

THE ATLAS WAY

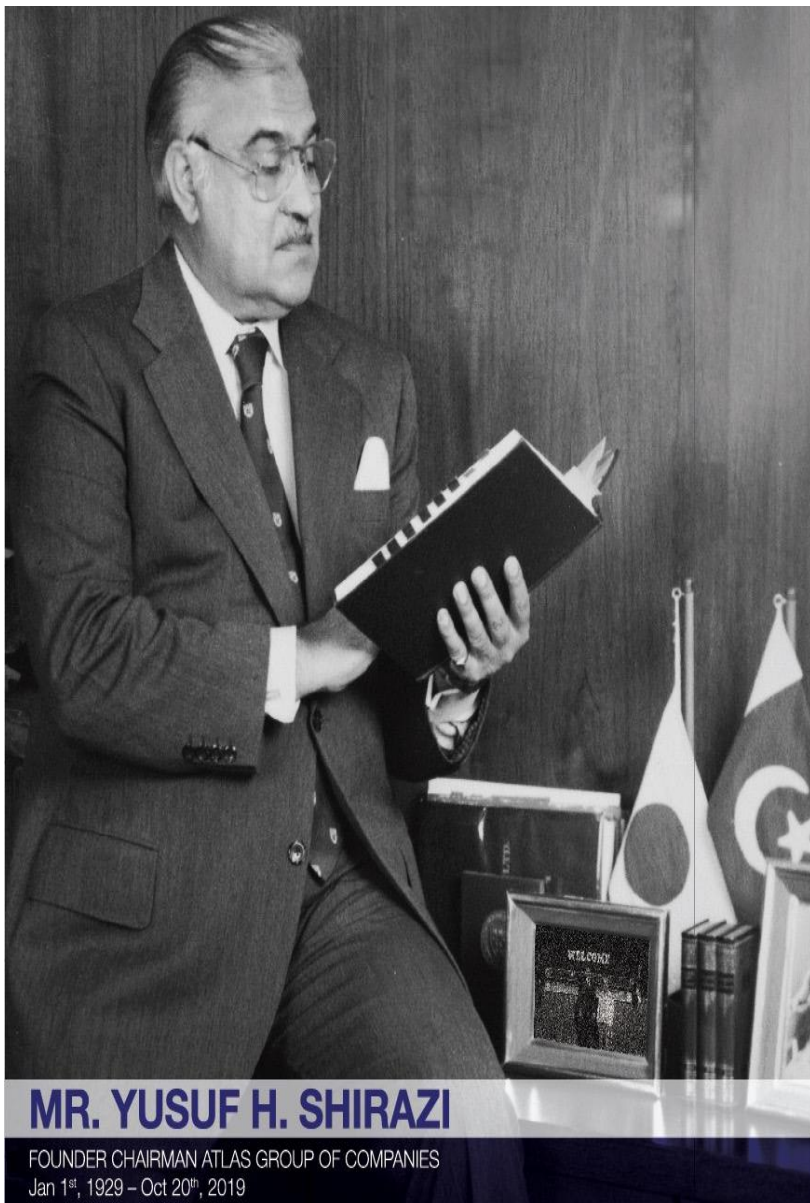
INTEGRATED ANNUAL REPORT 2020

ATLAS HONDA LIMITED

**Financial Year Ended
March 31, 2020**

**Corporate Briefing
Session - 2020**

REMEMBERING OUR LEGEND



MR. YUSUF H. SHIRAZI

FOUNDER CHAIRMAN ATLAS GROUP OF COMPANIES
Jan 1st, 1929 – Oct 20th, 2019

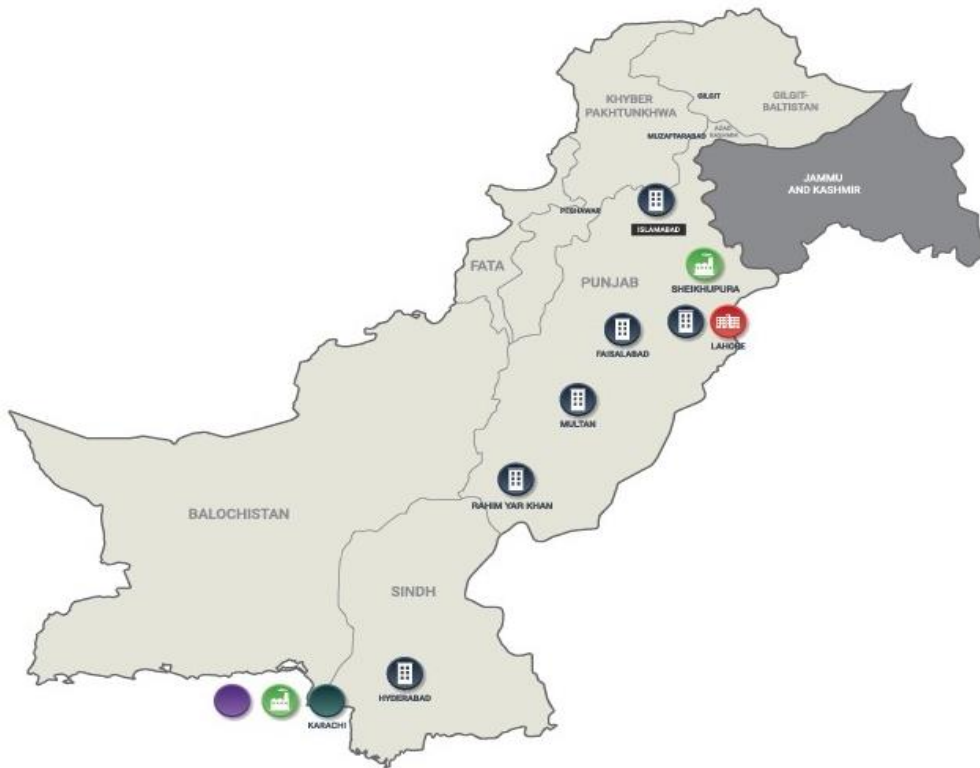
- October 20, 2019 will be remembered as a sad day in Atlas History.
- He was a Visionary person with unique business acumen.
- One of the most Successful first generation entrepreneurs of Pakistan.
- His Collaboration with Honda Motor has paved the way for establishment of the Auto Industry in Pakistan.
- He managed to build enduring joint ventures with world-renowned foreign companies.
- Mr. Shirazi was highly respected as a patriot, industrialist, author and philanthropist, in recognition of his services he was decorated with Sitara-e-Essar and Sitara-e-Imtiaz by Government of Pakistan.
- We will continue to draw inspiration from his extraordinary life and be guided by his principles of the ATLAS WAY



| S.NO | AGENDA ITEM |
|------|---------------------------|
| 1. | ABOUT THE COMPANY |
| 2. | ECONOMY AND INDUSTRY |
| 3. | FINANCIAL PERFORMANCE |
| 4. | SUSTAINABILITY HIGHLIGHTS |
| 5. | QUESTIONS AND ANSWERS |

1. About the Company

GEOGRAPHICAL PRESENCE



Head Office:

Karachi



Registered Office:

Lahore



Factories:

Karachi, Sheikhupura



Branch Offices &
Customer Care Centres:

Lahore, Multan, Islamabad, Hyderabad,
Faisalabad, Rahim Yar Khan



Showroom:

Karachi

- **Head Office** : Karachi
- **Registered Office** : Lahore
- **Production Facilities** :
Karachi and Sheikhupura
- **Branch Offices and Customer Care Centers** :
Lahore, Multan, Islamabad,
Hyderabad, Faisalabad,
Rahim Yar Khan
- **Showroom** : Karachi
- **Dealers Network** : Across Pakistan

SHEIKUPURA (SKP)



