

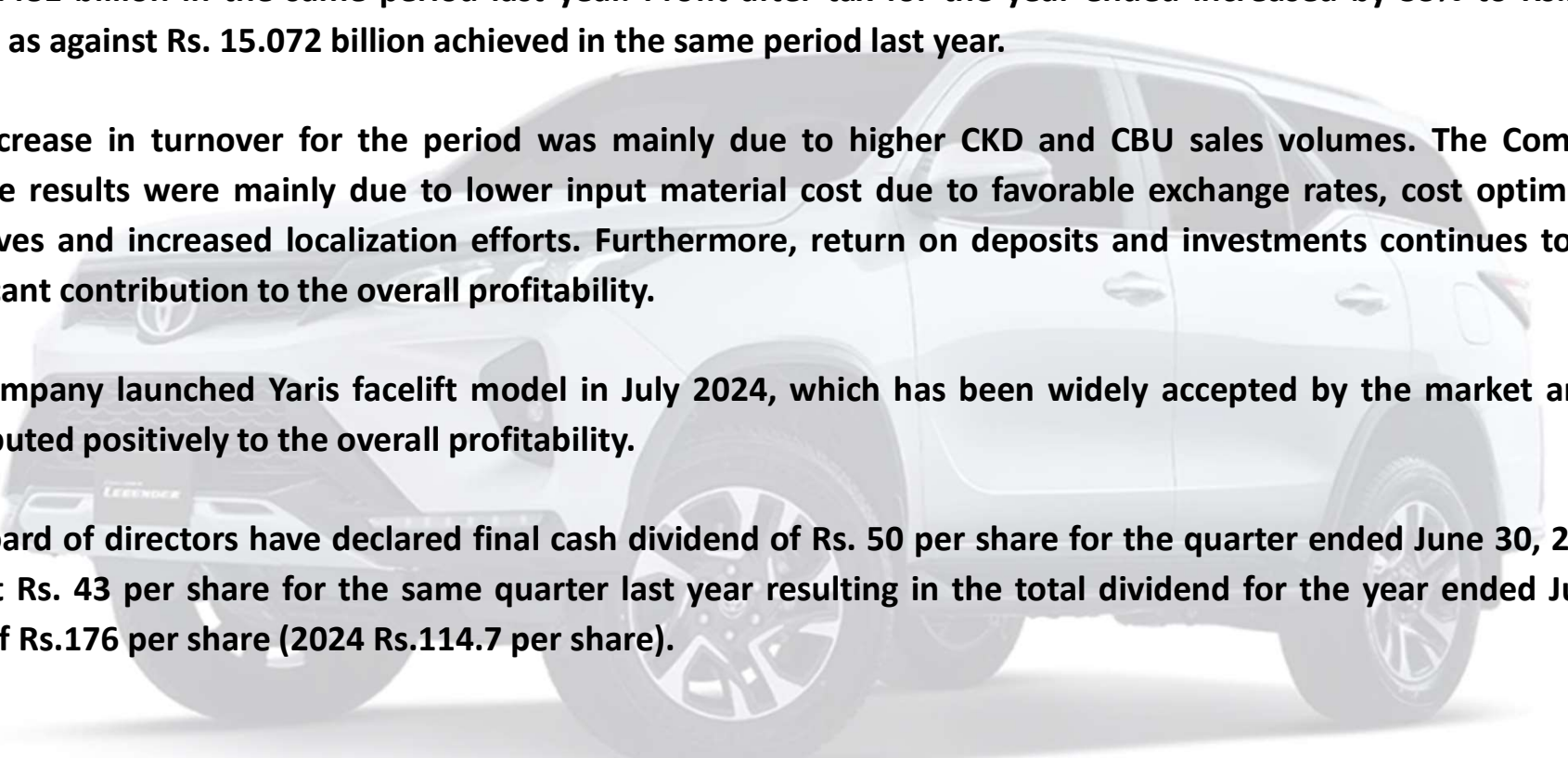
INDUS MOTOR COMPANY LTD

Corporate Briefing Session
For the Year Ended June 30, 2025

18th September, 2025



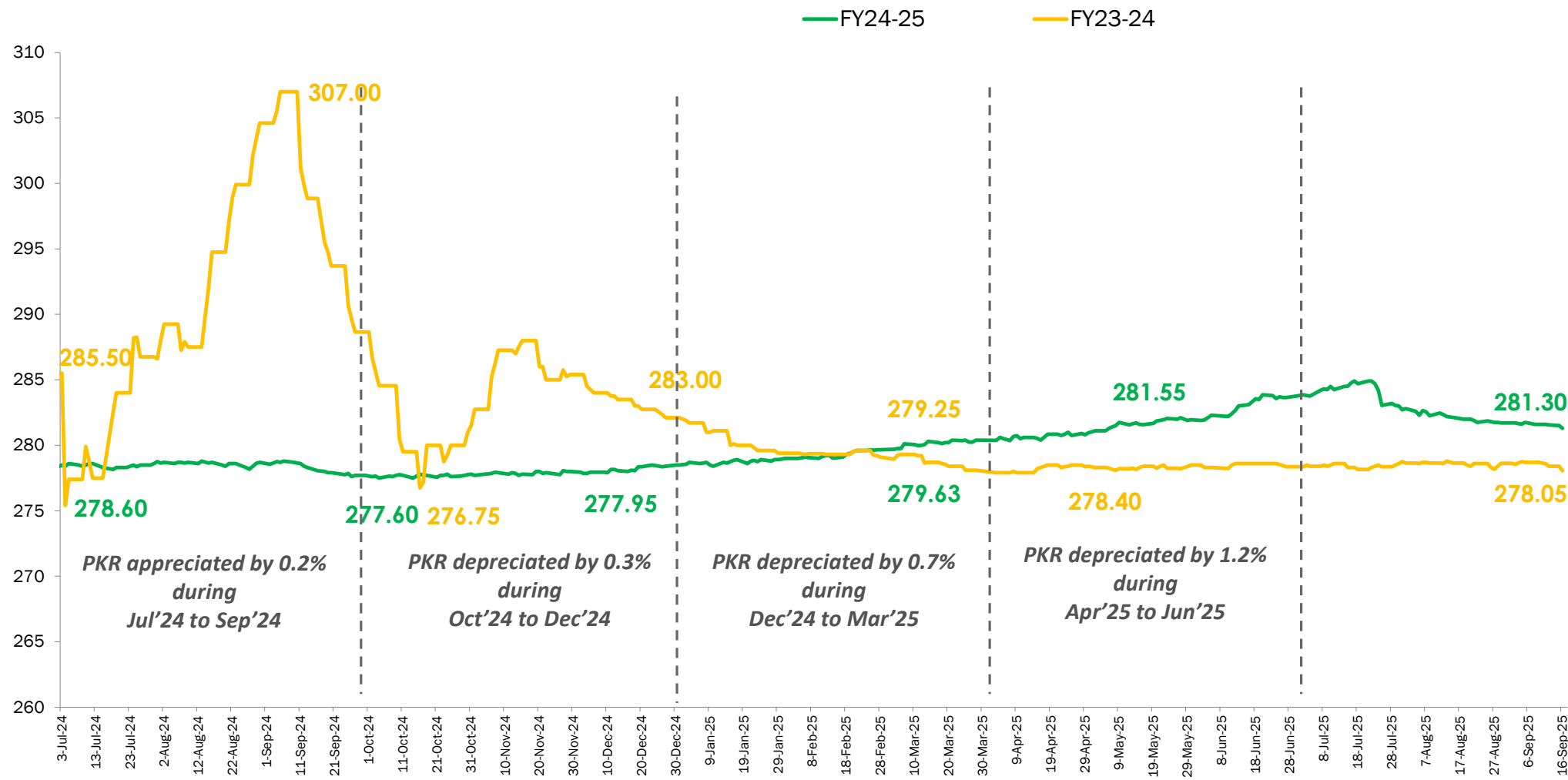
HIGHLIGHTS FOR THE YEAR ENDED JUNE 30, 2025

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1. The net sales turnover for the year ended June 2025 increased by 41% to Rs. 215.137 billion as compared to Rs.152.481 billion in the same period last year. Profit after tax for the year ended increased by 53% to Rs.23.010 billion, as against Rs. 15.072 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. 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. Furthermore, return on deposits and investments continues to make significant contribution to the overall profitability.
 3. 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.
 4. The Board of directors have declared final cash dividend of Rs. 50 per share for the quarter ended June 30, 2025 as against Rs. 43 per share for the same quarter last year resulting in the total dividend for the year ended June 30 2025 of Rs.176 per share (2024 Rs.114.7 per share).

