



1st Quarterly Report 2023



CONTENTS

- ❑ Company Information
- ❑ Directors' Report
- ❑ Condensed Interim Statement of Financial Position
- ❑ Condensed Interim Statement of Profit or Loss and Other Comprehensive Income
- ❑ Condensed Interim Statement of Changes in Equity
- ❑ Condensed Interim Statement of Cash Flows
- ❑ Notes to and Forming Part of the Condensed Interim Financial Statements

COMPANY INFORMATION

BOARD OF DIRECTORS

Mr. Muhammad Aslam Sanjrani
Chairman

Mr. Takayuki Kizawa
President & Chief Executive Officer

Mr. Akira Uchida
Director & Executive Vice President

Ms. Nargis Ali Akbar Ghaloo
Independent Director

Mr. Mushtaq Malik
Independent Director

Mr. Masato Uchida
Mr. Takuji Umemura

Abdul Basit
Company Secretary

BANKERS

Allied Bank Limited
Bank Alfalah Limited
Bank Al-Habib Limited
Citibank, N.A.,
Habib Metropolitan Bank Limited
Habib Bank Limited
JS Bank Limited
MCB Bank Limited
National Bank of Pakistan
Standard Chartered Bank (Pakistan) Limited
United 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

M/s. FAMCO Associates (Pvt.) Ltd,
8-F, Near Hotel Faran, Nursery, Block 6,
P.E.C.H.S., Shakra-e-Faisal, Karachi
Tel: 021-34380101-05,
Fax: 021-34380106
E-mail: info.shares@famco.com.pk

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

2C, Second Floor, Al-Kout Tower,
Near Sarhad University, Ring Road, Peshawar.
Tel: 091-2640055
Email: hino-peshawar@hinopak.com

Multan

Kayan Pur, Tehsil Multan, Union Council
No. 73, Near: Multan, Bypass, Multan
Tel: 061-4263205-7
Fax: 061-4263208
Email: hino-multan@hinopak.com

DIRECTORS' REPORT

For The Quarter Ended June 30, 2023

GREETINGS TO THE SHAREHOLDERS!

The total sale of commercial vehicles of all makes in the Country in the Apr-Jun quarter of 2023 was 499 units – 68% lower than in the corresponding same period of last year.

SALES

The sale of Hinopak's trucks and buses decreased to 76 units from 238 units in the corresponding quarter of the last year.

SALES REVENUE

The sales revenue for the quarter decreased to Rs. 1.87 billion from Rs. 2.98 billion, the Company earned gross profit of Rs. 98 million as compared to gross profit of Rs. 267 million in the corresponding quarter of last year.

FINANCE COST

The finance cost includes net exchange gain of Rs. 33 million in comparison with the net exchange loss of Rs. 51 million in the corresponding quarter of the last year.

PROFIT / (LOSS) AFTER TAX

The loss after tax stood at Rs. 106 million compared to profit after tax of Rs. 52 million in the last year's corresponding quarter leading to loss per share of Rs.4.26. Last year it stood at Rs. 2.08 earnings per share.

FUTURE OUTLOOK

Pakistan secured the much needed short term financial assistance package from the International Monetary Fund (IMF), which also unlocked the new disbursements from regional partners, providing the short term relief to the Country.

However, despite the arrangement with IMF and other regional partners, the economy continues to face strain due to political instability, a balance of payments crisis, a depreciating currency and soaring inflation. The growth of Commercial vehicle industry relies heavily on alleviation of import restrictions, achieving macroeconomic stability, favorable foreign exchange rates and increased economic activities.

The management recognizes the obstacles that could affect sales volumes and profitability. However, they remain committed to proactively adapting to market dynamics, ensuring sustainable growth and create value for our stakeholders.

Finally, we would like to thank to our parent companies for their continuous support, our customers for their continued patronage of the Company's products. We also acknowledge the efforts of entire Hinopak team, including our staff, vendors, dealers and all business partners for their untiring efforts in these testing times.



