

ANNUAL REPORT 2010

Experience, Commitment and Service



PICT

Pakistan International Container Terminal Limited

EXPERIENCE, COMMITMENT AND SERVICE





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PICT

Pakistan International Container Terminal Limited

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Terminal Office

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BOARD OF DIRECTORS



Capt. Haleem A. Siddiqui
Chairman



Capt. Zafar Iqbal Awan
Chief Executive Officer



Mr. Aasim Azim Siddiqui
Director



Mr. Sharique Azim Siddiqui
Director / Chief Operating Officer



Syed Nizam A. Shah
Director



Mr. Ali Raza Siddiqui
Director



Mr. M. Masood Ahmed Usmani
Director / Chief Financial Officer



COMPANY INFORMATION

Board of Directors

Chairman

Capt. Haleem A. Siddiqui

Chief Executive Officer

Capt. Zafar Iqbal Awan

Directors

Mr. Aasim Azim Siddiqui

Mr. Sharique Azim Siddiqui

Syed Nizam A. Shah

Mr. Ali Raza Siddiqui

Mr. M. Masood Ahmed Usmani, FCA

Chief Operating Officer

Mr. Sharique Azim Siddiqui

Chief Financial Officer

Mr. M. Masood Ahmed Usmani, FCA

Company Secretary

Mr. Arsalan I. Khan, ACA

Audit Committee

Chairman

Syed Nizam A. Shah

Members

Mr. Aasim Azim Siddiqui

Mr. Ali Raza Siddiqui

Chief Internal Auditor

Mr. Noman Yousuf

Secretary

Mr. Arsalan I. Khan, ACA

Auditors

Ernst & Young Ford Rhodes Sidat Hyder

Chartered Accountants 6th Floor, Progressive Plaza,

Beaumont Road, P.O. Box 15541, Karachi-75530

Legal Advisors

Kabraji & Talibuddin, 64-A/1, Gulshan-e-Faisal, Bath Island, Karachi.

Usmani & Iqbal, 6th Floor, Business Centre, Mumtaz Hassan Road, Karachi.

The Continental Law Associates, Panorama Centre, Saddar, Karachi.

Bankers

Faysal Bank Limited

Samba Bank Limited

Dubai Islamic Bank Pakistan Limited

National Bank of Pakistan

Habib Bank Limited

JS Bank Limited

United Bank Limited

Standard Chartered (Pakistan) Bank Limited

HSBC Bank Middle East Limited

Albaraka Islamic Bank Limited

Barclays Bank PLC

Registered & Head Office

2nd Floor, Business Plaza, Mumtaz Hassan Road, Karachi.

Tel. 92-21-32400450-3 Fax. 92-21-32400281

Terminal

Berth 6-9, East Wharf Karachi. UAN. 111-11-PICT (7428)

Fax. 92-21-32855715

Registrar / Transfer Agent

Technology Trade Services (Pvt.) Ltd. 241-C, Block-2, P.E.C.H.S., Karachi.

Tel. 92-21-34391316-7



Vision

Operate a Container Terminal at Karachi Port that provides the highest level of quality services to its clients



Mission

A Company dedicated to fulfilling the Port Service requirements of Customers and Users of Karachi Port at an economic cost through optimum use of human and financial resources and giving a fair return to investors



Notice of the 9th Annual General Meeting

Notice is hereby given that the 9th Annual General Meeting of Pakistan International Container Terminal Limited will be held at Beach Luxury Hotel, Karachi, on Wednesday, October 13, 2010 at 3.30 p.m. to transact the following business:

ORDINARY BUSINESS:

- 1) To confirm the minutes of 8th Annual General Meeting of the Company held on October 02, 2009.
- 2) To receive, consider and adopt the Audited Financial Statements of the Company for the year ended June 30, 2010 together with Auditors` and Directors` Reports thereon.
- 3) To approve the payment of final dividend in cash @ 25% i.e. Rs. 2.5 per share of Rs. 10/- each as recommended by the Board of Directors of the Company, in addition to the interim dividend @ 15% i.e. Rs. 1.5 per share of Rs. 10/- each, declared on September 11, 2010 already paid thus making a total payment of dividend of Rs. 4/- per share (40%) for the year ended June 30, 2010.
- 4) To approve payment of final cash dividend on Preference Shares @ 10% (i.e., Re. 1/- per share of Rs. 10/- each) for the year ended June 30, 2010.
- 5) To appoint Auditors of the Company for the financial year ending June 30, 2011 and to fix their remuneration. The present auditors, being eligible, have offered themselves for re-appointment.

SPECIAL BUSINESS:

- 6) To consider, and if thought fit, to pass, with or without modification the following resolutions as a Special Resolution:
 - a) **RESOLVED THAT** the approval of the shareholders of the Company be and is hereby accorded in terms of Section 208 of the Companies Ordinance, 1984 for investment upto Rs. 4,000,000,000 (Rupees Four Billion Only) in Pakistan International Bulk Terminal (Private) Limited (PIBT), a wholly owned Subsidiary Company, for subscribing at par, fully paid-up 400,000 Ordinary shares of Rs.10/- each of PIBT.

FURTHER RESOLVED THAT Chief Executive Officer and/or any one directors of the Company be and are hereby authorized to invest the Company's funds at one time or from time to time as above and to make whole or any part of the aforesaid investment on such terms and conditions and in such manner as they may deem fit and to take and do and /or cause to be taken or done any/all necessary actions, deeds and things which are or may be necessary, incidental and/or consequential for giving effect to the aforesaid resolution.

 - b) **FURTHER RESOLVED THAT** "the members of the Company in General Meeting accord approval:
 - i) for further investment of Rs.89 million in the Certificates of Investment to be issued by Saudi Pak Leasing Company Limited, an associated undertaking;
 - ii) and ratify the investment of Rs.150 million made earlier by the Company in the Certificates of Investment issued by Saudi Pak Leasing Company Limited, an associated undertaking."
 - c) **FURTHER RESOLVED THAT**, "pursuant to the provisions of Section 28 of the Companies Ordinance, 1984, the existing Articles of Association of the Company be and are hereby substituted by the new set of updated Articles of Association laid before the meeting initialled by the Company Secretary for the purpose of identification"
 - d) **FURTHER RESOLVED THAT**, subject to the approval of the Securities and Exchange Commission of Pakistan, sub-clauses (1), (2) and (3) of paragraph-III of the Memorandum of Association of the Company be and are hereby deleted and substituted with the following and a new sub-clause (30) be and is hereby inserted in the said paragraph of the Memorandum of Association of the Company and the existing clause (30) is hereby renumbered as sub-clause (31):
 1. To carry on the business of container terminal operators, terminal operators, of coal, clinker and cement and other bulk cargo, public and private bonded warehousing, storing containers and other cargo (whether or not in bulk) on behalf of shipping lines and exporters/importers; forwarding of containers and other such cargo, operating container and other freight stations pertaining to such cargo and any other business or trade connected with the operation of a container Terminal or a terminal for coal, clinker and cement and other bulk cargo at any port or other location whether inside or outside Pakistan.
 2. To carry on the business of loading and unloading containers and other Cargo of all types, including bulk cargo of all types, suppliers of labour on contract basis on daily, weekly/monthly rates or on any other basis; and hirers and suppliers of means of transportation such as trucks, camel carts, cranes, forklifts and similar other means of transportation.



Notice of the 9th Annual General Meeting

3. To carry on the business of exporters and importers of merchandise, machinery, equipment, spare parts, goods, or articles of alltypes, manufactured or otherwise, coal, clinker, cement and all other types of bulk cargo, produce of all kinds of or from any country or transport or carry or convey the same from one part of the country to another part thereof, act as manufacturers, representative, producers' representative, auctioneers, commission agent; to secure orders for supply of any articles or things and to carry out and comply with the said orders."

4. "30. To incorporate and invest in subsidiary company or companies having objects altogether or in part similar to those of this Company or carrying on any business capable of being conducted so as directly or indirectly to benefit the Company."

7) To transact any other business with the permission of the Chair.

Karachi: Wednesday September 22, 2010

By order of the Board
Arsalan I. Khan
Company Secretary

Statement under section 160(1)(b) of the Ordinance read with SRO865(I)/2000 dated December 06, 2000 is being sent to the members alongwith the notice of the meeting.

Notes:

1. Share Transfer Books of the Company will remain closed from October 06, 2010 to October 13, 2010 (both days inclusive). Transfer received in order at Company's Registrar, Technology Trade (Pvt.) Ltd., 241-C, Dagia House, P.E.C.H.S., Block 2, Karachi close of business on October 05, 2010 will be considered in time.
2. A member eligible to attend and vote at this meeting may appoint another member as his/her proxy to attend and vote instead of him/her. Proxies, in order to be effective, must be received at the Company's Registered Office, not less than 48 hours before the time for holding the meeting and must be duly stamped, signed and witnessed.
3. CDC shareholders, entitled to attend and vote at this meeting, must bring with them their Computerized National Identity Cards/Passport in original alongwith Participants' ID Numbers and their Account Numbers to prove his/her identity, and in case of Proxy, must enclose an attested copy of his/her CNIC or Passport. Representatives of corporate members should bring the usual documents required for such purpose.
4. CDC Account Holders will further have to follow the under mentioned guidelines as laid down in Circular 1 dated January 26, 2000 issued by the Securities and Exchange Commission of Pakistan.
5. Shareholders are requested to notify any change in their addresses to the company immediately.

STATEMENT OF MATERIAL FACTS CONCERNING SPECIAL BUSINESS PURSUANT TO SECTION 160(1)(B) OF THE COMPANIES ORDINANCE, 1984

This statement is annexed to the Notice of the 9th Annual General Meeting of Pakistan International Container Terminal Limited to be held on October 13, 2010 at which special business is to be transacted: The purpose of this Statement is to set forth the material facts concerning such special business.

ITEM 6(a) OF THE AGENDA

a) Pakistan International Bulk Terminal (Private) Limited (PIBT) was incorporated on 26 March 2010 as a wholly-owned subsidiary of the Company. The Company intends to invest in PIBT in terms of Section 208 of the Companies Ordinance, 1984 upto Rs. 4,000,000,000 (Rupees Four Billion only) for subscribing, at par, fully paid-up 400,000,000 Ordinary shares of Rs.10/- each of PIBT from time to time.

b) PIBT's main business activities will include developing, managing and operating coal, clinker/cement ports and terminals worldwide, to handle and deal with all kinds and description of bulk cargo, transshipment, bonded warehousing, anchorage services to non-containerized cargo or general cargo and also to provide consultancy and advisory support on technical and operational issues related to domestic and international shipments and services and trade connected therewith.

c) The planned capacity of the project is to handle 8 million tones per annum of coal cement and clinker which is enhanceable upto 12million tones per annum. As per the current feasibility studies, the project cost is USD 140 million approximately.

d) In anticipation of the earnings and capital appreciation it is expected that the Company will generate reasonable profits in future and hence, the Board of Directors of the Company has approved to make equity investment in PIBT, subject to the approval of the members of the Company under Section 208 of the Companies Ordinance, 1984. Accordingly, the consent and approval of the members is sought for making the investment in PIBT as proposed in (a) above.



Notice of the 9th Annual General Meeting

e) The Directors and Chief Executive officer of the Company have an interest in PIBT in their respective capacities as directors/ chief executive officer and as shareholders of the Company.

f) Further information is in terms of notification No. SRO 865 (I) /2000 dated December 06 2000 are as follows:

| | |
|--|--|
| Name of investee Company | Pakistan International Bulk Terminal Limited (PIBT) |
| Nature, amount & extent of investment | Equity investment upto Rs. 4,000,000,000 in the 400,000,000 ordinary shares of issued value of Rs. 10/- each of PIBT. |
| Average market price of the share intended to be purchased during preceding six months in case of listed companies | Not applicable, as the PIBT is a private limited company. |
| Break-up value of shares intended to be purchased | Rs.(1,454,714) per share is negative as the PIBT has recently been incorporated on 26 March 2010. |
| Price at which share will be purchased | Rs. 10 per share being the face value of each share. |
| Earnings per share of investee company in last three years | Not applicable, as being a new company not yet commenced its operations, therefore, EPS is also in negative. |
| Source of funds from where shares will be purchased | The shares shall be purchased from funds internally generated by the company. |
| Period for which investment will be made | Indefinite investment in the equity i.e. ordinary shares of PIBT. |
| Purpose of Investment | To make efficient use of the retained earnings in a diversified business venture. The investment has expected potential for growth. |
| Benefit likely to accrue | Since it is a strategic investment, therefore, long term benefits will accrue to the Company and ultimately to its shareholders. |
| Interest of Directors and their relatives in the investee company. | The Directors of the Company and their relatives have interest in the above resolution to the extent of their interest in the Company like any other shareholder of the Company. |

ITEM 6(b) OF THE AGENDA

The Board of Directors approved and invested earlier Rs.150 million in the Certificates of Investment issued by Saudi Pak Leasing Company Limited at the mark up rates not lower than the rates offered by similar instruments/products. Accordingly, now, the consent and approval of the members of the Company is sought to ratify the said investment made earlier as approved by the Board of Directors of the Company and also seek approval for further investment of Pak Rs.89 million to be made during the year 2010-2011 in the said Certificates of Investment.

ITEM 6(c) OF THE AGENDA

The existing Articles of Association of the Company are severely out dated and are required to be revised in the light of the changes made in the Companies Ordinance, 1984 (the Ordinance), from time to time so as to bring the same in conformity with the provisions of the Ordinance, the Listing Regulations of the stock exchanges and of the Code of Corporate Governance. The existing Articles of Association of the Company have been substituted with the new set of Articles of Association, which will be laid before this Annual General Meeting of the Company for consideration of its shareholders and for adoption in substitution for the existing Articles of Association of the Company. In accordance with the requirements of Section 160(1) (b) of the Ordinance, copies of the proposed new set of Articles of Association will be available for inspection at the Registered Office of the Company during the working hours from the date of this notice upto October 12, 2010.

ITEM 6(d) OF THE AGENDA

The existing object clauses of the Memorandum of Association of the Company does not presently permit the Company to expand its business to undertake terminal operators of coal, clinker, cement and other bulk cargo and also to make inter-company investments in its subsidiary companies. Accordingly, the Board of Directors considers it expedient and necessary to amend the existing object clauses so as to permit the Company to undertake new line of business as discussed hereinabove and also to establish subsidiary companies to make inter-company investment.

Chairman's Review



I am pleased with the efforts made by the management of PICT for achieving growth in container handling in financial year 2009-10, inspite the tough economic and trade conditions within the country and internationally. The company has handled 602,106 TEUs (Twenty Foot Equivalent Container Units) during the year as compared to 513,580 TEUs last year - a growth of 17%. Our revenues have grown by 12% and consequently net profits before tax have seen a growth of 29%. Our growth has been commendable ever since we started commercial operations in 2002. All this has been possible by the Grace of God with the full dedication of our team of professionals.

Our priority is to add shareholder value by reinvesting our earnings in the company to support our expansion plans in order to capture a significant share in the growth in Pakistan's container throughput. The Directors of the Company recommends final cash dividend @ 25% (Rs. 2.5 per ordinary share) amounting to Rs. 272.88 million in addition to an interim dividend @15% (Rs. 1.5 per ordinary share) already paid during the year ended June 30, 2010. The Directors of the company also recommends final cash dividend on Preference Shares @ 10% p.a. (Re. 1 per preference share) amounting to Rs. 18 million.

We are presently operating with a total of Six Quayside Cranes, Two Mobile Harbour Cranes and Twenty Rubber Tyred Gantry Cranes along with the other ancillary equipment. The Phase 4 Equipment have been installed and commissioned. This has significantly added to our Berth and Yard handling capacity.

Negotiations have taken place during the year under review for the finalization of an Implementation Agreement with Port Qasim Authority for the establishment of Pakistan's first modern dirty bulk Terminal for the handling of Coal, Clinker and Cement at Port Qasim. And it is expected that the project will commence in the year 2010-11 subject to the necessary governmental approvals. This project is in line with our vision to be the pioneering group of Pakistani entrepreneurs and professionals to set up modern cargo handling infrastructure facilities in the ports in Pakistan to meet the growing demands of cargo handling in the country. The Coal, Clinker and Cement Terminal will be developed to handle 8 millions tons per annum of dirty cargo in a state-of-the-art fully mechanized terminal which will curtail environmental pollution and modernize the port infrastructure of the country

On behalf of PICT, I would like to thank the management of KPT, our Lenders- the International Finance Corporation and the OPEC Fund for International Development, our clients and our valued shareholders.

Our objective remains to build the first Pakistani-owned container terminal in the country and to successfully operate at international norms of productivity and service, and to be second to none.

Capt. Haleem A. Siddiqui
Chairman

Karachi: August 31, 2010



Directors' Report

The Directors have pleasure in presenting the Annual Report together with the audited Financial Statements of the Company for the year ended June 30, 2010.

During the last year, PICT has shown progress in terms of growth in containers handled, increase in berth productivity, increase in company revenues and profits. The significant milestones achieved were the following:

- 17 percent growth in annual container throughput to 602,106 TEUs (Twenty Foot Equivalent Container Units) (2009: 513,580 TEUs);
- 12 percent growth in annual revenues to Rs. 5,125.12 (2009: Rs. 4,564.26) million;
- 23 percent growth in profits before interest and tax to Rs.1,707.82 (2009: Rs. 1,383.52) million; and
- 29 percent increase in profits before tax to Rs.1,520.96 (2009: Rs. 1,174.53) million.



pending government procedural approval after which the Implementation agreement is expected to be signed. This will Inshallah be Pakistan's first dedicated dirty bulk cargo terminal to handle the growing volumes of Coal, Clinker and Cement at the ports in the country

Future Plans

We are also developing an off-dock container depot at Northern By-Pass at Karachi which will assist us to expand our handling capacities in synchronization with the increase in our terminal equipment.

As part of enhancing the operating capacity of the terminal a new Bridge Down-Ramp has been constructed and eight new inner gates have been made for improved efficiencies at the Gate.

After having received the Letter of Intent from Port Qasim Authority ("PQA"), negotiations with PQA for the setting up of a Coal, Clinker and Cement Terminal at Port Qasim on a 30 year BOT basis have taken place during the year under review. The concession is

Pictorial Review of Developments for the Year



New Specialized PACCS Yard Equipment for Customs Examination



New Executive Block



New Guards Security Accommodation



New Building Entrance at Gate



New Building Entrance at Gate



Yard Construction



New Eight Lane Inner Gates and Gate House under Construction



New Eight Lane Inner Gates and Gate House under Construction



Old Bridge Dismantling



New Yard under Construction at Berth no. 5



New Yard Fully Operational at Berth no. 5



Extension of PACCS Yard



Extension of PACCS Yard



Northern Bypass ICD Construction



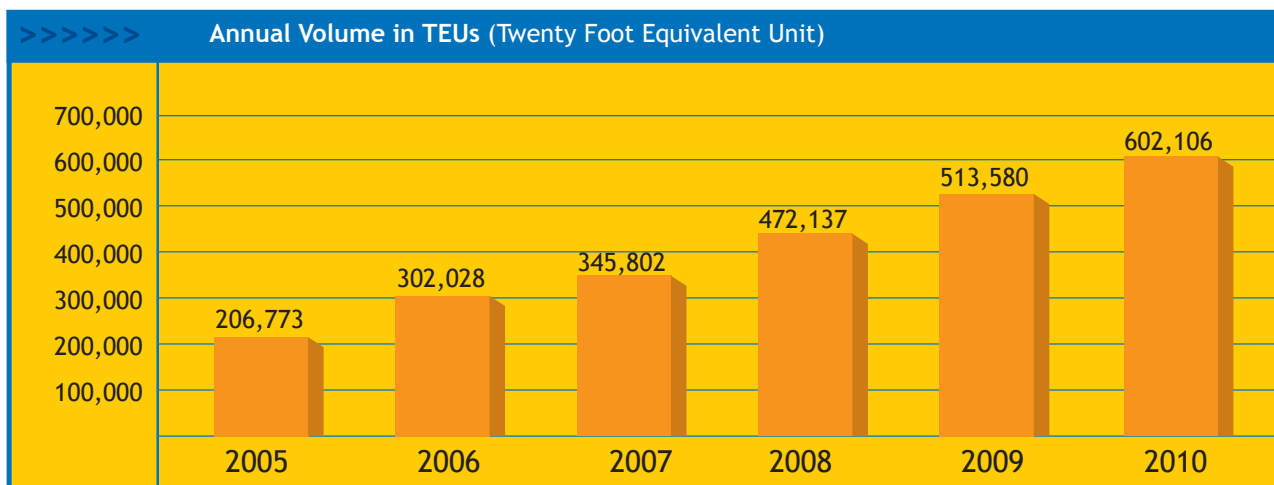
Northern Bypass ICD Construction

Director's Report



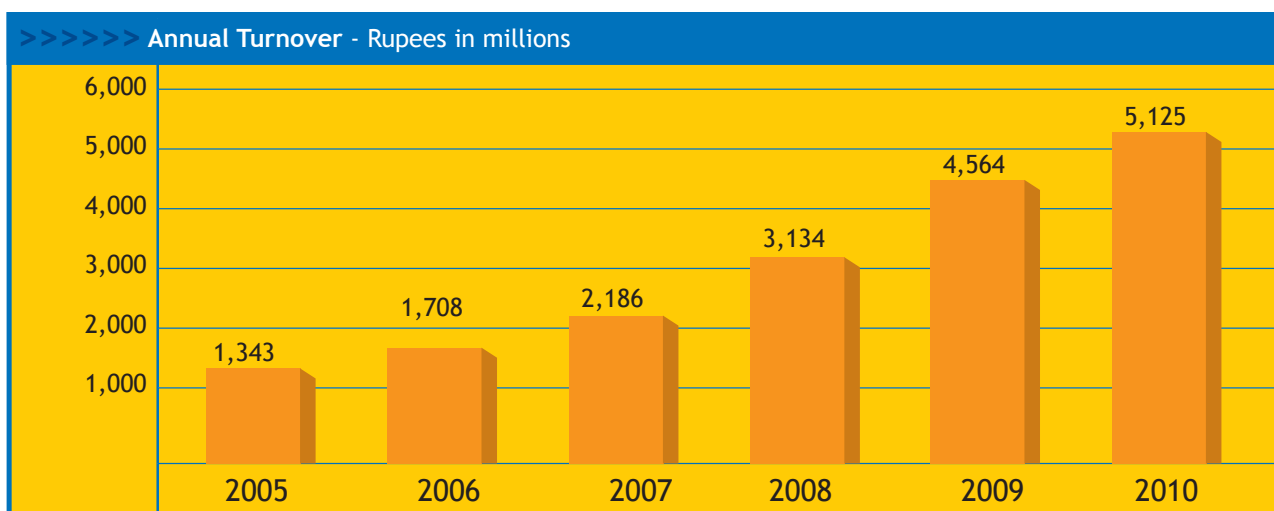
Operational Performance

The Company has shown growth both in terms of volume as well as revenue. During the year, the Company has handled 602,106 TEU's as compared to 513,580 TEU's in the last year showing a growth of 17%. This increase in volume is mainly attributable to the quality of service and state-of-the-art facilities being provided to the shipping lines calling at the Terminal.



