



CORPORATE BRIEFING SESSION 2019



**GHANDHARA
NISSAN
LIMITED**



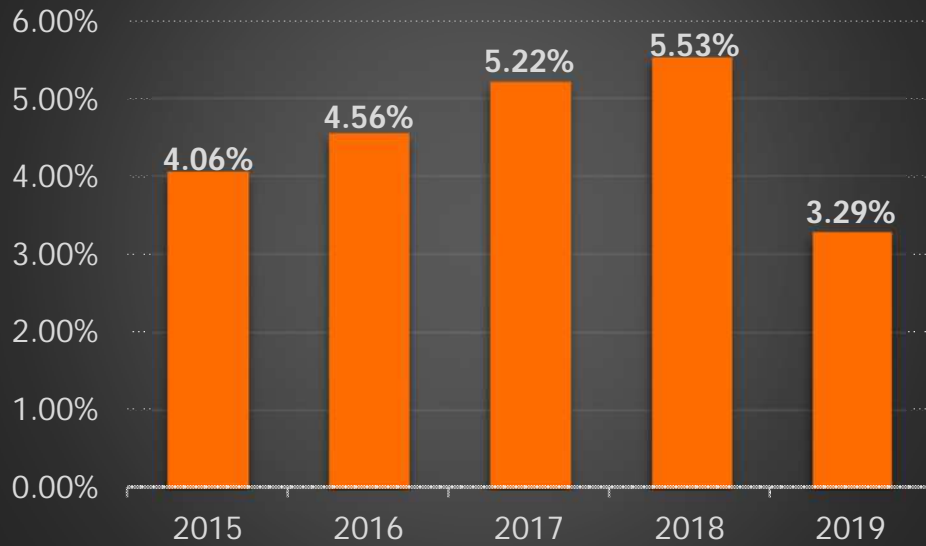
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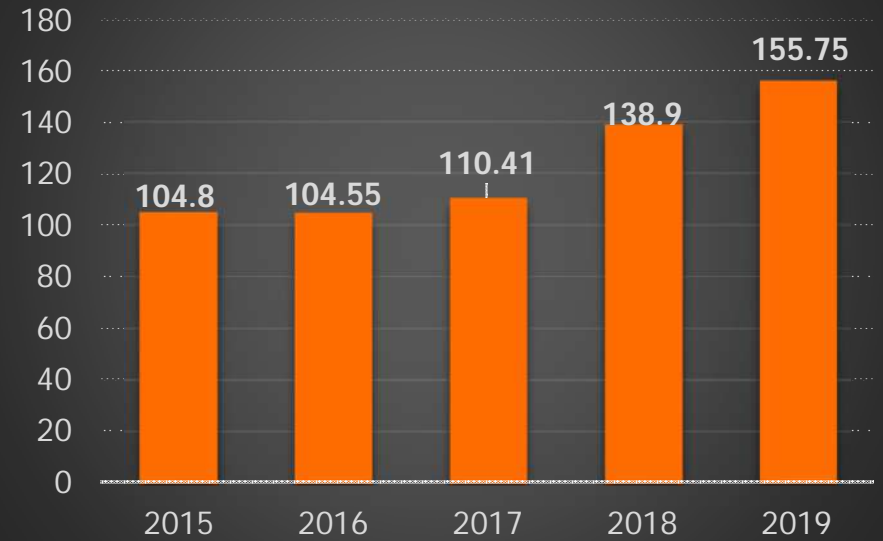


