

# Indus motors

[Business](#), [Employment](#)



Indus Motor Company (IMC) is a joint venture between the House of Habib , Toyota Motor Corporation Japan (TMC) , and Toyota Tsusho Corporation Japan (TTC) for assembling, progressive manufacturing and marketing of Toyota vehicles in Pakistan since July 01, 1990. IMC is engaged in sole distributorship of Toyota and Daihatsu Motor Company Ltd. vehicles in Pakistan through its dealership network. The company was incorporated in Pakistan as a public limited company in December 1989 and started commercial production in May 1993. The shares of company are quoted on the stock exchanges of Pakistan.

Toyota Motor Corporation and Toyota Tsusho Corporation have 25 % stake in the company equity. The majority shareholder is the House of Habib. IMC's production facilities are located at Port Bin Qasim Industrial Zone near Karachi in an area measuring over 105 acres. Indus Motor company's plant is the only manufacturing site in the world where both Toyota and Daihatsu brands are being manufactured. Heavy investment was made to build its production facilities based on state of art technologies. To ensure highest level of productivity world-renowned Toyota Production Systems are implemented.

IMC's Product line includes 6 variants of the newly introduced Toyota Corolla, Toyota Hilux Single Cabin 4x2 and 4 versions of Daihatsu Cuore. We also have a wide range of imported vehicles. Corporate Profile| | Our Profile Indus Motor Company Private Limited, (trade name, Indus Motors) is the top ranking Maruti Dealer in India. The Company having its registered office at Indus House, Chakorathukulam, Calicut and Corporate Office at Thevara,

Kochi was incorporated on 11th July, 1984. The business life of the company is started by starting their 1st Dealership in Calicut in the year 1986.

The sale of Maruti vehicle is soundly boosted by marketing intelligence of the Indus Motors. Indus maintains the No. 1 dealer position continuously for the last five years. Based on the recent business reports, the company delivers one Maruti Car in every 13 minutes. The company will assist the customer from the time of choosing vehicle model, colour, finding the best finance option that suits them. They will constantly keep the customer update about their vehicle status until the delivery of the Vehicle is done.

In case of servicing of vehicles, the company is at their service, with options of collecting vehicle from doorstep and once the works over deliver it back to the customer. They have Maruti on Road Service in case customer's vehicle gets breakdown on the way. Their Maruti skilled technicians will come to the location where and rectify the problem or if it is a major work that has to be attended at the workshop the vehicle will be towed to the nearest Service Station. Our Vision Transform Indus into World Class Dealership Forever No. 1 in India

Delighted customers and Delighted Employees Our Mission We will pursue the development of our financial and human resources through diversified business activities, in an ethical and socially responsible manner and in pace with the advancements of the day. We will uphold a professional code of conduct in the pursuit of our goals and are committed to taking up social responsibilities as a corporate citizen by dedicating a significant share of our

productive surpluses for espousing social causes that would benefit our employees, their families and the society at large.

Chairman ; Managing Director Mr. Abdul Wahab P V, Chairman PEEVEES ; Bridgeway Group of Companies Mr. P V Abdul Wahab is a person who rose from a humble background and now is a dynamic entrepreneur heading the PEEVEES and Bridgeway Group of companies. Today, Mr. Wahab's business portfolio includes a conglomerate spread across India and the Middle East. Besides his business interests, Mr. Wahab is associated with various cultural and social organizations and He Elected unopposed as Member of Parliament (Rajya Sabha) from Kerala for the period from 2004 to 2010.

He is a member of Rajiv Gandhi International Sports Foundation, Malabar Development Board, Malabar Chamber of Commerce and Chairman, Malabar Airport Development Action Committee (MADAC). Besides various distinguished awards, Mr. Wahab was also honoured in House of Commons, London in November 2003.

board of Directors	Sl No	Name	Designation
1	1	Mr. Abdul Wahab P V	Chairman ; Managing Director
2	2	MR. P. A. IBRAHIM HAJI	Vice Chairman
3	3	MR. P. V. MUNEER	Director
4	4	MR. P. V. ALI MUBARAK	Director
5	5	MRS. YASMIN WAHAB	Director
6	6	MR. T P AJITH KUMAR	Director
7	7	MR. T P ANIL KUMAR	Director
8	8	MR. JABER ABDUL WAHAB	Director
9	9	MR. AJMAL ABDUL WAHAB	Director
10	10	MR. P. A. MOHAMMED SHAFI	Director

Values ; Beliefs The enduring belief that their corporate destiny is inextricably entwined with those of the employees and customers carries them towards a profitable and ethical business model.

