

# 1st Quarterly Report 2019



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## COMPANY INFORMATION

### Board of Directors

Mr. Muhammad Aslam Sanjrani  
Chairman

Mr. Yoshihiko Nanami  
President & Chief Executive Officer

Mr. Shigeru Tsuchiya  
Director & Executive Vice President

Mr. Takehito Sasaki  
Director & Vice President

Mr. Mushtaq Malik  
Independent Director

Mr. Shuichi Kaneko  
Mr. Satoshi Sase  
Mr. Koji Nagata  
Mr. Masato Nishihara

Syed Junaid Ali  
Company Secretary

### BANKERS

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

### AUDITORS

A.F. Ferguson & Co. Chartered Accountants

### LEGAL ADVISOR

Sayeed & Sayeed

### REGISTERED OFFICE

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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

M/s. FAMCO Associates (Pvt.) Ltd,  
8-F, Near Hotel Faran, Nursery, Block 6,  
P.E.C.H.S., Shahra-e-Faisal, Karachi  
Tel: 021-34380101-05,  
Fax: 021-34380106  
E-mail: [info.shares@famco.com.pk](mailto:info.shares@famco.com.pk)

### AREA OFFICES

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19 KM, Multan Road, Lahore  
Tel: 042-37512003-6  
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Rehmat Plaza, 2nd Floor  
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#### Quetta

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Zarghoon Road, Quetta  
Tel: 081 - 2869174  
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#### Peshawar

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Ring Road, Near Kohat Road Bridge, Peshawar  
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# DIRECTORS' REPORT

For The Quarter Ended June 30, 2019

## GREETINGS TO THE SHAREHOLDERS!

The total sale of commercial vehicles of all makes in the country in the Apr-Jun quarter of 2019 was 1450 units - 50% lower than in the corresponding quarter of last year.

## SALES

The sale of Hinopak's trucks and buses decreased to 380 units from 980 units in the corresponding quarter of the last year.

## SALES REVENUE

The sales revenue for the quarter decreased to Rs. 3.31 billion from Rs. 6.66 billion, whereas the gross profit decreased to Rs. 16 million as compared to Rs. 494 million in the corresponding quarter of last year.

## FINANCE COST

The finance cost stood at Rs. 405 million (including net exchange loss of Rs. 177 million) in comparison with the finance cost of Rs. 93 million (including net exchange loss of Rs. 87 million) in the corresponding quarter of the last year.

The short term borrowing of the company stood at Rs. 6 billion.

## PROFIT & LOSS

The loss after tax stood at Rs. 608 million compared to profit of Rs. 119 million in the last year's corresponding quarter leading to loss per share of Rs. 48.99. Last year it stood at Rs. 9.61 earnings per share.

## FUTURE OUTLOOK:

In the recently introduced Budget 2019, the Government imposed an additional custom duty on Completely Knocked Down (CKD) units used for commercial vehicles, this will further increase the cost in addition to the cost impact due to soaring US Dollar parity against Pak rupee.

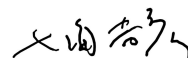
Moving forward, a lot will depend on PKR / Dollar parity and improvement in macro-economic factors of the country, in the current fiscal year government spending in the infrastructure projects may increase the overall size of the commercial vehicle market. Despite all the pressures, the management is making all out efforts to gain momentum in the sales volumes.

Finally, we would like to appreciate the co-operation received from customers for their continued benefaction of our products. We also acknowledge efforts of entire Hinopak team, including our staff, vendors, dealers and all business partners for their untiring efforts.



