



HINOPAK MOTORS LIMITED

CORPORATE BRIEFING SESSION

YEAR ENDED MARCH 31, 2025

Date: August 21, 2025

COMPANY OVERVIEW

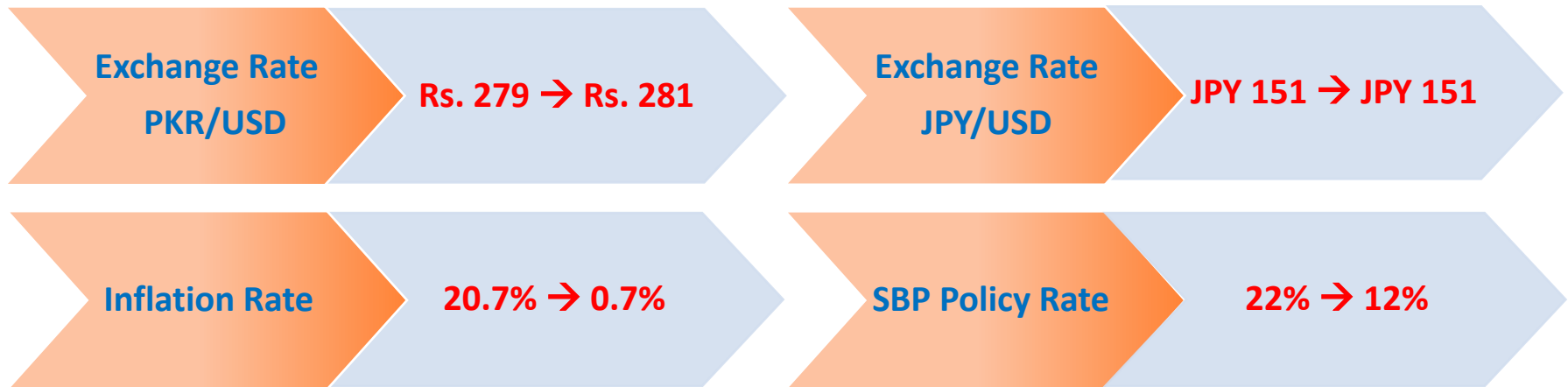
COMPANY OVERVIEW

- Hinopak Motors Limited was incorporated in Pakistan in 1985 as a Public limited company and is listed on the Pakistan Stock Exchange.
- The Company is primarily engaged in the assembly, progressive manufacturing and sale of Hino buses and trucks. Company's product range comprises of Light, Medium and Heavy Commercial Vehicles. Company's plant and production site has the capacity of producing 6,000 chassis and 1,800 bodies.
- The majority shareholding of the Company is held by Hino Motors Ltd., Japan and Toyota Tsusho Corporation Japan (Aggregate 89.5%) since 1998.
- The Company offers total of 10 models of vehicles which include 2 LCV models, 2 MCV models, 3 HCV models and 3 models of buses.

