EVERY **JOURNEY**
HAS A **DESTINATION**

Corporate Briefing Session 2026



Agenda

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02 PACRA Credit Rating

03 Brand & Stakeholder Engagement

04 Export Market Development

05 Sustainability & ESG

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01

Company Overview



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Pakistan’s first

Automotive tyre manufacturer

Incorporated in 1963

Manufacturing in Landhi, Karachi since July 1964



FOUR MARKET SEGMENTS



Original Equipment Manufacturers



Replacement / Aftermarket

180+ dealers



Institutional / Government



Export Market

GTR's journey

1963–64

GTYR incorporation (1963)
First tyre production (1964)
120,000 tyres/year

1977–83

Bibojee acquires **90%** in 1977
KSE & LSE listing in 1983

1985–87

600,000 tyres/year (1985)
Continental AG (1987)
Technical services

1992–2009

Formula III, FAST UK (1992)
Pakistan's **first radial** (1993)
800,000 tyres/year (2001)
Further Capacity Enhance (2009)



2025-26

UNR-117 compliance (3 sizes)
Alro Grip 225/50 R18
HR-V HEV, **1.79 MW** green energy
DOT and GSO certification

2023–24

OTR / **18-inch SUV** (2023)
SHRC agreement (2024)
Technical partnership

2021

Launch of new **GTR Tyre** and
E-Mark UNR-30 / UNR-54

2012–18

2012 Motorcycles, 2016 OHSMS
2017 **SAP ERP**,
2018 **17-inch PCR** tyres

Product portfolio











PASSENGER / SUV

PCR tyres for passenger cars, SUVs and 4×4s.

COMMERCIAL / OTR

Truck, bus, light truck and off-the-road tyres.

TWO-WHEELER

Motorcycle tyres.

FARM TYRES

Tractor tyres.

Customers and distribution

HONDA
TOYOTA
SUZUKI
ISUZU
JAC
KIA Movement that inspires
HYUNDAI
HINO
FUSO
NEW HOLLAND
MASSEY FERGUSON

180+

Authorized dealers nationwide

Head Office and Factory: Karachi
Branches: Sukkur, Multan, Lahore and Islamabad



PACRA credit rating

Rating announced 31 July 2026

02

LONG TERM

A+

SHORT TERM

A1

Rating action

Maintained

Outlook

Stable



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03

Brand & Stakeholder Engagement

Building brand visibility, dealer relationships and workplace culture.



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MARKETING CAMPAIGN

Peshawar Zalmi partnership

Official tyre partner for PSL 11











Brand visibility through national sport

DEALER GATHERING

Recognizing our dealer network

Pearl Continental Lahore









GATHERINGS & FUNCTIONS

People, skills and workplace culture

Industry engagement, continuous learning and workplace respect



INDUSTRY & ACADEMIA

Dawood University industrial visit



LEARNING & DEVELOPMENT

AI in chemical process industries



YOUTH & EMPLOYABILITY

Hunar Foundation annual job fair



WORKPLACE RESPECT

Anti-harassment workshop

Shandong Huasheng Rubber Company Ltd (SHRC)

Global tyre manufacturer and GTR's technical partner

Five manufacturing plants in Dongying, Shandong, China, Cambodia

No. 12

Chinese tyre manufacturers[1]

China Rubber 2026 ranking

No. 34

Tyre manufacturers worldwide[2]

Tire Business 2026 ranking

160+

Countries and regions[3]

Huasheng Group market reach



Technical collaboration with GTR

A broad tyre portfolio

Passenger cars, SUVs and light trucks, plus truck & bus radial tyres.

KAPSEN, HABILEAD and ROADBOSS

Research and product development

300+ patents and 350+ R&D personnel[3].
CNAS lab, green, EV and run-flat tyres[3].

[1] China Rubber. [2] Tire Business. Both 2026 rankings use 2025 tyre sales. [3] Huasheng Group disclosures.

Factory visits and technical exchange

SHRC delegation visits GTR



SHRC’s senior technical team visited GTR’s factory and discussed technical support with our management.

