

INDUS MOTOR COMPANY LTD

Nine Months Ended March 2021
7th of May 2021

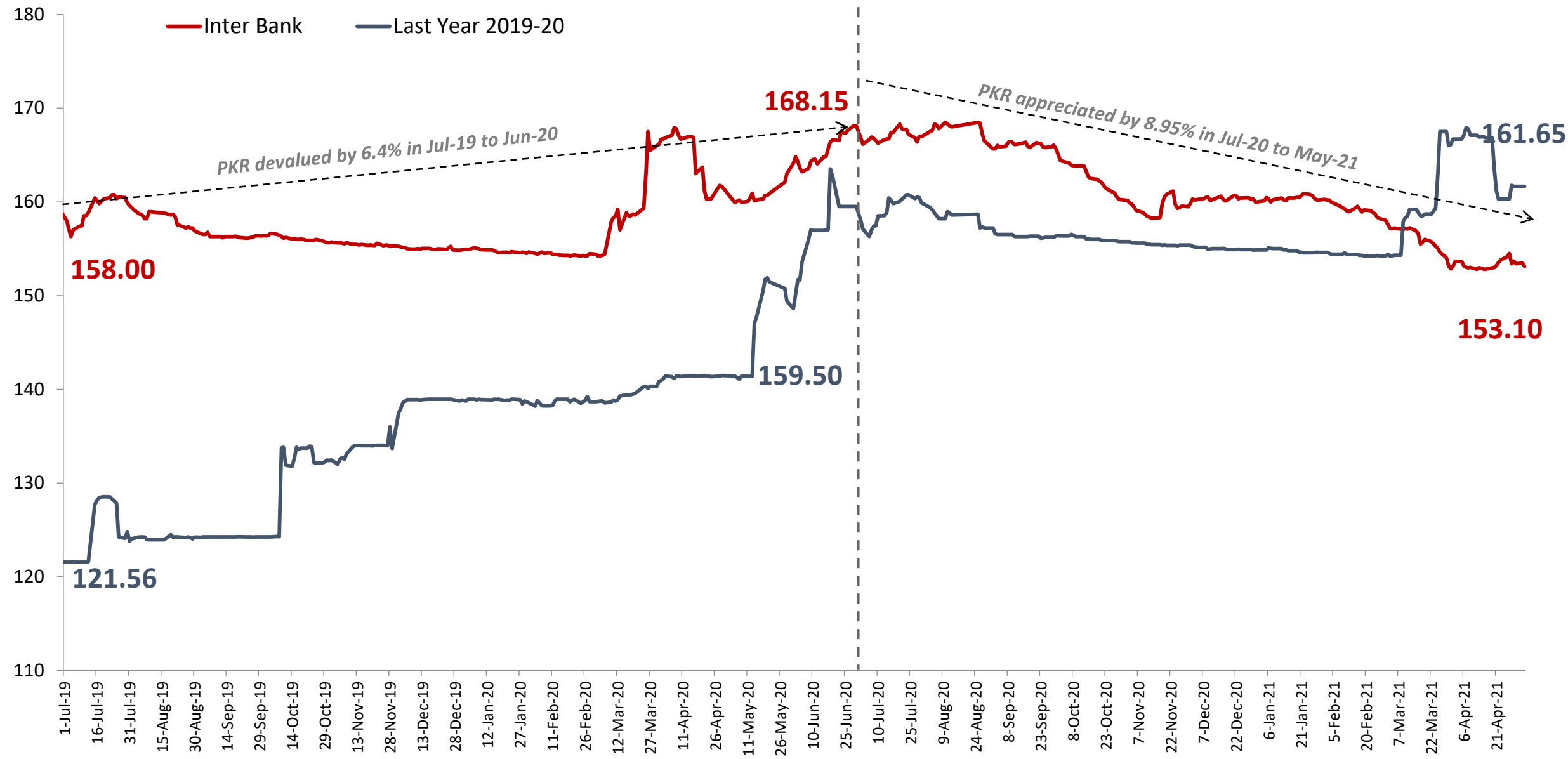
HIGHLIGHTS FOR NINE MONTHS ENDED MARCH, 2021

1. The Net Sales revenue increased to Rs 131.16 billion as compared to Rs 75.83 billion same period last year, mainly due to increase in CKD volumes and change in sales mix;
2. Profit after tax increased to Rs. 8.42 billion from Rs. 5 billion in same period last year, mainly due to the following:
 - Higher CKD and CBU volumes;
 - Increase in other income due to improved cash flows on account of balance orders;
 - Reduction in admin and selling expenses.
3. During the nine months period, Gross margins reduced to 8.2% as compared to 10.3% in same period last year, mainly on account of an increase in material cost.
4. During the quarter, Corolla facelift (Altis X) was launched in January 2021, against which we have received an overwhelming response from the customers;
5. Based on improved profitability, the Board of directors has declared 3rd interim cash dividend of Rs. 30 per share, as against Rs. 10 per share in same period last year.