Director

Date: July 25, 2023



Chief Executive Officer

1st Quarterly Report 2023

CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION
AS AT JUNE 30, 2023

	Note	(Unaudited) June 30, 2023	(Audited) March 31, 2023
(Rupees '000)			
ASSETS			
Non-current assets			
Property, plant and equipment	5	3,844,950	3,905,869
Intangibles Assets		16,490	19,616
Long-term investments	6	-	-
Long-term loans and advances	7	34,971	38,908
Long-term deposits	8	8,809	8,829
Employee benefit prepayment		-	43,699
		<u>3,905,220</u>	<u>4,016,921</u>
Current assets			
Inventories		2,288,803	2,043,552
Trade receivables	9	122,882	187,224
Loans and advances		63,174	54,704
Trade deposits and prepayments	10	1,775,645	1,299,935
Refunds due from the government - sales tax		50,080	122,702
Other receivables		506	1,582
Taxation - payments less provision		1,099,928	1,062,713
Cash and bank balances	11	370,076	349,285
		<u>5,771,094</u>	<u>5,121,697</u>
Total assets		<u><u>9,676,314</u></u>	<u><u>9,138,618</u></u>
EQUITY AND LIABILITIES			
SHARE CAPITAL AND RESERVES			
Issued, subscribed and paid-up capital	12	248,011	248,011
Capital Reserve			
Revaluation surplus on land and building		2,203,524	2,222,132
Share premium		2,771,525	2,771,525
Revenue Reserve			
General Reserve		291,000	291,000
Accumulated Loss		(464,932)	(377,958)
		<u>5,049,128</u>	<u>5,154,710</u>
LIABILITIES			
Non-current liabilities			
Deferred taxation		170,075	170,359
Employee benefit obligations		41,570	64,259
		<u>211,645</u>	<u>234,618</u>
Current liabilities			
Trade and other payables	13	2,312,058	2,064,148
Advances from customers		2,058,418	1,652,943
Short-term borrowings	14	32,189	19,309
Unclaimed dividend		12,876	12,890
		<u>4,415,541</u>	<u>3,749,290</u>
Total liabilities		<u>4,627,186</u>	<u>3,983,908</u>
CONTINGENCIES AND COMMITMENTS			
Total equity and liabilities	15	<u><u>9,676,314</u></u>	<u><u>9,138,618</u></u>


The annexed notes 1 to 24 form an integral part of this condensed interim financial information.



Chief Financial Officer



Director



Chief Executive Officer

CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME
FOR THE QUARTER ENDED JUNE 30, 2023 - (UNAUDITED)

	Note	June 30, 2023 (Rupees '000)	June 30, 2022
Revenue from contracts with customers	16	1,866,117	2,983,027
Cost of sales		<u>(1,768,410)</u>	<u>(2,715,587)</u>
Gross profit		97,707	267,440
Distribution cost		(94,359)	(96,947)
Administrative expenses		(111,364)	(98,709)
Other income	17	23,968	81,846
Other expenses	18	-	(6,631)
Reversal / (charge) of impairment on trade receivables and deposits		<u>2,166</u>	<u>(86)</u>
(Loss) / profit from operations		(81,882)	146,913
Finance cost	19	<u>(74)</u>	<u>(56,925)</u>
(Loss) / profit before income tax		(81,956)	89,988
Income tax expense	20	<u>(23,626)</u>	<u>(38,291)</u>
(Loss) / profit after income tax		(105,582)	51,697
Other comprehensive (loss) / income for the period			
Items that will not be reclassified to Profit or Loss		-	-
Total comprehensive (loss) / income		<u>(105,582)</u>	<u>51,697</u>
(Loss) / earnings per share - basic	21	<u>Rs. (4.26)</u>	<u>Rs. 2.08</u>

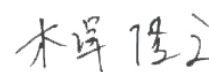
The annexed notes 1 to 24 form an integral part of this condensed interim financial information.



