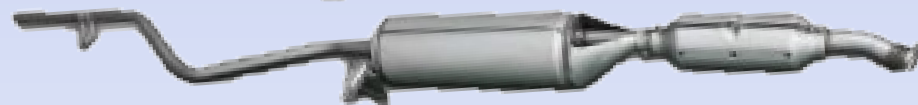


# LOADS LIMITED

## CORPORATE BRIEFING 2022





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# Auto Industry Sales Trend

Units

JUL 19 ~ JUN 20	OEM	Vehicle	JUL 20 ~ JUN 21	JUL 21 ~ JUN 22	Growth	
					Unit	%
<u>CAR SALES (BY OEMs)</u>						
77,247	Pak Suzuki Motor Company		88,032	150,279	62,247	71%
28,378	Indus Motor Company - Toyota		59,282	74,533	15,251	26%
19,136	Honda Atlas Cars		28,812	39,452	10,640	37%
-	Hyundai Nishat Motor		3,620	13,132	9,512	263%
1,011	Others (Gandhara + Nissan + Beijing + Sazgar)		2,987	1,871	(1,116)	-37%
125,772	TOTAL - CARS, VANS, SUVs & LCVs		182,733	279,267	96,534	53%



# Auto Industry Sales Trend

JUL 19 ~ JUN 20	OEM	Vehicle	JUL 20 ~ JUN 21	JUL 21 ~ JUN 22	Units	
					Growth	
					Unit	%
<b><u>HCV SALES</u></b>						
5,869	Trucks		3,695	5,802	2,107	57%
935	Buses		652	696	44	7%
6,804	TOTAL - HCVS		4,347	6,498	2,151	49%
50,405	TRACTORS		50,920	58,947	8,027	16%
<b><u>MOTOR CYCLES</u></b>						
1,338,284	Two Wheelers		1,852,745	1,780,750	-71,995	-4%
41,585	Three Wheelers		51,187	41,135	-10,052	-20%
1,379,869	TOTAL - MOTORCYLES		1,903,932	1,821,885	-82,047	-4%



# Auto Industry Sales Trend

Units

JUL 19 ~ JUN 20	OEM	Vehicle	JUL 20 ~ JUN 21	JUL 21 ~ JUN 22	Growth	
					Unit	%
<b>CARS - Over 1000 cc</b>						
23,467	Toyota	Corolla & Yaris	46,650	56,528	9,878	21%
14,091	Honda	Civic & City	25,276	35,197	9,921	39%
1,898	Suzuki	Swift	2,316	6,190	3,874	167%
-	Hyundai	Elantra	855	3,610	2,755	322%
-	Hyundai	Sonata	-	2,782	2,782	-
-	Sazgar	BAIC D20 Sedan	-	14	14	-
39,456	<b>Total Cars - I</b>		<b>75,097</b>	<b>104,321</b>	<b>29,224</b>	<b>39%</b>
		<b>Growth %</b>	<b>90%</b>	<b>39%</b>		
<b>CARS - 1000cc</b>						
12,307	Suzuki	Cultus	17,510	23,169	5,659	32%
6,984	Suzuki	Wagon-R	12,659	23,131	10,472	83%
19,291	<b>Total Cars - II</b>		<b>30,169</b>	<b>46,300</b>	<b>16,131</b>	<b>53%</b>
		<b>Growth %</b>	<b>56%</b>	<b>53%</b>		
<b>CARS / VANS- 660cc / 800cc</b>						
30,916	Suzuki	Alto 660cc	37,720	71,198	33,478	89%
5,159	Suzuki	Bolan Van 800cc	8,196	12,361	4,165	51%
62,477	<b>Total Cars - III</b>		<b>45,916</b>	<b>83,559</b>	<b>37,643</b>	<b>82%</b>
		<b>Growth %</b>	<b>-27%</b>	<b>82%</b>		
121,224	<b>TOTAL CARS / VANS (I+II+III)</b>		<b>151,182</b>	<b>234,180</b>	<b>82,998</b>	<b>55%</b>
		<b>Growth %</b>	<b>25%</b>	<b>55%</b>		