Director

Date: July 29, 2019



Chief Executive Officer

1st Quarterly Report 2019

**CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION**  
**AS AT JUNE 30, 2019**

	Note	(Unaudited) June 30, 2019	(Audited) March 31, 2019
(Rupees '000)			
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment	5	3,129,844	3,127,741
Intangible assets		6,168	7,769
Long-term loans and advances	6	24,483	24,675
Long-term deposits	7	8,247	8,112
Staff retirement benefit - prepayment		-	17,190
		<u>3,168,742</u>	<u>3,185,487</u>
<b>Current assets</b>			
Inventories	8	8,067,386	8,038,091
Trade debts	9	835,991	959,682
Loans and advances		57,368	22,545
Trade deposits and prepayments	10	131,401	89,789
Refunds due from the government		1,078,220	1,112,542
Other receivables		437	-
Taxation - payments less provision		872,886	832,857
Cash and bank balances	11	179,675	49,683
		<u>11,223,364</u>	<u>11,105,189</u>
<b>Total assets</b>		<u><b>14,392,106</b></u>	<u><b>14,290,676</b></u>
<b>EQUITY AND LIABILITIES</b>			
<b>SHARE CAPITAL AND RESERVES</b>			
Share capital		124,006	124,006
<b>Capital reserves</b>			
Revaluation surplus on land and building		1,798,049	1,810,044
<b>Revenue reserves</b>			
General reserve		291,000	291,000
Unappropriated profit		739,823	1,335,362
		<u>2,952,878</u>	<u>3,560,412</u>
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Deferred taxation		109,580	116,926
Staff retirement benefits - obligations		174,376	181,388
		<u>283,956</u>	<u>298,314</u>
<b>Current liabilities</b>			
Trade and other payables	12	4,437,707	3,229,967
Short-term borrowings	13	6,210,193	6,766,074
Unclaimed dividend		13,480	13,524
Provisions	14	305,159	309,323
Accrued mark-up		188,733	113,062
		<u>11,155,272</u>	<u>10,431,950</u>
<b>Total liabilities</b>		<u><b>11,439,228</b></u>	<u><b>10,730,264</b></u>
<b>CONTINGENCIES AND COMMITMENTS</b>			
	15		
<b>Total equity and liabilities</b>		<u><b>14,392,106</b></u>	<u><b>14,290,676</b></u>

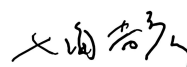
The annexed notes 1 to 22 form an integral part of this condensed interim financial information.



Chief Financial Officer



Director



Chief Executive Officer

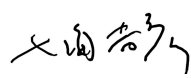
**CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS ACCOUNT & OTHER COMPREHENSIVE INCOME  
FOR THE QUARTER ENDED JUNE 30, 2019 - UNAUDITED**

	Note	Quarter ended	
		June 30, 2019 (Rupees '000)	June 30, 2018
Revenue		3,307,425	6,659,305
Cost of sales		<u>(3,291,558)</u>	<u>(6,165,755)</u>
Gross profit		15,867	493,551
Distribution cost		<u>(87,156)</u>	<u>(98,461)</u>
Administration expenses		<u>(93,130)</u>	<u>(90,523)</u>
Other income	16	6,101	73,084
Other expenses	17	<u>-</u>	<u>(19,514)</u>
(Loss) / Profit from operations		<u>(158,318)</u>	358,137
Finance cost	18	<u>(405,101)</u>	<u>(93,347)</u>
(Loss) / Profit before taxation		<u>(563,419)</u>	264,790
Taxation	19	<u>(44,115)</u>	<u>(145,621)</u>
(Loss) / Profit after taxation		<u>(607,534)</u>	119,169
<b>Other comprehensive (loss) / income for the quarter</b>			
<b>Items that will not be reclassified to Profit or Loss</b>			
Loss on remeasurement of post employment benefits obligations - net of deferred tax		<u>-</u>	<u>-</u>
Total comprehensive income		<u><u>(607,534)</u></u>	<u><u>119,169</u></u>
(Loss) / earnings per share - basic		<u><u>Rs. (48.99)</u></u>	<u><u>Rs. 9.61</u></u>

The annexed notes 1 to 22 form an integral part of this condensed interim financial information.

