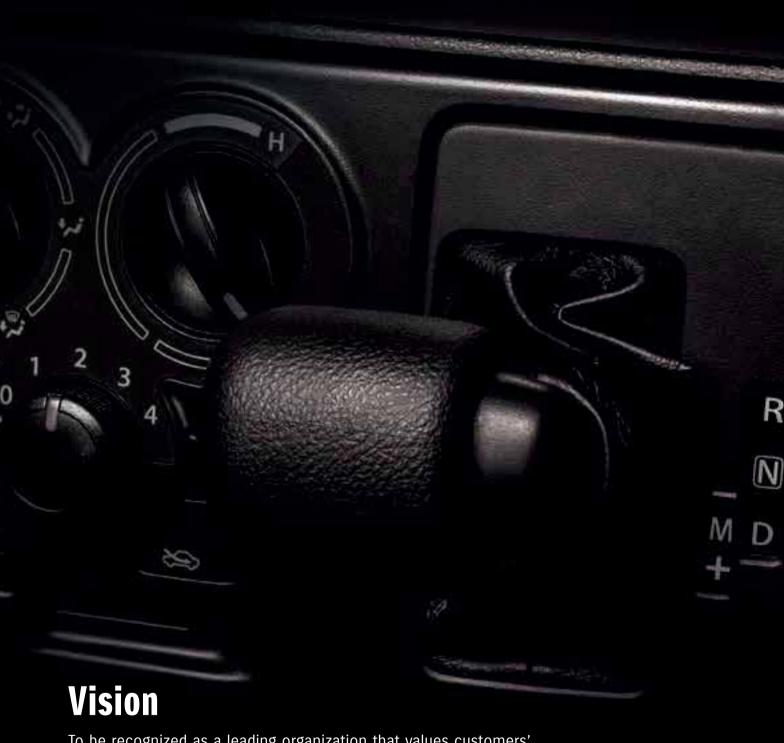


# Half Yearly Report June 2020 THE CAR FOR THE NEW GENERATION





To be recognized as a leading organization that values customers' needs and provides motoring solutions with strong customer care.

# Mission

- Develop products of superior value by focusing on the customer
- Establish a refreshing and innovative company through teamwork
- Strive for individual excellence through continuous improvement

# CONTINE OF TABLE OF

- **02** Company Information
- 03 Directors' Report
- **05** Condensed Interim Statement of Financial Position
- **06** Condensed Interim Statement of Profit or Loss Account (Unaudited)
- **07** Condensed Interim Statement of Comprehensive Income (Unaudited)
- **08** Condensed Interim Statement of Changes in Equity (Unaudited)
- **09** Condensed Interim Cash Flow Statement (Unaudited)
- 10 Notes to the Condensed Interim Financial Statements (Unaudited)
- 21 Directors' Report (Urdu)

# **Company Information**

### **Board of Directors**

Kinji Saito Chairman
Masafumi Harano Chief Executive
Tadashi Homma Dy. Managing Director
Shigeo Takezawa Director
Kazuyuki Yamashita Director
Moin M. Fudda Director
Rukhsana Shah Director

### **Chief Financial Officer**

Miki Nakahara

### **Company Secretary**

Abdul Nasir

### **Audit Committee**

Moin M. Fudda Chairman Kinji Saito Member Shigeo Takezawa Member

# Human Resource and Remuneration (HR & R) Committee

Rukhsana Shah Chairman Kinji Saito Member Masafumi Harano Member

### **Auditors**

KPMG Taseer Hadi & Co. Chartered Accountants

### Registrar

CDC Share Registrar Services Limited CDC House, 99 - B, Block "B", S.M.C.H.S, Main Shahrah-e-Faisal Karachi.

### **Legal Advisors**

M/s Shahid Anwar Bajwa & Co. ORR Dignam & Company

### **Bankers**

Bank Alfalah Ltd.
Bank Al Habib Ltd.
Citibank N.A.
Habib Bank Ltd.
Habib Metropolitan Bank Limited
MCB Bank Ltd.
National Bank of Pakistan
Standard Chartered Bank (Pakistan) Ltd.

### **Registered Office**

DSU-13, Pakistan Steel Industrial Estate, Bin Qasim, Karachi. Tel No. (021) 34723551 - 58 Fax No. (021) 34723521 - 22 Website: www.paksuzuki.com.pk

### **Regional Offices**

### Lahore Office:

7-A, Aziz Avenue, Canal Bank Road, Gulberg V, Lahore. Tel No. (042) 35775456, (042) 35775457 Fax No. (042) 35775467

### Rawalpindi Office:

3rd Floor, 112-B Mallahi Plaza, Murree Road, Rawalpindi Cantt. Tel No. (051) 5130230 - (051) 5130229 Fax No. (051) 5130232

### Multan Office:

402, 4th Floor United Mall, Abdali Road Multan. Tel No. (061)-4586499 Fax No. (061)-4516765

# **Directors' Report**

On behalf of the Board, I present my review on the performance of the Company during the half year ended June 30, 2020.

### The Economy

We are going through testing times as pandemic of Coronavirus (COVID-19) is unfolding one of the worst health crisis across the globe and has a widespread impact on the key economic indicators of Pakistan. World Economy, including Pakistan, is experiencing a slowdown. The impact of COVID-19 on Pakistan's economy can be severe and may lead to a reduction in GDP growth, deterioration in current & fiscal balances and disruption in supply chain. Commercial and industrial activities were stopped from March 21, 2020 in compliance with lockdown directives by Provincial Governments to contain the spread of COVD-19. Business activities partially resumed from June 2020 due to relaxation allowed by Government. Accordingly, Pak Suzuki resumed production activity from June 15, 2020 with adequate preventive measures and following SOPs advised by the Government.

Government has initiated National action plan as a policy document for ensuring that all guiding principles for outbreak preparedness, containment and mitigation are followed. Fiscal measures were taken to mitigate the impact on economy. State Bank of Pakistan (SBP) reduced the policy rate from 13.25% to 7% in four months (March - June 2020). Nevertheless, it is expected that inflation will remain stable in year 2020 due to downtrend in global commodity prices and higher base effect.

The Pak rupee depreciated by more than 8% against the US dollar in first half of 2020. Major reason behind the rupee's fall was flight of hot money due to decrease in interest rate. High-interest rate in 2019 and first quarter of 2020 supports the rupee by encouraging hot money inflows into treasury bills. Global economic fears surrounding the COVID-19 crisis also contributed in rupee devaluation.

### **Industry Outlook**

Additional taxes imposed in the Federal Budget 2019-20 coupled with massive depreciation of Pak Rupee adversely affected the cost of vehicles and it forced the OEMs to increase the prices of their vehicles. Further, economic condition of country was aggravated due to pandemic of COVID-19 resulting in negative growth rate in 2019-20. Above factors badly affected sales volume of auto industry resulting in sharp decline in sales volumes.

"In view of the current massive downturn, the auto industry was expecting a stimulus package from the Government in the shape of rationalization in duties & taxes. Stimulus package for auto industry would have far reaching impact to revive the economy of Pakistan. We are hopeful that Government will provide support in this difficult time."

During the period (January – June 2020), sales volume of auto industry for cars and light commercial vehicles was recorded at 44,134 units compared to 118,519 units in corresponding period of last year, registering a massive decline of 63% primarily due to economic crises in country. Sales volume of the Company during the half year January - June 2020 declined by 68% from 68,147 units to 21,269 units, in line with industry trend.

