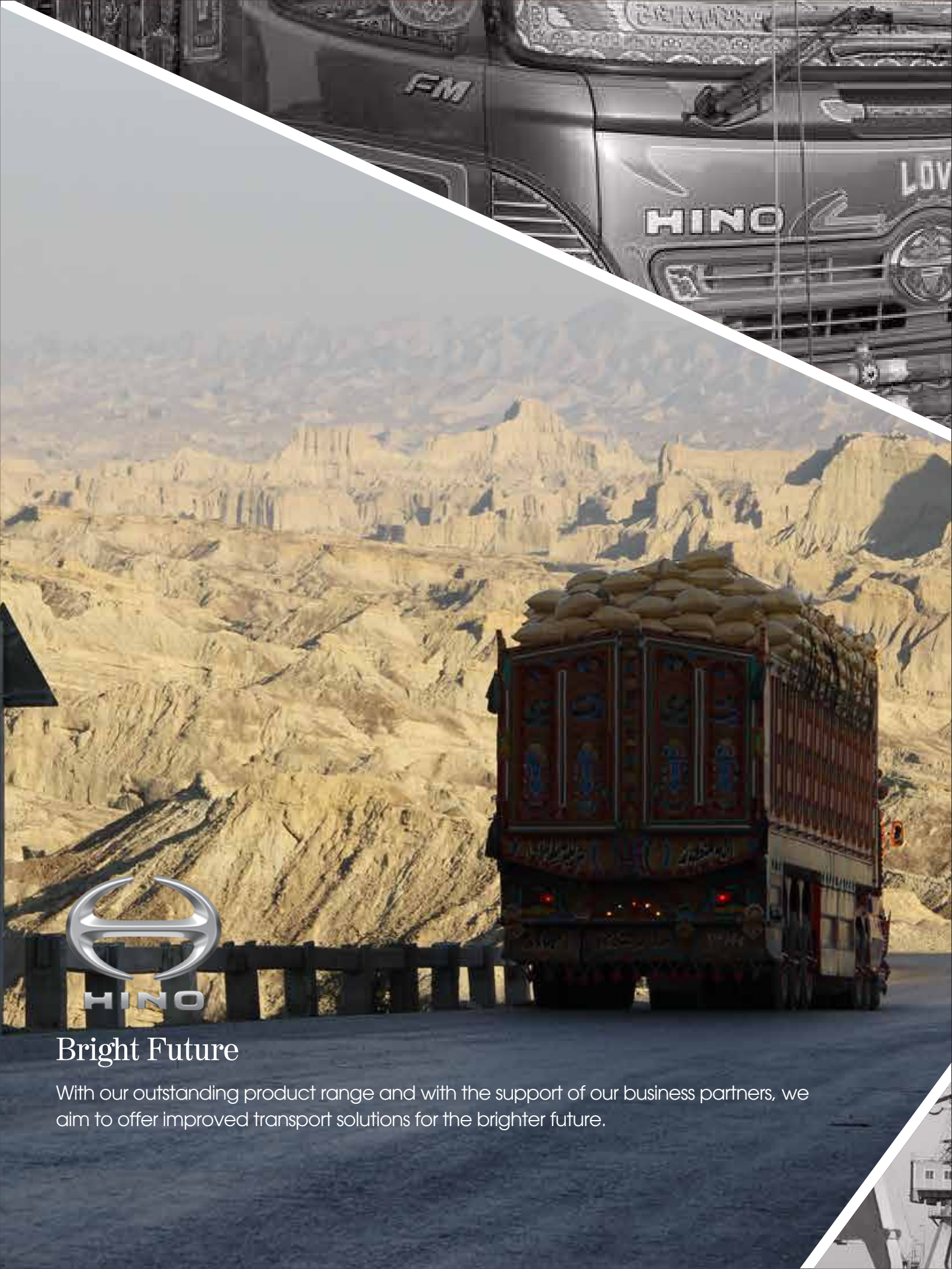


HINO THE NAME OF
Quality, Durability
& Reliability



ANNUAL REPORT 2017



Bright Future

With our outstanding product range and with the support of our business partners, we aim to offer improved transport solutions for the brighter future.



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Building Sustainability

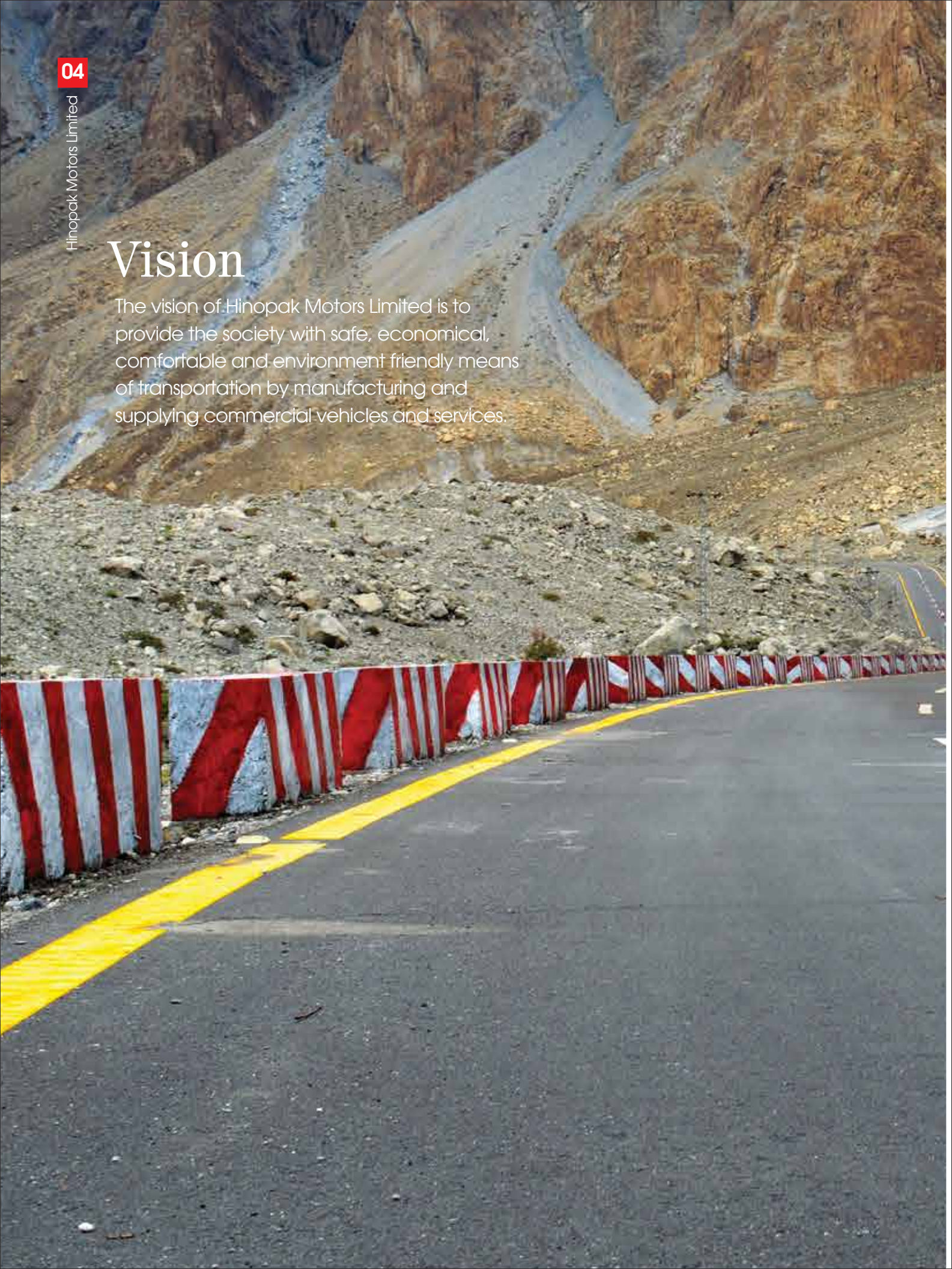
Hino Family is a special group of people making significant contributions towards setting new benchmarks and achieving sustained growth for the Company.





Vision

The vision of Hinopak Motors Limited is to provide the society with safe, economical, comfortable and environment friendly means of transportation by manufacturing and supplying commercial vehicles and services.







Mission Statement / Corporate Strategy

To pursue our vision, we commit ourselves:

- **To our individual, institutional and international customers:** to deliver high quality, safe, durable, reliable, comfortable, environment friendly and economical products and services to their total satisfaction.
- **To our employees:** to foster corporate culture of mutual trust, respect for fundamental human rights at work, opportunities for professional growth and personal welfare so that they are proud of being a member of the "Hinopak Family".
- **To the community and our nation:** to contribute to economic and social development by providing means of transportation and by progressive localization of the vehicles.
- **To the shareholders:** to act in compliance with the norms expected of a subsidiary of the Toyota Group of Companies and make a meaningful financial return to the shareholders.



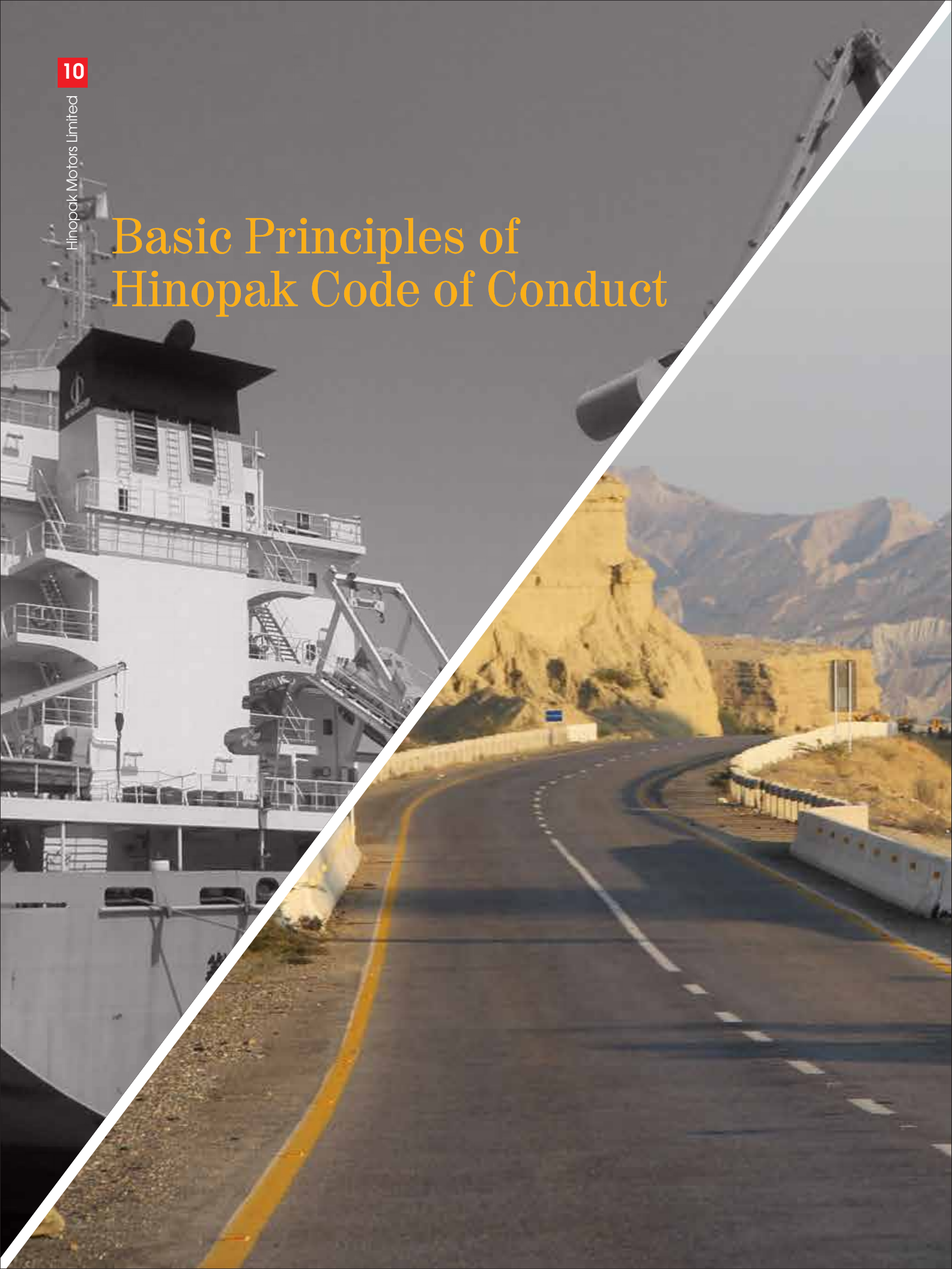
Beyond Roads

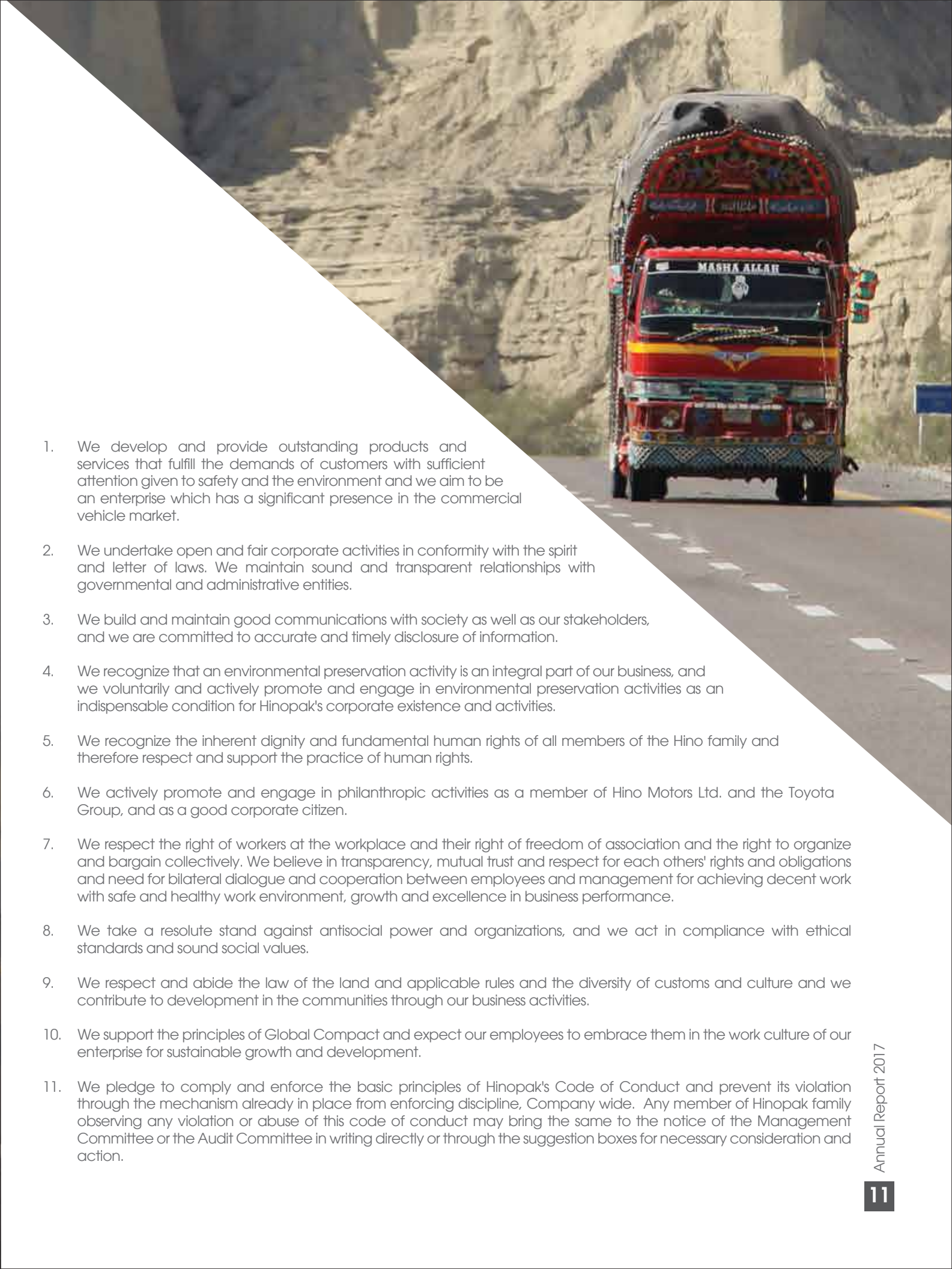
We will continue to add value to the lives of a common man. We seek to invest in lasting benefits for the community and aim to create economic and social development.





Basic Principles of Hinopak Code of Conduct





1. We develop and provide outstanding products and services that fulfill the demands of customers with sufficient attention given to safety and the environment and we aim to be an enterprise which has a significant presence in the commercial vehicle market.
2. We undertake open and fair corporate activities in conformity with the spirit and letter of laws. We maintain sound and transparent relationships with governmental and administrative entities.
3. We build and maintain good communications with society as well as our stakeholders, and we are committed to accurate and timely disclosure of information.
4. We recognize that an environmental preservation activity is an integral part of our business, and we voluntarily and actively promote and engage in environmental preservation activities as an indispensable condition for Hinopak's corporate existence and activities.
5. We recognize the inherent dignity and fundamental human rights of all members of the Hino family and therefore respect and support the practice of human rights.
6. We actively promote and engage in philanthropic activities as a member of Hino Motors Ltd. and the Toyota Group, and as a good corporate citizen.
7. We respect the right of workers at the workplace and their right of freedom of association and the right to organize and bargain collectively. We believe in transparency, mutual trust and respect for each others' rights and obligations and need for bilateral dialogue and cooperation between employees and management for achieving decent work with safe and healthy work environment, growth and excellence in business performance.
8. We take a resolute stand against antisocial power and organizations, and we act in compliance with ethical standards and sound social values.
9. We respect and abide the law of the land and applicable rules and the diversity of customs and culture and we contribute to development in the communities through our business activities.
10. We support the principles of Global Compact and expect our employees to embrace them in the work culture of our enterprise for sustainable growth and development.
11. We pledge to comply and enforce the basic principles of Hinopak's Code of Conduct and prevent its violation through the mechanism already in place from enforcing discipline, Company wide. Any member of Hinopak family observing any violation or abuse of this code of conduct may bring the same to the notice of the Management Committee or the Audit Committee in writing directly or through the suggestion boxes for necessary consideration and action.



Commitment to Excellence

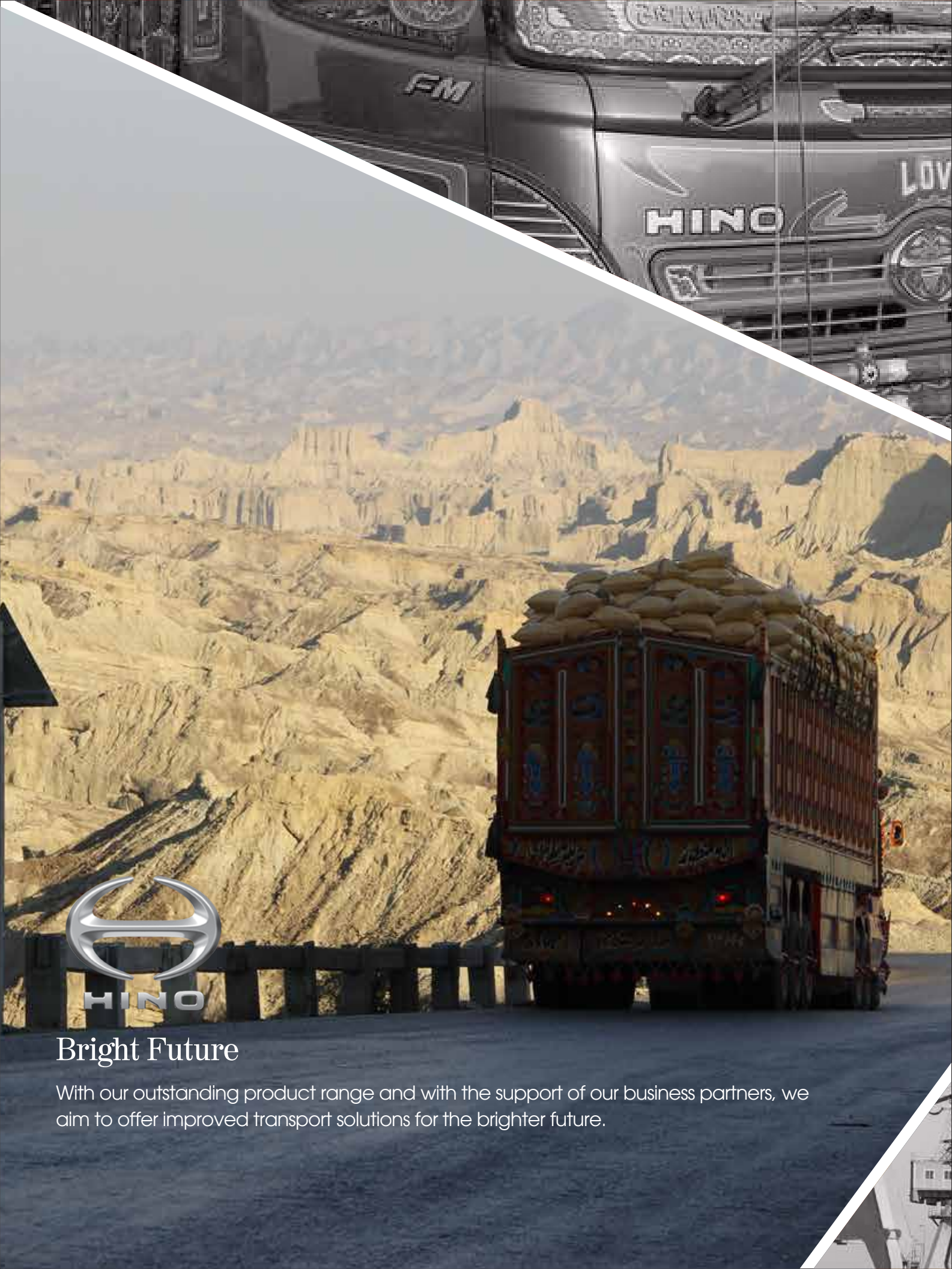
Our Company's success is due to unrelenting efforts of a team that is committed to excellence and as we move ahead, we hold steadfast to our commitment to always represent the best of our Country.



HINO THE NAME OF
Quality, Durability
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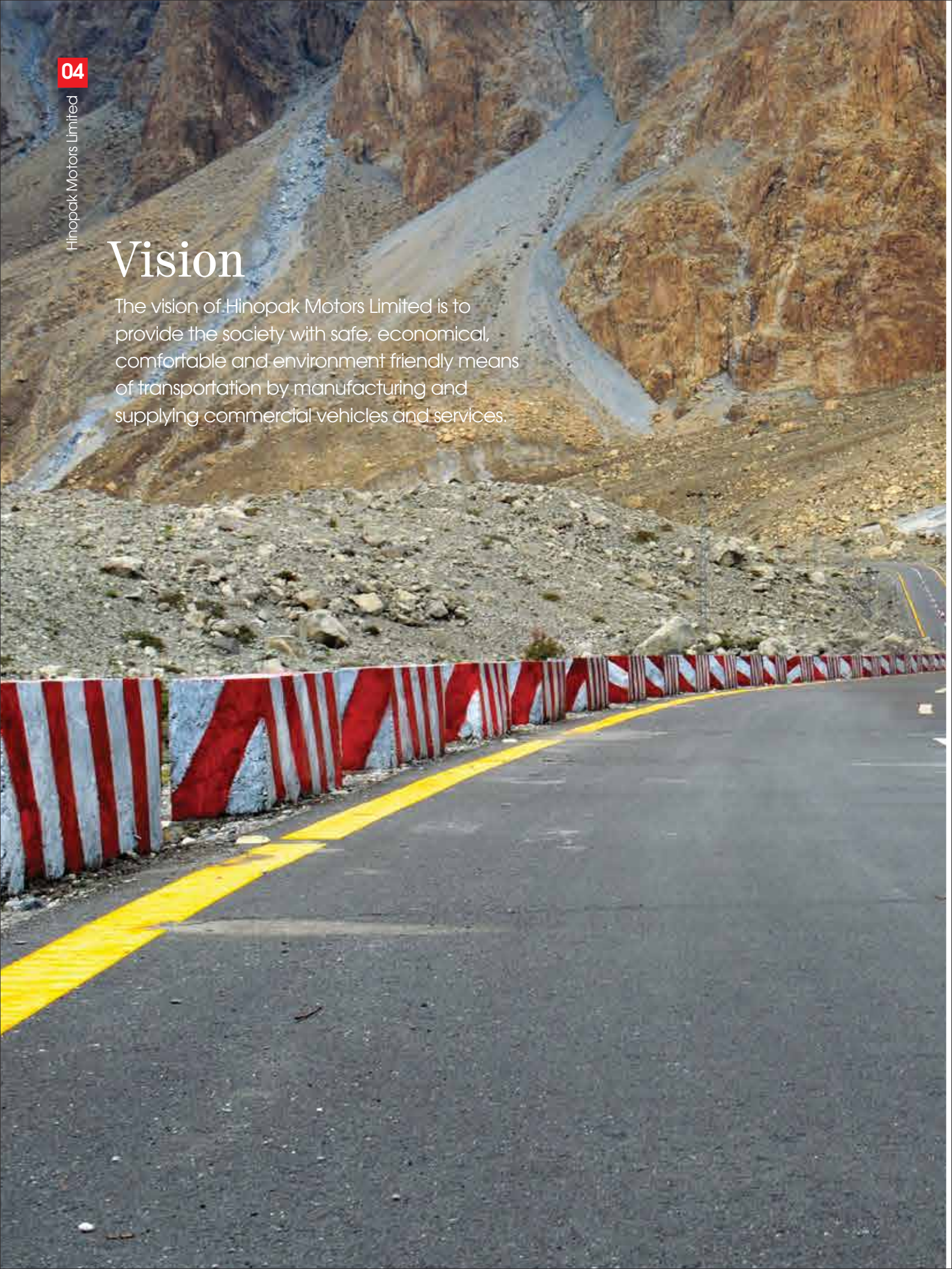
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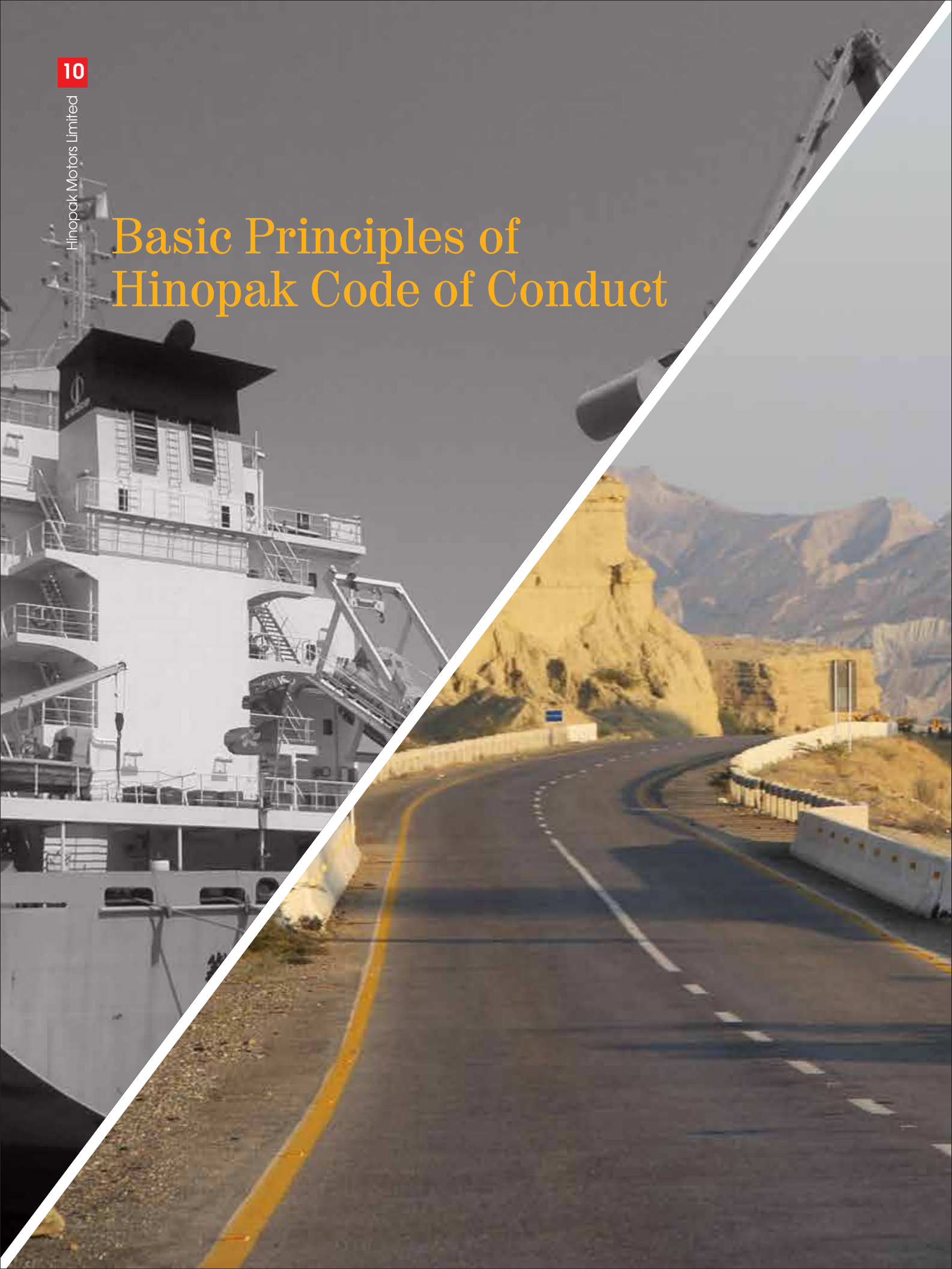
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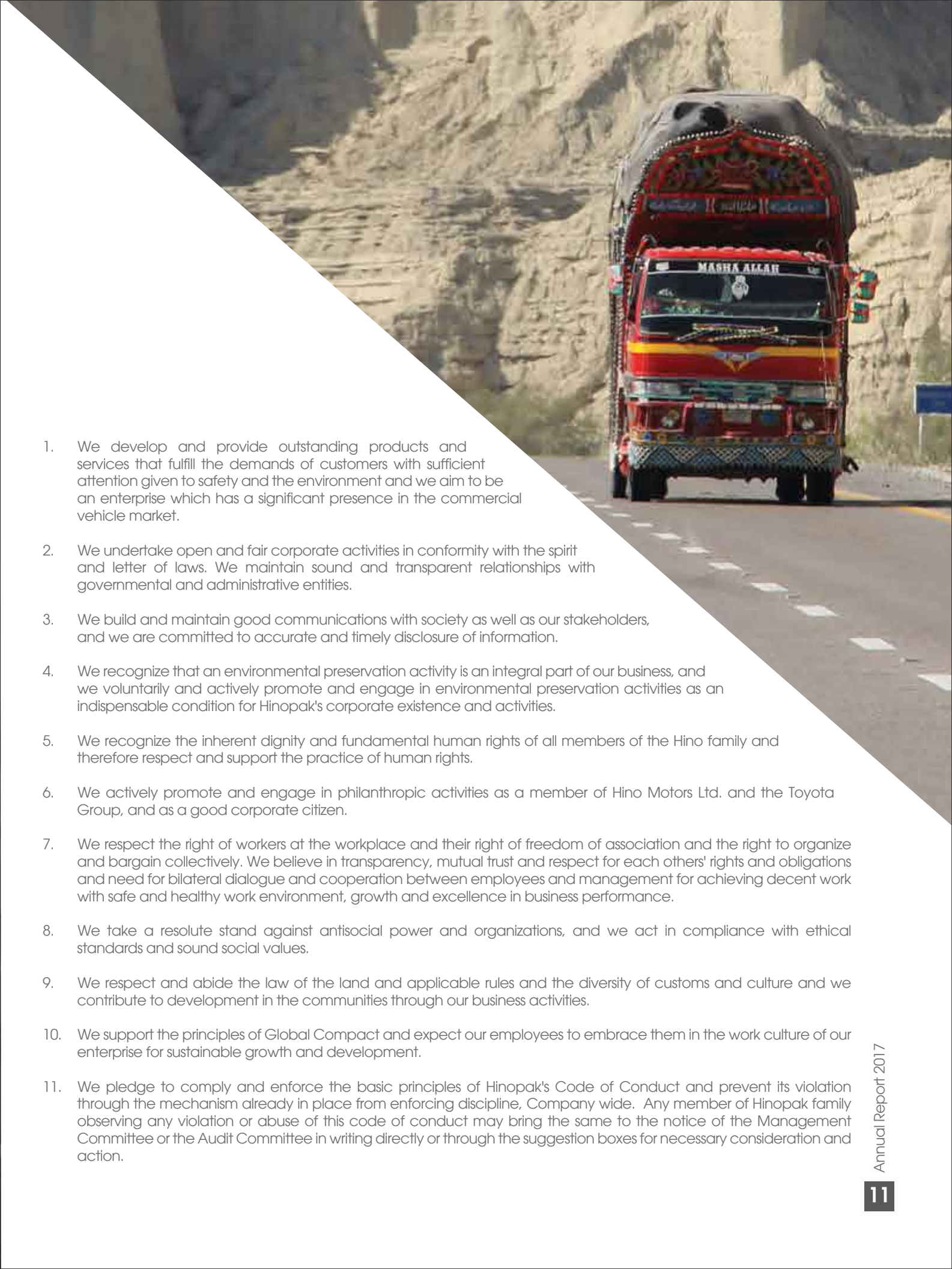
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Commitment to Excellence

Our Company's success is due to unrelenting efforts of a team that is committed to excellence and as we move ahead, we hold steadfast to our commitment to always represent the best of our Country.







