



# INDUS MOTOR COMPANY LTD

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Corporate Breifing Session  
04-March-2026



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# PRODUCT LINE UP

## CKD Models



**Corolla**



**Yaris**



**Fortuner**

**Hilux**



**Revo**



**Corolla Cross**



## CBU Models



**Land Cruiser**



**Prado**



**Ace Wagon**



**Coaster**



**Hiace**

# INDUS MOTOR CO. LTD.- Dealer Network

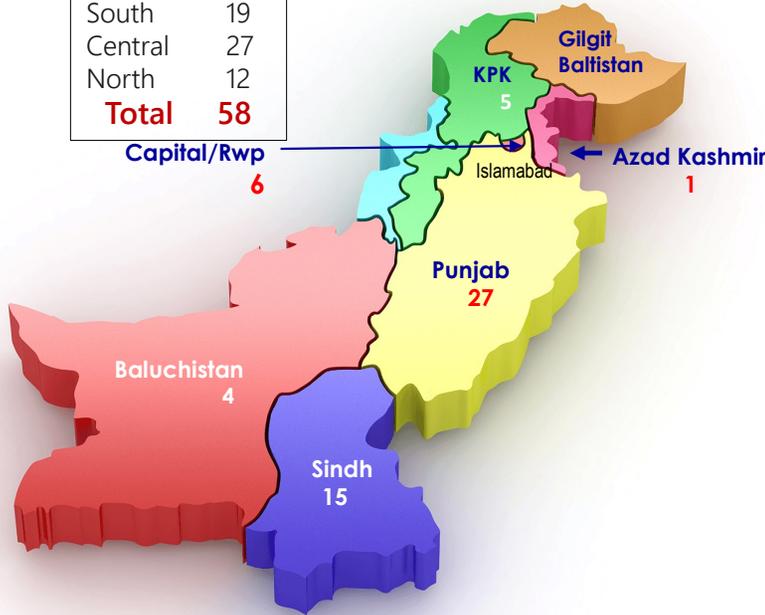
TOYOTA

Our Network (till Mar-26)