Economy at a Glance

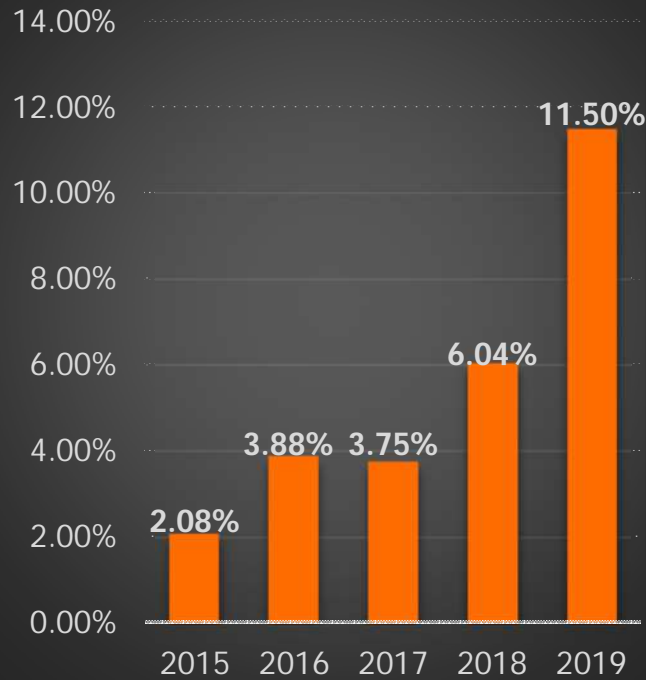
GDP



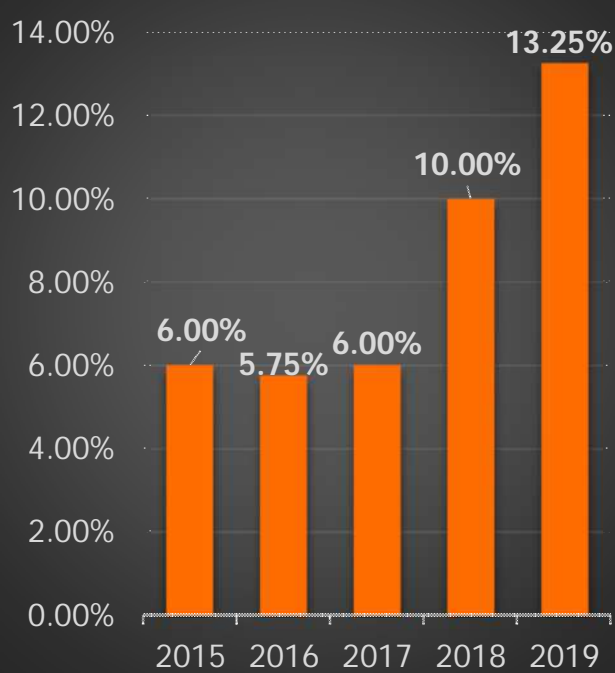
PKR/USD



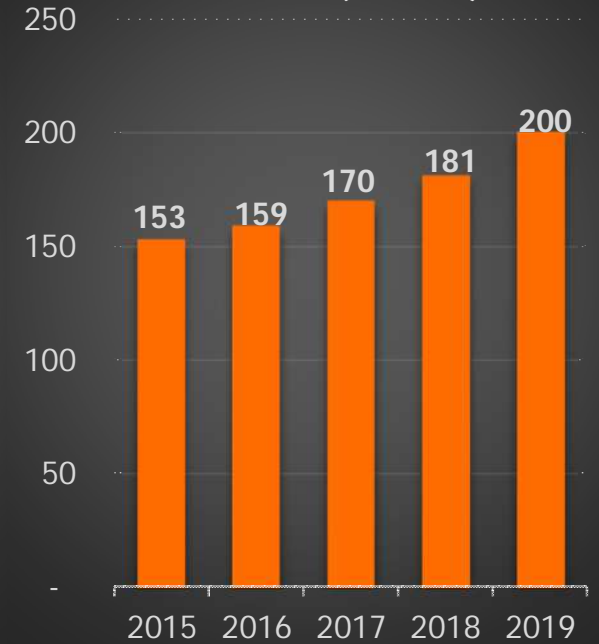
Inflation



Discount Rate



Per Capita Income (Rs '000')





