



PANTHER

برسفر --- بر منزل کاساتھ



CORPORATE BRIEFING SESSION FY-2023



PRESENTATION FLOW

About Panther Tyres

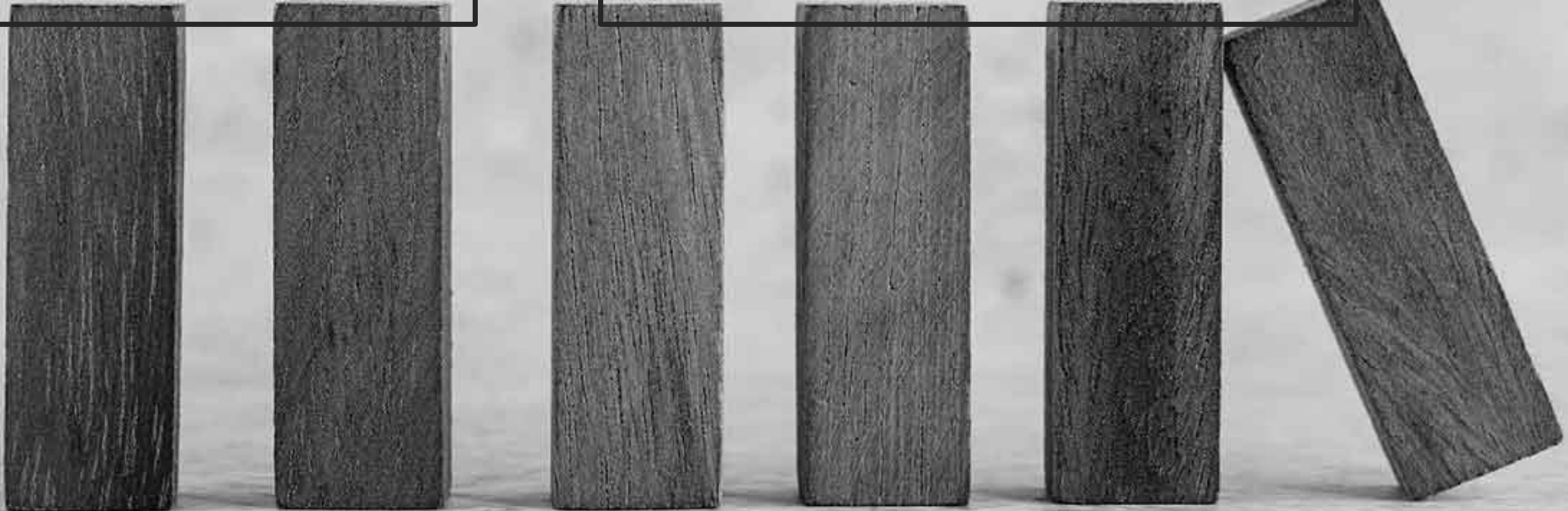
Challenges & Future outlook

Financial Performance

Debt Composition

Expansion & Diversification

Questions & Answers



PRODUCT PORTFOLIO



A journey from **Lightest** to **Heaviest**

COMPANY KEY BRANDS & PRODUCT PORTFOLIO

EARTH MOVER OTR TYRES

Panther Earth Mover / OTR tyres have excellent load bearing due to reinforced tyre structure, high quality rubber and strong bead wire. These tyres have wider contact area which makes it suitable for construction and mining vehicles. The carcass (basic structure) is robust for greater load-bearing and durability as it provides buffer for maximum load and performance.



TRACTOR TYRES

Panther Tractor Tyres are designed to give high performance on-road and off-road. These high quality tyres provide traction on wet, dry surfaces, light snow conditions and on the rocks. Treads are designed to give maximum traction. These tyres are made up of high-quality rubber and it goes through various processes for maximum strength and durability.



TBB / COMMERCIAL TYRES

Panther Truck and Trolley Tyres are heavy duty performance tyres. These tyres have reinforced tyre structure and high-quality bead wire for maximum strength, durability and load bearing. Panther uses high quality bead wire which helps to hold the tyre on the rim and resist the action of the inflated pressure which constantly tries to force it off as the speed of vehicle increases. Bead wire is the crucial link through which the vehicle load is transferred from rim to the tyre and prevents vibration during driving.



