

Financial Presentation

FOR THE YEAR ENDED

JUNE 30, 2010



Finance Department

Operating Highlights

For the year ended June 30, 2010

- ↑ **Vehicle Sales:** up 48% to 52,063 units
- ↑ **Vehicle Production:** up 47% to 50,557 units
- ↑ **Net Revenues:** up 59% to Rs 60.09 billion
- ↑ **Profit after tax:** up to Rs 3.44 billion
- ↑ **Earning per share:** up to Rs. 43.81
- ↑ **Annual Cash Dividend:** up 50% to Rs 15 per share
- ↑ **Contribution to National Exchequer:** up 44% to 20.52 billion
- ↑ **Total assets:** up 31% to Rs. 27.14 billion
- ↑ **Share holders' equity:** up 22% to Rs. 12.59 billion
- ↑ **Manpower:** up 3% to 1,948 employees

% Change 2010 Vs 2009	2010	2009	2008	2007	2006	2005
--------------------------	------	------	------	------	------	------

For The Year:

Units sold		+47.6%	52,063	35,276	50,802	50,557	42,406	35,874
Net revenues	Rs in billion	+58.7%	60.1	37.9	41.4	39.1	35.2	27.6
Profit before tax	Rs in billion	+156.2%	5.2	2.0	3.5	4.2	4.1	2.3
Net income	Rs in billion	+148.6%	3.4	1.4	2.3	2.7	2.6	1.5
Return on equity	Percentage		27.4	13.5	24.3	34.1	42.3	33.2

Per Share Data

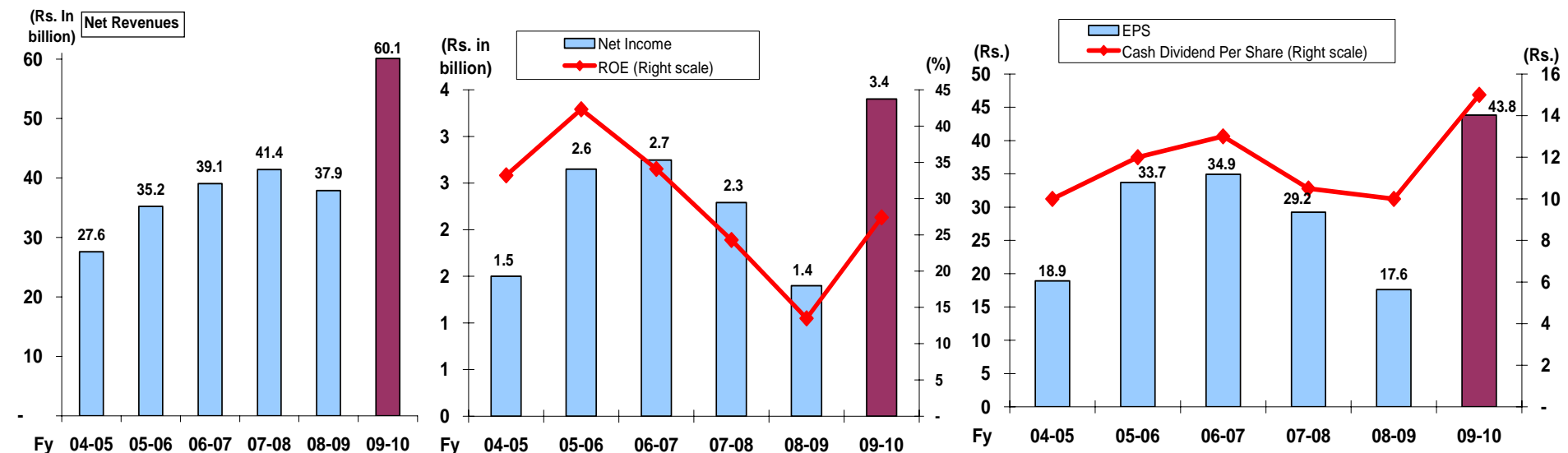
Earnings (EPS)	Rs	+148.6%	43.8	17.6	29.2	34.9	33.7	18.9
Cash dividends	Rs	+50.0%	15.0	10.0	10.5	13.0	12.0	10.0
Shareholder's equity	Rs	+22.3%	160.2	131.0	120.1	102.3	79.6	56.9