Financial Performance

The Company's turnover has reached Rs. 5.125 billion in the eighth year after starting operations. The Company has shown an increase of 12% in revenues as compared to last year i.e. from Rs. 4,564.26 million to Rs.5,125.12 million.



Gross profit for the year has amounted to Rs. 2,183.05million (2009: Rs. 2,069.42 million). Gross margins for the year were 43% as compared to 45% last year.

The Company has posted a pre-tax profit of Rs. 1,520.96million (2009: Rs. 1,174.53 million) showing an increase of 29% from last year and post-tax profit of Rs. 907.81million (2009: Rs. 935.69 million) showing a decrease of 3% from last year figures.

Director's Report



Financial Results

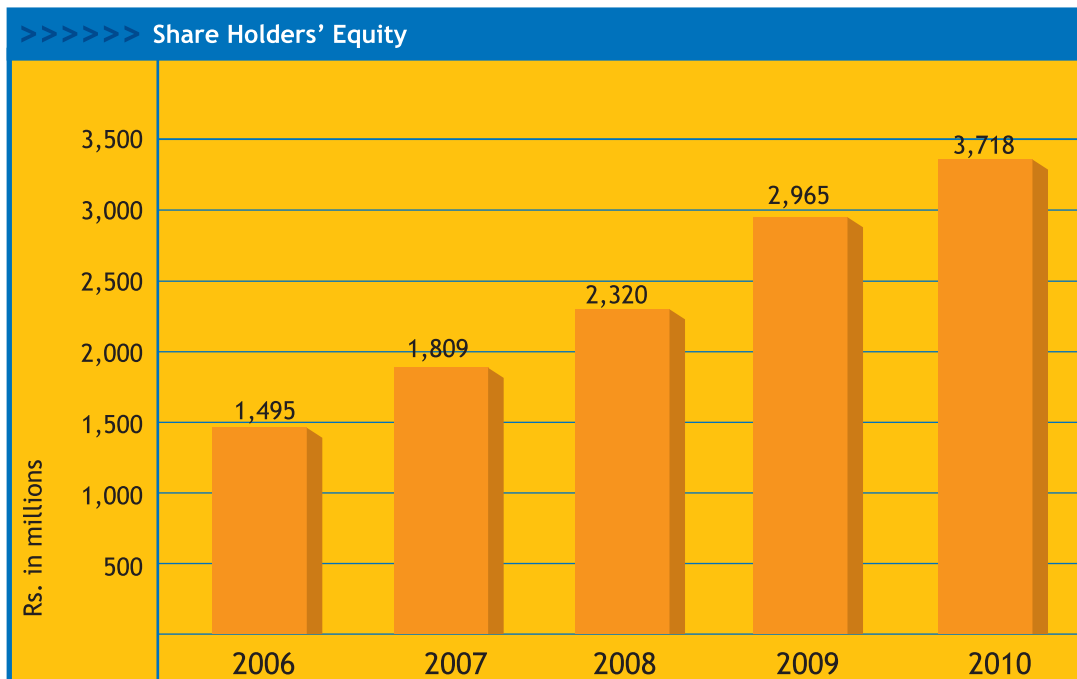
These are summarized below:

| | Rs in 000's |
|---|-------------|
| Profit before taxation | 1,520,960 |
| Taxation | (613,147) |
| Profit after tax | 907,813 |
| Un-appropriated profit brought forward | 1,874,994 |
| Issuance of Bonus Shares for the year ended June 30, 2009 - Ordinary shares | (181,922) |
| Final dividend for the year ended June 30, 2009- Preference shares | (18,000) |
| Interim Dividend for the year ended June 30, 2010 - Ordinary Shares | (136,441) |
| Un-appropriated profit carried forward | 2,446,444 |
| EPS- Basic | Rs. 8.15 |
| EPS- Diluted | Rs. 7.14 |

The Directors of the Company recommends final cash dividend @ 25% (Rs. 2.5 per ordinary share) amounting to Rs. 272.88 million in addition to an interim dividend @15% (Rs. 1.5 per ordinary share) already paid during the year ended June 30, 2010. The Directors of the company also recommends final cash dividend on Preference Shares on proportionate basis @ 10% p.a. (Re. 1 per preference share) amounting to Rs. 18 million. The approval of the members for the final dividends will be obtained at the Annual General Meeting to be held on October 13, 2010.

Share Holders' Equity & Capital Gearing

At the year end, the shareholders' equity stood at Rs. 3,717.98 million (2009: Rs. 2,964.60 million). Debt to Equity ratio is 46:54 as compared to 54:46 last year due to the repayment of loans during the year. The interest coverage for the year is 9.18 times as compared to 6.62 times last year. Current ratio at the year-end stood at 2.05 as compared to 1.72 last year.



Director's Report



IMS - Awareness Session

Integrated Management System (IMS)

PICT is the first Container Terminal in Pakistan to have an IMS Certification from Bureau Veritas Quality International. IMS integrates the main parameter of ISO9001:2008 (Quality Management System), ISO14001: 2008 (Environment Management System) and OSHAS 18001: 2008 (Occupational Safety and Health Standards). By complying with all the three standards we are actually committed to follow the World Bank Guidelines on Quality, Environment, Health and Safety.



Fire Fighting Drill

Health Safety & Environment

The Company has implemented the ISO 9001:2008 (Quality Management System), ISO 14001:2008 (Environmental Management System) and OHSAS 18001:2008 (Occupational Health & Safety Management System) certification through a recognized consultant.

ISPS Code Compliant Terminal

PICT is compliant with the International Ship and Port Facility Security Code whereby the Terminal facility is well equipped to deal with security threats and respond to potential emergencies. Furthermore, the Terminal is equipped with a camera surveillance system and monitors the entry of all vehicles into the Terminal.

Director's Report



Credit Rating by JCR-VIS

JCR-VIS Credit Rating Company Limited (JCR-VIS) has assigned entity credit rating of A (Single A) and A-2 (A Two) for the medium to long-term and short-term respectively to the Company. The outlook on the medium to long-term rating is 'Positive'.

Auditors

The auditors M/s Ernst & Young Ford Rhodes Sidat Hyder, Chartered Accountants retire and being eligible they have offered themselves for reappointment. The Audit Committee has recommended the reappointment of the retiring auditors for the year ending June 30, 2011 and the Board agrees to the recommendation of the Audit Committee.

Compliance with the Code of Corporate Governance

The compliance with the Code of Corporate Governance set out by the Karachi Stock Exchange in the listing regulations, relevant for the year ended June 30, 2010 have been duly complied with. A statement to this effect is annexed with the report.

Board of Directors

During the year four meetings of the Board of Directors of the Company were held. These were attended as follows:

| > Name of Directors | Meetings Attended |
|----------------------------|-------------------|
| Capt. Haleem A. Siddiqui | 4 |
| Capt. Zafar Iqbal Awan | 4 |
| Mr. Aasim A. Siddiqui | 5 |
| Mr. Sharique A. Siddiqui | 4 |
| Syed Nizam A. Shah | 5 |
| Mr. Ali Raza Siddiqui | 4 |
| Mr. M. Masood Ahmed Usmani | 5 |

Audit Committee

During the year four meetings of Audit Committee were held.

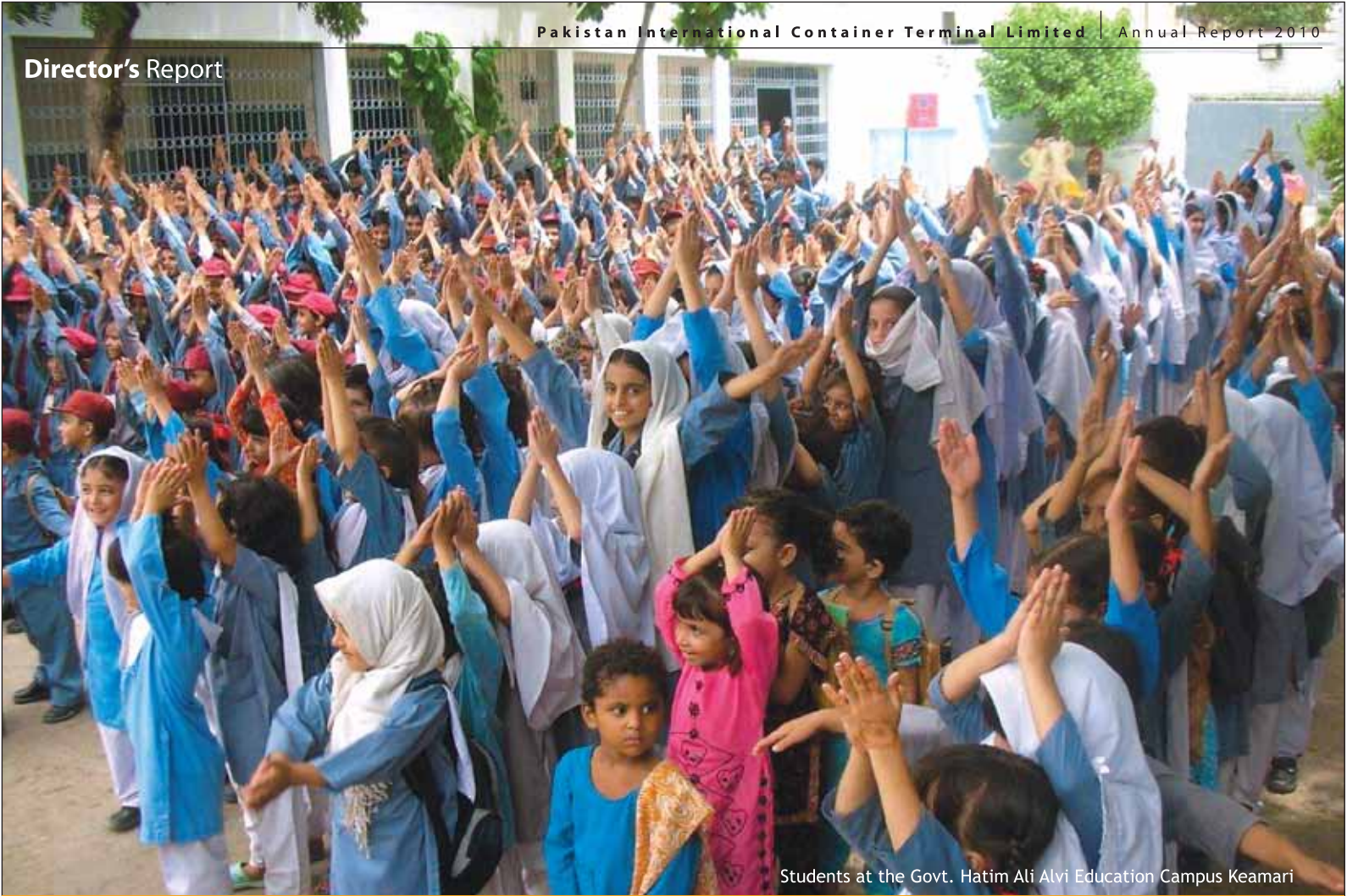
Corporate Governance and Financial Reporting Framework:

- The financial statements, prepared by the management of the Company, present fairly its state of affairs, the result of its operations, cash flows and changes in equity.
- Proper books of account have been maintained by the Company.
- Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgment.
- International Accounting Standards, as applicable in Pakistan, have been followed in preparation of financial statements.
- The system of internal control is sound in design and has been effectively implemented and monitored.
- There are no significant doubts upon the Company's ability to continue as a going concern.
- There has been no material departure from the best practices of corporate governance, as detailed in the Listing Regulations.
- There has been no departure from the best practices of transfer pricing, as detailed in the Listing Regulations.
- The key operating and financial data is annexed.
- The value of investments of provident fund based on their un-audited accounts as on June 30, 2010 was Rs. 91 million.
- Details of purchase/sale of shares of the company by its directors, CEO, CFO, Company Secretary and their spouses and minor children are given on page 70.
- Pattern of shareholding is included in the annexed shareholders' information.

Code of Ethics & Business Principles

The Board has adopted the Statement of Ethics and Business Principles, which is signed and acknowledged by all the Directors and employees of the Company and are required to abide by the Code.





Students at the Govt. Hatim Ali Alvi Education Campus Keamari

Corporate Social Responsibility

Pakistan International Container Limited embraces responsibility for the impact of its activities on the environment, consumers, employers, communities and all other stakeholders of the public sphere.

We consider Corporate Social Responsibility, CSR as an integral part of our business model and strongly adhere to the principle that in order for a business to grow it must monitor and ensure its adherence to ethical standards and international norms. We choose to implement strategies and processes that will produce an overall beneficial impact on society because we feel a responsibility towards the environment in which we operate and our immediate workforce.

In the past year, PICT has undertaken various initiatives in the areas of health, safety, education, environmental protection and preservation and other social activities of individuals and groups, attached directly or indirectly to its business activities. We have implemented a terminal safety program that arranges training and awareness sessions for persons linked directly or indirectly to terminal activities. We are the only Port Operator that has set up a sewage treatment facility at the port. We have arranged clean drinking water facilities at significant spots on the terminal and dedicated areas for tree plantation through the terminal area.

We have also expanded our activities to a much larger scale by supporting a social development policy institute called the Organization for Social Development Initiative ("OSDI"). By providing OSDI with the means and resources to promote sustainable development through poverty alleviation by providing the necessary resources and empowering the poor communities of Pakistan. OSDI is currently working in the rural areas of Sindh, Khyber Pukhtoon Khwa and Gilgit-Baltistan and has undertaken programs on livelihood assistance and community development like health, education, access to clean drinking water, renewable energy and youth development.

The following describe the scope of PICT's CSR programs:

Environmental protection measures

Due to the pressures of population and technology, our biophysical environment has deteriorated over the years, especially in urban areas which are highly industrialized. PICT believes in the protection of the environment and has an IMS policy which covers the three following standards:

ISO 9001:2008

ISO 14001:2008

OHSAS 18001:2008

Various facilities have been installed at the terminal and strict measures have been taken to help protect the environment. The details of these initiatives are as follows:

Reducing Emissions:

In order to reduce emissions 10 new electrically operated Rubber Tyred Gantrys (ERTGs or Green RTGs) have been inducted at the terminal. A plan is underway to convert the remaining 10 Rubber Tyred Gantrys also to ERTGs. Emission testing of the terminal equipment is being carried out on a quarterly basis.

Sewage Treatment Plant:

A sewage treatment plant of around 20m³/day has been installed at the new executive block at the terminal. A sample of its effluent is also being tested and the results have been found to be within acceptable limits. Another sewage treatment plant of 20 m³/day capacity is in the process of being installed near the Document Process Centre.

Waste Management:

Waste generated is segregated into hazardous and non-hazardous waste and stored in a separate area where access is controlled. The disposal of the waste is carried out through an Authorized Waste Contractor.

Leaky Container Area:

In order to contain the leakage of any hazardous cargo, we have designated a leaky container area to avoid any spills.

Oil Spill Control:

PICT has an oil spill control procedure to handle oil spills. Secondary containment trays and oil dust are available to control any spillage. In case of any leakage at sea side, an emergency response is sought from Marine Pollution Control Department (MPCD).

Work Permit System:

There is a proper work permit system from Health and Safety Department for hot work and work at height etc.

Power generation and sound attenuation:

PICT has its own power house which generates 10 MW of electricity and fulfills the energy requirements at the terminal. Sound attenuation has been achieved in the power house by the installation of louvers. The staff working inside the power house wear ear muffs as part of their procedures.

Welfare spending for under privileged classes:

PICT provides employment to individuals from all over Karachi belonging to different religions, sects, cultures and ages. We strongly believe in helping our employees in their dire need and to provide them with a comfortable environment where they can work effectively. We have set up special programs for the underprivileged employees so that they and their families can benefit as much as possible and have the means to have access to the basic facilities of life like education, health etc.

Children Education Assistance Program:

PICT supports the low-paid salary staff, by taking the responsibility of meeting the educational expenses of their children. All such staff is provided with the facility of getting reimbursement for the educational and related expenses of upto two children. Around 120 members of staff have benefited from this facility.

Out Patient/Consultant Clinic Facility:

To meet their medical expenses, lower salary staff has also been facilitated by providing allowance for Out Patient/Consultant visits with annual limits prescribed on the basis of their salary. This facility covers all the medical expenses incurred on his own treatment or the treatment of family members including, spouses, children and parents.

Burial Expenses:

For all the lower salary staff, in the case of death of any family members including spouse, children and parents, PICT covers all the expenses pertaining to burial.

Sponsoring Staff for Hajj:

In order to provide support to low-paid salary staff, who could not afford to perform Hajj, PICT provides this opportunity by holding a ballot for all such employees. Every year two employees are picked through ballot and all the expenses pertaining to the holy journey are borne by the Company.

Occupational Safety and Health:

Occupational Safety and Health of the employees is one of the primary concerns of PICT. We have a special department QHSE, Quality Health Safety and Environment which is dedicated to ensure the safety standard at the terminal and is continuously working to improve the occupational health of the employees and to eliminate or minimize any safety risks to its employees. We believe that the integration of Occupational Health and Safety system (OHSAS) requirements with existing business processes achieves significant efficiencies.

Trainings:

As part of OSHAS, safety awareness sessions and trainings are carried out on a regular basis. A total of 31 training sessions were conducted related to Occupational Safety and Health. These were attended by a total of 434 participants. The topics covered in these sessions included terminal and workplace safety, understanding fire safety arrangements, fire fighting and response to fire operations, basic first aid and safe driving techniques etc. Our management has noticed a better response to workplace safety guidelines among our employees as a result of these trainings and there has also been a reduction in the number of injuries at the workplace.



Safe Driving Training for Trailer Drivers



Behaviour Based Safety Training for Managerial Staff



Terminal Safety Training for Vendors & Contractors

Ambulance/Dispensary:

PICT has arranged and manages a 24 hour dispensary and ambulance at the terminal. Further, a casualty room with basic facilities has been setup to provide first aid treatment on the spot. This emergency facility is available to all the persons directly or indirectly involved in the day to day activities being carried out within the premises.

Staff sports:

PICT believes that people with healthy bodies and mind can work with maximum efficiency. To improve the performance of staff members, an open opportunity was given to all, to participate and perform in extracurricular activities. For this, a PICT cricket team has been formed, which regularly participates and plays matches at professional cricket grounds.



Community Investment and Welfare Schemes:

We seek to improve the general welfare of the community and would like to invest in local capacity-building exercises. This year we have engaged in community investment and welfare activities by adopting five schools in Keamari at the Hatim Ali Alvi campus and by initiating a health education series in Shirin Jinnah colony.

Adoption of FIVE Schools:

In November 2009, Pakistan International Container Ltd. (PICT) adopted five schools at Hatim Ali Alvi Campus in Keamari. The schools are the Hatim Ali Alvi school, the R.B.Shiva Ram school, M.Khan Gazi Khan Girls Primary school, M.Khan Gazi Khan Boys Primary school and Abdullah Gabool school. All the schools hold primary classes from Grades 1-V. The Hatim Ali Alvi school holds classes upto the 8th grade.

PICT is carrying out both qualitative and quantitative improvements in the school so that the children can benefit as much as possible.

In November 2009, before the schools were adopted, the total enrollment figure for the five schools was 1244. Before the schools closed for the summer vacation, the total enrollment figure in the schools was 1409. This indicates a total increase in enrollment of 165 new students since the adoption.



Infrastructure Development:

A major renovation process was initiated in which the roof of the Hatim Ali building which required reconstruction was repaired. A total of 23 fans, 130 desks and a 60 liter water cooler were purchased for the schools. A play area was also constructed to provide a friendly environment for the students.

