

GHANDHARA INDUSTRIES LIMITED

Corporate Briefing Session

For the year ended June 30, 2020

November 26, 2020

Contents



The Group

The Company

Economy at Glance

Performance in FY 2020

Market Share Analysis

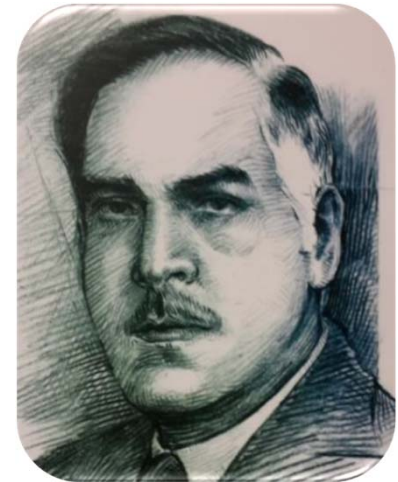
GIL Segment wise Sales

Future Outlook

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 is not only providing services in Automobile Sector but also a leading manufacturer in Textile, Tyre & Rubber, Insurance and Construction Sectors.



The Founder

Automobile Sector

- Ghandhara Industries Ltd.,
 - Isuzu Vehicles.
- Ghandhara Nissan Ltd.,
 - JAC Pickups
 - Renault Trucks
- Ghandhara DF Pvt Ltd
 - DFCV & DFAC
- Bibojee Services
 - Kamaz Trucks

Textile Sector

- Bannu Woolen Mills
- Babri Cotton Mills
- Janana De Malucho Textiles
- Rehman Cotton Mills

Tyre & Rubber Sector

- General Tyres & Rubber (Affiliated with Continental Tyres Germany)

Insurance Sector

- Universal Insurance Company

Construction Sector

- Gammon Pakistan Ltd.,

The Company

- Ghandhara Industries Limited is an authorized assembler and progressive manufacturer of Japanese brand "Isuzu" in Pakistan. The Company was established in 1963 and is a market leader in truck and bus market for last two years.

-GIL for consecutive two years in 2017 and 2018 was named amongst the list of Forbes Asia's 200 Best Under A Billion Dollar Companies in the Asia Pacific region with sales under \$1 billion and a track record of strong top and bottom line growth

-The Company has wide range of products in truck and bus segment with 32 models and also offers D-Max Pick up which has 6 models. The Company offers light commercial N Series, Medium/Heavy Commercial F and C Series. D-Max pick up also has multiple variants.

-The Company has body fabrication plant which offers one window solution to commercial 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.