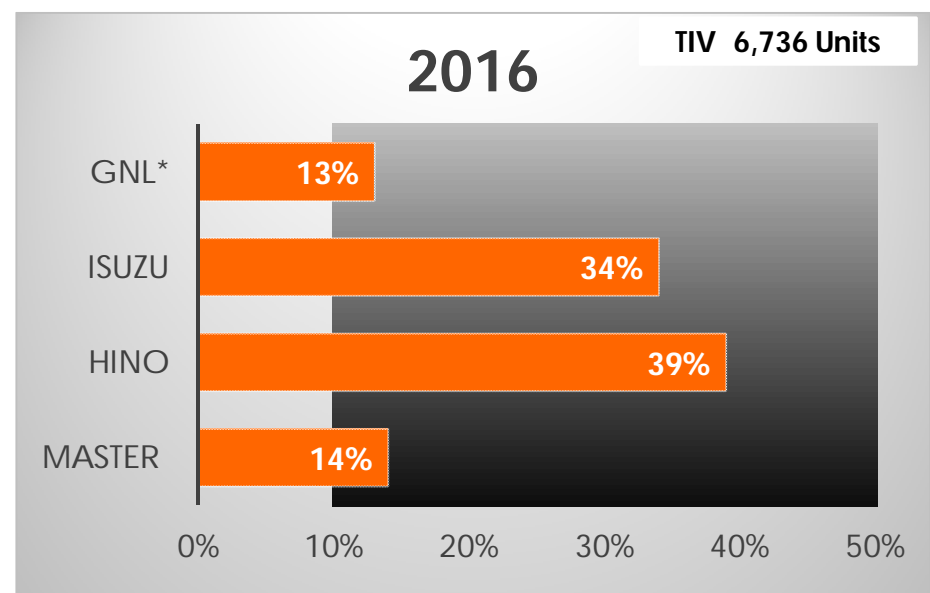
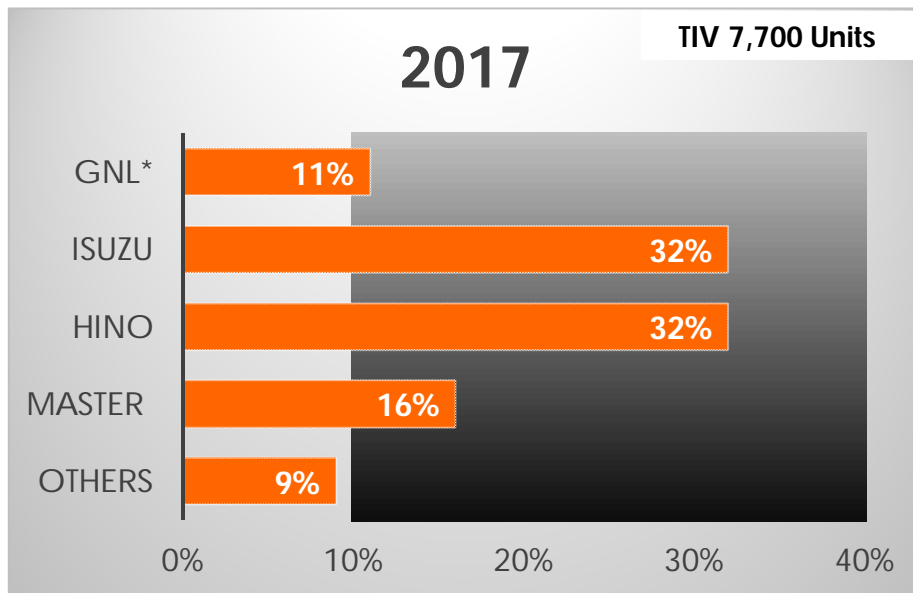
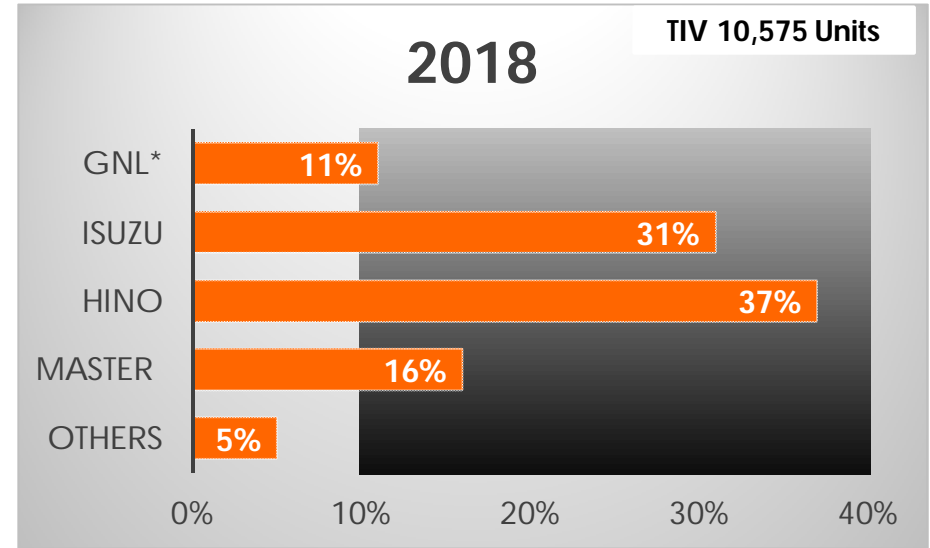
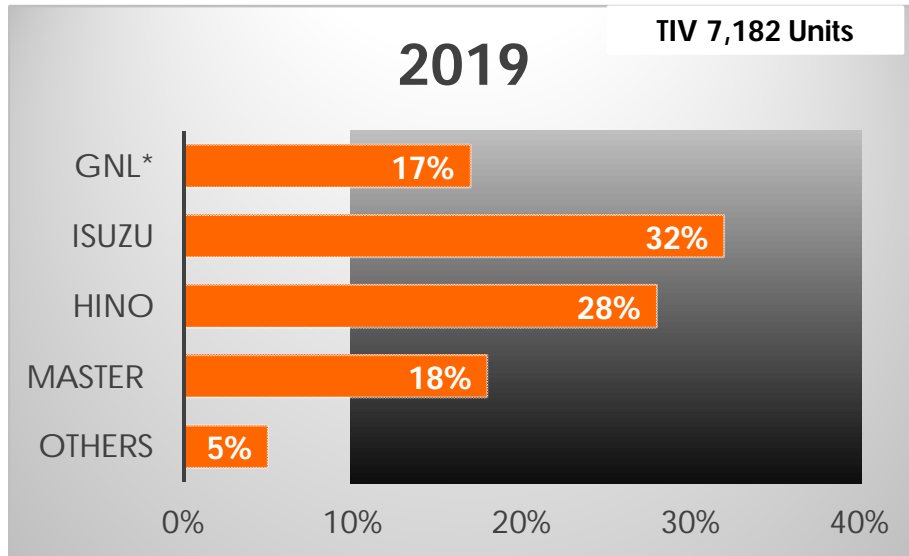
Auto Sector Performance

