

CORPORATE BRIEFING SESSION

QUARTER & HALF YEAR ENDED DECEMBER 31, 2021

TO BE HELD ON MARCH 17, 2022 AT 4:30 P.M.

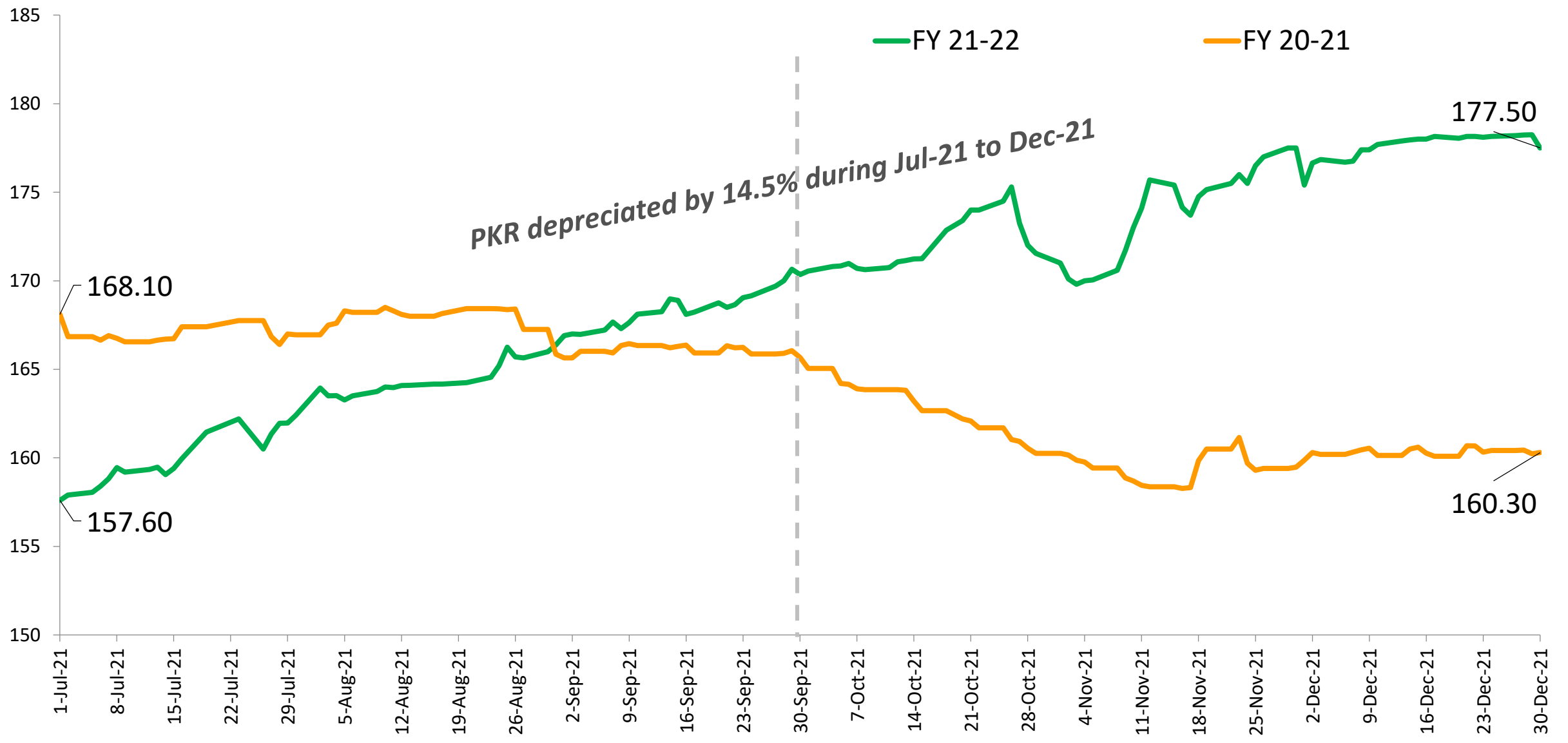
HIGHLIGHTS FOR HALF YEAR ENDED DECEMBER 2021

1. The Company's net sales turnover for the half year ended on December 31, 2021, increased to Rs.135.18 billion, as compared to Rs. 79.65 billion, for the corresponding period last year, while profit after tax has also increased to Rs. 10.18 billion as against Rs. 4.80 billion, in the same 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. In comparison with previous quarter ended September 2021, the quarter ended December 31, 2021 has observed an increase in net sales turnover on account of higher CKD and CBU volumes.
4. Despite of higher turnover for the quarter, the profit after tax for the quarter reduced as compared to previous quarter, mainly due to rising input costs as a consequence of depreciation of PKR against USD, higher commodity prices, rising cost of production, etc.
5. The Board of directors has declared 2nd interim cash dividend of Rs. 30 per share for quarter ended December 31, 2021 as against Rs. 25 per share for same quarter last year.

