

INDUS MOTOR COMPANY LTD

**Quarter Ended December 2020
9th of March 2021**

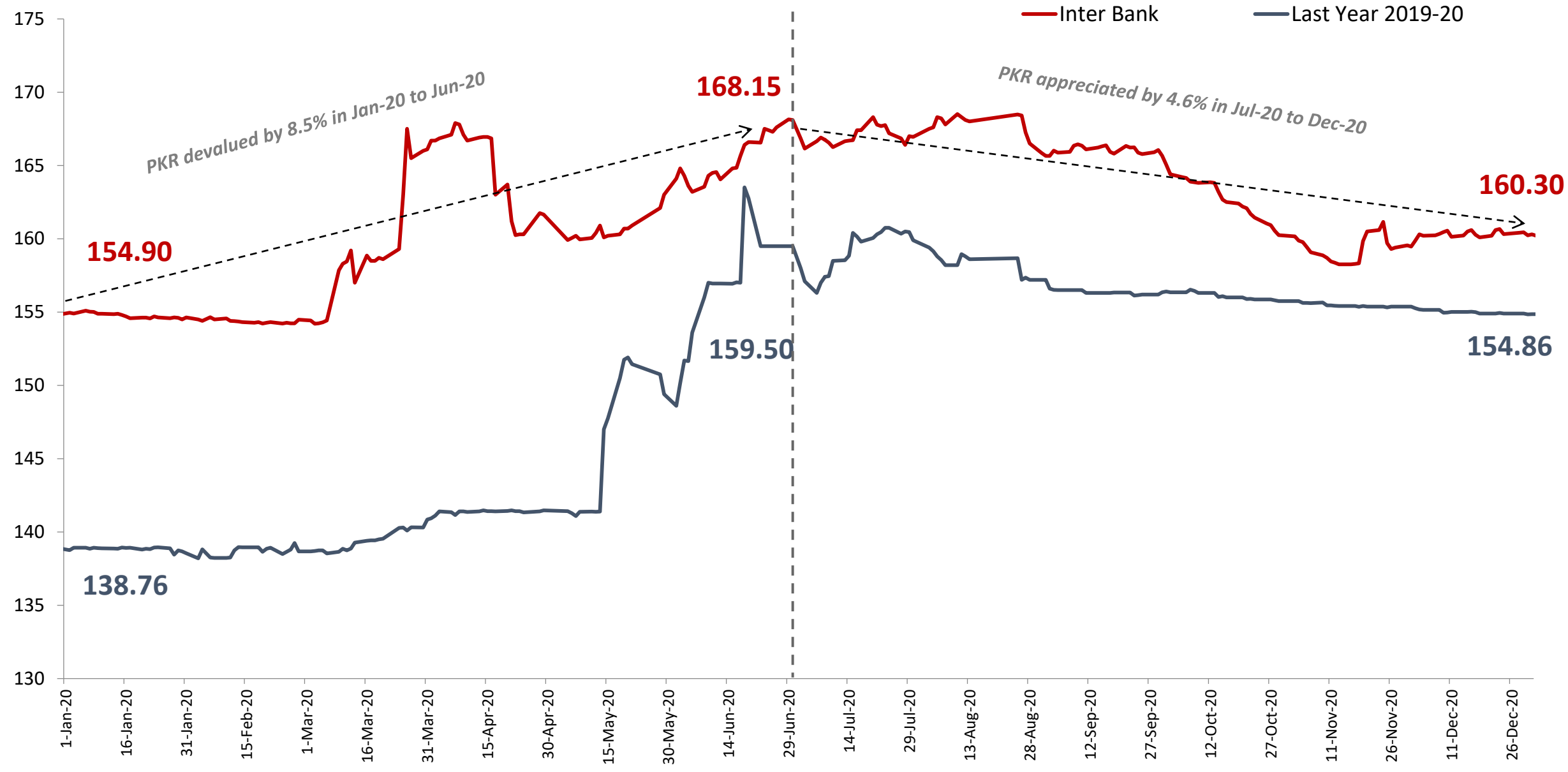
HIGHLIGHTS FOR HALF YEAR ENDED DECEMBER, 2020

1. The Net Sales revenue increased to Rs 79.6 billion as compared to Rs 42.7 billion same period last year, mainly attributable to:
 - Product response of Toyota Yaris;
 - Increase in demand after COVID-19 lockdown;
 - Increase in auto financing due to lower interest rates;
2. Gross margins reduced to 7.55% as compared to 8.81% mainly due to depreciation of PKR and absorption of costs, despite of increase in volumes.
3. Profit after tax increased to Rs.4.8 billion from Rs. 2.3 billion in same period last year, mainly due to:
 - Higher CKD and CBU volumes;
 - Increase in other income due to improved cash flows on account of balance orders; and
 - Reduction in overhead expenses, admin and general expenses.
4. Based on improved profitability, the Board of directors has declared interim cash dividend of Rs. 25 per share.

