

Financial Presentation

**FOR THE FIRST QUARTER ENDED
SEPTEMBER 30, 2011**



Finance Department

IMC Key Highlights for 1st Quarter

1. Quarter began with:
 - Disruption caused by the Eastern Japan earthquake;
 - Heavy rain flooding in southern Sindh;
 - Poor law and order situation;
 - Frequent power outages; and
 - Depreciation of Pak Rupee against Japanese ¥ of around 7% during the quarter only.
2. Despite the above challenges, IMC outperformed during the quarter;
3. Sales volume of CKD and CBU increased by 7%;
4. Production was under pressure due to supply limitations, however, still managed to increase production by 4% against last year period;
5. Introduced the first Corolla, Ecotec Xli/Gli, with a factory fitted CNG system.

Indus Motor Company

Financial Summary

For the Quarter ended September 11

Units sold

- Own Manufactured	No.	12,820	11,792	9%
- CBUs	No.	154	322	-52%

Units Produced

No.	12,632	12,186	4%
-----	--------	--------	----

Net revenues

Rs in Million	17,146	14,344	20%
---------------	--------	--------	-----

Profit Before Tax

Rs in Million	1,407	949	48%
---------------	-------	-----	-----

Net Income

Rs in Million	937	577	62%
---------------	-----	-----	-----

Return on Equity

6.6%	4.0%	62%
------	------	-----

Manpower Strength

No.	2,258	1,981	14%
-----	-------	-------	-----

Per Share Data

Earnings (EPS)

