



ATLAS HONDA LIMITED

Corporate Briefing Session 2022

*For The Financial Year Ended
March 31, 2022*



Wednesday, 20th July 2022
@ 10:00 AM via webinar



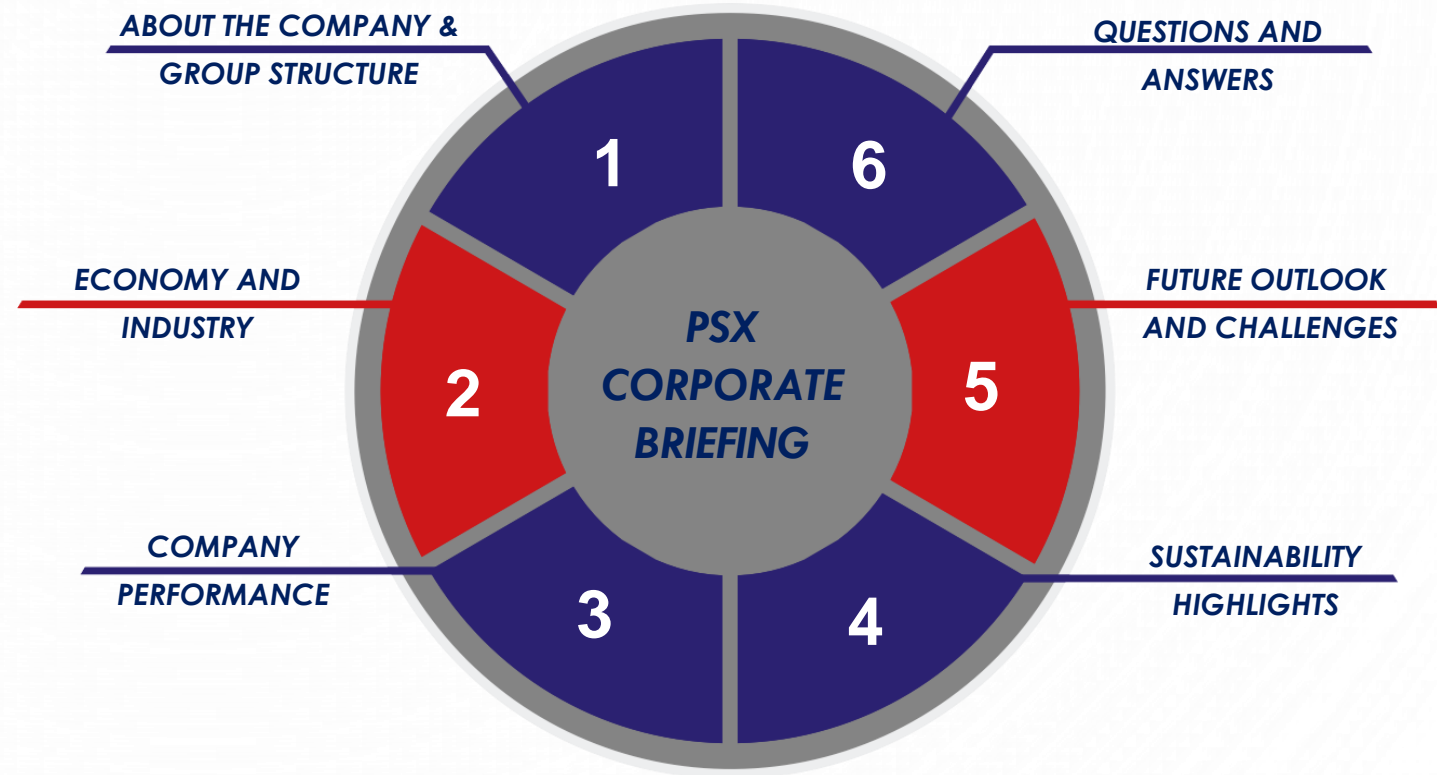
Mobility with
Durability



INTEGRATED
ANNUAL REPORT
2022



GLIMPSE OF THE SESSION



ABOUT THE COMPANY & GROUP STRUCTURE



SHAREHOLDING STRUCTURE



55.27% (Shirazi Investment:
52.43% & Atlas Insurance: 2.84%)

SHIRAZI INVESTMENTS (Group Holding Company)

Started operations in 1962 and is engaged in capital market, fund management, under-writing, real estate and venture capital investments.

The Company plays a key role in sponsoring the acquisition of Group projects.