The total sales volume of the Company represented 48% market of cars and light commercial vehicles within PAMA member companies. The Company adjusted the production according to demand and curtailed production volume to 16,303 units. Capacity utilization remained at 22%.

During the period under review, the organized market (PAMA member companies) for motorcycles and three wheelers decreased from 855,396 units to 570,185 units. Decrease of 285,211 units represents 33% decline in sales volume over same period of last year. Company achieved sales volume of 6,505 units as compared to sales volume of 11,600 units in corresponding period of last year.

### **Operating Results of the Company**

Company incurred net loss of Rs 2,463 million compared to net loss of Rs 1,526 million in same period of last year. Net sales revenues decreased by Rs 37,950 million from Rs 65,429 million (Jan-Jun 2019) to Rs 27,479 million (Jan-Jun 2020). Sales revenue decreased by 58% in current period due to drastic decline in sales volume. Gross profit decreased in absolute terms by Rs 1,412 million from Rs 1,372 million (Jan-Jun 2019) to gross loss of Rs 40 million (Jan-Jun 2020). Gross profit margins as a percentage of net sales declined from 2.1% to negative margin of 0.1%. Beside decline in gross profits, another factor for adverse profitability was increase in financial charges by Rs. 1,235 million from Rs. 706 million in 2019 to Rs. 1,941 million in 2020.

### **Future Outlook & Conclusion**

Macroeconomic indicators of the country are challenging for auto industry due to consequential impact of lockdown on economy. However, overall situation is improving. According to Federal Government, the situation of Corona virus (COVID-19) is under control as it is evident with substantial reduction in active cases. Government allowed different sectors to operate from August 10, 2020 with adequate preventive measures and planning to lift the restrictions on remaining sectors in phases. Government had taken effective measures to return the country to normalcy. Revival of economic activities will help in generating demand for vehicles.

Current auto policy was applicable for the period 2016 to 2021 and new auto policy is expected to be announced. It is expected that new auto policy will be industry friendly and it will offer incentives to existing OEMs and vendors' industry. Company is endeavoring to improve sales, profitability and diversity in its operations by upgrading the existing products and offers quality products to customers at competitive prices through an efficient network of authorized dealers.

KINJI SAITO Chairman

Karachi: August 19, 2020



KPMG Taseer Hadi & Co. Chartered Accountants Sheikh Sultan Trust Building No. 2, Beaumont Road Karachi 75530 Pakistan +92 (21) 35685847, Fax +92 (21) 35685095

### INDEPENDENT AUDITOR'S REVIEW REPORT

To the members of Pak Suzuki Motor Company Limited

### **Report on review of Interim Financial Statements**

### Introduction

We have reviewed the accompanying condensed interim statement of financial position of **Pak Suzuki Motor Company Limited** as at 30 June 2020 and the related condensed interim statement of profit or loss, condensed interim statement of comprehensive income, condensed interim statement of changes in equity and condensed interim statement of cash flows, and notes to the condensed interim financial statements for the six-months period then ended (here-in-after referred to as the "interim financial statements"). Management is responsible for the preparation and presentation of these interim financial statements in accordance with accounting and reporting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on these interim financial statements based on our review.

### Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial statements consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial statements are not prepared, in all material respects, in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting.



KPMG Taseer Hadi & Co.

### Other matter

The figures of the condensed interim statement of profit or loss and condensed interim statement of comprehensive income for the three months period ended 30 June 2020, have not been reviewed and we do not express a conclusion on them.

The engagement partner on the review resulting in this independent auditor's review report is **Mohammad Mahmood Hussain**.