ECONOMY AT GLANCE

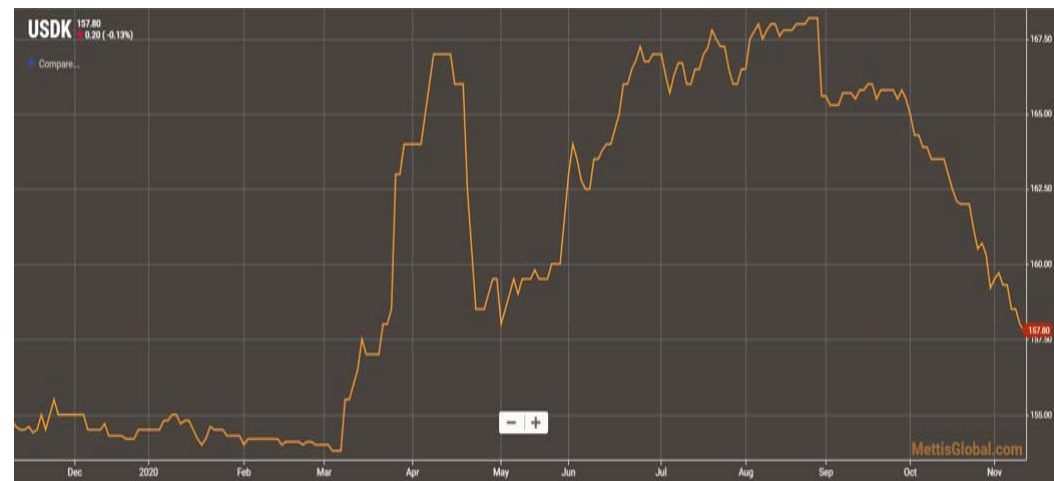
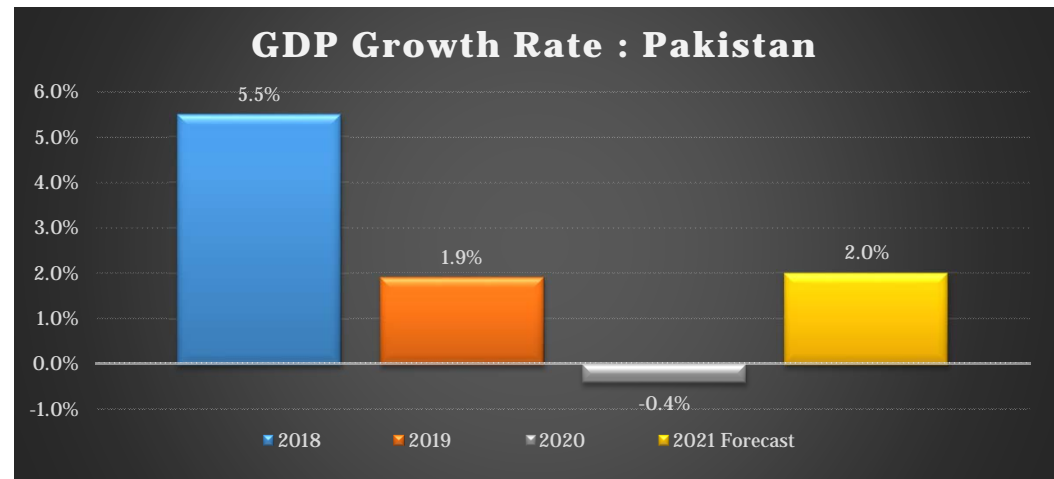
GDP growth contracted by 0.4% in 2020.

(Source: SBP/ADB)

Pakistan's rupee depreciated around 6.56% against USD during FY 2020

Start of FY 2020 : 157.75

End of FY 2020 : 168.10



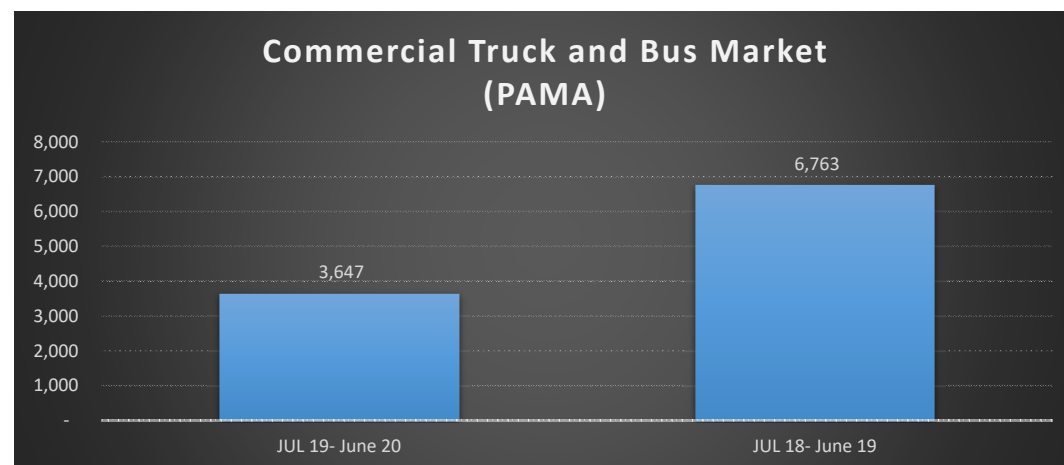
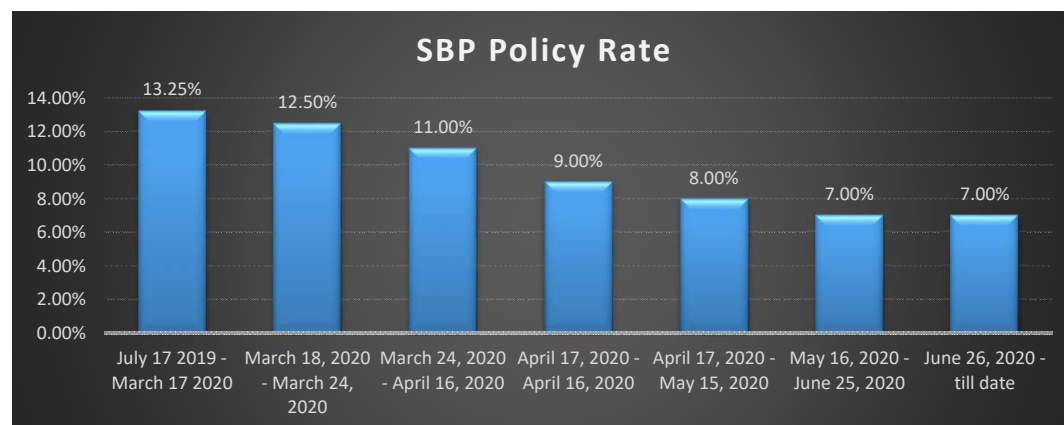
ECONOMY AT GLANCE

