



GTYR/CORP./CBS-24/001/24
October 22, 2024

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

Dear Sir,

Subject: Corporate Briefing Session

This is to inform you that the Corporate Briefing Session (CBS) of M/s. Ghandhara Tyre and Rubber Company Limited (Company) would be held on Monday, 28 October 2024, at 10:00 a.m. at the ICAP Auditorium Hall, Chartered Accountants Avenue, Clifton, Karachi, to brief the Shareholders/Investors/Analysts about the Company's business operations, financial performance and future outlook.

Therefore, the Shareholders/Investors/Analysts are advised to please attend the session via register themselves by sending an email on khawer@gentipak.com and the subject of the email would be "**Registration for CBS**". Please include the following in email:

Name	CNIC	Folio No./ CDC A/c. (if any)	Organization Name/ Profession	Cell/ Phone No.

Zoom Link/Video Link and login credentials to join the CBS will be shared with those Shareholders/Investors/Analysts whose email containing the aforementioned particulars are received at the latest by Friday, 25 October 2024 at 3:30 p.m.

This notice of CBS along with the presentation are also uploaded on the Company's website: <https://www.gtr.com.pk/InvestorRelations/CorporateBriefingSession>.

Please inform the TRE Certificate Holders of the Exchange, accordingly.

Thanking you,

Yours Sincerely,



Athar Ali Khan
Company Secretary

GHANDHARA TYRE AND RUBBER COMPANY LIMITED

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2024 Analyst Briefing 28th October, 2024



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2024 Analyst Briefing

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CREDIT RATING UPGRADE BY PACRA



Latest Rating announced on 01-Aug-2024

Action	Maintain
Long Term	A+
Short Term	A1
Outlook	Stable

PRODUCTS

- Tractors
- Motorcycle
- Passenger Car
- SUV / Crossovers
- Off The Road (OTR)
- Light Truck
- Truck / Bus (Bias)
- Rickshaw

CUSTOMERS



HONDA



TOYOTA



SUZUKI



HYUNDAI



Movement that inspires



HINO



SUZU



FUSO



Dewan Farooque Motors Limited



NEW HOLLAND



MASSEY FERGUSON



DFSK

BUSINESS HIGHLIGHTS

	(Rs. in M)	2024	2023	Change
Net Sales		20,538	15,019	37%
Gross Profit		3,278	2,292	43%
Gross Margin		16.0%	15.3%	
Finance Cost		1680	1292	30%
Profit / (Loss) Before Tax		496	(194)	356%
Profit / (Loss) After Tax		229	(167)	237%
EBITDA		2,701	1,615	67%