Company Information

BANKERS

Allied Bank Limited
Bank Alfalah Limited
Citibank, N.A.
Habib Metropolitan Bank Ltd.
Habib Bank Ltd.
National Bank of Pakistan
Bank Al-Habib
Standard Chartered Bank (Pakistan) Limited
The Bank of Tokyo-Mitsubishi UFJ, Ltd.
United Bank Ltd.
MCB 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
Email: info@hinopak.com

SHARE REGISTRAR

Technology Trade (Pvt.) Limited
Dagja House 241-C, Block-2
P.E.C.H.S., Off Shahrah-e-Quaideen
Karachi
Tel: 34391316 -17 & 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

Islamabad

1- D, Unit 14,
Rehmat Plaza, 2nd Floor
Blue Area, Islamabad
Tel: 051-2276234
Fax: 051-2272268
Email: hino-islamabad@hinopak.com

Quetta

Second Floor Room No. 31
Al Zain Center, Zarghoon Road
Quetta
Tel: 081-2869174
Fax: 081-2869175
Email: 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



Geared up for the future

We recognize that what Pakistan future has in offering for the Road Transport, with our Reliable, Durable and Quality product we are all Geared up for the Future.

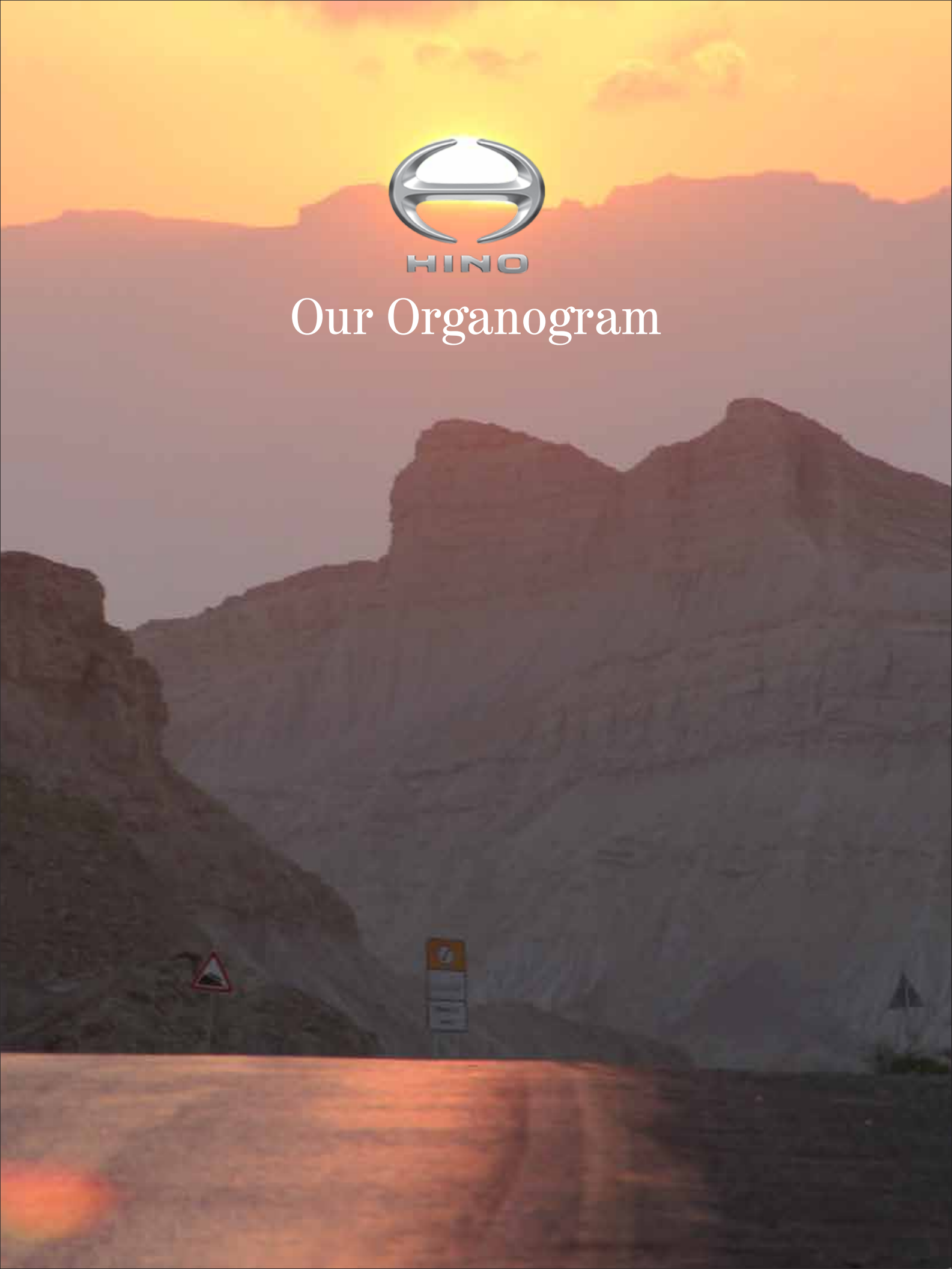


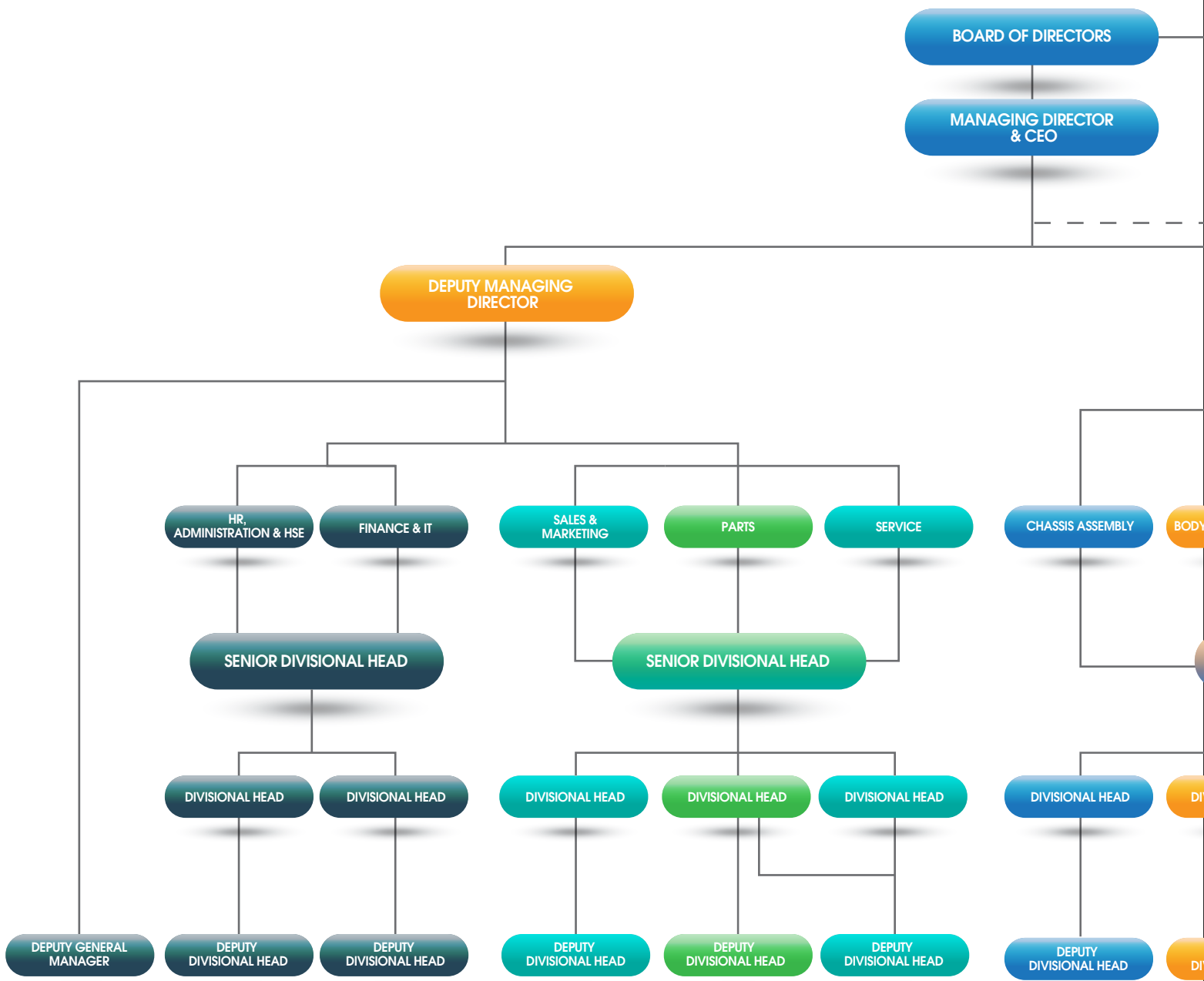


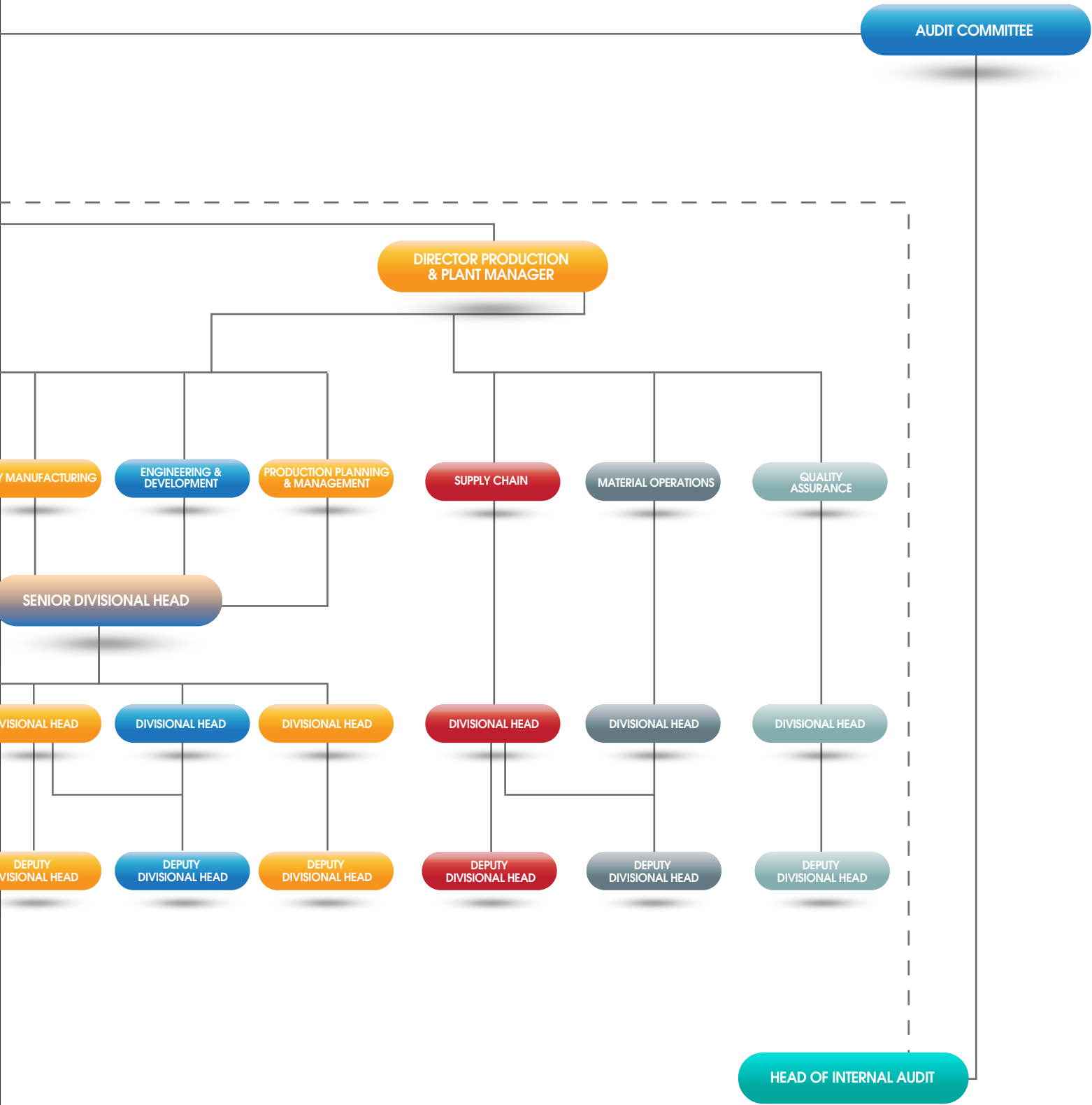


HINO

Our Organogram







IT
HSE
HR

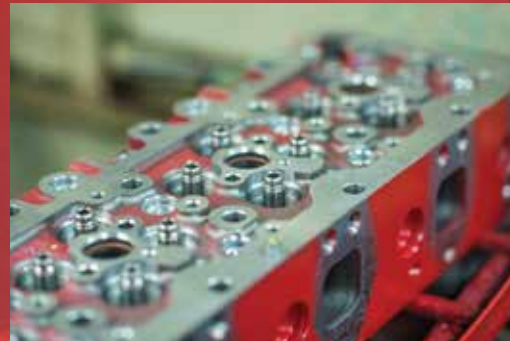
Information Technology
Health, Safety & Environment
Human Resource

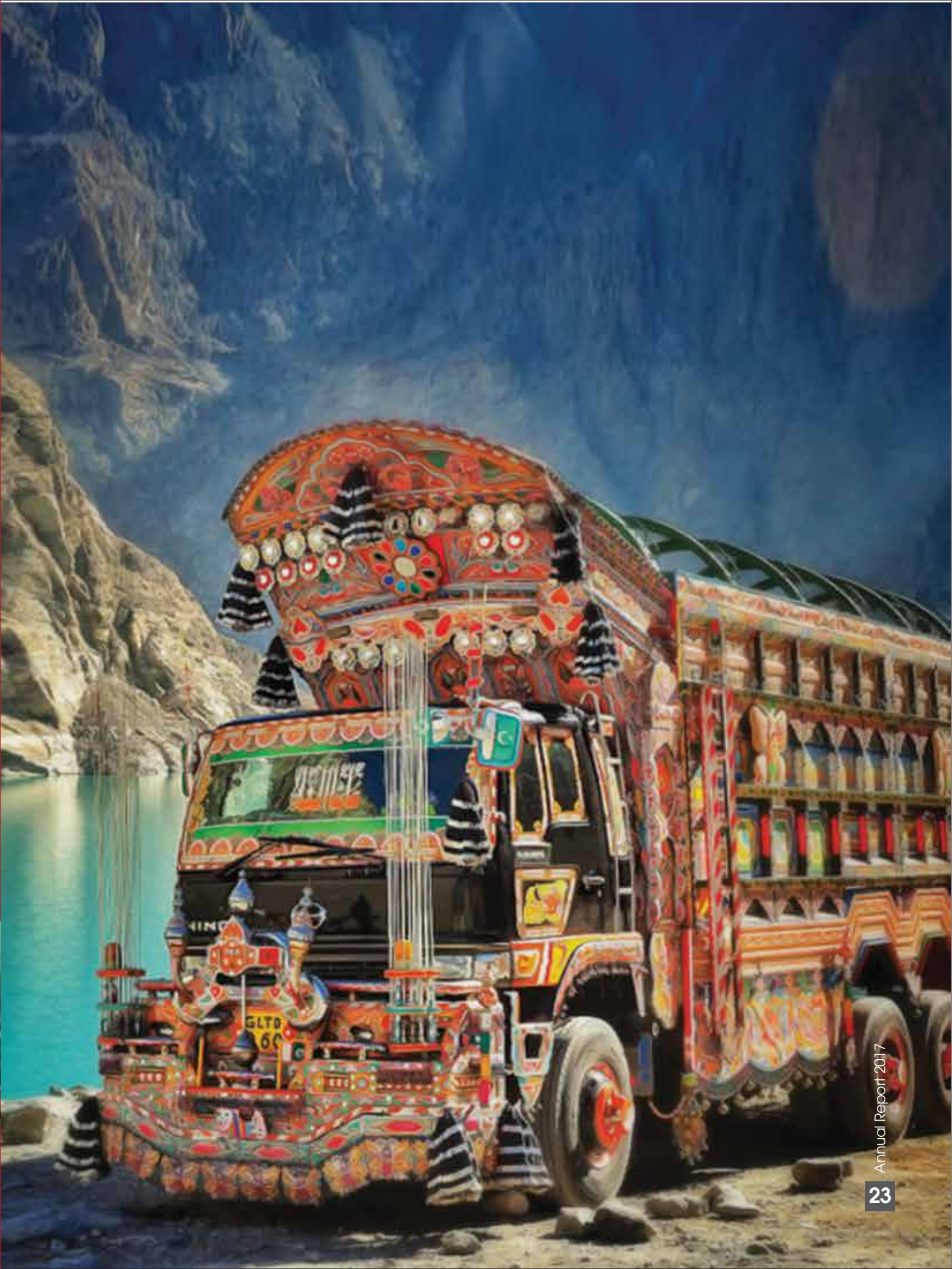




Hinopak Everywhere

Hinopak with its service network across the country looks to cater to its diversified customer range. We believe that our dedication, believe and principal values makes our ambition a reality.







Board of



Directors



**MUHAMMAD ASLAM
SANJRANI**
Chairman

Mr. Muhammad Aslam Sanjrani was appointed in November 2013 as non-executive director of the Company and Chairman of the board of directors.

He joined the Civil Service of Pakistan in 1971 and served 35 years in a variety of posts that included Administration assignments like District Magistrate, Commissioner (of Hyderabad and Larkana divisions), Secretary to the Government of Sindh and Balochistan, Autonomous and regulatory Bodies. He has worked in the Ministries of Commerce, Political affairs, Industries and Production and Foreign Affairs besides being the Secretary to the Government of Pakistan for Overseas Pakistanis. He was also the Chief Secretary of Sindh Province. Presently, he is enrolled as an Advocate of the High Court.

During the service, he has represented Pakistan at International Forums including the World International Tourism Conference, World Bank, Asian Development Bank. He has enjoyed a very credible status amongst the international Donor Agencies with whom he successfully negotiated Loan agreement. He has been a sportsman having had the distinction of representing Pakistan cricket at all levels except test cricket. He has very successfully organized World Squash Championship in Karachi. Further, he has played badminton and table tennis at national level.

TATSUHEI MUTO
Managing Director & CEO

Mr. Tatsuhei Muto is the Managing Director and Chief Executive Officer of the Company. He has been associated with the Company since February 2016. He joined Hino Motors Ltd. Japan in 1988. He served Hino Group in different countries in multiple roles including General Manager of Middle East & West Asia Division and Director of Hino Motors Manufacturing Indonesia.





YOSHIHIRO KONDO
Deputy Managing Director

Mr. Yoshihiro Kondo has been appointed as the Deputy Managing Director of the Company in April 2014. He joined Toyota Tsusho Corporation in 1984 and used to be in charge of African market, Asian market, Oceania market as well as KD projects for Egypt, Kazakhstan and other countries as a General Manager for KD Business Department.

GHAFOOR MIRZA
Independent Non-Executive Director

Mr. Ghafoor Mirza was appointed as independent non-executive director of the Company and Chairman of the Audit Committee in November 2013. He is at present, also, the director of the Zarai Taraqati Bank Limited.

He performed a variety of roles for various Ministries of the Government of Pakistan and became Federal Secretary, Ministry of Finance in 1998. His last assignment with the Government of Pakistan includes advisor (with the status of a minister of state) to Ministry of Finance and Revenue in 2008. He was part of numerous negotiations of ministry of finance with International Monetary Fund (IMF) and World Bank, Asian Development Bank and member countries of Aid-to-Pakistan Consortium including Canada, Japan, France, West Germany, Italy, United Kingdom and Switzerland.



SHUICHI KANEKO
Non-Executive Director

Mr. Shuichi Kaneko was appointed in April 2017 as non-executive director of the Company, member of the Audit Committee and Human Resource and Remuneration Committee. He joined Hino Motors Ltd., Japan in 1982.



Board



TOYOKI KUNO

Non-Executive Director

Mr. Toyoki Kuno was appointed in November 2012 as non-executive director of the Company and member of the Audit Committee. He joined Toyota Tsusho Corporation in 1986. Presently, he is also working as General Manager Hino Automotive department of Toyota Tsusho Corporation. He has served the Toyota group in different countries in numerous roles

MIKIO SEGAWA

Non-Executive Director

Mr. Mikio Segawa was appointed in June 2016 as non-executive director of the Company, member of the Audit Committee and Human Resource and Remuneration Committee. He joined Hino Motors Ltd., Japan in 1987.

TAKEHITO SASAKI

Director

Mr. Takehito Sasaki was appointed as the Director of the Company in March 2015. He joined Hino Motors Ltd., Japan in 1988. He has a rich experience in production techniques and production investigation activities.



of Directors



HIROSHI SEMBA

Non-Executive Director

Mr. Hiroshi Semba was appointed in April 2017 as non-executive director of the Company, member of the Audit Committee and Human Resource and Remuneration Committee. He joined Hino Motors Ltd., Japan in 1983.

FAHIM AIJAZ SABZWARI

Company Secretary & CFO

Mr. Fahim Aijaz Sabzwari is the Operating Officer of Finance, IT, HR, Admin and HSE Divisions. Fahim is the fellow member of the Institute of Chartered Accountants of Pakistan. He joined Hinopak Motors Limited in 2005. Previously, he has worked with A.F.Ferguson & Co., Deloitte Kingdom of Saudi Arabia and Al Ghurair Group, Dubai. He is also the Director of Arabian Sea Country Club.



ctors



FAHIM AIJAZ SABZWARI

Operating Officer
Finance & IT Division, HR, Admin
& HSE Division

Mr. Fahim Ajjaz Sabzwari is the Operating Officer of Finance, IT, HR, Admin and HSE Divisions. Fahim is the fellow member of the Institute of Chartered Accountants of Pakistan. He joined Hinopak Motors Limited in 2005. Previously, he has worked with A.F.Ferguson & Co., Deloitte Kingdom of Saudi Arabia and Al Ghurair Group, Dubai. He is also the Director of Arabian Sea Country Club.

NAUSHAD RIAZ

Operating Officer
Production Operations & Planning

Mr. Naushad Riaz is the Operating Officer of Production Operations and Planning Divisions. Mr. Riaz is a Mechanical Engineer followed by MBA (Finance) and carrying over 30 years of Experience in Auto Industry, he is associated with Hinopak since 1986. He is a Lead Auditor of Environment Management System (ISO-14000). Mr. Riaz has vast experience in Production, Projects, Progressive Manufacturing and Supply Chain Management. He represents Hinopak at various forums and is an Executive Committee Member of PAMA (Pakistan Automobile Manufacturers Association). Presently, he is also the Director of Automotive Testing & Training Centre (Pvt) Ltd.



NISHAT ZAFAR

Senior General Manager
Quality Assurance Division

Mr. Nishat Zafar is the Senior General Manager of Quality Assurance division. He has been associated with the company since 1986 and has served in different roles mainly production related areas.



Management

ADIL MOHIUDDIN SHAH

Senior General Manager
Sales & Marketing Division,
Parts and Service Division

Mr. Adil Mohiuddin Shah is the Senior General Manager Sales, Marketing, Parts and Service Divisions. In this role he led the Hinopak's marketing efforts, overseeing team marketing and sales professionals along with after sales service.

Adil is an MBA from the Institute of Business Administration. He has been associated with the Company for more than 20 years and has worked in various roles in the Sales & Marketing and Customer Support Divisions of Hinopak. He has also worked for Teradata Pakistan leading the solution team for Financial & Government sector for Pakistan and Bangladesh.



MAKOTO HOSODA

General Manager
Supply Chain Division

Mr. Makoto Hosoda is the General Manager of Supply Chain Division. He has been associated with the Hino Motors Ltd. since 1992, has served Chassis Component & Development and Global Procurement. He joined Hinopak Supply Chain Division in 2017.



ent Team

Board Committees

Audit Committee

Ghafoor Mirza – Chairman
(Non - Executive Director)
Shuichi Kaneko
(Non - Executive Director)
Mikio Segawa
(Non - Executive Director)
Toyoki Kuno
(Non - Executive Director)
Hiroshi Semba
(Non - Executive Director)
Muhammad Shoaib Akhtar
(Secretary)

Terms of Reference

- Determination of appropriate measures to safeguard Company's assets;
- Review of quarterly, half-yearly and annual financial statements of the Company, prior to the approval by the Board of Directors;
- Review of management letter issued by external auditors and management's response thereto and monitor the action plan to improve the control environment;
- Review of the scope and extent of internal audit and ensuring that the internal audit function has adequate resources and is appropriately placed within the Company;
- Ascertaining that the internal control system including financial and operational controls, accounting system and reporting structure are adequate and effective;
- Instituting special projects, other investigations on any matter specified by the Board of Directors, and to refer any matter to the external auditors or to any other external body; and
- Monitoring compliance with relevant statutes and best practices of Corporate Governance.

Human Resource & Remuneration Committee

Hiroshi Semba – Chairman
(Non - Executive Director)
Tatsuhei Muto
Toyoki Kuno
(Non - Executive Director)
Yoshihiro Kondo
Shuichi Kaneko
(Non - Executive Director)
Mikio Segawa
(Non - Executive Director)
Fahim Aijaz Sabzwari
(Secretary)

Terms of Reference

- Recommending human resource management policies to the board;
- Recommending to the board the selection, evaluation, compensation (including retirement benefits) and succession planning of the CEO;
- Recommending to the board the selection, evaluation, compensation (including retirement benefits) of CFO, Company Secretary and Head of Internal Audit; and
- Considering and approving on recommendations of CEO on such matters for key management positions who report directly to CEO.

Functional Committees

Management Committee

Tatsuhei Muto – Chairman
Yoshihiro Kondo
Takehito Sasaki
Fahim Aijaz Sabzwari
Naushad Riaz
Nishat Zafar
Adil M. Shah
Makoto Hosoda
Yoshihito Inuma
Ahsan Waseem Akhtar (Secretary)

Terms of Reference

- Managing the day to day operations of the Company;
- Developing the business and marketing strategy of the Company;
- Reviewing budgetary proposals and the necessary actions to implement the business plan;
- Monitoring profitability and deviations from business plan; and
- Handling the major business issues and other urgent matters on behalf of the Board.

Global Compact & CSR Committee

Tatsuhei Muto – Chairman
Yoshihiro Kondo
Takehito Sasaki
Fahim Aijaz Sabzwari
Naushad Riaz
Adil M. Shah
Ahsan Waseem Akhtar
Muhammad Khaliluddin
(Secretary)

Terms of Reference

- a. Review and approve the budget for CSR activities;
- b. Monitor the following CSR related activities directly or through sub committees:
 - Compliance and Good Governance (Internal Control System, Risk Management and SOA compliance activities);
 - Environment Management;
 - Creating safe and decent work place; and
 - Social activities and contribution to local communities (Activities in the field of education, health, safety, sports and creating awareness).
- c. Monitor Global Compact internalization and implementation plan; and
- d. CSR and Global Compact reporting.

Information Technology Steering Committee

Fahim Aijaz Sabzwari – Chairman
Naushad Riaz
Adil M. Shah
Ahsan Waseem Akhtar
Muhammad Zahid Hasan
(Secretary)

Terms of Reference

- a. Reviewing the long and short term plans;
- b. Approving and monitoring major projects;
- c. Reviewing and approving the major acquisitions;
- d. Ensuring liaison between IT and the user departments; and
- e. Reviewing the adequacy and allocation of resources.

Human Resource Development Committee

Tatsuhei Muto – Chairman
Yoshihiro Kondo
Takehito Sasaki
Fahim Aijaz Sabzwari
Ahsan Waseem Akhtar (Secretary)

Terms of Reference

- a. Developing and implementing policies for management of human capital;
- b. Establishing performance management system, developing and reviewing performance goals and objectives; and
- c. Reviewing compensation system and practices.

Industrial Relations Committee

Fahim Aijaz Sabzwari - Chairman
Ahsan Waseem Akhtar
Arshad Khan
Waseem Ahmed
Muhammad Khaliluddin
(Secretary)

Terms of Reference

- Promoting labour management relationship;
- Reviewing grievance handling mechanism; and
- Reviewing employee involvement in continuous improvement activities.

Health, Safety & Environment Systems Steering Committee

Takehito Sasaki - Chairman
Fahim Aijaz Sabzwari
Naushad Riaz
Nishat Zafar
Syed Samad Siraj
Ahsan Waseem Akhtar
Waseem Ahmed
Secretariat Members
Nabila M. Faisal (Secretary)

Terms of Reference

- Reviewing compliances with the Company policies related to HSE;
- Overseeing the effective maintenance of ISO 14001 and OHSAS 18001 Standards Company wide;
- Reviewing major Health, Safety and Environmental Projects and ensure their implementations;
- Monitoring the effectiveness of awareness and training programs to educate employees on HSE matters / issues; and
- Providing leadership and guidance and periodic review of the progress and performance of HSE through audits and Management Review for continual improvement.

