



Fax 111-573-329

January 23, 2014

The Joint Secretary
Karachi Stock Exchange Limited,
Stock Exchange Building,
Stock Exchange Road,
Karachi

Dear Sir,

UNAUDITED FINANCIAL RESULTS FOR THE NINE MONTHS ENDED DECEMBER 31, 2013

At its meeting held on January 23, 2014, at 12:00 a.m. at Head Office, Karachi, the Board of Directors has approved the following financial results:

| | Quarter ended | | Nine months ended | |
|---|----------------------|----------------------|----------------------|----------------------|
| | December 31, 2013 | December 31, 2012 | December 31, 2013 | December 31, 2012 |
| | ← (Rupees '000) → | | | |
| Sales | 2,337,633 | 1,492,292 | 6,131,511 | 5,394,502 |
| Cost of sales | (1,979,486) | (1,333,009) | (5,231,744) | (4,809,667) |
| Gross profit | 358,147 | 159,283 | 899,767 | 584,835 |
| Distribution expenses | (65,844) | (68,490) | (184,485) | (184,225) |
| Administrative expenses | (66,482) | (52,021) | (175,987) | (155,146) |
| Other income | 59,648 | 35,055 | 91,468 | 60,247 |
| Other expenses | (26,504) | (2,382) | (45,330) | (5,101) |
| Profit from operations | 258,965 | 71,445 | 585,433 | 300,610 |
| Finance income / (cost) | 91,467 | (48,772) | 11,439 | (269,149) |
| Profit before taxation | 350,432 | 22,673 | 596,872 | 31,461 |
| Taxation | (112,840) | (5,247) | (198,411) | (11,156) |
| Profit after taxation | 237,592 | 17,426 | 398,461 | 20,305 |
| Other comprehensive loss | | | | |
| Actuarial loss on retirement benefits obligations | - | - | (4,440) | - |
| Total comprehensive income | 237,592 | 17,426 | 394,021 | 20,305 |
| Earnings per share - basic and diluted | Rs. 19.16 | Rs. 1.41 | Rs. 32.13 | Rs. 1.64 |

Hinopak Motors Limited