

# INDUS MOTOR COMPANY LTD

Year Ended June 2021  
14<sup>th</sup> September 2021

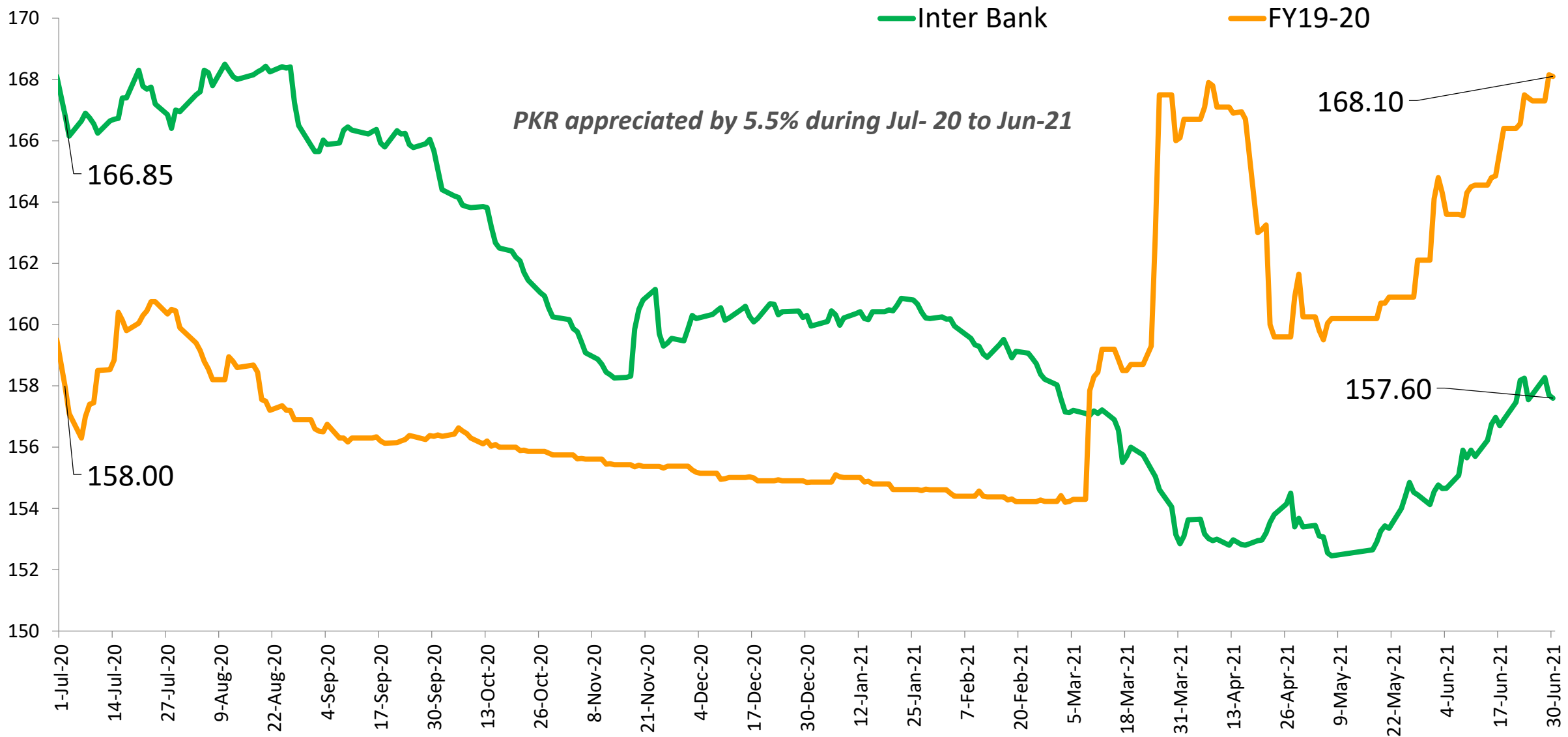
## HIGHLIGHTS FOR YEAR ENDED JUNE 2021

1. The net sales turnover for the year increased by 108% to Rs. 179.2 billion as compared to Rs. 86.2 billion in the last fiscal year, while profit after tax for the year also increased to Rs. 12.8 billion, as against Rs. 5.1 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 improved economic conditions and healthy demand generated on account of launch of the facelift models of Corolla, Hilux and Fortuner, along with wider acceptance of Toyota Yaris, launched in March 2020.
3. 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.
4. The Company contributed around Rs 71.8 Billion to the National Exchequer being around 1.4% of total tax revenue collection of GoP.
5. Based on improved profitability, the Board of directors has declared final cash dividend of Rs. 36.5 per share, resulting in an annual cash dividend of Rs. 103.5 per share for 2020-21.

