MTL: 4QFY26 EPS to clock-in at PKR 8.0; PAT up 1xYoY

Flashnote: Automobile Assembler – Millat Tractors Limited (MTL) - Result Preview

Friday, September 11, 2026

- **Board Meeting:** September 16, 2026
- **4QFY26: EPS:** PKR 8.0; **DPS:** 5.00; **PAT:** PKR 3.2Bn **FY26: EPS:** PKR 23.16; **DPS:** 15.00; **PAT:** PKR 9.2Bn.
- MTL's revenue is projected at PKR 18.5Bn in 4QFY26, up 52%YoY/8%QoQ, primarily driven by higher unit sales to 5,784 tractors (vs. 4,578 units in 3QFY26/ 4,062 units in 4QFY25). The Company is expected to post a PAT of PKR 3,206Mn (EPS: PKR 8.0) in 4QFY26, up 1xYoY/3%QoQ.
- The significant YoY growth in PAT is supported by higher unit sales and an improvement in gross margins by 11ppts to 36%, with the margin expansion potentially reflecting cost efficiencies.
- Lastly, we expect the Company to announce a cash dividend of PKR 5/sh. for the quarter, resulting in a cumulative dividend of PKR 15/sh. for FY26.

MTL Result Preview 4QFY26 - Unconsolidated

PKR Mn	4QFY26E	4QFY25A	YoY	3QFY26A	QoQ	FY26E	FY25A	YoY
Net sales	18,472	12,123	52%	17,129	8%	64,039	52,109	23%
Cost of sales	11,791	9,092	30%	10,749	10%	41,593	38,242	9%
Gross profit	6,681	3,031	1x	6,380	5%	22,446	13,867	62%
Distribution & marketing expenses	462	303	52%	483	-4%	2,013	1,631	23%
Administration expenses	554	416	33%	489	13%	1,887	1,664	13%
Other expenses	328	151	1x	366	-10%	1,229	975	26%
Other income	163	306	-47%	151	8%	399	639	-38%
Finance costs	330	591	-44%	284	16%	1,487	2,173	-32%
Profit before tax	5,171	1,876	2x	4,910	5%	16,230	8,064	1x
Taxation	1,965	555	3x	1,794	10%	6,988	1,691	3x
Profit after tax	3,206	1,322	1x	3,116	3%	9,242	6,373	45%
EPS @399.0Mn shares	8.03	3.31		7.81		23.16	15.97	
DPS	5.0	7.5		NIL		15.0	30.0	

Source: Company Accounts & TSL Research

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- Discounted cash flow (DCF, DDM)
- Justified price to book (JPB)
- Relative Valuation (P/E, P/B, P/S etc.)
- Equity & Asset return based methodologies (EVA, Residual Income etc.)

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Frequently Used Acronyms

TP	Target Price	**DDM**	Dividend Discount Model	**FCF**	Free Cash Flows
FCFE	Free Cash Flows to Equity	**FCFF**	Free Cash Flows to Firm	**DCF**	Discounted Cash Flows
PE	Price to Earnings ratio	**PB**	Price to Book ratio	**BVPS**	Book Value per Share
EPS	Earnings per Share	**DPS**	Dividend per Share	**ROE**	Return on Equity
ROA	Return on Assets	**SOTP**	Sum of the Parts	**JPB**	Justified Price to Book

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Frequently Used Acronyms

TP	Target Price	**DCF**	Discounted Cash Flow	**FCF**	Free Cash Flows
FCFE	Free Cash Flows to Equity	**FCFF**	Free Cash Flows to Firm	**DDM**	Dividend Discount Model
SOTP	Sum of the Parts	**P/E**	Price to Earnings ratio	**P/BVPS**	Price to Book ratio
P/S	Price to Sales	**EVA**	Economic Valued Added	**BVPS**	Book Value per Share
EPS	Earnings per Share	**DPS**	Dividend per Share	**DY**	Dividend Yield
ROE	Return on Equity	**ROA**	Return on Assets	**JPB**	Justified Price to Book

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