



Agriauto Industries Limited



CONTENT OF PRESENTATION

1 About Agriauto Industries Limited

2 Agriauto's Journey

3 Products at AIL and ASC

4 Market Overview

5 Sustainable Development Goals

5 Q & A Session

Agriauto Industries



Head Office



Agriauto Stamping

AIL

Factory Area: 70,000 Sq.m
Number of Employees: 752
Paid up Capital: 144 Million

100% Owned
Subsidiary

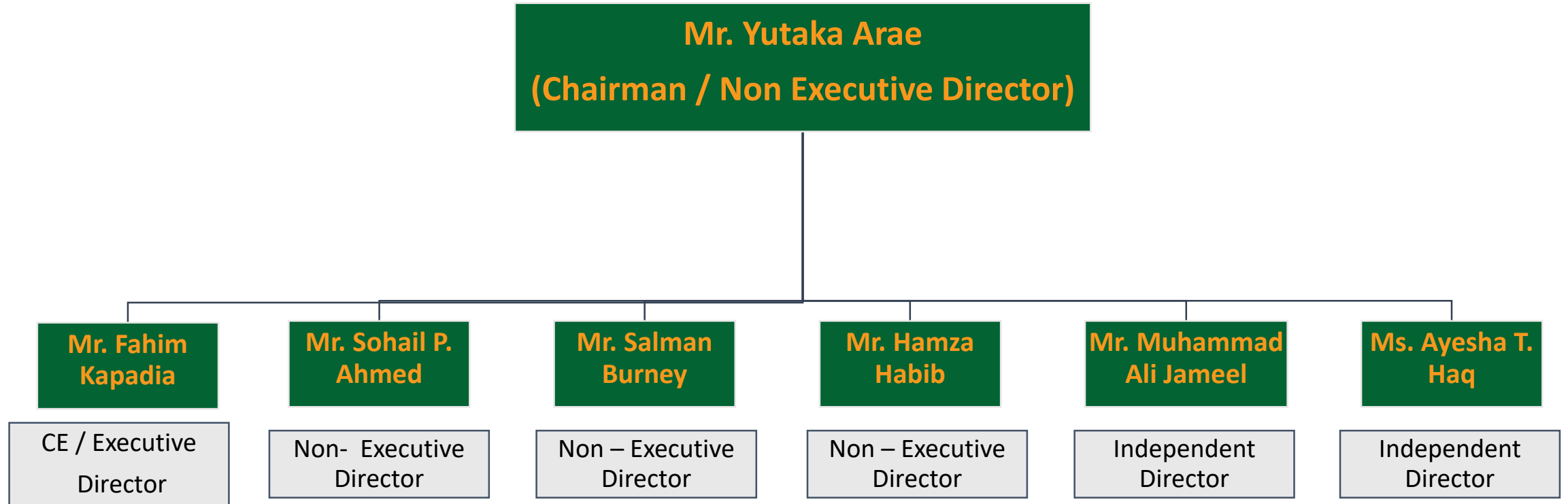
ASC

Factory Area: 24,650 Sq.m
Number of Employees: 299
Paid up Capital: 1,144 Million

Strengths

- 1 State of the art manufacturing facilities
- 2 Sole manufacturer of Shock Absorbers in Pakistan.
- 3 ISO & TS-16949 certified
- 4 Technical collaboration with world's leading auto parts companies
- 5 Strong Dealer Network

Board of Directors



T I M E L I N E

1981 Incorporated

Listed on Karachi Stock Exchange **1984**

1987 TAA With Gabriel Ride Control Inc, USA

Steering Box Manufacturing-Tractors **1989**

1994 TAA with KYB

ISO 9002 certification **2000**

2002 Start of Motorcycle Parts Manufacturing

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

T I M E L I N E

2006 TAA with AISIN Japan – Door Hinges

Press Shop Commissioned - 2008

2008

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

TAA with Sannou Riken for Chrome Plating
improvement
High Tensile Sheet Metal Part Manufacturing from
ASC Started

2014

2015 TAA with KMS (KYB Motorcycle
Suspensions) for Yamaha Shocks

T I M E L I N E

2016

- Establishment of Effluent Treatment Plant with Supply Contract of Kaiko Japan
- Fuel Tank Yamaha Motorcycle
- Fuel Tank Corolla

2017

- Power Window Regulator for Corolla
- Catalytic Converter Corolla





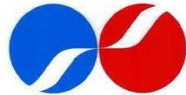




2020

- Establishment of E.D. Paint Plant
- Solar power plant

2022

And the journey continues....

Our Global Partners

Gabriel Ride Control Products Inc-USA (Struts & Shock Absorber)	1987	Gabriel®	
KYB Corp – Japan (Struts & Shock Absorber)	1994	KYB	
AISIN Corp. – Japan (Door Hinges)	2006	AISIN	
Ogihara (Thailand) Co. Ltd. (Stamping Parts)	2012	Ogihara	
Shiroki Corporation (Japan) Ltd. (Window Regulator)	2012	 SHIROKI	
SANNOU RIKEN Co. Ltd.- Japan (Chrome Plating)	2014	 SANNOUN RIKEN	
KYB Motorcycle Suspension (KMS) - Japan (Yamaha Shocks)	2016	KYB	

Agriauto has been pivotal in Pakistan's automotive evolution.





Plant Overview (AIL)

Product Portfolio - AIL



Shocks & Struts



Window Regulator



Door Impact Beam (Corolla)



R/F Instrument Panel (Corolla)



Hood Hinges (Corolla)



Door Hinges (Corolla & IMV)

4 Wheelers



Steering Box



Camshaft

Tractor

2 Wheelers



Stamping Parts

AIL is always relevant!

