



HINO

المستحق

3<sup>rd</sup> QUARTERLY REPORT 2016





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# Company Information

## BOARD OF DIRECTORS

Mr. Aslam Sanjrani  
Chairman

Mr. Tatsuhei Muto  
Managing Director & Chief Executive Officer

Mr. Yoshihiro Kondo  
Deputy Managing Director

Mr. Takehito Sasaki  
Director Production

Mr. Ghafoor Mirza  
Independent Director

Mr. Mikio Segawa  
Mr. Toyoki Kuno  
Mr. Akihito Yamanaka  
Mr. Takeshi Yasuda

Fahim Aijaz Sabzwari  
Company Secretary

## BANKERS

Allied Bank Limited  
Bank Alfalah Limited  
Bank Al Habib Limited  
Citibank, N.A.  
Habib Bank Limited  
Habib Metropolitan Bank Ltd.  
MCB Bank Limited  
National Bank of Pakistan  
Standard Chartered Bank (Pakistan) Limited  
The Bank of Tokyo-Mitsubishi UFJ, Ltd.  
United Bank Limited

## AUDITORS

A. F. Ferguson & Co., Chartered Accountants

## LEGAL ADVISOR

Sayeed & Sayeed

## REGISTERED OFFICE

D-2, S.I.T.E., Manghopir Road  
P.O.Box No. 10714  
Karachi-75700, Pakistan  
Tel: 111-25-25-25  
Website: [www.hinopak.com](http://www.hinopak.com)  
Email: [info@hinopak.com](mailto:info@hinopak.com)

## SHARE REGISTRAR

Technology Trade (Pvt.) Limited  
Dagia House 241-C, Block-2  
P.E.C.H.S., Off Shahrah-e-Quaideen  
Karachi  
Tel: 34391316-7 & 19, 34387960-61  
Fax: 34391318

## AREA OFFICES

### Lahore

19 KM, Multan Road, Lahore  
Tel: 042-37512003-6  
Fax: 042-37512005  
Email: [hino-lahore@hinopak.com](mailto:hino-lahore@hinopak.com)

### Islamabad

1-D, Unit 14,  
Rehmat Plaza, 2nd Floor  
Blue Area, Islamabad  
Tel: 051-2276234  
Fax: 051-2272268  
Email: [hino-islamabad@hinopak.com](mailto:hino-islamabad@hinopak.com)

### Quetta

Room No. 3  
Kasi Plaza No. 1, Zarghoon Road  
Quetta  
Tel: 081-2452598  
Fax: 081-2451217  
Email: [hino-quetta@hinopak.com](mailto:hino-quetta@hinopak.com)

### Peshawar

Hino Peshawar  
Ring Road, Near Kohat Road Bridge  
Peshawar  
Tel: 091-2322530  
Fax: 091-2322550  
Email: [hino-peshawar@hinopak.com](mailto:hino-peshawar@hinopak.com)

# Directors' Report

For the Nine Months Ended December 31, 2016

## GREETINGS TO THE SHAREHOLDERS!

The total sale of commercial vehicles of all makes in the country in the Oct-Dec quarter of 2016 was 1971 units – 32% higher than in the corresponding quarter of last year.

## SALES

The sale of Hinopak's trucks and buses increased, in line with the market size, to 852 units from 782 units in the corresponding quarter of last year.

## SALES REVENUE

The sales revenue for the quarter is Rs. 4.85 billion and for the nine months of Hinopak's financial year stands at Rs. 16.53 billion - 37% more than Rs. 12.06 billion of the corresponding period of last year. The gross profit in this quarter is Rs. 439 million.

## FINANCE

The finance income for the quarter stands at Rs. 441 million (Rs. 48 million for nine months). The Company closed the cash and cash equivalent at Rs. 1.31 billion.

## PROFIT & LOSS

The profit after tax in the quarter stood at Rs. 449 million as compared to Rs. 283 million of last year's third quarter and the earnings per share is Rs. 36.23 as compared to Rs. 22.82 last year.