Segment-Wise Analysis

*Source: PAMA

Segments	FY19	FY18	YoY	4M-FY20	4M-FY19	YoY
Cars	207,630	216,786	-4%	40,586	72,563	-44%
LCVs/Vans	7,654	12,870	-41%	1,244	2,680	-54%
Pick-Ups	25,362	29,136	-13%	3,737	8,247	-55%
Tractors	50,405	70,887	-29%	12,256	20,079	-39%
Trucks	5,828	9,331	-37%	1,059	2,404	-56%
Buses	935	762	22.5%	310	259	19.5%
Three Wheeler	63,507	72,197	-12%	11,402	20,365	-44%
Motor Cycle	1,718,452	1,859,143	-8%	513,126	618,466	-17%
Grand Total	2,079,773	2,271,112	-8%	583,720	745,063	-22%

Market Share Analysis



*Consolidated

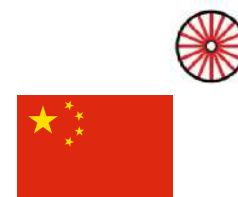


Product Line up

LCV/LDT



JAC
MOTORS



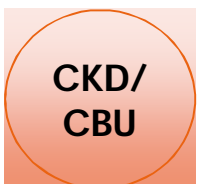
LDT




DFAC



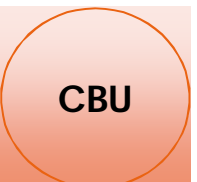
HDT/MDT




DONGFENG
Trucks



HDT



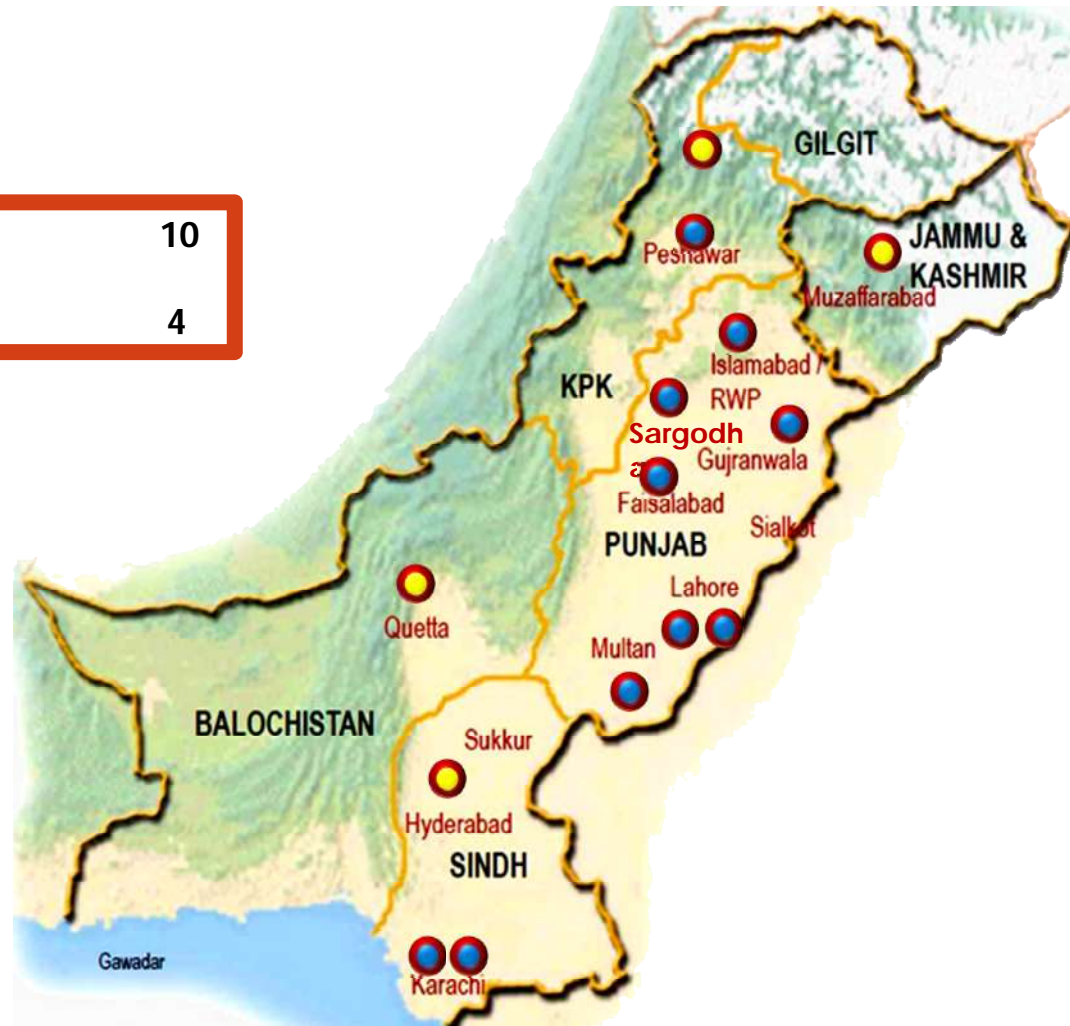

RENAULT
TRUCKS





