

# **CORPORATE BRIEFING SESSION**

**QUARTER & NINE MONTHS ENDED MARCH 31, 2022**

**HELD ON MAY 25, 2022**

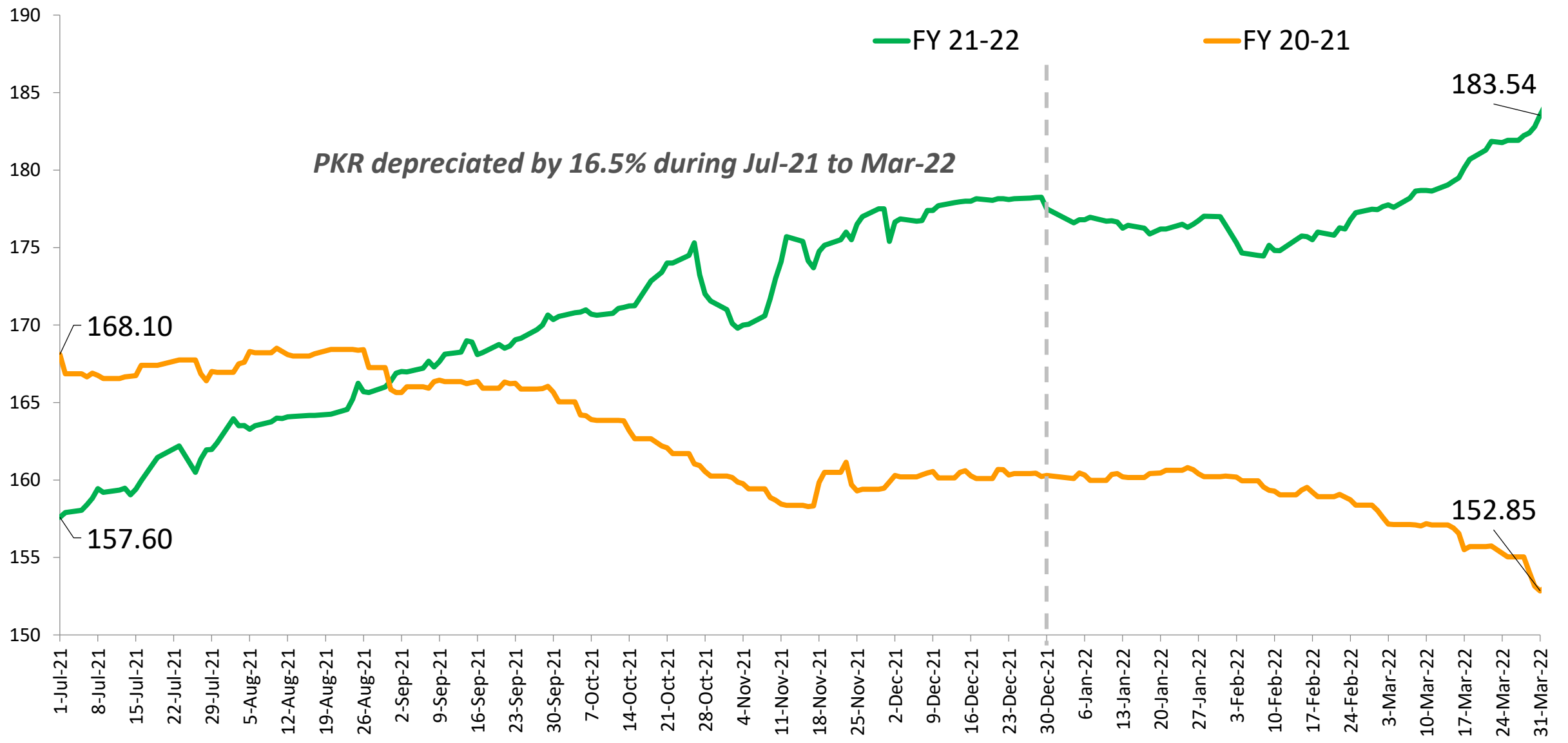
## HIGHLIGHTS FOR NINE MONTHS ENDED MARCH 2022

1. The net sales turnover for the nine months ended March 31, 2022, increased by 55.1% to Rs.203.41 billion, as compared to 131.16 billion in the same period last year, while profit after tax also increased by 81.6% to Rs. 15.29 billion, as against Rs. 8.42 billion achieved in the corresponding period last year.
2. The net profit has increased mainly due to higher CKD and CBU sales volume and an increase in other income due to higher fund size on account of increase in customer advances.
3. During the quarter ended March 31, 2022, the Company launched two new variants, namely “Toyota Hilux Revo Rocco” and “Toyota Fortuner Legender”, that received an overwhelming response from customers. Toyota Corolla and Toyota Yaris continue with a steady demand in their respective sectors.
4. The Board of directors has declared 3<sup>rd</sup> interim cash dividend of Rs. 26 per share for nine months ended March 31, 2022 as against Rs. 30 per share for same quarter last year.

