

TOYOTA

Indus Motor Company Ltd

Finance Presentation

Half Year Ended
Dec 31, 2019

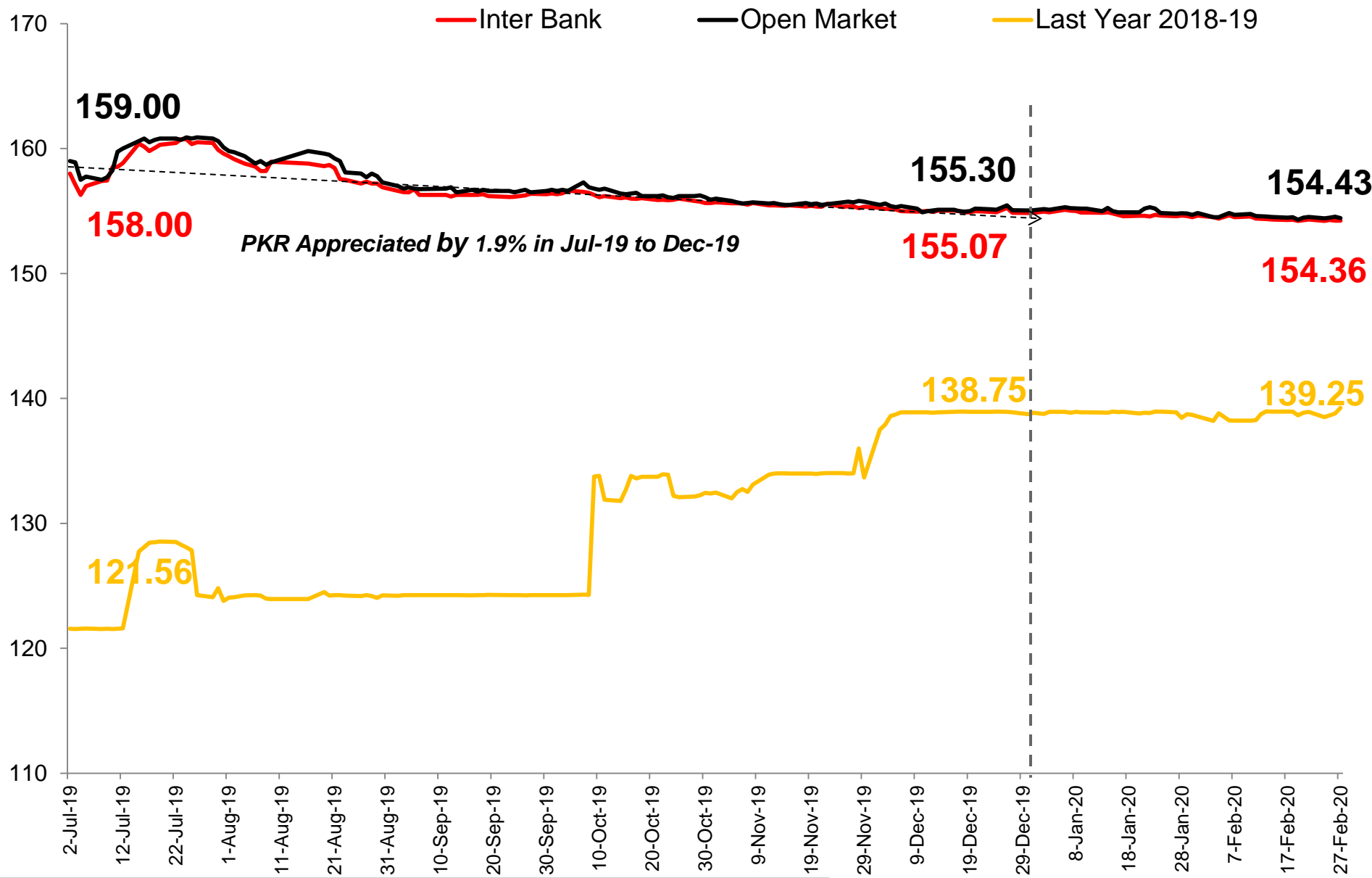
29th Feb, 2020

- The Net Sales revenue declined to Rs 42.78 billion as compared to Rs 76.45 billion, mainly attributable to lower volumes and change in sales mix;
- Profit after tax decreased from Rs. 6.9 billion to Rs. 2.3 billion mainly due to decline in volume, increase in cost of inputs on account of rupee devaluation and increase in duties and taxes etc;
- The Board of directors has declared interim cash dividend of Rs. 6 per share;
- During the period, IMC won the following major events;
 - Pakistan Stock Exchange (PSX) awarded IMC, Top 25 Performing Companies Awards for 2018 for its dedication and excellent performance,

