



The General Manager

Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi

November 19, 2024

Dear Sir,

Subject: Corporate Briefing Session

This is to inform you that the Corporate Briefing Session of Ghandhara Industries Limited will be held on Friday, November 22, 2024 at 4:00 PM via video link to brief our shareholders, investors and researchers/ analysts about the Company's financial performance for the year ended June 30, 2024 and future outlook of the Company.

Credentials to join Microsoft Teams meeting is mentioned as under:

| | | |
|----------------------------|---|--|
| Meeting Link | https://www.microsoft.com/en-us/microsoft-teams/join-a-meeting | |
| Microsoft Teams Meeting ID | 463 617 553 436 | |
| Passcode | bu3ux38p | |

The presentation of CBS has been annexed to this letter.

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

Thanking you,

Yours faithfully,
for Ghandhara Industries Limited

Talha Ahmed Zaidi
Company Secretary

Following are the best practices for joining in Team meeting that we encourage everyone to follow:

- Kindly dial in at least 10 minutes before the meeting;
- Please note participants with valid credential details would be allowed to join meeting;
- Shareholders / investors and analysts will be kept on mute mode during the presentation; and
- Question and answer session will be held at the end of the presentation. Shareholders / investors and analysts are requested to utilize the feature of "Raise Hand" option, in case of any questions.

GHANDHARA INDUSTRIES LIMITED

Corporate Briefing Session

For the year ended June 30, 2024

November 22, 2024

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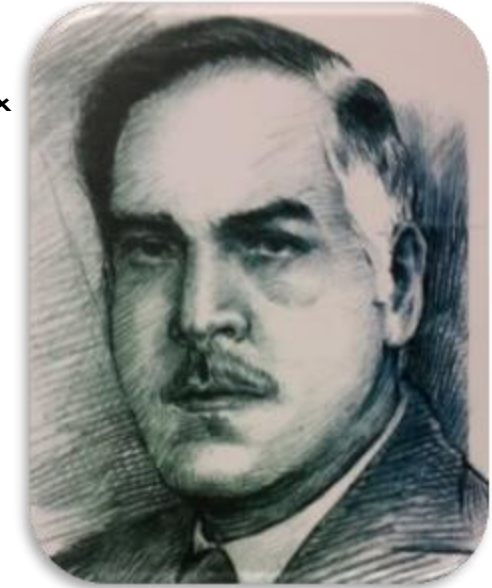
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2. The Company
3. Product Line-up
4. Economic Developments
5. Performance in FY2024
6. Market Share Analyses
7. GIL Segment wise Sales
8. PACRA Rating
9. Future Outlook
10. Q & A Session

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 Automobiles Ltd.,
 - JAC
 - Renault
 - 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 Company

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 automobile brand “Isuzu” in Pakistan. The Company was established in 1963 and is a market leader in truck and bus market of Pakistan for last five 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 Institutions and Corporate Sector including Armed/Paramilitary forces, Federal and Provincial Departments in addition to large fleet owners.

Product Line-Up



N-SERIES

ELF Light Duty Trucks

Isuzu's N Series trucks are a strong combination of durable, powerful and fuel efficient engines with outstanding product safety features and intelligent design; all delivered in a inspired package.

| | | |
|-------|-----|---------|
| NLR55 | GVW | 3,300kg |
| NMR55 | GVW | 5,300kg |
| NPR71 | GVW | 9,000kg |



F-SERIES

FORWARD Medium Duty Trucks/Prime Movers

The new Euro II F-Series range has re-defined the next generation of trucks. Isuzu has earned a well-deserved reputation for outstanding reliability and for broad specification choice for all kind of loading capacities.

| | | |
|--------|---------|-----------------|
| FVR90 | GVW~GCW | 18,000~28,500kg |
| FVR34 | GVW~GCW | 18,000~60,000kg |
| FVZ34 | GVW~GCW | 32,000~60,000kg |
| FXZ360 | GVW~GCW | 40,500~65,000kg |



C-SERIES

GIGA Heavy Duty Trucks/Prime Movers

The ISUZU GIGA is the Pakistan's top selling Heavy Duty Truck/Prime Mover. The current model range is tested on Pakistan terrains to ensure optimum performance and driveability under local conditions.

| | | |
|--------|---------|-----------------|
| CYZ52 | GVW~GCW | 38,500~65,000kg |
| CYH390 | GVW | 49,000kg |



