

November 19, 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 Ghandhara Automobiles Limited ("the Company") will be held on Friday, November 22, 2024 at 03:00 P.M via below video / audio Microsoft Teams link facility to brief the shareholders, investors and researchers/ analysts about the Company's financial performance for the year ended June 30, 2024 and future outlook. Question and Answer session will be held after briefing:

Through : Microsoft Teams
Meeting ID: 436 053 696 196
Passcode: qn2GN7wf

The presentation of CBS is also attached with this notice.

We would appreciate your assistance in communicating this information to members of the Exchange.

Thanking you,

Yours faithfully,
for Ghandhara Automobiles Limited



Iffikhar Ahmed Khan
Company Secretary

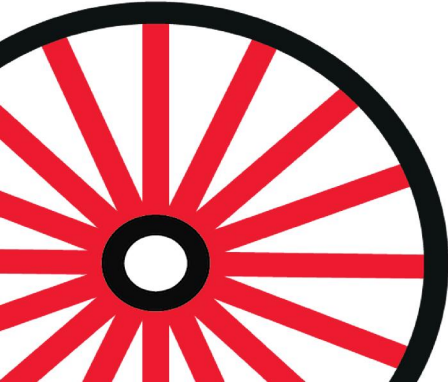


G H A N D H A R A
A U T O M O B I L E S L I M I T E D

Corporate Briefing Session – 2024

Ghandhara Automobiles Limited

November 22, 2024



- **Profile**
- **Economy at a Glance**
- **Auto Sector Performance**
- **Financial Highlights**
- **Outlook**
- **Q&A**



GROUP PROFILE

Bibojee Services (Private) Limited

- Founded in 1961 by our Late Chairman Lt. Gen. Habibullah Khan Khattak
- Holding company of **Ghandhara Automobiles Limited [GAL]**
- An industrial empire with a diversified portfolio of businesses



BIBOJEE
Group of Companies

Automobile Sector

- **Ghandhara Automobiles Ltd.**
 - Cherry (CKD)
 - Dongfeng (CBU)
 - Renault (CBU)
 - JAC (CKD)
- **Ghandhara DF (Pvt.) Ltd.**
 - Dongfeng (CKD)
- **Ghandhara Industries Ltd.**
 - Isuzu
- **Bibojee Services (Pvt.) Ltd.**
 - Kamaz

Textile Sector

- **Bannu Woolen Mills Limited**
- **Janana De Malucho Textiles Limited**
- **Rehman Cotton Mills Limited**

Tyre & Rubber Sector

- **Ghandhara Tyre & Rubber Company Limited**

Insurance Sector

- **The Universal Insurance Company**

Construction Sector

- **Gammon Pakistan Limited**



G H A N D H A R A
A U T O M O B I L E S L I M I T E D



CHERY



DONGFENG
Trucks

JAC
MOTORS



RENAULT
TRUCKS

- GAL was established in 1981
- Engaged in assembly of complete range of commercial vehicles:
 - **Light Commercial Vehicles & Pickups**
 - **Light Duty Trucks**
 - **Heavy-Duty Trucks & Prime Movers**
 - **Passenger Cars - SUVs Chery Tiggo series**
- **PACRA Ratings (maintained)**
 - Long Term : A
 - Short Term : A1

Truck Plant

Total Area : 22 acres

Production Capacity: **4,800** units per annum on single shift basis

Assembly of **Dongfeng, JAC** and **ISUZU** Commercial Vehicles

Car Plant

Total Area : 32 acres

Production Capacity: **6,000** units per annum

Assembly of **Chery SUVs**

Registered Office

F-3, Hub Chowki Road, S.I.T.E., Karachi

Manufacturing Facility

Port Bin Qasim, Karachi

Regional Offices

Lahore and Rawalpindi



UD
1983 - 2017

NISSAN PASSENGER CARS
1996 - 2010

DONGFENG (DFCV)
2011 – TO DATE

DONGFENG (DFAC)
2013 – TO DATE

JAC
2017 – TO DATE

RENAULT
2018 – TO DATE

CHERY
2022 – TO DATE



GANDHARA
AUTOMOBILES LIMITED



Lt.Gen. (Retd.) Ali Kuli Khan Khattak

Mr. Ahmed Kuli Khan Khattak (Executive director)