Teachers Training:

We realize however, that the reconstruction of the physical environment, alone does not lead to better standards of education. We held two teacher training workshops at the school in March for a total of 43 teachers. The duration of each workshop was 15 hours. We have been monitoring the progress of these schools to see the extent to which they are incorporating new methods into their teaching practices and in the coming months we will be focusing on improving the teaching standards in these schools



Teachers Training

Health Education Series:

According to the World Health Organization report of 2010, under nutrition is the underlying cause in about one-third of all child deaths. Over the past year, a rise in food prices combined with falling incomes has led to an increased risk of malnutrition amongst children in Pakistan. Diarrhea continues to be a leading cause of death for children under 5 years of age in Pakistan. In addition to this, a very high percentage of women die each year in this country due to complications during pregnancy and childbirth. Maternal mortality shows a very large gap between the rich and poor population of a country.

Keeping these statistics and facts in mind, a health education series was designed to specifically address the health of the new born infant and care of the mother during pregnancy. This lecture series is currently running at the Behbud clinic in Shirin Jinnah colony and the topics covered include pre- and post- natal care, proper nutrition and hygiene for infants and small children upto 6 years, prevention of diarrhea and the milestones in a child's development etc.

Donations for National Causes:

National cause donations contribute to the well being of the communities within which a company operates and strengthen the organization's links with these communities. PICT believes that donations to national causes are part of its social obligations and has contributed generously to OSDI to support its flood relief operations. PICT has always donated generously whenever the nation has gone through a catastrophe be it the earthquake in the Northern areas or the recent devastating flood in the entire country.

Supporting Efforts for Flood Relief:

The recent heavy rain falls and floods in the country have left thousands homeless. In view of this large scale of displacement amongst the population, OSDI immediately planned out an emergency relief operation to help the affected in Sindh and Khyber Pukhtoon Khwa province. PICT has contributed generously to OSDI to support the relief operation.



In Sindh, since OSDI is currently working in the districts of Shikarpur, Khairpur and Matyari. The initial relief activities were immediately directed to Shikarpur and Khairpur. Most of the villages in Shikarpur have been flooded severely including our focused villages of Malhee, Gul Burrioro and Old Zurkhel. People have lost their livelihoods, crops livestock and belongings and have fled from their homes to higher ground. A huge population of the devastated is gathered at the link road outside of Shikarpur in search of shelter and food. In view of this a camp has been set up besides the road which is currently providing relief to approximately 800 people. 67 tents have been set up and relief packages including necessary essentials like food items, clean drinking water, utensils, medicines and stoves have been distributed among the families. Due to the intensity of the disaster at Shikarpur, a second relief operation is being planned to provide relief to 2000 more people.

Similarly in Khairpur District, the people of our focused villages of Jan mohd Vandiar, Goth Pir Bux Bhonbharo, Mulko wahan and Kamal Khan lashari have suffered because of heavy rain falls. These households are also being provided relief items specially food for immediate relief. However other villages in the same area, which were closer to Indus river have been swept away because of the heavy floods. Due to the magnanimity of the devastation another camp has been set up near the village Sobhedhero, which is providing relief to approximately 400 people affected by heavy rain and floods. 33 tents have been set up at the camp and relief items have been distributed among the families to provide immediate relief.

In Matiari District a third camp has been established to provide relief to the flood affectes. 50 tents have been set up to provide shelter food and medicines for approximately 500 people.

OSDI-financed by PICT has been able to provide relief to more than 3000 people in these areas and is working endlessly to provide them food and shelter and help them survive through this devastating calamity.

Corporate Philanthropy:

PICT believes in giving charitable donations as part of its broader social responsibility. Charitable giving forms a major link between an organization and the communities it serves and leads to the formation of healthier communities. We support numerous charitable organizations who are working passionately to help the poor and less fortunate. Some of the recipients of the PICT's donation are listed below:

- Behbud Association
- Citizen Police Liaison Committee
- Department of Orthopedic Surgery
- Nigahban Welfare Association
- Pakistan Disabled Persons Welfare Organization
- Pakturk International School & Colleges
- Patients Behbud Society for AKUH
- Poor Patients Aid Society
- SZABIST Student Council
- The Karachi Oxford & Cambridge Society
- Child Aid Association
- The Indus Hospital
- Kiran Patients Welfare Society
- National Institute of Cardiovascular Diseases
- Sindh Institute of Urology & transplantation
- SOS Children's Villages of Sindh
- Support Fund of Victims of Ashura - CDGK
- Fakhr-e-Imdad Foundation
- Edhi Foundation
- Ahmed E. H. Jaffer foundation
- Rabia Azim Trust

Rural Development Program:

We have also expanded our CSR activities to a much larger scale by supporting a social development policy institute called the Organization for Social Development Initiative ("OSDI").

OSDI considers sustainable development to be the only solution for the betterment of society and the people of Pakistan. This will be achieved by instigating economic activity in the region, providing access to universal education and addressing all related issues contributing towards poverty in the communities. OSDI has completed 37 projects in the areas of livelihood assistance and community outreach programs like crop cultivation, health, providing clean drinking water, water and sanitation, social enterprising in the rural areas of Mardan, Gilgit and Sindh

The following are a few of the projects that OSDI has undertaken in the past year:

Livestock Development Project - Jan Mohd Vandiar, Goth Pir Bux - Khairpur - Sindh

OSDI's Livestock Project, part of the Livelihood Assistance Program was initiated in the villages of Jan Mohd. Vandiar & Goth Kot Pir Bux Banbharo. People from these communities lead a semi-nomadic life and their livelihoods are largely dependent on livestock and agricultural activities. Our goal behind the project was to financially empower the underprivileged people of the Shambani Balouch community of the village Jan Mohd Vandiar and Banbharo community of the village Goth Kot Pir Bux Banbharo. The projects were designed to raise their income levels so they can break free from the debilitating cycle of poverty. We aimed to provide them with the means and the tools to enable them to improve their livelihoods.



Community Based Sewage and Sanitation Program in Pirsai - Mardan-Khyber Pukhtoon Khwa

Recently OSDI completed a two part sanitation project in the village of Pirsai in Mardan District of Khyber Pukhtun Khwa province. Water and sanitation conditions were extremely poor in the village. The dirty sewage water from homes and shops flowed to the village street, villagers passing by and children playing in the streets came across this dirty water regularly, causing health hazards to the inhabitants. This problem further intensified during the rainy season when the contaminated water flowed back into the houses.

The project was initiated in the month of June and was effectively concluded in approximately 20 days. The first part of the project involved a construction of 2,500 ft. sewage line. The 12"x12" line runs from the centre of the village to a previously constructed 12 ft. deep septic tank. The community contributed roughly 59% of the cost by means of contributions and labour costs and the rest of the expenses were borne by OSDI.

The second part of the project involved construction and complete renovation of 10 washrooms in different village localities. OSDI oversaw the renovation of 8 lavatories in Govt. Primary School for Boys, Govt. Primary School for Girls, Madrassah for Girls and the village mosque. Moreover two new restrooms were constructed near the village awami hujra.



Hepatitis Screening Prevention and Eradication Campaign - Sukhio Mir Jut- Matiari - Sindh

In an attempt to combat the rising number of hepatitis cases in Sindh, OSDI initiated a hepatitis screening, eradication and prevention project with the collaboration of the Government of Sindh. The focused village for the project was Goth Sukhio Mir Jut, UC Hala in the district of Matyari in Sindh. The campaign began in the last week of February 2010, and was spread over a series of six camps during which screening and vaccination was carried out. ICT, ELIZA and PCR tests were performed for identifying the hepatitis B and hepatitis C virus carriers. The three doses of vaccination were also carried out during the camps and the last dose of vaccination was carried out in the last camp in the first week of June.



Besides the members of Sukhio Mir Jut the camp was visited by residents from six neighbouring villages as well.

The camps screened a total of 826 individuals of which 211 were children under the age of 15 (the ratio of male to female was 115:96). In all 715 individuals received hepatitis vaccination (the ratio of male to female was 314:409) and a total of 103 patients were deduced to be suffering from Hepatitis C virus. The infected Individuals were referred to the Government treatment program at Hala, where they are undergoing their treatment.

Wheat Crop Cultivation the village of Malhee- Shikarpur Sindh:

The village of Malhee is located approximately 20 kilometers due north of the city of Shikarpur in the Tehsil Khairpur of the district of Shikarpur.



To bring the local farmers out of the burden of high interest debt, OSDI identified three indigent households to give them interest – free loans to cultivate wheat. The three focused families of Khuda Bux, Saifullah, and M.Paryo were given loans in accordance with the land area they were to cultivate. The loan was not handed out in cash but in the presence and the willingness of farmer the loan was spent on purchase of seeds, renting a tractor for ploughing, and fertilizers. The project ran smoothly throughout its duration and the families utilized their profits to pay off their loans and to cater to their domestic needs.

Material Changes & Commitments:

Proposed final cash dividend on ordinary shares @ 25% (Rs. 2.5 per ordinary share) amounting to Rs. 272.88 million and proposed final dividend preference shares carrying dividend @10% p.a. (Re. 1 per preference share) amounting to Rs. 18 million. The Companies Ordinance, 1984 requires that events subsequent to the balance sheet date including declaration of dividend should be incorporated in the year it is declared. Therefore, the cash dividend on ordinary and preference shares proposed by the directors in the meeting held on August 31, 2010 shall be incorporated in the financial statements for the year ending June 30, 2011.

For and on behalf of Board of Directors

Capt. Zafar Iqbal Awan
Chief Executive Officer

Karachi: August 31, 2010

Key Management



From Left to Right:

Capt. (R) Shaheen Pervez, Syed Masroor-ul-Hassan, Mr. Mohammad Zahid Ahmed, Mr. Mobin Ahmed Qureshi, Capt. Afzal Shaikh, Mr. Sharaf Basit Alavi, Mr. Mohammad Kamal, Mr. Safdar Abbas, Mirza Mujeeb Baig, Mr. Noman Yousuf, Mr. Kamran Samad, Mr. Moazzam Ali, Syed Muhammad Imran Moosa, Mr. Zeeshan I. Sabro, Capt. Ibrahim Zaheer Khan, Cdre. (R) Salim Ahmad Siddiqui, Capt. Zafar Iqbal Awan, Mr. Mumtaz Hassan Penkar, Mr. Pervez Ahmed Khan, Mr. Mohsin Mushtaq, Mr. M. Masood Ahmed Usmani, Mr. Arsalan Iftikhar Khan, Syed Asad Ali, Mr. Rizwan Ahmed Khan, Mr. Riaz Ahmed Khan, Mr. Saud Ur Rehman, Syed Ziauddin, Mr. Mohammad Atiq, Mr. Waqar Ali Khan



Karachi, 26th March 2010: Container vessel: "Wan Hai 605" of WAN HAI Shipping Line and capacity of carrying 6039 TEU berthed at PICT berths at Karachi Port. PICT is handling the vessels of the shipping service comprising of the largest container vessels to call Pakistani Ports.

BUSINESS

Largest ever ship berths at PICT

By Our Staff Reporter

KARACHI, March 26: The Pakistan International Container Terminal (PICT) has received the largest ever container vessel to call at country's ports. With a carrying capacity of 6,039 boxes Wan Hai 605 belongs to South Korean shipping line.

The vessel with 40-meter beam and GRT 66,197 tons was accommodated on berth at East Wharf of the Karachi Port. During its stay the vessel is expected to load, unload 3,000 boxes.

With the arrival of large sized vessels importers and exporters would enjoy benefits accruing from economies of scale. This will also help the KPT in generate more revenue on increased tonnage.

Speaking on the occasion chairman PICT Cape Haldem Sidiqui said that the terminal has completed its all development phases at an investment cost of \$150 million.

The terminal now could handle large sized vessels because the Karachi Port has deepened the approach channels and the draft of the berths. The KPT also managed to enhance the handling capacity of the port by inducting two modern tugs and is striving hard to meet port users' requirement for rapid clearance of cargo.

He claimed that PICT was the only container terminal in the country to be fully owned by Pakistanis and is also the only one to be listed on the Karachi Stock Exchange.

The terminal has been financed by the International Finance Corporation - a member of the World Bank group, and is also first private sector project to be financed by the Opex fund for international development.

He said that PICT has also installed a state-of-the-art container scanner for non-intrusive examination of cargo.

BUSINESS NEWS

KPT handles 276-meter long mega ship

By our correspondent

KARACHI: The Karachi Port Trust (KPT) has successfully handled for the first time the berthing, loading and unloading of 276-meter long vessel carrying 6,039 boxes of containers (Wan Hai 605) on March 26.

The landmark was possible when the KPT acquired two tugs to handle the mega ship, the deepening of channel was also a major factor in firming up this service as previously owners of larger vessels were reluctant to dock at Karachi Port.

The mega vessel Wan-Hai-605 docked at berth No 6 and

left East Wharf on March 26 and was expected to leave for its next destination within 30 hours after completing loading / unloading operation.

The vessel called under the agency of Easanda (Pvt) Ltd when MAJED Jilira, Easanda, showed complete satisfaction while discussing with the Chairperson Nawaz Haq during her visit to PICT to witness the operation of the ship.

Innovative dredging in the approach channel of both the wharves (i.e. East and West) and widening / realignment of the navigational channel has enabled the KPT to accommodate considerably large vessels.



Key Operating & Financial Data



| | 2010 | 2009 | 2008 | 2007 | 2006 |
|--|--------------------|----------|----------|----------|----------|
| | Rupees in Millions | | | | |
| TURNOVER & PROFITS | | | | | |
| Revenue | 5,125.12 | 4,564.26 | 3,134.06 | 2,186.06 | 1,707.76 |
| Gross Profit | 2,183.05 | 2,069.42 | 1,325.60 | 808.07 | 640.67 |
| Operating Profit | 1,930.69 | 1,883.17 | 1,185.61 | 699.61 | 539.54 |
| Profit Before Taxation | 1,520.96 | 1,174.53 | 740.99 | 520.12 | 450.58 |
| Profit After Taxation | 907.81 | 935.69 | 529.26 | 331.19 | 291.27 |
| ASSETS EMPLOYED | | | | | |
| Operating Assets - net | 5,346.13 | 4,724.75 | 2,970.58 | 2,879.49 | 2,033.52 |
| Intangible Assets - net | 64.99 | 0.25 | 14.41 | 33.81 | 53.41 |
| Net Current Assets | 1,213.80 | 785.08 | 811.85 | 812.82 | 786.62 |
| FINANCED BY | | | | | |
| Share Capital | 1,271.53 | 1,089.61 | 1,089.61 | 938.01 | 938.01 |
| Share Holder's Equity | 3,717.98 | 2,964.60 | 2,319.80 | 1,808.50 | 1,495.4 |
| Long Term Loans | 2,298.04 | 2,656.03 | 1,745.57 | 1,301.40 | 1,416.99 |
| STATISTICS | | | | | |
| Break up Value Per Ordinary Share (Rs.) | 32.41 | 30.61 | 23.52 | 21.48 | 17.35 |
| Market Value Per Ordinary Share (Rs.) | 75.00 | 53.43 | 124.48 | 84.80 | 77.15 |
| Earnings Per Ordinary Share (Rs.) | 8.15 | 8.41 | 5.62 | 4.13 | 3.61 |
| Total TEU's for the Year (Numbers) | 602,106 | 513,580 | 472,137 | 345,802 | 302,028 |
| Total Boxes for the Year (Numbers) | 453,108 | 388,511 | 357,942 | 260,225 | 216,230 |
| CAPITAL MARKET ANALYSIS RATIOS | | | | | |
| Price Earning Ratio | 9.20 | 6.35 | 22.15 | 20.53 | 21.37 |
| LIQUIDITY ANALYSIS RATIOS | | | | | |
| Current Ratio | 2.05 | 1.72 | 1.96 | 2.82 | 2.86 |
| PROFITABILITY ANALYSIS RATIOS | | | | | |
| Return on Assets (before tax) | 18.97% | 17.43% | 14.61% | 12.92% | 14.53% |
| Return on Capital Employed (before tax) | 45.52% | 44.45% | 35.90% | 31.49% | 33.34% |
| Return on Capital Employed (after tax) | 27.17% | 35.41% | 25.64% | 20.05% | 21.55% |
| Gross Profit Margin | 42.60% | 45.34% | 42.30% | 36.96% | 37.52% |
| Net Profit Margin-Before Tax | 29.68% | 25.73% | 23.64% | 23.79% | 26.38% |
| Net Profit Margin-After Tax | 17.71% | 20.50% | 16.89% | 15.15% | 17.06% |
| CAPITAL STRUCTURE ANALYSIS RATIOS | | | | | |
| Debt Ratio | 37.37% | 45.15% | 44.03% | 44.11% | 45.03% |
| Debt Equity Ratio | 46:54 | 54:46 | 52:48 | 52:48 | 52:48 |
| Interest Coverage | 9.18 | 6.62 | 4.70 | 3.93 | 6.19 |

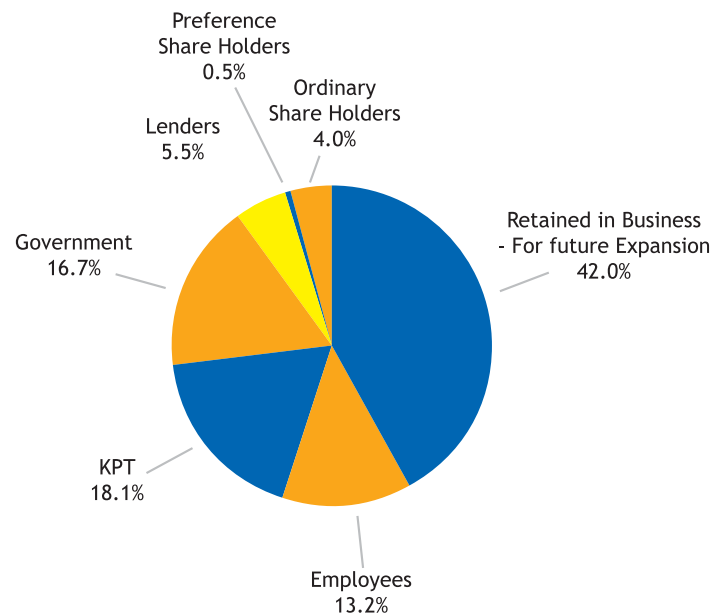


Statement of Value Added

| | 2010 |
|--------------------------------------|-------------------------|
| | Rupees in 000's |
| Value Added | |
| Revenue | 5,272,697 |
| Net Cost of services rendered | <u>1,988,095</u> |
| | 3,284,602 |
| Other Income | <u>96,807</u> |
| | <u>3,381,409</u> |
| Distribution | |
| Employees | |
| - Salaries & Wages | 446,658 |
| Karachi Port Trust | |
| - Royalty & HMS Charges | 611,888 |
| Government | |
| - Taxes | 563,262 |
| Lenders | |
| - Mark up on Loans and Leased Assets | 185,401 |
| Preference Share Holders | |
| - Cash Dividend | 18,000 |
| Ordinary Share Holders | |
| - Cash Dividend | 136,441 |
| Retained in Business | 1,419,759 |
| | <u>3,381,409</u> |

Distribution - %

| | |
|---|--------------------|
| Employees | 13.2% |
| KPT | 18.1% |
| Government | 16.7% |
| Lenders | 5.5% |
| Preference Share Holders | 0.5% |
| Ordinary Share Holders | 4.0% |
| Retained in Business - For future Expansion | 42.0% |
| | <u>100%</u> |





STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE FOR THE YEAR ENDED JUNE 30, 2010

This statement is being presented to comply with the Code of Corporate Governance contained in the listing regulations of Karachi Stock Exchange for the purpose of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of corporate governance.

The company has applied the principles contained in the Code in the following manner:

1. The Company encourages representation of independent Non-Executive Directors. At present the Board consists of seven Directors out of which two are Non-Executive Directors, who are the nominee directors.
2. The Directors have confirmed that none of them is serving as a Director in more than ten listed companies, including this company.
3. All the Directors of the Company are registered as tax payers and none of them has defaulted in payment of any loan to a banking company, a DFI or NBFIs. No Director in the board is a member of any of the Stock Exchanges in Pakistan.
4. There has been no casual vacancy in the Board during the year 2009-2010.
5. The nomination of Mr. Ali Raza Siddiqui in place of Mr. Ali J. Siddiqui has been received and the same has been filed within the stipulated time.
6. No new appointment of CFO or Head of Internal Audit has been made during the year.
7. The Company has prepared a "Statement of Ethics and Business Practices", which has been signed by all of the directors and employees of the Company.
8. The Board has developed a vision / mission statement, overall corporate strategy and significant policies of the Company. A complete record of particulars of significant policies along with the dates on which they were approved or amended has been maintained.
9. All the powers of the Board have been duly exercised and decisions on material transactions including appointment and determination of remuneration and terms and conditions of employment of the Chief Executive Officer and other Executive Directors, have been taken by the Board.
10. The meetings of the Board were presided over by the Chairman and, in his absence, by a Director elected by the Board for this purpose and the Board met at least once in every quarter. Written notices of the Board meetings, along with agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.

STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE FOR THE YEAR ENDED JUNE 30, 2010

11. The director's report for this year has been prepared in accordance with the requirements of Code and fully describes the salient matters required to be disclosed.
12. The Directors' report for the year ended June 30, 2010 has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.
13. The financial statements of the Company were duly endorsed by Chief Executive Officer and Chief Financial Officer before approval of the Board.
14. The Directors, Chief Executive Officer and Executives do not hold any interest in the shares of the Company other than that disclosed in the pattern of shareholding.
15. The Company has complied with all the corporate and financial reporting requirements of the Code.
16. The related party transaction have been placed before the audit committee and approved by the Board of directors to comply with the requirements of listing regulations 37 of the Karachi Stock Exchange (Guarantee) Limited.
17. The Board has formed an Audit Committee comprising of three members including the Chairman of the Committee. Two of the members are Non-Executive Directors.
18. The meetings of the audit committee were held at least once every quarter prior to approval of interim and final results of the Company and as required by the Code. The terms of reference of the committee have been formulated and advised to the committee for compliance.
19. Directors were sent on training to Pakistan Institute Corporate Governance "PICG", whereas an in-house orientation session was also arranged to understand the roles and responsibilities.
20. The Board has set up an effective internal audit function.
21. The statutory Auditors of the Company have confirmed that they have been given a satisfactory rating under the quality control review program of the Institute of Chartered Accountants of Pakistan, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Company and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by Institute of Chartered Accountants of Pakistan.
22. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
23. We confirm that all other material principles contained in the Code have been complied with.

KARACHI: AUGUST 31, 2010

Capt. Zafar Iqbal Awan
Chief Executive Officer

STATEMENT OF COMPLIANCE WITH THE BEST PRACTICES ON TRANSFER PRICING FOR THE YEAR ENDED JUNE 30, 2010

The Company has fully complied with the Best practices on Transfer Pricing as contained in the Listing Regulations of the Stock Exchange.

KARACHI: AUGUST 31, 2010

Capt. Zafar Iqbal Awan
Chief Executive Officer

REVIEW REPORT TO THE MEMBERS ON STATEMENT OF COMPLIANCE WITH THE BEST PRACTICES OF THE CODE OF CORPORATE GOVERNANCE

We have reviewed the Statement of Compliance with the best practices contained in the Code of Corporate Governance (the Code) prepared by the Board of Directors of Pakistan International Container Terminal Limited (the Company) to comply with the Listing Regulation No. 37 of the Karachi Stock Exchange (Guarantee) Limited, where the Company is listed.

The responsibility for compliance with the Code is that of the Board of Directors of the Company. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement of Compliance reflects the status of the Company's compliance with the provisions of the Code and report if it does not. A review is limited primarily to inquiries of the Company personnel and review of various documents prepared by the Company to comply with the Code.

As part of our audit of financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board's statement on internal control covers all risks and controls, or to form an opinion on the effectiveness of such internal controls, the Company's corporate governance procedures and risks.

Further, Sub-Regulation (xiii) of Listing Regulations 37 notified by The Karachi Stock Exchange (Guarantee) Limited vide circular KSE/N-269 dated 19 January 2009 requires the company to place before the board of directors for their consideration and approval related party transactions distinguishing between transactions carried out on terms equivalent to those that prevail in arm's length transactions and transactions which are not executed at arm's length price recording proper justification for using such alternate pricing mechanism. Further, all such transactions are also required to be separately placed before the audit committee. We are only required and have ensured compliance of requirement to the extent of approval of related party transactions by the board of directors and placement of such transactions before the audit committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length price or not.

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the best practices contained in the Code, effective for the year ended 30 June 2010.

KARACHI: August 31, 2010

Ernst & Young Ford Rhodes Sidat Hyder
CHARTERED ACCOUNTANTS
Audit Engagement Partner: Riaz A. Rehman Chamdia



Financial Statements

AUDITORS' REPORT TO THE MEMBERS

We have audited the annexed balance sheet of **PAKISTAN INTERNATIONAL CONTAINER TERMINAL LIMITED** (the Company) as at **30 June 2010** and the related profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof, for the year then ended and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

It is the responsibility of the Company's management to establish and maintain a system of internal control, and prepare and present the above said statements in conformity with the approved accounting standards and the requirements of the Companies Ordinance, 1984. Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that :

- a) in our opinion, proper books of account have been kept by the Company as required by the Companies Ordinance, 1984;
- b) in our opinion:
 - i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984, and are in agreement with the books of account and are further in accordance with accounting policies consistently applied except for changes as stated in note 2.1 to the accompanying financial statements with which we concur;
 - ii) the expenditure incurred during the year was for the purpose of the Company's business; and
 - iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Company;
- c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan, and, give the information required by the Companies Ordinance, 1984, in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at **30 June 2010** and of the profit, comprehensive income, its cash flows and changes in equity for the year then ended; and
- d) in our opinion, Zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980), was deducted by the Company and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

Without qualifying our opinion, we draw attention to the contents of note 15.2.3 to the financial statements. As fully explained in the said note, preference shares have been treated as part of equity in view of the requirements of the Companies Ordinance, 1984 and the matter of its classification will be dealt with in accordance with the clarification from the Securities and Exchange Commission of Pakistan.

KARACHI: August 31, 2010

Ernst & Young Ford Rhodes Sidat Hyder
 CHARTERED ACCOUNTANTS
 Audit Engagement Partner: Riaz A. Rehman Chamdia



BALANCE SHEET

AS AT JUNE 30, 2010

| | Note | 2010 ----- (Rs. in thousands) ----- | 2009 ----- (Rs. in thousands) ----- |
|---|------|--|--|
| ASSETS | | | |
| NON-CURRENT ASSETS | | | |
| Property, plant and equipment | 4 | 5,800,338 | 5,756,510 |
| Intangible assets | 5 | 64,989 | 251 |
| Long-term Investment | 6 | - | - |
| Long-term deposits | 7 | 83,705 | 83,573 |
| | | <u>5,949,032</u> | <u>5,840,334</u> |
| CURRENT ASSETS | | | |
| Stores and spares | 8 | 301,086 | 253,915 |
| Trade debts - unsecured | 9 | 237,352 | 388,046 |
| Advances - unsecured, considered good | 10 | 35,564 | 33,794 |
| Deposits and prepayments | 11 | 56,093 | 42,673 |
| Other receivables - unsecured | 12 | 30,181 | 14,595 |
| Short term investments | 13 | 592,372 | 559,847 |
| Taxation - net | | 87,282 | 98,728 |
| Cash and bank balances | 14 | 1,026,176 | 491,188 |
| | | <u>2,366,106</u> | <u>1,882,786</u> |
| TOTAL ASSETS | | <u><u>8,315,138</u></u> | <u><u>7,723,120</u></u> |
| EQUITY AND LIABILITIES | | | |
| SHARE CAPITAL AND RESERVES | | | |
| Authorised capital | 15.1 | <u>2,000,000</u> | <u>2,000,000</u> |
| Issued, subscribed and paid-up capital | 15.2 | 1,271,532 | 1,089,610 |
| Unappropriated profit | | <u>2,446,444</u> | <u>1,874,994</u> |
| | | <u>3,717,976</u> | <u>2,964,604</u> |
| NON-CURRENT LIABILITIES | | | |
| Long-term financing - secured | 16 | 2,298,040 | 2,656,028 |
| Liabilities against assets subject to finance lease | 17 | 173,394 | 233,303 |
| Deferred tax liability | 18 | 944,793 | 747,328 |
| Staff compensated absences | 19 | 28,628 | 24,152 |
| | | <u>3,444,855</u> | <u>3,660,811</u> |
| CURRENT LIABILITIES | | | |
| Trade and other payables | 20 | 516,717 | 499,724 |
| Accrued interest on long - term financing | | 55,899 | 66,388 |
| Current maturity of long - term financing | 16 | 519,782 | 469,284 |
| Current maturity of liabilities against assets subject to finance lease | 17 | 59,909 | 62,309 |
| | | <u>1,152,307</u> | <u>1,097,705</u> |
| CONTINGENCIES AND COMMITMENTS | 21 | | |
| TOTAL EQUITY AND LIABILITIES | | <u><u>8,315,138</u></u> | <u><u>7,723,120</u></u> |

The annexed notes from 1 to 37 form an integral part of these financial statements.

Capt. Zafar Iqbal Awan
CHIEF EXECUTIVE

Aasim Azim Siddiqui
DIRECTOR



PROFIT AND LOSS ACCOUNT

FOR THE YEAR ENDED JUNE 30, 2010

| | Note | 2010 ----- (Rs. in thousands) ----- | 2009 ----- |
|--|------|--|------------------|
| Turnover - net | 22 | 5,125,117 | 4,564,256 |
| Terminal operating costs | 23 | 2,942,067 | 2,494,840 |
| Gross profit | | 2,183,050 | 2,069,416 |
| Administrative expenses | 24 | 349,168 | 263,814 |
| Other operating income | 25 | 96,807 | 101,058 |
| | | 1,930,689 | 1,906,660 |
| Finance costs | 26 | 185,857 | 208,990 |
| Other charges | 27 | 223,872 | 523,142 |
| Profit before taxation | | 1,520,960 | 1,174,528 |
| Taxation | 28 | 613,147 | 238,839 |
| Profit after taxation | | 907,813 | 935,689 |
| | | | (Restated) |
| Earnings per ordinary share - Basic | 29.1 | Rs. 8.15 | Rs. 8.41 |
| | | | (Restated) |
| Earnings per ordinary share - Diluted | 29.2 | Rs. 7.14 | Rs. 7.36 |

The annexed notes from 1 to 37 form an integral part of these financial statements.

Capt. Zafar Iqbal Awan
CHIEF EXECUTIVE

Aasim Azim Siddiqui
DIRECTOR



STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED JUNE 30, 2010

| | 2010 | 2009 |
|---|--------------------------------|----------------|
| | ----- (Rs. in thousands) ----- | |
| Profit for the year after tax | 907,813 | 935,689 |
| Other comprehensive income - net of taxation | - | - |
| Total comprehensive income for the year - net of tax | <u>907,813</u> | <u>935,689</u> |

The annexed notes from 1 to 37 form an integral part of these financial statements.

Capt. Zafar Iqbal Awan
CHIEF EXECUTIVE

Aasim Azim Siddiqui
DIRECTOR



CASH FLOW STATEMENT

FOR THE YEAR ENDED JUNE 30, 2010

| | Note | 2010 ----- (Rs. in thousands) ----- | 2009 ----- |
|--|------|--|---------------|
| CASH FLOWS FROM OPERATIONS | 34 | 2,373,758 | 2,035,636 |
| Taxes paid | | (404,236) | (188,218) |
| Finance costs paid | | (157,099) | (134,704) |
| Net cash generated from operating activities | | 1,812,423 | 1,712,714 |
| CASH FLOWS FROM INVESTING ACTIVITIES | | | |
| Purchase of property, plant and equipment | | (159,095) | (28,135) |
| Proceeds from sale of property, plant and equipment | | 3,576 | 2,156 |
| Payment in relation to capital work-in-progress | | (421,229) | (2,020,563) |
| (Purchase) / redemption of Investments - net | | (25,534) | 140,318 |
| Interest received | | 59,844 | 55,737 |
| Net cash used in investing activities | | (542,438) | (1,850,487) |
| CASH FLOWS FROM FINANCING ACTIVITIES | | | |
| (Repayment) / Proceeds from long-term financing - net | | (485,186) | 652,767 |
| Dividends paid on preference shares | | (18,000) | (18,000) |
| Dividend paid on ordinary shares | | (139,252) | (272,883) |
| Security deposits against leased assets | | (172) | - |
| Lease rentals paid | | (92,387) | (123,381) |
| Net cash (Used) / generated from financing activities | | (734,997) | 238,503 |
| Net increase in cash and cash equivalents | | 534,988 | 100,730 |
| Cash and cash equivalents at the beginning of the year | | 491,188 | 390,458 |
| Cash and cash equivalents at the end of the year | 14 | 1,026,176 | 491,188 |

The annexed notes from 1 to 37 form an integral part of these financial statements.

Capt. Zafar Iqbal Awan
CHIEF EXECUTIVE

Aasim Azim Siddiqui
DIRECTOR



STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED JUNE 30, 2010

| | Issued, subscribed and paid-up capital | | | Total |
|--|--|------------------------------|-----------------------|------------------|
| | Ordinary shares | Redeemable preference shares | Unappropriated profit | |
| ----- (Rs. in thousands) ----- | | | | |
| Balance as at June 30, 2008 | 909,610 | 180,000 | 1,230,188 | 2,319,798 |
| Profit for the year | - | - | 935,689 | 935,689 |
| Other comprehensive income | - | - | - | - |
| Total comprehensive income | - | - | 935,689 | 935,689 |
| Dividend on ordinary shares @ 30% for the year ended June 30, 2008 | - | - | (272,883) | (272,883) |
| Dividend on preference shares @10% for the year ended June 30, 2008 | - | - | (18,000) | (18,000) |
| Balance as at June 30, 2009 | 909,610 | 180,000 | 1,874,994 | 2,964,604 |
| Profit for the year | - | - | 907,813 | 907,813 |
| Other comprehensive income | - | - | - | - |
| Total comprehensive income | - | - | 907,813 | 907,813 |
| Bonus shares issued during the period in the ratio of 1 ordinary share for every 5 shares held | 181,922 | - | (181,922) | - |
| Dividend on preference shares @10% for the year ended June 30, 2009 | - | - | (18,000) | (18,000) |
| Interim dividend on ordinary shares @ 15% for the year ended June 30, 2010 | - | - | (136,441) | (136,441) |
| Balance as at June 30, 2010 | 1,091,532 | 180,000 | 2,446,444 | 3,717,976 |

The annexed notes from 1 to 37 form an integral part of these financial statements.

Capt. Zafar Iqbal Awan
CHIEF EXECUTIVE

Aasim Azim Siddiqui
DIRECTOR



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

1. CORPORATE INFORMATION AND OPERATIONS

- 1.1. Pakistan International Container Terminal Limited (the Company) was incorporated in Pakistan as a private limited company in June 2002. Subsequently, it was converted to an unquoted public limited company and listed on the Karachi Stock Exchange on October 15, 2003. The registered office of the Company is situated at 2nd Floor, Business Plaza, Mumtaz Hassan Road, Karachi. The terminal office of the Company is located at berths 6 to 9, East Wharf, Kemari Road, Karachi Port.
- 1.2. The Company has a Build Operate Transfer (BOT) contract with Karachi Port Trust (KPT) for the exclusive construction, development, operations and management of a common user container terminal at Karachi Port for a period of twenty-one years commencing June 18, 2002.
- 1.3. During the year, the Company in its Annual General Meeting held on October 02, 2009 passed a special resolution to incorporate a wholly owned subsidiary having objects similar to the Company. Consequently, the Company has incorporated its subsidiary Pakistan International Bulk Terminal (Private) Limited (PIBT) on March 22, 2010. The principal activities of PIBT will be business of container terminal operators, terminal operator of coal, clinker and cement and other bulk cargo etc. The Subsidiary is in start-up phase and has not commenced its operations.

2. STATEMENT OF COMPLIANCE

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984. In case requirements differ, the provisions or directives of the Companies Ordinance, 1984 shall prevail.

The Securities and Exchange Commission of Pakistan in pursuance of the Circular No. 21 dated June 22, 2009 has given relaxation for the implementation of IFRIC 12 - "Service Concession Arrangements" due to the practical difficulties facing the companies till the conclusion of the agreements entered on or before June 30, 2010 with the Government or other authority/entity.

These financial statements are separate financial statements of the Company in which investment in a subsidiary is accounted for on the basis of direct equity interest and is not consolidated. The Company has applied to SECP for exemption of presenting consolidated financial statements as the subsidiary company is in start-up phase and has not commenced its operations and therefore considered immaterial.

2.1 Changes in accounting policies and disclosures:

During the current year, the Company has adopted the following new and amended IFRSs as of July 01, 2009, which has resulted in extended disclosures as described below:

IAS-1 - Presentation of Financial Statements (Revised)
IFRS-7 - Financial Instruments: Disclosures (Amended)

IAS-1 - "Presentation of Financial Statements"

The revised IAS-1 was issued in September 2007 and became effective for financial years beginning on or after January 01, 2009. The revised standard separates owner and non-owner changes in equity. The statement of changes in equity includes only details of transactions with owners, with non-owner changes in equity presented as a single line. In addition, the standard has introduced a statement of comprehensive income, which presents all items of recognised income and expense, either as a single statement, or in two linked statements. The Company has opted to present two linked statements and accordingly has presented a separate statement of comprehensive income in these financial statements.

IFRS 7 - "Financial Instruments: Disclosures" (Amendments)

The amended standard requires additional disclosures about fair value measurement and liquidity risk. Fair value measurements related to items recorded at fair value are to be disclosed by source of inputs using a three level fair value hierarchy, by class, for all financial instruments recognised at fair value. The fair value measurement disclosures are presented in note 30.7 to the financial statements. The liquidity risk disclosures are not significantly impacted by the amendments and are also presented in note 30.2 to the financial statements.



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

Adoption of these standards and interpretations did not have any material effect on the financial statements of the Company except for certain additional disclosures in respect of IFRS 7 included in the relevant notes to the financial statements.

2.2 Standards and interpretations that become effective but not relevant to the Company:

The following standards (revised or amended) and interpretations became effective for the current financial year but are either not relevant or do not have any material effect on the financial statements of the Company:

- IFRS 3 - Business Combinations (Revised)
- IFRS 8 - Operating Segments
- IAS 23 - Borrowing Costs (Revised)
- IAS 27 - Consolidated and Separate Financial Statements (Revised)
- IAS 32 - Financial Instruments (Amended for Puttable instruments and obligations arising on liquidation)
- IAS 39 - Financial Instruments: Recognition and Measurement (Amended)
- IFRIC 15 - Agreements for the Construction of Real Estate
- IFRIC 16 - Hedges of a Net Investment in a Foreign Operation
- IFRIC 17 - Distributions of Non-cash Assets to Owners
- IFRIC 18 - Transfers of Assets from Customers

2.3 Standards, interpretations and amendments to approved accounting standards that are not yet effective:

The following revised standards and interpretations with respect to approved accounting standards as applicable in Pakistan would be effective from the dates mentioned below against the respective revised standard and interpretation:

| Standards or interpretation | Effective date (accounting periods beginning on or after) |
|--|---|
| IAS 24 - Related Party Disclosures (Revised) | January 01, 2011 |
| IAS 32 - Financial Instruments: Presentation - Amendments relating to Classification of Rights Issues | February 01, 2010 |
| IFRS 2 - Share-based Payment: Amendments relating to Group - settled Share-based Payment Transactions | January 01, 2010 |
| IFRIC 14 - IAS 19 - The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction (Amendment) | January 01, 2011 |
| IFRIC 19 - Extinguishing Financial Liabilities with Equity Instruments | July 01, 2010 |

The Company expects that the adoption of the above revision, amendments and interpretations of the standards will not have any material impact on the Company's financial statements in the period of initial application except for the implications of IAS 24 - Related Party Disclosures (revised), which may effect certain disclosures.

In addition to above addition to various accounting standards have also been issued by the IASB as a result of its annual improvement project in April 2009. Such improvements are generally effective for accounting periods beginning on or after 01 January 2010. The Company expects that such improvements of the standards will not have any material impact on the Company's financial statements in the period of initial application.

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

3.1. Basis of preparation

These financial statements have been prepared under the historical cost convention except for certain investments and derivatives which are carried at fair value as referred to in notes 3.10 and 3.23 below.

3.2. Significant accounting estimates and judgments

The preparation of financial statements in conformity with approved accounting standards requires the use of certain critical accounting estimates. It also requires management to exercise its judgments in the process of applying the Company's accounting policies. Estimates and judgments are continually evaluated and are based on historic experience



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

In the process of applying the Company's accounting policies, management has made the following estimates and judgments which are significant to the financial statements:

Property, plant and equipment and intangible assets

The Company reviews appropriateness of the rate of depreciation/amortization, useful life and residual value used in the calculation of depreciation/amortization. Further, where applicable, an estimate of the recoverable amount of assets is made for possible impairment on an annual basis. In making these estimates, the Company uses the technical resources available with the Company. Any change in the estimates in the future might affect the carrying amount of respective item of property, plant and equipment and intangible assets, with corresponding effects on the depreciation / amortization charge and impairment.

Stores and spares

The Company reviews the net realizable value of stores and spares to assess any diminution in the respective carrying values. Net realizable value is estimated with reference to the estimated selling price in the ordinary course of business less the estimated cost necessary to make the sale.

Trade debts

The Company reviews its doubtful trade debts at each reporting date to assess whether provision should be recorded in the profit and loss account. In particular, judgment by management is required in the estimation of the amount and timing of future cash flows when determining the level of provision required. Such estimates are based on assumptions about a number of factors and actual results may differ, resulting in future changes to the provisions.

Taxation

In making the estimate for income tax payable by the Company, the Company takes into account the applicable tax laws and the decision by appellate authorities on certain issues in the past.

Deferred tax assets are recognized for all unused tax losses and credits to the extent that it is probable that taxable profit will be available against which such losses and credits can be utilized. Significant management judgment is required to determine the amount of deferred tax assets that can be recognized, based upon the likely timing and level of future taxable profits together with future tax planning strategies.

Provision for impairment

The Company reviews carrying amount of assets annually to determine whether there is any indication of impairment. If any such indication exists, the assets recoverable amount is estimated and impairment losses are recognized in the profit and loss account.

3.3. Fixed assets and depreciation

3.3.1 Property, plant and equipment

Owned

Operating property, plant and equipment are stated at cost less accumulated depreciation and accumulated impairment losses, if any.

Depreciation is charged to profit and loss using straight line method so as to write off the historical cost of the assets over their estimated useful lives at the rates specified in Note 4.1. Depreciation on additions is charged from the month in which the asset is available to use and on disposals up to the month the respective asset was in use. Assets residual values, useful lives and methods are reviewed, and adjusted, if appropriate, at each financial year end.

