

# **INDUS MOTOR COMPANY LTD**

**CORPORATE BRIEFING SESSION  
for the Quarter Ended September 2021**

**9<sup>th</sup> November 2021**

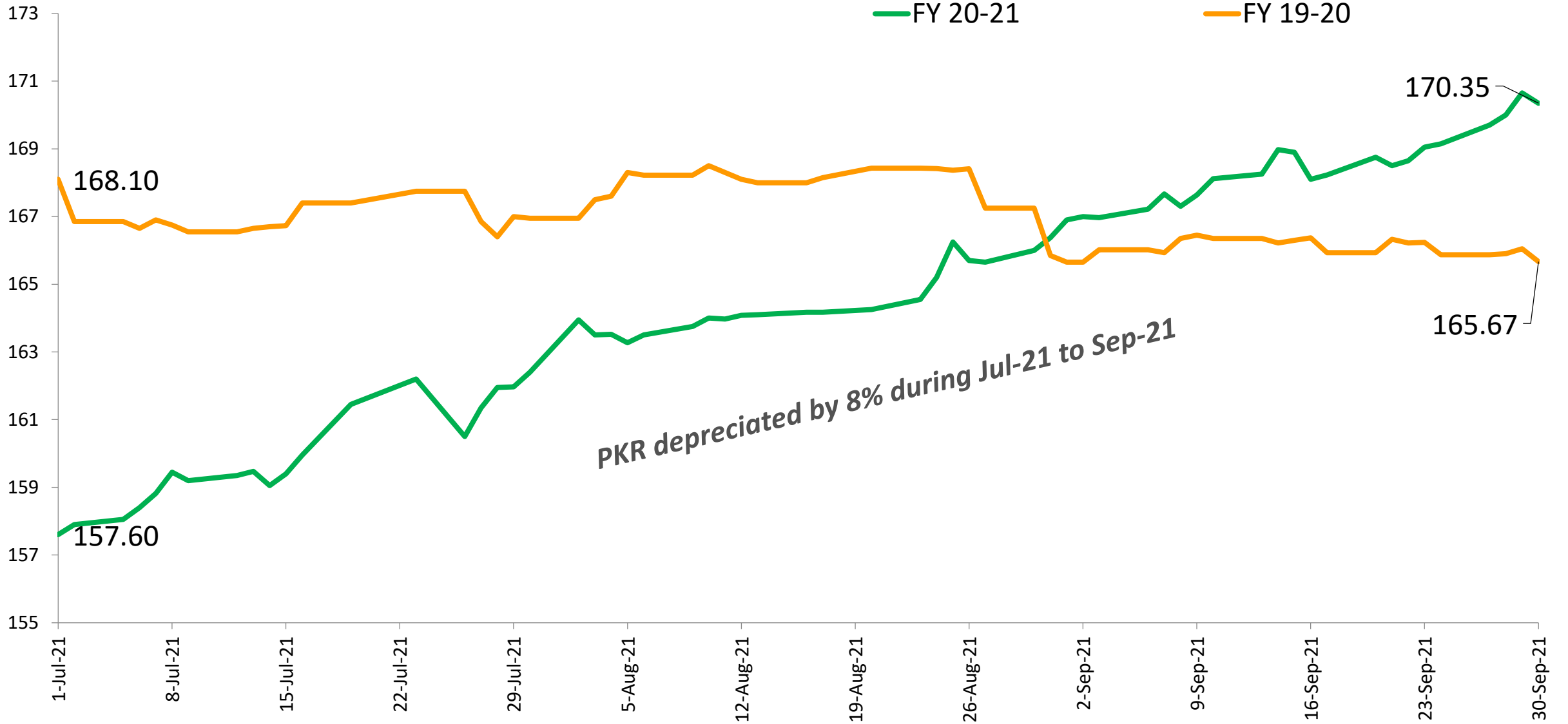
# HIGHLIGHTS FOR QUARTER ENDED SEPTEMBER 2021

1. The net sales turnover for the 1<sup>st</sup> quarter increased by 92% to Rs. 65.5 billion as compared to Rs. 34.2 billion in the 1<sup>st</sup> quarter last fiscal year, while profit after tax for the quarter also increased to Rs. 5.4 billion, as against Rs. 1.8 billion achieved in the same period last year.
2. The increase in turnover and profitability for the year was mainly due to higher CKD and CBU volumes, primarily due to healthy demand of the facelift models of Corolla, Hilux and Fortuner, along with wider acceptance of Toyota Yaris.
3. In September 2021, company launched Toyota Corolla 1.6 Special Edition, which received an overwhelming response from Customers.
4. The profitability also increased on account of higher return on placements, due to increased fund position of the company, mainly due to increase in advances from customers.
5. The Board of directors has declared 1<sup>st</sup> interim cash dividend of Rs. 34.5 per share for quarter ended September 30, 2021 as against Rs. 12 per share for same quarter last year.

