



# GHANDHARA INDUSTRIES LIMITED

Corporate Briefing Session

For the year ended June 30, 2023

November 16, 2023

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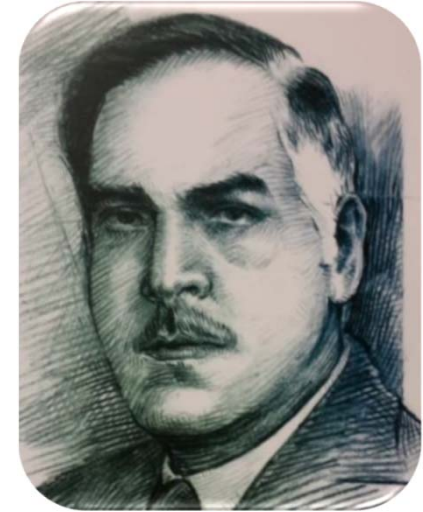


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# The Bibojee Group



- 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 Pickups
  - Renault Trucks
  - 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 four 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 Armed/Paramilitary forces, Federal and Provincial Departments, Corporate Sector in addition to large fleet owners.

# ISUZU

## 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) |

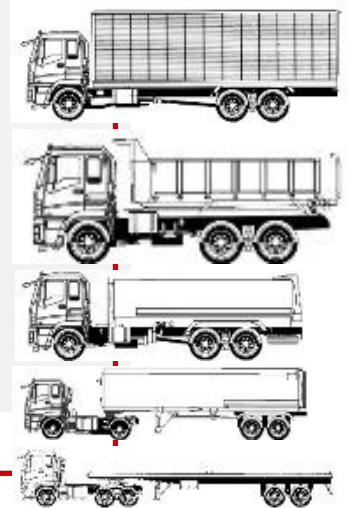


## Fabrication Services

### 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



Trucks for life  
**ISUZU**

**FVZ 280 DUMPER**  
GVW 28,000kg | **6x4 RIGID**

**ISUZU FVZ 6x4 DUMPER**  
**POWERFUL & ROBUST**

Superb off-road ability, outstanding output and high durability



 **GANDHARA**  
INDUSTRIES LIMITED

# ISUZU



FUEL BOWSER (CERTIFIED BY OGRA)

**GHANDHARA**  
INDUSTRIES LIMITED



# ISUZU

**LV452 380PS**  
REAR ENGINE BUS CHASSIS

**EURO - II**



**ISUZU**  
**BUSES**

» TRANQUIL MOVEMENT, FLOWING RHYTHM »»»

**GHANDHARA**  
INDUSTRIES LIMITED

## Front Engine Bus



**NKR**  
(Seating Capacity 18 ~ 20)



**NPR71BU**  
(Seating Capacity 25 ~ 30)



**MT-133**  
(Seating Capacity 52 ~ 64)

# 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   | Single Cabin Deckless       |
| Hi-Spark 4x2   | Single Cabin Standard       |
| Hi-Lander 4x4  | Single Cabin                |
| Hi-Lander 4x4  | Double Cabin                |
| V-Cross MT 4x4 | Double Cabin (Luxury Grade) |
| V-Cross AT 4x4 | Double Cabin (Luxury Grade) |