The carrying values of property, plant and equipment are reviewed at each reporting date for indication that an asset may be impaired and carrying values may not be recovered. If any such indication exists and where the carrying values exceed the estimated recoverable amount, the assets or cash generating units are written down to their



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

recoverable amount. The recoverable amount of property, plant and equipment is the greater of net selling price and value in use.

Maintenance and normal repairs are charged to profit and loss as and when incurred. Major renewals and improvements, if any, are capitalized when it is probable that respective future economic benefits will flow to the Company.

An item of property, plant and equipment is derecognized upon disposal or when no future economic benefits are expected from its use. Gains and losses on disposals are determined by comparing proceeds with the carrying amount of the relevant assets. These are included in the profit and loss account in the period in which they arise.

Leased

Assets held under finance lease are stated at cost less accumulated depreciation and accumulated impairment losses, if any. These are accounted for by recording the asset at the lower of present value of minimum lease payments under the lease agreements and the fair value of asset acquired. The related obligation under the lease is accounted for as liability. Financial charges are allocated to the accounting period in a manner so as to provide a constant periodic rate of charge on the outstanding liability.

Depreciation is charged to the profit and loss using the same basis as for owned assets.

3.3.2 Capital work-in-progress

These are stated at cost less accumulated impairment losses, if any. All expenditure connected with specific assets incurred during installation and construction period are carried under this head. These are transferred to specific assets as and when these assets are available for use.

3.4. Intangible assets

An intangible asset is recognized if it is probable that the future economic benefits that are attributable to the asset will flow to the enterprise and that the cost of such asset can also be measured reliably.

Costs incurred on the acquisition of computer software are capitalized and are amortized on straight line basis over their estimated useful life. Amortization is charged in the month in which the asset is put to use at the rates stated in Note 5 to the financial statements.

Development expenditure incurred on the project is capitalized when its future recoverability can reasonably be regarded as assured. These are amortized over a period of five years on straight line basis commencing from the date of completion of the project, on a monthly pro-rata basis.

Useful lives of intangible assets are reviewed, at each financial year end and adjusted if appropriate.

The carrying value of intangible assets are reviewed for impairment at each financial year end when events or changes in circumstances, indicate that the carrying value may not be recoverable.

3.5. Borrowing costs

Borrowing costs that are directly attributable to the acquisition and construction of assets and incurred during the period in connection with the activities necessary to prepare the asset for its intended use are capitalized as a part of the cost of related asset.

All other borrowing costs are recognised as an expense in the period in which they are incurred.

3.6. Stores and spares

These are valued at lower of moving average cost and net realizable value. Provision is made for slow moving items where necessary to bring these down to approximate net realizable value and is recognised in income. Net realizable value is estimated with reference to the estimated selling price in the ordinary course of business less the estimated cost necessary to make the sale.



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

3.7. Trade debts

Trade debts originated by the Company are recognised and carried at original invoice amounts less an allowance for doubtful debts. Provision for doubtful debts is based on the management's assessment of customers' outstanding balances and creditworthiness. Bad debts are written-off when identified.

3.8. Loans, advances and other receivables

After initial measurement these are carried at amortized cost less any allowance for impairment.

Gains and losses are recognised in the profit or loss when the loans, advances and other receivables are derecognised or impaired.

3.9. Investment in subsidiary

Investment in shares of the Company's subsidiary is stated at cost. Provision is made, for permanent impairment in the value of investment, if any.

3.10. Investments

The investments of the Company, upon initial recognition, are classified as investment at fair value through profit or loss, held to maturity investment or available for sale investment, as appropriate. The Company determines the classification of its financial assets after initial recognition and, where allowed and appropriate, re-evaluates this designation at each financial year-end.

When investments are recognized initially, they are measured at fair value, plus, in the case of investments not at fair value through profit or loss, directly attributable transaction costs.

Investments at fair value through profit or loss

Financial assets at fair value through profit or loss includes financial assets held for trading and financial assets designated upon initial recognition as at fair value through profit or loss.

Investments which are acquired principally for the purpose of generating profit from short term fluctuations in price or dealer's margin are classified as held for trading. After initial recognition, these are stated at fair values with any resulting gains or losses recognized directly in the profit and loss account. Transaction costs are charged to profit and loss account when incurred.

Held-to-maturity investments

Investments with fixed or determinable payments and fixed maturity where management has both the positive intent and ability to hold to maturity are classified as held to maturity and are stated at amortized cost using the effective interest method. Gains and losses are recognized in profit or loss when the investments are derecognized or impaired, as well as through the amortization process.

Available for sale investments

Investments which are intended to be held for an indefinite period of time but may be sold in response to the need for liquidity or changes in interest rates are classified as available for sale. They are initially measured at fair value plus directly attributable transaction costs. After initial measurement, these are stated at fair values (except for unquoted investments where active market does not exist) with unrealized gains or losses recognized directly in equity until the investment is disposed or determined to be impaired. At the time of disposal, the cumulative gain or loss previously recorded in equity is recognized in the profit and loss account.

Fair value of investments

The fair value of investments that are actively traded in organized financial markets is determined by reference to quoted market bid prices at the close of business on the balance sheet date. For investments where there is no active market, fair value is determined using valuation techniques.



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

3.11. Cash and cash equivalents

For the purpose of cash flow statement, cash and cash equivalents consist of cash in hand and balances with banks, cheques in hand, deposits held at call with banks and other short-term highly liquid investments with original maturities of three months or less.

3.12. Taxation

Current

The charge for current taxation is based on taxable income at the current rates of taxation after taking into account applicable tax credits, rebates and exemptions available, if any or on one half percent of turnover under Section 113 of the Income Tax Ordinance, 2001 whichever is higher.

Deferred

Deferred tax is recognized using the balance sheet liability method, on all temporary differences arising at the balance sheet date between the tax base of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred tax liabilities are recognized for all taxable temporary differences. Deferred tax assets are recognized for all deductible temporary differences to the extent that it is probable that the future taxable profits will be available against which the assets may be utilized. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

The carrying amount of deferred tax asset is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the deferred tax asset to be recognized. Unrecognized deferred tax assets are reassessed at each balance sheet date and are recognized to the extent that it has become probable that future taxable profit will allow deferred tax asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is realized or the liability is settled, based on the tax rates (and tax laws) that have been enacted or substantively enacted at the balance sheet date.

3.13. Interest-bearing loans and borrowings

All loans and borrowings are initially recognised at fair value less directly attributable transaction costs, and have not been designated 'as at fair value through profit or loss'. After initial recognition, interest bearing loans and borrowings are subsequently measured at amortized cost using effective interest rate method.

Gains and losses are recognized in profit or loss when the liabilities are derecognized as well as through the amortization process.

3.14. Trade and other payables

Liabilities for trade and other amounts payable are carried at cost which is the fair value of the consideration to be paid in future for goods and services rendered whether or not billed to the Company.

3.15. Provisions

Provisions are recognized when the Company has a present legal or constructive obligation as a result of past events and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount can be made. Provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimate.

3.16. Transactions with related parties

All transactions with related parties are carried out by the company using the methods prescribed under the Ordinance.

3.17. Revenue

- Revenues from port operations are recognised when services are rendered;
- Profit on deposits / saving accounts are recognised on time proportion basis; and
- Dividend income is recognised when the Company's right to receive the same is established.



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

3.18. Staff retirement benefits

The Company operates an approved contributory provident fund for all eligible employees. Equal monthly contributions are made by the Company and the employees to the fund at the rate of 8.33% of the basic salary.

Contributions from the Company are charged to income for the year.

3.19. Staff compensated absences

The Company provides for its estimated liability towards leaves accumulated by employees on an accrual basis using current salary levels.

3.20. Financial Instruments

Financial assets and financial liabilities are recognized at the time when the Company becomes a party to the contractual provisions of the instrument and are derecognised in case of assets, when the contractual rights under the instrument are realized, expire or surrendered and in case of liability, when the obligation is discharged, cancelled or expired.

3.21. Offsetting of financial assets and financial liabilities

A financial asset and a financial liability is offset and the net amount reported in the balance sheet, if the Company has the enforceable legal right to set off the transaction and also intends either to settle on net basis or to realize the asset and settle the liability simultaneously. Income and expense arising from such assets and liabilities are also offset accordingly.

3.22. Foreign currency translations

Foreign currency transactions are translated into Pak Rupees (functional currency) using the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities in foreign currencies are translated into Pak Rupees using the exchange rate at the balance sheet date. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translations at the year end exchange rates of monetary assets and liabilities denominated in foreign currencies are taken to income currently.

3.23. Derivative financial instruments

The Company uses derivative financial instruments such as interest rate and cross currency swaps to hedge its risk associated with interest and exchange rate fluctuations. Such derivative financial instruments are initially recognized at fair value on the date on which a derivative contract is entered into and are subsequently re-measured at fair value. Derivatives with positive market values (unrealized gains) are included in other asset and derivatives with negative market values (unrealized losses) are included in other liabilities in the balance sheet. Any gains or losses arising from changes in fair value on derivatives during the year that do not qualify for hedge accounting are taken directly to the profit and loss account.

3.24. Dividend and other appropriation to reserves

Dividend and appropriation to reserves are recognized in the financial statements in the period in which these are approved.

3.25. Impairment

The carrying amounts of the Company's assets are reviewed at each balance sheet date to determine whether there is any indication of impairment loss. If such indication exists, the asset's recoverable amount is estimated in order to determine the extent of the impairment loss, if any. Impairment losses are charged to income in the period in which they arise.

3.26. Functional and presentation currency

These financial statements are presented in Pakistani Rupees, which is the Company's functional and presentation currency.



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

| | Note | 2010 | 2009 |
|---|------|--------------------------------|-------------------------|
| | | ----- (Rs. in thousands) ----- | |
| 4. PROPERTY, PLANT AND EQUIPMENT | | | |
| Operating fixed assets | 4.1 | 5,346,132 | 4,724,746 |
| Capital work-in-progress | 4.2 | 454,206 | 1,031,764 |
| | | <u>5,800,338</u> | <u>5,756,510</u> |

4.1. The following is a statement of operating fixed assets:

| | 2010 | | | | | | | | | | |
|----------------------------------|------------------|------------------|---------------------|--------------------------|------------------|----------------|---------------------|------------------|------------------|--------|---------------------------------------|
| | COST | | | ACCUMULATED DEPRECIATION | | | | | | | Written down value as at June 30 2010 |
| As at July 01, 2009 | Additions | Disposals | As at June 30, 2010 | As at July 01, 2009 | For the year | Disposals | As at June 30, 2010 | | | | |
| ----- (Rs. in thousands) ----- | | | | | | | | | | | |
| Owned | | | | | | | | | | | |
| Leasehold improvements | 18,799 | 270,799 | - | 289,598 | 15,910 | 40,688 | - | 56,598 | 233,000 | 20 | |
| Port improvements | 581,722 | 594,886 | - | 1,176,608 | 103,322 | 61,338 | - | 164,660 | 1,011,948 | 5-7.14 | |
| Mobile Harbour Crane | 101,819 | - | - | 101,819 | 101,819 | - | - | 101,819 | - | 20 | |
| Ship to Shore Cranes - STS | 2,007,164 | - | - | 2,007,164 | 258,259 | 126,752 | - | 385,011 | 1,622,153 | 5-6.98 | |
| Gantry tracks | 12,254 | - | - | 12,254 | 3,184 | 613 | - | 3,797 | 8,457 | 5 | |
| Rubber Tyred Gantry Cranes - RTG | 1,545,030 | - | - | 1,545,030 | 153,623 | 105,345 | - | 258,968 | 1,286,062 | 6-6.98 | |
| Port equipment | 611,651 | 91,940 | - | 703,591 | 163,558 | 47,190 | - | 210,748 | 492,843 | 7-20 | |
| Port Power Generation | 228,610 | 73,196 | - | 301,806 | 75,071 | 17,216 | - | 92,287 | 209,519 | 5- 10 | |
| Vehicles | 72,605 | 30,902 | 9,930 | 93,577 | 31,369 | 15,081 | 7,093 | 39,357 | 54,220 | 20 | |
| Computers | 42,070 | 10,136 | - | 52,206 | 31,375 | 8,787 | - | 40,162 | 12,044 | 33.33 | |
| Furniture and fixtures | 23,109 | 10,496 | - | 33,605 | 7,207 | 3,097 | - | 10,304 | 23,301 | 10 | |
| Office equipment | 33,302 | 7,118 | - | 40,420 | 11,808 | 8,990 | - | 20,798 | 19,622 | 10-20 | |
| | 5,278,135 | 1,089,473 | 9,930 | 6,357,678 | 956,505 | 435,097 | 7,093 | 1,384,509 | 4,973,169 | | |
| Leased | | | | | | | | | | | |
| Ship to Shore Cranes - STS | 380,973 | - | - | 380,973 | 59,641 | 23,087 | - | 82,728 | 298,245 | 5-6.06 | |
| Rubber Tyred Gantry Cranes - RTG | 67,908 | - | - | 67,908 | 10,525 | 2,992 | - | 13,517 | 54,391 | 6 | |
| Port equipment | 42,747 | - | - | 42,747 | 18,346 | 4,074 | - | 22,420 | 20,327 | 7-20 | |
| | 491,628 | - | - | 491,628 | 88,512 | 30,153 | - | 118,665 | 372,963 | | |
| Total - 2010 | 5,769,763 | 1,089,473 | 9,930 | 6,849,306 | 1,045,017 | 465,250 | 7,093 | 1,503,174 | 5,346,132 | | |



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

| | 2009 | | | | | | | | | |
|----------------------------------|---------------------|------------------------|----------------|--------------------------|---------------------|---------------------------|----------------|---------------------|---------------------------------------|----------------------|
| | COST | | | ACCUMULATED DEPRECIATION | | | | | | |
| | As at July 01, 2008 | Additions / *transfers | Disposals | As at June 30, 2009 | As at July 01, 2008 | For the year / *transfers | Disposals | As at June 30, 2009 | Written down value as at June 30 2009 | Dep rate % per annum |
| | (Rs. in thousands) | | | | | | | | | |
| Owned | | | | | | | | | | |
| Leasehold improvements | 18,799 | - | - | 18,799 | 12,150 | 3,760 | - | 15,910 | 2,889 | 20 |
| Port improvements | 580,822 | 900 | - | 581,722 | 74,250 | 29,072 | - | 103,322 | 478,400 | 5 |
| Mobile Harbour Crane | 101,819 | - | - | 101,819 | 101,819 | - | - | 101,819 | - | 20 |
| Ship to Shore Cranes - STS | 1,023,407 | 983,757 | - | 2,007,164 | 184,441 | 73,818 | - | 258,259 | 1,748,905 | 5-6.98 |
| Gantry tracks | 12,254 | - | - | 12,254 | 2,572 | 612 | - | 3,184 | 9,070 | 5 |
| Rubber Tyred Gantry Cranes - RTG | 574,466 | 970,564 | - | 1,545,030 | 99,744 | 53,879 | - | 153,623 | 1,391,407 | 6-6.98 |
| Port equipment | 565,784 | 46,197 | (330) | 611,651 | 122,014 | 41,874 | (330) | 163,558 | 448,093 | 7-20 |
| Port Power Generation | 168,520 | 5,090 | - | 228,610 | 35,652 | 13,888 | - | 75,071 | 153,539 | 5- 10 |
| | | 55,000* | | | | 25,531* | | | | |
| Vehicles | 65,978 | 15,487 | (8,860) | 72,605 | 25,337 | 13,482 | (7,450) | 31,369 | 41,236 | 20 |
| Computers | 38,039 | 4,031 | - | 42,070 | 21,000 | 10,375 | - | 31,375 | 10,695 | 33.33 |
| Furniture and fixtures | 19,185 | 3,924 | - | 23,109 | 4,987 | 2,220 | - | 7,207 | 15,902 | 10 |
| Office equipment | 26,635 | 6,667 | - | 33,302 | 8,943 | 2,865 | - | 11,808 | 21,494 | 10-20 |
| | 3,195,708 | 2,036,617 | (9,190) | 5,278,135 | 692,909 | 245,845 | (7,780) | 956,505 | 4,321,630 | |
| | | 55,000* | | | | 25,531* | | | | |
| Leased | | | | | | | | | | |
| Ship to Shore Cranes - STS | 380,973 | - | - | 380,973 | 36,554 | 23,087 | - | 59,641 | 321,332 | 5-6.06 |
| Rubber Tyred Gantry Cranes - RTG | 67,908 | - | - | 67,908 | 6,451 | 4,074 | - | 10,525 | 57,383 | 6 |
| Port equipment | 42,747 | - | - | 42,747 | 15,353 | 2,993 | - | 18,346 | 24,401 | 7-20 |
| Generators | 55,000 | (55,000)* | - | - | 20,491 | 5,040 | - | - | - | 10 |
| | | | | | | (25,531)* | | | | - |
| | 546,628 | - | - | 491,628 | 78,849 | 35,194 | - | 88,512 | 403,116 | |
| | | (55,000)* | | | | (25,531)* | | | | |
| Total - 2009 | 3,742,336 | 2,036,617 | (9,190) | 5,769,763 | 771,758 | 281,039 | (7,780) | 1,045,017 | 4,724,746 | |

4.1.1. Additions to fixed assets include borrowing costs amounting to Rs. Nil (2009: Rs. 17.239) million.

* represent transfer from leased assets to owned assets.

4.1.2. Disposal of operating fixed assets:

| | Cost | Accumulated depreciation | Written down value | Sale price | Gain/ (loss) | Mode of disposal | Particulars of buyer |
|-------------------|--------------------|--------------------------|--------------------|--------------|--------------|------------------|----------------------------------|
| | (Rs. in thousands) | | | | | | |
| Vehicles | | | | | | | |
| Suzuki Bolan | 367 | 367 | - | 50 | 50 | Company policy | Mr. Desmond Bhatti(employee) |
| Suzuki Bolan | 396 | 396 | - | 25 | 25 | Company policy | Mr. Feroz Ahsun (employee) |
| Toyota Harrier | 3,328 | 1,942 | 1,386 | 1,497 | 111 | Company policy | Mr. Sharique Siddiqui (Director) |
| Santro | 549 | 549 | - | 275 | 275 | Company policy | Mr. Gulzar Nadeem (employee) |
| Mitsubishi Lancer | 1,269 | 1,036 | 233 | 350 | 117 | Company policy | Mr. Bilal Rauf (employee) |
| Suzuki Bolan | 367 | 367 | - | 100 | 100 | Company policy | Mr. Syed Arif Ali (employee) |
| BMW | 3,654 | 2,436 | 1,218 | 1,279 | 61 | Company policy | Mr. Asim Siddiqui (Director) |
| | 9,930 | 7,093 | 2,837 | 3,576 | 739 | | |



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

| | Note | 2010 ----- (Rs. in thousands) ----- | 2009 ----- (Rs. in thousands) ----- |
|--|------|--|--|
| 4.1.3 Depreciation charge for the year has been allocated as under: | | | |
| Terminal operating costs | 23 | 409,087 | 252,970 |
| Administrative expenses | 24 | 56,163 | 28,069 |
| | | 465,250 | 281,039 |

4.2. Capital work-in-progress

| | | |
|---|----------------|-----------|
| Civil works | 314,502 | 809,730 |
| Advances to suppliers and contractors | 132,835 | 158,958 |
| Mobilization advance | | |
| - for purchase of cranes and related equipments | 6,869 | 2,666 |
| - for purchase / development of computer software | - | 60,410 |
| | 454,206 | 1,031,764 |

4.2.1. Movement

| | Civil works | Advances to suppliers and contractors | Advance for purchase of cranes and related equipments | Advance for purchase / development of computer software | Total |
|--|--------------------|---------------------------------------|---|---|------------------|
| | (Rs. in thousands) | | | | |
| Balance as at June 30, 2008 | 376,862 | 124,329 | 474,336 | 44,156 | 1,019,683 |
| Capital expenditure incurred / advances made during the year | 439,932 | 67,726 | 1,496,651 | 16,254 | 2,020,563 |
| Transfer to operating fixed assets | (7,064) | (33,097) | (1,968,321) | - | (2,008,482) |
| Balance as at June 30, 2009 | 809,730 | 158,958 | 2,666 | 60,410 | 1,031,764 |
| Capital expenditure incurred / advances made during the year | 264,391 | 107,386 | 41,453 | 8,000 | 421,230 |
| Transfer to operating fixed assets / intangible assets | (759,619) | (133,509) | (37,250) | (68,410) | (998,788) |
| Balance as at June 30, 2010 | 314,502 | 132,835 | 6,869 | - | 454,206 |

5. INTANGIBLE ASSETS

| Note | COST | | | ACCUMULATED AMORTIZATION | | | Book value as at June 30, 2010 | Amortization rate % |
|--------------------------|---------------------|-----------|---------------------|--------------------------|---------------------|---------------------|--------------------------------|---------------------|
| | As at July 01, 2009 | Additions | As at June 30, 2010 | As at July 01, 2009 | Charge for the year | As at June 30, 2010 | | |
| | (Rs. in thousands) | | | | | | | |
| Computer software | 37,357 | 68,410 | 105,767 | 37,106 | 3,672 | 40,778 | 64,989 | 20-33.33 |
| Project development cost | 37,889 | - | 37,889 | 37,889 | - | 37,889 | - | 20 |
| 2010 | 75,246 | 68,410 | 143,656 | 74,995 | 3,672 | 78,667 | 64,989 | |
| 2009 | 75,246 | - | 75,246 | 60,840 | 14,155 | 74,995 | 251 | |