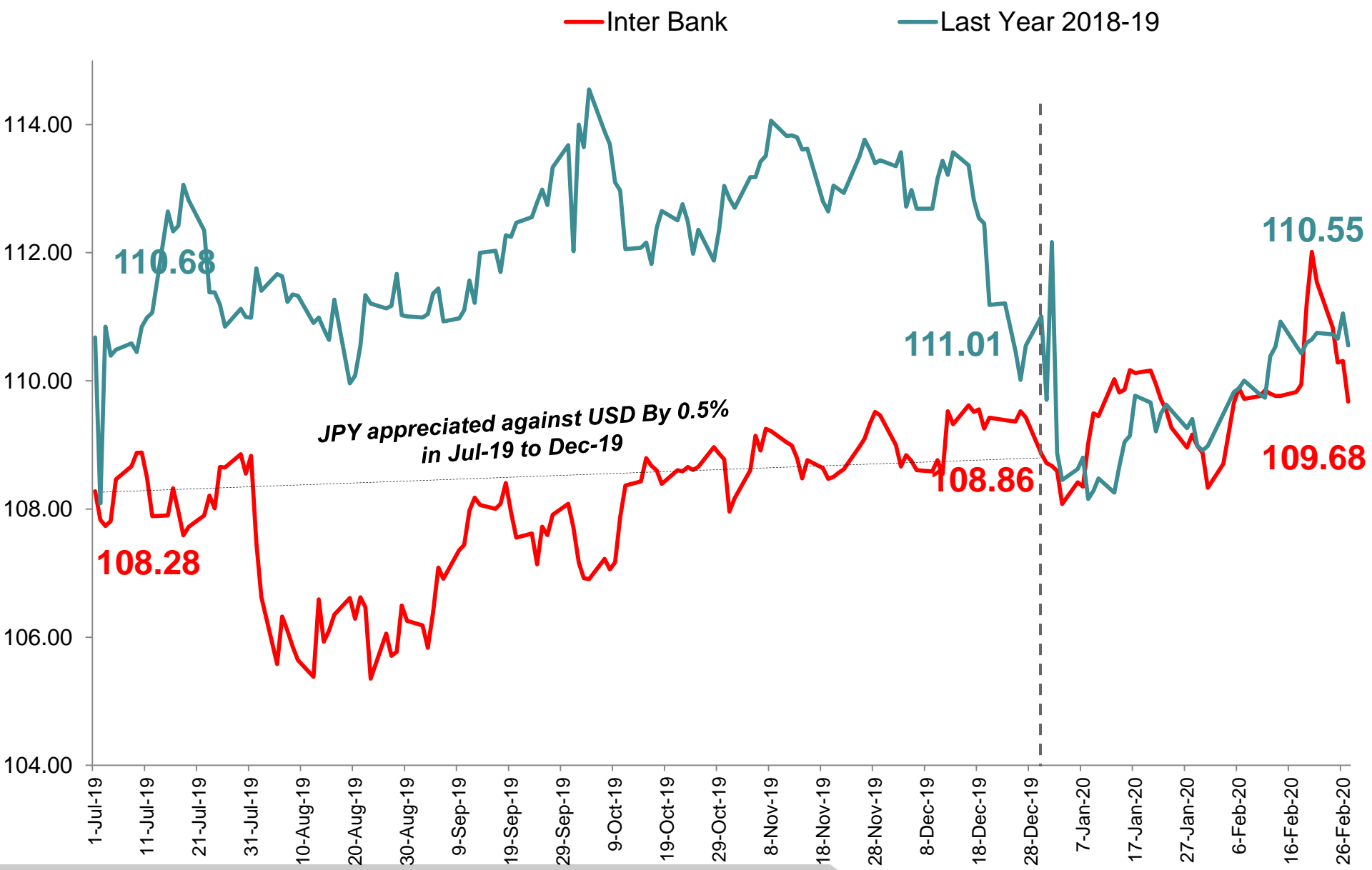
IMC PERFORMANCE FOR HALF YEAR ENDED DEC 31, 2019

Operating Highlights		Half Year ended Dec 31		% change 2019 vs. 2018
		2019	2018	
Vehicle Sales	Units	14,453	33,087	-56%
Vehicle Production	Units	14,555	32,984	-56%
Net Revenue	Rs in million	42,775	76,447	-44%
Gross Profit	Rs in million	3,767	10,057	-63%
Profit Before Tax	Rs in million	3,195	10,039	-68%
Profit After Tax	Rs in million	2,304	6,912	-67%
Earnings Per Share	Rs	29.32	87.94	-67%
Manpower Strength	Numbers	3,069	3,349	-8%
At the end of Period		As at		
		31-Dec-19	30-Jun-19	
Total Assets	Rs in million	58,292	64,783	-10%
Shareholders' Equity	Rs in million	39,638	40,045	-1%
Share Performance		As at		
		19-Feb-20	19-Feb-19	
Price per Share	Rs	1,020	1,288	-21%
Market Capitalization	Rs in million	80,172	101,237	

