



TOYOTA

Indus Motor Company Ltd
Finance Presentation

Year Ended
June 30, 2019

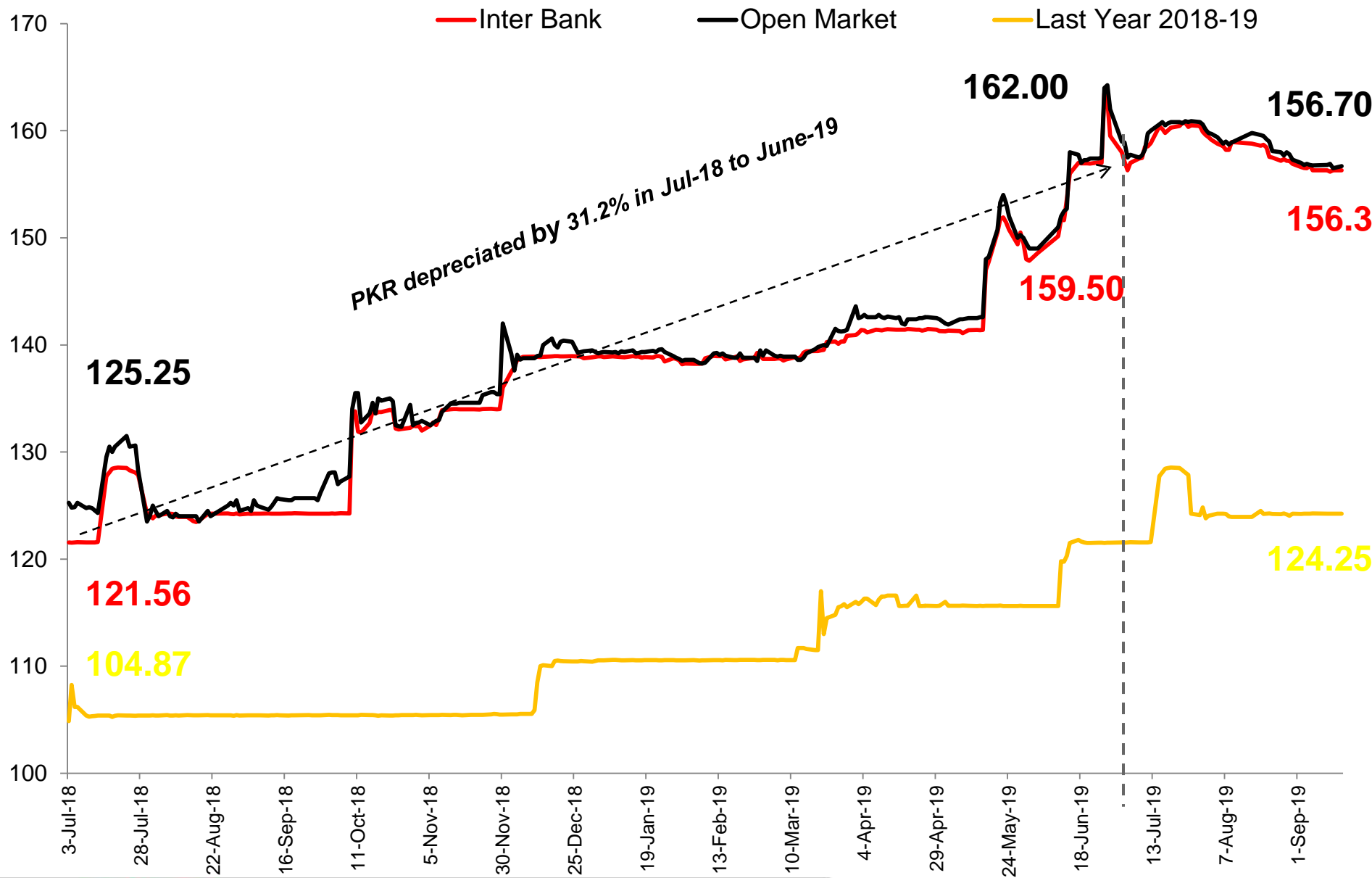
24th Sept, 2019

- The Net Sales revenue increased from Rs 139.715 billion to Rs 157.996 billion, mainly attributable to improved volumes and change in sales mix;
- Profit after tax decreased from Rs. 15.772 billion to Rs. 13.715 billion, mainly due to increase in cost of inputs on account of rupee devaluation against all major currencies, which was partially offset by increase in other income;
- The Board of directors declared interim cash dividend of Rs. 27.5 per share;
- In Aug 2018, Toyota Rush was launched which enjoys a unique offering as it combines the space and solid road performance of a large SUV, with Toyota-guaranteed dependability, all packaged in a stylishly designed body;
- During the period, IMC won the following major events;
 - 34th Corporate Excellence Award from the Management Association of Pakistan in the 'Industrial Awards' category,
 - Global SAP Innovation Award in the 'Process Innovator' category
 - Corporate Social Responsibility Award in the 'Sustainable Initiatives of the National Forum for Environment and Health' category.