Shock Absorbers Supplied in Aftermarket by AGIL



Dealer Network



Our dealer in Karachi services all of Sindh and Parts of Baluchistan

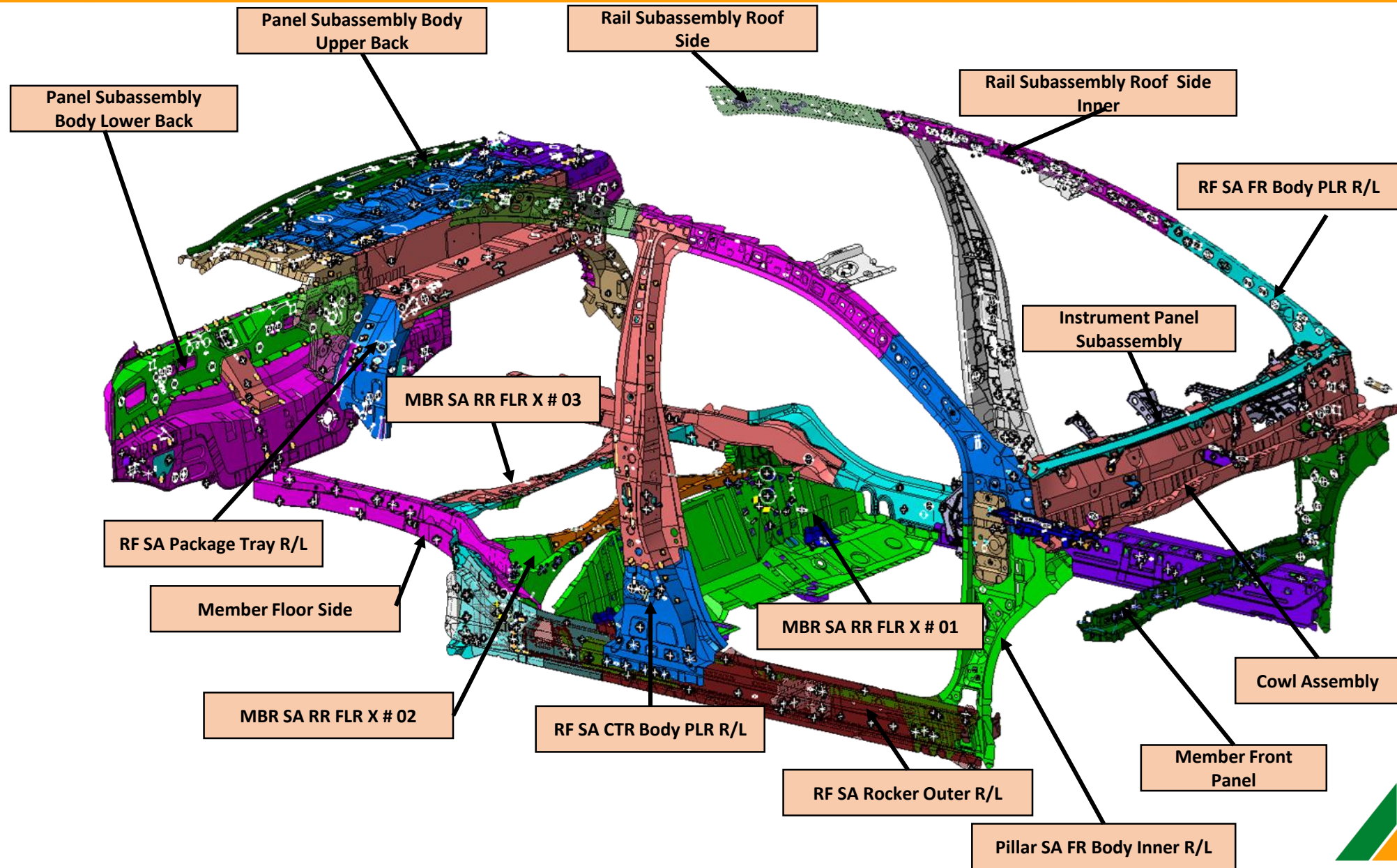


Our dealer in Lahore services all of Punjab and Northern regions of Pakistan.



Plant Overview (ASC)

