

Financial Presentation

FOR THE NINE MONTHS ENDED

MARCH 31, 2011



Finance Department

Indus Motor Company

Financial Summary

For the Nine months ended March 11

Nine months Ended			Quarter Ended		
Mar 11	Mar 10	% Change 2011 Vs 2010	Mar 11	Mar 10	% Change 2011 Vs 2010

Units sold							
- Own Manufactured	No.	37,259	34,857	7%	14,851	13,955	6%
- CBU's	No.	728	588	24%	233	190	23%
Units Produced	No.	38,451	35,322	9%	14,969	14,203	5%
Net revenues	Rs in Million	45,288	40,090	13%	18,460	16,011	15%
Profit Before Tax	Rs in Million	2,482	3,363	-26%	1,053	1,260	-16%
Net Income	Rs in Million	1,603	2,176	-26%	695	810	-14%
Return on Equity		12.4%	19.3%	-36%	5.4%	7.2%	-26%
Manpower Strength	No.	2,059	1,928	7%			
Per Share Data							
Earnings (EPS)	Rs	20.39	27.68	-26%	8.84	10.31	-14%
Shareholder's Equity	Rs.	165	143	15%			
At Period end							
Total Assets	Rs in Million	23,529	27,138	-13%			
Share holders' Equity	Rs in Million	12,979	12,588	3%			

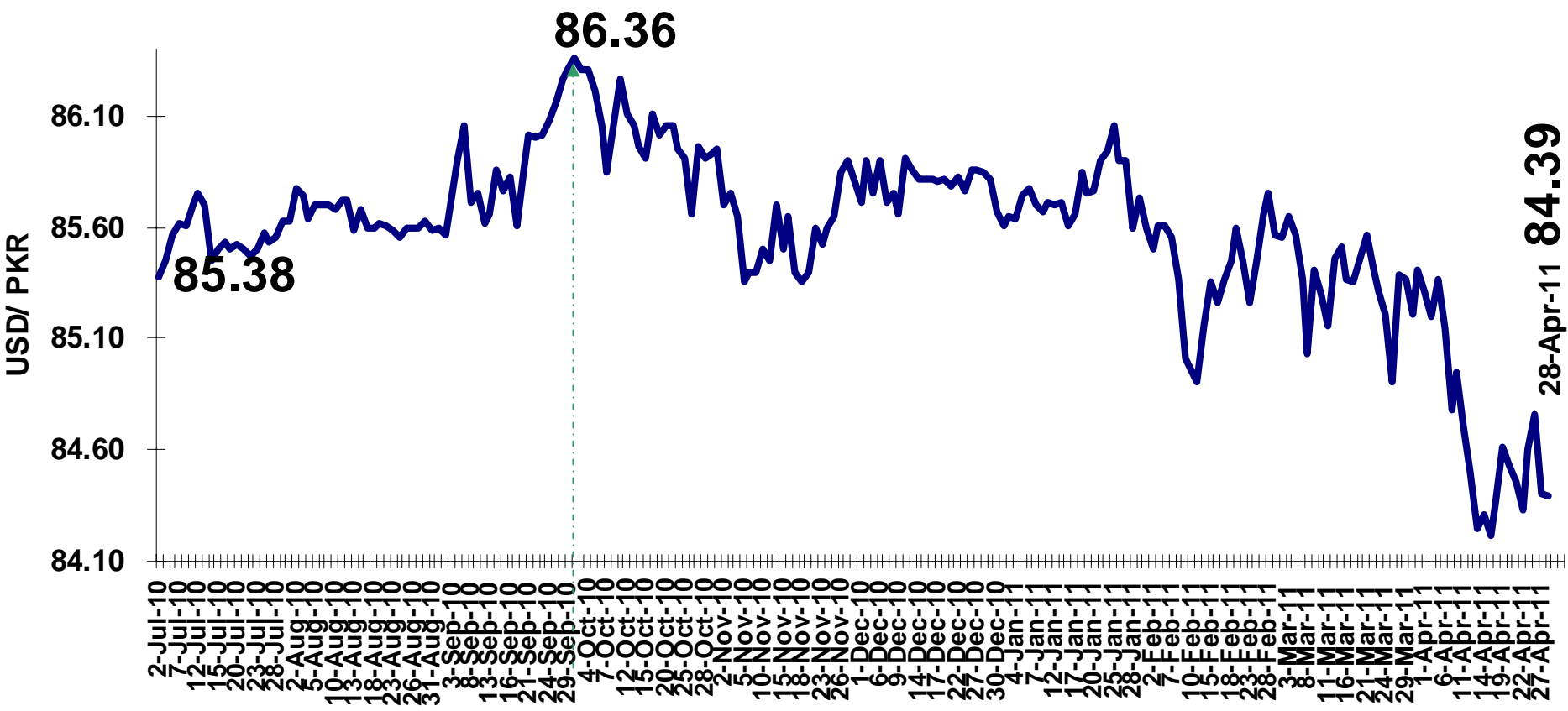
Share Performance

		Apr 28, 2011	Apr 28, 2010	
Price per Share	Rs.	220.57	231.83	-5%
Market Capitalization	Rs in Million	17,337	18,222	

