SAZGAR ENGINEERING WORKS LIMITED

The General Manager,
Pakistan Stock Exchange Limited,
Stock Exchange Building,
Stock Exchange Road,
Karachi.

Ref/Sgl/26-09/9234
September 24, 2026

Subject: **PRESENTATION OF CORPORATE BRIEFING SESSION (CBS)**

Dear Sir,

Please find attached Presentation to be presented in CBS to be held on 26-09-2026 and announced through PUCARS POST ID: 283317 dated 24-09-2026. Further, please find below the hyperlink of CBS presentation:

Hyperlink of CBS Presentation: https://sazgarautos.com/corporate-briefing/

Thanking you.

Yours truly,
For Sazgar Engineering Works Limited,

Arshad Mahmood
(Company Secretary)

Encls. As above

Registered Office: 88-Ali Town, Thokar Niaz Baig, Raiwind Road, Lahore. Pakistan +92-42-35291573-74, 35297861-62
+92-42-35297863 sazgar@brain.net.pk, info@sazgarautos.com www.sazgarautos.com
Car Plant: Maghrabi Tanki-1 Link Road, Near Ijtamah Chowk, Sunder-Raiwind Road, Raiwind, Lahore. Pakistan
UAN: 3444-SAZGAR (729-427) +92-42-35398671-74 +92-42-35398676
Three Wheeler Plant: 18-KM, Raiwind Road, Lahore. Pakistan +92-42-35330300-2 +92-42-35330329

SAZGAR

CORPORATE BRIEFING

ON THE BASIS OF
AUDITED ANNUAL FINANCIAL STATEMENTS FOR THE YEAR ENDED
JUNE 30, 2026

SEPT 26, 2026

12:30 PM

PRESENTERS:

Mr. Mian Asad Hameed (CEO)
Mr. Mian Muhammad Ali Hameed (COO – Car Division)
Mr. Arshad Mahmood (Company Secretary)
Mr. Muhammad Atif Rao (CFO)

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COMPANY OVERVIEW

- Incorporated on September 21, 1991 as a private limited company.
- Converted into a public limited company on November 21, 1994.
- Listed on the Stock Exchanges of Pakistan in September 1996.
- Face value of Company's share is PKR 10/-.
- Dealership network across the country consists of:
  - 20+ dealers of four-wheeler
  - 50+ booking agents of three-wheeler
- The authorized share capital of the Company is PKR 1,000,000,000/-.
- The share is traded under the symbol of SAZEW.
- The market price of Company's share was PKR 2,063.49 as on June 30, 2026.
- Currently 2,558 employees are on the payroll.
- CREDIT RATING (by VIS Credit Rating Company Ltd.)
  - Medium to Long term rating: **A+**
  - Short term rating: **A1**

COMPANY OVERVIEW

Registered office:

- 88- Ali Town, Thokar Niaz Baig, Raiwind Road, Lahore.

Manufacturing facilities:

- Unit – 1 - Located at 18 K.M Raiwind Road, Lahore.
- Unit – 2 - Located at Maghrabi Tanki-1 Link Road, Near Ijtamah Chowk, Sundar-Raiwind Road, Raiwind, Lahore.

BOARD OF DIRECTORS

Mrs. Saira Asad Hameed
- Chairperson of Board
- Non-Executive Director

Mr. Mian Asad Hameed
- Chief Executive
- Chairman of Nomination Committee
- Member of Human Resource & Remuneration Committee

Mr. Saeed Iqbal Khan
- Executive Director
- Member of Nomination Committee

Mr. Mian Muhammad Ali Hameed
- Executive Director
- Member of Risk Management Committee

Mr. Humza Amjad Wazir
- Non-Executive Director
- Member of Human Resource & Remuneration Committee
- Member of Nomination Committee

Mrs. Sana Suleyman
- Non-Executive Director
- Member of Audit Committee
- Member of Sustainability Committee

Mr. Taha Mahmood
- Independent Director
- Chairman of Human Resource & Remuneration Committee
- Member of Risk Management Committee
- Member of Audit Committee

Mr. Umair Ejaz
- Independent Director
- Chairman of Audit Committee
- Chairman of Risk Management Committee
- Member of Human Resource & Remuneration Committee
- Member of Sustainability Committee

Mr. Muhammad Omer Saeed
- Independent Director
- Chairman of Sustainability Committee

SCOPE OF BUSINESS

- Manufacturing of Four-Wheeler Vehicles.
- Manufacturing of Three-Wheeler Vehicles.
- Manufacturing of Automotive and Other Parts.

