



CORPORATE BRIEFING  
SESSION (CBS)  
FTY 2025



# AGTL is 93% foreign owned company, listed on the Pakistan Stock Exchange and is the second largest tractor producer in the country producing New Hollan Tractors in Pakistan



Two major foreign shareholders:

- Al-Futtaim Group – 50%
- Case New Holland (CNHi) 43% - Technology Partner



## AGTL Products



## Installed Capacity



## Key Revenue Driver



## Local Stakeholders – Localization and Employees

- Midrange HP Segment
  - NH480 (55hp)
  - NH Ghazi (65hp)
- High HP Segment
  - NH640 (75hp)
  - NH750 (New)
  - NH850 (85hp)
- High HP Segment  
85-56 (85hp)

- +30,000 Tractors per annum through single shift operation
- 100-acre purpose-built production plant in Dera Ghazi Khan (one of only two manufacturing facilities in DGK)

- Selling of 55 to 85 HP tractors

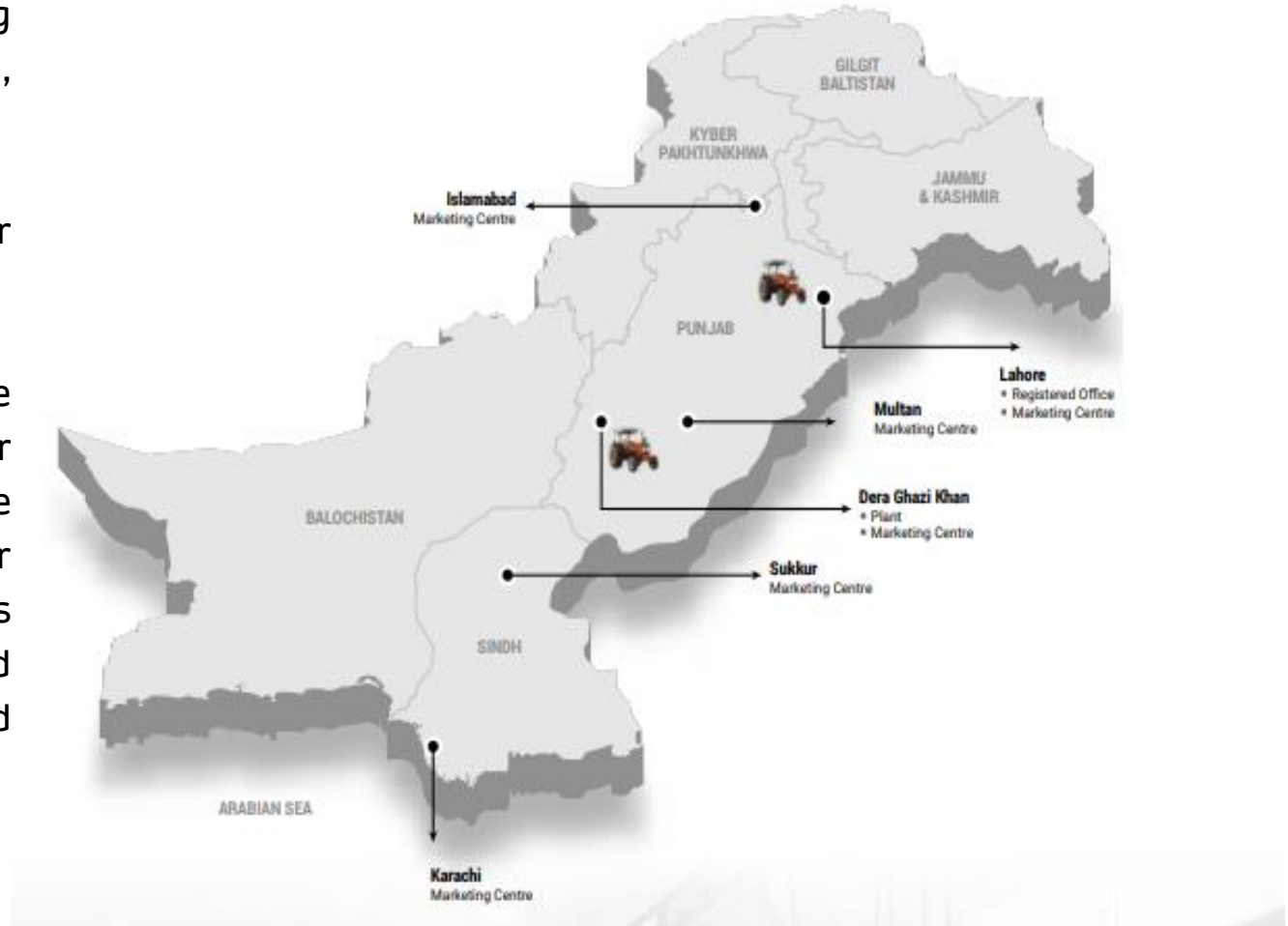
- Circa 1000 employees
- 72 Dealers
- 92% localization, supporting a large indigenous vendor base (232 vendors)
- Large taxpayer (PKR 4.8 Billion)