Mrs. Shahnaz Sajjad Ahmed

Mr. Sikandar Kuli Khan Khattak

Mr. M. Saleem Baig

Mr. Muhammad Zia

Syed Haroon Rashid

Mr. Polad Merwan Polad (Independent director)

Mr. Salman Rasheed (FCA), (Independent director)

Mr. Asim Arshid (Independent director)

Chairman

Chief Executive Officer

Audit Committee

Mr. Polad Merwan Polad Chairman

Lt. Gen. (Retd.) Ali Kuli Khan Khattak

Mr. Salman Rasheed (FCA)

Mr. Muhammad Zia

Mr. Muhammad Saleem Baig

Human Resource & Remuneration Committee

Mr. Asim Arshid Chairman












Mr. Ahmed Kuli Khan Khattak

Mrs. Shahnaz Sajjad Ahmad

Mr. Muhammad Zia

Mr. Polad Merwan Polad



Category	Brand	Product Details	Product
Heavy & Medium Duty Trucks	Dongfeng (DFCV)	220HP – 420HP Prime Movers, Rigid Trucks & Dumpers (4x2, 6x2, 6x4 & 8x4)	 
	Renault	280HP – 440HP Prime Movers, Rigid Trucks & Dumpers (4x2 & 6x4)	 
Light Duty Trucks	Dongfeng (DFAC)	100HP – 125HP Rigid Trucks (4x2)	 
	JAC	76HP – 91HP Rigid Trucks (4x2)	 
Pickup	JAC	76HP (4x2) Pickup (X-200)	 
SUVs	Chery	Tiggo-4 and Tiggo-8	



