



# Corporate Briefing Session

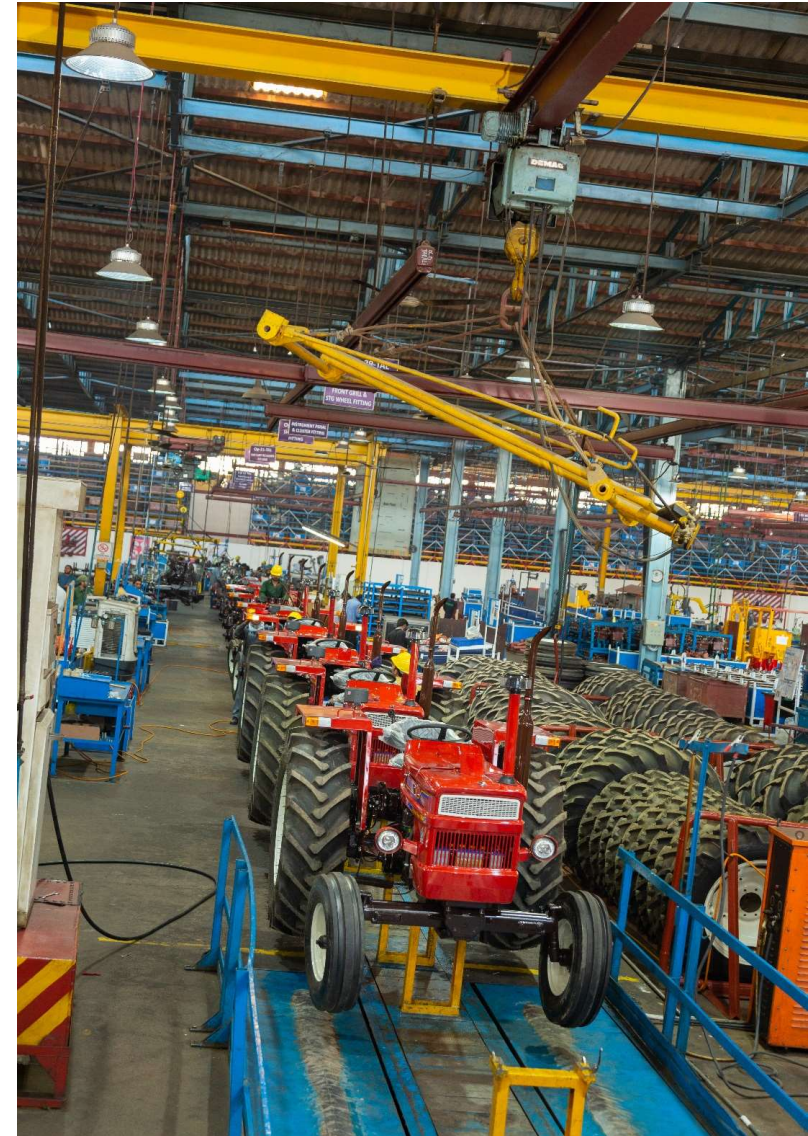
## For The Year Ended 31 December 2023

24 July 2024 at 11:00 AM  
VIRTUALLY THROUGH MICROSOFT TEAMS

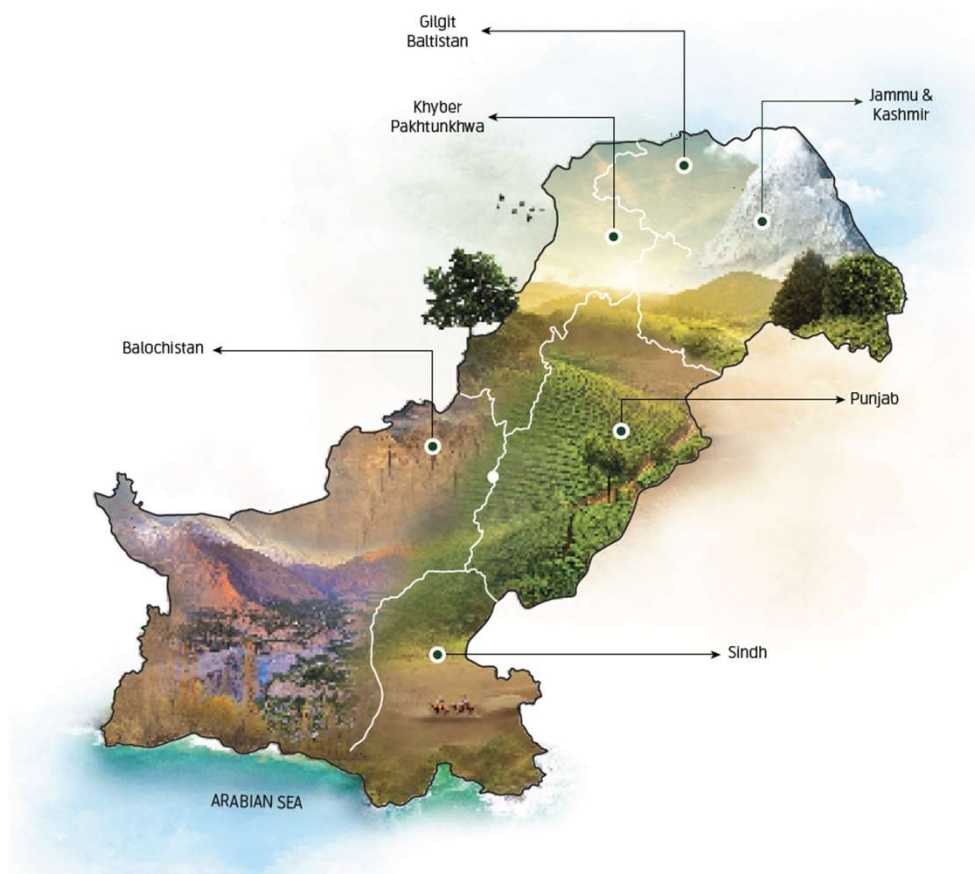
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## COMPANY PROFILE AL-GHAZI TRACTORS LIMITED (AGTL)

- 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 CHNI - 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