## Our Geographical Presence

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

**Dealership Network:** AGTL has established a vast dealer network and tractor workshops across the country

**After-Sales Services:** AGTL's After-Sales Service Department operates with a dedicated team across four regional centers—Islamabad (KPK/GB/Potohar), Lahore (Central Punjab), Multan (South Punjab), and Sukkur (Sindh/Baluchistan). The team works closely with dealers and provides continuous training to field mechanics and operators to ensure strong technical support and customer satisfaction.



## Meet Our Leadership

Management team



**Chairman**

Robert McAllister



**Non-Executive Director**

Paul Wagstaff



**Chief Executive Officer**

Yasin Seker



**Chief Financial Officer**

Javed Iqbal



**Company Secretary**

Mansoor Khan

## PRODUCT RANGE

NEW HOLLAND 480S  
SPECIAL  
55HP



NEW HOLLAND 480  
POWER PLUS  
55HP



NEW HOLLAND  
GHAZI  
65HP



NEW HOLLAND  
640  
75HP



NEW HOLLAND 850  
STANDARD ECONOMY  
85HP



NEW HOLLAND 850  
STANDARD  
85HP



NEW HOLLAND 850  
LIFT-O-MATIC ECONOMY  
85HP



NEW HOLLAND 850  
LIFT-O-MATIC  
85HP



# AGTL — A Trusted Household Name for Farmers, Empowering Agriculture and Serving as the Preferred Choice of Leading Corporations



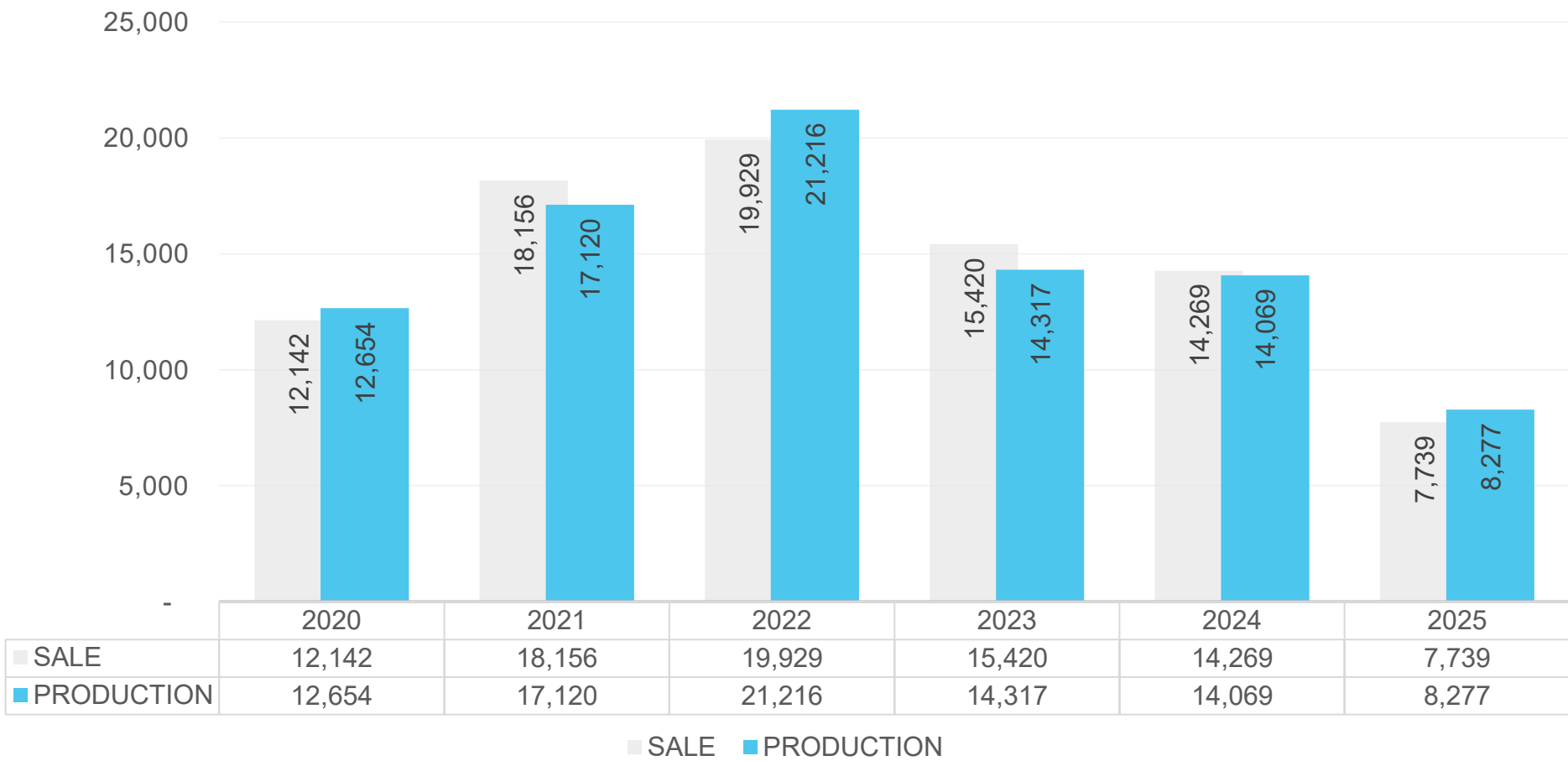
## Some of the Leading Corporate Clients:





## Financial Information

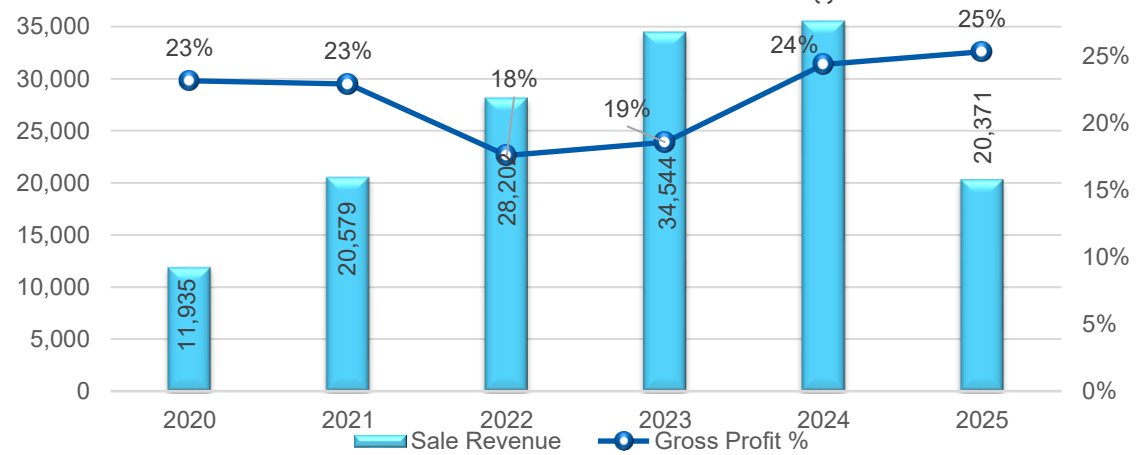
# Sales & Production (Units)