# Auto Industry Sales Trend

		Units				
JUL 19 ~ JUN 20	OEM	Vehicle	JUL 20 ~ JUN 21	JUL 21 ~ JUN 22	Growth	
					Unit	%
<b>SUVs</b>						
4,911	Toyota	Fortuner & Hilux IMVs	10,586	18,005	7,419	70%
-	Hyundai	Tucson	3,517	4,895	1,378	39%
5,045	Honda	BR-V	3,536	4,255	719	20%
-	Beijing Automotive	BAIC BJ40L/X25	-	453	453	-
9,956	TOTAL SUVs (B)		17,639	27,608	9,969	57%
	Growth %		77%	57%		
131,180	TOTAL CARS, VANS & SUVs C (A+B)		168,821	261,788	92,967	55%
	Growth %		29%	55%		
<b>LIGHT COMMERCIAL VEHICLES (LCVs)</b>						
18,281	Suzuki	Ravi Pickup	9,631	14,230	4,599	48%
277	Hyundai	Porter	1,187	1,845	658	55%
400	Gandhara Industries	D-Max	316	473	157	50%
611	Gandhara Nissan	JAC	732	931	199	27%
21,877	TOTAL LCVs (D)		11,866	17,479	5,613	47%
	Growth %		-46%	47%		
126,049	GRAND TOTAL - CARS, VANS, SUVs & LCVs (C+D)		182,733	279,267	96,534	53%
	Growth %		45%	53%		



# Auto Industry Sales Trend

		Units				
JUL 19 ~ JUN 20	OEM	Vehicle	JUL 20 ~ JUN 21	JUL 21 ~ JUN 22	Growth	
					Unit	%
<b>TRUCKS</b>						
2,801	Gandhara Industries	Isuzu	1,907	2,893	986	52%
1,219	Master Motor	Foton	897	1,731	834	93%
1,808	Hinopak Motors	Hino	668	889	221	33%
41	Gandhara Nissan	JAC	223	289	66	30%
5,869	Total Trucks		3,695	5,802	2,107	57%
	Growth %		-37%	57%		
<b>BUSES</b>						
442	Hinopak Motors	Hino	184	160	-24	-13%
219	Gandhara Industries	Isuzu	113	123	10	9%
274	Master Motor	Yujin	355	413	58	16%
935	Total Buses		652	696	44	7%
	Growth %		-30%	7%		
6,804	GRAND TOTAL - Trucks & Buses		4,347	6,498	2,151	49%
	Growth %		-36%	49%		



# Auto Industry Sales Trend

		Units				
JUL 19 ~ JUN 20	OEM	Vehicle	JUL 20 ~ JUN 21	JUL 21 ~ JUN 22	Growth	
					Unit	%
<b>TRACTORS</b>						
32,018	Millat Tractors	Massey Ferguson	35,527	35,005	-522	-1%
17,993	Al-Ghazi Tractors	Fiat	15,129	23,942	8,813	58%
394	Orient Tractors	IMT	264	-	-264	-
50,405	<b>TOTAL TRACTORS</b>		50,920	58,947	8,027	16%
			Growth %	1%	16%	
<b>MOTOR CYCLES (Two Wheelers)</b>						
873,903	Atlas	Honda	1,292,096	1,360,403	68,307	5%
295,459	United Auto Industries	United	368,643	265,677	-102,966	-28%
118,990	Road	Prince	141,230	89,900	-51,330	-36%
17,301	Suzuki	Suzuki	24,851	37,846	12,995	52%
19,371	Yamaha	Yamaha	19,924	23,289	3,365	17%
12,380	Ravi	Ravi	5,941	3,563	-2,378	-40%
33	Plum Qingqi Motors Ltd	Qingqi	60	72	12	20%
1,338,284	<b>TOTAL MOTOR CYCLES (Two Wheelers)</b>		1,852,745	1,780,750	-71,995	-4%
			Growth %	38%	-4%	





# Auto Industry Sales Trend

JUL 19 ~ JUN 20	OEM	Vehicle	JUL 20 ~ JUN 21	JUL 21 ~ JUN 22	Units	
					Growth	
					Unit	%
<b>AUTO RICKSHAW (Three Wheelers)</b>						
12,893	Plum Qingqi Motors	Qingqi	18,753	13,935	-4,818	-26%
12,274	Sazgar Engineering	Sazgar	15,665	15,683	18	0%
6,098	United Auto Industries	United	6,653	3,156	(3,497)	-53%
10,320	Road	Prince	10,116	8,361	(1,755)	-17%
41,585	<b>TOTAL MOTOR CYCLES (Three Wheelers)</b>		51,187	41,135	-10,052	-20%
		<b>Growth %</b>	23%	-20%		
1,379,914	<b>GRAND TOTAL - MOTOR CYCLES</b>		1,903,932	1,821,885	-82,047	-4%
		<b>Growth %</b>	38%	-4%		

**Source :** PAMA (Pakistan Automotive Manufacturers Association)

**Notes :** 1) KIA Motors data is not available

2) Motorcycles data does not include Chinese motorcycles sold by members of APMA

(Association of Pakistan Motorcycle Assemblers), as their statistics are not available.