**GHANDHARA**  
INDUSTRIES LIMITED

# ISUZU



Mobile Workshop



Security Mobile



Highway Patrolling Units

**GHANDHARA**  
INDUSTRIES LIMITED

# ISUZU

## Fabrication Services



Troops Carrier



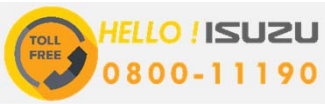
Mobile ATM



Fuel Bowzer

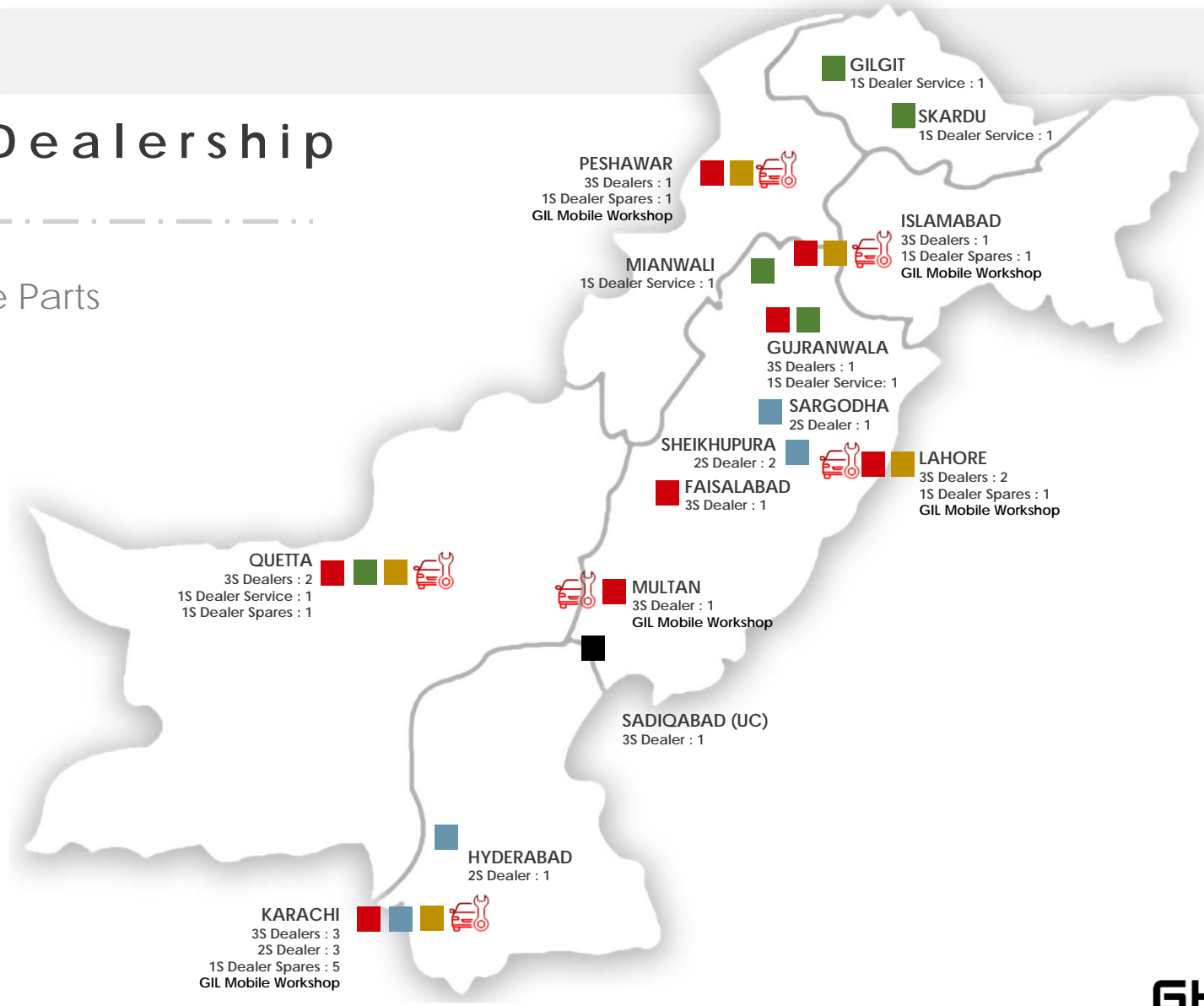


Fire Tender



# Authorized Dealership Network

Sales, Service, Spare Parts



GIL Mobile Workshop

3S Dealers

2S Dealer

1S Dealer - Service

1S Dealer - Spares

Under Construction



**GHANDHARA**  
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# ECONOMIC DEVELOPMENTS

