

HINO THE NAME OF  
Quality, Durability  
& Reliability



HALF YEARLY REPORT 2017



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# Company Information

## BOARD OF DIRECTORS

Mr. Muhammad 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. Shuichi Kaneko  
Mr. Sachio Yotsukura  
Mr. Mikio Segawa  
Mr. Hiroshi Semba

Mr. 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 half year ended September 30, 2017

## GREETINGS TO THE SHAREHOLDERS!

The total sale of commercial vehicles of all makes in the country in the Apr-Sep first half of 2017 was 5054 units – 15% higher than in the corresponding same period of last year.

## SALES

The sale of Hinopak's trucks and buses increased, in line with the market size, to 2058 units from 2017 units in the corresponding period of last year.

## SALES REVENUE

The sales revenue for the first half is Rs. 12.42 billion from Rs. 11.68 billion, whereas the gross profit increased to Rs. 1.57 billion as compared to Rs. 1.27 billion in the corresponding period of last year.

## FINANCE COST

The finance cost stood at Rs. 16 million (including net exchange gain of Rs. 21 million) in comparison with the finance cost of Rs. 392 million (including net exchange loss of Rs. 383 million) in the corresponding period of last year.

The Company closed the cash and cash equivalent at Rs. 4.2 billion.

## PROFIT & LOSS

The profit after tax stood at Rs. 776 million compared to Rs. 366 million in the last year's corresponding period leading to earnings per share of Rs. 62.58. Last year it stood at Rs. 29.53 per share.

## OUTLOOK FOR THE SECOND HALF

The Company has shown improved financial results and the management is focused to add to the current performance in the next half. Moving forward, outlook for automobile industry is likely to remain challenging, social, political and macroeconomic factors will play a vital role in delivering strong performance in the next half of the year.

Finally, we wish to thank our shareholders for their confidence in the company and convey appreciation to all the employees and other stakeholders for their valuable contribution to the Company's performance.



**Managing Director &  
Chief Executive Officer**  
Date: November 22, 2017



**Chairman**



## AUDITORS' REPORT TO THE MEMBERS ON REVIEW OF INTERIM FINANCIAL INFORMATION

### Introduction

We have reviewed the accompanying condensed interim balance sheet of Hinopak Motors Limited as at September 30, 2017 and the related condensed interim profit and loss account, condensed interim cash flow statement and condensed interim statement of changes in equity together with the notes forming part thereof for the half year then ended (here-in-after referred to as the "condensed interim financial information"). Management is responsible for the preparation and presentation of this condensed interim financial information in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on this condensed interim financial information based on our review. The figures of the condensed interim profit and loss account for the quarters ended September 30, 2017 and 2016 have not been reviewed, as we are required to review only the cumulative figures for the half year ended September 30, 2017.

### Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying condensed interim financial information as of and for the half year ended September 30, 2017 is not prepared, in all material respects, in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting.

Chartered Accountants  
Karachi

Date: November 22, 2017

Engagement Partner: Syed Fahim ul Hasan

A. F. FERGUSON & CO., Chartered Accountants, a member firm of the PwC network  
State Life Building No. 1-C, I.I. Chundrigar Road, P.O. Box 4716, Karachi-74000, Pakistan  
Tel: +92 (21) 32426682-6/32426711-5; Fax: +92 (21) 32415007/32427938/32424740; <www.pwc.com/pk>