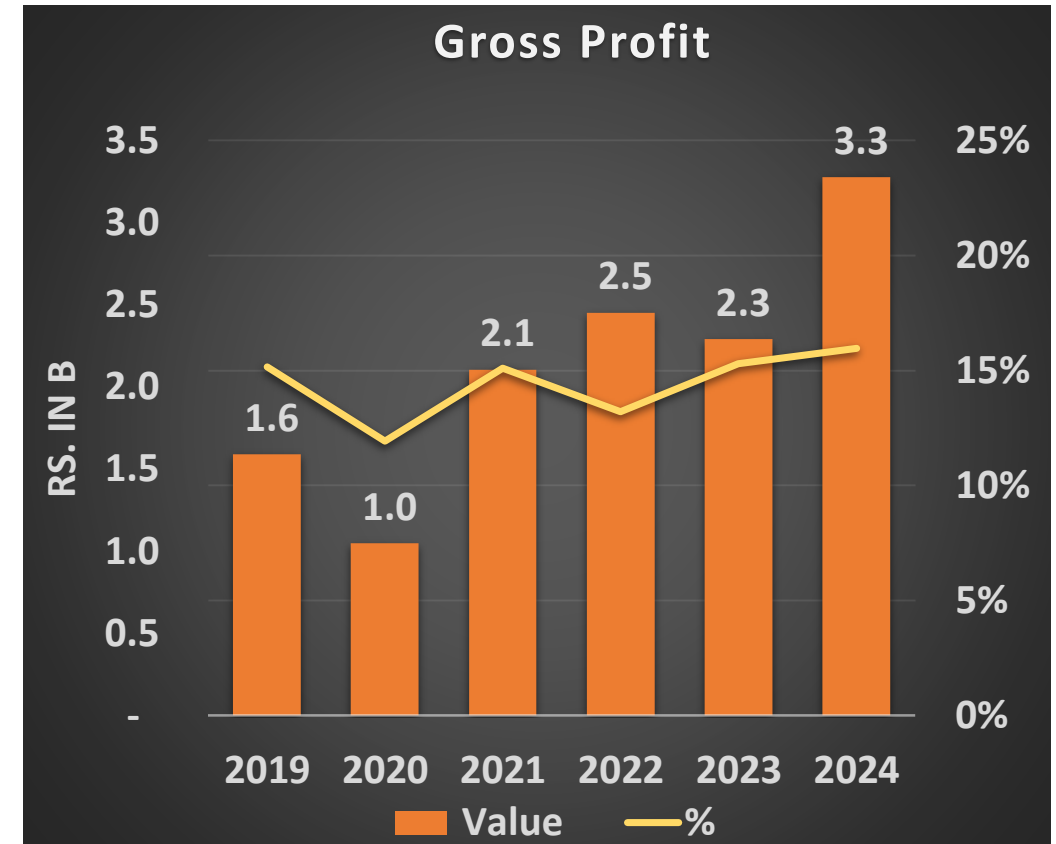
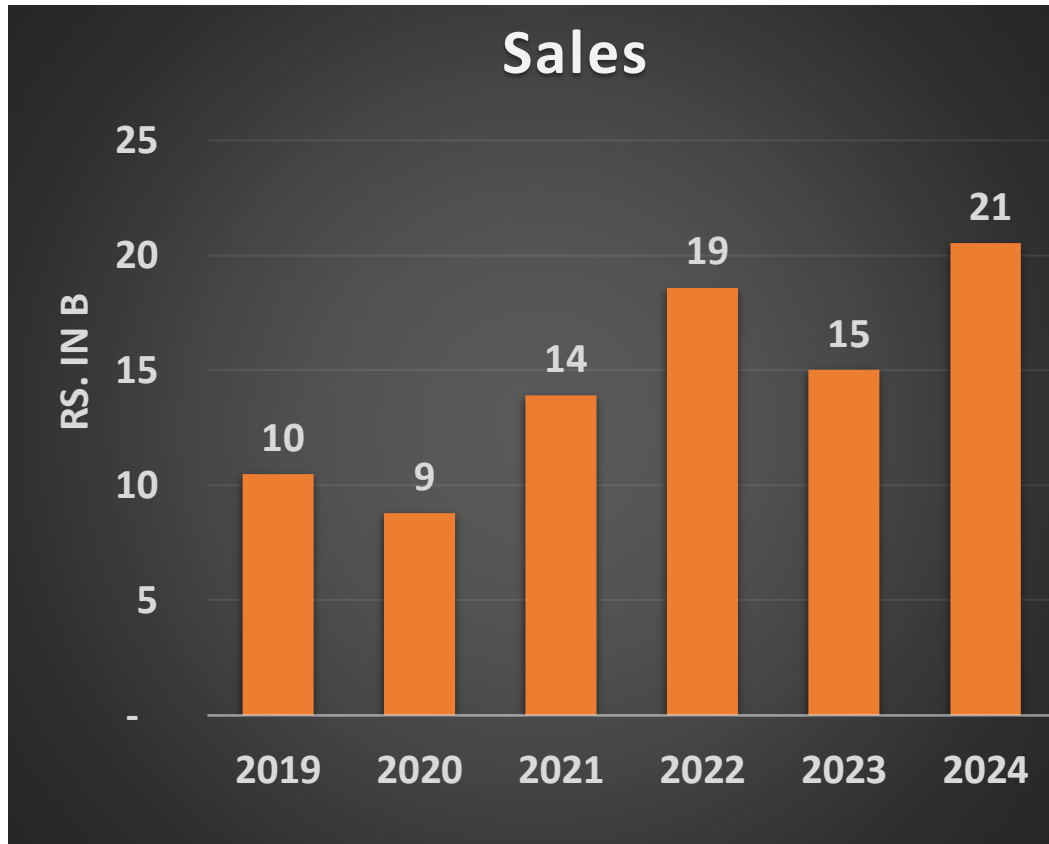


