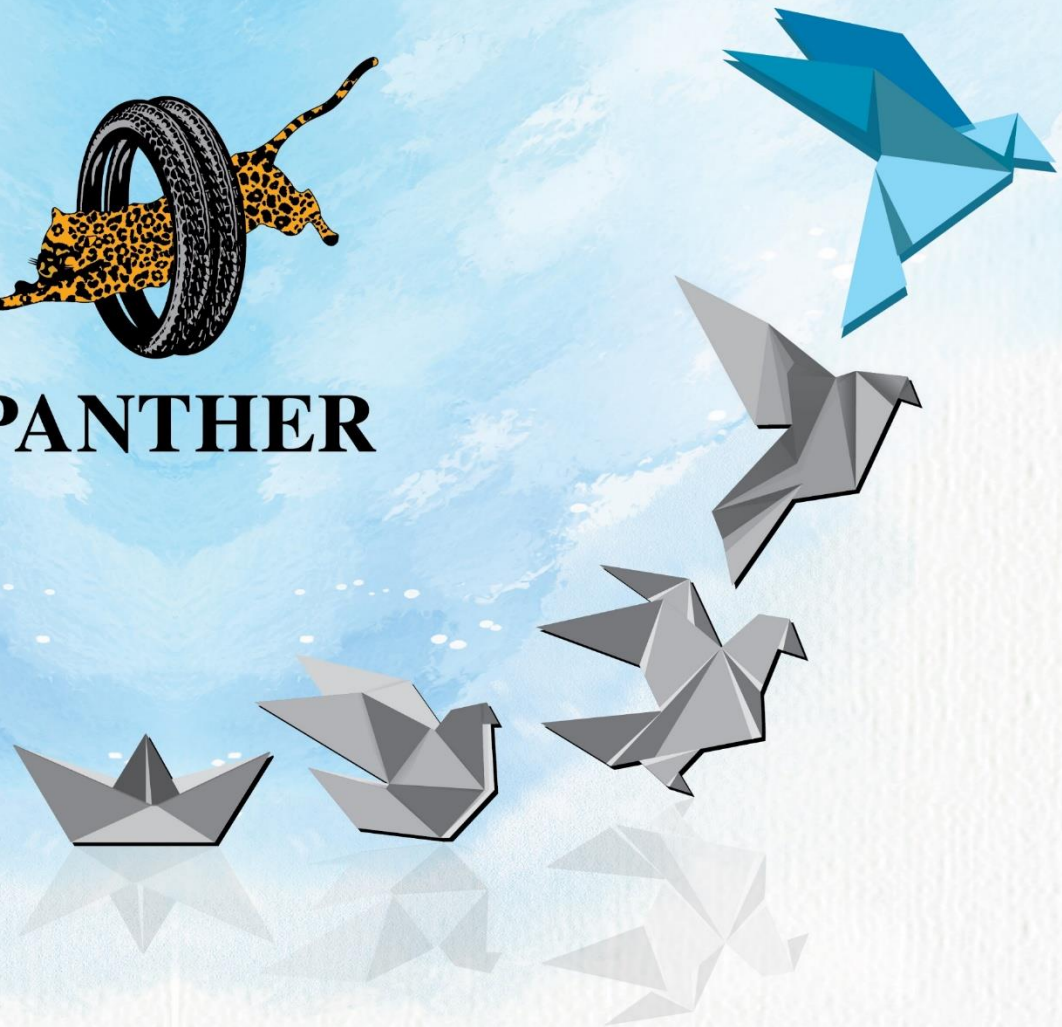
CORPORATE BRIEFING SESSION

Speakers:
Mian Faisal Iftikhar CEO
Ghulam Abbas CFO

PANTHER



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Ascending with purpose
Advancing with passion

Contents

- CEO Briefing
- Overview of Tyre Market
- Company Overview
- Business Analysis
- Challenges and Opportunities
- Future Outlook

