# Hinopak Motors Limited

## Corporate Briefing Session

### Year Ended March 31, 2026

Date: August 25, 2026

# COMPANY OVERVIEW

# Company Overview

- Hinopak Motors Limited (the Company) was incorporated in Pakistan in 1985 as a Public limited company and is listed on the Pakistan Stock Exchange.

- The Company is primarily engaged in the assembly, progressive manufacturing and sale of Hino vehicles. Company's product range comprises of Light, Medium and Heavy Commercial Vehicles with a plant capacity of 6,000 units.

- The majority shareholding of the Company is held by Hino Motors Ltd., Japan and Toyota Tsusho Corporation Japan (Aggregate 89.5%) since 1998.

- On 01 April 2026, ARCHION Corporation commenced operations under the ARCHION Group structure and got listed on the Tokyo Stock Exchange Prime Market, with Hino Motors Limited, Japan and Mitsubishi Fuso Truck and Bus Corporation (MFTBC) as its wholly owned subsidiaries. Accordingly, ARCHION Corporation has became ultimate parent of the Company.

# ECONOMIC OVERVIEW

# Economic Overview

## March 2026 vs March 2025

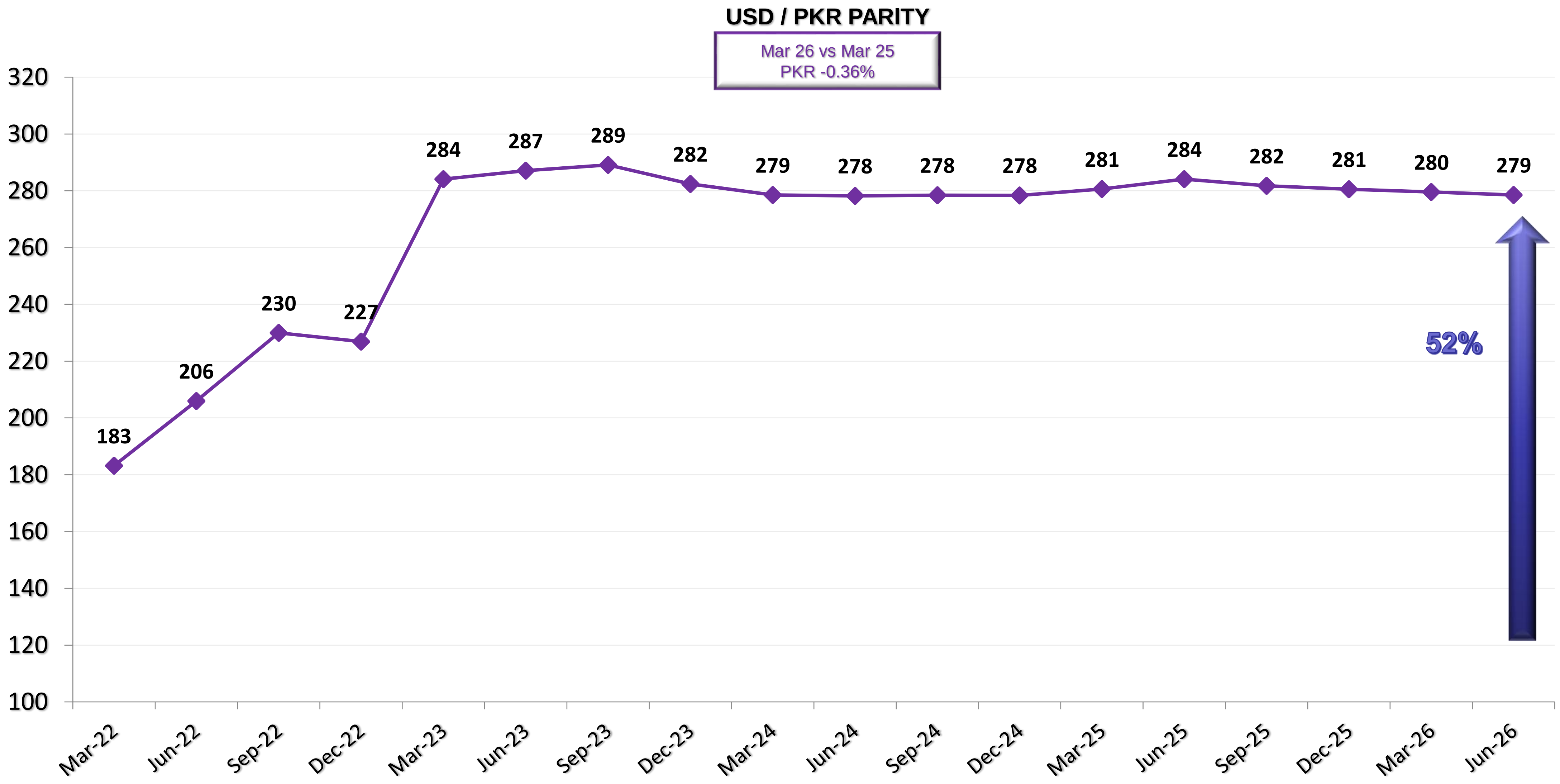
| | |
|---|---|
| Exchange Rate PKR/USD | Rs. 281 → Rs. 280 |
| Exchange Rate JPY/USD | JPY 151 → JPY 160 |
| Inflation Rate | 0.7 % → 7.3 % |
| SBP Policy Rate | 12 % → 10.5 % |

