

# INDUS MOTOR COMPANY LTD

## Corporate Briefing Session

For the Quarter and Half year  
ended December 31, 2022

9<sup>th</sup> March, 2023

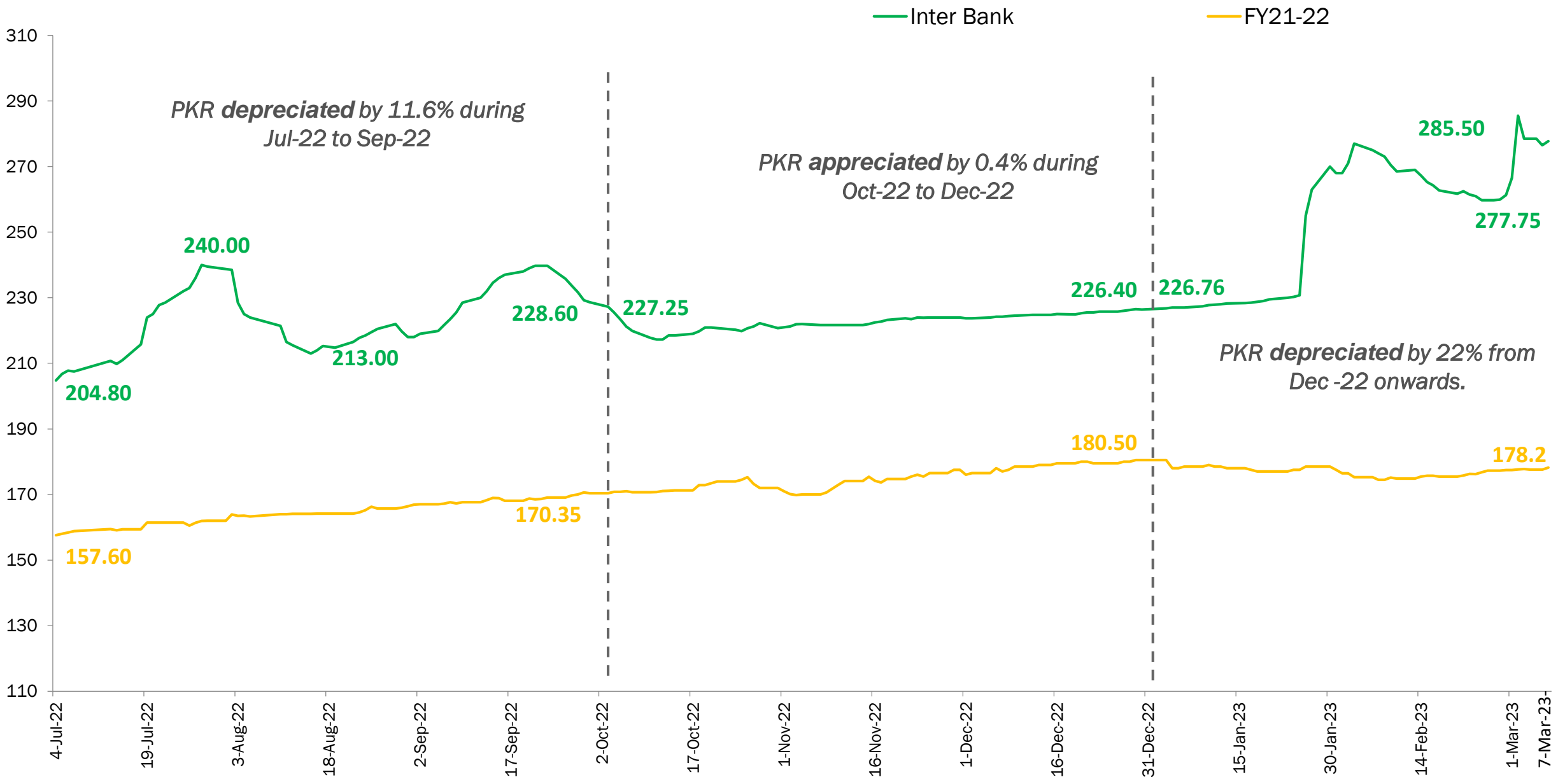
# HIGHLIGHTS FOR HALF YEAR ENDED DECEMBER 2022

1. The net sales turnover for the Half Year ended December 2022 decreased by 35.8% to Rs. 86.83 billion as compared to Rs. 135.18 billion in the half year ended last fiscal year. Profit after tax for the half year also decreased by 74.3% to Rs. 2.62 billion, as against Rs. 10.18 billion which was achieved in the same period last year.
2. The decrease in turnover and profitability for the year was mainly due to lower CKD and CBU sales volumes and increase in Input cost. The drop in CKD sales was primarily due to lower production on account of parts unavailability due to import restrictions.
3. The gross margin percentage declined from 9.1% last year to -3.3% which is mainly on account of Rupee depreciation and higher international commodity prices, of which the impact was not passed on to the customers.
4. The Board of directors have declared 2<sup>nd</sup> interim cash dividend of Rs. 10.2 per share for quarter ended December 31, 2022 as against Rs. 30 per share for same quarter last year.

