

**CORPORATE BRIEFING SESSION  
FOR THE YEAR ENDED JUNE 30, 2020  
HELD ON OCTOBER 23, 2020**



- Company Brief
- Last Six Years' Balance Sheet
- Last Six Years' Profit and Loss Statement
- Last Six Years' Key Ratios
- Question & Answers

# COMPANY BRIEF

Atlas Battery Limited (the Company) was incorporated as a public limited company on October 19, 1966 and its shares are quoted on Pakistan Stock Exchange Limited. The Company is engaged in manufacturing and sale of automotive and motorcycle batteries, and their allied products. The registered office is located at D-181, Central Avenue, S.I.T.E., Karachi. The manufacturing facilities are located at S.I.T.E., Karachi with branches at Karachi, Lahore, Multan, Islamabad, Faisalabad, Sahiwal Peshawar, Sukkur and Rahim Yar Khan.

LAST SIX YEARS  
BALANCE SHEET


**Atlas Battery LAST SIX YEARS BALANCE SHEET**

(Rupees in Million)

<b>Particulars</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
Non current assets	4,160	3,947	3,614	3,178	2,693	2,021
Stock-in-trade	1,999	1,760	2,689	1,707	1,890	1,609
Trade debts	693	1,096	1,754	365	119	132
Investments	138	127	862	2,465	1,559	919
Taxation - net	568	595	547	349	196	481
Cash and bank balances	46	424	381	15	45	78
Other assets	236	263	288	219	203	159
<b>Total Assets</b>	<b>7,840</b>	<b>8,212</b>	<b>10,136</b>	<b>8,297</b>	<b>6,706</b>	<b>5,398</b>
Shareholders' Equity (with surplus)	4,955	5,281	5,655	5,679	4,472	3,415
Lease liabilities	389	-	-	-	-	-
Long term borrowings	676	-	-	-	-	-
Other non current liabilities	307	316	324	335	282	268
Short term borrowings	71	1,408	2,460	883	736	710
Other liabilities	1,443	1,207	1,698	1,401	1,216	1,005
<b>Total Equity and Liabilities</b>	<b>7,840</b>	<b>8,212</b>	<b>10,136</b>	<b>8,297</b>	<b>6,706</b>	<b>5,398</b>



# Atlas Battery LAST SIX YEARS BALANCE SHEET

Particulars	Vertical Analysis						Horizontal Analysis				
	2020	2019	2018	2017	2016	2015	2020 / 2019	2019 / 2018	2018 / 2017	2017 / 2016	2016 / 2015
Non current assets	53.0	48.0	35.6	38.3	40.2	37.5	5.4	9.2	13.7	18.0	33.3
Stock-in-trade	25.5	21.4	26.5	20.6	28.2	29.8	13.6	(34.5)	57.5	(9.7)	17.5
Trade debts	8.8	13.4	17.3	4.4	1.8	2.4	(36.8)	(37.5)	381.1	205.2	(9.4)
Investments	1.8	1.5	8.5	29.7	23.2	17.0	8.8	(85.3)	(65.0)	58.1	69.7
Taxation - net	7.2	7.2	5.4	4.2	2.9	8.9	(4.6)	8.7	56.8	78.1	(59.3)
Cash and bank balances	0.6	5.2	3.8	0.2	0.7	1.5	(89.3)	11.1	2,462.9	(67.1)	(42.2)
Other assets	3.1	3.3	2.9	2.6	3.0	2.9	(10.2)	(8.7)	31.4	7.9	28.0
<b>Total Assets</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>(4.5)</b>	<b>(19.0)</b>	<b>22.2</b>	<b>23.7</b>	<b>24.2</b>
Shareholders' Equity (with surplus)	63.2	64.3	55.8	68.4	66.7	63.3	(6.2)	(6.6)	(0.4)	27.0	31.0
Lease liabilities	5.0	-	-	-	-	-	100.0	-	-	-	-
Long term borrowings	8.6	-	-	-	-	-	100.0	-	-	-	-
Other non current liabilities	3.9	3.8	3.2	4.0	4.2	5.0	(2.9)	(2.4)	(3.3)	18.6	5.2
Short term borrowings	0.9	17.1	24.3	10.6	11.0	13.1	(94.9)	(42.8)	178.6	19.9	3.7
Other liabilities	18.4	14.8	16.7	17.0	18.1	18.6	19.5	(28.9)	21.2	15.2	20.9
<b>Total Equity and Liabilities</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>(4.5)</b>	<b>(19.0)</b>	<b>22.2</b>	<b>23.7</b>	<b>24.2</b>

