Agriauto Industries Limited

F Y 2 0 2 6

CORPORATE BRIEFING SESSION



OUR COMPANY

Agriauto Industries Limited is a public limited company, incorporated in 1981 and listed on the Pakistan Stock Exchange.

The Company is engaged in producing hi-tech automotive parts for cars, tractors and motorcycle assemblers. Over the decades, it has expanded its capabilities through strategic partnerships, technical collaborations and continuous investment in technology and people.

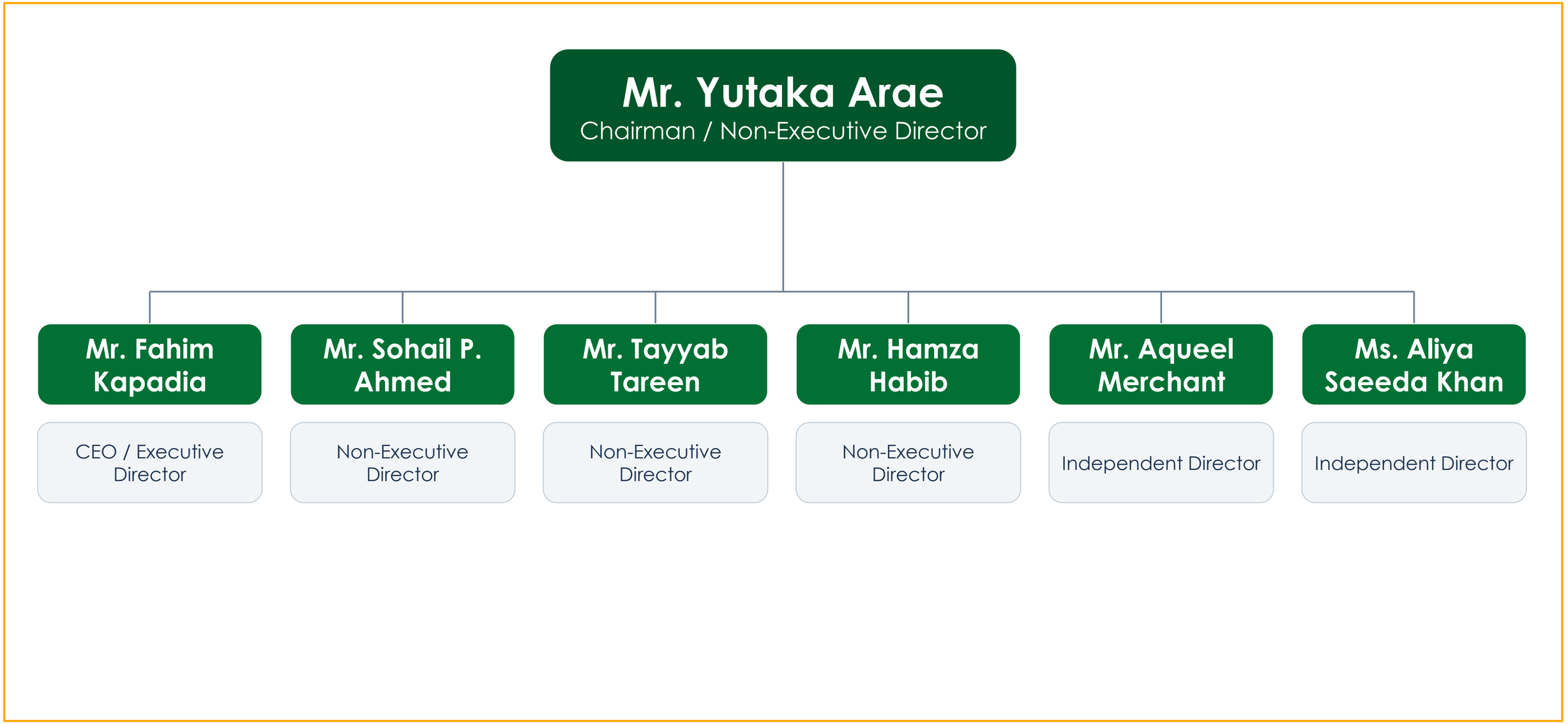
Today, Agriauto is recognized as one of the leading private sector manufacturers of automotive components in Pakistan.

