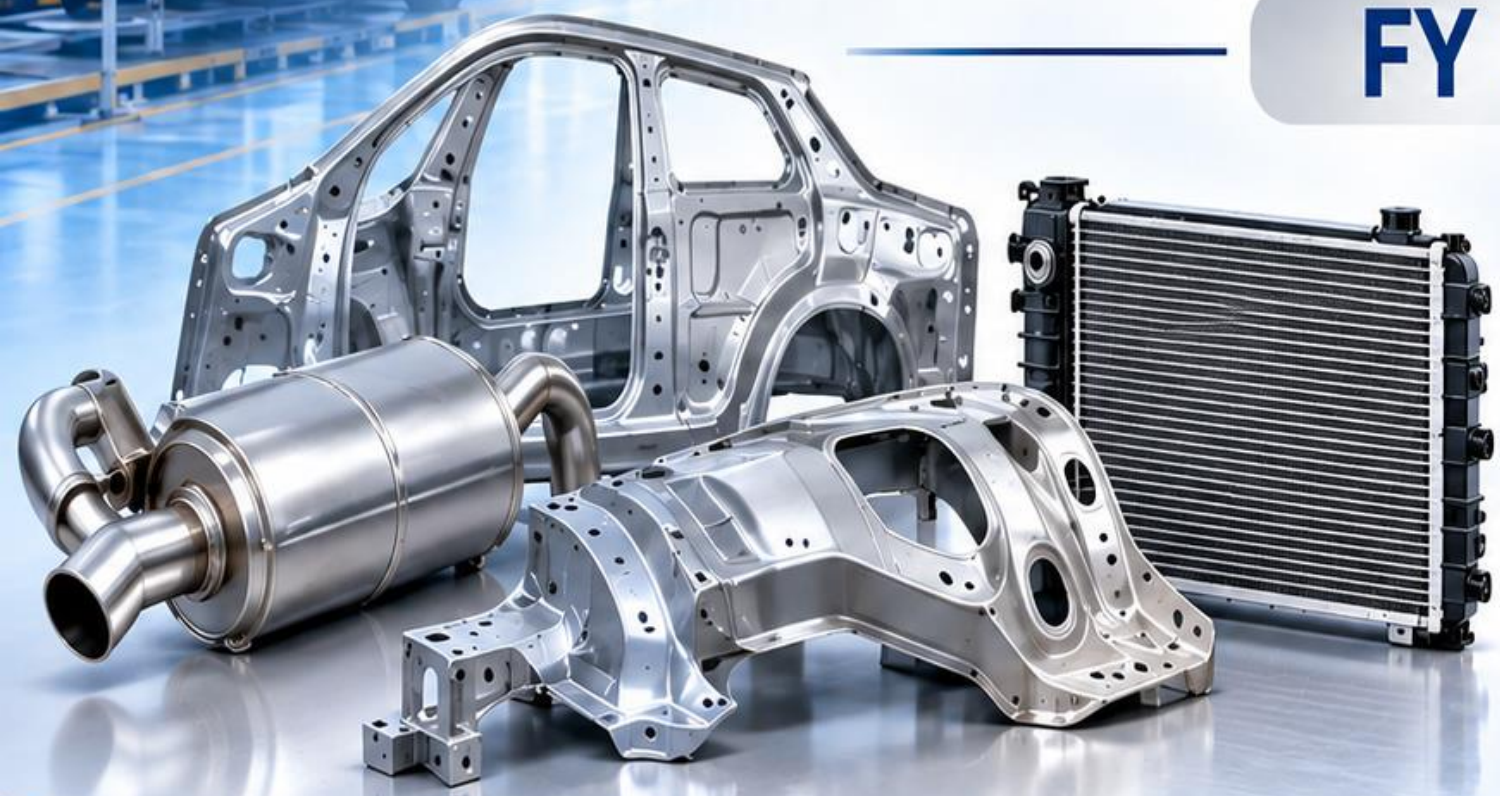
LOADS LIMITED

Corporate Briefing Session

FY 2026



Disclaimer

This Corporate Briefing presentation is prepared exclusively for discussion purposes with the participants. 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.

We suggest that before relying on any information/discussions held during this briefing session, one should seek/re-confirm the risks associated with the script trading.

Preamble

- Loads Limited was established on January 1, 1979 as a private limited company.

- The company was enlisted on the Pakistan Stock Exchange on November 1, 2016.

- The Company is engaged in manufacturing of localized automotive parts for the automotive assemblers in Pakistan, including but limited to, exhaust systems, radiators, and sheet metal components.

- The key customers are: Pak Suzuki Motors Company, Indus Motors Company Limited, Honda Atlas Cars Pakistan Limited.