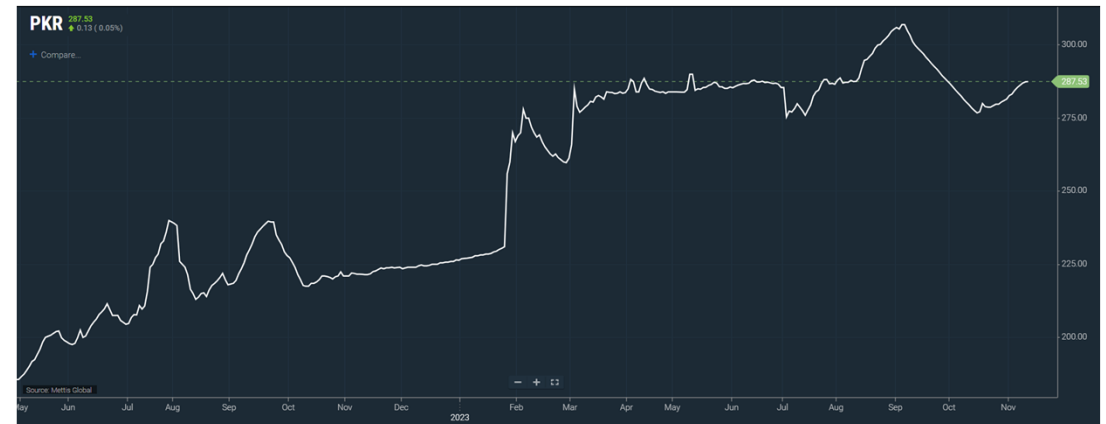


Pakistan's rupee depreciated around 40% against USD for FY 2023

Start of FY 2022 : 204.5

End of FY 2023 : 285.5

Current Rate (Approx) : 289

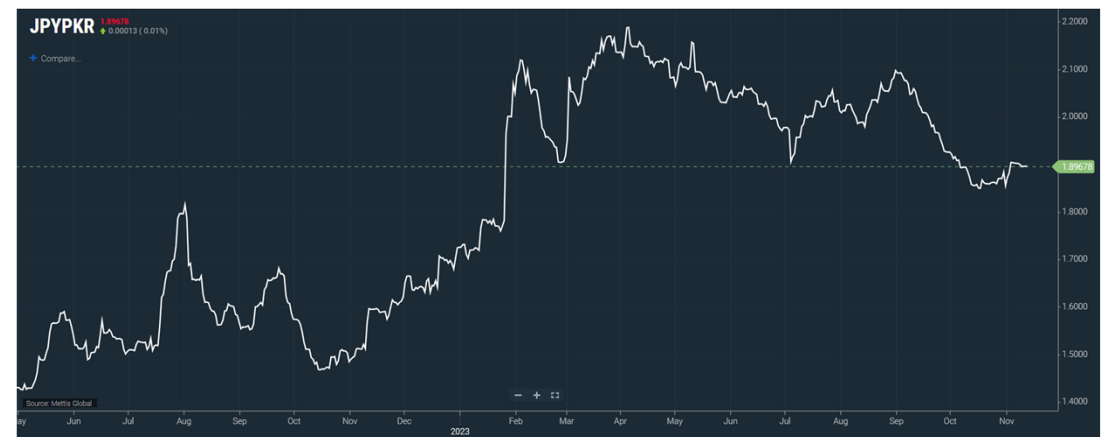


Pakistan's rupee depreciated around 31% against JPY for FY 2023

Start of FY 2022 : 1.5067

End of FY 2023 : 1.9783

Current Rate (Approx): 1.9144



# ECONOMIC DEVELOPMENTS

SBP Policy rate as at June 30, 2023 stood at 22% which increased from 13.75% as at June 30, 2022.