## Condensed Interim Balance Sheet As At September 30, 2017

	Note	(Unaudited) September 30, 2017	(Audited) March 31, 2017
(Rupees '000)			
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment	5	2,781,607	2,823,965
Intangible assets		12,486	17,733
Long-term investments		72	72
Long-term loans and advances	6	22,291	23,659
Long-term deposits	7	7,101	6,921
Staff retirement benefit - prepayment		-	1,967
		<u>2,823,557</u>	<u>2,874,317</u>
<b>Current assets</b>			
Stores, spares and loose tools		19,942	23,335
Stock-in-trade		4,027,518	3,259,661
Trade debts	8	555,420	249,536
Loans and advances		91,306	88,788
Trade deposits and prepayments	9	115,451	68,547
Refunds due from the government		286,859	253,229
Other receivables		411	1,273
Taxation - payments less provision		460,142	369,044
Accrued mark-up		11,831	2,935
Cash and bank balances	10	4,153,204	2,872,070
		<u>9,722,084</u>	<u>7,188,418</u>
<b>Total assets</b>		<u>12,545,641</u>	<u>10,062,735</u>
<b>EQUITY AND LIABILITIES</b>			
<b>Share capital and reserves</b>			
Share capital		124,006	124,006
Reserves		2,941,718	2,984,494
		<u>3,065,724</u>	<u>3,108,500</u>
<b>SURPLUS ON REVALUATION OF FIXED ASSETS</b>		1,638,140	1,659,138
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Deferred taxation		109,134	126,270
Staff retirement benefit - obligations		146,953	154,922
		<u>256,087</u>	<u>281,192</u>
<b>Current liabilities</b>			
Trade and other payables	11	7,585,690	5,013,905
<b>Total liabilities</b>		<u>7,841,777</u>	<u>5,295,097</u>
<b>Contingency and commitments</b>	12		
<b>Total equity and liabilities</b>		<u>12,545,641</u>	<u>10,062,735</u>

The annexed notes 1 to 19 form an integral part of this condensed interim financial information



Chief Financial Officer



Managing Director &  
Chief Executive Officer



Chairman

**Condensed Interim Profit And Loss Account  
For The Half Year Ended September 30, 2017 - (Unaudited)**

	Note	Quarter ended		Half year ended	
		September 30, 2017	September 30, 2016	September 30, 2017	September 30, 2016
(Rupees '000)					
Sales		<b>6,276,064</b>	6,073,631	<b>12,418,233</b>	11,679,883
Cost of sales		<b>(5,525,736)</b>	(5,402,173)	<b>(10,846,388)</b>	(10,409,694)
Gross profit		<b>750,328</b>	671,458	<b>1,571,845</b>	1,270,189
Distribution costs		<b>(116,150)</b>	(106,575)	<b>(206,779)</b>	(192,111)
Administration expenses		<b>(106,181)</b>	(95,400)	<b>(202,228)</b>	(190,303)
Other income	13	<b>83,567</b>	77,415	<b>127,097</b>	152,959
Other expenses	14	<b>(43,228)</b>	(29,837)	<b>(88,743)</b>	(45,235)
Profit from operations		<b>568,336</b>	517,061	<b>1,201,192</b>	995,499
Finance cost	15	<b>(1,764)</b>	(92,726)	<b>(16,130)</b>	(392,401)
Profit before taxation		<b>566,572</b>	424,335	<b>1,185,062</b>	603,098
Taxation	16	<b>(172,328)</b>	(131,631)	<b>(408,946)</b>	(236,855)
Profit after taxation		<b>394,244</b>	292,704	<b>776,116</b>	366,243
Other comprehensive income					
Items that will not be reclassified to Profit or Loss					
Loss on remeasurement of post employment benefits obligations - net of tax		-	-	-	-
Total comprehensive income		<b>394,244</b>	292,704	<b>776,116</b>	366,243
Earnings per share - basic and diluted		<b>Rs. 31.79</b>	Rs. 23.60	<b>Rs. 62.58</b>	Rs. 29.53

The annexed notes 1 to 19 form an integral part of this condensed interim financial information.