Date: 24 August 2020

Karachi

KPMG Taseer Hadi & Co. Chartered Accountants

fruit-u

# **Condensed Interim Statement of Financial Position**

at 30 June 2020	Note	30 June 2020	31 December 2019
		(Unaudited)	(Audited)
		(Rupees	
ASSETS		(	,
Non-current assets			
Property, plant and equipment	6	14,341,826	15,685,850
Intangible assets		321,415	345,419
Right-of-use assets		87,945	144,959
Long- term investments	7	323,476	325,925
Long-term loans		4,310	3,500
Long-term deposits, prepayments and other receivables	8	402,380	378,019
Long-term installment sales receivables	9	430,586	271,873
Deferred taxation-net		3,334,794	2,359,062
		19,246,732	19,514,607
Current assets	1		
Stores, spares and loose tools		282,177	260,424
Stock-in-trade	10	35,759,487	37,516,571
Trade debts		393,027	690,658
Loans and advances		86,272	55,390
Trade deposits and short-term prepayments	11	328,315	279,304
Current portion of long-term installment sales receivables	9	861,594	799,036
Other receivables	12	864,480	348,919
Taxation - net		6,321,457	7,226,470
Sales tax and excise duty		8,341,336	7,700,937
Cash and bank balances	13	1,306,552	3,267,510
		54,544,697	58,145,219
TOTAL ASSETS		73,791,429	77,659,826
EQUITY AND LIABILITIES			
Share capital and reserves			
Authorised share capital of 500,000,000			
Authorised share capital of 500,000,000 (31 December 2019: 500,000,000) ordinary shares of Rs.10 each		5,000,000	5,000,000
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each		5,000,000 822,999	
			822,999
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each Issued, subscribed and paid-up capital Capital reserves		822,999	822,999 844,596
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each Issued, subscribed and paid-up capital Capital reserves		822,999 844,596	822,999 844,596 24,283,291
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each Issued, subscribed and paid-up capital	_	822,999 844,596 21,809,564	822,999 844,596 24,283,291
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each Issued, subscribed and paid-up capital Capital reserves Revenue reserves  Non-current liabilities	Γ	822,999 844,596 21,809,564	822,999 844,596 24,283,291 25,950,886
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each Issued, subscribed and paid-up capital Capital reserves Revenue reserves  Non-current liabilities Payable against purchase of assets		822,999 844,596 21,809,564 23,477,159	822,999 844,596 24,283,291 25,950,886
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each Issued, subscribed and paid-up capital Capital reserves Revenue reserves  Non-current liabilities Payable against purchase of assets Security deposits		822,999 844,596 21,809,564 23,477,159	822,996 844,596 24,283,291 25,950,886 163,357 236,130
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each Issued, subscribed and paid-up capital Capital reserves Revenue reserves  Non-current liabilities Payable against purchase of assets Security deposits Lease liabilities		822,999 844,596 21,809,564 23,477,159 60,057 228,830	822,999 844,596 24,283,29 25,950,886 163,357 236,130 116,192
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each Issued, subscribed and paid-up capital Capital reserves Revenue reserves  Non-current liabilities Payable against purchase of assets Security deposits Lease liabilities		822,999 844,596 21,809,564 23,477,159 60,057 228,830 60,599	822,999 844,596 24,283,291 25,950,886 163,357 236,130 116,192
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each Issued, subscribed and paid-up capital Capital reserves Revenue reserves  Non-current liabilities Payable against purchase of assets Security deposits Lease liabilities  Current liabilities		822,999 844,596 21,809,564 23,477,159 60,057 228,830 60,599 349,486	822,999 844,596 24,283,291 25,950,886 163,357 236,130 116,192 515,679
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each Issued, subscribed and paid-up capital Capital reserves Revenue reserves  Non-current liabilities Payable against purchase of assets Security deposits Lease liabilities  Current liabilities Trade and other payables		822,999 844,596 21,809,564 23,477,159 60,057 228,830 60,599 349,486 10,027,892 29,302	822,999 844,596 24,283,291 25,950,886 163,357 236,130 116,192 515,679
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each  Issued, subscribed and paid-up capital Capital reserves Revenue reserves  Non-current liabilities Payable against purchase of assets Security deposits Lease liabilities  Trade and other payables Lease liabilities	14	822,999 844,596 21,809,564 23,477,159 60,057 228,830 60,599 349,486 10,027,892 29,302 33,597,092	822,999 844,596 24,283,291 25,950,886 163,357 236,130 116,192 515,679 12,723,689 31,757 32,411,037
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each  Issued, subscribed and paid-up capital Capital reserves Revenue reserves  Non-current liabilities Payable against purchase of assets Security deposits Lease liabilities  Current liabilities Trade and other payables Lease liabilities Short term finance Advance from customers	14	822,999 844,596 21,809,564 23,477,159 60,057 228,830 60,599 349,486 10,027,892 29,302 33,597,092 2,208,179	822,999 844,596 24,283,291 25,950,886 163,357 236,130 116,192 515,679 12,723,689 31,757 32,411,037 1,497,117
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each Issued, subscribed and paid-up capital Capital reserves Revenue reserves  Non-current liabilities Payable against purchase of assets Security deposits Lease liabilities  Current liabilities Trade and other payables Lease liabilities Short term finance Advance from customers Security deposits	14	822,999 844,596 21,809,564 23,477,159 60,057 228,830 60,599 349,486 10,027,892 29,302 33,597,092 2,208,179 2,711,659	822,999 844,596 24,283,291 25,950,886 163,357 236,130 116,192 515,679 12,723,689 31,757 32,411,037 1,497,117 3,927,506
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each Issued, subscribed and paid-up capital Capital reserves Revenue reserves  Non-current liabilities Payable against purchase of assets Security deposits Lease liabilities  Current liabilities Trade and other payables Lease liabilities Short term finance Advance from customers Security deposits Provision for custom duties and sales tax	14	822,999 844,596 21,809,564 23,477,159 60,057 228,830 60,599 349,486 10,027,892 29,302 33,597,092 2,208,179	822,999 844,596 24,283,291 25,950,886 163,357 236,130 116,192 515,679 12,723,689 31,757 32,411,037 1,497,117 3,927,506
(31 December 20.19: 500,000,000) ordinary shares of Rs.10 each  Issued, subscribed and paid-up capital  Capital reserves  Revenue reserves  Non-current liabilities  Payable against purchase of assets Security deposits Lease liabilities  Current liabilities  Trade and other payables Lease liabilities  Short term finance Advance from customers Security deposits Provision for custom duties and sales tax	14	822,999 844,596 21,809,564 23,477,159 60,057 228,830 60,599 349,486 10,027,892 29,302 33,597,092 2,208,179 2,711,659 1,372,386 18,274	822,998 844,596 24,283,291 25,950,886 163,357 236,130 116,192 515,679 12,723,688 31,757 32,411,037 1,497,117 3,927,506 582,826 19,328
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each Issued, subscribed and paid-up capital Capital reserves Revenue reserves  Non-current liabilities Payable against purchase of assets Security deposits Lease liabilities  Current liabilities Trade and other payables Lease liabilities Short term finance Advance from customers Security deposits Provision for custom duties and sales tax Unclaimed dividend	14	822,999 844,596 21,809,564 23,477,159 60,057 228,830 60,599 349,486 10,027,892 29,302 33,597,092 2,208,179 2,711,659 1,372,386 18,274 49,964,784	822,999 844,596 24,283,291 25,950,886 163,357 236,130 116,192 515,679 12,723,689 31,757 32,411,037 1,497,117 3,927,506 582,826 19,329 51,193,261
(31 December 2019: 500,000,000) ordinary shares of Rs.10 each Issued, subscribed and paid-up capital Capital reserves Revenue reserves  Non-current liabilities Payable against purchase of assets Security deposits Lease liabilities  Current liabilities Trade and other payables Lease liabilities Short term finance Advance from customers Security deposits Provision for custom duties and sales tax	14	822,999 844,596 21,809,564 23,477,159 60,057 228,830 60,599 349,486 10,027,892 29,302 33,597,092 2,208,179 2,711,659 1,372,386 18,274	822,999 844,596 24,283,291 25,950,886  163,357 236,130 116,192 515,679  12,723,689 31,757 32,411,037 1,497,117 3,927,506 582,826 19,329 51,193,261
(31 December 20.19: 500,000,000) ordinary shares of Rs.10 each Issued, subscribed and paid-up capital Capital reserves Revenue reserves  Non-current liabilities Payable against purchase of assets Security deposits Lease liabilities  Current liabilities Trade and other payables Lease liabilities Short term finance Advance from customers Security deposits Provision for custom duties and sales tax Unclaimed dividend	14	822,999 844,596 21,809,564 23,477,159 60,057 228,830 60,599 349,486 10,027,892 29,302 33,597,092 2,208,179 2,711,659 1,372,386 18,274 49,964,784	5,000,000  822,999 844,596 24,283,291 25,950,886  163,357 236,130 116,192 515,679  12,723,689 31,757 32,411,037 1,497,117 3,927,506 582,826 19,329 51,193,261 51,708,940

The annexed notes from 1 to 23 form an integral part of these condensed interim financial statements.

Chairman Chief Financial Officer

Chief Executive Officer

# **Condensed Interim Statement of Profit or Loss (Unaudited)**

### For the six months period ended 30 June 2020

	Note	Six months period ended		Three months	period ended
		30 June	30 June	30 June	30 June
		2020	2019	2020	2019
		(Rupees	in '000)	(Rupees	in '000)
Sales Cost of sales Gross (loss) / profit		27,479,214 (27,518,788) (39,574)	65,429,412 (64,057,042) 1,372,370	9,737,718 (10,350,198) (612,480)	31,039,879 (30,728,340) 311,539
Distribution and marketing expenses Administrative expenses (Provision) / reversal of impairment losses Other income Finance costs  Share of loss of equity accounted investee Loss before taxation	16 17	(564,537) (1,032,668) (11,395) 194,046 (1,941,354) (3,355,908) (2,449) (3,397,931)	(1,681,171) (1,215,462) 8,477 97,971 (706,422) (3,496,607) (1,640) (2,125,877)	(243,864) (454,973) (14,645) 140,654 (885,862) (1,458,690) (1,249) (2,072,419)	(1,000,623) (580,439) - 52,804 (379,617) (1,907,875) (901) (1,597,237)
Taxation  Loss after taxation	18	935,454	600,520 (1,525,357)	551,056	1,052,624 (544,613)
		(Rup	ees)	(Rup	ees)
Loss per share - basic and diluted		(29.92)	(18.53)	(18.49)	(6.62)

The annexed notes from 1 to 23 form an integral part of these condensed interim financial statements.