## GEOGRAPHICAL PRESENCE



**REGISTERED OFFICE:** Karachi

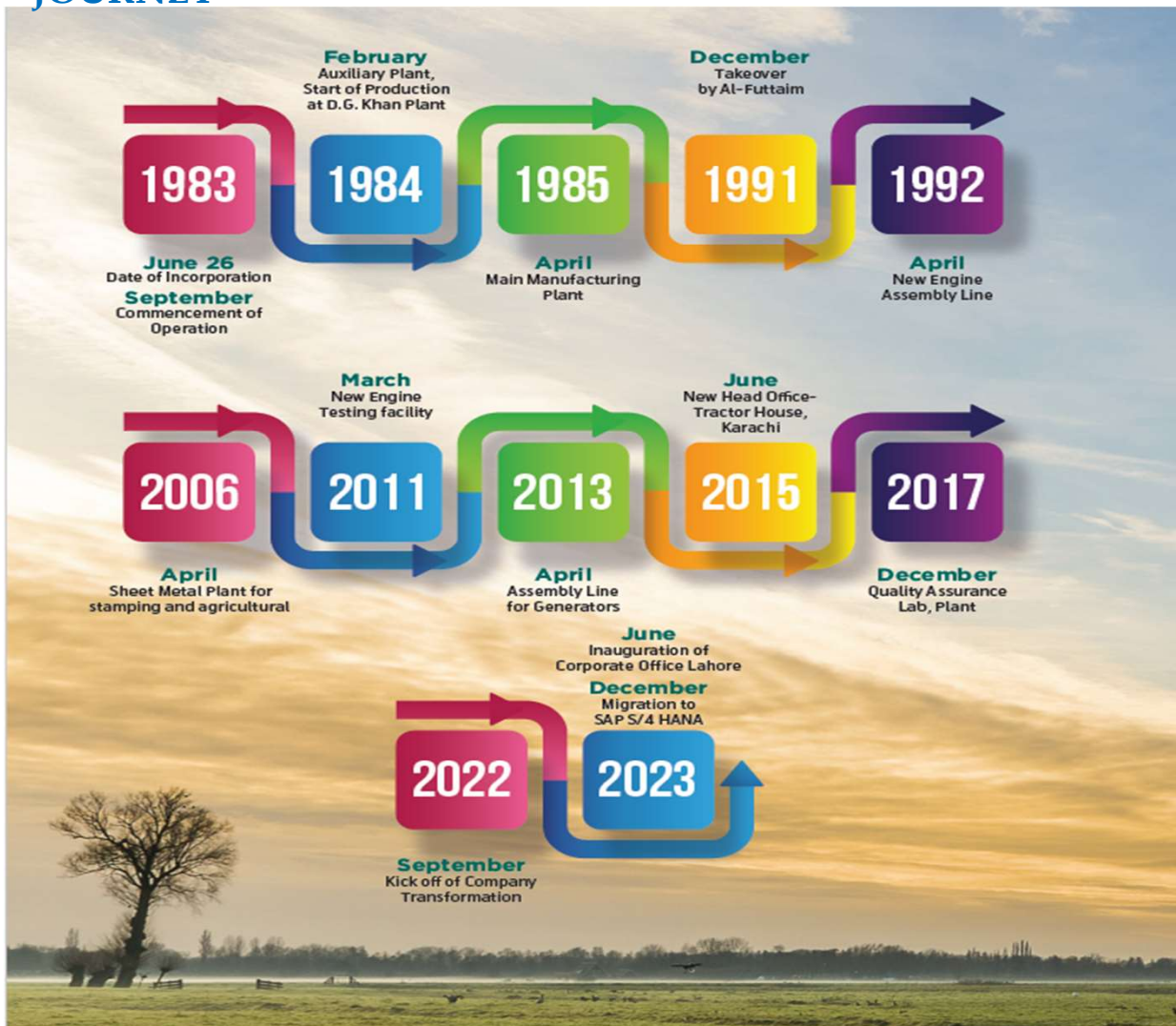
**CORPORATE OFFICE:** Lahore

**PLANT:** Dera Ghazi Khan

**MARKETING CENTERS:** Lahore, Multan, Islamabad, Sukkur, Dera Ghazi Khan

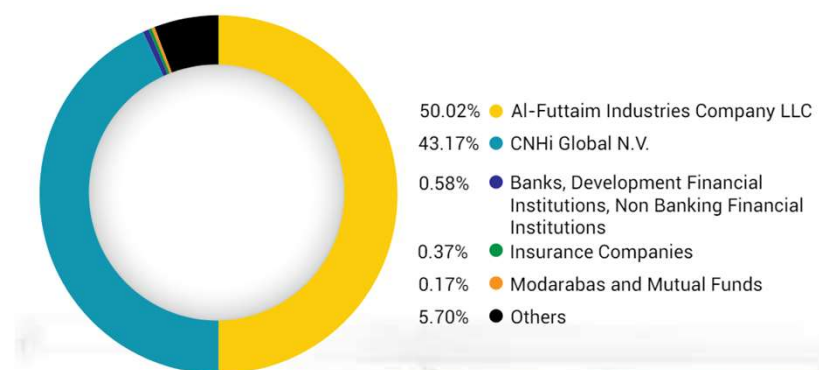
**DEALERSHIP NETWORK:** AGTL has established a vast dealer network and tractor workshops across the country spanning 79 cities divided into 4 regions.