Chief Financial Officer



Director



Chief Executive Officer

CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY
FOR THE QUARTER ENDED JUNE 30, 2023 - (UNAUDITED)

	Issued, subscribed and paid-up capital	Capital Reserves		Revenue Reserves		Total
		Revaluation Surplus	Share Premium	General	Accumulated Loss	
(Rupees '000)						
Balance as at April 01, 2022	248,011	2,118,424	2,771,525	291,000	(463,298)	4,965,662
Transferred from surplus on revaluation of fixed assets on account of incremental depreciation - net of deferred tax	-	(16,200)	-	-	16,200	-
Total comprehensive income for the quarter ended June 30, 2022	-	-	-	-	51,697	51,697
Balance as at June 30, 2022	248,011	2,102,224	2,771,525	291,000	(395,401)	5,017,359
Balance as at April 01, 2023	248,011	2,222,132	2,771,525	291,000	(377,958)	5,154,710
Transferred from surplus on revaluation of fixed assets on account of incremental depreciation - net of deferred tax	-	(18,608)	-	-	18,608	-
Total comprehensive Loss for the quarter ended June 30, 2023	-	-	-	-	(105,582)	(105,582)
Balance as at June 30, 2023	248,011	2,203,524	2,771,525	291,000	(464,932)	5,049,128

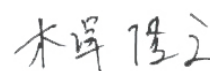
The annexed notes 1 to 24 form an integral part of this condensed interim financial information.



Chief Financial Officer



Director



Chief Executive Officer

CONDENSED INTERIM STATEMENT OF CASH FLOWS
FOR THE QUARTER ENDED JUNE 30, 20233 - (UNAUDITED)

	Note	June 30, 2023	June 30, 2022
(Rupees '000)			
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from / (used in) operations	22	51,770	(834,430)
Mark-up paid on short-term borrowings		(4,588)	-
Return on savings accounts and deposits		6,493	61,430
Income taxes paid - net		(61,125)	(101,001)
Employee benefits received / (paid)		3,948	(18,510)
Decrease in long-term deposits		20	440
Decrease / (increase) in long-term loans and advances		3,937	(939)
Net cash generated from / (used in) operating activities		455	(893,010)
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of property, plant and equipment		(16,435)	(17,373)
Proceeds from sale of property, plant and equipment		23,905	12,700
Net cash generated from / (used in) investing activities		7,470	(4,673)
CASH FLOWS FROM FINANCING ACTIVITIES			
Dividend paid		(14)	(9)
Lease rentals paid		-	(6,316)
Net increase / (decrease) in cash and cash equivalents		7,911	(904,008)
Cash and cash equivalents at the beginning of the period		329,976	2,972,370
Cash and cash equivalents at the end of the period		337,887	2,068,362

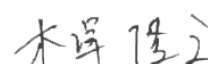
The annexed notes 1 to 24 form an integral part of this condensed interim financial information.



Chief Financial Officer



Director



Chief Executive Officer

1. THE COMPANY AND ITS OPERATIONS

Hinopak Motors Limited (the Company) is incorporated in Pakistan as a public limited company and is listed on 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 located at D-2, S.I.T.E., Manghopir Road, Karachi.

The Company is a subsidiary of Hino Motors Limited, Japan (HML) and the ultimate parent of the Company is Toyota Motors Corporation, Japan (TMC).

These condensed interim financial statements do not include all the information required to be contained in the annual financial statements and therefore should be read in conjunction with the annual audited financial statements of the Company for the year ended March 31, 2023.

2. BASIS OF PREPARATION

These condensed interim financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting. The accounting and reporting standards as applicable in Pakistan for interim financial reporting comprise of:

- International Accounting Standard (IAS) 34, Interim Financial Reporting, issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017; and
- Provisions of and directives issued under the Companies Act, 2017.

Where the provisions of and directives issued under the Companies Act, 2017 differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 have been followed.