Chairman

Chief Financial Officer

Chief Executive Officer

# **Condensed Interim Statement of Comprehensive Income (Unaudited)**

### For the six months period ended 30 June 2020

	Six months p	eriod ended	Three months period ended		
	30 June 2020 (Rupees	30 June 2019 in '000)	30 June 2020 (Rupees	30 June 2019 in '000)	
Loss after taxation	(2,462,477)	(1,525,357)	(1,521,363)	(544,613)	
Other comprehensive loss					
Items that will never be reclassified to statement of profit or loss					
Re-measurement loss on defined benefit plan - net of tax	(11,250)	(7,354)	(3,822)	(2,295)	
Total comprehensive loss for the period	(2,473,727)	(1,532,711)	(1,525,185)	(546,908)	

The annexed notes from 1 to 23 form an integral part of these condensed interim financial statements.

Chairman

Chief Financial Officer

Chief Executive Officer

Pak Suzuki Motor Company Limited

# **Condensed Interim Statement of Changes in Equity (Unaudited)**

### For the half year ended 30 June 2020

	Share Capital	Reserves				
		Capital	reserves	Revenue	Total	
	Issued, subscribed and paid-up capital	Share premium	Reserve on merger	reserves	reserves	Total
			(Rup	ees in '000)		
Balances as at 1 January 2019	822,999	584,002	260,594	27,542,880	28,387,476	29,210,475
Total comprehensive loss for the period ended 30 June 2019						
Loss for the period	-	-	-	(1,525,357)	(1,525,357)	(1,525,357)
Other comprehensive loss	-	-	-	(7,354)	(7,354)	(7,354)
	-	-	-	(1,532,711)	(1,532,711)	(1,532,711)
Transactions with owners recorded directly in equity - distributions						
Final dividend on ordinary shares @ 31.6% for the year ended 31 December 2018	-	-	-	(260,068)	(260,068)	(260,068)
Balance as at 30 June 2019	822,999	584,002	260,594	25,750,101	26,594,697	27,417,696
Balances as at 1 January 2020	822,999	584,002	260,594	24,283,291	25,127,887	25,950,886
Total comprehensive loss for the period ended 30 June 2020						
Loss for the period	-	-	-	(2,462,477)	(2,462,477)	(2,462,477)
Other comprehensive loss	_	-	-	(11,250)	(11,250)	(11,250)
·	-	-	-	(2,473,727)	(2,473,727)	(2,473,727)
Balance as at 30 June 2020	822,999	584,002	260,594	21,809,564	22,654,160	23,477,159

The annexed notes from 1 to 23 form an integral part of these condensed interim financial statements.

Chairman

Chief Financial Officer

Chief Executive Officer

# **Condensed Interim Cash Flow Statement (Unaudited)**

CASH FLOWS FROM OPERATING ACTIVITIES	Note	30 June 2020 (Rupees	30 June 2019 <b>s in '000)</b>
Cash (used in) / generated from operations	19	(1,374,684)	5,410,451
Markup paid on short term finance Income tax refund Long-term loans - net Long-term deposits, prepayments and other receivables Long-term installment sales receivables Net cash (used in) / generated from operating activities		(1,899,006) 864,735 (810) (24,361) (158,713) (2,592,839)	(706,425) 797,356 724 (42,091) (13,051) 5,446,964
CASH FLOWS FROM INVESTING ACTIVITIES			
Acquisition of property, plant and equipment Acquisition of intangible assets Proceeds from disposal of property, plant and equipment Profit received on bank deposits Net cash used in investing activities		(507,566) (63,023) 284 30,598 (539,707)	(1,873,079) (318,409) 21,890 37,046 (2,132,552)
CASH FLOWS FROM FINANCING ACTIVITIES			
Payment of lease liabilities Dividend paid		(13,412) (1,055) (14,467)	(23,478) (255,189) (278,667)
Net (decrease) / increase in cash and cash equivalents		(3,147,013)	3,035,745
Cash and cash equivalents at beginning of the period Cash and cash equivalents at end of the period		(29,143,527) (32,290,540)	(9,794,334) (6,758,589)
Cash and cash equivalent comprise of			
Cash and bank balances Short term finance		1,306,552 (33,597,092) (32,290,540)	442,231 (7,200,820) (6,758,589)

The annexed notes from 1 to 23 form an integral part of these condensed interim financial statements.

### For the six months period ended 30 June 2020

### 1. STATUS AND NATURE OF BUSINESS

Pak Suzuki Motor Company Limited ("the Company") was incorporated in Pakistan as a public limited company in August 1983 and started commercial production in January 1984. The Company was formed in accordance with the terms of a joint venture agreement concluded between Pakistan Automobile Corporation Limited ("PACO") and Suzuki Motor Corporation (SMC), Japan (the Holding Company) having registered address of 300 Takatsuka-Cho, Minami-Ku, Hamamatsu City. In 1996, the joint venture agreement was ended & PACO divested its entire shareholding to SMC. The Company is engaged in the assembling, progressive manufacturing and marketing of Suzuki cars, pickups, vans, 4x4s and motorcycles and related spare parts. The Company is listed on Pakistan Stock Exchange Limited. The registered office of the Company is situated at DSU – 13, Pakistan Steel Industrial Estate, Bin Qasim, Karachi.

The Company's interest in equity accounted investee - Techo Auto Glass Limited comprise 40% equity interest.

# 2 SUMMARY OF SIGNIFICANT EVENTS AND TRANSACTIONS IN THE CURRENT REPORTING PERIOD

A novel strain of coronavirus (COVID-19) that first surfaced in China was classified as a pandemic by the World Health Organization on March 11, 2020, impacting countries globally including Pakistan. Measures taken to contain the spread of the virus, including travel bans, quarantines, social distancing, and closures of non-essential services and factories have triggered significant disruptions to businesses worldwide, resulting in an economic slowdown. However, currently the potential impacts from COVID 19 remain uncertain, including, among other things, on economic conditions, businesses and consumers. As the situation is gradually improving in terms of economic activities globally as well as in Pakistan, management based on its assessment considers that there would be no significant impact that will adversely affect its businesses, results of operations and financial condition in future period

### 3. BASIS OF PREPARATION

- 3.1 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 Standards (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 provision of and directives issued under the Companies Act, 2017 have been followed.

- 3.2 These condensed interim financial statements do not include all the information and disclosures as required in the annual financial statements and should be read in conjunction with the Company's annual audited financial statements for the year ended 31 December 2019.
- 3.3 The figures included in the condensed interim statement of profit or loss for the quarter ended 30 June 2020 and 30 June 2019 and in notes forming part thereof have not been reviewed by the external auditors of the Company as they have reviewed the accumulated figures for the half year ended 30 June 2020 and 30 June 2019.

### 4. SIGNIFICANT ACCOUNTING POLICIES

4.1 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 annual audited financial statements of the Company as at and for the year ended 31 December 2019.

### 5. ACCOUNTING ESTIMATES, JUDGEMENTS AND FINANCIAL RISK MANAGEMENT

The preparation of condensed interim financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reporting amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience. Actual results may differ from these estimates.

The significant judgments made by the management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the annual audited financial statements as at and for the year ended 31 December 2019.

The Company's financial risk management objectives and policies are consistent with those disclosed in the Company's annual audited financial statements as at and for the year ended 31 December 2019.