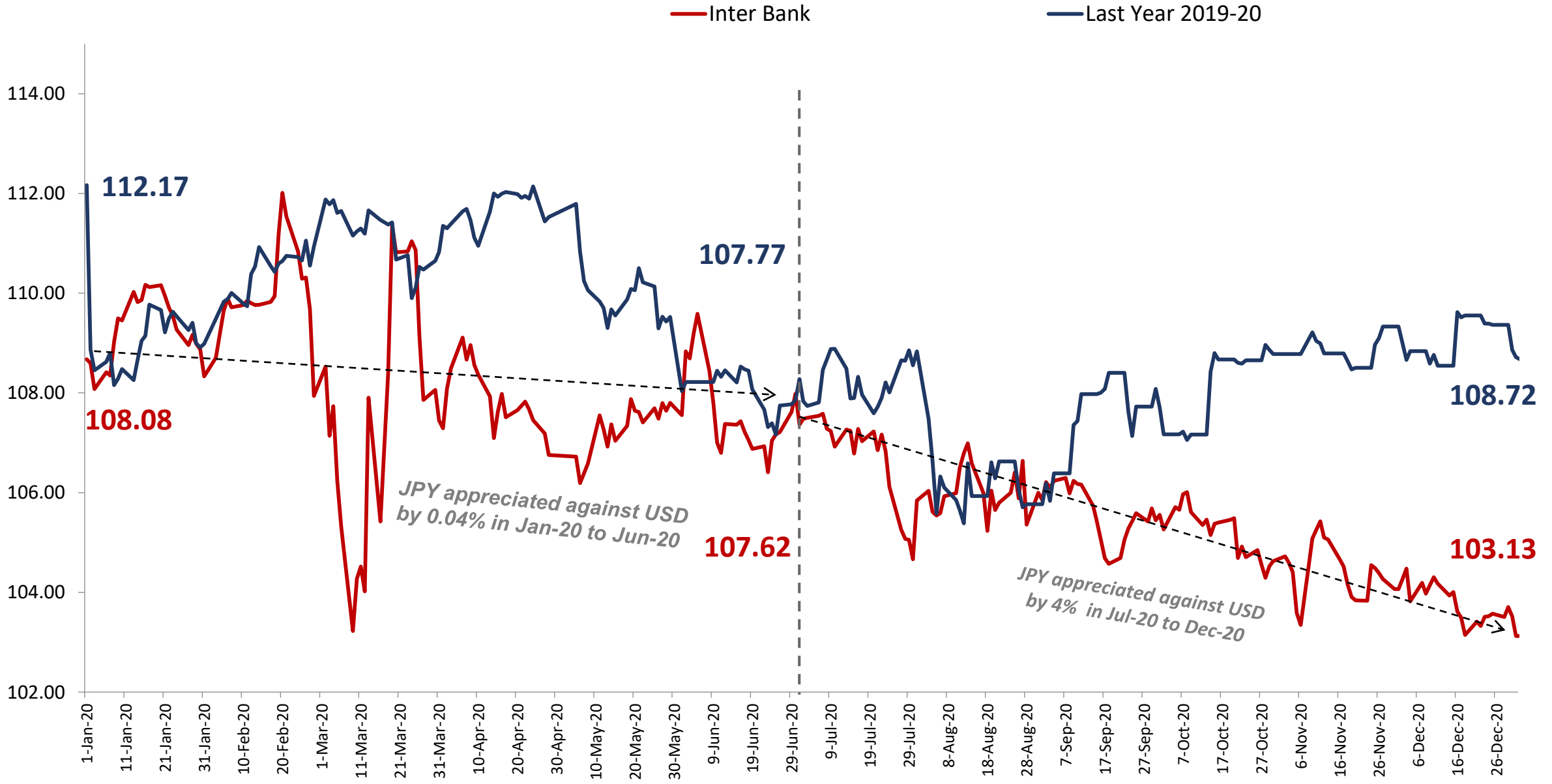
IMC PERFORMANCE FOR HALF YEAR ENDED DECEMBER 2020

Operating Highlights		Half year ended 31st Dec, 2020		% change 2020 vs. 2019
		2020	2019	
Vehicle Sales	Units	26,362	14,453	82%
Vehicle Production	Units	26,383	14,555	81%
Net Revenue	Rs in million	79,646	42,775	86%
Operating Profit	Rs in million	3,554	2,540	40%
Operating Profit %	%	4.46%	5.94%	-25%
Other Income	Rs in million	2,457	1,227	100%
Gross Profit	Rs in million	6,011	3,767	60%
Profit Before Tax	Rs in million	6,791	3,195	113%
Profit After Tax	Rs in million	4,801	2,304	108%
Earnings Per Share	Rs	61.08	29.32	108%
At the end of Period		As at		
		31-Dec-20	31-Dec-19	
Total Assets	Rs in million	104,030	58,292	78%
Shareholders' Equity	Rs in million	44,477	39,638	12%
Share Performance		As at		
		1-Mar-21	1-Mar-20	
Price per Share	Rs	1,114.21	985.00	13%
Market Capitalization	Rs in million	87,577	77,421	

