

Financial Presentation

FOR THE YEAR ENDED

JUNE 30, 2011



Finance Department

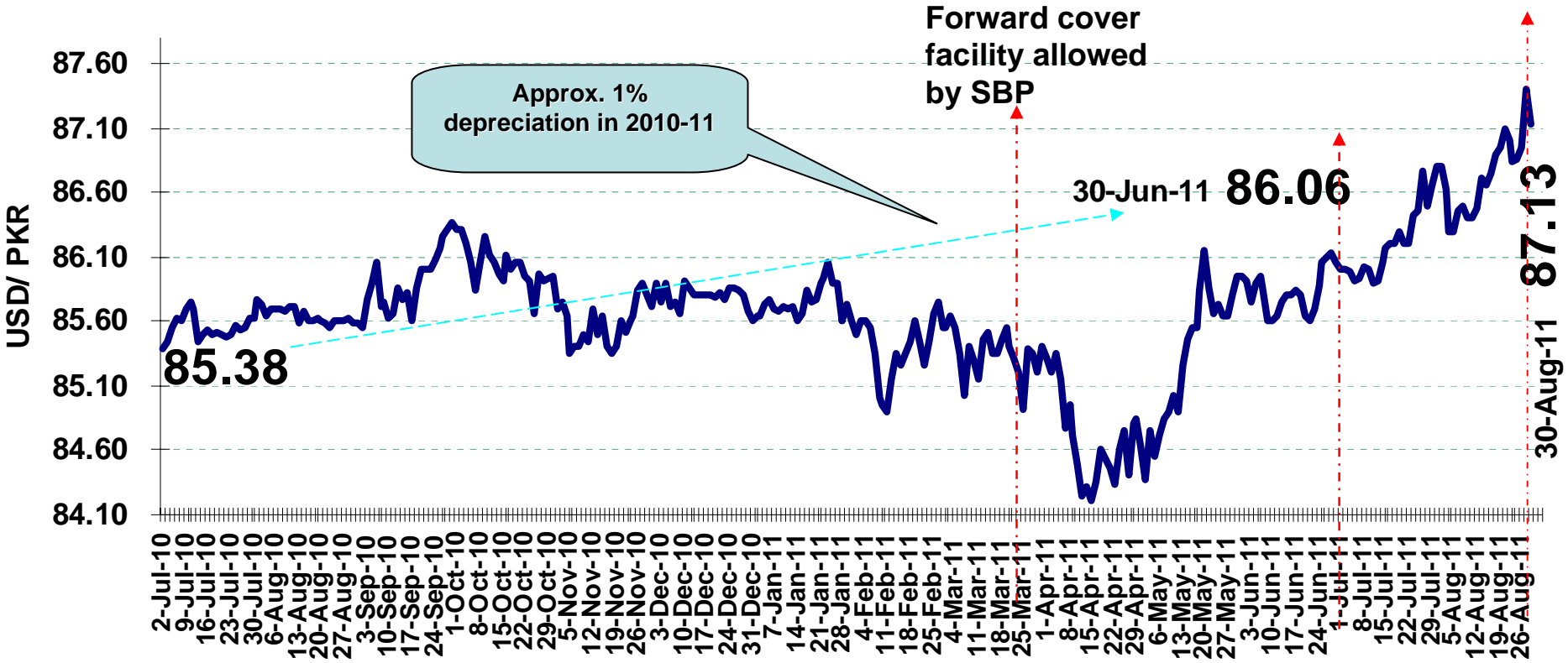
IMC Key Highlights 2010/11

1. Year of natural calamities, social and economic disorder
2. GOP compounds industry difficulties with further liberalization of used car imports
3. IMC completes Phase 2 of Rs 3.5 billion Press Shop project; almost all body parts localized
4. Good market response to New Hilux 4x4 double cabin
5. Overall, an impressive performance given the deteriorating market environment

