

Automobile Assemblers

SAZEW: 3QCY25 Management Call Takeaways

- Sazgar Engineering Works held an investor briefing session to discuss the 3QFY25 financial results and provide key insights on the future outlook for the Company.
- During the nine months period of FY25, the Company reported earnings of PKR 12.85bn (EPS PKR 212.67), 2.9x higher than the same period last year, when the earnings were posted at PKR 4.45bn (EPS PKR 73.59).
- The management disclosed that they expect the completion of their four wheeler manufacturing facility's expansion by 31-Mar-26. The company also mentioned about their plans of exploring new export markets for 3-wheeler category.

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Key highlights from management conference call

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- The management disclosed that they expect the completion of their four wheeler manufacturing facility's expansion by 31-Mar-26. The company also mentioned about their plans of exploring new export markets for 3-wheeler category.
- The company mentioned that post the completion of expansion, the car manufacturing capacity would increase from 40 cars/day to 90-100 cars/day.
- The company told the shareholders that due to the logistics issue posed by the protest related to canal issue in Sindh and the time taking facelift the sales were on a down side during the last month, but the sales are expected to pick up during the next month.
- SAZEW's Greenfield status would expire in June 2026, the company also awaits clarity on the policy by the government going forward, however the company is hopeful that the policy

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related changes won't have any major impact on the company in the short-term.

- The company did not provide any comment on the NEV policy.
- The management highlighted that the rumors about the change in imported vehicle policy won't have any impact on SAZEW's business, since those policies would be relating to the used vehicles.
- The company mentioned that they are actively expanding their dealership network. They already have 20 dealership networks in Pakistan. Peshawar and Mardan dealerships would start operating soon, and working on dealerships in other major cities of the country are also under process.

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