Dealership Network

	Current Dealerships	10
	Upcoming Dealerships	4

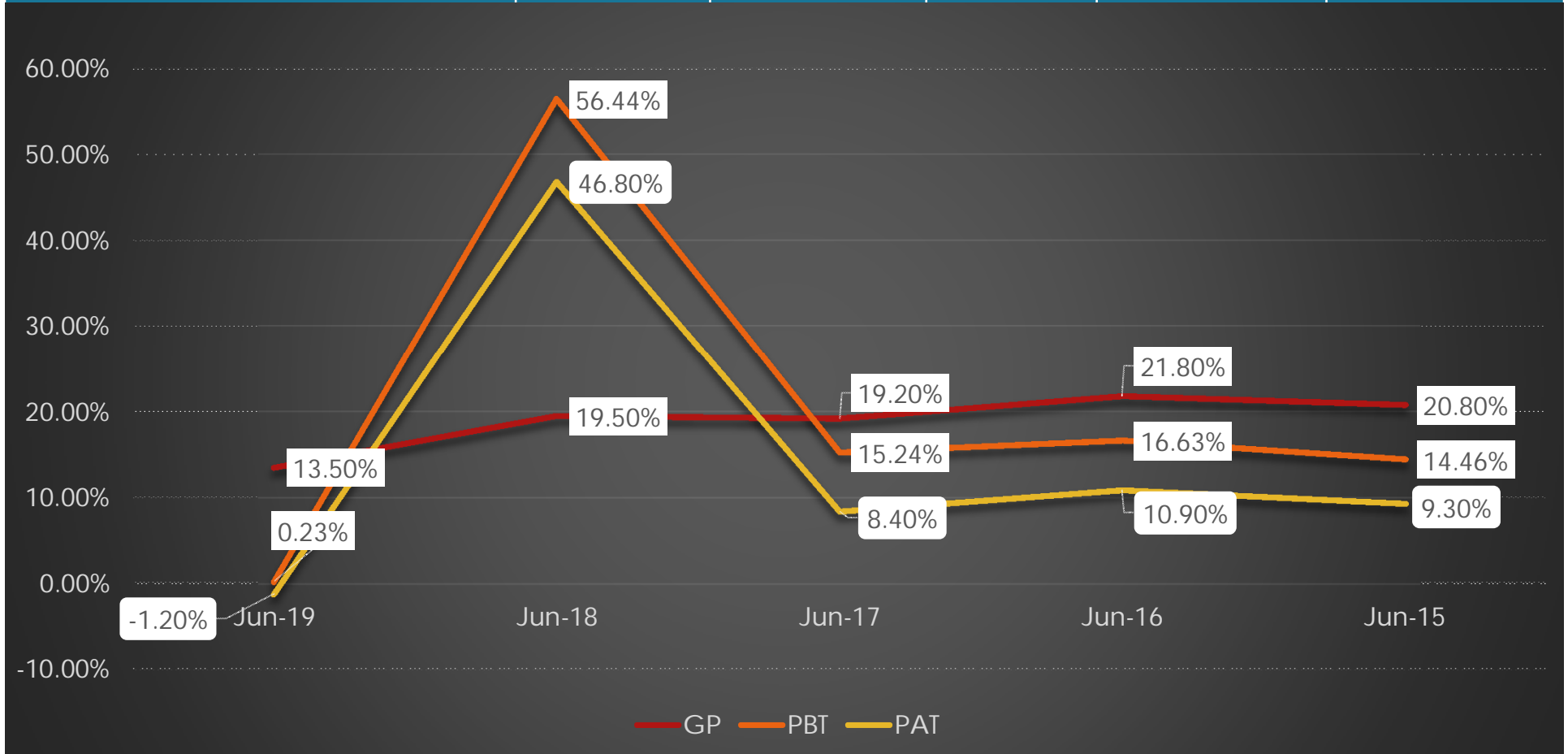




Financial Highlights

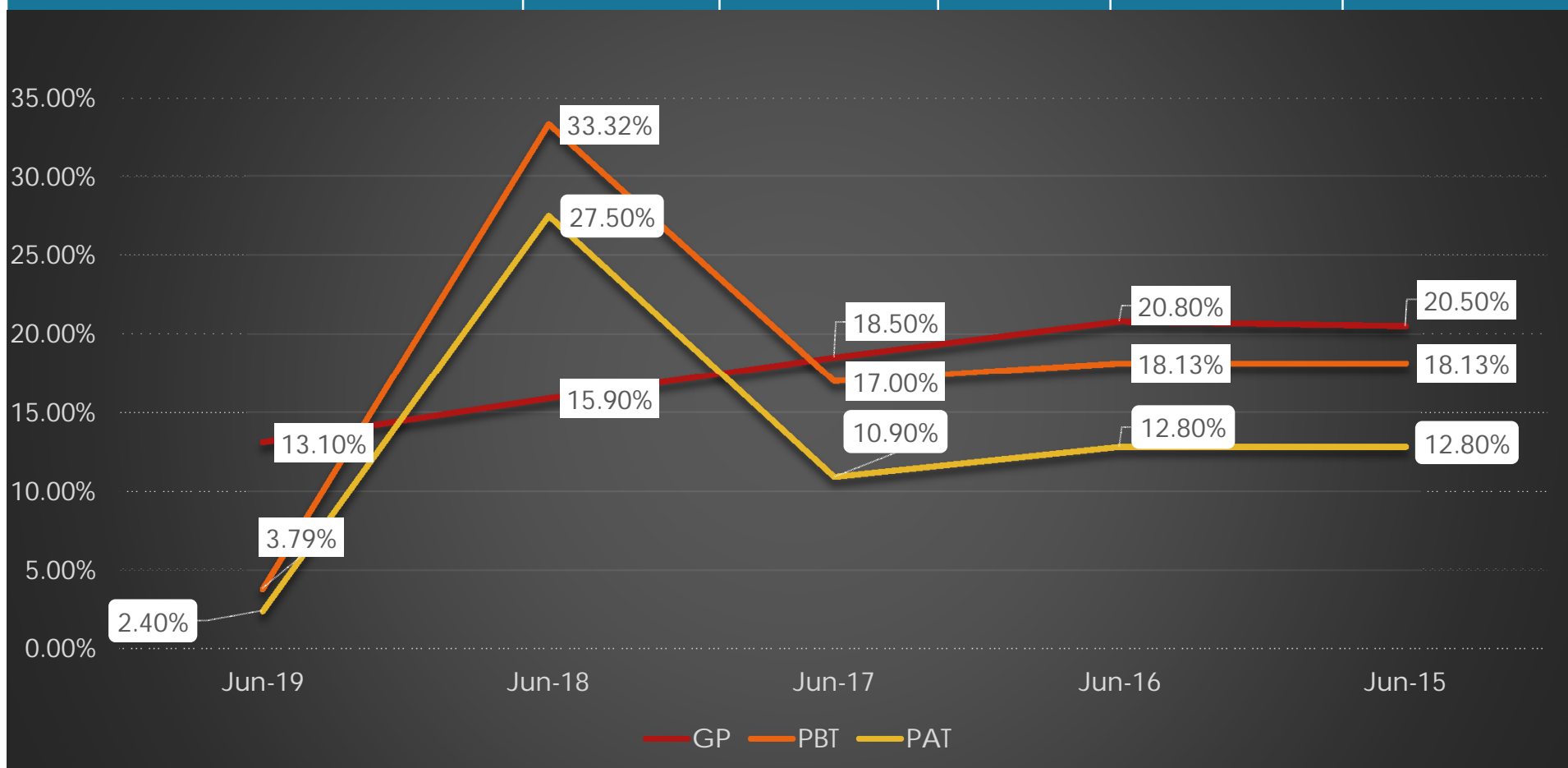
Standalone

	Jun-19	Jun-18	Jun-17	Jun-16	Jun-15
	(PKR in Million)				
Sales	2,374	2,219	4,858	5,005	5,445
Gross Profit	320	433	931	1,092	1,131
Profit/(Loss) Before Tax	5	1,252	741	833	787
Profit/(Loss) After Tax	(29)	1,038	410	546	509