Product Portfolio - ASC



Product Portfolio – ASC



Catalytic Converters



Fuel Tank Passenger
Car



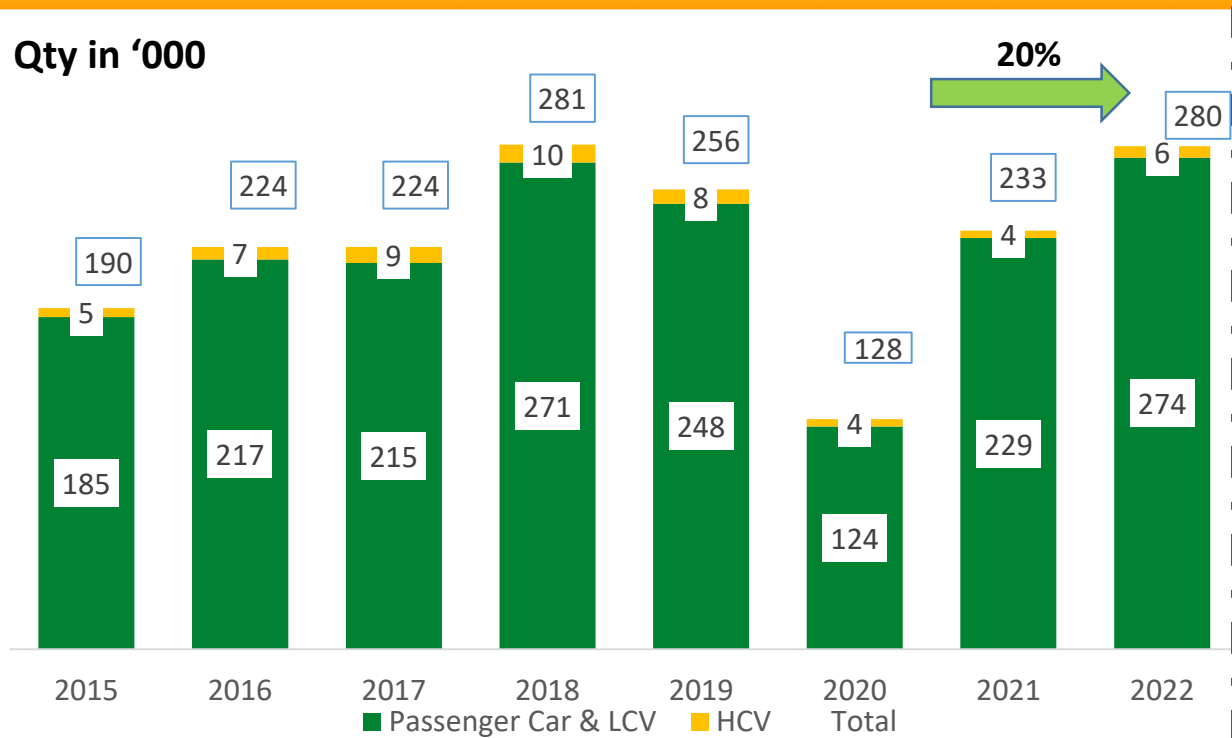
Fuel Tank Motorcycle



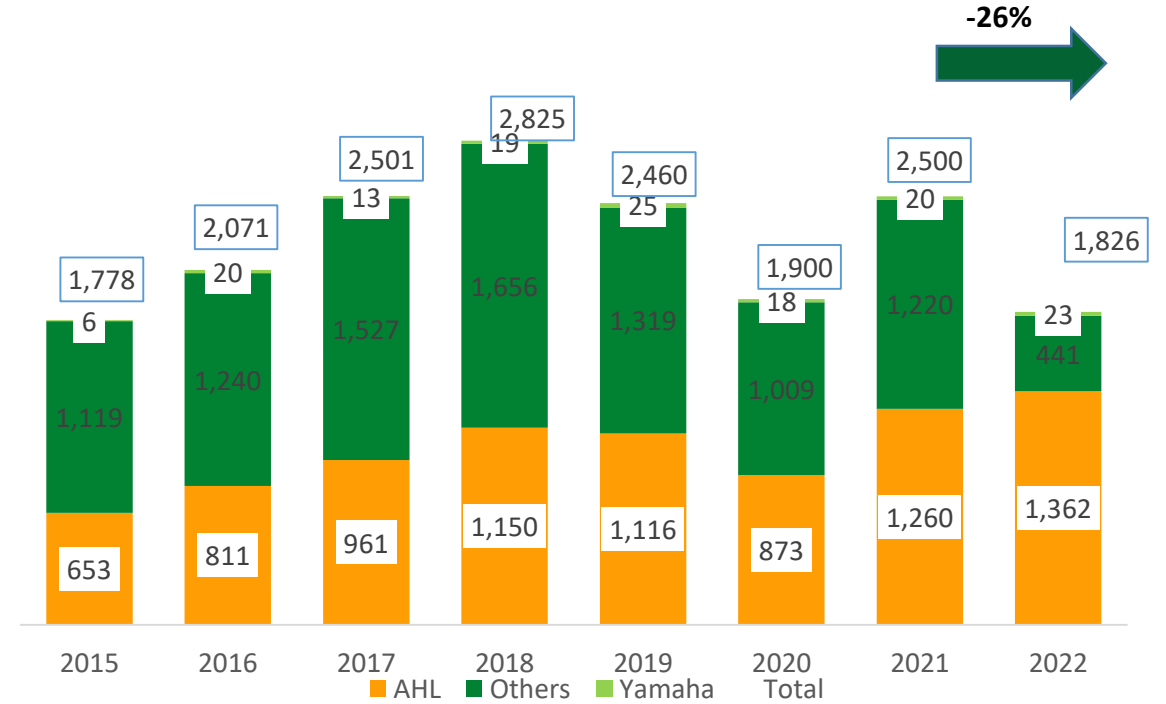
Market Overview

Market Overview Passenger Vehicle & Motorcycle

Qty in '000



Passenger Cars

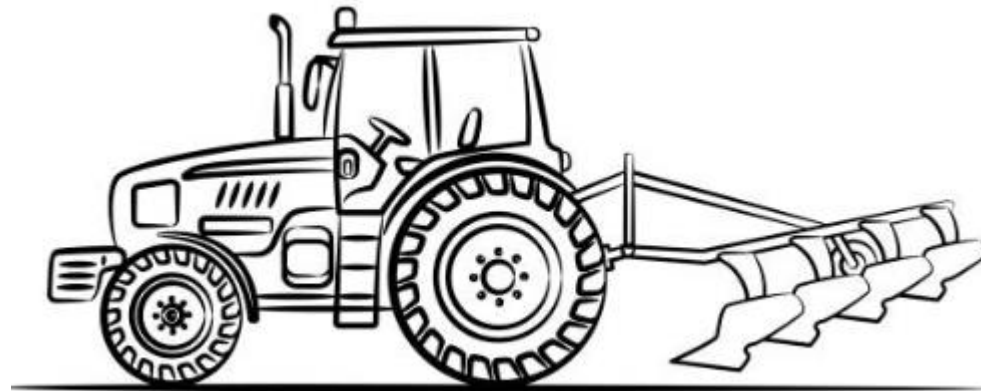