Interest rate stood steady at 13.25% from start of FY2020 till the emergence of Covid-19 pandemic which then was gradually reduced to 7%.

Average CPI Inflation stood at 10.74% YoY basis in June 2020 which was 11.12% in 2018-2019

Average CPI Inflation during July-Oct 2020 stood at 8.86%

Commercial Truck and Bus market contracted by 46% in FY 2020 (PAMA)

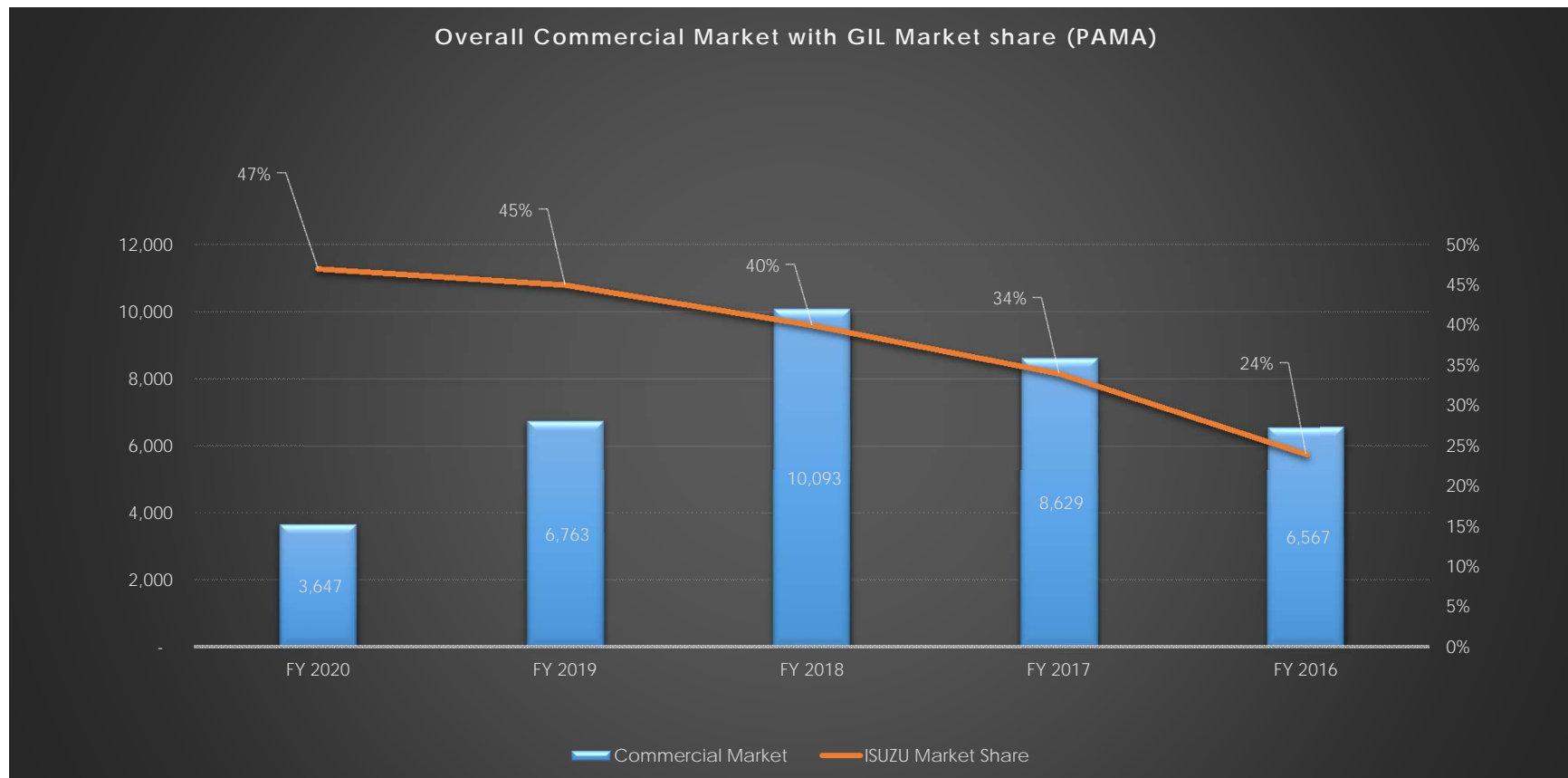


Financial Performance of the Company

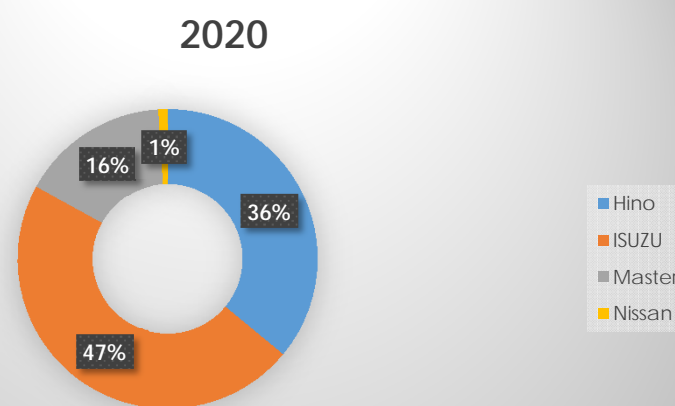
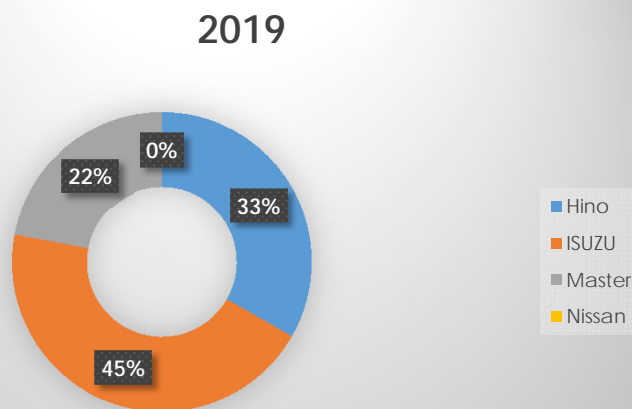
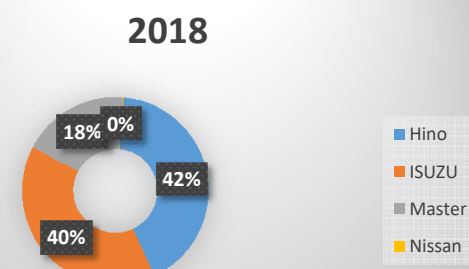
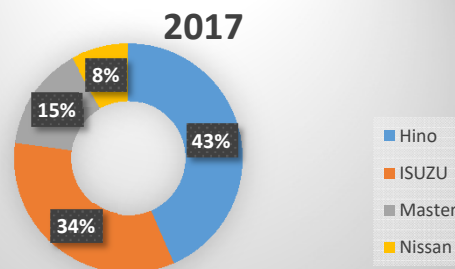
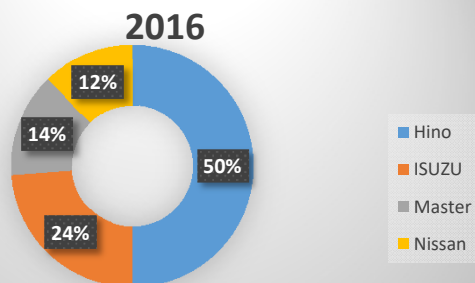
SUMMARY OF FINANCIAL PERFORMANCE