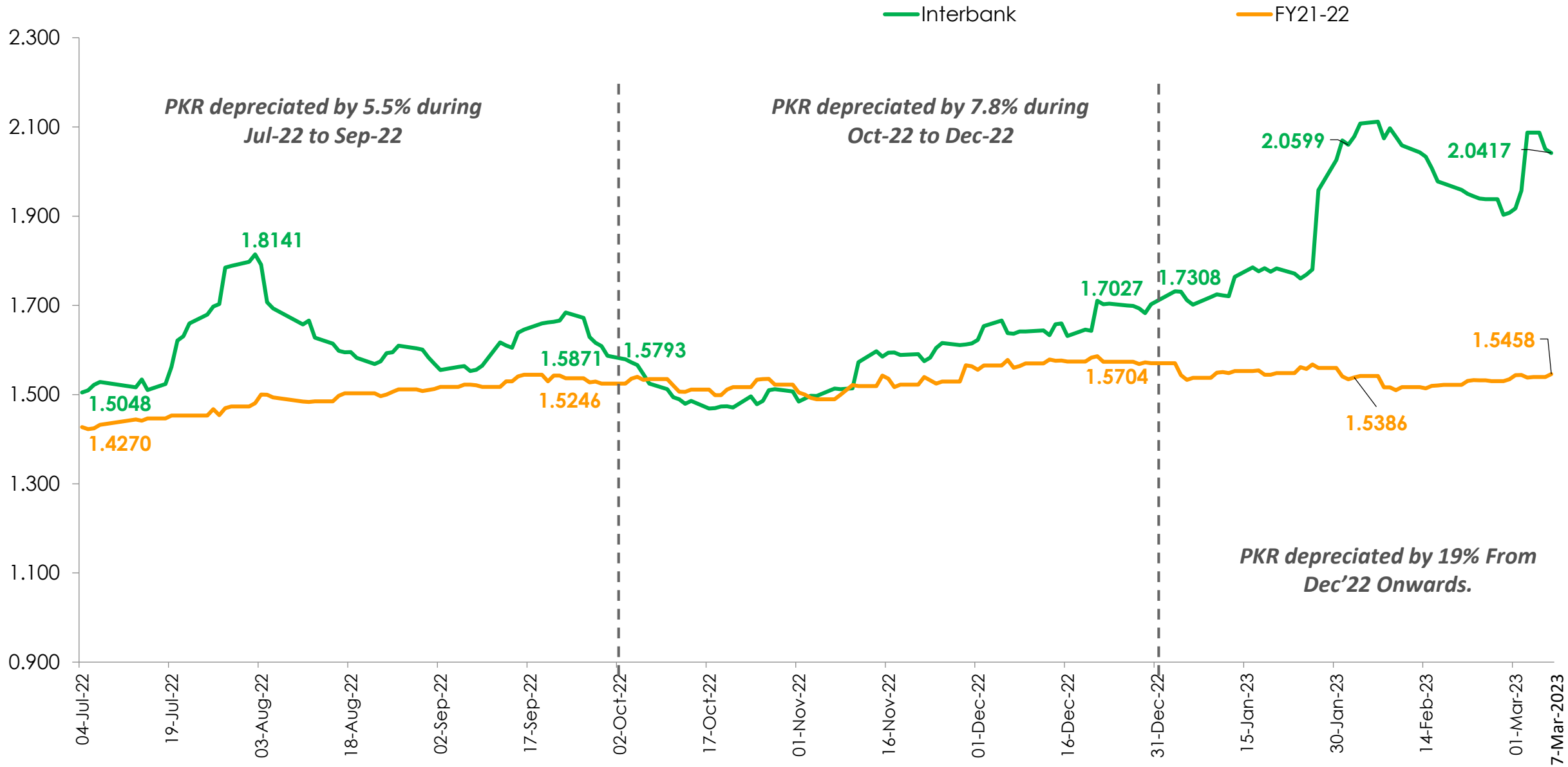
# IMC PERFORMANCE FOR THE HALF YEAR ENDED DECEMBER 2022

Operating Highlights		Half Year ended December 31		% change 2022 vs. 2021
		2022	2021	
Vehicle Sales	Units	18,672	38,632	-52%
Vehicle Production	Units	18,562	36,120	-49%
Net Revenue	Rs in million	86,834	135,185	-36%
Gross Profit / (Loss)	Rs in million	(2,848)	12,336	-123%
Other Income	Rs in million	8,618	4,549	89%
Profit Before Tax	Rs in million	3,760	14,127	-73%
Profit After Tax	Rs in million	2,628	10,175	-74%
Earnings Per Share	Rs	33.43	129.45	-74%
At the end of Period		As at		
		31-Dec-22	31-Dec-21	
Total Assets	Rs in million	156,361	158,937	-2%
Shareholders' Equity	Rs in million	55,739	52,796	6%
Share Performance		As at		
		7-Mar-23	7-Mar-22	
Price per Share	Rs	889.84	1,352.85	-34%
Market Capitalization	Rs in million	69,941	106,334	

