



GTYR/CORP./CBS-23/001/23

October 19, 2023

The Deputy General Manager
Companies Affairs Department
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi

Subject: Corporate Briefing Session

Dear Sir,

This is to inform you that the Corporate Briefing Session (“CBS”) of M/s. Gandhara Tyre & Rubber Company Limited (“Company”) would be held on Thursday, 26 October 2023, at 10:00 a.m. at the Beach Luxury Hotel, M.T. Khan Road, Lalazar, Karachi, to brief the Shareholders/ Investors/ Analysts about the Company’s business operations, financial performance and future outlook, in order to fulfill the requirements of Pakistan Stock Exchange Limited as per notice PSX/ N-1160 dated November 18, 2022.

Therefore, the Shareholders/ Investors/ Analysts are advised to please attend the session by registering themselves, by sending an email on cdcsr@cdcsrsl.com or khawer@gentipak.com and the subject of the email would be “**Registration for CBS**”. Please include the following in email:

Name	CNIC	Folio No./ CDC A/c. (if any)	Organization Name/ Profession	Cell/ Phone No.

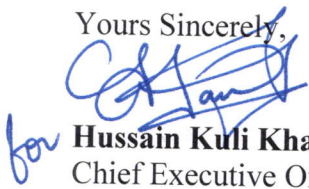
Zoom Link/ Video Link and login credentials to join the CBS will be shared with those Shareholders/ Investors/ Analysts whose email containing the aforementioned particulars are received at the latest by Wednesday, 25 October 2023 at 3:30 p.m.

This notice of CBS along with the presentation are also uploaded on the Company’s website: <https://www.gtr.com.pk/InvestorRelations/CorporateBriefingSession>.

Please inform the TRE Certificate Holders of the Exchange, accordingly.

Thanking you,

Yours Sincerely,


for **Hussain Kuli Khan**
Chief Executive Officer



GHANDHARA TYRE AND RUBBER COMPANY LIMITED.

H-23/2 Landhi Industrial Estate, Landhi, Karachi. Pakistan. Phone +92 21 3508 0172 (10 Lines),
UAN: 92 21 111 487 487 Fax: +92 21 3508 0171, Email: headoffice@gentipak.com, Website: www.gtr.com.pk



2023 Analyst Briefing 26th October, 2023



EVERY **JOURNEY**
HAS A **DESTINATION**



GERMAN TECHNOLOGY
TESTED IN JAPAN & EUROPE



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CREDIT RATING UPGRADE BY PACRA



Latest Rating announced on 10-Aug-2023

Action	Maintain
Long Term	A+
Short Term	A1
Outlook	Stable



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PRODUCTS

- Tractors
- Motorcycle
- Passenger Car
- SUV / Crossovers
- Off The Road (OTR)
- Light Truck
- Truck / Bus (Bias)
- Truck / Bus (Radial - Imported)
- Rickshaw





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CUSTOMERS



HONDA



TOYOTA



SUZUKI



HYUNDAI



Movement that inspires



HINO



SUZU



FUSO



NEW HOLLAND



MASSEY FERGUSON



DFSK



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BUSINESS HIGHLIGHTS

	(Rs. in M)	2023	2022	Change
Net Sales		15,019	18,588	19%
Gross Profit		2,292	2,453	7%
Gross Margin		15.3%	13.2%	
Finance Cost		1292	748	73%
(Loss) / Profit Before Tax		(194)	624	131%
(Loss) / Profit After Tax		(167)	356	147%