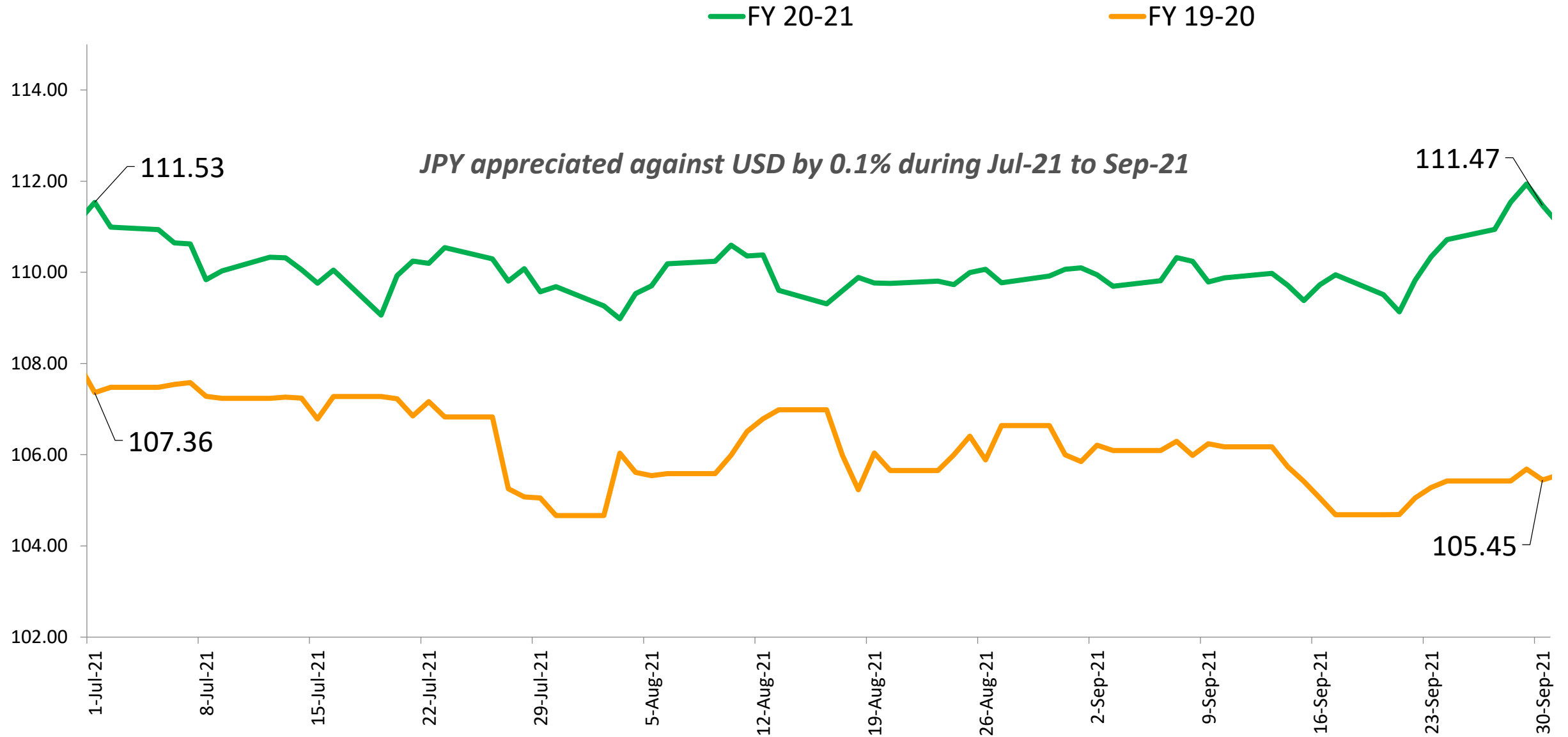
# IMC PERFORMANCE FOR YEAR ENDED SEPTEMBER 2021

Operating Highlights		Quarter ended Sep 30th		% change 2021 vs. 2020
		2021	2020	
Vehicle Sales	Units	18,855	11,809	60%
Vehicle Production	Units	16,896	11,648	45%
Net Revenue	Rs in million	65,552	34,195	92%
Gross Profit	Rs in million	7,072	2,288	209%
Other Income	Rs in million	2,047	1,089	88%
Profit Before Tax	Rs in million	7,683	2,646	190%
Profit After Tax	Rs in million	5,425	1,845	194%
Earnings Per Share	Rs	69.02	23.48	194%
At the end of Period		As at		
		30-Sep-21	30-Sep-20	
Total Assets	Rs in million	160,595	133,906	20%
Shareholders' Equity	Rs in million	50,757	48,201	5%
Share Performance		As at		
		9-Nov-21	9-Nov-20	
Price per Share	Rs	1,224.00	1,206.28	1%
Market Capitalization	Rs in million	96,206	94,814	

