

INDUS MOTOR COMPANY LTD

**Year Ended June 2020
26th of August 2020**

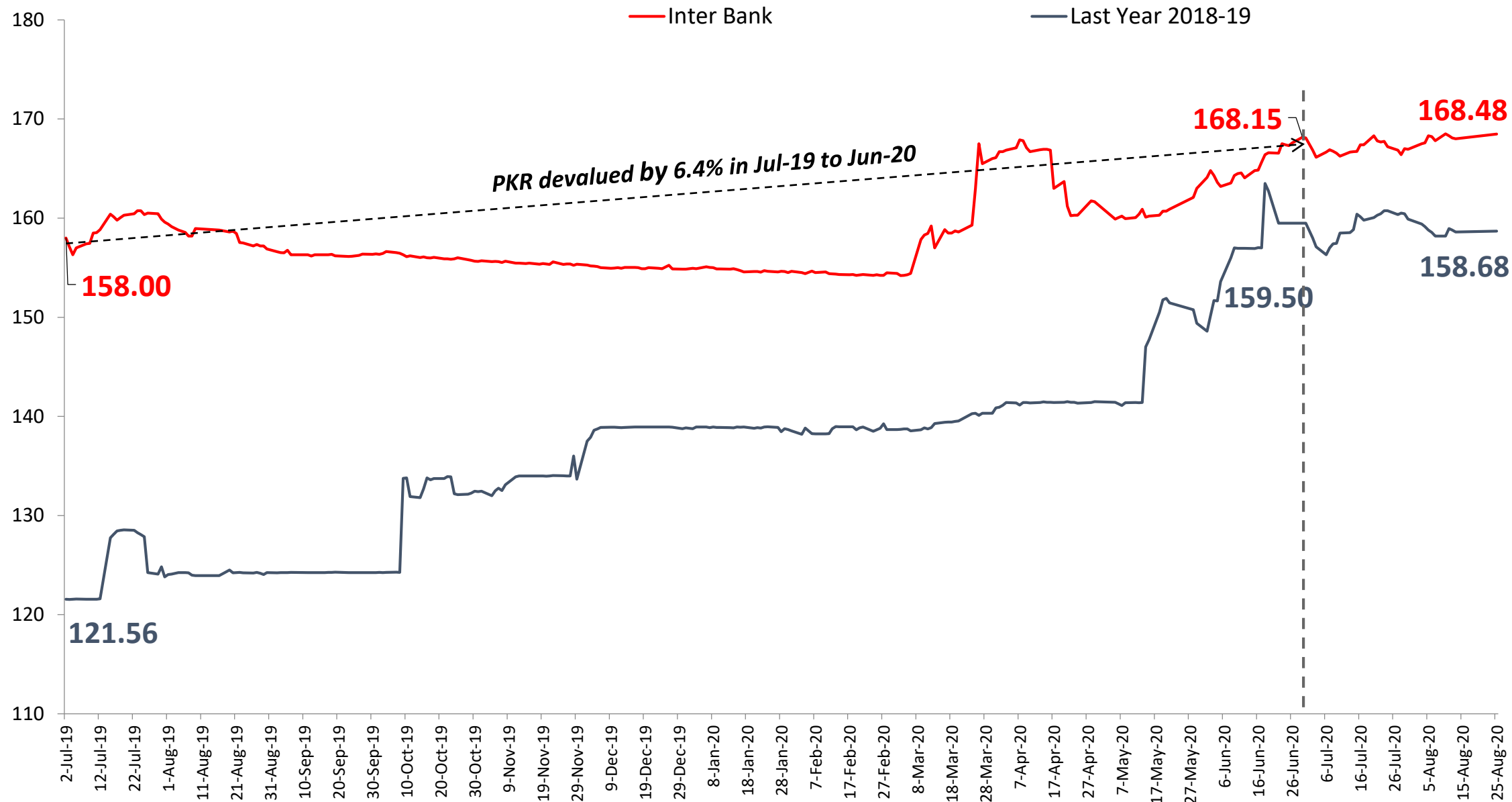
HIGHLIGHTS FOR YEAR ENDED JUNE, 2020

1. The Net Sales revenue declined to Rs 86.17 billion as compared to Rs 157.99 billion same period last year, mainly attributable to COVID-19 lockdown and lower sales demand;
2. Profit after tax decreased to Rs. 5.08 billion from Rs. 13.71 billion in same period last year, mainly due to:
 - Decline in CKD and CBU volumes;
 - Increase in cost of inputs due to adverse exchange rate & higher duties & taxes;
