



GHANDHARA
NISSAN LIMITED

Corporate Briefing Session – 2021

Ghandhara Nissan Ltd.

November 23, 2021



CHERY



DONGFENG
Trucks

JAC
MOTORS



RENAULT
TRUCKS

- **Profile**
- **Economy at a Glance**
- **Auto Sector Performance**
- **Financial Highlights**
- **Status of Car Project**
- **Outlook**
- **Q&A**



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Bibojee Services (Pvt) Limited

- Founded in 1961 by our Late Chairman Lt. Gen. Habibullah Khan Khattak
- Holding company of **Ghandhara Nissan Ltd.**
- An industrial empire with a diversified portfolio of businesses

Automobile Sector

- **Ghandhara Nissan Ltd.**
 - Dongfeng (CBU)
 - Renault (CBU)
 - JAC (CKD)
- **Ghandhara DF (Pvt.) Ltd.**
 - Dongfeng (CKD)
- **Ghandhara Industries Ltd.**
 - Isuzu
- **The General Tyre & Rubber Co. of Pakistan**

Textile Sector

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

Insurance Sector

- **Universal Insurance Company**



Construction Sector

- **Gammon Pakistan Ltd.**



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- GNL was established in 1981
- Engaged in assembly of complete range of commercial vehicles:
 - **Light Commercial Vehicles & Pickups**
 - **Light Duty Trucks**
 - **Heavy-Duty Trucks & Prime Movers**
- **Market Capitalization** - PKR 4.8 billion
- **PACRA Ratings (maintained)**
 - Long Term : A
 - Short Term : A1

Truck Plant

Total Area : 16 acres

Production Capacity: **4,800** units per annum

Assembly of **Dongfeng, JAC** and **ISUZU** Commercial Vehicles

Car Plant

Total Area : 26 acres

Production Capacity: **6,000** units per annum

Assembly of **ISUZU D-Max** pick-ups

Registered Office

F-3, Hub Chowki Road, S.I.T.E., Karachi

Factory

Port Bin Qasim, Karachi

Regional Offices

Lahore, Rawalpindi



BEDFORD
1953 – 1982



UD
1983 - 2017



DONGFENG
(DFCV)
2011 – TO DATE



DONGFENG
(DFAC)
2013 – TO DATE



JAC
2017 – TO DATE



RENAULT
2018 – TO DATE



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Mr. Raza Kuli Khan Khattak
 Lt.Gen. (Retd.) Ali Kuli Khan Khattak
 Mr. Ahmed Kuli Khan Khattak
 Mrs. Shahnaz Sajjad Ahmed
 Mr. M. Saleem Baig
 Mr. Muhammad Zia
 Syed Haroon Rashid
 Mr. Polad Merwan Polad
 Mr. Salman Rasheed (FCA)
 Mr. Javaid Iqbal (CFA)

Chairman

President

Chief Executive Officer

Audit Committee

Mr. Polad Merwan Polad Chairman
 Lt. Gen. (Retd.) Ali Kuli Khan Khattak
 Mr. Salman Rasheed (FCA)
 Mr. Muhammad Zia
 Mr. Muhammad Saleem Baig

Human Resource & Remuneration Committee

Mr. Muhammad Javaid Iqbal (CFA) Chairman
 Mr. Ahmed Kuli Khan Khattak
 Mrs. Shahnaz Sajjad Ahmad
 Mr. Muhammad Zia
 Mr. Polad Merwan Polad












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Category	Brand	Product Details	Product
Heavy & Medium Duty Trucks	Dongfeng (DFCV)	170HP – 420HP Prime Movers, Rigid Trucks & Dumpers (4x2, 6x2, 6x4 & 8x4)	 
	Renault	280HP – 440HP Prime Movers, Rigid Trucks & Dumpers (4x2 & 6x4)	 
Light Duty Trucks	Dongfeng (DFAC)	100HP – 125HP Rigid Trucks (4x2)	 
	JAC	76HP – 91HP Rigid Trucks (4x2)	 
Pickup	JAC	76HP (4x2) Pickup (X-200)	