Product Line-Up



BUSES

BUSES

Comfort & Durability

Producing Chassis and fully fabricated buses; with the basic concept of "Reliability and Safety" along with human and environment friendly.

| | |
|--------------------|--------------|
| NPR71 | 18~32 Seater |
| MT134 | 45~62 Seater |
| LV452 - Luxury Bus | 45 Seater |



PICKUP TRUCK

D-MAX

Tough Enough For Anything

ISUZU D-MAX A combination of toughness, aggressive styling, high-levels of safety - plus ISUZU's legendary durability and fuel efficiency.

| | |
|---------------|-------------------|
| Hi-Spark4x2 | Single Cabin (DL) |
| Hi-Spark4x2 | Single Cabin |
| Hi-Lander4x4 | Single Cabin |
| Hi-Lander 4x4 | Double Cabin |
| V-Cross 4x4 | Double Cabin |
| V-Cross 4x4 | Double Cabin (AT) |

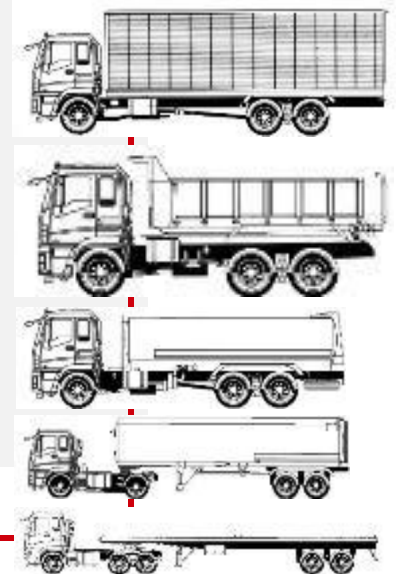


Fabrication Services

Specialized Vehicles Designed for All Business

State of the art fabrication plant provides all solutions by building the specialized vehicles as per the customer requirements on Global standards.

Troop Carrier
Fire Tender
Dump Truck
Water Bowser
Fuel Bowser
Road Sweeper
Containers
Mobile ATM
Mobile Laboratory
Blood Donations Units
Field Units



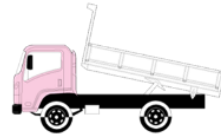
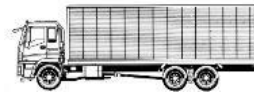
Product Line-Up

Fabrication Services

Specialized Vehicles Designed for All Business

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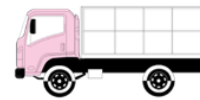
Troop Carrier
Fire Tender
Dump Truck
Water Bowser
Fuel Bowser
Road Sweeper
Containers
Mobile ATM
Mobile Laboratory
Blood Donations Units
Field Units
Command & Control
Mobile Offices



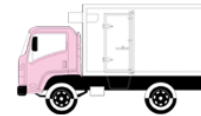
Tipper / Dump Truck



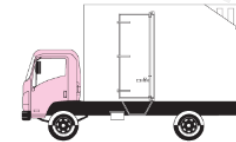
Roll On Roll Off



General Cargo



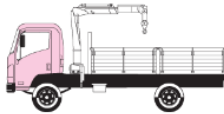
Refrigerated Box / Box



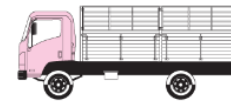
Box Van



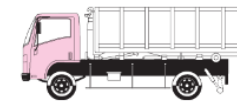
Wooden Body Tipper



Wooden Cargo



Wooden Cargo with Detachable Railing



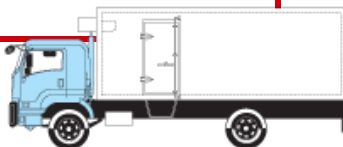
Roll On Roll Off



Steel Body Tipper



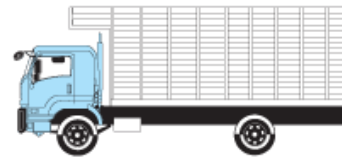
Box



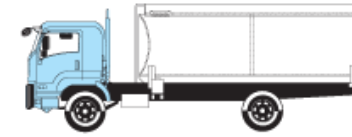
Refrigerated



Curtain Sider



Livestock



Tanker

ISUZU



Passenger Buses



GHANDHARA
INDUSTRIES LIMITED

ISUZU

ISUZU D-MAX



Tough Enough For Anything

Pakistan's Safest Pickup Truck.