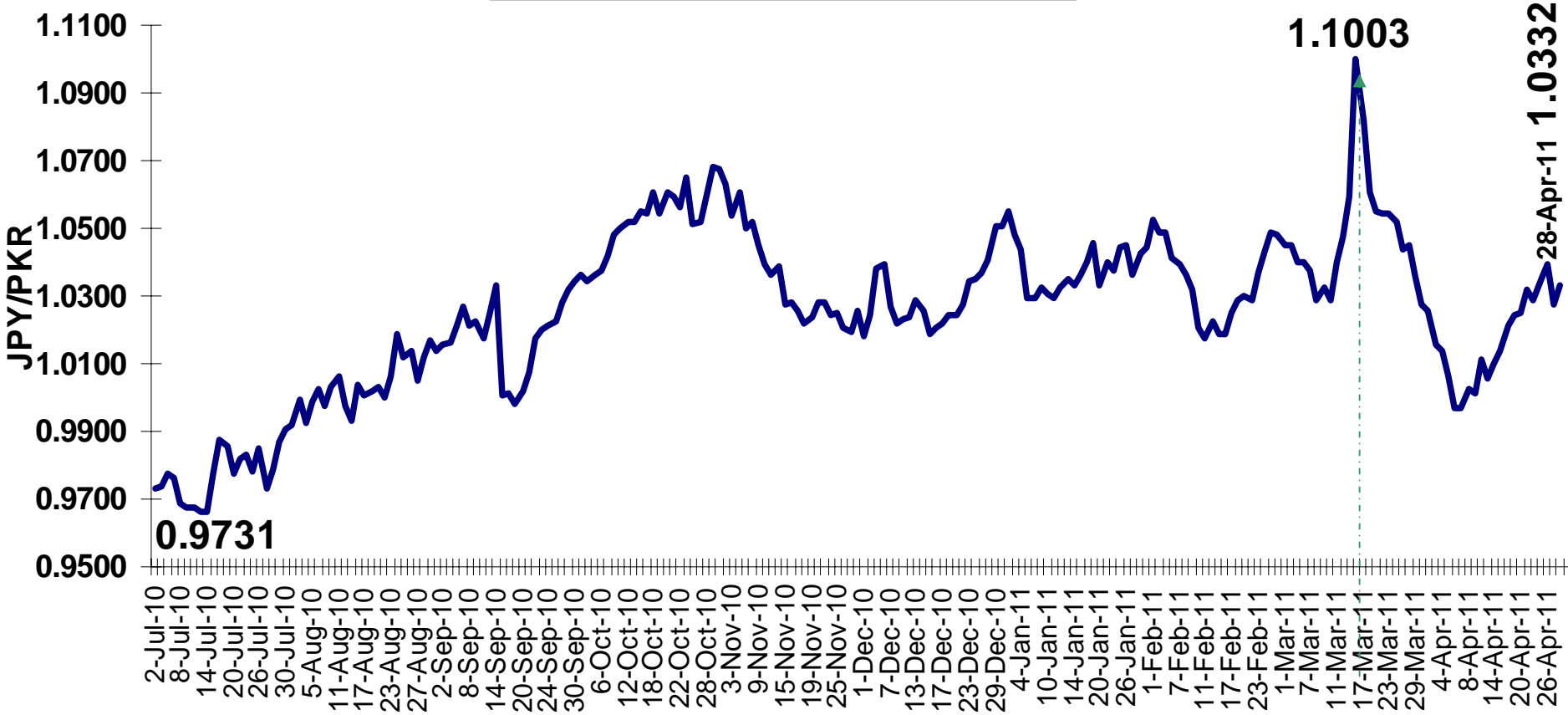
Operating Highlights For the nine months ended March 31, 2011

↑	Vehicle Sales: up 7% to 37,987 units
↑	Vehicle Production: up 9% to 38,451 units
↑	Net Revenues: up 13% to Rs 45.29 billion
↓	Profit after tax: down 26% to Rs 1.60 billion
↓	Earning per share: down 26% to Rs. 20.39
↑	Manpower: up 7% to 2,059 employees

