

Ref: DF/1045/PSX/CBS/210723

Date: 21<sup>st</sup> July 2023

The General Manager,  
Pakistan Stock Exchange Limited,  
Stock Exchange Building,  
Stock Exchange Road,  
Karachi.

Dear Sir,

Subject: **Corporate Briefing Session (CBS)**

This is to inform you that a Corporate Briefing Session of Exide Pakistan Limited is scheduled to be held on Tuesday, August 15<sup>th</sup>, 2023 at 12:30 pm at Registered Office of the Company at A-44, Hill Street, Off Manghopir Road, SITE, Karachi and via Zoom/Video-link facility to brief the investors/analysts about the Company's operating performance and its future outlook.

Zoom/Video-link credentials will be shared with the shareholders/analysts/investors who will confirm participation by providing following details via email at [atif.taj@exide.com.pk](mailto:atif.taj@exide.com.pk) by close of business on Saturday, August 12<sup>th</sup>, 2023.

- Name
- CNIC No
- Folio No (if shareholder)
- Organization Name (if analyst/investor)
- Contact No
- Email Address

We would appreciate your assistance in communicating this information to members of the Exchange.

Thanking you,

Yours sincerely,

For: **Exide Pakistan Limited**



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**S. Haider Mehdi**  
**Director**

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**Head Office / Registered Office / Factory:**

A-44, A-45, Hill Street, Off: Manghopir Road, S.I.T.E., Karachi-75700 (Pakistan)

Tel: 32593371-85, 32593181-85, 32578061-64 Fax: 32561679, 32573575

# **EXIDE<sup>®</sup> EXIDE PAKISTAN LIMITED**

**No 1 Quality No 1 Choice**

**Corporate Briefing  
For the Period Ended  
March 31, 2023**

## Presentation Outlines

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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