IMC PERFORMANCE FOR YEAR ENDED JUNE 30, 2019

| Operating Highlights | | Year ended June 30 | | % change 2019 vs. 2018 |
|-----------------------|---------------|--------------------|---------------|---------------------------|
| | | 2019 | 2018 | |
| Vehicle Sales | Units | 66,211 | 64,000 | 3% |
| Vehicle Production | Units | 65,346 | 62,886 | 4% |
| Net Revenue | Rs in million | 157,996 | 139,715 | 13% |
| Gross Profit | Rs in million | 19,192 | 23,885 | (20%) |
| Profit Before Tax | Rs in million | 18,976 | 22,999 | (17%) |
| Profit After Tax | Rs in million | 13,715 | 15,772 | (13%) |
| Earnings Per Share | Rs | 174.49 | 200.66 | (13%) |
| Manpower Strength | Numbers | 3,349 | 3,266 | 3% |
| At the end of Period | | As at | | |
| | | June 30, 2019 | June 30, 2018 | |
| Total Assets | Rs in million | 64,783 | 81,927 | (21%) |
| Shareholders' Equity | Rs in million | 40,045 | 36,744 | 9% |
| Share Performance | | As at | | |
| | | Aug 27, 2019 | Aug 27, 2018 | |
| Price per Share | Rs | 1,061.82 | 1,555.46 | (32%) |
| Market Capitalization | Rs in million | 83,459 | 122,259 | |