3. ACCOUNTING POLICIES

The accounting policies and the methods of computation adopted in the preparation of these condensed interim financial statements are the same as those applied in the preparation of the financial statements for the year ended March 31, 2023 except as disclosed otherwise.

4. ACCOUNTING ESTIMATES, JUDGEMENTS AND FINANCIAL RISK MANAGEMENT

The preparation of condensed interim financial statements in conformity with approved accounting and reporting standards requires management to make estimates, assumptions and use judgements that affect the application of policies and reported amounts of assets and liabilities and income and expenses. Estimates, assumptions and judgements are continually evaluated and are based on historical experience and other factors, including reasonable expectations of future events. Revisions to accounting estimates are recognised prospectively commencing from the period of revision.

Judgements and estimates made by the management in the preparation of these condensed interim financial statements are the same as those that were applied to financial statements as at and for the year ended March 31, 2023.

The Company's financial risk management objectives and policies are consistent with those disclosed in the financial statements as at and for the year ended March 31, 2023.

NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL INFORMATION
FOR THE QUARTER ENDED JUNE 30, 2023 - (UNAUDITED)

	(Unaudited) June 30, 2023	(Audited) March 31, 2023
	(Rupees '000)	
5. PROPERTY, PLANT AND EQUIPMENT		
Operating assets	3,786,258	3,856,570
Capital work-in-progress	58,692	49,299
	<u>3,844,950</u>	<u>3,905,869</u>

5.1 Additions / disposals

	Additions (at cost)		Disposals (at net book value)	
	June 30, 2023	June 30, 2022	June 30, 2023	June 30, 2022
	Quarter ended (Rupees '000)			
Building on leasehold land	-	-	-	-
Plant and machinery	6,469	5,550	79	623
Furniture and fittings	75	-	-	-
Vehicles	-	11,263	11,571	1,986
Electrical installations	-	410	-	-
Office and other equipments	48	33	-	-
	<u>6,592</u>	<u>17,256</u>	<u>11,650</u>	<u>2,609</u>

* Assets disposed off having nil net book value

6. LONG-TERM INVESTMENTS

This represents investment in Arabian Sea Country Club Limited at a cost of 500,000 (March 2023: 500,000) fully paid-up unquoted ordinary shares of Rs. 10 each and Automotive Testing & Training Centre at a cost of 50,000 (March 2023: 50,000) fully paid-up unquoted ordinary shares of Rs. 10 each.

These investments were reassessed by the management based on the available information and it was concluded that the fair value does not differ materially from carrying amount on March 31, 2023.

7. LONG-TERM LOANS AND ADVANCES

These loans and advances do not carry mark-up.

8. LONG-TERM DEPOSITS

These deposits do not carry mark-up.

	(Unaudited) June 30, 2023	(Audited) March 31, 2023
	(Rupees '000)	
9. TRADE DEBTS		
Considered good - unsecured		
Related party - Indus Motor Company Limited	76,745	112,865
Others	46,137	74,359
	<u>122,882</u>	<u>187,224</u>
Considered doubtful		
Others	42,792	45,007
	<u>165,674</u>	<u>232,231</u>
Less: Provision for doubtful debts	(42,792)	(45,007)
	<u>122,882</u>	<u>187,224</u>

NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL INFORMATION
FOR THE QUARTER ENDED JUNE 30, 2023 - (UNAUDITED)

10. TRADE DEPOSITS AND PREPAYMENTS

This Includes Rs. 1.72 billion (March 31, 2023: Rs. 1.27 billion) held with various banks against import margins.