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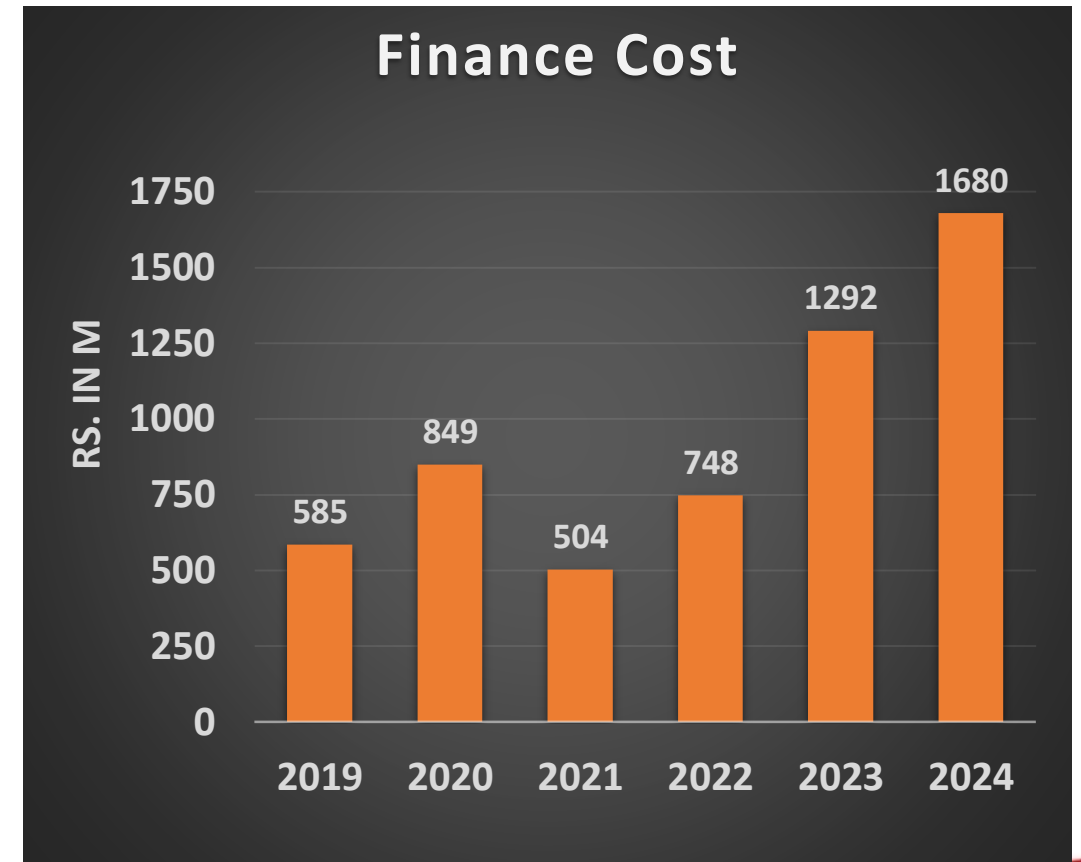
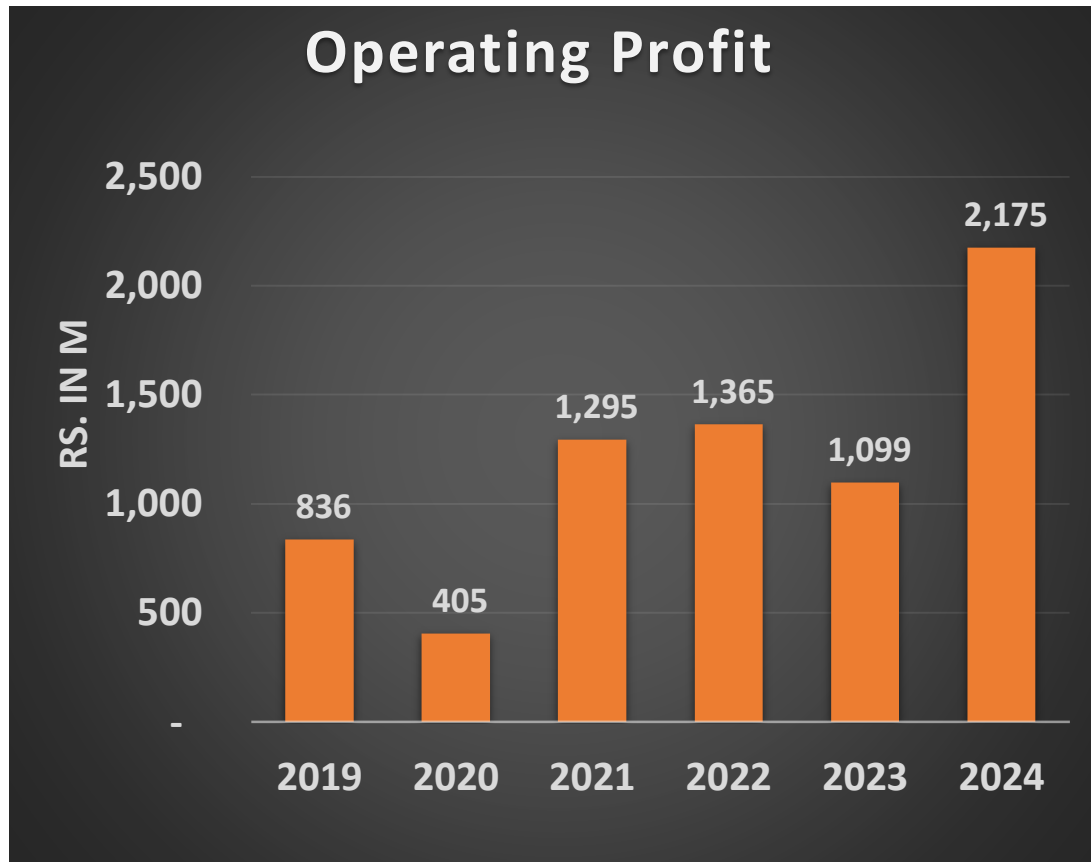
Distribution	2024	2023	2022	2021	2020	2019	2018
Cash Dividend	18.7%*	-	30%	-	5%	-	60%
Bonus	-	-	-	-	-	20%	70%

