



CORPORATE BRIEFING SESSION 2020



**GHANDHARA
NISSAN
LIMITED**

November 26, 2020

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Company Profile

Sponsor Company - Bibojee Services (Pvt.) Ltd.

- Founded in 1961 by our late Chairman **Lt. Gen Habibullah Khan Khattak**
- BSL is the parent company of Ghandhara Nissan Ltd, holding 57.7% shares
- It comprises of the following companies under its umbrella:

The Founder



Automobile

- Bibojee Services (Pvt.) Ltd.
 - Kamaz
- Ghandhara Nissan Ltd.
 - JAC
 - Renault
- Ghandhara Industries Ltd.
 - Isuzu
- Ghandhara DF (Pvt.) Ltd.
 - Dongfeng
 - DFCV
 - DFAC

Textile

- Bannu Woolen Mills Ltd.
- Babri Cotton Mills Ltd.
- Janana De Malucho Textile Mills Ltd.
- Rehman Cotton Mills Ltd.

Tyre & Rubber

- The General Tyre & Rubber Company of Pakistan Ltd.

Insurance

- Universal Insurance Company Ltd.

Construction

- Gammon Pakistan Ltd.

About the Company

- Incorporated in **1981**
- Assembling **complete range** of commercial vehicles:
 - Light & Heavy Commercial Vehicles
 - Light, Medium & Heavy-Duty Trucks
 - Pickups
- **Market Capitalization** - PKR 4.7 billion (November 2020)
- **PACRA Ratings (maintained)**
 - Long Term : A
 - Short Term : A1



BEDFORD TRUCKS
1953 – 1982



UD TRUCKS
1983 - 2017



DONGFENG TRUCKS (DFCV)
2011 – TO DATE



DONGFENG TRUCKS (DFAC)
2013 – TO DATE



JAC MOTORS
2017 – TO DATE



RENAULT TRUCKS
2018 – TO DATE

Board of Directors

Name	Category
Mr. Raza Kuli Khan Khattak	Chairman / Non-Executive Director
Lt.Gen. (Retd.) Ali Kuli Khan Khattak	President / Non-Executive Director
Mr. Ahmed Kuli Khan Khattak	Chief Executive Officer
Mrs. Shahnaz Sajjad Ahmed	Non-Executive Director
Mr. M. Saleem Baig	Non-Executive Director
Mr. Muhammad Zia	Non-Executive Director
Syed Haroon Rashid	Non-Executive Director
Mr. Polad Merwan Polad	Independent Director
Mr. Salman Rasheed	Independent Director
Mr. Javaid Iqbal	Independent Director

Manufacturing Facilities

GNL has state of the art truck & car assembly plants located adjacent to each other at Port Qasim, Karachi.

Truck Plant



Total Area : 16 acres
Production Capacity: 4,800 units per annum

Activities :

- Assembly of **Dongfeng** Light, Medium & Heavy Commercial Vehicles
- Assembly of **JAC** Light Commercial Vehicles
- Assembly for **ISUZU** Light & Heavy Commercial Vehicles

Car Plant



Total Area : 26 acres
Production Capacity: 6,000 units per annum on single shift basis

Activities :

- Designed by Nissan Motor Co., Ltd. Engineers
- Assembly of Nissan Sunny B-14
- Assembly of Nissan Sunny N-16