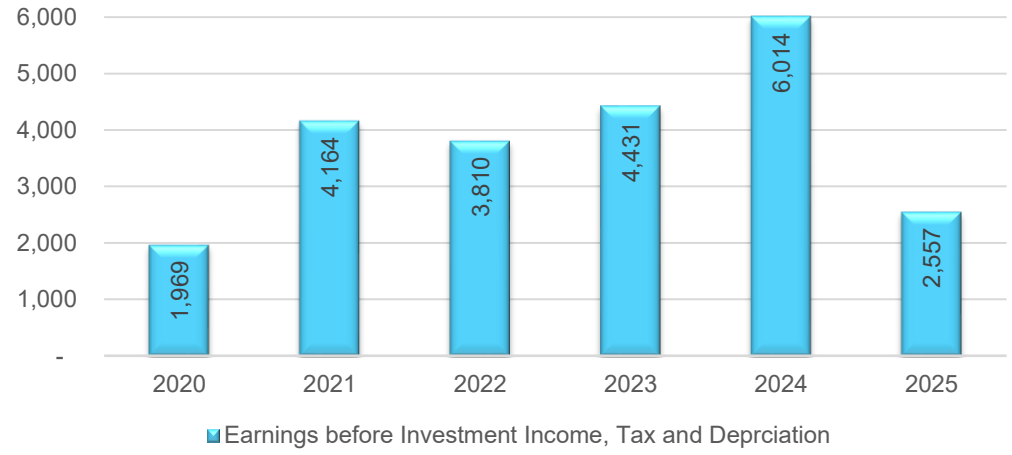


# Key Financial Metrics

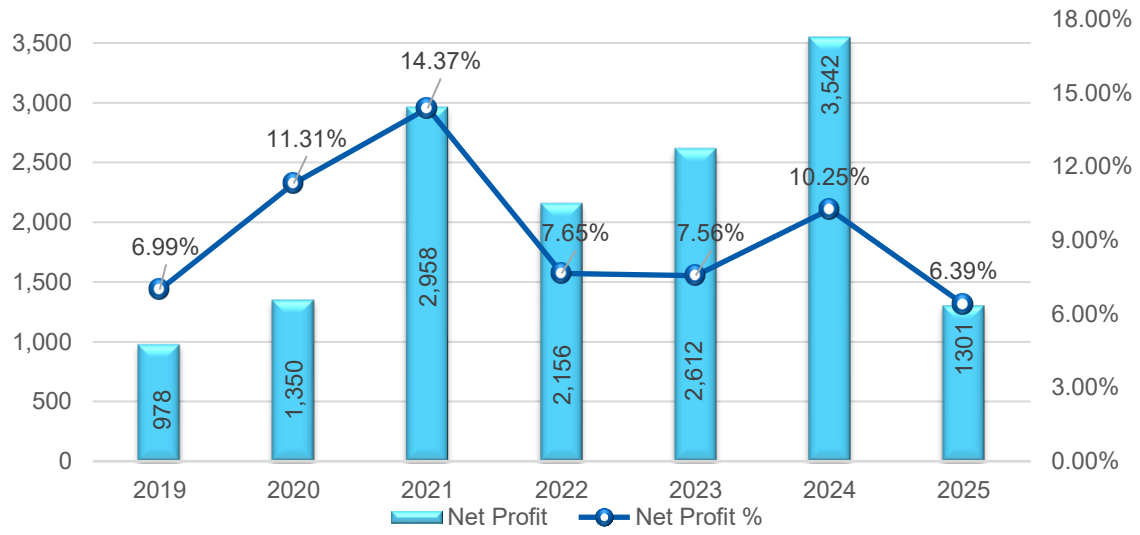
## Sale Revenue (Rs. M)/Gross Profit (%)



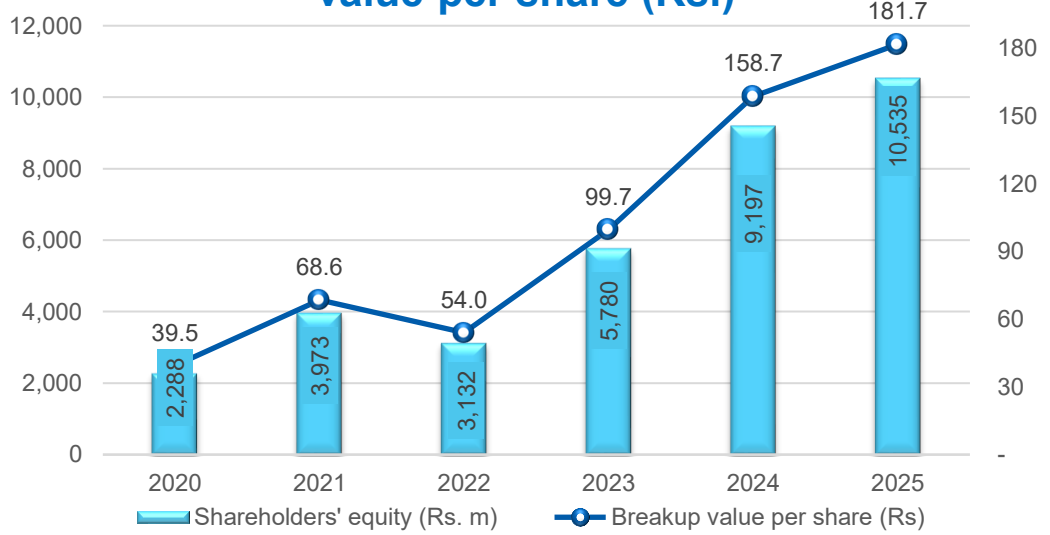
## EBITDA (Rs. M)



