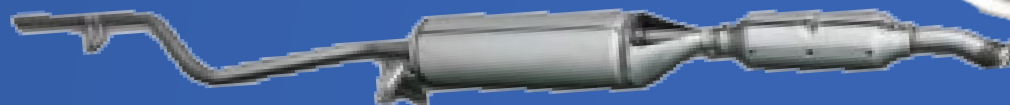
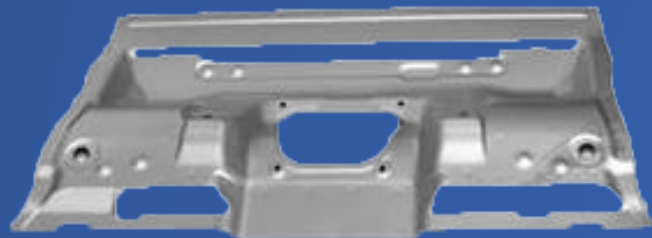
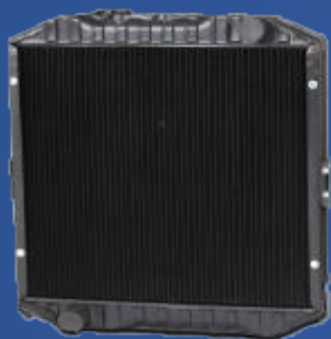




# LOADS LIMITED

CORPORATE BRIEFING 2023



# 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 and is 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. 23, Sector 19, Korangi Industrial Area, 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

# Auto Industry Unit Sales

JUL 20 to JUN 21	CAR SALES (BY OEMs)	JUL 21 to JUN 22	JUL 22 to JUN 23	Growth	
				Unit	%
88,032	Pak Suzuki Motor Company	150,279	65,363	(84,916)	-57%
57,236	Indus Motor Company - Toyota	74,533	31,104	(43,429)	-58%
29,291	Honda Atlas Cars	39,452	16,879	(22,573)	-57%
5,790	Hyundai Nishat Motor	13,132	9,688	(3,444)	-26%
1,048	Others (Ghandhara + Nissan + Beijing + Sazgar)	1,871	3,845	1,974	106%
<b>181,397</b>	<b>TOTAL - CARS, VANS, SUVs &amp; LCVs</b>	<b>279,267</b>	<b>126,879</b>	<b>-152,388</b>	<b>-55%</b>

# Auto Industry Unit Sales

JUL 20 to JUN 21	CAPACITIES	JUL 21 to JUN 22	JUL 22 to JUN 23	Growth	
				Unit	%
75,097	Cars: Over 1000 cc	104,321	44,596	-59,725	-57%
30,169	Cars: 1000cc	46,300	12,390	-33,910	-73%
45,916	Cars / Vans: 660cc - 800cc	83,559	39,826	-43,733	-52%
18,349	SUVs	27,608	21,265	-6,343	-23%
14,174	LCVs	17,479	8,802	-8,677	-50%
<b>181,397</b>	<b>TOTAL - CARS, VANS, SUVs &amp; LCVs</b>	<b>279,267</b>	<b>126,879</b>	<b>-152,388</b>	<b>-55%</b>

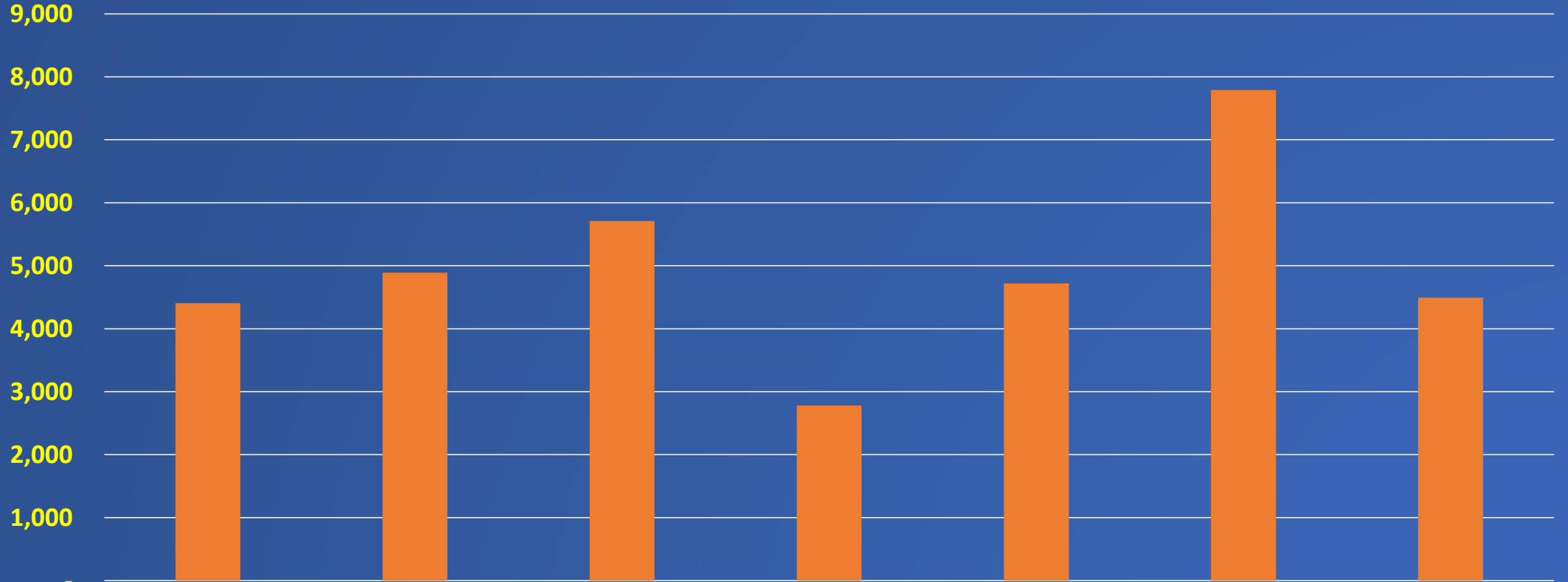
# Loads Limited - Profit & Loss for the year ended June 30, 2023