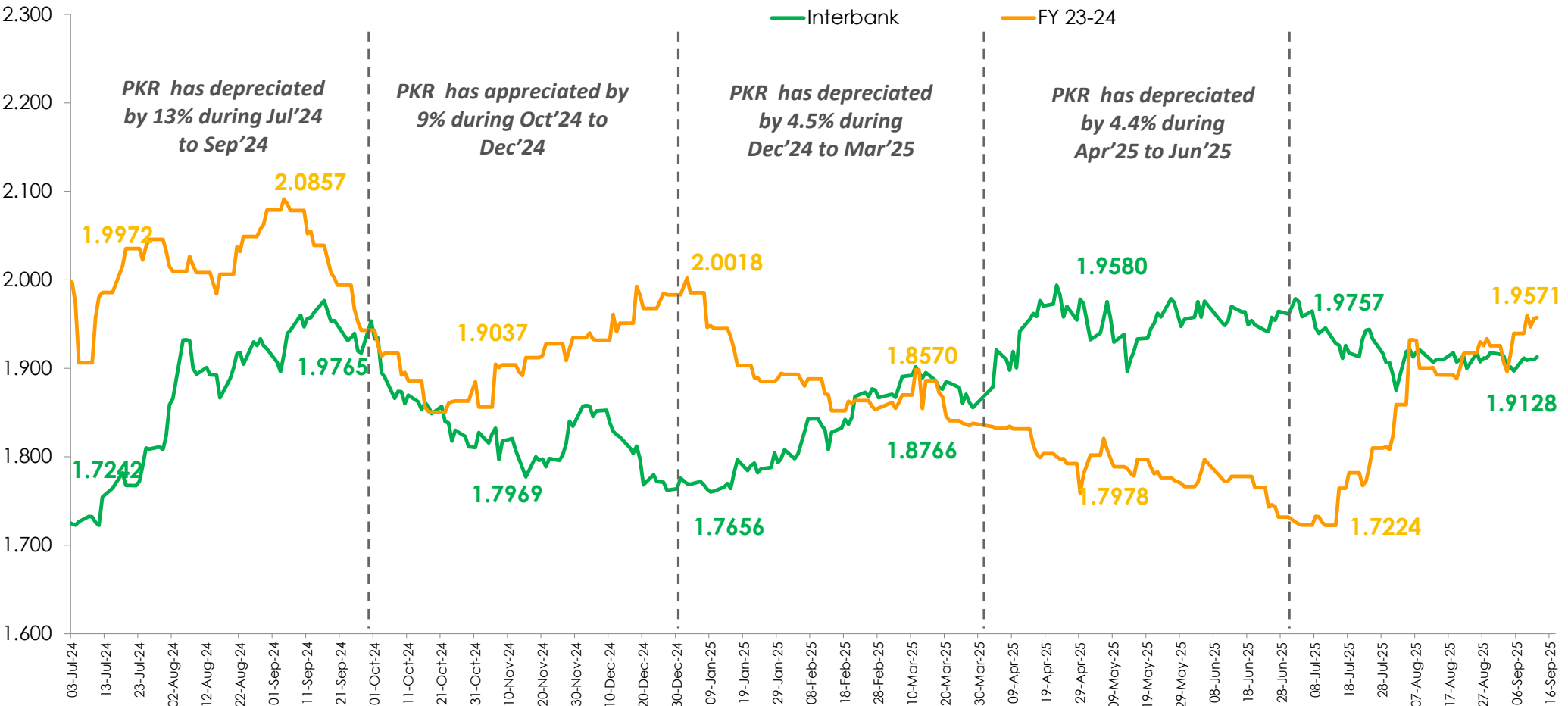
IMCL PERFORMANCE FOR THE YEAR ENDED JUNE 30, 2025

Operating Highlights		Year Ended June 30		% change
		2025	2024	2025 vs. 2024
Vehicle Sales	Units	33,757	21,063	60%
Vehicle Production	Units	33,251	19,599	70%
Net Revenue	Rs in million	215,137	152,481	41%
Gross Profit / (Loss)	Rs in million	31,195	19,382	61%
Other Income	Rs in million	14,949	13,656	9%
Profit Before Tax	Rs in million	37,670	23,327	61%
Profit After Tax	Rs in million	23,010	15,072	53%
Earnings Per Share	Rs	292.74	191.76	53%
At the end of Period		As at		
		30-Jun-25	30-Jun-24	
Total Assets	Rs in million	184,774	145,820	27%
Shareholders' Equity	Rs in million	76,953	67,226	14%
Share Performance		As at		
		17-Sep-25	19-Sep-24	
Price per Share	Rs	2,275.00	1,745.08	30%
Market Capitalization	Rs in million	178,815	137,163	