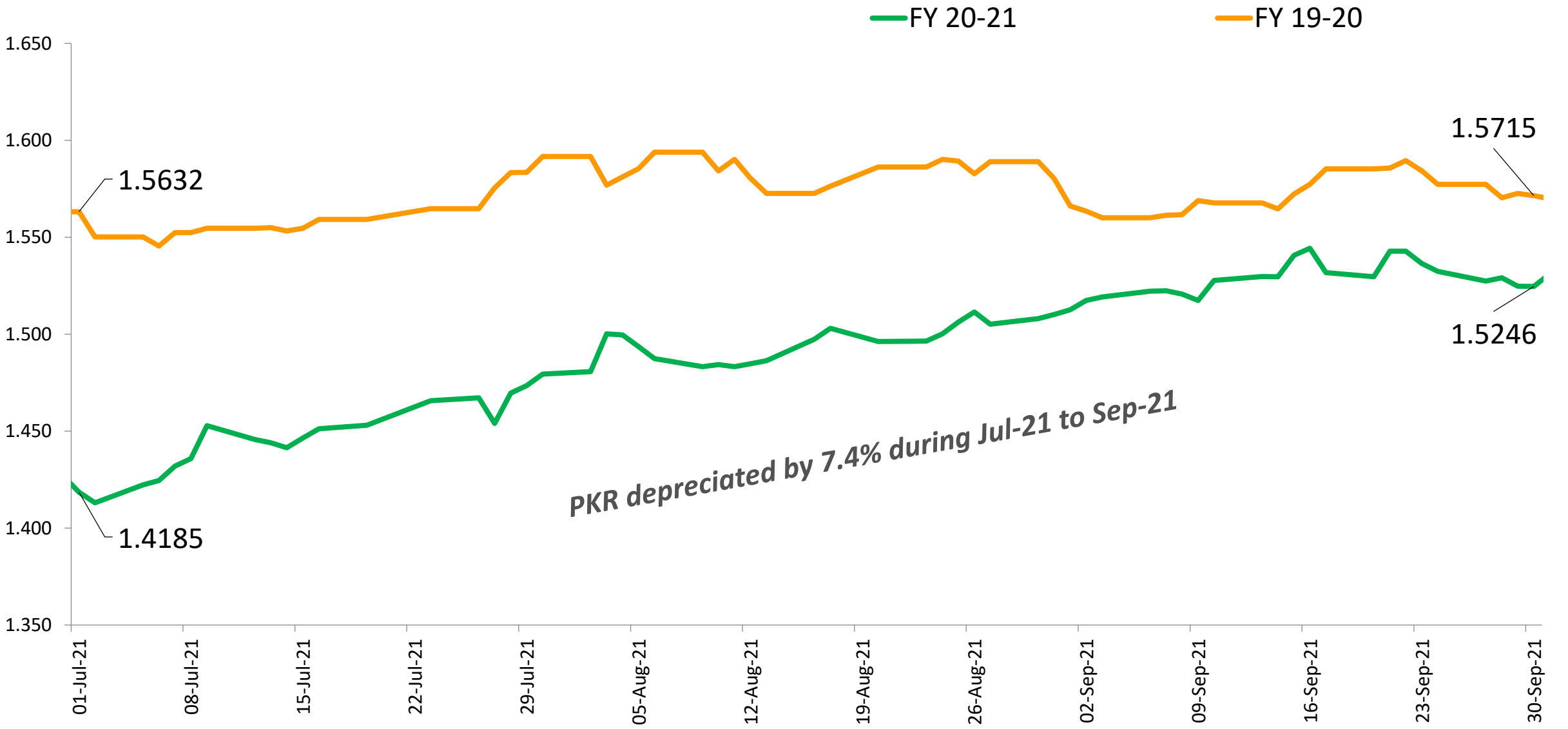
# USD/PKR PARITY



# USD/JPY PARITY



# JPY/PKR PARITY



# BUSINESS OUTLOOK AND KEY CHALLENGES

1. The Government reduced the FED, sales tax and ACD on locally manufactured vehicles, which greatly boosted the demand in auto-sector. However, in case of Double Cabin pickup vehicles, FED reduction has not been made, thereby creating disparity, and we anticipate that the Government should consider the same.
2. In September 2021, State Bank of Pakistan (SBP) has introduced stringent rules on auto financing in order to tighten consumer lending for imported vehicles and locally manufactured vehicles of more than 1000cc. The said regulations will impact the overall market in the calendar year 2022.
3. We appreciate the measures on imported vehicles, while we request the government to revisit the restrictions on locally manufactured vehicles, as the industry generates employment, support allied industries and adds value to the economy.
4. The continuous depreciation of Pak Rupee, rising inflation, international commodity prices and high freight costs continue to affect the cost of input materials. While the industry works hard to try and sustain product prices, given the rising costs and economic conditions, the cost increases will have to be passed on to consumers sooner.
5. The timely supply of raw material or components continue to remain a challenge for the industry, however, we are committed to overcome any of these challenges and meet customer demand requirements.

**THANK YOU**