Smarter. Tougher. Safer. The All-New 3-Litre Turbo Diesel Isuzu D-MAX is here. Welcome to a whole new era in pick-up trucks. The ISUZU D-MAX - toughness, redefined. Encompassing aggressive styling and levels of safety - plus ISUZU's legendary durability and fuel efficiency - the ISUZU D-MAX strives ahead of its competition

Hi-Spark 4x2

Hi-Spark 4x2

Hi-Lander 4x4

Hi-Lander 4x4

V-Cross MT 4x4

V-Cross AT 4x4

Single Cabin Deckless

Single Cabin Standard

Single Cabin

Double Cabin

Double Cabin (Luxury Grade)

Double Cabin (Luxury Grade)



GHANDHARA
INDUSTRIES LIMITED

ISUZU



Mobile Workshop



Security Mobile



Highway Patrolling
Units

ISUZU

Fabrication Services



Road Sweeper



Cargo Trailer



Water Bowser



Troops Carrier



Mobile ATM



Fuel Bowser



Fire Tender

Authorized Dealership Network

Sales, Service, Spare Parts

GIL Mobile Workshop 

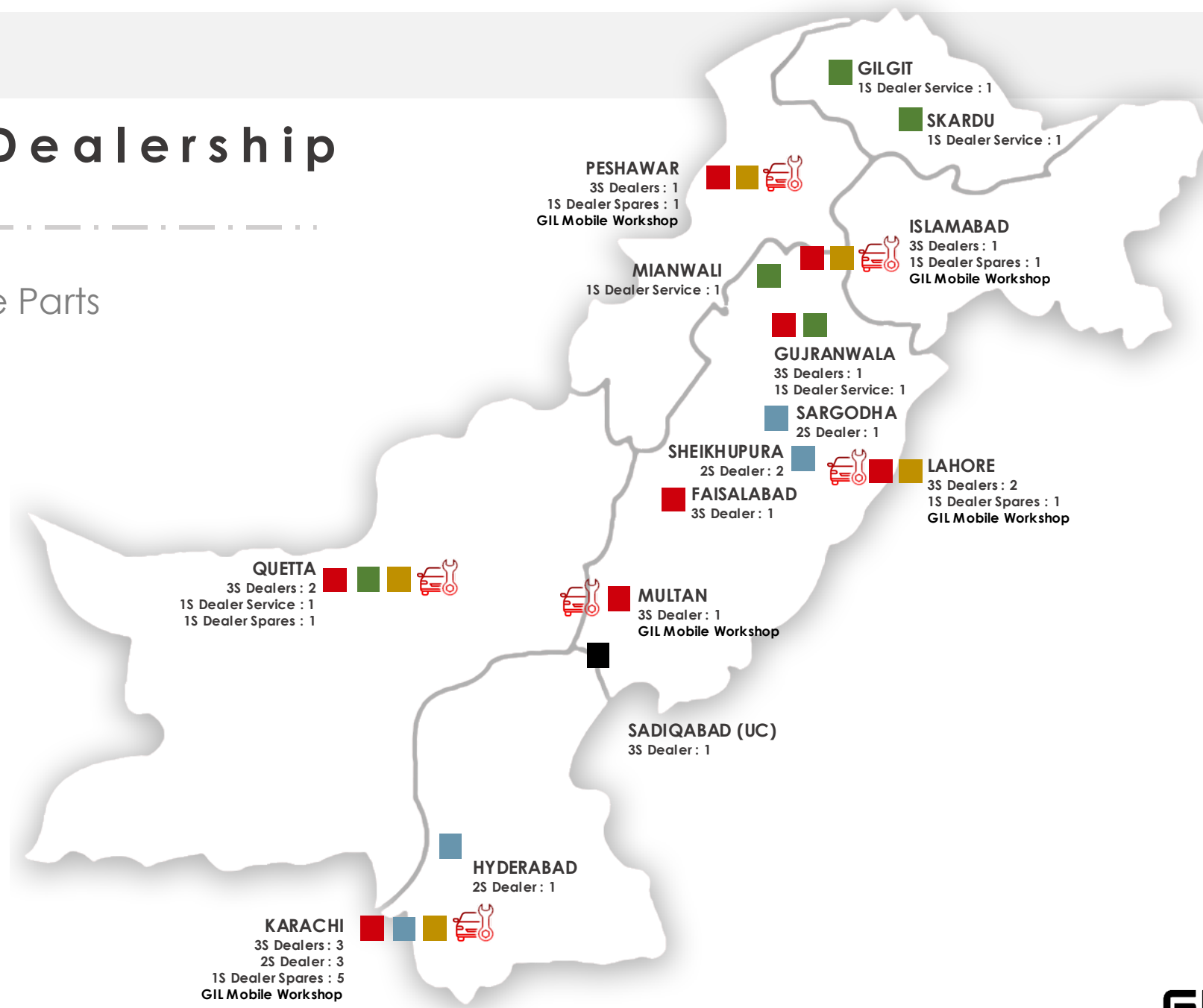
3S Dealers

2S Dealer

1S Dealer – Service

1S Dealer – Spares

Under Construction



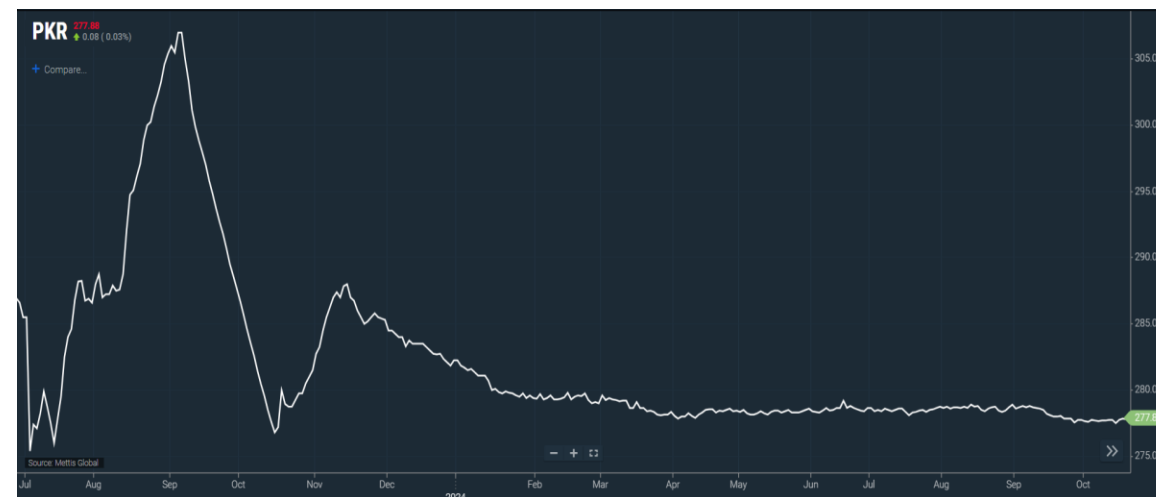
ECONOMIC DEVELOPMENTS

Pakistan's rupee hovered around range Rs. 278 – 307 against USD for FY 2024

Start of FY 2023 : 278.34

End of FY 2024 : 278.34

Current Rate (Approx) : 277.9



Pakistan's rupee appreciated around 15% against JPY for FY 2024

Start of FY 2023 : 1.9923

End of FY 2024 : 1.7298

Current Rate (Approx): 1.81



ECONOMIC DEVELOPMENTS

SBP Policy rate as at June 30, 2024 stood at 20.5% which decreased from 22% as at June 30, 2023.

In recent Monetary policy rate has been reduced by SBP to 15% (Source : SBP)

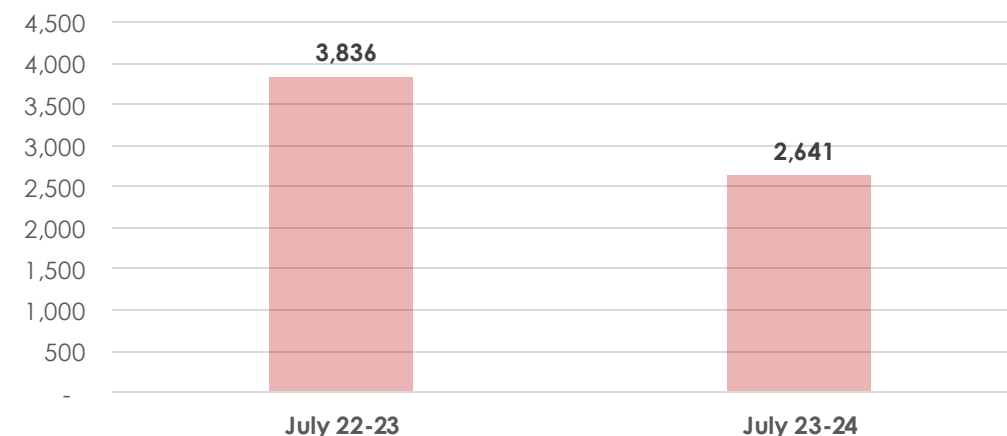
Average CPI Inflation stood at 12.57% YoY basis in June 2024 and average during the FY2024 stood at 23.41%