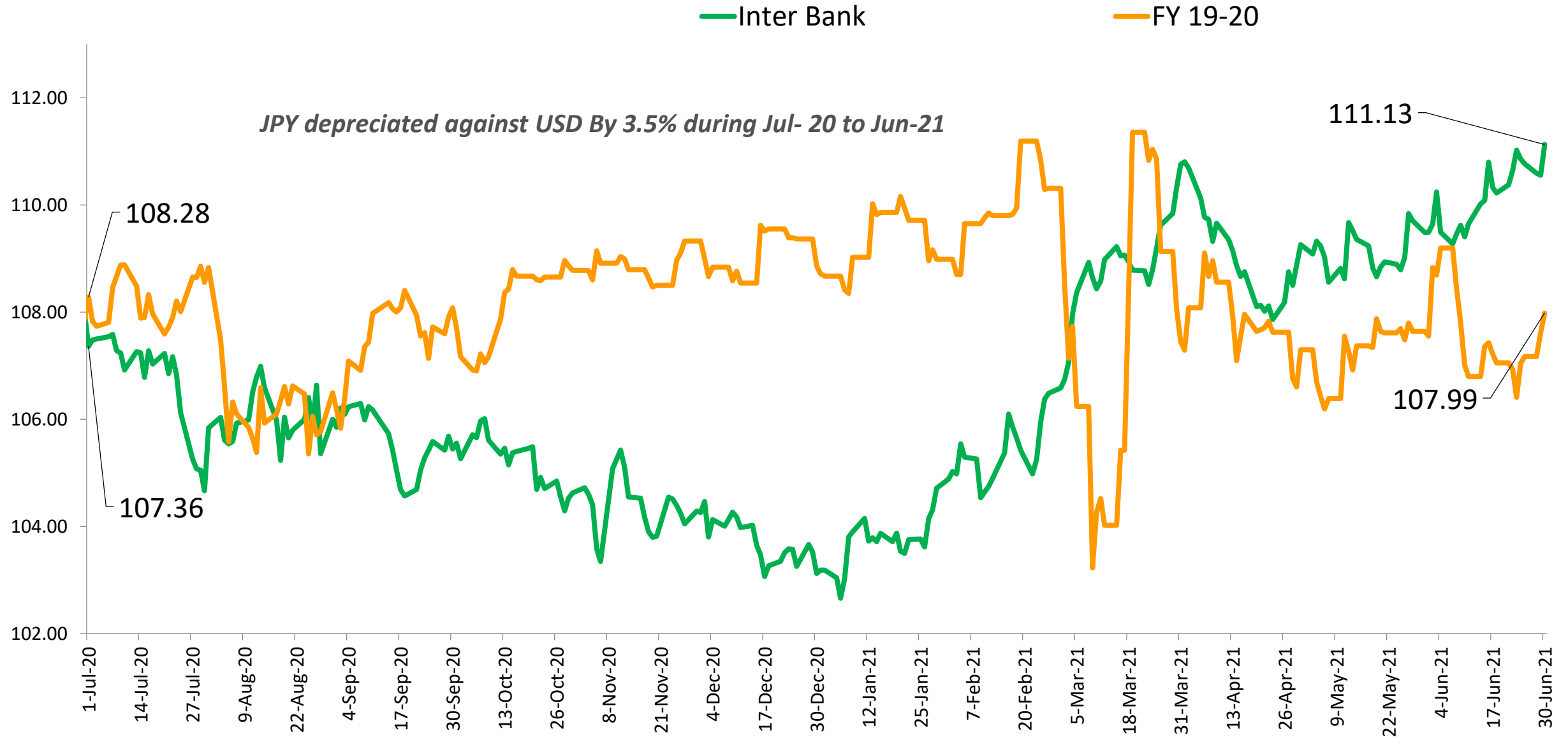
# IMC PERFORMANCE FOR YEAR ENDED JUNE 2021

Operating Highlights		Year ended June 30		% change 2021 vs. 2020
		2021	2020	
Vehicle Sales	Units	57,731	28,837	100%
Vehicle Production	Units	59,187	28,519	108%
Net Revenue	Rs in million	179,162	86,167	108%
Gross Profit	Rs in million	16,654	7,451	124%
Other Income	Rs in million	5,579	3,205	74%
Profit Before Tax	Rs in million	18,199	7,287	150%
Profit After Tax	Rs in million	12,829	5,082	152%
Earnings Per Share	Rs	163.21	64.66	152%
At the end of Period		As at		
		30-Jun-21	30-Jun-20	
Total Assets	Rs in million	133,906	80,279	67%
Shareholders' Equity	Rs in million	48,201	41,169	17%
Share Performance		As at		
		10-Aug-21	10-Aug-20	
Price per Share	Rs	1,323.90	1,396.80	-5%
Market Capitalization	Rs in million	104,059	109,788	