New passenger and light truck radial tyre designs

GTR team visits China



Our team visited Huasheng’s facilities in China for training in advanced tyre manufacturing and quality control.

Factory visits and workshops

04

AGENDA SECTION

Export Market Development



Expanding Our Global Footprint

Wider market access. Stronger global presence.

EXPORT MARKET ACCESS

UNITED STATES

DOT

REGISTRATION OBTAINED

U.S. DOT registration

Supporting U.S. market entry

GULF REGION

GCC

CERTIFICATION OBTAINED

GSO certification

Access to six GCC markets

Automechanika Istanbul 2026

Product showcase • Global partnerships • Export opportunities



GTR exhibition stand



International partner engagement

05

Sustainability & ESG



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Sustainability & ESG

FY2026 environmental and people initiatives



Solar PV at Landhi

1.79 MW
Installed solar capacity

1,047 t
Reported CO_2 avoided

Sustainability metrics published within the company's annual report and audited financial statements.

300
Trees planted
FY2026 target met

583 hrs.
HSE training
For employees

64,286
kWh LED savings / year
47 fixtures upgraded



Community plantation



Employee training

ISO Certifications



ISO 9001:2015

Quality
Management System



ISO 14001:2015

Environmental
Management System



ISO 45001:2018

Occupational Health & Safety
Management System

06

Financial Review FY2026



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INCOME STATEMENT

FY2026 financial analysis

Rs. million, except per share	FY2026	FY2025
Gross sales	**20,955.8**	**21,872.0**
Net sales	16,852.3	17,799.7
Gross profit	1,510.1	2,271.9
Profit from operations	380.2	1,184.6
Finance cost	1,148.3	1,351.0
Loss before all taxes	(735.4)	(150.3)
Loss after tax	**(1,006.8)**	**(366.1)**
Loss per share, Rs.	**(8.26)**	**(3.00)**