Average CPI Inflation during Jul-Oct 2024 (YoY) stood at 8.68% (Source: PBS)

Commercial Truck and Bus market decreased by 45% in FY 2024 (PAMA)



Commercial Truck and Bus Market (PAMA)



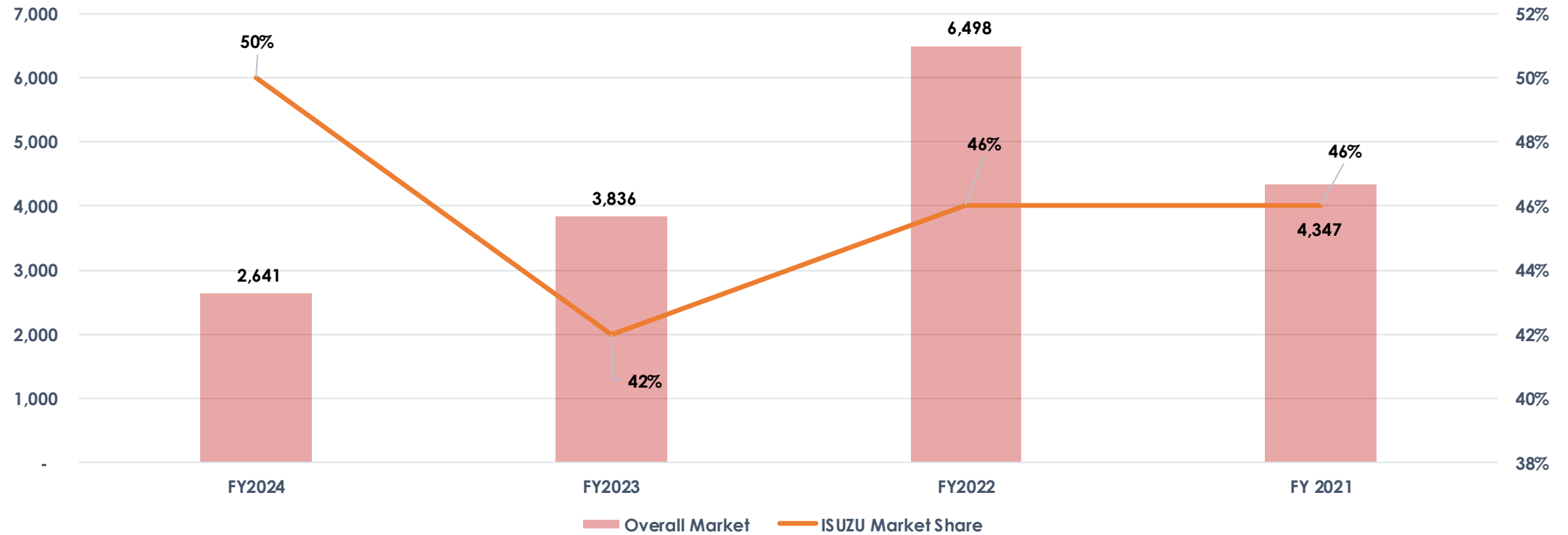
Financial Performance of the Company

SUMMARY OF FINANCIAL PERFORMANCE

| Profit & Loss | 2024 Rs. in 000' | 2023 Rs. in 000' | 2022 Rs. in 000' | 2021 Rs. in 000' |
|--|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| Net sales | 14,666,195 | 14,542,578 | 24,265,107 | 14,999,493 |
| Cost of sales | (11,796,909) | (12,241,703) | (21,307,454) | (12,924,428) |
| Gross profit | 2,869,286 | 2,300,875 | 2,957,653 | 2,075,065 |
| Distribution expenses | (1,074,270) | (921,744) | (964,822) | (570,225) |
| Administrative expenses | (383,866) | (371,745) | (352,446) | (353,932) |
| Other operating expenses | (29,369) | (129,533) | (317,905) | (134,490) |
| Other operating income | 206,829 | 315,264 | 269,997 | 187,858 |
| Profit from operations | 1,588,610 | 1,193,117 | 1,592,477 | 1,204,276 |
| Finance cost | (519,242) | (769,285) | (451,578) | (466,220) |
| Profit before taxation and levies | 1,069,368 | 423,832 | 1,140,899 | 738,056 |
| Levies | (2,733) | (53,053) | - | - |
| Profit before taxation | 1,066,635 | 370,779 | 1,140,899 | 738,056 |
| Taxation | (285,223) | (191,355) | (412,399) | (133,843) |
| Profit after taxation | 781,412 | 179,424 | 728,500 | 604,213 |