In recent Monetary policy rate has been maintained by SBP at 22%

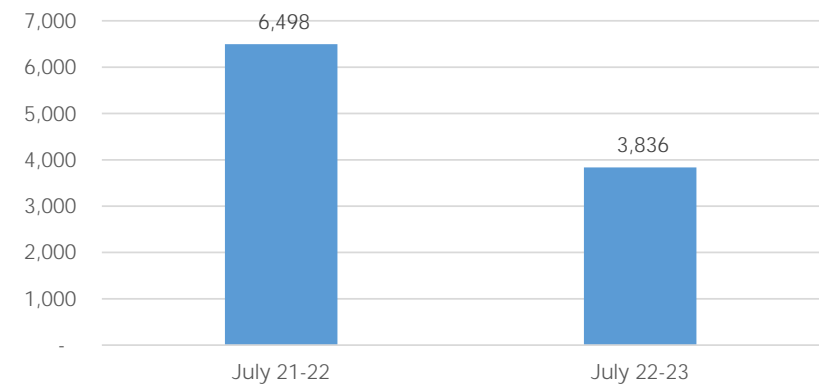
Average CPI Inflation stood at 29.4% YoY basis in June 2023 and average during the FY2023 stood at 29.18%

Average CPI Inflation during Jul-Oct 2023 (YoY) stood at 28.48%

Commercial Truck and Bus market decreased by 41% in FY 2023 (PAMA)



Commercial Truck and Bus Market (PAMA)