LAST SIX YEARS  
PROFIT AND LOSS STATEMENT



## LAST SIX YEARS PROFIT AND LOSS STATEMENT

(Rupees in Million)

Particulars	2020	2019	2018	2017	2016	2015
Sales	12,546	12,773	18,333	17,170	14,020	15,961
Cost of sales	(11,667)	(12,507)	(16,330)	(14,205)	(11,272)	(13,584)
<b>Gross profit</b>	<b>879</b>	<b>267</b>	<b>2,002</b>	<b>2,964</b>	<b>2,747</b>	<b>2,378</b>
Distribution cost	(487)	(599)	(721)	(606)	(438)	(449)
Administrative expenses	(182)	(221)	(245)	(305)	(288)	(247)
Other income	33	385	74	249	96	92
Other expenses	(38)	(44)	(160)	(169)	(177)	(146)
<b>Profit / (loss) from operations</b>	<b>204</b>	<b>(212)</b>	<b>950</b>	<b>2,133</b>	<b>1,940</b>	<b>1,627</b>
Finance cost	(348)	(213)	(118)	(68)	(72)	(147)
<b>(Loss) / profit before tax</b>	<b>(144)</b>	<b>(425)</b>	<b>832</b>	<b>2,065</b>	<b>1,868</b>	<b>1,481</b>
Taxation	(183)	(168)	(242)	(589)	(597)	(467)
<b>(Loss) / profit after tax</b>	<b>(327)</b>	<b>(592)</b>	<b>591</b>	<b>1,477</b>	<b>1,271</b>	<b>1,014</b>

Particulars	Vertical Analysis						In Percentage (%) Horizontal Analysis				
	2020	2019	2018	2017	2016	2015	2020 / 2019	2019 / 2018	2018 / 2017	2017 / 2016	2016 / 2015
Sales	100.0	100.0	100.0	100.0	100.0	100.0	(1.8)	(30.3)	6.8	22.5	(12.2)
Cost of sales	(93.0)	(97.9)	(89.1)	(82.7)	(80.4)	(85.1)	(6.7)	(23.4)	15.0	26.0	(17.0)
<b>Gross profit</b>	<b>7.0</b>	<b>2.1</b>	<b>10.9</b>	<b>17.3</b>	<b>19.6</b>	<b>14.9</b>	<b>229.7</b>	<b>(86.7)</b>	<b>(32.5)</b>	<b>7.9</b>	<b>15.6</b>
Distribution cost	(3.9)	(4.7)	(3.9)	(3.5)	(3.1)	(2.8)	(18.6)	(17.0)	19.0	38.4	(2.5)
Administrative expenses	(1.4)	(1.7)	(1.3)	(1.8)	(2.1)	(1.5)	(17.9)	(9.7)	(19.8)	6.1	16.8
Other income	0.3	3.0	0.4	1.5	0.7	0.6	(91.5)	421.0	(70.3)	160.7	4.4
Other expenses	(0.3)	(0.3)	(0.9)	(1.0)	(1.3)	(0.9)	(12.1)	(72.8)	(5.1)	(4.7)	21.2
<b>Profit / (loss) from operations</b>	<b>1.7</b>	<b>(1.6)</b>	<b>5.2</b>	<b>12.5</b>	<b>13.8</b>	<b>10.3</b>	<b>196.7</b>	<b>(122.3)</b>	<b>(55.5)</b>	<b>10.0</b>	<b>19.2</b>
Finance cost	(2.8)	(1.7)	(0.6)	(0.4)	(0.5)	(0.9)	63.4	80.9	72.9	(5.2)	(51.0)
<b>(Loss) / profit before tax</b>	<b>(1.1)</b>	<b>(3.3)</b>	<b>4.6</b>	<b>12.1</b>	<b>13.3</b>	<b>9.4</b>	<b>66.1</b>	<b>(151.1)</b>	<b>(59.7)</b>	<b>10.5</b>	<b>26.2</b>
Taxation	(1.5)	(1.3)	(1.3)	(3.4)	(4.3)	(2.9)	9.2	(30.6)	(59.0)	(1.5)	28.0
<b>(Loss) / profit after tax</b>	<b>(2.6)</b>	<b>(4.6)</b>	<b>3.3</b>	<b>8.7</b>	<b>9.0</b>	<b>6.5</b>	<b>44.8</b>	<b>(200.3)</b>	<b>(60.0)</b>	<b>16.2</b>	<b>25.3</b>