2023



2022



**Sales Revenue**  
(Rs in Million)

14,363

23,402

**Operating Profit/(Loss)**  
(Rs in Million)

475.86

1,569.66

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

28.86

754.56

**EPS**  
(Rs/Share)

3.72

97.13

**Equity**  
(Rs in Million)

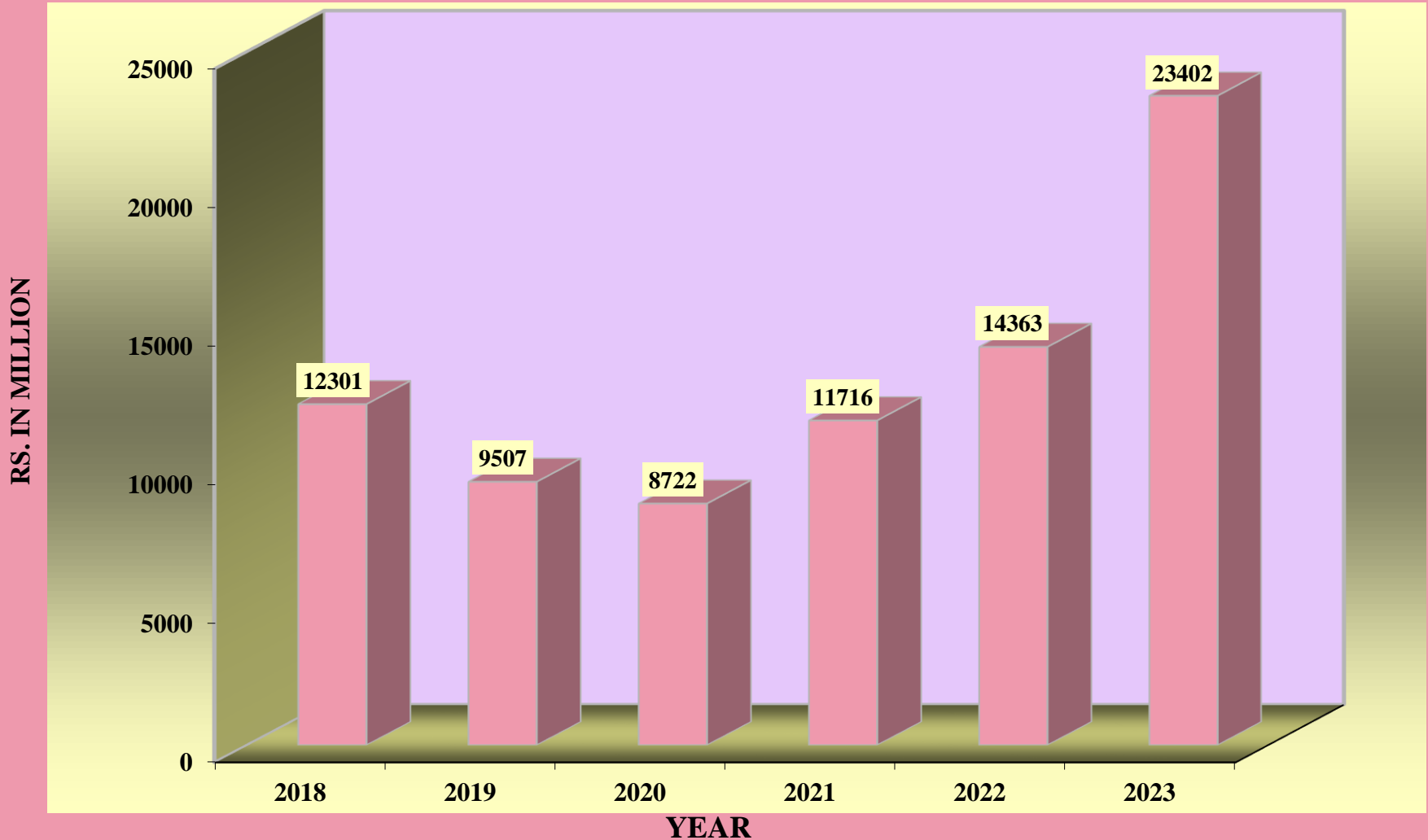
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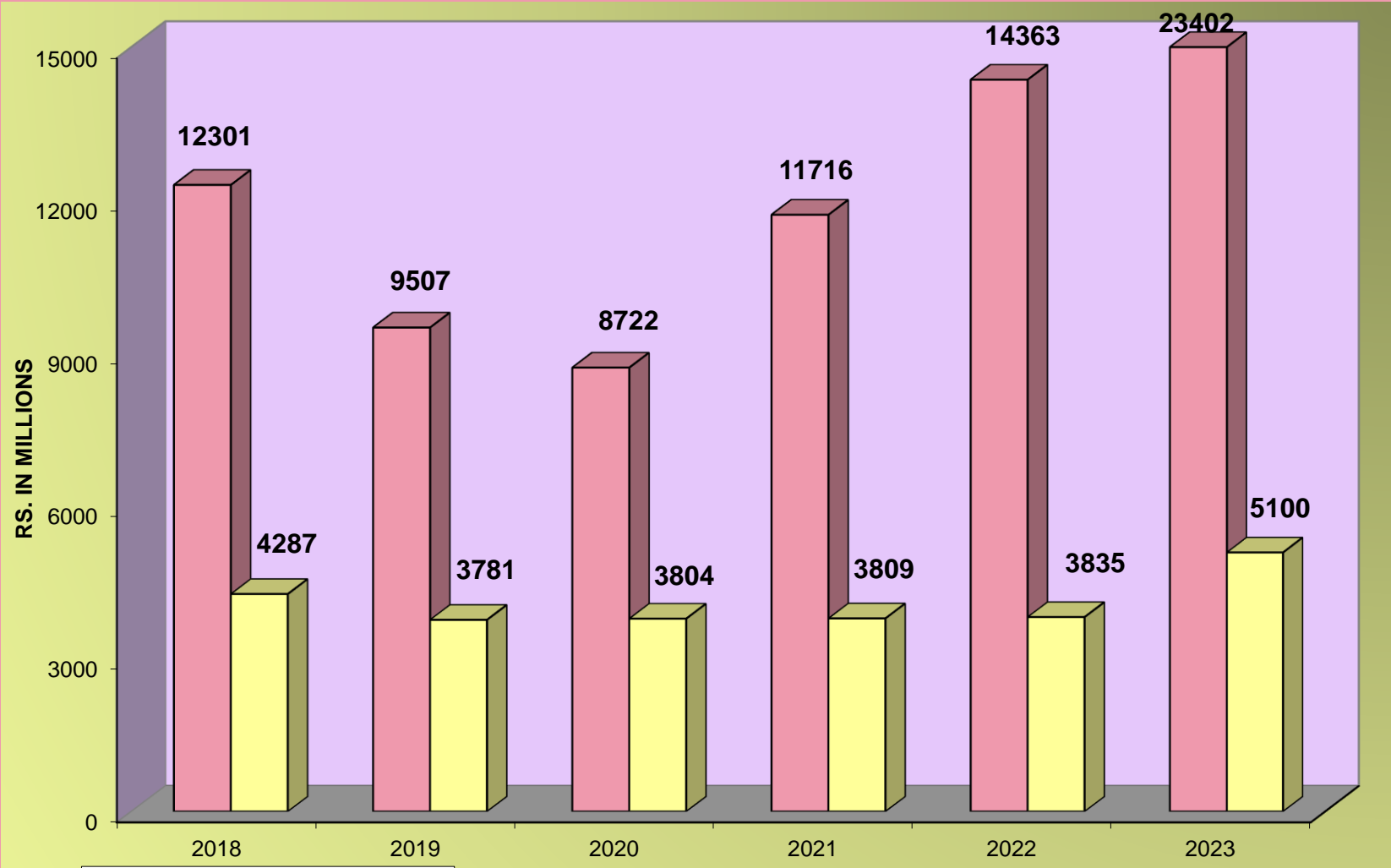
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**Return on Equity**  
(%)