Quality Management Systems Steering Committee (ISO 9001 : 2008)

Takehito Sasaki - Chairman
Tatsuhei Muto
Fahim Aijaz Sabzwari
Naushad Riaz
Nishat Zafar
Makoto Hosoda
Ahsan Waseem Akhtar
Secretariat Members
Sarwar Karim (Secretary)

Terms of Reference

- Establishing, implementing and maintaining Environmental Management System (EMS) and Quality Management System (QMS) against ISO 9001:2008 and ISO 14001:2004 Standards Company wide; and
- Providing leadership and guidance and periodic review of the progress and performance of QMS, EMS through audits and management reviews for the continual improvement.

Cost Control And Monitoring Committee

Yoshihiro Kondo – Chairman
Takehito Sasaki
Fahim Aijaz Sabzwari
Naushad Riaz
Adil M. Shah
Makoto Hosoda
Muhammad Zahid Hasan
(Secretary)

Terms of Reference

- a. Monitoring cost being incurred in all functional areas;
- b. Recommending, proposing methods, ways to control and minimize cost to the top management for approval; and
- c. Monitoring implementation of cost control processes / methods.

Whistle Blowing Committee

Tatsuhei Muto – Chairman
Yoshihiro Kondo
Fahim Aijaz Sabzwari
Syed Junaid Ali (Secretary)

Terms of Reference

- a. Establishing, implementing and maintaining the Whistle Blowing Mechanism;
- b. Monitoring and ensuring the transparency of the Whistle Blowing Process;
- c. Reviewing and analyzing periodically the feedback and complains obtained through the mechanism;
- d. Designating and supervising the officer investigating with regards to any matter reported through the Whistle Blowing Mechanism; and
- e. Initiating steps to ensure compliance with the Hinopak Code of Conduct, transparency in financial reporting and safeguard of Company's assets.

Production Planning & Control Steering Committee

Takehito Sasaki - Chairman
Tatsuhei Muto
Yoshihiro Kondo
Fahim Aijaz Sabzwari
Naushad Riaz
Nishat Zafar
Adil M. Shah
Makoto Hosoda
Salman Abdul Wahab (Secretary)

Terms of Reference

- a. Reviewing the status of production periodically;
- b. Scheduling the future production and projects;
- c. Analyzing the plant occupancy status; and
- d. Reviewing the efficiency level of product for steady improvement.



Managing Director & CEO Message

TATSUHEI MUTO

Assalam O Alaikum!

My dear Hinopak Family members,
congratulations to all of you for scaling the new
heights and setting new standards in the year
2016-17!

Throughout the years, Hinopak remained committed to set new benchmark of success. I would like to take a moment to reflect on this year's accomplishments and acknowledge the untiring efforts of the members of Hinopak Family, including our business partners and our valued customers for their continued cooperation and affiliation which enabled our company to achieve new milestones.

I wish this success leads our Company to much greater achievements in the years to come.



Deputy Managing Director Message

YOSHIHIRO KONDO

Dear Hino Family Members!
Congratulations!

It's your hard work and commitment that has once again enabled the Company to achieve record numbers. Achieving Rs. 1,120 million after tax profit is indeed a great achievement.

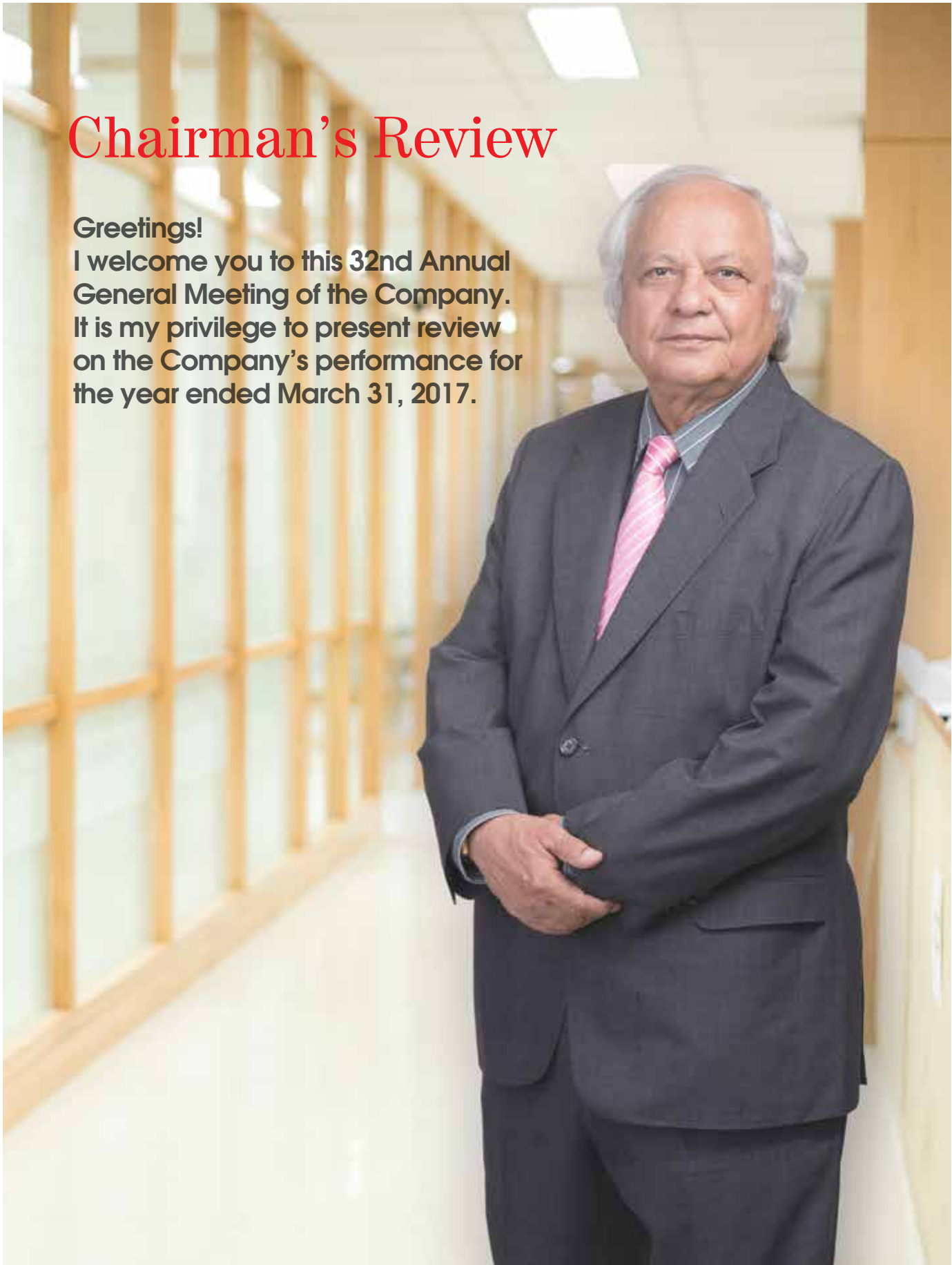
It is our company's commitment to manufacture/assemble market driven, environmental friendly, high quality products and to increase the performance level through our persistent efforts.

I am positive that with this kind of strong dedication and determination of my team, constant support of our business partners and loyal customers, we shall be able to see our company progressing with each passing year.

Chairman's Review

Greetings!

I welcome you to this 32nd Annual General Meeting of the Company. It is my privilege to present review on the Company's performance for the year ended March 31, 2017.





I am delighted to congratulate all the stakeholders, as the Company has attained the highest ever profit for the 4th consecutive year in a row by achieving after tax profit of Rs. 1,120 million.

Concurrently, the Company has maintained its market leadership in the commercial vehicle industry. All in all, we all are ecstatic and thrilled.

HINOPAK BUSINESS

Market Share and Sales

Considering macroeconomic indicators, Pakistan economy showed favourable signs of progress. Naturally, auto industry thrived with overall upsurge in market magnitude.

Regardless of intense competition, increased cost of import and other challenges, the Company sustained the position of market leader in the commercial vehicle industry.

In the Bus segment, the Company dominated the market with a share of 60% whereas overall share of the Company in the Truck segment mark up to 41%. The Company also achieved milestone by posting highest ever sales revenue of Rs. 22,477 million as against Rs. 18,087 million in the previous year.

Gross Profit

The gross margin stood at Rs. 2,466 million as against Rs. 2,762 million in the previous year.

Distribution and Administrative Expenses

Distribution and administrative expenses stood at Rs. 813 million as compared to Rs. 792 million last year.

Finance Cost

Exchange loss stood at Rs. 51 million compared to exchange loss of Rs. 294 million last year.

Profit After Tax

The Company achieved another milestone by earning highest ever after tax profit of Rs. 1,120 million as compared to last year after tax profit of Rs. 1,113 million. Earnings per share also increased to Rs. 90.31 as compared to Rs. 89.78 in last year.

Capital Expenditure

The Company invested Rs. 312 million in its capital goods to enhance productivity, upgrade technology and to promote higher safety and quality standards.

Cash Flow and Working Capital Management

The Company generated Rs. 587 million from operating activities and incurred Capital Expenditure of Rs. 312 million. The Company also paid taxes amounting Rs. 677 million. The decrease in cash and cash equivalent was Rs. 793 million.

Dividend

Considering the remarkable performance of the Company, the Board of Directors is pleased to propose 75% of profit after tax, to the shareholders as dividend, which is Rs. 67.73 per share.

MANUFACTURING FACILITIES

Chassis Assembly Division

Hinopak's Chassis Assembly Division (CAD) is indispensable for pursuing and retaining sustainable growth of the Company. The Company emphasizes on producing top-notch chassis for our esteemed customers by deploying state of the art technologies and advanced production techniques. The number of chassis produced was 3,750 compared to 3,137 in the preceding year. In addition, 6,656 IMV (Hilux) frames were produced for Indus Motors Company.

Body Manufacturing Division

Hinopak is the only commercial vehicle company, alongside its Chassis Assembly Division (CAD), to have one of the most advanced and contemporary Body Manufacturing Production Facility, which gives the Company a competitive edge. During the year, BMD produced 474 bodies of various specifications. The productivity of plant has been incessantly enhancing due to implementation of modern & integrated manufacturing practices.

BUSINESS PROCESS IMPROVEMENT AND PRODUCT DEVELOPMENT

Due to evolving technologies & processes, diversified customer needs, challenging economic environment, Hinopak strives to deploy integrated product development techniques along with most advanced technology to exceed the customer satisfaction with respect to quality, reliability & durability.

This year, the Company again achieved astonishing results through improved business processes. Having a sight over current challenges, the company invested Rs. 231 million to further improve the production process.

The Company also contributes in the socio-economic development of the country by creating job opportunities and technology transfer to local industry.

In this respect, a Vendors' Convention was held at Karachi in November, 2016. The theme of the event was "Ensure Quality" to stress the importance of quality for long term sustainability & growth. The convention also emphasized on the importance of improved localization through cost effectiveness, timely delivery, durability and safety.

AFTER SALES SUPPORT

At Hinopak, we are devoted to offer our customers with exclusive after sales service that gives us a distinction from competition. Through our extensive After Sales Support network across Pakistan, we aim to provide our customers with "TOTAL SUPPORT". The Company continues to pursue "Knocking the Door" project with over 4,000 customer visits during the year. Other significant initiatives during the year includes Free Service Camps, Eco-Drive Seminars and Hinopak Skill Contest which was organized for Dealer's Technical Staff in order to improve their skill set, promote standardization and enhance customer support.

CORPORATE SOCIAL RESPONSIBILITY

Goodness is the only investment that never fails. In future, the most successful companies will be those that integrate sustainability in their core values. At Hinopak, we strongly believe that creating a strong business and building a better world are not conflicting goals but both are imperative additive for long-term success.

Donations to Charitable Organizations

Giving is not just about making a donation; it is about making a difference. The Company carried on its legacy by widening support to health care sector for underprivileged, and made generous donations to *Pakistan Disabled Foundation*, *Poor Patients Aid Society*, *PNS Rahat Hospital*, *Burns Center* and *Pakistan Eye Bank Society*. Monthly support to *Dar-ul-Sukun* was also continued this year.

Other Welfare Activities

Other notable welfare activities undertaken during the year includes, road safety awareness (Hino Aaghai) campaign in government schools, learn and fun winter camps for kids, celebrated independence day of Pakistan at SOS Orphans village, establishment of state-of-the-art 'Kindergarten Section' at SITE Model School, merit based scholarships for workers' children, and technical scholarships for engineering students.

HUMAN RESOURCE DEVELOPMENT

At Hinopak, Human Resource Development is not a thing we do; it's the thing that runs our business. We, at our utmost priority, invest in the welfare and talent of our employees so they can flourish as dynamic individuals. Our training programs are designed to equip our employees with comprehensive knowledge, sharpen skill set, diversified experience, and innovation.

Keeping our pledge of developing people, various training programs focusing on work life balance, management development, advance manufacturing techniques & practices, soft skills and professional skills were conducted during the year and a total of 23,982 trainings hours were accomplished, mirroring Company's fervor towards its workforce development.

OCCUPATIONAL HEALTH & SAFETY

At Hinopak, we firmly believe in cultivating safe & healthy working environment for our employees and other stakeholders. In this regard, top management conducts Safety Gamba (Inspection) from time to time on the shop floor to visually check safety issues of the workplace, reflecting their commitment to sustain and improve safety culture.



This year, the Company organized various safety awareness sessions at "Safety Dojo Center" for selected dealers & vendors and for all of its employees, to educate them about safety norms and safe work practices. Moreover, different health awareness sessions and free medical check-ups were also organized for our employees.

CONTRIBUTION TO NATIONAL EXCHEQUER

The Company paid Rs. 1.8 billion approx in taxes, duties and cess to the Government.

FUTURE OUTLOOK

All indicators not only look but appear to be very favorable inspite of a few hiccups in the energy sector. As an entity, we feel that we will continue to move forward, at whatever pace, as I believe that Pakistan Economy is bound to only get better and better with the kind of potential and resource that we have; INFACT, it's going to accelerate in pace because of the elections that are in the offing in the near future. The political will can be seen, though in different directions - yet the goal looks alike - development, with emphasis on technology use. The CPEC will add to this turn around as will the parity in the exchange rate that is being maintained adding as a big boost to future growth. Only a shift from this paradigm can undo the growth trend a little - very little as the people of this great country are alive to what they want and need.

OUR RESOLVE

The management is confident that the Company will continue to capitalize on growth opportunities with its cutting-edge product line and incomparable after sales services.

VOTE OF THANKS

I would like to thank our shareholders, bankers for their trust, our estimable VENDORS and SUPPLIERS for maintaining steady, auspicious and quality Supplies, our parent and associated companies, HINO MOTORS LTD. and TOYOTA TSUSHO CORPORATION for their GUIDANCE, and the Regulators including the Federal and Provincial Governments for their support and our great institutions for their continuous belief in both, the quality and after sales

service in our products; and to say a great thank you to our DEALERS and other business partners for not only marketing of our product(s) but who have in their own way been giving their valuable input which strengthens our resolve to ensure that our product(s) get even better from the best that we are in the market today. I would take this opportunity to thank the Board of Directors for their contribution; however, I would be failing in my duties if I do not mention the LEADERSHIP and exemplary hard work put in by our never tiring MANAGEMENT so superbly supported by our WORKFORCE who combine in them the rare qualities of UNTIRING HARDWORK, innovations and loyalty to the organization - HINOPAK's 31 years as "ONE TEAM".

Pakistan Zindabad.



MUHAMMAD ASLAM SANJRANI

Chairman

Dated: May 12, 2017



Hinopak Values

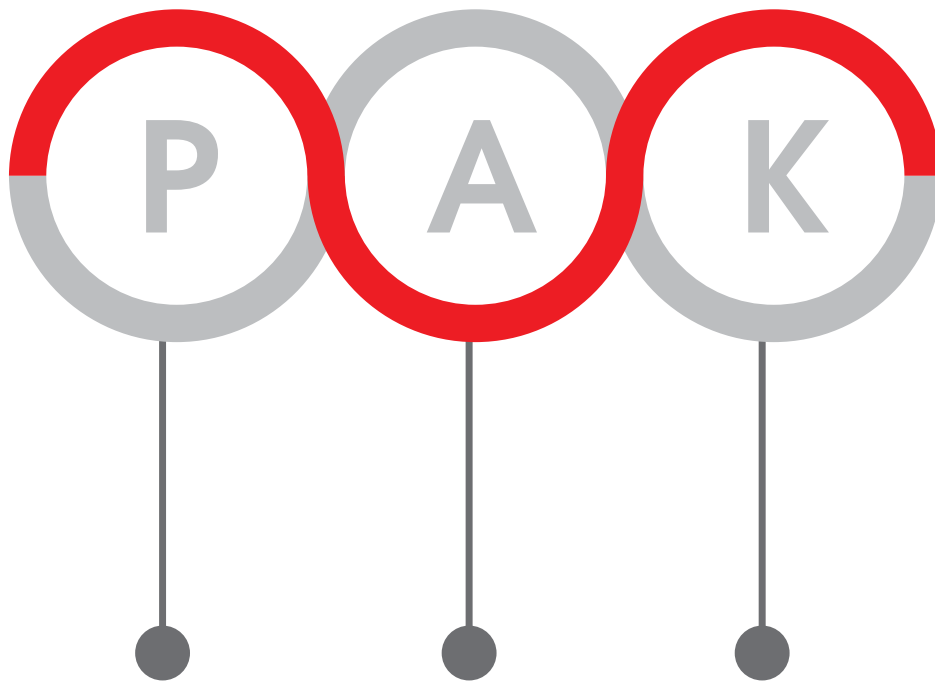


Honesty at all
cost and in all
spheres of
business

Integrity we do
what we say at
personal &
corporate level

Non
bureaucratic
pragmatic in
systems &
processes

Openness to
customers,
markets &
criticism



Purpose
oriented always
keeping the
end in mind

Altruism
fostering
relationship with
society &
environment

Kaizen
continuous
improvement



Directors' Report

The Directors take pleasure in presenting this report, together with the Audited Financial Statements of the Company for the year ended March 31, 2017.

The Board of Directors of the Company as at March 31, 2017 consists of:

Mr. Muhammad Aslam Sanjrani
Mr. Tatsuhei Muto
Mr. Yoshihiro Kondo
Mr. Ghafoor Mirza
Mr. Takehito Sasaki
Mr. Milkio Segawa
Mr. Toyoki Kuno
Mr. Akihito Yamanaka
Mr. Takeshi Yasuda

Appropriation of Profit

Following are the details of appropriations:

Year ended
March 31,
2017

Year ended
March 31,
2016

	Rupees in '000	
Profit before taxation	1,696,710	1,727,042
Taxation	(576,809)	(613,667)
Profit after taxation	1,119,901	1,113,375
Transferred from surplus on revaluation of fixed assets on account of Incremental depreciation and disposal of fixed assets	31,048	31,098
Realisation surplus on revaluation of fixed assets on disposal - net of deferred tax	1,203	-
Other comprehensive loss for the year	(19,067)	(20,509)
Unappropriated profit brought forward	2,673,733	2,354,689
Profit available for appropriation	3,806,818	3,478,653
Final cash dividend paid during the year	(1,113,324)	(804,920)
Unappropriated profit carried forward	2,693,494	2,673,733
EPS	Rs. 90.31	Rs. 89.78

The Board of Directors in its meeting held on May 12, 2017 proposed a cash dividend of Rs. 67.73 per share (2016: Rs. 89.78 per share) amounting to Rs. 839.89 million (2016: 1,113.32 million) subject to the approval of the members at the forthcoming annual general meeting of the Company.

Basic and Diluted Earnings per Share

The basic and diluted earnings per share for the year is Rs. 90.31 (2016 - Rs. 89.78).

Appointment of Auditors

The present auditors, Messrs A. F. Ferguson & Co., Chartered Accountants, retire and being eligible, offer themselves for re-appointment. The directors endorse recommendation of the Audit Committee for the re-appointment of Messrs A. F. Ferguson & Co. as the auditors for the financial year ending March 31, 2018.

Changes in Board

During the year, a casual vacancy occurred in the Board which was filled by continuing directors within 90 days by appointing Mr. Mikio Segawa as a Director in place of Mr. Shigehiro Matsuoka who resigned.

During the year elections of directors were held in the Extraordinary General Meeting in November 2016 in which the directors existing at that date were reappointed for a term of three years starting from December 03, 2016.

Pattern of Shareholding

The pattern of shareholding as at March 31, 2017 and additional information thereabout required under Code of Corporate Governance are disclosed on page 103 and page 104 respectively.

Holding Company

Since October 19, 1998, Hino Motors Ltd. Japan, is the Holding Company of Hinopak Motors Limited, by virtue of its 59.3% shareholding in the Company.

Subsequent Events

No material changes or commitments affecting the financial position of the Company have taken place between the end of the financial year and the date of the Report.



Compliance With The Best Practices Of Corporate Governance As Per Clause XVI Of Code Of Corporate Governance

The Board is pleased to state that the management of the Company is compliant with the best practices of corporate governance. The Board acknowledges its responsibility in respect of the corporate and financial reporting framework and thus states that:

- The financial statements prepared by the management of the Company, present fairly its state of affairs, the result of its operations, cash flows and changes in equity.
- Proper books of account of the Company have been maintained.
- Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgment.
- International Accounting Standards, as applicable in Pakistan, have been followed in preparation of financial statements.
- The system of internal control is sound in design and has been effectively implemented and monitored.
- There are no significant doubts upon the Company's ability to continue as a going concern.
- There has been no material departure from the best practices of corporate governance, as detailed in the listing regulations.
- The highlights of operating and financial data for the last six years are given on page 48.
- The value of investments of Company's Provident, Gratuity and Pension Funds as on March 31, 2017 were as follows:

Rupees in '000

Hinopak Motors Limited Employees' Provident Fund
 Hinopak Motors Limited Employees' Gratuity Fund
 Hinopak Motors Limited Employees' Pension Fund

209,722

179,149

292,439

- During the year four meetings of the Board were held in which the attendance by each Director is as follows:

Name of Directors	Number of meetings attended
Mr. Muhammad Aslam Sanjrani	4
Mr. Tatsuhei Muto	4
Mr. Yoshihiro Kondo	4
Mr. Takehito Sasaki	3
Mr. Mikio Segawa	2
Mr. Akihito Yamanaka	0
Mr. Toyoki Kuno	2
Mr. Ghafoor Mirza	2
Mr. Takeshi Yasuda	2
Mr. Shigehiro Matsuoka	0

- During the year four meetings of Audit Committee were held in which the attendance by each Director is as follows:

Name of Directors	Number of meetings attended
Mr. Ghafoor Mirza	2
Mr. Shigehiro Matsuoka	0
Mr. Toyoki Kuno	3
Mr. Mikio Segawa	2
Mr. Akihito Yamanaka	0
Mr. Takeshi Yasuda	2
Mr. Muhammad Aslam Sanjrani (nominee)	1

Trading of Shares of the Company

During the year ended March 31, 2017, the directors, executives and their spouses and minor children have not traded in the shares of the Company. The threshold set by the Directors, for disclosure of the term "executive", in annual report, constitutes employee whose annual basic salary exceeds Rs. 0.5 million in a year.

Chairman's Review

The accompanied Chairman's Review covers the performance, significant deviations from last year in operating results, significant plans and decisions and future outlook. The Board endorses the contents of the review.

By order of the Board



TATSUHEI MUTO
Managing Director &
CEO

Dated: May 12, 2017



MUHAMMAD ASLAM SANJRANI
Chairman

Financial Highlights

	2011-12 (Re-stated)	2012-13 (Re-stated)	2013-14	2014-15	2015-16	2016-17
Profit & Loss Account (Rs. in Million)						
Sales	8,767.00	7,528.14	9,208.42	12,636.29	18,086.85	22,477.50
Gross Profit	908.08	809.68	1,331.50	1,973.38	2,762.08	2,466.10
Operating Profit	491.98	373.08	854.55	1,434.42	2,031.75	1,776.93
Profit Before Tax	173.44	48.08	935.00	1,552.59	1,727.04	1,696.71
Taxation	147.73	18.89	311.06	479.37	613.67	576.81
Profit After Tax	25.71	29.19	623.94	1,073.22	1,113.38	1,119.90
Other Comprehensive Loss	26.80	19.65	11.57	2.60	20.51	19.07
Transfer From Surplus on Revaluation of Fixed Assets	22.76	23.26	26.86	33.43	31.10	32.25
Dividend	-	19.22	20.31	468.00	804.92	1,113.32
Unappropriated Profit Carried Forward	1,086.14	1,099.72	1,718.64	2,354.69	2,673.73	2,693.49
Balance Sheet (Rs. in Million)						
Net Assets						
Fixed Assets	1,780.55	1,714.95	1,969.74	2,006.19	2,207.72	2,841.70
Other Long Term Assets	18.81	24.16	23.33	34.01	20.59	32.62
Current Assets	4,894.55	3,321.87	5,543.36	6,181.54	7,436.02	7,188.42
Less : Current Liabilities	4,001.51	2,382.38	3,995.94	4,054.27	5,134.31	5,013.91
Total Net Assets	2,692.39	2,678.60	3,540.49	4,167.47	4,530.02	5,048.83
Financed By:						
Issued, Subscribed & Paid Up Capital	124.01	124.01	124.01	124.01	124.01	124.01
Reserves / Accumulated Profit	1,378.69	1,393.60	2,011.09	2,645.92	2,964.73	2,984.49
Surplus on Revaluation of Fixed Assets	1026.25	1,002.99	1,249.58	1,216.15	1,199.56	1,659.14
Long Term / Deferred Tax Liabilities	163.44	158.01	155.81	181.39	241.72	281.19
Total Funds Invested	2,692.39	2,678.60	3,540.49	4,167.47	4,530.02	5,048.83
Cash Flow (Rs. in Million)						
Cash Flows From / (Used in) Operating Activities	(778.57)	712.15	1,992.60	1,876.13	2,144.21	586.94
Cash Flows Used in Investing Activities	(102.34)	(51.81)	(80.28)	(163.17)	(343.55)	(269.49)
Cash Flows Used in Financing Activities	(0.01)	(19.13)	(20.23)	(466.45)	(801.95)	(1,110.09)
Turnover (Rs. in Million)						
Hino Chassis (Including Exports)	6,776.10	6,170.86	7,683.42	9,555.82	16,179.82	20,382.37
Bus & Other Bodies (Including Exports)	842.06	668.21	648.03	1,077.54	960.56	933.31
Spare Parts	174.96	183.53	165.24	248.79	353.90	463.22
Others	973.88	505.54	711.73	1,754.14	592.57	698.60
Total	8,767.00	7,528.14	9,208.42	12,636.29	18,086.85	22,477.50
Production (Units)						
Hino Chassis	1693	1259	1417	1714	2999	3750
Bus & Other Bodies	1067	305	627	1517	470	474
Hilux Frame	4420	4260	4068	4496	5304	6656

	2011-12 (Re-stated)	2012-13 (Re-stated)	2013-14	2014-15	2015-16	2016-17
Sales (Units)						
Hino Chassis (Including Exports)	1662	1262	1452	1771	2962	3817
Bus & Other Bodies (Including Exports)	1024	368	607	1547	461	501
Hilux Frame	4507	4126	4160	4455	5360	6451
No. Of Employees	289	302	310	323	318	341
Investor Information						
Financial Ratios						
Gross Profit Ratio	10.36%	10.76%	14.46%	15.62%	15.27%	10.97%
Net Profit Margin	0.29%	0.39%	6.78%	8.49%	6.16%	4.98%
Return on Assets (After Tax)	0.38%	0.58%	8.28%	13.05%	11.52%	11.13%
Return on Equity (After Tax)	1.71%	1.92%	29.22%	38.75%	36.05%	36.03%
Debt Equity Ratio*	0.06	0.06	0.05	0.05	0.06	0.06
Current Ratio	1.22	1.39	1.39	1.52	1.45	1.43
Quick Ratio	0.62	0.48	0.71	1.07	0.91	0.78
Interest Cover Ratio	2.01	1.43	199.77	-	-	-
Dividend Payout Ratio**	74.76%	69.58%	75.01%	75.00%	100.00%	75.00%
Dividend Yield Ratio**	2.12%	1.87%	8.82%	7.63%	9.16%	4.23%
Dividend Cover Ratio**	134%	144%	133%	133%	100%	133%
Other Ratios						
Price Earning Ratio	35.33	37.27	8.51	9.83	10.92	17.72
Earning Before Interest, Taxes, Depreciation And Amortization (EBITDA)	605.20	496.87	973.90	1,567.43	2,183.74	1,962.63
EBITDA Margin to Sales	6.90%	6.60%	10.58%	12.40%	12.07%	8.73%
Total Assets Turnover Ratio	1.31	1.49	1.22	1.54	1.87	2.23
Fixed Assets Turnover Ratio	4.92	4.39	4.67	6.30	8.19	7.91
Return on Capital Employed	0.95%	1.09%	17.62%	25.75%	24.58%	22.18%
Inventory Turnover Ratio	3.84	2.94	3.27	4.77	6.69	6.64
Number of Days Inventory	95	124	112	77	55	55
Debtors Turnover Ratio	7.60	7.17	18.27	12.52	20.20	59.66
Number of Days Debtors	48	51	20	29	18	6
Creditors Turnover Ratio	3.64	3.04	2.76	2.65	3.34	3.94
Number of Days Creditors	100	120	132	138	109	93
Operating Cycle (Days)	43	55	-	(32)	(36)	(31)
Per Share Amounts (In Rupees)						
Cash Dividend**	1.55	1.64	37.74	64.91	89.78	67.73
Breakup Value with Surplus on Revaluation of Fixed Assets	203.94	203.26	272.94	321.44	345.81	384.47
Breakup Value without Surplus on Revaluation of Fixed Assets	121.18	122.38	172.18	223.37	249.08	250.67
Earning Per Share	2.07	2.35	50.32	86.54	89.78	90.31
Share Price (High)	115.43	95.25	465.80	999.35	1,265.31	1,852.30
Share Price (Low)	63.43	64.11	82.00	397.36	836.59	880.21
Share Price (Closing)	73.25	87.74	428.00	850.73	980.00	1,600.00
One US\$ = Rupee as at Period End	90.70	98.30	97.90	101.70	104.80	104.70
One JPY = Rupee as at Period End	1.1063	1.0446	0.9518	0.8459	0.9331	0.9421

* Debt Equity Ratio takes into consideration the surplus on revaluation of land and building.

