

April 26, 2013

 The General Manager
 Karachi Stock Exchange Limited
 Karachi

Dear Sir,

Financial Results for the Nine Months Period Ended March 31, 2013

We wish to inform you that the Board of Directors of our Company in their Meeting held on April 25, 2013 at 2:00 p.m. at the Company's Registered Office, recommended the following:

- | | |
|--|------|
| 1. Cash Dividend | Nil |
| 2. Bonus Shares | Nil |
| 3. Right Shares | Nil |
| 4. Any Other Entitlement | None |
| 5. Any Other Price Sensitive Information | None |

The financial results of the Company are as follows:

	Nine months period ended		Quarter ended	
	Mar 31, 2013	Mar 31, 2012	Mar 31, 2013	Mar 31, 2012
	-----Rupees-----		-----Rupees-----	
INCOME				
Income from operations				
Finance leases and instalment loans	1,422,946,875	1,514,312,558	467,827,718	491,171,628
Operating leases	607,884,476	531,354,488	201,084,873	175,244,054
Mark-up on term / factoring finance	287,537,302	151,812,879	101,741,881	61,029,624
	<u>2,318,368,653</u>	<u>2,197,479,925</u>	<u>770,654,472</u>	<u>727,445,306</u>
Income from other operating activities				
Other income – net	155,362,600	182,460,630	58,586,247	72,202,318
Share of profit of equity accounted undertakings	117,736,706	92,881,386	45,379,884	25,401,206
	<u>273,099,306</u>	<u>275,342,016</u>	<u>103,966,131</u>	<u>97,603,524</u>
	<u>2,591,467,959</u>	<u>2,472,821,941</u>	<u>874,620,603</u>	<u>825,048,830</u>
EXPENSES				
Finance costs	1,267,914,680	1,401,124,609	400,381,181	453,033,965
Administrative and general expenses	513,391,463	421,401,581	174,810,056	139,311,145
Direct cost of leases	344,586,997	315,992,077	114,496,966	107,390,180
	<u>2,125,893,140</u>	<u>2,138,518,267</u>	<u>689,688,203</u>	<u>699,735,290</u>
	<u>465,574,819</u>	<u>334,303,674</u>	<u>184,932,400</u>	<u>125,313,540</u>
Provision for potential lease, instalment and other loan losses – net	150,991,849	148,490,369	52,454,767	55,505,101
Other Provisions - net	23,570,000	2,988,065	16,900,000	-
Profit before tax	<u>291,012,970</u>	<u>182,825,240</u>	<u>115,577,633</u>	<u>69,808,439</u>
Taxation – Current	13,500,000	22,500,000	4,500,000	7,500,000
Deferred	41,000,000	31,486,309	20,000,000	10,500,000
	<u>54,500,000</u>	<u>53,986,309</u>	<u>24,500,000</u>	<u>18,000,000</u>
Profit for the period	<u>236,512,970</u>	<u>128,838,931</u>	<u>91,077,633</u>	<u>51,808,439</u>
Earnings per share – basic and diluted	<u>2.88</u>	<u>1.57</u>	<u>1.11</u>	<u>0.63</u>