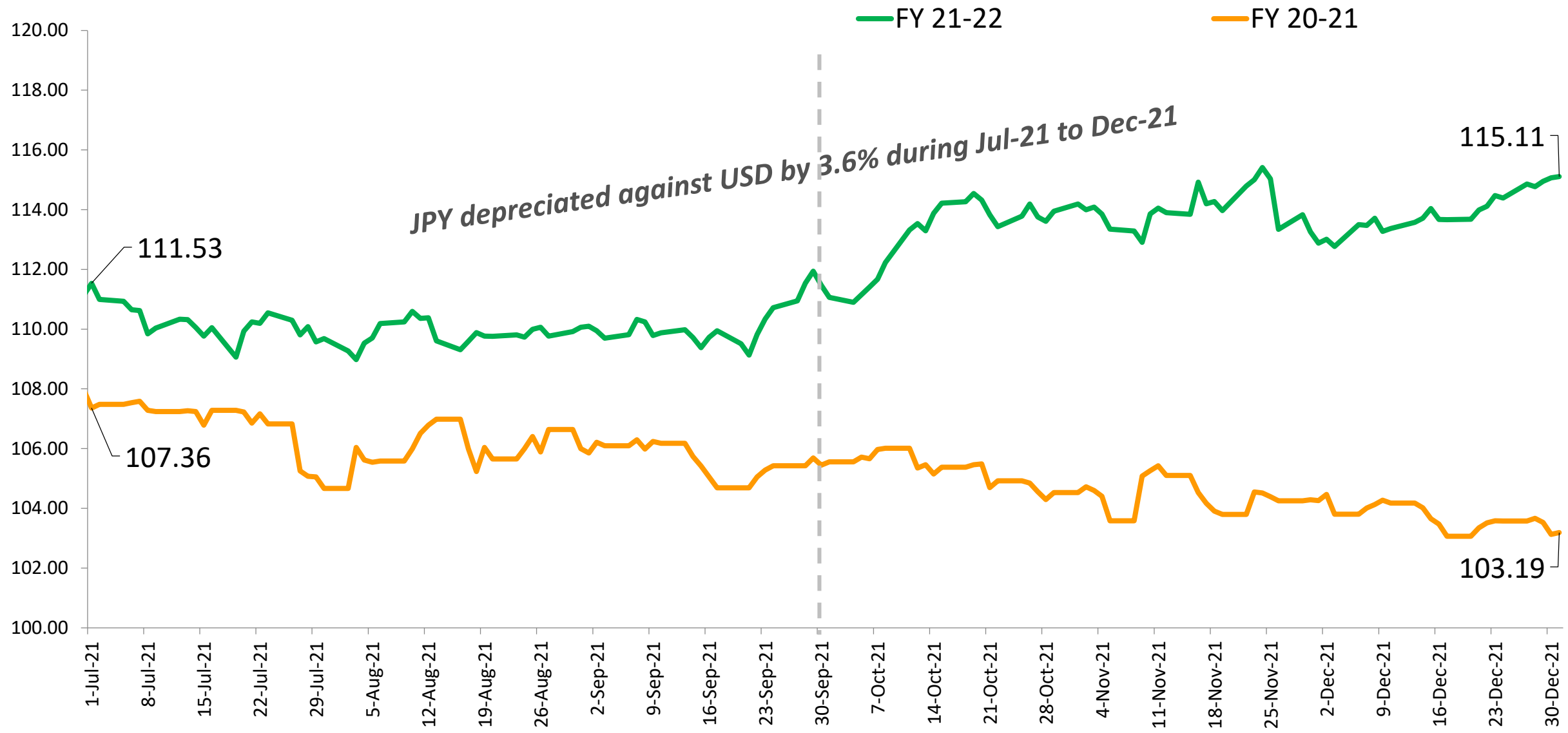
IMC PERFORMANCE FOR HALF YEAR ENDED DECEMBER 2021

Operating Highlights		Half year ended Dec 31st		% change 2021 vs. 2020
		2021	2020	
Vehicle Sales	Units	38,632	26,362	47%
Vehicle Production	Units	36,120	26,119	38%
Net Revenue	Rs in million	135,185	79,646	70%
Gross Profit	Rs in million	12,336	6,011	105%
Other Income	Rs in million	4,549	2,457	85%
Profit Before Tax	Rs in million	14,127	6,791	108%
Profit After Tax	Rs in million	10,175	4,801	112%
Earnings Per Share	Rs	129.45	61.08	112%
At the end of Period		As at		
		31-Dec-21	31-Dec-20	
Total Assets	Rs in million	158,937	133,906	19%
Shareholders' Equity	Rs in million	52,796	48,201	10%
Share Performance		As at		
		1-Mar-22	1-Mar-21	
Price per Share	Rs	1,473.90	1,088.75	35%
Market Capitalization	Rs in million	115,849	85,576	

