

INDUS MOTOR COMPANY LTD.

28th August 2018

The General Manager,
Pakistan Stock Exchange Limited
Stock Exchange Building,
Stock Exchange Road,
Karachi-74000
(Tel: 32439618/35274381)

Subject: **Financial Results for the year ended June 30, 2018**

Dear Sir,

We have to inform you that the Board of Directors of our company in their meeting held on Tuesday, August 28, 2018 at 10:00 a.m. at Karachi, recommended the following:

1) CASH DIVIDEND

An final Cash Dividend for the year ended June 30, 2018 at Rs. 45/= per share i.e. 450%. This is in addition to the combined Interim Cash Dividend of 950% i.e. Rs. 95 per share (First Interim Dividend of 300%, Second interim Dividend of 325% and Third Interim dividend of 325%, already paid).

2) FINANCIAL RESULTS

The Financial results of the Company are as follows.

| STATEMENT OF PROFIT OR LOSS FOR THE YEAR ENDED JUNE 30, 2018 | 2018 | 2017 |
|---|------------------------------|--------------|
| | ----- (Rupees in '000) ----- | |
| Net sales | 140,207,524 | 112,271,656 |
| Cost of sales | (115,830,771) | (92,449,955) |
| Gross profit | 24,376,753 | 19,821,701 |
| Distribution expenses | (1,283,889) | (1,227,647) |
| Administrative expenses | (1,523,800) | (1,053,340) |
| Other operating expenses | (193,620) | (176,918) |
| | (3,001,309) | (2,457,905) |
| | 21,375,444 | 17,363,796 |
| Workers' Profit Participation Fund and Workers' Welfare Fund | (1,704,557) | (1,418,456) |
| | 19,670,887 | 15,945,340 |
| Other income | 3,900,685 | 3,593,425 |
| | 23,571,572 | 19,538,765 |
| Finance cost | (572,406) | (397,998) |
| Profit before taxation | 22,999,166 | 19,140,767 |
| Taxation | (7,227,306) | (6,139,502) |
| Profit after taxation | 15,771,860 | 13,001,265 |
| | ----- (Rupees) ----- | |
| Earnings per share - basic and diluted | 200.66 | 165.41 |

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3) PRICE-SENSITIVE INFORMATION

In its pursuit of continuous improvement, the Company is making efforts to reduce lead time of vehicles through various measures including debottlenecking of plant, improving production efficiency and working beyond normal working hours. While considering the sustained growth in demand and overall market, the Board of Directors have approved an amount of Rs 3.3 Billion for capital expenditure, to increase the manufacturing productivity, which will enhance the annual normal vehicle production capacity to around 76,000 units, on double shift basis, based on average normal working hours in a financial year. The investment is planned to be made in various production areas to debottleneck and improve efficiency and productivity, which will yield benefits during the financial year 2020-21.

The Annual General Meeting of the Company will be held on Tuesday, October 16, 2018 at 9:00 a.m. at the Institute of Chartered Accountants of Pakistan situated at Chartered Accountants Avenue, Clifton, Karachi.

The above entitlement will be paid to the shareholders whose names will appear in the Register of the members on **October 8, 2018**.

The Share Transfer Books of the Company will be closed from **October 9, 2018 to October 16, 2018** (both days inclusive). Transfers received at the Company's Share Registrar at "M/s. Central Depository Company of Pakistan Limited, CDC House, 99-B, Block 'B', S.M.C.H.S. Main Shahrah-e-Faisal, Karachi-74400, Pakistan (Tel: (92-21) 34326053, 111-111-500, 0800-23275, Email: info@cdcpak.com" at the close of business on **October 8, 2018** will be treated in time for the purpose of above entitlement to the transferees.

The Annual Report of the Company will be transmitted through PUCARS atleast 21 days before holding of Annual General Meeting.

Thanking you,

Yours Sincerely,
For **INDUS MOTOR COMPANY LIMITED**



Muhammad Arif Anzer
Company Secretary