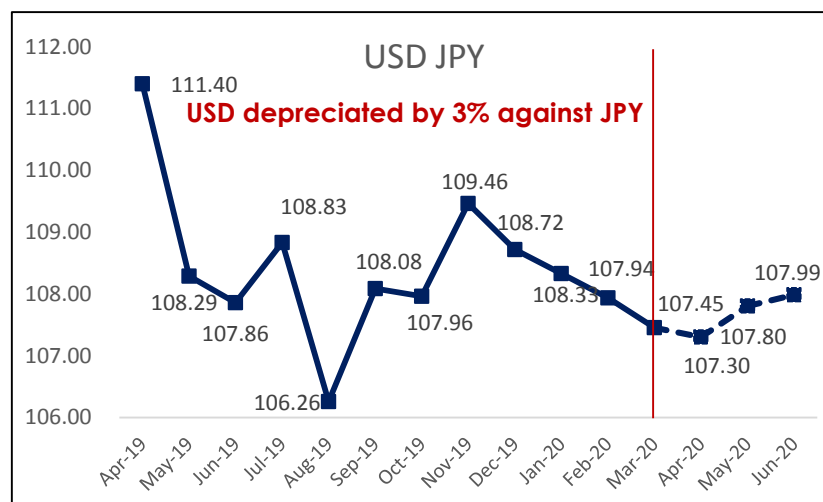
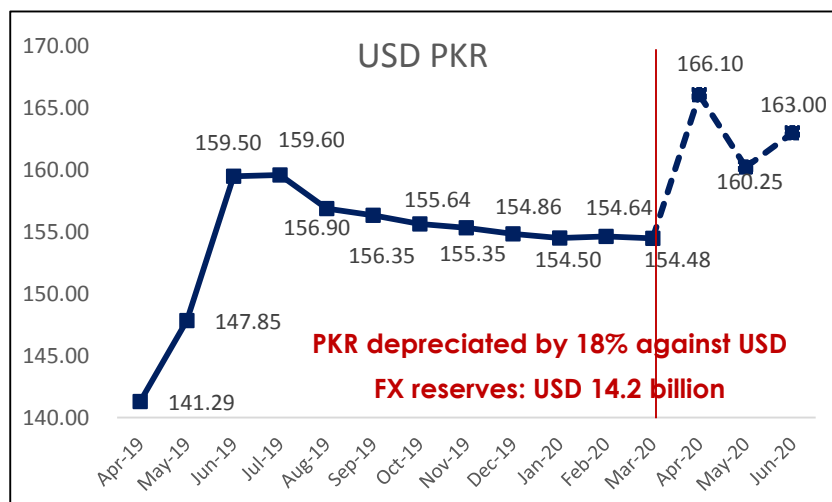
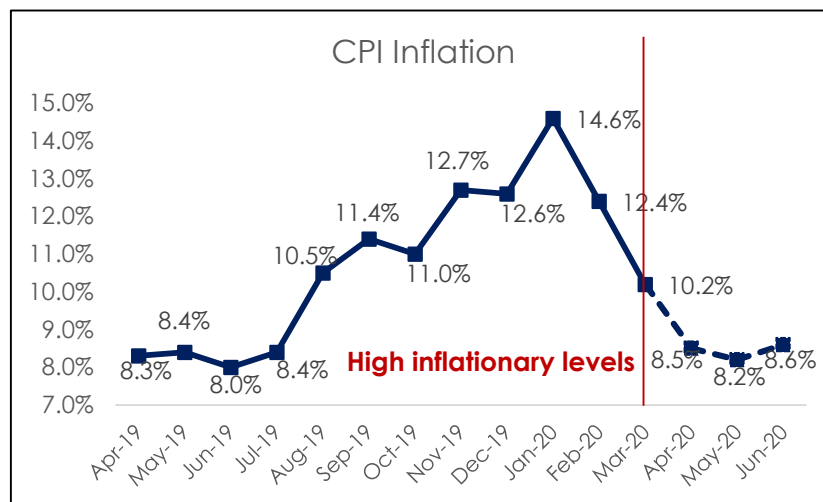
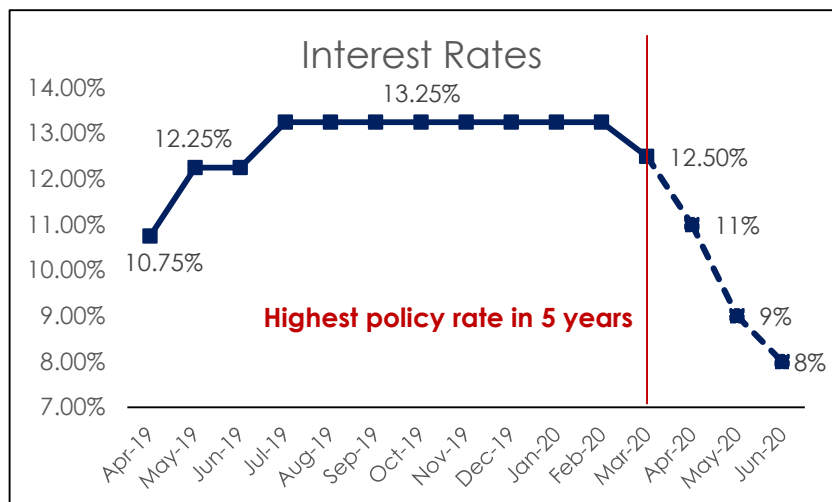
- Start Operation : May-1979
- Capacity: 1.2M/Year

KARACHI (KHI)