Technical collaborations with leading international companies have further strengthened its versatility. Its product portfolio serves both Original Equipment Manufacturers (OEMs) and the aftermarket.



BOARD OF DIRECTORS

Elected on October 22, 2026



AGRIAUTO'S JOURNEY

1981 – Incorporated

1984 – Listed on Karachi Stock Exchange

1987 – TAA With Gabriel Ride Control Inc, USA

1989 – Steering Box Manufacturing-Tractors

1994 – TAA with KYB Japan

2000 – ISO 9002 certification

2002 – Start of Motorcycle Parts Manufacturing

2005
- ISO 9001:2000 certification
- ISO/ TS 16949 certification

2006 – TAA with AISIN Japan – Door Hinges

2008 – Press Shop Commissioned

2012
- TAA with Ogihara Thailand for ASC – Stamping parts
- TAA with Shiroki Japan for Window Regulator

2014 – High-Tensile Sheet Metal Part Manufacturing at ASC

2016 – Establishment of Effluent Treatment Plant

2017
- Power Window Regulator for Corolla
- Catalytic Converter Corolla

2021 – Establishment of ASC

2022 – Installation of Solar Power Plant

2023
- Press shop extension at Hub Plant
- Installation of Auto Chrome Plant
- Second Tandem Press line at ASC
- 1st Export Order of Shock Absorbers

2024 – Development of aftermarket shock absorbers through Chinese support

2025
- Diversification into Power Sector
- Export of dies

2026
- Waiting Chair facility production
- Establishment of Powder Coating Facility

PRODUCT PORTFOLIO

Shock Absorbers



Instrument Panels & Door Impact Beams



Door Hinges



Power Window Regulators



Suspension Strut Assemblies



Mcpherson Assemblies



Fuel Tank - Passenger Car



Steel Waiting Chair



Catalytic Converters



Steering Box - Tractors



Shock Absorber Components - Motorcycles



Front Suspension - Motorcycles



ED-coated Boxes



PRODUCT PORTFOLIO

Sheet Metal Parts

- Member Front Panel
- Instrument Panel Sub Assembly
- Cowl Assembly
- Member Sub Assembly
- Member Floor Side
- Panel Sub Assembly Body Lower
- Reinforcement Centre Body Sub Assembly
- Front Pillar Sub Assembly
- Cowl Side Panel
- Front Body Pillar
- Side Rail Roof
- Rocker Sub Assembly
- Recliner Panel Sub Assembly
- Back Seat Panel Sub Assembly
- Fuel Tank Panel



