

INDUS MOTOR COMPANY LTD.

August 29, 2023

The General Manager,
Pakistan Stock Exchange Limited,
Stock Exchange Building,
Stock Exchange Road
Karachi.

Subject: **Corporate Briefing Session (CBS)**

Dear Sir,

This is to inform you that the Corporate Briefing Session of Indus Motor Company Limited for the year ended June 30, 2023 will be held on Tuesday, September 5, 2023 at 4:30 p.m. at 3rd Floor, House of Habib, Siddiqsons Tower, 3, Jinnah Cooperative Housing Society, Block 7/8, Main Shahr-e-Faisal, Karachi.

Further, the investors, analysts and research heads who are interested in attending the CBS virtually are requested to register themselves by sending the following details via email at imc.corporate@toyota-indus.com with the subject title "Registration for IMC CBS" by 4th September 2023. The video link and login credentials will be shared immediately before the meeting.

1. Name of Shareholder / Analyst
2. Folio No. / CDC Account No. / Name of Organization
3. CNIC Number
4. Cell Number

You are requested to kindly inform the TRE Certificate Holders of the Exchange accordingly.

Thanking you,

Yours faithfully,
for **INDUS MOTOR COMPANY LIMITED**



Muhammad Arif Anzer
Company Secretary

Protocol for participants attending virtually

1. We would request you to dial in at least 15 minutes before the meeting.
2. Please immediately update your FULL NAME and INSTITUTION NAME / FOLIO NO., on joining through video link facility for identification. Based on verification, the same will be allowed for the meeting.
3. Analyst / Shareholder will be kept on 'Mute' mode during the presentation.
4. Question and answer session will be held at the end of the presentation. Analysts / Shareholders are requested to utilize the feature of "Raise Hand" option, in case of any Questions.

