



Corporate Briefing Session 12-May-2026

Indus Motor Company Ltd.

Important Disclaimer:

This presentation and the accompanying discussion are strictly for informational and briefing purposes. No guarantee, express or implied, is provided regarding the accuracy, completeness, or fairness of the information or opinions shared. The content reflects circumstances as of the session date and will not be updated to reflect future developments.

Any statements or representations made during this session must not be interpreted as a recommendation or advice to buy, sell, or hold securities. Investors are urged to independently verify the accuracy and appropriateness of the information and seek professional guidance before making any investment decisions.

The organization and its affiliates accept no responsibility for losses arising from the use of this material. Projections regarding the future are based on assumptions beyond our control; actual results may differ materially, and past performance is not a guarantee of future outcomes.

PRODUCT LINE UP

CKD Models



Corolla



Yaris



Fortuner

Hilux



Revo



Corolla Cross



CBU Models



Land Cruiser



Prado



Ace Wagon



Coaster



Hiace

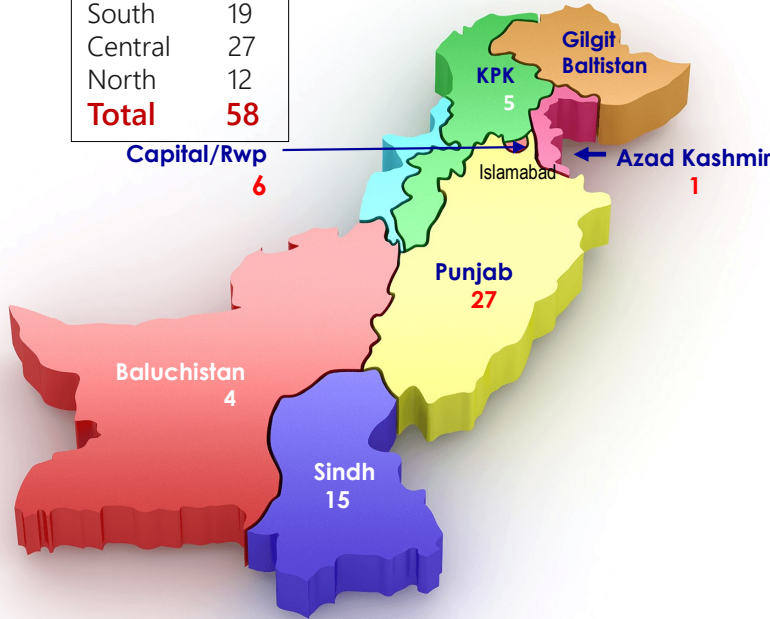
INDUS MOTOR CO. LTD.- Dealer Network

Our Network (till May-26)

