



PAK SUZUKI MOTOR CO. LTD.

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The General Manager

Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi.

May 15, 2023

SUBJECT: CORPORATE BRIEFING SESSION

This is with reference to our letter dated May 10, 2023, the video link facility will also be available for the analyst and shareholders who wish to attend the session electronically.

Interested participants should email their credentials to company.secretary@paksuzuki.com.pk before 11:00 am on May 17, 2023 with the subject title "Registration for PSMC CBS 2023". The link of the meeting will be shared at 3:30 pm on May 17, 2023.

The presentation for the session is also attached.

You may please inform the TRE Certificate Holders of the Exchange accordingly.

Kindly acknowledge.

ABDUL NASIR
COMPANY SECRETARY



Financial Results FINANCIAL PERIOD FOR THE YEAR 2022



FY 2022 – FINANCIAL SUMMARY

		FY-2022	FY-2021	Change	
				Amount	Ratio
Sales Volume	AMD	125,996	122,834	3,162	2.6%
	MCD	40,654	32,386	8,268	25.5%
		-----Rs. in million-----			
Net Sales		202,467	160,082	42,384	26%
Operating Profit		5,375	2,677	2,698	101%
% of net Sales		2.65%	1.67%		
Finance Cost		-11,614	-737	-10,877	1476%
(loss) / Profit before Taxation		-3,143	3,795	-6,938	-183%
% of net Sales		-1.55%	2.37%		
(loss) / Profit after Taxation		-6,337	2,679	-9,016	-336%
% of net Sales		-3.13%	1.67%		
Share Holder Equity		19,771	26,826	-7,055	-26%
(loss) / Earning per share		-77.00	32.56	-109.555	-336%