VALUED CUSTOMERS

TOYOTA

SUZUKI

HONDA

Atlas Honda

MASTER

YAMAHA

MILLAT TRACTORS LIMITED

HINO

OUR PARTNERS

KYB
Shock Absorbers & Struts
1994

Gabriel
Shock Absorbers & Struts
1987

Ogihara
Sheet Metal Parts & Assemblies
2012

AISIN
Door Hinges & Power Window Regulators
2006

KYB
Motorcycle Suspension
2015

SANNOU RIKEN
2014

FINANCIAL HIGHLIGHTS



AGRIAUTO INDUSTRIES LIMITED – CONSOLIDATED

SIX YEARS AT A GLANCE - CONSOLIDATED

Operating Results	**2026**	2025	2024	2023	2022	2021
Net sales (Rs. in '000)	**17,383,149**	11,863,435	8,534,184	8,314,517	15,397,684	10,485,027
Gross profit (Rs. in '000)	**2,537,854**	1,228,099	388,520	542,184	1,930,993	1,685,479
Gross profit margin (%)	***14.6%***	*10.4%*	*4.6%*	*6.5%*	*12.5%*	*16.1%*
Profit / (loss) before levy and taxation (Rs. in '000)	**1,685,924**	353,918	(314,660)	(126,308)	1,104,635	1,203,265
Profit / (loss) after taxation (Rs. in '000)	**1,203,408**	238,324	(347,502)	(173,280)	736,821	829,664
Net profit margin (%)	***6.9%***	*2.0%*	*-4.1%*	*-2.1%*	*4.8%*	*7.9%*
Earning / (loss) per share (Rs.)	**33.43**	6.62	(9.65)	(4.81)	20.47	23.05
Cash dividend / *Bonus shares* (%)	**100%**	35%	-	-	*25%*	220%
Financial Position						
Current ratio	**2.42 : 1**	1.79 : 1	1.98 : 1	2.06 : 1	2.18 : 1	3.89 : 1
Return on Assets (%)	**11.6%**	2.5%	-4.0%	-1.9%	7.7%	11.7%
Return on Equity (%)	**16.7%**	3.9%	-6.0%	-2.8%	11.6%	14.4%
Gearing Ratio (%)	**12.0%**	21.7%	18.7%	15.0%	19.0%	1.0%
Cash Flows						
Cash flows from operating activities	**1,232,813**	107,606	412,447	2,018,201	(403,243)	347,778
Cash and cash equivalents at year end	**280,867**	(369,084)	(76,708)	42,145	(859,041)	455,215

Consolidated Financial Highlights

Net Revenue

47%

FY 26	FY 25
17.4 Bn	11.9 Bn

Gross Profit

107%

FY 26	FY 25
2.5 Bn	1.2 Bn

Operating Profit

194%

FY 26	FY 25
1.7 Bn	0.6 Bn

Profit After Tax

405%

FY 26	FY 25
1.2 Bn	0.24 Bn

EBITDA

102%

FY 26	FY 25
2.4 Bn	1.2 Bn

Other Income

326%

FY 26	FY 25
0.4 Bn	0.09 Bn

ROCE

177%

FY 26	FY 25
24.4%	8.8%

EPS

405%

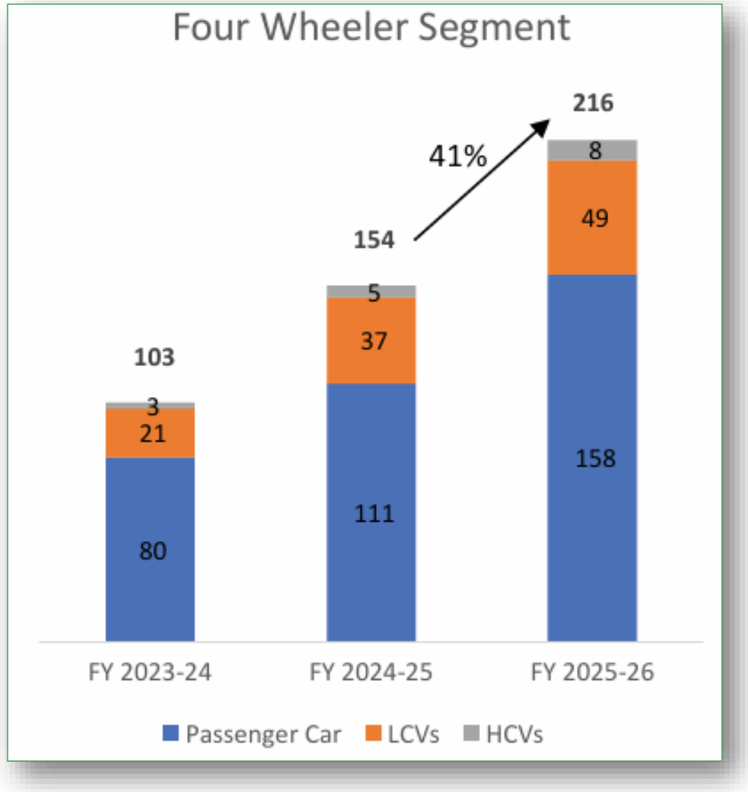
FY 26	FY 25
33.43	6.62

Consolidated P&L September 2026

	Three months period ended	
	September 30, 2026	**September 30, 2025**
	---------- (Rupees in '000) ----------	
Turnover - net	5,090,198	3,856,272
Cost of sales	(4,291,625)	(3,294,870)
Gross profit	798,573	561,402
Distribution and marketing expenses	(81,265)	(77,874)
Administrative expenses	(155,560)	(129,020)
Finance costs - net	(55,080)	(51,352)
Other expenses	(60,556)	(25,574)
Other income	12,781	7,255
Profit before taxation	458,893	284,837
Taxation	(189,208)	(92,258)
Profit after taxation	269,685	192,579
	---------- (Rupees) ----------	
Earnings per share - basic and diluted	7.49	5.35