  
Chief Financial Officer

  
Managing Director &  
Chief Executive Officer

  
Chairman



**Condensed Interim Cash Flow Statement  
For The Half Year Ended September 30, 2017 - (Unaudited)**

	Note	September 30, 2017	September 30, 2016
(Rupees '000)			
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash generated from operations	17	2,483,535	641,749
Mark-up paid on short term borrowings		-	(76)
Interest paid on an advance from customer		(23,925)	-
Return on savings and deposit accounts		95,506	118,908
Income taxes paid - net		(517,180)	(590,721)
Retirement benefits obligations paid		(39,084)	(52,432)
Increase in long-term deposits		(180)	(490)
Decrease / (increase) in long-term loans and advances		1,368	(1,157)
Net cash generated from operating activities		<u>2,000,040</u>	<u>115,781</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Fixed capital expenditure incurred		(60,971)	(217,157)
Purchase of intangible assets		-	(9,261)
Proceeds from sale of property, plant and equipment		1,587	15,300
Net cash used in investing activities		<u>(59,384)</u>	<u>(211,118)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITY</b>			
Dividend paid		(659,522)	(1,108,436)
Net increase / (decrease) in cash and cash equivalents		<u>1,281,134</u>	<u>(1,203,773)</u>
Cash and cash equivalents at beginning of the period		2,872,070	3,664,707
Cash and cash equivalents at end of the period		<u>4,153,204</u>	<u>2,460,934</u>

The annexed notes 1 to 19 form an integral part of this condensed interim financial information.



Chief Financial Officer



Managing Director &  
Chief Executive Officer



Chairman

## Condensed Interim Statement Of Changes In Equity For The Half Year Ended September 30, 2017 - (Unaudited)

	Share Capital	Reserves - Revenue		Total
		General	Unappropriated profit	
(Rupees '000)				
<b>Balance at April 1, 2016</b>	<b>124,006</b>	<b>291,000</b>	<b>2,673,733</b>	<b>3,088,739</b>
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	-	-	16,740	16,740
Profit for the period	-	-	366,243	366,243
Other comprehensive income	-	-	-	-
Total comprehensive income	-	-	366,243	366,243
<b>Balance at September 30, 2016</b>	<b><u>124,006</u></b>	<b><u>291,000</u></b>	<b><u>1,943,392</u></b>	<b><u>2,358,398</u></b>
<b>Balance at April 1, 2017</b>	<b>124,006</b>	<b>291,000</b>	<b>2,693,494</b>	<b>3,108,500</b>
Dividend for the year ended March 31, 2017 @ Rs. 67.73 per share	-	-	(839,890)	(839,890)
Transferred from surplus on revaluation of fixed assets on account of incremental depreciation - net of tax	-	-	20,998	20,998
Profit for the period	-	-	776,116	776,116
Other comprehensive income	-	-	-	-
Total comprehensive income	-	-	776,116	776,116
<b>Balance at September 30, 2017</b>	<b><u>124,006</u></b>	<b><u>291,000</u></b>	<b><u>2,650,718</u></b>	<b><u>3,065,724</u></b>

The annexed notes 1 to 19 form an integral part of this condensed interim financial information.



**Chief Financial Officer**



**Managing Director &  
Chief Executive Officer**



**Chairman**

# Notes To And Forming Part Of The Condensed Interim Financial Information For The Half Year Ended September 30, 2017 - 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, 2017.

## 2. BASIS OF PREPARATION

As per the requirements of circular no. CLD/CCD/PR(11)/2017 dated October 4, 2017 issued by the Securities & Exchange Commission of Pakistan (SECP) and clarification issued by the Institute of Chartered Accountants of Pakistan via circular no. 17 of 2017, companies whose financial year, including quarterly and other interim periods, closes on or before December 31, 2017, shall prepare their financial statements, including interim financial statements in accordance with the provisions of the repealed Companies Ordinance, 1984. Accordingly, this condensed interim financial information 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

Following amendments to existing standards and interpretations have been published and are mandatory for accounting periods beginning on or after January 1, 2017, and are considered to be relevant to the Company's operations.

IAS 7, 'Cashflow statements' - This amendment requires disclosure to explain changes in liabilities for which cashflows have been or will be classified as financing activities in the statement of cashflows. The amendment is part of the IASB's Disclosure Initiative. In the first year of adoption, comparative information need not be provided.

