

## Result announcement 4QFY22

### Automobile Assemblers

## Indus Motor Company Limited

**Earnings:** Indus Motor Company Limited (INDU) announced its financial result for 4QFY22. As per the result announcement, the Company reported earnings of PKR 509mn (PKR 6.5/share) during 4QFY22 compared to PKR 4,398mn (PKR 56.0/share), a decline of 88%, in the same period last year. However, on a quarterly basis earnings are down by 90%q.

**Dividends/Payouts:** INDU announced final cash dividend of PKR 3.25/share along with the result bringing total cash payout for FY22 to PKR 93.8/share compared to PKR 103.5/share last year.

**Operating performance:** During the period under review, the Company reported net sales of PKR 72.10bn, an increase of 50.1%, mainly due to higher prices and sales volume. Gross profit margins took a hit during the quarter arriving at 1.2% compared to 12% recorded during 4QFY21 (3QFY22: 7.7%). Moreover, INDU recorded operating costs (including admin and distribution costs) of PKR 1.6bn, up by 50%. EBIT during the period under review came at PKR 4.3bn (decline of 33%). In addition, the Company booked higher effective tax charge to the tune of 87% during 4QFY22 (3QFY22: 27.4%) compared to 30.3% in the same period last year.

Exhibit: Financial highlights Indus Motor Company Limited (INDU)							
Latest result published for: 4q/22a							
in PKRmn -- Period End: Jun	FY22a	4q/22a	3q/22a	2q/22a	1q/22a	FY21a	4q/21a
Net Sales	275,506	72,098	68,223	69,633	65,552	179,162	48,002
Gross Profit	18,404	837	5,231	5,264	7,072	16,654	5,896
Distribution Expense	2,124	878	372	418	456	1,619	653
Administrative Expense	2,219	701	590	463	466	1,465	402
EBIT	25,567	4,299	7,082	6,474	7,712	18,333	6,412
Finance Cost	114	38	17	30	29	134	54
Taxation	9,651	3,751	1,947	1,694	2,258	5,371	1,959
Profit After Tax	15,802	509	5,118	4,750	5,425	12,829	4,398
EPS	201.0	6.5	65.1	60.4	69.0	163.2	56.0
DPS	93.8	3.3	26.0	30.0	34.5	103.5	36.5
Gross Profit Margins	6.7%	1.2%	7.7%	7.6%	10.8%	9.3%	12.3%
EBIT Margins	9.3%	6.0%	10.4%	9.3%	11.8%	10.2%	13.4%
Effective tax Rate	37.6%	86.5%	27.4%	26.0%	29.2%	29.1%	30.3%
Net Margins	5.7%	0.7%	7.5%	6.8%	8.3%	7.2%	9.2%
Source: IGI Research, Company Financials				No of Shares (mn): 78.6			

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