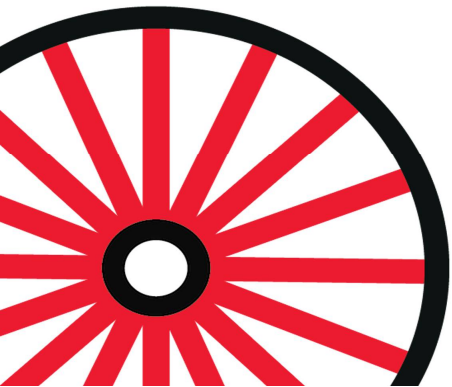




Corporate Briefing Session – 2022

Ghandhara Nissan Ltd.

November 25, 2022



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



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.**
 - Cherry (CKD)
 - Dongfeng (CBU)
 - Renault (CBU)
 - JAC (CKD)
- **Ghandhara DF (Pvt.) Ltd.**
 - Dongfeng (CKD)
- **Ghandhara Industries Ltd.**
 - Isuzu
- **Ghandhara Tyre & Rubber Company Limited**

Textile Sector

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

Insurance Sector

- **Universal Insurance Company**

Construction Sector

- **Gammon Pakistan Ltd.**



BIBOJEE
Group of Companies



- 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**
 - **Tiggo series SUVs Chery**
- **PACRA Ratings (maintained)**
 - Long Term : A
 - Short Term : A1

Truck Plant

Total Area : 16 acres

Production Capacity: **4,800** units per annumAssembly of **Dongfeng, JAC** and **ISUZU** Commercial Vehicles**Car Plant**

Total Area : 26 acres

Production Capacity: **6,000** units per annumAssembly of **Chery SUVs / 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



CHERY
2022 – TO DATE



GANDHARA
NISSAN LIMITED



CHERY



DONGFENG
Trucks

JAC
MOTORS



RENAULT
TRUCKS

Lt.Gen. (Retd.) Ali Kuli Khan Khattak

Mr. Ahmed Kuli Khan Khattak

Mrs. Shahnaz Sajjad Ahmed

Mr. Sikandar Kuli Khan Khattak

Mr. M. Saleem Baig

Mr. Muhammad Zia

Syed Haroon Rashid

Mr. Polad Merwan Polad

Mr. Salman Rasheed (FCA)

Mr. Javaid Iqbal (CFA)

Chairman

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 Jawaid Iqbal (CFA) Chairman

Mr. Ahmed Kuli Khan Khattak

Mr. Shahnaz Sajjad Ahmad

Mr. Muhammad Zia

Mr. Polad Merwan Polad



GANDHARA
NISSAN LIMITED



CHERY














DONGFENG
Trucks

JAC
MOTORS



RENAULT
TRUCKS

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)	 
SUVs	Tiggo	Tiggo-4 and Tiggo-8	