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FY2022 – SALES VOLUME

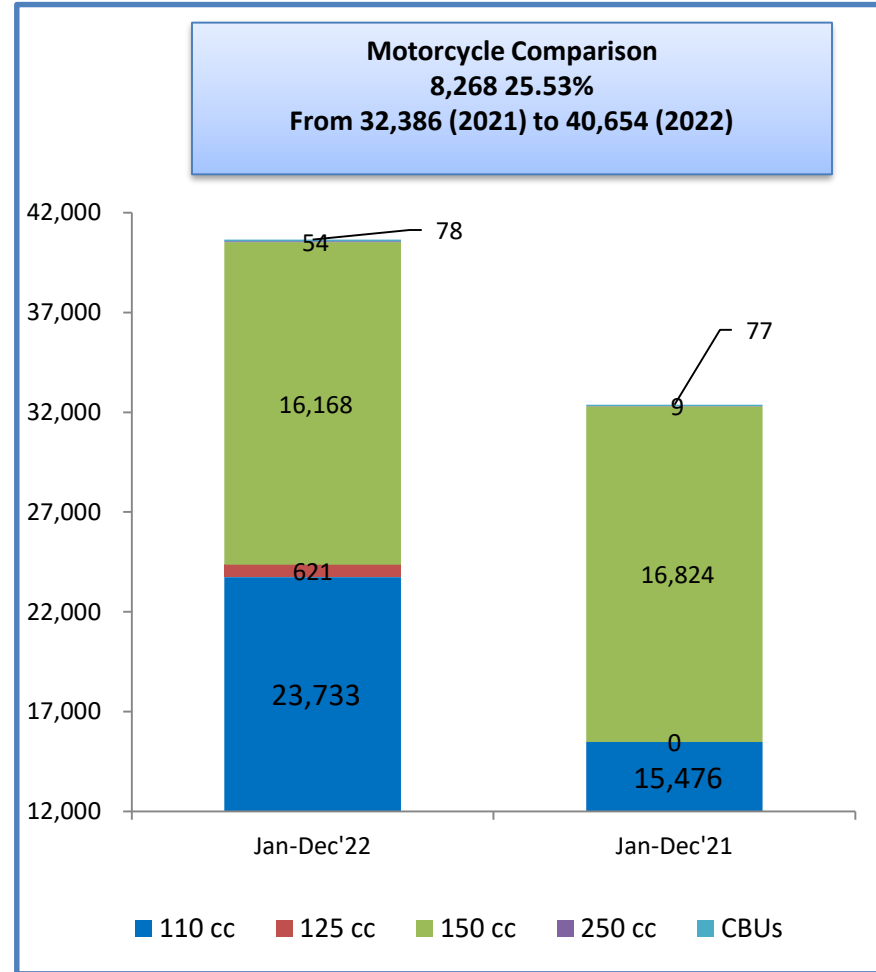
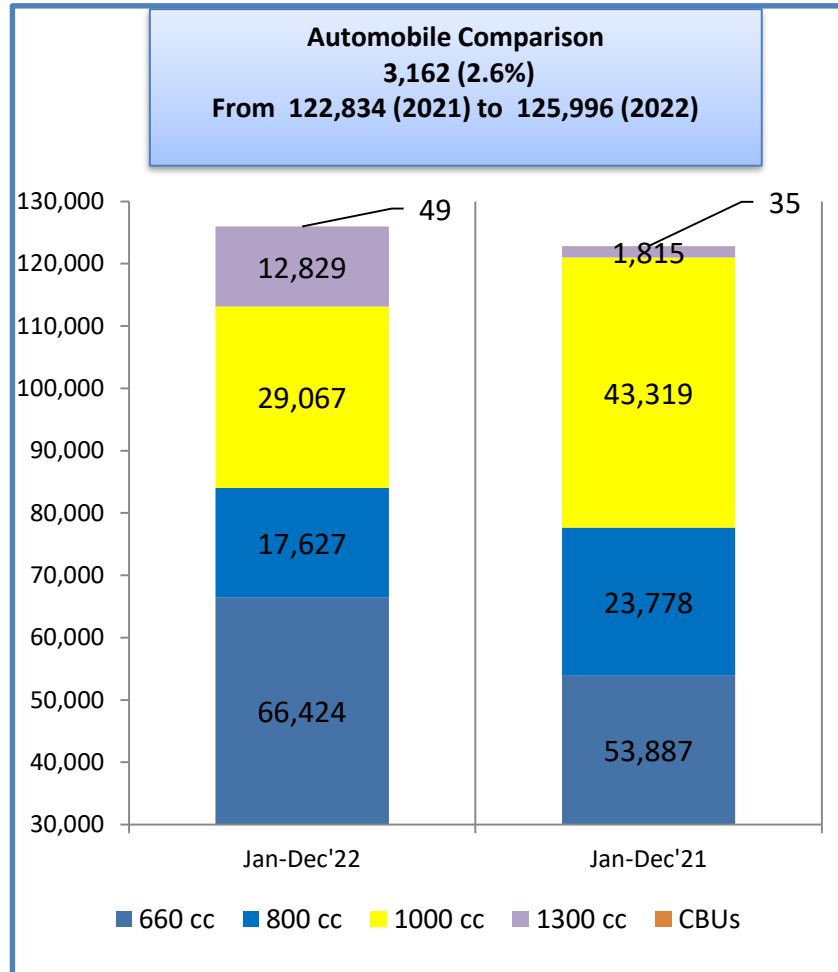
	FY2022		FY2021		CHANGE	
		Ratio		Ratio		RATIO
<u>660 cc</u>						
Alto	66,424	0.53	53,887	0.44	12,537	0.23
<u>800 cc</u>						
Suzuki Bolan	8,556	0.07	10,855	0.09	(2,299)	(0.21)
	8,556	0.07	10,855	0.09	(2,299)	(0.21)
<u>1000 cc</u>						
Suzuki Cultus	13,796	0.11	24,509	0.20	(10,713)	(0.44)
Suzuki WagonR	15,271	0.12	18,810	0.15	(3,539)	(0.19)
	29,067	0.23	43,319	0.35	(14,252)	(0.33)
<u>1300 cc</u>						
Suzuki Swift	12,829	0.10	1,815	0.01	11,014	6.07
<u>LCVs</u>						
Suzuki Ravi Pickup - Normal	9,071	0.07	12,923	0.11	(3,852)	(0.30)
TOTAL - Manufactured Sales	125,947	1.00	122,799	1.00	3,148	0.03
<u>CBUs</u>						
APV	9	0.00	4	0.00	5	1.25
Jimny	40	0.00	28	0.00	12	0.43
Vitara	-	-	3	0.00	(3)	(1.00)
TOTAL - CBU	49	0.00	35	0.00	14	0.40
GRAND TOTAL	125,996	1.00	122,834	100.0%	3,162	2.6%