Cab Metal Shop












ED Paint



Assy Shop

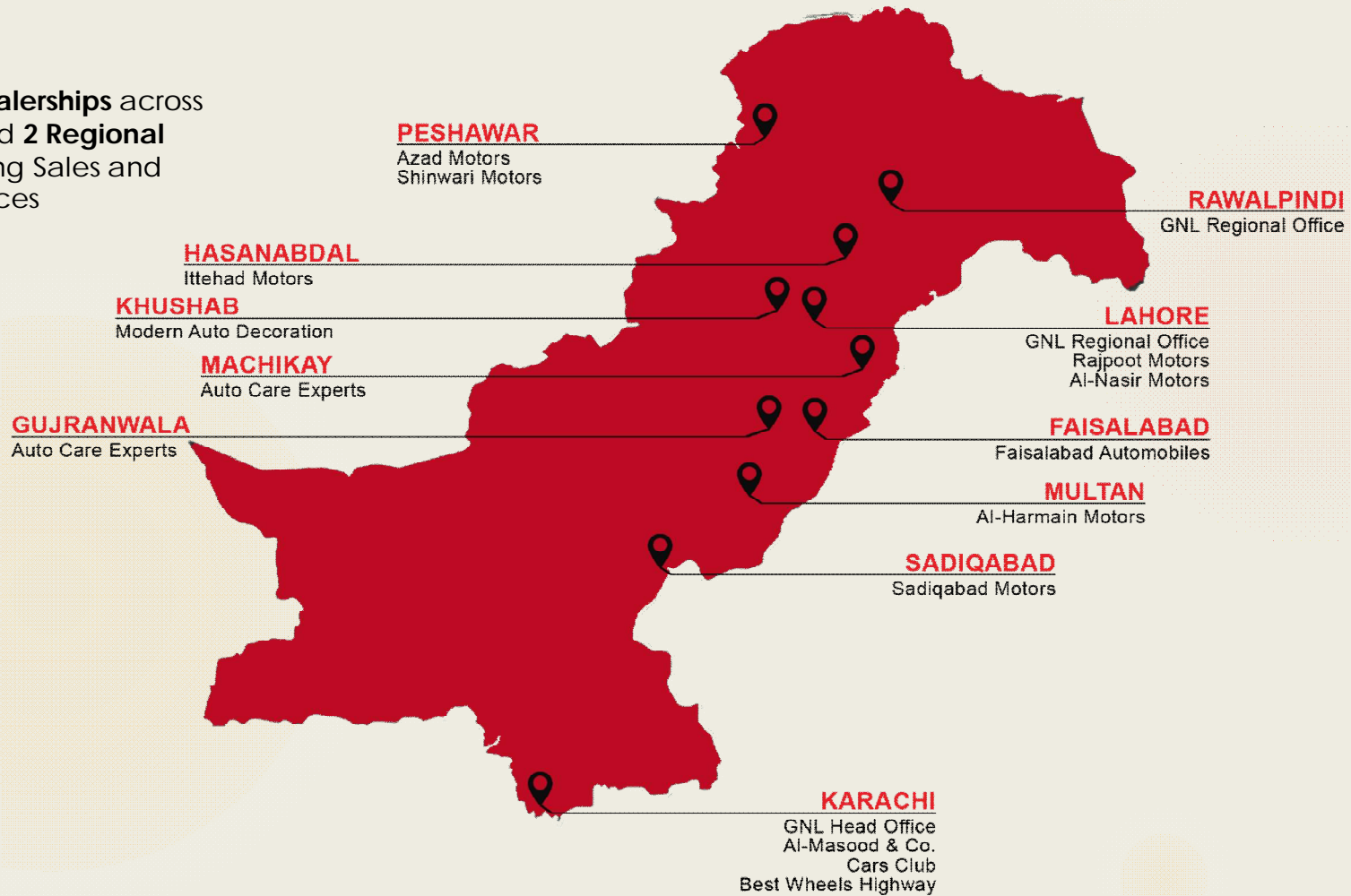


Products We Offer

Category	Brand	Product Details	Product
Heavy & Medium Duty Trucks	Dongfeng Trucks (DFCV)	220HP – 420HP Prime Movers, Rigid Trucks & Dumpers (4x2, 6x2, 6x4 & 8x4)	 
	Renault Trucks	280HP – 440HP Prime Movers, Rigid Trucks & Dumpers (4x2 & 6x4)	 
Light Duty Trucks	Dongfeng Trucks (DFAC)	100HP – 125HP Rigid Trucks (4x2)	 
	JAC	76HP – 91HP Rigid Trucks (4x2)	 
Pickup	JAC	76HP (4x2) Pickup (X-200)	

Our Presence

GNL has **14 Dealerships** across the country and **2 Regional Offices** providing Sales and Aftersales services



Multibrand 3S Facility

Sales....
Service.....
Spare Parts.....

