



LOADS  
LIMITED

INNOVATION  
IN MOTION



INNOVATION  
IN MOTION

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# Auto Industry Sales Trend

JUL 18 ~ APR 19	OEM	Vehicle	JUL 19 ~ APR 20	JUL 20 ~ APR 21	Growth	
					Unit	%
<b>CAR SALES (BY OEMs)</b>						
110,358	Pak Suzuki Motor Company		58,303	74,619	16,316	28%
55,304	Indus Motor Company - Toyota		25,300	48,025	22,725	90%
38,724	Honda Atlas Cars		14,058	23,985	9,927	71%
808	Others		1,021	5,322	4,301	421%
205,194	<b>TOTAL - CARS, VANS, SUVs &amp; LCVs</b>		98,682	151,951	53,269	54%

<b>CAR SALES (BY CAPACITIES)</b>						
86,827	Cars: Over 1000 cc		34,528	62,571	28,043	81%
44,156	Cars / Vans: 660cc - 800cc		34,125	40,374	6,249	18%
46,452	Cars: 1000cc		16,677	23,734	7,057	42%
21,350	LCVs		10,212	16,081	5,869	57%
6,409	SUVs		3,140	9,191	6,051	193%
205,194	<b>TOTAL - CARS, VANS, SUVs &amp; LCVs</b>		98,682	151,951	53,269	54%

# Auto Industry Sales Trend

JUL 18 ~ APR 19	OEM	Vehicle	JUL 19 ~ APR 20	JUL 20 ~ APR 21	Growth	
					Unit	%

## HCV SALES

5,120	Trucks		2,769	2,982	213	8%
780	Buses		535	565	30	6%
5,900	<b>TOTAL - HCVS</b>		<b>3,304</b>	<b>3,547</b>	<b>243</b>	<b>7%</b>

43,172	<b>TRACTORS</b>		25,562	41,456	15,894	62%
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## MOTOR CYCLES

1,438,034	Two Wheelers		1,151,803	1,545,587	393,784	34%
52,413	Three Wheelers		32,856	41,975	9,119	28%
1,490,447	<b>TOTAL - MOTORCYLES</b>		<b>1,184,659</b>	<b>1,587,562</b>	<b>402,903</b>	<b>34%</b>

# Auto Industry Sales Trend

JUL 18 ~ APR 19	OEM	Vehicle	JUL 19 ~ APR 20	JUL 20 ~ APR 21	Growth	
					Unit	%
<b>CARS - Over 1000 cc</b>						
-	Toyota	Yaris	-	24,320	24,320	-
48,245	Toyota	Corolla	20,991	14,979	-6,012	-29%
34,519	Honda	(Civic & City)	11,989	20,869	8,880	74%
4,063	Suzuki	Swift	1,548	2,077	529	34%
-	Hyundai	Elantra	-	326	326	-
86,827	<b>Total Cars - III</b>		34,528	62,571	28,043	81%
	<b>Growth %</b>		-60%	81%		
<b>CARS - 1000cc</b>						
19,229	Suzuki	Cultus	10,555	13,420	2,865	27%
27,223	Suzuki	WagonR	6,122	10,314	4,192	68%
46,452	<b>Total Cars - II</b>		16,677	23,734	7,057	42%
	<b>Growth %</b>		-64%	42%		
<b>CARS / VANS- 660cc / 800cc</b>						
15,016	Suzuki	Alto 660cc	27,956	33,129	5,173	19%
29,140	Suzuki	Bolan (Van) 800cc	4,467	7,245	2,778	62%
44,156	Suzuki	Mehran 800cc	1,702	-	-1,702	-
	<b>Total Cars - I</b>		34,125	40,374	6,249	18%
	<b>Growth %</b>		-23%	18%		
177,435	<b>Total Cars / Vans (I+II+III)</b>		85,330	126,679	41,349	48%
	<b>Growth %</b>		-52%	48%		