AUTO PARTS AND LUBRICANTS



MOTORCYCLE TYRES

Panther Motorcycle Tyres have high Tyre deformation and Formation. These tyres are made with flexible rubber polymer. Because of this feature, there is less pressure on human body especially on backbone & disc etc. It feature provides smooth driving experience, prevents the damage to motorcycle and ultimately increases its road life.



RICKSHAW / LOADER TYRES

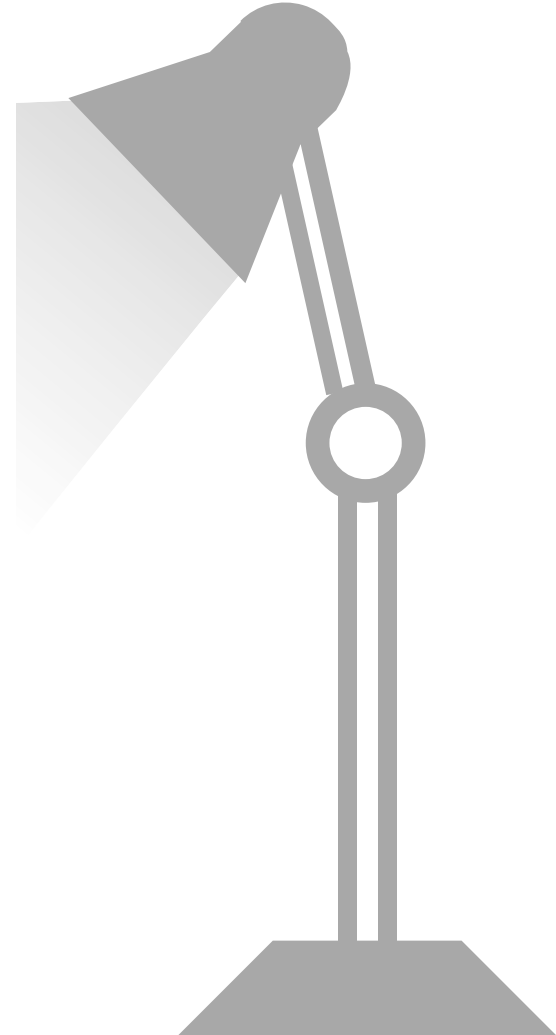
Panther Rickshaw / Loader Tyres are designed for extra-long mileage. These tyres have strong Rubber casing which gives maximum load bearing, durability and increased stability under heavy load conditions. The layer beneath the tyre tread is the casing. Tyre casing is the foundation upon which the tread sits. Panther tyre's high quality casing layer consists of threads criss-crossing from one side of the tyre to the other which provides strength for heavy load bearings and longer tyre mileage.