OVERVIEW OF TYRE MARKET

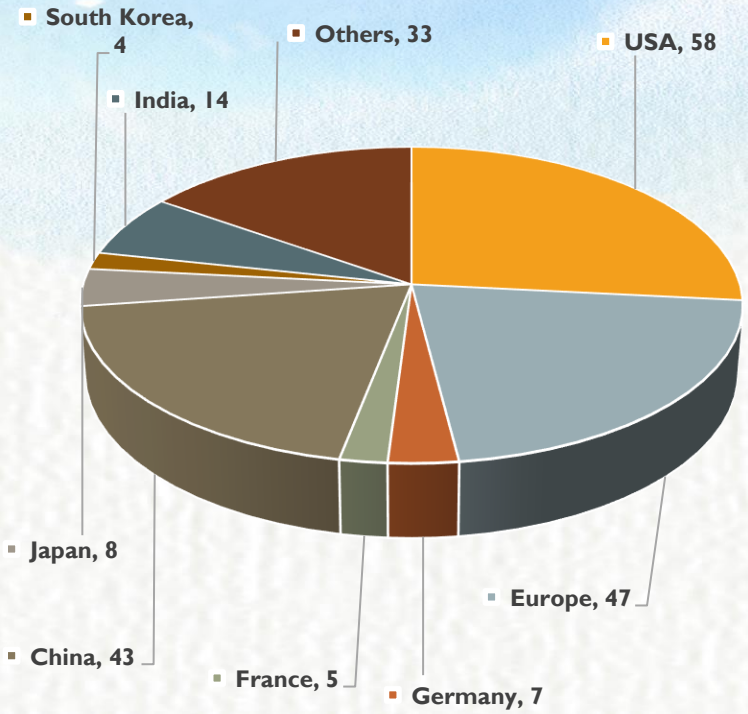
Global Tyre market

- The total sale of global tyre industry is approximately **USD 218 billion.**
- Number of Tyres consumed worldwide is around 4bln per year.
- The global tyre industry is primarily led by four major companies: Michelin Group, Bridgestone Corporation, Goodyear Tire & Rubber Company, and Continental AG.
- These top players collectively account for a significant portion of global tyre sales, demonstrating strong brand equity, advanced technology, and widespread distribution networks. The remaining market share is dispersed among emerging and regional manufacturers, highlighting competitive diversity within the industry.

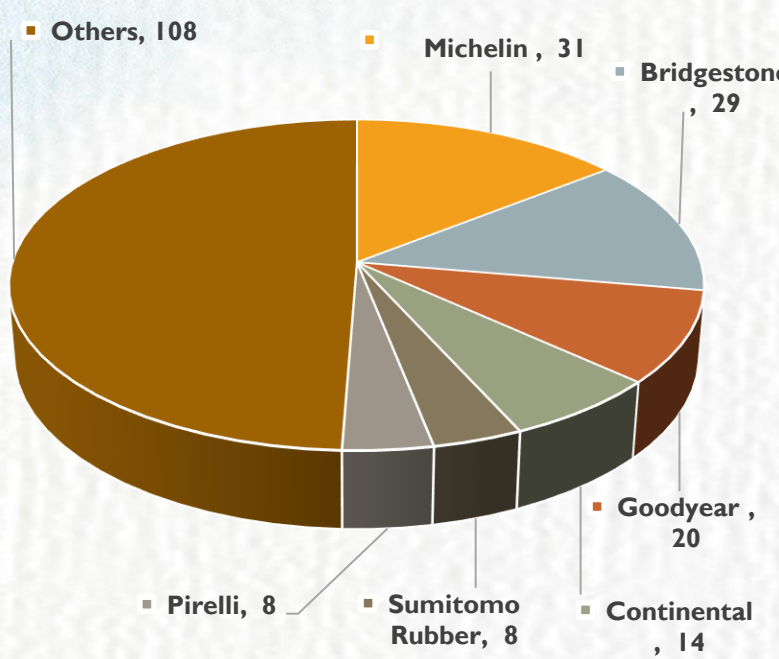
Pakistan Tyre Market

Tyre industry in Pakistan is sizeable and diverse, yet constrained by informal trade and import pressures. Local manufacturers continue to play a critical role in meeting demand—particularly in commercial vehicle and agricultural segments—but the prevalence of smuggling underscores the need for **stronger regulatory enforcement and policy support** to promote **local production, fair competition, and industry growth**.

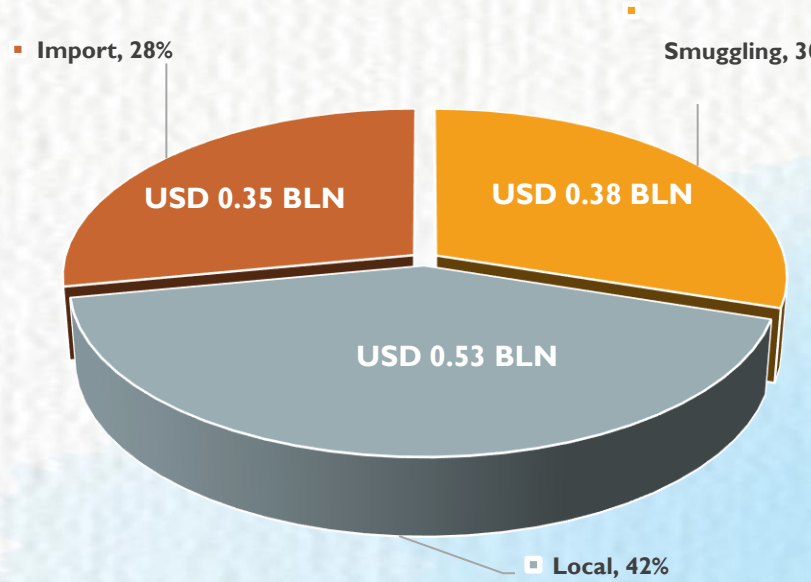
Global Tyre Market ($218 Billion)



Global Tyres Brands ($218 Billion)



Pakistan Tyre Market ($1.25 Billion)



Research by PTL

COMPOSITION OF TYRES

Tyres are engineered using a balanced mix of key raw materials **Carbon Black, Natural Rubber, Synthetic Rubber, Steel Wire, Fabric Fillers, and Chemicals** — each contributing to performance, safety, and longevity.

