rural women through the Khud Mukhtar Ba Waqar initiative
- Promoted women's role in agriculture with training and employment opportunities



Green Agriculture Support

- 3,270 tractors supplied under the Green Tractor Scheme in collaboration with the Punjab Government



Workplace Safety & Compliance

- Achieved 100% PPE implementation across AGTL manufacturing plant
- Reinforcing our commitment to climate action and employee well-being



Any Questions?



Thank you