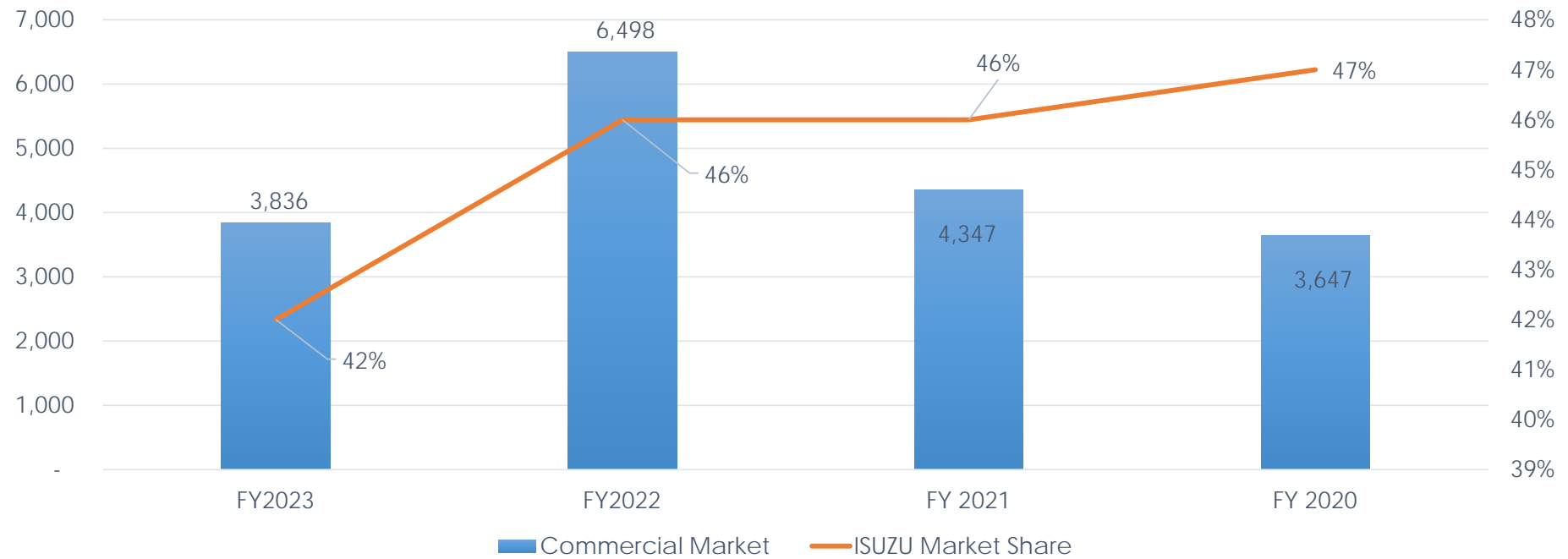
# Financial Performance of the Company

## SUMMARY OF FINANCIAL PERFORMANCE

<b>Profit &amp; Loss</b>	<b>2023</b> Rs. in 000'	<b>2022</b> Rs. in 000'	<b>2021</b> Rs. in 000'	<b>2020</b> Rs. in 000'
Net sales	14,542,578	24,265,107	14,999,493	11,788,254
Cost of sales	(12,241,703)	(21,307,454)	(12,924,428)	(11,095,490)
<b>Gross profit</b>	<b>2,300,875</b>	<b>2,957,653</b>	<b>2,075,065</b>	<b>692,764</b>
Distribution expenses	(921,744)	(964,822)	(570,225)	(493,750)
Administrative expenses	(371,745)	(352,446)	(353,932)	(272,309)
Other operating expenses	(129,533)	(317,905)	(134,490)	(22,852)
Other operating income	315,264	269,997	187,858	54,656
<b>Profit / (Loss) from operations</b>	<b>1,193,117</b>	<b>1,592,477</b>	<b>1,204,276</b>	<b>(41,491)</b>
Finance cost	(769,285)	(451,578)	(466,220)	(970,785)
<b>Profit / (Loss) before taxation</b>	<b>423,832</b>	<b>1,140,899</b>	<b>738,056</b>	<b>(1,012,276)</b>
Taxation	(244,408)	(412,399)	(133,843)	(270,607)
<b>Profit / (Loss) after taxation</b>	<b>179,424</b>	<b>728,500</b>	<b>604,213</b>	<b>(1,282,883)</b>