## OUTLOOK FOR THE FOURTH QUARTER

Considering improved law and order conditions along with positive macro-economic factors in the Country, Hinopak is confident to further enhance its market share with ever dependable product line and strong after sales support network.

Finally, we are thankful to our customers for their confidence in our products and acknowledge the efforts of our entire Hinopak team including our staff, vendors, dealers and business partners and look forward for their continued support.



Managing Director &  
Chief Executive Officer

Date: January 26, 2017



Chairman

**Condensed Interim Balance Sheet**  
**As At December 31, 2016**

	Note	(Unaudited) December 31, 2016	(Audited) March 31, 2016
(Rupees '000)			
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment	5	2,342,035	2,187,347
Intangible assets		20,646	20,374
Long-term investments		72	72
Long-term loans and advances	6	24,877	13,979
Long-term deposits	7	6,601	6,541
		<u>2,394,231</u>	<u>2,228,313</u>
<b>Current assets</b>			
Stores, spares and loose tools		21,536	19,555
Stock-in-trade		5,165,825	2,769,839
Trade debts	8	454,524	503,964
Loans and advances		113,165	40,510
Trade deposits and prepayments	9	85,113	88,822
Refunds due from the government		604,028	66,866
Other receivables	10	35,931	3,726
Taxation - payments less provision		538,323	271,008
Accrued mark-up		1,259	7,016
Cash and bank balances	11	1,311,602	3,664,707
		<u>8,331,306</u>	<u>7,436,013</u>
<b>Total assets</b>		<u><u>10,725,537</u></u>	<u><u>9,664,326</u></u>
<b>EQUITY AND LIABILITIES</b>			
<b>Share capital and reserves</b>			
Share capital		124,006	124,006
Reserves		2,690,957	2,964,733
		<u>2,814,963</u>	<u>3,088,739</u>
<b>SURPLUS ON REVALUATION OF FIXED ASSETS</b>		1,175,581	1,199,558
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Deferred taxation		77,606	95,808
Staff retirement benefit - obligations		123,999	145,913
		<u>201,605</u>	<u>241,721</u>
<b>Current liabilities</b>			
Trade and other payables	12	6,533,388	5,134,308
<b>Total liabilities</b>		6,734,993	5,376,029
<b>Contingency and commitments</b>	13		
<b>Total equity and liabilities</b>		<u><u>10,725,537</u></u>	<u><u>9,664,326</u></u>

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.



**Managing Director &  
Chief Executive Officer**



**Chairman**

**Condensed Interim Profit And Loss Account  
For The Nine Months Ended December 31, 2016 - (Unaudited)**

	Note	Quarter ended		Nine months ended	
		December 31, 2016	December 31, 2015	December 31, 2016	December 31, 2015
(Rupees '000)					
Sales		4,848,041	4,476,101	16,527,924	12,060,299
Cost of sales		(4,408,720)	(3,841,680)	(14,818,414)	(10,126,270)
Gross profit		439,321	634,421	1,709,510	1,934,029
Distribution costs		(133,151)	(116,833)	(325,262)	(300,380)
Administration expenses		(93,251)	(95,133)	(283,554)	(274,985)
Other income	14	43,324	34,825	196,283	161,048
Other expenses	15	(48,008)	(33,182)	(93,243)	(97,186)
Profit from operations		208,235	424,098	1,203,734	1,422,526
Finance income / (cost)	16	440,563	1,022	48,162	(149,256)
Profit before taxation		648,798	425,120	1,251,896	1,273,270
Taxation	17	(199,470)	(142,124)	(436,325)	(452,275)
Profit after taxation		449,328	282,996	815,571	820,995
Other comprehensive income / (loss)					
Items that will not be reclassified to Profit or Loss					
Loss on remeasurement of post employment benefits obligations - net of tax		-	-	-	-
Total comprehensive income		449,328	282,996	815,571	820,995
Earnings per share - basic and diluted		Rs. 36.23	Rs. 22.82	Rs. 65.77	Rs. 66.21

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.