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- **Company owned** 3S facility is under construction at Pipri, Bin Qasim.
- This will provide **state of the art** facility to the valued customers.
- Total area of the facility would be **6 Acres**.
- This facility will cater all the brands i.e. **Dongfeng, Renault, Isuzu and JAC**.
- The facility will have centralized spare parts warehouse.
- This will also include **training** facility.



Economy at a Glance

Key Macro-Economic Indicators

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		FY20	FY19
GDP	%	-0.4	1.9
	PKR bn	41,727	38,559
	US\$ bn	265	278
Per Capita Income	US\$	1,355	1,455
CPI	%	10.7	7.3
Fiscal Deficit	% of GDP	8.1	8.9
PKR-US\$ parity	As on June 30th	168.1	160.1
FX Reserves	US\$ bn	12.5	7.3

Source: MoF & SBP

Key Macro-Economic Indicators

		FY20	FY19
Current Account Deficit	% of GDP	1.1	4.8
Exports	US\$ bn	3.0	13.4
Imports		27.9	30.2
Trade Deficit		50.7	62.8
Remittances		22.8	32.6
Discount Rate	%	23.1	21.7
		7	12.25

Source: MoF & SBP

Auto Sector Performance

Sales volume - Commercial Vehicles

Segment	Year Ended			Quarter Ended		
	June 2020	June 2019	Variation	Sep 2020	Sep 2019	Variation
Heavy Commercial Vehicles	3,088	5,828	-47.0%	783	874	-10.4%
Light Commercial Vehicles	12,048	25,362	-52.5%	3,936	2,824	39.4%
Total	15,136	31,190	-51.5%	4,719	3,698	27.6%

Source: PAMA

Sales volume of the Company together with Competition

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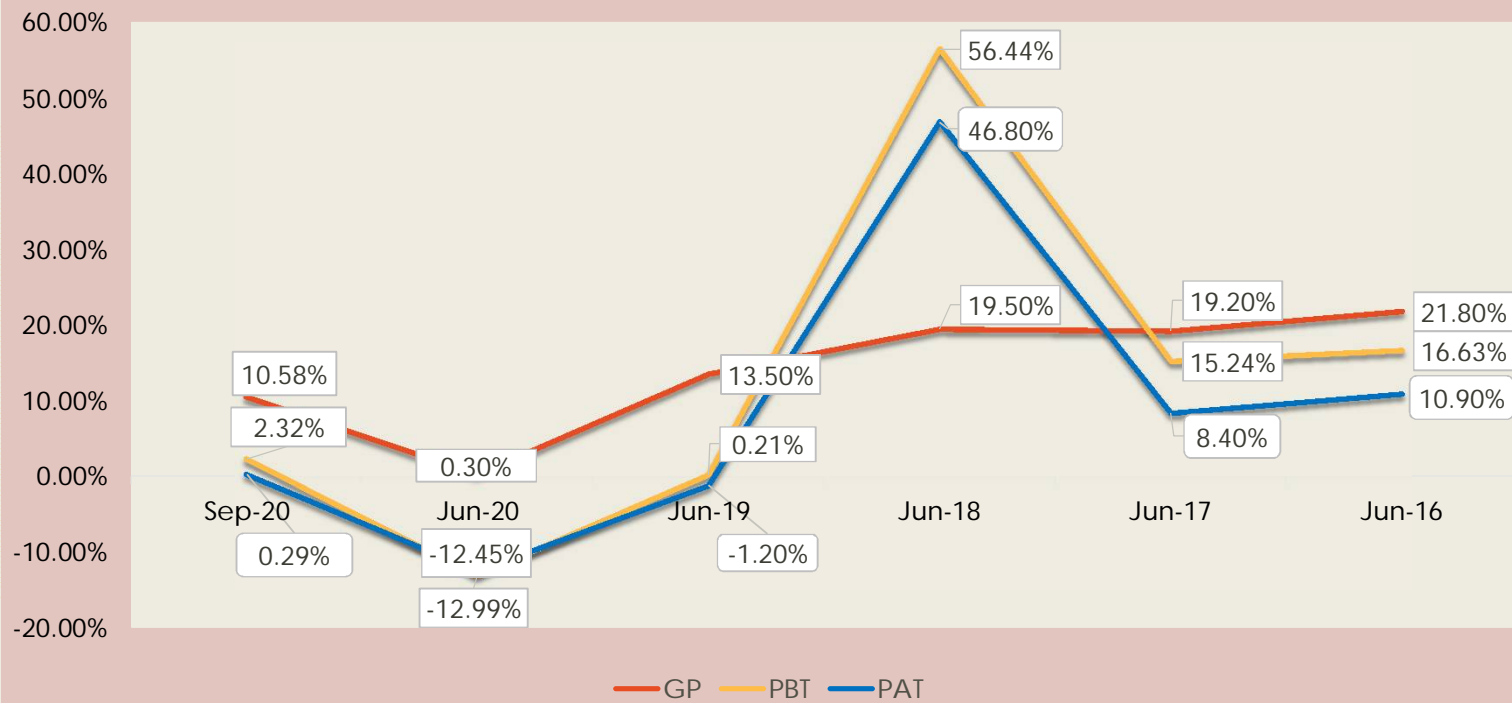
	2017-18	Market Share %	2018-19	Market Share %	2019-20	Market Share %	Q1 2020-21	Market Share %
HINO	3,874	36	1,808	25	1,038	26	115	9
Isuzu	3,878	37	2,801	39	1,582	39	391	31
Master	1,561	15	1,219	17	424	11	223	17
Hyundai	-	-	-	-	334	8	255	20
GNL + GDFPL*	1,261	12	1,354	19	655	16	294	23
Total	10,574	100	7,182	100	4,033	100	1,278	100