- Start Operation : Sep-1965
- Capacity: 0.15M/Year

2. Economy and Industry



Challenging Economic Scenario worsened by COVID 19 → GDP growth of -0.4%

AUTO-INDUSTRY PERFORMANCE

| Segments | Apr'19 – Mar'20 Sales nos. | Apr'18 – Mar'19 Sales nos. | Year on Year Change |
|--------------------|-------------------------------|-------------------------------|------------------------|
| Cars | 132,601 | 215,774 | ▼ 39% |
| LCVs, Vans & Jeeps | 5,106 | 8,878 | ▼ 42% |
| Pick-Ups | 15,825 | 27,159 | ▼ 42% |
| Tractors | 36,176 | 56,369 | ▼ 36% |
| Trucks | 3,848 | 5,828 | ▼ 34% |
| Buses | 752 | 968 | ▼ 22% |
| Three Wheeler | 48,811 | 62,757 | ▼ 22% |
| Motor Cycle | 1,579,601 | 1,776,928 | ▼ 11% |
| Grand Total | 1,822,720 | 2,154,661 | ▼ 15% |

Source: PAMA

Overall Industry took the burnt of Economic Challenges → volume down by 15%

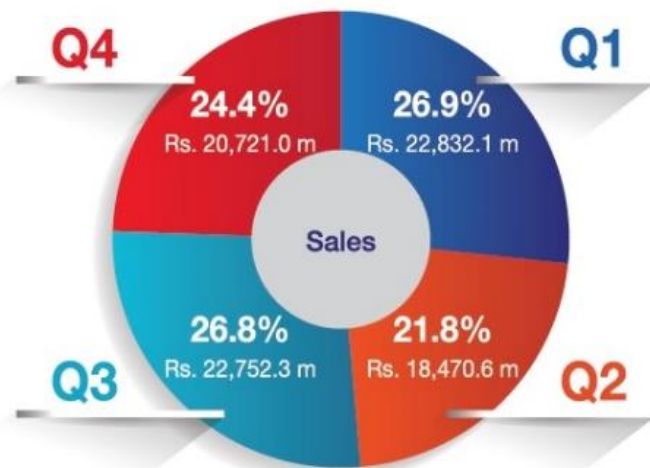
3. Company Performance

ANNUAL PERFORMANCE

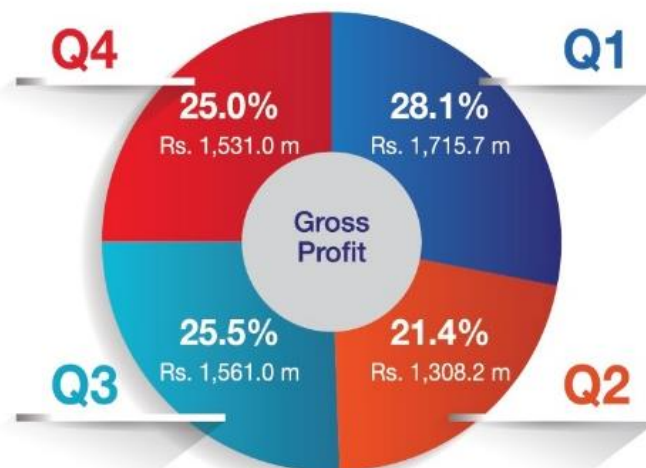
| Operating Highlights | | Apr 19 - Mar 20 | Apr 18 - Mar 19 | Variance % | |
|-----------------------|-----------|-----------------|-----------------|------------|-----|
| Production | Units | 1,058,030 | 1,140,830 | ▼ | 7% |
| Sales | Units | 1,060,029 | 1,135,840 | ▼ | 7% |
| Revenue | Rs. in Mn | 84,776 | 82,413 | ▲ | 3% |
| Gross Profit | Rs. in Mn | 6,116 | 6,556 | ▼ | 7% |
| Gross Profit | % | 7.2% | 8.0% | ▼ | 10% |
| Profit Before Tax | Rs. in Mn | 4,412 | 4,615 | ▼ | 4% |
| Profit Before Tax | % | 5.2% | 5.6% | ▼ | 7% |
| Earning Per Share | Rs. | 24.81 | 25.86 | ▼ | 4% |
| Cash Dividend payout | % | 60.5% | 64.5% | ▼ | 6% |
| At the end of Period | | | | | |
| Total Assets | Rs. in Mn | 31,060 | 31,955 | ▼ | 3% |
| Shareholders Equity | Rs. in Mn | 16,580 | 15,366 | ▲ | 8% |
| Share Performance | | | | | |
| Price per Share | Rs. | 370 | 378 | ▼ | 2% |
| Market Capitalization | Rs. in Mn | 48.39 | 41.36 | ▲ | 17% |