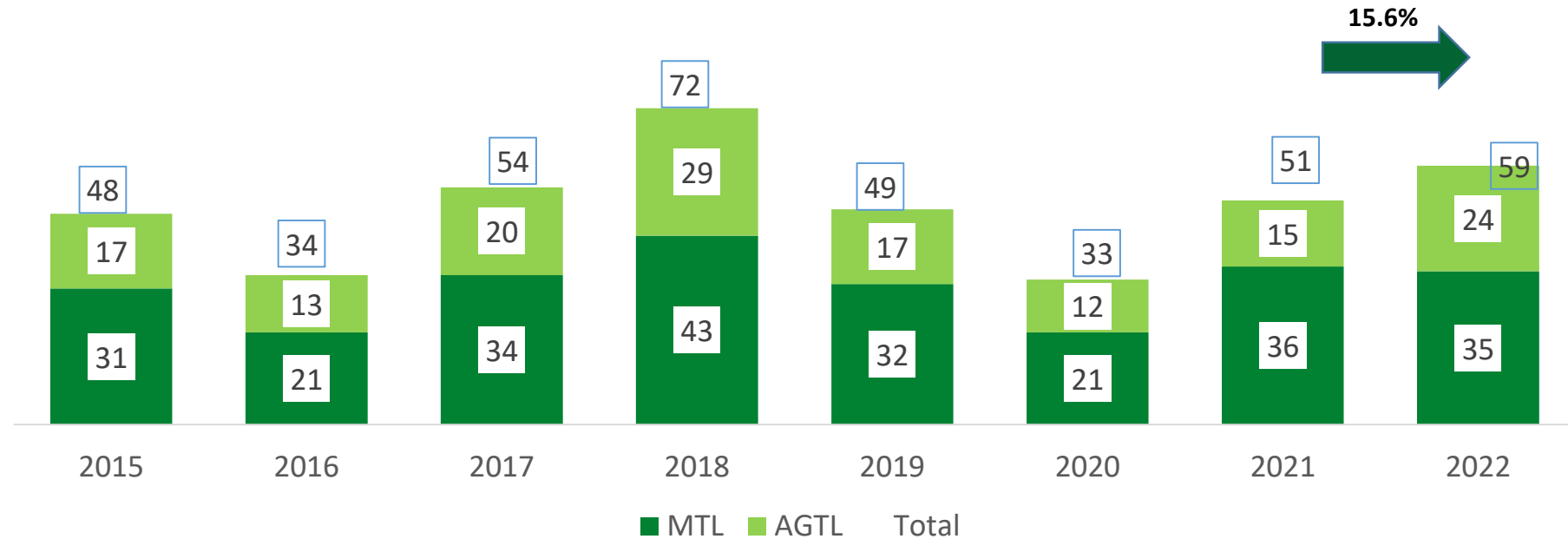


Motorcycles

Source: PAMA

Market Overview - Tractors

Qty in '000



Source: PAMA



Your
Company is
Responsible!

Serving Communities in Two Provinces

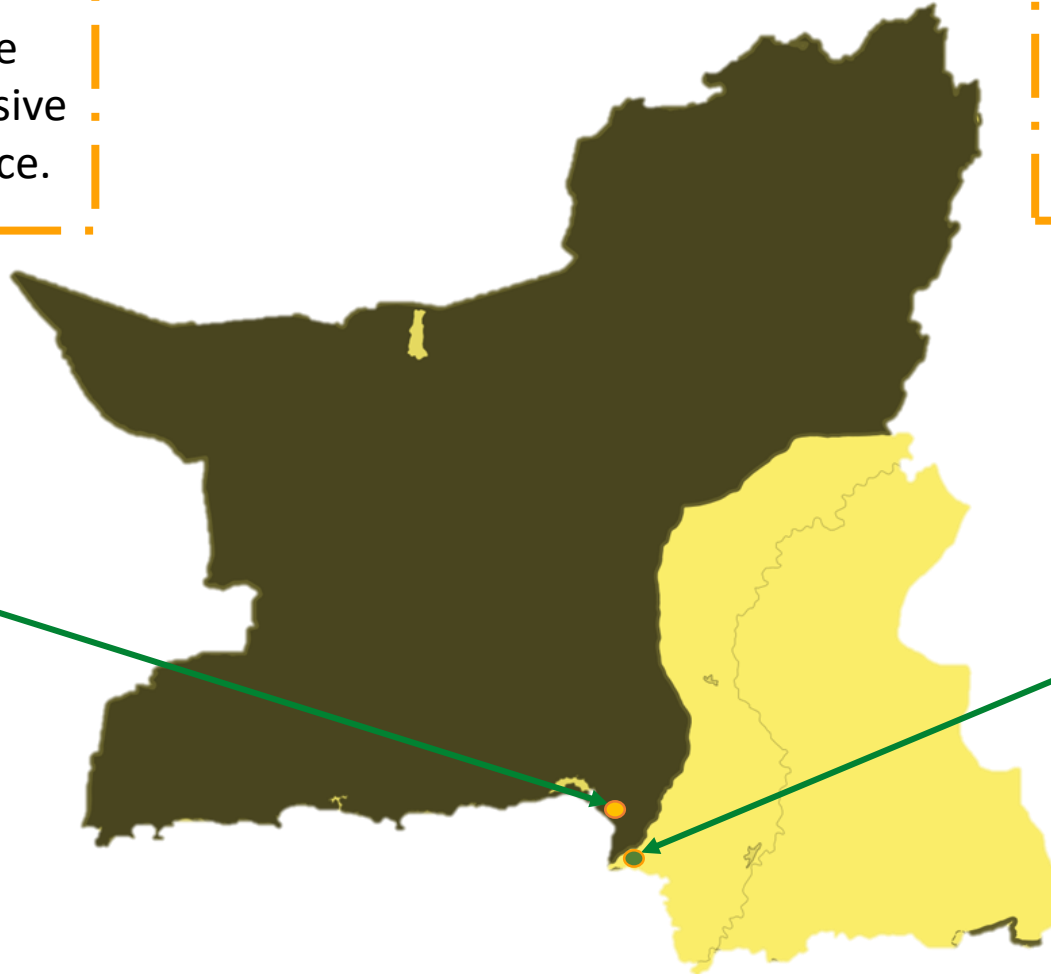


All our employees are covered by comprehensive health and life insurance.

