



EVERY JOURNEY
HAS A DESTINATION

Corporate Briefing Session

2026





Agenda

01 Company Overview

02 PACRA Credit Rating

03 Brand & Stakeholder Engagement

04 Export Market Development

05 Sustainability & ESG

06 FY2026 Performance & Challenges

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CORPORATE BRIEFING SESSION 2026

AGENDA

01

Company Overview

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Pakistan's first Automotive tyre manufacturer

Incorporated in 1963

Manufacturing in Landhi, Karachi since July 1964



FOUR MARKET SEGMENTS



**Original Equipment
Manufacturers**



**Replacement /
Aftermarket
180+ dealers**



**Institutional /
Government**



Export Market



GTR's journey

1963–64

GTYR incorporation (1963)
First tyre production (1964)
120,000 tyres/year

1977–83

Bibojee acquires **90%** in 1977
KSE & LSE listing in 1983

1985–87

600,000 tyres/year (1985)
Continental AG (1987)
Technical services

1992–2009

Formula III, **FAST UK** (1992)
Pakistan's **first radial** (1993)
800,000 tyres/year (2001)
Further Capacity Enhance (2009)



2025-26

UNR-117 compliance (3 sizes)
Alro Grip 225/50 R18
HR-V HEV, **1.79 MW** green energy
DOT and GSO certification

2023–24

OTR / **18-inch SUV** (2023)
SHRC agreement (2024)
Technical partnership

2021

Launch of new **GTR Tyre** and
E-Mark UNR-30 / UNR-54

2012–18

2012 Motorcycles, 2016 OHSMS
2017 **SAP ERP**,
2018 **17-inch PCR** tyres



Product portfolio



PASSENGER / SUV

PCR tyres for passenger cars, SUVs and 4x4s.



COMMERCIAL / OTR

Truck, bus, light truck and off-the-road tyres.



TWO-WHEELER

Motorcycle tyres.



FARM TYRES

Tractor tyres.



Customers and distribution



180+

Authorized dealers
nationwide

Head Office and Factory: Karachi
Branches: Sukkur, Multan, Lahore
and Islamabad





PACRA credit rating

Rating announced 31 July 2026



02

LONG TERM

A+

Rating action

Maintained

SHORT TERM

A1

Outlook

Stable





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03

Brand & Stakeholder Engagement

Building brand visibility, dealer relationships and workplace culture.



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MARKETING CAMPAIGN

Peshawar Zalmi partnership

Official tyre partner for PSL 11



Brand visibility through national sport



DEALER GATHERING

Recognizing our dealer network

Pearl Continental Lahore





GATHERINGS & FUNCTIONS

People, skills and workplace culture

Industry engagement, continuous learning and workplace respect



INDUSTRY & ACADEMIA

Dawood University industrial visit



LEARNING & DEVELOPMENT

AI in chemical process industries



YOUTH & EMPLOYABILITY

Hunar Foundation annual job fair



WORKPLACE RESPECT

Anti-harassment workshop



Shandong Huasheng Rubber Company Ltd (SHRC)

Global tyre manufacturer and GTR's technical partner

Five manufacturing plants in Dongying, Shandong, China, Cambodia

No. 12

Chinese tyre manufacturers¹

China Rubber 2026 ranking

No. 34

Tyre manufacturers worldwide²

Tire Business 2026 ranking

160+

Countries and regions³

Huasheng Group market reach



Technical collaboration with GTR

A broad tyre portfolio

Passenger cars, SUVs and light trucks,
plus truck & bus radial tyres.

KAPSEN, HABLEAD and ROADBOSS

Research and product development

300+ patents and 350+ R&D personnel³.
CNAS lab, green, EV and run-flat tyres³.

¹ China Rubber. ² Tire Business. Both 2026 rankings use 2025 tyre sales. ³ Huasheng Group disclosures.



Factory visits and technical exchange

SHRC delegation visits GTR



SHRC's senior technical team visited GTR's factory and discussed technical support with our management.