QUARTERLY ANALYSIS

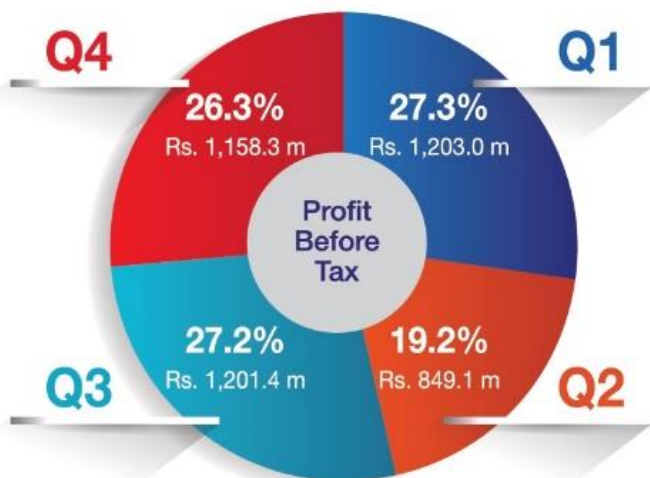
Sales Rs. 84,776.0 Million



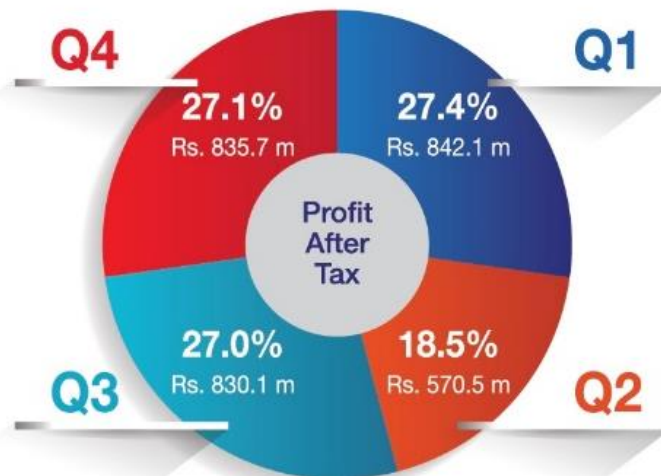
Gross Profit Rs. 6,115.9 Million



Profit Before Tax Rs. 4,411.8 Million



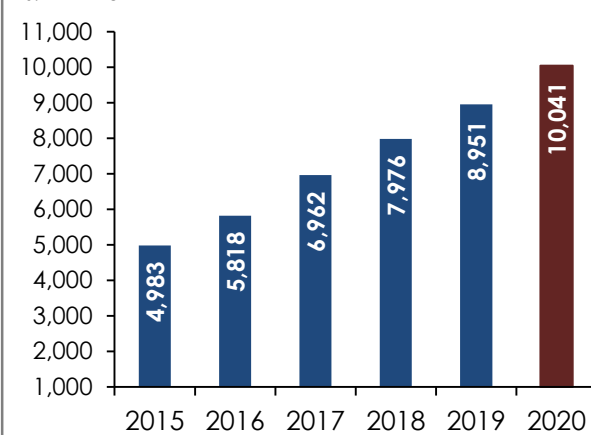
Profit After Tax Rs. 3,078.4 Million



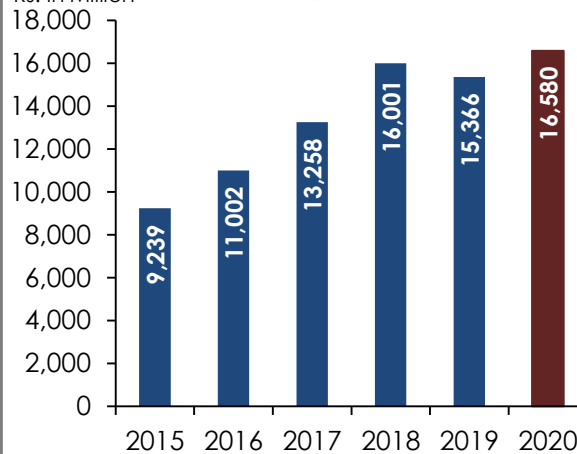
BALANCE SHEET

PROFIT & LOSS

Property, Plant & Equipment

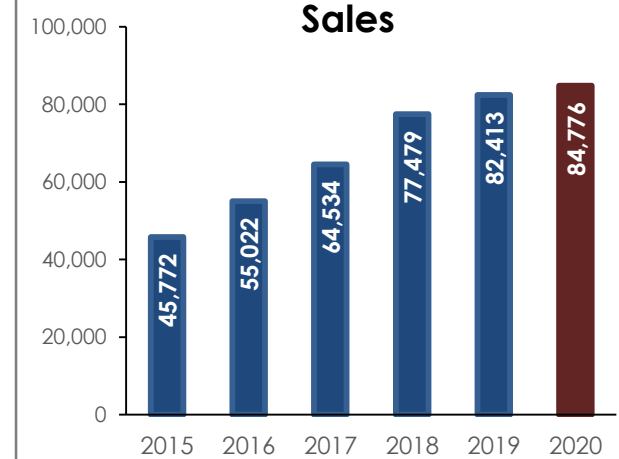


Equity

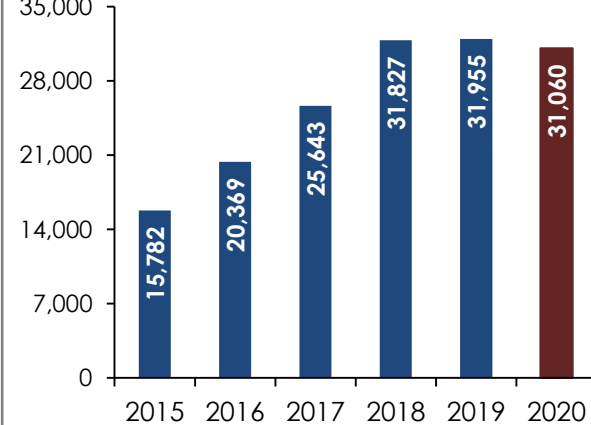


Rs. in Million

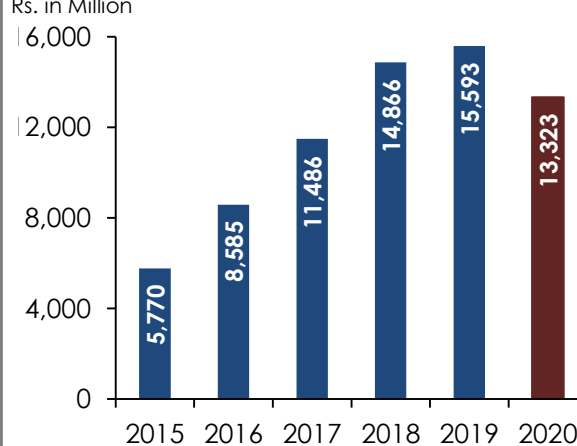
Sales



Total Assets

