



AHL/CS/1199/2018  
January 31, 2018

The General Manager  
Pakistan Stock Exchange Limited  
Stock Exchange Building  
Stock Exchange Road  
Karachi

Subject: **FINANCIAL RESULTS FOR THE PERIOD ENDED DECEMBER 31, 2017**

Dear Sir,

We have to inform you that the Board of Directors' of our company in their meeting held on Wednesday, January 31, 2018 at 11:00 a.m. at 2<sup>nd</sup> Floor Federation House, Shahra-e-Firdousi Clifton, Karachi, have approved the financial statements of the Company for the period ended December 31, 2017:

The financial results of the Company are as follows:

|                                                      | Quarter ended        |                      | Nine months period ended |                      |
|------------------------------------------------------|----------------------|----------------------|--------------------------|----------------------|
|                                                      | December 31,<br>2017 | December 31,<br>2016 | December 31,<br>2017     | December 31,<br>2016 |
|                                                      | (Rupees in '000)     |                      |                          |                      |
| Sales                                                | 19,594,170           | 17,236,588           | 56,511,563               | 46,904,938           |
| Cost of sales                                        | (17,478,851)         | (15,436,642)         | (50,329,402)             | (41,976,755)         |
| <b>Gross profit</b>                                  | <b>2,115,319</b>     | <b>1,799,946</b>     | <b>6,182,161</b>         | <b>4,928,183</b>     |
| Sales and marketing expenses                         | (455,366)            | (408,678)            | (1,346,627)              | (1,163,432)          |
| Administrative expenses                              | (158,906)            | (139,525)            | (479,488)                | (414,942)            |
| Other income                                         | 200,348              | 212,116              | 605,522                  | 606,881              |
| Other operating expenses                             | (116,945)            | (109,500)            | (354,070)                | (298,411)            |
| Share of net profit of<br>an Associate               | 15,000               | 9,999                | 44,977                   | 37,197               |
| <b>Operating profit</b>                              | <b>1,599,450</b>     | <b>1,364,358</b>     | <b>4,652,475</b>         | <b>3,695,476</b>     |
| Finance costs                                        | (2,722)              | (3,861)              | (13,780)                 | (18,244)             |
| <b>Profit before taxation</b>                        | <b>1,596,728</b>     | <b>1,360,497</b>     | <b>4,638,695</b>         | <b>3,677,232</b>     |
| Taxation                                             | (426,225)            | (359,923)            | (1,226,346)              | (965,900)            |
| <b>Profit for the period</b>                         | <b>1,170,503</b>     | <b>1,000,574</b>     | <b>3,412,349</b>         | <b>2,711,332</b>     |
| Other comprehensive income                           | -                    | -                    | -                        | -                    |
| <b>Total comprehensive income<br/>for the period</b> | <b>1,170,503</b>     | <b>1,000,574</b>     | <b>3,412,349</b>         | <b>2,711,332</b>     |
|                                                      | (Rupees)             |                      |                          |                      |
| <b>Earnings per share</b>                            |                      |                      |                          |                      |
| - basic and diluted                                  | 11.32                | 9.68                 | 33.00                    | 26.22                |

No interim dividend has been declared.

We will send you 200 copies of printed accounts for distribution amongst the members of the Exchange in due course of time.

Thanking you,

Marriam Ahmed  
Company Secretary



### Atlas Honda Limited

Karachi Plant: F-36, Estate Avenue, S.I.T.E., Karachi. UAN: 111-111-245, Ph: (92-21) 32575561-5, 32555561-5 Fax: (92-21) 32563758  
Sheikhupura Plant: 26/27 Km. LHR-SKP Road, Sheikhupura. Ph: (92-56) 3406501-6 Fax: (92-56) 3406009  
Lahore Office: I-McLeod Road, Lahore-54000. Ph: (92-42) 37225015-17, 37233515-17 Fax: (92-42) 37351119  
Faisalabad Office: 1st Floor, Meezan Executive Tower, 4-Liaquat Road Ph: (92-41) 2541011-6 Fax: (92-41) 25410117  
Multan Office: Azmat Wasti Road, Multan. Ph: (92-61) 4571989, 4540054 Fax: (92-61) 4541690  
Rawalpindi Office: 60 Bank Road, Saddar, Rawalpindi. Ph: (92-51) 5120494-96 Fax: (92-51) 5120497  
Hyderabad Office: 391 Block "D" Unit No. 6, Latifabad, Hyderabad, Sindh. Ph: (92-22) 3864984-5, 3813036-38 Fax: (92-22) 3864983  
Rahim Yar Khan Office: Atta Road, Near Girls College, Canal Bank. Ph: (92-68) 5883415-7 Fax: (92-68) 5883414