* Sales of Renault Trucks alongwith Dongfeng CKD and CBU units has also been included.

Financial Highlights

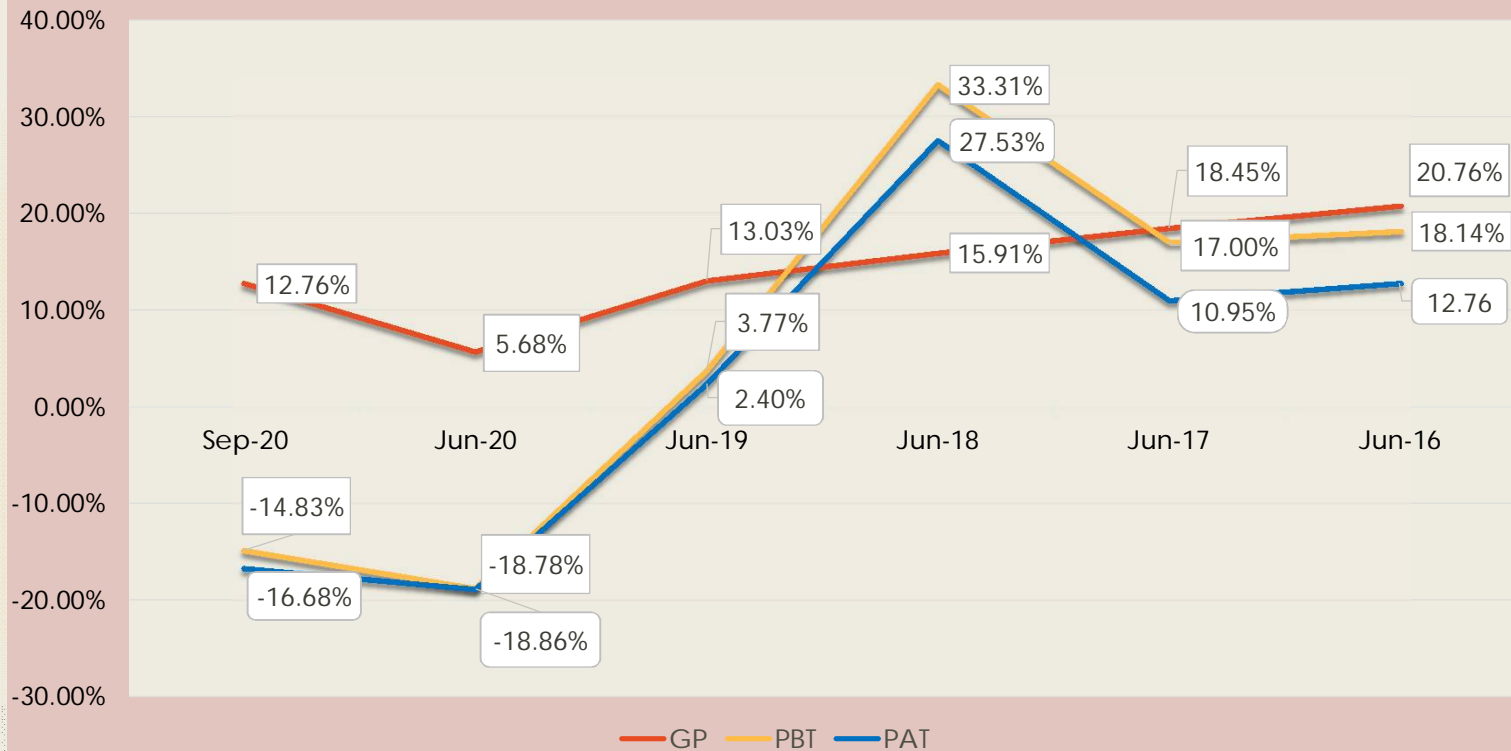
Standalone

	Q1 FY21	FY 20	FY 19	FY 18	FY 17	FY 16
	(PKR in Million)					
Sales	690	1,663	2,374	2,219	4,858	5,005
Gross Profit	73	5	320	433	931	1,092
Profit/(Loss) Before Tax	16	(216)	5	1,252	741	833
Profit/ Loss) After Tax	2	(207)	(29)	1,038	410	546



Consolidated

	Q1 FY21	FY20	FY19	FY18	FY17	FY16
	(PKR in Million)					
Sales	917	2,498	5,964	4,897	6,569	5,761
Gross Profit	117	142	777	779	1,212	1,196
Profit / (Loss) Before Tax	(136)	(469)	225	1,631	1,117	1,045
Profit / (Loss) After Tax	(153)	(471)	143	1,348	719	735