HONDA 35%
The Power of Dreams

Honda Motor Company Limited, is a Japanese public multinational conglomerate manufacturer of automobiles, motorcycles, and power equipment, headquartered in Minato, Tokyo, Japan.



Atlas Honda Limited is a joint venture between Atlas Group and Honda Motor Company Limited Japan



● **Head Office** : Karachi

● **Registered Office** : Lahore

● **Production Facilities** :
Karachi and Sheikhupura

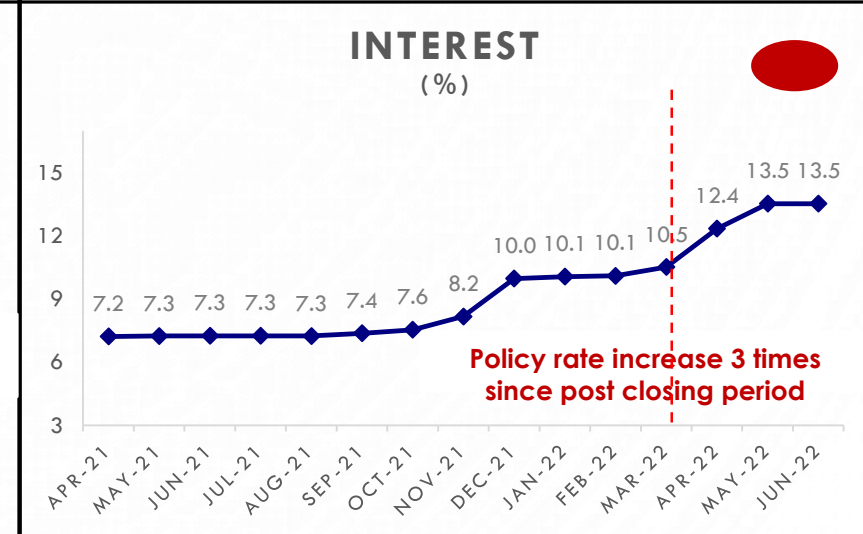
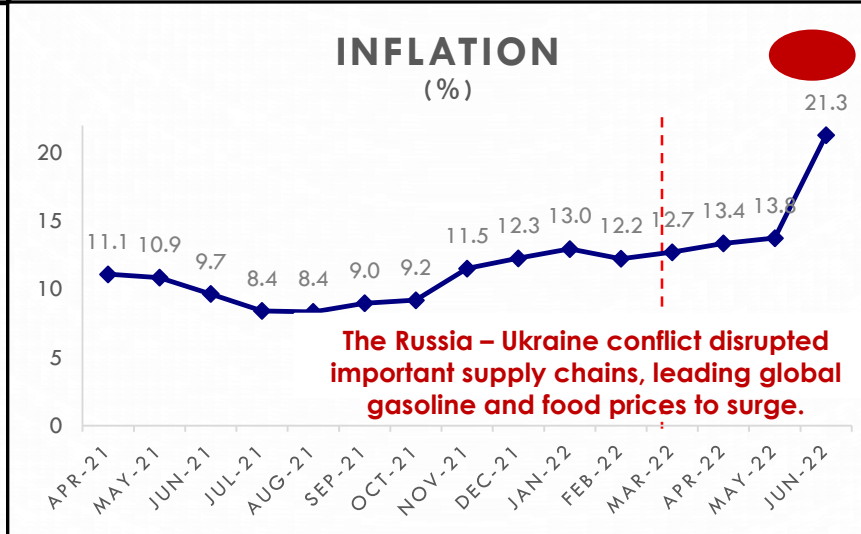
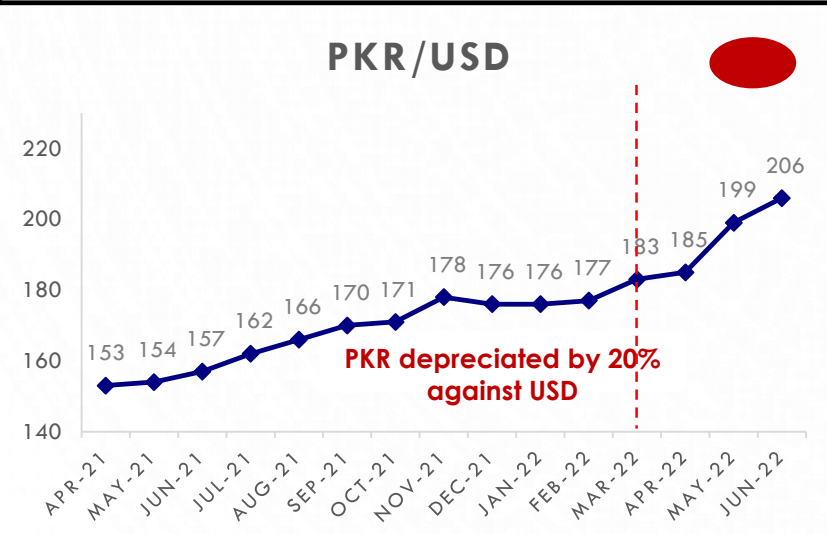
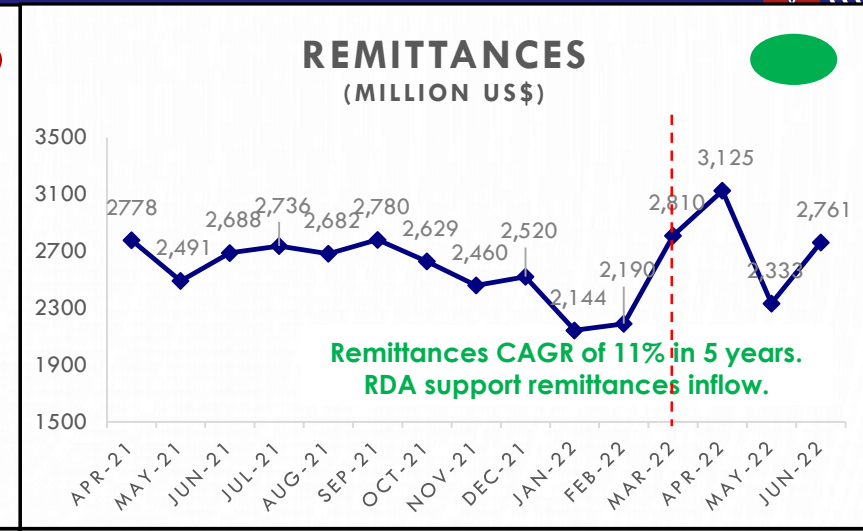
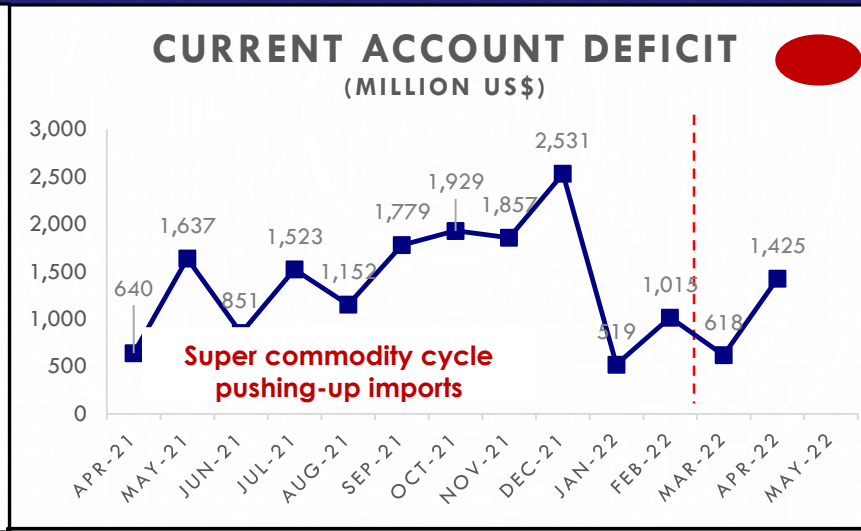
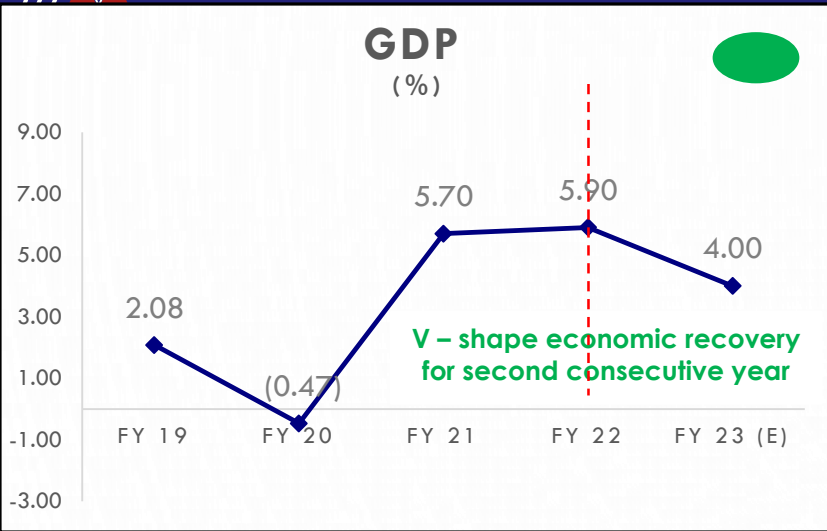
● **Branch Offices and Customer Care Centers** :
Lahore, Multan, Islamabad,
Hyderabad, Faisalabad, Rahim Yar Khan