•**Carbon Black (~25%)**

Acts as a reinforcing agent, improving strength, wear resistance, and heat dissipation, while providing the tyre's black color.

•**Synthetic Rubber (~10%)**

Offers flexibility and abrasion resistance, ensuring reliable performance under varying temperatures and road conditions.

•**Natural Rubber (~35%)**

Adds **tensile** strength, elasticity, and grip, essential for load-bearing and ride comfort.

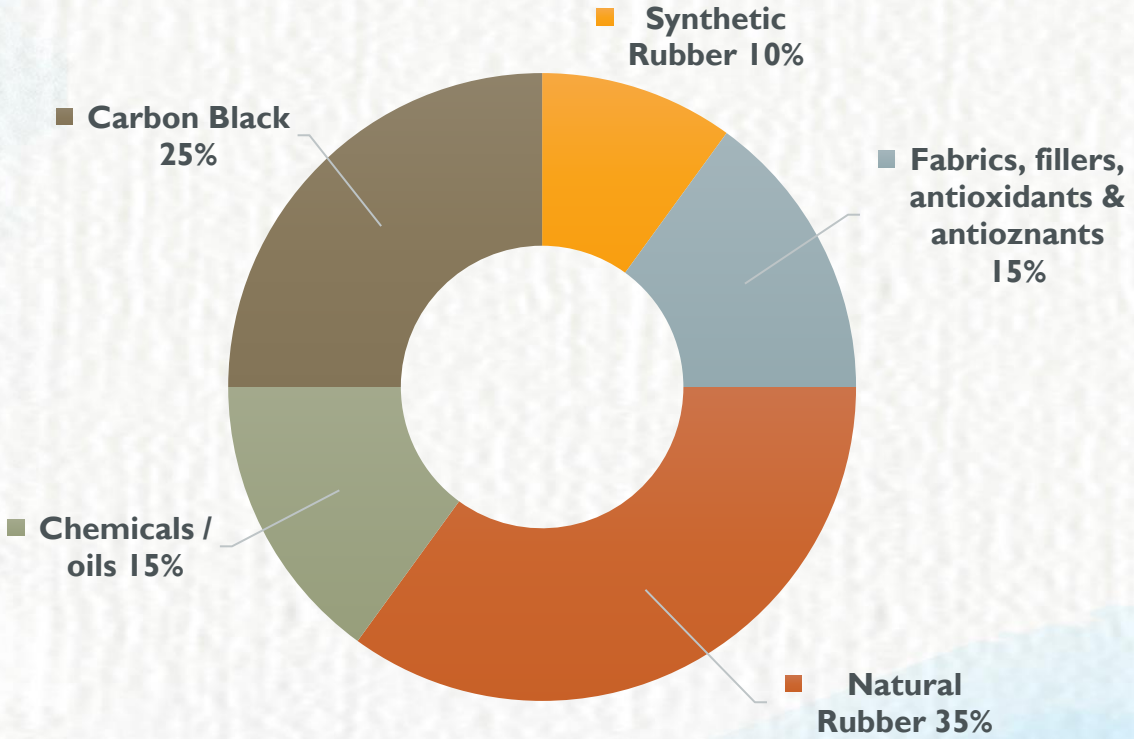
•**Chemicals / Oils (~15%)**

Provides structural stability and puncture resistance, strengthening the tyre's bead and belt areas.

•**Fabrics, Fillers & Antioxidants (~15%)**

Enhance dimensional stability and flexibility, while protecting against oxidation, ozone, and heat aging.

Collectively, these materials ensure the tyre's durability, resilience, and optimal road performance.



