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INDU: 3QFY26 EPS clock in at PKR 85, up by 2% YoY, DPS PKR 51

Indus Motor Company Limited

PSX: INDU | Bloomberg: INDU PA | Reuters: INDM.PSX

- INDU announced its 3QFY26 results today, where the company reported an EPS of PKR 85, up by 2% YoY. This takes 9MFY26 EPS to PKR 247 reflecting a 17% YoY increase. Along with the result, the company announced an interim cash dividend of PKR 51/share, taking the cumulative 9MFY26 interim cash dividend to PKR 148/share.
- Net sales for 3QFY26 clocked in at PKR 72.78bn, up 20% YoY and 27% QoQ, driven by higher volumes amid improved auto financing due to lower interest rates and strong demand for sedans, Total sales stood at 12,750 units in 3QFY26, up 54% YoY and a 19% QoQ.
- Sedan segment sales clocked in at 10,325 units in 3QFY26, increasing by 63% YoY and 14% QoQ. Meanwhile, SUV and Pickup sales stood at 2,425 units, reflecting down 11% YoY but up 53% QoQ.
- Gross profit is increased by 10% YoY for 3QFY26 however, gross margin declined by 8 ppts YoY due to higher input cost.
- We maintain our 'BUY' recommendation on the stock based on our Dec'26 target price (TP) of PKR 2,959/share, which provides a capital upside of 46% along with a dividend yield of 9%.

Key Data

PSX Ticker	INDU
Target Price (PKR)	2,959
Current Price (PKR)	2,020
Upside/(Downside) (%)	46%
Dividend Yield (%)	9%
Total Return (%)	55%
12-month High (PKR)	2,430
12-month Low (PKR)	1,685
Outstanding Shares (mn)	78.6
Market Cap (PKR mn)	158,772

Source: PSX, Akseer Research

Financial (PKR mn)	3QFY25	3QFY26	YoY	9MFY25	9MFY26	YoY
Sales	60,653	72,782	20%	145,532	191,978	32%
Cost of goods sold	50,385	61,471	22%	123,572	162,576	32%
Gross profit	10,268	11,311	10%	21,960	29,402	34%
Distribution expenses	577	478	-17%	1,468	1,679	14%
Administrative expenses	851	944	11%	2,322	2,878	24%
Other operating expenses	96	111	16%	250	294	18%
Operating Profit	8,744	9,778	12%	17,920	24,552	37%
WPPF & WWF	667	939	41%	1,493	2,261	51%
Other Income	2,791	2,809	1%	10,974	11,027	0%
Financial charges	73	52	-28%	173	184	6%
Profit before tax	10,796	10,796	11,597	27,228	33,134	22%
Taxation	4,199	4,199	4,899	10,675	13,734	29%
Profit after tax	6,597	6,597	6,698	16,553	19,399	17%
EPS	84	85	2%	211	247	17%
DPS	50	51		126	148	

Source: Company Accounts, Akseer Research

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Rating	Expected Total Return
Buy	Greater than or equal to +15%
Hold	Between -5% and +15%
Sell	Less than or equal to -5%

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