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[Industry Analysis](#)

[Segmented Sales Volume](#)

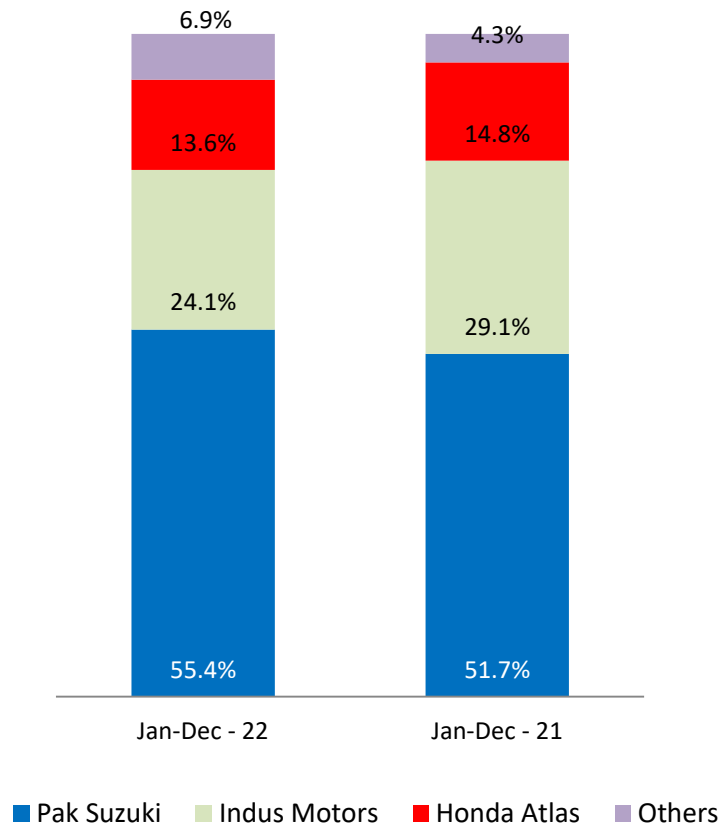
FY2022 – SEGMENTED SALES VOLUME

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FY2022 – AUTOMOBILE INDUSTRY ANALYSIS

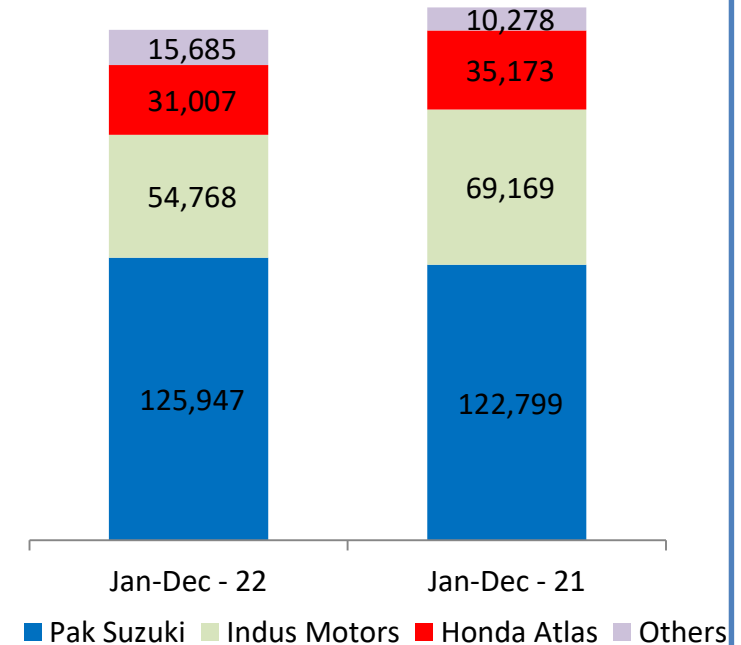
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Market Share %