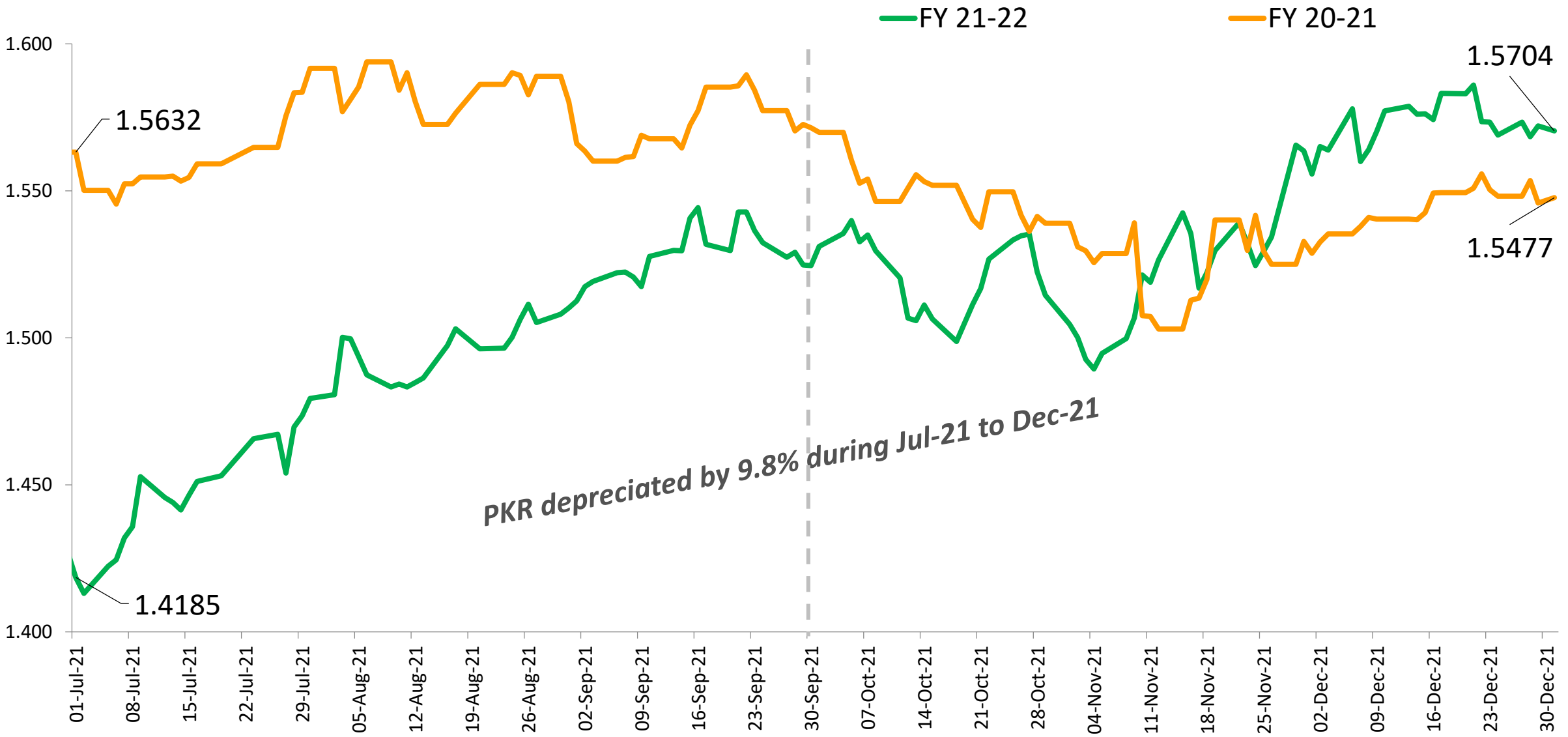
USD / PKR PARITY



USD / JPY PARITY



JPY / PKR PARITY



BUSINESS OUTLOOK AND KEY CHALLENGES

1. In January 2022, the Government increased Federal Excise Duty rates in all vehicle categories, while sales tax rates were also increased from 12.5% to 17% for 851-1000cc category. Earlier, the State Bank of Pakistan (SBP) also applied stringent auto financing rules and restrictions to curb impact of CKD & CBU vehicles. These measures are likely to impact sales volume of vehicles in calendar year 2022.
2. In addition to these, challenges such as rising global commodity prices, rising freight charges on imports, material shortages, currency depreciation etc., may also have an impact on the sales volume and profitability of the auto sector for upcoming periods.
3. The Company urges the Government to devise and promote consistent policies for long-term economic growth of the auto sector and provide incentives to local vendors for manufacturing of high tech parts and reduce duties and taxes to support the continued demand in the auto industry. This will generate more taxes for the Government and will also create more employment opportunities.
4. The Company appreciates the initiative by the Government of Pakistan to finalise the new Auto policy with the stakeholders and for maintaining the Hybrid Electric Vehicle incentives under the said policy.

THANK YOU