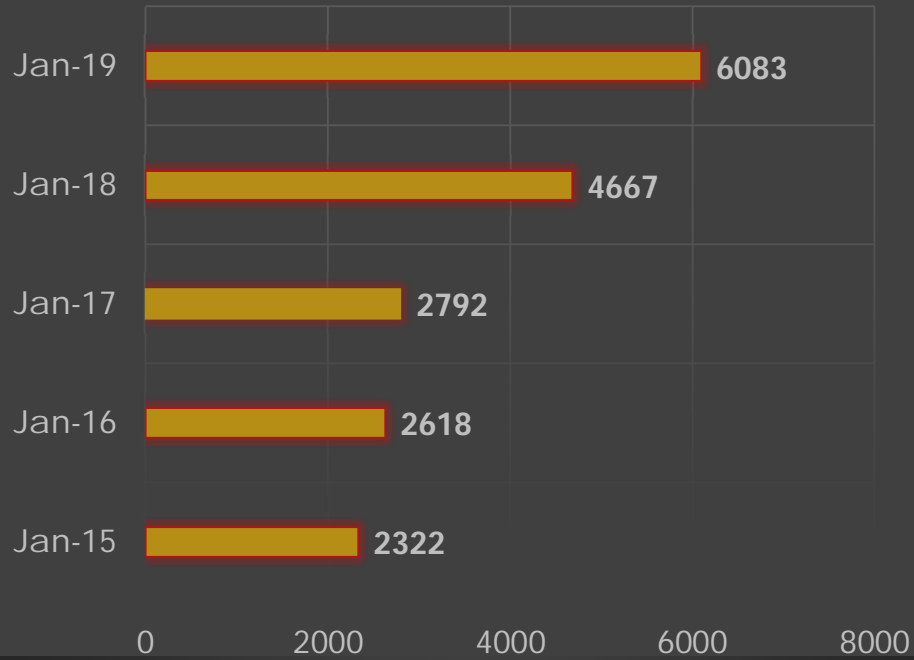


Consolidated

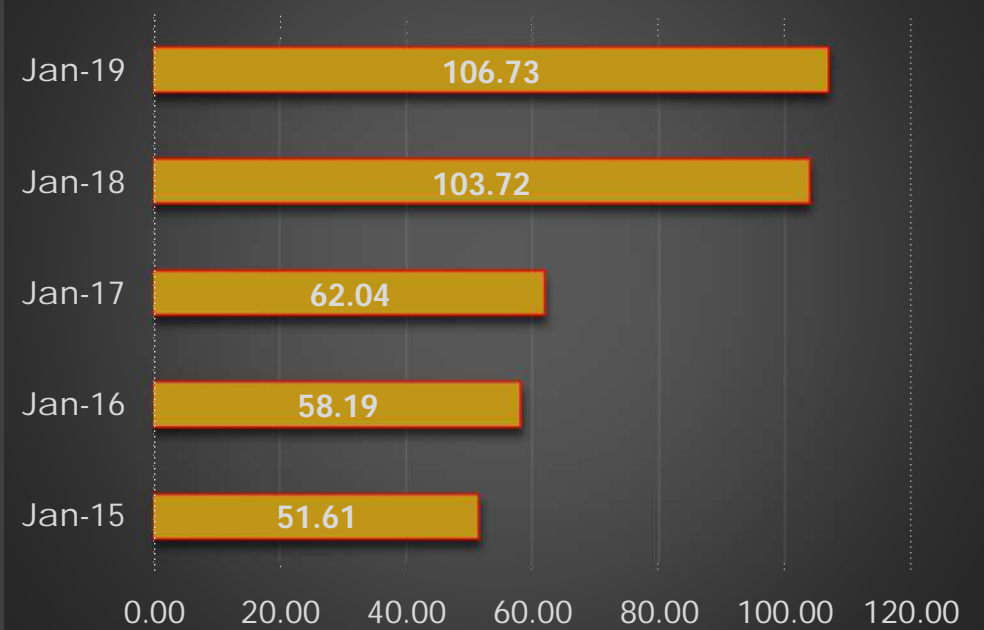
	Jun-19	Jun-18	Jun-17	Jun-16	Jun-15
	(PKR in Million)				
Sales	5,964	4,897	6,569	5,761	5,596
Gross Profit	777	779	1,212	1,196	1,148
Profit Before Tax	225	1,631	1,117	1,045	821
Profit After Tax	143	1,348	719	735	538