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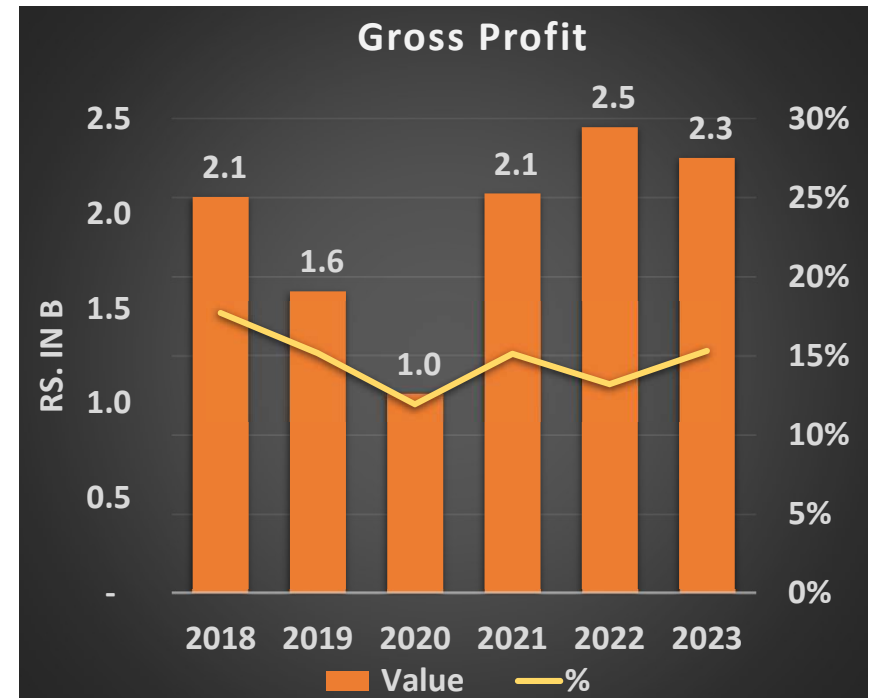
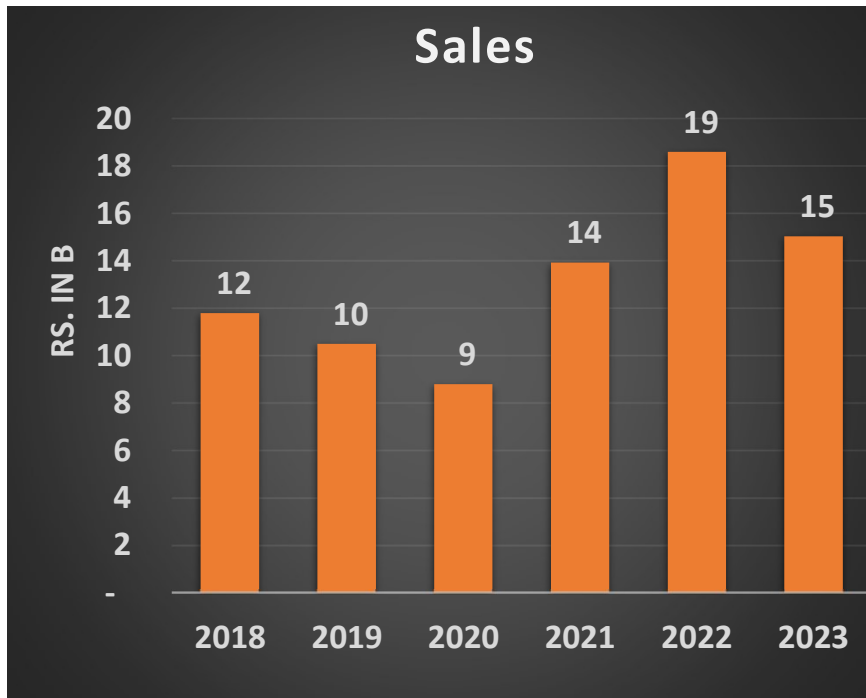
PAYOUT

Distribution	2023	2022	2021	2020	2019	2018	2017
Cash Dividend	-	30%	-	5%	-	60%	150%
Bonus	-	-	-	-	20%	70%	-