At Year-End

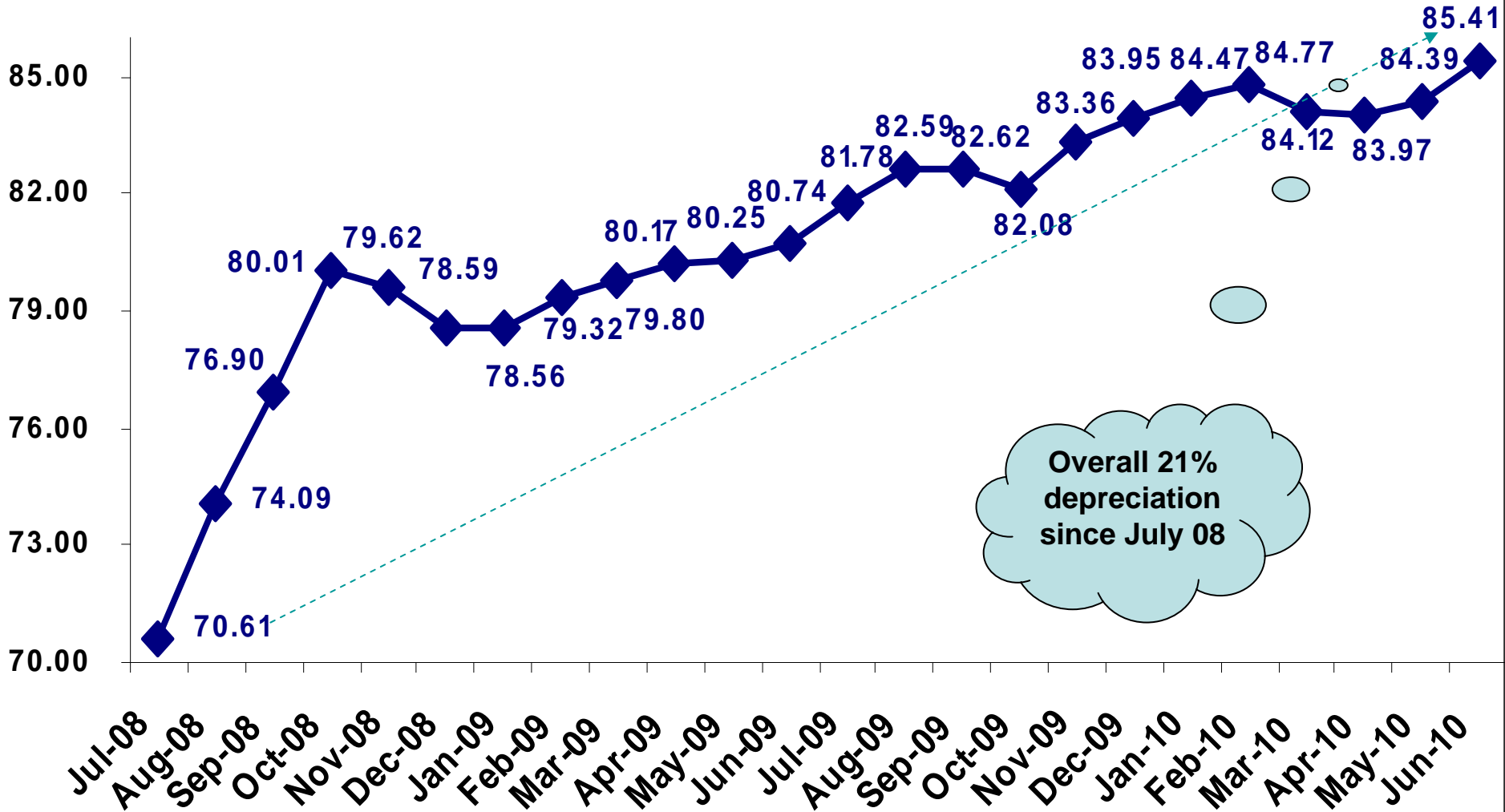
Total assets	Rs in billion	+31.2%	27.1	20.7	13.7	15.7	15.8	13.0
Share holders' equity	Rs in billion	+22.3%	12.6	10.3	9.4	8.0	6.3	4.5

Share Performance (June 30)

Price per share	Rs	+143.6%	262.4	107.7	200.1	305.5	191.0	90.0
Market capitalization	Rs in billion	+143.6%	20.6	8.5	15.7	24.0	15.0	7.1