 - Impact of Lockdown imposed as a result of COVID-19 pandemic;
 - Decline in other income due to lower average fund size.
3. The Board of directors has declared final cash dividend of Rs. 7 per share;
4. On March 19, the booking for much awaited Toyota Yaris was opened, which has been launched in 1.3L and 1.5L segments, we are thankful to our customers for showing keen interest in new vehicle and providing an overwhelming response;

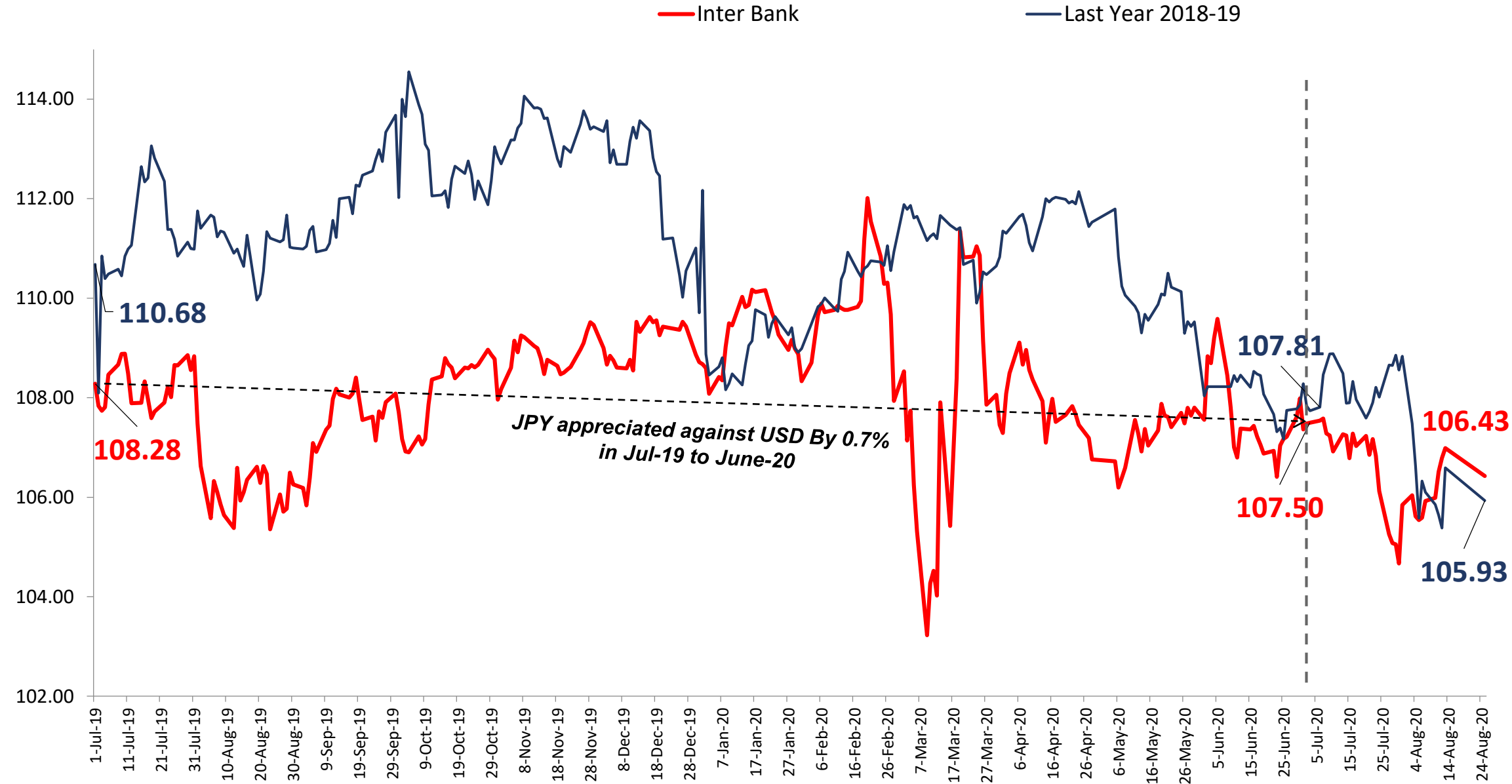
IMC PERFORMANCE FOR YEAR ENDED JUNE 2020