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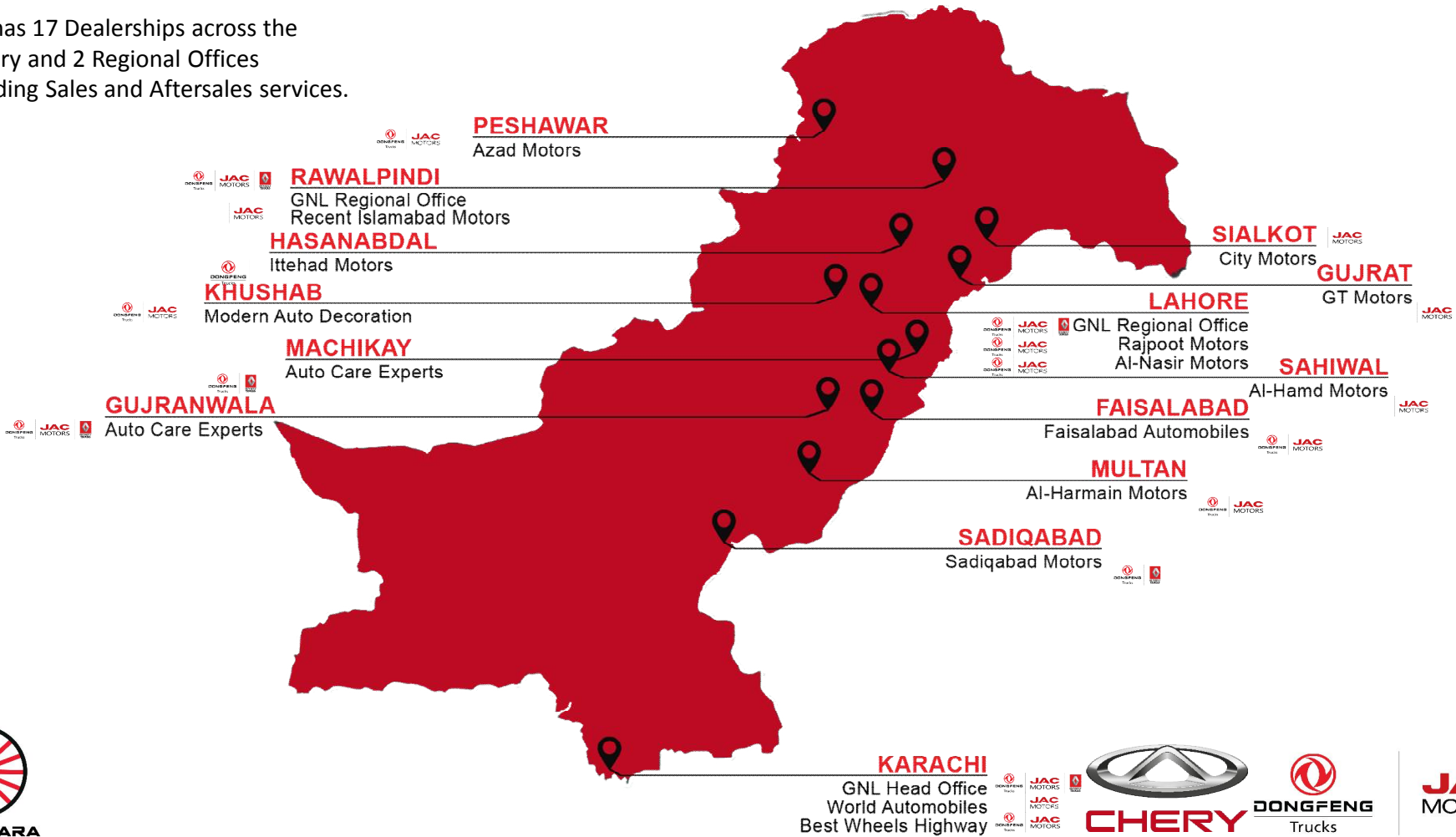
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DISTRIBUTION NETWORK

GNL has 17 Dealerships across the country and 2 Regional Offices providing Sales and Aftersales services.



Economy at a Glance



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		FY21	FY20
GDP	%	3.94	-0.47
CPI	%	8.9	10.7
Fiscal Deficit	% of GDP	7.1	8.1
PKR-US\$ parity	As on 30 th June	158.3	167.2
FX Reserves	US\$ bn	24.4	18.8
Current Account Deficit	% of GDP	0.6	1.1
Trade Deficit	US\$ bn	28.1	21.1
Remittances	US\$ bn	29.4	23.1
Discount Rate	%	7	8



Source: MoF & SBP

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Auto-Sector Performance



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Segment	Year Ended		Variation	Quarter Ended		Variation
	Jun-21	Jun-20		Sep-21	Sep-20	
Heavy Commercial Vehicles >10t GVW	1,730	1,962	-12%	644	434	48%
Light Duty Vehicles >5t GVW <10t GVW	2,468	1,756	41%	877	661	32%
Light Commercial Vehicles <5t GVW	2,448	1,238	98%	709	398	78%
Total	6,646	4,956	34%	2,230	1,493	49%

Source: PAMA and import data from Chinese customs through our Principals.



