

GHANDHARA INDUSTRIES LIMITED

Corporate Briefing Session

For the year ended June 30, 2022

November 25, 2022

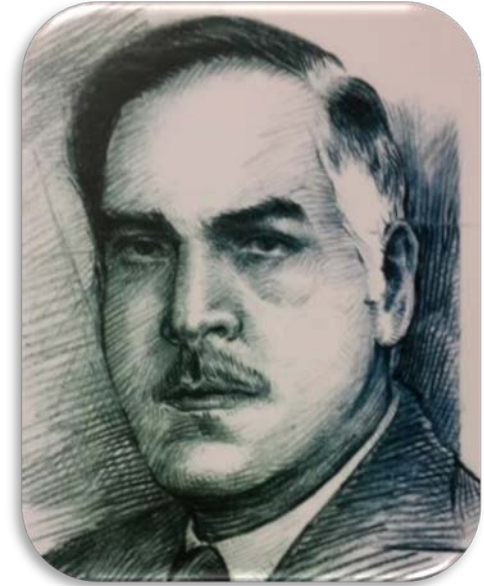
Contents



1. The Group
2. The Company
3. Economic Developments
4. Performance in FY2022
5. Market Share Analyses
6. GIL Segment wise Sales
7. PACRA Rating
8. Future Outlook
9. Q & A Session

The Bibojee Group

- Founded in 1961 by our late Chairman **Lt. Gen Habibullah Khan Khattak**
- Bibojee Services Pvt Ltd is the ultimate holding company of Ghandhara Industries Limited.
- Bibojee Group has remarkable presence in Automobile, Textile, Tyre & Rubber, Insurance and Construction Sectors.



The Founder

Automobile Sector

- Ghandhara Industries Ltd.,
 - Isuzu Vehicles.
- Ghandhara Nissan Ltd.,
 - JAC Pickups
 - Renault Trucks
 - Cherry Cars
- Ghandhara DF Pvt Ltd
 - DFCV & DFAC
- Bibojee Services Pvt Ltd
 - Kamaz Trucks

Textile Sector

- Bannu Woolen Mills Ltd
- Janana De Malucho Textile Mills Ltd
- Rehman Cotton Mills Ltd

Tyre & Rubber Sector

- The Ghandhara Tyres & Rubber (Affiliated with Continental Tyres Germany)

Insurance Sector

- Universal Insurance Company Ltd

Construction Sector

- Gammon Pakistan Ltd.,

The Company

- Ghandhara Industries Limited is an authorized assembler and progressive manufacturer of Japanese brand "Isuzu" in Pakistan. The Company was established in 1963 and is a market leader in truck and bus market of Pakistan for last four years.

-The Company has wide range of products in truck and bus segment with 38 models/variants and also offers D-Max Pick up which has 6 models/variants. The Company offers light commercial N Series, Medium/Heavy Commercial F and C Series.

-The Company has body a fabrication plant which offers one window solution to commercial and institutional customers.

-The Company has 3S dealership network (Sales, Service and Spares) in all major cities of the country and provides strong after sales and service support.

-The Company has strong customer base in Armed/Paramilitary forces, Federal and Provincial Departments, Corporate Sector in addition to large fleet owners.