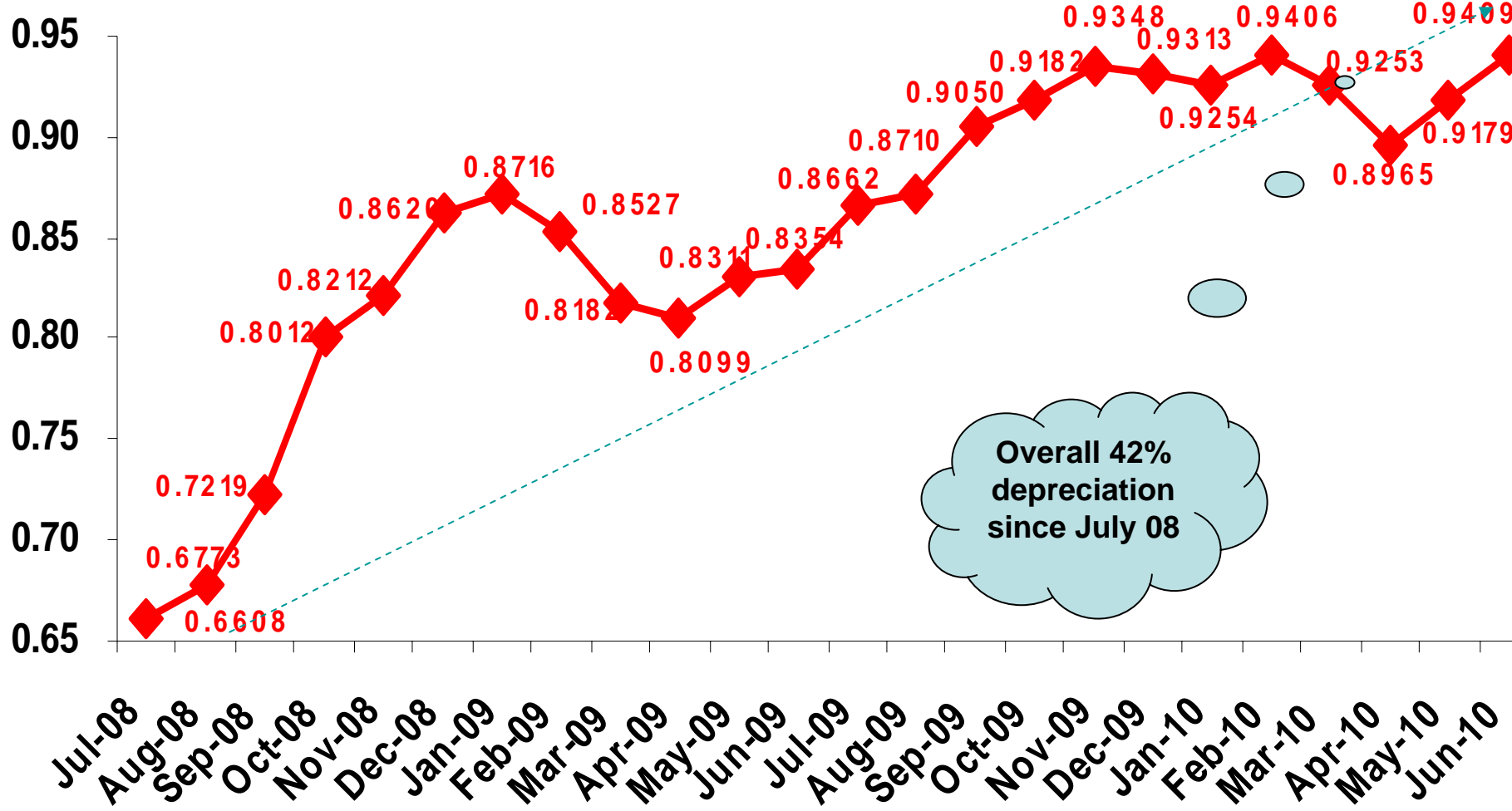


US \$ TO RUPEE MOVEMENT

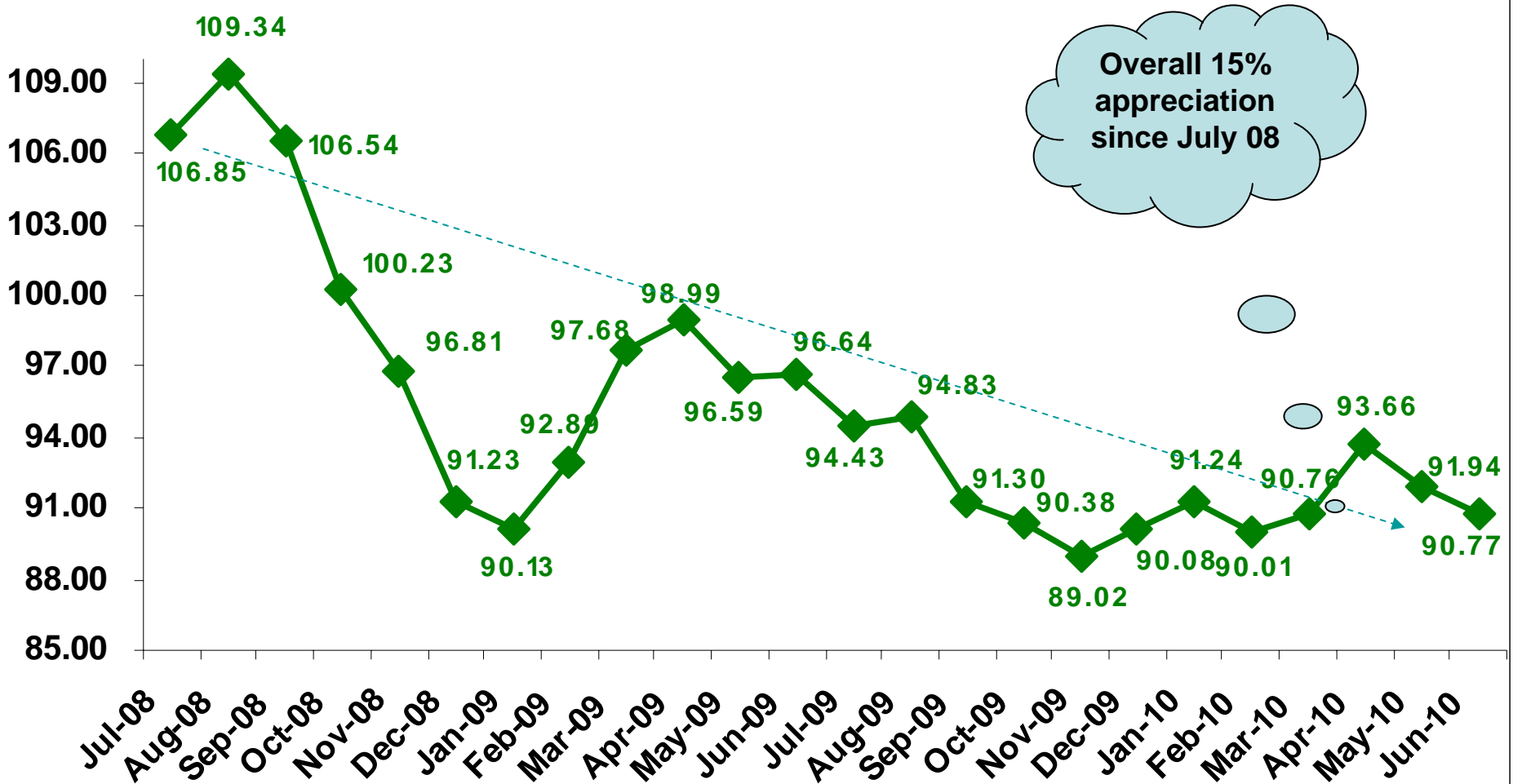


Overall 21% depreciation since July 08

¥ YEN TO RUPEE MOVEMENT

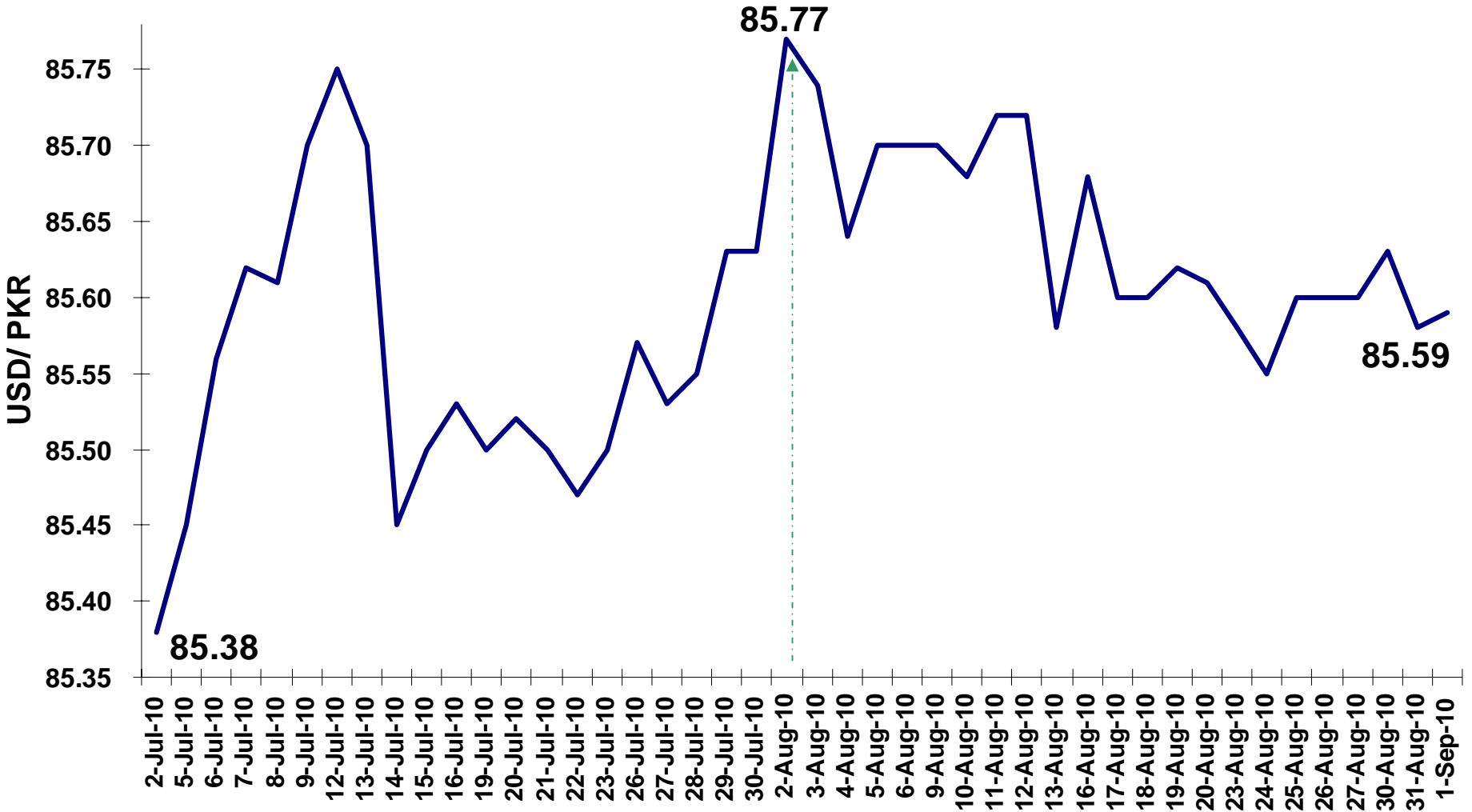


US \$ TO ¥ YEN MOVEMENT



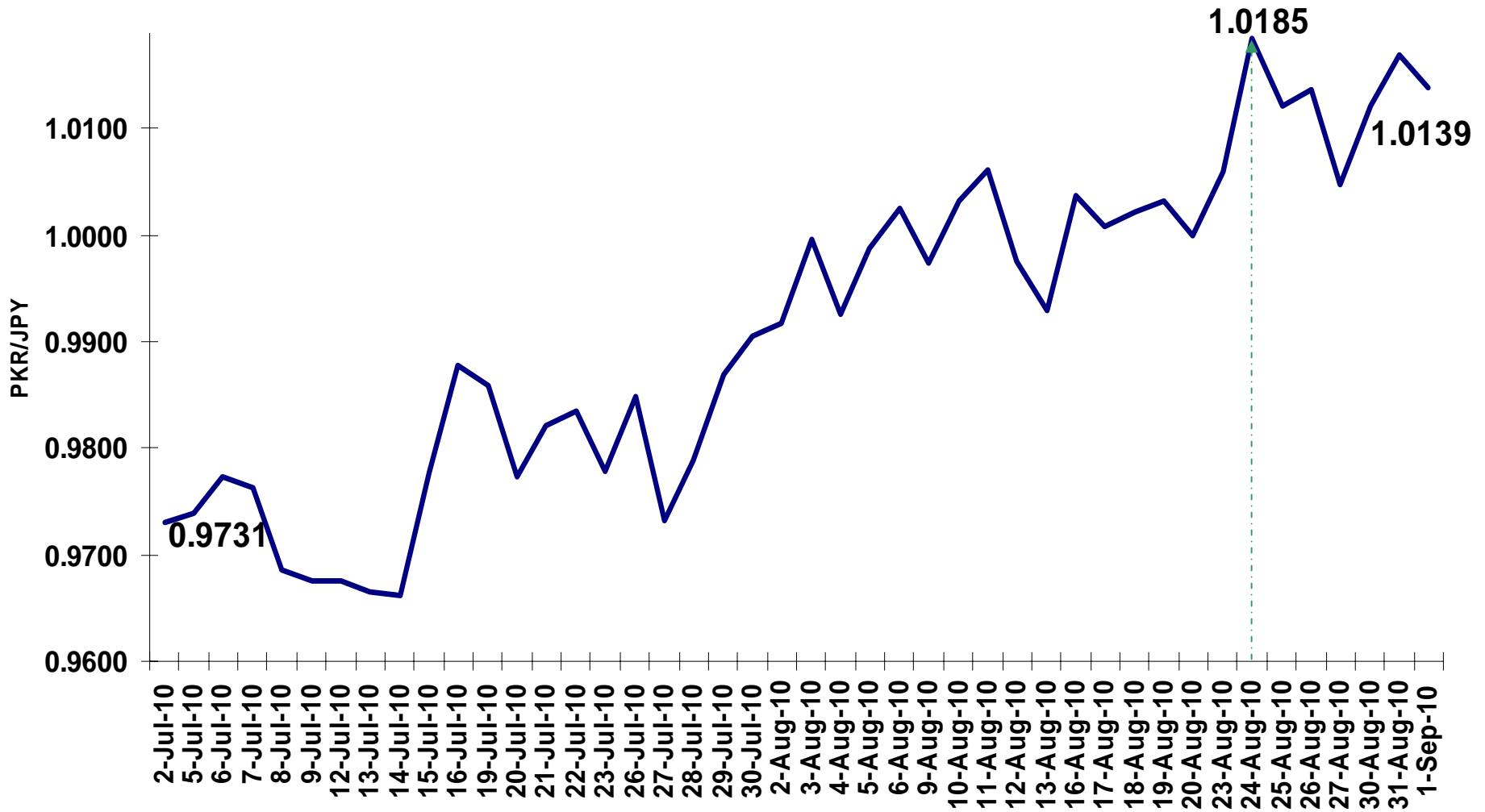
First Quarter 2010-11

US \$ TO RUPEE MOVEMENT



First Quarter 2010-11

₹ YEN TO RUPEE MOVEMENT



IMC Outlook

1. Economic downturn is expected in 2010/11 after recent massive flood disaster in country and it will be a challenging year for maintaining current volumes;
