

INDUS MOTOR COMPANY LTD

Corporate Briefing Session
For the Half Year Ended December 31, 2024

13th March, 2025



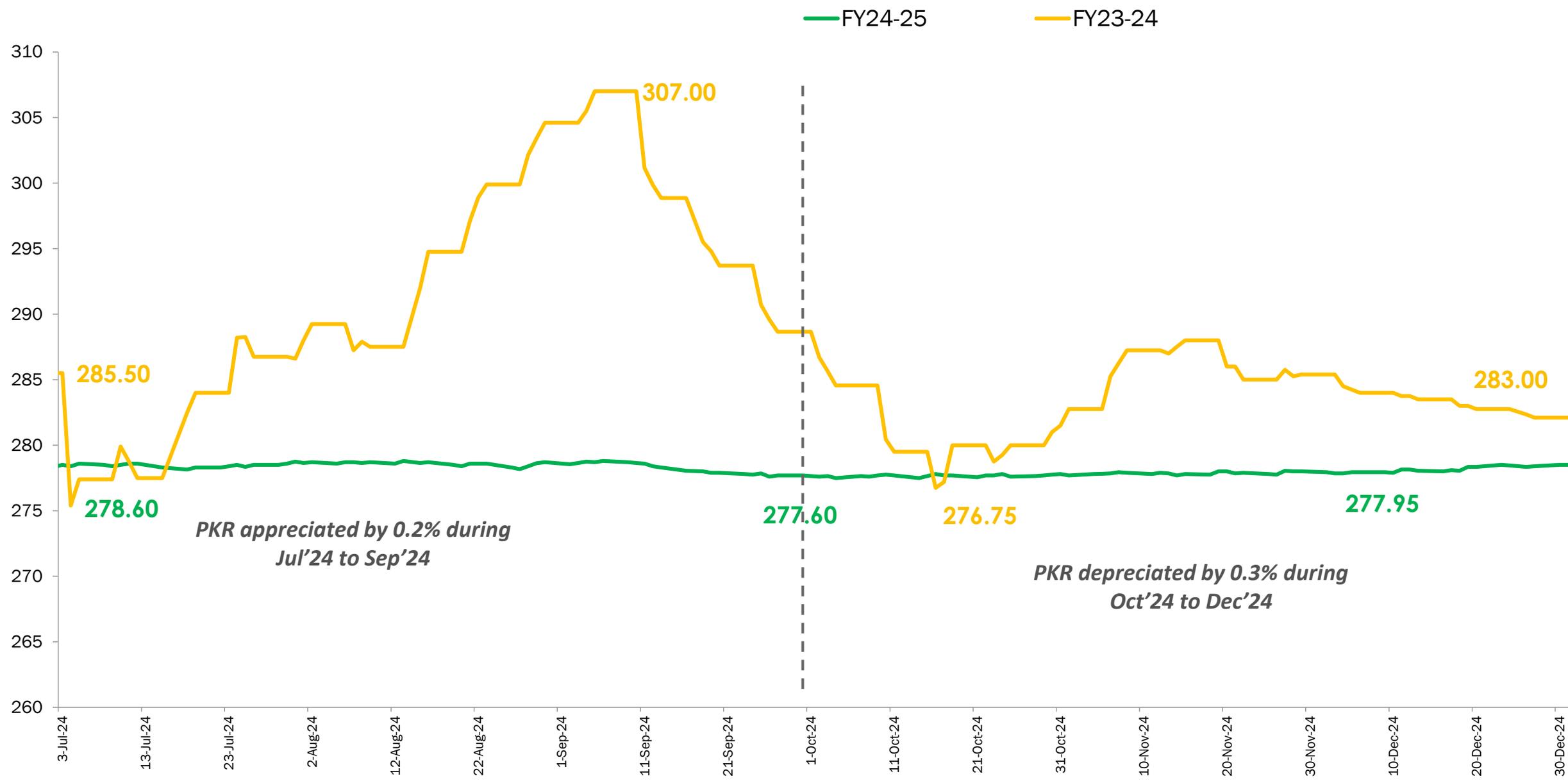
HIGHLIGHTS FOR HALF YEAR ENDED DECEMBER 2024

- 1. The net sales turnover for the half year ended December 2024 increased by 67% to Rs. 84.88 billion as compared to Rs.50.91 billion in the same period last year. Profit after tax for the half year ended increased to Rs.9.96 billion, as against Rs. 4.96 billion achieved in the same period last year.**
- 2. The increase in turnover for the period was mainly due to higher CKD and CBU sales volumes.**
- 3. The Company's positive results were mainly due to lower input material cost due to favorable exchange rates, cost optimization initiatives and increased localization efforts.**
- 4. The return on deposits and investments continues to make significant contribution to the overall profitability.**
- 5. The company launched Yaris facelift model in July 2024 which has been widely accepted by the market and has contributed positively to the overall profitability.**
- 6. The Board of directors have declared Second interim cash dividend of Rs. 37 per share for quarter ended December 31, 2024 as against Rs. 13.2 per share for same quarter last year, resulting in the total dividend for the half year ended December 2024 of Rs.76 (2023 Rs.37.7).**