ECONOMIC OVERVIEW

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March 2025 vs March 2024

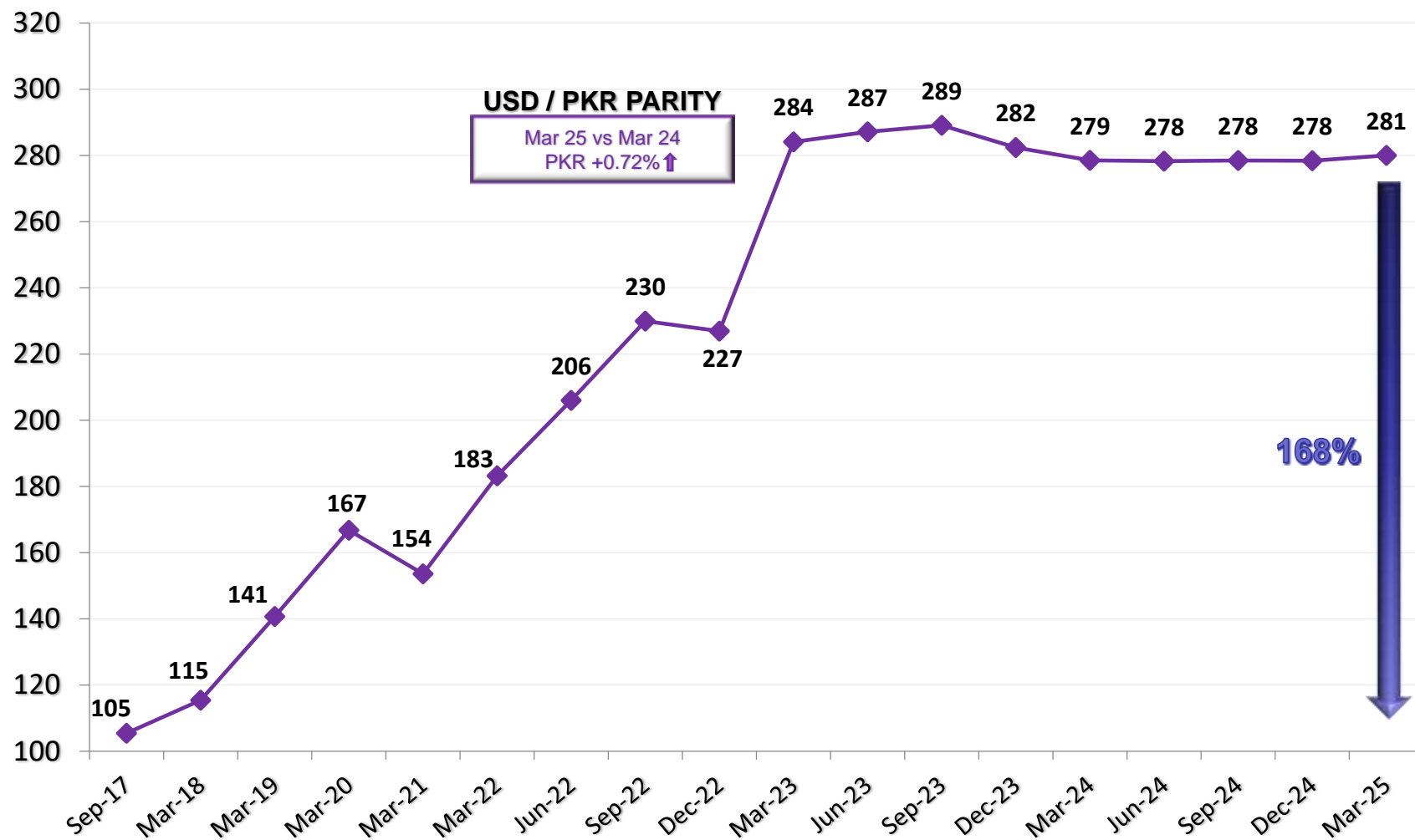


Other Economic and Regulatory Factors during the year:

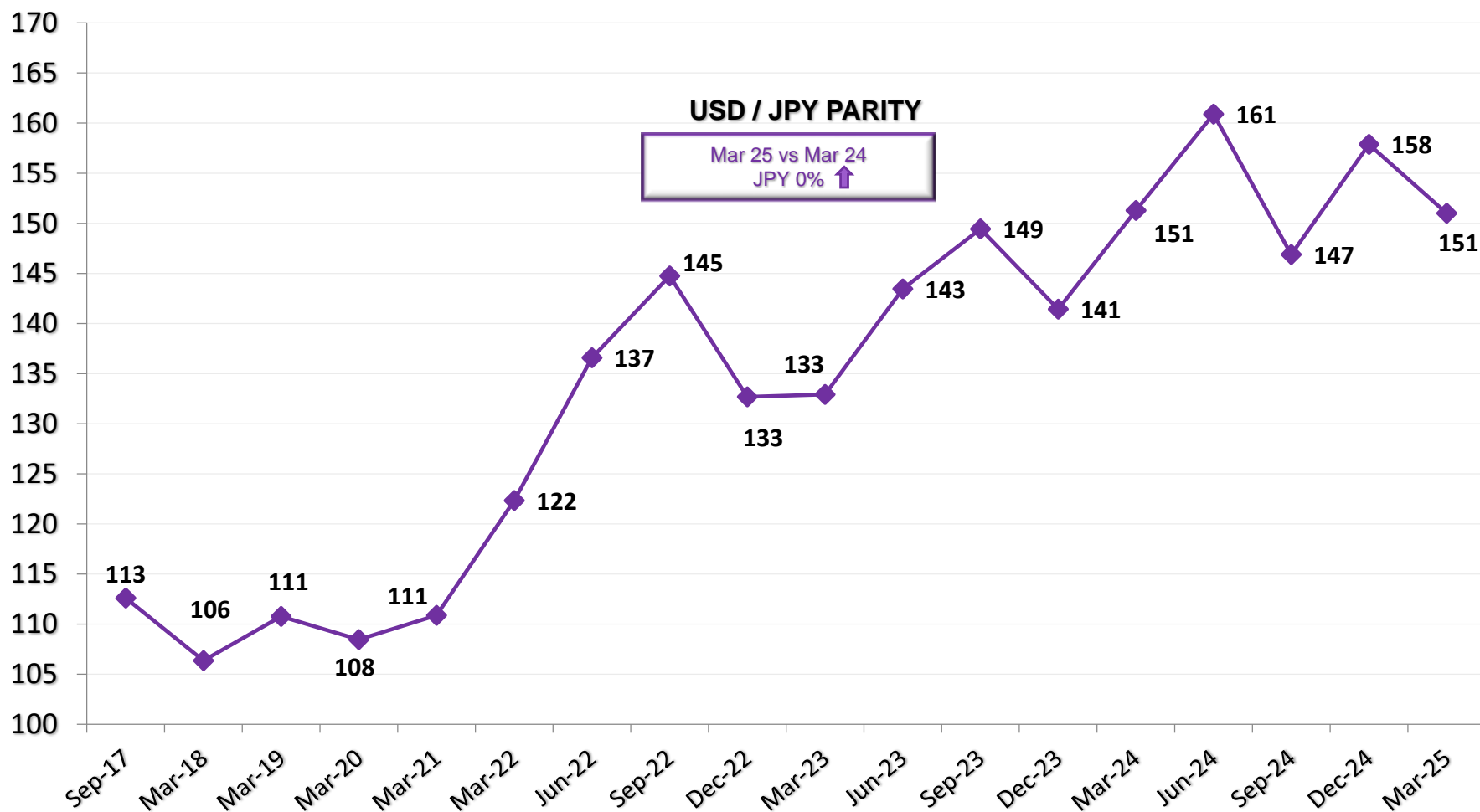
- Navigating shifting regulations amid Pakistan's economic uncertainty remains a key business challenge.
- Energy and Fuel Price Fluctuations.
- Continued volatility in foreign exchange markets impacting cost structures.