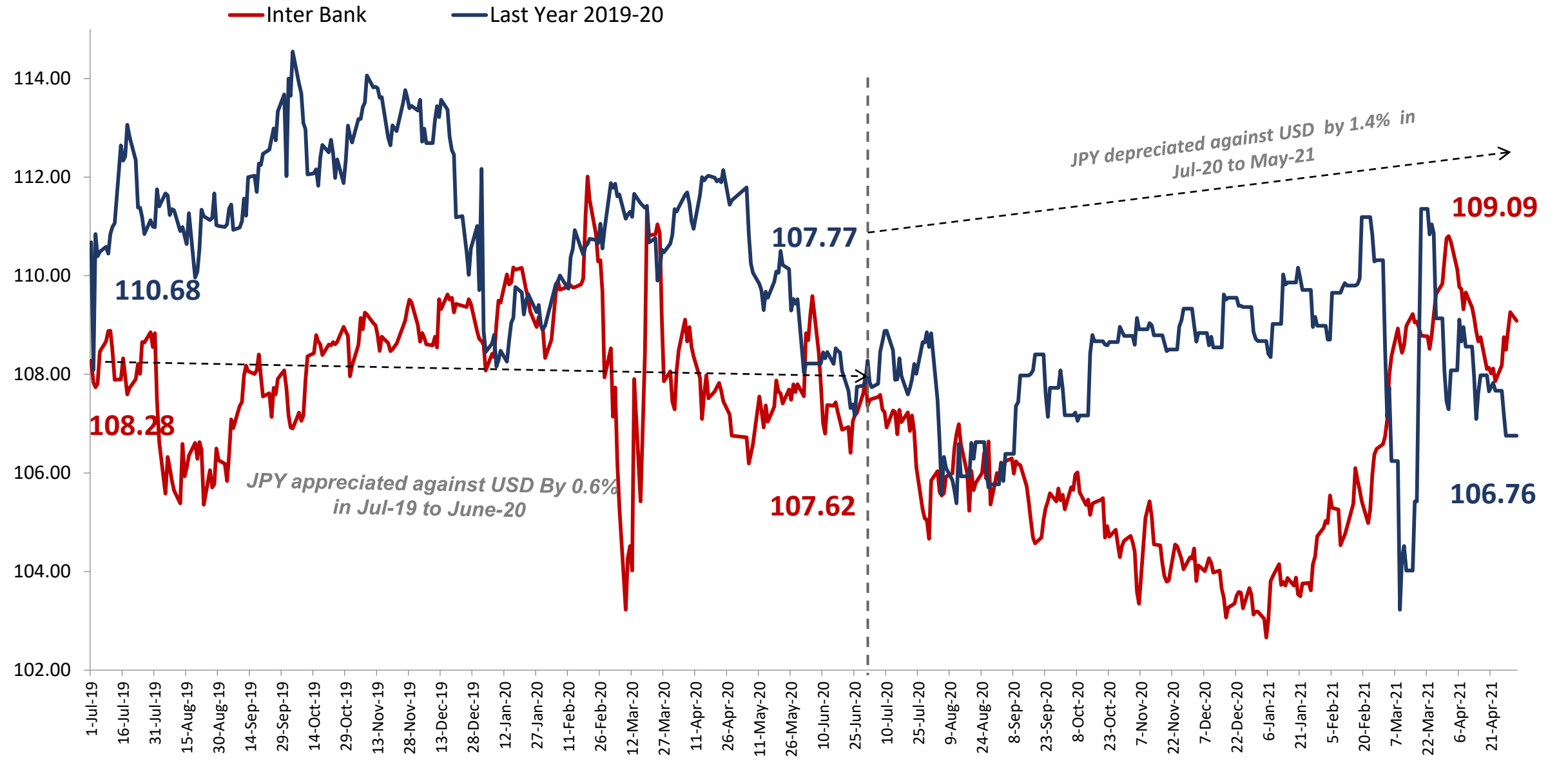
IMC PERFORMANCE FOR NINE MONTHS ENDED MARCH, 2021

Operating Highlights		Nine months ended Mar-21		% change
		2021	2020	2020 vs 2021
Vehicle Sales	Units	42,988	25,662	68%
Vehicle Production	Units	42,759	25,982	65%
Net Revenue	Rs in million	131,160	75,830	73%
Gross Profit	Rs in million	10,758	7,775	38%
Profit Before Tax	Rs in million	11,827	7,101	67%
Profit After Tax	Rs in million	8,415	4,984	69%
Earnings Per Share	Rs	107.07	63.41	69%
Manpower Strength	Numbers	3,365	3,069	10%
At the end of Period		As at		
		31-Mar-21	30-Jun-20	
Total Assets	Rs in million	115,081	80,279	43%
Shareholders' Equity	Rs in million	46,126	41,169	12%
Share Performance		As at		
		6-May-21	6-May-20	
Price per Share	Rs	1,120	1,006	11%
Market Capitalization	Rs in million	88,018	79,035	