**Managing Director &  
Chief Executive Officer**



**Chairman**

**Condensed Interim Cash Flow Statement**  
**For The Nine Months Ended December 31, 2016 - (Unaudited)**

	Note	December 31, 2016	December 31, 2015
(Rupees '000)			
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash generated from operations	18	(297,140)	684,498
Mark-up paid on short term borrowings		(76)	(83)
Return on savings and deposit accounts		139,677	139,035
Income taxes paid - net		(721,842)	(607,716)
Retirement benefits obligations paid		(65,587)	(11,848)
Increase in long-term deposits		(60)	(625)
(Increase) / Decrease in long-term loans and advances		(10,898)	650
Net cash generated from operating activities		(955,926)	203,911
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Fixed capital expenditure incurred		(296,091)	(215,017)
Purchase of intangible assets		(9,261)	(2,871)
Proceeds from sale of property, plant and equipment		16,609	21,269
Net cash used in investing activities		(288,743)	(196,619)
<b>CASH FLOWS FROM FINANCING ACTIVITY</b>			
Dividend paid		(1,108,436)	(801,875)
Net decrease in cash and cash equivalents		(2,353,105)	(794,583)
Cash and cash equivalents at beginning of the period		3,664,707	2,665,997
Cash and cash equivalents at end of the period		<u>1,311,602</u>	<u>1,871,414</u>

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.



**Managing Director &  
Chief Executive Officer**



**Chairman**



**Condensed Interim Statement Of Changes In Equity  
For The Nine Months Ended December 31, 2016 - (Unaudited)**

	Share Capital	Reserves - Revenue		Fair Value Reserve	Total
		General	Unappropriated profit		
	(Rupees '000)				
Balance at April 1, 2015	124,006	291,000	2,354,689	230	2,769,925
Dividend for the year ended March 31, 2015 @ Rs. 64.91 per share	-	-	(804,922)	-	(804,922)
Transferred from surplus on revaluation of fixed assets on account of incremental depreciation - net of tax	-	-	11,656	-	11,656
Profit for the period	-	-	820,995	-	820,995
Other comprehensive income	-	-	-	-	-
Total comprehensive income	-	-	820,995	-	820,995
<b>Balance at December 31, 2015</b>	<b>124,006</b>	<b>291,000</b>	<b>2,382,418</b>	<b>230</b>	<b>2,797,654</b>
Balance at April 1, 2016	124,006	291,000	2,673,733	-	3,088,739
Dividend for the year ended March 31, 2016 @ Rs. 89.78 per share	-	-	(1,113,324)	-	(1,113,324)
Transferred from surplus on revaluation of fixed assets on account of incremental depreciation - net of tax	-	-	23,977	-	23,977
Profit for the period	-	-	815,571	-	815,571
Other comprehensive income	-	-	-	-	-
Total comprehensive income	-	-	815,571	-	815,571
<b>Balance at December 31, 2016</b>	<b>124,006</b>	<b>291,000</b>	<b>2,399,957</b>	<b>-</b>	<b>2,814,963</b>

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.



**Managing Director &  
Chief Executive Officer**



**Chairman**

## **Notes To And Forming Part Of The Condensed Interim Financial Information For The Nine Months Ended December 31, 2016 - (Unaudited)**

### **1. GENERAL INFORMATION**

Hinopak Motors Limited is incorporated in Pakistan as a public limited company and is listed on Pakistan Stock Exchange.

The Company's principal activity is the assembly, progressive manufacturing and sale of Hino buses and trucks. The registered office of the Company is at D-2, S.I.T.E., Manghopir Road, Karachi.

The Company is a subsidiary of Hino Motors Limited Japan and the ultimate parent of the Company is Toyota Motors Corporation Japan.