2. Economic recovery, political stability and security situation will play an important role in sales performance;
3. Profit margins are expected to stay under pressure due to adverse foreign currency fluctuations;
4. IMC plans to expand its dealership network to enhance market share through aggressive, focused and innovative marketing activities;
5. IMC continues to enhance localization and optimize costs without compromising on quality.
6. An investment of Rs 1.6 billion is planned to be made in Press Shop-2nd Phase;
7. IMC plans to start local assembly of Hilux 4x4 by next year;
8. Improvement in quality remains a key initiative for IMC as the company achieved Toyota standards of SQA and PPM;
9. IMC contributed Rs 20.5 billion to the national exchequer for the year; and
10. IMC initiatives towards flood relief operations has resulted in contribution of Rs 40 Million by now and also plans to support through TMC and group companies.

Issues Facing Auto Industry

It is essential for the government to effectively address the following challenges concerning consolidation of macroeconomic stability:

- Continue the ban on import of used vehicles that are more than 3 years old while maintaining the current depreciation allowance on import valuation;
- Need for a stable policy to allow the industry plan effectively for future models and expansions;
- Level Playing Field to local manufacturer and commercial importers (e.g. CBU ambulance – Commercial Imports are exempt from Sales Tax, however, local manufacturing attracts Sales Tax); and
- Auto Parts and Right Hand Drive (RHD) vehicles should remain in Negative List under Afghan Transit Trade Agreement.

Thank You