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BUSINESS HIGHLIGHTS

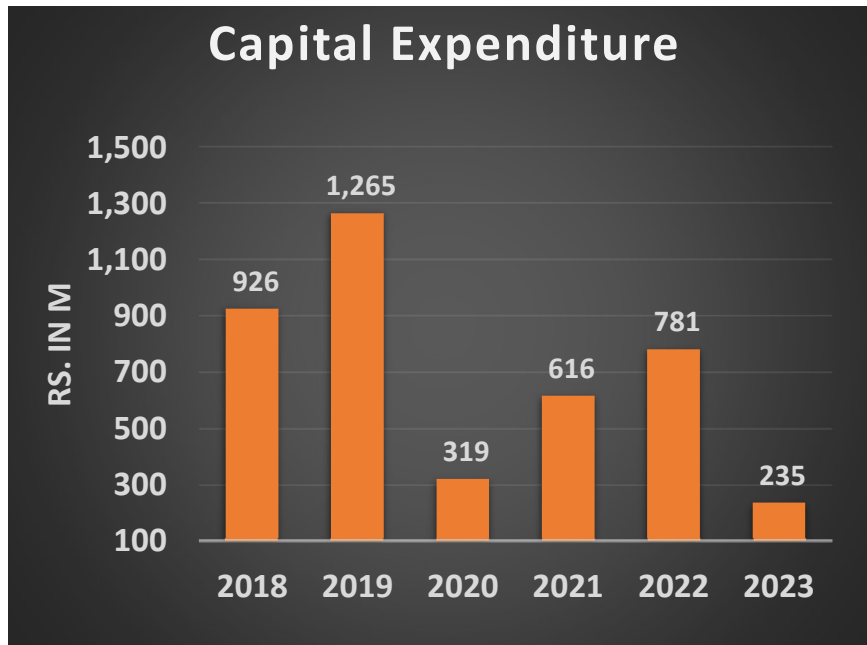




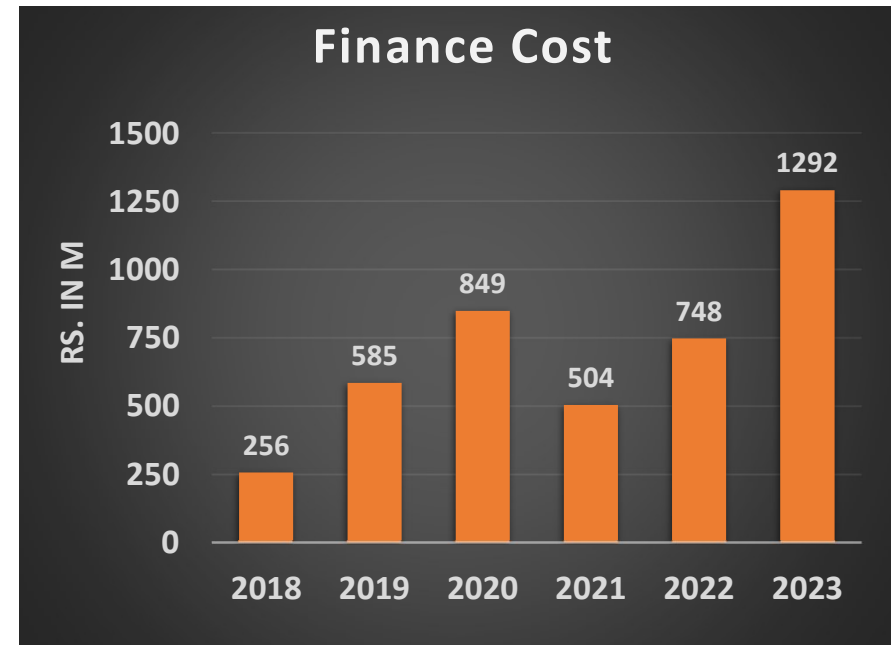
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BUSINESS HIGHLIGHTS