5.1.1. These include legal and professional charges, litigation settlement, salaries and benefits and traveling expenses incurred in connection with the main project during the pre operating period.

| | Note | 2010 ----- (Rs. in thousands) ----- | 2009 ----- (Rs. in thousands) ----- |
|---|------|--|--|
| 5.1.2. Amortization charge for the year has been allocated as under: | | | |
| Terminal operating costs | 23 | 3,672 | 8,472 |
| Administrative expenses | 24 | - | 5,683 |
| | | 3,672 | 14,155 |



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

6. LONG TERM INVESTMENT - at cost

Unquoted subsidiary

| Number of ordinary shares of Rs.10/- each | | Activity | Holding | | 2010 2009 (Rupees in thousands) | 2010 2009 |
|--|------|--|---------------|-----------|---------------------------------------|--------------|
| 2010 | 2009 | | 2010 % | 2009 % | | |
| 7 | - | Pakistan International Bulk Terminal (Private) Limited | Bulk Terminal | 100 | - | - |

7. LONG TERM DEPOSITS

Represents mainly security deposits against leased assets.

| Note | 2010 ----- (Rs. in thousands) ----- | 2009 ----- (Rs. in thousands) ----- |
|------|--|--|
|------|--|--|

8. STORES AND SPARES

| | | |
|--------|----------------|----------------|
| Stores | 84,304 | 71,096 |
| Spares | 216,782 | 182,819 |
| | <u>301,086</u> | <u>253,915</u> |

9. TRADE DEBTS - Unsecured

| | | | |
|------------------------------------|-----------|----------------|----------------|
| Considered good | 9.1 & 9.2 | 237,352 | 388,046 |
| Considered doubtful | | 3,641 | 4,810 |
| | | <u>240,993</u> | <u>392,856</u> |
| Less: Provision for doubtful debts | 9.3 | 3,641 | 4,810 |
| | | <u>237,352</u> | <u>388,046</u> |

9.1 The aging of trade debts at June 30 is as follows:

| | | |
|-------------------------------|----------------|----------------|
| Neither past due nor impaired | 204,521 | 317,852 |
| Past due but not impaired | | |
| - within 90 days | 22,726 | 47,555 |
| - 91 to 180 days | 4,116 | 10,988 |
| - over 180 days | 5,989 | 11,651 |
| | <u>237,352</u> | <u>388,046</u> |

9.2 Includes Rs. 0.3 (2009: Rs. 4.088) million due from Marine Services (Private) Limited, Rs. Nil (2009: Rs. 0.970) million due from Port Link International Services (Private) Limited and Rs. 0.313 (2009: Rs. 2.068) million due from Premier Mercantile Services (Private) Limited - all related parties.

| | 2010 ----- (Rs. in thousands) ----- | 2009 ----- (Rs. in thousands) ----- |
|--|--|--|
|--|--|--|

9.3 Movement of provision for doubtful debts

| | | |
|-----------------------------|--------------|--------------|
| Opening balance | 4,810 | 2,154 |
| Provision for the year | 924 | 2,656 |
| Written off during the year | (2,093) | - |
| | <u>3,641</u> | <u>4,810</u> |

10. ADVANCES - Unsecured, considered good

| | | |
|----------------|---------------|---------------|
| - to employees | 5,149 | 2,169 |
| - to suppliers | 30,415 | 31,625 |
| | <u>35,564</u> | <u>33,794</u> |



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

| | 2010 | 2009 |
|--|--------------------------------|---------------|
| | ----- (Rs. in thousands) ----- | |
| 11. DEPOSITS AND PREPAYMENTS | | |
| Security deposits | 9,214 | 9,243 |
| Prepayments | | |
| - Insurance | 41,939 | 30,000 |
| - Others | 4,940 | 3,430 |
| | <u>56,093</u> | <u>42,673</u> |
| 12. OTHER RECEIVABLES - Unsecured | | |
| Accrued profit on term deposits | 1,043 | 1,055 |
| Accrued profit on certificate of investments | 12.1 15,648 | 8,663 |
| Other receivables - considered good | 12.2 13,490 | 4,877 |
| | <u>30,181</u> | <u>14,595</u> |
| 12.1 Accrued profit on certificate of investments | 17,814 | 8,663 |
| Less: Provision for impairment | 27 (2,166) | - |
| | <u>15,648</u> | <u>8,663</u> |

12.2 Includes Rs. 10.133 million due from Pakistan International Bulk Terminal (Private) Limited, a wholly owned subsidiary, in respect of incorporation expenses paid by the Company.

| | Note | 2010 | 2009 |
|--------------------------------------|------|--------------------------------|----------------|
| | | ----- (Rs. in thousands) ----- | |
| 13. SHORT TERM INVESTMENTS | | | |
| At fair value through profit or loss | 13.1 | 539,122 | 469,847 |
| Held to maturity - Related party | 13.2 | 53,250 | 90,000 |
| | | <u>592,372</u> | <u>559,847</u> |

13.1 At fair value through profit or loss

| Number of units / shares | 2010 | | 2009 | |
|--|-----------|---|--------------------------------|----------------|
| | 2010 | 2009 | Cost | Fair value |
| | | | ----- (Rs. in thousands) ----- | |
| Listed - Mutual Funds (Open Ended) | | | | |
| - | 4,276,613 | JS Income Fund | - | 448,488 |
| 4,236,041 | - | JS Cash Fund | 429,958 | - |
| 458,051 | - | Crosby Phoenix Fund | 46,135 | 51,256 |
| 101,683 | - | Atlas Money Market Fund | 50,000 | 52,224 |
| 5,633 | 5,633 | JS - UTP | 511 | 582 |
| - | 193,919 | JS Aggressive Income Fund | - | 15,818 |
| | | | <u>526,604</u> | <u>538,087</u> |
| | | | 412,966 | 469,090 |
| Listed - Mutual Funds (Close Ended) | | | | |
| 243,500 | 243,500 | UTP Large Cap Fund | 757 | 1,035 |
| | | Unrealized gain on revaluation of investments | 11,761 | - |
| | | | <u>539,122</u> | <u>539,122</u> |
| | | | 2,348 | 757 |
| | | | 38,214 | - |
| | | | <u>469,847</u> | <u>469,847</u> |



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

| | Note | 2010 ----- (Rs. in thousands) ----- | 2009 ----- (Rs. in thousands) ----- |
|--|------|--|--|
| 13.2 Held to Maturity Investments - Related party | | | |
| Saudi Pak Leasing Company - COI | 13.3 | 71,000 | 90,000 |
| Less: Provision for impairment | 27 | <u>(17,750)</u> | <u>-</u> |
| | | <u>53,250</u> | <u>98,663</u> |

- 13.3** Represents investments in Certificates of Investments (COIs) of Saudi Pak Leasing Company (the Leasing Company) - a related party, having face value of Rs. 71 million (2009: Rs. 90 million) carrying interest at the rate of 13.5% per annum maturing by August 2010.

During the year, the Leasing Company has made default in repayment against COIs in August 2009 due to liquidity crunch induced by the stoppage of credit lines from the commercial banks/DFIs and impairment in repayment capacity of the lessees as reported in its half yearly financial statements for the period ended December 31, 2009. However, the Company has received Rs. 19 million against the above investment. Subsequently, the Leasing Company has proposed a restructuring schedule under which the COIs are repayable in 46 monthly installments. The management is actively pursuing with the Leasing Company and is confident that the Company will recover its investment in due course. However, due to uncertainties involved, on the basis of prudence, the Company has reduced the carrying value of investment to the extent of twenty five percent as at June 30, 2010. Thus, impairment of Rs. 17.750 million has been recorded in these financial statements.

| | Note | 2010 ----- (Rs. in thousands) ----- | 2009 ----- (Rs. in thousands) ----- |
|-----------------------------------|------|--|--|
| 14. CASH AND BANK BALANCES | | | |
| With banks: | | | |
| - in current accounts | 14.1 | 275,914 | 35,146 |
| - in saving accounts | 14.2 | 601,740 | 247,875 |
| - in deposit accounts | 14.3 | <u>135,000</u> | <u>202,000</u> |
| | | <u>1,012,654</u> | <u>485,021</u> |
| Cash in hand | | <u>13,522</u> | <u>6,167</u> |
| | | <u>1,026,176</u> | <u>491,188</u> |

- 14.1** Includes Rs. 255 million (June 30, 2009: Rs. Nil) deposited by the Company in Debt Reserve Account maintained for debt services under "Debt Reserve Account Agreement" entered into with IFC and OFID.

- 14.2** These carry profit at the rates ranging from 5 to 11.5 percent (2009: 5 to 11.5 percent) per annum.

- 14.3** These carry profit at the rates ranging from 10.65 to 12.2 percent (2009: 8.7 to 17.3 percent) per annum.

15. SHARE CAPITAL

15.1 Authorised capital

| 2010 (Number of shares) | 2009 | | 2010 ----- (Rs. in thousand) ----- | 2009 ----- (Rs. in thousand) ----- |
|----------------------------|--------------------|------------------------------------|---------------------------------------|---------------------------------------|
| 182,000,000 | 182,000,000 | Ordinary shares of Rs.10/- each | 1,820,000 | 1,820,000 |
| <u>18,000,000</u> | <u>18,000,000</u> | Preference shares of Rs. 10/- each | <u>180,000</u> | <u>180,000</u> |
| <u>200,000,000</u> | <u>200,000,000</u> | | <u>2,000,000</u> | <u>2,000,000</u> |



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

15.2 Issued, subscribed and paid-up capital

| 2010 (Number of shares) | 2009 | Note | 2010 ----- (Rs. in thousand) ----- | 2009 |
|----------------------------|--------------------|--|---------------------------------------|------------------|
| | | Ordinary shares of Rs. 10/- each | | |
| 63,761,200 | 63,761,200 | - fully paid in cash | 637,612 | 637,612 |
| 33,352,352 | 15,160,160 | - issued as bonus shares | 333,524 | 151,602 |
| 12,039,600 | 12,039,600 | - issued for consideration other than cash | 120,396 | 120,396 |
| <u>109,153,152</u> | <u>90,960,960</u> | 15.2.1 | <u>1,091,532</u> | <u>909,610</u> |
| | | Preference shares of Rs. 10/- each | | |
| 18,000,000 | 18,000,000 | - fully paid in cash | 180,000 | 180,000 |
| <u>127,153,152</u> | <u>108,960,960</u> | 15.2.2 & 15.2.3 | <u>1,271,532</u> | <u>1,089,610</u> |

15.2.1 Represents shares issued in consideration for mobile harbour cranes, port equipment and a vehicle.

15.2.2 These are cumulative redeemable preference shares, issued in the ratio of 1 preference share for 3.54 ordinary shares held and carry a dividend of 10 percent on the issue price, redeemable 7 years after the issue date. The shareholders, inter alia, have the right to convert these into ordinary shares in the ratio of 1 ordinary share for 1 preference share held, if the Company fails to redeem these shares.

15.2.3 The above stated preference shares have been treated as part of equity on the following bases:

- The preference shares were issued under the provision of Section 86 of the Companies Ordinance, 1984 (the Ordinance) read with Section 90 of the Ordinance and the Companies Share Capital (Variation in Rights and Privileges) Rules, 2000.
- The authorised capital of the Company and the issue of the preference shares were duly approved by the shareholders of the Company at the Extraordinary General Meeting held on December 24, 2004.
- Return of allotment of shares was filed under Section 93(1) of the Ordinance.
- The Company is required to set-up a reserve for redemption of preference shares under Section 85 of the Ordinance in respect of the shares redeemed which effectively makes preference shares a part of equity.
- Dividend on the preference shares is appropriation of profit both under the Ordinance and the tax laws.
- The requirements of the Ordinance take precedence over the requirements of IFRSs.
- As stated in 15.2.2 above, shareholders have the right to convert these preference shares into ordinary shares or else retain their preference shares, provided that the Company shall pay the preferred dividend for each financial year following the expiry of the term date at the rate of 12% (instead of 10%) per annum on the face value.
- These preference shares are listed on the Karachi Stock Exchange.

However, considering the requirements of the IFRSs for classification of debt and equity instruments, which suggests that the above preference shares be classified as debt, the Company has sought a clarification from the SECP in respect of the presentation of preference shares in the financial statements prepared in accordance with the requirements of the Companies Ordinance, 1984. Pending the decision of the SECP in this matter, the preference shares have been reflected as equity of the Company.



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

- 15.3** Premier Mercantile Services (Private) Limited - a related party holds 38,544,040 ordinary shares (2009: 32,111,700 ordinary shares) of nominal value of Rs.10/- each representing 35.3 percent (2009: 35.3 percent) of the ordinary paid-up capital of the Company.

Jahangir Siddiqui & Company Limited - a related party holds 24,000,000 ordinary shares (2009: 17,909,800 ordinary shares) of nominal value of Rs.10/- each representing 21.9 percent (2009: 19.69 percent) of the ordinary paid-up capital of the Company.

- 15.4** The Company has entered into long term loan agreements with IFC and OFID. These agreements restrict the Company from declaring or paying any dividend on ordinary shares or making any distribution on its share capital (other than dividends or distributions payable in preference shares of the Company) unless agreed by IFC and OFID subject to certain conditions of the agreements.

| | 2010 | 2009 |
|--|--------------------------------|------------------|
| | ----- (Rs. in thousands) ----- | |
| 16. LONG-TERM FINANCING - Secured | | |
| <u>International Finance Corporation (IFC)</u> | | |
| First Loan | | |
| - Loan A | 257,989 | 315,038 |
| - Loan C | 128,400 | 121,950 |
| | 386,389 | 436,988 |
| Second Loan | 376,640 | 410,565 |
| Third Loan | 256,800 | 406,500 |
| Fourth Loan | 856,000 | 813,000 |
| | <u>1,875,829</u> | <u>2,067,053</u> |
| <u>OPEC Fund for International Development (OFID)</u> | | |
| First Loan | 257,989 | 315,041 |
| Second Loan | 376,640 | 410,565 |
| Third Loan | 96,300 | 152,437 |
| Fourth Loan | 256,800 | 243,900 |
| | 987,729 | 1,121,943 |
| | <u>2,863,558</u> | <u>3,188,996</u> |
| Less: | | |
| - Unamortized transaction costs | 45,736 | 63,684 |
| - Current maturity of long-term financing | 519,782 | 469,284 |
| | 565,518 | 532,968 |
| | <u>2,298,040</u> | <u>2,656,028</u> |



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

16.1 The principal terms and conditions of the above loans are summarized as follows:

| IFC | First Loan | | Second Loan | Third Loan | Fourth Loan |
|----------------------------------|-------------------|----------------------|--------------------|-------------------|--------------------|
| | Loan A | Loan C | | | |
| - Principal amount in US Dollars | 7,750,000 | 1,500,000 | 6,000,000 | 8,000,000 | 10,000,000 |
| - Interest rate per annum | LIBOR plus 3.875% | 5% (Note 16.1.1) | LIBOR plus 3.375% | LIBOR Plus 3.25% | LIBOR plus 3.125% |
| - Repayment terms: | | | | | |
| · Number of installments | 18 semi-annual | 2 equal installments | 18 semi-annual | 16 semi-annual | 14 semi-annual |
| · First installment | April 15, 2005 | April 15, 2014 | January 15, 2007 | October 15, 2007 | July 15, 2011 |
| · Last installment | October 15, 2013 | October 15, 2014 | July 15, 2015 | April 15, 2015 | January 15, 2018 |
| OFID | | First Loan | Second Loan | Third Loan | Fourth Loan |
| - Principal amount in US Dollars | | 7,750,000 | 6,000,000 | 3,000,000 | 3,000,000 |
| - Interest rate per annum | | LIBOR plus 3.875% | LIBOR plus 3.375% | LIBOR plus 3.25% | LIBOR plus 3.125% |
| - Repayment terms: | | | | | |
| · Number of installments | | 18 semi-annual | 18 semi-annual | 16 semi-annual | 14 semi-annual |
| · First installment | | April 15, 2005 | January 15, 2007 | October 15, 2007 | July 15, 2011 |
| · Last installment | | October 15, 2013 | July 15, 2015 | April 15, 2015 | January 15, 2018 |

16.1.1 In addition to the above, IFC is entitled to additional interest to be computed at the rate of US Dollar 1.85 per TEU (Twenty Feet Equivalent Container Units) in excess of 150,000 TEUs per annum subject to cap of upto US Dollars 200,000 per annum upto year 2010 and progressively increasing to US Dollar 300,000 per annum upto year 2014.

16.1.2 The above loans are secured as follows:

IFC Loans (First Loan A , Second Loan, Third Loan and Fourth Loan) and OFID Loans

These loans are secured by way of a first equitable mortgage on land, building, equipments, immovable assets and leasehold interest in project site and first hypothecation over all other movable assets.

IFC Loan C

This loan is secured by way of a second equitable mortgage on land, building, equipments, immovable assets and leasehold interest in project site and second hypothecation over all other movable assets.

17. LIABILITIES AGAINST ASSETS SUBJECT TO FINANCE LEASE

Represent finance leases entered into with leasing companies for Ship to Shore Crane (STS), Rubber Tire Gantry Crane (RTG) and port equipments. Total lease rentals due under various lease agreements aggregate Rs. 265.912 (2009: Rs. 358.299) million and are payable in quarterly and six monthly installments latest by 2012. Overdue rental payments are subject to an additional charge upto 0.1 percent per day. Taxes, repairs, replacement and insurance costs are to be borne by the lessee. In case of termination of agreement, the lessee has to pay the entire rent for unexpired period. Financing rates of approximately 14.60 to 15.01 (2009: 15.01 to 17.94) percent per annum have been used as discounting factor. These lease obligations are based on six months KIBOR. Purchase options can be exercised by the lessee in accordance with the respective lease agreements.

| | 2010 | | 2009 | |
|---|--------------------------------|---------------|------------------------|---------------|
| | Minimum lease Payments | Present Value | Minimum lease Payments | Present Value |
| | ----- (Rs. in thousands) ----- | | | |
| Within one year | 79,512 | 59,909 | 91,503 | 62,309 |
| After one year but not more than five years | 186,400 | 173,394 | 266,796 | 233,303 |
| More than five years | - | - | - | - |
| Total minimum lease payments | 265,912 | 233,303 | 358,299 | 295,612 |
| Less: Amount representing finance charges | 32,609 | - | 62,687 | - |
| Present value of minimum lease payments | 233,303 | 233,303 | 295,612 | 295,612 |
| Less: Current portion | 59,909 | 59,909 | 62,309 | 62,309 |
| | 173,394 | 173,394 | 233,303 | 233,303 |



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

17.1 The Company has entered into a cross currency interest rate swap agreement with a local commercial bank for a notional amount of Rs. 343.50 million, maturing up to July 2011. Under swap arrangement the principal payable amount of Rs. 343.750 million is swapped with US dollar component at Rs. 60.49 per US dollar making loan amount to US dollar 5.682 million. Besides foreign currency component, the Company would receive three months KIBOR rates and pay three months LIBOR and spread of 3.15% as per the respective arrangement, which will be settled quarterly. The swap is being used to hedge the exposure to change in the fair value of Company's lease obligations which are based on KIBOR. The outstanding balance of this arrangement is Rs. 203.125 million as at the balance sheet date. The net fair value of this cross currency interest rate swap was Rs. 66.177 million unfavorable to the Company as of the balance sheet date. The unwinding cost of the said cross currency swap as determined by the bank as of June 30, 2010 was Rs.83.357 million. The swap arrangement has exposed the Company to foreign currency risk on the US\$ value converted at the agreement date of principal amount of the loan.

| | Note | 2010 | 2009 |
|---|---------------|--------------------------------|----------------|
| | | ----- (Rs. in thousands) ----- | |
| 18. DEFERRED TAX LIABILITY | | | |
| Taxable temporary differences | | | |
| Accelerated tax depreciation / amortization allowance | | 986,219 | 776,447 |
| Deductible temporary differences | | | |
| Provision for compensated absences | | (10,020) | (8,453) |
| Provision for doubtful debts | | (1,274) | (1,684) |
| Fair value loss on derivative | | (23,162) | (18,982) |
| Others | | (6,970) | - |
| | | <u>944,793</u> | <u>747,328</u> |
| 19. STAFF COMPENSATED ABSENCES | | | |
| Opening balance | | 24,152 | 16,400 |
| Provision for the year | | 4,476 | 7,752 |
| Closing balance | | <u>28,628</u> | <u>24,152</u> |
| 20. TRADE AND OTHER PAYABLES | | | |
| Trade Creditors | 20.1 | 152,375 | 205,158 |
| Due to Karachi Port Trust | | | |
| Royalty | | 42,647 | 45,271 |
| Wharfage | | 50,461 | 48,511 |
| Handling and marshalling charges | 20.2 & 21.1.2 | 34,604 | 37,504 |
| | | 127,712 | 131,286 |
| Accrued expenses | | | |
| Legal and professional charges | | 5,283 | 3,662 |
| Salaries and wages | | 23,130 | 15,957 |
| Others | | 1,525 | 2,083 |
| | | 29,938 | 21,702 |
| Other liabilities | | | |
| Advances from customers | | 35,271 | 27,384 |
| Retention money | | 26,505 | 22,129 |
| Sales tax payable | | 39,022 | 7,143 |
| Fair value loss on derivatives | 17.1 | 66,177 | 54,232 |
| Workers' Welfare Fund | | 30,616 | 23,490 |
| Dividend payable | | 1,282 | 4,093 |
| Others | | 7,819 | 3,107 |
| | | <u>206,692</u> | <u>141,578</u> |
| | | <u>516,717</u> | <u>499,724</u> |



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

- 20.1 Includes Rs. 58.003 (2009: Rs. 84.473) million payable to Premier Mercantile Services (Private) Limited - a related party.
- 20.2 Includes Rs. 34.6 (2009: Rs. 34.6) million withheld by the company from handling and marshalling charges billed by KPT as fully explained in note 21.1.2.