Awards & Recognitions

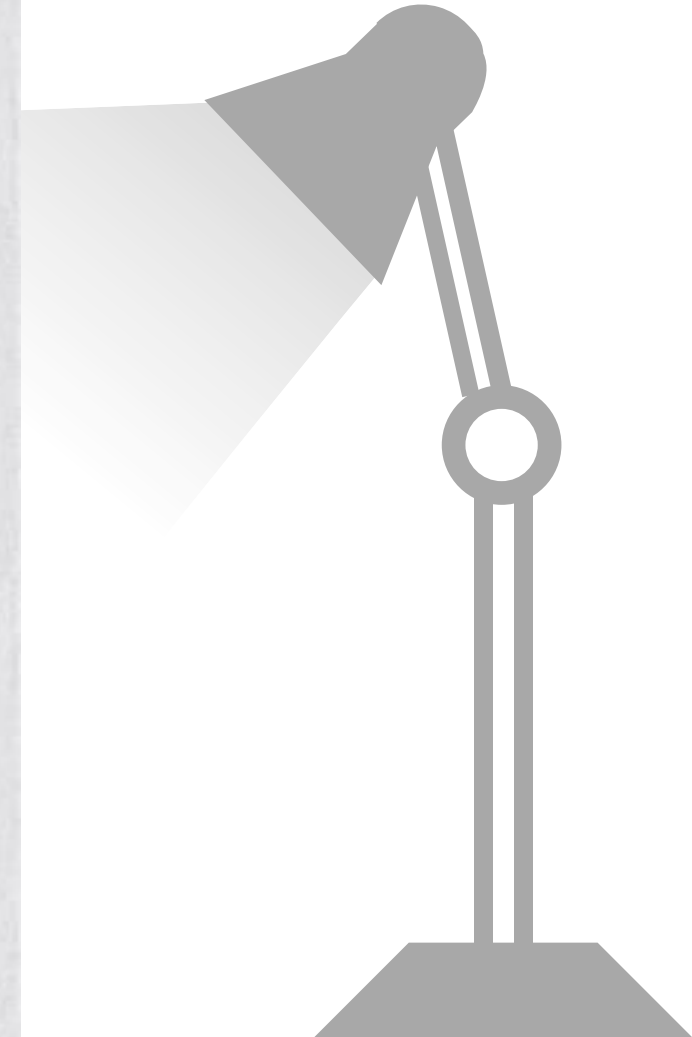


Premier Corporate Customers



Premier Corporate Customers

 <p>PAK ARMY</p>	 <p>FWO</p>		
	 <p>HABIB RAFIQ (PVT.) LTD.</p>		
 <p>NISHAT GRUOP</p>	 <p>BAHRIA TOWN</p>	 <p>LUCKY CORE INDUSTRIES</p>	 <p>Capital Development Authority</p>



Profit & loss statement



	2023	2022	2021	2020	2019
	Rs. In Million				
Net Sales	21,441	20,460	16,202	11,585	9,779
Cost Of Sales	18,333	18,180	13,731	9,908	8,441
Gross Profit	3,108	2,281	2,471	1,677	1,338
Selling And Distribution Expenses	932	687	581	415	306