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

#### 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, 2017, 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.

## Notes To And Forming Part Of The Condensed Interim Financial Information For The Half Year Ended September 30, 2017 - Unaudited

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

The following are the new standards, amendments to existing approved accounting standards and new interpretations that will be effective for the periods beginning July 1, 2018 that may have an impact on the financial statements of the Company.

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.

The management is in the process of assessing the impact of changes laid down by these standards on its financial statements.

### 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, 2017.

### 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, 2017.

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, 2017.

### 5. PROPERTY, PLANT AND EQUIPMENT

	Unaudited September 30, 2017	Audited March 31, 2017
	(Rupees '000)	
Operating fixed assets - note 5.1	2,758,538	2,821,316
Capital work-in-progress	23,069	2,649
	<u>2,781,607</u>	<u>2,823,965</u>

**Notes To And Forming Part Of The Condensed Interim Financial Information  
For The Half Year Ended September 30, 2017 - Unaudited**

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

	Additions (at cost)		Disposals (at net book value)	
	September 30, 2017	September 30, 2016	September 30, 2017	September 30, 2016
	Half year ended			
	(Rupees '000)			
Plant & Machinery	11,200	74,045	11	-
Vehicles	12,961	19,693	715	11,917
Building on leasehold land	7,223	12,111	-	1,989
Office and Other equipments	5,761	37,991	823	*-
Furniture & Fixtures	-	207	-	**296
Electrical Installation	3,404	6,560	*-	-
	<u>40,549</u>	<u>150,607</u>	<u>1,549</u>	<u>14,202</u>

\* 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.

**8. TRADE DEBTS**

**Considered good - unsecured**

	Unaudited September 30, 2017	Audited March 31, 2017
Related party - Indus Motor Company Limited	56,357	38,599
Others	499,063	210,937
	<u>555,420</u>	<u>249,536</u>

**Considered doubtful**

Others	21,083	21,265
	<u>576,503</u>	<u>270,801</u>
Less: Provision for doubtful debts	(21,083)	(21,265)
	<u>555,420</u>	<u>249,536</u>

**9. TRADE DEPOSITS AND PREPAYMENTS**

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

**Notes To And Forming Part Of The Condensed Interim Financial Information  
For The Half Year Ended September 30, 2017 - Unaudited**

	Unaudited September 30, 2017 (Rupees '000)	Audited March 31, 2017
<b>10. CASH AND BANK BALANCES</b>		
Balances with banks:		
- on term deposit accounts	2,300,000	1,300,000
- on current accounts	23,485	42,969
- on PLS savings accounts	1,590,128	1,388,301
Cheques in hand	239,191	140,429
Cash in hand	400	371
	<u>4,153,204</u>	<u>2,872,070</u>

10.1 All bank accounts are maintained under conventional banking system.

**11. TRADE AND OTHER PAYABLES**

11.1 These include bills payable to Hino Motors Limited, Japan - holding company amounting to Rs. 33.94 million (March 31, 2017: Rs. Nil), Toyota Tsusho Corporation, Japan - associated company amounting to Rs. 4,540 million (March 31, 2017: Rs. 1,594 million) and advances from customers amounting to Rs. 1,126 million (March 31, 2017: Rs. 1,731 million).

**12. CONTINGENCY AND COMMITMENTS**

**12.1 Contingency**

There has been no change in the status of contingency as reported in the financial statements for the year ended March 31, 2017.

**12.2 Commitments**

Commitments for capital expenditures as at September 30, 2017 amounted to Rs. 41.98 million (March 31, 2017: Rs. 4.47 million).

The facilities for opening the letter of credit and guarantees as at September 30, 2017 amounted to Rs.12.31 billion (March 31, 2017: Rs. 10.86 billion) of which the amount remaining unutilised as at September 30, 2017 was Rs. 4.1 billion (March 31, 2017: Rs. 6.82 billion).