# JOURNEY



## PATTERN OF SHAREHOLDING

SNO.	Shareholders Category	No. of Shareholder	No. of Shares	Percentage
1	Directors, Chief Executive Officer, and their spouse and minor children	1	1,000	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	4	333,649	0.58
5	Insurance Companies	3	217,312	0.37
6	Modarabas and Mutual Funds	7	228,875	0.39
7	Share holders holding 10%	2	54,015,084	93.19
8	General Public :			
	a. local	2,414	2,714,194	4.68
	b .Foreign	-	-	-
9	Others	45	454,087	0.78
<b>Total (excluding : share holders holding 10%)</b>		<b>2,476</b>	<b>57,964,201</b>	<b>100.00</b>

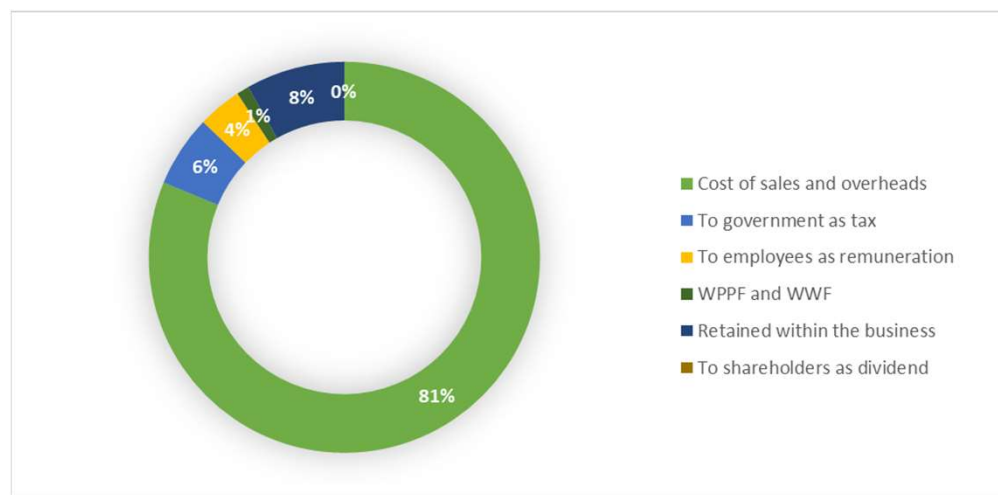


# KEY INFORMATION

## OUR CAPITALS

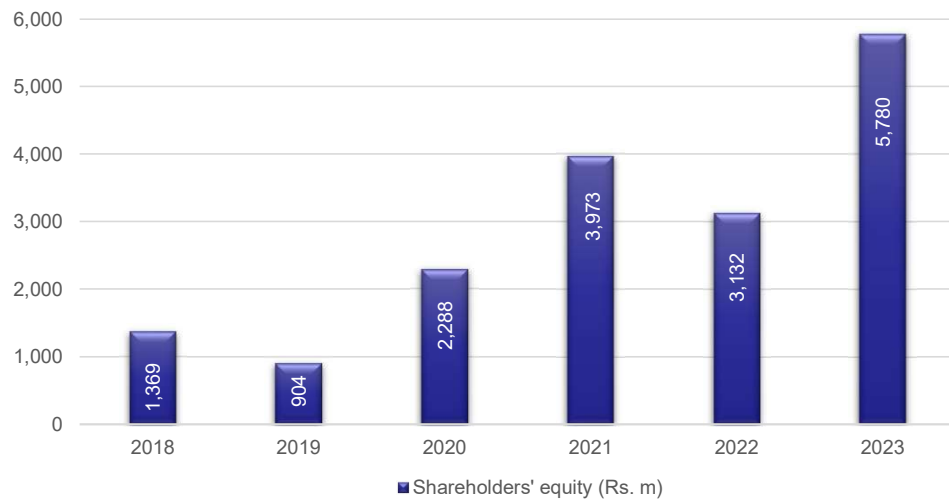
<p><b>Financial Capital</b></p> <ul style="list-style-type: none"> <li>• Equity PKR 5.78 billion</li> <li>• Assets PKR 14.22 billion</li> </ul>	<p><b>Manufactured Capital</b></p> <ul style="list-style-type: none"> <li>• State-of-the-art Tractor assembling facility</li> <li>• 30k per annum production capacity</li> </ul>	<p><b>Human Capital</b></p> <ul style="list-style-type: none"> <li>• 410 employees</li> <li>• People-centered culture</li> <li>• Strong governance</li> </ul>
<p><b>Natural Capital</b></p> <ul style="list-style-type: none"> <li>• Water, energy &amp; environment conservation</li> <li>• Waste water treatment plant</li> </ul>	<p><b>Intellectual Capital</b></p> <ul style="list-style-type: none"> <li>• Company's knowledge base</li> <li>• Product manufacturing capabilities</li> <li>• Well-equipped reporting tools</li> <li>• Corporate reputation</li> <li>• Brand (CNHI)</li> </ul>	<p><b>Social &amp; Relationship Capital</b></p> <ul style="list-style-type: none"> <li>• Relations with customers, regulators, communities &amp; other stakeholders</li> <li>• Vast network of dealers, distributors &amp; end-users</li> </ul>