Administrative And General Expenses	378	363	296	261	259
Other Operating Expenses	120	66	87	29	40
Other Operating Income	17	190	42	6	2
Finance Cost	1,049	650	328	598	404
Profit Before Taxation	646	704	1,220	380	331
Taxation	213	247	369	128	116
Profit After Taxation	433	457	851	252	214
EPS	2.58	2.72	5.07	2.52	2.14

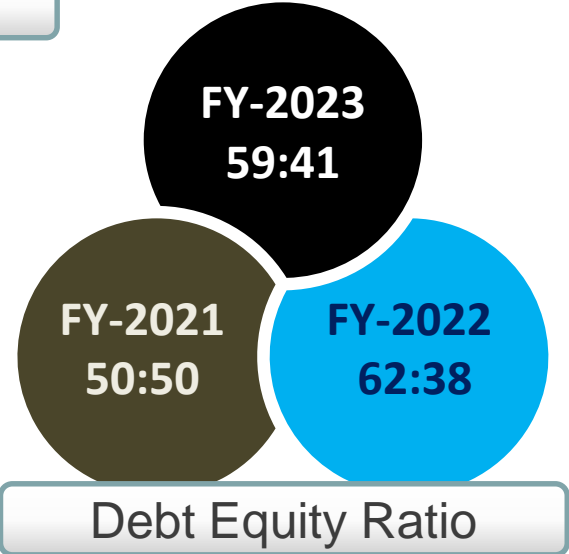
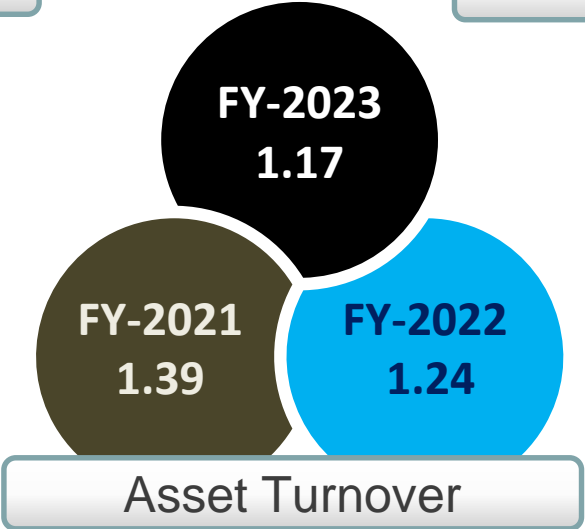
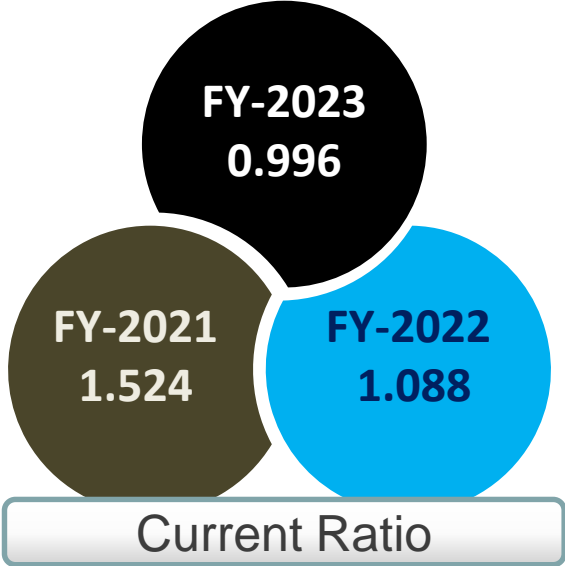
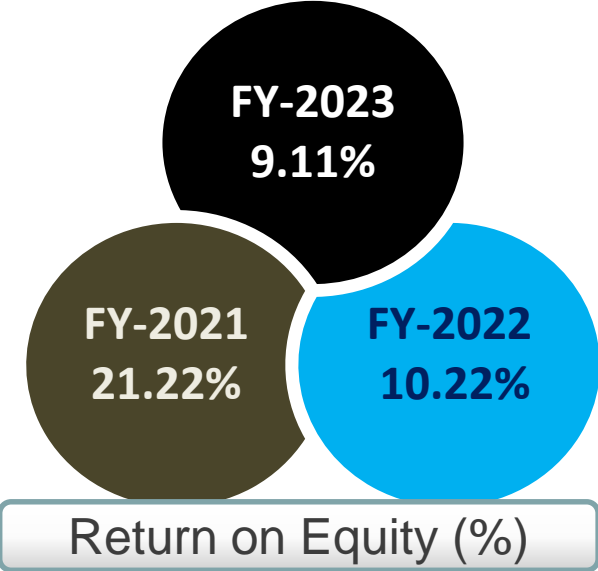
Statement of Financial position