| Operating Highlights | | Year ended Jun 30 | | % change |
|-----------------------|---------------|-------------------|-------------|---------------|
| | | 2020 | 2019 | 2020 vs. 2019 |
| Vehicle Sales | Units | 28,837 | 66,211 | -56% |
| Vehicle Production | Units | 28,519 | 65,346 | -56% |
| | | | | |
| Net Revenue | Rs in million | 86,167 | 157,996 | -45% |
| Gross Profit | Rs in million | 7,451 | 19,192 | -61% |
| Other Income | Rs in million | 3,205 | 4,307 | -26% |
| Profit Before Tax | Rs in million | 7,287 | 18,976 | -62% |
| Profit After Tax | Rs in million | 5,082 | 13,715 | -63% |
| | | | | |
| Earnings Per Share | Rs | 64.66 | 174.49 | -63% |
| Manpower Strength | Numbers | 2,855 | 3,349 | -15% |
| At the end of Period | | As at | | |
| | | 30-Jun-20 | 30-Jun-19 | |
| Total Assets | Rs in million | 80,279 | 64,783 | 24% |
| Shareholders' Equity | Rs in million | 41,169 | 40,045 | 3% |
| Share Performance | | As at | | |
| | | Aug 10-2020 | Aug 27-2019 | |
| Price per Share | Rs | 1,396.80 | 1,061.82 | 32% |
| Market Capitalization | Rs in million | 109,788 | 83,459 | |