We provide education support through Education Assistance Policy.

Agriauto Industries Limited –
Hub – Baluchistan Employees
752 People and effects
families of the same

Agriauto Stamping Company Pvt
Ltd – Port Qasim - Sindh
Employees 299 People and effects
families of the same



Encouraging Gender Inclusivity in the Workplace



Our Commitment towards Sustainability!



Effluent Treatment Plant



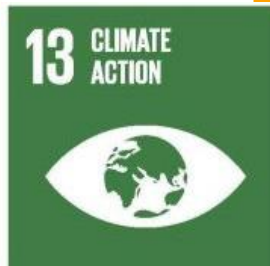
Our Commitment towards Sustainability!

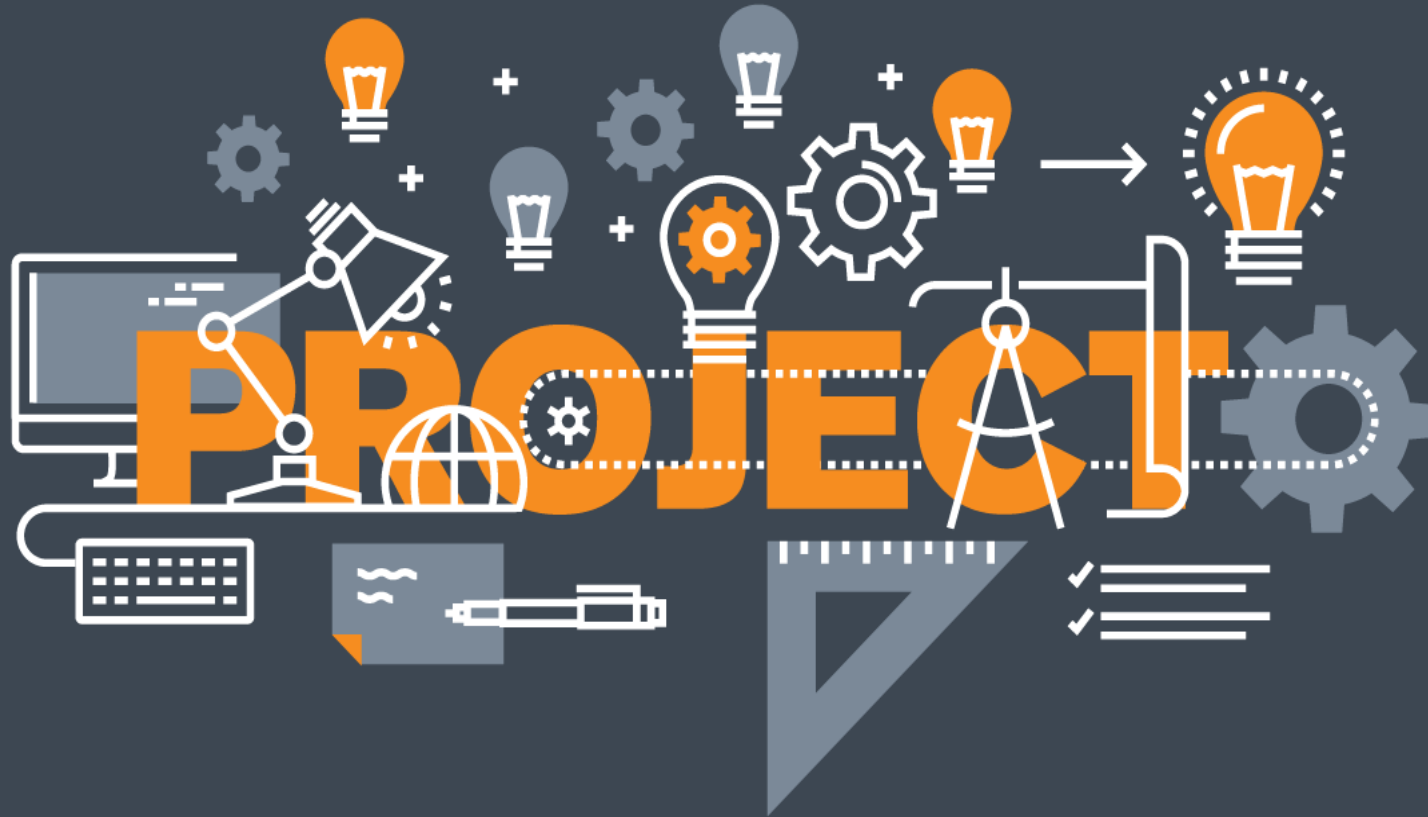


1 MW Solar Plant at AIL



1 MW Solar Plant at ASC





**Projects:
Completed +
New**

Significant Project Completions



SAP HANA Migration

During the year, the Company successfully migrated from 'SAP ECC 6.0' to 'SAP HANA 2.0' completely replaced hardware from 'IBM Blade Servers' to 'IBM Power 9 System' to keep up with the latest technology, and to incorporate the latest business intelligence tools, and mobile applications.

Significant Project Completions



ASC



AIL

Solar Power Plant Installations

Solar Generation project successfully completed 2MWh. This project would offset around 31,500 tons of greenhouse gasses annually, which is equivalent to planting 741,100 trees.