	2023	2022	2021	2020	2019
	Rs. In Million				
Non Current Assets	9,737	8,514	5,985	4,130	3,996
Current Assets	8,209	10,279	8,285	4,975	3,756
Total Assets	17,946	18,794	14,270	9,105	7,752
Equity	6,643	6,386	6,577	3,612	3,340
Non Current Liabilities	3,064	2,955	2,258	1,009	980
Current Liabilities	8,239	9,452	5,436	4,484	3,432
Total Liabilities	17,946	18,794	14,270	9,105	7,752

Quarterly Profit & loss statement

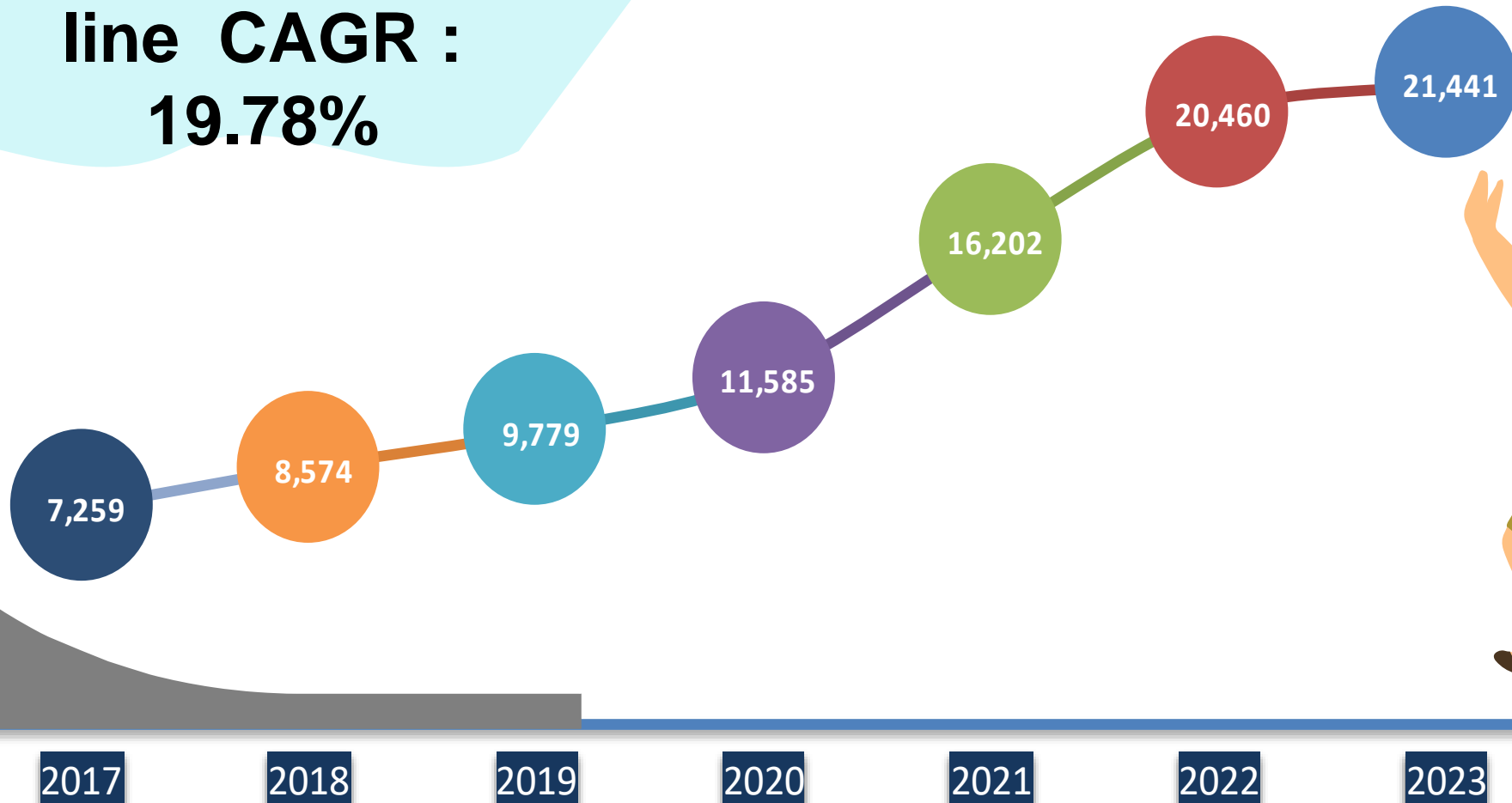
Description	Qtr. Ended On	
	30-Sep-23	30-Sep-22
	Rs. in Million	
Sales - Net	7,927	4,491
Cost of sales	(6,645)	(4,123)
Gross profit	1,282	368
Gross profit %	16.18%	8.19%
Selling and distribution expenses	(366)	(211)
Administrative and general expenses	(116)	(92)
Other operating expenses	(38)	(6)
Other operating income	14	23
Profit from operations	777	81
Finance cost	(287)	(328)
Profit / (Loss) before taxation	490	(247)
Taxation	(189)	(20)
Profit / (Loss) after taxation	301	(267)
Earnings / (loss) per share (Rs.)	1.79	(1.59)