● **Showroom** : Karachi

Dealers Network : Across Pakistan







ECONOMY AND INDUSTRY

MACRO-ECONOMIC ENVIRONMENT



Challenging economic scenario post company closing period - IMF support needed for stabilization.

AUTO-INDUSTRY PERFORMANCE

Vehicles Categories	Apr'21 – Mar'22 Sales Volume (‘000)	Apr'20 – Mar'21 Sales Volume(‘000)	Change
 Cars	218.0	123.4	▲ 77%
 LCVs, Vans, Jeeps & Pick Ups	41.4	24.7	▲ 68%
 Tractors	55.5	46.2	▲ 20%
 Trucks	5.8	3.1	▲ 87%
 Buses	0.5	0.5	= 0%
 Motorcycles and Three-Wheelers	1,845.3	1,626.5	▲ 13%
Grand Total	2,166.5	1,824.4	▲ 19%

Source: PAMA

- Auto industry rebound post COVID period and posted 19% volumetric growth.



COMPANY PERFORMANCE

ANNUAL PERFORMANCE

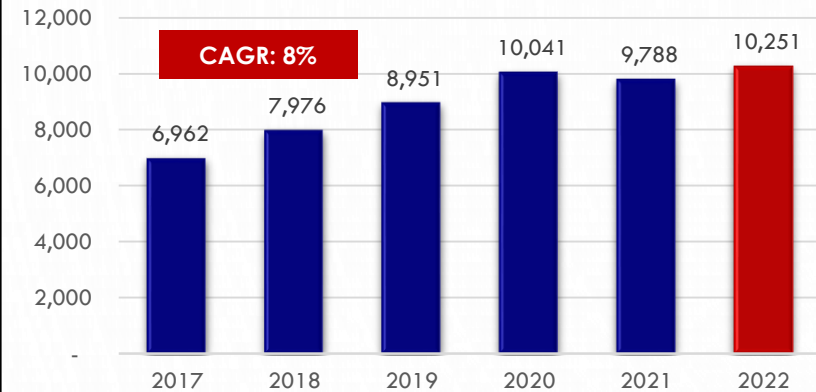
Operating Highlights		Apr 21 - Mar 22	Apr 20 - Mar 21	Variance %
Production	Units	1,357,604	1,063,703	▲ 27.63%
Sales	Units	1,350,010	1,066,114	▲ 26.63%
Revenue	Rs. in Mn	131,930	93,157	▲ 41.62%
Gross Profit	Rs. in Mn	9,866	6,880	▲ 43.40%
Gross Profit	%	7.5%	7.4%	▲ 1.35%
Profit Before Tax	Rs. in Mn	7,820	5,152	▲ 51.79%
Profit Before Tax	%	5.9%	5.5%	▲ 7.27%
Earning Per Share	Rs.	45.01	28.97	▲ 55.37%
Cash Dividend payout	%	60%	60%	= 0%
At the end of Period				
Total Assets	Rs. in Mn	47,423	43,030	▲ 10.21%
Shareholders Equity	Rs. in Mn	21,028	18,631	▲ 12.87%
Share Performance				
Price per Share	Rs.	394	460	▼ 14.35%
Market Capitalization	Rs. in Mn	52.12	60.33	▼ 13.61%

SIX YEARS AT A GLANCE

Rs. in 'million'

