Grays Leasing Limited

GLL/CS/PSX/2025/033
October 14, 2025

The General Manager
PSX Limited
Stock Exchange Building
Stock Exchange Road
Karachi.

Dear Sir,

Subject: **CORPORATE BRIEFING SESSION - 2025**

This is to inform you that the Corporate Briefing Session, of Grays Leasing Limited for shareholders, investors, researchers and analysists, to brief them about the Company's financial position for the year ended June 30, 2025 as per following details:

Date: October 27, 2025,
Time: 3:00 pm
Zoom Link Register in advance for this meeting:
https://us04web.zoom.us/j/79156444571?pwd=BgK8Dh7S35gainuoj6oq2voSDW9rZj.1
Meeting ID: 791 5644 4571
Passcode: 1uSu2k
Contact Person: Muhammad Faisal Azam

All members and analysts are cordially invited to attend this session. We would appreciate your assistance in communicating this information to the members of the exchange.

Best regard

For: **Grays Leasing Limited**

Muhammad Adil Munir
Company Secretary

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GRAYS LEASING LIMITED

Corporate Briefing session

For the year ended 30 June 2025

Topics

1. Company Profile
2. Vision and Mission
3. Brief operational results for current financial year 2025
4. Financial analysis.
5. Review of current year’s operations.
6. Future outlook
7. Question and answer session

Company Profile

Grays Leasing Limited (the Company) is a public limited company incorporated in Pakistan under the repealed Companies Ordinance, 1984 (Now Companies Act, 2017). The Company's shares are listed on Pakistan Stock Exchange Limited. The Company is engaged in leasing business. It has been classified as a Non-Banking Finance Company (NBFC).

Grays Leasing Limited (GLL) was incorporated in Pakistan in August 1995 as a public limited company and commenced its commercial operations in February 1997. GLL is listed on Karachi and Lahore Stock Exchanges of Pakistan. The company has an authorized share capital of Rs. 350 million divided into 35.00 million ordinary shares of Rs. 10 each with a paid up capital of Rs. 215 million divided into 21.50 million ordinary shares of Rs. 10 each.

Grays Leasing Limited has played a major role in promoting the leasing industry in Pakistan. The main objective of the company is to undertake business of leasing and lease operations of all kinds. Its strength lies in a diversified portfolio of clients, wide range of financial products & personnel development in a diversified way.

Its Consumer Finance department caters to the needs of individuals on short to medium term basis. Lessees include public and private limited companies, partnerships, sole proprietorships and individuals. The Company specializes in providing lease financing to small and medium size businesses. The company has its head office at Lahore and Branch offices at Karachi, Islamabad, Faisalabad, Rawalpindi & Sialkot.

Vision and mission

VISION:

To be one of the most progressive institutions in the financial sector by providing quality service to our clientele in a superior manner, maintaining high ethical and professional standards, striving for continuous improvements and consistent growth to add value to our shareholders and our team of conscientious employees and a fair contribution to the national economy.

MISSION:

- To develop a client base representing all segments of the economy; emphasis being placed on financial support to medium and small enterprises for their expansion, balancing and modernization requirements. To endeavor for a lasting relationship with clients and associates on the principles of Mutualism.
- To transform the company into a dynamic, profitable and growth-oriented institution through an efficient resource mobilization and the optimum utilization thereof.
- To provide healthy environment and corporate culture for good governance of the company which ensures exceptional value for clients, personnel and the investors above all.
- To implement the best professional standards with due observance of moral and ethical values in all respects of corporate life which will IN-SHA-ALLAH إن شَاءَاللّٰه bring social and economic parity and prosperity among Nation and turn Pakistan into a Modern and Liberal Muslim Welfare state.

Associated Companies

GOC (Pak) Ltd.

GOC (PAK) Ltd. Was incorporated in Pakistan on June 2, 1964 as a private limited company in collaboration with Grays of Cambridge (International) Ltd., England. The company went in public in 1987. The public offer of shares was very well received in the market and the issue was oversubscribed by two hundred times. This was a record response by the public. The company is engaged in manufacturing and selling of sports goods including hockey sticks.

In 1994, the company also acquired another export oriented hockey manufacturing unit named "Dawn Sports (Private) Limited" as a wholly owned subsidiary which has been merged into its parent company very recently.