## VALUE ADDITION

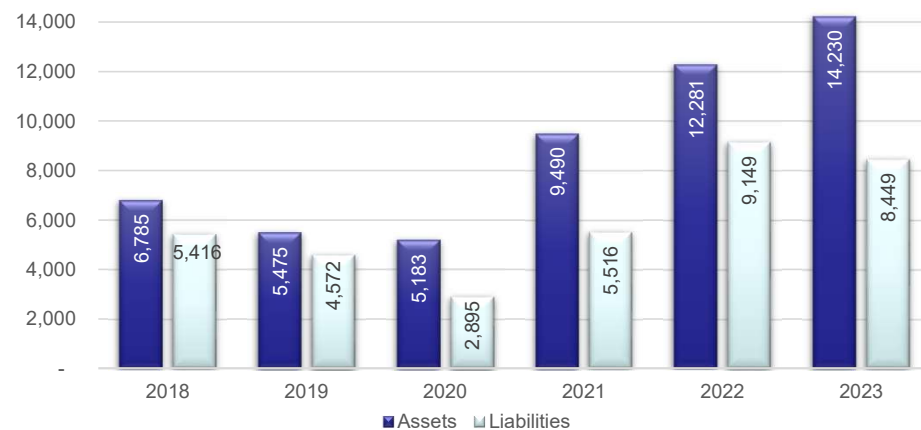


## FINANCIAL POSITION: DECEMBER 31, 2023

### Shareholder Equity (Rs. Million)



### Assets and Liabilities (Rs. Million)



## STATEMENT OF PROFIT OR LOSS: DECEMBER 31, 2023

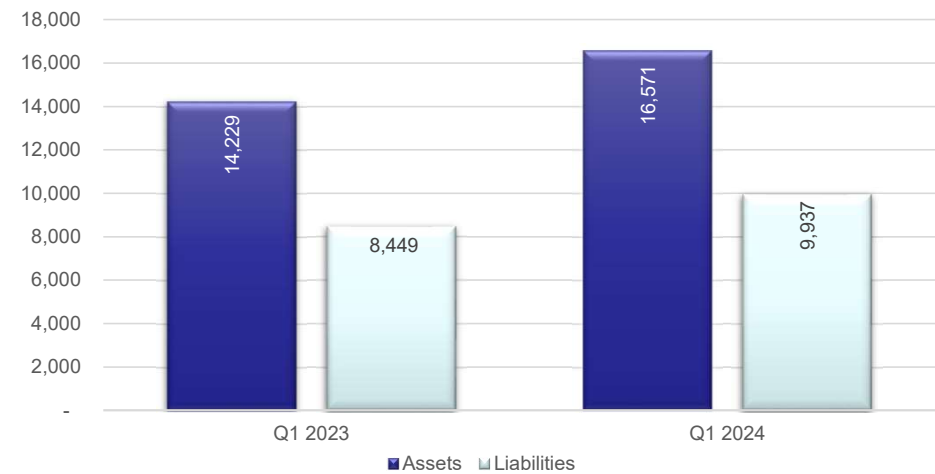
	2023	2022
	Rupees in thousand	
<b>Revenue from contracts with customers</b>	34,543,545	28,201,812
<b>Cost of sales</b>	(28,120,477)	(23,140,366)
<b>Gross profit</b>	6,423,068	5,061,446
<b>Distribution expenses</b>	(429,463)	(322,944)
<b>Administrative expenses</b>	(1,080,390)	(536,715)
	4,913,215	4,201,787
<b>Other income</b>	560,091	184,613
<b>Other expenses</b>	(429,812)	(345,416)
	5,043,494	4,040,984
<b>Finance costs</b>	(356,402)	(245,035)
<b>Profit before taxation</b>	4,687,092	3,795,949
<b>Income tax expense</b>	(2,075,320)	(1,639,905)
<b>Profit for the year</b>	2,611,772	2,156,044
<b>Earnings per share (Rupees) - Basic and diluted</b>	45.06	37.20

## FINANCIAL POSITION: MARCH 31, 2024

### Shareholder Equity (Rs. Million)



### Assets and Liabilities (Rs. Million)



## STATEMENT OF PROFIT OR LOSS: MARCH 31, 2024

	Mar 31, 2024	MAR 31, 2023
	(Rupees in '000)	
<b>Revenue from contracts with customers</b>	9,496,684	4,173,540
<b>Cost of sales</b>	(7,386,468)	(3,541,503)
<b>Gross profit</b>	2,110,216	632,037
<b>Distribution expenses</b>	(181,225)	(85,418)
<b>Administrative expenses</b>	(395,130)	(208,817)
	1,533,861	337,802
<b>Other income</b>	32,058	117,348
<b>Other operating expenses</b>	(125,460)	(42,804)
	1,440,459	412,346
<b>Finance costs</b>	(50,131)	(67,870)
<b>Profit before income tax</b>	1,390,328	344,476
<b>Income tax expense</b>	(537,012)	(114,771)