  
Chief Financial Officer

  
Director

  
Chief Executive Officer

**CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY  
FOR THE QUARTER ENDED JUNE 30, 2019 - (UNAUDITED)**

	Share Capital	Reserves - Revenue		Capital Reserves Revaluation Surplus	Total
		General	Unappropriated Profit		
	(Rupees '000)				
Balance at April 1, 2018	124,006	291,000	3,028,366	1,848,727	5,292,099
Dividend for the year ended March 31, 2018 @ Rs. 69.52 per share	-	-	(862,086)	-	(862,086)
Transferred from surplus on revaluation of fixed assets on account of incremental depreciation - net of tax	-	-	10,969	(10,969)	-
Total comprehensive income for the quarter ended June 30, 2018	-	-	119,169	-	119,169
<b>Balance at June 30, 2018</b>	<b>124,006</b>	<b>291,000</b>	<b>2,296,418</b>	<b>1,837,758</b>	<b>4,549,182</b>
<b>Balance at April 01, 2019</b>	<b>124,006</b>	<b>291,000</b>	<b>1,335,362</b>	<b>1,810,044</b>	<b>3,560,412</b>
Dividend for the year ended March 31, 2019 @ Rs. Nil per share	-	-	-	-	-
Transferred from surplus on revaluation of fixed assets on account of incremental depreciation - net of tax	-	-	11,995	(11,995)	-
Total comprehensive loss for the quarter ended June 30, 2019	-	-	(607,534)	-	(607,534)
<b>Balance at June 30, 2019</b>	<b>124,006</b>	<b>291,000</b>	<b>739,823</b>	<b>1,798,049</b>	<b>2,952,878</b>

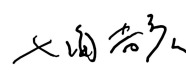
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Chief Financial Officer



Director



Chief Executive Officer

**CONDENSED INTERIM STATEMENT OF CASH FLOWS  
FOR THE QUARTER ENDED JUNE 30, 2019 - (UNAUDITED)**

	Note	June 30, 2019	June 30, 2018
(Rupees '000)			
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash generated from operations	20	<b>987,368</b>	843,859
Mark-up paid on short term borrowing		<b>(144,572)</b>	-
Return on short term deposit and savings accounts		<b>1,440</b>	52,324
Taxes paid		<b>(91,490)</b>	(332,292)
Retirement benefits obligations paid		<b>(9,506)</b>	(19,775)
Decrease in long-term loans and advances		<b>192</b>	1,838
Increase in long-term deposits		<b>(135)</b>	(135)
Net cash generated from operating activities		<b>743,297</b>	545,819
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Fixed capital expenditure incurred		<b>(59,564)</b>	(54,349)
Proceeds from sale of property, plant and equipment		<b>2,184</b>	1,099
Net cash used in investing activities		<b>(57,380)</b>	(53,250)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Net increase in cash and cash equivalents		<b>(44)</b>	(67)
Cash and cash equivalents at the beginning of the period		<b>685,873</b>	492,502
Cash and cash equivalents at the end of the period		<b>(6,716,391)</b>	4,838,879
		<b>(6,030,518)</b>	5,331,381

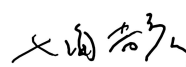
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Chief Financial Officer



Director



Chief Executive Officer



## NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL INFORMATION FOR THE QUARTER ENDED JUNE 30, 2019 - (UNAUDITED)

### 1. COMPANY AND ITS OPERATIONS

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 .

These condensed interim financial statements do not include all the information required to be contained in the annual financial statements and therefore should be read in conjunction with the annual audited financial statements of the Company for the year ended March 31, 2019.

### 2. BASIS OF PREPARATION

These condensed interim financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting. The accounting and reporting standards as applicable in Pakistan for interim financial reporting comprise of:

- International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017; and
- Provisions of and directives issued under the Companies Act, 2017.

Where provisions of and directives issued under the Companies Act, 2017 differ from the IFRS, the provisions of and directives issued under the Companies Act, 2017 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

The amendments to following standards have been adopted by the Company for the first time for the financial year beginning on April 1, 2019.