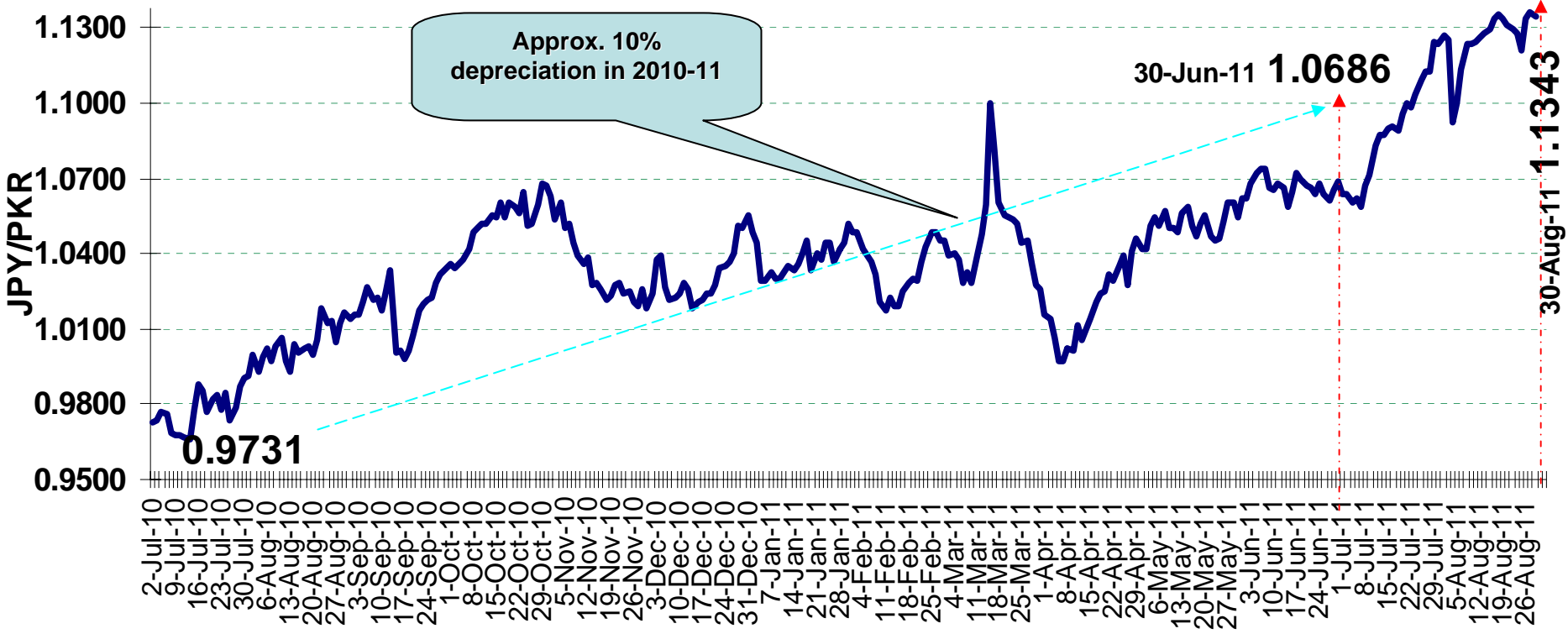
Operating Highlights

		Year ended June 30		% change 2011 Vs 2010
		2011	2010	
Profit After Tax	Rs in billion	2.7	3.4	-20%
Vehicle Sales	Units	50,943	52,063	-2%
Vehicle Production	Units	50,759	50,557	0.4%
Net Revenues	Rs in billion	61.7	60.1	3%
Earnings Per Share	Rs	34.9	43.8	-20%
Annual Cash Dividend Per Share	Rs	15	15	-
Shareholders' Equity	Rs in billion	14.1	12.6	12%
Contribution to National Exchequer	Rs in billion	22.0	20.3	8%
Manpower		2,187	1,948	12%