INDUS MOTOR COMPANY LTD

Corporate Briefing Session
For the Year Ended June 30, 2023

5th Sept, 2023

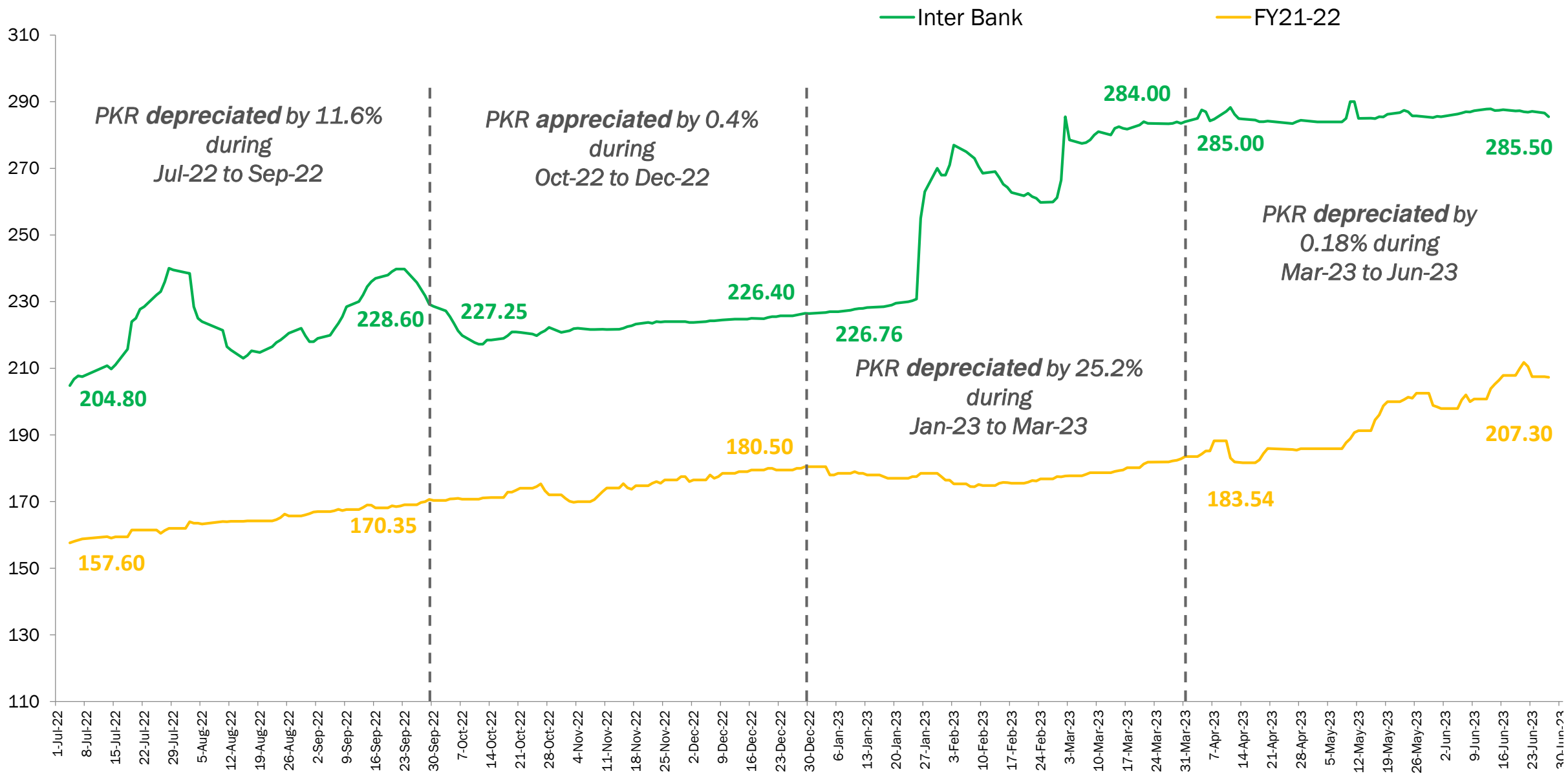
HIGHLIGHTS FOR YEAR ENDED JUNE 2023

1. The net sales turnover for the year ended 2023 decreased by 36% to Rs. 177.71 billion as compared to Rs. 275.5 billion in last year. Profit after tax for the year also decreased by 39% to Rs. 9.66 billion, as against Rs. 15.80 billion achieved last year.
2. The decline in turnover and profitability for the year was mainly due to lower sales volumes of CKD and CBU, on account of import restrictions and demand contraction.
3. The decline in profitability was partially offset by increase in other income, resulting from return on investments on account of higher interest rates.
4. The gross margin percentage declined from 6.7% last year to 4.5%, due to increase in input costs, mainly driven by severe devaluation of Rupee and high inflationary impact.
5. The quarter wise profitability improved in last quarter, mainly due to improved sales mix and realization of revised prices, reduction in input costs and increase in income from investments, subject to higher interest rates.
6. Based on the results, the Board of directors have declared Final cash dividend of Rs. 29 per share, as against Rs. 3.25 per share in last year, thus making the annual dividend for the year to Rs. 71.8 per share, as against Rs. 93.75 per share last year.