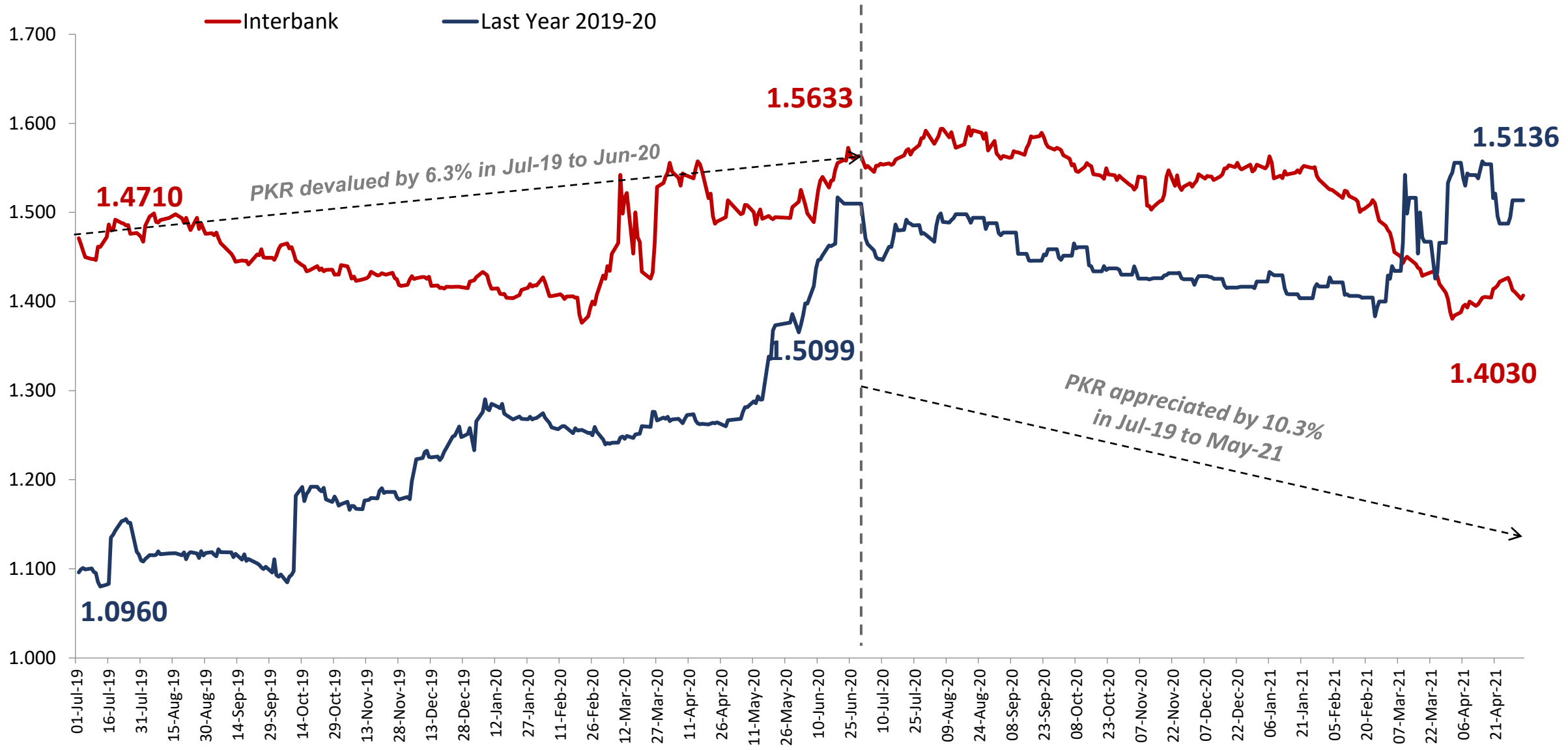
USD/PKR PARITY



USD/JPY PARITY



JPY/PKR PARITY



BUSINESS OUTLOOK AND KEY CHALLENGES

1. The automobile market witnessed improvements in global supply chain disruptions towards the end of the last quarter and we hope the auto sector operates at its normal capacity to meet the customer demand.
2. The current wave of COVID-19 is a threat to the economy, however, we hope that the same remains under controllable levels and the industry remains operational to support the economy.
3. We urge the government to eliminate excessive duties, i.e. Additional Custom Duty on raw materials (mainly applicable on auto sector raw materials, while all other manufacturing sectors are exempted) and FED on locally manufactured vehicles, to further boost the automobile market and provide stability.
4. Government has taken key stakeholders onboard in formulating the next auto policy for the period 2021-2026, the Company urges the Government to draw up a new auto policy that encourages localization and generates employment not only for OEMs, but for auto parts-makers as well.
5. We urge the Government to promote Hybrid Electric vehicles (HEVs) in their vehicle electrification drive and request them to provide incentives to promote HEV technology in addition to incentives currently offered for Electric Vehicles.

THANK YOU