

January 19, 2018

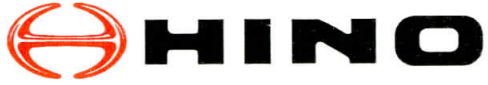
The General Manager  
 Pakistan Stock Exchange Limited,  
 Stock Exchange Building,  
 Stock Exchange Road,  
 Karachi

Dear Sir,

**FINANCIAL RESULTS FOR THE NINE MONTHS ENDED DECEMBER 31, 2017**

At its meeting held on January 19, 2018, at 10:30 a.m. at the registered office of the Company situated at D-2, SITE, Manghopir Road, Karachi, the Board of Directors has approved the following financial results:

	Quarter ended		Nine months ended	
	December 31, 2017	December 31, 2016	December 31, 2017	December 31, 2016
	← (Rupees '000) →			
Sales	5,924,020	4,848,041	18,342,253	16,527,924
Cost of sales	<u>(5,357,397)</u>	<u>(4,408,720)</u>	<u>(16,203,785)</u>	<u>(14,818,414)</u>
Gross profit	566,623	439,321	2,138,468	1,709,510
Distribution costs	(95,605)	(133,151)	(302,384)	(325,262)
Administration expenses	(104,049)	(93,251)	(306,277)	(283,554)
Other income	142,472	43,324	244,821	196,283
Other expenses	<u>(19,639)</u>	<u>(48,008)</u>	<u>(107,559)</u>	<u>(93,243)</u>
Profit from operations	489,802	208,235	1,667,069	1,203,734
Finance (cost)/ income	<u>(241,350)</u>	440,563	<u>(233,555)</u>	48,162
Profit before taxation	248,452	648,798	1,433,514	1,251,896
Taxation	<u>(57,128)</u>	<u>(199,470)</u>	<u>(466,074)</u>	<u>(436,325)</u>
Profit after taxation	191,324	449,328	967,440	815,571
Other comprehensive income / (loss)				
<b>Items that will not be reclassified to Profit or Loss</b>				
Loss on remeasurement of post employment benefits obligations - net of tax	-	-	-	-
Total comprehensive income	<u>191,324</u>	<u>449,328</u>	<u>967,440</u>	<u>815,571</u>
Earnings per share - basic and diluted	<u>Rs. 15.43</u>	<u>Rs. 36.23</u>	<u>Rs. 78.01</u>	<u>Rs. 65.77</u>

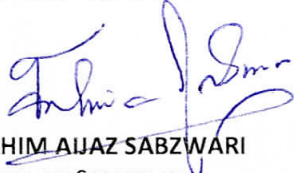


Furthermore, the Board has not recommended any dividend, cash or otherwise.

We will be duly sending 200 copies of the printed financial statements for distribution amongst the members of the exchange.

Thanking you with regards.

Very truly yours,  
For HINOPAK MOTORS LIMITED



**FAHIM AIJAZ SABZWARI**  
COMPANY SECRETARY

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## Hinopak Motors Limited