Mission

To enable People and Businesses to realize their full potential

And maximize value to all stakeholders

Vision

To be the leading and innovative Tyre Company of Pakistan

Helping the Nation To achieve speed with safety

By moving wheels of economy

Towards shared growth and prosperity of all stake holders

Core values

Since 1983

1983
Established Mian Tyres and Company

1984
Introduced the first locally produced MC tyres and tubes

1986
Became the first butyl tube manufacturer in Pakistan

1987
Launch of Bicycle tyres and tubes

1993
First manufacturer of Rickshaw / Tuk-Tuk tyres and tubes

1996
Start of export of wheelbarrow tyres and tubes to European market

2003
Conversion into a public limited company

2006
Became the second manufacturer of LCV tyres in Pakistan with launch of LT vehicles tyres

2010
Became the second manufacturer of tractor tyres

2011
Renaming the company to Panther Tyres Limited

2012
First ever ISO 9001 certification by the company

2013
implementation of SAP ECC 6.0

2017
PACRA Corporate long-term entity rating of A- and short-term rating of A2

2018
Awarded EU E8 – mark certification for export to European countries

2019
became the second manufacturer of TBB tyres in Pakistan

2020
Company's Long term credit rating and short-term credit rating upgraded to A and A1 respectively

2021
First company to manufacture OTR tyres and successful competition of IPO

2022
Achieved annual turnover of Rs. 20 Billion

2023
Energization of 132 KVA grid station

2024
Capacity enhancement by 22%

2025
Solar power project of 2.5 MW, best rubber tyre company and LAB accreditation PNAC

AWARDS AND RECOGINTIONS

Brand of the Year 2021

Brands Foundation

Consumer Choice Award

LCCI Achievement Award 2007

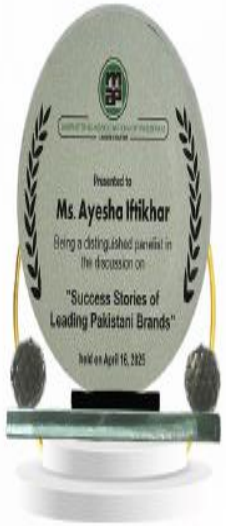
Pakistan Digital Awards 2023

Consumer Choice Award 2022

Brand of the Year Award 2019

Brand of the Year Award 2017

Consumer Choice Award



Map Award

Emerging Vendor Award

Exhibition Certificate

TOOP-ICAP

Vendor Improvement Program Certificate

Vendor Participation Shield

Consumer Choice Award

Brand of the Year Award 2013 - 2023

ISO 9001 Certificate

PACRA

Together. Creating Value.

Long-Term: A

Short-Term: A1

KEY CUSTOMERS

MILLAT TRACTORS LIMITED

ALGHAZI

ATS ENGLAND

ROHI MOTORCYCLE

BURAQ

HONDA

SUZUKI

YAMAHA

UNITED MOTORCYCLES

Hi SPEED

UNION STAR

SUPER STAR

SUPER POWER MOTORCYCLE

YJ FUTURE

TEZ RAFTAR
4-STROKE AUTO RICKSHAWS & LOADERS

evee

SAZGAR

Safari MOTORCYCLE

NEW ASIA

QINGQI

SIWA

ROZGAR AUTO RICKSHAW

KEY CUSTOMERS

PAK ARMY

PAKISTAN

FWO

BAHRIA TOWN

PIA
Pakistan International

SSGC

OIL & GAS DEVELOPMENT COMPANY LIMITED

SUI NORTHERN
Sui Northern Gas Pipelines Limited

DHA

CDA
Capital Development Authority

DESCON

NISHAT GRUOP

ALMOIZ
INDUSTRIES LIMITED

CAA

Paidar Cement
GHARIBWAL
CEMENT LIMITED

MEPCO
ENLIGHTENING LIVES

JDW
JDW Group

Fatima
Fertilizer Company Limited

HAMZA
SUGAR MILLS LIMITED

SEHGALMOTORS

SITARA
CHEMICAL INDUSTRIES LTD

LAKE CITY
LAHORE

olympia

- Off the road(OTR)
- Tractor
- Truck Bus
- LTV
- ULT
- Jeep
- Motorcycle
- Rickshaw
- Scooter
- Auto Parts
- Lubricants

FROM LIGHTEST TO HEAVIEST

ESG A PATHWAY TO SUSTAINABLE FUTRE

GHG Emission results are under PEQ's standard limit

LESCO: 93.5%
Solar 6.5%
(Based on annualized usage)

<u>Gender pay ratio:</u>
Median male to Female 1 : 1.99
Mean male to female 1 : 2.81

No of trainings: 8
Employees trained: 275

Board Diversity:
6 Males & 1 Female
Board Independence 43%

Lost time injury rate 0%

FINANCIAL OVERVIEW – BALANCE SHEET

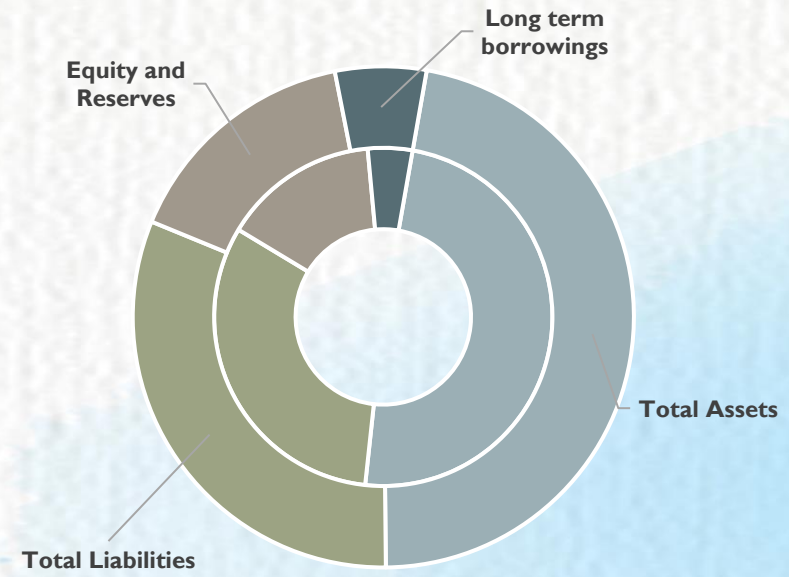
Total Assets
PKR 24.88 Bn (↑ 5.28%)
Previous: PKR 23.63 Bn (2024)

Equity & Reserves
PKR 8.80 Bn (↑ 18.59%)
Previous: PKR 7.42 Bn (2024)

Total Liabilities
PKR 16.07 Bn (↓0.86%)
Previous: PKR 16.21 Bn (2024)

Long-term Borrowings
PKR 3.58 Bn (↑ 75.49%)
Previous: PKR 2.04 Bn (2024)

In FY 2025, Panther Tyres Ltd reported steady balance sheet growth across all key indicators. Total assets rose by 5.28% to PKR 24.88 billion. Liabilities decreases moderately, aligned with business expansion, and long-term borrowings increased to PKR 3.58 billion, reflecting strategic investment in capacity enhancement. Overall, the Company maintained a robust and well-balanced financial structure.