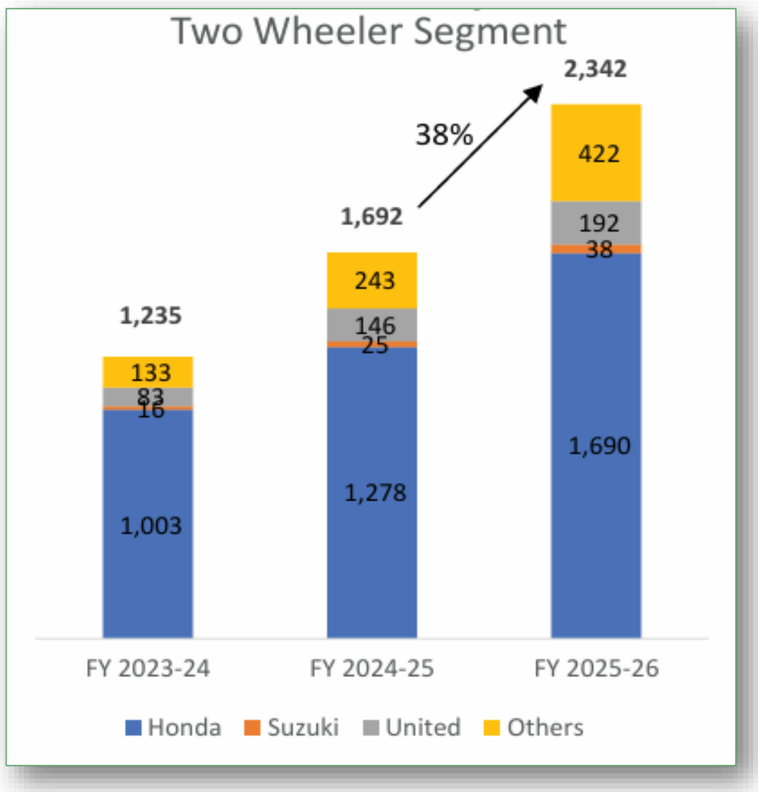
AUTOMOBILE INDUSTRY 3 YEARS' PERFORMANCE

Three Years' Performance (4-wheeler)



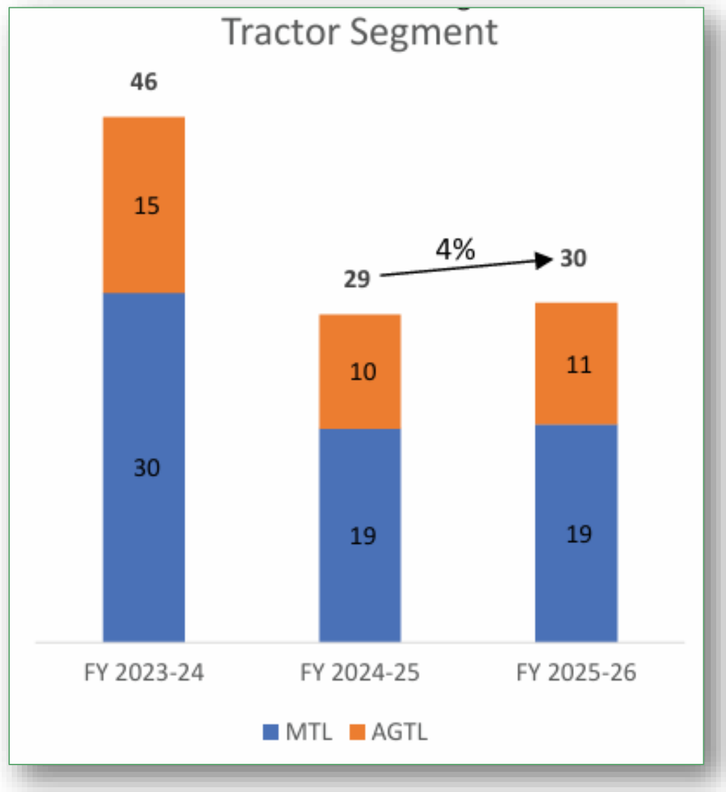
SOURCE: PAMA

Three Years' Performance (2-wheeler)