** Based on final dividend proposed by the Board of Directors subsequent to the year ends.

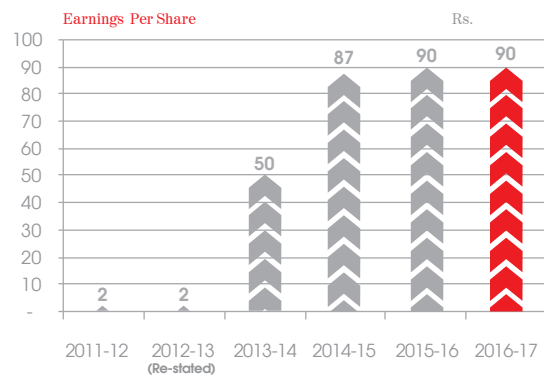
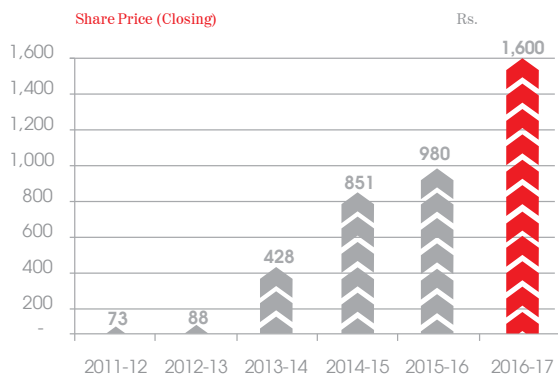
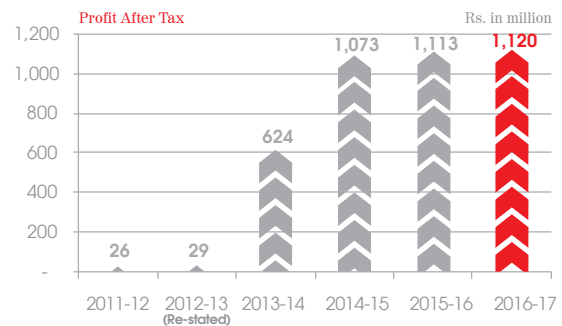
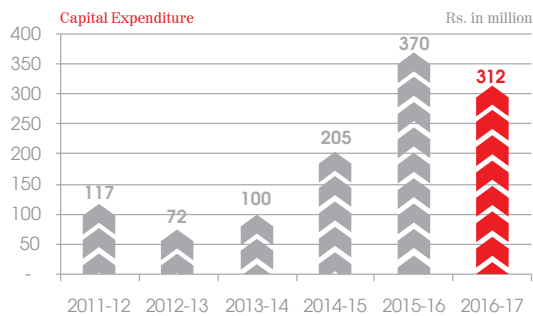
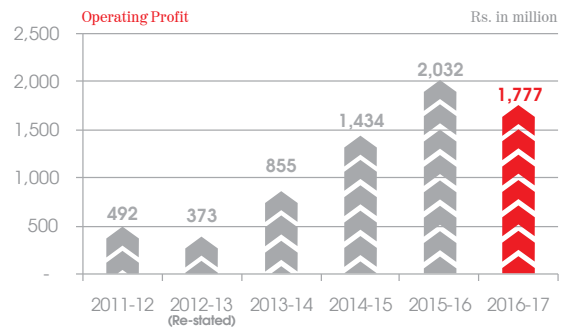
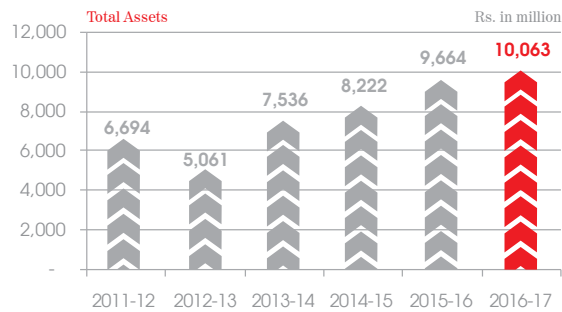
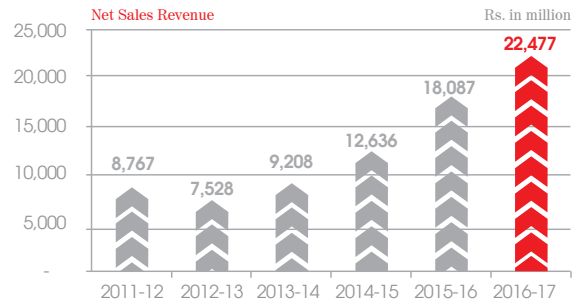
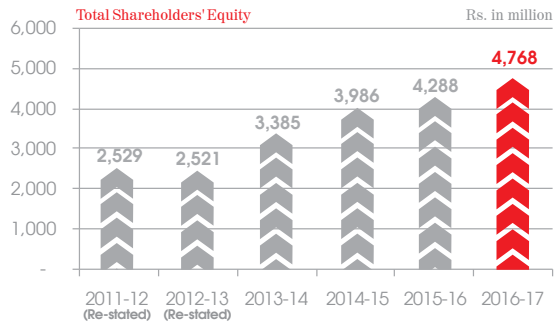
50 Vertical Analysis

	2016-17		2015-16		2014-15	
	(Rs. in million)	%	(Rs. in million)	%	(Rs. in million)	%
Operating Results						
Sales	22,477.50	100.00	18,086.85	100.00	12,636.29	100.00
Cost of sales	20,011.40	89.03	15,324.77	84.73	10,662.91	84.38
Gross profit	2,466.10	10.97	2,762.08	15.27	1,973.38	15.62
Distribution cost	427.30	1.90	397.96	2.20	303.23	2.40
Administration expenses	385.65	1.72	393.84	2.18	359.07	2.84
Other income	254.51	1.13	192.66	1.07	261.04	2.07
Other expenses	130.72	0.57	131.19	0.73	137.70	1.10
Profit from operations	1,776.93	7.91	2,031.75	11.23	1,434.42	11.35
Finance cost / (income)	80.22	0.36	304.70	1.68	(118.17)	(0.94)
Profit before taxation	1,696.71	7.55	1,727.04	9.55	1,552.59	12.29
Taxation	576.81	2.57	613.67	3.39	479.37	3.79
Profit after taxation	1,119.90	4.98	1,113.38	6.16	1,073.22	8.50
Balance Sheet						
Property, plant and equipment	2,823.97	28.06	2,187.35	22.63	1,995.54	24.27
Other non current assets	17.73	0.18	20.37	0.21	10.65	0.13
Long-term investments	0.07	0.00	0.07	0.00	0.42	0.01
Long-term deposits	6.92	0.07	6.54	0.07	6.82	0.08
Long-term loans and advances	23.66	0.24	13.98	0.15	14.23	0.17
Staff retirement benefit - prepayment	1.97	0.01	-	-	12.54	0.15
Current assets (excluding investments)	7,188.42	71.44	7,436.02	76.94	6,181.54	75.19
Total assets	10,062.74	100.00	9,664.33	100.00	8,221.74	100.00
Shareholders' equity	3,108.50	30.89	3,088.74	31.96	2,769.93	33.69
Deferred taxation	126.27	1.25	95.81	0.99	76.10	0.93
Other non-current liabilities	154.92	1.54	145.91	1.51	105.29	1.28
Surplus on revaluation of fixed assets	1,659.14	16.49	1,199.56	12.41	1,216.15	14.79
Other current liabilities (trade, interest and tax)	5,013.91	49.83	5,134.31	53.13	4,054.27	49.31
Total equity and liabilities	10,062.74	100.00	9,664.33	100.00	8,221.74	100.00
Cash Flows						
Cash flows from operating activities	586.94	(74.05)	2,144.21	214.70	1,876.13	150.51
Cash flows used in investing activities	(269.49)	34.00	(343.55)	(34.40)	(163.17)	(13.09)
Cash flows used in financing activities	(1,110.09)	140.05	(801.95)	(80.30)	(466.45)	(37.42)
Net (decrease) / increase in cash and cash equivalents	(792.64)	100.00	998.71	100.00	1,246.51	100.00

Horizontal Analysis

	2016-17		2015-16		2014-15	
	(Rs. in million)	Variance vs Last Year Increase / (Decrease) %	(Rs. in million)	Variance vs Last Year Increase / (Decrease) %	(Rs. in million)	Variance vs Last Year Increase / (Decrease) %
Operating Results						
Sales	22,477.50	24.28	18,086.85	43.13	12,636.29	37.23
Cost of sales	20,011.40	30.58	15,324.77	43.72	10,662.91	35.37
Gross profit	2,466.10	(10.72)	2,762.08	39.97	1,973.38	48.21
Distribution cost	427.30	7.37	397.96	31.24	303.23	(0.94)
Administration expenses	385.65	(2.08)	393.84	9.68	359.07	40.82
Other income	254.51	32.10	192.66	(26.20)	261.04	58.91
Other expenses	130.72	(0.36)	131.19	(4.73)	137.70	71.89
Profit from operations	1,776.93	(12.54)	2,031.75	41.64	1,434.42	67.86
Finance cost / (income)	80.22	(73.67)	304.70	357.85	(118.17)	(46.90)
Profit before taxation	1,696.71	(1.76)	1,727.04	11.24	1,552.59	66.05
Taxation	576.81	(6.01)	613.67	28.02	479.37	54.11
Profit after taxation	1,119.90	0.59	1,113.38	3.74	1,073.22	72.01
Balance Sheet						
Property, plant and equipment	2,823.97	29.10	2,187.35	9.61	1,995.54	1.56
Other non current assets	17.73	(12.96)	20.37	91.27	10.65	117.10
Long-term investments	0.07	0.00	0.07	(83.33)	0.42	(81.33)
Long-term deposits	6.92	5.81	6.54	(4.11)	6.82	0.93
Long-term loans and advances	23.66	69.25	13.98	(1.76)	14.23	(0.62)
Staff retirement benefit - prepayment	1.97	0.00	-	(100.00)	12.54	0.00
Current assets (excluding investments)	7,188.42	(3.33)	7,436.02	20.29	6,181.54	11.51
Total assets	10,062.74	4.12	9,664.33	17.55	8,221.74	9.09
Shareholders' equity	3,108.50	0.64	3,088.74	11.51	2,769.93	29.73
Deferred taxation	126.27	31.79	95.81	25.90	76.10	27.72
Other non-current liabilities	154.92	6.17	145.91	38.58	105.29	9.41
Surplus on revaluation of fixed assets	1,659.14	38.31	1,199.56	(1.36)	1,216.15	(2.67)
Other current liabilities (trade, interest and tax)	5,013.91	(2.35)	5,134.31	26.64	4,054.27	1.46
Total equity and liabilities	10,062.74	4.12	9,664.33	17.55	8,221.74	9.09
Cash Flows						
Cash flows from operating activities	586.94	(72.63)	2,144.21	14.29	1,876.13	(5.85)
Cash flows used in investing activities	(269.49)	(21.56)	(343.55)	(110.54)	(163.17)	(103.25)
Cash flows used in financing activities	(1,110.09)	38.42	(801.95)	(71.93)	(466.45)	(2,206.18)
Net (decrease) / increase in cash and cash equivalents	(792.64)	(179.37)	998.71	(19.88)	1,246.51	(34.12)

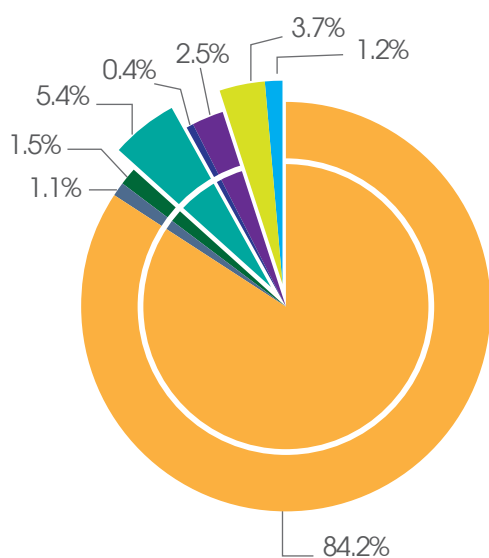
Financial Highlights Contd...



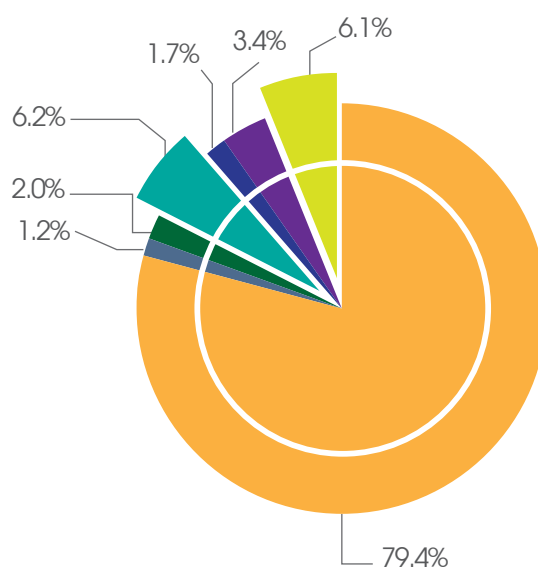
Statement of Value Addition and its Distribution

	2016-17		2015-16	
	Rs. in million	%	Rs. in million	%
Value Addition				
Revenue	22,477	98.9	18,087	98.9
Other Income	255	1.1	193	1.1
Total	22,732	100.0	18,280	100.0
Value Distribution				
Cost of sales	19,136	84.2	14,519	79.4
Distribution expenses	245	1.1	223	1.2
Administration, CSR & other operating expenses	340	1.5	365	2.0
Employees remuneration	1,235	5.4	1,141	6.2
Finance Cost	80	0.4	305	1.7
Income Tax	577	2.5	614	3.4
Dividend to shareholders *	840	3.7	1,113	6.1
Profit retained for investment and future growth	279	1.2	-	0.0
Total	22,732	100.0	18,280	100.0

* Based on final dividend proposed by the Board of Directors subsequent to year ends.



FY 2016-17



FY 2015-16

Cost of sales	■
Distribution expenses	■
Administration, CSR & other operating expenses	■
Employees remuneration	■
Finance Cost	■
Income Tax	■
Dividend to shareholders	■
Profit retained for investment and future growth	■





Corporate Social Responsibility

Seeking harmony among People Society,
Global Environment and Sustainable
Development of Society through
responsible behaviour.

CSR Charter



01 The CSR Charter articulates our goals when it comes to serving each of our diverse stakeholders group.

02 **Customers**
We meet our customers' expectations by winning them through TOTAL SUPPORT and by offering value in terms of price, quality, safety and environmental impact.

03 **Employees**
We respect individual employee by providing them a stable working environment with equal opportunity for learning and personal growth.

04 **Shareholders**
We work hard to protect and provide value to shareholders' investment by continuously improving the quality of our products and services through differentiation.

05 **Business Partners**
We share a passion for contribution to society through our products and services, and pursue innovation together with our business partners.

06 **Communities**
We strive to fulfill our role as a responsible corporate citizen and seek to invest in lasting benefits for the community and aim to create economic and social development.

CSR Highlights

Donations to Hospital and Support centre

Eco drive seminar 2016-17



Hino Genuine Oil CI-4 Agreement

Vendor's convention 2016 - 17

Customers



Service Camps:

Customer satisfaction is the company's top priority. Keeping our customers at the forefront and understanding their various requirements are the main features. As a regular practice, Hinopak once again organized free service camps for its customers.

During this year, Hinopak successfully conducted 8 service camps in 13 cities across the country which includes Karachi, Multan, Faisalabad, Sukkur, Larkana, Hyderabad, Islamabad, Gilgit, Swat, Peshawar, Sargodha, Gujrat and Lahore.



Hino Genuine Oil CI-4 Agreement Signing Ceremony with TOTAL:

To boost "Total Support" concept among customers, this year Hinopak planned to introduce CI-4 oil in its oil series and has already signed an agreement with Total Parco Pakistan Limited. The oil has a longer durability and will reduce maintenance cost of vehicles.



ECO Drive Seminar 2016-17:

This year Hinopak organized the 12th ECO Drive Seminar across the country. The seminar will help our customers to:

- Reduce operational cost by fuel saving;
- Maximize vehicle uptime;
- Improve driving skill & protect environment;
- Enhance vehicle life by proper maintenance;
- Reduce accident ratio by safe driving; and
- Support customers for profitable transport business.



Training for Customers 2016-17:

To ensure the safety of our customers and to promote customer training, Hinopak, organized a number of training programs for its customers. A total of 99 trainings were conducted in which a total number of 1,033 customers participated. These included:

- 12 ECO Drive Seminar/Training were conducted and 218 of our customers participated.
- 37 Driver Training were conducted and 275 KAZAY customers participated.
- Training through Mobile Training Units was organized in which 126 people participated and a total of 12 trainings were conducted.
- 29 driving trainings during Camps/Survey were conducted in which a total of 334 people participated.
- 7 Chargeable Driver Trainings were conducted in which there was a participation of 67 customers.
- 2 Mechanical Trainings were conducted in which 13 customers participated.



Employees



Hinopak 31st Anniversary Celebrations

Hinopak celebrated its 31st Anniversary on 2nd February, 2017 at Chassis Assembly Plant. The CBA members invited all the management & non-management employees in the cake cutting ceremony to celebrate the occasion.



Sports and Recreation

During the year, 8th Hinopak Inter-Departmental Cricket Tournament was organized in which six teams, belonging to various divisions, participated very enthusiastically. The tournament was won by Eagles.



Awareness Sessions at Safety Dojo Training Center:

At Hinopak it is our utmost duty to ensure the safety of our employees, contractors and visitors. This year, as per the directive of Managing Director & CEO, various safety awareness sessions were organized for both the management and non-management employees. The main objective of these safety simulators sessions was to impart awareness against work related hazards. To date, around 949 Hinopak's Employees & 38 Dealers/Contractors have received this training.



Promoting Health Programs

Following health awareness sessions were conducted this year:

- Causes and preventions of diabetes;
- Work Stress;
- Heart Diseases; and
- Eye diseases

These sessions were conducted to educate employees and to help them deal with these issues.

Moreover, comprehensive medical checkups and audiometric testing and consultation for employees working in high noise area were conducted during the year.



Strengthening Labour Management Relationships

Marking another milestone for ideal labour management relationship, Hinopak distributed 9 laptops amongst permanent workers through lucky draw.



Local and Foreign Trainings for Employees

Hinopak strongly believes in development of its employees. This year a total of 23,982 training man-hours were achieved. This year the training activities were focused on team building and leadership skills while institutional, technical, foreign and in-house trainings were conducted same as every year.



Awards & Achievements

In order to promote and accord recognition of Health, Safety & Environment activities in organizations every year, the Employers' Federation of Pakistan (in collaboration with ILO) holds OHS&E Award Competition among its member companies. This year, Hinopak, achieved 3rd position in the overall category. This prestigious award depicts our overall commitment, seriousness and dedication towards the safety culture and is also a reflection of our management's pledge for continual improvement in field of Occupational Health, Safety & Environment.



Service Department of The Year 2016 & Parts Department of The Year 2016

In the year 2016-17, Service Division & Parts Division have received 02 international awards from Hino Motors Ltd., Japan, one for Service Department of the Year 2016 & the second for Parts Department of the Year 2016.



Enhancing Environmental Conservation Activities:

Hinopak believes that, bringing positive environmental changes in the society is its Corporate Social Responsibility. Hinopak organizes activities on different events regarding conservation of natural resources to create its awareness. Our top management's commitment towards conservation can be seen by their active participation in tree plantation activity on World Environment Day. Other events such as World Water Day, Earth Day and Beach cleaning activities were also organized with school children.



Winter Camp for Hinopak Employees' Children

A four days winter camp was organized from 26th to 29th December 2016, which was participated by total of 373 children. The children thoroughly enjoyed various games, storytelling, character building, safety sessions, Hinopak plant visit, magic show and other activities.



Shareholders

Hinopak believes that it has a key responsibility to protect and provide value to shareholders' investment by continuously improving the quality of its products and services through differentiation.



Shareholders

With the aim of enhancing our corporate value, Hinopak works tirelessly to appropriately assess and quickly respond to domestic and overseas business environments, to ensure continuous and stable growth based on our global perspective and always establish transparency which is underpinned by open and fair disclosure. We work hard to anticipate changes in the business environment in order to improve Hinopak's corporate value.

Compliance at Hinopak is not just about observing the laws and regulations. It also means respecting social norms and corporate ethics, complying with the expectation of all the stakeholders and engaging in fair corporate activities.

Board of Directors

The Board of Directors comprises of executive and non-executive directors. The Board convened four times in 2016-17. The Board reviewed and approved company's business plan and operating results of the company.

Audit Committee

An Independent audit committee has been established by the Board for monitoring the compliance activities in the company. All members of the Audit Committee are non-executive directors. An Internal Audit department supports the committee. The committee held four meetings in 2016-17. Two meetings were also attended by the external auditors of the company.

Internal Control System and Financial Reporting

The company maintains a system of internal control

and procedures designed to ensure reliable and transparent financial reporting and disclosures. Hinopak is a group company of Toyota Motors Corporation (TMC) and was selected for TMC's project to strengthen internal controls and compliance with the requirement of US Sarbanes-Oxley Act. The company is working on the project under the guidelines from TMC.

Code of Conduct

Using the Hinopak Code of Conduct as a guideline for day-to-day work ensures that we comply with applicable laws and regulations. Further, it encourages all our employees to act fairly and openly and to strive to meet stakeholders' expectations.

Whistle Blowing Mechanism

We recognize whistle blowing as one of the most important ways to ensure good governance. For the interaction of the shareholder with the management, the company has provided online facility to the shareholders where they can lodge their complain and provide valuable suggestions to the company. Hinopak has a viable whistle blowing protection mechanism that is designed to balance the interest of the company and the subject of the complaint of misconduct, without jeopardizing the protection owed to those employees who "blow the whistle".

Shareholders' Visit to Hinopak

Recently Hinopak arranged shareholders' visit to its premises. During the visit, shareholders took a walkthrough of manufacturing and assembly divisions of the company, where, they got the opportunity to witness the assembly and manufacturing of different vehicles, including our latest Rear Engine bus model.

Business Partners



Vendor's Convention 2016

The Vendors' Convention was held on 25th November 2016, which was attended by 102 participants belonging to 82 vendors & suppliers. The chief guest on the occasion was Chairman Pakistan Association of Automotive Parts & Accessories Manufacturers (PAAPAM). The event was illuminated by the awards distribution to vendors on quality, cost, delivery and overall performance by the top management. A notable development in this year's event was the announcement of Quality grades A, B & C awarded to each vendor based on its quality performance (PPM Count) during the preceding year.



2016 Hinopak Skills Contest

Hinopak Skills Contest 2016-17 was an eventful experience for Hinopak. Last year we successfully conducted this competition in service section only. However, this year we extended the contest for both Service and Spares sections.



The one day event was supervised by Service Division and Parts Division autonomously. The entire team played its role very enthusiastically and was appreciated from all the corners. The total participants were 23, out of which 12 were technicians and 11 were parts in-charge / Managers from HPML's dealers all over Pakistan.

Dealer Conference 2016-17

The Annual Dealer's Conference 2016-17 was held at Pearl Continental Hotel, Karachi under the flag of One Team One Pledge. Hino Dealers from all over Pakistan participated actively. The main objective of the

conference was to appreciate dealers' annual performance and also to develop strategy for further improvement in 2017-18.

Training for Dealers 2016-17:

In order to make our manufacturing industry strong and to raise the level of our vendors in the field of technology, quality and cost, various training programs were organized by the company. Training programs included the following:

- KAZAY training in which there were 21 participants and 2 trainings were conducted.
- A service advisor course / salesman course was conducted which was participated by 14 participants.
- DX diagnosis training / common rail was conducted where there were a total of 40 participants and 4 trainings were conducted.
- Elementary training where 4 trainings were conducted and 43 mechanics participated.
- Intermediate training where 3 trainings were conducted in which 30 mechanics took part.
- Rehearsal training for service technicians and parts staff was conducted in which a total of 21 mechanics participated.



Dealership Network Expansion at Hino Taxila

As a part of increasing its presence at strategically vital remote location; Hinopak introduced a new dealership in main city of Taxila by the name of "Hino Taxila" in March 2017.



Communities

Donation to Hospitals and Support Centers

Being a good corporate citizen, Hinopak has always fulfilled its social responsibility by contributing towards the wellbeing of the society. This year the top management visited several hospitals and donated upto PKR 3.9 million. Donations were given to PNS Rahat Hospital, Burns Centre and Civil Hospital - Poor Patients Aid Society.

Hinopak donated Suzuki Bolan Hi-Roof to Pakistan Eye Bank Society to be used for free eye check-up and necessary treatments in order to prevent and cure eye diseases in under privileged areas.

Further, Hinopak also provided donation to Pakistan Disabled Foundation for renovation of thier bus to provide better transport facility to disabled persons and to develop affective cooperation and understanding between the disabled and ordinary society.



Independence Day Celebrations at SOS Village & Darul Sukun

On the occasion of Independence Day of Pakistan, a CSR event dedicated to the orphans and special children was organized at SOS Children's Village and Darul Sukun. The core idea behind this activity was to commemorate the festival with the orphans and special people to overcome their loneliness and share happiness with these special ones. Hinopak's management also visited "Darul Sukun" to support them in bearing monthly medical expense coverage throughout the year.



Renovation & Inauguration Ceremony of Kindergarten Facility at SITE Model School

Hinopak supported SITE Model School to renovate their kindergarten section. The objective of this project was to develop a well-equipped range of facilities and resources for the students of kindergarten and to help them achieve a well-rounded education in a child-friendly atmosphere. The vision was to provide the students with the best possible learning environment. Kindergarten section was inaugurated by Hinopak Top Management.



School Supplies Donated to School Affected by Earthquake in Swat Upper Dir.

Hinopak provided school supplies to school affected by earthquake in Swat Upper Dir. In the month of April, 2016, total of 195 bags, 120 lunch boxes, 120 water bottles, 120 pencil boxes, 600 stationary items and 26 sports items were given to school children.



Workplace Safety Orientation at Hino Frontier Motors

To promote the concept of "zero accident tolerance" and "green environment", Hinopak conducted workplace safety orientation at Hino Frontier Motors. 35 participants became a part of this orientation.



Hinopak wins 2nd Prize in 66th Pakistan Horticulture Competition 2017

Every year, Hinopak actively participates in the horticultural activities and our horticultural team ensures that our gardens are well maintained and ready before spring. This year Hinopak won 2nd prize in the office industrial garden competition which was organized by Horticulture Society of Pakistan in February, 2017.



Students' Industrial Visits

This year 633 students and teachers belonging to various academic institutions of Pakistan visited Hinopak's assembly and manufacturing facilities. This initiative aimed at giving the students an opportunity to observe and learn about the internal working environment of Hinopak and aides in helping them learn outside the classroom environment.



NED Formula Car Development Project

Every year we sponsor technical projects of engineering students under CSR program. This year a project titled "Formula Auto1 SAE" was sponsored by Hinopak. The idea was to support students by providing technical assistance in body fabrication of vehicle that travels farthest distance using least amount of energy.



66 Reducing environmental Burden through Environmental Management Systems:

We believe growth is only sustainable if it is achieved with respect to the environment and we have continued to improve and consolidate our contribution in this area. Our standards and guidelines for better environmental performance motivate us to consistently improve our efforts to create a cleaner and healthier world. We are fully complying with all applicable legal and other requirements and have not received any neighbouring complain last year. We are reporting our main key Environmental Parameters, CO₂ Reduction, Water Conservation and Material Discard to our principal Hino Motors Limited, Japan.

Chassis Assembly Plant (Reporting year April to March 2016 -17) Water Release

Items	Official Regulation	Voluntary Regulation	Measurement	Actual condition		
				MAX	MIN	AVG
Water discharged (m ³ /month)	-	-	1/m	2470	1780	2090
Water discharged (m ³ /day)	-	-	1/m	96	69	86.2
pH	6~9	6.8~7.4	1/m	7.95	7.01	7.23
BOD (mg/l)	80	70	1/m	38	16	29
COD (mg/l)	400	300	1/m	78	32	61.4
SS (mg/l)	200	100	1/m	31.8	7.86	21.4
Oil (mg/l)	10	5	1/m	3.4	1.08	2.5
TDS(mg/l)	3500	3000	1/m	1057	610	820

Air Release (NO_x (mg/Nm³))

Facilities	Fuel type	Official Regulation	Voluntary Regulation	Measurement	Actual condition		
					MAX	MIN	AVG
ED Oven	Natural Gas	600mg/Nm ³	100	4/Year	17.61	1.392	10.5
Top Coat Oven	Natural Gas	600mg/Nm ³	100	4/Year	31.81	1.67	10.1
Boiler	Natural Gas	600mg/Nm ³	100	4/Year	44.65	3.016	21.0

Air Emission (SO_x (mg/Nm³))

Facilities	Fuel type	Official Regulation	Voluntary Regulation	Measurement	Actual condition		
					MAX	MIN	AVG
ED Oven	Natural Gas	1700mg/Nm ³	100	4/Year	20.45	20.45	5.1
Top Coat Oven	Natural Gas	1700mg/Nm ³	100	4/Year	0	0	0.0
Boiler	Natural Gas	1700mg/Nm ³	100	4/Year	0	0	0.0

Body Manufacturing Plant (Reporting year April to March 2016 -17)

Water Release

Items	Official Regulation	Voluntary Regulation	Measurement	Actual condition		
				MAX	MIN	AVG
Water discharged [m3/month]	-	-	1/m	1370	940	1110
Water discharged [m3/day]	-	-	1/m	57	43.0	48.7
pH	6~9	6.8~7.4	1/m	7.4	7.05	7.18
BOD [mg/l]	80	70	1/m	40	20	30.0
COD [mg/l]	400	300	1/m	82	42	64.6
SS [mg/l]	200	100	1/m	31.7	10	18.8
Oil [mg/l]	10	5	1/m	2.9	1.19	2.3
TDS[mg/l]	3500	3000	1/m	804	504	677

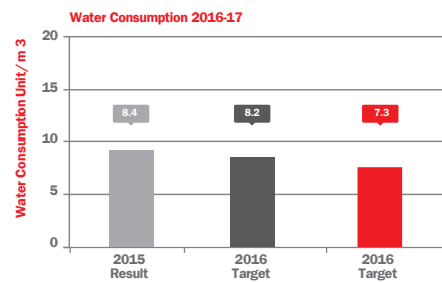
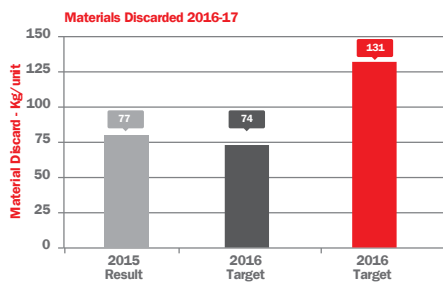
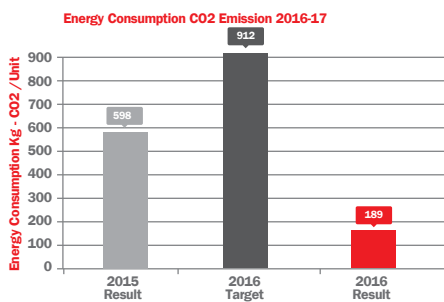
Air Release (NOx (mg/Nm3))

Facilities	Fuel type	Official Regulation	Voluntary Regulation	Measurement	Actual condition		
					MAX	MIN	AVG
Parts primer baking oven	Natural Gas	600mg/Nm3	100	4/Year	19.94	2.5	12.0
Paint baking oven	Natural Gas	600mg/Nm3	100	4/Year	23.57	1.416	14.5
Parts primer baking oven 2	Natural Gas	600mg/Nm3	100	4/Year	27.94	1.145	14.3

Air Emission (SOx (mg/Nm3))

Facilities	Fuel type	Official Regulation	Voluntary Regulation	Measurement	Actual condition		
					MAX	MIN	AVG
Parts primer baking oven	Natural Gas	1700mg/Nm3	100	4/Year	8.57	8.57	2.1
Paint baking oven	Natural Gas	1700mg/Nm3	100	4/Year	7.81	7.81	2.0
Parts primer baking oven 2	Natural Gas	1700mg/Nm3	100	4/Year	16.58	16.58	4.1

Environment Key Parameter Indicators' Results 2016 - 2017



Statement of Compliance with the Code of Corporate Governance for the year ended March 31, 2017

This statement is being presented to comply with the Code of Corporate Governance (CCG) contained in the Listing Regulations of the Pakistan Stock Exchange Limited for the purpose of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of corporate governance.