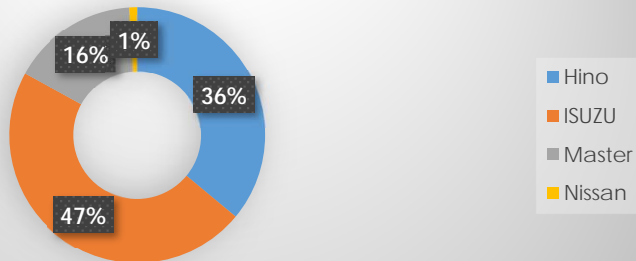
# STRATEGIC MARKET SHARE ANALYSIS-TRUCK & BUSES

Overall Commercial Market with GIL Market share

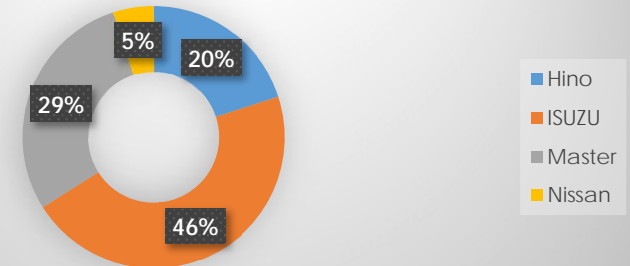


# MARKET SHARE ANALYSIS - TRUCK AND BUSES

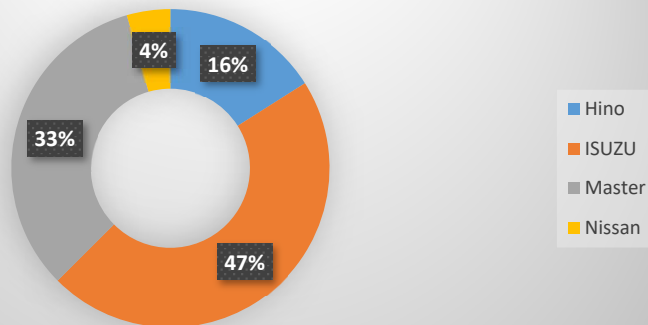
2020



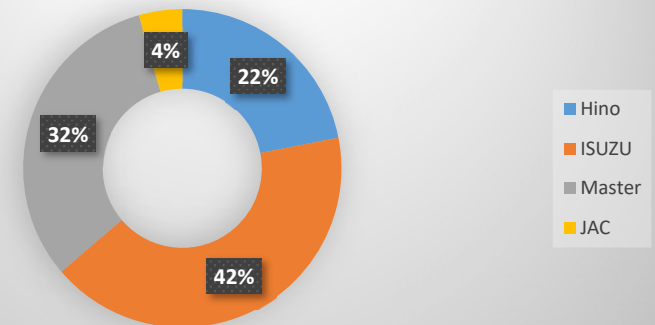
2021



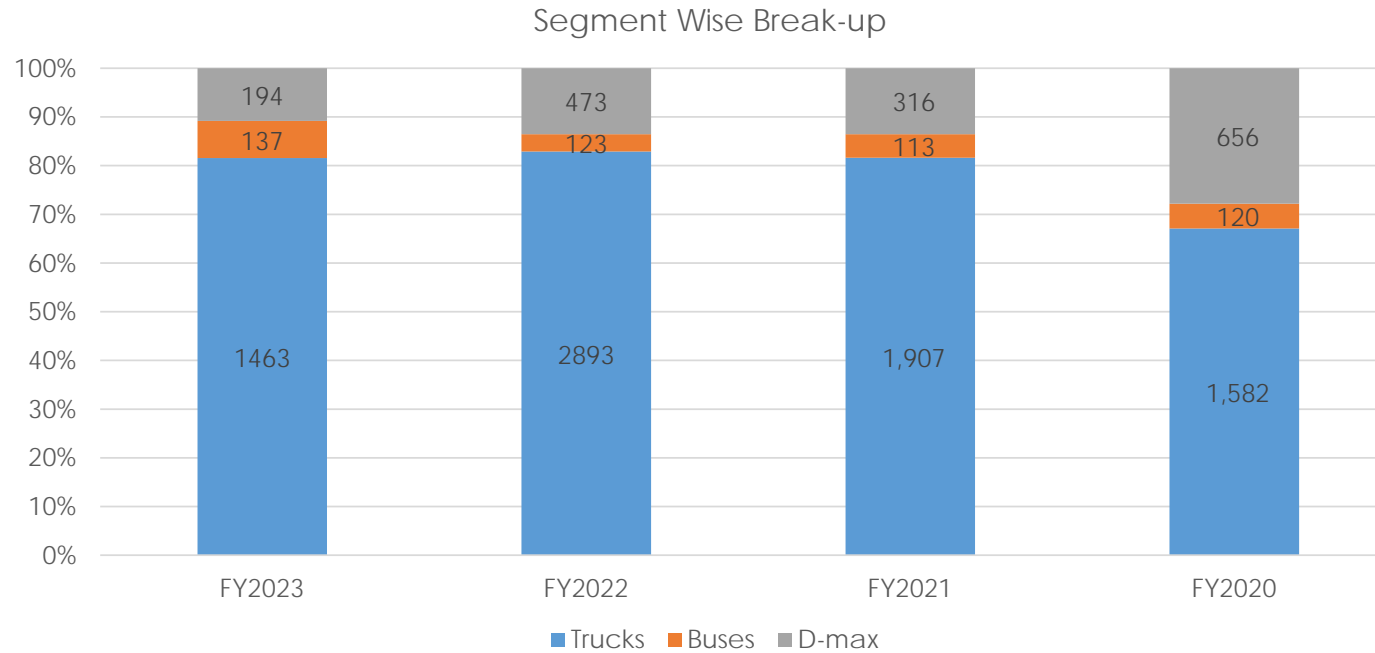
2022



2023



# ISUZU SEGMENT WISE SALES



Segment	FY2023	FY2022	FY2021	FY2020
Trucks	1,463	2,893	1,907	1,582
Buses	137	123	113	120
D-max	194	473	316	656
	1,794	3,489	2,336	2,358

# PACRA RATING

During Annual Review for credit rating by PACRA

Rating of GIL for Long term have been maintained as follows:

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

# FUTURE OUTLOOK OF GIL



Customer  
focused business  
strategy

Capitalization of  
opportunities

Effective  
inventory  
management

Better utilization  
of resources and  
diversification

- 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