1

15

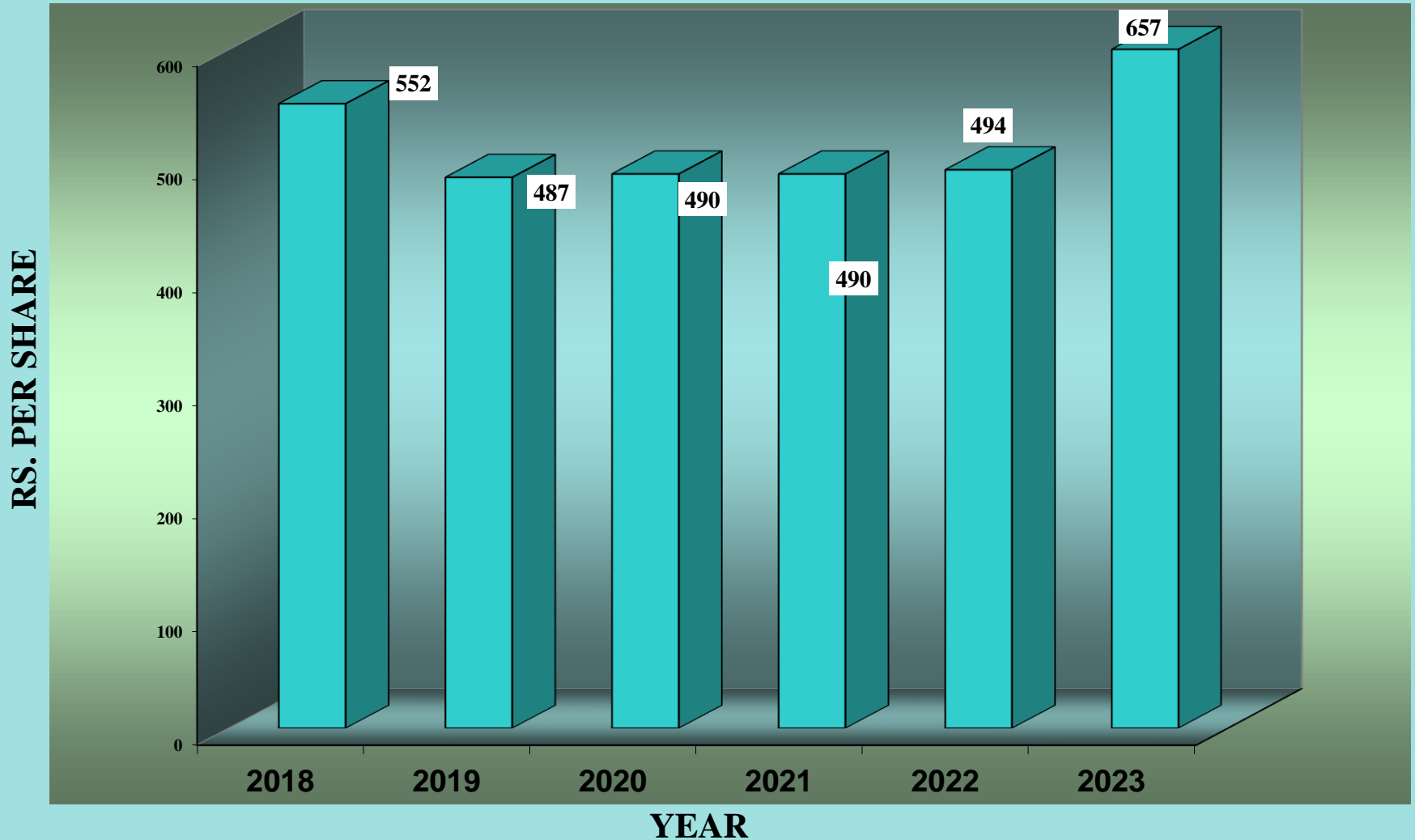
**NET SALES**

**TURNOVER VS NET ASSETS EMPLOYED**

■ NET SALES ■ NET ASSETS EMPLOYED

YEAR



**BREAK-UP VALUE PER SHARE**



## Profit and Loss 2023 VS 2022

	2023	%	2022	%
	Amount in 000		Amount in 000	
Sales - net	23,402,183	100.0%	14,362,599	100.00%
Cost of sales	(20,039,365)	-85.6%	(12,716,889)	-88.54%
Gross profit	3,362,818	14.4%	1,645,710	11.46%
Selling and distribution expenses	(1,319,875)	-5.6%	(979,188)	-6.82%
Administration and general expenses	(160,668)	-0.7%	(152,469)	-1.06%
Other income	19,018	0.1%	18,651	0.13%
Allowance for expected credit losses	(160,637)	-0.7%	(8,483)	-0.06%
Other operating charges	(171,056)	-0.7%	(48,420)	-0.34%
Operating profit	1,569,600	6.7%	475,801	3.31%
Finance cost	(417,232)	-1.8%	(265,914)	-1.85%
Profit before taxation	1,152,368	4.9%	209,887	1.46%
Taxation - net	(397,866)	-1.7%	(181,083)	-1.26%
Profit after taxation	754,502	3.2%	28,804	0.20%

## Future Prospects

The indigenous organized battery industry is expected to face competition due to capacity expansion and changing market dynamics. The company anticipates that profitability in the coming year may be affected by increase in utility prices, wages, and the devaluation of the Pakistani Rupee. However, our management remains committed to maximizing opportunities through a continued focus on quality improvement, productivity, cost control, and after-sales service, all aimed at enhancing our competitiveness and market penetration.

# Future Challenges

**Stiff Competition**

**Higher Markup Rates and  
unprecedented local inflation**

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

**Devaluation of Pak Rupees**

# Q&A

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**THANK YOU**

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