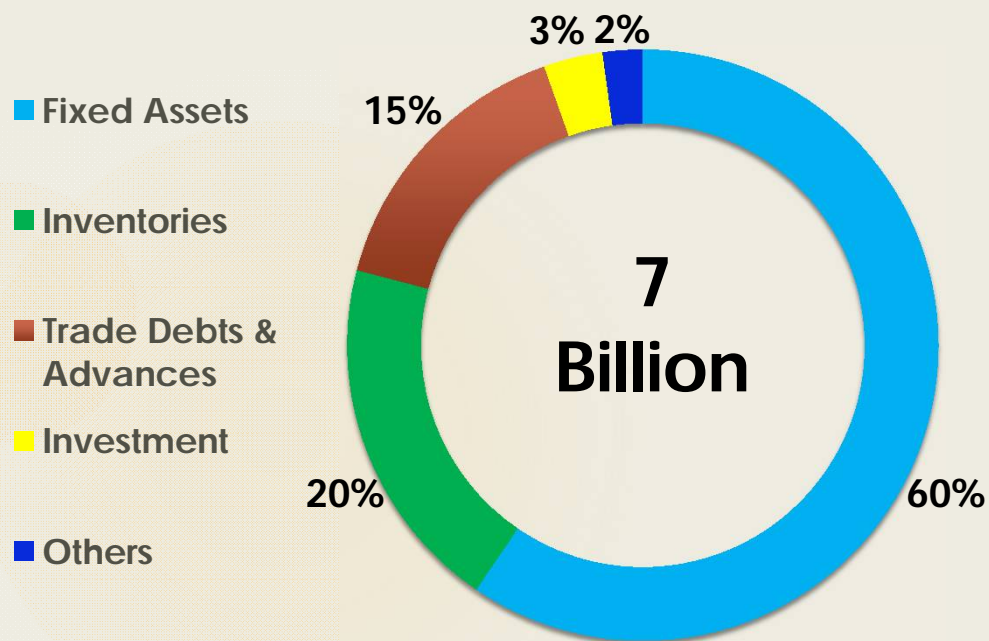


Financial Position – June 30, 2020

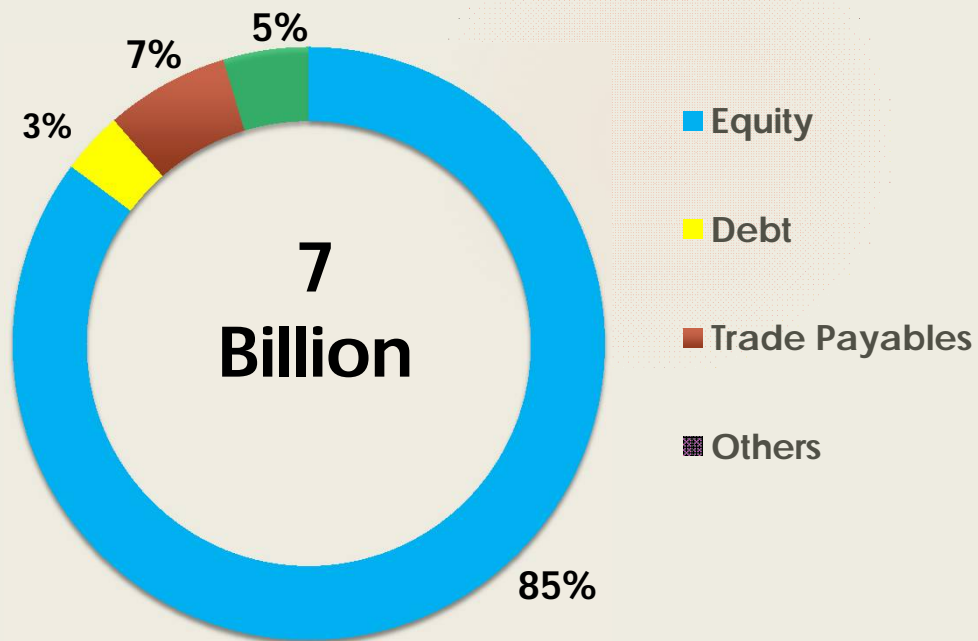
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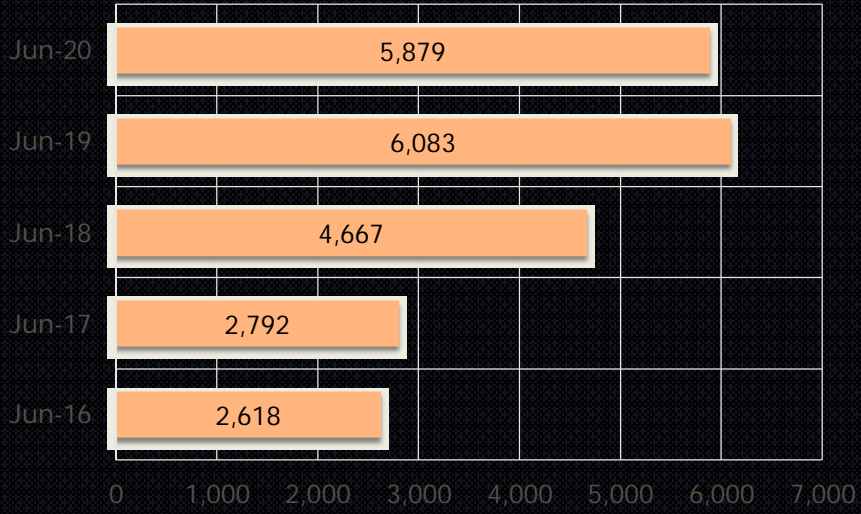
Assets



