ATLAS HONDA LIMITED

CORPORATE BRIEFING SESSION 2025

For The Financial Year Ended March 31, 2025

Friday, 25th July 2025
03:30 PM

GLIMPSE OF THE SESSION

01. About the Company and Group Structure

04. Sustainability Highlights

02. Economy and Industry

05. Future Outlook and Challenges

03. Company Performance

06. Questions and Answers

ABOUT THE COMPANY & GROUP STRUCTURE

SHAREHOLDING STRUCTURE

55.27% (Shirazi Investments: 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%**

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

Atlas Honda

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

GEOGRAPHICAL PRESENCE

Head Office : Karachi

Registered Office : Lahore

Production Facilities :
Karachi and Sheikhupura

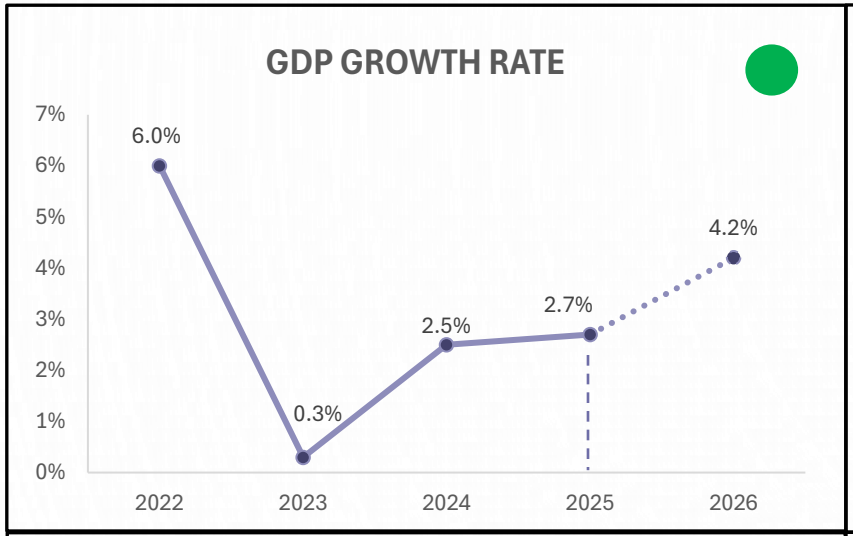
Branch Offices and Customer Care Centers :
Lahore, Multan, Islamabad, Hyderabad, Faisalabad, Rahim Yar Khan