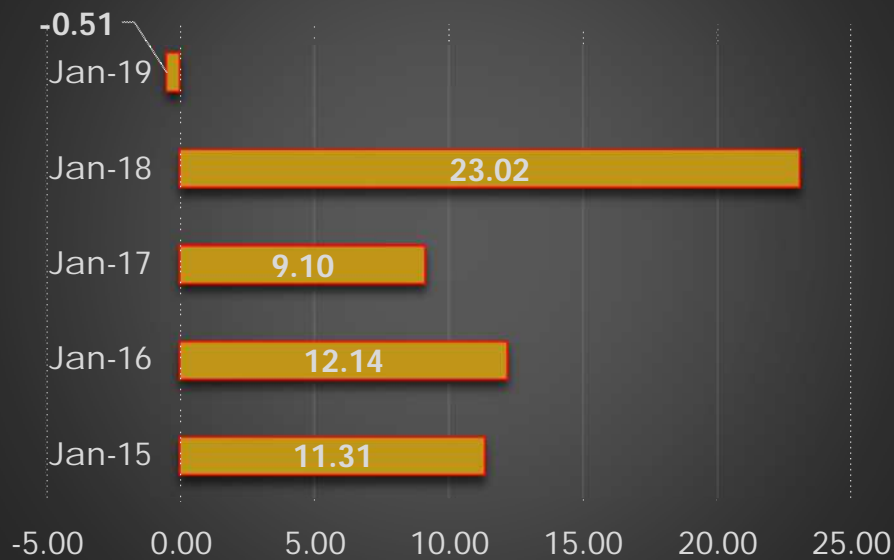
Net Wealth (PKR in Million)



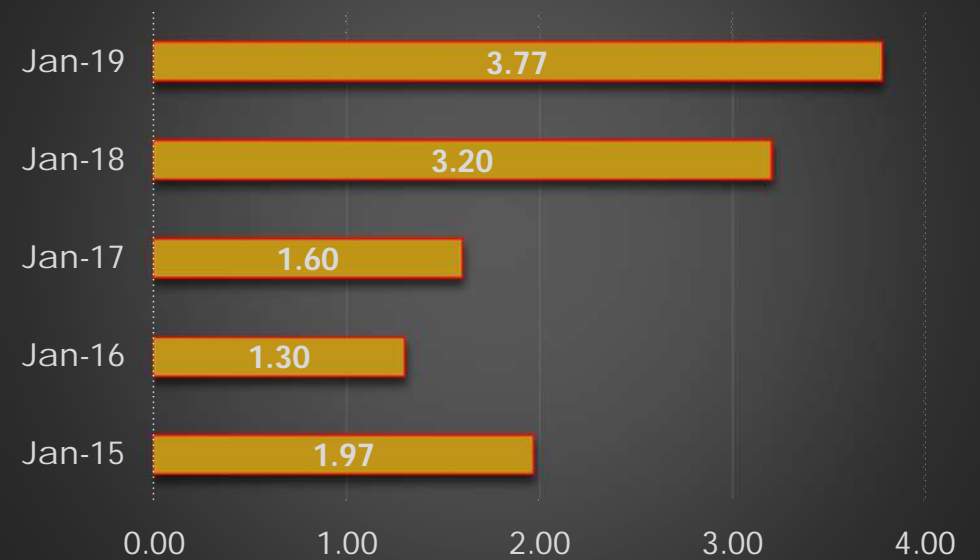
Break up Value



EPS



Current Ratio





Challenges & Opportunities



Challenges

- Relaxation in implementation of Axle Load Regulation
- OGRA - Euro II Standard
- Drive for Documentation of Economy
- Competition from New Entrants
- Increase in cost of Auto-financing
- Economic Slowdown
- Goods transportation through Railways

Opportunities

- New Infrastructure development projects by Govt
- Kamyab Jawan Scheme
- Introduction of Axle Load regulation for Cargo Segment
- New Models of JAC
- Local assembly of Renault Trucks
- Company owned State of the Art 3S facility
- Initiation of TIR transportation



THANK YOU



Q & A Session