FINANCIAL OVERVIEW – PROFIT & LOSS

	FY-2025	FY2024
Revenue - Net	PKR32.56B	PKR 29.53B
Operating Profit	PKR 2.46B	PKR 2.38B
Profit Before tax	PKR 1,008M	PKR 896M
Gross Profit	PKR 4.2B	PKR4.31B
Other Income	PKR 117.82M	PKR91.89M
Earning Per Share	PKR 2.57	PKR 2.77

CONTRIBUTION TOWARDS ECONOMY AND COMMUNITIES

Shareholders
Rs.2 per share
dividend

Export sales
Rs. 4.93 Bn

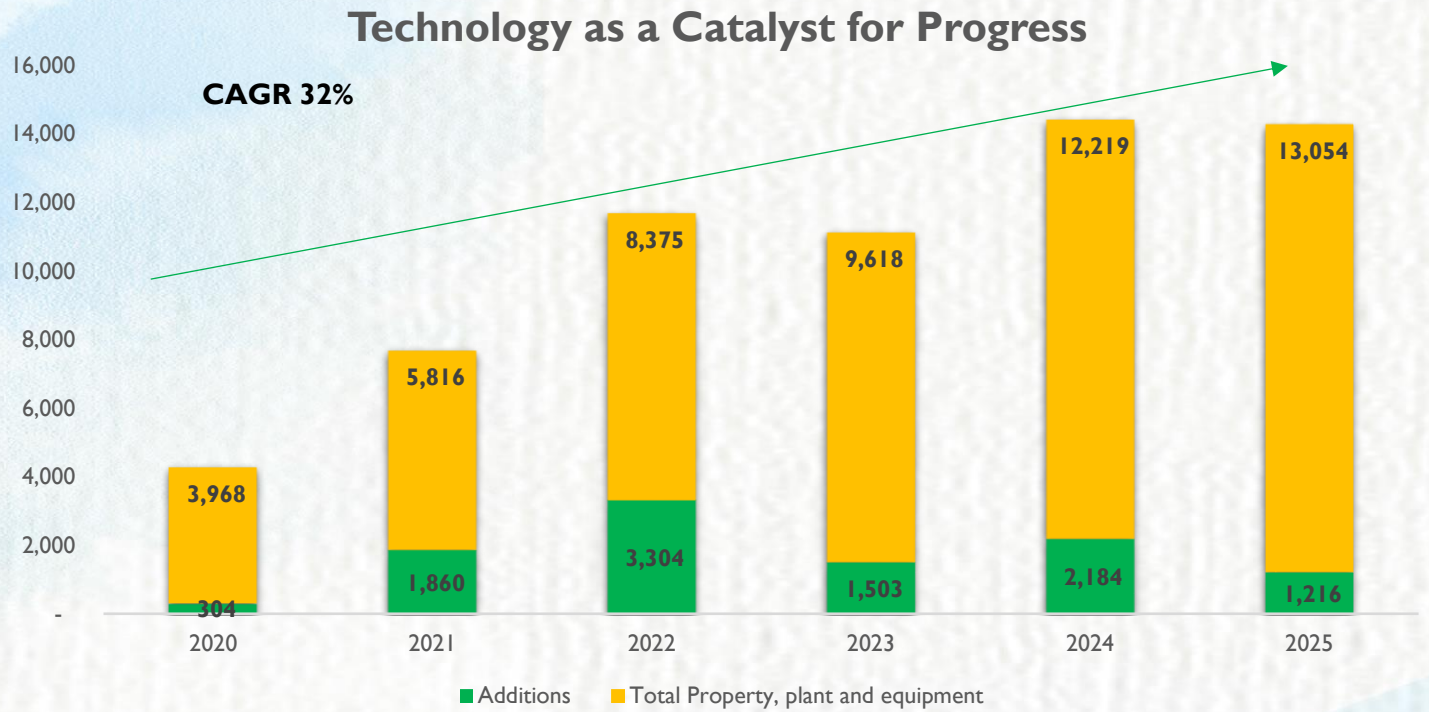
Providers of
Financial Capital
Rs1,459million