### 6. PROPERTY, PLANT AND EQUIPMENT

	2	June 2020 audited) (Rupees	31 December 2019 (Audited) in '000)
Operating fixed assets Capital work in progress	6.2	906,236 435,590	15,033,621 652,229
	<u>14,</u>	341,826	15,685,850

6.1 The following are the additions and disposals of property, plant and equipment during the period:

		six months period ended		
		30 June	30 June	
		2020	2019	
		(Rupees	in '000)	
	Additions / transfer from CWIP	, .	•	
	Buildings on leasehold land - factory building	26,840	31,163	
	Plant and machinery	34,525	1,771,332	
	Welding guns	-	112,609	
	Permanent and special tools	1,549	20,734	
	Dies	-	2,887,035	
	Waste water treatment plant	91,168	-	
	Jigs and fixtures	1,464	598,985	
	Electrical installations	-	93,516	
	Furniture and fittings	4,807	3,284	
	Vehicles	33,524	101,779	
	Air conditioners and refrigerators	3,051	3,422	
	Office equipments	10,582	4,086	
	Computers	5,853	19,431	
	Dies - Vendor premises	376,697	3,303,045	
		590,060	8,950,421	
	Disposal - at book value			
	Plant and machinery	730		
	Jigs and fixtures	170	-	
	Furniture and fittings	5	- 15,671	
	Air conditioners and refrigerators	7	53	
	Office equipments	288	41	
	Computers	6	21	
	Computers	1,206	15,786	
		1,200	10,700	
6.2	Capital Work in Progress	30 June	31 December	
		2020	2019	
		(Unaudited)	(Audited)	
		(Rupees	in '000)	
	Plant and machinery	425,728	632,254	
	Civil works	9,862	19,975	
		435,590	652,229	

During current period, additions to capital work-in-progress amounted to Rs. 396.52 million (30 June 2019: Rs. 1,768 million) and transfer to fixed assets amounted to Rs. 550.14 million (30 June 2019: Rs. 8,845 million).

6.3 Operating fixed assets include dies amounting to Rs. 26.428 million which has been fully impaired during the current period.

7.	LONG TERM INVESTMENTS		30 June 2020 (Unaudited) (Rupees	31 December 2019 (Audited) s in '000)
	Investment in related party (equity accounted) Investment in joint venture - unquoted			
	Tecno Auto Glass Limited (TAG)		323,476	325,925
	Other long term investments			
	Equity securities - at FVOCI	7.1		
			323,476	325,925
7.1	Equity securities - at fair value through OCI		Shares	Fair value
			20	20
			(Number)	(Rupees in '000)
	<ul><li>- Arabian Sea Country Club Limited (ASCCL)</li><li>- Automotive Testing &amp; Training Centre (Private)</li></ul>	7.2	500,000	-
	Limited (AT & TC)	7.3	1,250	-

- 7.2 Investment in ASCCL (unquoted) represents 0.5 million (2019: 0.5 million) fully paid ordinary shares of Rs. 10 each, representing 6.45% (2019: 6.45%) of ASCCL's paid up share capital as at 30 June 2020.
- 7.3 Investment in AT & TC (unquoted) represents 0.125 million (2019: 0.125 million) fully paid ordinary shares of Rs. 10 each, representing 6.94% (2019: 6.94%) of AT & TC's paid up share capital as at 30 June 2020.
- 7.4 Investment in ASCCL (unquoted) and AT & TC (unquoted) were fully impaired in previous year and no change in fair value is recognised in current year financial statements.

# 8. LONG-TERM DEPOSITS, PREPAYMENTS AND OTHER RECEIVABLES

Deposits		45,345	43,380
Prepayments		22	33
		45,367	43,413
Other receivable from employees at cost	8.1	664,117	646,489
Less: Impact of discounting		(204,438)	(211,964)
		459,679	434,525
Less: Receivable within one year		(102,666)	(99,919)
		357,013	334,606
		402,380	378,019

8.1 This represents receivable against vehicles given to employees under the Vehicle Ownership Employee Scheme. These receivables are interest free and secured against the personnel guarantees and provident/gratuity fund balances of the respective employees. These are receivable in maximum eighty-four equal monthly installments.

### For the six months period ended 30 June 2020

9.	LONG TERM INSTALLMENT SALES RECEIVABLES	30 June 2020 (Unaudited) (Rupees	31 December 2019 (Audited) in '000)
	Gross amount of Installment sales receivables Less: Impact of discounting Installment sales receivables	1,428,154 (101,905) 1,326,249	1,198,632 (103,408) 1,095,224
	Less: Unearned finance income	(4,069)	(6,210)
	Less: Provision of impairment allowance on receivables	1,322,180 (30,000)	1,089,014 (18,105)
	Less: Current maturity	1,292,180 <u>(861,594)</u> 430,586	1,070,909 (799,036) 271,873

9.1 This represents balances receivable under various installment sale agreements in equal monthly installments. It includes installment sales to customer (motorcycles) and registered vendors of the Company. In case of installment sales to customers, the Company retains the title and registers the documents of the motorcycles in its name as a security. For installment sales to vendors, vehicles are lien marked and registered in joint names of vendor and the Company. Such documents are retained in Company's custody and transferred in the name of customers / vendor after the entire dues are cleared. Mark-up on installment sales receivables range from 9% to 28% (2019: 9% to 28%) per annum, excluding up to 24 months installment sales which are subject to 0% markup. However, overdue rentals are subject to additional surcharge.

### 10. STOCK IN TRADE

Raw material and components [including items in transit Rs. 43.14 million (2019: Rs. 4,578.33 million)]	25,339,610	21,363,836
Less: Provision for slow moving and obsolesence - at beginning of the period - provision during the period	226,462 25,025 251,487 25,088,123	86,360 140,102 226,462 21,137,374
Work-in-process Finished goods	106,394 9,527,045	160,626 14,903,629
Trading stocks [including items in transit Rs. 78.09 million (2019: Rs. 198.204 million)]	1,160,173	1,389,339
Less: Provision for slow moving and obsolesence - at beginning of the period - provision during the period	74,397 47,851 122,248 1,037,925	59,215 15,182 74,397 1,314,942
	35,759,487	37,516,571

**10.1** Of the aggregate amount, stocks worth Rs. 5,008 million (2019: Rs. 7,784 million) were in the custody of dealers and vendors dispersed all over Pakistan.

10.2 Raw material and components, work-in-process, finished goods and trading stocks have been written down by Rs. 45.84 million, Rs. 4.08 million, Rs. 15.16 million and Rs. 13.50 million (2019: Rs. 39.65 million, Rs. Nil, Rs. 1.05 million and Rs. 50.06 million) respectively to arrive at net realizable value.

11.	TRADE DEPOSITS AND SHORT-TERM PREPAYMENTS		30 June 2020 (Unaudited) (Rupees	31 December 2019 (Audited) in '000)
	Trade deposits		640	1,090
	Margin against letter of credits and imports	_	241,144	168,006
			241,784	169,096
	Prepayments	_		
	- Collector of custom		43,432	49,054
	- Rent		17,257	31,150
	- Insurance		881	4,142
	- Other	L	24,961	25,862
			86,531	110,208
		-	328,315	279,304
12	OTHER RECIEVABLES			
	Other recievables		156,670	152,900
	Due from related parties		183,955	196,019
	Forward exchange contract	12.1	523,855	
		_	864,480	348,919
		_		

**12.1** During the period, Company has obtained working capital Parental loan amounting to USD 78 million against which a forward cover has been obtained from Commercial bank. The revaluation of forward cover as at reporting date has resulted in recognition of forward cover asset.