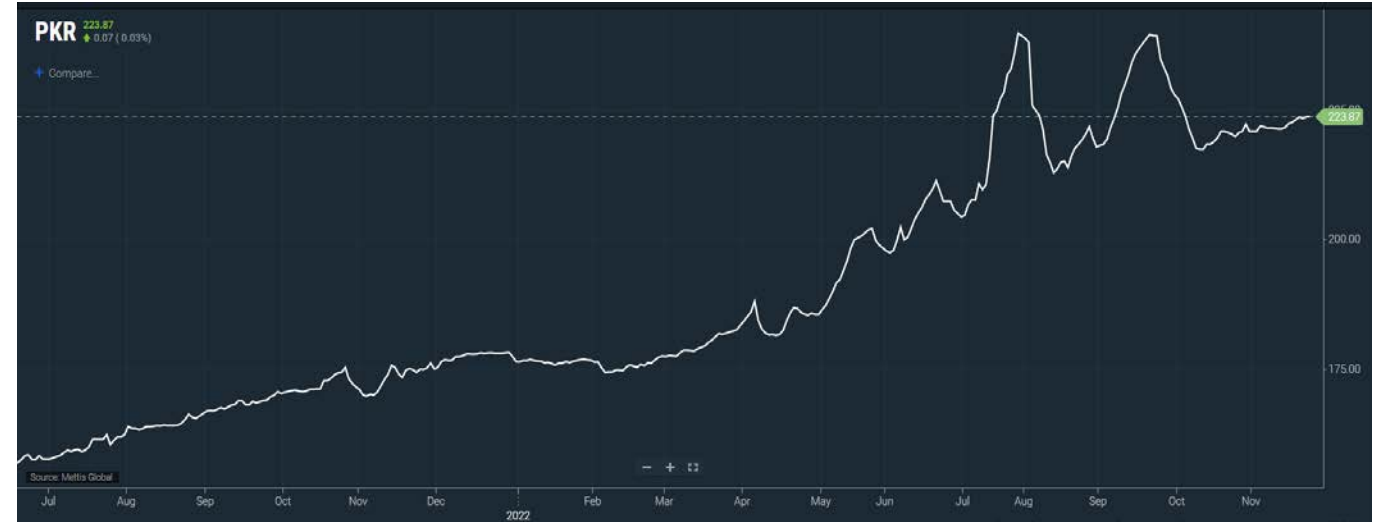
ECONOMIC DEVELOPMENTS

Pakistan's rupee depreciated around 30% against USD for FY 2022

Start of FY 2021 : 157.65

End of FY 2022 : 204.50

Current Rate (Approx) : 223.9

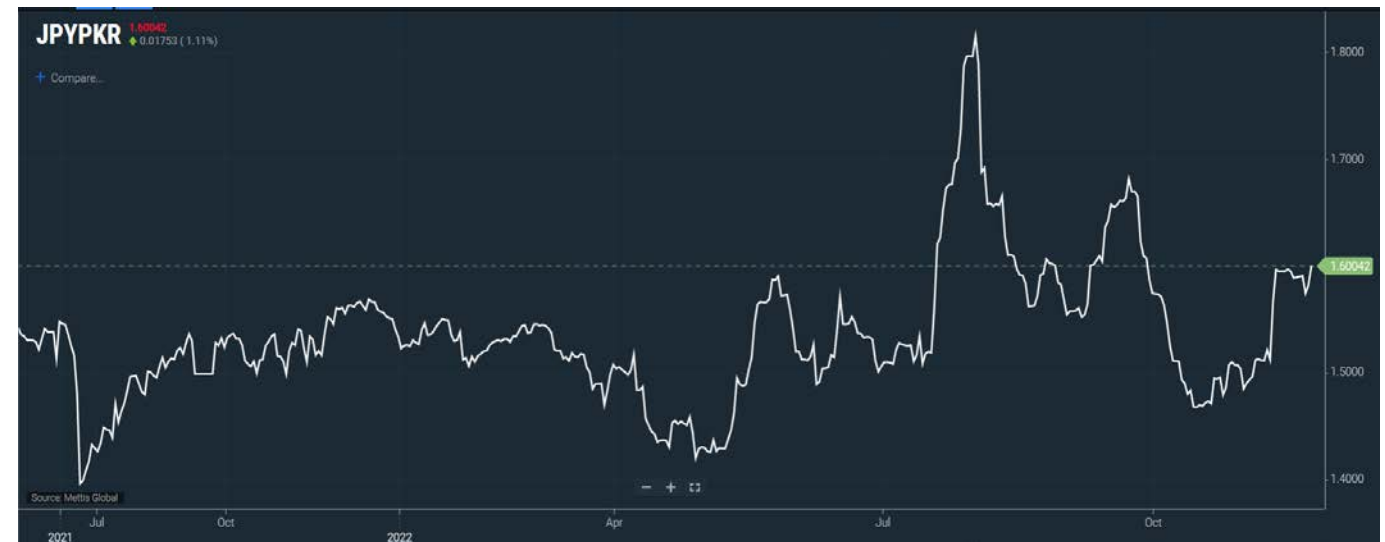


Pakistan's rupee depreciated around 4.9% against JPY for FY 2022

Start of FY 2021 : 1.4274

End of FY 2022 : 1.4974

Current Rate (Approx): 1.6140



ECONOMIC DEVELOPMENTS

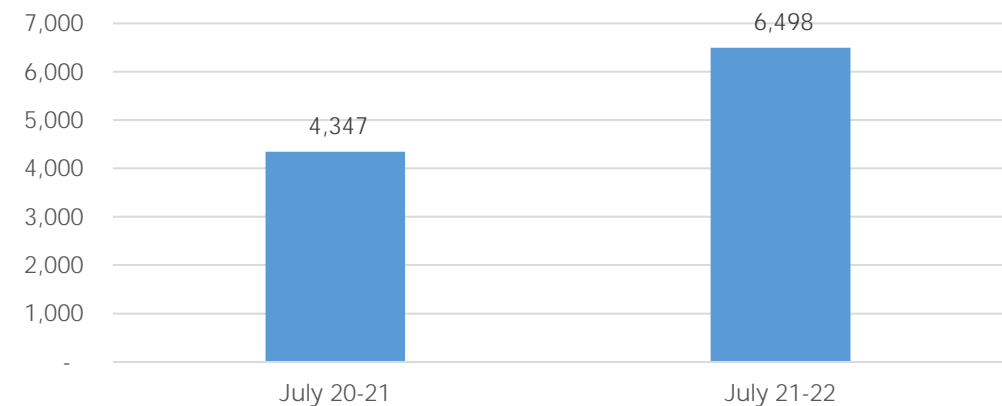