Grays has also established a pilot project for marking composite hockey stick for the global market. The sticks made in this setup are getting very encouraging response from customers all over the globe.

The company is principally engaged in the manufacture and export of quality sports goods, particularly, hockey sticks, bandy sticks, ice hockey and cricket balls.

The exemplary performance of the company and commendable distribution of profits to shareholders has earned for the company the Top 25 Companies Award from the Karachi Stock Exchange, eight times, out of the first ten years of operations after going public. The company has also won Corporate Excellence Awards from the Management Association of Pakistan.

Anwar Khawaja Industries (Pvt.) Ltd.

Anwar Khawaja Industries (Pvt.) Ltd. Was incorporated in Pakistan on March 21, 1964 under the Companies Act 1913 (now Companies Ordinance, 1984). The company is in the business of manufacture and export of sports goods especially, footballs. Handballs and volleyballs. The company also manufactures the world famous SELECT brand footballs.

Since inception, the company has undergone rapid and sustained business growth. Recently, the company's name was included in the Guinness Book of World Records for the manufacture of the world's largest football. This football was displayed at the opening ceremony of the Football World Cup 1994.

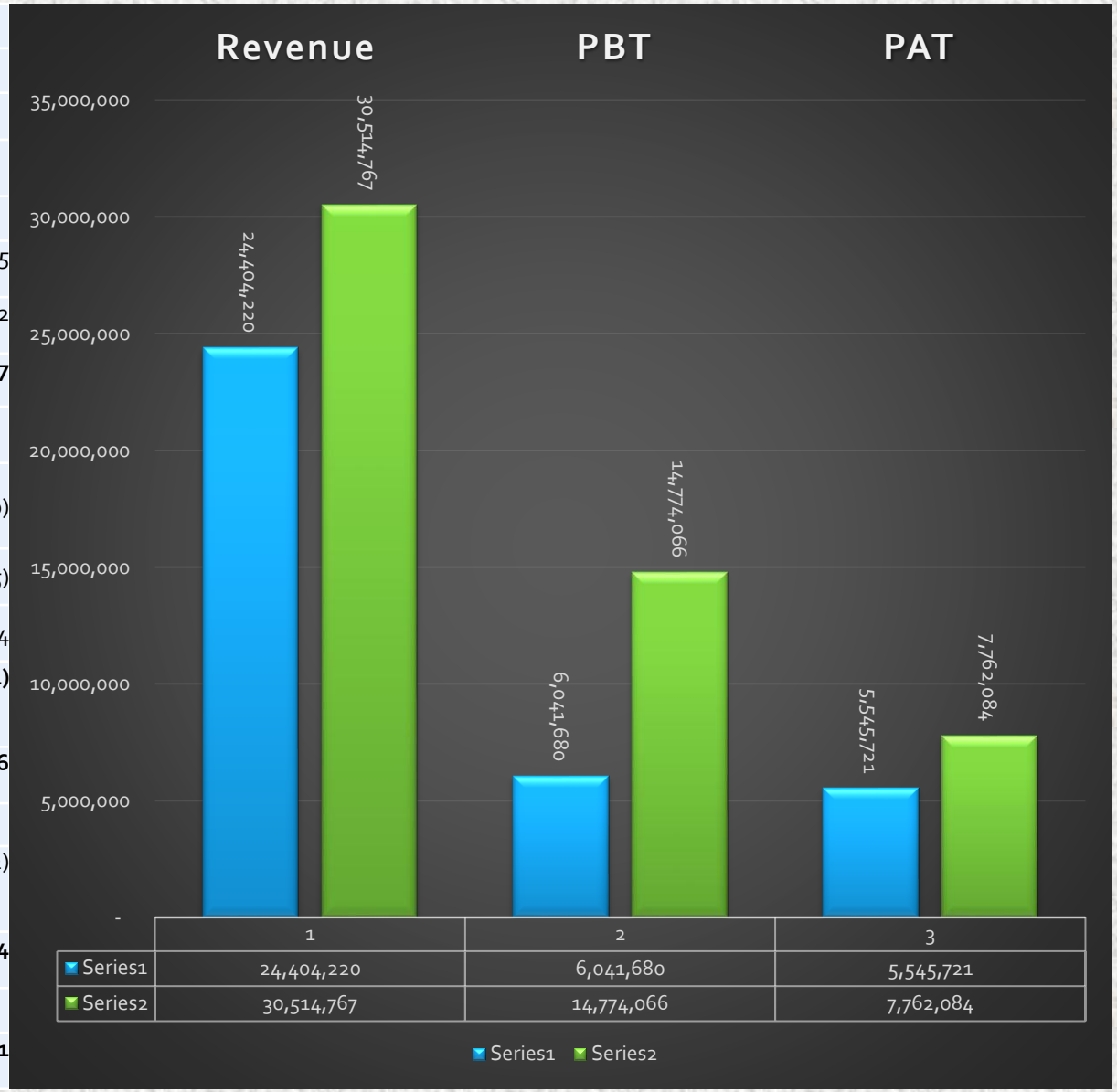
Anwar Khawaja Industries (Private) Limited has established a modern unit for sports wears and various textile garments, of which the entire production is exported.