# Auto Industry Sales Trend

JUL 18 ~ APR 19	OEM	Vehicle	JUL 19 ~ APR 20	JUL 20 ~ APR 21	Growth	
					Unit	%
<b>SUVs</b>						
-	Hyundai	Tucson	-	3,262	3,262	-
4,205	Honda	BR-V	2,069	3,116	1047	51%
2,204	Toyota	Fortuner	1,071	2,813	1742	163%
6,409	<b>TOTAL SUVs</b>		<b>3,140</b>	<b>9,191</b>	<b>6051</b>	<b>193%</b>
	<b>Growth %</b>		<b>-51%</b>	<b>193%</b>		
183,844	<b>TOAL CARS, VANS &amp; SUVs</b>		<b>88,470</b>	<b>135,870</b>	<b>47,400</b>	<b>54%</b>
	<b>Growth %</b>		<b>-52%</b>	<b>54%</b>		
<b>LIGHT COMMERCIAL VEHICLES (LCVs)</b>						
15,687	Suzuki	Ravi (Pickup)	5,953	8,434	2481	42%
4,855	Toyota	Hilux	3,238	5,913	2675	83%
-	Hyundai	Porter	236	961	725	307%
535	Gandhara Nissan	JAC	339	547	208	61%
273	Gandhara-Ind	D-Max	446	226	-220	-49%
21,350	<b>TOTAL LCVs</b>		<b>10,212</b>	<b>16,081</b>	<b>5869</b>	<b>57%</b>
	<b>Growth %</b>		<b>-52%</b>	<b>57%</b>		
205,194	<b>GRAND TOTAL - CARS, VANS, SUVs &amp; LCVs</b>		<b>98,682</b>	<b>151,951</b>	<b>53,269</b>	<b>54%</b>
	<b>Growth %</b>		<b>-52%</b>	<b>54%</b>		

# Auto Industry Sales Trend

JUL 18 ~ APR 19	OEM	Vehicle	JUL 19 ~ APR 20	JUL 20 ~ APR 21	Growth	
					Unit	%
<b>TRUCKS</b>						
2422	Isuzu	Isuzu	1367	1,495	128	9%
1094	Master	Futain	367	722	355	97%
1604	Hino Pak	Hino	1002	579	-423	-42%
0	Gandhara Nissan	JAC	33	186	153	464%
5,120	Total Trucks		2,769	2,982	213	8%
	Growth %		-46%	8%		
<b>BUSES</b>						
208	Master	Yujin	165	304	139	84%
376	Hino Pak	Hino	250	166	-84	-34%
196	Isuzu	Isuzu	120	95	-25	-21%
780	Total Buses		535	565	30	6%
	Growth %		-31%	6%		
5,900	GRAND TOTAL - Trucks & Buses		3,304	3,547	243	7%
	Growth %		-44%	7%		

# Auto Industry Sales Trend

JUL 18 ~ APR 19	OEM	Vehicle	JUL 19 ~ APR 20	JUL 20 ~ APR 21	Growth	
					Unit	%
<b>TRACTORS</b>						
26,950	Millat	Massey Ferguson	15,617	29,141	13,524	87%
15,872	Al-Ghazi	Fiat	9,762	12,286	2,524	26%
350	Orient	IMT	183	29	-154	-84%
43,172	<b>TOTAL TRACTORS</b>		25,562	41,456	15,894	62%
	<b>Growth %</b>		-41%	62%		

<b>MOTOR CYCLES (Two Wheelers)</b>						
928,931	Atlas	Honda	771,757	1,076,077	304,320	39%
308,432	United	United	242,387	314,393	72,006	30%
136,057	Road	Prince	91,595	111,570	19,975	22%
19,669	Suzuki	Suzuki	15,637	19,973	4,336	28%
19,999	Yamaha	Yamaha	18,142	18,375	233	1%
21,596	Ravi	Ravi	11,405	5,169	-6,236	-55%
110	Qingqi	Qingqi	33	30	-3	-9%
3,237	Dawood	DY	847	-	-847	0%
1,438,034	<b>TOTAL MOTOR CYCLES (Two Wheelers)</b>		1,151,803	1,545,587	393,784	34%
	<b>Growth %</b>		-20%	34%		



# Auto Industry Sales Trend

JUL 18 ~ APR 19	OEM	Vehicle	JUL 19 ~ APR 20	JUL 20 ~ APR 21	Growth	
					Unit	%
<b>MOTOR CYCLES (Three Wheelers)</b>						
18,883	Qingqi	Qingqi	10,768	15,803	5,035	47%
13,455	Sazgar	Sazgar	9,500	12,811	3,311	35%
9,910	Road	Prince	7,837	7,498	(339)	-4%
10,165	United	United	4,751	5,863	1,112	23%
52,413	<b>TOTAL MOTOR CYCLES (Three Wheelers)</b>		<b>32,856</b>	<b>41,975</b>	<b>9,119</b>	<b>28%</b>
		<b>Growth %</b>	<b>-37%</b>	<b>28%</b>		
1,490,447	<b>GRAND TOTAL - MOTOR CYCLES</b>		<b>1,184,659</b>	<b>1,587,562</b>	<b>402,903</b>	<b>34%</b>
		<b>Growth %</b>	<b>-21%</b>	<b>34%</b>		

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

**Note :** Motorcycles data does not include Chinese motorcycles sold by members of APMA (Association of Pakistan Motorcycle Assemblers), as data is not available.