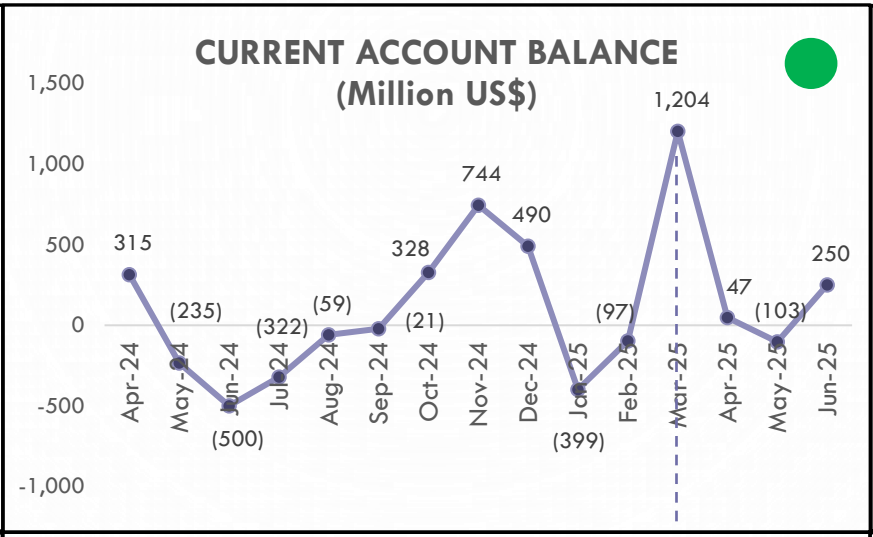
Showroom : Karachi

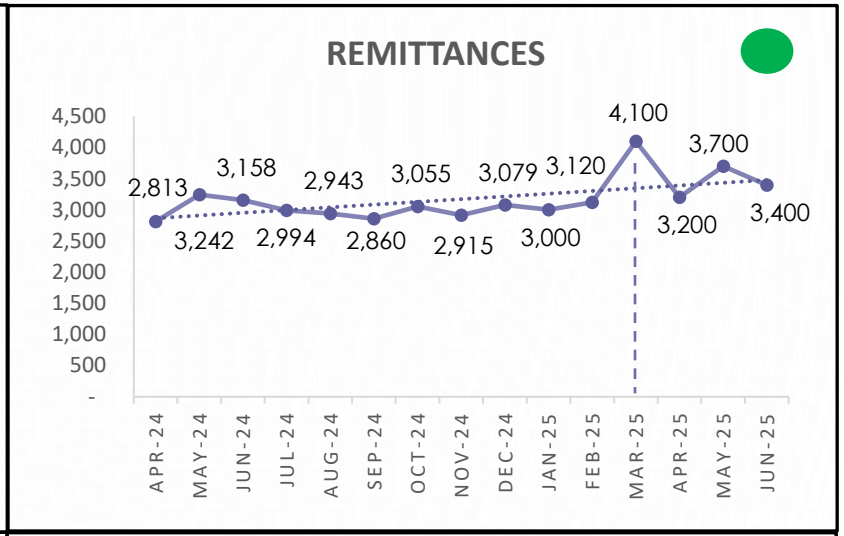
Dealers Network : Across Pakistan

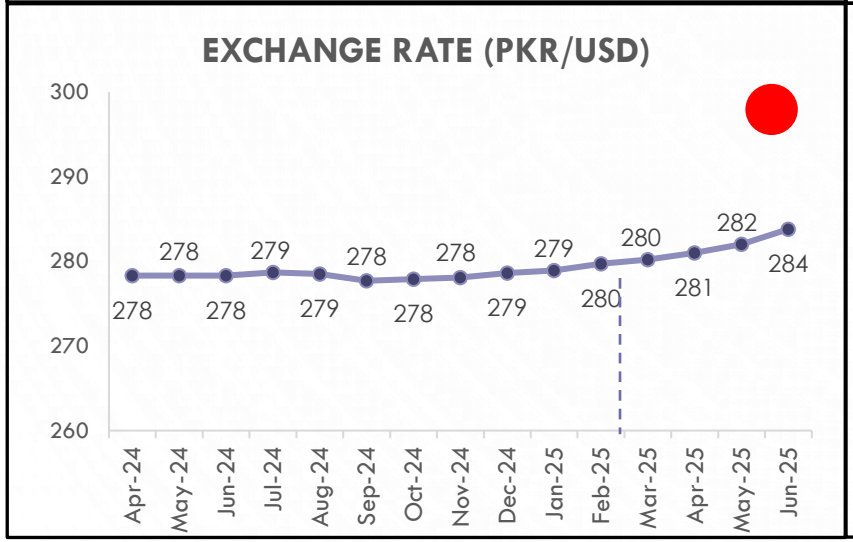
ECONOMY AND INDUSTRY

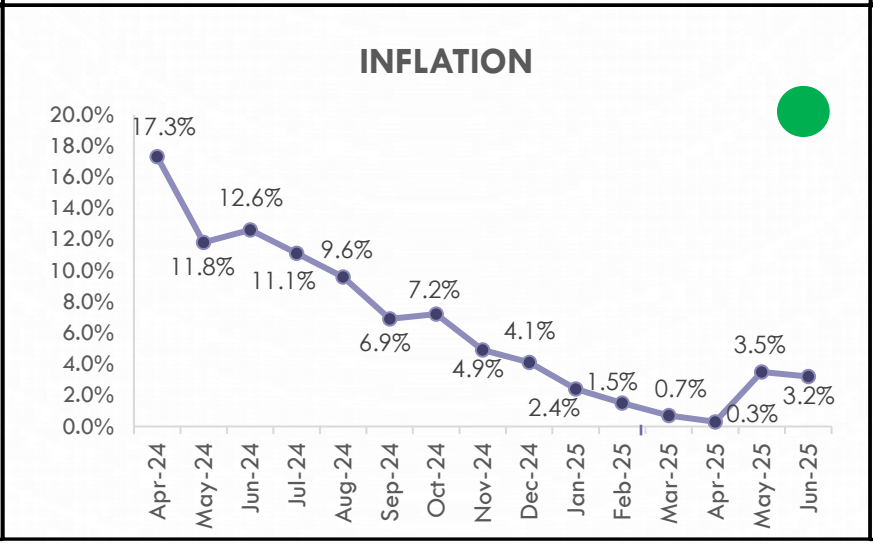
MACRO-ECONOMIC ENVIRONMENT

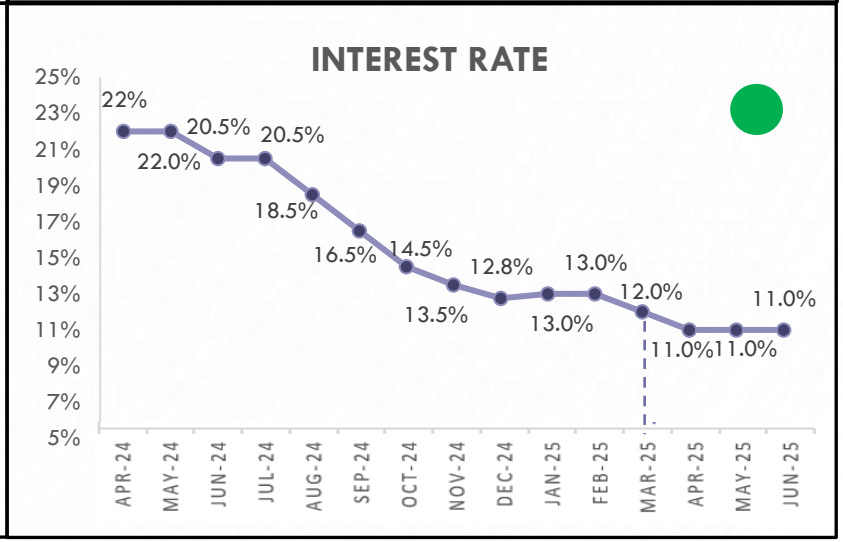












Economic outlook appears positive supported by ongoing reforms and favorable external conditions

AUTO-INDUSTRY PERFORMANCE

Vehicle Categories	Apr'24 – Mar'25 Sales Volume ('000)	Apr'23 – Mar'24 Sales Volume ('000)	Change
Cars	102.7	65.1	▲ 58%
LCVs, Vans, Jeeps & Pick Ups	32.7	19.9	▲ 64%
Tractors	33.5	44.9	▼ -25%
Trucks	3.4	1.9	▲ 79%
Buses	0.65	0.4	▲ 63%
Motorcycles and Three-Wheelers	1,408.5	1,096.1	▲ 29%
Grand Total	1,581.5	1,228.3	▲ 29%

Auto industry witnessed substantial revival supported by improved economic conditions.