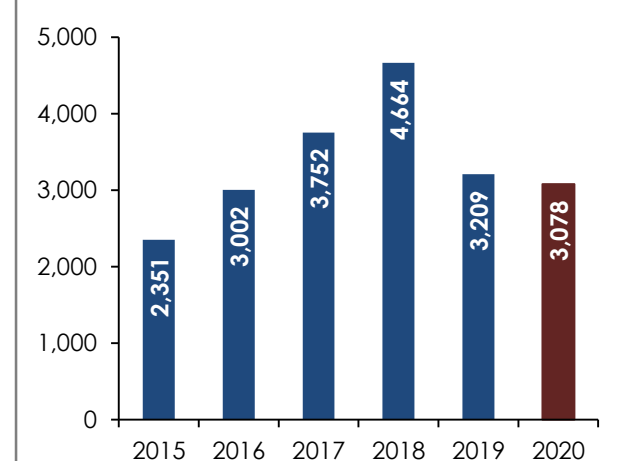


Current Liabilities



Rs. in Million

Profit After Tax



4. Sustainability Highlights

SUSTAINABILITY HIGHLIGHTS



**Rs. 46.2
million
donated**



**5,976 Hours
spent on
Employee
Training**



**15,672 students
attended
safety lectures**



**39,000
Customers
served with
free services**



**4% reduction
in water
consumption
(per bike)**



**9% Reduction
in effluents
and waste
per bike**



**578 women
trained for
bike riding**



**1st prize in
Punjab
Horticulture
Society**



**Award by
NFEH for CSR
Report**

QUESTIONS AND ANSWERS

THANK YOU