SBP Policy rate as at June 30, 2022 stood at 13.75% which increased from 7% as at June 30, 2021. The recent increase in rate by SBP was by 1.25% to current rate of 15%



Average CPI Inflation stood at 21.32% YoY basis in June 2022 and average during the FY2022 stood at 12.15%

Average CPI Inflation during Jul-Oct 2022 (YoY) stood at 25.49%

Commercial Truck and Bus Market (PAMA)



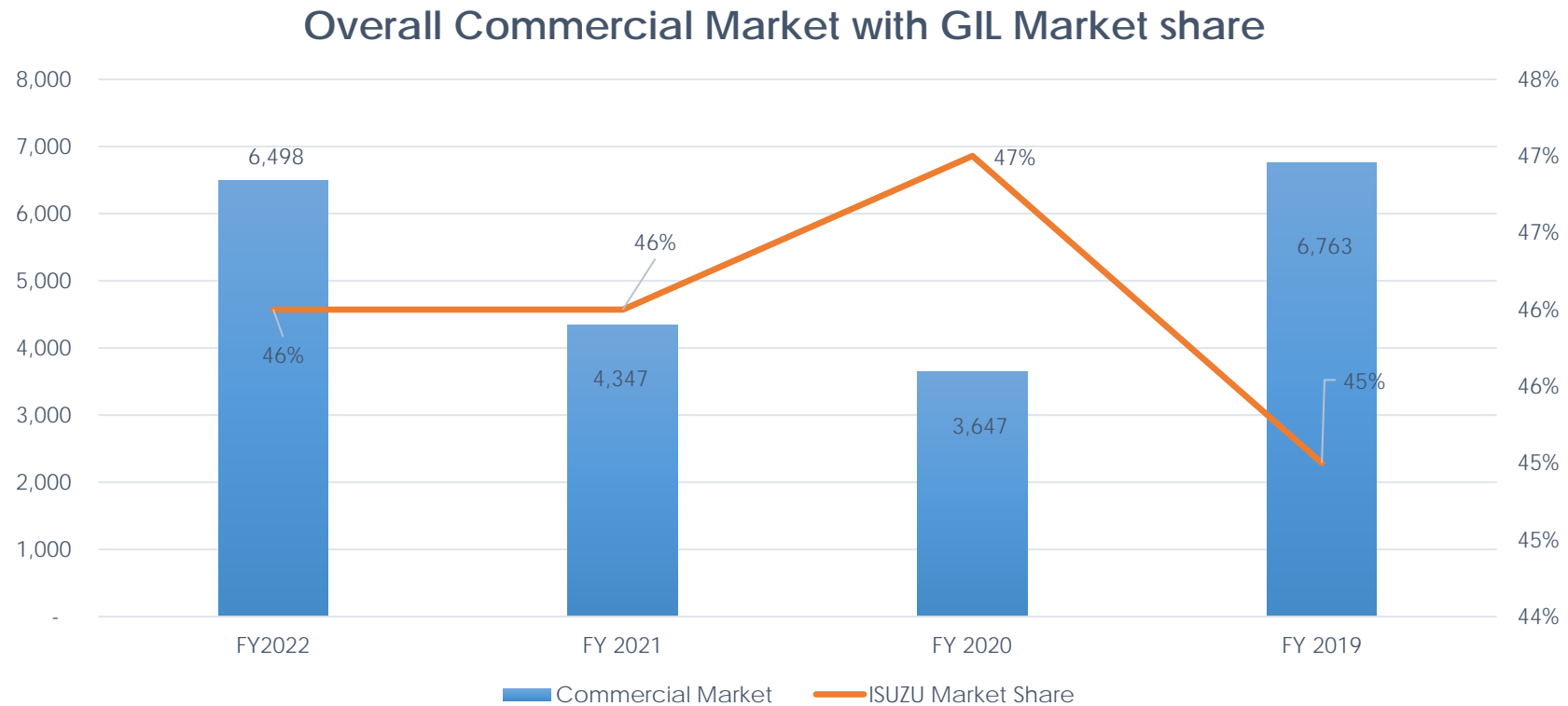
Commercial Truck and Bus market increased by 49% in FY 2022 (PAMA)