	Financial asset measured at fair value Forward exchange contract (Rs in '000)		Carrying Amount 523,855	Fair Value Level 2	
13.	. CASH AND BANK BALANCES		30 June 2020 (Unaudited) (Rupees	31 December 2019 (Audited) in '000)	
	Cash in hand		30,266	10,692	
	Cash at banks: - in deposit accounts - conventional - in a special deposit account - conventional - in term deposit account - conventional - in current accounts	13.1 13.2 13.3	65,689 133,954 500,000 576,643 1,276,286	1,048,100 130,955 - 2,077,763 3,256,818 3,267,510	

- **13.1** These carry profits rates ranging from 5.50% to 7.20% (2019: 5.5% to 12.85%) per annum.
- **13.2** A special account is maintained in respect of security deposits in accordance with the requirements of Section 217 of the Companies Act, 2017.

**13.3** A term deposit is maintained with a commercial bank at markup rate of 8% having maturity on July 05. 2020

14.	SHORT TERM FINANCE		30 June 2020 (Unaudited) (Rupees	31 December 2019 (Audited) s in '000)
	Short term finance from commercial banks Short term finance from Parent Company	14.1 14.2	<b>20,489,192</b> 32,411,03 <b>13,107,900</b> -	32,411,037 -
			33,597,092	32,411,037

14.1 The effective rate of mark-up on short-term running finance facility ranges from 8.33% to 9.08% (2019: 13.03% to 13.66%) per annum. These facilities are renewable subject to payment of repurchase price on specified dates. The facilities for running finance available from various commercial banks are for the purpose of meeting working capital requirements. The total limit of short term running financing facilities available from banks aggregate to Rs. 45,500 million (2019: Rs. 38,000 million) out of which Rs. 24,383 million (2019: 5,588 million) remained unutilised as of reporting date. Out of the total available facilities two of the arrangements amounting Rs. 30,000 million (2019: 2,000) is secured against support from holding company, Suzuki Motor Corporation. Remaining facilities are secured by way of pari passu hypothecation charge over Company's stock in trade & trade debts.

During the period, a short term loan has been obtained from offshore commercial bank through Standard Chartered Bank (Pakistan) Limited amounting to USD 62 Million equivalent to fixed amount of Rs. 10,195 Million for meeting the working capital requriements. The tenor of the loan is three months i.e. from June 2020 to September 2020 and carries mark-up at 3 month KIBOR - 0.55% payable in arrears.

**14.2** During the period, the Company has obtained a loan amounting to USD 78 million having interest at a rate of LIBOR plus 0.2% from holding company, a related party. The loan is repayable on May 10, 2021.

### 15. CONTINGENCIES AND COMMITMENTS

- 15.1 Capital expenditure contracted for but not incurred amounted to Rs. 1,503.42 million (2019: Rs. 392.47 million) at period ended.
- 15.2 The facilities for opening letters of credit as at reporting date, amounted to Rs. 10,300 million (2019: Rs. 10,300 million) of which the amount remaining unutilised at the period end was Rs. 10,092 million (2019: Rs. 9,897 million).
- 15.3 The facilities for opening letters of guarantee as at reporting date, amounted to Rs. 2,626 million (2019: Rs. 2,126 million) of which the amount remaining unutilised at the period end was Rs. 853 million (2019: Rs. 456.371 million).
- The Company has issued a corporate guarantee on behalf of Tecno Auto Glass Limited, an associated company, amounting to Rs. 600 million (2019: Rs. 600 million) from Meezan Bank Limited in relation to borrowing facilities granted to the associated company.
- The Company has issued a corporate guarantee as per stay order granted by the Sindh High court against the SRO 670/2019 thorugh which additional custom duty was increased, amounting to Rs. 1,870 million (2019: 960 million)

### 16. OTHER INCOME

		six months period ended	
		30 June	30 June
		2020	2019
		(Rupees ir	1 <sup>'000</sup> )
Mark-up on bank balances		30,598	37,650
Commission income	16.1	1,500	1,500
Finance income on installment sales		2,610	7,465
		34,708	46,615
(Loss) / gain on disposal of fixed assets		(922)	6,104
Gain on termination of lease contract		14,865	-
Scrap sales		12,364	11,204
Miscellaneous income		133,031	34,048
		159,338	51,356
		194,046	97,971

16.1 This represents commission income on corporate guarantee provided to Meezan Bank Limited on behalf of Tecno Auto Glass Limited, associated company, amounting to Rs. 600 million in relation to borrowing facilities granted to the associated company.

### 17. FINANCE COSTS

Markup on lease liability		4,927	11,049
Mark-up on workers' profit participation fund		-	93
Mark-up on Short term running Finance		1,775,880	485,353
Exchange loss - net	17.1	147,344	172,319
Bank charges		13,203	37,608
		1,941,354	706,422

**17.1** Net exchange loss includes exchange gain amounting to Rs. 524 million on forward cover obtained by the Company against parental loan.

### 18. TAXATION

(40,278)	(1,060,929)
-	(48,551)
975,732	1,710,000
935,454	600,520
	975,732

18.1 Minimum tax charge under section 113 of the Income Tax Ordinance, 2001 amounting to Rs. 420.4 million for the current period has not been accounted for in these condensed interim financial statements as management is confident that sufficient future taxable profits would be available against which this minimum tax can be utilized.

19.	For the six months period ended 30 Jucash (USED IN) / GENERATED FROM OPERATE		six months per	iod ended
13.	OAGH (GGED IN) / GENERATED I ROM OF ERATI	ONO	30 June	30 June
			2020	2019
			(Rupees in	
	Loss before taxation		(3,397,931)	(2,125,877)
			(3,397,931)	(2,123,077)
	Adjustments for non cash charges and other items:		4 000 040	1 150 606
	Depreciation	ont	1,689,810	1,158,606
	Impairment provision on property, plant and equipm Amortisation	ent	26,428 87,027	73,845
	Depreciation - right-of-use assets		22,316	27,137
	Loss on disposal of fixed assets		922	(6,104)
	Gain on termination of lease contract		(14,865)	(0,104)
	Share of loss of equity accounted investee		2,449	1,640
	Markup on bank balances		(30,598)	(37,650)
	Markup on lease liability		4,927	(37,030)
	Markup on short term borrowings		1,775,880	706,422
	Markap on short term borrowings		3.564.296	1,923,896
	Working capital changes	19.1	(1,541,049)	5,612,432
	3 - 1 - 3 - 1		(1,374,684)	5,410,451
19.1	Working capital changes			
	Decrease / (increase) in current assets:			
	Stores, spares and loose tools		(21,753)	(67,803)
	Stock in trade		1,757,084	4,299,929
	Trade debts		297,631	(163,482)
	Current portion of long-term installment sales receiv	ables	(62,558)	(69,082)
	Loans and advances		(30,882)	(1,214,182)
	Trade deposits and short term prepayments		(49,011)	(95,085)
	Other receivables		(515,561)	46,294
	Sales tax and excise duty adjustable		(640,399)	236,500
			734,551	2,973,089
	(Decrease) / increase in current liabilities			
	Trade and other payables		(2,553,075)	487,245
	Provision for custom duties and sales tax		789,560	-
	Security deposits		(1,223,147)	(320,908)
	Advances from customers		711,062	2,473,006
			(2,275,600)	2,639,343
			(1,541,049)	5,612,432
20.	TRANSACTIONS WITH RELATED PARTIES			
	Transactions with related parties during the period a	re as follows:		
	For the six months period ended 30 June 2020	Holding	Other related	Total
		company	parties	
			(Rupees in '000')	
	Transactions			
	Purchases of components	6,696,493	3,785,940	10,482,433
	Sales including exports sales	17,949	11,694	29,643
	Royalty and technical fee	507,602	-	507,602