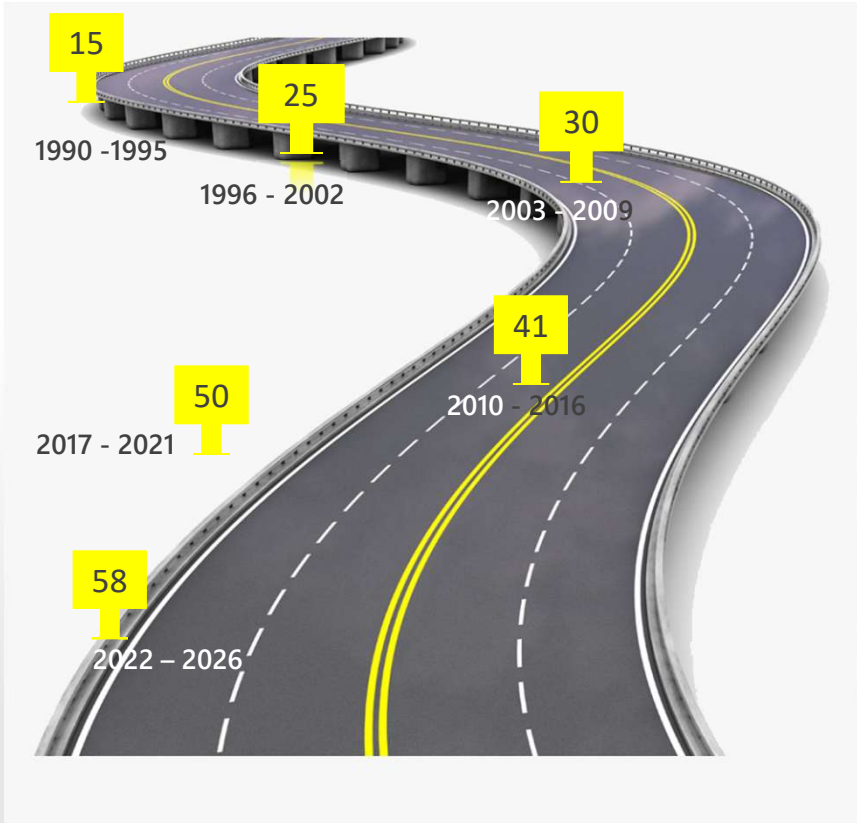


58 3S Dealerships

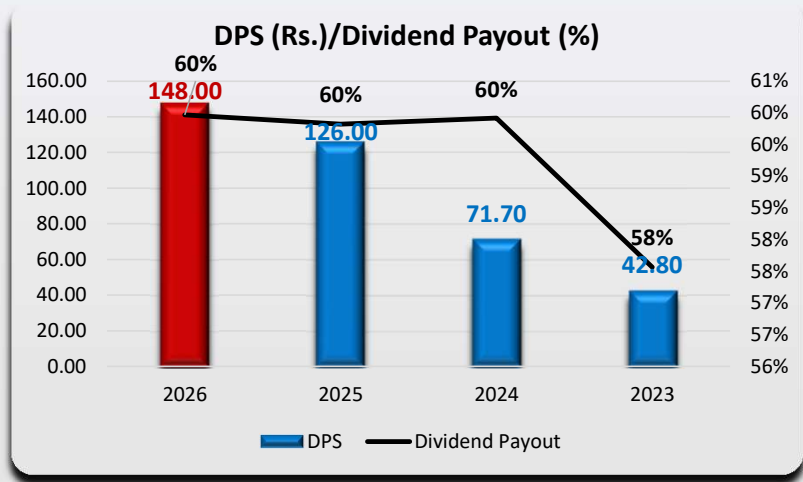
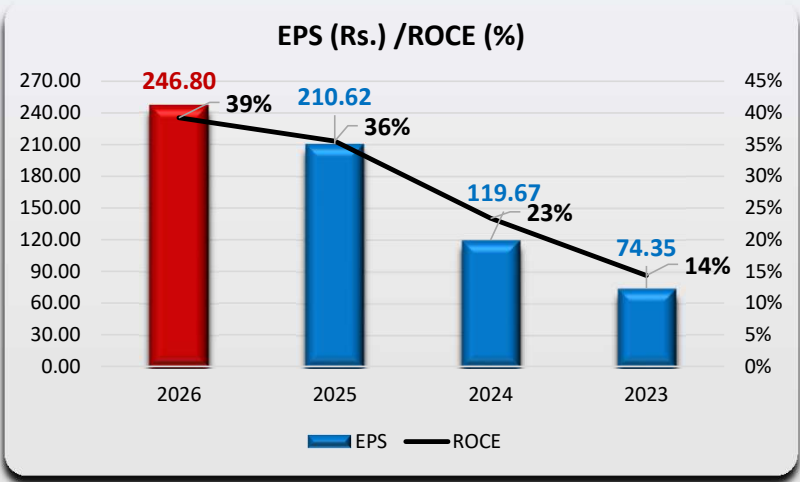