Society Rs. 2,732
Million

National
Exchequer
Rs.3,375 million

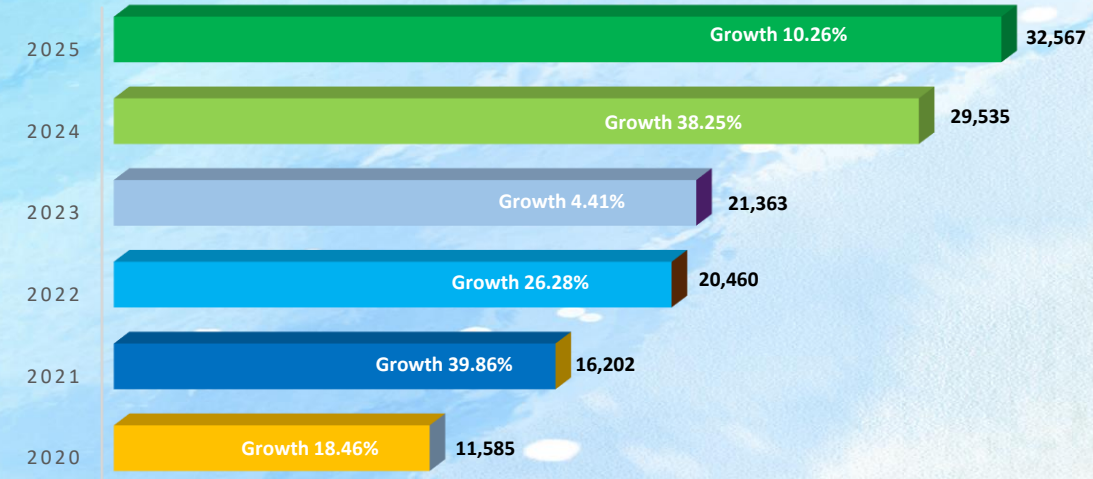
Investments in BMR

Annual addition in PPE increased from **Rs. 304 million in 2020 to Rs. 2,184 million in 2024 and Rs.1,216 million in 2025**, reflecting a **CAGR of around 32%**. This growth highlights the Company's strategic commitment to **capacity expansion, automation, and technology upgradation**. Major spikes in 2022 and 2024 correspond to key modernization phases and production efficiency initiatives. Despite a volatile macroeconomic environment, sustained capital investment has positioned Panther Tyres for **enhanced productivity and long-term competitiveness**.