Loads Limited - Corporate Information

Symbol

- Loads

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

Legal Status

- Public Limited Company

Capital

- Authorized Capital Rs. 4,000,000,000
- Issued & Paid-up Capital Rs. 3,712,500,000

Credit Rating

- A1 Short term
- A Long Term

Loads Limited – Client Portfolio

SUZUKI

TOYOTA

HONDA

agriauto INDUSTRIES LIMITED

HINO

DEWAN Dewan Farooque Motors Limited

Loads Limited – Product Information

Exhaust System	Radiators	Sheet Metal Components







Financial Highlights

Comparative Profit & Loss Statement - Unconsolidated

Rupees in Million

Key Items	2026	2025	2024	2023
Revenue – net	7,583	6,033	4,490	4,494
Gross profit	1,772	1,338	879	733
Operating profit / (loss)	1,354	1,190	884	(1,174)
Profit / (loss) before taxes	1,036	797	257	(1,772)
Profit / (loss) for the year	563	495	827	(1,256)
EPS / (LPS) - Rupee	1.90	1.83 re-stated	3.29	(5)

Explanation of Material Variances

Profit & Loss

Net Revenue

PKR 7,583 Mn

26% ↑

FY 2025: 6,033 Mn

Increase in Revenue

This was primarily driven by rising demand from OEMs, supported by recovery in the automotive sector.

Gross Profit

PKR 1,772 Mn

32% ↑

FY 2025: 1,338 Mn

Increase in Gross Profit

Due to higher volumes, better cost absorption and product mix optimization.

Profit before tax

PKR 1,036 Mn

30% ↑

FY 2025: 797 Mn

Increase in Profit Before Tax

Profit increased in line with gross margin.

Explanation of Material Variances

Balance Sheet

Net Equity

PKR 6,314 Mn

46% ↑

FY 2025: 4,317 Mn

Increase in Net Equity

Mainly due to issuance of right shares of PKR 1.5 Bn during the year.

Inventory

PKR 1,643 Mn

105% ↑

FY 2025: 799 Mn

Increase in Inventory

To meet OEM inventory coverage requirements.