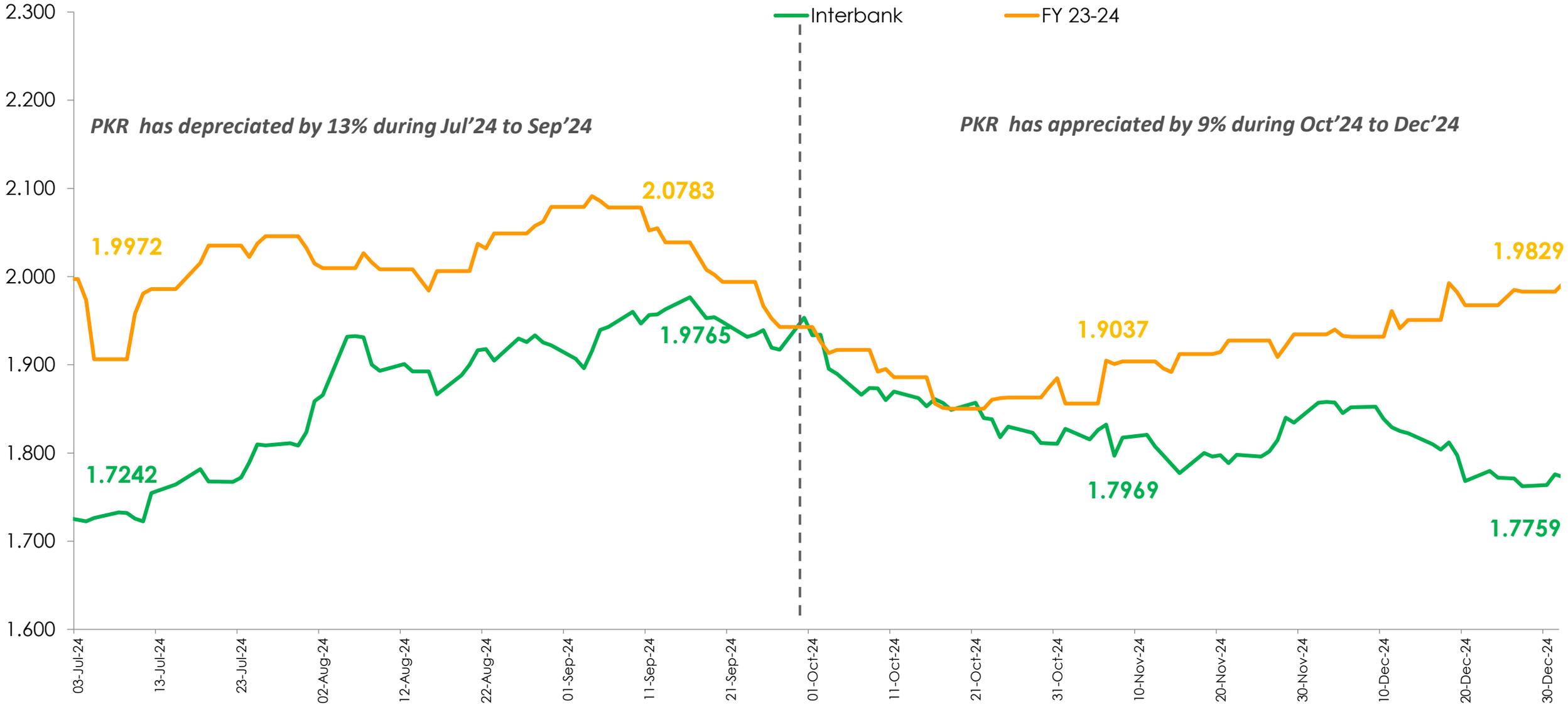
IMCL PERFORMANCE FOR THE HALF YEAR ENDED DECEMBER 31, 2024

Operating Highlights		Half Year Ended December		% change
		2024	2023	2024 vs. 2023
Vehicle Sales	Units	12,749	7,324	74%
Vehicle Production	Units	12,525	6,391	96%
Net Revenue	Rs in million	84,879	50,910	67%
Gross Profit	Rs in million	11,691	4,719	148%
Other Income	Rs in million	8,184	5,315	54%
Profit Before Tax	Rs in million	16,433	7,355	123%
Profit After Tax	Rs in million	9,958	4,957	101%
Earnings Per Share	Rs	126.69	63.07	101%
At the end of Period		As at		
		31-Dec-24	31-Dec-23	
Total Assets	Rs in million	148,834	122,072	22%
Shareholders' Equity	Rs in million	70,739	60,822	16%
Share Performance		As at		
		10-Mar-24	11-Mar-23	
Price per Share	Rs	2,100.00	1,553.00	35%
Market Capitalization	Rs in million	165,060	122,066	

PKR/USD PARITY



JPY/PKR PARITY



BUSINESS OUTLOOK AND KEY CHALLENGES

- 1. Pakistan's economic outlook indicates signs of partial recovery, driven by a broad-based rebound across certain key sectors. This improvement is supported by the continuation of the IMF program and the implementation of structural reforms.**
- 2. The automobile sector continues to advocate for policy measures that support local vehicle and parts manufacturers, contributing to job creation and increased government revenue.**
- 3. Key recommendations include lifting restrictions on auto financing up to Rs. 3 million, rationalizing depreciation rates on imported used cars, providing duty and tax relief on direct and indirect vehicle exports and reduce vehicle taxes to improve affordability.**
- 4. We request the Government to rationalize the duties and taxation system on CKD vehicles in Pakistan for fostering a fair and sustainable tax system that support volume growth and increasing contribution to the economy.**
- 5. The government's interest rate reduction is expected to make vehicle financing more affordable, encouraging consumer demand. The OEMs may see a slight increase in sales volumes, however, the long-term impact will depend on economic conditions and future interest rate.**

THANK YOU

