

SAZGAR ENGINEERING WORKS LIMITED

The General Manager,
Pakistan Stock Exchange Limited,
Stock Exchange Building,
Stock Exchange Road,
Karachi.

Ref/Sgl/23-10/ 5833
October 23, 2023

Subject: CORPORATE BRIEFING SESSION (CBS)

Dear Sir,

With reference to your letter No. Ref. No.PSX/Gen-1700 dated October 19, 2023 on the above captioned subject and in continuation of our letter No. Ref/Sgl/23-10/5813 dated October 18, 2023, we hereby enclose the Presentation of Corporate Briefing Session on the basis of Audited Annual Financial Statements of the Company for the year ended June 30, 2023 for the analysts/ shareholders and TRE Certificate Holders of the Exchange.

The Corporate Briefing Session may also be attended virtually and the interested participants who are desirous to attend the CBS virtually are requested to register themselves with the Company by sending an email at company.secretary@sazgarautos.com before 13:00 hours of October 25, 2023 alongwith the following information:

- I. Name
- II. CNIC No.
- III. Email Address
- IV. Mobile Number
- V. Whatsapp Number

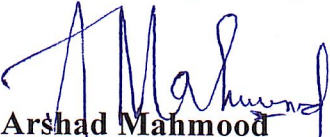
The video link and login details will be shared with the registered participants before CBS.

Explanation of Non-Compliance:

We hereby submit that Non-Compliance of PSX revised Regulation 5.7.3. was inadvertent and it was not committed willfully. Therefore, the Non-Compliance may please be condoned.

Thanking you.

Yours truly,
For Sazgar Engineering Works Limited,


Arshad Mahmood
(Company Secretary)

Encls. As above

Registered Office: 88-Ali Town, Thokar Niaz Baig, Raiwind Road, Lahore. Pakistan ☎ +92-42-35291573-74, 35297861-62
☎ +92-42-35297863 ✉ sazgar@brain.net.pk, info@sazgarautos.com 🌐 www.sazgarautos.com

Car Plant: Maghrabi Tanki-1 Link Road, Near Ijtamah Chowk, Sunder-Raiwind Road, Raiwind, Lahore. Pakistan
UAN: 3444-SAZGAR (729-427) ☎ +92-42-35398671-74 ☎ +92-42-35398676

Three Wheeler Plant: 18-KM, Raiwind Road, Lahore. Pakistan ☎ +92-42-35330300-2 ☎ +92-42-35330329

CORPORATE BRIEFING

ON THE BASIS OF
AUDITED ANNUAL FINANCIAL STATEMENTS FOR THE YEAR ENDED
JUNE 30, 2023

OCTOBER 26, 2023

10:30 AM

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COMPANY OVERVIEW

- Incorporated on September 21, 1991 as a private limited company.
- Converted into a public limited company on November 21, 1994.
- Listed on the Stock Exchanges of Pakistan in September 1996.
- Face value of Company's share is PKR 10/-.
- The authorized share capital of the Company is PKR 1,000,000,000/-.
- The share is traded under the symbol of SAZEW.
- The market price of Company's share was 50.85 PKR as on June 30, 2023.
- Currently 1197 employees are on the payroll.

COMPANY OVERVIEW

Registered office:

- 88- Ali Town, Thokar Niaz Baig, Raiwind Road, Lahore.

Manufacturing facilities:

- Unit – 1 - Located at 18 K.M Raiwind Road, Lahore.
- Unit – 2 - Located at Magrabi Tanki-1 Link Road, Near Ijtamah Chowk, Sundar-Raiwind Road, Raiwind, Lahore.

BOARD OF DIRECTORS

Mrs. Saira Asad Hameed

- Chairperson of Board
- Non-Executive Director

Mr. Mian Asad Hameed

- Chief Executive
- Chairman of Nomination Committee
- Member of Human Resource & Remuneration Committee

Mr. Saeed Iqbal Khan

- Executive Director
- Member of Nomination Committee

Mr. Mian Muhammad Ali Hameed

- Executive Director
- Member of Risk Management Committee

Mr. Humza Amjad Wazir

- Non-Executive Director
- Member of Human Resource & Remuneration Committee
- Member of Nomination Committee

Mrs. Sana Suleyman

- Non-Executive Director
- Member of Audit Committee

Mr. Taha Mahmood

- Independent Director
- Chairman of Human Resource & Remuneration Committee
- Member of Risk Management Committee
- Member of Audit Committee

Mr. Umair Ejaz

- Independent Director
- Chairman of Audit Committee
- Chairman of Risk Management Committee
- Member of Human Resource & Remuneration Committee

Mr. Muhammad Omer Saeed

- Independent Director

SCOPE OF BUSINESS

- Manufacturing of Four Wheeler Vehicles at unit-2.
- Manufacturing of Three Wheeler Vehicles at unit-1.
- Manufacturing of Automotive Parts – Tractor Wheel Rims at unit-1.
- Import and sale of Home Appliances at unit-1.

STRATEGIC AND OPERATIONAL DEVELOPMENTS

- Started commercial production of vehicles under brand name “HAVAL”.
- Introduction of first-ever locally manufactured/assembled Hybrid Electric Vehicle “HAVAL-HEV” in Pakistan.
- Expansion in local dealership network.

FINANCIAL PERFORMANCE

PARTICULARS	2018	2019	2020	2021	2022	2023
Turnover	3,968,217,110	3,218,523,838	2,891,754,502	4,033,601,008	10,274,217,196	18,174,296,868
Gross profits	444,912,891	330,722,331	293,014,141	366,723,669	892,945,180	2,549,476,211
Net Profits after Tax	186,005,018	81,997,158	27,633,547	75,795,322	117,839,528	995,076,624
Property, Plant & Equipment	708,814,230	998,187,948	1,318,409,750	1,844,803,734	2,640,534,747	2,861,486,140
Long Term Liabilities	159,602,557	370,637,154	459,315,412	540,290,511	805,897,499	737,599,119
Equity	957,364,387	1,044,707,247	1,768,959,112	1,839,851,775	1,953,959,197	2,915,048,062

FINANCIAL INFORMATION - KEY RATIOS

PARTICULARS	2018	2019	2020	2021	2022	2023
Gross profit ratio %	11.21	10.28	10.13	9.09	8.69	14.03
Profit/(loss) before tax ratio %	6.42	3.48	1.41	2.59	2.56	8.15
Earnings per share Rs.	8.62	3.04	0.70	1.25	1.95	16.46
Price earning ratio - times	33.04	72.35	178.83	134.15	31.86	3.09
Market value per share (PSX) Rs.	284.98	219.85	124.59	168.21	62.12	50.85
Break up value per share Rs.	44.39	48.44	49.46	39.57	32.33	48.23

FUTURE PROSPECTS

- Introduction of new variants of four wheeler vehicles.
- Innovation in three wheeler vehicles including electric vehicles (EV).
- Research and development to improve the quality of our products.
- Expansion in local dealership network.
- Exploring the new markets for exports business.

QUESTION & ANSWER



SAZGAR ENGINEERING WORKS LIMITED

THANK YOU