

Ref. No. HTLL/Corporate/01-2018/006
January 31, 2018

Through PUCARS & COURIER
Form-7

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

Subject: FINANCIAL RESULTS FOR THE HALF YEAR ENDED ON DECEMBER 31, 2017

Dear Sir,

We have to inform you that the Board of Directors of our company in their meeting held on January 31, 2018 at 16.30 hours at Lahore recommended the following:

(i) CASH DIVIDEND

An Interim Cash Dividend for the Quarter ended December 31, 2017 at Rs. 1.75 per share i.e. @ 17.5%. This is in addition to Interim Dividend(s) already paid at Rs. NIL per share i.e. NIL %.

AND/OR

(ii) BONUS SHARES

It has been recommended by the Board of Directors to issue Interim Bonus shares in proportion of share(s) for every NIL share(s) held i.e. NIL %. This is in addition to the Interim Bonus Shares already issued @ NIL %.

AND/OR

(iii) RIGHT SHARES

The Board has recommended to issue NIL % Right Shares at par/at discount/premium of Rs. NIL per share in proportion of share(s) for every share(s) The entitlement of right shares being declared simultaneously will be/will not be applicable in Bonus Shares as declared above.

AND/OR

(iv) ANY OTHER ENTITLEMENT/CORPORATE ACTION

NIL

AND/OR

(v) ANY OTHER PRICE SENSITIVE INFORMATION

NIL

The financial results of the Company are attached as Annexure-A and Annexure-B.

The above entitlement will be paid to the shareholders whose names will appear in the Register of Member on March 06, 2018.

The Share Transfer Books of the Company will be closed from March 07, 2018 to March 13, 2018 (both days inclusive). Transfers received at the Central Depository Company of Pakistan Limited, CDC House, 99-B, Block B, S.M.C.H.S., Main Shakra-e-Faisal, Karachi at the close of business on March 06, 2018 will be treated in time for the purpose of above entitlement to the transferees.

We will be sending you 200 copies of printed financial information of the Company for distribution amongst the TRE Certificate Holders of the Exchange.

You may please inform the TRE Certificate Holders of the Exchange accordingly.

Yours Sincerely,

For and on behalf of Hi-Tech Lubricants Limited

(Fraz Amjad Khawaja)
Company Secretary & Chief Compliance Officer



www.hitechlubricants.com



+92-42-111-645-942



+92-42-36311884



info@hitechlubricants.com

OFFICES:

CORPORATE: 1-A Danepur Road, GOR-1, Lahore.

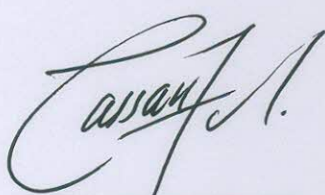
KARACHI: C-6 /1, Street No. 3, Bath Island, Clifton Karachi. Tel: +92- 21-111-645-942, Fax +92-21-35290672.

ISLAMABAD: Suite # 1402, 14th Floor Green Trust Tower, Jinnah Avenue Blue Area, Islamabad Tel: +92-51-111-645-942, Fax: +92-51-2813057.

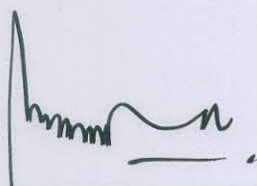
PESHAWAR: Office No. 280, 3rd Floor, Deans Trade Center Islamia Road, Peshawar, Cantt. Tel: +92-91-5253186-7, Fax: +92-91-5253188.

HI-TECH LUBRICANTS LIMITED
UNCONSOLIDATED CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UN-AUDITED)
FOR THE HALF YEAR ENDED 31 DECEMBER 2017