(Unaudited) June 30, 2023	(Audited) March 31, 2023
-----------------------------------	----------------------------------

(Rupees '000)

11. CASH AND BANK BALANCES

Balances with banks:

- on term deposit accounts	-	-
- on current accounts - note 11.1	117,622	13,597
- on PLS savings accounts	252,354	324,425
Cheques in hand	-	11,175
Cash in hand	100	88
	<u>370,076</u>	<u>349,285</u>

11.1 This Includes Rs. 103.87 million (March 31, 2023: Rs. nil) held under lien as cash margin against letter of credit.

12. SHARE CAPITAL

(Unaudited) June 30, 2023	(Audited) March 31, 2023		(Unaudited) June 30, 2023	(Audited) March 31, 2023
(Rupees '000)				
Authorised share capital				
<u>100,000,000</u>	<u>100,000,000</u>	Ordinary shares of Rs. 10 each	<u>1,000,000</u>	<u>1,000,000</u>
Issued, subscribed and paid-up capital				
Ordinary shares of Rs. 10 each				
18,600,840	18,600,840	shares issued for consideration paid in cash	186,008	186,008
4,133,520	4,133,520	shares issued for consideration other than cash - fixed assets	41,335	41,335
2,066,760	2,066,760	shares issued as bonus shares	20,668	20,668
<u>24,801,120</u>	<u>24,801,120</u>		<u>248,011</u>	<u>248,011</u>

13. TRADE AND OTHER PAYABLES

These include the following amounts payable to related parties:

Bills payable to:

- Toyota Tsusho Corporation, Japan, group company	558,637	332,095
- Hino Motors Ltd., Japan - holding company	3,990	4,288
- Toyota Tsusho, Asia Pacific PTE Ltd, group company	188,594	97,846
- Hino Motors Limited, Middle East, FZE, group company	-	13,244
- Hino Motors Asia Limited, Thailand, group company	6,473	-
Royalty payable to Hino Motors, Ltd. Japan, holding company	123,995	127,630
	<u>881,689</u>	<u>575,103</u>

14. The facilities for running finance under mark-up arrangements with various banks as at June 30, 2023 amounted to Rs. 3.87 billion (March 31, 2023: Rs. 3.87 billion) of which the amount remaining unutilised at the quarter end was Rs. 3.83 billion (March 31, 2023: Rs. 3.85 billion). The rates of markup applicable on running finance are based on KIBOR and range from one month KIBOR + 0.5% to three months KIBOR + 0.75% per annum.

The above facilities are secured by way of hypothecation charge on inventory and intra-group guarantees arranged through banks.

NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL INFORMATION
FOR THE QUARTER ENDED JUNE 30, 2023 - (UNAUDITED)

15. CONTINGENCY AND COMMITMENTS

15.1 Contingency

There has been no change in the status of contingency as reported in the financial statements for the year ended March 31, 2023.

15.2 Commitments

Commitments for capital expenditures as at June 30, 2023 amounted to Rs. 7.91 million (March 31, 2023: Rs. 9.51 million).

The facilities for opening the letters of credit and guarantees as at June 30, 2023 amounted to Rs. 13.67 billion (March 31, 2023: Rs. 13.67 billion) of which the amount remaining unutilised as at June 30, 2023 was Rs. 11.17 billion (March 31, 2023: Rs. 11.97 billion).

	(Unaudited) June 30, 2023	(Unaudited) June 30, 2022
	(Rupees '000)	
16. REVENUE FROM CONTRACTS WITH CUSTOMERS		
Gross Sales	2,261,366	3,551,841
Sales Tax	(344,462)	(519,853)
	<u>1,916,904</u>	<u>3,031,988</u>
Commission and discounts	(50,787)	(48,961)
	<u><u>1,866,117</u></u>	<u><u>2,983,027</u></u>
17. OTHER INCOME		
Income from financial assets		
Return on PLS savings accounts	5,417	17,844
Return on deposit accounts	-	43,888
	<u>5,417</u>	<u>61,732</u>
Others		
Scrap sales	6,241	10,023
Gain on disposal of fixed assets	12,255	10,091
Others	55	-
	<u>18,551</u>	<u>20,114</u>
	<u><u>23,968</u></u>	<u><u>81,846</u></u>
18. OTHER EXPENSES		
Workers' Profits Participation Fund	-	4,831
Workers' Welfare Fund	-	1,800
	<u>-</u>	<u>6,631</u>
19. FINANCE COST		
Exchange (gain)/loss - net	(33,170)	51,346
Mark-up on short-term borrowings	31,130	-
Interest on lease liability	-	177
Bank charges and others	2,114	5,402
	<u>74</u>	<u>56,925</u>
20. INCOME TAX EXPENSE		
Current	23,911	38,628
Deferred	(285)	(337)
	<u><u>23,626</u></u>	<u><u>38,291</u></u>