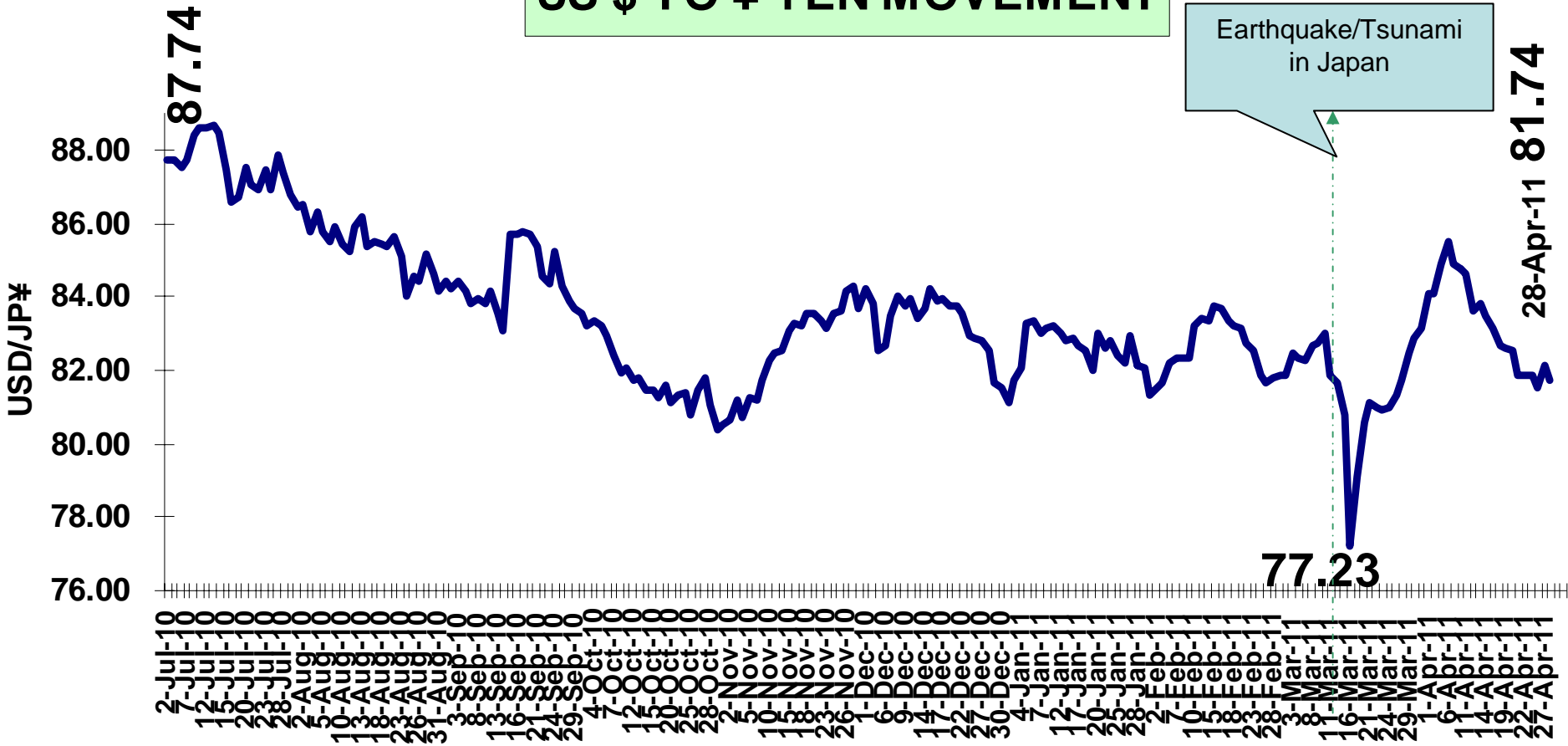
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Near Term Business Outlook

- The 4th quarter will remain tough due to the March 11 earthquake and tsunami strike on northeastern area of Japan, which will impact the industry parts supply chain from Japan, thereby affects the entire global auto industry. IMC will also have impact of this situation on its production and sales thereon;
- The earnings will remain under pressure due to material cost increases, inflationary trends, increase in utility tariff rates, limited product availability and depreciation of Pak Rupee against major currencies;
- The Company is mobilizing all its human resources:
 - ✓ To Introduce cost reduction measures:
 - ✓ Improve operational efficiencies;
 - ✓ Maintaining high quality;
 - ✓ Effectively managing the cost increases; and
 - ✓ Deliver maximum value to our esteemed customers.

Issues Facing Auto Industry

The industry needs further support to achieve economies of scale and we therefore request the Government to consider the following in the upcoming Budget 2011-12:

- Need for stable policy to allow the industry plan effectively for future models and expansions;
- Fair and consistent new entrant policy, creating a level playing field;
- Not to impose higher duty on the high-tech parts that cannot be localized due to non-availability of technology/capability and current low volume. Such an action will result in further increase in cost to customer;
- Reduce the age limit of used vehicle to 3 years old; and
- Reduce the maximum depreciation rate and continue monthly depreciation rate of 1%.

Thank You