**Other Economic and Regulatory Factors during the year:**

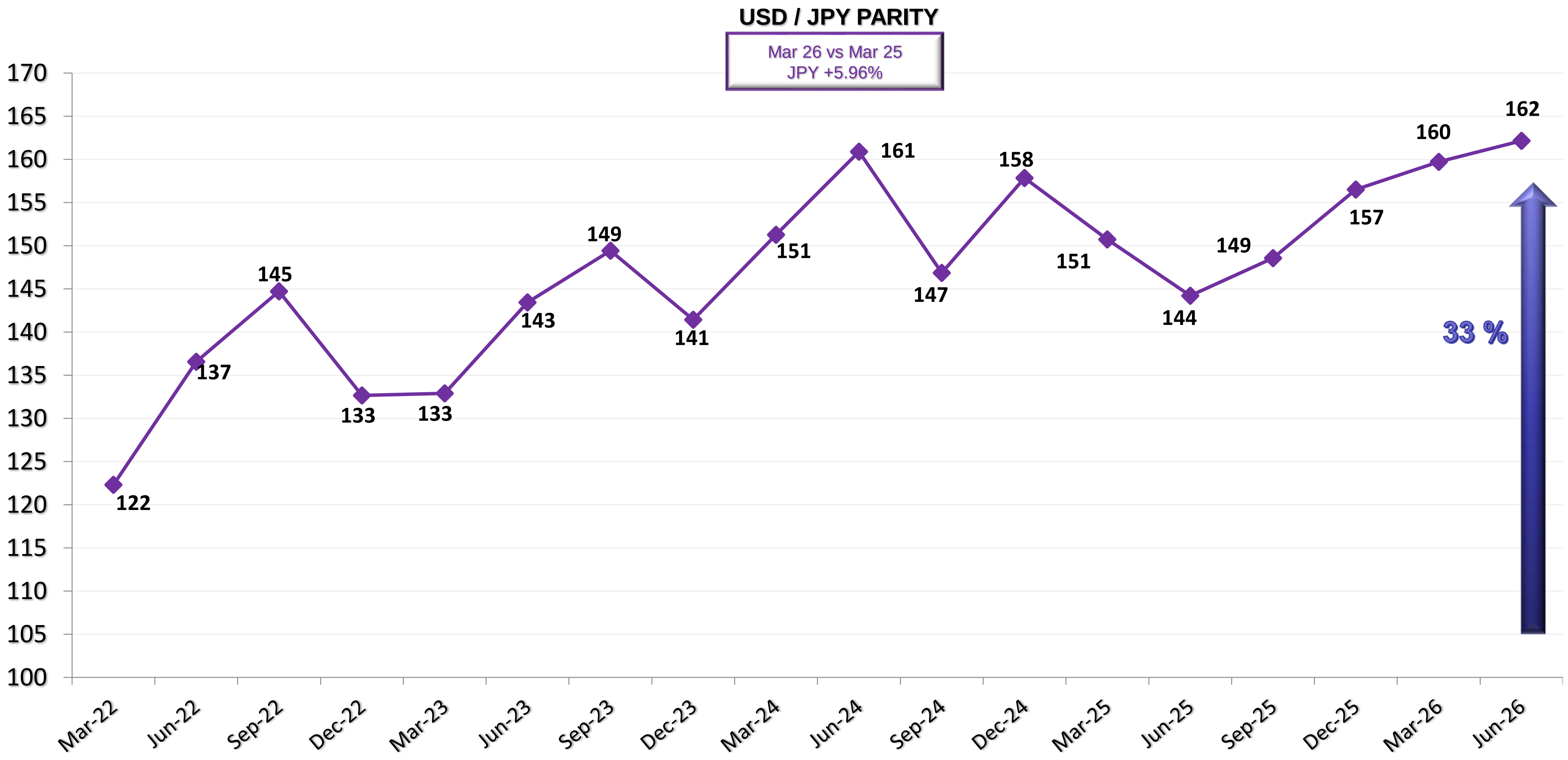
- Rising inflation increased operating and production costs, adversely impacting the Company's overall cost base and profitability.
- Regional geopolitical tensions between Iran and the U.S. continue to drive volatility in global fuel and energy prices, impacting operational costs and market stability.