20.1 Current income tax expense has been computed under section 113 of the Income Tax Ordinance, 2001 i.e. minimum tax on turnover for the period at the rate of 1.25%. (June 30, 2022 : 1.25%)

NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL INFORMATION
FOR THE QUARTER ENDED JUNE 30, 2023 - (UNAUDITED)

	(Unaudited) June 30, 2023	(Unaudited) June 30, 2022
	(Rupees '000)	
21. (LOSS) / EARNINGS PER SHARE		
(Loss) / profit after income tax attributable to ordinary shareholders (Rupees in '000)	<u>(105,582)</u>	<u>51,697</u>
Weighted average number of ordinary shares outstanding at the end of the period (number of shares in '000)	<u>24,801</u>	<u>24,801</u>
(Loss) / earnings per share - basic and diluted (Rupees)	<u>Rs. (4.26)</u>	<u>Rs. 2.08</u>
22. CASH GENERATED FROM / (USED IN) OPERATIONS		
(Loss) / profit before taxation	(81,956)	89,988
Add / (less): Adjustments for non cash charges and other items		
Depreciation and amortisation	68,830	65,806
Gain on disposal of operating fixed assets	(12,255)	(10,091)
Retirement benefits charge	17,062	16,040
Mark-up on short-term borrowings	31,130	-
Interest on lease liability	-	177
Income on PLS savings and deposit accounts	(5,417)	(61,732)
	<u>99,350</u>	<u>10,200</u>
Profit before working capital changes	17,394	100,188
Effect on cash flow due to working capital changes		
(Increase) / decrease in current assets		
Inventories	(245,251)	(612,996)
Trade debts	64,342	220,268
Loans and advances	(8,470)	(1,969)
Trade deposits and prepayments	(475,710)	(233,255)
Refunds due from the government - sales tax	72,622	11,949
Other receivables	-	(9,112)
	<u>(592,467)</u>	<u>(625,115)</u>
Increase / (decrease) in current liabilities		
Trade and other payables	626,843	(309,503)
	34,376	(934,618)
	<u>51,770</u>	<u>(834,430)</u>

23. TRANSACTIONS WITH RELATED PARTIES

Disclosure of transactions between the Company and the related parties during the period are as follows:

Relationship	Nature of transaction	(Unaudited)	(Unaudited)
		June 30, 2023	June 30, 2022
		(Rupees '000)	
i. Holding company	- Purchase of goods	7,410	23,109
	- Royalty charge	33,353	40,924
ii. Other related parties	- Purchase of goods and services	1,043,842	1,904,040
	- Sale of goods	769,985	1,223,161
	- Purchase of property, plant and equipment	-	2,824
iii. Staff retirement funds	- Payments to retirement benefits plan	4,715	29,663
iv. Key Management Personnel	- Salaries and other employee benefits	16,161	16,371
	- Consultancy / meeting fee	1,550	1,448

24. DATE OF AUTHORISATION FOR ISSUE


These condensed interim financial statements were approved and authorised for issue by the Board of Directors of the Company on July 25, 2023.