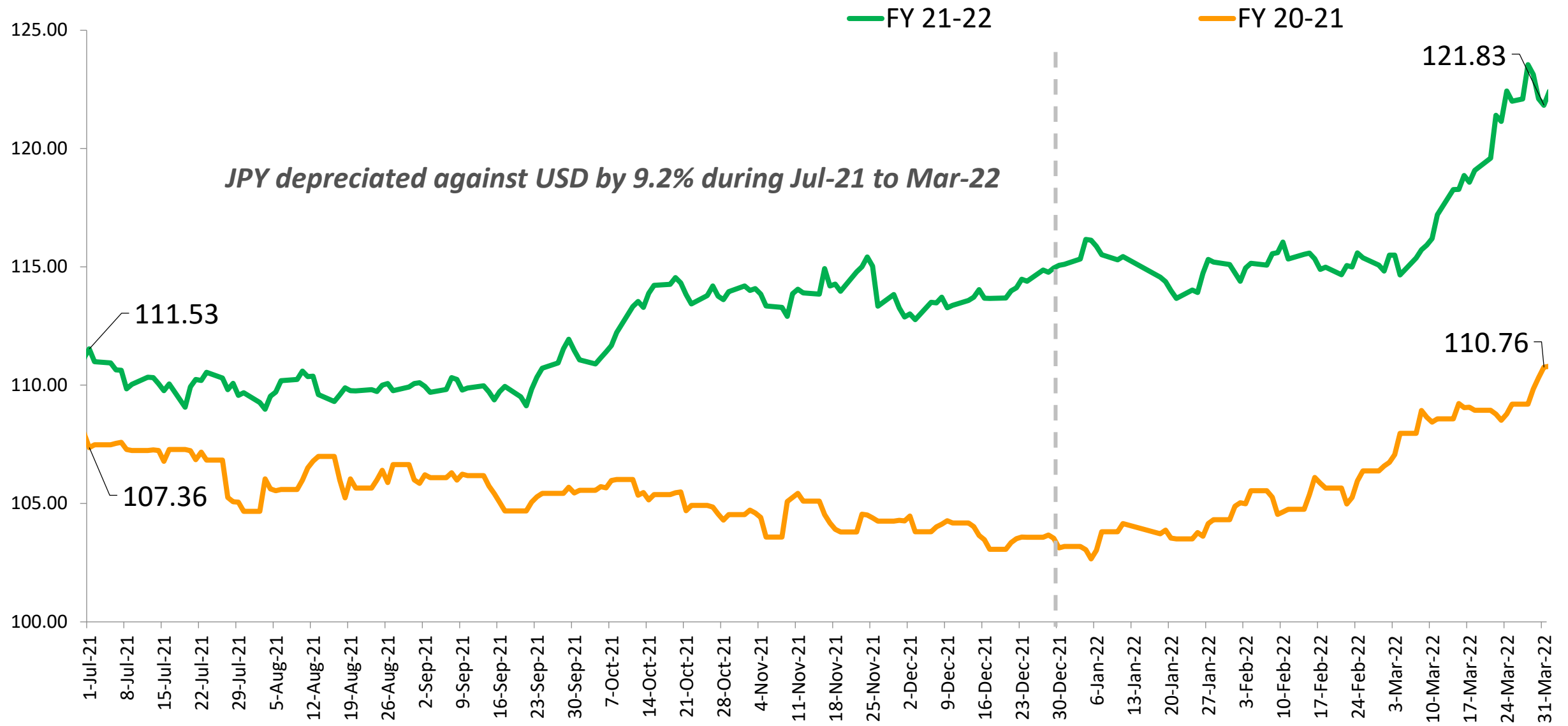
# IMC PERFORMANCE FOR NINE MONTHS ENDED MARCH 2022

Operating Highlights		Nine-Months ended March 31st		% change 2022 vs. 2021
		2022	2021	
Vehicle Sales	Units	57,367	42,988	33%
Vehicle Production	Units	55,192	42,759	29%
Net Revenue	Rs in million	203,407	131,159	55%
Gross Profit	Rs in million	17,568	10,758	63%
Other Income	Rs in million	7,732	3,893	99%
Profit Before Tax	Rs in million	21,192	11,827	79%
Profit After Tax	Rs in million	15,293	8,416	82%
Earnings Per Share	Rs	194.56	107.07	82%
At the end of Period		As at		
		31-Mar-22	31-Mar-21	
Total Assets	Rs in million	194,832	115,081	69%
Shareholders' Equity	Rs in million	55,555	46,126	20%
Share Performance		As at		
		20-May-22	20-May-21	
Price per Share	Rs	1,290.00	1,125.56	15%
Market Capitalization	Rs in million	101,394	88,469	