New Initiatives/Developments



AIL

Press Shops Extension AIL

The Company has undertaken an extension of the 'Press Shop' to cater expected future demand. This is expected to come into operation by the Q2 of this financial year

Investment Amount: 413Mn

New Initiatives/Developments



Agriauto Stamping Company Pvt Ltd. – Press Shop & Weld Gantry Expansion

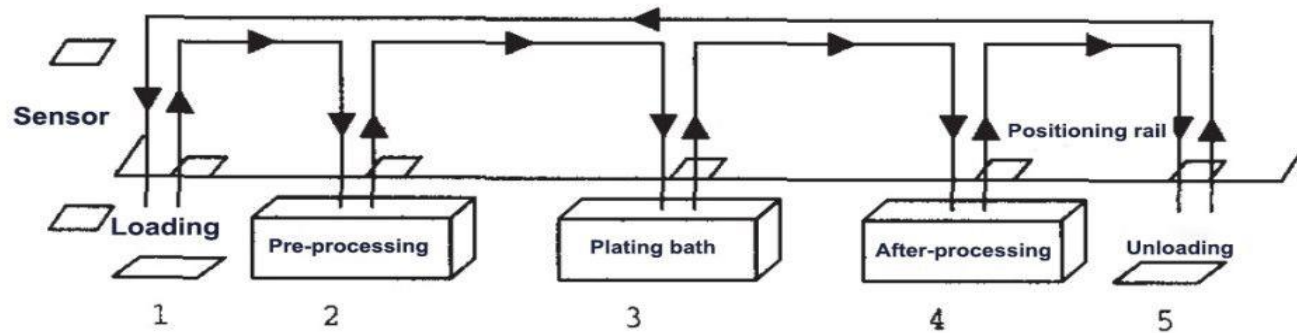
The expansion project with capital expenditure of Rs. 925 million which includes purchase of two new presses of 1,000 and 500 Tons is progressing as planned and expected to complete in Q3 FY 2023. After the completion of the project, company will have two full tandem lines with 4 presses each and this will increase the plant capacity of press parts and to accommodate additional business in future

New Initiatives/Developments



AGIL is on track for the installation of an auto chrome plant. This facility will result in improvement of product quality, process efficiency and comply with latest health and Safety Regulations