The Company has applied the principles contained in the CCG in the following manner:

1. The Company encourages representation of independent non-executive directors and directors representing minority interests on its Board of Directors. At 31st March 2017 the Board includes:

Independent Director	Mr. Ghafoor Mirza
Executive Directors	Mr. Tatsuhei Muto Mr. Yoshihiro Kondo Mr. Takehito Sasaki
Non-Executive Directors	Mr. Muhammad Aslam Sanjrani Mr. Akehito Yamanaka Mr. Mikio Segawa Mr. Toyoki Kuno Mr. Takeshi Yasuda

The independent director meets the criteria of independence under clause 5.19.1.(b) of the CCG.

2. The directors have confirmed that none of them is serving as a director on more than seven listed companies, including this Company.
3. All the resident directors of the Company are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a DFI or an NBFIs or, being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
4. One casual vacancy occurred on the Board of Directors on 01-June-2016 which was filled on 01-Jun-2016.
5. The Company has prepared a "Code of Conduct" and has ensured that appropriate steps have been taken to disseminate it throughout the Company along with its supporting policies and procedures.
6. The Board has developed a vision / mission statement, overall corporate strategy and significant policies of the Company. A complete record of particulars of significant policies along with the dates on which they were approved or amended has been maintained.
7. All the powers of the Board have been duly exercised and decisions on material transactions, including appointment and determination of remuneration and terms and conditions of employment of the CEO, other executive and non-executive directors, have been taken by the Board.
8. The meetings of the Board were presided over by the Chairman and the Board met at least once in every quarter. Written notices of the Board meetings, along with agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.
9. During the year the board did not arrange training program for its directors.
10. The Board has approved remuneration and terms and conditions of employment of CFO, Company Secretary, and Head of Internal Audit.
11. The directors' report for this year has been prepared in compliance with the requirements of the CCG and fully describes the salient matters required to be disclosed.

12. The financial statements of the Company were duly endorsed by CEO and CFO before approval of the Board.
13. The directors, CEO and executives do not hold any interest in the shares of the Company other than that disclosed in the pattern of shareholding.
14. The Company has complied with all the corporate and financial reporting requirements of the CCG.
15. The Board has formed an audit committee. It comprises of five members, all of them are non-executive directors and the chairman of the committee is an independent director.
16. The meetings of the audit committee were held at least once every quarter prior to approval of interim and final results of the Company and as required by the CCG. The terms of reference of the committee have been formed and advised to the committee for compliance.
17. The board has formed an HR and Remuneration Committee. It comprises of six members, of whom four are non-executive directors including the chairman of the committee.
18. The board has set up an effective internal audit function within the Company.
19. The statutory auditors of the Company have confirmed that they have been given a satisfactory rating under the quality control review programme of the Institute of Chartered Accountants of Pakistan, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Company and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the Institute of Chartered Accountants of Pakistan.
20. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
21. The 'closed period', prior to the announcement of interim/final results, and business decisions, which may materially affect the market price of Company's securities, was determined and intimated to directors, employees and stock exchange.
22. Material / price sensitive information has been disseminated among all market participants at once through stock exchange.
23. The related party transactions have been placed before the Audit Committee and approved by the Board of Directors.
24. The company has complied with the requirements relating to maintenance of register of persons having access to inside information by designated senior management officer in a timely manner and maintained proper record including basis for inclusion or exclusion of names of persons from the said list.
25. We confirm that all other material principles enshrined in the CCG have been complied with.

By order of the Board



TATSUHEI MUTO
Managing Director & CEO



MUHAMMAD ASLAM SANJRANI
Chairman

Dated: May 12, 2017



REVIEW REPORT TO THE MEMBERS ON STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE

We have reviewed the enclosed Statement of Compliance with the best practices contained in the Code of Corporate Governance (the Code) prepared by the Board of Directors of Hinopak Motors Limited for the year ended March 31, 2017 to comply with the Code contained in Regulation No. 5.19 of the Listing Regulations of Pakistan Stock Exchange where the Company is listed.

The responsibility for compliance with the Code is that of the Board of Directors of the Company. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement of Compliance reflects the status of the Company's compliance with the provisions of the Code and report if it does not and to highlight any non-compliance with the requirements of the Code. A review is limited primarily to inquiries of the Company's personnel and review of various documents prepared by the Company to comply with the Code.

As a part of our audit of the financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board of Directors' statement on internal control covers all risks and controls or to form an opinion on the effectiveness of such internal controls, the Company's corporate governance procedures and risks.

The Code requires the Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval its related party transactions distinguishing between transactions carried out on terms equivalent to those that prevail in arm's length transactions and transactions which are not executed at arm's length price and recording proper justification for using such alternate pricing mechanism. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length price or not.

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the best practices contained in the Code as applicable to the Company for the year ended March 31, 2017.



Chartered Accountants
Karachi

Dated: May 18, 2017

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>

A blue-tinted photograph of a pen and a magnifying glass over a document with financial data. The pen is on the left, and the magnifying glass is on the right. The document has several rows of numbers and labels. The text "Financial Statements" is centered in white. The numbers on the left are 5,000, 21,500, 54,144, 80,644, and 332,750. The labels on the right are "Balance", "Asset", and "Cur".

Financial Statements

5,000
21,500
54,144
80,644
332,750

Balance

Asset

Cur





AUDITORS' REPORT TO THE MEMBERS

We have audited the annexed balance sheet of Hinopak Motors Limited as at March 31, 2017 and the related profit and loss account, cash flow statement and statement of changes in equity together with the notes forming part thereof, for the year then ended and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

It is the responsibility of the Company's management to establish and maintain a system of internal control, and prepare and present the above said statements in conformity with the approved accounting standards and the requirements of the Companies Ordinance, 1984. Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that:

- (a) in our opinion, proper books of accounts have been kept by the Company as required by the Companies Ordinance, 1984;
- (b) in our opinion:
 - (i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984, and are in agreement with the books of account and are further in accordance with accounting policies consistently applied;
 - (ii) the expenditure incurred during the year was for the purpose of the Company's business; and
 - (iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Company;
- (c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan, and, give the information required by the Companies Ordinance, 1984, in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at March 31, 2017 and of the profit, total comprehensive income, its cash flows and changes in equity for the year then ended; and
- (d) in our opinion, Zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980), was deducted by the Company and deposited in the Central Zakat Fund established under section 7 of that Ordinance.


Chartered Accountants
Karachi

Dated: May 18, 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
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Balance Sheet

As at March 31, 2017

	Note	2017	2016
Rupees '000			
ASSETS			
Non-current assets			
Property, plant and equipment	4	2,823,965	2,187,347
Intangible assets	5	17,733	20,374
Long-term investments	6	72	72
Long-term loans and advances	7	23,659	13,979
Long-term deposits		6,921	6,541
Staff retirement benefit - prepayment	19	1,967	-
		2,874,317	2,228,313
Current assets			
Stores, spares and loose tools	8	23,335	19,555
Stock-in-trade	9	3,259,661	2,769,839
Trade debts	10	249,536	503,964
Loans and advances	11	88,788	40,510
Trade deposits and prepayments	12	68,547	88,822
Refunds due from the government	13	253,229	66,866
Other receivables	14	1,273	3,726
Taxation - payments less provision		369,044	271,008
Accrued mark-up		2,935	7,016
Cash and bank balances	15	2,872,070	3,664,707
		7,188,418	7,436,013
Total assets		10,062,735	9,664,326
EQUITY AND LIABILITIES			
Share capital and reserves			
Share capital	16	124,006	124,006
Reserves		2,984,494	2,964,733
		3,108,500	3,088,739
SURPLUS ON REVALUATION OF FIXED ASSETS	17	1,659,138	1,199,558
LIABILITIES			
Non-current liabilities			
Deferred taxation	18	126,270	95,808
Staff retirement benefit - obligations	19	154,922	145,913
		281,192	241,721
Current liabilities			
Trade and other payables	20	5,013,905	5,134,308
Total liabilities		5,295,097	5,376,029
Contingency and commitments	21		
Total equity and liabilities		10,062,735	9,664,326

The annexed notes 1 to 39 form an integral part of these financial statements.



Managing Director &
Chief Executive Officer



Chairman

Profit and Loss Account

For the year ended March 31, 2017

	Note	2017	2016
Rupees '000			
Sales	22	22,477,498	18,086,850
Cost of sales	23	(20,011,397)	(15,324,774)
Gross profit		2,466,101	2,762,076
Distribution cost	23	(427,304)	(397,964)
Administrative expenses	23	(385,651)	(393,836)
Other income	24	254,505	192,661
Other expenses	25	(130,717)	(131,192)
Profit from operations		1,776,934	2,031,745
Finance cost	26	(80,224)	(304,703)
Profit before taxation		1,696,710	1,727,042
Taxation	27	(576,809)	(613,667)
Profit after taxation		1,119,901	1,113,375
Other comprehensive loss			
Items that will not be reclassified to profit or loss			
Loss on remeasurements of post employment benefit obligations	19	(27,239)	(29,305)
Impact of deferred tax		8,172	8,796
		(19,067)	(20,509)
Items that may be subsequently reclassified to profit or loss			
Change in value of available-for-sale financial assets	6	-	(351)
Impact of deferred tax		-	121
		-	(230)
Other comprehensive loss for the year		(19,067)	(20,739)
Total comprehensive income for the year		1,100,834	1,092,636
Earnings per share - basic	28	Rs. 90.31	Rs. 89.78

The annexed notes 1 to 39 form an integral part of these financial statements.



Managing Director &
Chief Executive Officer



Chairman

Cash Flow Statement

For the year ended March 31, 2017

Note 2017 2016

Rupees '000

CASH FLOWS FROM OPERATING ACTIVITIES

Cash generated from operations	29	1,198,216	2,676,393
Mark-up paid on short-term borrowings		(89)	(90)
Interest paid on an advance from customer		(13,050)	-
Return on savings accounts and deposits		162,967	166,973
Income taxes paid - net		(676,540)	(681,379)
Retirement benefits paid		(74,506)	(18,203)
(Increase) / decrease in long-term deposits		(380)	280
(Increase) / decrease in long-term loans and advances		(9,680)	236
Net cash generated from operating activities		586,938	2,144,210
CASH FLOWS FROM INVESTING ACTIVITIES			
Fixed capital expenditure		(311,814)	(369,705)
Proceeds from sale of property, plant and equipment		42,328	26,151
Net cash used in investing activities		(269,486)	(343,554)
CASH FLOWS FROM FINANCING ACTIVITIES			
Dividend paid		(1,110,089)	(801,946)
Net (decrease) / increase in cash and cash equivalents		(792,637)	998,710
Cash and cash equivalents at beginning of the year		3,664,707	2,665,997
Cash and cash equivalents at end of the year	15	2,872,070	3,664,707

The annexed notes 1 to 39 form an integral part of these financial statements.



Managing Director &
Chief Executive Officer



Chairman

Statement of Changes in Equity

For the year ended March 31, 2017

	Share Capital	Reserves - Revenue General	Unappropriated profit	Fair value reserve	Total
Rupees '000					
Balance at April 1, 2015	124,006	291,000	2,354,689	230	2,769,925
Final dividend for the year ended March 31, 2015 @ Rs. 64.91 per share	-	-	(804,920)	-	(804,920)
Transferred from surplus on revaluation of fixed assets on account of incremental depreciation - net of deferred tax	-	-	31,098	-	31,098
Total comprehensive income for the year ended March 31, 2016					
- Profit for the year ended March 31, 2016	-	-	1,113,375	-	1,113,375
- Other comprehensive loss for the year ended March 31, 2016	-	-	(20,509)	(230)	(20,739)
	-	-	1,092,866	(230)	1,092,636
Balance at March 31, 2016	124,006	291,000	2,673,733	-	3,088,739
Final dividend for the year ended March 31, 2016 @ Rs. 89.78 per share	-	-	(1,113,324)	-	(1,113,324)
Realisation of surplus on revaluation of fixed assets on disposal - net of deferred tax	-	-	1,203	-	1,203
Transferred from surplus on revaluation of fixed assets on account of incremental depreciation - net of deferred tax	-	-	31,048	-	31,048
Total comprehensive income for the year ended March 31, 2017					
- Profit for the year ended March 31, 2017	-	-	1,119,901	-	1,119,901
- Other comprehensive loss for the year ended March 31, 2017	-	-	(19,067)	-	(19,067)
	-	-	1,100,834	-	1,100,834
Balance at March 31, 2017	124,006	291,000	2,693,494	-	3,108,500

The annexed notes 1 to 39 form an integral part of these financial statements.


**Managing Director &
Chief Executive Officer**


Chairman

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

1. THE COMPANY AND ITS OPERATIONS

Hinopak Motors Limited is incorporated in Pakistan as a public limited Company and is listed on the 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.

The financial statements are presented in Pak Rupee, which is the Company's functional and presentation currency.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies applied in the preparation of these financial statements are set out below:

2.1 Basis of preparation

2.1.1 Statement of compliance

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984. In case requirements differ, the provisions or directives of the Companies Ordinance, 1984 have been followed.

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Company's accounting policies. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed in note 3.

2.1.2 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 January 1, 2016 and are considered to be relevant to the Company's operations:

IAS 1, 'Presentation of financial statements' aims to improve presentation and disclosure in financial reports by emphasising the importance of understandability, comparability and clarity in presentation.

The amendments provide clarification on number of issues, including:

- Materiality - an entity should not aggregate or disaggregate information in a manner that obscures useful information. Where items are material, sufficient information must be provided to explain the impact on the financial position or performance.
- Disaggregation and subtotals – line items specified in IAS 1 may need to be disaggregated where this is relevant to an understanding of the entity's financial position or performance. There is also new guidance on the use of subtotals.
- Notes – confirmation that the notes do not need to be presented in a particular order.
- Other Comprehensive Income (OCI) - arising from investments accounted for under the equity method - the share of the OCI arising from equity - accounted investments is grouped based on whether the items will or will not subsequently be reclassified to profit or loss. Each group should then be presented as a single line item in the statement of comprehensive income.

The above do not have any significant impact on these financial statements.

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

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

The new standards, amendments and interpretations that are mandatory for accounting periods beginning on or after January 1, 2016 are considered not to be relevant to Company's financial statements and hence have not been detailed here.

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

Following new amendment to published standard is effective for accounting periods beginning on or after January 1, 2017 and is considered to be relevant for Company's financial statements.

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.

2.2 Overall valuation policy

These financial statements have been prepared under the historical cost convention except as disclosed in the accounting policies below.

2.3 Property, plant and equipment

These are stated at cost less accumulated depreciation / amortisation and impairment loss, if any, except land and buildings which are stated at revalued amount less accumulated depreciation and impairment loss, if any, and capital work-in-progress which is stated at cost.

Depreciation is charged to profit and loss account applying the straight line method, whereby the depreciable amount of an asset is written off over its estimated useful life. The revalued amount of leasehold land and building is amortised / depreciated equally over the remaining life from the date of revaluation. Depreciation is charged on additions from the month the asset is available for use and on disposals upto the month preceding the month of disposal.

Surplus arising on revaluation of land and buildings is disclosed as surplus on revaluation. The accumulated depreciation at the date of revaluation is eliminated against the gross carrying amount of the asset, and the net amount is restated to the revalued amount.

Gain or loss on disposal or retirement of property, plant and equipment is included in profit and loss account.

2.4 Intangible assets - computer softwares

Computer software licenses acquired by the Company are stated at cost less accumulated amortisation. Cost represents the cost incurred to acquire the software licenses and bring them to use. The cost of computer software is amortised over the estimated useful life i.e. 2 to 3 years.

Costs associated with maintaining computer softwares are charged to profit and loss account.

2.5 Impairment

The carrying values of non-current assets are reviewed for impairment when events or changes in circumstances indicate that the carrying value may not be recoverable. If any such indication exists and where the carrying values exceed the estimated recoverable amount, the assets or cash-generating units are written down to their recoverable amount.

2.6 Investments

The investments of the Company are classified into the following categories:

i) Held to maturity

These are investments with fixed or determinable payments and fixed maturity with the Company having positive intent and ability to hold to maturity. These are initially recognised at fair value plus transaction cost, and subsequently at amortised cost using the effective interest method.

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

ii) At fair value through profit and loss account

These are investments designated at fair value through profit and loss account at inception. Investments in this category are classified as current assets if they are expected to be realised within twelve months of the balance sheet date.

Investments at fair value through profit and loss account are initially recognised at fair value, and transaction costs are expensed in the profit and loss account. These are subsequently carried at fair value. Gains or losses arising from changes in the fair value are taken to profit and loss account in the period in which they arise.

iii) Available for sale

These represent non-derivative investments that are either designated in this category or not classified in any other category. They are included as non-current assets unless the investment matures or management intends to dispose off the investments within twelve months of the balance sheet date.

Available for sale investments are initially recognised at fair value plus transaction costs and are subsequently carried at fair value. Changes in the fair value are recognised in other comprehensive income.

The Company assesses at each balance sheet date whether there is objective evidence that an investment is impaired. Impairment loss on all investments is recognised in the profit and loss account. Whereas, reversal of impairment loss is recognised in other comprehensive income.

2.7 Taxation

i) Current

Charge for current taxation is based on taxable income at the current rates of taxation after taking into account tax credits and rebates available, if any, and taxes paid under the final tax regime.

ii) Deferred

The Company accounts for deferred taxation using the liability method on temporary differences arising between the tax base of assets and liabilities and their carrying amounts in the financial statements. Deferred tax liability is recognised for taxable temporary differences and deferred tax asset is recognised to the extent that it is probable that taxable profits will be available against which the deductible temporary differences, unused tax losses and tax credits can be utilised. Deferred tax is charged or credited to the profit and loss account except for deferred tax arising on surplus on revaluation of fixed assets and on change in fair value of investments categorised as available for sale which is charged to the surplus on revaluation and fair value reserve respectively.

2.8 Stores, spares and loose tools

These are valued at cost determined on moving average basis less provision for slow moving and obsolete stores and spares. Items in transit are valued at invoice value plus other charges incurred thereon.

2.9 Stock in trade

These are valued at lower of cost and net realisable value. Cost is determined by first-in first-out method except for materials for fabrication of bus bodies, consumable stores, locally manufactured parts, spares for sale and stock in transit.

Cost of material for fabrication of bus bodies, consumable stores, locally manufactured parts and spares for sale is determined on moving average method. Cost of stock in transit comprises of invoice value plus other charges incurred thereon.

Cost of work in process and finished goods include direct material, labour and appropriate portion of manufacturing expenses.

Net realisable value is determined on the basis of estimated selling price of the product in the ordinary course of business less cost of completion and estimated costs necessarily to be incurred to make the sale.

2.10 Trade and other debts

Trade and other debts are carried at original invoice amount being the fair value. Provision is made against debts considered doubtful of recovery whereas debts considered irrecoverable are written off.

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

2.11 Cash and cash equivalents

Cash and cash equivalents are carried at cost. For the purposes of cash flow statement, cash and cash equivalents comprise of cash, cheques in hand, balances with banks on current, savings and deposit accounts and short term borrowings under mark-up arrangements.

2.12 Staff retirement benefits

Defined benefit plans

Defined benefit plans define an amount of pension or gratuity that an employee will receive on or after retirement, usually dependent on one or more factors such as age, years of service and compensation. The liability recognised in the balance sheet in respect of defined benefit plans is the present value of the defined benefit obligation at the end of the reporting period less the fair value of plan assets. The defined benefit obligation is calculated annually by independent actuary using the projected unit credit method.

The present value of the defined benefit obligation is determined by discounting the estimated future cash outflows using interest rates of high-quality corporate bonds or the market rates on government bond. These are denominated in the currency in which the benefits will be paid and that have terms to maturity approximating to the terms of the related obligation.

The Company operates approved funded gratuity and pension schemes for all its permanent employees. The schemes define the amounts of benefit that an employee will receive on or after retirement subject to a minimum qualifying period of service under the schemes.

Contribution to pension fund is made by both, the Company based on actuarial recommendation, and by employees at 2% and 3% of the basic monthly salary in case of management and non-management staff respectively.

The amount arising as a result of remeasurements are recognised in the Balance Sheet immediately, with a charge or credit to Other Comprehensive Income in the periods in which they occur.

Past service costs are immediately recognised in profit and loss account.

Defined contribution plan

A defined contribution plan is a plan under which the Company pays fixed contributions into a separate entity. The Company also operates an approved contributory provident fund for all its permanent employees to which equal monthly contributions are made, both by the Company and the employees, to the fund at the rate of 10% of basic salary.

2.13 Compensated absences

The Company accounts for compensated absences of its employees on unavailed balance of leave in the period in which the leave is earned.

2.14 Provisions

Provisions are recognised when the Company has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate of the amount can be made.

2.15 Borrowings and their costs

Borrowings are recognised initially at fair value, net of transaction costs incurred and are subsequently measured at amortised cost using the effective interest method.

Borrowing costs are recognised as an expense in the period in which these are incurred except to the extent of borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset. Such borrowing costs, if any, are capitalised as part of the cost of that asset.

2.16 Warranty obligations

The Company recognises the estimated liability, on an accrual basis, to repair or replace products under warranty at the balance sheet date, and recognises the estimated product warranty costs in the profit and loss account when the sale is recognised.

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

2.17 Financial instruments

Financial instruments include loans and advances, deposits, trade and other debts, cash and bank balances, borrowings, trade and other payables and accrued mark-up. The particular recognition methods adopted are disclosed in the individual policy statements associated with each item.

2.18 Trade and other payables

Trade and other payables are initially measured at cost which is the fair value of the consideration to be paid for goods and services, whether or not billed to the Company.

2.19 Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable, and represents amount receivable for goods supplied, stated net of discounts, returns and value added taxes. Revenue from sale of goods is recognised on delivery of goods to customers i.e. when the significant risks and reward of ownership have been transferred to the customer.

Commission on handling Complete Built Up (CBU) vehicles and spare parts is recognised on accrual basis.

Return on bank deposits and short term investments is recognised on accrual basis.

2.20 Research and development cost

Research and development cost except to the extent that an intangible asset is recognised, is charged in the year in which it is incurred. Development costs previously charged to income are not recognised as an asset in the subsequent period.

2.21 Foreign currency translation

Foreign currency transactions are recorded in Pak Rupee using the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities in foreign currencies are translated into Pak Rupee at the rates of exchange prevailing at the balance sheet date. Exchange gains and losses are taken to profit and loss account.

2.22 Dividend distribution

Dividend distribution to shareholders is recognised as liability in the financial statements in the period in which the dividend is approved.

3. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

3.1 The Company makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are addressed below:

3.1.1 Income taxes

In making the estimates for income taxes, the Company takes into account the current income tax law and decisions taken by appellate authorities on certain issues in the past. There may be various matters where the Company's view differs with the view taken by the income tax department at the assessment stage and where the Company considers that its view on items of a material nature is in accordance with the law. The difference between the potential and actual tax charge, if any, is disclosed as a contingent liability.

3.1.2 Defined benefit plans

The Company has adopted certain actuarial assumptions as disclosed in note 19 to the financial statements for valuation of present value of defined benefit obligations and fair value of plan assets, based on actuarial advice.

3.1.3 Provisions

Provisions are considered, among others, for legal matters, disputed indirect taxes, warranty obligations, stock obsolescence and doubtful debts where a legal or constructive obligation exists at the balance sheet date and reliable estimate can be made of the likely outcome. The nature of these costs is such that judgement is involved in estimating the timing and amount of cash flows.

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

3.1.4 Fair valuation of property, plant and equipment

Land and buildings are revalued by using the methodology as mentioned in note 4.2.

3.2 No critical judgement has been used in applying accounting policies.

	Note	2017	2016
Rupees '000			
4. PROPERTY, PLANT AND EQUIPMENT			
Operating assets	4.1	2,821,316	2,123,096
Capital work-in-progress		2,649	64,251
		2,823,965	2,187,347

4.1 Operating assets

	Leasehold Land (Revalued - note 4.2)	Buildings on leasehold land (Revalued - note 4.2)	Plant and machinery	Furniture and fittings	Vehicles	Electrical Installations	Office and other equipments	Total
Rupees '000								
Year ended March 31, 2017								
Opening net book value (NBV)	1,012,323	607,002	178,814	18,697	216,327	17,222	72,711	2,123,096
Revaluation	397,730	134,430	-	-	-	-	-	532,160
Additions	-	47,531	231,082	1,347	34,296	8,909	40,991	364,156
Disposals - at NBV	-	(1,989)	(1,300)	(296)	(20,634)	-	(80)	(24,299)
Depreciation / amortisation charge for the year	(21,253)	(25,758)	(53,485)	(3,978)	(35,992)	(6,333)	(26,998)	(173,797)
Closing net book value	1,388,800	761,216	355,111	15,770	193,997	19,798	86,624	2,821,316
At March 31, 2017								
Cost or revaluation	1,388,800	761,216	834,099	27,754	307,010	101,406	198,789	3,619,074
Accumulated impairment	-	-	(2,735)	-	-	-	(100)	(2,835)
Accumulated depreciation / amortisation	-	-	(476,253)	(11,984)	(113,013)	(81,608)	(112,065)	(794,923)
Net book value	1,388,800	761,216	355,111	15,770	193,997	19,798	86,624	2,821,316
Year ended March 31, 2016								
Opening net book value (NBV)	1,033,576	598,245	114,988	1,918	187,117	8,638	29,092	1,973,574
Additions	-	33,783	101,995	18,664	77,944	13,356	64,242	309,984
Disposals - at NBV	-	-	(81)	*	(16,062)	*	(41)	(16,184)
Depreciation / amortisation charge for the year	(21,253)	(25,026)	(38,088)	(1,885)	(32,672)	(4,772)	(20,582)	(144,278)
Closing net book value	1,012,323	607,002	178,814	18,697	216,327	17,222	72,711	2,123,096
At March 31, 2016								
Cost or revaluation	1,056,600	658,346	673,289	31,444	309,761	92,497	162,737	2,984,674
Accumulated impairment	-	-	(2,746)	-	-	-	(100)	(2,846)
Accumulated depreciation / amortisation	(44,277)	(51,344)	(491,729)	(12,747)	(93,434)	(75,275)	(89,926)	(858,732)
Net book value	1,012,323	607,002	178,814	18,697	216,327	17,222	72,711	2,123,096
Useful life (years)	76 to 79	40	2 to 10	2 to 10	4 to 5	5	3 to 7	

* Assets disposed off having nil net book value.

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

- 4.2** During the year, two of the Company's plots of land D-2 and D-136, S.I.T.E. Karachi measuring 10.61 acres and 6 acres respectively and buildings thereon were revalued resulting in surplus of Rs. 532.16 million. The valuation was carried out by an independent valuer - M/s Iqbal A. Nanjee & Co. (Pvt.) Limited on March 21, 2017 on the basis of present market values for similar sized plots in the vicinity for land and replacement values of similar type of buildings based on present cost of construction (level 2).

The different levels have been defined in IFRS 13 as follows:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1);
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (i.e., as prices) or indirectly (i.e., derived from prices) (level 2); and
- Inputs for the assets or liabilities that are not based on observable market data (i.e., unobservable inputs e.g. estimated future cash flows) (level 3).

Had there been no revaluation, the net book values of land and buildings on leasehold land as at March 31, 2017 would have been Rs. 5.6 million (2016: Rs. 5.8 million) and Rs. 367.01 million (2016: Rs. 331.23 million) respectively.

4.3 Details of operating assets disposed off

The details of operating assets disposed off, having net book value in excess of Rs. 50,000 each are as follows:

Description	Cost	Accumulated depreciation	Book value	Sale proceeds	Mode of disposal	Particulars of purchaser
	← Rupees '000 →					
Motor Vehicle	3,599	2,231	1,368	-	Company Policy	Kunwar Idris - Ex - Chairman
"	2,156	668	1,488	1,855	"	Muhammad Owais Muhib Khan - Ex - Executive
"	2,217	688	1,529	1,556	"	- do -
"	1,524	1,008	516	926	"	Syed Muhammad Waqar - Executive
"	1,828	369	1,459	1,550	"	Abid Iqbal - Ex - Executive
"	1,019	457	562	538	"	Abdul Basit - Ex - Executive
"	1,010	464	546	505	"	Shams Naveed Zia - Ex - Executive
"	1,005	529	476	502	"	Zeeshan Zahid Malik - Ex - Executive
"	896	602	294	386	"	Rais Ahmed - Executive
"	855	575	280	371	"	Rukhshab Anjum - Executive
"	890	598	292	366	"	Nadeem Ahmed Mughal - Executive
"	779	524	255	255	"	Muhammad Atif Iqbal - Executive
"	7,850	1,298	6,552	6,500	Negotiation	Shahnawaz (Private) Limited - 19 West Wharf, Dockyard, Karachi, Pakistan
"	1,981	1,332	649	495	Tender	Rehmat Enterprises - Street # 2, Orangi Town # 5, Karachi
"	1,297	44	1,253	1,109	"	Muhammad Faisal Khan - House # 216 Area 1-D, Landhi # 2, Karachi
"	689	463	226	450	"	Syed Asad Imam - House # R-143 North Karachi Sector 11-K, Karachi
"	495	333	162	441	"	Zia-ur-Rehman - House # 1731/196 Sabri Road Baldia Town, Karachi
"	495	333	162	402	"	Muhammad Islam Khan - House # E-92, North Nazimabad Block-R, Karachi
"	495	333	162	393	"	- do -
"	495	333	162	407	"	Muhamamd Imran - House # 875/3, Block 3 Hussainabad F.B. Area, Karachi

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

Description	Cost	Accumulated depreciation	Book value	Sale proceeds	Mode of disposal	Particulars of purchaser
← Rupees '000 →						
Motor Vehicle	495	333	162	478	Tender	Khalid Anwar - House # 2029, Block-3 Naaz Sharif Charnal Road, Kemari, Karachi
Motor Cycle	123	34	89	109	Company Policy	Muhammad Aqeel - Employee
"	123	34	89	99	"	Nickson Daniel - Employee
"	98	26	72	85	"	Muneer Ahmed Shaikh - Employee
"	98	35	63	67	"	Imtiaz Ahmed - Employee
"	90	36	54	67	"	Qaseem Akhtar - Ex - Employee
"	120	36	84	71	Tender	Usman Shahid - House # B-6 Sector 11-B, North Karachi
"	110	25	85	65	"	- do -
"	110	39	71	61	"	- do -
"	134	6	128	132	Insurance Claim	EFU General Insurance Limited Central Division, Karachi
"	126	14	112	121	"	- do -
"	105	9	96	109	"	- do -
"	64	6	58	64	"	- do -
Buildings - Scrap	1,590	215	1,375	584	Tender	Rehmat Enterprises - Street # 2, Orangi Town # 5, Karachi
"	351	42	309	129	"	- do -
"	348	42	306	128	"	- do -
Furniture & fittings	1,215	931	284	-	Donation	Educational Institutions
Plant & Machinery	7,769	7,614	155	182	Tender	Wali Muhammad - House # 7, Gahram Khan Street, Karachi
"	44,915	44,017	898	12,995	Negotiation	Indus Motor Company Limited, Port Qasim Authority, Karachi
"	4,132	4,049	83	1,195	"	- do -

2017

2016

Rupees '000

5. INTANGIBLE ASSETS - Computer Softwares

	2017	2016
Opening balance		
Cost	53,448	36,009
Accumulated amortisation	(33,074)	(25,360)
Net book value	20,374	10,649
Year ended March 31		
Opening net book value	20,374	10,649
Additions	9,260	17,439
Amortisation	(11,901)	(7,714)
Closing net book value	17,733	20,374
Closing balance		
Cost	63,804	53,448
Accumulated amortisation	(46,071)	(33,074)
Net book value	17,733	20,374

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

	2017	2016
	Rupees '000	
6. LONG-TERM INVESTMENTS		
Available for sale		
Arabian Sea Country Club Limited - note 6.1	5,000	5,000
Provision for impairment	(5,000)	(5,000)
	-	-
Automotive Testing & Training Centre (Private) Limited - note 6.2	500	500
Provision for impairment	(428)	(428)
	72	72
	72	72

6.1 This represents cost of 500,000 (2016: 500,000) fully paid-up unquoted ordinary shares of Rs. 10 each. Company holds 6.45% of shares of the investee Company.