The company has also entered into the field of computer software development and its related activities under the name and style of AK InfoTech (Private) Limited.

Brief operational results

Statement of Profit or Loss for the year ended 30-06-2025

	2025	2024
	Rupees	Rupees
REVENUE		
Income from lease operations	22,626,320	27,176,485
Other income	1,777,900	3,338,282
	24,404,220	**30,514,767**
EXPENDITURES		
Administrative and other operating expenses	(18,394,592)	(17,657,010)
Financial and other charges	(291,116)	(478,395)
Reversal for allowance for potential lease losses	323,168	2,394,704
	(18,362,540)	**(15,740,701)**
PROFIT BEFORE TAXATION	**6,041,680**	**14,774,066**
Taxation	(495,959)	(7,011,982)
PROFIT AFTER TAXATION	**5,545,721**	**7,762,084**
Earnings per share - basic and diluted	**0.258**	**0.361**



STATEMENT OF FINANCIAL POSITION
AS AT 30-06-2025

	2025 Rupees	2024 Rupees
ASSETS		
Current assets		
Cash and bank balances	6,781,218	11,669,152
Advances and prepayments	628,272	1,037,659
Sales tax recoverable	574,775	493,424
Current maturity of non-current assets	160,997,093	155,001,990
Taxation – net	82,465	-
	169,063,823	**168,202,225**
Non-current assets		
Net investment in lease finance	147,702,187	129,377,220
Long term security deposit	2,500	2,500
Fixed assets	570,704	534,699
	148,275,391	**129,914,419**
TOTAL ASSETS	**317,339,214**	**298,116,644**
LIABILITIES		
Current liabilities		
Loan from related party	39,000,000	27,000,000
Accrued and other liabilities	5,774,295	5,250,959
Current maturity of non-current liabilities	103,564,399	104,617,634
Unclaimed dividend	777,785	777,785
Taxation – net	-	5,698,384
	149,116,479	**143,344,762**
Non-current liabilities		
Deposits on lease contracts	89,388,888	79,823,027
Deferred income tax	-	1,970,440
Employees' retirement benefit	2,250,417	1,825,412
	91,639,305	83,618,879
TOTAL LIABILITIES	**240,755,784**	**226,963,641**
NET ASSETS	**76,583,430**	**71,153,003**
REPRESENTED BY:		
Authorized share capital		
35,000,000 (2024: 35,000,000) ordinary shares of Rupees 10 each	**350,000,000**	**350,000,000**
Issued, subscribed and paid-up share capital		
21,500,000 (2024: 21,500,000) ordinary shares of Rupees 10 each	215,000,000	215,000,000
Statutory reserve	59,256,615	59,256,615
Accumulated loss	(197,673,185)	(203,103,612)
Shareholders' equity	**76,583,430**	**71,153,003**
Contingencies and commitments		
	76,583,430	**71,153,003**