Source: PAMA

COMPANY PERFRORMANCE

ANNUAL PERFORMANCE

Operating Highlights		Apr 24 - Mar 25	Apr 23 - Mar 24	Variance %
Production	Units	1,186,746	966,768	▲ 23%
Sales	Units	1,196,201	960,400	▲ 25%
Revenue	Rs. in Mn	203,894	159,292	▲ 28%
Gross Profit	Rs. in Mn	22,180	12,227	▲ 81%
Gross Profit	%	10.9%	7.7%	▲ 42%
Profit Before Tax	Rs. in Mn	24,342	15,738	▲ 55%
Profit Before Tax	%	11.9%	9.9%	▲ 20%
Earning Per Share	Rs.	122.9	78.2	▲ 57%
Dividend Per Share	Rs.	74.0	47.0	▲ 57%
At the end of Period				
Total Assets	Rs. in Mn	87,342	75,944	▲ 15%
Shareholders Equity	Rs. in Mn	36,363	28,768	▲ 26%
Share Performance				
Price per Share	Rs.	943.7	392.3	▲ 141%
Market Capitalization	Rs. in Bn	120.37	49.5	▲ 143%

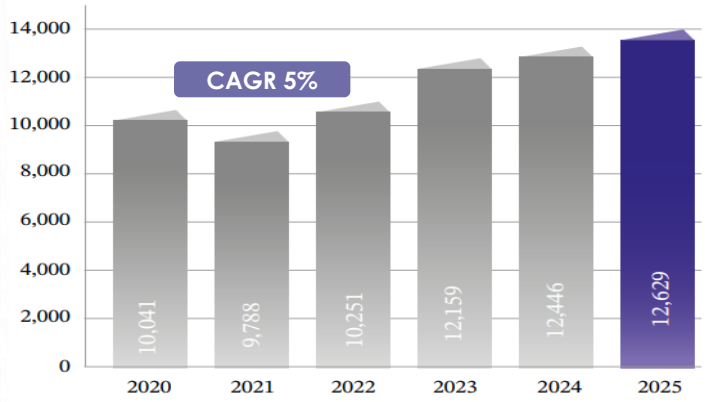
Profitability improved due to higher sales volume, better sales mix and stable exchange rates.