New passenger and light truck radial tyre designs

GTR team visits China



Our team visited Huasheng's facilities in China for training in advanced tyre manufacturing and quality control.

Factory visits and workshops



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04

AGENDA SECTION

Export Market Development

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Expanding Our Global Footprint

Wider market access. Stronger global presence.

EXPORT MARKET ACCESS

UNITED STATES

DOT

REGISTRATION OBTAINED

U.S. DOT registration

Supporting U.S. market entry

GULF REGION

GCC

CERTIFICATION OBTAINED

GSO certification

Access to six GCC markets

Automechanika Istanbul 2026

Product showcase • Global partnerships • Export opportunities



GTR exhibition stand



International partner engagement



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05

Sustainability & ESG

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Sustainability & ESG

FY2026 environmental and people initiatives



Solar PV at Landhi

1.79 MW

Installed solar capacity

1,047 t

Reported CO₂ avoided

Sustainability metrics published within the company's annual report and audited financial statements.

300

Trees planted

FY2026 target met

583 hrs.

HSE training

For employees

64,286

kWh LED savings / year

47 fixtures upgraded



Community plantation



Employee training

ISO Certifications



ISO 9001:2015

Quality
Management System



ISO 14001:2015

Environmental
Management System



ISO 45001:2018

Occupational Health & Safety
Management System



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06

Financial Review FY2026



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INCOME STATEMENT

FY2026 financial analysis

Rs. million, except per share	FY2026	FY2025
Gross sales	20,955.8	21,872.0
Net sales	16,852.3	17,799.7
Gross profit	1,510.1	2,271.9
Profit from operations	380.2	1,184.6
Finance cost	1,148.3	1,351.0
Loss before all taxes	(735.4)	(150.3)
Loss after tax	(1,006.8)	(366.1)
Loss per share, Rs.	(8.26)	(3.00)



Financial Analysis

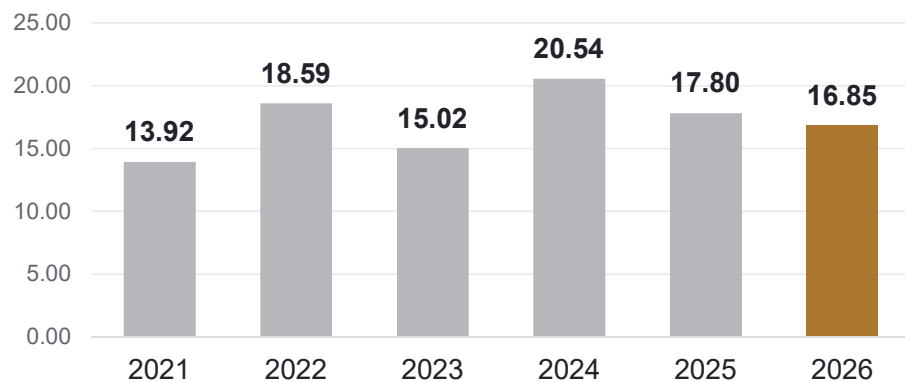
16.85

PKR billion net sales

0.90

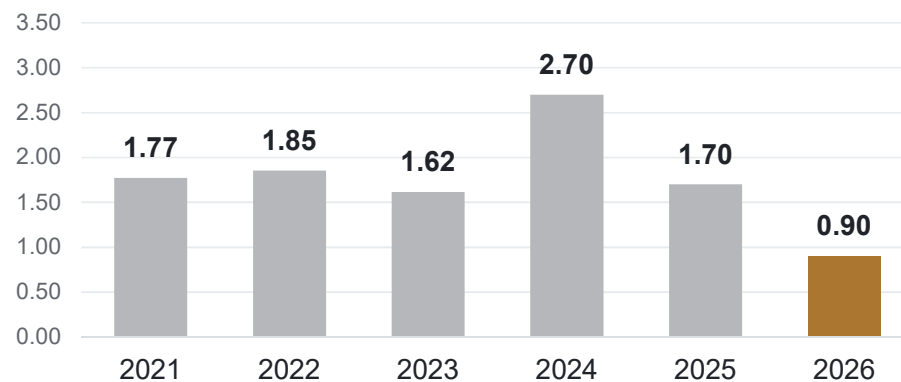
PKR billion EBITDA

Net sales (PKR billion)