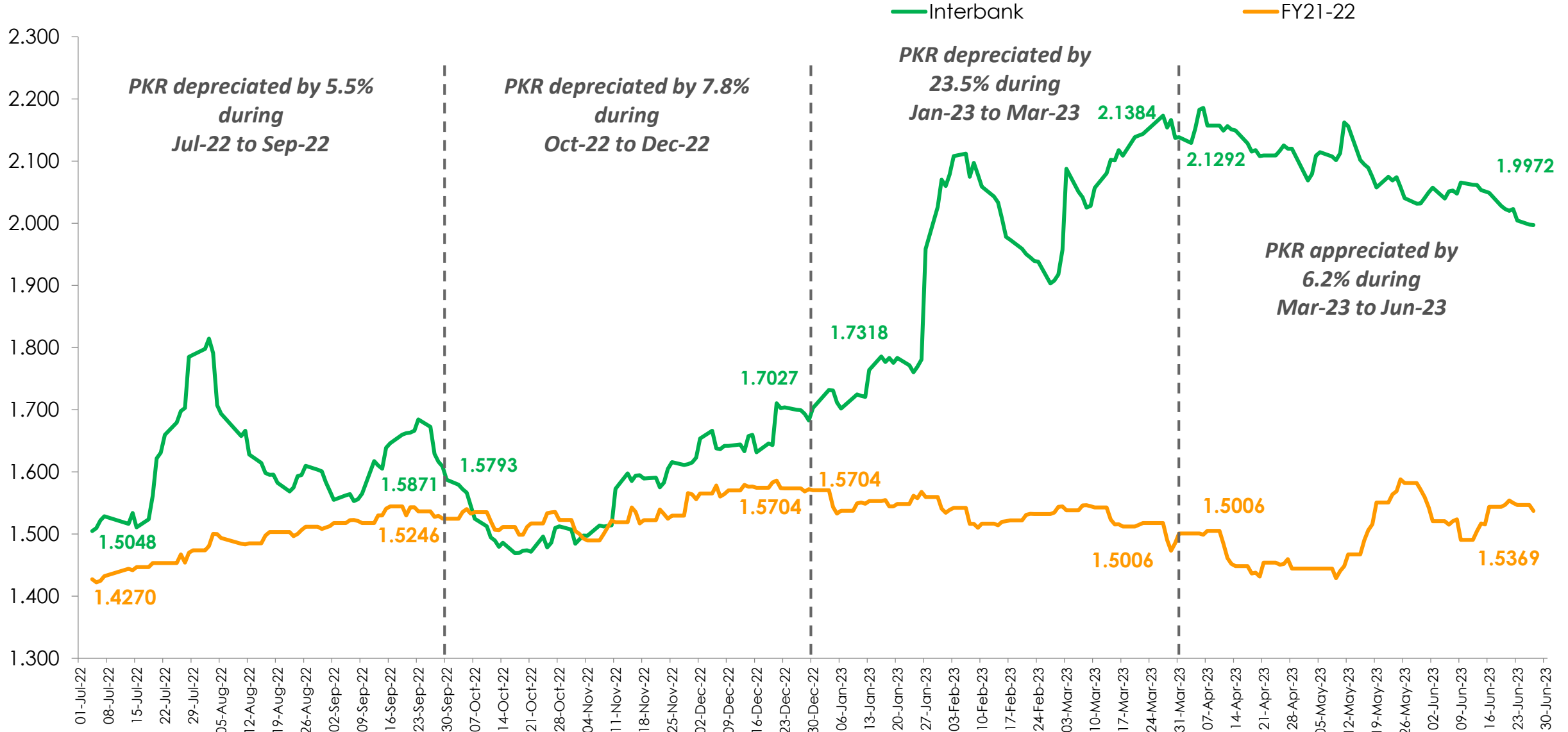
IMC PERFORMANCE FOR THE YEAR ENDED JUNE 2023

Operating Highlights		Year Ended Jun 2023		% change 2023 vs. 2022
		2023	2022	
Vehicle Sales	Units	31,602	75,611	-58%
Vehicle Production	Units	32,696	72,438	-55%
Net Revenue	Rs in million	177,711	275,506	-36%
Gross Profit	Rs in million	7,931	18,404	-57%
Other Income	Rs in million	14,179	12,936	10%
Profit Before Tax	Rs in million	16,797	25,453	-34%
Profit After Tax	Rs in million	9,664	15,802	-39%
Earnings Per Share	Rs	122.96	201.04	-39%
At the end of Period		As at		
		30-Jun-23	30-Jun-22	
Total Assets	Rs in million	122,764	213,965	-43%
Shareholders' Equity	Rs in million	60,070	54,011	11%
Share Performance		As at		
		30-Jun-23	30-Jun-22	
Price per Share	Rs	943.24	1,144.41	-18%
Market Capitalization	Rs in million	74,139	89,951	