# Profit & Loss

## Profit & Loss

For 3rd quarter ended 31 March 2021

"Rupees In millions"

31 Mar 2019 % to sales		Description	31 Mar 2021 % to sales		31 Mar 2020 % to sales		+/- 2021 Over 2020 %	
4,536	100.0%		SALES	3,430	100.0%	2,627	100.0%	803
408	9.0%	GROSS PROFIT	411	12.0%	310	11.8%	101	33%
155	3.4%	PBT	215	6.3%	46	1.7%	169	369%
96	2.1%	PAT	154	4.5%	(1)	0.0%	155	
0.63		EPS (Rs.)	0.79		(0.01)		0.80	

Increase of 31% mainly reflects growth in Toyota & Honda (90% & 71% respectively)

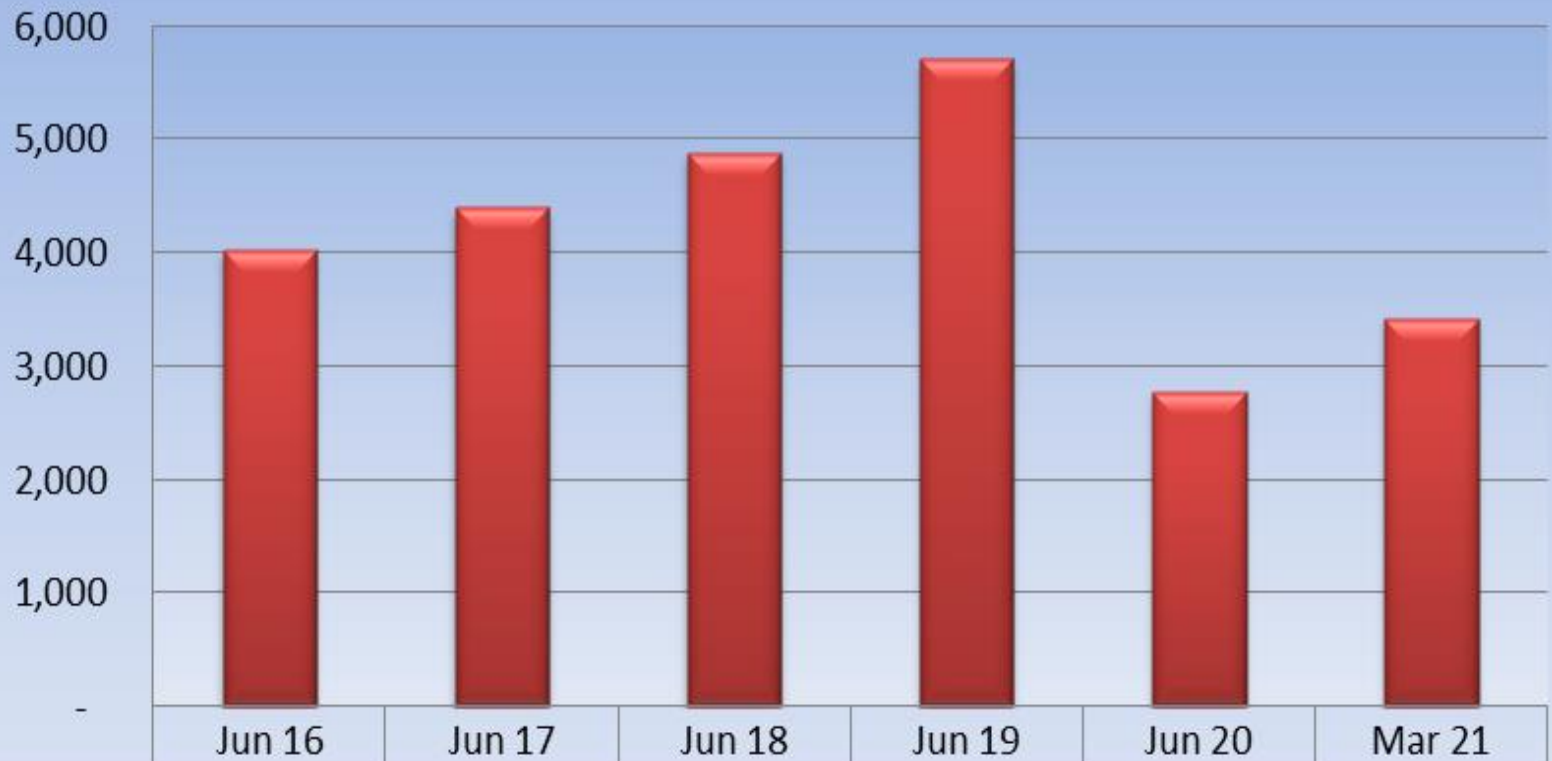
Due to change in product mix and GP margin