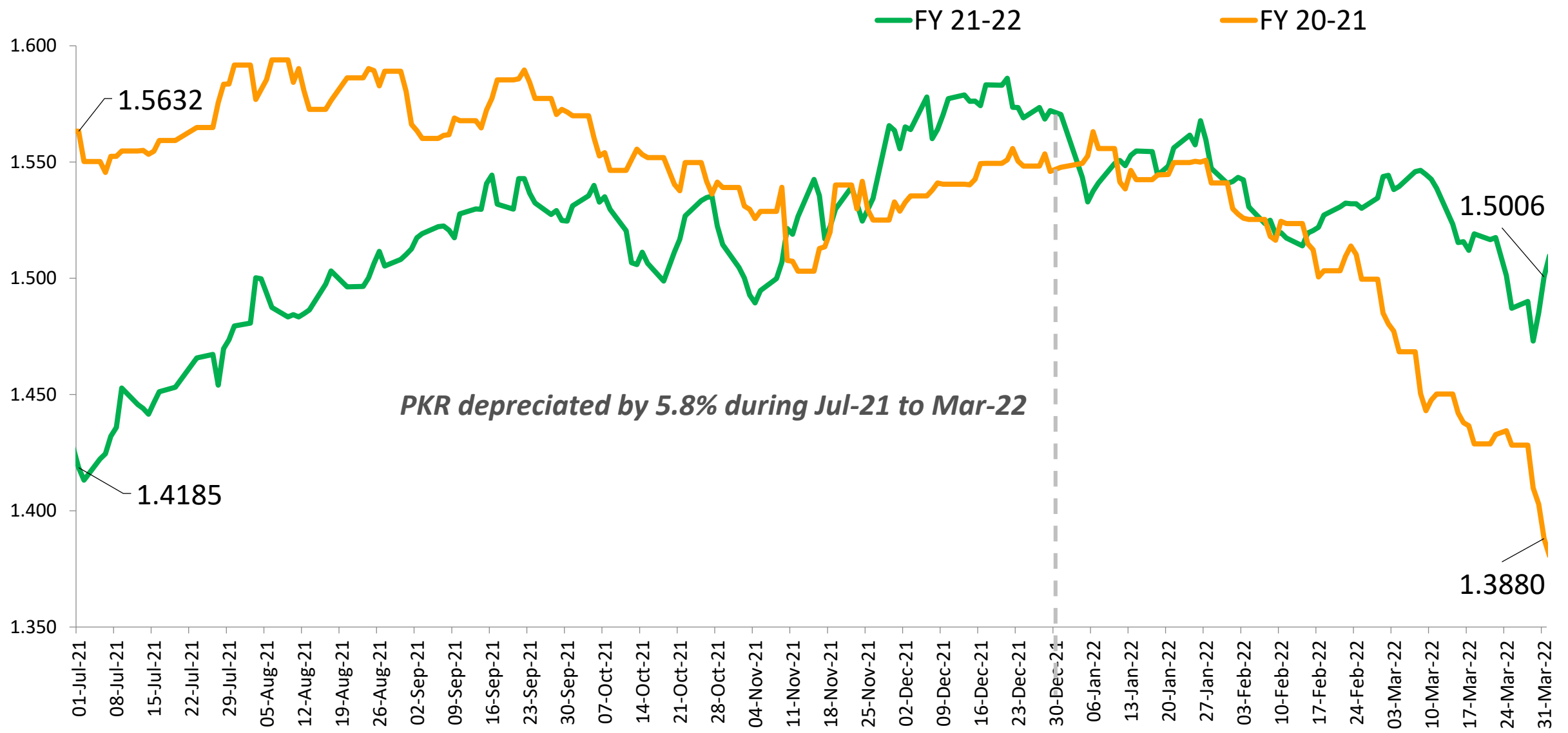
# USD / PKR PARITY



# USD / JPY PARITY



# JPY / PKR PARITY



## BUSINESS OUTLOOK AND KEY CHALLENGES

1. The auto industry's continued sales growth and demand is not sustainable given the high taxes and duties introduced through Finance (Supplementary) Act, 2022 in January 2022, stringent auto financing rules and restrictions, higher interest rates and continued hike in vehicle prices caused by an increase in global commodity prices, freight charges and continuous devaluation of Pak Rupee.
2. The new Auto Policy 2021-26 encourages investment in new technologies such as Hybrid Electric Vehicles (HEVs), Plug-in Hybrid Vehicles (PHEV) and Battery Electric Vehicles (BEVs) to mitigate climate change and reduce dependency on oil imports. Based on the said incentives given by the Government, the Company is investing around USD 100 million for local production of HEV vehicles.
3. The Company urges the Government to devise and promote consistent policies for long-term economic growth of the auto sector. We request the Government to reduce FED on vehicles and provide incentives to local vendors for manufacturing of high-tech parts, to support the continued demand in the auto industry, in order to promote the industry's higher capacity utilization and volumes.
4. We support government measures to curb luxury items and import in physical or CBU form. However, we recommend to avoid any measures affecting the local auto sector as it will affect this sector's volumes and will affect local employment, generation of taxes and duties.

**THANK YOU**