Industry Sales Units

Industry Sales Unit Comparison
(10,012) (4%)
From 237,419 (2021) to 227,407 (2022)



FY2022 TOTAL SALES

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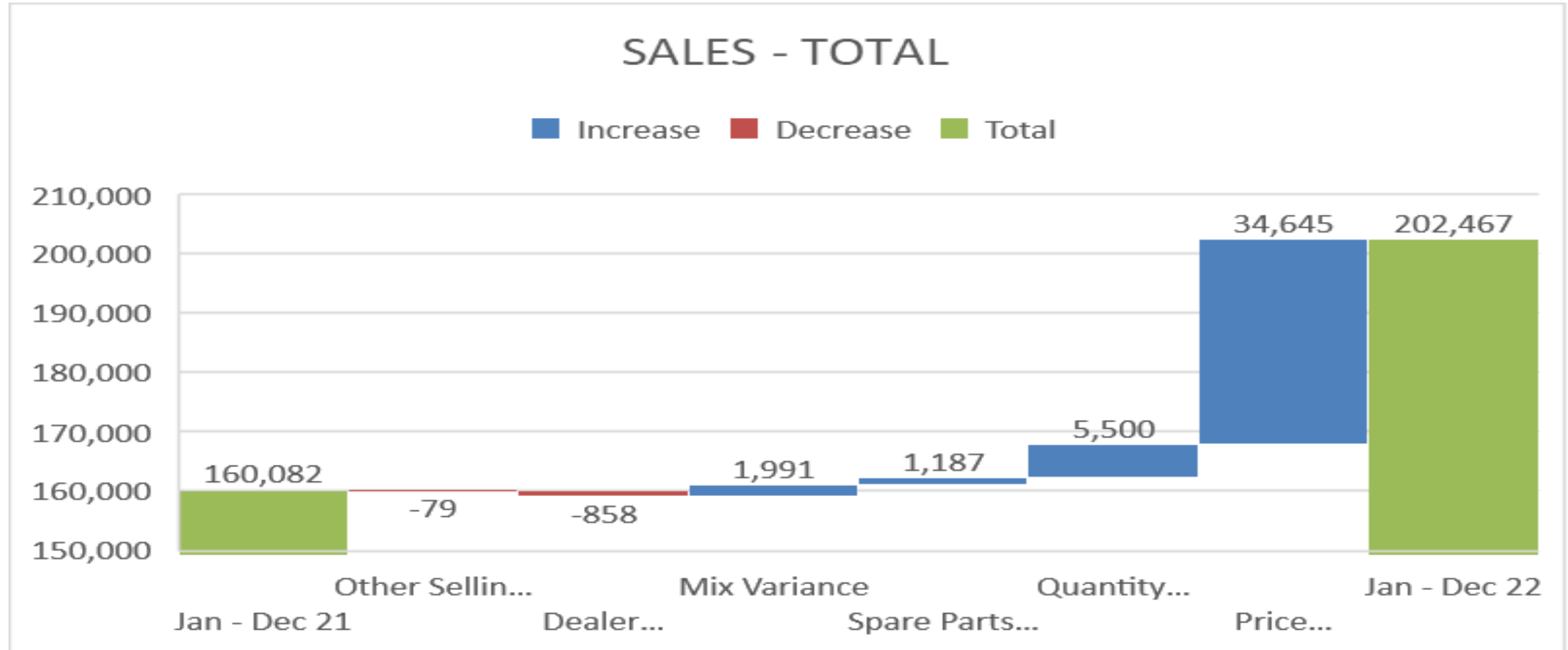
	FY - 2022	FY - 2021		CHANGE
			AMOUNT	RATIO
AUTOMOBILE	194,250	154,316	39,934	25.9%
MOTORCYCLE	8,217	5,766	2,451	42.5%
TOTAL	202,467	160,082	42,384	26.5%



FY2022 – TOTAL SALES

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(Rupees in Million)