Investment Amount: 233Mn



Auto-chrome Plant - AIL



MAP 37th Corporate Excellence Award – Runner-Up

Financial Results

Financial Performance FY21-22 (Standalone)

FOR THE YEAR ENDED JUNE 30, 2022

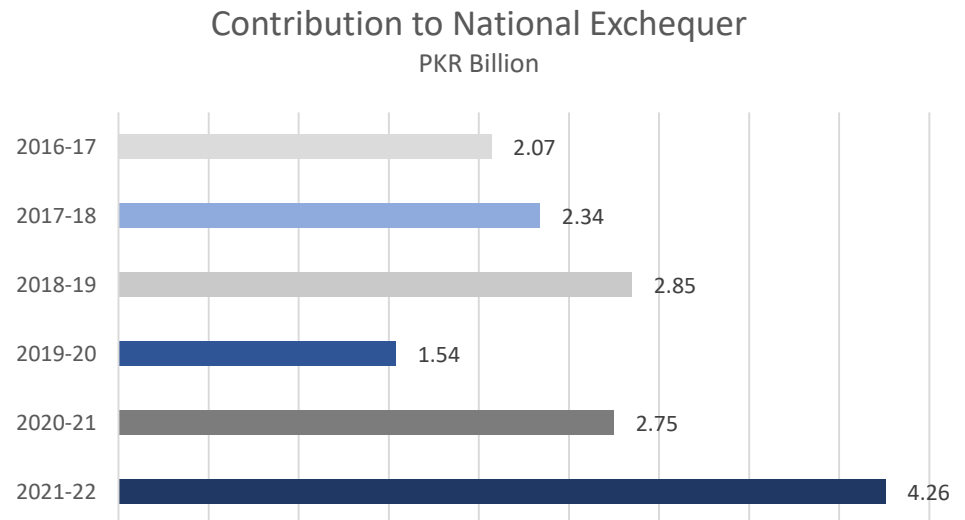
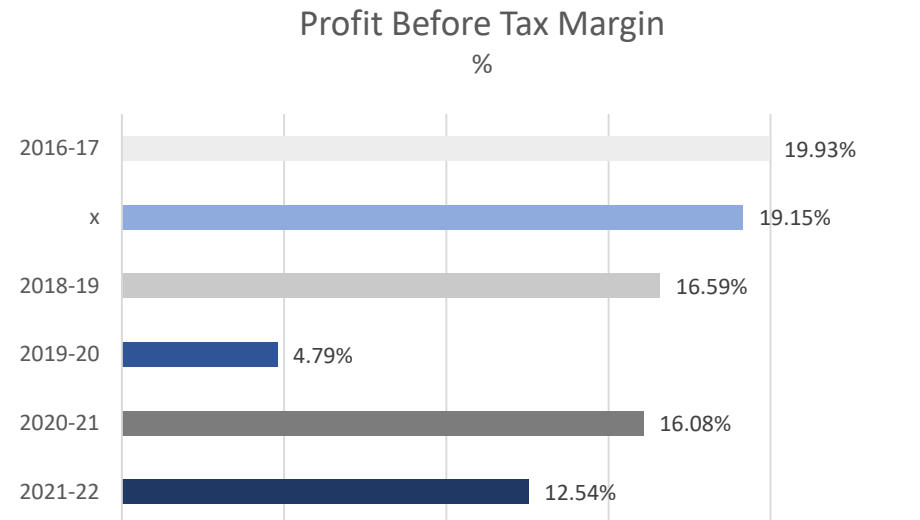
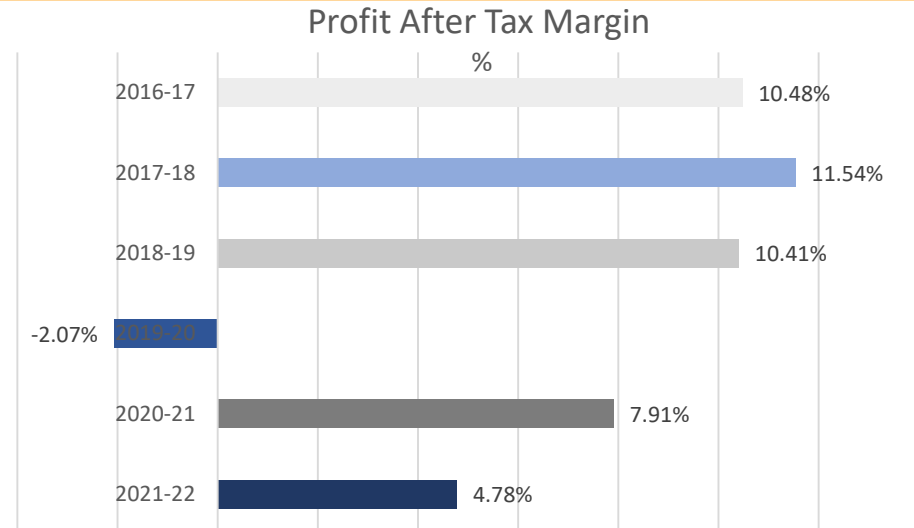
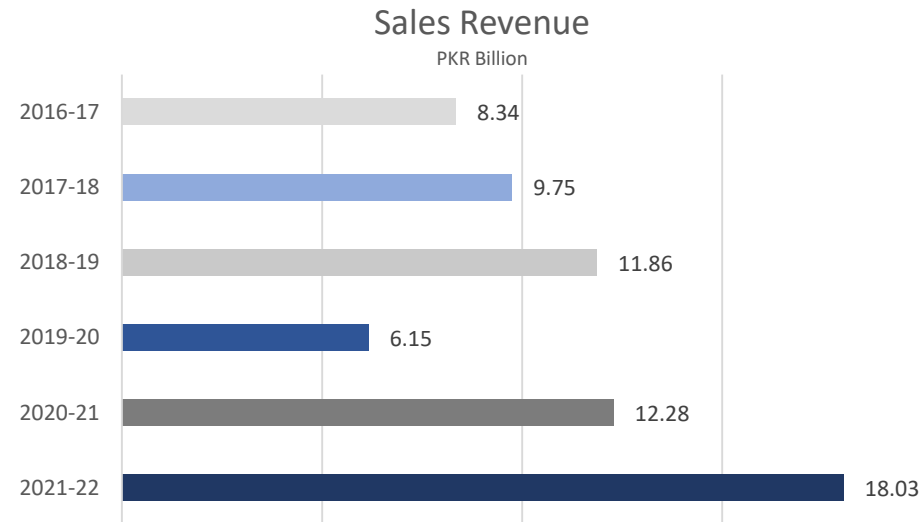
	Note	2022 ----- (Rupees in '000)-----	2021
Turnover – net	26	8,957,545	6,969,981
Cost of sales	27	(7,939,081)	(5,981,400)
Gross profit		1,018,464	988,581
Distribution costs	28	(133,611)	(115,981)
Administrative expenses	29	(241,946)	(195,519)
		(375,557)	(311,500)
Operating profit		642,907	677,081
Other expenses	30	(163,320)	(102,796)
Other income	31	31,843	262,894
Finance costs	32	(53,002)	(3,130)
		(184,479)	156,968
Profit before taxation		458,428	834,049
Taxation	33	(154,419)	(182,651)
Net profit for the year		304,009	651,398
		----- (Rupees) -----	
Earnings per share – basic and diluted	34	10.56	22.62