KEY FINANCIAL RATIOS



Sales trending strong

**6-year Top-
line CAGR :
19.78%**



Rs. in Million

EXPORTS ON THE RISE

Export Destinations

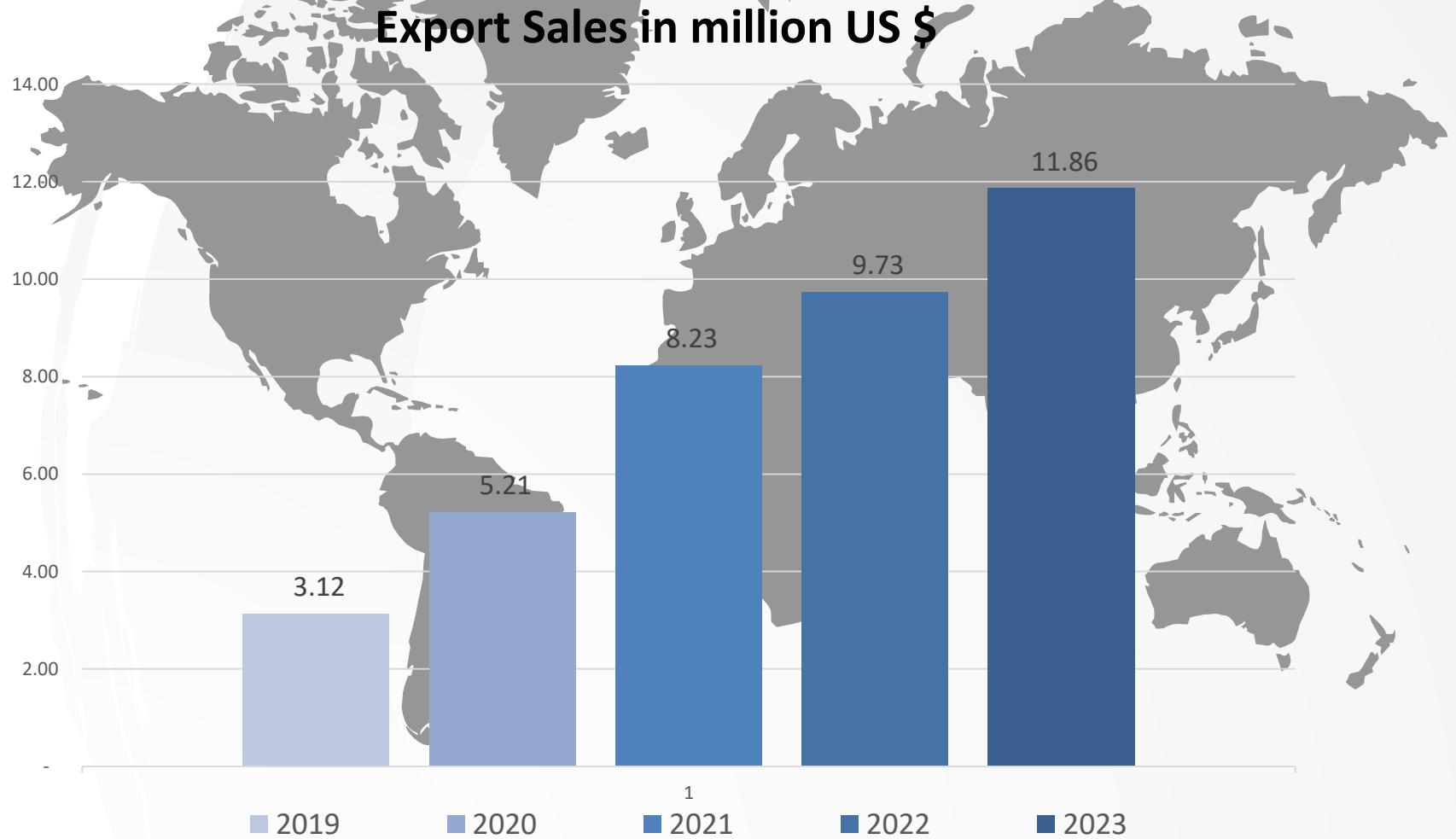
- Afghanistan
- UAE
- Egypt
- Bangladesh
- South Africa
- Sudan
- Turkey
- Macedonia
- Yemen
- Syria
- Kenya