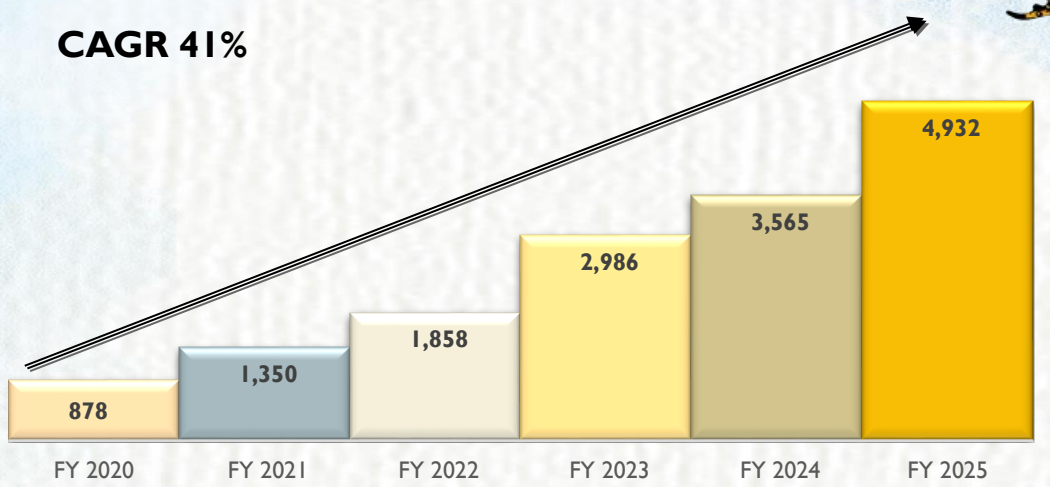
SALES GROWTH

CAGR 23%



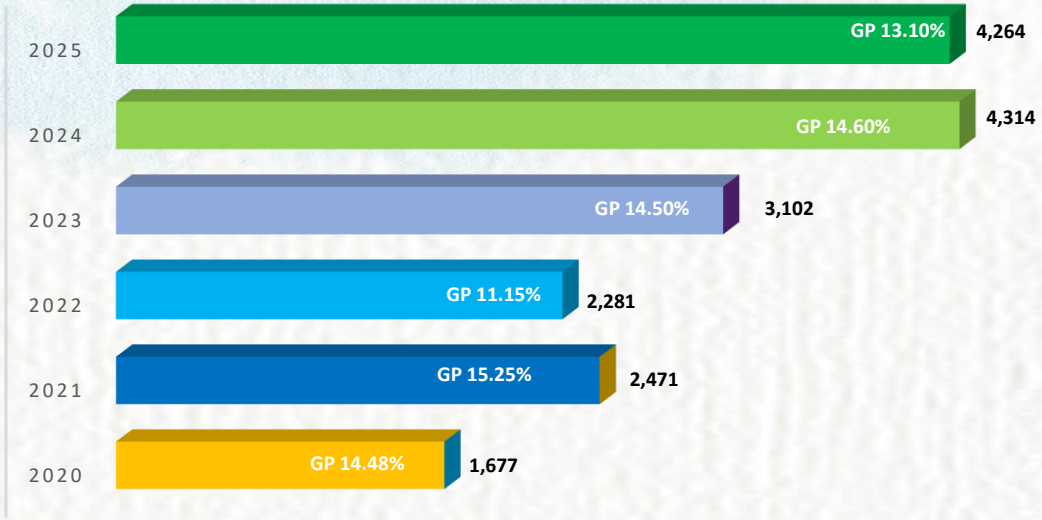
Export Sales

CAGR 41%

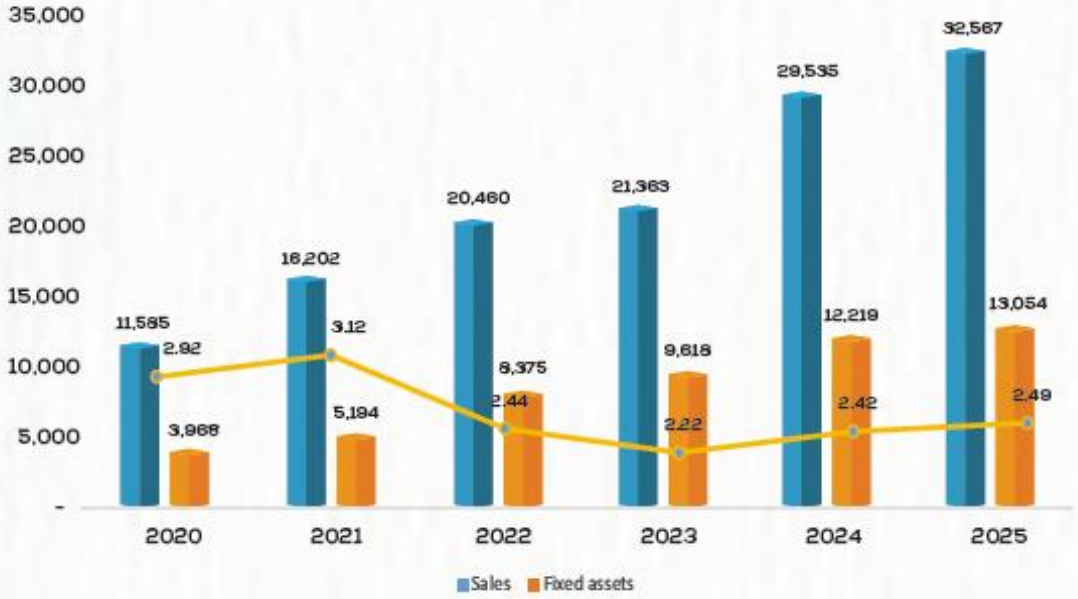


GROSS MARGIN

CAGR 21%



FIXED ASSET TURNOVER



Export markets

Middle East

- Iraq
- Saudi Arabia
- United Arab Emirates
- Jordan
- Turkey

Asia

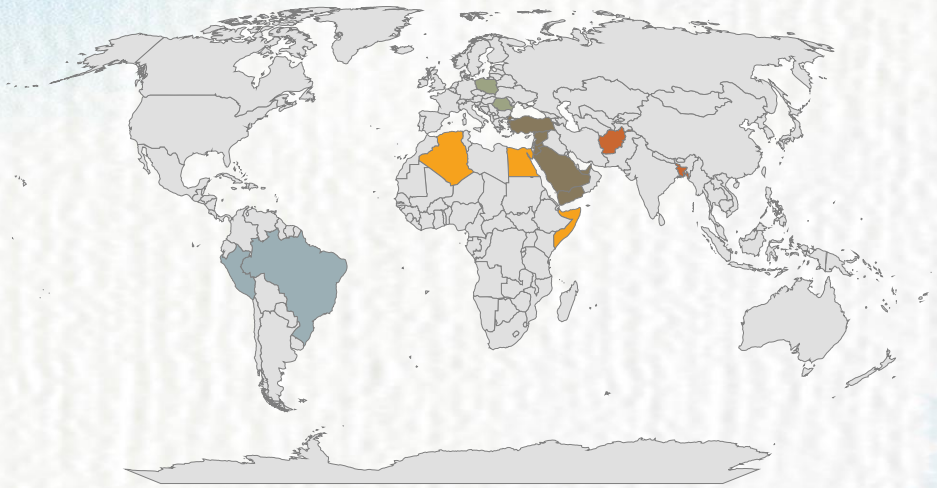
- Afghanistan
- Bangladesh

America

- Peru
- Brazil

Africa

- Somalia
- Algeria
- Egypt
- Tunisia



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Operational Performance Analysis

The company's performance shows steady improvement across the reported quarters, with both **Sales** and **Gross Profit (GP) Ratio** demonstrating an upward trajectory.