<b>Profit after income tax</b>	853,316	229,705
<b>Other comprehensive income</b>	-	-
<b>Total comprehensive income</b>	853,316	229,705
<b>Basic and diluted earnings per share</b>	14.72	3.96

## STRATEGIC & OPERATIONAL DEVELOPMENTS

### AGTL Transformation

- Comprehensive Transformation: Focused on innovation, product lineup improvement, and enhancing business operations.

#### Key Focus Areas:

- Innovating Product Portfolio
- Improving Sales Channels and Customer Experience
- Strengthening Core Supply Chain
- Modernizing Manufacturing Operations
- Reimagining Organizational Structure and Change Management

#### Expected Benefits:

- Engaged Customers
- Increased Market Share and Revenue Growth
- Enhanced Brand Image
- Improved Employee Experience

#### BAAN to SAP S/4HANA :

- Transitioning to enhance operational efficiency and effectiveness
- Commitment to embracing state-of-the-art ERP solutions for improved technology-driven operations.



## SUSTAINABILITY HIGHLIGHTS

*Committed to sustainable goals, we actively support our stakeholders and communities. In 2023, we achieved the following milestones:*

- Established a technical training center at our plant for employee training and awareness sessions.
- Distributed kits to aid flood-affected individuals.
- Conducted free medical check-ups and awareness campaigns.
- Launched an in-house ladies' club for employees and their families.
- Contributed Rs. 3 billion to the National Exchequer.
- Tree plantation as part of the Green Pakistan national campaign.
- Engaged with bankers and farmers to strengthen relationships and promote collaboration.
- Implemented various HSE initiatives.



# QUESTION & ANSWER SESSION



THANK YOU