6.2 This represents cost of 50,000 (2016: 50,000) fully paid-up unquoted ordinary shares of Rs. 10 each. Company holds 2.77% of shares of the investee Company.

6.3 The provision for impairment is based on the break-up value computed through latest audited financial statements of investee companies.

	2017	2016
	Rupees '000	
7. LONG-TERM LOANS AND ADVANCES – considered good		
Loans and advances to:		
- executives	19,507	7,104
- other employees	14,255	15,083
	33,762	22,187
Less: Recoverable within one year - note 11	(10,103)	(8,208)
	23,659	13,979

7.1 The loans and advances are provided to employees under their terms of employment on interest free basis.

Loans under the schemes have been provided to facilitate purchase / construction of house and are repayable over a period of eight to nine years. The loan for purchase / construction of house is secured against employees' retirement fund balances.

Advances to employees are for house rent assistance and these are repayable upto a period of five years. These are secured against employees' retirement fund balances.

7.2 The maximum aggregate amount of loans due from executives at the end of any month during the year was Rs. 21.17 million (2016: Rs. 10.74 million).

	2017	2016
	Rupees '000	
7.3 Reconciliation of carrying amount of loans and advances to executives:		
Opening balances	7,104	9,670
Add: Disbursements	19,826	4,678
	26,930	14,348
Less: Repayments	(7,423)	(7,244)
Closing balances	19,507	7,104

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

	2017	2016
	Rupees '000	
8. STORES, SPARES AND LOOSE TOOLS		
Stores and spares	20,820	18,207
Loose tools	3,394	1,931
	24,214	20,138
Less: Provision for obsolescence	(879)	(583)
	23,335	19,555
9. STOCK-IN-TRADE		
Raw Materials and components - note 9.1 [including in transit Rs. 801.55 million (2016: Rs. 927.11 million)]	2,712,894	2,076,230
Less: Provision for obsolescence	(14,659)	(12,594)
	2,698,235	2,063,636
Work-in-process	30,330	50,732
Finished goods	429,726	585,941
Less: Provision for obsolescence	-	(492)
	429,726	585,449
Trading stock - Spare parts [including in transit Rs. 21.03 million (2016: Rs. 2.43 million)]	120,589	88,329
Less: Provision for obsolescence	(19,219)	(18,307)
	101,370	70,022
	3,259,661	2,769,839

9.1 Raw materials include stocks held with suppliers amounting to Rs. 40.45 million (2016: Rs. 19.68 million).

9.2 As at March 31, 2017 raw materials and components costing Rs. 276.02 million have been written down by Rs. 26.92 million (2016: Rs. Nil) and finished products costing Rs. 34.05 million by Rs. 1.73 million (2016: Rs. Nil) to arrive at their net realisable values.

	2017	2016
	Rupees '000	
10. TRADE DEBTS		
Considered good - unsecured		
Related parties - note 10.2		
Indus Motor Company Limited	38,599	26,977
Others - note 10.3	210,937	476,987
	249,536	503,964
Considered doubtful		
Others	21,265	21,327
	270,801	525,291
Less: Provision for doubtful debts - note 10.4	(21,265)	(21,327)
	249,536	503,964

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

	2017	2016
	Rupees '000	
10.1 As of March 31, 2017, the age analysis of trade debts is as follows:		
Not yet due	198,027	323,870
Past due		
- Up to 3 months	30,970	45,363
- 3 to 6 months	22,698	86,300
- 6 to 12 months	314	47,807
- More than one year	18,792	21,951
	72,774	201,421
	270,801	525,291

10.2 As at March 31, 2017, trade debts from related parties were outstanding for not more than 45 days.

10.3 This includes amount receivable from government institutions amounting to Rs. 86.85 million (2016: Rs. 430.31 million).

	2017	2016
	Rupees '000	
10.4 Balance at beginning of the year	21,327	30,679
(Reversal) / charge during the year - net	(62)	1,381
Written off against provision	-	(10,733)
Balance at end of the year	21,265	21,327

11. LOANS AND ADVANCES

Current maturity of long term loans and advances to:

- executives	6,287	4,806
- other employees	3,816	3,402
	10,103	8,208
Advances to:		
- other employees	389	643
- suppliers - note 11.1	85,566	38,929
	85,955	39,572
	96,058	47,780
Provision for doubtful advances to suppliers	(7,270)	(7,270)
	88,788	40,510

11.1 Advances to suppliers include advance of Rs. 1.84 million (2016: Rs. 5.6 million) given to Indus Motor Company Limited - a related party.

	2017	2016
	Rupees '000	
12. TRADE DEPOSITS AND PREPAYMENTS		
Trade deposits	56,554	77,270
Provision for doubtful deposits - note 12.1	(7,537)	(5,045)
	49,017	72,225
Prepayments	19,530	16,597
	68,547	88,822
12.1 Balance at beginning of the year	5,045	2,594
Charge during the year	2,492	2,451
Balance at end of the year	7,537	5,045

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

	2017	2016
	Rupees '000	
13. REFUNDS DUE FROM THE GOVERNMENT		
Sales tax refundable - note 13.1	306,148	119,785
Custom duty and excise duty refundable	2,807	2,807
	308,955	122,592
Less: Provision for doubtful refundables	(55,726)	(55,726)
	253,229	66,866

- 13.1** This includes sales tax refundable of Rs. 55.6 million (2016: Rs. 55.6 million), net of provisional refunds of Rs. 519.05 million (2016: Rs. 519.05 million) received against bank guarantees and undertakings, the recovery of which is dependent upon the fulfilment of the requirements of standing order no. 1 of 2010 issued by the Federal Board of Revenue and verification of related sales tax records. The Company is in the process of complying with the regulatory requirements.

	2017	2016
	Rupees '000	
14. OTHER RECEIVABLES		
Considered good		
Receivable from related parties		
Workers' Profits Participation Fund - note 14.1	914	2,285
Employees' Provident Fund	-	1,237
Others	359	204
	1,273	3,726

14.1 Workers' Profits Participation Fund

Opening balance	2,285	8,974
Allocation for the year	(91,087)	(92,715)
Amount paid to the Fund	89,716	86,026
Closing balance	914	2,285

15. CASH AND BANK BALANCES

Balances with banks:		
- on term deposit accounts - note 15.1	1,300,000	2,725,000
- on current accounts	42,969	88,450
- on PLS savings accounts - note 15.2	1,388,301	730,244
Cheques in hand	140,429	120,757
Cash in hand	371	256
	2,872,070	3,664,707

- 15.1** Term deposits carry mark-up ranging from 5.6% to 5.9% (2016: 5.75% to 6.4%) per annum maturing in May 2017.
- 15.2** At March 31, 2017, the average rate of mark-up on savings accounts was 4.49% per annum (2016: 5.04% per annum).
- 15.3** All bank accounts are maintained under conventional banking system.

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

	2017	2016
	Rupees '000	
16. SHARE CAPITAL		
16.1 Authorised share capital		
20,000,000 ordinary shares of Rs. 10 each	200,000	200,000
16.2 Issued, subscribed and paid-up capital		
Ordinary shares of Rs. 10 each		
6,200,280 shares issued for consideration paid in cash	62,003	62,003
4,133,520 shares issued for consideration other than cash - fixed assets	41,335	41,335
2,066,760 shares issued as bonus shares	20,668	20,668
12,400,560	124,006	124,006

16.3 At March 31, 2017 and March 31, 2016 Hino Motors Ltd, Japan - the holding company and Toyota Tsusho Corporation, Japan - an associated company respectively held 7,357,665 and 3,678,833 ordinary shares of Rs. 10 each.

	2017	2016
	Rupees '000	
17. SURPLUS ON REVALUATION OF FIXED ASSETS		
Opening balance	1,199,558	1,216,150
Realisation on disposal of fixed asset during the year - net of deferred tax	(1,203)	-
Transferred to unappropriated profit on account of incremental depreciation for the year - net of deferred tax	(31,048)	(31,098)
	1,167,307	1,185,052
Surplus arising on revaluation during the year - net of deferred tax	491,831	-
Effect of change in tax rate	-	14,506
Closing balance	1,659,138	1,199,558

18. DEFERRED TAXATION		
Credit balances arising in respect of:		
- accelerated tax depreciation allowances	98,046	76,486
- surplus arising on revaluation of fixed assets	118,264	82,733
- others	21	21
	216,331	159,240
Debit balances arising in respect of:		
- provision for stores and stocks obsolescence	(18,642)	(9,401)
- provision for doubtful trade debts, deposits, advances and other receivables	(27,010)	(26,296)
- provision for retirement benefits	(18,163)	(9,991)
- provision for warranty	(26,246)	(17,744)
	(90,061)	(63,432)
	126,270	95,808

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

19. RETIREMENT BENEFITS

19.1 As stated in note 2.12, the Company operates approved funded gratuity and pension schemes for all its permanent employees and an unfunded gratuity for its contractual employees. The schemes define the amounts of benefit that an employee will receive on or after retirement subject to a minimum qualifying period of service under the schemes. Actuarial valuation of the plans is carried out every year and the latest actuarial valuation was carried out as at March 31, 2017.

19.2 Plan assets held in trust are governed by local regulations which mainly include Trust Act, 1882, Companies Ordinance, 1984, Income Tax Rules, 2002 and Rules under the Trust deed of the Plans. The responsibility for governance of the Plans, including investment decisions and contribution schedules, lies with the respective Boards of Trustees. The Company appoints the trustees and all trustees are employees of the Company.

19.3 Details of the Fund as per the actuarial valuation are as follows:

	2017			2016		
	Funded Gratuity Fund	Pension Fund	Unfunded Gratuity	Funded Gratuity Fund	Pension Fund	Unfunded Gratuity

← Rupees '000 →

19.4 Movement in (asset) / liability

Opening balance	3,886	32,204	109,823	(12,544)	12,881	92,408
Charge for the year	15,901	15,658	22,750	8,993	12,905	20,168
Remeasurements recognised in Other Comprehensive Income	(4,673)	23,335	8,577	4,066	21,622	3,617
(Payments) / withdrawal during the year	(17,081)	(51,491)	(5,934)	3,371	(15,204)	(6,370)
Closing balance	(1,967)	19,706	135,216	3,886	32,204	109,823

19.5 Balance sheet reconciliation as at March 31

Fair value of plan assets	(179,149)	(292,439)	-	(159,455)	(231,364)	-
Present value of obligations	177,182	312,145	135,216	163,341	263,568	109,823
Recognised (asset) / liability	(1,967)	19,706	135,216	3,886	32,204	109,823

19.6 Remeasurement recognised in Other Comprehensive Income

Experience gains / (losses)	3,853	(21,327)	(8,577)	(8,512)	(14,104)	(3,617)
Remeasurement gains / (losses) of fair value of plan assets	820	(2,008)	-	4,446	(7,518)	-
	4,673	(23,335)	(8,577)	(4,066)	(21,622)	(3,617)

19.7 Charge for the year

Current service cost	16,305	14,929	12,037	10,080	12,521	11,246
Interest cost	15,622	25,688	10,713	13,534	21,979	8,922
Expected return on plan assets	(16,026)	(24,959)	-	(14,621)	(21,595)	-
	15,901	15,658	22,750	8,993	12,905	20,168

19.8 Movement in the present value of obligation

Opening balance	163,341	263,568	109,823	139,472	224,640	92,408
Current service cost	16,305	14,929	12,037	10,080	12,521	11,246
Interest cost	15,622	25,688	10,713	13,534	21,979	8,922
Remeasurement	(3,853)	21,327	8,577	8,512	14,104	3,617
Benefits paid	(14,233)	(13,367)	(5,934)	(8,257)	(9,676)	(6,370)
Closing balance	177,182	312,145	135,216	163,341	263,568	109,823

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

2017			2016		
Funded		Unfunded	Funded		Unfunded
Gratuity Fund	Pension Fund	Gratuity	Gratuity Fund	Pension Fund	Gratuity

← Rupees '000 →

19.9 Movement in fair value of plan assets

Opening balance	159,455	231,364	-	152,016	211,759	-
Expected return on plan assets	16,026	24,959	-	14,621	21,595	-
Remeasurement	820	(2,008)	-	4,446	(7,518)	-
Employer contributions / (withdrawals)	17,081	51,491	-	(3,371)	15,204	-
Benefits paid	(14,233)	(13,367)	-	(8,257)	(9,676)	-
Closing balance	179,149	292,439	-	159,455	231,364	-

19.10 Plan assets comprise of:

Government bonds	73,002	149,073	-	82,949	164,418	-
National Savings Certificates	49,961	12,652	-	44,956	11,388	-
Other Bonds (TFCs)	-	9,949	-	3,093	9,731	-
Mutual funds	15,409	9,817	-	10,626	6,782	-
Bank deposits	11,119	20,636	-	10,441	19,893	-
Cash at bank	29,658	90,312	-	7,390	19,152	-
	179,149	292,439	-	159,455	231,364	-

19.11 Key actuarial assumptions used:

Expected rate of return on plan assets (%)	9.5	9.5	-	10.0	10.0	-
Future salary increase (%)	8.5	8.5	8.5	9.0	9.0	9.0
Discount rate at March 31 (%)	9.5	9.5	9.5	10.0	10.0	10.0
Retirement age (years)	60	60	60	60	60	60

19.12 Pre-Retirement mortality was assumed to be SLIC (2001-2005) for males and females, as the case may be, rated down one year.

19.13 In case of the funded plans, the Company ensures that the investment positions are managed within an asset-liability matching (ALM) framework that has been developed to achieve long-term investments that are in line with the obligations under the Retirement benefit plan. Within this framework, the Company's ALM objective is to match assets to the retirement benefit obligations by investing in long-term fixed interest securities with maturities that match the benefit payments as they fall due. The Company actively monitors how the duration and the expected yield of the investments are matching the expected cash outflows arising from the Retirement benefit plan obligations. The Company has not changed the processes used to manage its risks from previous periods. The Company does not use derivatives to manage its risk. Investments are well diversified, such that the failure of any single investment would not have a material impact on the overall level of assets. A large portion of assets in 2017 consists of government bonds, term deposits and cash at bank. The Company believes that government bond offer the best returns over the long term with an acceptable level of risk.

19.14 The expected return on plan assets was determined by considering the expected returns available on the assets underlying the current investment policy. Expected yields on fixed interest investments are based on gross redemption yields as at the balance sheet date.

The actuary conducts separate valuations for calculating contribution rates and the Company contributes to the pension and gratuity funds according to the actuary's advice. Expense of the defined benefit plan is calculated by the actuary.

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

19.15 Sensitivity analysis for actuarial assumptions

The sensitivity of the defined benefit obligation to changes in the weighted principal assumptions is:

	Impact on defined benefit obligation		
	Change in assumption	Increase in assumption	Decrease in assumption
		← Rupees '000 →	
Discount rate at 31 March	1.00%	(54,013)	63,261
Future salary increases	1.00%	51,460	(45,834)

There is no significant change in the obligation if life expectancy increases by 1 year.

The sensitivity analyses are based on a change in an assumption while holding all other assumptions constant. In practice, this is unlikely to occur, and changes in some of the assumptions may be correlated. When calculating the sensitivity of the defined benefit obligation to significant actuarial assumptions the same method (present value of the defined benefit obligation calculated with the Projected Unit Credit Method at the end of the reporting period) has been applied as when calculating the liability recognised within the balance sheet.

The methods and types of assumptions used in preparing the sensitivity analysis did not change compared to the previous period.

- 19.16** The expected return on plan assets is based on the market expectations and depends upon the asset portfolio of the plan, at the beginning of the period, for returns over the entire life of the related obligation.
- 19.17** Based on actuary's advice, the amount of expected contribution to gratuity and pension funds in 2017-18 will be Rs. 12.646 million and Rs. 14.8 million respectively.
- 19.18** The weighted average duration of pension fund, funded gratuity and unfunded gratuity is 10 years.
- 19.19** Expected maturity analysis of undiscounted retirement benefit plans.

	Less than a year	Between 1-2 years	Between 2-5 years	Between 5-10 years	Over 10 years	Total
	← Rupees '000 →					
At March 31, 2017 Retirement benefit plans	101,106	28,172	173,065	539,062	1,283,843	2,125,248

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

	2017	2016
	Rupees '000	
20. TRADE AND OTHER PAYABLES		
Creditors	314,037	303,264
Bills payable to		
- Toyota Tsusho Corporation, Japan - an associated company	1,593,786	1,968,198
- Hino Motors Limited, Japan - holding company	-	25,323
Accrued liabilities	836,248	819,504
Provision for warranty services - note 20.1	44,983	41,664
Provision for compensated absences - note 20.2	68,269	63,562
Advances from customers - note 20.3	1,731,212	1,287,239
Provision for custom duties - note 20.4	158,750	158,750
Royalty payable to Hino Motors, Ltd. Japan - holding company	64,027	258,646
Security deposits from dealers	27,000	27,000
Provision for infrastructure cess	23,249	23,249
Employees related obligation - note 20.5	51,728	47,060
Tax deducted at source and payable to statutory authorities	28,497	16,901
Workers' welfare fund	38,857	37,522
Sindh sales tax on services	14,090	43,357
Unclaimed dividend	9,901	6,666
Interest payable - note 20.6	2,175	-
Others	7,096	6,403
	5,013,905	5,134,308
20.1 Provision for warranty services		
Balance at beginning of the year	41,664	67,274
Recognised / (reversed) during the year	10,672	(21,713)
Expenses against provision	(7,353)	(3,897)
Balance at end of the year	44,983	41,664
20.2 Provision for compensated absences		
Balance at beginning of the year	63,562	61,203
Net charge during the year	23,097	16,919
Payments made	(18,390)	(14,560)
Balance at end of the year	68,269	63,562

20.3 This includes an advance amounting to Rs. 870 million which carries interest at the rate of 6% per annum.

20.4 These represent demands raised by Collector of customs in respect of custom duty provision made against CKD kits imported in 1993 and between 1998 to 2006. The same have been appealed against at appropriate levels and reply from authorities is awaited.

20.5 This represents contributions made by employees towards the sale price of vehicles provided to them by the Company in accordance with the Company's vehicle policy.

20.6 This represents interest payable on an advance from customer.

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

21. CONTINGENCY AND COMMITMENTS

21.1 As at March 31, 2017 the Company has received provisional refunds of Rs. 519.05 million (2016: Rs. 519.05 million) from the sales tax department against undertakings and bank guarantees.

21.2 Commitments for capital expenditures as at March 31, 2017 amounted to Rs. 4.47 million (2016: Rs. 96.83 million).

	2017	2016
	Rupees '000	
Gross sales	27,371,818	22,260,464
Sales tax	(3,970,230)	(3,219,301)
	23,401,588	19,041,163
Commission and discounts	(923,413)	(935,447)
Sale returns	(677)	(18,866)
	22,477,498	18,086,850

22.1 Sales to Government institutions of Rs. 2.48 billion (2016: Rs. 3.01 billion) account for 11 percent (2016: 17 percent) of the net sales.

23. TOTAL COST OF SALES, DISTRIBUTION COST AND ADMINISTRATIVE EXPENSES

	Cost of Sales		Distribution Cost		Administrative Expenses		Total	
	2017	2016	2017	2016	2017	2016	2017	2016
	Rupees '000							
Raw materials consumed	17,998,975	13,888,432	-	-	-	-	17,998,975	13,888,432
Staff costs - note 23.1	875,580	806,150	182,768	175,053	176,112	160,200	1,234,460	1,141,403
Depreciation and amortisation	122,136	98,282	15,354	11,746	48,208	41,964	185,698	151,992
Rent, rates and taxes	6,846	6,159	8,029	7,795	10,719	7,183	25,594	21,137
Insurance	8,751	9,398	1,649	1,788	7,745	8,443	18,145	19,629
Vehicle running and maintenance	10,067	13,057	12,734	11,477	8,844	10,588	31,645	35,122
Fuel and power	91,505	65,459	2,869	2,555	11,044	14,687	105,418	82,701
Travelling and entertainment	6,243	19,113	17,934	33,750	10,464	25,405	34,641	78,268
Repairs and maintenance	37,445	44,420	1,988	3,101	13,032	27,543	52,465	75,064
Communication and stationery	5,578	6,721	6,834	7,330	8,383	8,877	20,795	22,928
Royalty and technical assistance	254,078	243,669	-	-	-	-	254,078	243,669
Provision / (reversal) for obsolete stock-in-trade, stores and spares	2,781	(56,981)	-	-	-	-	2,781	(56,981)
Legal and professional charges	4,759	4,884	12,137	12,444	9,762	11,799	26,658	29,127
Auditors' remuneration - note 23.2	-	-	-	-	3,807	3,314	3,807	3,314
Security and maintenance	639	1,597	3,147	2,726	62,277	59,488	66,063	63,811
Outward freight and handling	-	-	1,017	990	-	-	1,017	990
Advertising and sales promotion	-	-	58,148	54,442	-	-	58,148	54,442
Product maintenance charges	-	-	83,742	80,374	-	-	83,742	80,374
Warranty services	-	-	10,672	(21,713)	-	-	10,672	(21,713)
Provision for doubtful receivables, advances and deposits	-	-	2,430	3,832	-	-	2,430	3,832
Sindh sales tax on royalty	25,096	27,354	-	-	-	-	25,096	27,354
Other expenses	13,428	23,673	5,852	10,274	15,254	14,345	34,534	48,292
	19,463,907	15,201,387	427,304	397,964	385,651	393,836	20,276,862	15,993,187
Opening stock of work in process	50,732	151,347						
Closing stock of work in process	(30,330)	(50,732)						
Cost of goods manufactured	19,484,309	15,302,002						
Opening stock of finished goods	585,449	275,389						
Closing stock of finished goods	(429,726)	(585,449)						
	19,640,032	14,991,942						
Consumption of trading goods	371,365	332,832						
	20,011,397	15,324,774						

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

	Cost of Sales		Distribution Cost		Administrative Expenses		Total	
	2017	2016	2017	2016	2017	2016	2017	2016

Rupees '000

23.1 Staff costs

Salaries, wages, allowances and staff welfare	829,939	767,727	170,941	165,469	165,569	153,359	1,166,449	1,086,555
Charge for defined benefit plans	37,502	30,824	8,659	6,580	8,148	4,662	54,309	42,066
Charge for defined contribution plan	8,139	7,599	3,168	3,004	2,395	2,179	13,702	12,782
	875,580	806,150	182,768	175,053	176,112	160,200	1,234,460	1,141,403

2017

2016

Rupees '000

23.2 Auditors' remuneration

Audit fee	1,850	1,725
Fee for limited review of half yearly financial statements and other certifications	1,600	1,250
Out of pocket expenses	357	339
	3,807	3,314

24. OTHER INCOME

Income from financial assets

Return on PLS savings accounts	39,247	74,913
Return on deposit accounts	119,639	89,338
	158,886	164,251

Income from non-financial assets

Gain on disposal of non-current assets	18,325	9,967
--	--------	-------

Others

Scrap sales	23,512	13,326
Commission from an associated company	50,910	1,612
Others	2,872	3,505
	254,505	192,661

25. OTHER EXPENSES

Donations and charities - note 25.1	5,696	3,936
Workers' Profits Participation Fund	91,087	92,715
Workers' Welfare Fund	33,934	34,541
	130,717	131,192

25.1 None of the directors or their spouses had any interest in the donees.

2017

2016

Rupees '000

26. FINANCE COST

Interest on an advance from customer	15,225	-
Exchange loss - net	50,927	294,403
Bank charges and others	14,072	10,300
	80,224	304,703

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

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

	2017	2016
	Rupees '000	
27. TAXATION		
Current		
- for the year	528,937	528,395
- for prior year - note 27.1	49,567	42,143
Deferred	(1,695)	43,129
	576,809	613,667

27.1 This represents prior year charge for super tax, imposed for rehabilitation of temporarily displaced persons under section 4B of the Income Tax Ordinance, 2001 (as inserted by Finance Act 2016).

	2017	2016
	Rupees '000	
27.2 Relationship between tax expense and accounting profit		
Profit before taxation	1,696,710	1,727,042
Tax calculated at the rate of 31% (2016: 32%)	525,980	552,653
Effect of final tax regime	2,514	6,013
Tax effect of change in tax rate	-	3,455
Effect of super tax	49,567	42,143
Others	(1,252)	9,403
Tax charge for the year	576,809	613,667

28. EARNINGS PER SHARE - BASIC

Profit after taxation attributable to ordinary shareholders	1,119,901	1,113,375
Number of ordinary shares (in '000) issued and subscribed at end of the year	12,401	12,401
Earnings per share - basic	Rs. 90.31	Rs. 89.78

28.1 A diluted earnings per share has not been presented as the Company does not have any convertible instruments in issue as at March 31, 2017 and March 31, 2016 which would have any effect on the earnings per share if the option to convert is exercised.

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

	2017	2016
	Rupees '000	
29. CASH GENERATED FROM OPERATIONS		
Profit before taxation	1,696,710	1,727,042
Add / (less): Adjustments for non cash charges and other items		
Depreciation and amortisation	185,698	151,992
Gain on disposal of operating fixed assets	(18,325)	(9,967)
Donation of property, plant and equipment	296	-
Retirement benefits charge	54,309	42,066
Mark-up on short-term borrowings	89	90
Interest on an advance from customer	15,225	-
Income on PLS savings and deposit accounts	(158,886)	(164,251)
Profit before working capital changes	1,775,116	1,746,972
EFFECT ON CASH FLOW DUE TO WORKING CAPITAL CHANGES		
(Increase) / decrease in current assets		
Stores, spares and loose tools	(3,780)	7,385
Stock-in-trade	(489,822)	(955,648)
Trade debts	254,428	783,246
Loans and advances	(48,278)	(23,045)
Trade deposits and prepayments	20,275	(40,694)
Refunds due from the government	(186,363)	48,483
Other receivables	2,453	32,630
	(451,087)	(147,643)
(Decrease) / increase in current liabilities		
Trade and other payables	(125,813)	1,077,064
	(576,900)	929,421
	1,198,216	2,676,393

30. REMUNERATION OF MANAGING DIRECTOR / CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

The amounts charged in these financial statements for remuneration of the Managing Director, Directors and Executives of the Company are as follows:

	Managing Director / Chief Executive		Executive Directors		Executives	
	2017	2016	2017	2016	2017	2016
	Rupees '000					
Managerial remuneration and allowances	6,295	5,812	10,766	9,883	119,703	100,299
Bonus	8,981	7,649	15,190	12,786	131,831	126,157
Retirement benefits	-	-	-	-	22,763	20,814
Rent and utilities	-	-	454	418	39,642	35,377
Leave passage	472	436	798	738	6,199	5,633
Club expenses	-	-	-	-	913	791
Medical expenses	160	157	319	320	7,126	6,394
	15,908	14,054	27,527	24,145	328,177	295,465
Number of persons	1	1	2	2	82	68

30.1 Consultancy fee of Rs. 2.84 million (2016: Rs. 2.34 million) is paid to the Chairman and he is also provided with free use of Company maintained car.

30.2 The Managing Director, Executive Directors and certain Executives of the Company are provided with free use of Company maintained cars and housing facilities in accordance with their terms of employment.

30.3 In addition to above, fee paid to the Chairman and independent non - executive director for attending meetings during the year amounted to Rs. 0.98 million (2016: Rs. 0.8 million).

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

	2017	2016
	Units	
31. PLANT CAPACITY AND PRODUCTION		
Plant capacity (single shift without overtime)		
- Chassis	6,000	6,000
- Bodies	1,800	1,800
Actual production		
- Chassis	3,750	3,137
- Bodies	474	470

31.1 Chassis and bodies production during the year was as per market demand.

32. RELATED PARTY DISCLOSURES

Disclosure of transactions between the Company and related parties:

Relationship	Nature of transaction	2017	2016
		Rupees '000	
i. Holding company	- Dividend paid	660,571	477,586
	- Purchase of goods	515,934	465,094
	- Royalty charge	250,955	240,971
	- Technical assistance fee	3,123	2,698
	- Purchase of property, plant and equipment	41,632	1,181
ii. Associated companies	- Purchase of goods	13,567,199	10,016,728
	- Sale of goods	563,337	520,315
	- Dividend paid	330,286	238,793
	- Purchase of property, plant and equipment	66,858	31,760
	- Proceeds from disposal of property, plant and equipment	14,190	-
	- Commission earned	50,910	1,612
iii. Staff retirement funds	- Payments to retirement benefit plans	94,739	50,626

32.1 Outstanding balances with related parties as at year end have been included in trade debts, other receivables and trade and other payables respectively. These are settled in ordinary course of business.

32.2 Details of compensation to key management personnel comprising of Managing Director and Directors is disclosed in note 30 above.

33. PROVIDENT FUND RELATED DISCLOSURES

The following information is based on latest un-audited financial statements of the Fund:

	2017	2016
	Rupees '000	
Size of the fund - Total assets	209,722	202,163
Percentage of investments made	100%	100%
Fair value of investments	209,722	202,163

33.1 The cost of above investments amounted to Rs. 168.7 million (2016: Rs. 174.7 million).

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

33.2 The break-up of fair value of investments is:

	2017		2016	
	Rupees '000	Percentage	Rupees '000	Percentage
National savings scheme	46,617	22%	43,701	22%
Mutual funds	48,805	23%	41,408	20%
Government securities	-	-	10,350	5%
Bank deposits	114,300	55%	106,704	53%
	209,722	100%	202,163	100%

33.3 The investments out of provident fund have been made in accordance with the provisions of Section 227 of the Companies Ordinance, 1984 and the rules formulated for this purpose.

34. SHORT-TERM BORROWINGS

Running finance under mark-up arrangements

34.1 The facilities for short term borrowings under mark-up arrangements with various banks amounted to Rs. 2.72 billion (2016: Rs. 3.57 billion) of which the amount remaining unutilised at the year end was Rs. 2.72 billion (2016: Rs. 3.57 billion).

34.2 The facilities for opening the letters of credit and guarantees as at March 31, 2017 amounted to Rs. 10.86 billion (2016: Rs. 8.58 billion) of which the amount remaining unutilised at the year end was Rs. 6.82 billion (2016: Rs. 5.15 billion).