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	Q1 2021-22	2020-21	2019-20	2018-19
HINO	233	668	1,038	1,752
Isuzu	718	1,907	1,582	2,801
Master	557	897	424	1,219
Hyundai	391	1,187	334	-
GNL + GDFPL*	310	1,262	655	1,354
Total	2,209	5,921	4,033	7,126

Source: PAMA

* Includes Renault (CBU), Dongfeng (CBU & CKD)

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Financial Highlights



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	Q1 FY22	FY 21	FY 20	FY 19	FY 18	FY 17
	(PKR in Million)					
Sales	970	3,226	1,663	2,374	2,219	4,858
Gross Profit	143	346	5	320	433	931
GP %	15	11	0.3	13	20	20
Profit / (Loss) Before Tax	81	115	(216)	5	1,252	741
Profit / (Loss) After Tax	67	131	(207)	(29)	1,038	410
PAT %	7	4	-12	-1	47	8
Earnings / (loss) per share	1.18	2.29	(3.62)	(0.51)	23.02	9.10



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	Q1 FY22	FY 21	FY 20	FY 19	FY 18	FY 17
	(PKR in Million)					
Sales	1,131	4,413	2,498	5,964	4,897	6,569
Gross Profit	181	574	142	777	779	1,212
GP %	16	13	6	13	16	18
Profit / (Loss) Before Tax	122	131	(469)	225	1,631	1,117
Profit / (Loss) After Tax	105	127	(471)	143	1,348	719
PAT %	9	3	-19	2	28	11
Earnings / (loss) per share	1.85	2.22	(8.27)	2.51	27.24	15.96



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94%

68 Times

1.6 Times

2%

2%

Sales Rs.3,226 Million (2021)
Rs 1,663 Million (2020)

Gross Profit Rs.346 Million (2021)
Rs.5 Million (2020)

Net Profit Rs 131 Million (2021)
loss of Rs207 Million (2020)

Break-up Value Rs. 105 (2021)
Rs 103 (2020)

Net Wealth Rs 6,007 Million (2021)
Rs 5,879 Million (2020)



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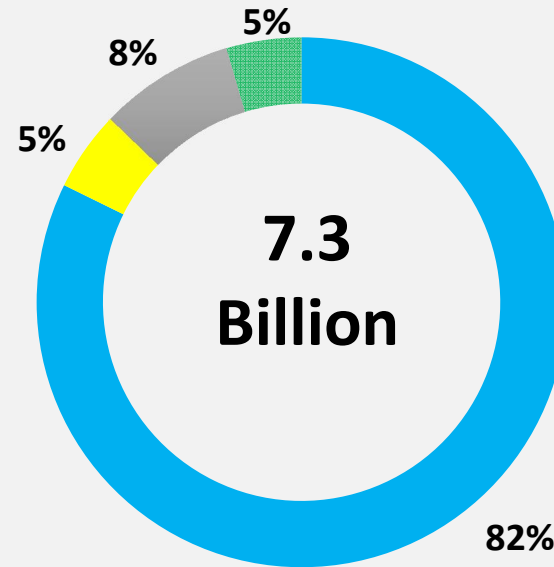
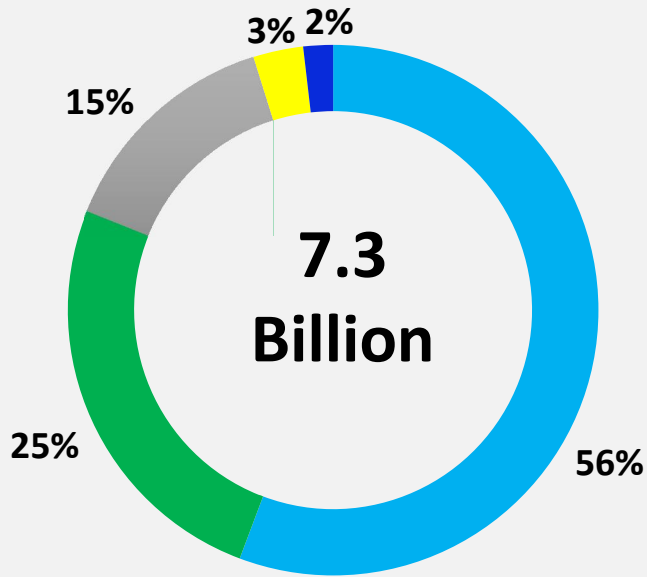
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Assets

Funded By



Fixed Assets

Inventories

Trade Debts & Advances

Investment

Others

Equity

Debt

Trade Payables

Others



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Arrangements have been made between M/s. Ghandhara Nissan Limited (the Company) and **M/s. Chery Automobile Co., Limited** - Wuhu, China (Chery) for the launch of Chery passenger vehicles in Pakistan.

As per the plans the Company look forward to launching **Chery SUVs** during the **current financial year**. The Company is currently engaged in the pre-launch tasks of the project including establishment of Dealerships network, modernization / up-gradation of plant infrastructure, marketing and supply chain activities.



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Outlook



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Macro-Economic

- PKR Devaluation
- Rising interest rates
- Inflationary pressure
- Twin deficits
- Policy measures by SBP to discourage imports

Auto Sector

- Implementation of **Axle load** Limit
- **Road network expansion** (Motorways from Hyderabad to Sukhar & Sialkot to Gujrat etc)
- Cross border trade: **TIR** – last year only TCS and now 5 more companies in the row to get approvals.
- Emergent & expansions of **Logistic Companies**.
- Owing to boom in **construction segment**, exponential rise in Cement & Steel demand - opportunities being created in transport sector.
- Government's initiatives of subsidized financing schemes like **Kamyab Jawan**



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Q & A Session

Thank You



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