14,578

\_

4,526

1,085

17,949

1,500

78,028

14,578

1,500

4,526

1,085

78,028

17,949

Purchase of Fixed Assets

Staff retirement benefits
Markup to Parent Company

Travelling expenses of supervisors

Sales promotional and development expenses

Commission income from Corporate Guarantee

### For the six months period ended 30 June 2020

Holding company (R	Other related parties supees in '000')	Total
12,782,670	11,887,959	24,670,629
58,194	-	58,194
190,087	-	190,087
25,344	4,462	29,806
954,008	-	954,008
2,102	-	2,102
305,700	-	305,700
-	1,500	1,500
-	69,146	69,146
	company	company related parties

### 21. SEGMENT ANALYSIS

The activities of the Company have been grouped into two operating segments, i.e. automobile and motorcycle as follows:

	30 June 2020 (Unaudited)		30 June 2019 (Unaudited)			
•	Automobile	Motorcycle	Total	Automobile	Motorcycle	Total
			(Rupee:	s in '000')		
Segment results						
Sales	26,412,881	1,066,333	27,479,214	63,606,950	1,822,462	65,429,412
Gross (loss) / profit	(73,528)	33,954	(39,574)	1,167,539	204,831	1,372,370
Distribution and marketing expens		(17,159)	(564,537)	(1,648,174)	(32,997)	(1,681,171)
Administrative expenses	(921,216)	(111,452)	(1,032,668)	(1,116,976)	(98,486)	(1,215,462)
(Provision) / reversal of impairmen		(11,895)	(11,395)	500	7,977	8,477
Operating loss	(1,541,622)	(106,552)	(1,648,174)	(1,597,111)	81,325	(1,515,786)
Other income	102,165	91,881	194,046	84,369	13,602	97,971
Finance cost	(1,937,765)	(3,589)	(1,941,354)	(703,944)	(2,478)	(706,422)
	(3,377,222)	(18,260)	(3,395,482)	(2,216,686)	92,449	(2,124,237)
Unallocated corporate expenses Share of loss of equity accounted Taxation			(2,449) 935,454			(1,640) 600,520
Loss after taxation			(2,462,477)			(1,525,357)
			(=, ::=, :::,			(1,0=0,001)
Capital expenditure	424,475	11,968	436,443	1,852,342	20,737	1,873,079
Depreciation	1,630,863	58,947	1,689,810	1,121,903	63,841	1,185,744
				0.4.5		Pr. 15
	Automobile	ne 2020 (Unaud Motorcycle	Total	Automobile	ember 2019 (Au Motorcycle	Total
	Automobile	Wiotorcycle		s in '000')	,	TOtal
Assets			(Kupee	5 111 000 )		
Segment assets	51,591,762	3,326,394	54,918,156	56,670,776	2,854,697	59,525,473
Unallocated corporate assets	-	-,,	18,873,273	-	_,,	18,134,353
	51,591,762	3,326,394	73,791,429	56,670,776	2,854,697	77,659,826
•	- 1,00 .,. 02	2,020,004	. 5,. 6 ., .26	,		.,,
Liabilities						
Segment liabilities	16,644,610	610,567	17,255,177	17,614,158	74,987	17,689,145
Unallocated corporate liabilities	-	-	33,059,093	-	-	34,019,795
	16,644,610	610,567	50,314,270	17,614,158	74,987	51,708,940
:	.,. ,	,		, , , , , ,	,	,,.

Chairman

Chief Financial Officer

Chief Executive Officer

### For the six months period ended 30 June 2020

### 22. GENERAL

- **22.1** Figures in these condensed interim financial statements have been rounded off to the nearest thousand rupees, unless otherwise stated.
- 22.2 Corresponding figures have been arranged or reclassified, wherever necessary, for the purpose of comparison and better presentation.

### 23. DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements have been authorised for issue by the Board of Directors of the Company in its meeting held on 19 August 2020.

سے مختلف شعبوں کو چلانے کی اجازت دی۔ حکومت نے ملک کو معمول پر لانے کے لئے موثر اقدامات کیے تھے۔ معاشی سرگرمیوں کی بحالی سے گاڑیوں کی طلب پیدا کرنے میں مدد ملے گی۔

موجودہ آثو پالیسی 2016 سے 2021 کے عرصہ تک لاگو تھی اور نئی آثو پالیسی کا اعلان متوقع ہے۔ توقع کی جارہی ہے کہ نئی آثو پالیسی صنعت دوستانہ ہوگی اور اس سے موجودہ OEMs اور دکانداروں کی صنعت کو مراعات کی پیش کش ہوگی۔ کمپنی موجودہ مصنوعات کو اپ گریڈ کرکے اپنے کاموں میں فروخت ، منافع اور تنوع کو بہتر بنانے کی کوشش کر رہی ہے اور مجاز ڈیلرز کے ایک موثر نیٹ ورک کے ذریعے صارفین کو مسابقتی قیمتوں پر معیاری مصنوعات کی پیش کش کرتی ہے۔

اجزاء کی لوکلائزیشن کو فروغ دینے کے ذریعہ انجینئرنگ کے شعبے کو مستحکم کرکے آٹو انڈسٹری نے ملک کی معاشی ترقی میں اہم کردار ادا کیا۔ آٹو انڈسٹری روزگار کے مواقع پیدا کرکے اور جزوی مینوفیکچرنگ انڈسٹری میں ٹکنالوجی کی منتقلی کے ذریعہ ملک کی معاشی و معاشی ترقی میں بھی حصہ ڈالتی ہے۔ بڑے پیمانے پر بدحالی کی روشنی میں ، آٹو انڈسٹری فرائض اور ٹیکس میں عقلی کی شکل میں محرک پیکیج کی توقع کر رہی تھی۔ آٹو صنعت کے لئے محرک پیکیج کا پاکستان کی معیشت کو بحال کرنے کے بہت دور تک اثرات مرتب ہوسکتے ہیں۔ تاہم ، حکومت نے اس مشکل وقت میں صنعت کی حمایت نہیں کی اور وفاقی بجٹ 2020 میں کسی قسم کی ریلیف کی اجازت نہیں ہے۔

اس عرصے کے دوران (جنوری - جون 2020) ، کاروں اور ہلکی تجارتی گاڑیوں کے لئے آٹو انڈسٹری کی فروخت کا حجم 44،134 یونٹ ریکارڈ کیا گیا جبکہ گذشتہ سال کے اسی عرصے میں یہ 44،139 یونٹ تھا جبکہ بنیادی طور پر معاشی بحران کے سبب 63 فیصد کی زبردست کمی ریکارڈ کی گئی تھی۔ ملک. نصف سال جنوری تا جون 2020 کے دوران کمپنی کی فروخت کا حجم صنعت کے رجحان کے مطابق 68،147 یونٹوں سے 68٪ کمی سے 2020 کے دوران کمپنی کی فروخت کا حجم سام ممبر کمپنیوں میں 48 فیصد کاروں اور ہلکی تجارتی گاڑیوں کی مارکیٹ کی نمائندگی کرتا ہے۔ کمپنی نے طلب کے مطابق پیداوار کو ایڈجسٹ کیا اور پیداواری حجم کو گھٹاتے ہوئے اسے 16303 یونٹ کردیا۔ صلاحیت کا استعمال 22 فیصد رہا۔