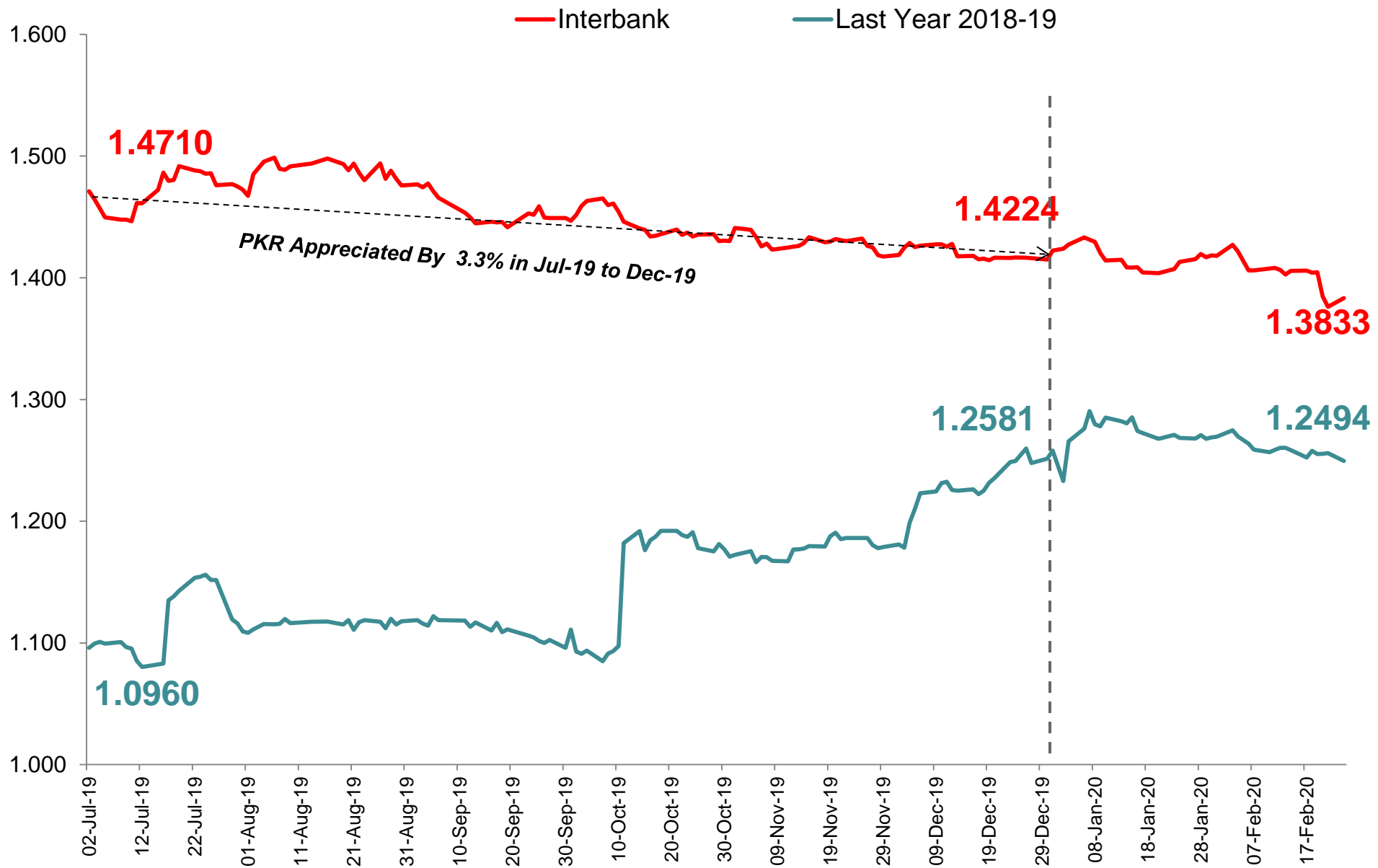
USD/PKR PARITY



USD/JPY PARITY



JPY/PKR PARITY



1. The future performance may continue to remain challenging in the existing economic conditions;
2. The imposition of FED, Additional Custom Duty @ 7% and Value Added Tax @ 3% needs to be revisited by the Government in order to attain sustainable volumes, which will not only support the auto sector, but will also result in overall higher revenue for the Government;
3. In line with global trends, the Government is adopting an electrification strategy for Pakistan's automobile sector. Through SRO 644(I)/2018 the CBU import duty for Electric Vehicle (EVs) was reduced from 50% to 25% and a proposal to promote CKD operations for EVs is under discussion between the Ministry of Industries and relevant stakeholders;
4. Despite the macroeconomic challenges and higher inflationary environment, the company is remaining focused on improving its operational efficiencies and managing cost pressures.

THANK YOU