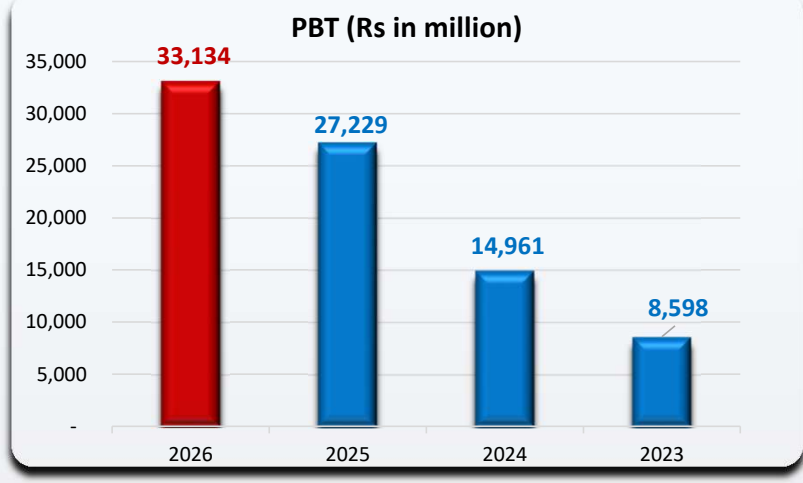
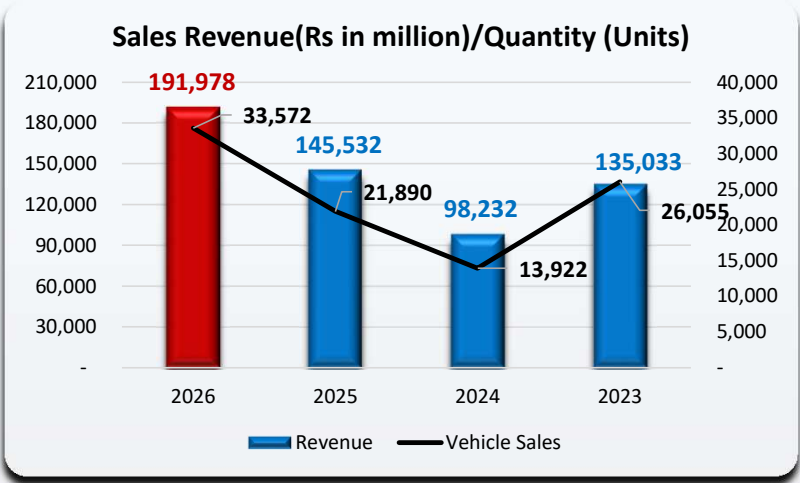
South	19
Central	27
North	12
Total	58