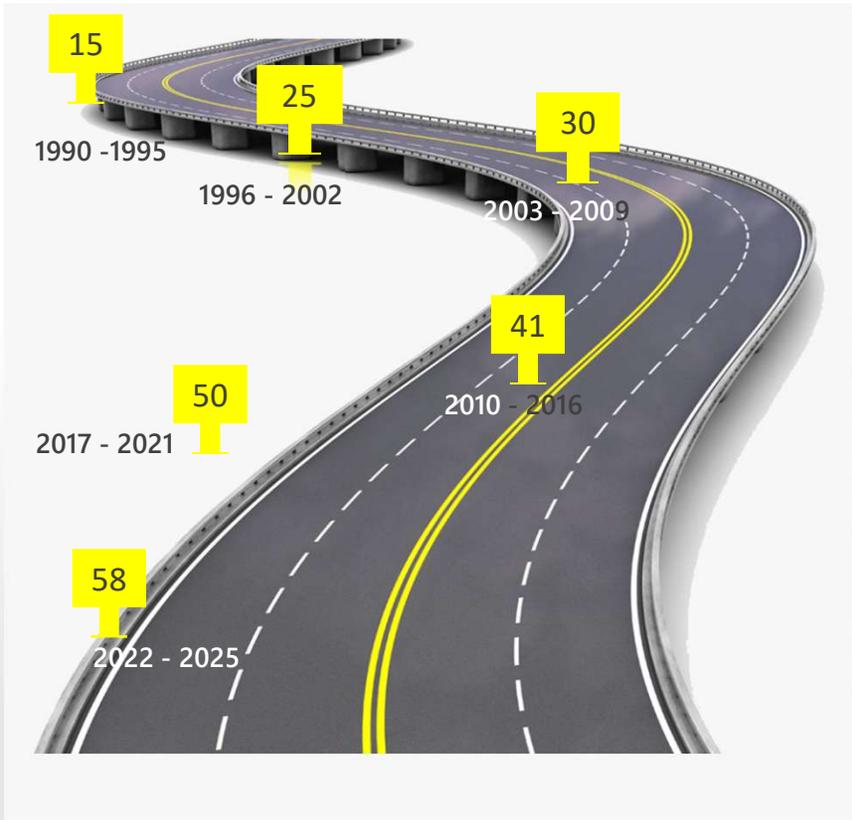


**58** 3S Dealerships

South	19
Central	27
North	12
<b>Total</b>	<b>58</b>

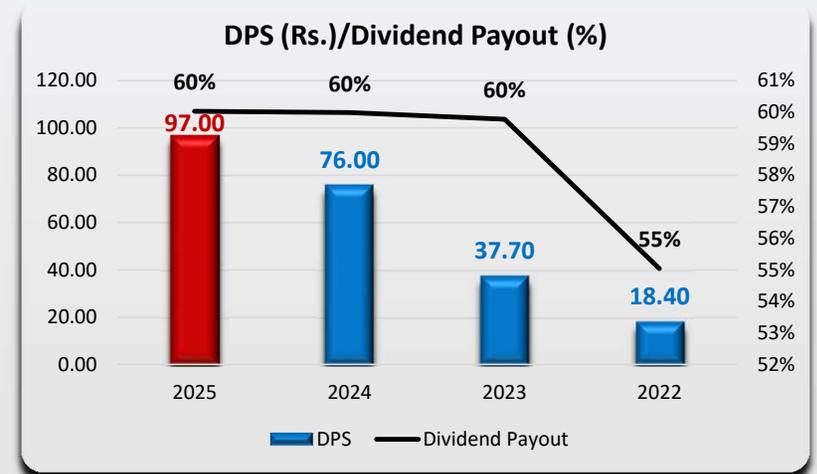
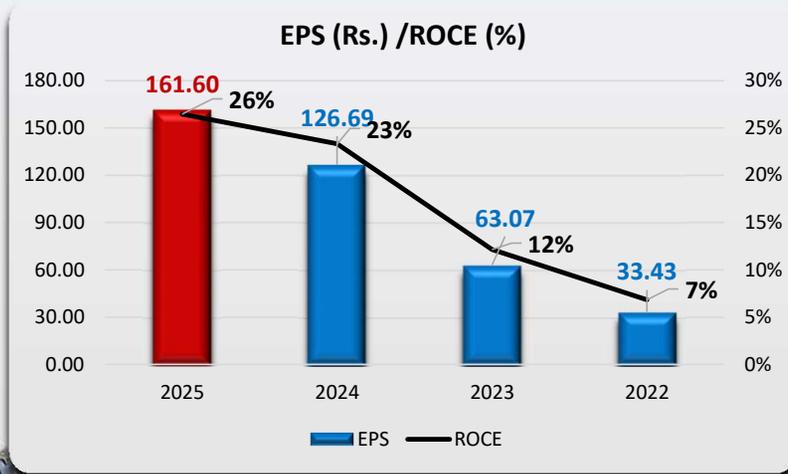
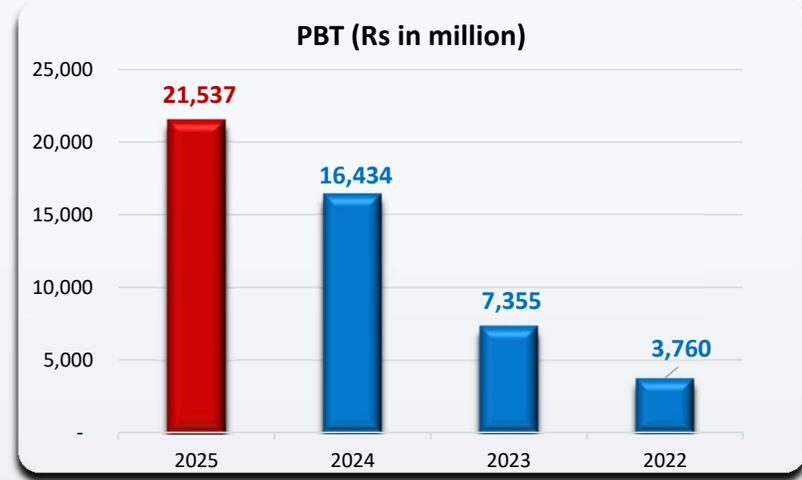
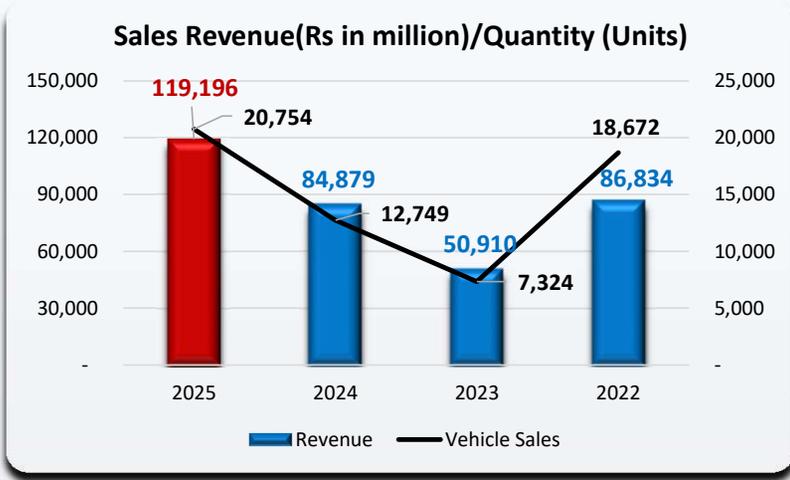