34.3 The above facilities are secured by way of hypothecation charge on stock-in-trade.

35. FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES

Financial assets and liabilities

	Interest / Mark-up bearing			Non Interest / Mark-up bearing			Total
	Maturity up to one year	Maturity after one year	Sub-total	Maturity up to one year	Maturity after one year	Sub-total	
	← Rupees '000 →						
Financial assets							
Available for sale							
Long term investments	-	-	-	-	72	72	72
Loans and receivables							
Loans and advances	-	-	-	10,103	23,659	33,762	33,762
Deposits	-	-	-	49,017	6,921	55,938	55,938
Trade debts	-	-	-	249,536	-	249,536	249,536
Other receivables	-	-	-	359	-	359	359
Accrued mark-up	-	-	-	2,935	-	2,935	2,935
Cash and bank balances	2,688,301	-	2,688,301	183,769	-	183,769	2,872,070
2017	2,688,301	-	2,688,301	495,719	30,652	526,371	3,214,672
2016	3,455,244	-	3,455,244	801,080	20,592	821,672	4,276,916
Financial liabilities							
At amortised cost							
Trade and other payables	-	-	-	2,967,522	-	2,967,522	2,967,522
2017	-	-	-	2,967,522	-	2,967,522	2,967,522
2016	-	-	-	3,520,230	-	3,520,230	3,520,230
On balance sheet gap							
2017	2,688,301	-	2,688,301	(2,471,803)	30,652	(2,441,151)	247,150
2016	3,455,244	-	3,455,244	(2,719,150)	20,592	(2,698,558)	756,686

OFF BALANCE SHEET FINANCIAL INSTRUMENTS

Commitments for capital expenditure	4,468
Letters of credit	2,142,824
Letters of guarantee	1,897,471
2017	4,044,763
2016	3,527,823

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

The effective interest / mark-up rates for the monetary financial assets and liabilities are mentioned in respective notes to the financial statements.

(i) Interest / Mark-up rate risk

Interest / mark-up rate risk is the risk that the value of a financial instrument will fluctuate due to changes in the market interest rates. As at March 31, 2017 the Company's interest bearing financial assets amounted to Rs. 2.69 billion (2016: Rs. 3.46 billion), and had the interest rates varied by 100 basis points with all the other variables held constant, profit before tax for the year would have been approximately lower / higher by Rs. 26.88 million (2016: Rs. 34.55 million).

The sensitivity of 100 basis points movement in the interest rates has been used as historically (five years) floating interest rates have moved by an average of 100 basis points per annum.

(ii) Credit risk

Credit risk represents the accounting loss that would be recognised if counterparts failed to perform as contracted. The financial assets exposed to credit risk amount to Rs. 3.21 billion (2016: Rs. 4.28 billion). The Company believes that it is not materially exposed to credit risk as major part of these financial assets comprises of receivable from government institutions and bank balances which represent low credit risk as they are placed with banks and other financial institutions having good credit ratings assigned by credit rating agencies.

The Company attempts to control credit risk by monitoring credit exposure, limiting transactions with specific counterparties and continually assessing the creditworthiness of counterparties.

The other financial assets are neither material to the financial statements nor exposed to any significant credit risk.

(iii) Liquidity risk

Liquidity risk reflects the Company's inability in raising funds to meet its commitments. The Company manages liquidity risk by maintaining sufficient cash and bank balances and the availability of financing through banking arrangements. Management monitors rolling forecast of the Company's liquidity reserve which comprises undrawn borrowing facility and cash and cash equivalents on the basis of expected cash flow.

(iv) Foreign exchange risk

Foreign exchange risk arises mainly when receivables and payables exist due to transactions based on currencies other than Pak Rupee. As at March 31, 2017 payable exposed to foreign exchange risk is of Rs. 1.66 billion (2016: Rs. 2.2 billion). The liability is mainly denominated in Japanese Yen.

As at March 31, 2017, if the Pak Rupee had weakened / strengthened by 3% against Japanese Yen with all other variables held constant, profit before tax for the year would have been lower / higher by Rs. 49.73 million (2016: Rs. 67.57 million), mainly as a result of foreign exchange losses / gains on translation of Japanese Yen denominated financial assets and liabilities.

The sensitivity of foreign exchange rate looks at the outstanding foreign exchange balances of the Company as at the balance sheet date and assumes this is the position for a full twelve-month period. The volatility percentage for movement in foreign exchange rates has been used due to the fact that historically (5 years) rate has moved on average basis by the mentioned percentage per annum.

(v) Fair values of financial assets and liabilities

The carrying values of all financial assets and liabilities reflected in the financial statements approximate their fair values.

36. CAPITAL RISK MANAGEMENT

The Company's objectives when managing capital are to safeguard the entity's ability to continue as a going concern, so that it can continue to provide adequate returns to shareholders and benefits to other stakeholders and to maintain an optimal capital structure to reduce cost of capital. The Company has no debt as at March 31, 2017.

Notes to and Forming Part of the Financial Statements

For the year ended March 31, 2017

37. NUMBER OF EMPLOYEES	2017	2016
Number of employees at March 31		
- Permanent	341	318
- Contractual	648	655
Average number of employees during the year		
- Permanent	341	323
- Contractual	643	635

38. SUBSEQUENT EVENTS

The Board of Directors in its meeting held on May 12, 2017 proposed a cash dividend of Rs. 67.73 per share (2016: Rs. 89.78) amounting to Rs. 839.89 million (2016: Rs. 1,113.32 million) subject to approval of members at the forthcoming annual general meeting. Finance Act, 2015 introduced Income Tax at the rate of 10% on undistributed reserves where such reserves of the company are in excess of its paid up capital and the company derives profits for a tax year but does not distribute requisite cash dividend within six months of the end of the said tax year. Liability in respect of such income tax, if any, is recognised when the prescribed time period for distribution of dividend expires.

39. DATE OF AUTHORISATION FOR ISSUE

These financial statements were approved and authorised for issue in the Board of Directors meeting held on May 12, 2017.



**Managing Director &
Chief Executive Officer**



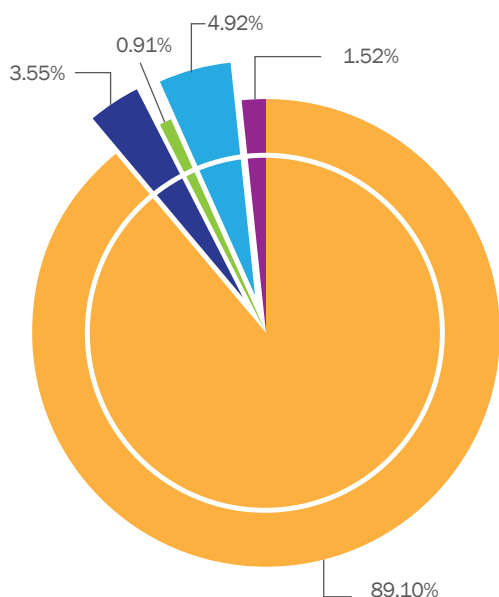
Chairman

Pattern of Shareholding

As at March 31, 2017

Number of Shareholders	Shareholdings		Total Shares Held
	From	To	
780	1	100	17,398
522	101	500	87,803
47	501	1000	35,123
41	1001	5000	95,637
11	5001	10000	77,151
12	10001	100000	441,498
2	100001	1000000	609,452
1	3000001	4000000	3,678,833
1	7000001	8000000	7,357,665
1417			12,400,560

Shareholders' Category	Number of Shareholders	Number of Shares Held	Percentage of Holding
Foreign Investors	4	11,049,038	89.10%
Financial Institutions	5	440,618	3.55%
Joint Stock Companies	16	113,254	0.91%
Individuals	1377	609,448	4.92%
Others	15	188,202	1.52%
Grand Total	1417	12,400,560	100%



Pattern of Shareholding

Foreign Investors	89.10%
Financial Institutions	3.55%
Joint Stock Companies	0.91%
Individuals	4.92%
Others	1.52%

Pattern of Shareholding

As at March 31, 2017

Shareholders' Category	Number of Shareholders	Number of Shares Held
Associated Companies Undertakings and Related Parties		
Hino Motors Ltd. (Hinopak Motors Limited is Toyota Group Company and subsidiary of Hino Motors Ltd., Japan. Toyota Motors Corporation is the ultimate parent of the group)	1	7,357,665
Toyota Tsusho Corporation, Japan	1	3,678,833
NIT and ICP	1	440,002
Public Sector Companies & Corporations	-	-
Directors, Chief Executive Officer, and their spouses and minor children	-	-
Executives		
Mr. Nishat Zafar	1	120
Mr. Muzaffar Anjum	1	120
Mr. Naushad Riaz	1	120
Banks, Development Financial Institutions, Non-Banking Financial Institutions	1	286
Insurance Companies	1	200
Modarabas and Mutual Funds		
AFC Umbrella Fund	1	12,440
CDC - Trustee JS Islamic Fund	1	35,420
CDC - Trustee JS Islamic Pension Savings Fund - Equity Account	1	6,500
CDC - Trustee JS Large Cap. Fund	1	25,160
CDC - Trustee JS Pension Savings Fund - Equity Account	1	6,000
CDC - Trustee MCB Pakistan Islamic Stock Fund	1	500
CDC - Trustee NAFA Islamic Asset Allocation Fund	1	1,780
CDC - Trustee NAFA Islamic Pension Fund Equity Account	1	6,220
CDC - Trustee Pakistan Capital Market Fund	1	4,500
CDC - Trustee Pakistan Pension Fund - Equity Sub Fund	1	7,060
CDC - Trustee Unit Trust of Pakistan	1	1,720
CDC - Trustee Pakistan Islamic Pension Fund - Equity Sub Fund	1	6,200
First Alnoor Modaraba	1	110
First Tri-Star Modaraba	1	20
MC FSL - Trustee JS Growth Fund	1	38,760
Share holders holding 5% or more voting interest		
Hino Motors Ltd., Japan	1	7,357,665
Toyota Tsusho Corporation	1	3,678,833
General Public (Individuals)		
a. Local	1374	609,088
b. Foreign	1	100
Others		
Adam Securities Ltd. - MF	1	40
Amin Tai Securities (Private) Limited	1	18,700
Asian Securities Limited	1	9,120
Eleven Stars Securities (Pvt.) Ltd	1	45,520
Fawad Yusuf Securities (Pvt.) Limited	1	31,300
FDM Capital Securities (Pvt.) Limited	1	1,000
Fikree's (SMC - Pvt.) Ltd.	1	1,200
Hermez And Company (Pvt.) Ltd	1	20
Khadija & Kassamali Investments (Pvt.) Limited	1	5,000
Loads Limited	1	150
N.B.P. Trustee Dept. Head Office	1	200
M. M. Securities (Pvt.) Limited	1	500
Maple Leaf Capital Limited	1	1
Margalla Financial (Private) Limited	1	100
Prosperity Weaving Mills Limited	1	600
S.Z. Securities (Private) Limited	1	2
Sherman Securities (Private) Limited	1	1
Trustee National Bank of Pakistan Emp Benevolent Fund Trust	1	1,633
Trustee National Bank of Pakistan Employees Pension Fund	1	46,549

Notice of Annual General Meeting

NOTICE IS HEREBY GIVEN that the 32nd Annual General Meeting of the Shareholders of Hinopak Motors Limited (the Company) will be held at the Registered Office of the Company situated at D-2, S.I.T.E., Manghopir Road, Karachi on Thursday, June 22, 2017 at 10:00 a.m. for transacting the following business:

ORDINARY BUSINESS

1. To receive, consider and adopt the Audited Financial statements of the Company for the year ended March 31, 2017, together with the Reports of the Directors and Auditors.
2. To approve cash dividend at 677.3% (or Rs. 67.73 per share) on the ordinary shares of the Company as recommended by the Directors.
3. To appoint Auditors for the ensuing year and fix their remuneration.
4. Any other business with the permission of the Chair.

Karachi
June 01, 2017

By order of the Board
FAHIM AIJAZ SABZWARI
Company Secretary

NOTES

i. Notice to Shareholders who have not provided their CNIC

The Individual Members who have not yet submitted photocopy of their valid Computerized National Identity Card (CNIC) to the Company / Share Registrar, are once again reminded to send the same at the earliest directly to Company's Share Registrar, M/s Technology Trade (Pvt.) Limited, Dagia House 241-C, Block-2, P.E.C.H.S., off. Shahrah-e-Quaideen, Karachi, Pakistan. The Corporate Entities are requested to provide their National Tax Number (NTN). Please give Folio Number with the copy of CNIC / NTN details. Reference is also made to the Securities and Exchange Commission of Pakistan (SECP) Notification SRO 831 (I)/2012 dated July 05, 2012, which mandates that the dividend warrants should bear CNIC number of the registered member or the authorized person, except in case of minor(s) and corporate members.

In case of non-receipt of the copy of a valid CNIC or NTN, the Company would be unable to comply with SRO 831(I)/2012 dated July 05, 2012, of SECP and therefore will be constrained under Section 251(2)(a) of the Companies Ordinance, 1984 to withhold despatch of dividend warrants of such shareholders.

ii. Payment of Dividend Electronically (E-mandate)

Under the Law, Shareholders are entitled to receive their cash dividend directly in their bank accounts instead of receiving the dividend warrants physically. Shareholders having physical holding and desiring to avail this option may submit the prescribed Dividend Mandate Form, to the Company's Share Registrar. The Shareholders who hold shares in Central Depository Company (CDC) may approach to submit the prescribed Dividend Mandate Form, to CDC for this option.

iii. Proxy

A member entitled to attend and vote at this General Meeting is entitled to appoint a Proxy to attend, speak and vote in his place at the Meeting. Instrument appointing a proxy must be deposited at the Registered Office of the Company at least forty eight hours before the time of the meeting.

To facilitate identification for right to attend the Annual General Meeting, Shareholder whose holdings are on the Central Depository System (CDS) or his Proxy should authenticate his identity by showing his original CNIC or original Passport at the time of attending the meeting; along with the Participant's Identity Number and Shareholder's account number allocated by the Central Depository Company (CDC).

In case of corporate entity, the Board of Directors' resolution / power of attorney with specimen signature of the nominee shall be produced at the time of the meeting.

iv. Closure of Share Transfer Books

The Share Transfer Books of the Company will remain closed from June 16, 2017 to June 22, 2017 (both days inclusive) for the purpose of Annual General Meeting and to determine entitlement of cash dividend. No transfer will be accepted for registration during this period.

v. Change of Address

The Shareholders are requested to intimate any changes in their addresses to: The Share Registrar, Technology Trade (Pvt.) Limited, Dagia House 241-C, Block-2, P.E.C.H.S., off. Shahrah-e-Quaideen, Karachi, Pakistan.

vi. Deduction of Income Tax From Dividend

The government of Pakistan through Finance Act, 2016 has made certain amendments in section 150 of the Income Tax Ordinance, 2001 whereby different rates are prescribed for deduction of withholding tax on the amount of dividend paid by the companies. Presently, there tax rates are as under:

- a) For filers of Income Tax return 12.5%
- b) For Non filers of Income Tax return 20%

To enable to make tax deduction on the amount of cash dividend @ 12.5% instead of 20%, all the members whose names are not entered in the Active Taxpayer List (ATL) provided on the website of Federal Board of Revenue (FBR), despite the fact that they are filers, are advised to make sure that their names are entered into ATL before June 15, 2017 otherwise tax on their cash dividend will be deducted @ 20% instead of 12.5%.

In case of Joint account, each holder is to be treated individually as either a filer or non-filer and tax will be deducted on the basis of shareholding of each joint holder as may be notified by the shareholder, in writing as, to our Share Registrar, or if no notification, each joint holder shall be assumed to have an equal number of shares.

As per FBR circulars C.No. 1 (29) WHT/2006 dated June 30, 2010 and C. No. 1 (43) DG (WHT)/2008 – Vol. II – 66417 – R dated May 12, 2015, the valid exemption certificate is mandatory to claim exemption of withholding tax u/s 150 of the Income Tax Ordinance 2001 (tax on dividend amount) where the statutory exemption under clause 47B of part – IV of Second Schedule is available. The shareholders who fall in the category mentioned in above clause and want to avail exemption u/s 150 of the Ordinance, must provide valid tax exemption certificate to our share registrar before book closure otherwise tax will be deducted on dividend as per applicable rates.

Proxy Form

I/We _____ of _____

being a Shareholder of HINOPAK MOTORS LIMITED and holding _____ Ordinary Shares as per Register Folio No. _____ or

"CDC" Participant's I.D. No. _____ A/c No. _____ hereby appoint Mr / Ms _____ of

_____ or failing him/her Mr. / Ms _____ of _____ as my/our Proxy in

my/our absence to attend and vote for me/us and on my/our behalf at the 32nd Annual General Meeting of the Company to be held on Thursday, June 22, 2017 and at any adjournment thereof.

**Affix Revenue Stamp(s) of Rupees five
Executant's Signature on Revenue Stamp(s)**

(Signature should agree with the Specimen Signature registered with the Company).

Executant's Computerised National Identity Card Number (CNIC) or Passport Number

First Witness Signature

Name in Block letters and Address

CNIC or Passport Number of Witness

Second Witness Signature

Name in Block letters and Address

CNIC or Passport Number of Witness

Proxy's Signature

Proxy's CNIC Number or Passport Number

Proxy's Signature

Proxy's CNIC Number or Passport Number

Notes

1. A shareholder entitled to attend and vote at the Annual General Meeting of the Company may appoint any person as his/her proxy to attend and vote instead of him/her. The proxy shall have the right to attend, speak and vote in place of the shareholder appointing him/her at the meeting.

A proxy need not be a member of the Company.

2. The instrument appointing a proxy should be signed by the Shareholder or by his/her Attorney, duly authorised in writing and person appointed proxy. In case of corporate entity, the Board of Directors resolution/power of attorney with specimen signature shall be submitted alongwith proxy form to the company.
3. The Proxy Form duly completed must be deposited at the Company's Registered Office at D-2, S.I.T.E., Manghopir Road, P.O. Box No.10714, Karachi-75700 not less than 48 hours before the time of holding the meeting.
4. Shareholders whose holdings are in the Central Depository System (CDS) and their proxies both should attach with this form, attested copies of their Computerised National Identity Card or (attested copies of first four pages of their passport). To facilitate identification at the AGM, the proxy should bring his/her original Computerised National Identity Card or passport. In case of corporate entity, the Board of Directors resolution/power of attorney with specimen signature of the nominee shall be produced at the time of the meeting.

A large rectangular area defined by a dashed border, consisting of alternating black and grey diagonal lines. The border is thicker at the corners, suggesting a fold-over flap.

The Company Secretary
Hinopak Motors Limited
D-2, S.I.T.E., Manghopir Road,
P. O. Box No. 10714,
Karachi - 75700

مختار نامہ (پراکسی فارم)

میں / ہم _____ بحیثیت ممبر ہینوپاک موٹرز لمیٹڈ، بمالکتیت _____ عام حصص بمطابق رجسٹرڈ فوئیو نمبر _____ یا _____ "CDC Participant's I.D. No."، اکاؤنٹ نمبر _____، _____، _____ مسٹی / مسماة _____ یا ان کی غیر موجودگی میں مسٹی / مسماة _____ کو اپنا / ہمارا بطور مختار مقرر کرتا ہوں / کرتے ہیں تاکہ وہ میری / ہماری غیر موجودگی میں، میری / ہماری طرف سے کمپنی کے بتیسویں سالانہ اجلاس عام جو کہ بتاریخ 22 جون 2017 بروز جمعرات منعقد ہو رہا ہے اور اس کے کسی ملتی شدہ اجلاس میں، شرکت کر سکے اور ووٹ ڈال سکے۔

مطلوبہ (پانچ روپے کا) ریوینیوٹکٹ چسپاں کریں اور دستخط کریں
(دستخط کمپنی کے پاس پہلے سے محفوظ دستخطی نمونہ کے مطابق ہونے ضروری ہیں۔)

شیر ہولڈر کا کمپیوٹرائزڈ قومی شناختی کارڈ نمبر (CNIC) یا پاسپورٹ نمبر

گواہ (۱)	گواہ (۲)
دستخط گواہ:	دستخط گواہ:
نام:	نام:
پتہ:	پتہ:
قومی شناختی کارڈ نمبر یا پاسپورٹ نمبر:	قومی شناختی کارڈ نمبر یا پاسپورٹ نمبر:

پراکسی دستخط _____ پراکسی دستخط _____
پراکسی شناختی کارڈ نمبر یا پاسپورٹ نمبر _____ پراکسی شناختی کارڈ نمبر یا پاسپورٹ نمبر _____

نوٹس:

- کمپنی کا ایسا حصہ دار / ممبر جو سالانہ اجلاس میں شرکت اور ووٹ ڈالنے کا اہل ہو وہ اپنی جگہ کسی اور شخص یا نمائندہ کو اجلاس میں شرکت اور ووٹ ڈالنے کے لئے نامزد کر سکتا ہے۔ پراکسی ہولڈر (مختار) کو کمپنی کا ممبر ہونا ضروری نہیں ہے۔
- پراکسی ہولڈر کے لئے ضروری ہے کہ اس کو شراکت دار یا اس کا مجاز کردہ وکیل اس کو بذاتِ خود یا تحریر کے ذریعے سے تصدیق کرے۔ ادارے کی صورت میں پراکسی فارم کے ساتھ بورڈ آف ڈائریکٹرز کی قرارداد یا مختار نامہ بمعہ نامزد کردہ شخص کے دستخطی نمونہ کے ساتھ کمپنی ہذا میں جمع کروائیں۔
- تمام نامزدگیاں اسی صورت میں موثر ہوں گی جب پراکسی فارم بنام کمپنی سیکرٹری رجسٹرڈ آفس D-2 سائٹ، منگھوپیر روڈ، P.O Box No. 10714، کراچی 75700، کو اجلاس کے انعقاد کے مقررہ وقت سے ۲۸ گھنٹے قبل موصول ہوں۔
- CDS میں اکاؤنٹ رکھنے والے ممبران کے لئے قومی شناختی کارڈ یا پاسپورٹ کے پہلے چار صفحات کی تصدیق شدہ کاپی کا ساتھ ہونا ضروری ہے۔ پراکسی ہولڈر کو سالانہ اجلاس میں شرکت کے وقت اپنا اصل شناختی کارڈ یا پاسپورٹ پیش کرنا ضروری ہے تاکہ شناخت میں آسانی رہے۔ ادارے کی صورت میں پراکسی فارم کے ساتھ بورڈ آف ڈائریکٹرز کی قرارداد یا مختار نامہ بمعہ نامزد کردہ شخص کے دستخطی نمونہ کے ساتھ بوقت شرکت اجلاس کمپنی ہذا میں پیش کرنا ضروری ہے۔

(۴) شیئر ٹرانسفر کتابوں کا بند ہونا

کمپنی کے حصص کی منتقلی کا رجسٹر 16 جون 2017 تا 22 جون 2017 (بشمول دونوں دن) سالانہ اجلاس عام اور حصص یافتگان کے منافع کی ملکیت کے تعین کیلئے بند رہے گا۔ اس دوران کسی ٹرانسفر کا اندراج قبول نہیں ہوگا۔

(۵) پتے کی تبدیلی

حصص یافتگان سے درخواست ہے کہ وہ اپنے رجسٹرڈ پتے میں ہونے والی کسی تبدیلی کی اطلاع فوری طور پر شیئر رجسٹرار، ٹیکنالوجی ٹریڈ پرائیویٹ لمیٹڈ بمقام ڈاک ہاؤس C-241، بلاک 2، پی ای سی ایچ ایس، شاہراہ قائدین، کراچی، پاکستان پر ارسال کریں۔

(۶) ڈیویڈنڈ میں سے ٹیکس کی کٹوتی

حکومت پاکستان نے فنانس ایکٹ 2016 کے ذریعے انکم ٹیکس آرڈیننس 2001 سیکشن 150 میں کچھ ترامیم کی ہیں جس میں کمپنیز کی جانب سے ڈیویڈنڈ کی ادائیگی پر وہ ہولڈنگ ٹیکس کی کٹوتی کیلئے مختلف شرحیں تجویز کی گئی ہیں:

(a)	انکم ٹیکس ریٹرن فائل کرنے والوں کیلئے	12.5%
(b)	انکم ٹیکس ریٹرن فائل نہ کرنے والوں کیلئے	20%

کمپنی کو کیش ڈیویڈنڈ پر 20% کی بجائے 12.5% ٹیکس کٹوتی کا مجاز بنانے کیلئے شیئر ہولڈرز جن کے نام فیڈرل بورڈ آف ریونیو (FBR) کی ویب سائٹ پر فراہم کردہ ایکٹیو ٹیکس پیئر زلسٹ (ATL) میں درج نہیں اس امر کے باوجود کہ وہ فانکرز ہیں، انکو ہدایت کی جاتی ہے کہ وہ 15 جون 2017 سے قبل ATL میں اپنے نام کا اندراج یقینی بنائیں بصورت دیگر ان کے کیش ڈیویڈنڈ پر ٹیکس کی کٹوتی 12.5% کے بجائے 20% کی شرح سے کی جائے گی۔

جوائنٹ اکاؤنٹ کی صورت میں ہر شیئر ہولڈر کو انفرادی تصور کیا جائے گا خواہ وہ فانکر ہو یا نان فانکر اور ہر جوائنٹ ہولڈر کی شیئر ہولڈنگ کی مناسبت سے ٹیکس کی کٹوتی کی جائے گی۔ جس سے شیئر ہولڈرز ہمارے شیئر رجسٹرار کو تحریری طور پر مطلع کریں گے۔ شیئر ہولڈرز کی جانب سے نوٹیفیکیشن موصول نہ ہونے کی صورت میں ہر شیئر ہولڈر کو برابر کے شیئر ز رکھنے والا تصور کیا جائے گا۔

FBR سرکلر نمبرز C.No.(29)WHT/2006 اور C.No.1 (43) DG (WHT)/2008-Vol. II-66417-R اور 30 جون 2010 کے مطابق انکم ٹیکس آرڈیننس کی شق نمبر 150 کے تحت (ڈیویڈنڈ کی رقم پر ٹیکس) حاصل کرنے کے لئے درست ایگزیمپشن سرٹیفکیٹ کا ہونا لازمی ہے، جبکہ سیکنڈ شیڈول باب چہارم کی شق نمبر 47B کے تحت قانونی چھوٹ میسر ہو۔ وہ تمام شیئر ہولڈرز جو اس کیٹیگری میں آتے ہیں اور آرڈیننس کی شق نمبر 150 کے تحت ایگزیمپشن حاصل کرنا چاہتے ہیں وہ کتابیں بند ہونے سے پہلے اپنے درست ایگزیمپشن سرٹیفکیٹ شیئر رجسٹرار کو پہنچادیں علاوہ ازیں ٹیکس مجوزہ شرح کے مطابق کاٹا جائے گا۔

نوٹس برائے سالانہ اجلاس عام

بذریعہ ہذا مطلع کیا جاتا ہے کہ ہینوپاک موٹرز لمیٹڈ کے حصص یافتگان کا بتیسواں سالانہ اجلاس عام بتاریخ 22 جون 2017 بروز جمعرات بوقت 10:00 بجے صبح کمپنی کے رجسٹرڈ آفس بمقام D-2، سائٹ، منگھوپیر روڈ، کراچی پر درج ذیل امور کی انجام دہی کے کیلئے منعقد کیا جائے گا۔

عمومی کارروائی:

- (۱) 31 مارچ 2017ء کو اختتام پذیر ہونے والے مالی سال کیلئے آڈٹ شدہ مالیاتی رپورٹوں اور ان پر ڈائریکٹرز اور آڈیٹرز کی رپورٹوں کی وصولی، ان پر غور و خوض اور منظوری
- (۲) ڈائریکٹرز کی سفارش کے مطابق عمومی حصص پر 677.3 فیصد (یا 67.73 روپے فی حصص) کے حساب سے نقد حتمی منافع کی منظوری دینا۔
- (۳) شروع ہونے والے سال کے لئے آڈیٹرز کا تقرار اور ان کے معاوضے کا تعین کرنا۔
- (۴) چیئرمین کی اجازت سے کوئی اور کارروائی۔

بھگم بورڈ

فہیم اعجاز سبزواری

کمپنی سیکریٹری

کراچی

01 جون 2017ء

نوٹس:

(۱) نوٹس برائے حصص یافتگان جنہوں نے شناختی کارڈ نمبر مہیا نہیں کیے:

ایسے انفرادی ممبران جنہوں نے ابھی تک اپنے کمپیوٹرائزڈ قومی شناختی کارڈوں کی نقول کمپنی / رجسٹرار کو جمع نہیں کروائی ہیں، کو ایک مرتبہ پھر یاد دہانی کروائی جاتی ہے کہ وہ یہ نقول کمپنی کے شیئر رجسٹرار میسرز ٹیکنالوجی ٹریڈ (پرائیویٹ) لمیٹڈ، ڈالیا ہاؤس، C-241، بلاک 2، پی ای سی ایچ ایس، آف شاہراہ قائدین، کراچی، پاکستان کو براہ راست ارسال کریں۔ کارپوریٹ اینٹیٹیوز کی صورت میں برائے مہربانی اپنا نیشنل ٹیکس نمبر (NTN) فراہم کریں۔ برائے مہربانی اپنے CNIC کی نقل / NTN کے ہمراہ فوٹو نمبر بھی فراہم کیجئے۔ سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان کے نوٹس SRO831(I)/2012 بتاریخ 05 جولائی 2012 کے مطابق ڈیویڈنڈ وارنٹس پر رجسٹرڈ یا بااختیار ممبر کے CNIC نمبر درج ہونا لازمی ہیں ماسوائے نابالغ اور کارپوریٹ ممبرز کے۔

موثر قومی شناختی کارڈ کی نقول یا نیشنل ٹیکس نمبر کی عدم وصولی کی صورت میں کمپنی SRO831(I)/2012 بتاریخ 05 جولائی 2012 پر عملدرآمد نہیں کر سکے گی اور کمپنیز آرڈیننس 1984 سیکشن (a)(2) 251 کے تحت ایسے شیئر ہولڈرز کے ڈیویڈنڈ وارنٹس کی ترسیل روکنے پر مجبور ہوگی۔

(۲) منافع کی برقی ذرائع سے ادائیگی

حصص یافتگان قانوناً نقد منافع منقسمہ بذریعہ ڈیویڈنڈ وارنٹ وصول کرنے کے بجائے براہ راست اپنے بینک اکاؤنٹ میں وصول کرنے کے بھی مجاز ہیں۔ لہذا فزیکل ہولڈنگ کے حامل حصص یافتگان جو یہ طریقہ اختیار کرنا چاہیں، مجوزہ ڈیویڈنڈ مینڈیٹ فارم پر کر کے کمپنی کے شیئر رجسٹرار کو جمع کروائیں۔ حصص یافتگان جن کے اکاؤنٹ سینٹرل ڈپازٹری کمپنی CDC میں ہیں، اس طریقہ کیلئے مجوزہ مینڈیٹ فارم CDC کو جمع کروائیں۔