Chief Financial Officer



Director



Chief Executive Officer

ڈائریکٹرز رپورٹ

حصص یافتگان کو تسلیمات

ملک بھر میں فروخت کی جانے والی تمام ٹربرانڈز کی کمرشل وہیکل کی فروختگی کا کل حجم رواں سہ ماہی (اپریل۔جون) کے دوران 499 یونٹس رہا جو کہ گزشتہ سال اسی سہ ماہی کے مقابلے میں 68% فیصد کم ہے۔

فروخت

رواں سہ ماہی بیٹوپاک کے ٹرکوں اور بسوں کی فروختگی گزشتہ سال اس سہ ماہی کے مقابلے میں 238 یونٹس سے کم ہو کر 76 یونٹس ہو گئی۔

فروخت سے حاصل شدہ آمدنی

رواں سہ ماہی فروخت سے حاصل ہونے والی آمدنی 2.98 بلین روپے سے کم ہو کر 1.87 بلین روپے ہو گئی جبکہ خالص منافع گزشتہ سال ہونے والے 267 بلین روپے کے بمقابل کم ہو کر 98 بلین روپے تک آ پہنچا۔

مالیاتی اخراجات (فنانس کا سٹ)

فنانس لاگت میں 33 بلین روپے کا خالص ایکسیج منافع شامل ہے جبکہ گزشتہ سال کی اسی سہ ماہی میں 51 بلین روپے کا خالص ایکسیج خسارہ ہوا تھا۔

بعد از ٹیکس منافع / خسارہ

رواں سہ ماہی بعد از ٹیکس خسارہ 106 بلین روپے رہا جو کہ گزشتہ سال اسی سہ ماہی کے دوران 52 بلین روپے منافع تھا۔ جسکی بناء پر رواں سال نی حصص خسارہ 4.26 روپے رہا۔ گزشتہ سال نی حصص منافع 2.08 رہا۔

مستقبل کی پیش بینی


پاکستان نے بین الاقوامی مالیاتی فنڈ (آئی ایم ایف) سے انتہائی ضروری قلیل مدتی مالی امداد کا پیکیج حاصل کیا جس نے علاقائی شراکت داروں سے نئی ادائیگیوں کا بھی آغاز کیا اس سے پاکستان کو قلیل مدتی ریلیف فراہم ہوا۔

تاہم آئی ایم ایف اور دیگر علاقائی شراکت داروں کے ساتھ معاہدے کے باوجود، سیاسی عدم استحکام، ادائیگیوں کے توازن کے بحران، کرنسی کی قدر میں کمی اور بڑھتی ہوئی افراط زر کی وجہ سے معیشت کو دباؤ کا سامنا ہے۔ کمرشل وہیکل انڈسٹری کی ترقی کا بہت زیادہ انحصار درآمدی پابندیوں کے خاتمے، میکرو اکنامک استحکام کے حصول، سازگار زر مبادلہ کی شرح اور معاشی سرگرمیوں میں اضافہ پر ہے۔

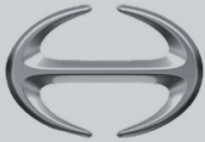
انتظامیہ ان چیلنجوں کو تسلیم کرتی ہے۔ جنہوں نے ہماری فروخت اور منافع کو متاثر کیا ہے۔ ان روکاؤوں کے باوجود ہم اپنے اسٹیک ہولڈرز کے لیے پائیدار ترقی اور قدر کو یقینی بنانے کے لیے مارکیٹ کی حرکیات کو فعال طور پر بروئے کار لارہے ہیں۔

آخر میں ہم اپنی ہیئرٹ کمپنیوں کے مستقل تعاون اور اپنے کسٹمرز کی سرپرستی کا شکریہ ادا کرتے ہیں۔ ہم بیٹوپاک کی پوری ٹیم کی کوششوں کو سراہتے ہیں اس کے ساتھ ساتھ ہم ملازمین، ویبڈرز، ڈیلرز اور تمام برنس پارٹنرز کی انتھک کوششوں کو بھی خراج تحسین پیش کرتے ہیں۔

木崎隆之
چیف ایگزیکٹو آفیسر


ڈائریکٹر

مورخہ 25 جولائی 2023



HINO

**D- 2, S.I.T.E., Manghopir Road,
P. O. Box No . 10714 , Karachi.
UAN: 111-25-25-25
Website: www.hinopak.com**