Financial Analysis

	30-Jun-2020	30-Jun-2021	30-Jun-2022	30-Jun-2023	30-Jun-2024	30-Jun-2025
PROFIT AND LOSS						
Revenue	18,913	18,697	22,593	23,901	30,515	24,404
Financial charges	7,045	1,448	1,331	255	478	291
Provision / (Reversal)for doubtful receivables	1,520	-886	4,226	-2,984	-2,395	-323
Profit / (Loss) before tax	-2,947	4,477	2,207	7,041	14,774	6,042
Profit / (Loss) after tax	-3,871	-1,646	-4,090	5,921	7,762	5,546
Dividend	-	-	-	-	-	-
Bonus shares	-	-	-	-	-	-
BALANCE SHEET						
Paid up share capital	215,000	215,000	215,000	215,000	215,000	215,000
Shareholders' equity	63,743	62,099	57,935	63,102	71,153	76,583
Borrowings	57,500	60,000	50,000	25,000	27,000	39,000
Net investment in finance lease	433,273	464,488	460,191	424,510	419,328	442,616
Total assets	297,544	323,491	318,848	286,101	298,116	317,339
PERFORMANCE INDICATORS						
Profit / (Loss) before tax/Gross revenue	-16%	24%	10%	29%	48%	25%
Profit / (Loss) after tax/Gross revenue	-20%	-9%	-18%	25%	25%	23%
Pre tax return on shareholders' equity	-4.6%	7.2%	3.8%	11.2%	20.8%	7.9%
After tax return on shareholders' equity	(0.06)	(0.03)	(0.07)	0.09	0.11	0.07
Income / expense ratio	0.93	1.24	1.40	1.20	1.68	1.31
Interest coverage ratio	(1.42)	2.09	0.66	26.61	29.91	19.76
Earning / (Loss) per share	(0.180)	(0.077)	(0.190)	0.275	0.361	0.258
Break up value per share	2.96	2.89	2.69	2.93	3.31	3.56
Lease disbursements	52,794	132,916	94,005	48,506	162,773	127,821
Number of contracts	21	35	29	10	16	25

Review of current years operations and clarification on qualified report.

- During the year, the Company has sanctioned and recovered amounting to Rupees 127.821 (2024: 162.773 million) and Rupees 77.482 respectively against gross investment in lease finance. Gross investment in finance leases as at 30 June 2025 stands at Rupees 510.094 million against Rupees 496.854 million on June 30, 2024, while the net investment stands at Rupees 442.616 million on 30 June 2025 against Rupees 419.328 million of the last year. The gross revenue from operations is Rupees 24.404 million against Rupees 30.515 million in 2024. The profit before and after tax for the current year is Rupees 6.042 million and Rupees 5.546 million as compared to profit before and after tax of preceding year which was Rupees 14.774 million and Rupees 7.762 million respectively. Decrease in interest rate during the current year resulted in decrease in the profitability of the company from last year, however the Shareholders' equity has increase from 71.153 million to 76.583 million.
- In their report to the Members, Auditors have stated that allowance for potential lease losses is made in these financial statements in accordance with the criteria for clarification and provisioning provided in Schedule X to the Non-Banking Finance Companies and Notified Entities Regulations, 2008. The provision against lease receivables should be made at higher of the amount determined in accordance with the Expected Credit Loss (ECL) Model of IRFS 9 and Schedule X to the Non-Banking Finance Companies and Notified Entities Regulations, 2008. Currently, the management is working on development of ECL model as per IFRS 9 so that allowance for potential lease losses could be calculated at higher of the amount determined in accordance with the Expected Credit Loss (ECL) Model of IRFS 9 and Schedule X to the Non-Banking Finance Companies and Notified Entities Regulations, 2008. It is pertinent to mention here that among the current running leases there is not even a single lease which is in overdue, while the bad portfolio (classified) has already been provided 100% therefore applicability of IRFS-9 will have no financial impact on current year's financial statements. However, we are still looking for a cheaper solution for development of ECL model, keeping in view the financial health of Company.

Future outlook.

- Since the KIBOR rate has been reduced from 22% (June 2024) to 11–12%, which is making financing including auto-leasing more attractive. With government policy allowing import of used cars (with duties) gradually easing, there's potential for growth in leasing/financing of used vehicles, though risk will be higher. Secondly restriction on banking sector of not to disburse more than 3 million in case of vehicles, will also help in generating the demand of leasing in the sector. However, hurdles like limited awareness among SMEs / general consumers about NBFC sector and narrower geographic presence of leasing companies has always been a challenge for the sector.

THANK YOU