Financial Performance of the Company

SUMMARY OF FINANCIAL PERFORMANCE

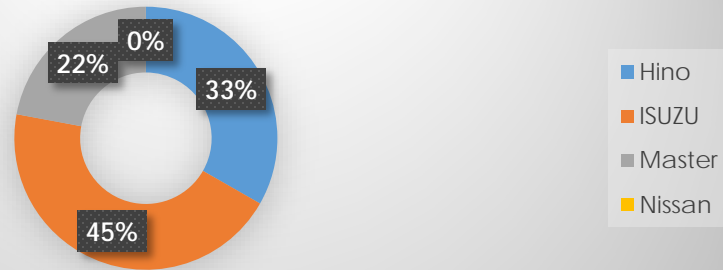
Profit & Loss	2022	2021	2020	2019
	Rs. in 000'	Rs. in 000'	Rs. in 000'	Rs. in 000'
Net sales	24,265,107	14,999,493	11,788,254	13,909,913
Cost of sales	(21,307,454)	(12,924,428)	(11,095,490)	(12,308,321)
Gross profit	2,957,653	2,075,065	692,764	1,601,592
Distribution expenses	(964,822)	(570,225)	(493,750)	(534,954)
Administrative expenses	(352,446)	(353,932)	(272,309)	(267,664)
Other operating expenses	(317,905)	(134,490)	(22,852)	(26,368)
Other operating income	269,997	187,858	54,656	117,383
Profit / (Loss) from operations	1,592,477	1,204,276	(41,491)	889,989
Finance cost	(451,578)	(466,220)	(970,785)	(751,019)
Profit / (Loss) before taxation	1,140,899	738,056	(1,012,276)	138,970
Taxation	(412,399)	(133,843)	(270,607)	(79,022)
Profit / (Loss) after taxation	728,500	604,213	(1,282,883)	59,948