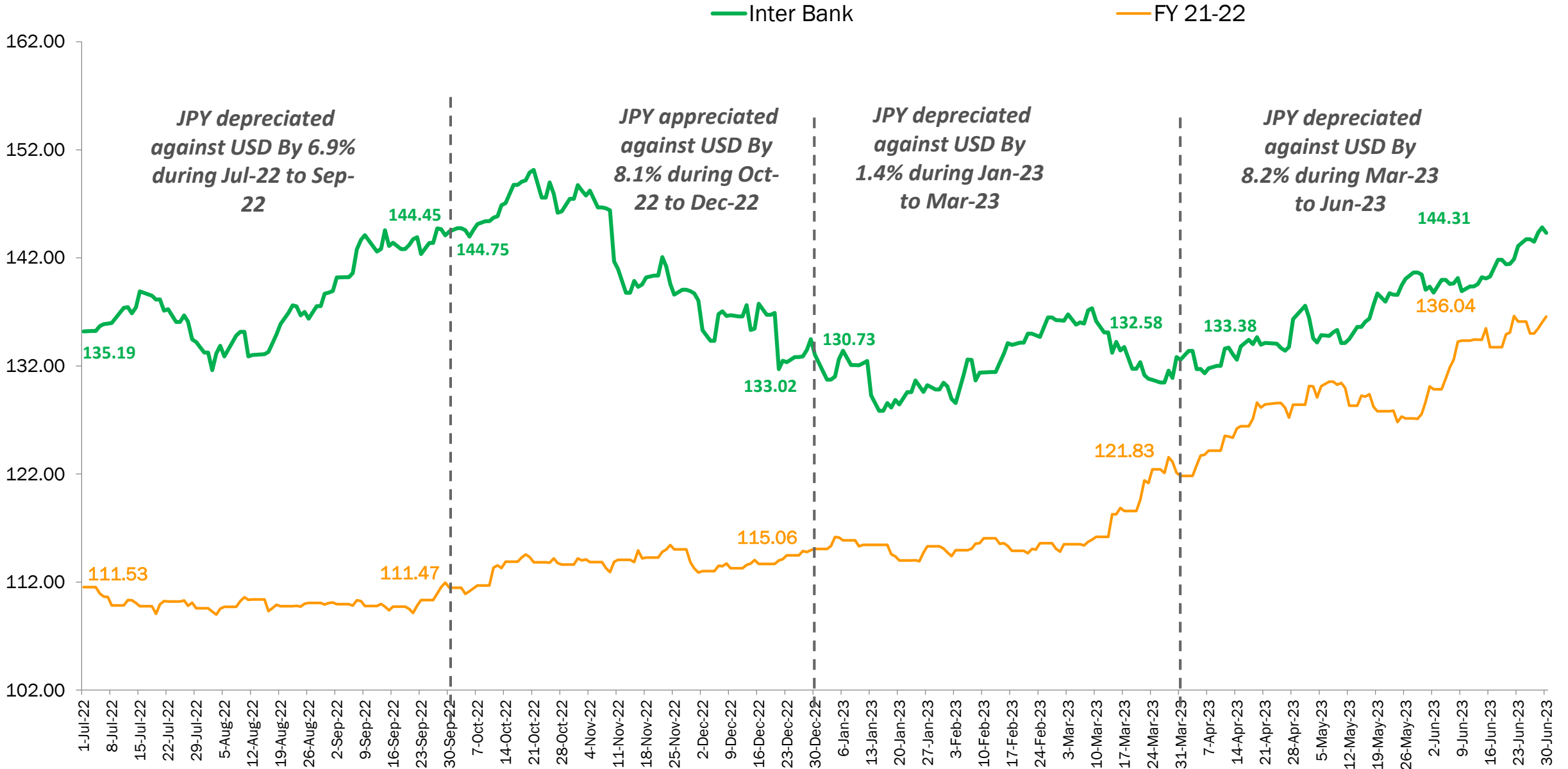
PKR/USD PARITY



JPY/PKR PARITY



JPY/USD PARITY



BUSINESS OUTLOOK AND KEY CHALLENGES

1. The auto sector continues to remain a victim of the ailing national economy. The worsening economic situation has passed down the burden to several sectors and the auto industry is no exception.
2. The persistent devaluation of PKR against US Dollar, high inflation and higher taxes, will continue to deteriorate the purchasing power of consumers. These circumstances alongwith rising interest rates may continue to negatively impact the auto sector volumes in the foreseeable future.
3. Under the challenging environment, the Company continues to devise new strategies, including but not limited to improved sales mix, reduction in operational costs, generate positive cashflows for higher other income, etc., to sustain the financial performance.
4. The Company appreciates the Government efforts to overcome the unprecedented economic challenges. We request the government to have consistent policies and reduce certain duties and taxes, to provide relief to the consumers and secure the employment of millions in the sector.
5. Any positive measures for auto sector, will not only support the sinking industry but will generate revenue for the government on an overall basis, since the industry contributes recognizable amount to the exchequer.

THANK YOU