Dealership Expansion Roadmap



Financial Summary – Nine Months Ended March 2026



Financial Overview – Nine Months Ended March 2026

Net Revenue



March 2026:
Rs.191.98bn (2025:
Rs.145.53bn)
(32%)

Gross Profit



March 2026:
Rs.29.40bn (2025:
Rs.22bn)
(34%)

Profit before tax



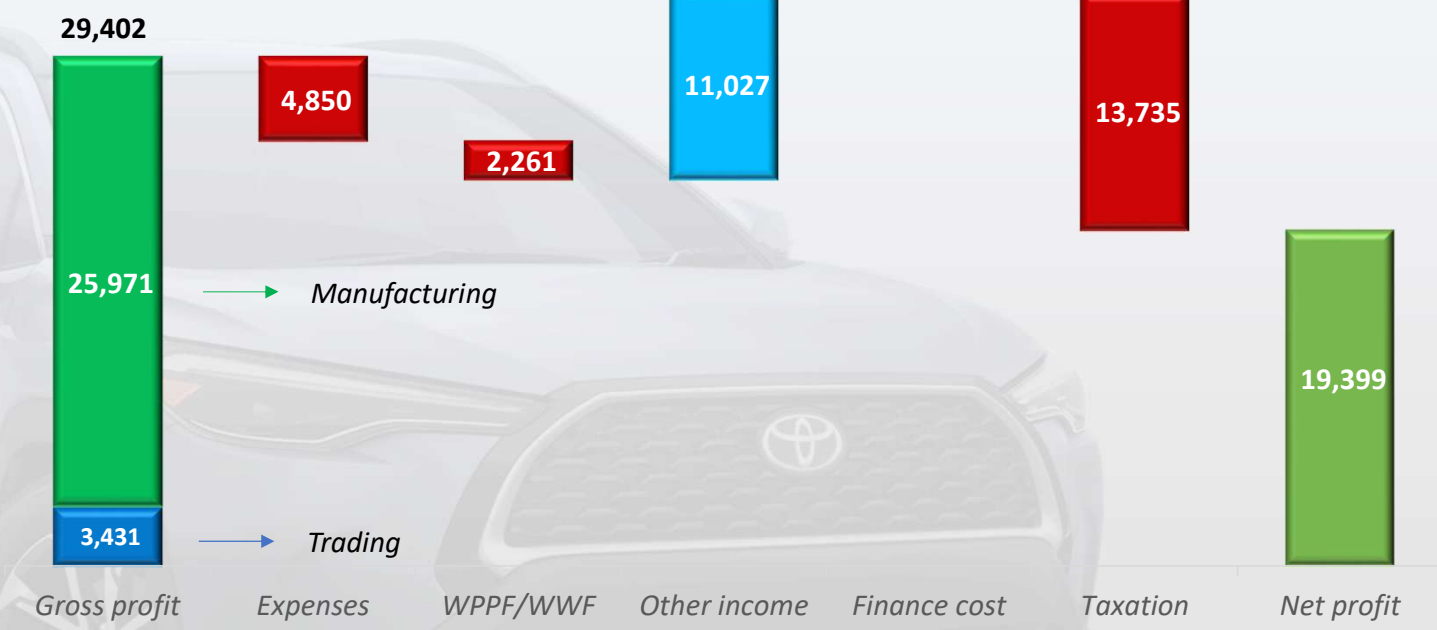
March 2026:
Rs.33.13bn (2025:
Rs.27.23bn)
(22%)

DPS



March 2026:
Rs.148 (2025: Rs.126)
(17%)

Movement of Net Profit – Rs in million

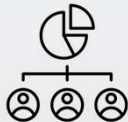


Total Assets



March 2026:
Rs.175bn (2025: Rs.164bn)
(7%)

Equity



March 2026:
Rs.85bn (2025: Rs.74bn)
(15%)
Market Cap:
May 11, 2026: Rs.160bn
(2025: Rs.149bn)
(7%)



BUSINESS OUTLOOK AND KEY CHALLENGES

1. The automobile sector continues to advocate for supportive policy measures aimed at strengthening local assemblers and parts manufacturers, with a focus on enhancing localization and long-term sustainability. The government is at the finalization stage of the new Auto Policy (2026–2031), which is expected to align with the National Tariff Policy and the IMF framework.
2. The Company believes that rationalization of duties and taxes on completely knocked down (CKD) kits and locally assembled vehicles will create a more competitive environment, enabling volume growth, higher localization, and increased contribution to national revenue.
3. The Company encourages the government to ease auto financing restrictions, including increasing financing limits beyond the Rs. 3 million threshold and relaxation of no. of years.
4. The recent rise in inflation and interest rates will curb the purchasing power of consumers, which may have a certain negative impact on the automotive market going forward.
5. The Company remains cautious due to persistent challenges, including geopolitical tensions impacting global oil prices, which may increase input and logistics costs and place pressure on overall profitability.
6. The industry continues to face structural challenges, including low-capacity utilization, supply chain disruptions, and policy uncertainty, which may constrain growth if not addressed through consistent and supportive regulatory measures.
7. The Company has approved an additional Rs. 1 billion investment in localization efforts. This initiative aims to minimize foreign exchange outflows, bolster the domestic auto industry, create jobs, and support national economic growth.



TOYOTA



THANK YOU

INDUS MOTOR COMPANY LTD