Profit & Loss	<i>2020</i> Rs. in 000'	<i>2019</i> Rs. in 000'	<i>2018</i> Rs. in 000'	<i>2017</i> Rs. in 000'	<i>2016</i> Rs. in 000'
Net sales	11,788,254	13,909,913	16,772,383	10,740,631	5,825,579
Cost of sales	(11,095,490)	(12,308,321)	(13,661,379)	(8,537,668)	(4,278,941)
Gross profit	692,764	1,601,592	3,111,004	2,202,963	1,546,638
Distribution expenses	(493,750)	(534,954)	(584,046)	(359,159)	(220,946)
Administrative expenses	(272,309)	(267,664)	(346,542)	(150,595)	(110,568)
Other operating expenses	(22,852)	(26,368)	(148,748)	(244,074)	(34,598)
Other operating income	54,656	117,383	154,796	22,127	30,652
(Loss) / Profit from operations	(41,491)	889,989	2,186,464	1,471,262	1,211,178
Finance cost	(970,785)	(751,019)	(222,394)	(224,637)	(113,073)
(Loss) / Profit before taxation	(1,012,276)	138,970	1,964,070	1,246,625	1,098,105
Taxation	(270,607)	(79,022)	(601,650)	(450,612)	(352,244)
(Loss) / Profit after taxation	(1,282,883)	59,948	1,362,420	796,013	745,861

