

# MTL: 4QFY26 EPS clocked-in at PKR 4.5; PAT up 37%YoY

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

**Wednesday, September 16, 2026**

- **4QFY26: EPS: PKR 4.5; DPS: PKR 11.00; PAT: PKR 1.8Bn FY26: EPS: PKR 19.7; DPS: PKR 21.00; PAT: PKR 7.8Bn**
- MTL's revenue stood at PKR 18.2Bn in 4QFY26, up 50%YoY/6%QoQ, primarily driven by higher unit sales of 5,784 tractors (vs. 4,578 units in 3QFY26/4,062 units in 4QFY25). The Company posted a PAT of PKR 1,804Mn (EPS: PKR 4.52), down 42%QoQ/up 37%YoY.
- The QoQ decline in PAT was primarily driven by a 12ppts contraction in gross margin to 25%, while the YoY increase was mainly attributable to higher unit sales.
- Furthermore, the Company has announced a cash dividend of PKR 11/sh. for the quarter, resulting in a cumulative dividend of PKR 21/sh. for FY26.

MTL Result Review 4QFY26 - Unconsolidated

| PKR Mn                            | 4QFY26A | 4QFY25A | YoY  | 3QFY26A | QoQ  | FY26A  | FY25A  | YoY  |
|-----------------------------------|---------|---------|------|---------|------|--------|--------|------|
| Net sales                         | 18,188  | 12,123  | 50%  | 17,129  | 6%   | 63,755 | 52,109 | 22%  |
| Cost of sales                     | 13,589  | 9,092   | 49%  | 10,749  | 26%  | 43,391 | 38,242 | 13%  |
| Gross profit                      | 4,599   | 3,031   | 52%  | 6,380   | -28% | 20,364 | 13,867 | 47%  |
| Distribution & marketing expenses | 485     | 303     | 60%  | 483     | 0%   | 2,036  | 1,631  | 25%  |
| Administration expenses           | 467     | 416     | 12%  | 489     | -4%  | 1,800  | 1,664  | 8%   |
| Other expenses                    | 333     | 151     | 1x   | 366     | -9%  | 1,234  | 975    | 27%  |
| Other income                      | 363     | 306     | 19%  | 151     | 1x   | 599    | 639    | -6%  |
| Finance costs                     | 303     | 591     | -49% | 284     | 6%   | 1,459  | 2,173  | -33% |
| Profit before tax                 | 3,374   | 1,876   | 80%  | 4,910   | -31% | 14,434 | 8,064  | 79%  |
| Taxation                          | 1,570   | 555     | 2x   | 1,794   | -12% | 6,593  | 1,691  | 3x   |
| Profit after tax                  | 1,804   | 1,322   | 37%  | 3,116   | -42% | 7,841  | 6,373  | 23%  |
| EPS @399.0Mn shares               | 4.52    | 3.31    |      | 7.81    |      | 19.65  | 15.97  |      |
| DPS                               | 11.0    | 7.5     |      | NIL     |      | 21.0   | 30.0   |      |

Source: Company Accounts & TSL Research

SECP Research Entity Notification Number: REP-040

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To arrive at our period end target prices, TSL uses different valuation methodologies including

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

SECP JamaPunji Portal link: <https://jamapunji.pk/>

## Frequently Used Acronyms

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

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