Financial Results FINANCIAL PERIOD FOR THE 1ST QTR. 2023





1ST QTR. 2023 – FINANCIAL SUMMARY

		FY-2023	FY-2022	Change	
				Amount	Ratio
Sales Volume	AMD	26,289	36,716	-10,427	-28.4%
	MCD	6,173	9,663	-3,490	-36.1%
		-----Rs. in million-----			
Net Sales		21,839	47,736	-25,897	-54%
Operating Profit		185	-126	311	-247%
% of net Sales		0.85%	-0.26%		
Finance Cost		-12,821	-1,031	-11,790	1144%
Loss before Taxation		-12,642	-648	-11,994	1851%
% of net Sales		-57.89%	-1.36%		
Loss after Taxation		-12,916	-460	-12,456	2708%
% of net Sales		-59.14%	-0.96%		
Share Holder Equity		6,855	19,771	-12,916	-65%
Loss per share		-156.94	-5.59	-151.349	2708%

[Detail](#)

[Detail](#)



1ST QTR. 2023 – SALES VOLUME

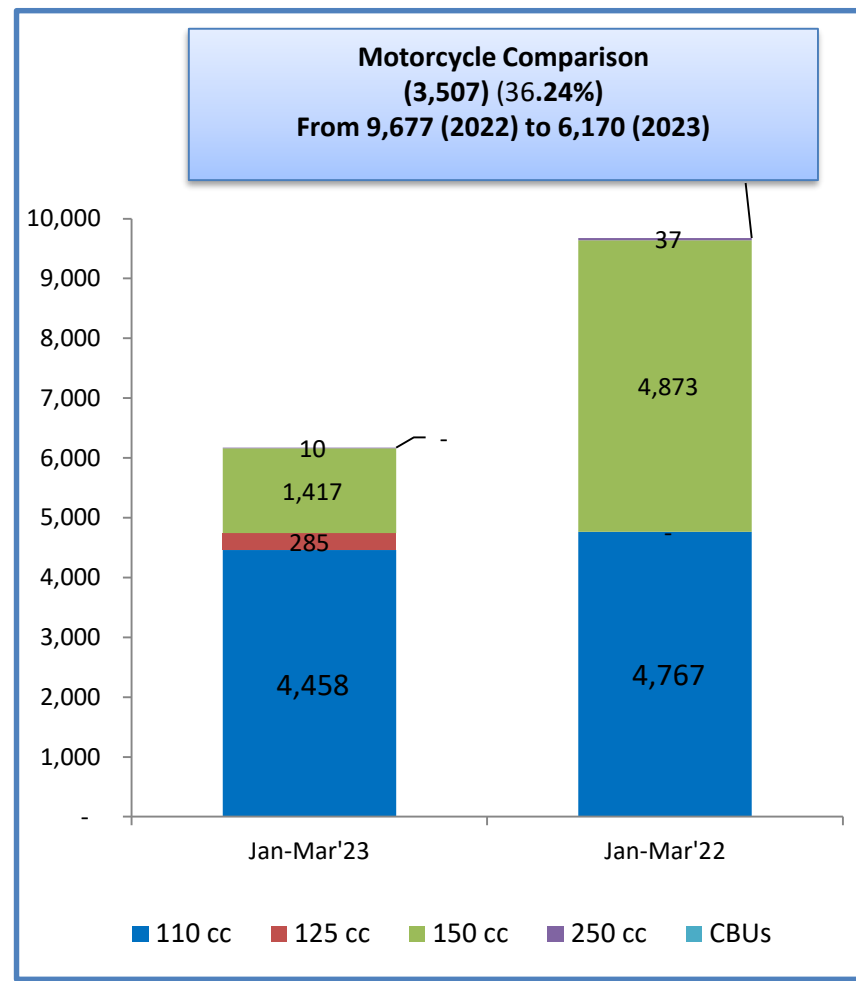
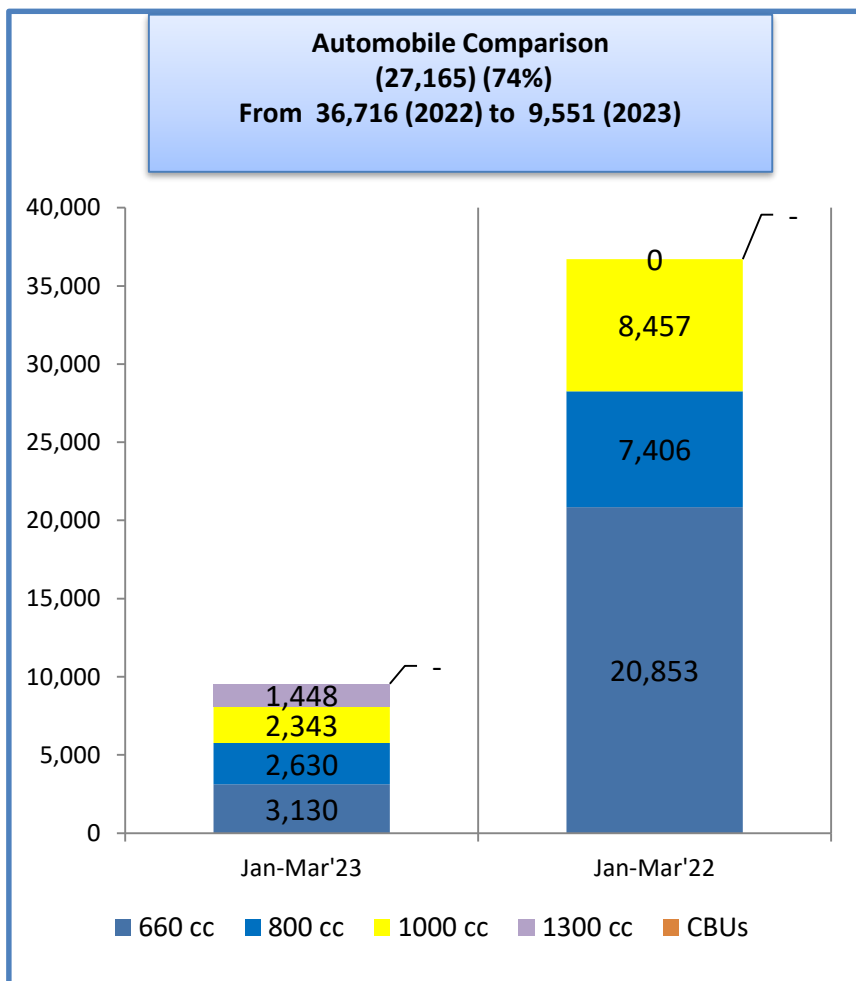