Financial Performance FY21-22 (Consolidated)

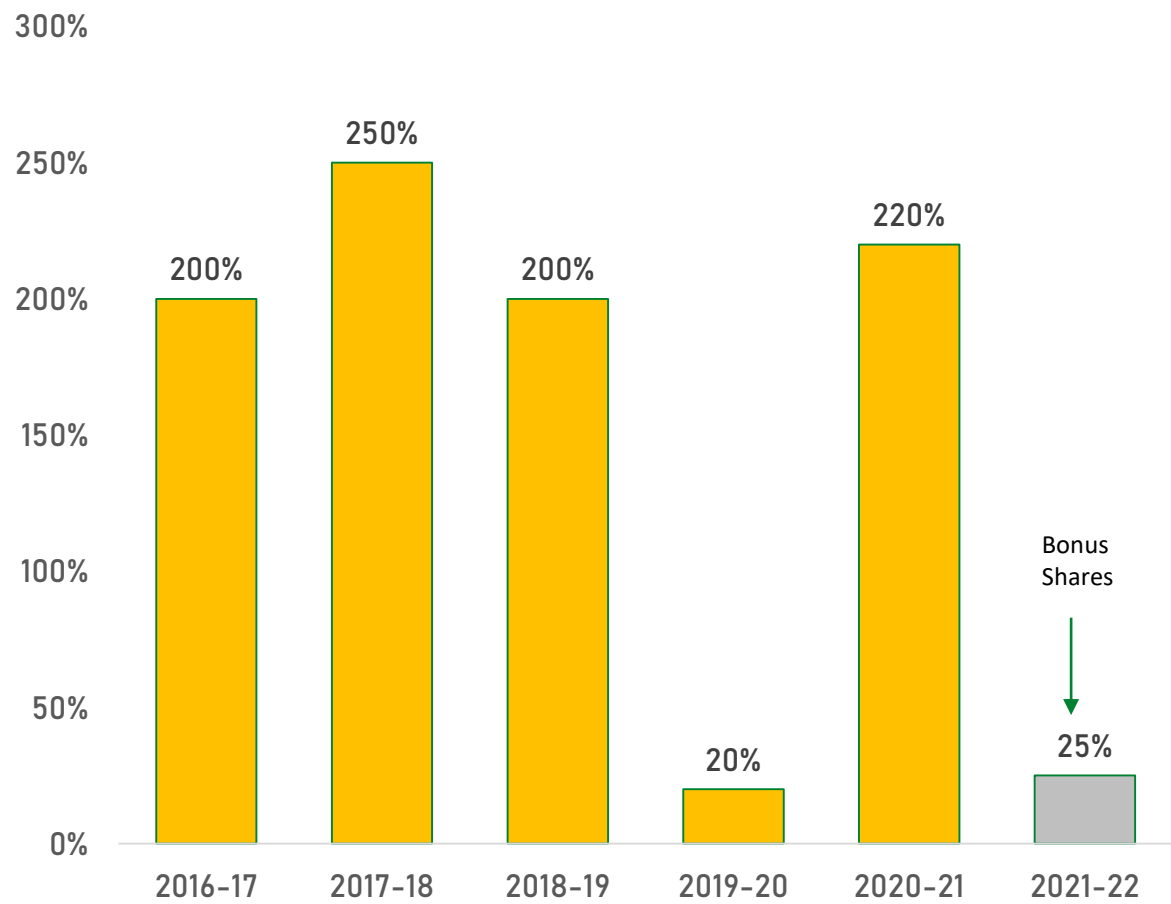
FOR THE YEAR ENDED JUNE 30, 2022

	Note	2022 ----- (Rupees in '000) -----	2021 ----- (Rupees in '000) -----
Turnover – net	25	15,397,684	10,485,027
Cost of sales	26	(13,466,383)	(8,799,548)
Gross profit		1,931,301	1,685,479
Distribution costs	27	(147,669)	(122,705)
Administrative expenses	28	(325,220)	(249,388)
		(472,889)	(372,093)
Operating profit		1,458,412	1,313,386
Other expenses	29	(306,320)	(173,508)
Other income	30	54,032	67,512
Finance costs	31	(101,489)	(4,125)
		(353,777)	(110,121)
Profit before taxation		1,104,635	1,203,265
Taxation	32	(367,814)	(373,601)
Net profit for the year		736,821	829,664
		----- (Rupees in '000) -----	
Earnings per share – basic and diluted	33	25.58	28.81

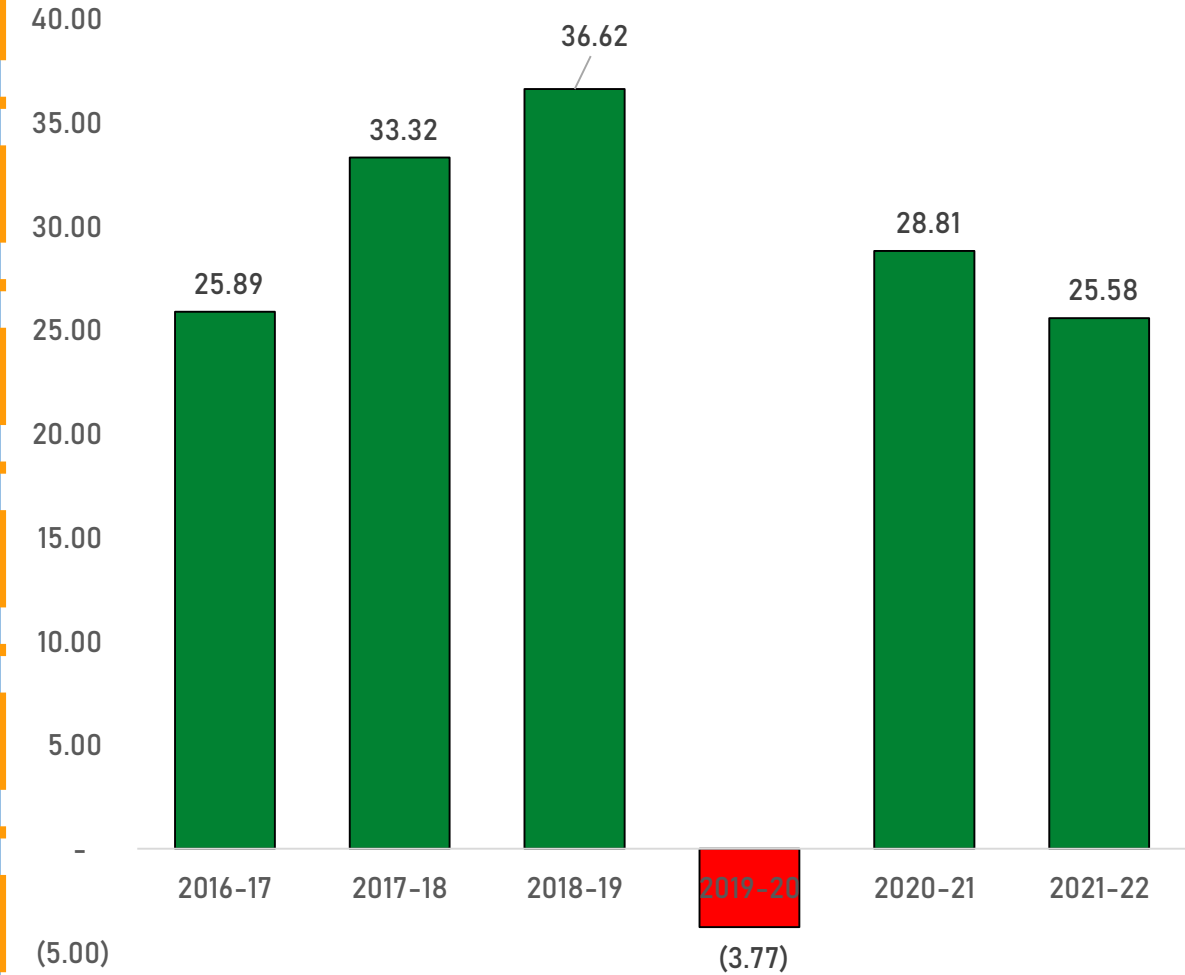
Performance Over the Years Consolidated



Performance Over the Years Consolidated (Cont'd)



Dividend Paid



Earnings Per Share

Corporate Briefing Session

Question/Answer Session



Thankyou