# FOREIGN EXCHANGE ANALYSIS

# Foreign Exchange Spot Rate



# Foreign Exchange Spot Rate



# FINANCIAL HIGHLIGHTS

# Financial Highlights – Profit or Loss A/C

HINO

| | March 31, | | June 30, |
|---|---|---|---|
| **Particulars** | **2025** | **2026** | **2026** |
| Units | 403 | 505 | 156 |
| | **Rs. in '000** | | |
| Turnover | 10,336,503 | 11,001,468 | 3,278,127 |
| **Gross Profit** | **1,291,516** | **2,046,408** | **544,444** |
| Distribution cost & administrative expenses | (868,174) | (1,173,339) | (271,583) |
| Other Income | 178,637 | 212,004 | 49,766 |
| **Operating Profit** | **601,979** | **1,085,073** | **322,627** |
| Finance Cost | (281,929) | (335,775) | (71,338) |
| **Profit before taxation and levies** | **320,050** | **749,298** | **251,289** |
| Corporate Tax and levies | (158,093) | (208,045) | (41,600) |
| **Profit after tax** | **161,957** | **541,253** | **209,689** |
| Earnings per Share | Rs. 6.53 | Rs. 21.82 | Rs. 8.45 |

# Financial Highlights – Statement of Financial Position

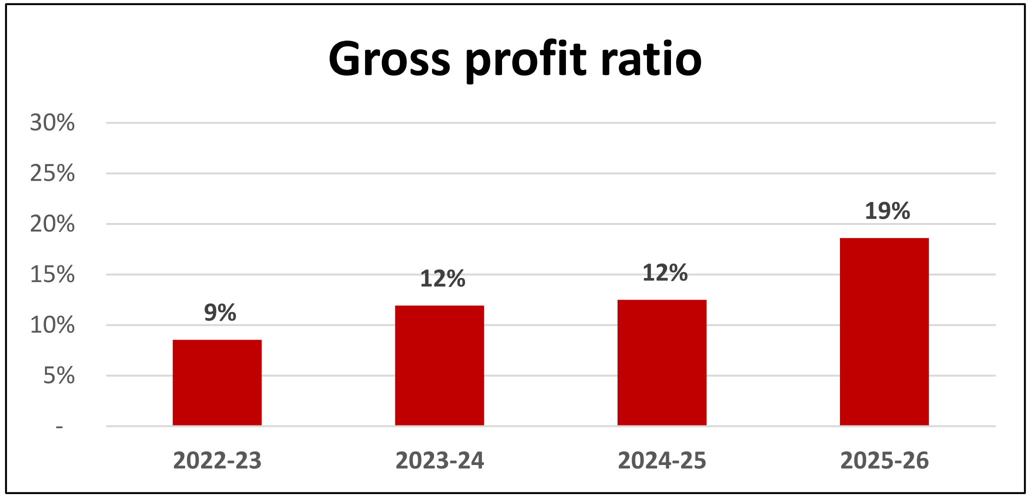
| Particulars | March 31, | | June 30, |
|---|---|---|---|
| | 2025 | 2026 | 2026 |
| | Rs. in '000 | | |
| Non-Current Assets | 3,810,089 | 3,317,220 | 3,301,985 |
| Inventory | 4,688,535 | 5,491,120 | 4,275,980 |
| Other Current Assets | 2,070,469 | 2,573,250 | 2,086,219 |
| Non-Current Assets Held For Sale | - | 185,000 | 185,000 |
| **Total Assets** | **10,569,093** | **11,566,590** | **9,849,184** |
| Equity | 5,453,343 | 6,065,082 | 6,274,771 |
| Long-Term Liabilities | 287,442 | 183,672 | 173,135 |
| Current Liabilities | 4,828,308 | 5,317,836 | 3,401,278 |
| **Total Equity & Liabilities** | **10,569,093** | **11,566,590** | **9,849,184** |

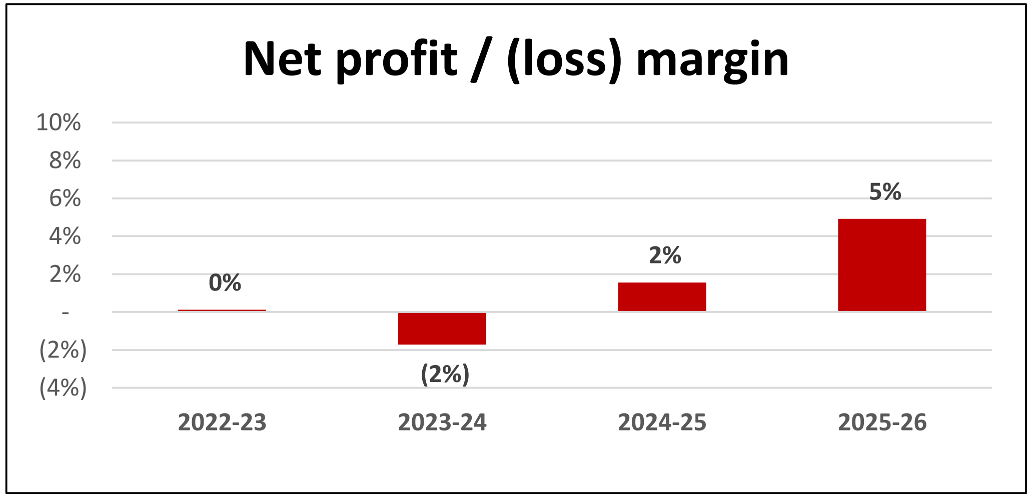
- Increase in inventory balances is mainly based on the planning for new models.