	FY2023		FY2022		CHANGE	
		Ratio		Ratio		RATIO
660 cc						
Alto	3,130	0.33	20,853	0.57	(17,723)	(0.85)
800 cc						
Suzuki Bolan	1,429	0.15	3,321	0.09	(1,892)	(0.57)
	1,429	0.15	3,321	0.09	(1,892)	(0.57)
1000 cc						
Suzuki Cultus	1,090	0.11	3,170	0.09	(2,080)	(0.66)
Suzuki WagonR	1,253	0.13	5,287	0.14	(4,034)	(0.76)
	2,343	0.25	8,457	0.23	(6,114)	(0.72)
1300 cc						
Suzuki Swift	1,448	0.15	-	-	1,448	-
LCVs						
Suzuki Ravi Pickup - Normal	1,201	0.13	4,085	0.11	(2,884)	(0.71)
TOTAL - Manufactured Sales	9,551	1.00	36,716	1.00	(27,165)	(0.74)
CBUs						
APV	-	-	-	-	-	-
Jimny	-	-	-	-	-	-
Vitara	-	-	-	-	-	-
TOTAL - CBU	-	-	-	-	-	-
GRAND TOTAL	9,551	1.00	36,716	100.0%	(27,165)	-74.0%

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[Industry Analysis](#)

[Segmented Sales Volume](#)