Rupees in millions			
Description	June 2023	June 2022	Variance
Sales	4,494	7,792*	(3,298)
Gross Profit	770	947	(177)
Operating Profit / (Loss)	(868)	679	(1,547)
Profit / (Loss) Before Tax	(1,715)	156	(1,871)
Profit / (Loss) for the year	(1,798)	(86)	(1,884)
Earnings / (Loss) per Share in Rupees	(5.39)	0.005	



# Loads Limited - Sales Trend

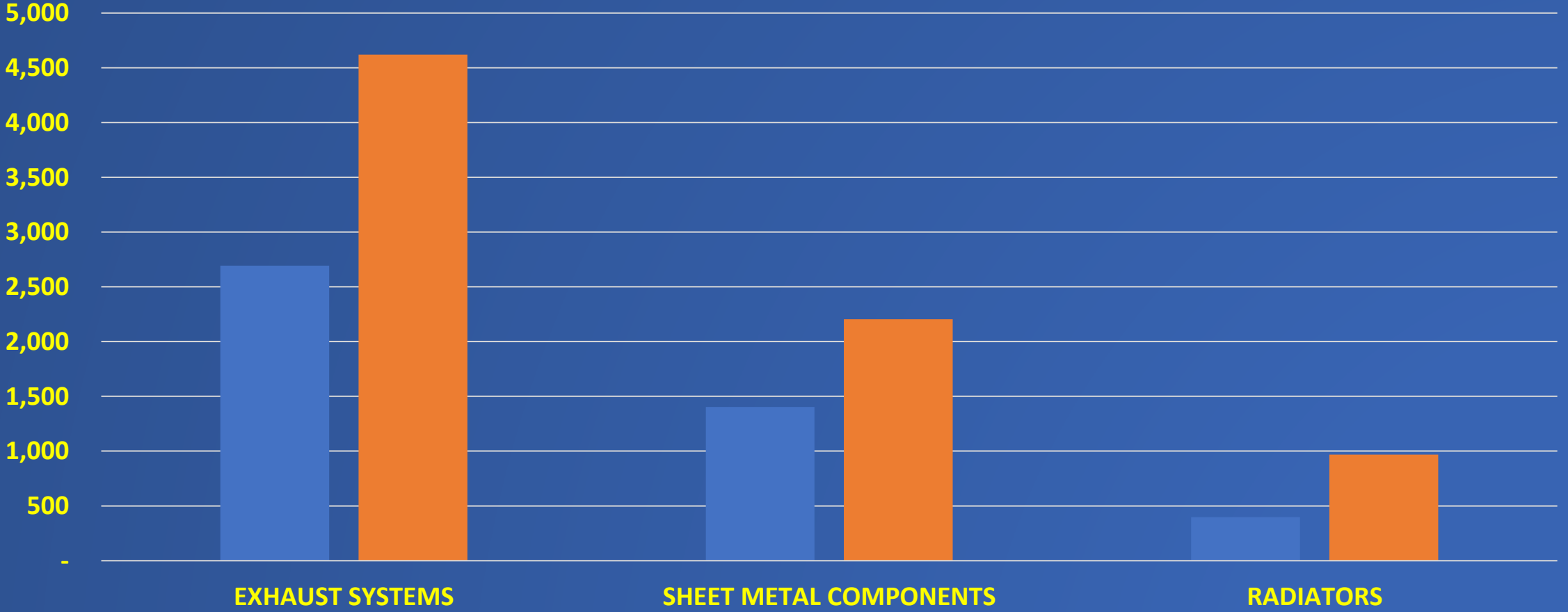
Rupees in millions



June 17	June 18	June 19	June 20	June 21	June 22	June 23
4,405	4,890	5,710	2,779	4,717	7,792	4,494

# Loads Limited - Sales Performance

Rupees in millions



Year	EXHAUST SYSTEMS	SHEET METAL COMPONENTS	RADIATORS
2023	2,694	1,403	397
2022	4,620	2,203	969

# Loads Limited - Customer Sales Contribution

Customers	Sales Contribution	
	June 30, 2023	June 30, 2022
Suzuki	54%	49%
Indus	22%	22%
Honda	12%	14%
After market	6%	8%
Millat tractors	1%	1%
Yamaha	3%	2%
Others	3%	4%
<b>Total</b>	<b>100%</b>	<b>100%</b>

# Future Outlook

- We believe that the auto industry has great potential for recovery in the years ahead, as well as vast opportunity of exports of auto parts under the current policies of the Government.
- We foresee a high demand for automobiles in next 3 years.

*Q/A Session*

*Thank you*