This condensed interim financial information does not include all the information required for full financial statements and should be read in conjunction with the annual financial statements as at and for the year ended March 31, 2016.

This condensed interim financial information has been reviewed, not audited.

### **2. BASIS OF PREPARATION**

This condensed interim financial information of the Company for the nine months ended December 31, 2016 has been prepared in accordance with the requirements of the International Accounting Standard (IAS) 34, Interim Financial Reporting and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 have been followed.

#### **2.1 Changes in accounting standards and interpretations**

##### **a) Standards, interpretations and amendments to published approved accounting standards that are effective and relevant**

IAS 1, 'Presentation of financial statements' aims to improve presentation and disclosure in financial reports by emphasising the importance of understandability, comparability and clarity in presentation.

The amendments provide clarification on number of issues, including:

- Materiality - an entity should not aggregate or disaggregate information in a manner that obscures useful information. Where items are material, sufficient information must be provided to explain the impact on the financial position or performance.
- Disaggregation and subtotals – line items specified in IAS 1 may need to be disaggregated where this is relevant to an understanding of the entity's financial position or performance. There is also new guidance on the use of subtotals.
- Notes – confirmation that the notes do not need to be presented in a particular order.
- Other Comprehensive Income (OCI) - arising from investments accounted for under the equity method - the share of the OCI arising from equity - accounted investments is grouped based on whether the items will or will not subsequently be reclassified to profit or loss. Each group should then be presented as a single line item in the statement of comprehensive income.

The change will impact the disclosures of the Company's financial statements.

## Notes To And Forming Part Of The Condensed Interim Financial Information For The Nine Months Ended December 31, 2016 - (Unaudited)

### b) Standards, interpretations and amendments to published approved accounting standards that are effective but not relevant

There are certain new standards, amendments to the approved accounting standards and new interpretations that are mandatory for accounting periods beginning on or after January 1, 2016, but are considered not to be relevant or have any significant effect on the Company's reporting and are therefore, not disclosed in this condensed interim financial information.

### c) Standards, interpretations and amendments to published approved accounting standards that are not yet effective but relevant

New standards, amendments and interpretations that are mandatory for accounting periods beginning on or after January 1, 2017 are considered not to be relevant to Company's financial statements and hence have not been detailed here.

## 3. ACCOUNTING POLICIES

The accounting policies and the methods of computation adopted in the preparation of this condensed interim financial information are the same as those applied in the preparation of the financial statements for the year ended March 31, 2016.

## 4. ACCOUNTING ESTIMATES, JUDGEMENTS AND FINANCIAL RISK MANAGEMENT

The preparation of condensed interim financial information in conformity with approved accounting standards requires management to make estimates, assumptions and use judgements that affect the application of policies and reported amounts of assets and liabilities and income and expenses. Estimates, assumptions and judgements are continually evaluated and are based on historical experience and other factors, including reasonable expectations of future events. Revisions to accounting estimates are recognised prospectively commencing from the period of revision.

Judgements and estimates made by the management in the preparation of this condensed interim financial information are the same as those that were applied to financial statements as at and for the year ended March 31, 2016.

The Company's financial risk management objectives and policies are consistent with those disclosed in the financial statements as at and for the year ended March 31, 2016.

(Unaudited) December 31, 2016	(Audited) March 31, 2016
(Rupees '000)	

## 5. PROPERTY, PLANT AND EQUIPMENT

Operating fixed assets - note 5.1	2,280,535	2,123,096
Capital work-in-progress	61,500	64,251
	<u>2,342,035</u>	<u>2,187,347</u>

**Notes To And Forming Part Of The Condensed Interim Financial Information  
For The Nine Months Ended December 31, 2016 - (Unaudited)**