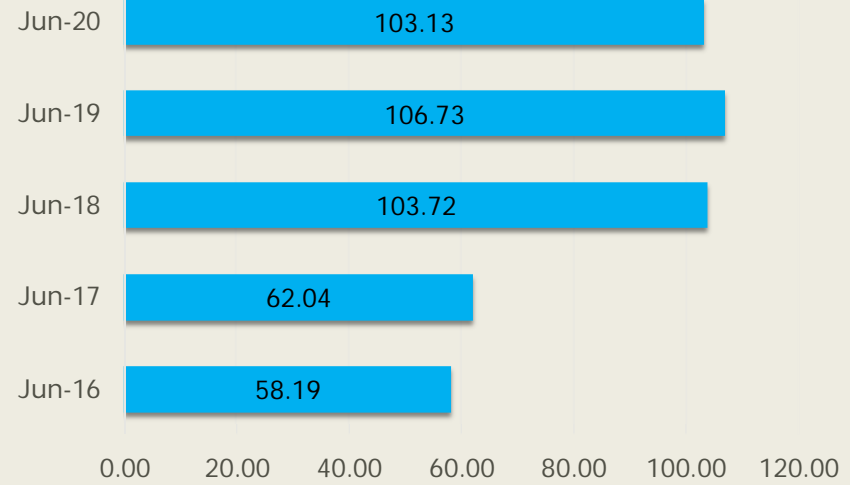
Funded By



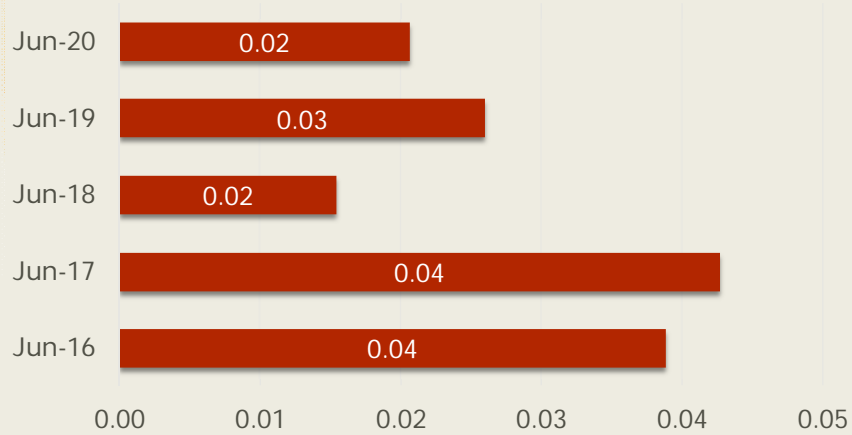
Net Wealth (PKR in Million)



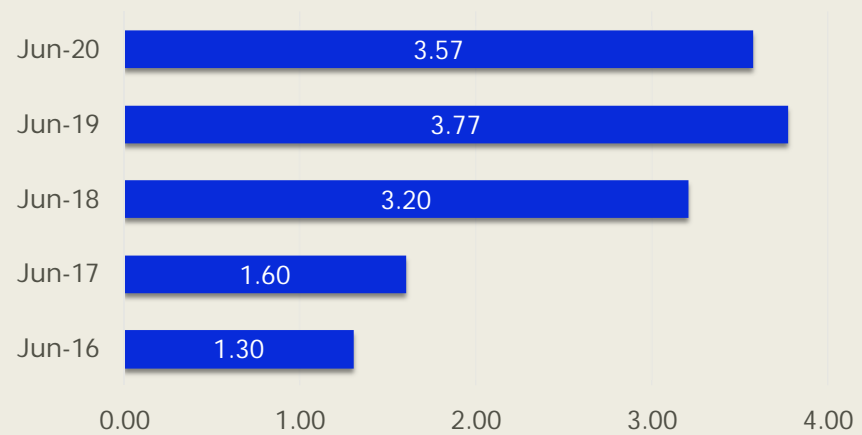
Break up Value



Debt Equity Ratio



Current Ratio



Outlook

Outlook

Macro-Economic Factors

- Low interest rates and Inflation
- Improved Current Account Situation
- SBP Reserves – Providing stability to Rupee

Auto Sector

- Incentives to Construction Sector
- Implementation of Axle load Limit
- Realization of CPEC Projects
- Dam / Other PSDP Projects
- Kamyab Jawan Scheme
- Govt's resolve to reduce cost of doing business
- Business confidence on the rise

Thank You

Q & A Session