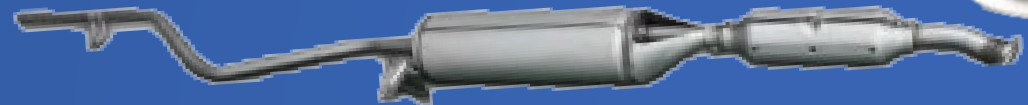
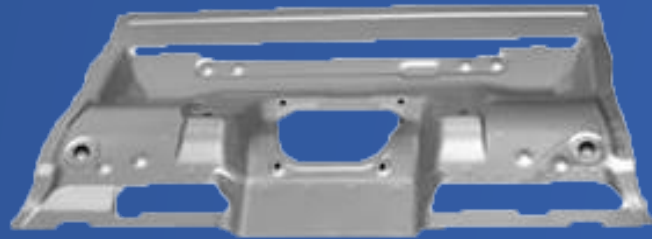
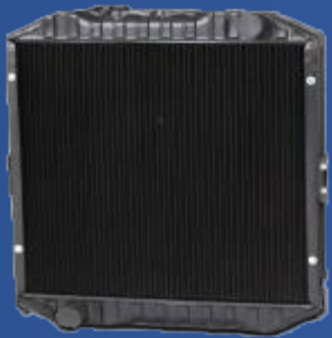




L O A D S L I M I T E D

CORPORATE BRIEFING SESSION
2024





LOADS LIMITED



Loads

Disclaimer

This Corporate Briefing Session presentation is prepared exclusively for discussion purposes with the participants only. Any expression, information, statement or representation made during the discussion shall not be inferred by any investor or potential investor as an advice or recommendation in relation to holding, purchasing or selling securities without proper consideration.

It is suggested that, before acting on any information/discussions held during this briefing session, one should seek/re-confirm accuracy regarding the information.

Preamble

- Loads Limited was established on January 1, 1979 as a private limited company.
- The company is quoted on the Pakistan Stock Exchange in November 1, 2016 and engaged in manufacture of exhaust systems, radiators, and sheet metal components for the multi-national automotive assemblers in Pakistan.
- The company's key customers are Toyota, Suzuki, Honda, Hino, Nissan, Massey-Ferguson, Mitsubishi, Yamaha, etc.

Loads Limited - Corporate Information

Symbol

- Loads

Legal Status

- Public Limited Company

Subsidiaries and Associated Companies

- Specialized Autoparts Industries (Private) Limited
- Multiple Autoparts Industries (Private) Limited
- Specialized Motorcycles (Private) Limited
- Hi-Tech Alloy Wheels Limited
- Treet Corporation Limited

Loads Limited - Corporate Information

Registered Office

- Plot No. DSU-19, Sector II, Pakistan Steel Industrial Estate Bin Qasim, Karachi

Capital

- Authorized Capital Rs. 4,000,000,000
- Issued & Paid up Capital Rs. 251,250,000

Credit Rating

- A1 Short term
- A Long Term

Directors Profile



Sved Shahid Ali
Chairman

- Chairman Treet Corporation
- Board Member Packages, IGI Insurance



Munir K. Bana
Vice Chairman

- Director Treet Corporation
- Ex- Honorary Chairman KTDMC
- Ex-Parke-Davis Boots



M. Mohatashim Aftab
Chief Executive

- Ex-Group Chief Financial Officer Treet Corporation
- Ex-KAPCO



Syed Shehryar Ali
Non Executive Director

- CEO Treet Corporation
- CEO Treet Battery
- BA Sales & Marketing



M. Z. Moin Mohajir
Independent Director

- Ex-Sanofi Aventis Pakistan
- Ex-board Member PIDC & Others



Dr. Rozina Muzammil
Independent Director

- Chief HR Institute Of Bankers Pakistan
- Honorary VP IMA
- Ex-PIPFA



Shamim A. Siddiqui
Chief Financial Officer

- Gold Medalist Institute Of Cost & Management Accountants Of Pakistan



Auto Industry Unit Sales

JUL 21 to JUN 22	CAR SALES (BY OEMs)	JUL 22 to JUN 23	JUL 23 to JUN 24	Growth	
				Unit	%
150,279	Pak Suzuki Motor Company	65,363	54,428	(10,934)	-17
74,533	Indus Motor Company - Toyota	31,104	20,770	(10,334)	-33
39,452	Honda Atlas Cars	16,879	13,214	(3,665)	-22
13,132	Hyundai Nishat Motor	9,688	9,160	(528)	-5
1,871	Others (Ghandhara + Nissan + Beijing + Sazgar)	3,845	6,255	(2,410)	63
279,267	TOTAL - CARS, VANS, SUVs & LCVs	126,879	103,827	(23,051)	-18