FY2021–FY2026

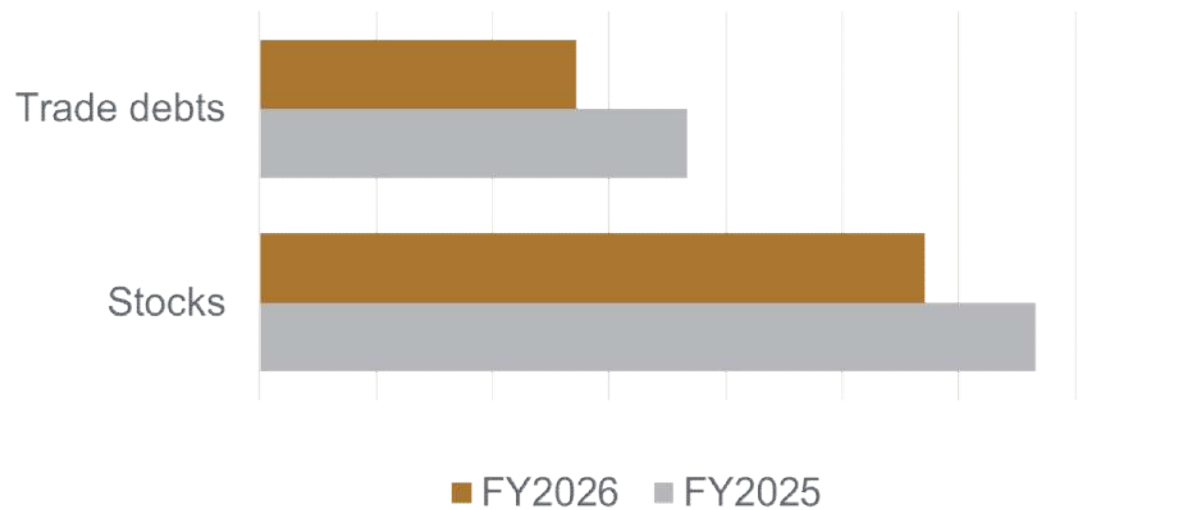
EBITDA (PKR billion)