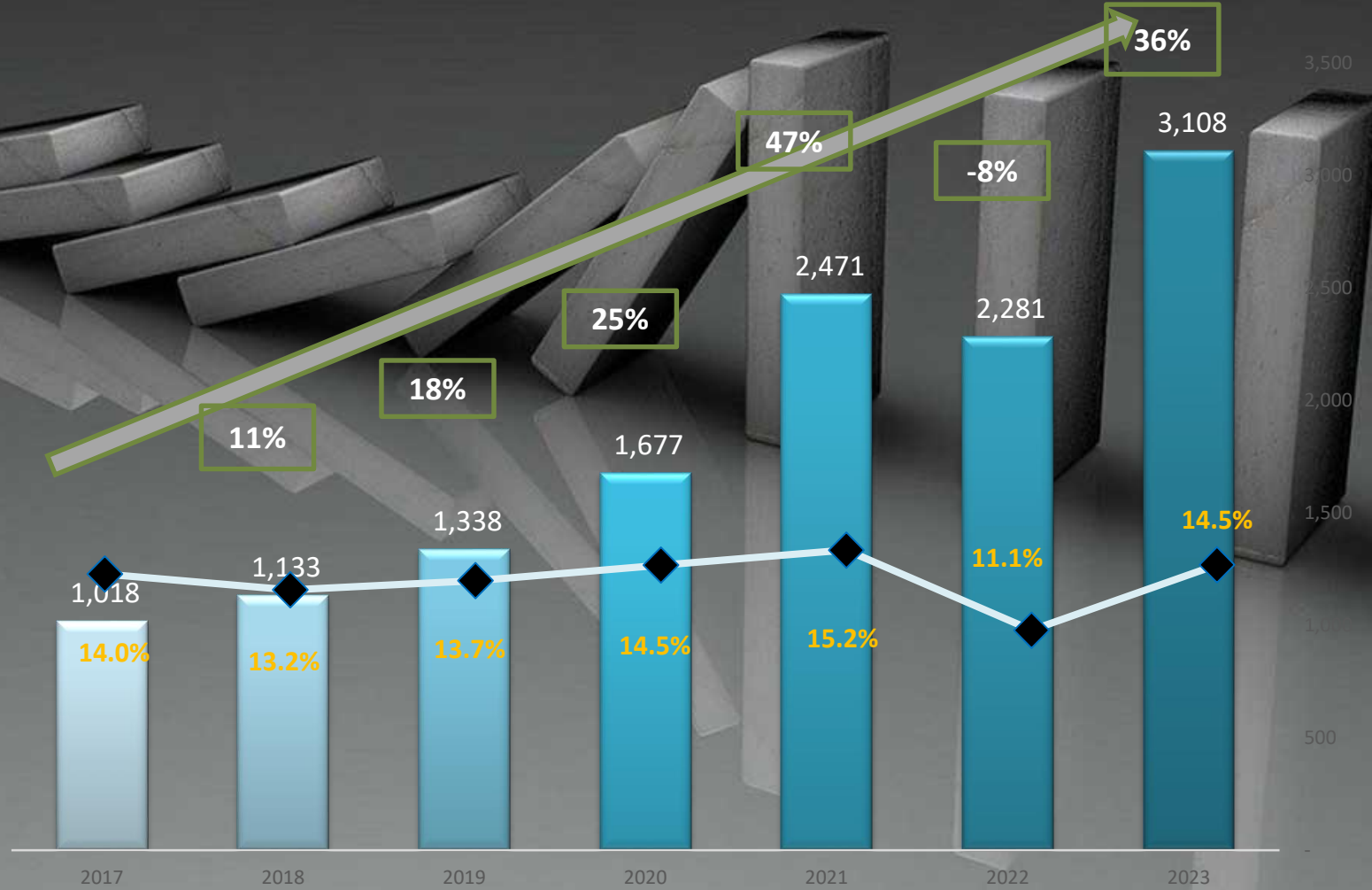
EXPORTS ON THE RISE

Export Destinations

- Afghanistan
- UAE
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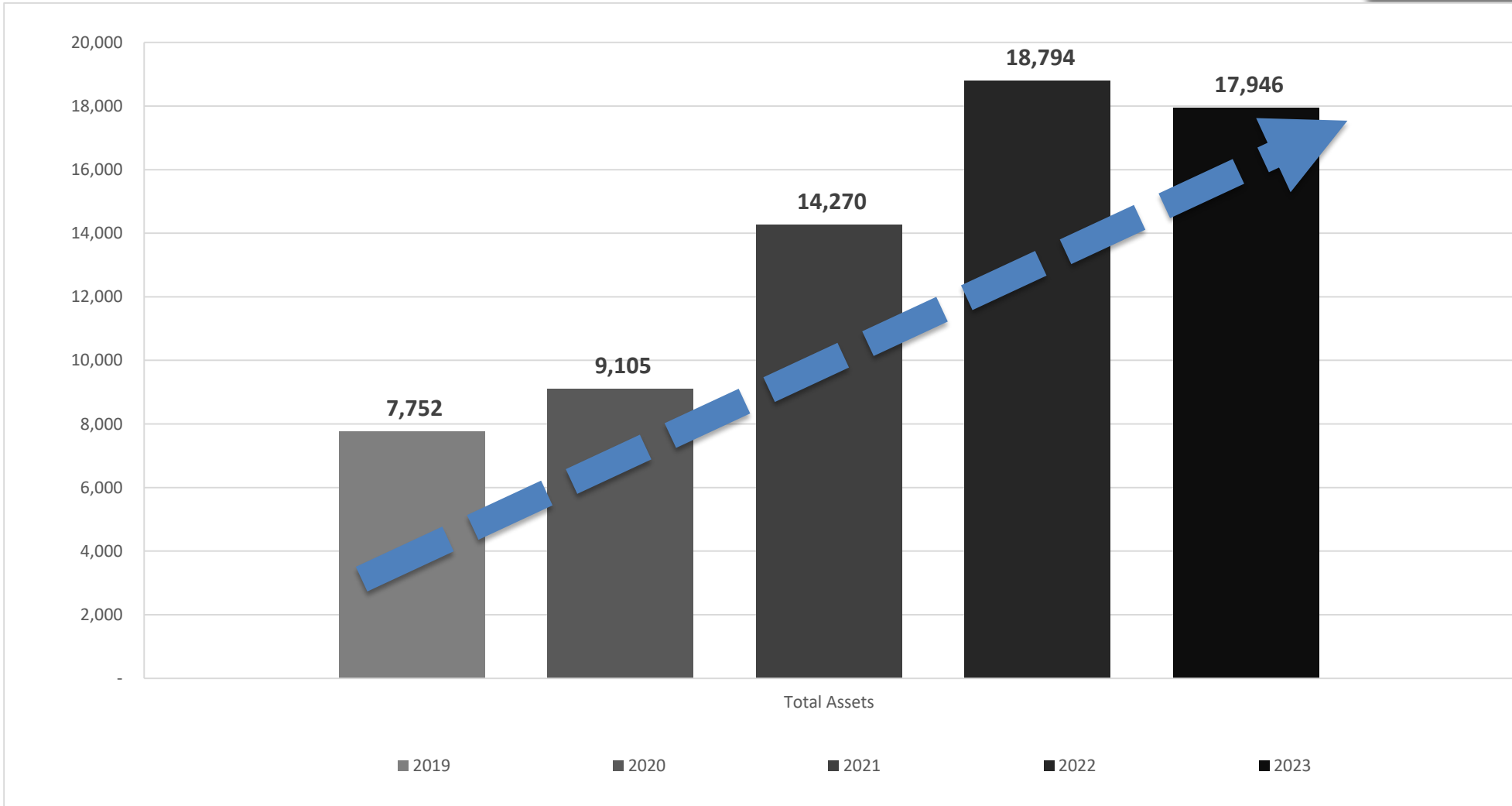
Gross Margins stage a strong come back post FY 2022 lows



Rs. in Million

Growth in Asset Base

Rs. in Million



CAPEX Since FY-2022



	Rs In Million
Land	322
Building	1,014
Plant and machinery	3,969
Moulds	299
Capex in Sep 2023 Qtr	887
	<hr/>
	6,490
	<hr/>



EXPANSION & DIVERSIFICATION



**Building for Tube
department
PKR 60.8 Million**

100% Complete



**Building for Calendar
department
PKR 173.9 Million**

100% Complete



**Building for Mixing
Department
PKR 388.0 Million**

**Final Phase, Completion by
2nd Qtr FY 2024**

EXPANSION & DIVERSIFICATION



4 Roll Calendar line Italy
PKR 763 Million

100% Complete



Banbury Tangential Mixer
PKR 511.9 Million

Installation Phase, Completion
by 2nd Qtr FY 2024

KEY CHALLENGES

Volatility in PKR/USD parity 01

Smuggling & under invoicing of tyres 02

Rising trend of energy cost 03

Record high interest rates 04

FUTURE OUTLOOK

**Smuggling / Under invoicing:
An Opportunity for Import Substitution**

01

**Afghan Transit Trade:
Effect on Tyre industry**

02

Expansion & Diversification

03

Export Opportunities

04

DEBT COMPOSITION

Description	Rs. in Million	Average Pricing
Long Term Loan		
TERF	1,574	3.50%
LTFF	119	7.00%
Commercial	340	23.70%
Long Term Debt from Banks / DFI	2,033	
Working Capital Loan		
ERF	600	20.00%
Commercial	4,902	22.89%
Short Term Debt from Banks / DFI	5,502	
Total Debt (Banks & DFIs)	7,535	
Loan from Director	770	Variable-Islamic
Total Debt	8,305	

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CORPORATE BRIEFING
SESSION
FY-2023



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TYRES

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QUESTIONS & ANSWERS