GHANDHARA
NISSAN LIMITED



CHERY



DONGFENG
Trucks

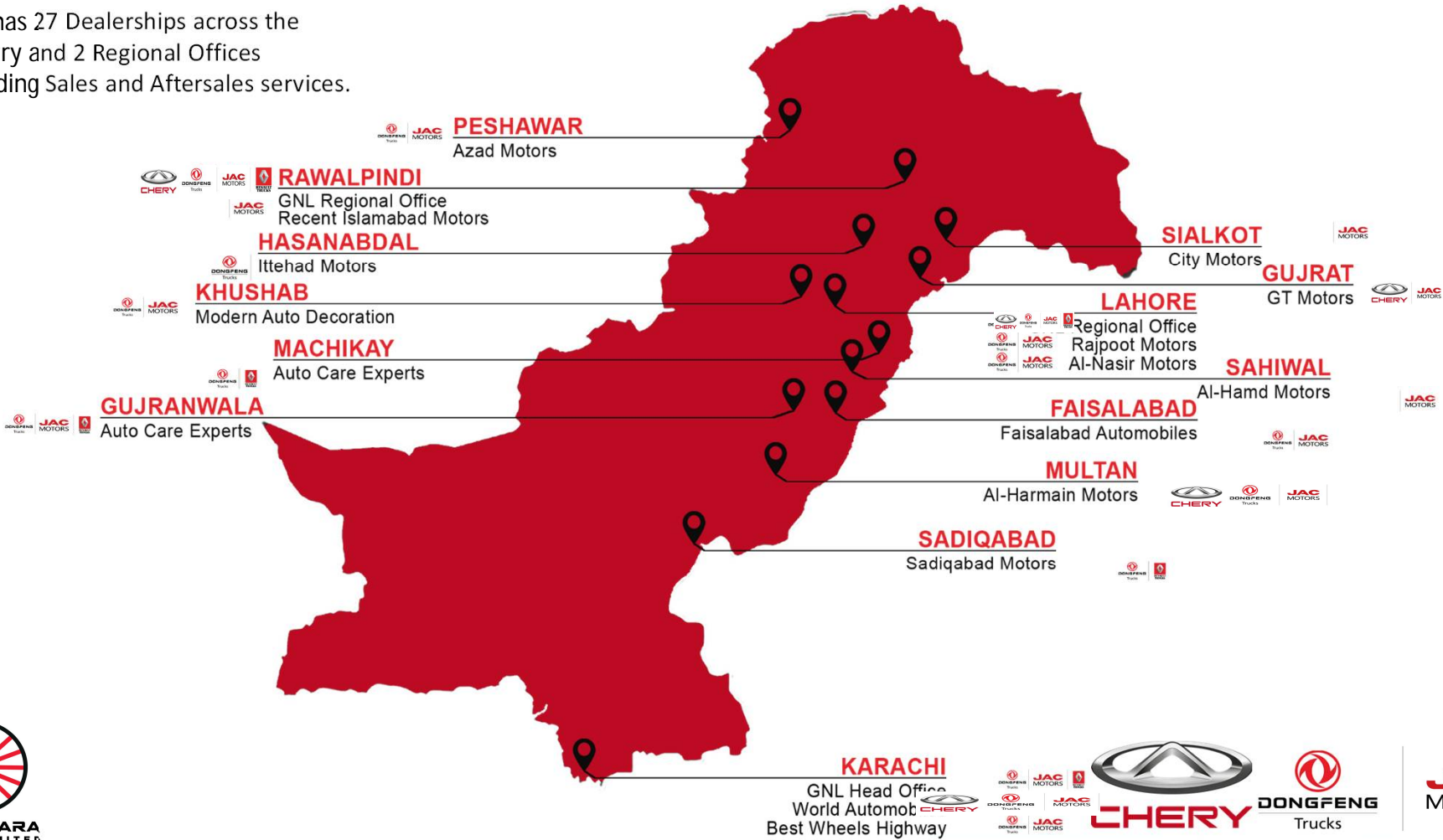
JAC
MOTORS



RENAULT
TRUCKS

DISTRIBUTION NETWORK

GNL has 27 Dealerships across the country and 2 Regional Offices providing Sales and Aftersales services.



KARACHI
GNL Head Office
World Automobiles
Best Wheels Highway



Economy at a Glance



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DONGFENG
Trucks

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MOTORS



RENAULT
TRUCKS

FY22

FY21

		FY22	FY21
GDP	%	5.97	5.74
CPI	%	12.3	8.9
Fiscal Deficit	% of GDP	7.9	7.1
PKR-US\$ parity	As on 30 th June	204.58	157.49
FX Reserves	US\$ bn	15.5	24.4
Current Account Deficit	% of GDP	-4.6	-0.8
Trade Deficit	US\$ bn	48.66	28.1
Remittances	US\$ bn	31.3	29.4
Discount Rate	%	15	7



Source: MoF & SBP



Auto-Sector Performance



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Trucks

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RENAULT
TRUCKS

	2021-22	2020-21	2019-20
HINO	889	668	1,038
Isuzu	2,893	1,907	1,582
Master	1,731	897	424
Hyundai	1,845	1,187	334
GNL + GDFPL*	1,379	1,262	655
Total	8,737	5,921	4,033

Source: PAMA

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

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MOTORS

Financial Highlights



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Trucks

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TRUCKS

	FY 22	FY 21	FY 20	FY 19	FY 18
	(PKR in Million)				
Sales	5,359	3,226	1,663	2,374	2,219
Gross Profit	412	346	5	320	433
GP %	8	11	0.3	13	20
Profit / (Loss) Before Tax	130	115	(216)	5	1,252
Profit / (Loss) After Tax	101	131	(207)	(29)	1,038
PAT %	2	4	-12	-1	47
Earnings / (loss) per share	1.77	2.29	(3.62)	(0.51)	23.02



GHANDHARA
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DONGFENG
Trucks



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RENAULT
TRUCKS

	FY 22	FY 21	FY 20	FY 19	FY 18
	(PKR in Million)				
Sales	6,382	4,413	2,498	5,964	4,897
Gross Profit	561	574	142	777	779
GP %	9	13	6	13	16
Profit / (Loss) Before Tax	328	131	(469)	225	1,631
Profit / (Loss) After Tax	281	127	(471)	143	1,348
PAT %	4	3	-19	2	28
Earnings / (loss) per share	4.92	2.22	(8.27)	2.51	27.24