Short Term Borrowings

PKR 1,023 Mn

32% ↑

FY 2025: 775 Mn

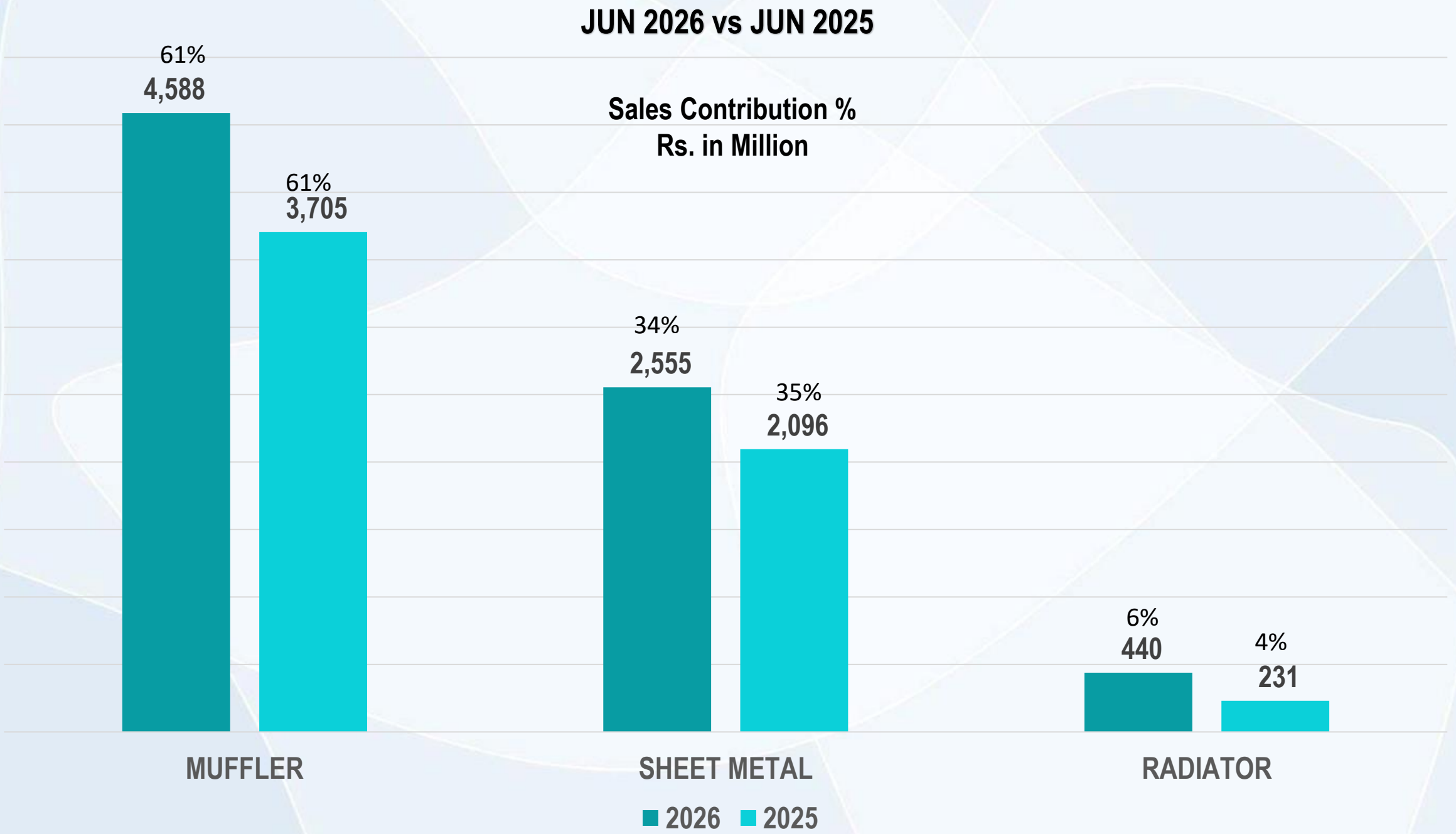
Increase in Borrowings

To meet working capital requirements.

Vertical Analysis

Ratios	2026	2025	2024	2023
Gross Profit%	23%	22%	20%	16%
Operating Profit %	18%	20%	20%	-26%
PBT%	14%	13%	6%	-39%
PAT%	7%	8%	18%	-28%

PRODUCT WISE SALES



Future Prospects

The automotive sector has witnessed a notable recovery, with production and sales volumes showing a steady upward trajectory driven by improving economic indicators, rising consumer demand, and enhanced market confidence.

Aftermarket Segment – Local & Export

- The Company is placing a strategic focus on the automotive aftermarket segment, recognizing it as a key driver of sustainable growth and profitability.

Future Prospects

New OEMs

- The Company is currently in contact with new OEMS for localization of the parts. Discussion are at advance level.

Facility at Lahore

- The Company is establishing a manufacturing facility in Lahore to strengthen its presence in order to capitalize on potential business opportunities from OEMs based in Northern region.
- The project completion cost is estimated at PKR 200 million and expected to start production before the end of current financial year.

Future Prospects

Key Changes in the Proposed Auto-Policy 2026-31

Area	Proposed change	Impact on Local Auto-Parts Industry
Duty on CBU	• Gradual decline to 15% by FY2030–31.	Negative Greater import competition
Duty on CKD	By FY 2030-31 • Already-localized parts: Gradual decline from 46% to 15% • Non-localized parts: Gradual decline from 30% to 5%	Negative Potential reduction in local assembly volumes
Localization Target	• 40% for passenger cars by FY 2030–31	Positive Potential increase in local orders
Export targets	By FY 2030-31: • Vehicle: US$6 billion • Auto-parts: US$1.2 billion • Up to 15% of production	Positive Potential participation in export supply chains Growth opportunities for increased OEM orders
Sales tax incentives	• BEVs 1% • REEVs 6% • Plug-in hybrids 9% • Conventional vehicles and standard hybrids 18%.	Negative May encourage EV adoption and increase demand for related components
EV financing	• Loan ceiling increased from Rs3 million to Rs10 million • Repayment tenure extended from 3 to 5 years.	
Quality standards	Establishment of Pakistan Automotive Testing Institute and stronger testing, certification and safety requirements, including WP.29 standards.	Mixed Investment requirements and access to new markets

Future Prospects

Strategic Roadmap: Strengthening the Core & Preparing for Future Growth

1 PROTECT EXISTING OEM BUSINESS

- Improve productivity & efficiency
- Reduce conversion costs
- Optimize material consumption
- Maintain competitive pricing

2 EXPAND LOCAL AFTERMARKET SEGMENT

- Build & Expand nationwide sales and distribution network
- Target 5 Mn + ICE-based vehicles as muffler replacement market

3 TARGET NEW OEMS

- Establish facility for northern OEMs
- Build & Establish relationships for new OEMs localization parts
- Offer competitive pricing to win new parts

4 DEVELOP EXPORT CAPABILITIES

- Build international technical collaborations
- Target regional and global markets for muffler and radiators

5 INVEST SELECTIVELY IN TECHNOLOGY

- Upgrade machinery & automation
- Strengthen testing & certification to meet quality requirements

6 DIVERSIFY THE PRODUCT PORTFOLIO

- EV-related components
- Battery enclosures and thermal management
- Structural assemblies & precision parts

BUILDING A COMPETITIVE, DIVERSIFIED & EXPORT-ORIENTED BUSINESS

PROTECT THE CORE | LOCALISE | INNOVATE | EXPAND

Questions & Answers

Chank Pou