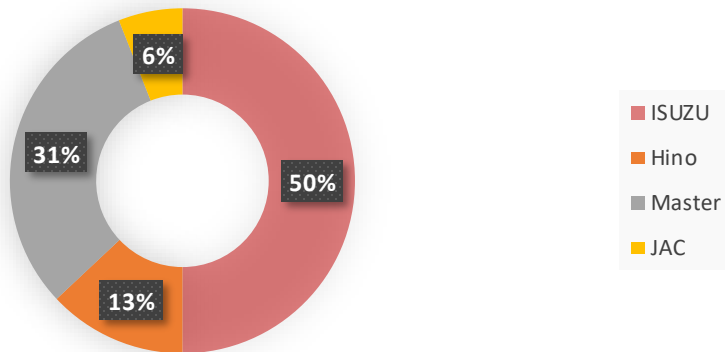
STRATEGIC MARKET SHARE ANALYSIS-TRUCK & BUSES

Overall Market with GIL Market share

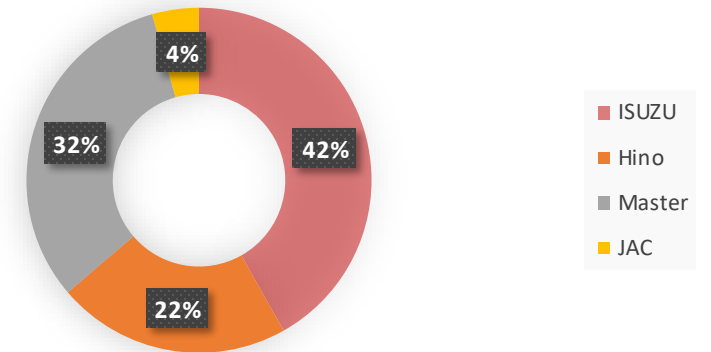


MARKET SHARE ANALYSIS - TRUCK AND BUSES

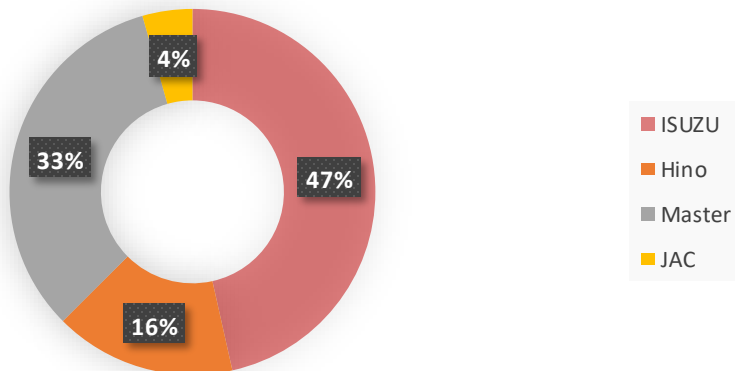
2024



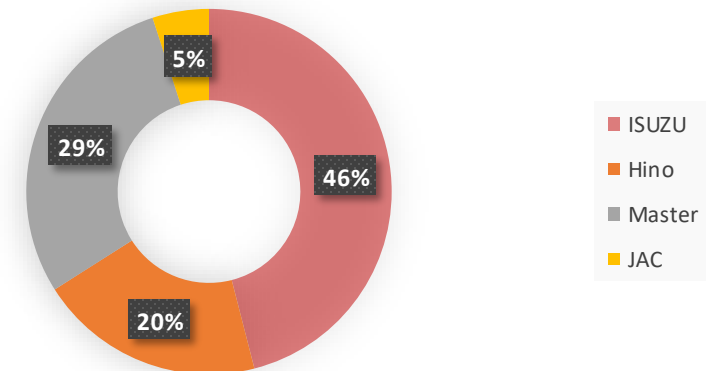
2023



2022

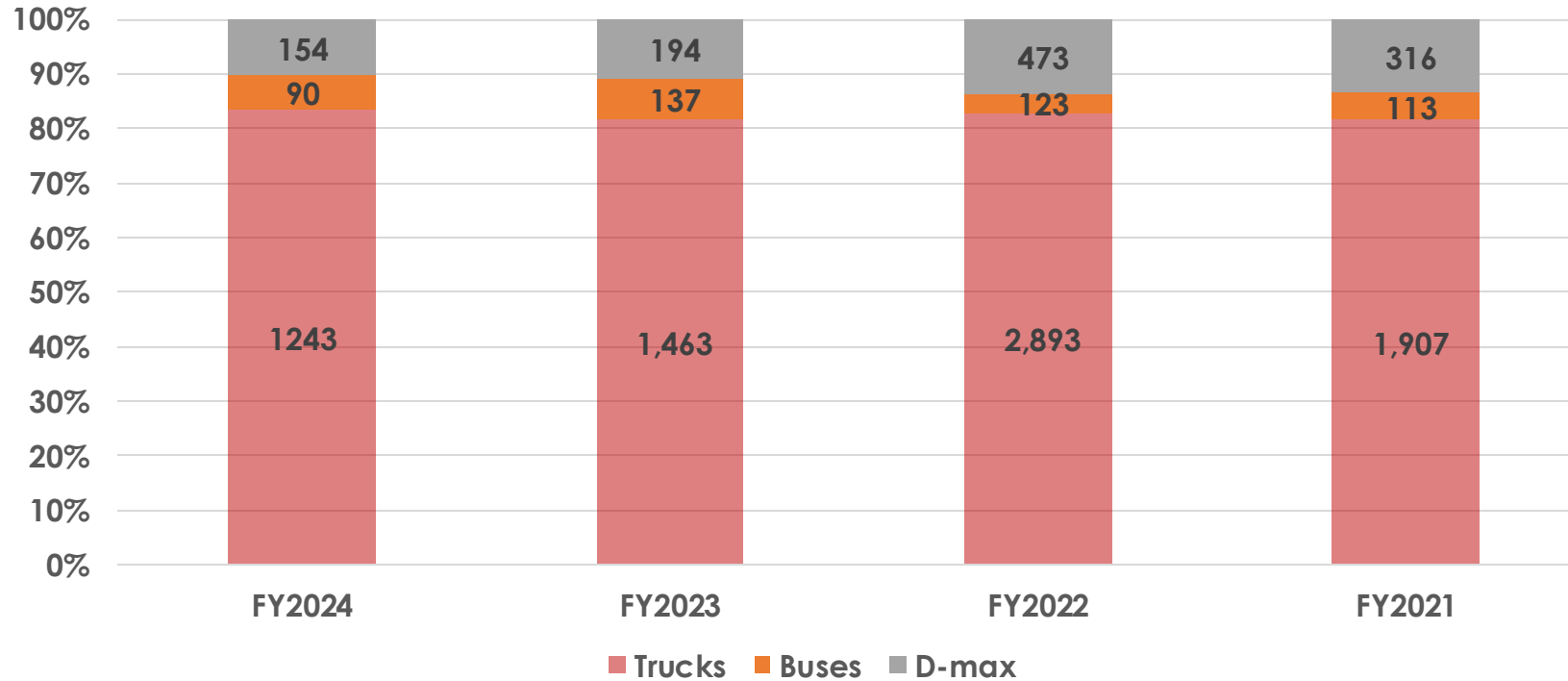


2021



ISUZU SEGMENT WISE SALES

Segment Wise Break-up



| Segment | FY2024 | FY2023 | FY2022 | FY2021 |
|---------|--------|--------|--------|--------|
| Trucks | 1243 | 1,463 | 2,893 | 1,907 |
| Buses | 90 | 137 | 123 | 113 |
| D-max | 154 | 194 | 473 | 316 |
| | 1,487 | 1,794 | 3,489 | 2,336 |

PACRA RATING

During Annual Review for credit rating by PACRA

Rating of GIL have been maintained as follows:

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

FUTURE OUTLOOK OF GIL



- 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 and manage finance costs
- We are utilizing available resources to obtain maximum output, implementing cost-efficient techniques and introducing diversified products

ISUZU

Thank You



GHANDHARA
INDUSTRIES LIMITED

Q & A SESSION