BALANCE SHEET

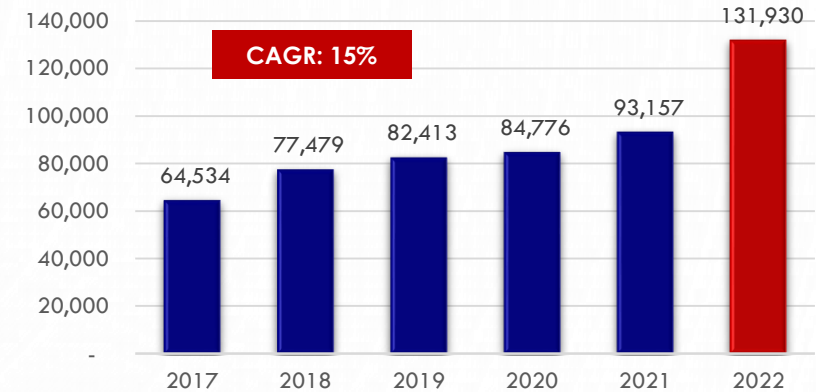
Property, Plant & Equipment



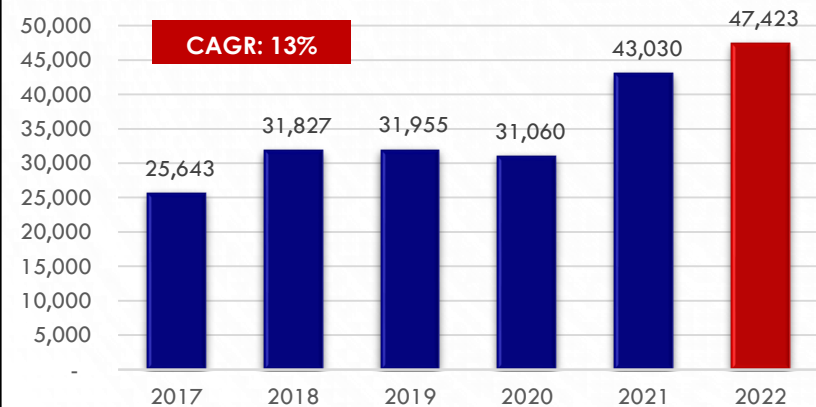
Equity



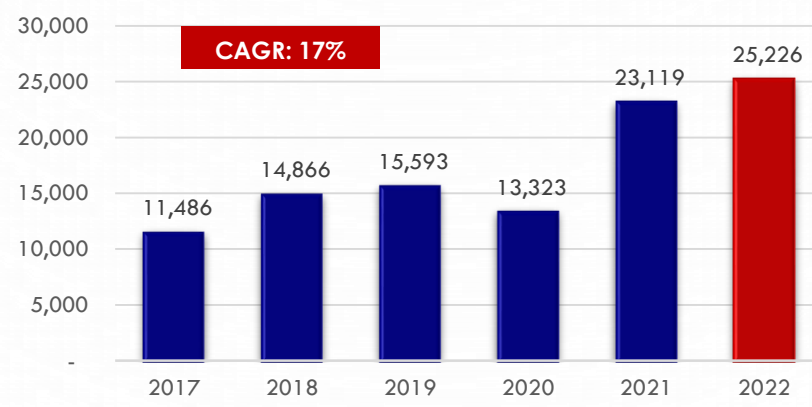
Sales



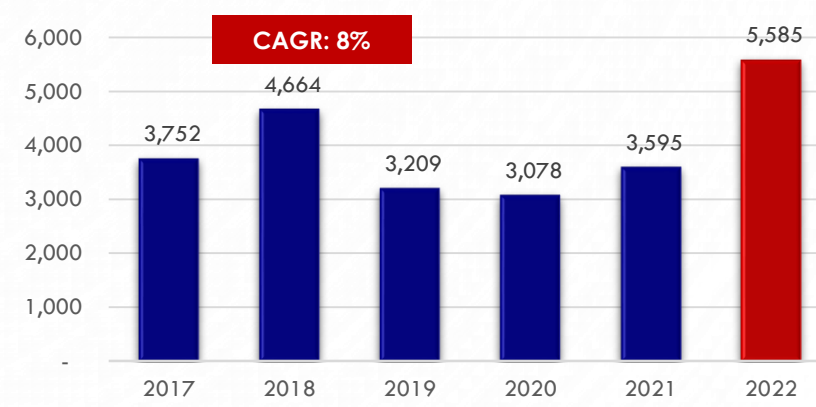
Total Assets



Current Liabilities



Profit after tax



- All time high level of equity with continuous investment in capacity.
- Sales momentum helping to improve margins.



SUSTAINABILITY HIGHLIGHTS

SUSTAINABILITY HIGHLIGHTS



9.3% reduction waste per bike



3% reduction in water consumption



Rs51.9 m Donated



13K hours employees' training



12k students attended safety lectures



152k served for free checkups



521 women trained for bike



1st Prize by Punjab Horticulture Society



Award by NFEH

QUESTIONS AND ANSWERS

THANK YOU