# LAST SIX YEARS KEY RATIOS

Particulars	2020	2019	2018	2017	2016	2015
<b>Profitability Ratios</b>						
Return on capital employed (%)	3.3	(3.8)	15.9	35.5	40.8	44.2
EBITDA Margin (%)	4.6	0.8	6.8	14.0	15.3	11.2
Operating leverage (%)	11,067.3	403.2	(819.0)	44.3	(157.9)	137.2
<b>Return to Shareholders</b>						
Return on equity - before tax (%)	(2.9)	(8.0)	14.7	36.4	41.8	43.4
Return on equity - after tax (%)	(6.6)	(11.2)	10.4	26.0	28.4	29.7
Return on assets (%)	(4.2)	(7.2)	5.8	17.8	19.0	18.8
Earnings per share (basic) (Rs.)	(13.43)	(24.32)	33.94	84.86	73.04	58.27
Earnings per share (diluted) (Rs.)	(13.43)	(24.32)	24.24	84.86	73.04	58.27
Price earning ratio (Times)	(12.5)	(3.9)	12.1	10.6	8.0	12.1
Price to book ratio (Times)	0.8	0.4	1.3	2.8	2.3	3.6
Market price - at year end (Rs.)	168.1	96.1	410.0	900.0	581.8	703.5
Market price - highest during the year (Rs.)	194.8	495.0	890.0	1,005.0	839.0	965.0
Market price - lowest during the year (Rs.)	68.4	61.9	370.0	590.0	535.0	441.0
Break-up value per share with surplus on revaluation (Rs.)	203.4	216.8	325.0	326.4	257.0	196.2

Particulars		2020	2019	2018	2017	2016	2015
<b>Dividend</b>							
Cash dividend	(%)	-	-	100.0	350.0	155.0	120.0
Stock dividend	(%)	-	-	40.0	-	-	-
Dividend yield	(%)	-	-	3.4	3.9	2.7	1.7
Dividend cover	(Times)	-	-	2.4	2.4	4.7	4.9
Dividend pay out	(%)	-	-	41.2	41.2	21.2	20.6
Plough back ratio	(%)	-	-	58.8	58.8	78.8	79.4
<b>Asset Utilization</b>							
Total assets turnover	(Times)	1.6	1.4	2.0	2.3	2.3	3.0
Fixed assets turnover	(Times)	3.1	3.4	5.4	5.9	6.0	9.4
Inventory turnover	(Times)	5.6	5.1	6.8	7.2	5.9	6.2
Trade debts turnover	(Times)	14.0	9.0	17.3	70.9	111.6	116.4
Trade creditors turnover	(Times)	10.4	9.3	11.1	11.5	10.9	15.6
Capital employed turnover	(Times)	2.1	2.2	3.1	3.2	3.3	4.9

Particulars		2020	2019	2018	2017	2016	2015
<b>Operating Cycle</b>							
Inventory holding period	(No. of Days)	66	71	54	51	61	59
Trade debts collection period	(No. of Days)	26	41	21	5	3	3
Trade creditors payment period	(No. of Days)	(35)	(39)	(33)	(32)	(33)	(23)
Operating cycle	(No. of Days)	57	73	42	24	31	39
<b>Liquidity / Leverage</b>							
Current ratio	(Times)	2.2	1.6	1.6	2.2	2.1	2.0
Quick ratio	(Times)	0.9	0.9	0.9	1.4	1.0	1.0
Financial leverage ratio	(Times)	0.2	0.3	0.4	0.2	0.2	0.2
Total liabilities to equity	(Times)	0.6	0.6	0.8	0.5	0.5	0.6
Interest coverage ratio	(Times)	0.6	(1.0)	8.1	31.3	27.0	11.1

# QUESTION & ANSWERS

**THANK YOU**