5.1 Details of additions to and disposals of operating fixed assets are as follows:

	Additions (at cost)		Disposals (at net book value)	
	Nine months ended			
	Decmeber 31, 2016	Decmeber 31, 2015	Decmeber 31, 2016	Decmeber 31, 2015
	(Rupees ‘000)			
Plant & Machinery	209,181	52,684	-	47
Vehicles	30,056	71,595	13,117	13,532
Building on leasehold land	12,111	28,261	1,989	-
Office and Other equipments	38,342	39,947	47	36
Furniture & Fixtures	1,223	15,199	**296	* -
Electrical Installation	7,928	2,808	-	* -
	298,841	210,494	15,449	13,615

\* Assets disposed off having nil net book value.

\*\* This amount represents furniture and fixtures given as donation to different government schools.

## 6. LONG-TERM LOANS AND ADVANCES

These loans and advances do not carry any mark-up.

## 7. LONG-TERM DEPOSITS

These deposits do not carry any mark-up.

(Unaudited)  
December 31,  
2016  
(Rupees '000)

(Audited)  
March 31,  
2016

## 8. TRADE DEBTS

### Considered good - unsecured

Related party - Indus Motor Company Limited	19,447	26,977
Others	435,077	476,987
	<u>454,524</u>	<u>503,964</u>

### Considered doubtful

Others	17,622	21,327
	<u>472,146</u>	<u>525,291</u>

Less: Provision for doubtful debts - note 8.1	(17,622)	(21,327)
	<u>454,524</u>	<u>503,964</u>

8.1 Balance at beginning of the period	21,327	30,679
(Reversal) / charge during the period	(3,705)	1,381
Written off against provision	-	(10,733)
Balance at end of the period	<u>17,622</u>	<u>21,327</u>

**Notes To And Forming Part Of The Condensed Interim Financial Information  
For The Nine Months Ended December 31, 2016 - (Unaudited)**

**9. TRADE DEPOSITS AND PREPAYMENTS**

These deposits and prepayments do not carry any mark-up.

**10. OTHER RECEIVABLES**

This includes amount receivable from Toyota Tsusho Corporation, Japan - associated company amounting to Rs. 26.03 million.

(Unaudited) December 31, 2016	(Audited) March 31, 2016
(Rupees '000)	

**11. CASH AND BANK BALANCES**

Balances with banks:

- on term deposit accounts	550,000	2,725,000
- on current accounts	41,096	88,450
- on PLS savings accounts	720,223	730,244
Cheques in hand	-	120,757
Cash in hand	283	256
	<u>1,311,602</u>	<u>3,664,707</u>

**11.1** All bank accounts are maintained under conventional banking system.

**12. TRADE AND OTHER PAYABLES**

**12.1** These include bills payable to Toyota Tsusho Corporation, Japan - associated company amounting to Rs. 2,885 million (March 31, 2016: Rs. 1,968 million) and advances from customers amounting to Rs. 2,282 million (March 31, 2016: Rs. 1,287 million).

**13. CONTINGENCY AND COMMITMENTS**

**13.1 Contingency**

There has been no change in the status of contingency as reported in the financial statements for the year ended March 31, 2016.

**13.2 Commitments**

Commitments for capital expenditures as at December 31, 2016 amounted to Rs. 10.63 million (March 31, 2016: Rs. 96.83 million).

The facilities for opening the letter of credit and guarantees as at December 31, 2016 amounted to Rs. 10.41 billion (March 31, 2016: Rs. 8.58 billion) of which the amount remaining unutilised as at December 31, 2016 was Rs. 4.85 billion (March 31, 2016: Rs. 5.15 billion).