Capital Expenditure



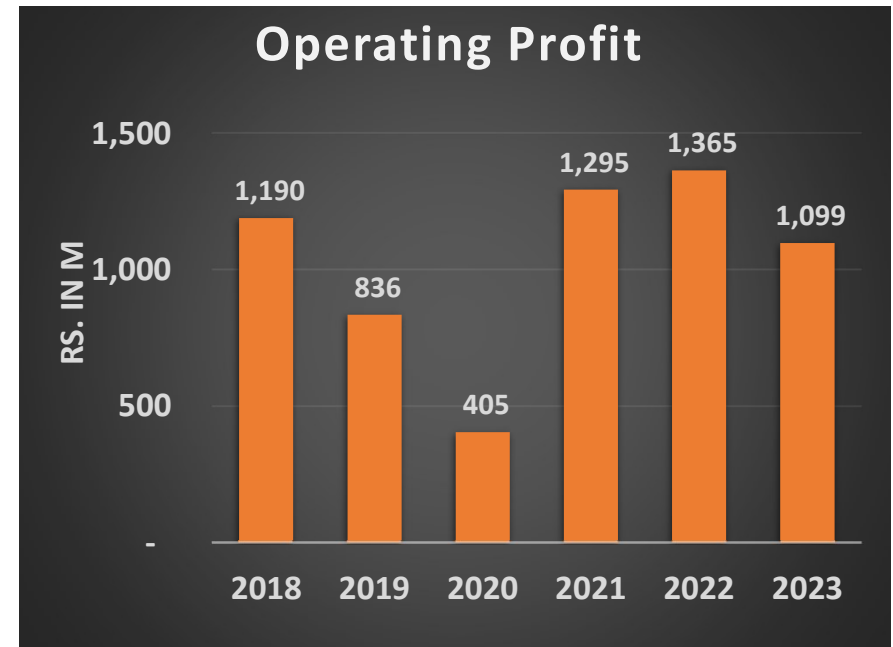
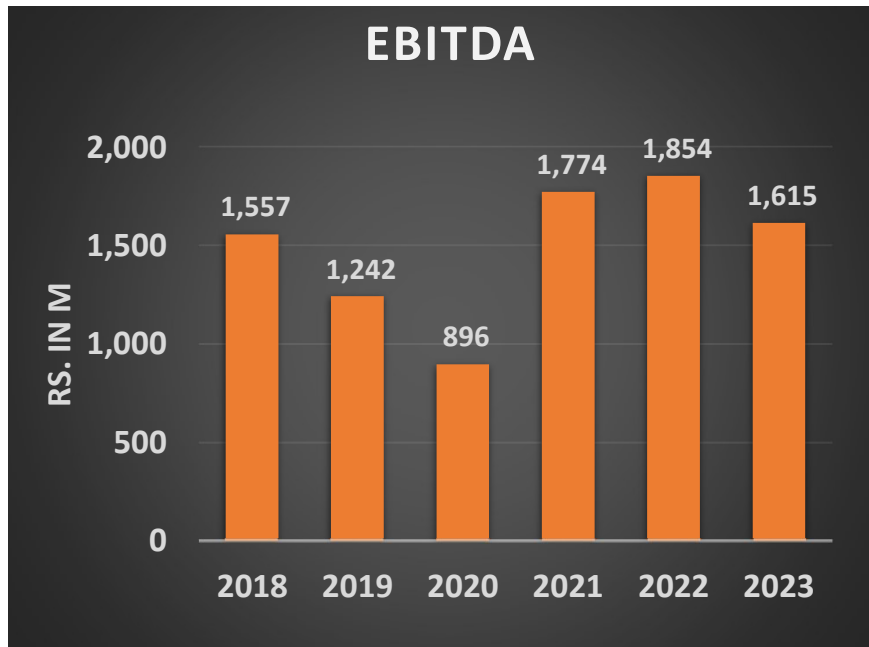
Finance Cost