GANDHARA
AUTOMOBILES LIMITED



CHERY



DONGFENG
Trucks

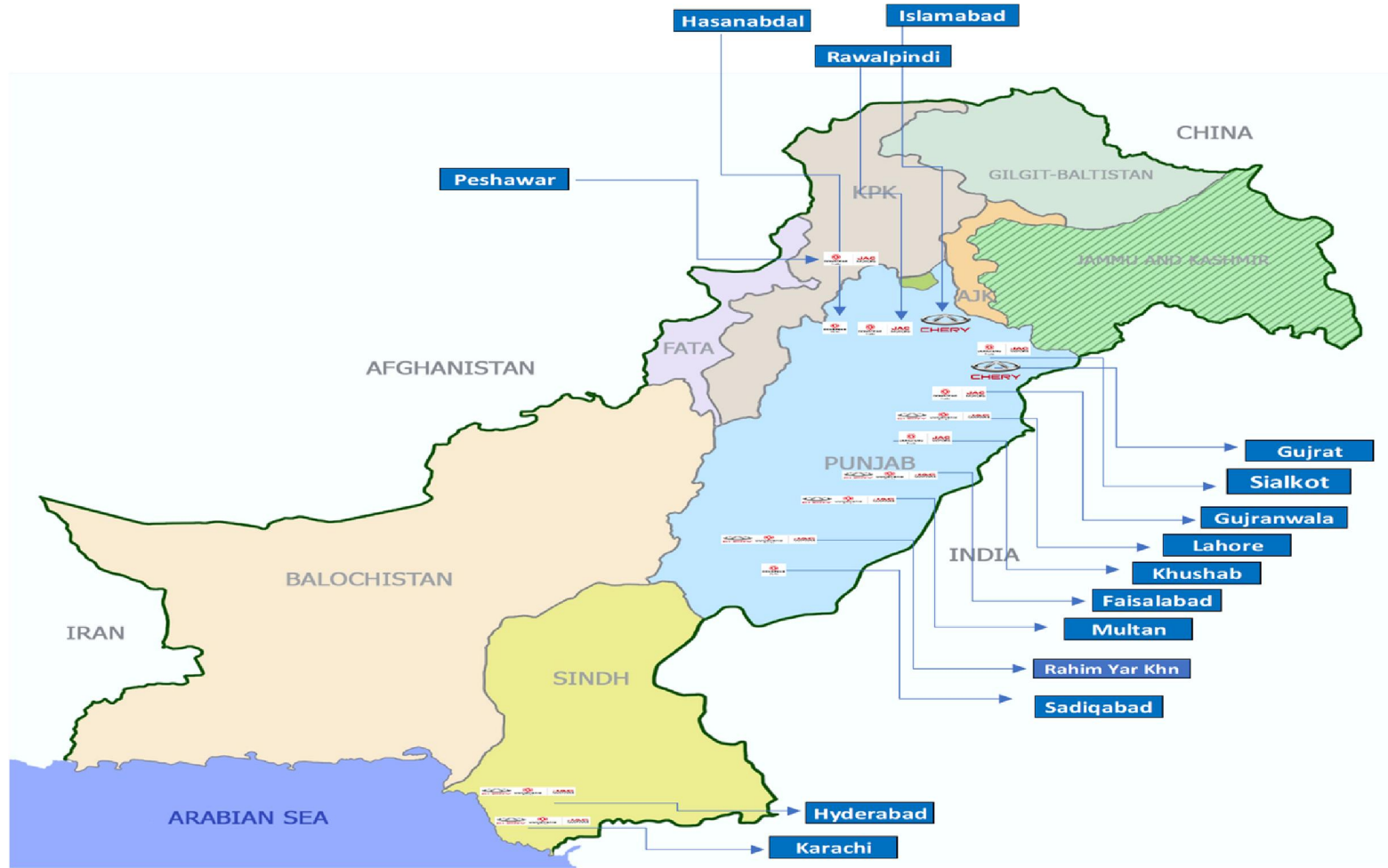
JAC
MOTORS



RENAULT
TRUCKS

DISTRIBUTION NETWORK

GAL has 26 3S Dealerships network (Sales, Service & Spares) across the country and 2 Regional Offices providing Sales and Aftersales services.



Economy at a Glance



		FY24	FY23
GDP	%	2.5	(0.2)
Inflation (Avg.)	%	23.4	29.2
Trade Deficit	US\$ (in Billion)	24.12	27.47
SBP Policy Rate	%	20.5	22
PKR-US\$ parity	As on 30 th June	278.80	287.10
PKR-CNY parity	As on 30 th June	38.53	39.98
FX Reserves	US\$ (in Billion)	13.99	9.16
Current Account Balance	US\$ (in Billion)	(0.665)	(3.27)
Remittances	US\$ (in Billion)	30.25	27.33



Source: MoF & SBP



Auto-Sector Performance



BRANDS	2023-24	2022-23	Variance
HINO	199	584	(385)
Isuzu	1,243	1,463	(220)
Master	581	971	(390)
GAL + GDFPL*	1,234	1,040	194
Total	3,257	4,058	(801)

* Includes Renault (CBU), Dongfeng (CBU & CKD)



GANDHARA
AUTOMOBILES LIMITED



JAC
MOTORS



Brand	2023-24	2022-23	Variance
HYUNDAI TUCSON	3,475	4,774	(1,299)
BAIC BJ40L	55	169	(114)
HONDA BR-V & HR-V	1,713	4,056	(2,343)
SAZGAR HAVAL	5,319	1,657	3,662
Toyota (Fortuner & IMVs)	4,465	12,266	(7,801)
CHERY	198	1,272	(1,074)
Total Units	15,225	24,194	(8,969)



GANDHARA
AUTOMOBILES LIMITED



JAC
MOTORS



Financial Highlights



	FY25 Q1	FY 24	FY 23	FY 22	FY 21	FY 20
	(PKR in Million)					
Sales	2,222	5,385	10,033	5,359	3,226	1,663
Gross Profit	356	238	636	412	346	5
GP %	16.02	4.4	6.3	8	11	0.3
Profit / (Loss) Before Tax	450	(252)	243	130	115	(216)
Profit / (Loss) for the year	406	(258)	63.6	101	131	(207)
PAT %	18.27	-4.8	0.6	2	4	-12
Earnings / (loss) per share	7.12	(4.54)	1.12	1.77	2.29	(3.62)