SIX YEARS AT A GLANCE

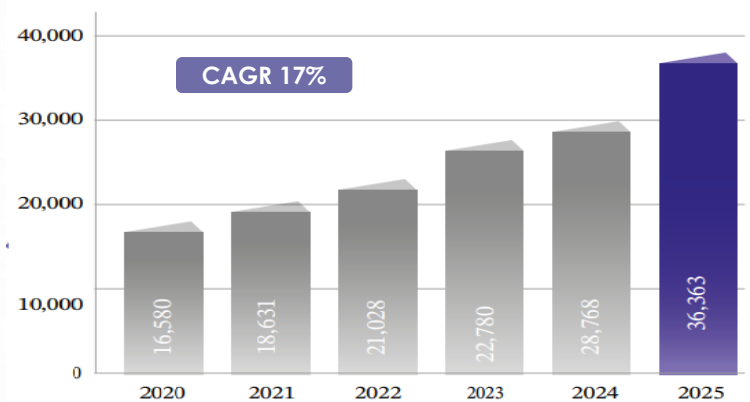
Rs. in Million

BALANCE SHEET

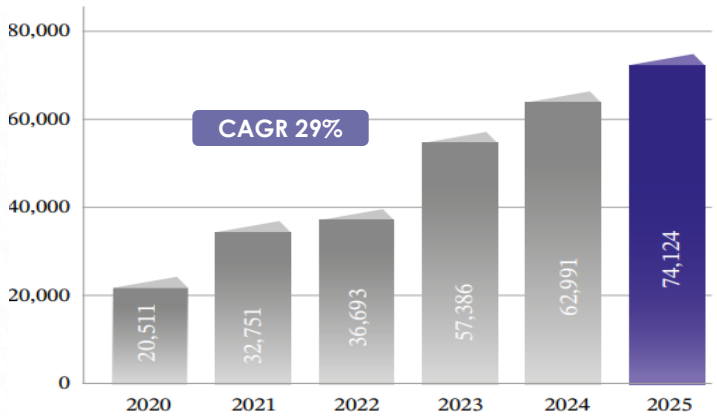
Property, Plant & Equipment



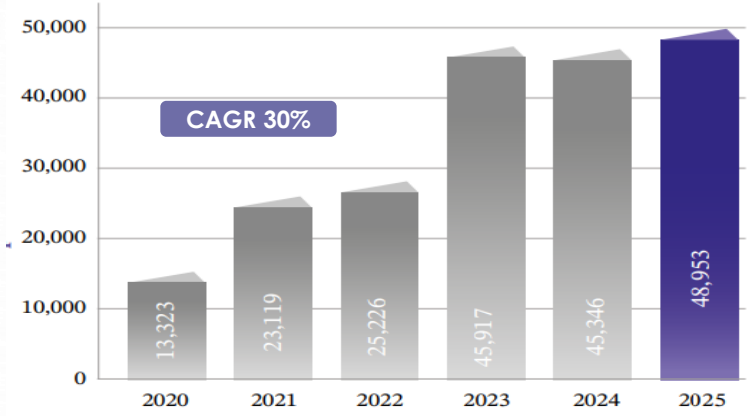
Equity



Current Assets

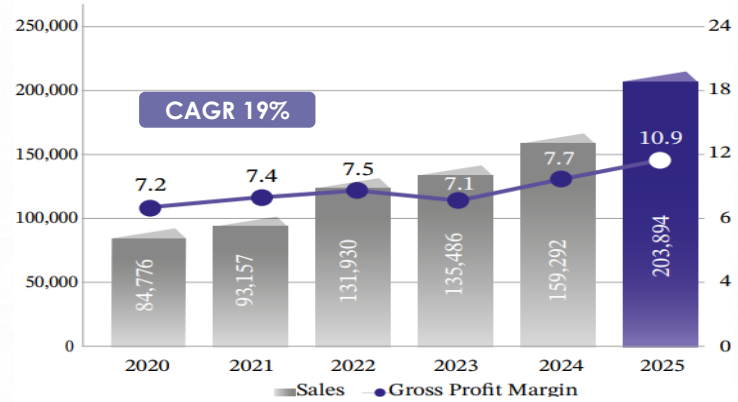


Current Liabilities

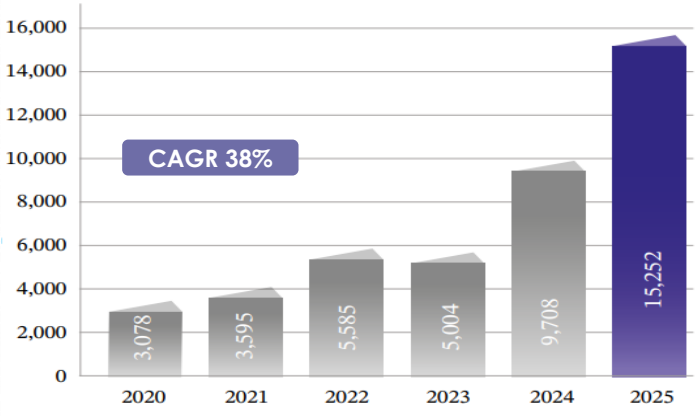


PROFIT & LOSS

Sales & Gross Profit



Profit after Tax



- All time high level of equity with continuous investment in localization & BMR.
- Sales momentum enabling to improve gross margins.

SUSTAINABILITY HIGHLIGHTS

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9.8 MW Solar Power Installed

3% Reduction in Water Consumption per unit

2% CO_2 Reduction per unit

100K Trees Plantation on 77th Independence Day

700+ Women Trained for Bike Riding

400+ Customers Served For Free Checkups

PKR 207 Million Donated

Atlas Foundation

23,000+ Training and Development Hours

FUTURE OUTLOOK AND CHALLENGES (BY CEO)

QUESTIONS AND ANSWERS

THANK YOU