**Notes To And Forming Part Of The Condensed Interim Financial Information  
For The Nine Months Ended December 31, 2016 - (Unaudited)**

December 31,      December 31,  
2016                      2015  
(Rupees '000)

**14. OTHER INCOME**

**Income from financial assets**

Return on PLS savings accounts	31,900	60,825
Return on deposit accounts	102,020	70,526
	<u>133,920</u>	<u>131,351</u>

**Income from non-financial assets**

Gain on disposal of non-current assets	1,456	7,654
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**Others**

Scrap sales	12,725	17,682
Commission from an associated company	46,367	1,612
Liabilities no longer required written back	127	376
Others	1,688	2,373
	<u>60,907</u>	<u>22,043</u>
	<u>196,283</u>	<u>161,048</u>

**15. OTHER EXPENSES**

Donations	996	3,366
Workers' Profits Participation Fund	67,209	68,355
Workers' Welfare Fund	25,038	25,465
	<u>93,243</u>	<u>97,186</u>

**16. FINANCE (INCOME) / COST**

Mark-up on short-term borrowings	76	84
Exchange (gain) / loss - net	(59,975)	140,760
Bank charges and others	11,737	8,412
	<u>(48,162)</u>	<u>149,256</u>

**16.1** The Company does not deal in any foreign currency derivative products for hedging and trading purposes.

**17. TAXATION**

**17.1** This includes a prior year charge of super tax amounting to Rs. 49.6 million (2015: Rs. 45.6 million) imposed for rehabilitation of temporarily displaced persons under section 4B of the Income Tax Ordinance, 2001 (as inserted by Finance Act 2016).

**Notes To And Forming Part Of The Condensed Interim Financial Information  
For The Nine Months Ended December 31, 2016 - (Unaudited)**

December 31,      December 31  
2016                      2015  
(Rupees '000)

**18. CASH GENERATED FROM OPERATIONS**

Profit before taxation	1,251,896	1,273,270
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**Add / (Less): Adjustments for  
non cash charges and other items**

Depreciation and amortisation	134,943	110,167
Gain on disposal of operating fixed assets	(1,160)	(7,654)
Retirement benefits charge	43,673	38,487
Mark-up on short-term borrowings	76	83
Income on PLS savings and deposit accounts	(133,920)	(131,351)
Profit before working capital changes	1,295,508	1,283,002

**Effect on cash flow due to working capital changes**

(Increase) / decrease in current assets

Stores, spares and loose tools	(1,981)	14,964
Stock-in-trade	(2,395,986)	(2,594,572)
Trade debts	49,440	772,871
Loans and advances	(72,655)	(32,848)
Trade deposits and prepayments	3,709	(35,361)
Refunds due from the government	(537,162)	(291,685)
Other receivables	(32,205)	33,963
	(2,986,840)	(2,132,668)
Increase in trade and other payables	1,394,192	1,534,164
	(1,592,648)	(598,504)
	(297,140)	684,498

**Notes To And Forming Part Of The Condensed Interim Financial Information  
For The Nine Months Ended December 31, 2016 - (Unaudited)**

**19. TRANSACTIONS WITH RELATED PARTIES**

Details of transactions with the related parties during the period are as follows:

		December 31, 2016	December 31, 2015
		(Rupees '000)	
Relationship	Nature of transactions		
i. Holding company	- Dividend paid	660,571	477,586
	- Purchase of goods	415,504	372,558
	- Royalty charge	186,818	167,685
	- Purchase of property, plant and equipment	-	1,181
	- Technical assistance fee	3,488	2,229
ii. Associated companies	- Purchase of goods and services	11,763,035	7,982,310
	- Sale of goods	364,790	353,260
	- Dividend paid	330,286	238,793
	- Purchase of property, plant and equipment	72,659	14,320
	- Commission earned	46,367	1,612
iii. Staff retirement funds	- Payments to retirement benefits plans	84,166	31,696
iv. Key Management Personnel	- Salaries and other employee benefits	31,443	28,190
	- Consultancy / meeting fee	2,925	2,245

**20. DATE OF AUTHORISATION FOR ISSUE**

This condensed interim financial information was approved and authorised for issue by the Board of Directors of the Company on January 26, 2017.