- IFRS 9 'Financial instruments' - This standard replaces the guidance in IAS 39. It includes requirements on the classification and measurement of financial assets and liabilities; it also includes an expected credit losses model that replaces the current incurred loss impairment model.
- IFRS 15 'Revenue from contracts with customers' - IFRS 15 replaces the previous revenue standards: IAS 18 Revenue, IAS 11 Construction Contracts, and the related interpretations on revenue recognition.
- IFRS 15 introduces a single five-step model for revenue recognition and establishes a comprehensive framework for recognition of revenue from contracts with customers based on a core principle that an entity should recognise revenue representing the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services.
- IFRS 16 'Leases' - This standard is effective for periods beginning from or after January 01, 2019. IFRS16 replaces the previous lease standard: IAS 17 Leases. It will result in almost all leases being recognised on the statement of financial position, as the distinction between operating and finance leases is removed. Under the new standard, an asset (the right to use the leased item) and a financial liability to pay rentals are recognised. The only exceptions are short term and low value leases.

##### 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 July 1, 2018, but are considered not to be relevant or have any significant effect on the Company's reporting and are therefore, not disclosed in these financial statements.

## NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL INFORMATION FOR THE QUARTER ENDED JUNE 30, 2019 - (UNAUDITED)

### 3. ACCOUNTING POLICIES

The accounting policies and the methods of computation adopted in the preparation of these condensed interim financial statements are the same as those applied in the preparation of the financial statements for the year ended March 31, 2019.

### 4. ACCOUNTING ESTIMATES AND FINANCIAL RISK MANAGEMENT

The preparation of condensed interim financial statements 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 these condensed interim financial statements are the same as those that were applied to financial statements as at and for the year ended March 31, 2019.

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, 2019.

	Note	(Unaudited) June 30, 2019 (Rupees '000)	(Audited) March 31, 2019
<b>5. PROPERTY, PLANT AND EQUIPMENT</b>			
Operating assets	5.1	3,019,732	3,069,788
Capital work-in-progress		110,112	57,953
		<u>3,129,844</u>	<u>3,127,741</u>

#### 5.1 Additions / disposals

	Additions (at cost)		Disposals (at net book value)	
	Quarter ended			
	June 30, 2019	June 30, 2018	June 30, 2019	June 30, 2018
	(Rupees '000)			
Building on leasehold land	-	-	-	-
Plant and machinery	3,514	15,217	-	-
Furniture and fittings	-	421	-	-
Vehicles	2,252	12,935	2184	851
Electrical installations	-	2,330	-	-
Office and other equipments	1,639	8,675	-	-
	7,405	39,578	2,184	851

### 6. LONG-TERM LOANS AND ADVANCES

These loans and advances do not carry mark-up.

### 7. LONG-TERM DEPOSITS

These deposits do not carry mark-up.

### 8. STOCK-IN-TRADE

As at June 30, 2019 raw materials and components costing Rs. 101.39 million (March 31, 2019: Rs. 99.57 million) have been written down by Rs. 7.77 million (March 31, 2019: Rs. 8.69 million) and finished products costing Rs. 410.18 million (March 31, 2019: Rs. 25.38 million) by Rs. 46.28 million (March 31, 2019: Rs. 4.75 million) to arrive at their net realisable values.

**NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL INFORMATION  
FOR THE QUARTER ENDED JUNE 30, 2019 - (UNAUDITED)**