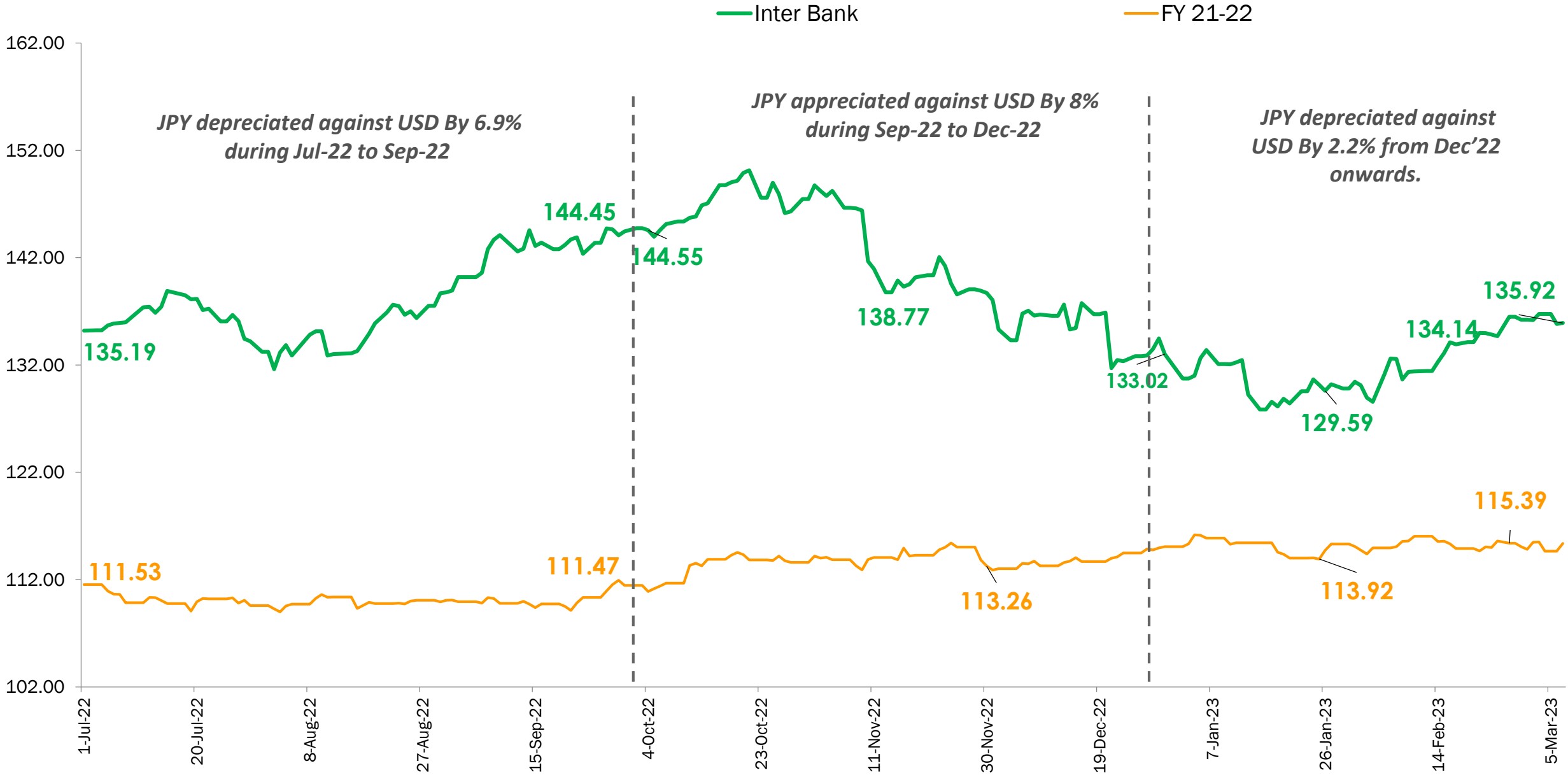
# PKR/USD PARITY



# JPY/PKR PARITY



# JPY/USD PARITY



## BUSINESS OUTLOOK AND KEY CHALLENGES

1. The auto sector continues to face unforeseen external challenges due to the unprecedented depreciation of PKR and deteriorating economic conditions and import restrictions over the six months period.
2. Subsequent to the half year closing, restrictions on the import of CKD kits and raw materials have been further tightened since commercial banks are not allowing imports for the auto sector. Unless import restrictions are eased out, plant shutdown and non-production days will continue to be observed.
3. Continuing devaluation of PKR will increase raw material costs, along with increase in utilities cost and general inflation will inflict increase in costs to the company.
4. The recent increase in Sales tax by the government has also resulted in price increase for the consumers, therefore reduction in demand is likely to be observed within the coming period.
5. The company urges the Government to allow the imports required to maintain current levels of production to keep the industry afloat, in order to safeguard the employment of 3 million direct and indirect personnel in the sector.
6. The company also recommends the suspension of payment against compensation for delayed delivery over 60 days which is at KIBOR+3% to customers. The recommendation is provided under circumstances which are beyond control of the industry.

**THANK YOU**