Auto Industry Unit Sales

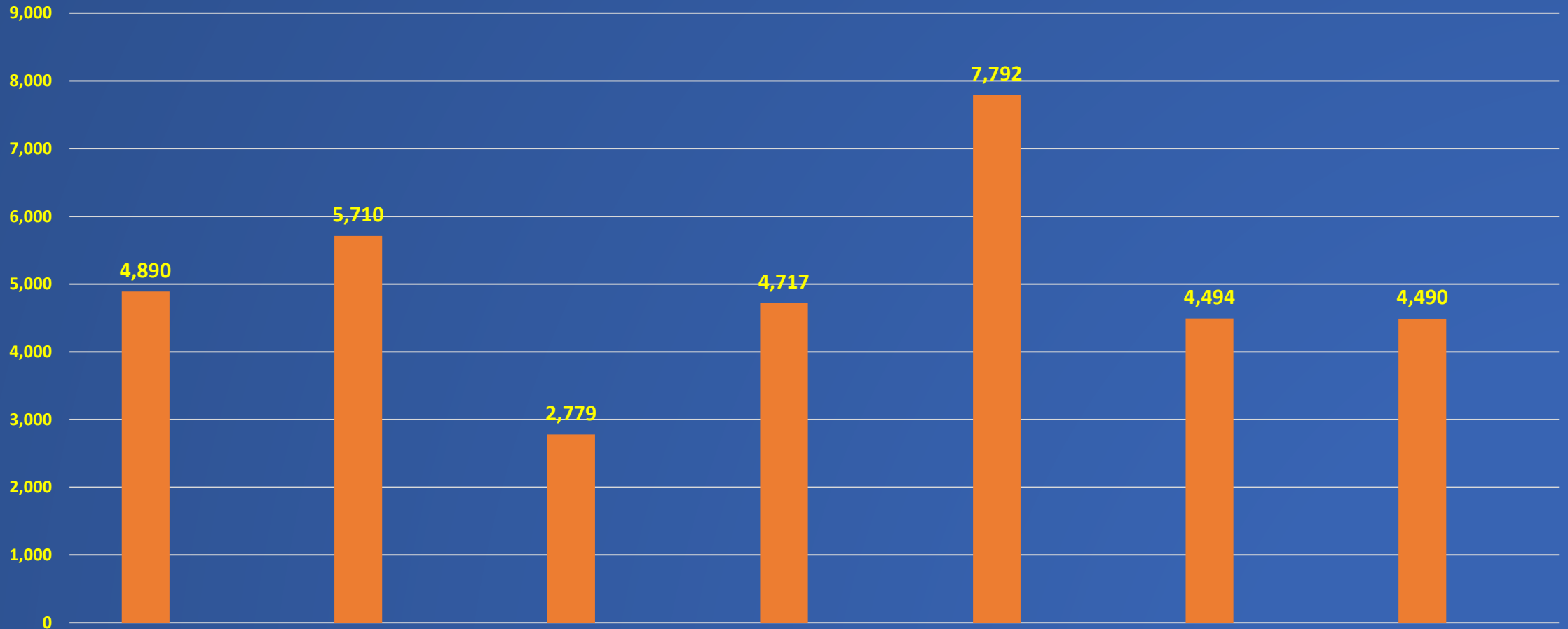
JUL 21 to JUN 22	CAPACITIES	JUL 22 to JUN 23	JUL 22 to JUN 23	Growth	
				Unit	%
104,321	Cars: Over 1000 cc	44,596	35,447	(9,148)	-21
46,300	Cars: 1000cc	12,390	7,473	(4,917)	-40
83,559	Cars / Vans: 660cc - 800cc	39,826	38,657	(1,169)	-3
27,608	SUVs	21,265	11,304	(9,961)	-47
17,479	LCVs	8,802	10,946	(2,144)	-24
279,267	TOTAL - CARS, VANS, SUVs & LCVs	126,879	103,827	(23051)	-18

Loads Limited - Profit & Loss for the year ended June 30, 2024

Rupees in millions			
Description	June 2024	June 2023	Variance
Sales	4,490	4,494	-4
Gross Profit	816	770	46
Operating Profit / (Loss)	1,313	(868)	445
Profit / (Loss) Before Tax	545	(1,715)	2,260
Profit / (Loss) for the year	287	(1,798)	2,085
Earnings / (Loss) per Share in Rupees	2.65	(5.39)	