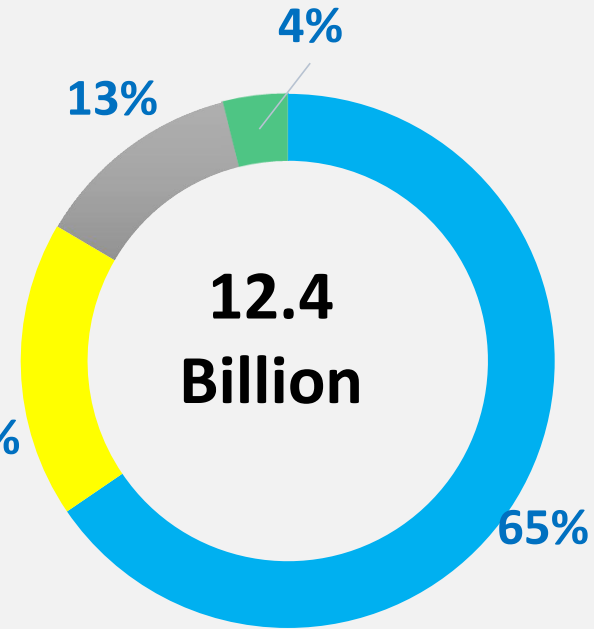
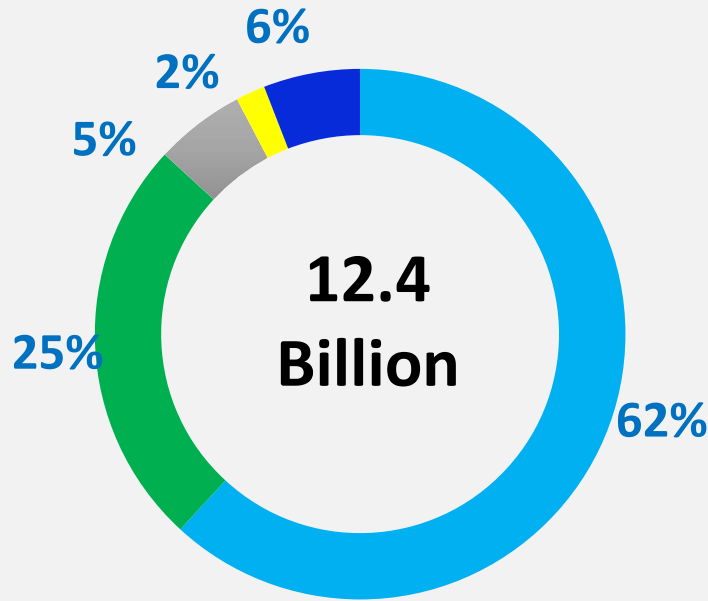


	FY 25 Q1	FY 24	FY 23	FY 22	FY 21	FY 20
	(PKR in Million)					
Sales	3,834	9,413	13,104	6,382	4,413	2,498
Gross Profit	713	1,134	1,132	561	574	142
GP %	18.6	12.05	9	9	13	6
Profit / (Loss) Before Tax	729	490	389	328	131	(469)
Profit / (Loss) for the year	601	365	173	281	127	(471)
PAT %	15.6	3.88	1.3	4	3	-19
Earnings / (loss) per share	10.55	6.40	3.04	4.92	2.22	(8.27)



Assets

Funded By



Fixed Assets

Inventories

Trade Debts & Advances

Investment

Others

Equity

Debt

Trade Payables

Others



GANDHARA
AUTOMOBILES LIMITED



Outlook



Macro-Economic

- Limited foreign direct investment due to inconsistent policies, political instability and security concerns.
- Structural weaknesses in the Economy
- Low revenue collection
- Inflationary pressure

GAL

- The management remains proactive in enhancing manufacturing efficiency and focus on optimizing its operations and protect margins to enhance the profitability.
- The company focuses on diversity in its product range by upgrading the existing products and introducing new models to meet customer requirements.
- Maintaining long term business relationship with customer and focuses on their satisfaction.

Auto Sector

- Low demand caused by deteriorating economic conditions and low consumer purchasing power.
- Higher duty and taxes on vehicles.
- Higher fuel prices impacting the transportation cost.
- Implementation of Axle load Limit
- Motorways expansions



Q & A Session

Thank You