	September 30, 2017	September 30, 2016 (Rupees '000)
<b>13 OTHER INCOME</b>		
<b>Income from financial assets</b>		
Return on PLS savings accounts	41,932	22,089
Return on deposit accounts	62,470	93,192
	<u>104,402</u>	<u>115,281</u>
<b>Income from non-financial assets</b>		
Gain on disposal of non-current assets	861	1,394
<b>Others</b>		
Scrap sales	12,760	8,586
Commission from an associated company	2,992	26,364
Liabilities no longer required written back	128	127
Others	5,954	1,207
	<u>21,834</u>	<u>36,284</u>
	<u>127,097</u>	<u>152,959</u>

**Notes To And Forming Part Of The Condensed Interim Financial Information  
For The Half Year Ended September 30, 2017 - Unaudited**

	September 30, 2017	September 30, 2016
	(Rupees '000)	
<b>14. OTHER EXPENSES</b>		
Donations	600	796
Workers' Profits Participation Fund	63,619	32,377
Workers' Welfare Fund	23,701	12,062
Write off of property, plant and equipment	823	-
	<u>88,743</u>	<u>45,235</u>

**15. FINANCE COST**

Interest on an advance from customer	23,925	-
Exchange (gain) / loss - net	(21,161)	382,738
Bank charges and others	13,366	9,663
	<u>16,130</u>	<u>392,401</u>

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

**16. TAXATION**

16.1 This includes prior year charge relating to super tax amounting to Rs. 51.2 million (2016: Rs. 49.6 million) imposed for rehabilitation of temporarily displaced persons under section 4B of the Income Tax Ordinance, 2001 (as inserted by Finance Act 2015 and amended by Finance Act 2016 and Finance Act 2017)

	September 30, 2017	September 30, 2016
	(Rupees '000)	
<b>17. CASH GENERATED FROM OPERATIONS</b>		
Profit before taxation	1,185,062	603,098
<b>Add / (Less): Adjustments for non cash charges and other items</b>		
Depreciation and amortisation	107,027	87,166
Gain on disposal of operating fixed assets	(861)	(1,098)
Write off of property, plant and equipment	823	-
Retirement benefits charge	33,082	26,836
Mark-up on short-term borrowings	-	76
Interest on an advance from customer	23,925	-
Income on PLS savings and deposit accounts	(104,402)	(115,281)
Profit before working capital changes	<u>1,244,656</u>	<u>600,797</u>

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

(Increase) / decrease in current assets

Stores, spares and loose tools	3,393	209
Stock-in-trade	(767,857)	(1,644,187)
Trade debts	(305,884)	227,467
Loans and advances	(2,518)	(65,357)
Trade deposits and prepayments	(46,904)	(3,785)
Refunds due from the government	(33,630)	(440,888)
Other receivables	862	(23,260)
	<u>(1,152,538)</u>	<u>(1,949,801)</u>
Increase in trade and other payables	2,391,417	1,990,753
	<u>1,238,879</u>	<u>40,952</u>
	<u>2,483,535</u>	<u>641,749</u>

**Notes To And Forming Part Of The Condensed Interim Financial Information  
For The Half Year Ended September 30, 2017 - Unaudited**

**18. TRANSACTIONS WITH RELATED PARTIES**

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

Relationship	Nature of transactions	September 30,	September 30,
		2017	2016
		(Rupees '000)	
i. Holding company	- Dividend paid	361,853	660,571
	- Purchase of goods	220,640	255,462
	- Royalty charge	155,203	114,731
	- Technical assistance fee	-	3,488
ii. Associated companies	- Purchase of goods and services	7,878,595	8,243,944
	- Sale of goods	419,816	245,235
	- Dividend paid	196,674	330,286
	- Purchase of property, plant and equipment	2,929	71,016
	- Commission earned	2,992	26,364
iii. Staff retirement funds	- Payments to retirement benefits plans	51,482	66,078
iv. Key Management Personnel	- Salaries and other employee benefits	23,491	20,740
	- Consultancy / meeting fee	2,085	1,875