STRATEGIC MARKET SHARE ANALYSIS-TRUCK & BUSES

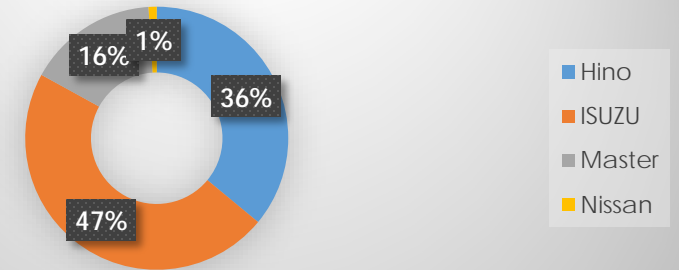


MARKET SHARE ANALYSIS - TRUCK AND BUSES

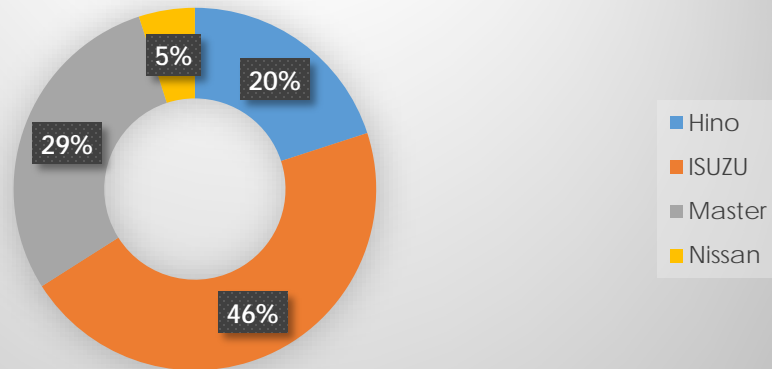
2019



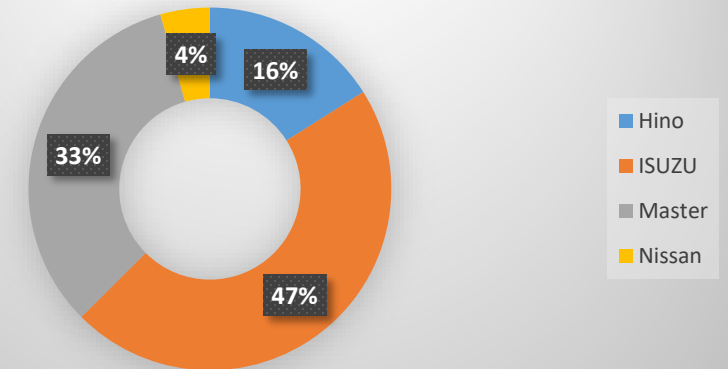
2020



2021

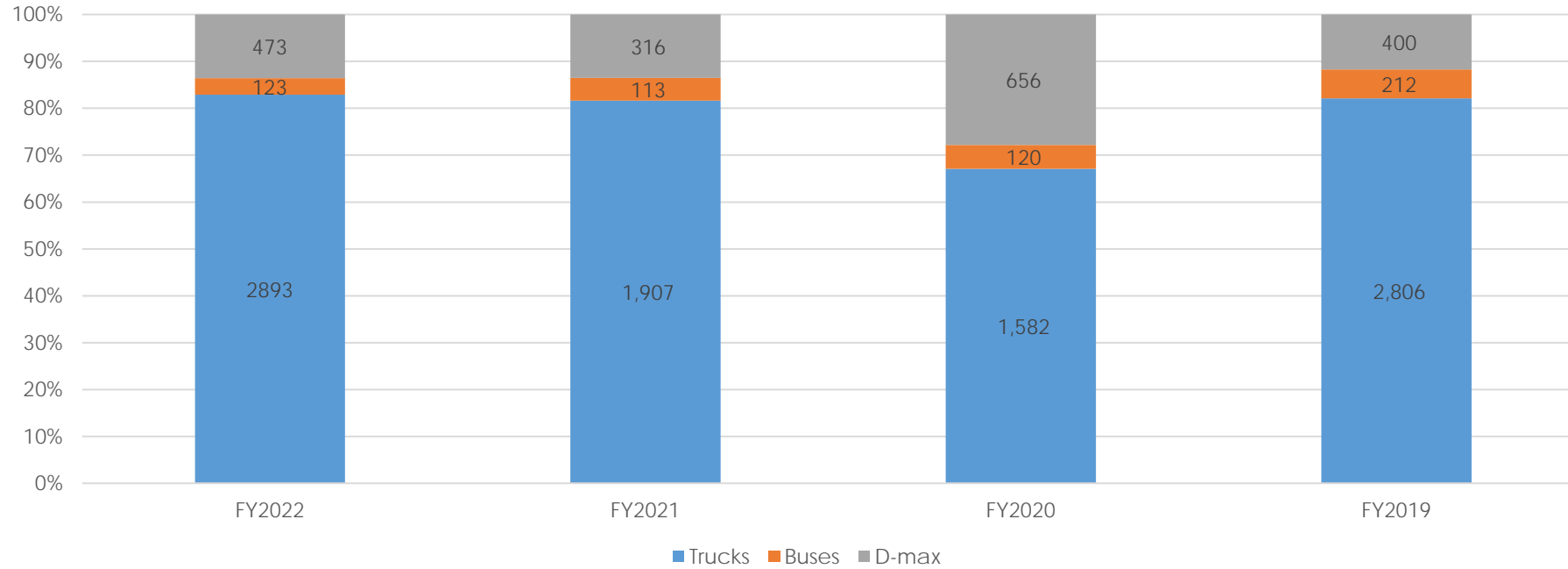


2022



ISUZU SEGMENT WISE SALES

Segment Wise Break-up



Segment	FY2022	FY2021	FY2020	FY2019
Trucks	2893	1,907	1,582	2,806
Buses	123	113	120	212
D-max	473	316	656	400
	3,489	2,336	2,358	3,418

PACRA RATING

During Annual Review for credit rating by PACRA

Rating of GIL for Long term have been maintained as follows:

Long Term Rating		Short Term Rating	
Old	New	Old	New
A+	A+	A1	A1

FUTURE OUTLOOK OF GIL

Customer
focused business
strategy

Capitalization of
opportunities

Effective
inventory
management

Better utilization
of resources and
diversification

- Our business strategy focuses on customer satisfaction and long term business relationship
- We are playing our part to participate in new projects to capitalize Company's strength
- We are effectively and efficiently managing inventories to reduce the burden on working capital
- We are utilizing available resources to obtain maximum output, implementing cost-efficient techniques and introducing diversified products

THANK YOU

Q & A SESSION