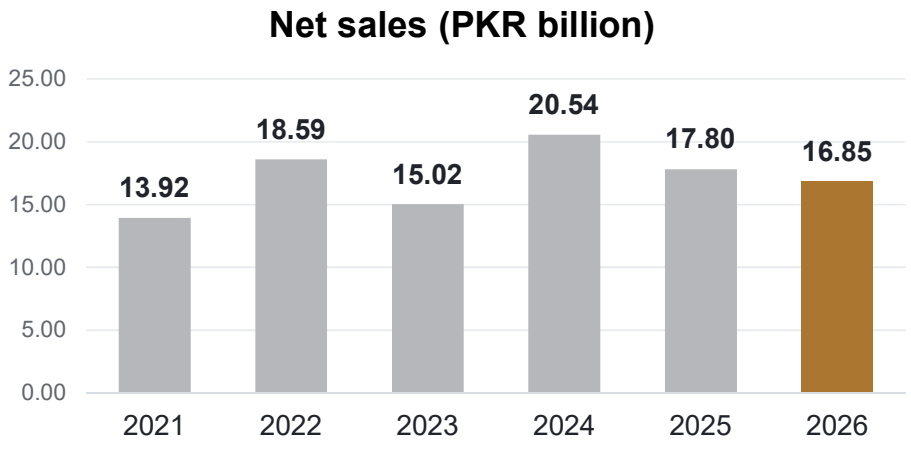
Financial Analysis

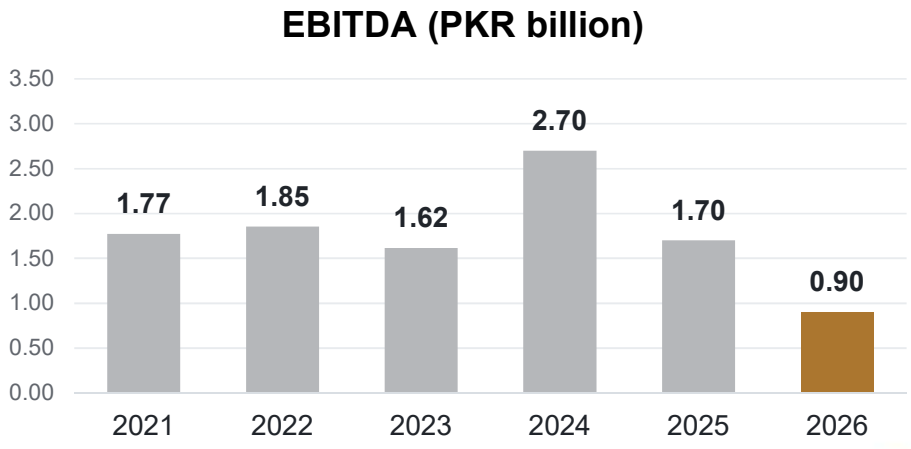
16.85

PKR billion net sales

0.90

PKR billion EBITDA

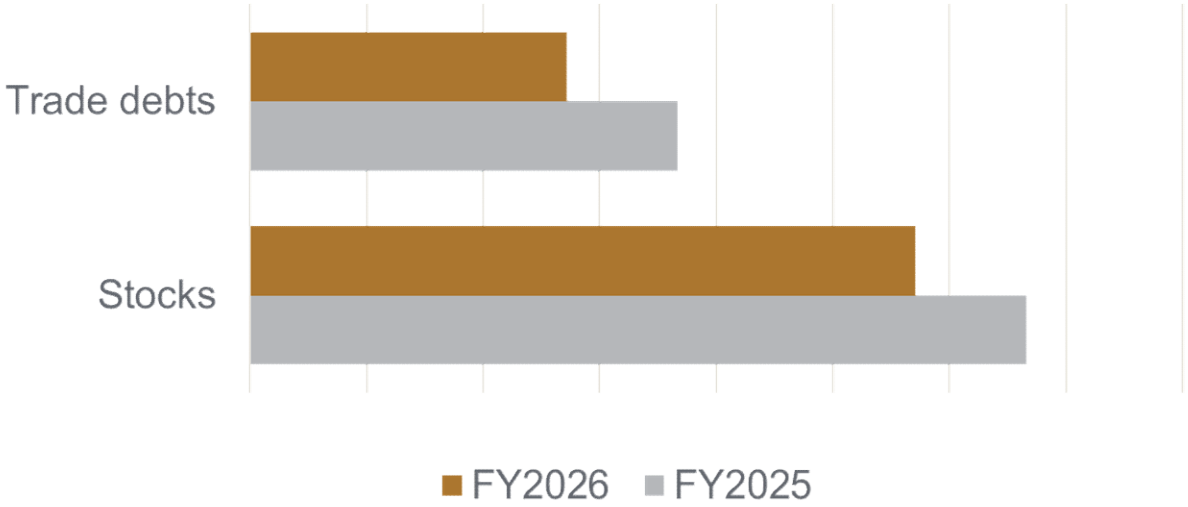




FY2021–FY2026

Rs. million

Working capital improvement



951.8

Reduction in trade debts

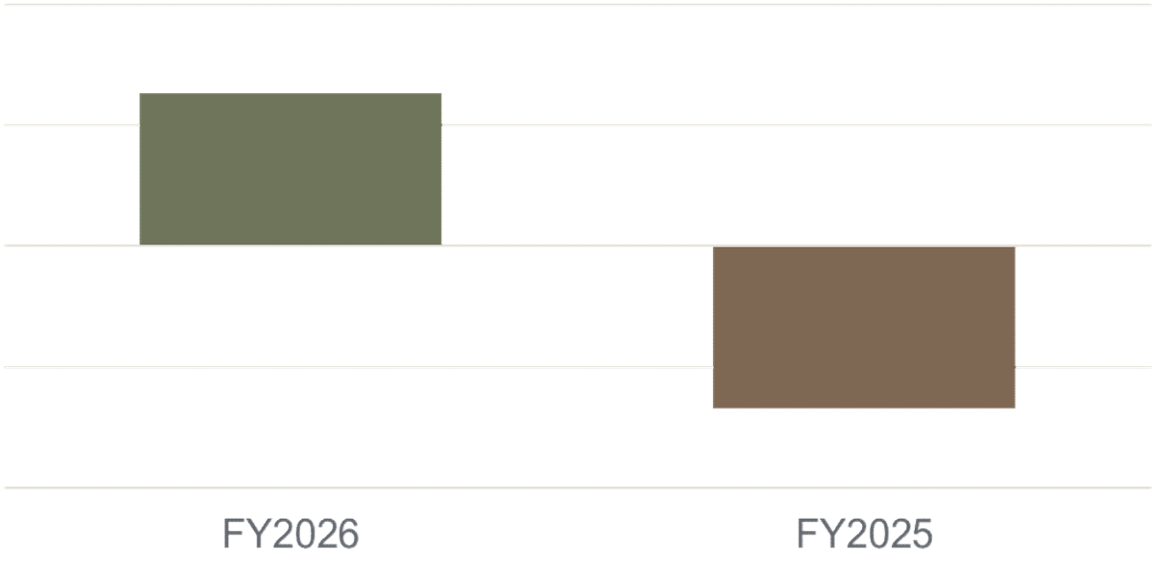
957.8

Reduction in stocks

Receivable days improved to 59 from 75; stock days improved to 124 from 137.

Operating cash flow

Rs. million



2,600.8

Improvement versus FY2025

1,609.3

Cash contribution from working capital changes

Financial position

Rs. million	FY2026	FY2025
Total assets	19,164.4	21,426.1
Total equity	**5,801.7**	**6,737.7**
Current assets	10,849.6	12,827.4
Current liabilities	12,372.5	13,635.1

0.88x

Current ratio at 30 June 2026

Rs. million

Five-year financial performance

Key figures	FY2026	FY2025	FY2024	FY2023	FY2022
Net sales	**16,852.3**	**17,799.7**	**20,538.6**	**15,018.7**	**18,588.3**
Gross profit	**1,510.1**	2,271.9	3,277.9	2,291.7	2,452.7
Gross margin (%)	**8.96%**	12.76%	15.96%	15.26%	13.20%
EBITDA	**904.2**	**1,701.8**	**2,700.7**	**1,615.4**	**1,853.9**
Finance cost	**1,148.3**	1,351.0	1,680.3	1,291.8	747.8
Net profit / (loss)	**(1,006.8)**	**(366.1)**	**229.1**	**(167.4)**	**356.1**
EPS (Rs.)	**(8.26)**	(3.00)	1.88	(1.37)	2.92
Total assets	**19,164.4**	21,426.1	18,848.1	18,274.5	16,054.0
Total equity	**5,801.7**	6,737.7	5,995.3	5,753.9	3,844.5

Review of challenges faced in FY2026

Production disruption, margin pressure and a heavier tax burden.

PRINCIPAL LOSS DRIVER

Supply-chain disruption