Rs. million

Working capital improvement



951.8

Reduction in trade debts

957.8

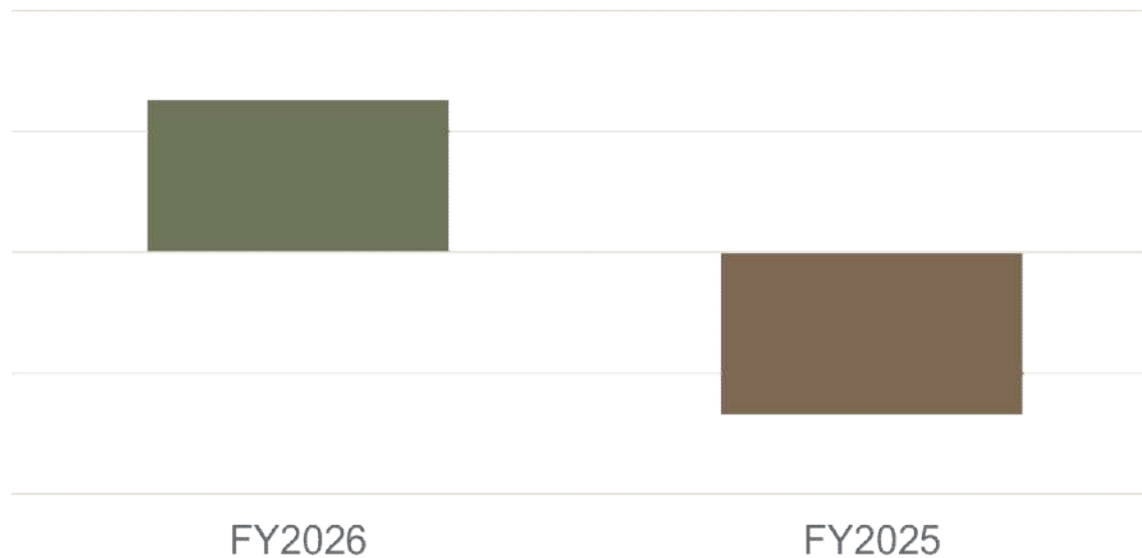
Reduction in stocks

Receivable days improved to 59 from 75; stock days improved to 124 from 137.



Rs. million

Operating cash flow



2,600.8

Improvement versus FY2025

1,609.3

Cash contribution from
working capital changes



Financial position

Rs. million	FY2026	FY2025
Total assets	19,164.4	21,426.1
Total equity	5,801.7	6,737.7
Current assets	10,849.6	12,827.4
Current liabilities	12,372.5	13,635.1

0.88x

Current ratio at 30 June
2026



Rs. million

Five-year financial performance

Key figures	FY2026	FY2025	FY2024	FY2023	FY2022
Net sales	16,852.3	17,799.7	20,538.6	15,018.7	18,588.3
Gross profit	1,510.1	2,271.9	3,277.9	2,291.7	2,452.7
Gross margin (%)	8.96%	12.76%	15.96%	15.26%	13.20%
EBITDA	904.2	1,701.8	2,700.7	1,615.4	1,853.9
Finance cost	1,148.3	1,351.0	1,680.3	1,291.8	747.8
Net profit / (loss)	(1,006.8)	(366.1)	229.1	(167.4)	356.1
EPS (Rs.)	(8.26)	(3.00)	1.88	(1.37)	2.92
Total assets	19,164.4	21,426.1	18,848.1	18,274.5	16,054.0
Total equity	5,801.7	6,737.7	5,995.3	5,753.9	3,844.5

Review of challenges faced in FY2026

Production disruption, margin pressure and a heavier tax burden.

PRINCIPAL LOSS DRIVER

Supply-chain disruption

Regional tensions • Critical inputs

Raw-material delays

Production constrained.

Lower plant utilisation

Fixed overheads under-absorbed.

Higher cost per tyre

Gross margins eroded.

OPERATING DISRUPTION → EARNINGS PRESSURE



Raw-material cost volatility

Fluctuating input prices complicated procurement, cost control and pricing decisions.



Under - Invoicing

Low-cost and under-invoiced imports restricted the ability to pass on higher costs.



07

Future Outlook & Priorities

FY2027 priorities for reliable production, margin recovery and cash generation.

Production & margins • Growth & exports • Cash & funding

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Future Outlook & Priorities

OPERATING RECOVERY

**Rebuild margins.
Strengthen cash.**



1.76 → 3.6 MW

PLANNED SOLAR CAPACITY



Supply continuity & cost discipline

- ✓ Diversify qualified suppliers, align output with demand and improve productivity.
- ✓ Increase Raw Material stock from one (1) month to two (2)+ months.
- ✓ Fixed-cost savings; optimize warehousing, logistics and utilities.



Domestic, product & export growth

Target replacement-market; strengthen dealers, and cash sales.

DOT

GCC

Gulf • Turkey • Yemen • Egypt: distributors and repeat orders



Cash generation & funding

Tighten credit, collections and inventory; working capital improvement..

08

Disclaimer & Q&A

Presentation disclaimer, followed by questions and discussion.

Disclaimer • Questions • Discussion

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Disclaimer

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Question and Answer

Thank you for your attention