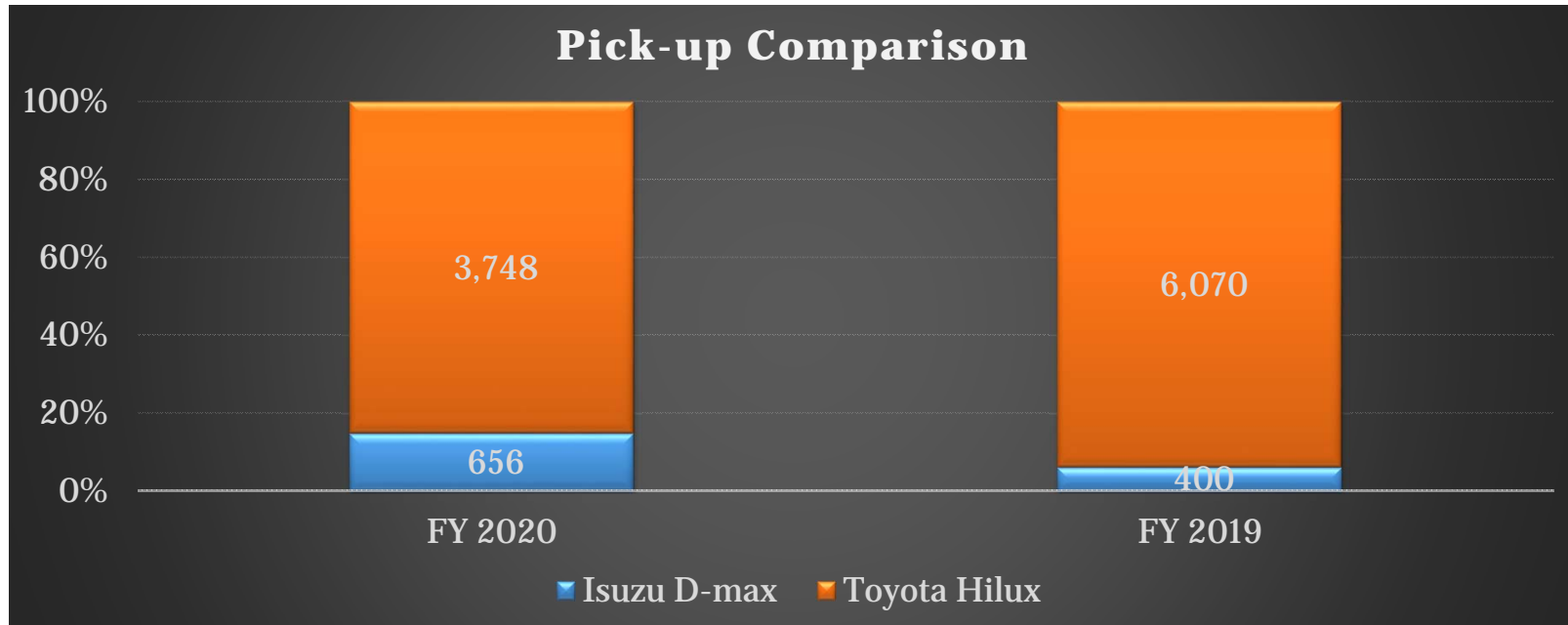
MARKET SHARE ANALYSIS-TRUCK & BUSES



MARKET SHARE ANALYSIS - TRUCK AND BUSES

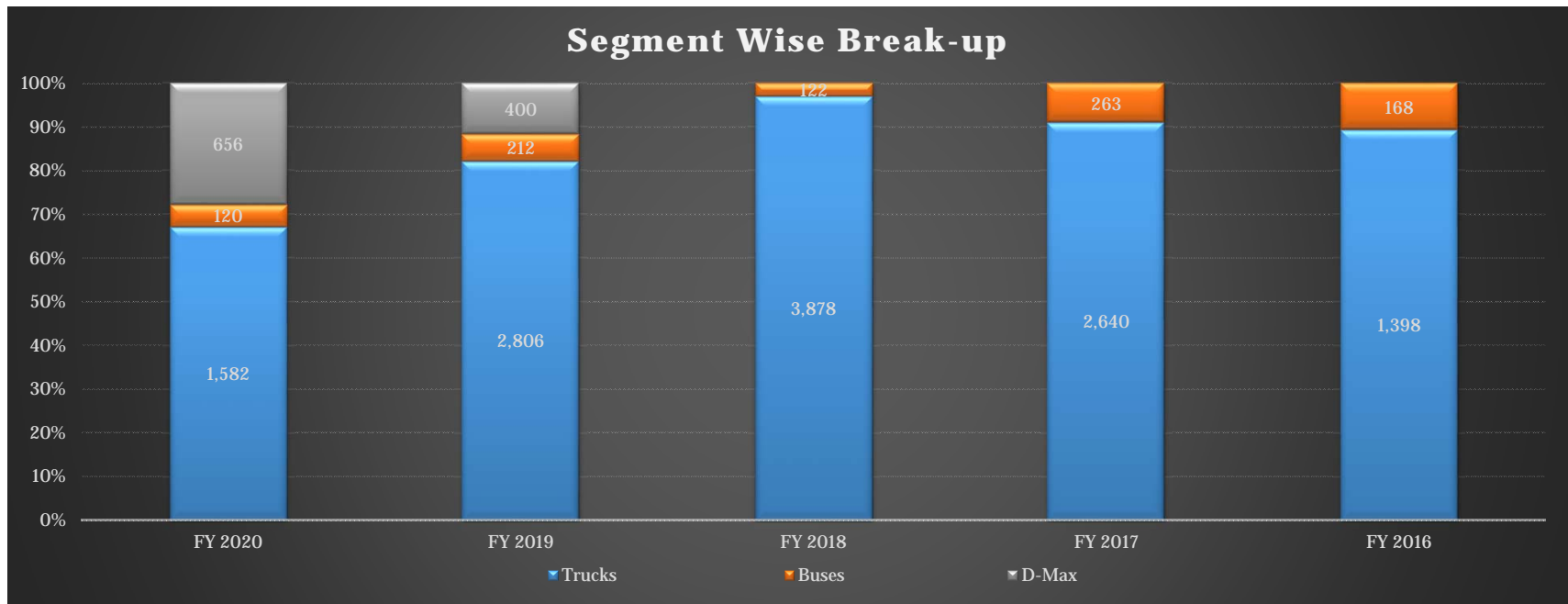


MARKET SHARE ANALYSIS - D Max Pickup



Segment	FY 2020	Market Share 2020	FY 2019	Market Share 2019
Isuzu D-max	656	15%	400	6%
Toyota Hilux	3,748	85%	6,070	94%
	4,404		6,470	

ISUZU SEGMENT WISE SALES



Segment	FY 2020	FY 2019	FY 2018	FY 2017	FY 2016
Trucks	1,582	2,806	3,878	2,640	1,398
Buses	120	212	122	263	168
D-Max	656	400	-	-	-
	2,358	3,409	4,000	2,903	1,566

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 in new infrastructure projects, CPEC and Dams
- We are effectively and efficiently managing inventories to reduce the burden on working capital
- We are utilizing available resources to obtain maximum output, implementing cost-efficient techniques and introducing diversified products

THANK YOU

Q & A SESSION