STRATEGIC AND OPERATIONAL UPDATES FOR THE YEAR ENDED JUNE 30, 2026

- Completion of existing four-wheeler expansion plan
- New expansion plan of setting up / installation of fully automatic paint shop.
- Re-validation and upgradation of Credit Rating:
  - Medium to long term: Upgraded from "A" to "A+"
  - Short term: Revalidated at "A1"
- Re-validation of ISO Certification for Four Wheelers Project.
- Acquisition of land near the four-wheeler plant and two commercial plots at Pine Avenue and CBD Lahore.
- Launch of new CKD models "GWM Haval H6 PHEV AWD", "GWM Tank 500 PHEV and HEV".

FINANCIAL PERFORMANCE - YEAR ON YEAR COMPARISON

PARTICULARS	2022	2023	2024	2025	**2026**
Turnover	10,274,217,196	18,174,296,868	57,642,468,564	108,692,595,641	**191,715,353,728**
Gross profit	892,945,180	2,549,476,211	15,646,370,000	31,641,983,942	**46,475,641,966**
Net Profit After Tax	117,839,528	995,076,624	7,935,676,576	16,336,201,342	**23,604,642,851**
Property, Plant & Equipment	2,640,250,123	2,861,287,076	4,560,374,008	7,939,921,844	**23,021,948,291**
Long Term Liabilities	809,568,025	744,514,524	875,325,712	943,355,000	**6,838,366,947**
Equity	1,953,959,197	2,915,048,062	10,104,086,687	23,707,697,460	**43,015,563,450**

KEY FINANCIAL RATIOS

PARTICULARS	2022	2023	2024	2025	**2026**
Gross profit ratio %	8.69	14.03	27.14	29.11	**24.24**
Profit/(loss) before tax ratio %	2.56	8.15	22.75	24.60	**20.16**
Earnings per share Rs.	1.95	16.46	131.29	270.26	**390.51**
Price earning ratio - times	31.86	3.09	6.34	4.22	**5.28**
Market value per share (PSX) Rs.	62.12	50.85	832.46	1,139.82	**2,063.49**
Break up value per share Rs.	32.33	48.23	167.16	392.21	**711.64**

KEY REVENUE DRIVERS AND MATERIAL VARIATION

PARTICULARS	2026	2025	VARIATION	COMMENTS
Turnover	191,715,353,728	108,692,595,641	76.38%	The increase is mainly attributable to the increased sales volume of GWM-HAVAL and GWM Tank-500 branded vehicles, which remained key revenue drivers during the period.
Net Profit After Tax	23,604,642,851	16,336,180,128	44.49%	Net profit improved significantly due to sales volumes.
Equity	43,015,563,450	23,707,697,460	81.44%	The increase is primarily attributable to profitability.
Non-Current Assets	23,142,386,620	8,023,142,554	188.45%	The increase is mainly on account of expansion in four-wheel manufacturing facilities and acquisition of new land.
Current Assets	58,511,911,717	33,713,714,124	73.56%	The increase is mainly on account of increase in stock in trade.
Non-Current Liabilities	6,838,366,947	943,355,000	624.90%	The increase is mainly on account of new loan facility obtained during the year.
Current Liabilities	31,800,367,940	17,085,804,218	86.12%	The increase is primarily attributable to increased trade and other payables.

SEGMENT INFORMATION

- **Information about products and services:**
  - Automobiles - Four Wheeler (GWM and BAIC)
  - Automobiles - Three Wheeler (Auto Rickshaw)
  - Automotive and Other Parts

- **Information about geographical areas**

  All non-current and current assets of the Company as at June 30, 2026 are located in Pakistan.

  During the year 2025-26 revenue from export sales is Rs. 78.34 million, generated from exports mainly to Japan, Mexico, Philippines, USA and others.

- **Information about major customers**

  The Company's customer base is diverse with no single customer accounting for more than 10% of sales.

  The automotive parts sales is mainly related to Millat Tractors Limited and Al Ghazi Tractors Limited.

KEY BUSINESS RISKS

- Availability and Prices of Raw Material and CKDs.
- Currency Devaluation.
- Economic, Political and Law & Order conditions.
- Regulatory and Taxation Policy.
- General Market Conditions (competition risk).
- Sudden break down of Plant & Equipment.

FUTURE PROSPECTS

- Investment in state-of-the-art paint shop of four-wheeler segment.
- Introduction of new CKD models of New Energy Vehicles (NEVs).
- Exploring the new markets for exports business.
- Expansion in local dealership network.

QUESTION & ANSWER

THANK YOU