**19. 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 November 22, 2017.

  
Chief Financial Officer

  
Managing Director &  
Chief Executive Officer

  
Chairman



# ڈائریکٹرز رپورٹ

حصص یافتگان کو تسلیمات

ملک بھر میں فروخت کی جانے والی تمام تریبرائڈز کی کمرشل وہیکل کی فروختگی کا کل حجم رواں ششماہی (اپریل - ستمبر) کے دوران 5054 یونٹس رہا جو کہ گذشتہ سال اس ششماہی سے 15% زیادہ رہا۔

فروخت

قومی منڈی میں ہونے والی اضافہ کے ساتھ ساتھ رواں ششماہی بیٹوپاک کے ٹرک اور بسوں کی فروختگی میں بھی اضافہ دیکھا گیا۔ گذشتہ سال اسی ششماہی کی 2017 یونٹس کی فروخت کے بمقابلہ رواں ششماہی یہ فروخت 2058 یونٹس تک جا پہنچی۔

فروخت سے حاصل شدہ آمدنی

رواں ششماہی فروخت سے حاصل ہونے والی آمدنی 11.68 بلین روپے سے بڑھ کر 12.42 بلین روپے ہوئی جبکہ خالص منافع گذشتہ سال ہونے والے 1.27 بلین روپے کے بمقابلہ بڑھ کر 1.57 بلین روپے تک جا پہنچا۔

مالیاتی اخراجات (فنانس کاسٹ)

گذشتہ سال کی اسی ششماہی کے دوران ہونے والے 392 بلین روپے کے مالیاتی اخراجات (بشمول زرمبادلہ کی مد میں 383 بلین روپے کا ہونے والا نقصان) کے بمقابلہ رواں ششماہی مالیاتی اخراجات کم ہو کر (بشمول زرمبادلہ کی مد میں 21 بلین روپے کا ہونے والا منافع) 16 بلین روپے رہے۔

کمپنی کا نقد اور مساوی نقد اور مساوی 4.2 بلین روپے پر بند ہوا۔

نفع اور نقصان

رواں ششماہی بعد از ٹیکس منافع 776 بلین روپے رہا جو کہ گذشتہ سال اس ششماہی کے دوران 366 بلین روپے تھا۔ جسکی بناء پر رواں سال فی حصص آمدنی Rs.62.58 رہی۔ گذشتہ سال فی حصص آمدنی Rs.29.53 رہی۔

دوسری ششماہی کا پیش منظر

کمپنی نے بہتر مالیاتی نتائج ظاہر کئے ہیں اور منجھٹ موجودہ پرفارمنس کو اگلی ششماہی میں مزید بہتر بنانے کے لئے کاربند ہے۔ آگے بڑھتے ہوئے آٹوموبائل انڈسٹری میں بدستور مسابقت نظر آتی ہے۔ سماجی، سیاسی اور اقتصادی صورتحال (اگلی ششماہی) بہتر کارکردگی دکھانے میں نمایاں کردار ادا کرے گی۔

آخر میں ہم اپنے حصص یافتگان کے کمپنی پر اعتماد رکھنے کے مشکور ہیں اور تمام ملازمین اور دیگر اسٹیک ہولڈرز کو کمپنی کی پرفارمنس میں نمایاں کردار ادا کرنے میں مبارکباد پیش کرتے ہیں۔

武藤

تنسو ہی موتو

مینجنگ ڈائریکٹر اینڈ سی ای او

محمد اسلم سبجرائی

چیرمین

مؤرخہ 22 نومبر 2017ء





**HINO**

D-2, S.I.T.E., Manghopir Road,  
P.O. Box No. 10714, Karachi  
UAN: 111-25-25-25  
Website: [www.hinopak.com](http://www.hinopak.com)