21. CONTINGENCIES AND COMMITMENTS

21.1 Contingencies

21.1.1 During the year ended 30 June 2007, the Trustees of the Port of Karachi filed a civil suit against the Company in the Honorable High Court of Sindh alleging mis-declaration of the category of goods upon import of Quayside Container Crane and Rubber Tyred Gantry Cranes in the year 2004 and thereby claiming a sum of Rs. 101.5 million being additional wharfage charges and Rs 203 million as penalty, with interest. According to the opinion of the legal counsel of the Company, there is no merit in this claim and hence there is a remote possibility that the case would be decided against the Company. Further, the legal counsel has also stated that, in any case, the penalty imposed will be disallowed by the Honorable High Court. In view thereof, no provision for any liability has been made in these financial statements.

21.1.2 During the year ended 30 June 2007, the Company filed a interpleader civil suit against the Deputy District Officer, Excise and Taxation and the Trustees of the Port of Karachi (KPT) in the Honorable High Court of Sindh against the demand raised by the Deputy District Officer, Excise and Taxation under Section 14 of the Property Tax Act, 1958 to pay the property tax amounting to Rs. 34.6 million for the period from 2003 to 2007 out of the rent payable to KPT. The Honorable High Court of Sindh granted a stay order to Company ensuring that no coercive action is taken against the Company in due course until the case has been finalized. During the year ended June 30 2008, the Company has withheld the amount of Rs. 34.6 million from the handling and marshalling charges billed by KPT for the period from July 01, 2007 till December 31, 2007, in accordance with the Honorable High Court's short order dated June 29, 2007. According to the opinion of the legal counsel of the Company, there is full merit in this case and the property tax imposed will be disallowed by the Honorable High Court. In view thereof, no provision for any liability has been made in these financial statements.

2010 2009
----- (Rs. in thousands) -----

21.2 Commitments

21.2.1 Commitments for capital expenditure

| | | |
|-------------------|--------|---------|
| Civil works | 15,000 | 95,910 |
| Intangible assets | 5,400 | 15,399 |
| | 20,400 | 111,309 |

21.2.2 Letter of guarantees

| | | |
|--|--------|---------|
| | 85,600 | 161,300 |
|--|--------|---------|

21.2.3 Letters of credit

| | | |
|--|-------|---|
| | 3,876 | - |
|--|-------|---|

22. TURNOVER - net

| | | |
|-----------------|-----------|-----------|
| Turnover | 5,272,697 | 4,808,858 |
| Less: Sales tax | 147,580 | 244,602 |
| | 5,125,117 | 4,564,256 |



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

| | Note | 2010 ----- (Rs. in thousands) ----- | 2009 ----- (Rs. in thousands) ----- |
|--|-------|--|--|
| 23. TERMINAL OPERATING COSTS | | | |
| Salaries, wages and benefits | 23.1 | 259,981 | 209,915 |
| Contracted labour | | 24,460 | 18,832 |
| Staff training | | 956 | 1,069 |
| Royalty | | 500,381 | 389,443 |
| Handling and Marshalling charges | | 111,507 | 110,609 |
| Crane usage charges | | 39,205 | 68,512 |
| Port maintenance | | 1,370 | 3,359 |
| Stevedoring | | 776,131 | 776,908 |
| Custom seals | | 3,082 | 2,154 |
| Storage charges | | 19,251 | 33,223 |
| Stores, spares and other maintenance charges | | 222,266 | 170,032 |
| Fuel consumed | | 410,089 | 318,176 |
| Travelling and conveyance | | 2,174 | 1,063 |
| Office maintenance | | 31,683 | 31,617 |
| Vehicles running expenses | | 9,924 | 9,196 |
| Insurance | | 86,245 | 58,897 |
| Printing and stationery | | 3,245 | 5,155 |
| Utilities | | 6,919 | 8,407 |
| Depreciation | 4.1.3 | 409,087 | 252,970 |
| Amortization | 5.1.2 | 3,672 | 8,472 |
| Others | | 20,439 | 16,831 |
| | | <u>2,942,067</u> | <u>2,494,840</u> |

23.1 This includes Rs.6.424 (2009: Rs. 5.490) million in respect of staff retirement benefits and Rs. 2.55 (2009: Rs. 4.289) million in respect of compensated absences.

| | Note | 2010 ----- (Rs. in thousands) ----- | 2009 ----- (Rs. in thousands) ----- |
|------------------------------------|---------------|--|--|
| 24. ADMINISTRATIVE EXPENSES | | | |
| Salaries, wages and benefits | 24.1 | 162,217 | 115,734 |
| Travelling and conveyance | | 6,825 | 4,658 |
| Advertising expense | | 4,201 | 1,633 |
| Auditors' remuneration | 24.2 | 2,866 | 2,353 |
| Legal and professional charges | | 13,679 | 13,062 |
| Office maintenance | | 9,871 | 7,644 |
| Vehicles running expenses | | 9,717 | 9,528 |
| Security expenses | | 4,601 | 3,206 |
| Insurance expense | | 2,183 | 1,784 |
| Communication | | 4,988 | 3,914 |
| Printing and stationery | | 11,957 | 11,929 |
| Utilities | | 1,962 | 1,263 |
| Depreciation | 4.1.3 | 56,163 | 28,069 |
| Amortisation | 5.1.2 & 16 | 19,214 | 17,542 |
| Fees and subscription | | 4,755 | 4,368 |
| Entertainment | | 13,718 | 12,189 |
| Donations | 24.3 & 24.3.1 | 10,055 | 10,819 |
| Provision for doubtful debts | | 924 | 2,656 |
| Others | | 9,272 | 11,463 |
| | | <u>349,168</u> | <u>263,814</u> |



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

24.1 This includes Rs.5.22 (2009: Rs. 4.43) million in respect of staff retirement benefits and Rs. 1.92 (2009: Rs. 3.46) million in respect of compensated absences.

| | 2010 | 2009 |
|---|--------------------------------|--------------|
| | ----- (Rs. in thousands) ----- | |
| 24.2 Auditors' remuneration | | |
| Statutory audit fee | 1,100 | 1,000 |
| Fee for review of compliance with Code of Corporate Governance and half yearly accounts | 468 | 413 |
| Tax and corporate advisory services | 1,198 | 850 |
| Out of pocket expenses | 100 | 90 |
| | <u>2,866</u> | <u>2,353</u> |

24.3 Includes Rs.2.50 (2009: Rs. 1.00) million paid to Rabia Azeem Trust in which Capt. Haleem A. Siddiqui, Mr. Aasim Azim Siddiqui and Mr. Sharique Azim Siddiqui are Trustees. No other directors or their spouses have any interest in any donee's fund to which donation was made.

24.3.1 This includes Rs.Nil (2009: Rs. 5.00) million paid to Internally Displaced Persons Fund.

| | Note | 2010 | 2009 |
|--|------|--------------------------------|----------------|
| | | ----- (Rs. in thousands) ----- | |
| 25. OTHER OPERATING INCOME | | | |
| Income from financial assets | | | |
| Profit on deposit accounts | | 70,402 | 55,821 |
| Gain on re measurement of investments at fair value through profit or loss | | 11,761 | 34,142 |
| Gain realised on disposal of investments | | 12,981 | 9,633 |
| | | <u>95,144</u> | <u>99,596</u> |
| Income from non financial assets | | | |
| Dividend income | | - | 571 |
| Profit on sale of fixed assets | | 739 | 746 |
| Others | | 924 | 145 |
| | | <u>1,663</u> | <u>1,462</u> |
| | | <u>96,807</u> | <u>101,058</u> |

26. FINANCE COSTS

| | | |
|------------------------------------|----------------|----------------|
| Interest on long-term financing | 147,201 | 160,968 |
| Financial charges on leased assets | 38,200 | 45,086 |
| Bank charges | 456 | 2,936 |
| | <u>185,857</u> | <u>208,990</u> |

27. OTHER CHARGES

| | | |
|--------------------------------------|----------------|----------------|
| Exchange loss on long term financing | 161,395 | 441,293 |
| Fair value loss on derivatives | 11,945 | 56,666 |
| Workers' Welfare Fund | 30,616 | 23,490 |
| Provision for impairment | 19,916 | - |
| Others | - | 1,693 |
| | <u>223,872</u> | <u>523,142</u> |



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

| | Note | 2010 ----- (Rs. in thousands) ----- | 2009 ----- |
|---|---------|--|------------------------------|
| 28. TAXATION | | | |
| Current | | 377,000 | 20,546 |
| Deferred | | 197,465 | 218,293 |
| Prior | | 38,682 | - |
| | 28.1 | <u>613,147</u> | <u>238,839</u> |
| 28.1 Relationship between tax expense and accounting profit | | | |
| Profit Before tax | | <u>1,520,960</u> | <u>1,174,528</u> |
| Tax at the applicable tax rate of 35% | | 532,336 | 411,085 |
| Tax effect of expenses that are inadmissible in determining taxable income | | 206,326 | 150,629 |
| Tax effect of expenses that are admissible but not included in determining accounting profit | | (361,662) | (541,168) |
| Net effect of income tax provision relating to prior years | | 38,682 | - |
| Tax effect of taxable temporary differences | | 292,876 | 240,918 |
| Tax effect of deductible temporary differences | | (95,411) | (22,625) |
| | | <u>613,147</u> | <u>238,839</u> |
| 29. EARNINGS PER SHARE | | | |
| 29.1 Basic earnings per share | | | |
| Profit after tax | | 907,813 | 935,689 |
| Preferred dividend on cumulative preference shares | | (18,000) | (18,000) |
| Profit after taxation attributable to ordinary shareholders | | <u>889,813</u> | <u>917,689</u> |
| Weighted average number of ordinary shares in issue during the year | Numbers | <u>109,153</u> | (Restated) <u>109,153</u> |
| Basic earnings per share | Rupees | <u>8.15</u> | (Restated) <u>8.41</u> |
| 29.2 Diluted earnings per share | | | |
| Profit after taxation attributable to ordinary shareholders | | 889,813 | 917,689 |
| Preferred dividend on cumulative preference shares | | 18,000 | 18,000 |
| | | <u>907,813</u> | <u>935,689</u> |
| Weighted average number of ordinary shares in issue during the year | Numbers | <u>109,153</u> | (Restated) <u>109,153</u> |
| Adjustment of preference shares | Numbers | <u>18,000</u> | <u>18,000</u> |
| | | <u>127,153</u> | <u>127,153</u> |
| Diluted earnings per share | Rupees | <u>7.14</u> | (Restated) <u>7.36</u> |



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

30. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The main risks arising from the Company's financial instruments are credit risk, liquidity risk, foreign currency risk, interest rate risk and equity price risk. The Board of Directors reviews and agrees policies for managing each of these risks which are summarised below.

30.1 Credit Risk

Credit risk is the risk which arises with the possibility that one party to a financial instrument will fail to discharge its obligation and cause the other party to incur a financial loss. The Company attempts to control credit risk by monitoring credit exposures, limiting transactions with specific counterparties and continually assessing the creditworthiness of counterparties.

Concentrations of credit risk arise when a number of counterparties are engaged in similar business activities or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions. Concentrations of credit risk indicate the relative sensitivity of the Company's performance to developments affecting a particular industry.

The Company is exposed to credit risk on long-term deposits, trade debts, advances, deposits, other receivables, investments and bank balances. The Company seeks to minimize the credit risk exposure through having exposures only to customers considered credit worthy and obtaining securities where applicable. The maximum exposure to credit risk at the reporting date is:

| | Carrying Values | |
|-------------------------------|--------------------------------|------------------|
| | 2010 | 2009 |
| | ----- (Rs. in thousands) ----- | |
| Long-term deposits | 83,705 | 83,573 |
| Trade debts - unsecured | 237,352 | 388,046 |
| Advances - unsecured | 35,564 | 33,794 |
| Deposits | 9,214 | 9,243 |
| Other receivables - unsecured | 30,181 | 14,595 |
| Investments | 592,372 | 559,847 |
| Bank balances | 1,012,654 | 485,021 |
| | <u>2,001,042</u> | <u>1,574,119</u> |

Quality of financial assets

The credit quality of financial assets that are neither past due nor impaired can be assessed by reference to external credit ratings or the historical information about counter party default rates as shown below:

| | Carrying Values | |
|---|--------------------------------|----------------|
| | 2010 | 2009 |
| | ----- (Rs. in thousands) ----- | |
| 30.1.1 Trade debts | | |
| Customers with no defaults in the past one year | 154,174 | 261,077 |
| Customers with some defaults in past one year which have been fully recovered | 50,347 | 56,775 |
| | <u>204,521</u> | <u>317,852</u> |



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

| | | Carrying Values | |
|---------------|-------------------------|--------------------------------|----------------|
| | | 2010 | 2009 |
| | | ----- (Rs. in thousands) ----- | |
| 30.1.2 | Investments | | |
| | In Mutual Funds | | |
| | Ratings by PACRA | | |
| | 5 Star | 1,035 | 469,336 |
| | 4 Star | <u>52,806</u> | <u>511</u> |
| | | <u>53,841</u> | <u>469,847</u> |
| | Ratings by JCR | | |
| | A(F) | 51,256 | - |
| | A(M) | 434,025 | - |
| | B | <u>53,250</u> | <u>90,000</u> |
| | | <u>538,531</u> | <u>90,000</u> |
| | | <u>592,372</u> | <u>559,847</u> |
| 30.1.3 | Cash with Banks | | |
| | A1 | 596,398 | 338,812 |
| | A1+ | 416,146 | 121,199 |
| | A2 | <u>110</u> | <u>25,010</u> |
| | | <u>1,012,654</u> | <u>485,021</u> |

30.2 Liquidity Risk

Liquidity risk is the risk that the company will not be able to meet its financial obligations as they fall due. The Company applies the prudent risk management policies by maintaining sufficient cash and bank balances and by keeping committed credit lines. The table below summarises the maturity profile of the Company's financial liabilities at the following reporting dates:

| Year ended 30 June 2010 | On demand | Less than 3 months | 3 to 12 months | 1 to 5 years | > 5 years | Total |
|---|--------------------------------|--------------------|----------------|------------------|------------------|------------------|
| | ----- (Rs. in thousands) ----- | | | | | |
| Long-term financing - secured Liabilities against assets subject to finance lease | - | - | 519,782 | 245,349 | 2,098,427 | 2,863,558 |
| Trade and other payables | 175,505 | 135,237 | 100,776 | - | - | 411,518 |
| Accrued interest on long - term financing | | <u>48,839</u> | <u>7,060</u> | - | - | <u>55,899</u> |
| | <u>175,505</u> | <u>184,076</u> | <u>687,527</u> | <u>418,743</u> | <u>2,098,427</u> | <u>3,564,278</u> |
| Year ended 30 June 2009 | On demand | Less than 3 months | 3 to 12 months | 1 to 5 years | > 5 years | Total |
| | ----- (Rs. in thousands) ----- | | | | | |
| Long-term financing - secured Liabilities against assets subject to finance lease | - | 52,845 | 416,439 | 1,921,797 | 797,915 | 3,188,996 |
| Trade and other payables | 43,643 | 207,554 | 187,152 | 233,303 | - | 295,612 |
| Accrued interest on long - term financing | | <u>42,370</u> | <u>24,018</u> | - | - | <u>66,388</u> |
| | <u>43,643</u> | <u>305,079</u> | <u>687,608</u> | <u>2,155,100</u> | <u>797,915</u> | <u>3,989,345</u> |



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

30.3 Foreign Currency Risk

Foreign currency risk is the risk that the value of financial assets or a financial liability will fluctuate due to a change in a foreign exchange rates. It arises mainly where receivables and payables exist due to transactions in foreign currency. The Company's exposure to foreign currency risk is as follows:

| | 2010 | 2009 |
|---|--------------------------------|---------------|
| | ----- (USD in thousands) ----- | |
| Long - term financing | 29,053 | 38,441 |
| Liability under swap arrangement | 3,357 | 3,874 |
| Accrued interest on long term financing | 649 | 817 |
| Trade and other payables | 524 | 524 |
| | <u>33,583</u> | <u>43,656</u> |

The following significant exchange rates have been applied at the reporting dates:

| | | |
|----------------|-------------|--------------|
| Exchange Rates | <u>85.6</u> | <u>81.30</u> |
|----------------|-------------|--------------|

The foreign currency exposure is partly covered as the majority of the Company's billing is determined in dollars which is converted into rupees at the exchange rate prevailing at the transaction date. The Company has assessed that hedging its foreign currency borrowings will be more expensive than assuming the risk itself.

Sensitivity analysis:

The following table demonstrates the sensitivity to a reasonably possible change in the US dollar exchange rate, with all other variables held constant, of the Company's profit before tax and the Company's equity.

| | Change in US dollar rate (%) | Effect of translation of foreign currency liabilities on profit or (loss) | Effect on equity |
|--------------|---------------------------------|---|---------------------|
| | | ----- (Rs. in thousands) ----- | |
| 30 June 2010 | +10 | <u>(287,470)</u> | <u>(186,856)</u> |
| | -10 | <u>287,470</u> | <u>186,856</u> |
| 30 June 2009 | +10 | <u>(354,923)</u> | <u>(230,700)</u> |
| | -10 | <u>354,923</u> | <u>230,700</u> |

30.4 Interest rate risk

Interest rate risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company's exposure to the risk of changes in market interest rates relates primarily to the Company's long-term debt obligations with floating interest rates.

To manage the interest rate risk on lease obligations, the Company has entered into cross currency interest rate swap agreement as disclosed in note 17.1 to these financial statements. At 30 June 2010, the Company's entire borrowings are at floating rate of interest.



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

Sensitivity Analysis:

The following figures demonstrate the sensitivity to a reasonably possible change in interest rate, with all other variables held constant, of the Company's profit before tax:

| | Increase / decrease in basis points | Effect on profit before tax (Rs. in thousands) |
|-------------|---|--|
| 2010 | | |
| USD LIBOR | +15 | <u>(27,809)</u> |
| USD LIBOR | -15 | <u>27,809</u> |
| 2009 | | |
| USD LIBOR | +15 | <u>(30,908)</u> |
| USD LIBOR | -15 | <u>30,908</u> |

30.5 Equity price risk

Equity price risk is the risk that the fair value of future cashflows of financial instruments will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market.

The Company's quoted equity securities are susceptible to market price risk arising from uncertainties about future values of the investment securities. The Company manages the equity price risk through diversification. Reports on the equity portfolio are submitted to the Company's Board of Directors on a regular basis. The Board of Directors review and approve all equity investment decisions.

The following table summarizes the Company's equity price risk as of June 30, 2010 and 2009. It shows the effects of an estimated increase of 5% in the equity market prices as on those dates. A decrease of 5% in the fair values of the quoted securities would affect profit and equity of the Company in a similar but opposite manner.

| | Fair Value (Rs. in thousands) | Price change | Effect on profit for the year (Rs. in thousands) | Effect on shareholders' equity |
|--------------|--|-----------------|---|--------------------------------------|
| 30 June 2010 | 1,035 | 5% increase | 51.75 | 33.64 |
| 30 June 2009 | 757 | 5% increase | 37.85 | 24.60 |

30.6 Capital risk management

The primary objective of the Company's capital management is to maintain healthy capital ratios, strong credit rating and optimal capital structures in order to ensure ample availability of finance for its existing and potential investment projects, to maximise shareholder value and reduce the cost of capital.



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

The Company manages its capital structure and makes adjustment to it, in light of changes in economic conditions. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, return capital to shareholders or issue new shares.

The Company monitors capital using a gearing ratio, which is net debt divided by total capital plus net debt. Net debt is calculated as total loans and borrowings including any finance cost thereon, trade and other payables, less cash and bank balances and investments. Capital signifies equity as shown in the balance sheet plus net debt.

The gearing ratios as at 30 June 2010 and 2009 were as follows:

| | 2010 | 2009 |
|--|--------------------------------|-----------|
| | ----- (Rs. in thousands) ----- | |
| Long term financing | 2,817,822 | 3,125,312 |
| Trade and other payables | 516,717 | 499,724 |
| Accrued interest / mark-up on borrowings | 55,899 | 66,388 |
| Liabilities against asset subject to finance lease | 233,303 | 295,612 |
| Total debt | 3,623,741 | 3,987,036 |
| Less: Cash and bank balances | (1,026,176) | (491,188) |
| Short term investments | (592,372) | (559,847) |
| Net debt | 2,005,193 | 2,936,001 |
| Share capital | 1,271,532 | 1,089,610 |
| Reserves | 2,446,444 | 1,874,994 |
| Equity | 3,717,976 | 2,964,604 |
| Capital | 5,723,169 | 5,900,605 |
| Gearing ratio | 35.04% | 49.76% |

The Company finances its investment portfolio through equity, borrowings and management of its working capital with a view to maintaining an appropriate mix between various sources of finance to minimise risk.

30.7 Fair value of financial instruments

Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable willing parties in an arm's length transaction.