زیر جائزہ مدت کے دوران ، موٹرسائیکلوں اور تھری پہیlersوں کے لئے منظم مارکیٹ (پاما ممبر کمپنیاں) 855،396 یونٹس سے گھٹ کر 570،185 یونٹ رہ گ۔۔ 285،211 یونٹوں کی کمی گزشتہ سال کی اسی مدت کے مقابلے میں فروخت کے حجم میں 33٪ کمی کی نمائندگی کرتی ہے۔ پچھلے سال کے اسی عرصے میں 11،600 یونٹس کی فروخت کے حجم کے مقابلے میں کمپنی نے 6،505 یونٹ کی فروخت کا حجم حاصل کیا۔

### کمپنی کے آپریٹنگ نتائج

پچھلے سال کے اسی عرصے میں کمپنی کو 1،526 ملین روپے کے خالص نقصان کے مقابلے میں 2،463 ملین روپے کا خسارہ ہوا ہے۔ خالص فروخت کی آمدنی 65،429 ملین روپے (جنوری-جون 2019) سے 37،950 ملین روپے کم ہوکر 479،75 ملین روپے (جنوری -202020) ہوگئی۔ فروخت کے حجم میں زبر دست کمی کی وجہ سے موجودہ مدت میں سیلز کی آمدنی میں 58 فیصد کمی واقع ہوئی ہے۔ مجموعی منافع مطلق شرائط میں 1،412 ملین روپے کی کمی سے 1،372 ملین روپے (جنوری -2020) کا مجموعی نقصان ہوا۔ خالص فروخت کی فیصد کے طور پر مجموعی منافع کا حجم 2.1٪ سے کم ہوکر 0.1٪ کے منفی مار جن پر آگیا۔ مجموعی منافع میں کمی کے علاوہ ، منفی منافع کا ایک اور عنصر مالیاتی الزامات میں روپے میں بڑھا تھا۔ 1،235 ملین روپے سے 2010 میں 1941 ملین۔

### مستقبل کا نظریہ اور نتیجہ

معیشت پر لاک ڈاؤن کے نتیجہ خیز اثر کی وجہ سے ملک کے معاشی معاشی اشارے آثو صنعت کے چیانج کررہے ہیں۔ تاہم ، مجموعی طور پر صورتحال بہتر ہورہی ہے۔ وفاقی حکومت کے مطابق ، کورونا وائرس (COVID-19) کی صورتحال قابو میں ہے کیونکہ یہ فعال معاملات میں کافی حد تک کمی کے ساتھ واضح ہے۔ حکومت نے حفاظتی اقدامات اور مرحلے میں باقی سیکٹرز پر عائد پابندیوں کو ختم کرنے کی منصوبہ بندی کے ساتھ 10 اگست 2020

### <u>ڈائریکٹرز کی رپورٹ</u>

بورڈ کی جانب سے ، میں 30 جون 2020 کو ختم ہونے والے نصف سال کے دوران کمپنی کی کارکردگی پر اپنا جائزہ بیش کرتا ہوں۔ .

ہم آزمائشی اوقات سے گذر رہے ہیں کیونکہ کورونا وائرس کی وبائی بیماری (COVID-19) پوری دنیا میں صحت کے ایک بدترین بحران کو جنم دے رہی ہے اور اس کا وسیع پیمانے پر پاکستان کے اہم معاشی اشارے پر اثر پڑ رہا ہے۔ پاکستان سمیت عالمی معیشت سست روی کا شکار ہے۔ پاکستان کی معیشت پر COVID-19 کا اثر شدید ہوسکتا ہے اور اس سے جی ڈی پی کی نمو میں کمی ، موجودہ اور مالی توازن میں بگاڑ اور سپلائی چین میں خلل پیدا ہوسکتا ہے۔ تجارتی اور صنعتی سرگرمیاں 21 مارچ 2020 سے صوبائی حکومتوں کے ذریعہ سی او وی ڈی ۔19 کو پھیلانے کے لئے تالے کی ہدایت کی تعمیل میں بند کردی گئیں۔ جون 2020 سے حکومت کی جانب سے نرمی کی اجازت کی وجہ سے کاروباری سرگرمیاں جزوی طور پر دوبارہ شروع ہوگئیں۔ اسی مناسبت سے ، پاک سوزوکی نے مناسب حفاظتی اقدامات اور حکومت کے مشورے کے تحت مندرجہ ذیل ایس او پیز کے ساتھ 15 جون 2020 سے پیداواری سرگرمیاں دوبارہ شروع کیں۔

حکومت نے اس عمل کو یقینی بنانے کے قومی ایکشن پلان کو ایک پالیسی دستاویز کے طور پر شروع کیا ہے کہ پھیلنے کی تیاری ، روک تھام اور تخفیف کے تمام رہنما اصولوں پر عمل کیا جائے۔ معیشت پر پڑنے والے اثرات کو کم کرنے کے لئے مالی اقدامات کیے گئے تھے۔ اسٹیٹ بینک آف پاکستان (ایس بی پی) نے چار مہینوں (مارچ۔ جون 2020) میں پالیسی کی شرح 13.25 فیصد سے کم کرکے 7 فیصد کردی۔ اس کے باوجود ، توقع کی جارہی ہے کہ عالمی اجناس کی قیمتوں میں مندی اور اس سے زیادہ بنیادی اثر کے باعث سال 2020 میں افراط زر مستحکم رہے گا۔

2020 ء کی پہلی ششماہی میں امریکی ڈالر کے مقابلے میں پاک روپیہ میں 8 فیصد سے زیادہ کمی ریکارڈ کی گئی۔ سود کی شرح میں کمی کی وجہ سے روپے کی کمی کی بڑی وجہ گرم پیسہ کی پرواز تھی۔ 2019 میں اعلی شرح سود اور 2020 کی پہلی سہ ماہی ٹریری بلوں میں گرما گرم رقم کی آمد کی حوصلہ افزائی کرکے روپے کی حمایت کرتی ہے۔ COVID-19 بحران کے گرد عالمی معاشی خدشات نے بھی روپے کی قدر میں کمی کی۔

### صنعت آؤٹ لک

فیڈرل بجٹ 2019-20 میں اضافی ٹیکسوں کے ساتھ ساتھ پاک روپیہ کی بڑے پیمانے پر گراوٹ کے ساتھ گاڑیوں کی لاگت کو بری طرح متاثر ہوا اور اس نے OEMوں کو اپنی گاڑیوں کی قیمتوں میں اضافہ کرنے پر مجبور کردیا۔ مزید یہ کہ COVID-19 کی وبائی بیماری کی وجہ سے ملک کی معاشی حالت اور خراب ہوگئی تھی جس کے نتیجے میں 2019-20 میں نمو کی منفی شرح رہی۔ مذکورہ بالا عوامل نے آٹو صنعت کی فروخت کے حجم کو بری طرح متاثر کیا جس کے نتیجے میں فروخت کے حجم میں تیزی سے کمی واقع ہوئی۔

### PAK SUZUKI MOTOR CO. LTD.

DSU-13, Pakistan Steel Industrial Estate, Bin Qasim, Karachi. Tel: 021-34723551-58 Fax: 021-34723521-2 Website: www.paksuzuki.com.pk