Quality Policy Customer satisfaction through quality services achieved by



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IMC's Product line includes 6 variants of the newly introduced Toyota Corolla, Toyota Hilux Single Cabin 4x2 and 4 versions of Daihatsu Cuore. We also have a wide range of imported vehicles. VISION AND MISSION IMC's Vision is to be the most respected and successful enterprise, delighting customers with a wide range of products and solutions in the automobile industry with the best people and the best technology". \* The most respected. \* The most successful. \* Delighting customers. \* Wide range of products. \* The best people. \* The best technology. Mission of Toyota is to provide safe & sound journey.

Toyota is developing various new technologies from the perspective of energy saving and diversifying energy sources. Environment has been first and most important issue in priorities of Toyota and working toward creating a prosperous society and clean world. PRESENT PERFORMANCE: Currently the company is performing well in automobile sector of country. Its sales for the year 2003-2004 is 29, 565 units. It has captured the largest automobile market share in the country. It is greatly contributing in human resource development by training and other such activities.

The demand for its products is more than the company's capacity. It has certain advantages upon its competitors like largest market share, customers' liking of its products more than its competitors. The company is continues to maintain a strong commitment towards its Human Resource. To enhance Consumer Satisfaction, extensive training programs were held during the year. Company continuously arrange service campaigns in the cities where its dealerships are present to provide quality service to customers and collect their complaints, suggestions and comments about company.

The company also checks its dealerships continuously for not only maintaining but enhances its standards to give to customers maximum satisfaction. **FUTURE OUTLOOK** With the growth of the economy, political stability and availability of car financing, our automobile market has immense potential. According to some estimates, including that of the Pakistan Automobile Manufacturers Association (PAMA), the demand for passenger cars and light commercial vehicles could grow from 115, 000 units to 160, 000 units by 2006. Investment by the industry could double to Rs 98 billion, employment could grow up from 170, 500 to 290, 000, and the industry's contribution to the national exchequer could jump from the current Rs. 51. 50 billion to Rs. 121 billion. However, for the automobile sector to realize this potential, it needs a clear, consistent and longterm government policy so that automobile manufacturers and vendors, specially our foreign partners, feel confident of making long term investment for future expansion.

The status of our localization program in the post TRIMS era is still unclear even though the Government has applied for an expansion of TRIMS applicability for another two years (up to December 2005). The world is becoming more and more open. We can learn from other countries e. g. India and Thailand, who have adopted policies that not only assist indigenous manufacturing but also make their manufacturing internationally competitive. MANAGEMENT POLICIES Management as a team at Indus Motor Company is committed to comply with the requirements of our Integrated Management System and to endeavor to continuously improve upon it in order to:

Manufacture high Quality Products. Generate Customer Satisfaction. Provide Service to the Society. Maintain MarketLeadership. Identify and avoid/mitigate those environmental aspects which have negative environmental impacts. Comply with all applicable legal, regulatory and other requirements related to Environment, Healthand Safety. Design and maintain facilities, establish systems, provide training and conduct operations in a manner that safeguard people and property.

Identify, evaluate & mitigate health risks related to our operations that potentially affect our employees, contractors and the public.

MANUFACTURING FACILITIES Just in Time spirit implies two opposing forces of providing fast and flexible response to customers, yet building efficient mechanisms and systems that are efficient and waste-free. The concept is to provide the right product and information, at the right time, in the right



amount, in the right manner, while maintaining high standards of efficiency and cost control.

We have to SWOT STRENGTHS WEAKNESSES OPPORTUNITIES THREATS

Strengths: · Qualified and well trained staff · Biggest sale network · Best production plant in the world · Financial Strong · Biggest market share · People Trusted Products · High Quality Products · ISO Certified · Resale value · Customer Care · Customized products · Brand Image · Availability of Spare parts · Best delivery system (Transportations)

Weaknesses · High Price of Products · Political instability · Low per capita income of public · Less overhead rates of competitors · Increasing Prices of Oil Rising inflation

Opportunities · Industry expansion · Technology upgrading · Strong Position \* Market Integration opening up \* Opportunity growing in other countries \* Newly developed Areas/Markets (e. g. Gawader) \* Favorable govt. policies \* Big Market \* Economy is expanding

Threats · Chinese cheaper products challenges · Free Trade & WTO · Strong competition from competitors in near future · Instability of Government · High rate of Taxation · Bad infrastructure

ORGANIZATION HIERARCHY The above chart shows the centralization in the industry.

The main decision comes from the Chairman of the company while Board of Directors approves his decisions and this implement in organization by respective committees. The Board of directors is committed to good corporate governance. The company is managed and supervised responsibly and proper internal controls and risk management policy. Its procedures are in place for efficient and effective operations of the company, safeguarding

of assets of the company. This is compliance with laws and regulations and proper financial reporting in accordance with International Financial Reporting standards. indu