Financial assets which are tradable in an open market are revalued at the market prices prevailing on the balance sheet date. The estimated fair value of all other financial assets and liabilities is considered not significantly different from book value.

The following table shows financial instruments recognized at fair value, analysed between those whose fair value is based on:

Level 1: Quoted prices in active markets for identical assets or liabilities

Level 2: Those involving inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (as prices) or indirectly (derived from prices); and

Level 3: Those whose inputs for the asset or liability that are not based on observable market date (unobservable inputs)



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

| Financial assets measured at fair value | Total | Level 1 | Level 2 | Level 3 |
|---|----------------------------------|----------------|----------------|----------------|
| | ----- (Rupees in thousands)----- | | | |
| 30 June 2010 | | | | |
| Investments at fair value through profit or loss | <u>539,122</u> | <u>539,122</u> | <u>-</u> | <u>-</u> |
| | <u>539,122</u> | <u>539,122</u> | <u>-</u> | <u>-</u> |
| 30 June 2009 | | | | |
| Investments at fair value through profit or loss | <u>469,847</u> | <u>469,847</u> | <u>-</u> | <u>-</u> |
| | <u>469,847</u> | <u>469,847</u> | <u>-</u> | <u>-</u> |
| Financial liabilities measured at fair value | Total | Level 1 | Level 2 | Level 3 |
| | ----- (Rupees in thousands)----- | | | |
| 30 June 2010 | | | | |
| Fair value loss on derivative | <u>66,177</u> | <u>-</u> | <u>66,177</u> | <u>-</u> |
| | <u>66,177</u> | <u>-</u> | <u>66,177</u> | <u>-</u> |
| 30 June 2009 | | | | |
| Fair value loss on derivative | <u>54,232</u> | <u>-</u> | <u>54,232</u> | <u>-</u> |
| | <u>54,232</u> | <u>-</u> | <u>54,232</u> | <u>-</u> |

During the year ended June 30, 2010, there were no transfers between level 1 and level 2 fair value measurements, and no transfers into and out of level 3 fair value measurement.

31. UNAVAILABLE CREDIT FACILITIES

As at the balance sheet date, the Company has unavailed credit facility from a bank amounting to Rs. Nil (2009: Rs. 200) million.

32. REMUNERATION OF CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

32.1 The aggregate amount, charged in the financial statements for the year is as follows:

| | 2010 | | | 2009 | | |
|--------------------------------|--------------------------------|---------------|---------------|-----------------|---------------|---------------|
| | Chief Executive | Directors | Executives | Chief Executive | Directors | Executives |
| | ----- (Rs. in thousands) ----- | | | | | |
| Remuneration (including bonus) | 20,808 | 73,440 | 34,062 | 10,950 | 38,367 | 51,094 |
| Housing rent | 2,244 | 7,920 | 6,524 | 2,010 | 7,010 | 10,216 |
| Retirement benefits | 634 | 2,240 | 1,648 | 566 | 1,999 | 2,721 |
| Medical Allowance | 748 | 2,640 | 2,175 | 670 | 2,337 | 3,405 |
| Utilities | 748 | 2,640 | 2,175 | 670 | 2,337 | 3,405 |
| Conveyance | 280 | 930 | 1,280 | 256 | 744 | 1,507 |
| | <u>25,462</u> | <u>89,810</u> | <u>47,864</u> | <u>15,122</u> | <u>52,794</u> | <u>72,348</u> |
| Number | <u>1</u> | <u>4</u> | <u>30</u> | <u>1</u> | <u>4</u> | <u>29</u> |

The Chief Executive, some of directors and executives of the Company are also provided with the use of the Company maintained car, club memberships and medical benefits in accordance with their terms of service.



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

33. RELATED PARTIES TRANSACTIONS

The related parties include major shareholders, entities having directors in common with the Company, directors and other key management personnel. Transactions with related parties, other than remuneration and benefits to key management personnel under the terms of their employment and transactions with such related parties reflected elsewhere in these financial statements are as under:

| | 2010 | 2009 |
|---|--------------------------------|---------|
| | ----- (Rs. in thousands) ----- | |
| Subsidiary Company | | |
| Pakistan International Bulk Terminal (Private) Limited | | |
| Payment of incorporation expenses | 10,133 | - |
| Major Shareholders | | |
| Premier Mercantile Services (Private) Limited | | |
| Stevedoring charges | 590,549 | 525,569 |
| Storage charges | 33,676 | 41,684 |
| Equipment charges | 27,600 | 27,600 |
| Entities having directors in common with the Company | | |
| Premier Software (Private) Limited | | |
| Software maintenance charges | 3,760 | 2,700 |
| Marine Services (Private) Limited | | |
| Revenue from container handling | 7,110 | 43,449 |
| Port Link International (Private) Limited | | |
| Revenue from container handling | 1,089 | 2,033 |
| AMI Pakistan (Private) Limited | | |
| Revenue from container handling | - | 45 |
| Travel Club (Private) Limited | | |
| Traveling expenses | 5,943 | 3,416 |
| Saudi Pak Leasing Company Limited | | |
| Rollover of Certificate of Investments | 90,000 | 100,000 |
| Repayment of principal of Certificate of Investments | 19,000 | 10,000 |
| Profit on Certificate of investments | 9,151 | 11,505 |
| Rabia Azeem Trust | | |
| Donation | 2,500 | - |
| Staff retirement contribution plan | | |
| Contribution to staff provident fund | 11,641 | 9,920 |

33.1 Balances outstanding with related parties have been disclosed in the respective notes to the financial statements.

33.2 The above transactions with related parties are entered into on arm's length basis.



NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2010

| | 2010 | 2009 |
|--|--------------------------------|------------------|
| | ----- (Rs. in thousands) ----- | |
| 34. CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Profit before taxation | 1,520,960 | 1,174,528 |
| Adjustments for non-cash items: | | |
| Depreciation | 465,250 | 281,039 |
| Amortisation | 22,886 | 26,014 |
| Provision for staff compensated absences | 4,476 | 7,752 |
| Finance costs | 185,850 | 208,990 |
| Unrealised exchange loss | 143,847 | 381,348 |
| Fair value loss on derivatives | 11,945 | 56,666 |
| Unrealised gain on investment | (11,761) | (34,142) |
| Interest income | (70,402) | (55,821) |
| Gain on disposal of fixed assets | (739) | (746) |
| Impairment | 19,916 | - |
| Provision for doubtful debts | 924 | 2,656 |
| | <u>772,192</u> | <u>873,756</u> |
| Operating profit before working capital changes | <u>2,293,152</u> | <u>2,048,284</u> |
| (Increase)/decrease in current assets | | |
| Stores and spares | (47,171) | (31,894) |
| Trade debts | 150,694 | (138,771) |
| Advances, deposits, prepayments and other receivables | (30,776) | (1,121) |
| | <u>72,747</u> | <u>(171,786)</u> |
| | <u>2,365,899</u> | <u>1,876,498</u> |
| Increase/(decrease) in current liabilities | | |
| Trade payables and other liabilities | 7,859 | 159,138 |
| | <u>7,859</u> | <u>159,138</u> |
| Cash generated from operations | <u>2,373,758</u> | <u>2,035,636</u> |

35. DATE OF AUTHORISATION FOR ISSUE

These financial statements have been authorised for issue by the Board of Directors of the Company on August 31, 2010.

36. DIVIDENDS

The Board of Directors in their board meeting held on August 31, 2010 have recommended a final cash dividend of Rs. 2.5/- 25% per ordinary share amounting to Rs. 272.883 million (2009: Rs. Nil) for the year ended June 30, 2010. Stock dividend for the year ended June 30, 2010 through issue of bonus shares in the proportion of Nil (2009: one (1) ordinary share for every five (5) ordinary shares held - 20%). The Directors have also proposed a final dividend for the year ended June 30, 2010 of Re.1.00 - 10% (2009: Re. 1.00 - 10%) per preference share. The financial statements for the year ended June 30, 2010 do not include the effect of the final dividend which will be accounted for in the financial statements for the year ending June 30, 2011.

37. GENERAL

37.1 There were no material reclassifications that could affect the financial statements materially.

37.2 Amounts have been rounded off to the nearest thousand rupees unless otherwise stated.

Capt. Zafar Iqbal Awan
CHIEF EXECUTIVE

Aasim Azim Siddiqui
DIRECTOR



PATTERN OF SHAREHOLDING (ORDINARY SHARES)

AS AT JUNE 30, 2010

| NUMBER OF SHAREHOLDERS | FROM | SHARE HOLDING TO | TOTAL SHARES HELD |
|------------------------|----------|------------------|--------------------|
| 645 | 1 | 100 | 15,781 |
| 598 | 101 | 500 | 139,250 |
| 927 | 501 | 1000 | 709,684 |
| 312 | 1001 | 5000 | 695,916 |
| 45 | 5001 | 10000 | 321,305 |
| 9 | 10001 | 15000 | 108,480 |
| 5 | 15001 | 20000 | 85,274 |
| 12 | 20001 | 25000 | 276,472 |
| 3 | 25001 | 30000 | 86,127 |
| 1 | 30001 | 35000 | 33,744 |
| 3 | 35001 | 40000 | 112,247 |
| 3 | 40001 | 45000 | 130,200 |
| 3 | 45001 | 50000 | 148,013 |
| 2 | 50001 | 55000 | 105,600 |
| 3 | 55001 | 60000 | 174,574 |
| 1 | 65001 | 70000 | 68,432 |
| 3 | 70001 | 75000 | 216,363 |
| 1 | 85001 | 90000 | 85,540 |
| 1 | 135001 | 140000 | 139,000 |
| 2 | 140001 | 145000 | 284,225 |
| 1 | 170001 | 175000 | 171,082 |
| 1 | 245001 | 250000 | 250,000 |
| 1 | 260001 | 265000 | 260,122 |
| 1 | 265001 | 270000 | 270,000 |
| 1 | 355001 | 360000 | 360,000 |
| 1 | 395001 | 400000 | 396,999 |
| 1 | 405001 | 410000 | 408,640 |
| 1 | 425001 | 430000 | 427,711 |
| 1 | 535001 | 540000 | 539,012 |
| 1 | 600001 | 605000 | 603,607 |
| 1 | 620001 | 625000 | 624,100 |
| 1 | 715001 | 720000 | 719,998 |
| 1 | 805001 | 810000 | 806,246 |
| 1 | 820001 | 825000 | 823,445 |
| 1 | 995001 | 1000000 | 1,000,000 |
| 1 | 1475001 | 1480000 | 1,476,000 |
| 1 | 1560001 | 1565000 | 1,560,019 |
| 1 | 1640001 | 1645000 | 1,642,094 |
| 1 | 2000001 | 2005000 | 2,002,000 |
| 1 | 3985001 | 3990000 | 3,989,349 |
| 1 | 7185001 | 7190000 | 7,186,822 |
| 1 | 17155001 | 17160000 | 17,155,639 |
| 1 | 23995001 | 24000000 | 24,000,000 |
| 1 | 38540001 | 38545000 | 38,544,040 |
| 2,603 | | | 109,153,152 |



PATTERN OF SHAREHOLDING (ORDINARY SHARES)

AS AT JUNE 30, 2010

| Categories of Shareholders | Number of Shareholders | Number of Shares held | Percentage |
|----------------------------|------------------------|-----------------------|---------------|
| INDIVIDUALS | 2504 | 13,927,789 | 12.76 |
| INSURANCE COMPANY | 6 | 1,294,574 | 1.19 |
| FINANCIAL INSTITUTIONS | 5 | 93,690 | 0.08 |
| MODARABA AND MUTUAL FUNDS | 11 | 7,106,542 | 6.51 |
| FOREIGN INVESTORS | 8 | 21,590,089 | 19.78 |
| OTHERS | 69 | 65,140,468 | 59.68 |
| TOTAL | 2,603 | 109,153,152 | 100.00 |

| Categories of Shareholders | Number of Shareholders | Number of Shares held | Percentage |
|---|------------------------|-----------------------|--------------|
| Associated Companies, undertakings and related parties | | | 57.30 |
| Premier Mercantile Services (Pvt.) Ltd. | 1 | 38,544,040 | |
| Jahangir Siddiqui & Co. | 1 | 24,000,000 | |
| NIT and ICP Investment Companies | - | - | |
| Directors, CEO and their spouse and minor children | | | 8.48 |
| Capt. Haleem A.Siddiqui | 1 | 7,186,822 | |
| Capt. Zafar Iqbal Awan | 1 | 720 | |
| Mrs. Saba Haleem | 1 | 427,711 | |
| Mr. Aasim A.Siddiqui | 1 | 823,445 | |
| Mr. Sharique A. Siddiqui | 1 | 806,246 | |
| Mr. M. Masood Ahmed Usmani | 1 | 11,075 | |
| Executives | 1 | 2,000 | |
| Public Sector Companies and Corporations | - | - | - |
| Banks, DFI's, NBFIs, Insurance Companies, Modarabas and Mutual Funds | 22 | 8,495,076 | 7.78 |
| Joint Stock Companies, Investment Companies Foreign Investors and Others | 75 | 24,186,517 | 22.16 |
| Individuals | 2497 | 4,669,500 | 4.28 |
| TOTAL | 2603 | 109,153,152 | 100 |

Shareholders holding 10% or more voting interest

| | | |
|---|---|------------|
| Premier Mercantile Services (Pvt.) Ltd. | 1 | 38,544,040 |
| Jahangir Siddiqui & Co. | 1 | 24,000,000 |
| Aeolina Investments Ltd. | 1 | 17,155,639 |

Details of Purchase/Sale of Shares By Directors, CEO, CFO, Company Secretary and their spouses or Minor Children during Year Ended June 30, 2010

| Name | Date of Purchase | Number of Shares | Rate |
|---|------------------|------------------|--------|
| MR. AASIM AZIM SIDDIQUI (DIRECTOR) | 25.02.2010 | 5,000 | 83.90 |
| MR. ARSALAN I. KHAN (COMPANY SECRETARY) | 16.12.2010 | 2,000 | 105.37 |



PATTERN OF SHAREHOLDING (PREFERENCE SHARES)

AS AT JUNE 30, 2010

| NUMBER OF SHAREHOLDERS | FROM | SHARE HOLDING TO | TOTAL SHARES HELD |
|------------------------|---------|------------------|-------------------|
| 6 | 1 | 100 | 253 |
| 477 | 101 | 500 | 86,205 |
| 39 | 501 | 1000 | 26,254 |
| 38 | 1001 | 5000 | 75,880 |
| 5 | 5001 | 10000 | 36,158 |
| 3 | 10001 | 15000 | 34,491 |
| 2 | 25001 | 30000 | 55,424 |
| 1 | 30001 | 35000 | 30,423 |
| 1 | 55001 | 60000 | 57,734 |
| 1 | 70001 | 75000 | 75,000 |
| 1 | 245001 | 250000 | 250,000 |
| 2 | 2110001 | 2115000 | 4,222,858 |
| 1 | 2495001 | 2500000 | 2,500,000 |
| 1 | 3595001 | 3600000 | 3,600,000 |
| 1 | 6945001 | 6950000 | 6,949,320 |
| 579 | | | 18,000,000 |

| CATEGORIES OF SHAREHOLDERS | NUMBER OF SHAREHOLDERS | TOTAL SHARES HELD |
|----------------------------|------------------------|-------------------|
| INDIVIDUALS | 559 | 401,509 |
| MODARBAS & MUTUAL FUNDS | 2 | 4,222,858 |
| FINANCIAL INSTITUTIONS | 2 | 2,557,734 |
| OTHERS: | 16 | 10,817,899 |
| | 579 | 18,000,000 |



PATTERN OF SHAREHOLDING (PREFERENCE SHARES)

AS AT JUNE 30, 2010

| Categories of Shareholders | No. of Shareholders | Shares Held | Percentage |
|--|---------------------|-------------------|---------------|
| Associated Companies, undertakings and related parties | | | |
| Premier Mercantile Services (Pvt.) Ltd. | 1 | 3,600,000 | 20.00 |
| NIT and ICP Investment Companies | - | - | |
| Banks, DFI's, NBFIs, Insurance Companies Modarabas and Mutual Funds | 4 | 6,886,054 | 38.26 |
| Joint Stock Companies & Others | 8 | 7,213,090 | 40.07 |
| Individuals | 566 | 300,856 | 1.67 |
| TOTAL | 579 | 18,000,000 | 100.00 |

SHAREHOLDERS HOLDING 10% OR MORE

| | | |
|---|---|-----------|
| Premier Mercantile Services (Pvt.) Ltd. | 1 | 3,600,000 |
| CDC-Trustee Faysal Savings Growth | 1 | 4,197,820 |
| JS Global Capital Ltd. | 1 | 6,949,320 |
| Pak Kuwait Investment Co. (Pvt.) Ltd. | 1 | 2,500,000 |

Details of Purchase/Sale of Shares By
Directors, CEO, CFO, Company Secretary and their spouses
or Minor Children during Year Ended June 30, 2010

NIL



AUDITORS' REPORT TO THE MEMBERS

We have audited the annexed balance sheet of **PAKISTAN INTERNATIONAL BULK TERMINAL (PRIVATE) LIMITED** (the Company) as at **30 June 2010** and the related profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof, for the period then ended and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

It is the responsibility of the Company's management to establish and maintain a system of internal control, and prepare and present the above said statements in conformity with the approved accounting standards and the requirements of the Companies Ordinance, 1984. Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that :

- a) in our opinion, proper books of account have been kept by the Company as required by the Companies Ordinance, 1984;
- b) in our opinion:
 - i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984, and are in agreement with the books of account and are further in accordance with accounting policies stated in note 2 to the financial statements;
 - ii) the expenditure incurred during the period was for the purpose of the Company's business; and
 - iii) the business conducted, investments made and the expenditure incurred during the period were in accordance with the objects of the Company;
- c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan, and, give the information required by the Companies Ordinance, 1984, in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at **30 June 2010** and of the loss, comprehensive income, its cash flows and changes in equity for the period then ended; and
- d) in our opinion no Zakat was deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980).

KARACHI: August 31, 2010

Ernst & Young Ford Rhodes Sidat Hyder
 CHARTERED ACCOUNTANTS
 Audit Engagement Partner: Riaz A. Rehman Chamdia



BALANCE SHEET

AS AT JUNE 30, 2010

| | 2010 (Rupees) |
|--|---------------------------------|
| ASSETS | |
| CURRENT ASSETS | |
| Cash balance | 70 |
| TOTAL ASSETS | <u>70</u> |
| SHARE CAPITAL AND RESERVES | |
| Authorised capital | |
| 200,000,000 Ordinary shares of Rs. 10/- each | <u>2,000,000,000</u> |
| Issued, subscribed and paid up capital | |
| 7 Ordinary shares of Rs. 10/- each fully paid in cash | 70 |
| Accumulated loss | <u>(10,183,000)</u> |
| | <u>(10,182,930)</u> |
| CURRENT LIABILITIES | |
| Trade and other payables | 10,183,000 |
| TOTAL EQUITY AND LIABILITIES | <u>70</u> |
| | |
| Sharique Azim Siddiqui CHIEF EXECUTIVE | Aasim Azim Siddiqui DIRECTOR |

PROFIT AND LOSS ACCOUNT

FOR THREE MONTHS AND TEN DAYS PERIOD ENDED JUNE 30, 2010

| | For three months and ten days period ended June 30, 2010 (Rupees) |
|---|--|
| Incorporation expenses - legal and professional | (10,133,000) |
| Administrative expense | (50,000) |
| | <u>(10,183,000)</u> |
| Taxation | - |
| Net loss for the period | <u>(10,183,000)</u> |
| | |
| Sharique Azim Siddiqui CHIEF EXECUTIVE | Aasim Azim Siddiqui DIRECTOR |

The complete set of audited financial statement of Pakistan International Bulk Terminal (Private) Limited is available on request at the PICT's registered office for the members, without any cost.

FORM OF PROXY



The Company Secretary
Pakistan International Container Terminal Limited
2nd Floor, Business Plaza,
Mumtaz Hassan Road
Karachi

I / We, _____ of _____
being member of Pakistan International Container Terminal Limited and holder of _____ Ordinary Shares as per Share Register Folio No. _____ and/or CDC Participant I.D. No. _____ hereby appoint Mr./Mrs./Miss _____ of (full address) _____ as my/us proxy to attend, speak and vote for me/us and on my/our behalf at the Ninth Annual General Meeting of the Company to be held on Wednesday, October 13, 2010 and at any adjournment thereof.

Signed this _____ day of _____ 2010

Witnesses:

1. Name _____
Address _____
CNIC No. _____
Signature _____

2. Name _____
Address _____
CNIC No. _____
Signature _____

Signature on
Rs. 5/-
Revenue
Stamp

Notes:

1. A member entitled to attend and vote at the meeting may appoint another member as his/her proxy who shall have such rights as respects attending, speaking and voting at the meeting as are available to a member.
2. The proxy in order to be valid must be signed across Five Rupees Revenue Stamp and should be deposited with the Company not later than 48 hours before the time of holding the Meeting.
3. The proxy shall authenticate his/her identity by showing his/her original CNIC or original passport and bring folio number at the time of attending the meeting.
4. Signature should agree with the specimen signature registered with the Company.
5. CDC shareholders and their Proxies must attach either an attested photocopy of their National Identity Card or Passport with this Proxy Form.
6. In case of proxy by a corporate entity, Board of Directors resolution/power of attorney with specimen signature and attested copies of CNIC or Passport of the proxy shall be submitted along with the proxy form.