	(Unaudited) June 30, 2019	(Audited) March 31, 2019
	(Rupees '000)	
<b>9. TRADE DEBTS</b>		
<b>Considered good - unsecured</b>		
Related party - Indus Motor Company Limited	66,162	78,407
Others	<u>769,289</u>	<u>881,275</u>
	<u>835,991</u>	<u>959,682</u>
<b>Considered doubtful</b>		
Others	<u>36,948</u>	<u>36,948</u>
	<u>872,939</u>	<u>996,630</u>
Less: Provision for doubtful debts - note 9.1	<u>(36,948)</u>	<u>(36,948)</u>
	<u>835,991</u>	<u>959,682</u>
<b>9.1</b> Balance at beginning of the period	36,948	21,956
Charge during the period	<u>-</u>	<u>14,992</u>
Balance at end of the period	<u>36,948</u>	<u>36,948</u>
<b>10. TRADE DEPOSITS AND PREPAYMENTS</b>		
These deposits and prepayments do not carry mark-up.		
<b>11. CASH AND BANK BALANCES</b>		
Balances with banks:		
- on current accounts	13,352	13,872
- on PLS savings accounts	166,262	22,966
Cheques in hand	-	12,793
Cash in hand	<u>61</u>	<u>52</u>
	<u>179,675</u>	<u>49,683</u>
<b>12. TRADE AND OTHER PAYABLES</b>		
These include bills payable to Toyota Tsusho Corporation, Japan - associated company amounting to Rs. 1,360 million (March 31, 2019: Rs. 766 million), Toyota Tsusho Corporation - Asia Pacific PTE Limited - associated company amounting to Rs. Nil (March 31, 2019: Rs. 36 million) and advances from customers amounting to Rs. 2,360 million (March 31, 2019: Rs. 1,395 million). Further, included herein is royalty payable to Hino Motors Limited, Japan - holding company amounting to Rs. 44 million (March 31, 2019: Rs. 22 million).		
	(Unaudited) June 30, 2019	(Audited) March 31, 2019
	(Rupees '000)	
<b>13. SHORT-TERM BORROWINGS - secured</b>		
Short-term loans - note 13.1	5,600,000	4,600,000
Running Finance - note 13.2	<u>610,193</u>	<u>2,166,074</u>
	<u>6,210,193</u>	<u>6,766,074</u>
<b>13.1</b> The short-term loans have been obtained from various banks and carry mark-up at rates ranging from one month KIBOR + 0.2% per annum to one-month KIBOR + 0.3% per annum (March 2019: Nil). The loans are repayable by August 29, 2019.		
<b>13.2</b> The facilities for running finance under mark-up arrangements with various banks amounted to Rs. 11.90 billion (March 2019: Rs. 11.90 billion) of which the amount remaining unutilised at the year end was Rs. 5.7 billion (March 2019: Rs. 5.14 billion). The rates of markup applicable on running finance are based on KIBOR and range from one month KIBOR + 0.5% to three month KIBOR + 1.25% (March 2019: KIBOR + 0.5% to three month KIBOR + 1.25%) per annum.		

**NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL INFORMATION  
FOR THE QUARTER ENDED JUNE 30, 2019 - (UNAUDITED)**

**13.3** The facilities for opening the letters of credit and guarantees as at June 30, 2019 amounted to Rs. 12.8 billion (March 2019: Rs. 12.9 billion) of which the amount remaining unutilised at the year end was Rs. 8.4 billion (March 2019: Rs. 9.3 billion).

**13.4** The above facilities are secured by way of hypothecation charge on inventory and intra-group guarantees arranged through banks.

	(Unaudited) June 30, 2019	(Audited) March 31, 2019
	(Rupees '000)	
<b>14. PROVISIONS</b>		
Balance at beginning of the period	309,323	302,517
Recognised during the year	9,492	33,116
Expenses against provision	(13,656)	(26,310)
Balance at end of the period	<u>305,159</u>	<u>309,323</u>
<b>14.1 Provisions represent:</b>		
Provision for compensated absences	76,149	82,111
Provision for warranty services	47,011	45,213
Provision for infrastructure cess	23,249	23,249
Provision for custom duties	158,750	158,750
	<u>305,159</u>	<u>309,323</u>

**15. CONTINGENCY AND COMMITMENTS**

**15.1 Contingency**

There has been no change in the status of contingency as reported in the financial statements for the year ended March 31, 2019.

**15.2 Commitments**

Commitments for capital expenditures as at June 30, 2019 amounted to Rs. 11.63 million (March 31, 2019: Rs. 17.83 million).