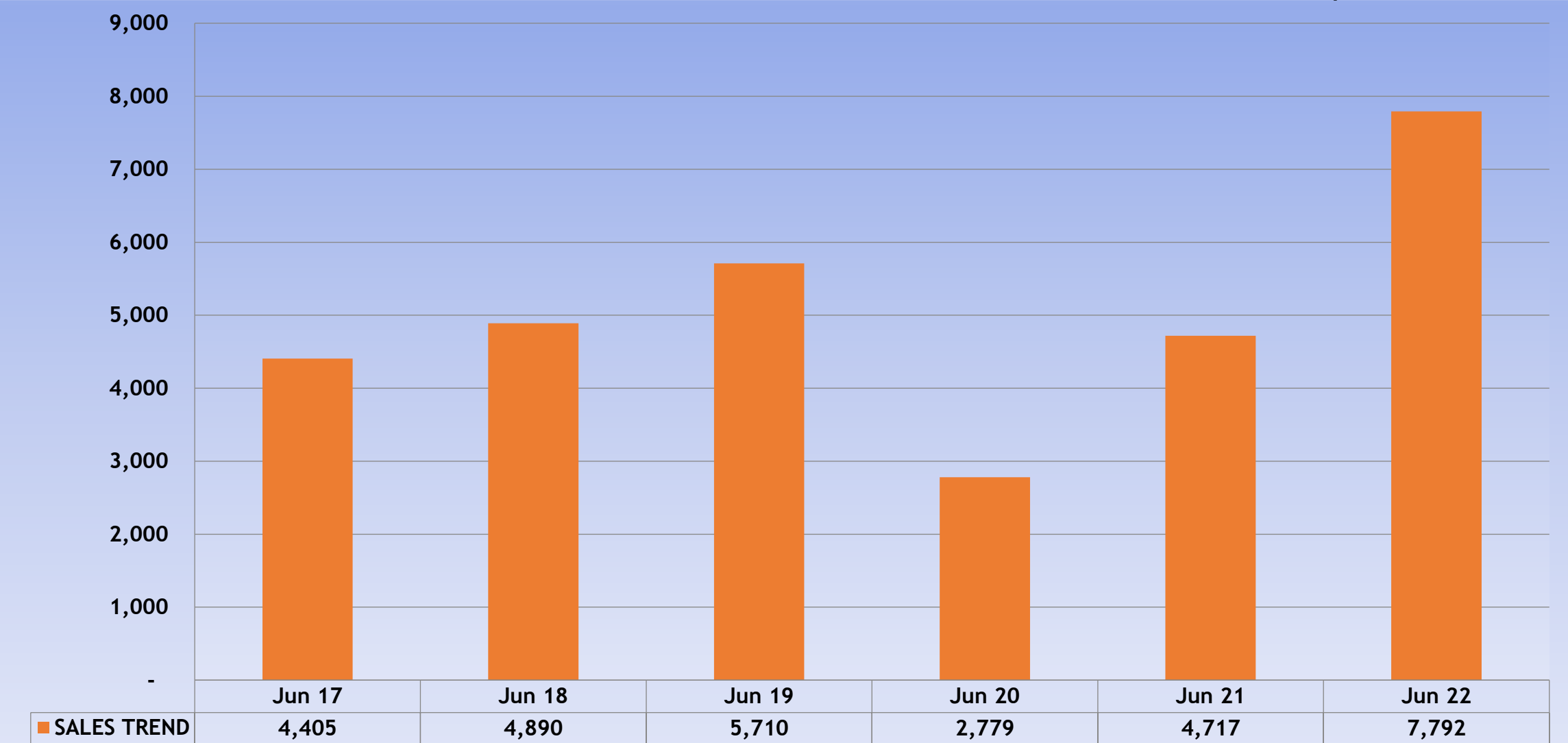
# Profit & Loss for the year ended June 30, 2022

					"Rupees In millions"
Description	June 2022	June 2021	+/- 2022 Over 2021		Remarks
SALES	7,792*	4,717	3,075	65%	OEMs sale increased by 53%. *Covid recovery.
GROSS PROFIT	947	499	448	90%	On account of increase in sales
OPERATING PROFIT	679	266	413	155%	Trickle down impact of above
PROFIT BEFORE TAX	156	90	65	73%	
PROFIT / LOSS FOR THE YEAR	(86)	(3)	(83)	2,441%	Super tax imposition - (10% on gross + 29% normal)
EPS	0.005	0.29	(28.50)	(98%)	