Rs	11.9	7.3	62%
----	------	-----	-----

Shareholder's Equity

Rs.	182	157	16%
-----	-----	-----	-----

At Period end

Total Assets

Rs in Million	30,508	26,835	14%
---------------	--------	--------	-----

Share holders' Equity

Rs in Million	14,271	14,120	1%
---------------	--------	--------	----

Share Performance

Price per Share

Rs.	200.31	232.88	-14%
-----	--------	--------	------

Market Capitalization

Rs in Million	15,744	18,304
---------------	--------	--------

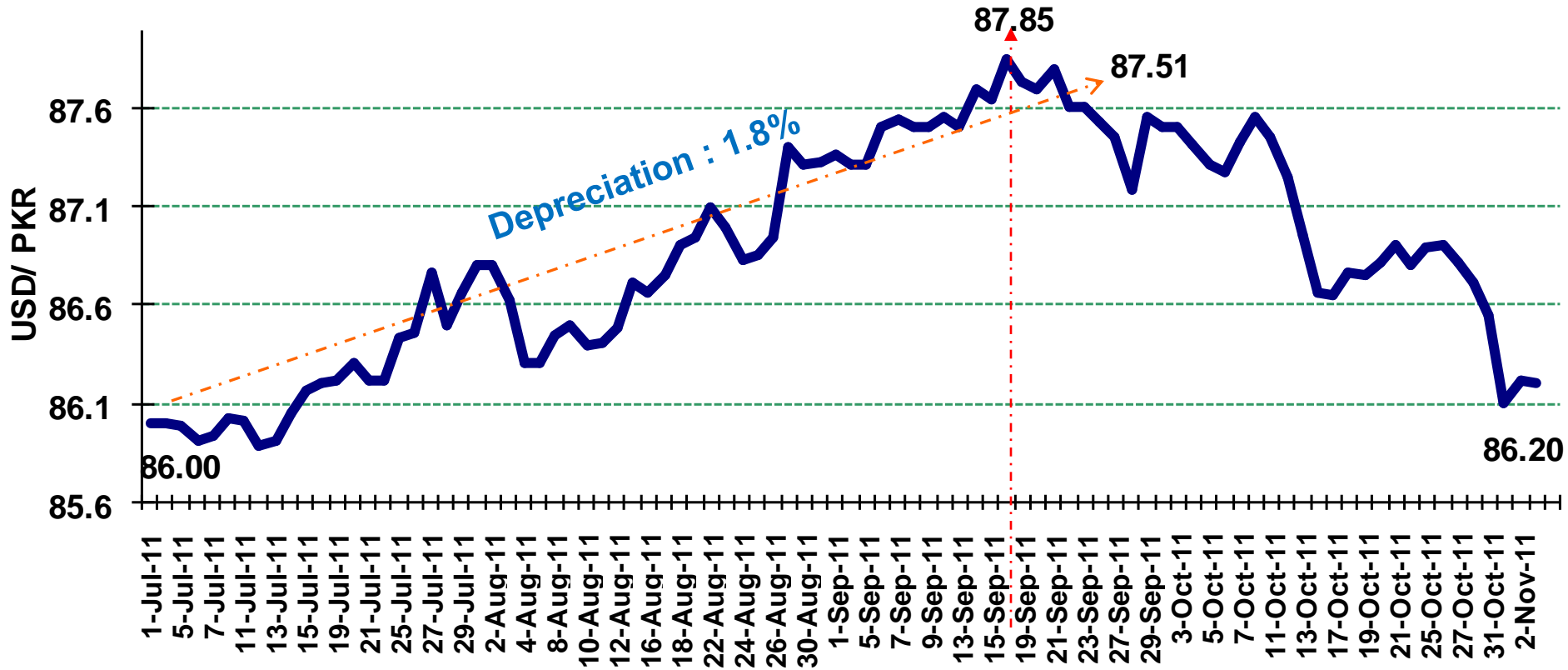
Quarter Ended

Sept 11

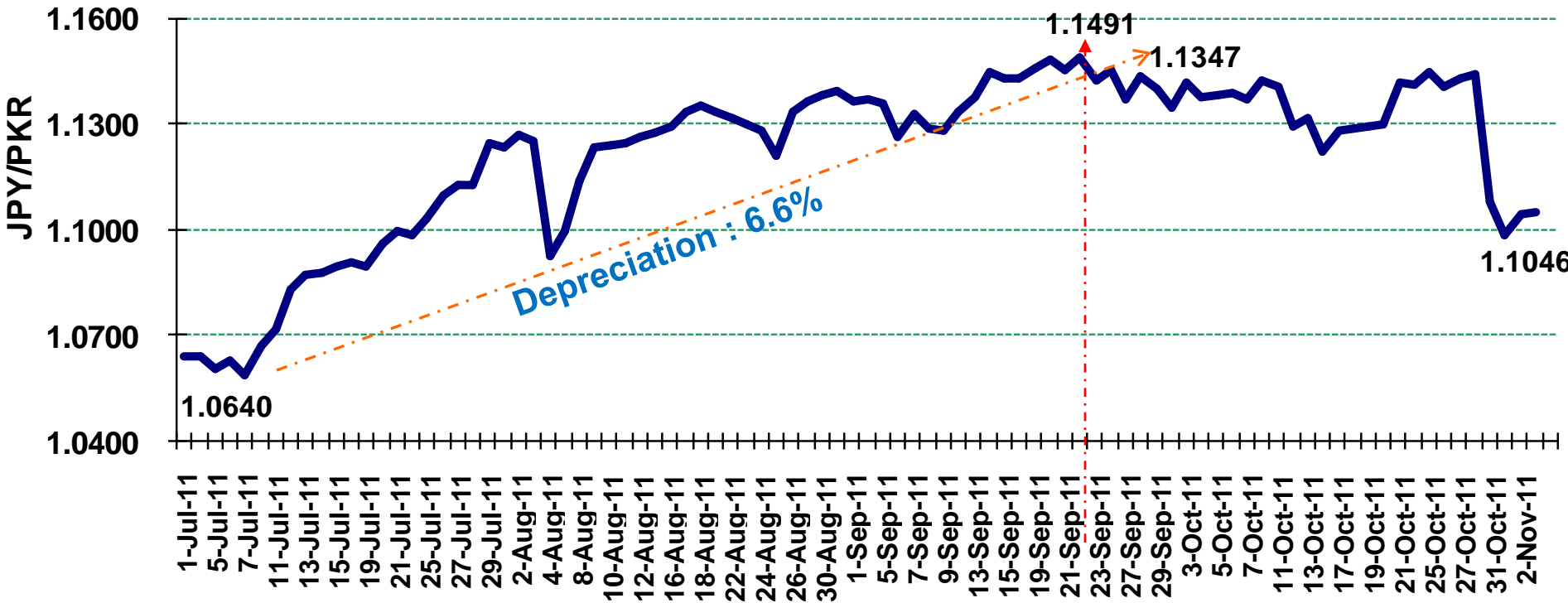
Sept 10

% Change
2011 Vs 2010

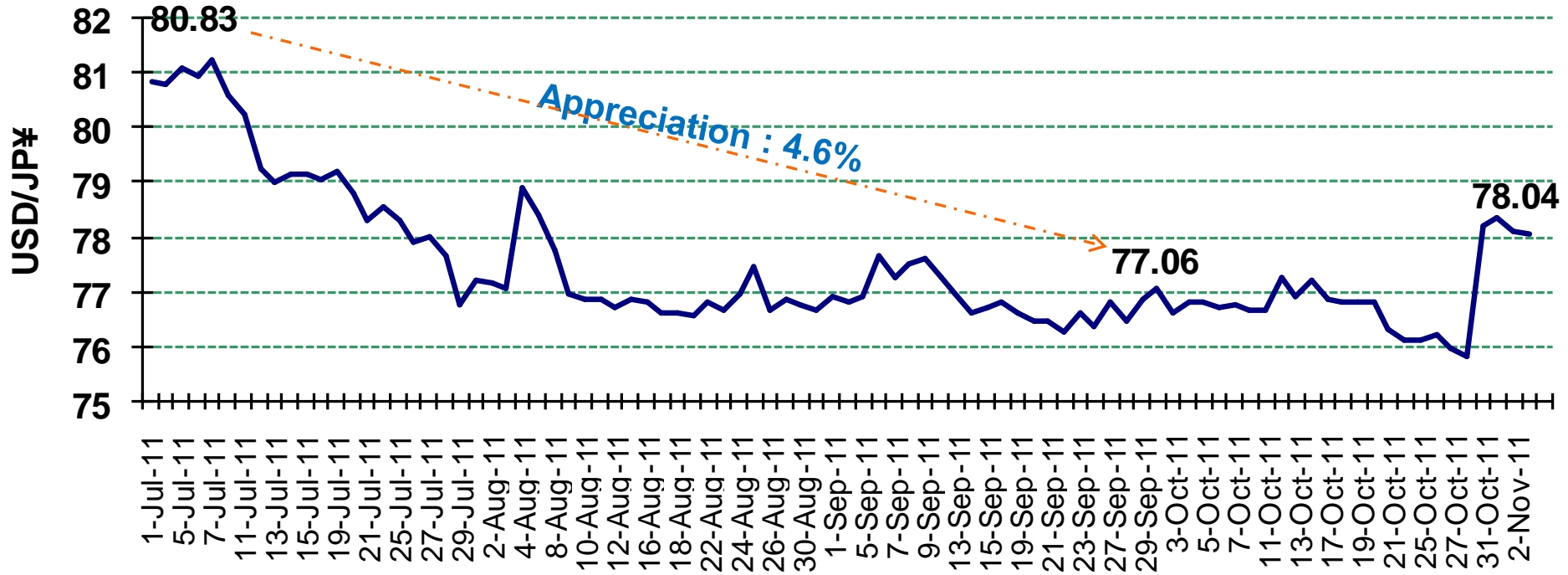
US \$ TO RUPEE MOVEMENT



¥ YEN TO RUPEE MOVEMENT



US\$ TO ¥ YEN MOVEMENT



Business Outlook for 2nd Quarter

1. Uncertain economic and political environment impacts;
2. Calendar end phenomenon will have impacts on volume;
3. Fallout of the recent floods on the agricultural income;
4. Rupee depreciation to keep margins under pressure;
5. Impacts of massive flood disaster in Thailand, thereby having potential affects on parts supplies;
6. Discontinuation of Daihatsu Cuore from CKD lineup; and
7. Focused remains at improving operational efficiencies and pursuing localization.

Issues Facing Auto Industry

- Level Playing Field to local manufacturer and commercial importers
- Current AIDP expires June 30, 2012; stakeholders dialogue on new policy framework in progress
- Further relaxation in Used Car imports-strong lobby 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

Thank You