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CHERY

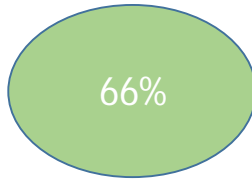


DONGFENG
Trucks

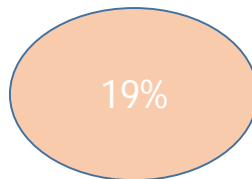
JAC
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RENAULT
TRUCKS



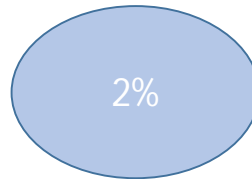
Sales Rs.5,359 Million (2022)
Rs 3,226 Million (2021)



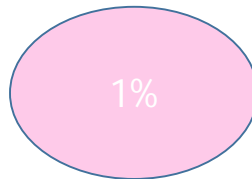
Gross Profit Rs.412 Million (2022)
Rs. 346 Million (2021)



Net Profit Rs 101 Million (2022)
Rs.131 Million (2021)



Break-up Value Rs. 107 (2022)
Rs 105 (2021)



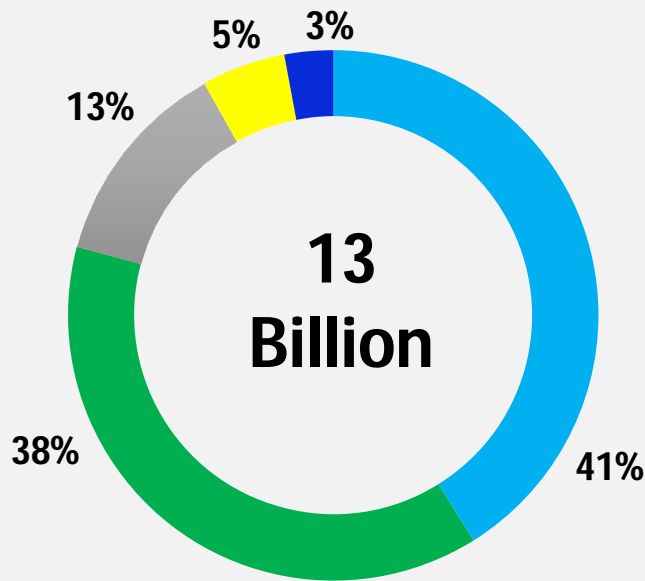
Net Wealth Rs 6,097 Million (2022)
Rs 6,007 Million (2021)



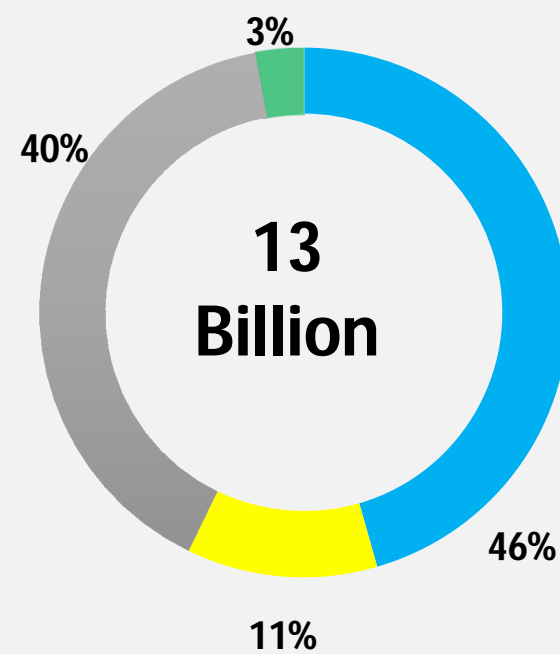
Assets

Funded By

- Fixed Assets
- Inventories
- Trade Debts & Advances
- Investment
- Others



- Equity
- Debt
- Trade Payables
- Others



- Ghandhara Nissan Ltd had officially launched two SUV Models of Chery i.e. Tiggo 8 Pro and Tiggo 4 Pro in the market in co-operation with Chery Automobile Co. Ltd. during Mar'22.
- The overall response so far has been great where GNL has booked around 2000 units of both models.
- The company is distributing its products via country wide 3S Network in all main cities and 2nd tier cities.
- The challenge right now is to stream line the supply & demand situation due to LC restrictions by Central Bank and allocation of quota for KD kits ordering.
- The company in co-ordination and support of the principal is aggressively working to increase its production capacity and also working on new product line-up including PHEVs.



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MOTORS



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

- White Oil Pipeline started from Karachi to Punjab
- Higher fuel prices impacting the transportation cost.
- Implementation of Axle load Limit (still under implementation on highways)
- 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 has got approval.
- Due to flood, many infrastructure projects in the pipeline for rehabilitation.
- Owing to boom in construction segment, exponential rise in Cement & Steel demand - opportunities being created in transport sector.
- Abrupt halt of financing schemes like KYJ & SAAF



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Q & A Session

Thank You



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