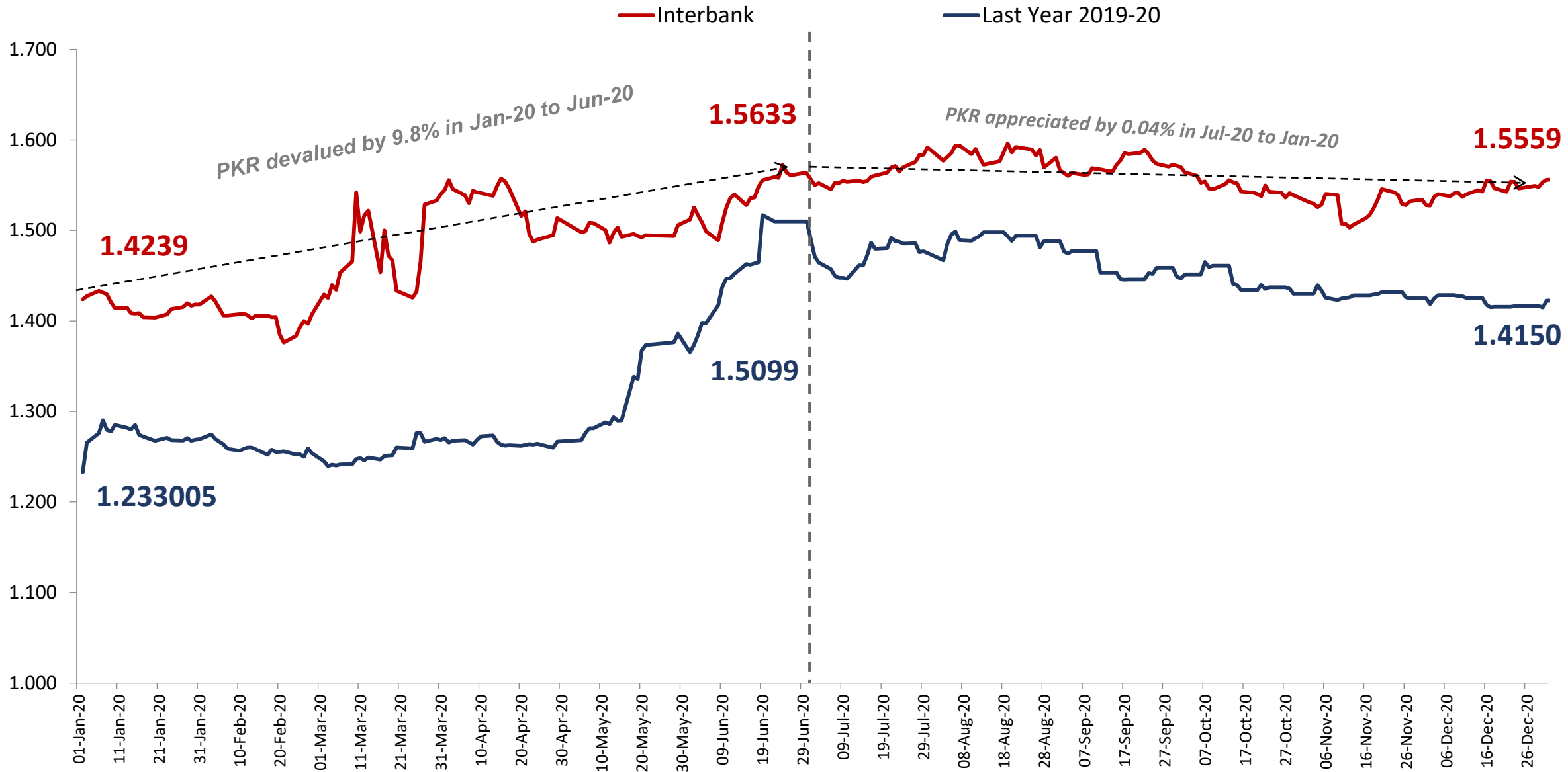
USD/PKR PARITY



USD/JPY PARITY



JPY/PKR PARITY



BUSINESS OUTLOOK AND KEY CHALLENGES

1. Signs of recovery in Pakistan's Auto Industry was evident as it witnessed 32% YoY increase, however, global port congestions are causing supply chain disruptions leading to increased delivery lead times of vehicles;
2. In wake of COVID-19 and consequent lockdowns, there is a need for Government to introduce fiscal stimulus which can be achieved by eliminating excessive duties & taxes like Additional Custom Duty & Federal Excise Duty as it will lead to sales growth and more revenue for Government;
3. The Auto Policy 2016-21, which will end by June 2021, attracted many new players and was targeted for industry volumes to reach 500,000 units, however, the targets set forth in the policy have not yet materialized and we urge Government to draw up new auto policy that provides benefits to existing players as well and encourages localization, which will generate additional employment for OEMs and parts maker;
4. We support Government's "Make in Pakistan" initiative. In this regard we request that Government extends incentives to Hybrid Electric Vehicles (HEV) in addition to Electric Vehicles (EV) as they will provide immediate solution in terms of reduction of oil import bill and reduced emissions.

THANK YOU