(۳) پراسی

سالانہ اجلاس عام میں شرکت اور رائے دہی کا استحقاق رکھنے والا کوئی بھی ممبر اپنے عوض میٹنگ میں شرکت کرنے، بولنے اور رائے دہی کیلئے کسی نمائندے کو مقرر کر سکتا ہے۔ عیوضی کے موثر ہونے کیلئے اطلاع نامہ کمپنی کے رجسٹرڈ آفس میں اجلاس شروع ہونے سے کم از کم اڑتالیس گھنٹے پہلے موصول ہونا چاہئے۔

سینٹرل ڈپازٹری سسٹم (CDS) میں اکاؤنٹ کے حامل حصص یافتگان یا ان کے مقرر کردہ نمائندے کو اجلاس عام میں شرکت کے لئے شرکت کے وقت اپنے پارٹیسپیشن آرڈینمنٹ نمبر اور CDS کی جانب سے مخصوص کردہ شیئر ہولڈرز اکاؤنٹ نمبر کے ساتھ اپنا اور ٹیکنیکل کمپیوٹر شناختی کارڈ یا اور ٹیکنیکل پاسپورٹ دکھانا لازمی ہوگا۔

کسی کاروباری ادارے کی نمائندگی کی صورت میں نامزد فرد کو اپنے بورڈ آف ڈائریکٹرز کی قرارداد / مختار نامہ بمعہ دستخط کے نمونے، اجلاس کے وقت پیش کرنا لازمی ہوں گے۔

- سال کے دوران آڈٹ کمیٹی کے چار اجلاس منعقد ہوئے جن میں ہر ڈائریکٹر کی حاضری کچھ اس طرح رہی:

ڈائریکٹر کا نام | اجلاسوں کی تعداد جن میں شرکت کی

2	مسٹر حفور مرزا
0	مسٹر شگی ہیر و متسو کا
3	مسٹر تو یو کی کونو
2	مسٹر میکس پوسیکا وا
0	مسٹر اکی ہٹویاما نا کا
2	مسٹر تالیشی یاسودا
1	مسٹر محمد اسلم سنجرائی (نامزد شدہ)

کمپنی کے حصص میں تجارت

31 مارچ 2017ء کو ختم ہونے والے سال کے دوران ڈائریکٹرز، ایگزیکٹوز، ان کے اہل خانہ اور نابالغ بچوں نے کمپنی کے شیئرز میں کوئی کاروبار نہیں کیا۔ بورڈ آف ڈائریکٹرز نے سالانہ رپورٹ میں ”ایگزیکٹو“ کی اصطلاح کو بیان کرنے کیلئے جس حد کا تعین کیا ہے وہ اُن ملازمین پر مشتمل ہے جن کی سالانہ بنیادی آمدنی 0.5 ملین سے زیادہ ہے۔

چیئر مین کا جائزہ

اس رپورٹ کے ساتھ چیئر مین کا جائزہ منسلک ہے جس میں کارکردگی، گزشتہ سال کے آپرینٹنگ نتائج کے مقابلے میں نمایاں تبدیلی، نمایاں منصوبے، فیصلے اور مستقبل کی پیش بینی شامل ہے۔ بورڈ چیئر مین کے جائزے کی توثیق کرتا ہے۔

بحکم بورڈ

武藤

تسو ہی موتو

مینجنگ ڈائریکٹر اینڈ سی ای او

محمد اسلم سنجرائی

چیئر مین

مؤرخہ 12 مئی 2017

- کمپنی کی انتظامیہ کی جانب سے تیار کردہ مالیاتی گوشوارے کمپنی کے حالات، اس کے آپریشنز کے نتائج، کیش فلوا اور ایکویٹی میں تبدیلی کی شفاف عکاسی کرتے ہیں۔
- کمپنی کے کھاتے مناسب انداز سے برقرار رکھے گئے ہیں۔
- مالی گوشوارے تیار کرنے کے عمل کے دوران اکاؤنٹنگ کی موزوں پالیسیوں پر عمل کیا جاتا ہے اور اکاؤنٹنگ کے اندازے ماہرانہ اور محتاط فیصلوں کے نتیجے ہوتے ہیں۔
- مالیاتی گوشواروں کی تیاری میں پاکستان میں قابل اطلاق اکاؤنٹنگ کے بین الاقوامی معیارات برقرار رکھے گئے ہیں۔
- ڈیزائن کے لحاظ سے انٹرنل کنٹرول کا نظام بہترین ہے اور اس پر موثر انداز سے عمل کیا جاتا ہے اور اس کی نگرانی بھی کی جاتی ہے۔
- کمپنی کی سرگرمیاں جاری رہنے کے حوالے سے کسی طرح کے شکوک و شبہات نہیں پائے جاتے۔
- لسٹنگ ریگولیشن میں تفصیلی طور پر درج کارپوریٹ گورننس کے بہترین طریقوں میں سے کوئی میٹریل ڈیپارچر نہیں ہے۔
- گزشتہ 6 سال کی سرگرمیوں اور ان کے مالیاتی گوشواروں کے متعلق تفصیلات صفحہ نمبر 48 پر موجود ہیں۔
- 31 مارچ 2017ء تک کمپنی کے پراویڈنٹ، گریجویٹ اور پنشن فنڈز کی سرمایہ کاری کی مالیت یہ رہی۔

روپے "000" میں

209,722	ہینوپاک موٹرز لمیٹڈ ایمپلائز پراویڈنٹ فنڈ
179,149	ہینوپاک موٹرز لمیٹڈ ایمپلائز گریجویٹ فنڈ
292,439	ہینوپاک موٹرز لمیٹڈ ایمپلائز پنشن فنڈ

- سال کے دوران بورڈ کے چار اجلاس منعقد ہوئے جن میں ہر ڈائریکٹر کی حاضری کچھ اس طرح رہی:

اجلاسوں کی تعداد جن میں شرکت کی

ڈائریکٹر کا نام

4	مسٹر محمد اسلم سنجانی
4	مسٹر تنوہی موتو
4	مسٹر یوشی ہیروکونڈو
3	مسٹر تاکاکی ہیٹسوساساکی
2	مسٹر میکویو سیدگاوا
0	مسٹر اکی ہیٹویامانا کا
2	مسٹر توئیو کی کونو
2	مسٹر غفور مرزا
2	مسٹر تاکیشی یاسودا
0	مسٹر شگی ہیرومتسوکا

بورڈ آف ڈائریکٹرز نے 12 مئی 2017 کو منعقدہ اپنے اجلاس میں فی شیئر کے حساب سے 67.73 روپے کے نقد منافع کی تجویز پیش کی (2016 میں فی شیئر منافع 89.78 روپے تھا) جس کی کل مالیت 839.89 ملین روپے ہوگی (2016 میں یہ مالیت 1113.32 ملین روپے تھی) اور یہ کمپنی کے آئندہ سالانہ عام اجلاس میں ممبران کی منظوری سے مشروط ہے۔

بنیادی اور ڈائریکٹرز آف مدنی فی حصص

رواں سال کیلئے بنیادی اور ڈائریکٹرز آف مدنی فی حصص 90.31 روپے رہی۔ (2016ء میں یہ 89.78 روپے رہی)

آڈیٹرز کا تقرر

موجودہ آڈیٹرز، میسرز ایف فرگوسن اینڈ کمپنی، چارٹرڈ اکاؤنٹنٹس اپنے کام سے سبکدوش ہو رہے ہیں اور اہل ہونے کی حیثیت سے خود کو دوبارہ تقرر کیلئے پیش کرتے ہیں۔ ڈائریکٹرز نے میسرز ایف فرگوسن اینڈ کمپنی کو 31 مارچ 2018ء کو ختم ہونے والے مالی سال کیلئے آڈیٹرز مقرر کرنے کے حوالے سے آڈٹ کمیٹی کی سفارشات کی توثیق کی ہے۔

بورڈ میں تبدیلیاں

جناب شیگی ہیرو و متسو کا کے استعفیٰ کی وجہ سے دوران سال بورڈ میں ایک غیر متوقع نشست واقع ہوئی جسے رواں ڈائریکٹرز کی جانب سے جناب میکوسید گاوا کو بطور ڈائریکٹر تقرر کے ذریعے 90 دن کے اندر پرکریا گیا۔

دوران سال نومبر 2016 میں منعقدہ غیر معمولی اجلاس میں اُس وقت کے حاضر ڈائریکٹرز کو 03 دسمبر 2016 سے شروع ہونے والی 3 سال کی مدت کے لئے دوبارہ مقرر کر دیا گیا۔

شیئر ہولڈنگ پیٹرن

ضابطہ برائے کارپوریٹ گورننس کے مطابق شیئر ہولڈنگ کا پیٹرن اور اس ضمن میں مطلوبہ اضافی معلومات بالترتیب صفحہ نمبر 103 اور 104 پر موجود ہیں۔

ہولڈنگ کمپنی

19، اکتوبر 1998ء سے ہینو موٹرز لمیٹڈ جاپان، ہینو پاک موٹرز لمیٹڈ کی ہولڈنگ کمپنی ہے اور کمپنی میں اس کے حصص کی تعداد 59.3 فیصد ہے۔

آئندہ ایونٹس

ختم ہونے والے مالی سال کے دوران اور یہ رپورٹ پیش کیے جانے تک مادی لحاظ سے یا وعدوں کی مد میں کوئی ایسی تبدیلیاں وقوع پذیر نہیں ہوئیں جو کمپنی کی مالی حیثیت پر اثر انداز ہوں۔

کارپوریٹ گورننس کے ضابطے کی شق XVI میں شامل بہترین طرز عمل کے اصولوں پر عملدرآمد

بورڈ کو یہ اعلان کرتے ہوئے خوشی ہو رہی ہے کہ کمپنی کی انتظامیہ کارپوریٹ گورننس کے اصولوں پر بہترین انداز سے عملدرآمد کر رہی ہے۔ کارپوریٹ اور مالیاتی رپورٹنگ فریم ورک کے حوالے سے بورڈ کو اپنی ذمہ داریوں کا احساس ہے اور لہذا یہ بیان کیا جاتا ہے کہ:

ڈائریکٹرز رپورٹ

31 مارچ 2017ء کو ختم ہونے والے سال کیلئے کمپنی کے آڈٹ شدہ مالیاتی گوشواروں کے ساتھ یہ رپورٹ پیش کرنا ڈائریکٹرز کیلئے باعث مسرت ہے۔

31 مارچ 2017ء کو کمپنی کا بورڈ آف ڈائریکٹرز مشتمل ہے:

مسٹر محمد اسلم سنجرائی

مسٹر تنوہی موقو

مسٹر یوشی ہیر وکونڈو

مسٹر غفور مرزا

مسٹر تاجی بیٹو ساساکی

مسٹر میکویو سیگاوا

مسٹر توئیو کی کونو

مسٹر اکی بیٹو یامانا

مسٹر تاجیچی یاسودا

منافع کا تصرف

تصرف کی تفصیلات مندرجہ ذیل ہیں:

31 مارچ 2017ء کو ختم ہونے والا سال

31 مارچ 2016ء کو ختم ہونے والا سال

روپے "000" میں

1,727,042	1,696,710	قبل از ٹیکس منافع
(613,667)	(576,809)	ٹیکس
1,113,375	1,119,901	بعد از ٹیکس منافع
31,098	31,048	اضافی فرسودگی (انکریمینٹل ڈیپریسیشن) اور پائیدار اثاثوں کی فروختگی کی مد میں، پائیدار اثاثوں کی قدر و قیمت کے تعین نو کے بعد سرپلس سے منتقل ہونے والی رقم
-	1,203	فروختگی کی مد میں پائیدار اثاثوں کی قدر و قیمت کے تعین نو کے بعد سرپلس سے حاصل ہونے والی رقم بعد از ڈیفریڈ ٹیکس
(20,509)	(19,067)	سال کے دوران دیگر جامع نقصانات
2,354,689	2,673,733	پیش آورده میں غیر مختص شدہ منافع
3,478,653	3,806,818	تصرف کیلئے دستیاب منافع
(804,920)	(1,113,324)	سال کے دوران ادا کیا جانے والا کٹیش ڈیویڈنڈ
2,673,733	2,693,494	غیر مختص شدہ منافع جو میزان میں آگے لے جایا گیا (کیری فارورڈ)
Rs. 89.78	Rs. 90.31	فی حصص آمدنی

مستقبل کی توقعات

توانائی کے شعبے میں چند ایک رکاوٹوں کے علاوہ، تمام اشاریے، بہت سازگار نظر آ رہے ہیں۔ ایک ادارے کے طور پر ہم سمجھتے ہیں کہ ہم تسلسل کے ساتھ آگے بڑھتے رہیں گے، چاہے رفتار کچھ بھی ہو، کیونکہ مجھے یقین ہے کہ پاکستان کی معیشت جس طرح کی صلاحیتوں اور وسائل سے مالا مال ہے، وہ ہماری معیشت کو بہتر سے بہتر ہی کریں گے۔ درحقیقت، مستقبل قریب میں ہونے والے عام انتخابات کی وجہ سے معاشی ترقی کی رفتار میں اور بھی اضافہ ہوگا۔ ٹیکنالوجی کے استعمال پر زور دینے کے ساتھ ساتھ سیاسی عزم بھی واضح نظر آئے گا جسکی سمت اگرچہ مختلف ہو سکتی ہے پھر بھی یکساں ہدف، ”ترقی“ ہی ہوگا۔ مستقبل کی ترقی کو زبردست فروغ دینے میں پاک چین اقتصادی راہداری اور شرح مبادلہ کا فرق و تفاوت مرکزی کردار ادا کریں گے۔ صرف اس اسلوب و نمونے سے انحراف ہی ترقی کے بڑھتے رجحان کو تھوڑا بہت روک سکتا ہے کیونکہ ہماری اس عظیم مملکت کے لوگ زندہ و پائندہ ہیں تاکہ انکی خواہشات اور ضروریات کی تکمیل ہو۔

ہمارا عزم

انتظامیہ پُر عزم ہے کہ کمپنی اپنی بہترین مصنوعات کے مجموعے اور بے مثال بعد از فروخت معاونت کی بدولت ترقی و نشوونما کے مواقع سے بھرپور استفادہ کرتی رہے گی۔

اظہار تشکر

میں انتہائی ممنون ہوں اپنے شیئر ہولڈرز اور بینکرز کا جنہوں نے کمپنی پر اپنے اعتماد کو برقرار رکھا، اپنے معزز فروخت کنندگان اور فراہم کنندگان کا جنہوں نے معیاری اور مستقل رسد کی فراہمی یقینی بنائی، اپنے سرپرست اور منسلک اداروں ہینوموٹرز لمیٹڈ اور یوٹوٹا سوشوکارپوریشن کا، جنہوں نے رہنمائی کا سلسلہ جاری رکھا اور اپنے ضابطہ کاران بشمول وفاقی و صوبائی حکومتوں کا جنہوں نے مدد و اعانت جاری رکھی۔ اسکے ساتھ ہی میں انتہائی شکر گزار ہوں اپنے عظیم اداروں کا، جنہوں نے ہماری مصنوعات اور بعد از فروخت خدمات پر مسلسل یقین کا اظہار کیا ہے۔ میں اپنے ڈیلرز اور دیگر کاروباری شراکت داروں کا خصوصی طور پر مشکور ہوں جو نہ صرف ہماری مصنوعات کی مارکیٹنگ میں سرگرم عمل رہے، بلکہ اپنی گراں قدر آراء سے بھی آگاہ کرتے رہے جسکی بدولت ہمارا اپنی مصنوعات کو، مارکیٹ میں آج ہم جس مقام پر ہیں اس سے بھی زیادہ، بہترین بنانے کا عزم مزید مستحکم ہوا۔ میں بورڈ آف ڈائریکٹرز کا بھی شکریہ ادا کرنا چاہوں گا جنہوں نے بھرپور ساتھ دیا، تاہم، میں اپنے فرائض کی بجائے آوری میں ناکام رہوں گا اگر میں کمپنی کی قیادت اور کبھی نہ تھکنے والی انتظامیہ کی مثالی مشقت کا تذکرہ نہ کروں جنہیں، انتھک محنت، جدت اور ادارے سے وفاداری جیسی نایاب خوبیوں کی حامل، افرادی قوت کی بھرپور مدد و اعانت حاصل رہی۔

ہینوپاک کے اکتیس سال بطور ”ایک ٹیم“۔

پاکستان زندہ باد۔

محمد اسلم سجرانی

چیئرمین

مؤرخہ 12 مئی 2017

فلاحی اداروں کو عطیات

عطیات فراہم کرنے کا اصل مقصد معاشرے میں تبدیلی لانا ہوتا ہے۔ اپنی ماضی کی روایات برقرار رکھتے ہوئے اس سال بھی کمپنی نے غریبوں کی مدد کیلئے صحت کے شعبے میں اپنی امداد کے سلسلے کو مزید وسعت دیتے ہوئے پاکستان ڈس ایبلڈ فاؤنڈیشن، پو ریڈ سوسائٹی، پی این ایس راحت ہسپتال، برنس سینٹر اور پاکستان آئی بینک سوسائٹی کو فیاضانہ عطیات دیئے۔ ”دارالسلکون“ کی ماہانہ اعانت اس سال بھی جاری رہی۔

فلاح و بہبود کی دیگر سرگرمیاں

رواں سال، فلاح و بہبود کی دیگر قابل ذکر سرگرمیوں میں سرکاری اسکولوں میں روڈ سیفٹی کے متعلق آگہی پروگرامز کا انعقاد، بچوں کے تربیتی اور تفریحی مقاصد کیلئے ونٹر کیمپ کا انعقاد، ایس او ایس ویج میں یوم آزادی پاکستان کی تقریب کا انعقاد، سائٹ ماڈل اسکول میں جدید ترین کنڈرگارٹن شعبے کا قیام، مزدوروں کے بچوں کے لئے اہلیت پڑھنی و وظائف اور انجینئرنگ کے طلبا کیلئے ٹیکنیکل اسکالرشپس شامل ہیں۔

فروع انسانی وسائل

ہینوپاک میں ہم اس بات پہ یقین رکھتے ہیں کہ انسانی وسائل کی ترقی ہی دراصل ہمارے کاروبار کو چلاتی ہے۔ کمپنی کی اہم ترین ترجیح اپنے ملازمین کی فلاح اور ہنر میں سرمایہ کاری کرنا ہے تاکہ وہ متحرک فرد کے طور پر معاشرے میں فعال کردار ادا کر سکیں۔ اسی لئے ہمارے تربیتی پروگرام جامع علم، تیز ترین مجموعہ مہارت، متنوع تجربے اور جدت کے ساتھ اپنے ملازمین کو آراستہ کرنے کی غرض سے تشکیل دیئے جاتے ہیں۔

اپنے ملازمین کی ترقی و نشوونما کے عہد کی پاسداری کرتے ہوئے، اس سال بھی کئی تربیتی پروگرامز منعقد کروائے گئے جن کا مقصد نجی اور پیشہ ورانہ زندگی میں توازن قائم رکھنا، فروغ نظم کاری، جدید مینوفیکچرنگ (اشیاء سازی) کی ترقی اور طور طریقوں، سافٹ اسکولز اور پیشہ ورانہ مہارت پر توجہ مرکوز رکھنا تھا اور اس سلسلے میں کل 23,982 تربیتی گھنٹے مکمل کئے گئے جو کہ کمپنی کی اپنی افرادی قوت کی نشوونما کی طرف اسکے ذوق و شوق کا آئینہ دار ہیں۔

ہنرمندانہ صحت اور حفاظت

ہینوپاک میں ہم اپنے ملازمین اور دیگر اسٹیک ہولڈرز کے لئے محفوظ اور صحت مندانہ کام کے ماحول کی تشکیل و ترتیب پر مستحکم یقین رکھتے ہیں۔ اس سلسلے میں اعلیٰ انتظامیہ مقام کار (ورک پلیس) پر وقتاً فوقتاً سیفٹی گامبا (معائنہ) کرتی ہے تاکہ کام کی جگہ پر حفاظت و تحفظ کے مسائل کی جانچ پڑتال بذات خود کر لی جائے، جس سے اعلیٰ انتظامیہ کی سیفٹی کلچر کو برقرار رکھنے اور بہتر بنانے کے عزم کی عکاسی ہوتی ہے۔

رواں سال کمپنی نے منتخب ڈیلرز، فروخت کنندگان اور اپنے تمام ملازمین کے لئے ”سیفٹی ڈوجو سینٹر“ میں کئی حفاظتی آگہی نشستوں کا اہتمام کیا تاکہ تحفظ کے معیارات اور کام کے محفوظ طور طریقوں کے بارے میں تعلیم و تربیت دی جاسکے۔ اس کے علاوہ اپنے ملازمین کیلئے مختلف صحت آگہی نشستوں اور مفت طبی معاینوں کا بھی اہتمام کیا گیا۔

قومی خزانے میں حصہ

کمپنی نے تقریباً 1.8 ارب روپے حکومت کو محصولات، ڈیوٹیز اور دیگر مددات میں ادا کئے۔

کاروباری طرز عمل میں بہتری اور مصنوعات کی ترقی

روز بروز ترقی کرتی ہوئی ٹیکنالوجیز اور طریق کار، صارف کی متنوع ضروریات اور مشکل اقتصادی ماحول کو مد نظر رکھتے ہوئے ہینوپاک کوشش کرتا ہے کہ انتہائی جدید ٹیکنالوجی کے ساتھ ساتھ مصنوعات کی ترقی کے لئے جدید، منظم اور مربوط ٹیکنیکس بروئے کار لائی جائیں تاکہ صارفین کو توقعات سے بھی بڑھ کر معیاری، پائیدار اور قابل اعتماد مصنوعات فراہم کی جاسکیں۔

رواں سال، کمپنی نے ایک مرتبہ پھر بہتر کاروباری طریق کار کے ذریعے حیران کن نتائج حاصل کئے ہیں۔ مزید برآں، حالیہ چیلنجز کو مد نظر رکھتے ہوئے کمپنی نے پیداواری طریق کار کو مزید بہتر بنانے کی غرض سے 231 ملین روپے کی سرمایہ کاری بھی کی ہے۔

گاڑیوں کی صنعت سے ملاحظہ مقامی صنعتوں کو ٹیکنالوجی منتقل اور روزگار کے نئے مواقع فراہم کرتے ہوئے کمپنی ملک کی سماجی اور اقتصادی ترقی میں بھی بھرپور کردار ادا کر رہی ہے۔

اس سلسلے میں، نومبر 2016 میں ایک ویڈیو کنونشن کراچی میں منعقد کیا گیا۔ اس تقریب کا موضوع ”یقینی معیار“ تھا جس کا مقصد طویل مدت پائیداری اور ترقی کے لئے معیار کی اہمیت پر روشنی ڈالنا تھا۔ اس کے علاوہ کنونشن میں لاگت کی موثریت، مال کی بروقت ترسیل، پائیداری اور تحفظ کے ذریعے لوکلائزیشن کو مزید بہتر کرنے پر زور دیا گیا۔

بعد از فروخت معاونت

ہینوپاک کی اپنے صارفین کو بہترین بعد از فروخت معاونت اور دیگر سہولیات کی فراہمی اسے اپنے حریفوں میں ایک منفرد اور امتیازی مقام دیتی ہے۔ پاکستان بھر میں پھیلے ہوئے وسیع و عریض بعد از فروخت معاونت نیٹ ورک کے ذریعے ہم اپنے صارفین کو ”مکمل تعاون“ (ٹوٹل سپورٹ) فراہم کرتے ہیں۔ اس سال بھی ”دروازے پہ دستک“ (ناکنگ دی ڈور) منصوبہ جاری رہا جس کے تحت 4,000 سے زائد صارفین سے ملاقات کی گئی اور خدمات فراہم کی گئیں۔ رواں سال کے دیگر اہم اقدامات میں فری سروس کیمپس، تربیتی پروگرامز، ایکوڈرائیو سیمینارز کا انعقاد شامل ہے۔ اس کے علاوہ ہینوپاک مقابلہ صلاحیت“ (اسکل کانٹیسٹ) منعقد کیا گیا جس کا مقصد ڈیلرز کے ٹیکنیکی عملے کی مہارت میں اضافہ، یکساں معیارات کا فروغ اور صارفین کی معاونت میں اضافہ کرنا تھا۔

کاروباری سماجی ذمہ داری

نیکی و اچھائی وہ واحد سرمایہ کاری ہے جو کبھی ناکام نہیں ہوتی۔ اسی لئے مستقبل کی سب سے کامیاب کمپنیاں صرف وہ ہوں گی جو پائیداری کو اپنی بنیادی اقدار کا جزِ کامل بنائیں گی۔ ہینوپاک میں ہم یقین و اثق رکھتے ہیں کہ ایک مضبوط کاروبار کی تشکیل اور ایک بہتر دنیا کی تعمیر متضاد اہداف نہیں بلکہ دونوں ہی طویل مدتی کامیابی کے جزِ لا ینفک ہیں۔

بعد از ٹیکس منافع

کمپنی نے اپنی تاریخ کا سب سے زیادہ بعد از ٹیکس منافع 1,120 ملین روپے کماتے ہوئے تاریخ رقم کی جبکہ گزشتہ برس بعد از ٹیکس منافع 1,113 ملین روپے تھا۔ فی شیئر آمدنی بھی اضافے کے ساتھ 90.31 روپے تک جا پہنچی جبکہ گزشتہ سال فی شیئر آمدنی 89.78 روپے تھی۔

سرمایہ جاتی اخراجات (کیپٹل ایکسپنڈیچر)

پیداواریت میں اضافے، ٹیکنالوجی کو بہتر کرنے، تحفظ اور کوالٹی کے اعلیٰ معیارات کے فروغ کیلئے کمپنی نے 312 ملین روپے کی خاطر رقم سے اپنی اشیاء سرمایہ (کیپٹل گڈز) میں سرمایہ کاری کی ہے۔

نقدی کا بہاؤ اور عبدلی اثاثوں کی نظم کاری

کمپنی نے آپریٹنگ سرگرمیوں کے ذریعے 587 ملین روپے جمع کیے اور سرمایہ جاتی اخراجات کی مد میں 312 ملین روپے خرچ کیے۔ اسکے علاوہ کمپنی نے 677 ملین روپے کے محصولات بھی ادا کیے۔ نقد اور مساوی نقد میں 793 ملین روپے کی کمی واقع ہوئی۔

منافع مقسومہ (ڈیویڈنڈ)

کمپنی کی شاندار کارکردگی کو مد نظر رکھتے ہوئے بورڈ آف ڈائریکٹرز نے شیئر ہولڈرز کو منافع مقسومہ کی مد میں 75 فیصد بعد از ٹیکس منافع کی ادائیگی کی تجویز پیش کی ہے، جو فی شیئر کے حساب سے 67.73 روپے ہوگی۔

مینوفیکچرنگ سہولیات

چیس اسبلی ڈویژن (چیس اسبلی کا شعبہ)

ہینوپاک کی پائیدار ترقی کو برقرار رکھنے اور اس میں اضافے کے لئے چیس اسبلی کا شعبہ انتہائی ناگزیر ہے۔ کمپنی کی توجہ اپنے معزز صارفین کیلئے اعلیٰ درجے کے چیس کی پیداوار پر مرکوز ہے جس کے لئے جدید ترین ٹیکنالوجی اور پیداواری تکنیکس بروئے کار لائی جاتی ہیں۔ رواں سال 3,750 چیس بنائے گئے جبکہ گزشتہ برس یہ تعداد 3,137 تھی۔ مزید برآں، انڈس موٹرز کمپنی کیلئے 6,656 آئی ایم وی (ہائی کلس) فریمز بھی تیار کئے گئے۔

باڈی مینوفیکچرنگ ڈویژن (باڈی بنانے کا شعبہ)

ہینوپاک وہ واحد تجارتی گاڑیاں بنانے والی کمپنی ہے جو اپنے چیس اسبلی ڈویژن کے ساتھ ساتھ، دور جدید اور عصر حاضر کے تقاضوں کے عین مطابق باڈی مینوفیکچرنگ پیداواری سہولیات کی حامل بھی ہے اور انہی مزکورہ بالا سہولیات کی بدولت کمپنی کو مسابقتی برتری حاصل رہی ہے۔ رواں سال باڈی مینوفیکچرنگ ڈویژن نے مختلف تصریحات کی 474 باڈیز بنائیں۔ علاوہ ازیں، جدید اور مربوط مینوفیکچرنگ طریقوں کے نفاذ کی وجہ سے پلانٹ کی پیداواری صلاحیت میں متواتر اضافہ ہو رہا ہے۔

چیمبر میں کا جائزہ

تسلیمات

کمپنی کے بتیسویں سالانہ اجلاس عام میں، میں آپ سب کو خوش آمدید کہتا ہوں۔ یہ میرے لئے بہت اعزاز کی بات ہے کہ میں آپ کے سامنے 31 مارچ 2017 کو ختم ہونے والے مالی سال کیلئے کمپنی کی کارکردگی کا جائزہ پیش کر رہا ہوں۔

میں بہت خوشی کے ساتھ آپ تمام اسٹیک ہولڈرز (رفقاء کار) کو مبارکباد پیش کرتا ہوں کیونکہ ہینوپاک نے لگاتار چوتھے سال بھی بعد از ٹیکس 1,120 ملین روپے کماتے ہوئے اپنی تاریخ کا اب تک کا سب سے زیادہ منافع حاصل کیا ہے۔

اس اعزاز کے ساتھ ساتھ کمپنی نے تجارتی گاڑیوں کی صنعت میں بھی اپنے قائدانہ کردار کو برقرار رکھا ہے۔ مجموعی لحاظ سے ہم انتہائی شاد اور پر عزم ہیں۔

ہینوپاک بزنس

مارکیٹ شیئر اور فروختگی

کلی معاشی (میکرو اکنامک) اشاریوں کو مد نظر رکھتے ہوئے یہ کہا جاسکتا ہے کہ پاکستان کی معیشت حوصلہ افزا اعلانات ظاہر کر رہی ہے۔ اسی لئے قدرتی طور پر گاڑیوں کی صنعت کے مجموعی مارکیٹ حجم میں بھی اضافہ دیکھنے میں آیا ہے۔

قطع نظر شدید مسابقت، بڑھتی ہوئی درآمدی لاگت اور دیگر مشکلات کے، کمپنی نے تجارتی گاڑیوں کی صنعت میں اپنا قائدانہ کردار برقرار رکھا ہے۔

بس کے شعبے میں کمپنی 60 فیصد مارکیٹ شیئر کے ساتھ نمایاں رہی جبکہ ٹرک کے شعبے میں کمپنی کا مجموعی مارکیٹ شیئر 41 فیصد رہا۔ ساتھ ہی کمپنی نے گزشتہ سال کی 18,087 ملین روپے کے مقابلے میں، رواں سال اپنی تاریخ کی سب سے زیادہ فروختگی 22,477 ملین روپے درج کرتے ہوئے ایک تاریخی سنگ میل عبور کیا ہے۔

خالص منافع

گزشتہ سال 2,762 ملین روپے کے مقابلے میں اس سال خالص منافع 2,466 ملین روپے رہا۔

تقسیم کاری اور انتظامی اخراجات

تقسیم کاری اور انتظامی اخراجات 813 ملین روپے رہے جبکہ گزشتہ سال یہ اخراجات 792 ملین روپے تھے۔

مالیاتی اخراجات (فنانس کاسٹ)








زرمبادلہ کے ناموافق فرق کی مد میں اس سال 51 ملین روپے کا نقصان ہوا۔ جبکہ گزشتہ سال یہ نقصان 294 ملین روپے تھا۔



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