	(Unaudited) June 30, 2019	(Unaudited) June 30, 2018
	(Rupees '000)	
<b>16. OTHER INCOME</b>		
<b>Income from financial assets</b>		
Return on PLS savings accounts	1,440	19,153
Return on deposit accounts	-	42,956
	<u>1,440</u>	<u>62,109</u>
<b>Income from non-financial assets</b>		
Gain on disposal of non-current assets	-	248
	<u>-</u>	<u>248</u>
<b>Others</b>		
Scrap sales	4,507	8,440
Commission from an associated company	139	922
Others	15	1,365
	<u>4,661</u>	<u>10,727</u>
	<u>6,101</u>	<u>73,084</u>

**NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL INFORMATION  
FOR THE QUARTER ENDED JUNE 30, 2019 - (UNAUDITED)**

	(Unaudited) June 30, 2019	(Unaudited) June 30, 2018
	(Rupees '000)	
<b>17. OTHER EXPENSES</b>		
Workers' Profits Participation Fund	-	14,217
Workers' Welfare Fund	-	5,297
	<u>-</u>	<u>19,514</u>
<b>18. FINANCE COST</b>		
Mark-up on short-term borrowings	220,243	-
Exchange loss - net	176,592	87,499
Bank charges and others	8,266	5,848
	<u>405,101</u>	<u>93,347</u>
<b>19. TAXATION</b>		
The Company has provided income tax as per section 113 of the Income Tax Ordinance, 2001.		
	(Unaudited) June 30, 2019	(Unaudited) June 30, 2018
	(Rupees '000)	
<b>20. CASH GENERATED FROM OPERATIONS</b>		
(Loss) / profit before taxation	(563,419)	264,790
<b>Add / (less): Adjustments for non cash charges and other items</b>		
Depreciation and amortisation	56,878	59,219
Gain on disposal of operating fixed assets	-	(248)
Retirement benefits charge	19,684	17,420
Mark-up on short-term borrowings	220,243	
Income on PLS savings and deposit accounts	(1,440)	(62,109)
	<u>295,365</u>	<u>14,282</u>
(Loss) / profit before working capital changes	<u>(268,054)</u>	<u>279,072</u>
<b>Effect on cash flow due to working capital changes</b>		
Decrease / (increase) in current assets		
Inventories	(29,259)	(137,485)
Trade debts	123,691	67,318
Loans and advances	(34,823)	(11,829)
Trade deposits and prepayments	(41,612)	(48,939)
Refunds due from the government - sales tax	34,322	(122,883)
Other receivables	(437)	(682)
	<u>51,846</u>	<u>(254,500)</u>
(Decrease) / increase in current liabilities		
Trade and other payables	1,207,740	816,564
Provisions	(4,164)	2,723
	<u>1,255,422</u>	<u>564,787</u>
	<u>987,368</u>	<u>843,859</u>

**NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL INFORMATION  
FOR THE QUARTER ENDED JUNE 30, 2019 - (UNAUDITED)**

**21. TRANSACTIONS WITH RELATED PARTIES**

Disclosure of transactions between the company and the related parties during the period are as follows:

		(Unaudited) June 30, 2019	(Unaudited) June 30, 2018
		(Rupees '000)	
Relationship	Nature of transactions		
i. Holding company	- Purchase of goods	34,319	106,758
	- Royalty charge	17,015	61,542
	- Technical assistance fee	1,097	-
ii. Associated companies	- Purchase of goods and services	2,345,589	4,137,253
	- Sale of goods	195,954	336,504
	- Purchase of property, plant and equipment	8,465	12,299
	- Commission earned	-	922
iii. Staff retirement funds	- Payments to retirement benefits plan	32,188	26,217
iv. Key Management Personnel	- Salaries and other employee benefits	2,802	8,197
	- Consultancy / Meeting Fees	1,222	1,105

**22. DATE OF AUTHORISATION FOR ISSUE**

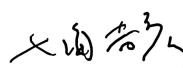
This condensed interim financial information was authorised for issue on July 29, 2019 by the Board of Directors of the company.