**Managing Director &  
Chief Executive Officer**



**Chairman**



**Notes To And Forming Part Of The Condensed Interim Financial Information  
For The Nine Months Ended December 31, 2016 - (Unaudited)**

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Relationship	Nature of transactions	December 31, 2016	December 31, 2015
		(Rupees '000)	
i. Holding company	- Dividend paid	660,571	477,586
	- Purchase of goods	415,504	372,558
	- Royalty charge	186,818	167,685
	- Purchase of property, plant and equipment	-	1,181
	- Technical assistance fee	3,488	2,229
ii. Associated companies	- Purchase of goods and services	11,763,035	7,982,310
	- Sale of goods	364,790	353,260
	- Dividend paid	330,286	238,793
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	- Commission earned	46,367	1,612
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Managing Director &  
Chief Executive Officer

Chairman

Chairman



# ڈائریکٹر رپورٹ

برائے دسمبر 31، 2016 کو اختتام پذیر ہونے والے نو مہینے

حصص یافتگان کو تسلیمات!

ملک بھر میں فروخت کی جانے والی تمام تر برانڈز کی کمرشل وپیکل کی فروختگی کا کل حجم رواں سہ ماہی (اکتوبر - دسمبر) کے دوران 1971 یونٹس رہا جو کہ گذشتہ سال کی اس سہ ماہی سے 32% زیادہ رہا۔

فروخت

قومی منڈی میں ہونے والی اضافہ کے ساتھ ساتھ رواں سہ ماہی ہینو پاک کے ٹرک اور بسوں کی فروختگی میں بھی اضافہ دیکھا گیا۔ گذشتہ سال اسی سہ ماہی کی 782 یونٹس کی فروخت کے بمقابلہ رواں سہ ماہی یہ فروخت 852 یونٹس تک جا پہنچی۔

فروخت سے حاصل شدہ آمدنی

رواں سہ ماہی فروخت سے حاصل ہونے والی آمدنی 4.85 بلین، نو مہینوں میں یہ 16.53 بلین روپے رہی جو کہ گذشتہ سال نو مہینوں کی 12.06 بلین روپے کی آمدنی سے 37% زیادہ ہے۔ رواں سہ ماہی خالص منافع 439 بلین روپے رہا۔

مالیاتی اخراجات (فنانس کاسٹ)

رواں سہ ماہی مالیاتی آمدنی 441 بلین روپے رہی (نو مہینوں میں 48 بلین روپے)۔ کمپنی کا نقد اور مساوی نقد 1.31 بلین روپے پر بند ہوا۔

نفع اور نقصان

رواں سہ ماہی بعد از ٹیکس منافع 449 بلین روپے رہا جو کہ گذشتہ سال کی تیسری سہ ماہی کے دوران 283 بلین روپے تھا اور رواں سال فی حصص آمدنی گذشتہ سال کی 22.82 روپے کے بمقابلہ 36.23 روپے رہی۔

آخری سہ ماہی کا پیش منظر

قانونی و انتظامی اور معاشی صورتحال کو مد نظر رکھتے ہوئے، اپنی بھروسہ مند پروڈکٹ لائن اور مضبوط بعد از فروخت سروس فراہم کرنے والے نیٹ ورک کے ساتھ، ہینو پاک اپنے مارکیٹ شیئر کو مزید بڑھانے کے لئے پراعتماد ہے۔

اور آخر میں ہم اپنے کسٹمرز کے ہماری مصنوعات پر اعتماد رکھنے کیلئے مشکور ہیں اور ہم اپنے تمام اسٹیک ہولڈرز بشمول ہمارے ملازمین سپلائرز، ڈیلرز اور بزنس پارٹنرز کی کاوشوں کو سراہتے ہیں۔

武藤

تنسو ہی موتو

مینجنگ ڈائریکٹر اینڈ سی ای او

محمد اسلم سنجرائی

چیئر مین

مؤرخہ 26 جنوری 2017ء





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