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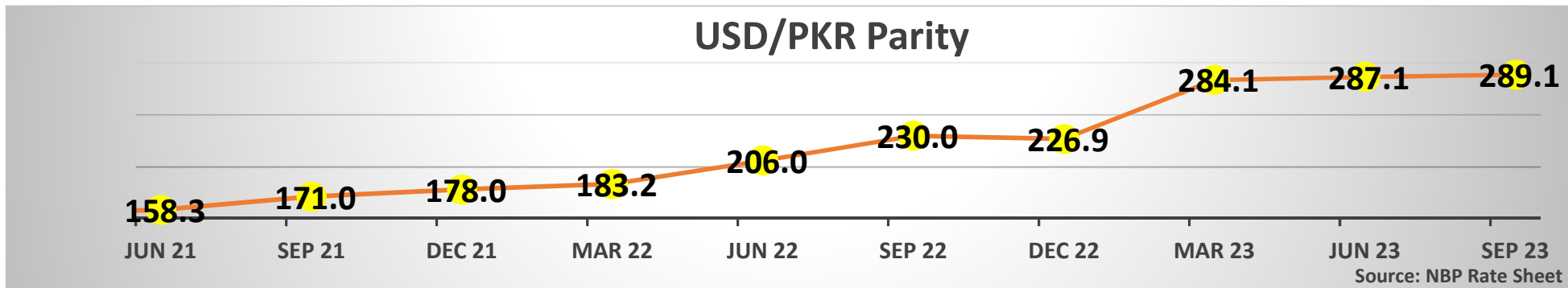
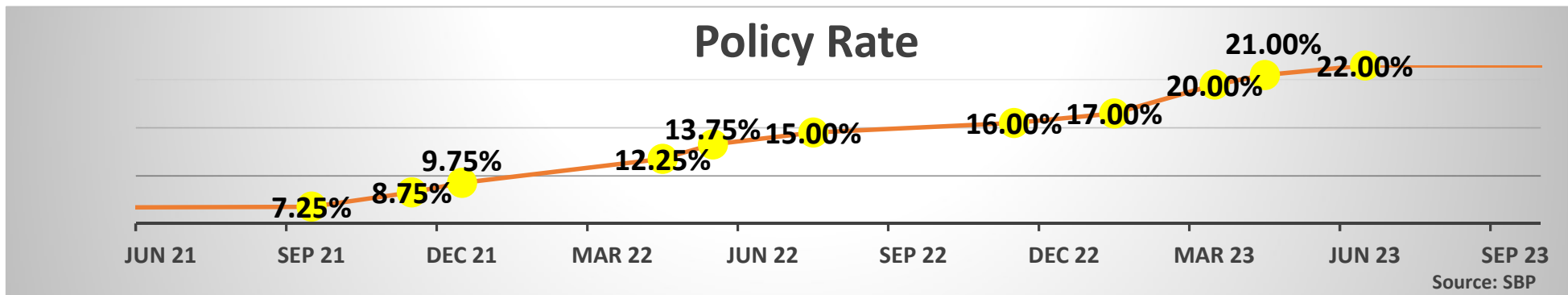
BUSINESS HIGHLIGHTS





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POLICY RATE AND EXCHANGE RATES





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KEY CHALLENGES 2022-23

- Significant devaluation of Pak Rupee
- Slowdown of economy
- Tightening of monetary policy
- Restriction on opening of letter of credit
- Shutdown / non-production days of OEM plants
- Higher inflation
- Increase in fuel prices
- Higher prices specially electricity and LPG
- Increase in Smuggling due to import restrictions



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KEY INITIATIVES

- Increased focus on replacement market
- Started supplying Tyres for SUVs/crossover 17 inch to OEM
- New designs for replacement market
- Production efficiencies and cost saving measures
- Started supplying Excavators and Off The Road (OTR) tyres in RM
- Working to enhance export sales



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FUTURE OUTLOOK

- IMF Standby Agreement (SBA) of US\$ 3 Billion.
- Government's initiative to curb smuggling
- Positive outlook of agriculture
- Stability in Exchange rate
- Expectation of ease of monetary policy
- Expected increase in gas prices.
- Focusing on exports to mitigate OEM sales.
- Volatility in oil prices may impact raw material prices
- Capital expenditure required for mass production of SUV / Cross over tyres for OEM



Thank You