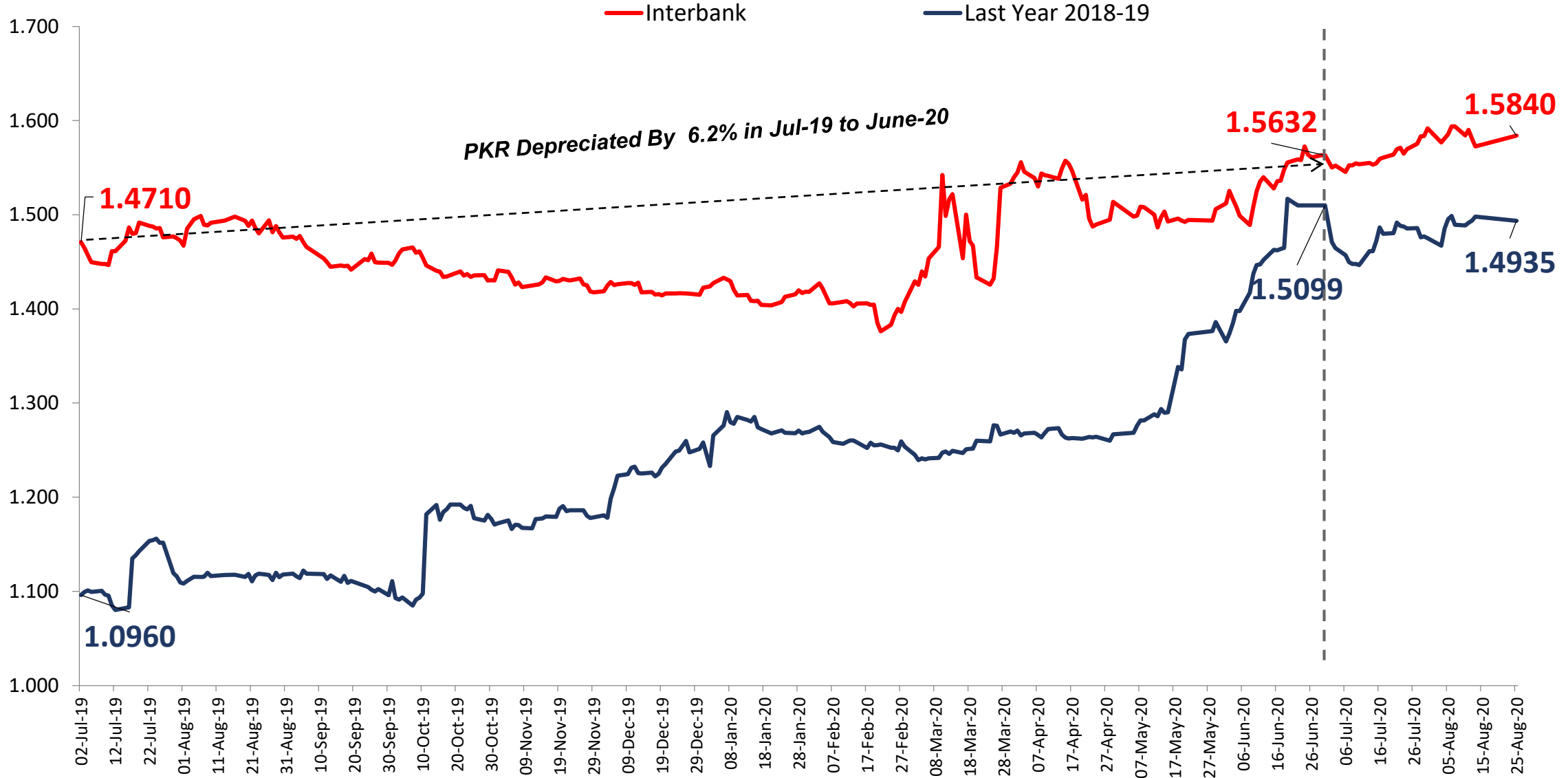
USD/PKR PARITY



USD/JPY PARITY



JPY/PKR PARITY



BUSINESS OUTLOOK AND KEY CHALLENGES

1. The recent COVID-19 pandemic has created considerable uncertainty and will have lasting negative effect on global economy. Consequently, GDP growth rate for Pakistan will also be affected;
2. In current crisis situation, we reiterate our request to Government to take action to support the auto-sector in sustaining volumes and employment. We request Government to:
 - Eliminate FED on vehicles;
 - Reduce custom duty on non-localized parts; and
 - Exempt Additional Custom Duty on import of materials under SRO 655 (auto parts) and 656 (CKD).
3. We support Government's "Make in Pakistan" initiative, however, the current EV and HEV policy under consideration provides duty concessions for common vehicle parts which are already being manufactured locally and can be purchased in Pakistan, thereby damaging our local parts maker and increasing foreign cash outflow, which needs to be revisited;
4. The volatility of exchange rate continues to remain a challenge in next year;
5. In these unprecedented times, the company remains committed to proactively tackling risks imposed by COVID-19 and take care of our most important asset, our people, and all relevant SOPs have been implemented to ensure their safety;
6. We are committed to support our staff, vendors and dealers to overcome the crisis situation.

THANK YOU