Loads Limited - Sales Trend

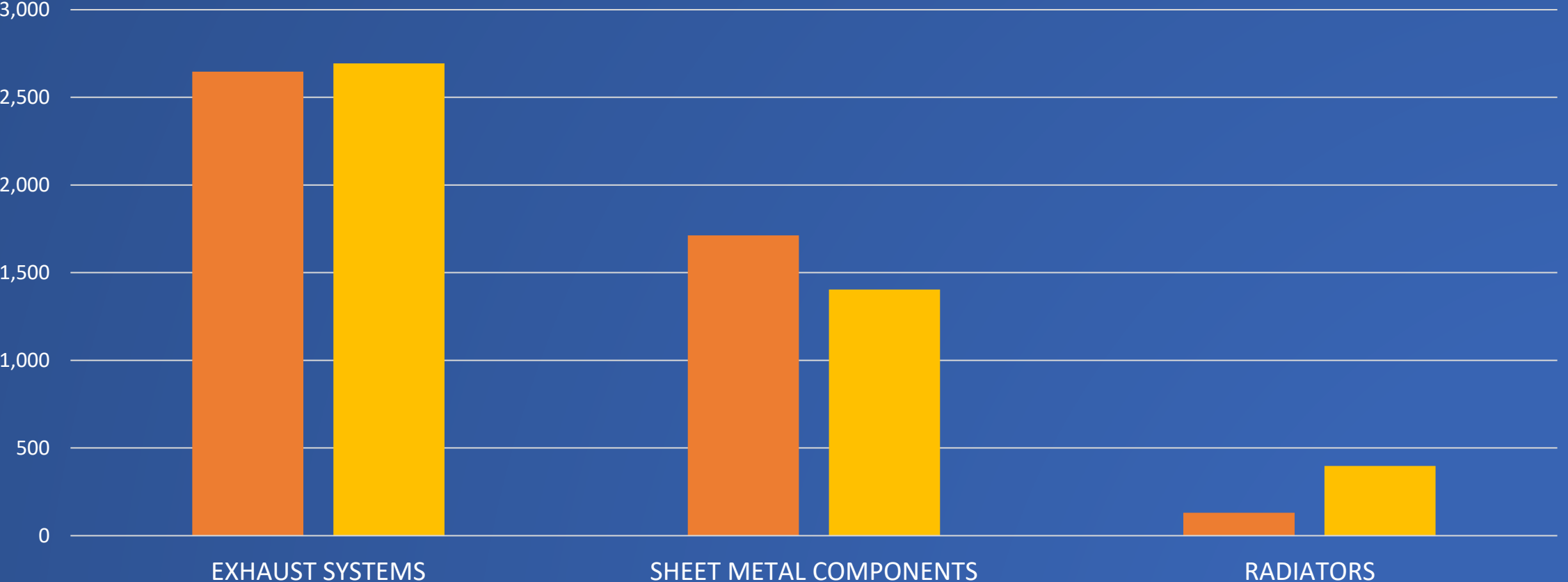
Rupees in millions



June 18	June 19	June 20	June 21	June 22	June 23	June 24
4,890	5,710	2,779	4,717	7,792	4,494	4,490

Loads Limited - Sales Performance

Rupees in millions



Year	EXHAUST SYSTEMS	SHEET METAL COMPONENTS	RADIATORS
2024	2,647	1,713	130
2023	2,694	1,403	397

Loads Limited - Customer Sales Contribution

Customers	Sales Contribution	
	June 30, 2024	June 30, 2023
Suzuki	56%	54%
Indus	24%	22%
Honda	14%	12%
After market	1%	6%
Millat Tractors	-	1%
Yamaha	2%	3%
Others	3%	3%
Total	100%	100%

Future Outlook

- We are of the view that the automotive industry is slowly recovering, but the need for continuously reduction in interest rates and long-term economic policies are a critical factor.
- Resumption of aftermarket sales of radiator core.
- Export of exhaust system to UAE market.
- We foresee a high demand for automobiles in next 3 years.

Future Outlook

JUL 22 to SEP 22	CAR SALES (BY OEMs)	JUL 23 to SEP 23	JUL 24 to SEP 24	Growth	
				Unit	%
16,639	Pak Suzuki Motor Company	10,946	13136	2190	20
8,868	Indus Motor Company - Toyota	4,511	6160	1649	37
5,626	Honda Atlas Cars	2,510	3348	838	33
3,097	Hyundai Nishat Motor	2,167	2002	(165)	-8
216	Others (Ghandhara + Nissan + Beijing + Sazgar + KIA)	848	2878	2,030	239
34,472	TOTAL - CARS, VANS, SUVs & LCVs	20,982	27,585	6,603	31

Q/A Session

Thank you