Regional tensions • Critical inputs

- **Raw-material delays**
  Production constrained.
- **Lower plant utilisation**
  Fixed overheads under-absorbed.
- **Higher cost per tyre**
  Gross margins eroded.

OPERATING DISRUPTION → EARNINGS PRESSURE

Raw-material cost volatility

Fluctuating input prices complicated procurement, cost control and pricing decisions.

Under - Invoicing

Low-cost and under-invoiced imports restricted the ability to pass on higher costs.

07

Future Outlook & Priorities

FY2027 priorities for reliable production, margin recovery and cash generation.

Production & margins • Growth & exports • Cash & funding



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Future Outlook & Priorities

OPERATING RECOVERY

Rebuild margins. Strengthen cash.



1.76 → 3.6 MW

PLANNED SOLAR CAPACITY

Supply continuity & cost discipline

- ✓ Diversify qualified suppliers, align output with demand and improve productivity.
- ✓ Increase Raw Material stock from one (1) month to two (2)+ months.
- ✓ Fixed-cost savings; optimize warehousing, logistics and utilities.

Domestic, product & export growth

Target replacement-market; strengthen dealers, and cash sales.

DOT GCC Gulf • Turkey • Yemen • Egypt: distributors and repeat orders

Cash generation & funding

Tighten credit, collections and inventory; working capital improvement..

08

Disclaimer & Q&A

Presentation disclaimer, followed by questions and discussion.

Disclaimer • Questions • Discussion



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TYRE
Question
and Answer
Thank you for your attention