SOURCE: PBS

Three Years' Performance (Tractor)



SOURCE: PAMA

Diversification Initiatives

The Company has embarked on a new phase of growth by expanding beyond its traditional automotive business and building new revenue streams. During the year, trial production of Steel Waiting Chairs commenced, while the power distribution business achieved key milestones with the approval of ED-coated Small and Large Bus Bar Boxes and continued development of utility products.







SUSTAINABILITY & CSR

The Company is exploring possibility of additional investments in renewables.



1.5 MW Solar Plant at AIL



1 MW Solar Plant at ASC

SUSTAINABILITY & CSR



Ration distribution in Ramzan



Beach Cleaning



EV Forklift



Tree Plantation

SUSTAINABILITY & CSR



Support to Hub School Children



Waiting Chair Donations



Tree Plantation



Blood Donation



Employees Children Attend Makhor



Annual Picnic for Lady Workers



Agriauto
Stamping
Company

OUR INVESTMENT



About

Agriauto Stamping (Private) Limited (ASC) is a wholly owned subsidiary of Agriauto Industries Limited and is involved in stamping of sheet metal parts, jigs and accessories, primarily for the automotive sectors.

RECOGNITION & AWARDS

On the request of Suzuki, ASC arranged a study tour for 17 Sheet metal suppliers. ASC has been designated as a model supplier for sheet metal parts by Suzuki.







RECOGNITION & AWARDS



Timely Development Award | Indus Motor Company



Outstanding Delivery Performance | Suzuki Motor Company



Recognition Award | Just Transition Forum by Employer's Federation of Pakistan

RECOGNITION & AWARDS



Best Delivery Performance Award | Honda Atlas Cars



Skill Development Silver Award | Employer's Federation of Pakistan



Appreciation Award | Indus Hospital



Employer of the year – Diamond Award | Employer's Federation of Pakistan

More Brands, Same Volume

Auto industry challenge: variants up from 10 to 100+, volume up only ~12%

	2018-19		2025-26
Variants	10	→	**100+** across all brands
Brands	3 Japanese	→	**16** incl. new entrants
Volume	**224K** units	→	**250K** 205K PAMA + 45K non-PAMA

Thinner volume per variant

Localization drops below economic viability

EVs arriving as CBU

New entrants exploit tariff benefits

Localization window opens

Duty protection concludes June 2026; localization from 2026-27

New entrants will keep taking share from existing OEMs – **this is the new norm.**

Draft Auto Policy 2026–31

Approved by PM on 20 Oct 2026; a committee under the Minister for Law & Justice is finalising it

POLICY PRINCIPLES

USD 6bn

Auto-parts export target, by linking into global value chains

Promote EVs across all categories by reducing their cost vs ICE vehicles

Lower sales tax on NEVs

1%	6%	9%
BEV	REEV	PHEV

Reduced rates by vehicle type

Reduced tariffs for NEVs

5% on small EVs (under $15,000 CIF) for the first 2 years of the policy

1% on EV-specific non-localized parts / CKD imports

Financing & OEM obligations

- NEV credit limit raised from PKR 3M to 10M; tenor 3 to 5 years (SBP)
- OEMs must meet domestic value-addition and export targets
- SRO regimes to be phased out by end of policy period

Used-vehicle imports

- Up to 5 years old, only from the importer's country of residence (850+ days of residence)
- No transfer to another buyer within 1 year
- Valid fitness certificate required

Q/A


AIM HIGH
For Quality
ASSEMBLY LINE
THAI PARTS
PACK
CONSIGNMENT
RACK # 03

Thank You