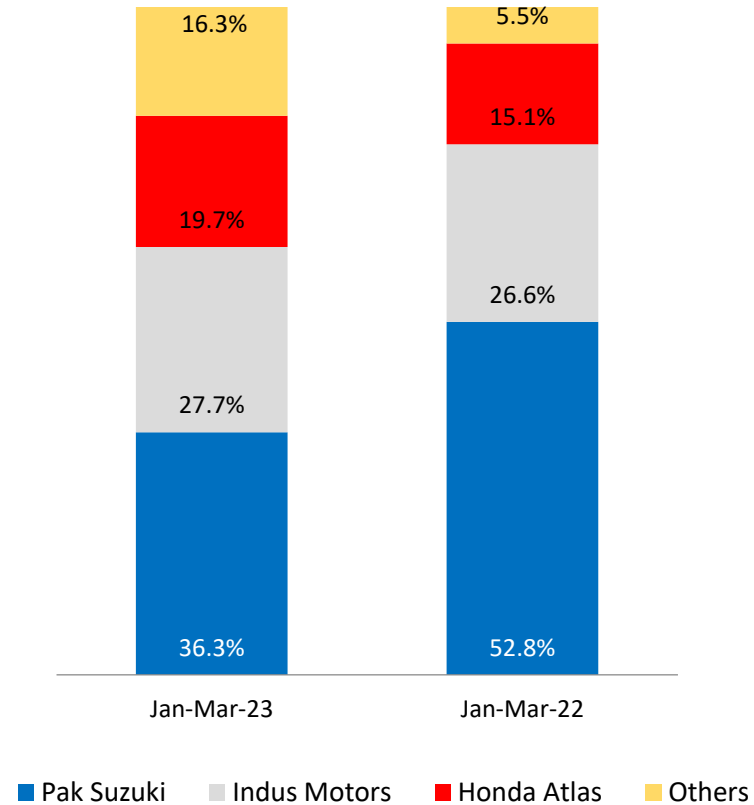
1ST QTR. 2023 – SEGMENTED SALES VOLUME

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1ST QTR. 2023 – AUTOMOBILE INDUSTRY ANALYSIS

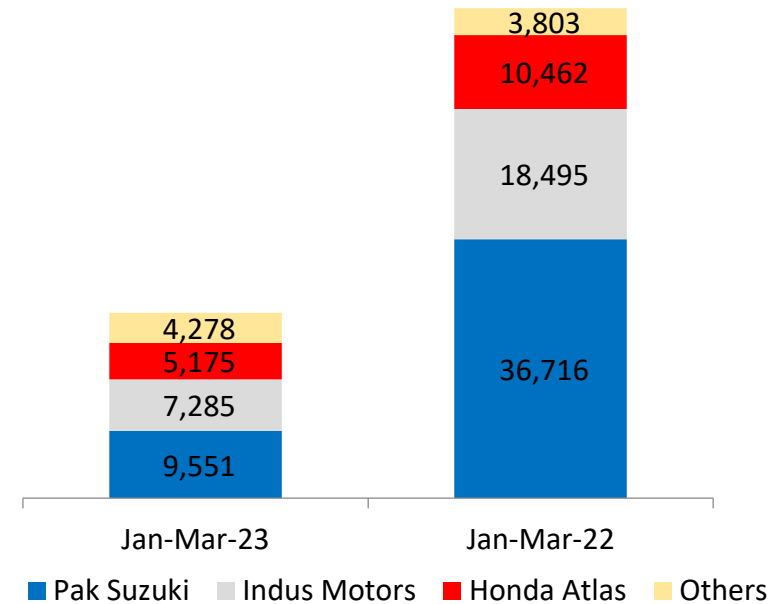
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Market Share %



Industry Sales Units

Industry Sales Unit Comparison
(43,187) (62%)
From 69,476 (2022) to 26,289 (2023)



1ST QTR. 2023 TOTAL SALES

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	FY - 2023	FY - 2022		CHANGE
	(Jan~Mar)	(Jan~Mar)	AMOUNT	RATIO
AUTOMOBILE	20,361	45,881	(25,520)	-55.6%
MOTORCYCLE	1,480	1,855	(375)	-20.2%
TOTAL	21,841	47,736	(25,895)	-54.2%



1ST QTR. 2023 – TOTAL SALES

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