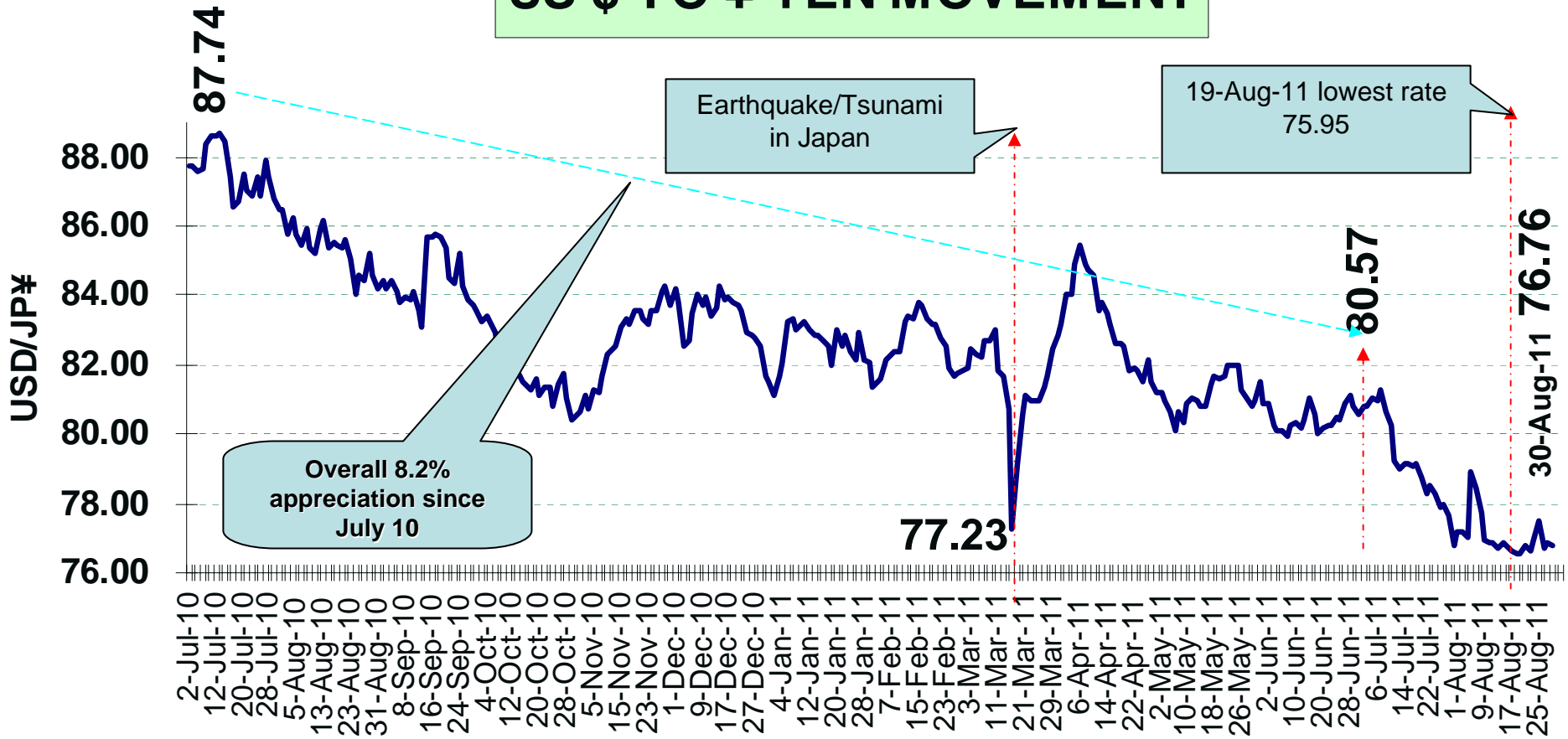
US \$ TO RUPEE MOVEMENT



¥ YEN TO RUPEE MOVEMENT



US \$ TO ¥ YEN MOVEMENT



Business Outlook 2011/12

1. Business environment to remain uncertain and challenging;
2. Rupee depreciation to keep margins under pressure;
3. Dealership network expansion to extend customer reach;
4. CNG Corolla variant launched in July; and
5. Continued focus on cost and localization.

Issues Facing Auto Industry

- Poor industry perception – need for counter strategies;
- Current AIDP expires June 30, 2012; stakeholder dialogue on new policy framework in progress;
- New Entrant Policy – MOIPs latest initiative;
- Used Car imports – strong lobbies at work;
- Planning commission initiative on Tariff Rationalization;
- Trade with India and ATTA – need for well thought out response;
- Smuggling and counterfeit parts damaging industry interests; and
- Euro-2 standards compliance.

Thank You