Increased due to above and reduction in KIBOR

Trickle down impact of above

# Sales Trend

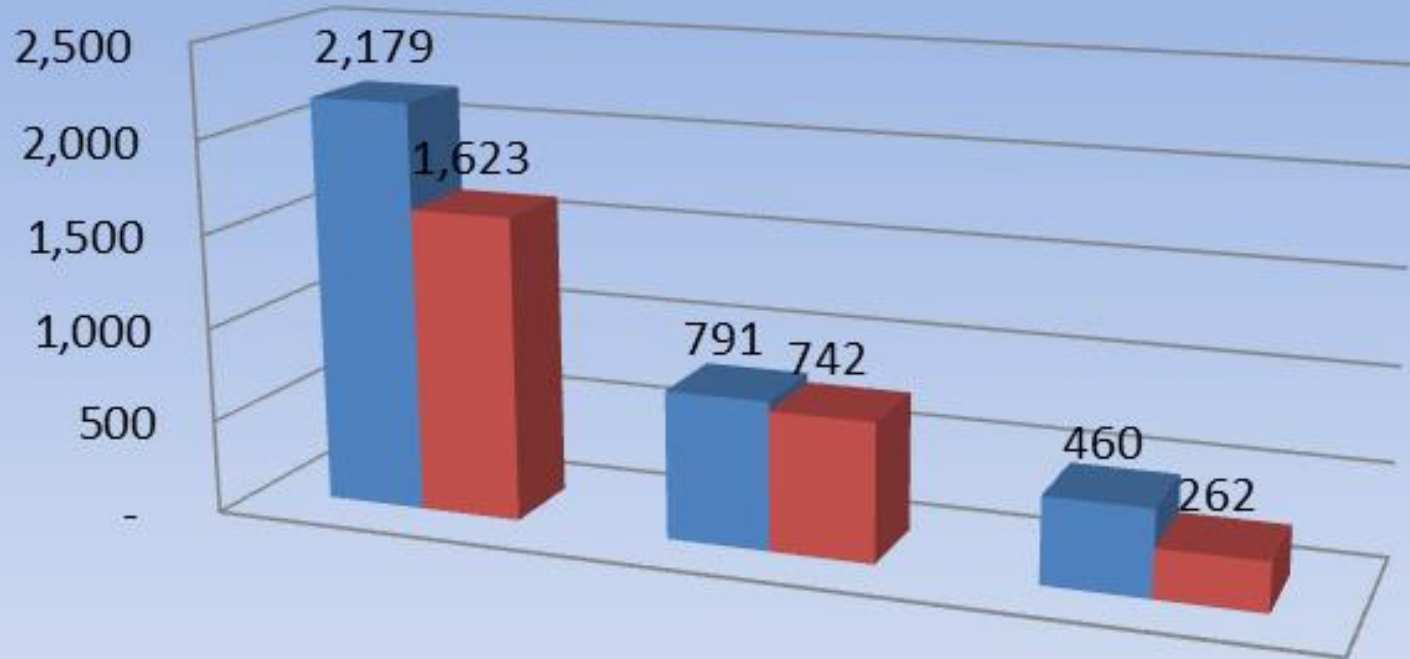
Rs. in Millions



■ SALES TREND	4,036	4,405	4,890	5,710	2,779	3,430
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# Sales Performance for 3<sup>rd</sup> Quarter ended March 31, 2021

Rs. in Millions



	EXHAUST SYSTEMS	SHEET METAL COMPONENTS	RADIATORS
2,021	2,179	791	460
2,020	1,623	742	262

# LOADS GROUP

COMPANY'S SALES CONTRIBUTION - CUSTOMER WISE  
FOR THE PERIOD ENDED MARCH, 31 2021

CUSTOMERS	SALES CONTRIBUTION	
	March 31, 2021	March 31, 2020
<b>SUZUKI</b>	<b>42.1%</b>	52.7%
<b>INDUS</b>	<b>25.6%</b>	21.7%
<b>HONDA</b>	<b>14.5%</b>	9.7%
<b>AFTER MARKET</b>	<b>8.7%</b>	6.8%
<b>YAMAHA</b>	<b>3.3%</b>	4.1%
<b>MILLAT TRACTORS</b>	<b>2.4%</b>	1.9%
<b>HINOPAK</b>	<b>0.2%</b>	0.2%
<b>OTHERS</b>	<b>3.1%</b>	2.9%
<b>TOTAL</b>	<b>100%</b>	100%

# *Future Outlook*

- Government took positive steps to support the manufacturing sector to reduce the impact of Covid-19 pandemic on the economy.
- Major reduction in interest rate, re-scheduling of loan installments and introduction of a refinance scheme for payment of wages and salaries.
- We believe demand for automobiles will remain strong in the current year as well as the next 3 years.

# Suggestion to Government for supporting auto sector

In order to support auto industry, the management of Loads group has requested the government to exempt additional custom duty (ACD) of 7% on imported materials.



# Q/A Session





*Thanks*