Dealership Expansion Roadmap



TOYOTA

# Financial Summary – Half Year ended December 31



### Net Revenue



December 2025:  
Rs.119.2b (2024: Rs.84.9b)  
**(40%)**

### Gross Profit



December 2025:  
Rs.18.1b (2024: Rs.11.7b)  
**(55%)**

### Profit before tax

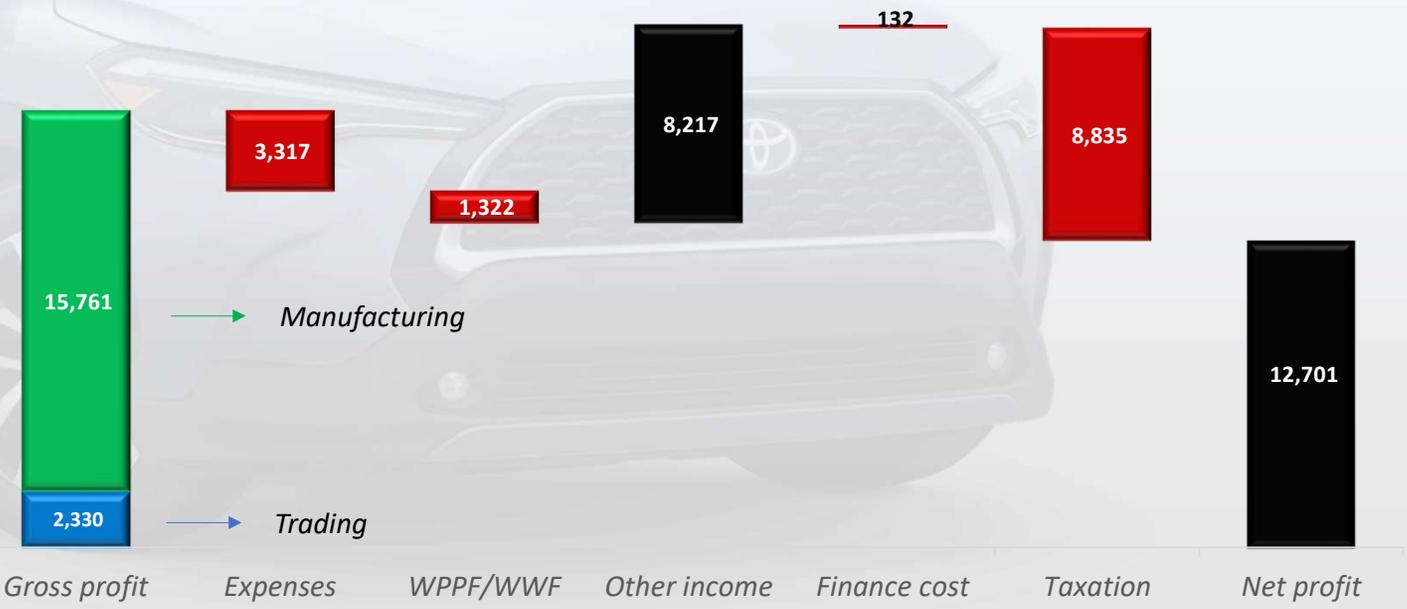


December 2025:  
Rs.21.5b (2024: Rs.16.4b)  
**(31%)**

### DPS



December 2025:  
Rs.97 (2024: Rs.76)  
**(28%)**

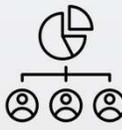


### Total Assets



December 2025:  
Rs.171b (2024: Rs.149b)  
**(15%)**

### Equity



December 2025:  
Rs.82b (2024: Rs.71b)  
**(15%)**



## BUSINESS OUTLOOK AND KEY CHALLENGES

1. Indus Motor Company anticipates a steady rise in demand for local vehicles, bolstered by a stabilizing economy, consistent financing rates, and managed inflation. Nevertheless, the potential repercussions of the recent conflicts yet to be determined.
2.
  - a) The automobile sector continues to actively advocate policy measures that support the development of local vehicle assemblers and parts manufactures.
  - b) The government is in the process of formulating the auto industry policy 2026-31 which will replace the existing policy set to expire in June 2026. The forthcoming policy is expected to be aligned with the National Tariff Policy under Pakistan's IMF Extended Fund Facility, reflecting a shift toward a more structured and market driven framework
3. We urge the government to ease limitations on auto financing for amounts up to Rs. 3 million, offer tax and duty concessions on vehicle exports, and adjust price-related taxes to improve consumer accessibility.
4. In September 2025, the government introduced a major policy allowing commercial imports of used cars up to five years old. The government needs to clearly define specific technical parameters for such imports to ensure safety and protect consumer welfare. Otherwise, only the local industry will be subject to these regulations.
5. The Government is encouraged to restructure the duty and tax regime for locally assembled (CKD) vehicles to ensure a fairer playing field. By making these taxes more sustainable, the state can foster significant volume growth and enhance the industry's overall contribution to the economy.



THANK YOU

INDUS MOTOR COMPANY LTD