# Sales Trend

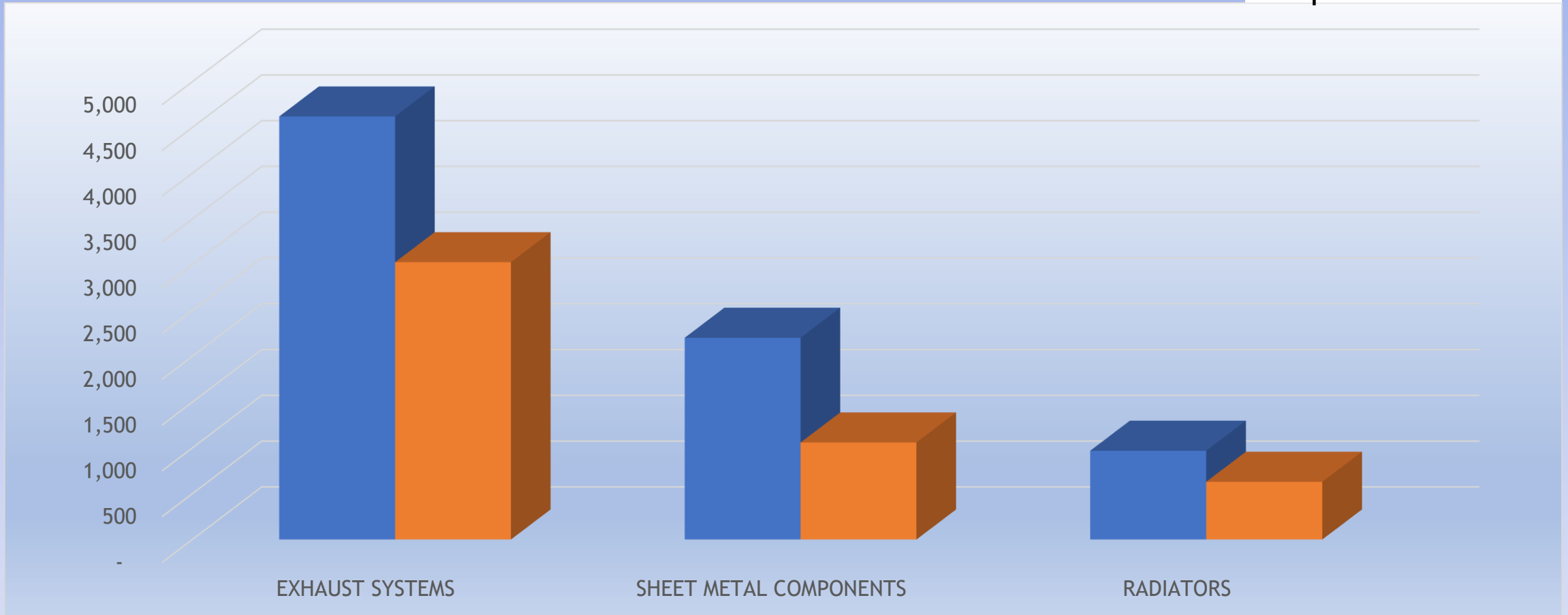
"Rupees In millions"





# Sales Performance for the year ended June 30, 2022

"Rupees In millions"



Year	EXHAUST SYSTEMS	SHEET METAL COMPONENTS	RADIATORS
2022	4,620	2,203	969
2021	3,028	1,059	630



## LOADS GROUP

### COMPANY'S SALES CONTRIBUTION - CUSTOMER WISE

### FOR THE YEAR ENDED JUNE 30 2022

CUSTOMERS	SALES CONTRIBUTION	
	June 30, 2022	June 30, 2021
SUZUKI	49%	43%
INDUS	22%	25%
HONDA	14%	14%
AFTER MARKET	8%	8%
MILLAT TRACTORS	1%	2%
YAMAHA	2%	3%
OTHERS	4%	4%
TOTAL	100%	100%



# *Future Outlook*

- We believe a quick recovery of auto sector will occur once the SBP restrictions on imports CKD are lifted, which was imposed in July 2022 because of paucity of foreign exchange reserves.
- We are foreseeing a very high demand for automobiles for next 3 years.



# *Suggestions to Government for supporting auto sector*

- Government must lift restrictions placed on L/C retirements of OEM's CKDs and our raw materials.
- Reduction in policy rate.
- Withdrawal of reduced duty on import of used tractors.
- Improve investment climate and economic stability.



# Q/A Session





*Thanks*