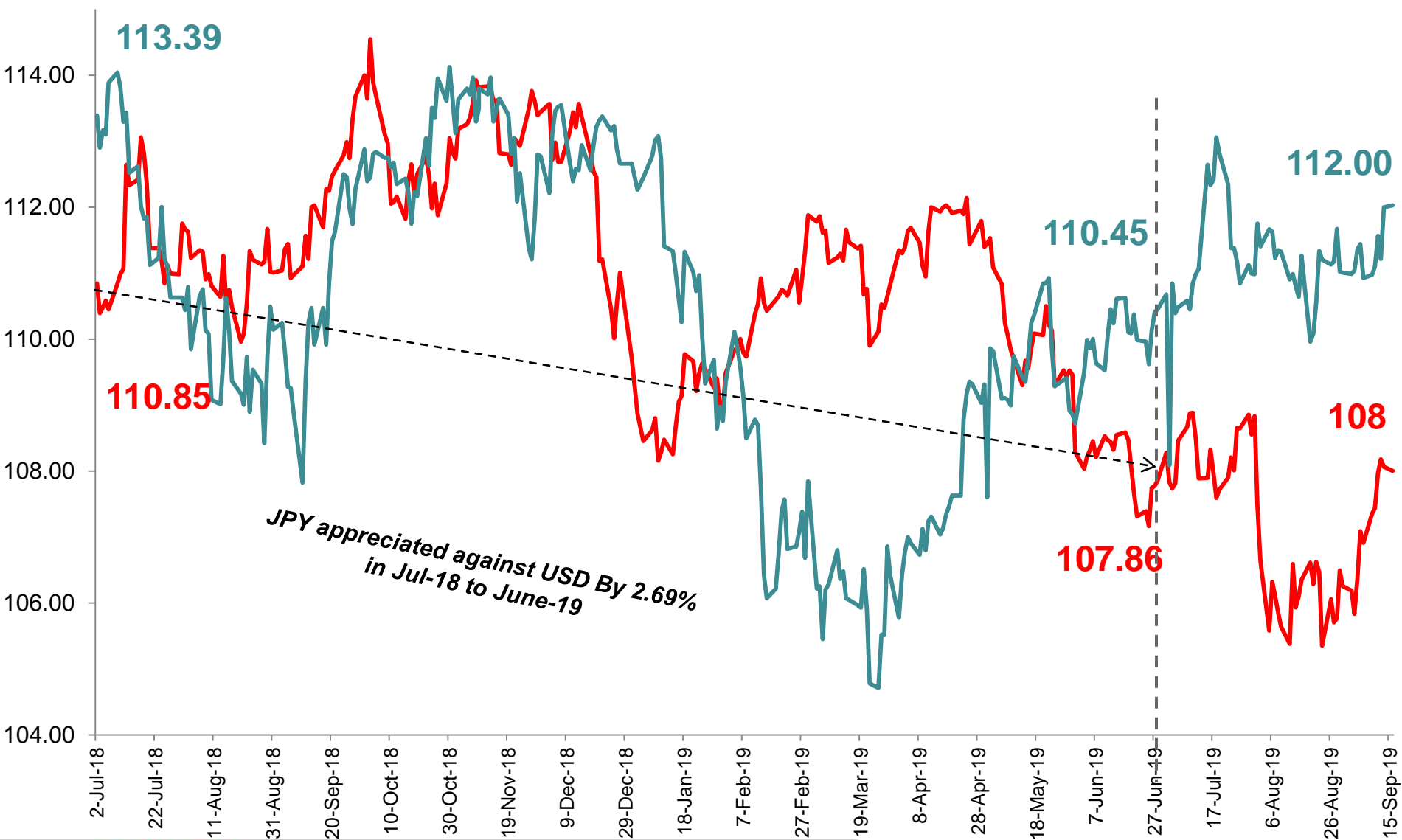
USD/PKR PARITY



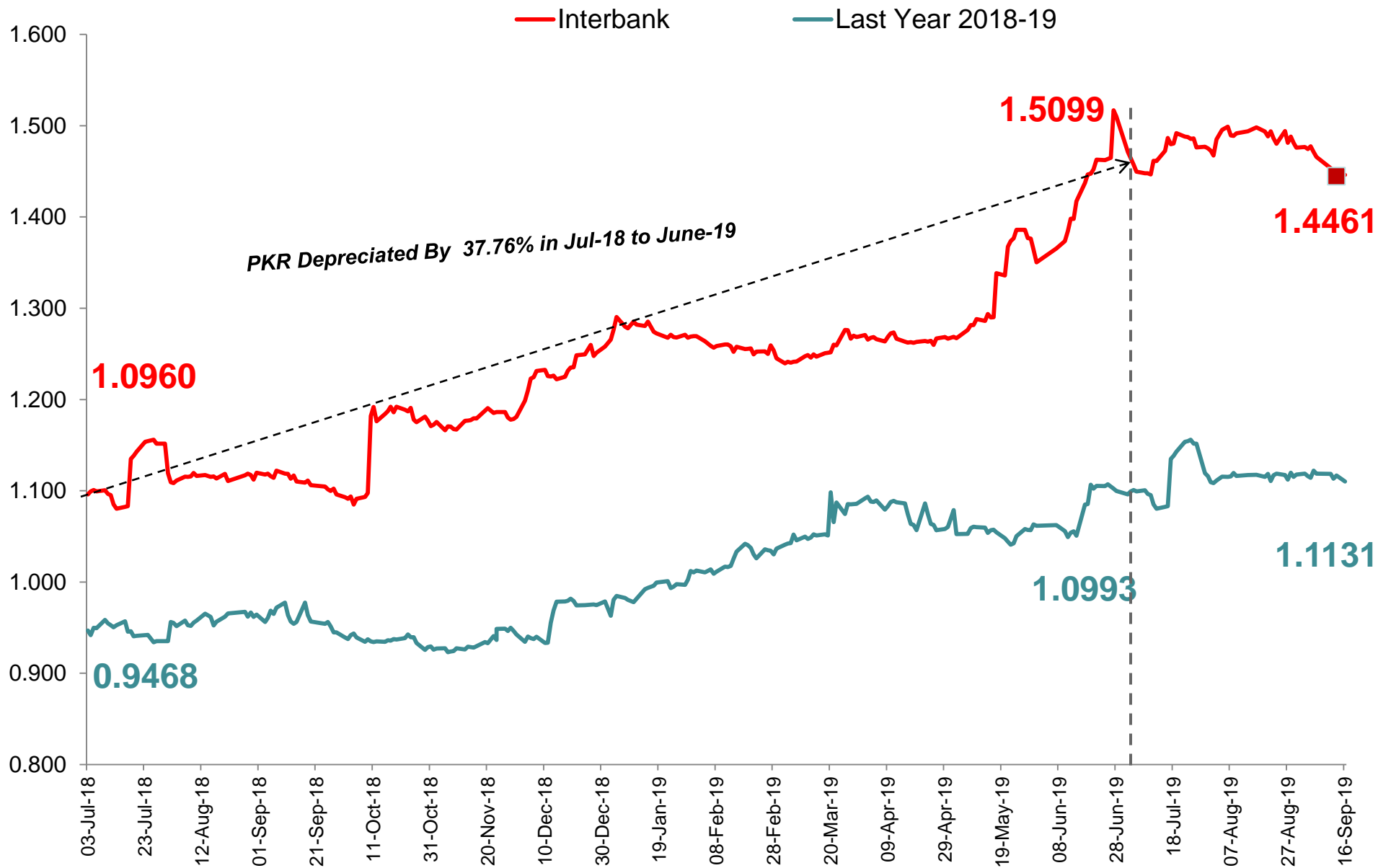
USD/JPY PARITY

— Inter Bank

— Last Year 2018-19



JPY/PKR PARITY



BUSINESS OUTLOOK & KEY CHALLENGES

1. Through Finance Act 2019, GoP has widened FED application for all types of passenger vehicles and has introduced three slabs of 2.5% - 7.5%, along with increase in rates of additional customs duty from 2% to 7% on inputs of locally manufactured vehicles and its vendors. We recommend that the GoP to reconsider the levy of FED;
2. The rise in interest rates has made auto financing expensive and this, coupled with the government's commitment to austerity, may push consumers to save more as compared to their spending;
3. Based on the reduction in consumer demand, the company has observed Non-production days from July-2019 & onwards in order to optimize its cost;
4. Through Finance Act 2019, 3% Value Added Tax (sales tax) has been imposed on raw materials at 16% or above custom duty tariff rates, which was earlier applicable only on Commercial Importers (mainly to collect Sales tax on value addition from undocumented sectors). This levy is effecting the cash flows of the entire auto sector (including vendors of automobile). We proposed that the auto manufactures and its vendors should be exempted from it, in order to support the industry.

THANK YOU