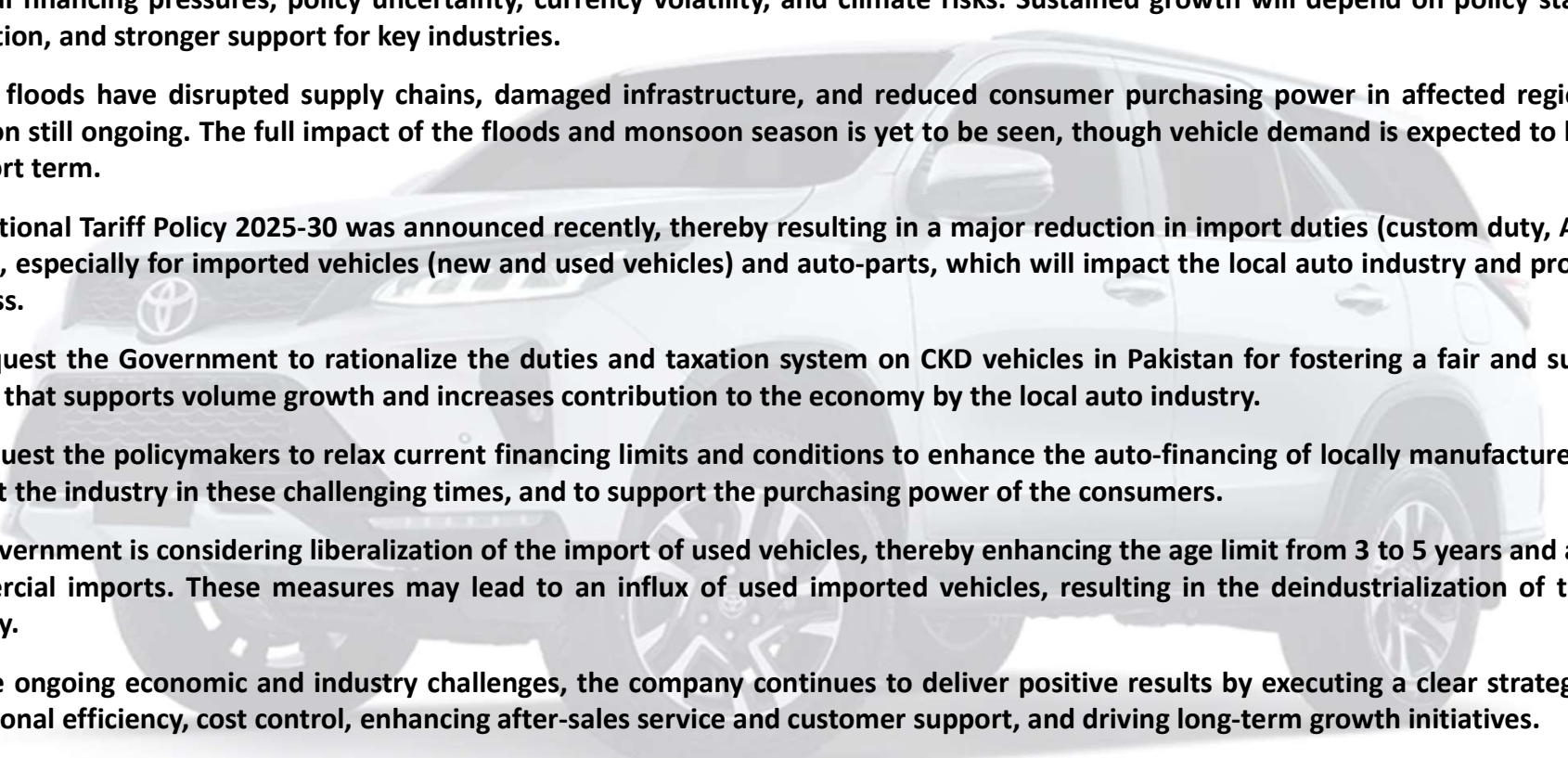
PKR/USD PARITY



JPY/PKR PARITY



BUSINESS OUTLOOK AND KEY CHALLENGES

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1. Pakistan's economy in 2025-26 is showing signs of recovery with easing inflation and lower interest rates, yet faces major challenges, including external financing pressures, policy uncertainty, currency volatility, and climate risks. Sustained growth will depend on policy stability, export promotion, and stronger support for key industries.
 2. Recent floods have disrupted supply chains, damaged infrastructure, and reduced consumer purchasing power in affected regions, with the situation still ongoing. The full impact of the floods and monsoon season is yet to be seen, though vehicle demand is expected to be affected in the short term.
 3. The National Tariff Policy 2025-30 was announced recently, thereby resulting in a major reduction in import duties (custom duty, ACD, RD) over 5 years, especially for imported vehicles (new and used vehicles) and auto-parts, which will impact the local auto industry and promote trading business.
 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 supports volume growth and increases contribution to the economy by the local auto industry.
 5. We request the policymakers to relax current financing limits and conditions to enhance the auto-financing of locally manufactured vehicles, to support the industry in these challenging times, and to support the purchasing power of the consumers.
 6. The Government is considering liberalization of the import of used vehicles, thereby enhancing the age limit from 3 to 5 years and allowing their commercial imports. These measures may lead to an influx of used imported vehicles, resulting in the deindustrialization of the local auto industry.
 7. Despite ongoing economic and industry challenges, the company continues to deliver positive results by executing a clear strategy focused on operational efficiency, cost control, enhancing after-sales service and customer support, and driving long-term growth initiatives.

THANK YOU



INDUS MOTOR COMPANY LTD

