



PAK SUZUKI MOTOR CO. LTD.

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PSCS/BM-138/2018
October 23, 2018

The Secretary
Pakistan Stock Exchange Ltd.
Stock Exchange Building
Karachi.

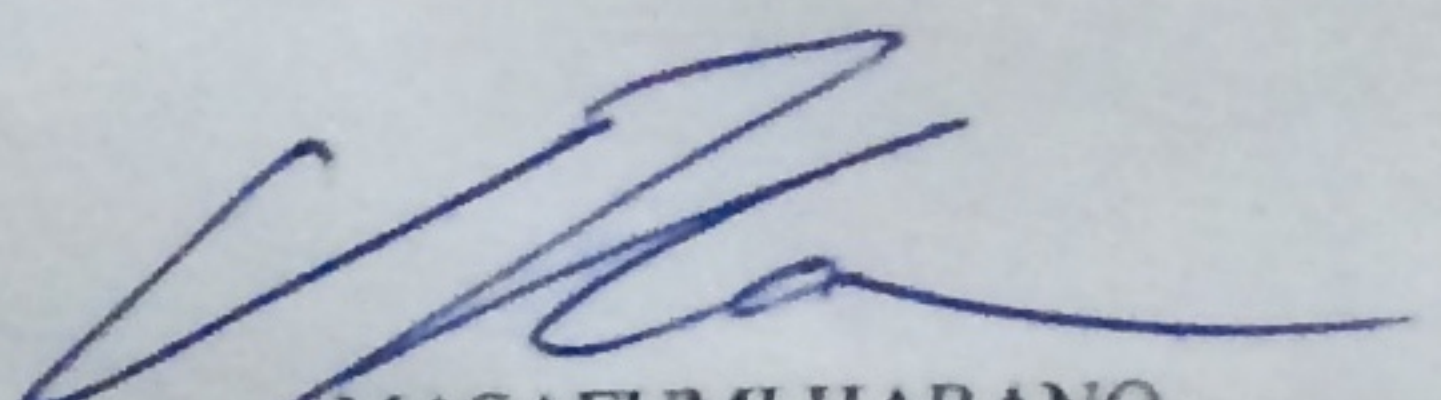
Dear Sir,

SUB: FINANCIAL RESULTS FOR NINE MONTHS ENDED SEPTEMBER 30, 2018.

We have to inform you that the Board of Directors at its meeting held on October 23, 2018 approved the unaudited accounts for nine months ended September 30, 2018. The financial results of the Company are as follows;

| | January to September | | July to September | |
|--|----------------------|--------------|----------------------|--------------|
| | 2018 | 2017 | 2018 | 2017 |
| | —Rupees in thousand— | | —Rupees in thousand— | |
| Turnover | 89,018,472 | 72,802,282 | 26,626,929 | 25,973,387 |
| Cost of sales | (82,962,438) | (65,411,921) | (24,936,324) | (23,408,249) |
| Gross Profit | 6,056,034 | 7,390,361 | 1,690,605 | 2,565,138 |
| Distribution costs | (2,073,639) | (1,970,315) | (627,714) | (588,412) |
| Administrative expenses | (1,660,122) | (1,122,011) | (644,389) | (385,529) |
| | 2,322,273 | 4,298,035 | 418,502 | 1,591,197 |
| Finance costs | (125,147) | (140,504) | (32,283) | (99,268) |
| Other income | 479,310 | 664,029 | 89,911 | 218,845 |
| | 2,676,436 | 4,821,560 | 476,130 | 1,710,774 |
| Workers' profit participation fund | (133,730) | (240,309) | (23,759) | (84,770) |
| Workers' welfare fund | (50,818) | (92,048) | (9,029) | (32,943) |
| | (184,548) | (332,357) | (32,788) | (117,713) |
| Profit from operations | 2,491,888 | 4,489,203 | 443,342 | 1,593,061 |
| Share of loss of equity accounted investee | (1,839) | (14,651) | (954) | (14,651) |
| Profit before taxation | 2,490,049 | 4,474,552 | 442,388 | 1,578,410 |
| Taxation | (1,097,610) | (1,377,616) | (347,600) | (473,523) |
| Net Profit for the period after Tax | 1,392,439 | 3,096,936 | 94,788 | 1,104,887 |
| | Rupees | | Rupees | |
| Earning per share - basic | 16.92 | 37.63 | 1.15 | 13.43 |

Yours faithfully


MASAFUMI HARANO
CHIEF EXECUTIVE OFFICER

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