## Net Profit (Rs. M)/Net profit (%)



## Shareholder Equity (Rs. M)/Breakup value per share (Rs.)



# Income Statement Variance Analysis



	2025	2024	Variance (%)
Rupees in thousand			
<b>Revenue from Contracts with Customers</b>	20,371,056	34,574,430	<b>-41%</b>
Cost of Sales	(15,206,172)	(26,139,744)	<b>-42%</b>
<b>Gross Profit</b>	5,164,884	8,434,686	<b>-39%</b>
Distribution Expenses	(695,370)	(678,540)	<b>+2%</b>
Administrative Expenses	(1,832,544)	(1,466,521)	<b>+25%</b>
Net Impairment Losses	(97,488)	(126,250)	<b>-23%</b>
Other Income	187,031	315,630	<b>-41%</b>
Other Expenses	(261,231)	(323,530)	<b>-19%</b>
<b>Operating Profit</b>	2,465,282	6,155,475	<b>-60%</b>
Finance Costs	(288,685)	(446,775)	<b>-35%</b>
<b>Profit Before Taxation &amp; Levy</b>	2,176,597	5,708,700	<b>-62%</b>
Levy (Final Tax)	–	(2,226)	<b>-100%</b>
<b>Profit Before Taxation</b>	2,176,597	5,706,474	<b>-62%</b>
Income Tax Expense	(875,784)	(2,164,199)	<b>-60%</b>
<b>Profit for the Year</b>	1,300,813	3,542,275	<b>-63%</b>
<b>EPS (Rupees)</b>	22.44	61.11	<b>-63%</b>

## Balance Sheet Variance Analysis



	2025	2024	Variance (%)
Rupees in thousand			
<b>ASSETS</b>			
Non-Current Assets	2,984,521	2,384,976	+25.14%
Current Assets	15,909,761	18,006,766	-11.65%
<b>Total Assets</b>	<b>18,894,282</b>	<b>20,391,742</b>	<b>-7.34%</b>
<b>EQUITY</b>			
Share Capital	289,821	289,821	0.00%
Unappropriated Profit	10,244,917	8,907,092	+15.02%
<b>Total Equity</b>	<b>10,534,738</b>	<b>9,196,913</b>	<b>+14.55%</b>
<b>LIABILITIES</b>			
Non-Current Liabilities	266,631	192,291	+38.66%
Current Liabilities	8,092,913	11,002,538	-26.45%
<b>Total Liabilities</b>	<b>8,359,544</b>	<b>11,194,829</b>	<b>-25.33%</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>18,894,282</b>	<b>20,391,742</b>	<b>-7.34%</b>

# Company Transformation

The Company is undergoing a comprehensive transformation focused on innovation, improving its product lineup, and enhancing business operations.



**Portfolio Enhancements/Innovation**

- Enhancing products across all segments and HP types
- Prioritizing innovations for improving technical specifications of products
- Improvement in aesthetics for enhanced customer experience



**Quality Focus**

- Focusing on Quality of Parts through Vendor Excellence Program
- Regular vendor audits
- Introduction of checking fixtures both at vendor and plant level



**Core Supply Chain & Logistics Improvement**

- Focusing on cost-effective delivery
- Ensuring quality throughout the supply chain
- Empowering vendors to provide quality products at optimal costs



**Modernizing Manufacturing Operations**

- Implementing a plant modernization program to meet growing production needs
- Total quality management, pull flow production, and process standardization



**Development of R&D Centre & New Test Benches**

- Development of state-of-the-art R&D Centre
- Installation of test benches
- Development of quality labs





## Q & A

### Disclaimer

Forward-looking statements reflect management's current expectations and are subject to risks and uncertainties that may cause actual results to differ materially. These statements should not be relied upon for investment or other decisions, as they might be based on variables beyond the Company's control



**Thanks**