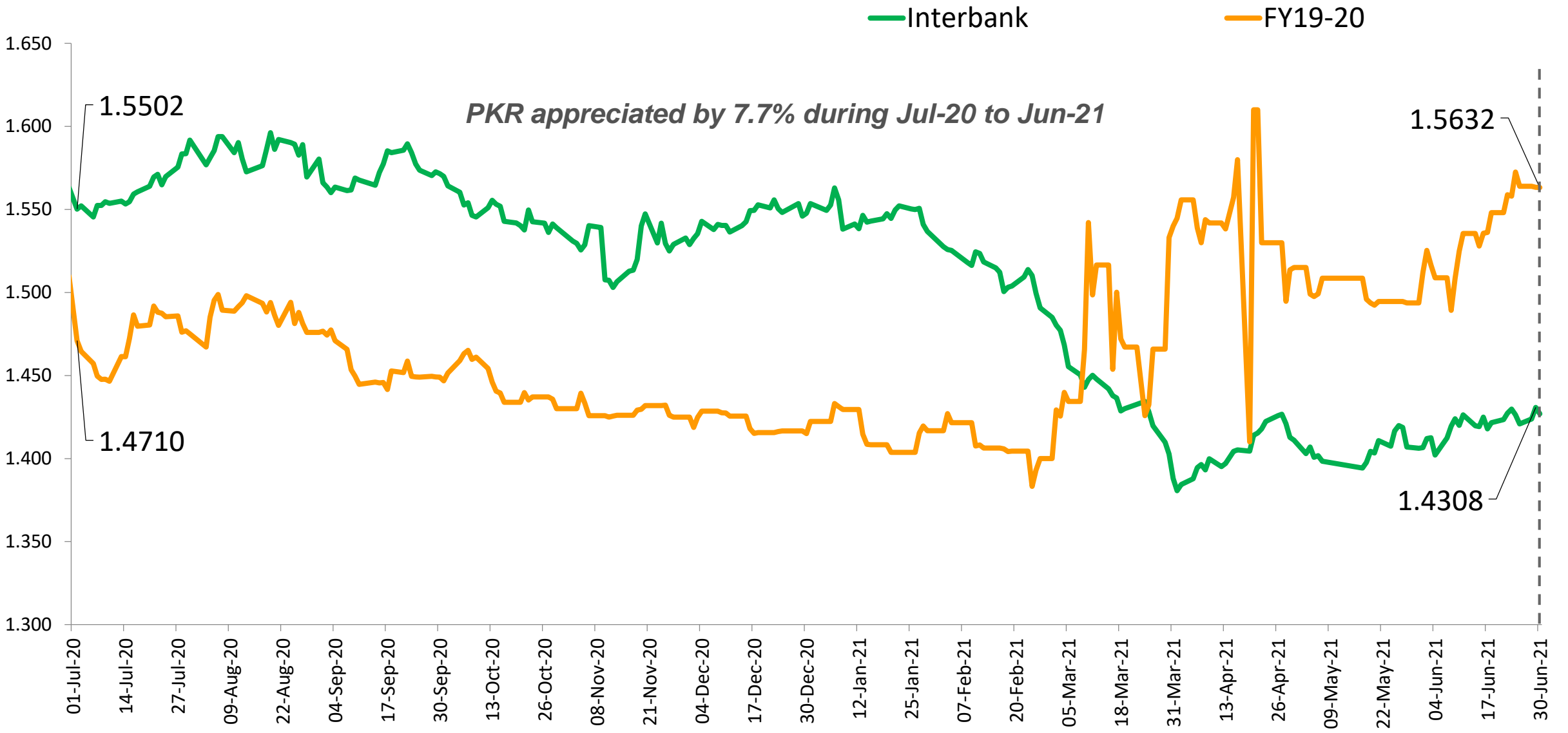
# USD/PKR PARITY



# USD/JPY PARITY



# JPY/PKR PARITY



# BUSINESS OUTLOOK AND KEY CHALLENGES

1. While the pandemic's fourth wave is underway around the world and in Pakistan, the Government has coped well with many challenges and has contained an exponential spread of this virus by initiating stronger policies including vaccination drive all over Pakistan. The Pandemic may continue to have certain supply challenges across the world in the auto sector.
2. IMC always support Government's 'Make in Pakistan' initiative. We also appreciate the Government's decision to reduce FED, ACD and taxes, as it will help spur growth in the market and increase industry capacity utilization.
3. Government announced an progressive Auto Policy that encourages all new technologies such as Battery Electric Vehicles (BEVs) and Hybrids. The Company evaluated and recently announced that it plans to invest an estimated aggregate amount of US \$100 million, for the local production of Hybrid Electric Vehicle (HEV) in Pakistan. Details may not be shared at the moment w.r.t. products, launch, investment details, etc.
4. PKR has depreciated against USD and other currencies by over 6.5% from 1<sup>st</sup> Jul 21 to date, that will impact the cost of raw materials in the next quarters and persistent devaluation may have an impact on the prices of vehicles in the auto sector.
5. We request the Government to clarify / apply the reduction of Additional Custom Duty on raw material and components imported by vendors of auto industry, to continue to support the vendor base and the industry, already facing impacts of increase in international commodity prices, e.g. steel, aluminum, chemicals, rubber, etc. and freight costs.
6. We request the Government to reduce FED on Double Cabin Pickups as well, as it is currently creating disparity in comparison with other motor vehicles.

**THANK YOU**