Chief Financial Officer



Director



Chief Executive Officer

# ڈائریکٹر رپورٹ

## حصص یافتگان کو تسلیمات

ملک بھر میں فروخت کی جانے والی تمام تر برانڈز کی کمرشل وہیکل کی فروختگی کا کل حجم رواں سہ ماہی (اپریل - جون) کے دوران 1450 یونٹس رہا جو کہ گزشتہ سال اس نو ماہی سے 50% کم ہے۔

## فروخت

رواں سہ ماہی ہینو پاک کے ٹرکوں اور بسوں کی فروختگی گزشتہ سال اس سہ ماہی کے مقابلے میں 980 یونٹس سے کم ہو کر 380 یونٹس ہو گئی۔

## فروخت سے حاصل شدہ آمدنی

رواں سہ ماہی فروخت سے حاصل ہونے والی آمدنی 6.66 ملین روپے سے کم ہو کر 3.31 ملین روپے ہو گئی جبکہ خالص منافع گزشتہ سال کی اسی سہ ماہی ہونے والے 494 ملین روپے کے بمقابلہ کم ہو کر 16 ملین روپے تک آ پہنچا۔

## مالیاتی اخراجات (فنانس کاسٹ)

گزشتہ سال کی اسی سہ ماہی کے دوران ہونے والی 93 ملین روپے کی مالیاتی اخراجات (بشمول زرمبادلہ کی مد میں 87 ملین روپے کا ہونے والا خسارہ) کے بمقابلہ رواں سہ ماہی مالیاتی اخراجات بڑھ کر (بشمول زرمبادلہ کی مد میں 177 ملین روپے کا ہونے والا نقصان) 405 ملین روپے رہے۔

کمپنی کے قلیل المیعاد قرضہ جات 6 ملین روپے پر بند ہوئے۔

## نفع اور نقصان

رواں سہ ماہی بعد از ٹیکس خسارہ 608 ملین روپے رہا جو کہ گزشتہ سال اس سہ ماہی کے دوران 119 ملین روپے منافع تھا۔ جسکی بناء پر رواں سال فی حصص خسارہ 48.99 روپے رہا۔ گزشتہ سال فی حصص آمدنی 9.61 روپے رہی۔

## دوسری سہ ماہی کا پیش منظر

حال ہی میں متعارف کیئے گئے بجٹ 2019 میں حکومت نے تجارتی گاڑیوں کے لیے استعمال ہونے والے (CKD) Completely Knocked down یونٹوں پر اضافی کسٹم ڈیوٹی نافذ کی ہے۔ یہ پاکستانی روپے کے مقابل امریکی ڈالر کی بڑھتی ہوئی قدر کی وجہ سے پیداواری لاگت میں اضافہ کے علاوہ ایک مزید اضافہ ہوگا۔

مستقبل کی پیش بینی کا انحصار امریکی ڈالر کی پاکستانی روپے کے مقابل مساوی قدر اور ملکی معیشت کی بحالی پر ہے۔ موجودہ مالی سال میں حکومت کے ملکی بنیادی منصوبوں پر اخراجات، تجارتی گاڑیوں کی مارکیٹ کا مجموعی حجم بڑھا سکتے ہیں۔ تمام مشکلات کے باوجود انتظامیہ فروخت کی مقدار میں بہتری کے لیے کوشاں ہے۔

آخر میں ہم اپنے کسٹمرز کے مشکور ہیں جنہوں نے ہماری مصنوعات کو مسلسل سراہا۔ ہم ہینو پاک کے پوری ٹیم کی کوششوں کو سراہتے ہیں اس کے ساتھ ساتھ ہم ملازمین، وینڈرز، ڈیلرز اور تمام برنس پارٹنرز کی انتھک کوششوں کو بھی خراج تحسین پیش کرتے ہیں۔

سی ای او

ڈائریکٹر

مورخہ 29 جولائی 2019









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