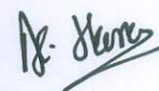
| | HALF YEAR ENDED | | QUARTER ENDED | |
|--|------------------------|------------------------|------------------------|------------------------|
| | 31 December 2017 | 31 December 2016 | 31 December 2017 | 31 December 2016 |
| | Rupees | Rupees | Rupees | Rupees |
| SALES - net | 5,973,809,180 | 4,382,454,730 | 3,728,826,710 | 2,491,701,897 |
| SALES TAX | (574,903,105) | (601,669,717) | (366,820,274) | (279,565,403) |
| NET SALES | <u>5,398,906,075</u> | <u>3,780,785,013</u> | <u>3,362,006,436</u> | <u>2,212,136,494</u> |
| COST OF SALES | <u>(4,215,284,064)</u> | <u>(2,814,176,615)</u> | <u>(2,598,775,583)</u> | <u>(1,656,877,742)</u> |
| GROSS PROFIT | 1,183,622,011 | 966,608,398 | 763,230,853 | 555,258,752 |
| DISTRIBUTION COST | (422,713,865) | (391,088,032) | (268,514,135) | (210,859,122) |
| ADMINISTRATIVE EXPENSES | (168,212,478) | (130,641,100) | (84,265,059) | (65,335,608) |
| OTHER EXPENSES | (49,526,450) | (15,020,294) | (32,221,214) | (8,783,750) |
| | (640,452,793) | (536,749,426) | (385,000,408) | (284,978,480) |
| OTHER INCOME | 52,876,449 | 51,344,742 | 27,986,227 | 28,375,210 |
| PROFIT FROM OPERATIONS | 596,045,667 | 481,203,714 | 406,216,672 | 298,655,482 |
| FINANCE COST | (38,820,007) | (10,513,264) | (21,592,231) | (6,703,561) |
| PROFIT BEFORE TAXATION | 557,225,660 | 470,690,450 | 384,624,441 | 291,951,921 |
| TAXATION | (175,628,466) | (129,338,483) | (121,024,448) | (64,194,457) |
| PROFIT AFTER TAXATION | <u>381,597,194</u> | <u>341,351,967</u> | <u>263,599,993</u> | <u>227,757,464</u> |
| EARNINGS PER SHARE - BASIC AND DILUTED | <u>3.29</u> | <u>2.94</u> | <u>2.27</u> | <u>1.96</u> |



CHIEF EXECUTIVE



CHIEF FINANCIAL OFFICER



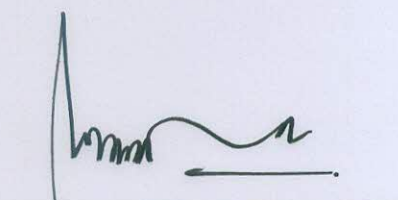
DIRECTOR

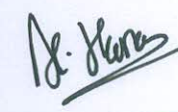


HI-TECH LUBRICANTS LIMITED
CONSOLIDATED CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UN-AUDITED)
FOR THE HALF YEAR ENDED 31 DECEMBER 2017

| | HALF YEAR ENDED | | QUARTER ENDED | |
|---|------------------------|------------------------|------------------------|------------------------|
| | 31 December 2017 | 31 December 2016 | 31 December 2017 | 31 December 2016 |
| | Rupees | Rupees | Rupees | Rupees |
| SALES - net | 6,319,353,629 | 4,382,454,730 | 3,946,360,917 | 2,491,701,897 |
| SALES TAX | (920,447,554) | (601,669,717) | (584,502,487) | (279,565,403) |
| NET SALES | <u>5,398,906,075</u> | <u>3,780,785,013</u> | <u>3,361,858,430</u> | <u>2,212,136,494</u> |
| COST OF SALES | <u>(3,970,325,151)</u> | <u>(2,757,075,768)</u> | <u>(2,407,570,231)</u> | <u>(1,603,747,673)</u> |
| GROSS PROFIT | 1,428,580,924 | 1,023,709,245 | 954,288,199 | 608,388,821 |
| DISTRIBUTION COST | (422,713,865) | (391,088,032) | (268,514,135) | (210,859,122) |
| ADMINISTRATIVE EXPENSES | (206,187,206) | (138,256,025) | (104,189,657) | (59,127,587) |
| OTHER EXPENSES | (60,716,560) | (15,020,297) | (40,628,812) | (8,783,778) |
| | (689,617,631) | (544,364,354) | (413,332,604) | (278,770,487) |
| OTHER INCOME | 34,498,541 | 51,344,742 | 17,653,995 | 28,375,210 |
| PROFIT FROM OPERATIONS | <u>773,461,834</u> | <u>530,689,633</u> | <u>558,609,590</u> | <u>357,993,544</u> |
| FINANCE COST | <u>(62,706,256)</u> | <u>(29,932,614)</u> | <u>(36,360,051)</u> | <u>(21,317,852)</u> |
| PROFIT BEFORE TAXATION | 710,755,578 | 500,757,019 | 522,249,539 | 336,675,692 |
| TAXATION | <u>(198,558,651)</u> | <u>(129,338,483)</u> | <u>(143,954,633)</u> | <u>(64,194,457)</u> |
| PROFIT AFTER TAXATION | <u>512,196,927</u> | <u>371,418,536</u> | <u>378,294,906</u> | <u>272,481,235</u> |
| EARNINGS PER SHARE - BASIC AND DILUTED | <u>4.42</u> | <u>3.20</u> | <u>3.26</u> | <u>2.35</u> |


 CHIEF EXECUTIVE


 CHIEF FINANCIAL OFFICER


 DIRECTOR