FOREIGN EXCHANGE ANALYSIS

Foreign Exchange Spot Rate



Foreign Exchange Spot Rate



FINANCIAL HIGHLIGHTS

FINANCIAL HIGHLIGHTS – Profit & Loss A/C

Particulars	March 31,		June 30,
	2024	2025	2025
Units	332	403	180
	Rs. in '000		
Turnover	7,622,709	10,336,503	3,961,557
Gross Profit	907,889	1,291,516	845,563
Distribution cost & administrative expenses	(869,502)	(868,174)	(262,764)
Other Income	164,521	178,637	30,637
Operating Profit	202,908	601,979	613,436
Finance Cost	(239,313)	(281,929)	(146,716)
(Loss) / profit before taxation and levies	(36,405)	320,050	466,720
Corporate Tax and levies	(94,693)	(158,093)	(49,903)
(Loss) / profit after tax	(131,098)	161,957	416,817
(Loss) / Earnings per Share	Rs. (5.29)	Rs. 6.53	Rs. 16.81

FINANCIAL HIGHLIGHTS

- Overall market size increased by 71% (2527 units in Mar'24 to 4330 units in Mar'25).
- Gross profit margins improved from 11.91% to 12.49% based on the favorable exchange impacts and improved pricings.
- Finance cost incurred for Rs. 247 million mainly for short term borrowings.
- Earning per share of Rs. 6.53 in March 2025 as against last year loss per share of Rs. 5.29.
- During the year, Rs.75.86 million was invested in capital improvements to support operational efficiency and future readiness.

FINANCIAL HIGHLIGHTS – Balance Sheet

Particulars	March 31,		June 30,
	2024	2025	2025
	Rs. in '000		
Non-Current Assets	4,027,351	3,810,089	3,750,436
Inventory	4,145,840	4,688,535	5,818,374
Other Current Assets	1,783,632	2,070,469	2,398,874
Total Assets	9,956,823	10,569,093	11,967,684
Equity	5,295,705	5,453,343	5,870,160
Long-Term Liabilities	230,356	287,442	280,189
Current Liabilities	4,430,762	4,828,308	5,817,335
Total Equity & Liabilities	9,956,823	10,569,093	11,967,684

- Increase in inventory balances is mainly based on the planning for new models.

CHALLENGES & OUTLOOK

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Political stability, consistent economic policies, and a supportive monetary framework remain critical challenges for Pakistan's automotive industry.

A stable exchange rate and a reduction in policy rates are essential to easing import costs and improving vehicle affordability through lower financing rates.

With improved macroeconomic stability, the industry holds significant potential for recovery and expansion across both production and sales segments.

The company is navigating a difficult but potentially transformative path ahead. Despite obstacles, the outlook is hopeful, prioritizing steady and sustainable growth.

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