* Proposed dividend to be approved by shareholders

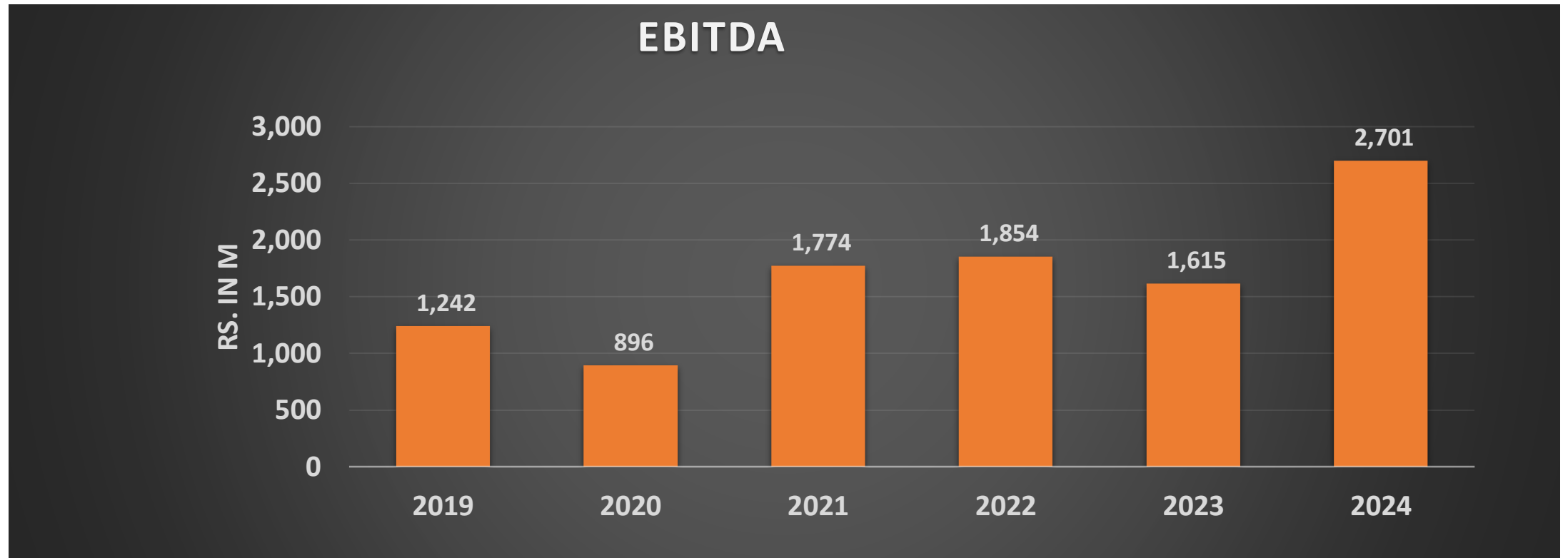
BUSINESS HIGHLIGHTS



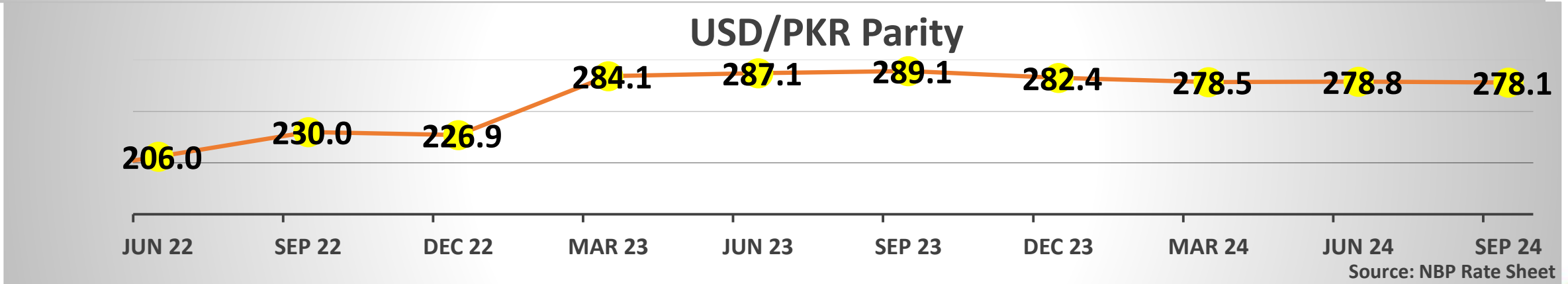
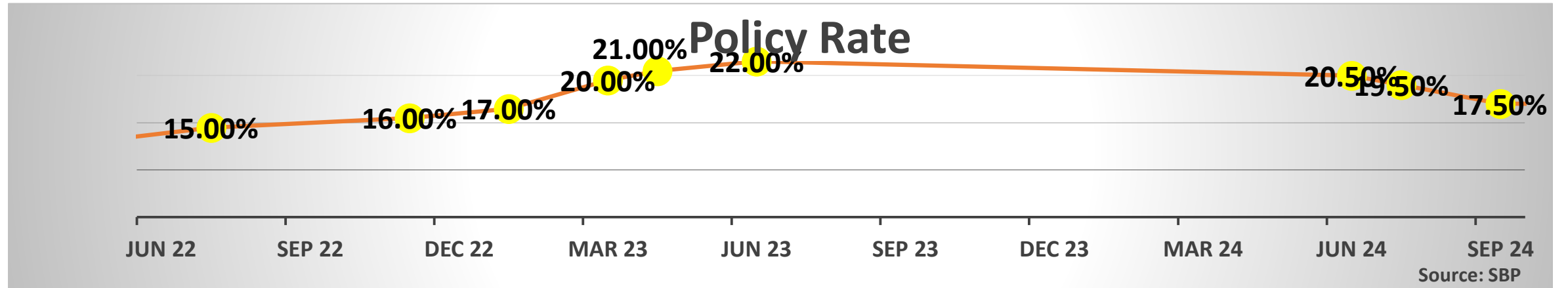
BUSINESS HIGHLIGHTS



BUSINESS HIGHLIGHTS



POLICY RATE AND EXCHANGE RATES



KEY HIGHLIGHTS OF 2023-24

- Historically high interest rate
- Slowdown of economy
- Stability of Pak Rupee
- Better crops supporting farmers and farm tyre sales
- Slow down/ non-production days of OEM plants
- Higher inflation
- Increase in fuel prices
- Significant increase in Electricity and Gas prices
- Increase in Smuggling
- Political instability

KEY INITIATIVES

- Solar Energy agreement with KE for up to 2MW
- 7 Years Technical Services Agreement with Shandong Huasheng Rubber Co. Ltd.
- Working to enhance export sales
- Participation in auto / tyre exhibitions in different countries
- Supplying Excavators and Off The Road (OTR) tyres in RM
- Increased focus on replacement market
- Started supplying Tyres for SUVs/crossover 17 inch to OEMs
- New designs for replacement market
- Production efficiencies and cost saving measures
- Official tyre partner of Peshawar Zalmi

FUTURE OUTLOOK

- IMF Agreement of US\$ 7 Billion.
- Government's initiative to curb smuggling
- Challenges of agriculture (low wheat prices, late sowing of Kharif product, low cotton production)
- Tractor Scheme by Government of Punjab
- Stability in Exchange rate
- Easing of monetary policy
 - Expected reduction in financial charges
 - Expected Increase in auto financing may gradually improve PCR OEM Sales.
- Expected increase in utility prices
- Focusing on exports to mitigate OEM sales
- Volatility in oil prices may impact raw material prices
- Capital expenditure required for mass production of SUV / Cross over tyres for OEM

Thank You



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