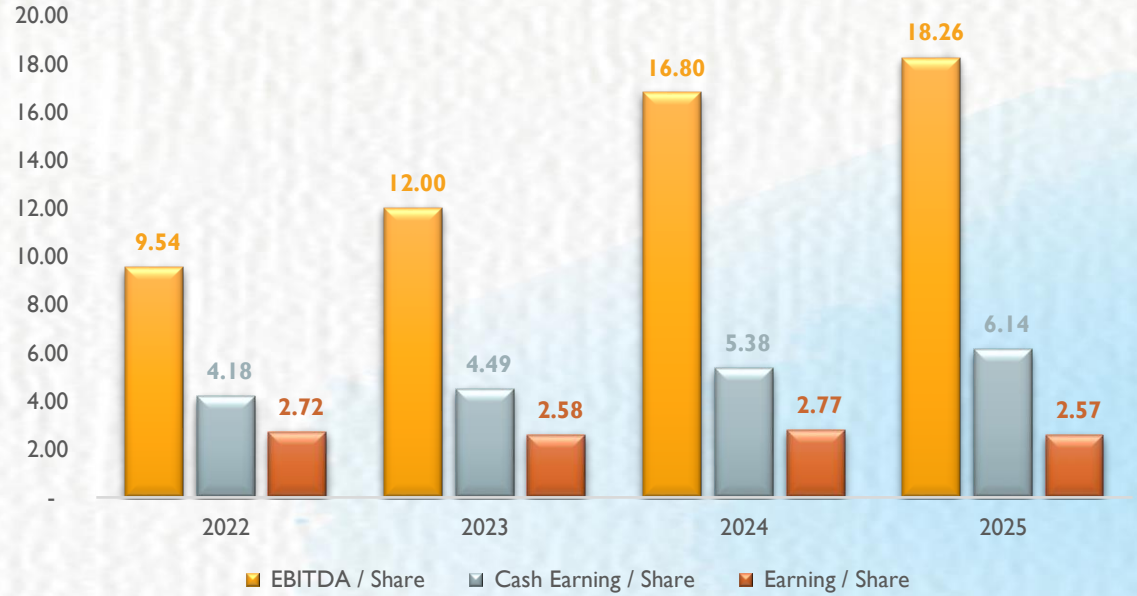
- **Q1 2025** starts with sales of **8,021** and a GP ratio of **11.52%**, marking the base performance.
- In **Q2 2025**, sales slightly dip to **7,687**, but profitability improves to **12.84%**, indicating better cost control or an improved product mix.
- **Q3 2025** shows relatively stable sales at **7,598**, with a slight softening in GP ratio to **12.52%**.
- A strong rebound occurs in **Q4 2025**, where sales peak at **9,262** and the GP ratio rises significantly to **15.15%**, reflecting enhanced operational efficiency and stronger market demand.
- **Q1 2026** maintains momentum with sales of **8,918** and a healthy GP ratio of **15.03%**, showing sustained profitability improvements compared to the previous year.

Per Share Performance Analysis

- Strong operational growth reflected in **EBITDA per share**, rising from 9.54 (2022) to 18.26 (2025).
- **Cash earnings per share** improve steadily, showing enhanced cash flow generation and financial strength.
- **Earnings per share** remain stable between 2.5–2.8, indicating consistent profitability despite cost pressures.
- Overall trend demonstrates **improving operations, better cash performance, and sustained financial stability** over the four-year period.

QUARTERWISE PERFORMANCE

PER SHARE PERFORMANCE



The Cost Curve: Material Rate Trends (USD)

Natural Rubber:

- **2021 to Mid-2022**:
  Rubber prices remained relatively stable, fluctuating between 160 and 180. This period likely reflected balanced supply and demand conditions, with no major disruptions.
- **Mid-2022 to Early 2023 – Sharp Decline**:
  Prices dropped significantly, reaching close to 120. This steep decline suggests a possible oversupply, reduced industrial demand, or external shocks such as economic slowdowns or trade restrictions.
- **2023 to Early 2025 – Strong Recovery**:
  After bottoming out, prices rebounded sharply, climbing to nearly 200 by early 2025. This surge may have been driven by renewed demand, supply constraints, or speculative market activity.
- **2025 – Post-Peak Stabilization**:
  Following the peak, prices dipped slightly but stabilized in the 160–180 range. This suggests the market may have found a new equilibrium, with neither extreme scarcity nor surplus.

BUSINESS RISKS AND OPPORTUNITIES

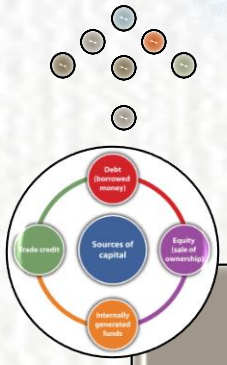
BUSINESS RISKS

- Reliance on Imported materials.
- Grey market and smuggling.
- Energy and utility cost (high Electricity and gas tariffs).
- Strong foreign competition(Chinese, Japanese, European Brands).

OPPORTUNITIES

- Consistent growth of replacement markets.
- Export potential of Middle East, Africa and Central Asia.
- Growing Automotive sector.
- Untapped potential of corporate farming and agricultural mechanization.

FUTURE OUTLOOK



Financial Prudence

Export Expansion

Innovation and diversification

Operational Efficiency

Capacity Utilization

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Q & A SESSION

EMBRACING CHANGE FOR
EMPOWERING GROWTH