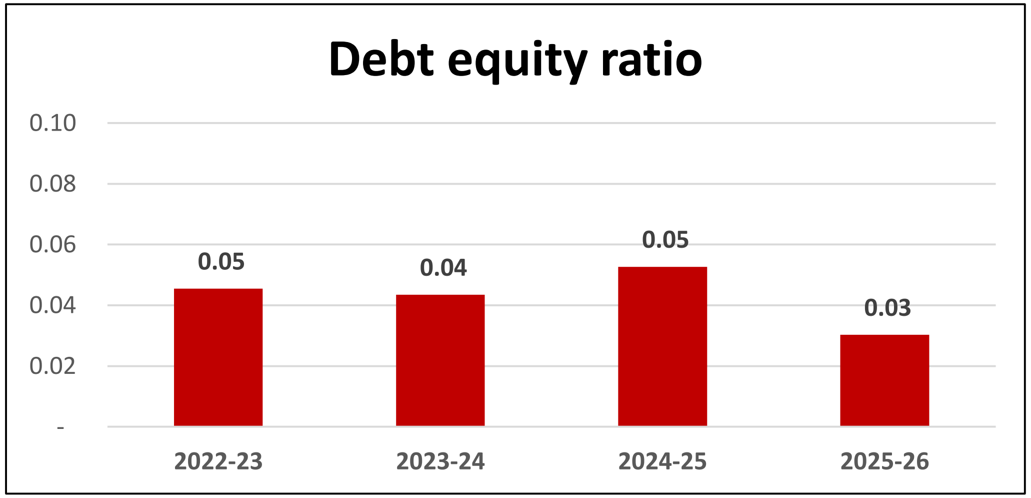
# Financial Highlights

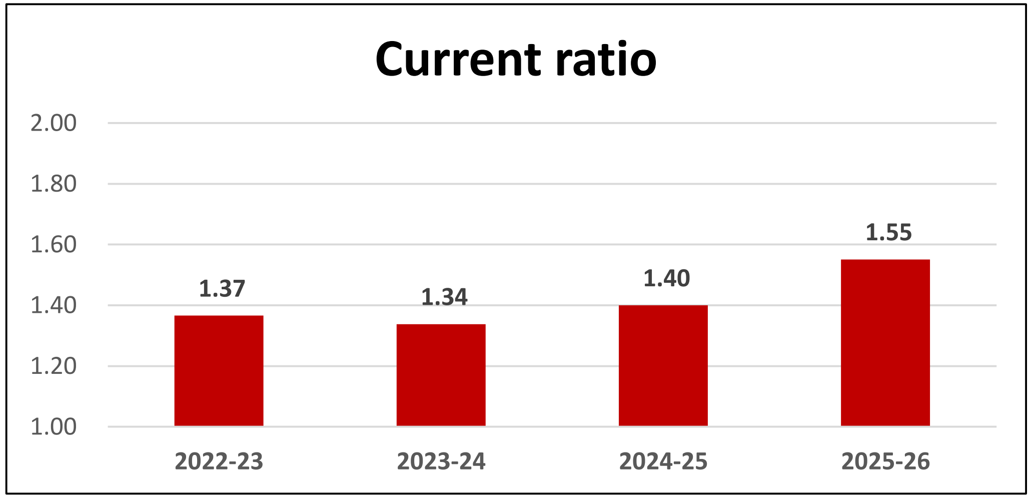
- Overall market size increased by 85% (4,330 units in Mar’25 to 8,000 units in Mar’26).
- Gross profit margins improved from 12.49% to 18.60% based on the favorable exchange impacts and improved pricings.
- Finance cost amounted to Rs. 237 million incurred during the year ended March 2026 mainly for short term borrowings.
- Earning per share of Rs. 21.82 in March 2026 as against last year profit per share of Rs. 6.53.
- During the year, Rs. 95.16 million was invested in capital improvements to support operational efficiency and future readiness.

# Key Financial Metrics



# CHALLENGES & OUTLOOK

# Challenges & Outlook

- Light Commercial Vehicles (LCV) continue to be the dominating segment of the industry, characterized by intense competition with multiple players competing for market share amid evolving customer preferences and pricing pressures.
- The Company's outlook remains cautiously optimistic, underpinned by its focus on sustainable, long-term growth rather than short-term volume gains.
- Foreign exchange movements, particularly in USD/JPY and USD/PKR, will remain important factors influencing input costs and margins, while geopolitical developments leading to supply chain disruption and commodity/energy price volatility may add further pressure on the operating environment.
- The Company will continue to adapt to evolving regulatory and product compliance requirements, with a focus on maintaining competitiveness and ensuring alignment with changing market and regulatory expectations.

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