



Resolute

amid challenges



Resolute amid challenges

To the world Pakistan is a country ridden by numerous dilemmas and tough choices. But on a closer look, it is a nation, which is faced with the daunting task of overcoming the energy crisis, with an unbending will to move forward.

Over the recent years, there has been a staggering increase in the demand for natural gas countrywide, which has put additional pressure on Pakistan's already overburdened resources. Such a predicament has shaken the very foundations of our economy.

We at Sui Northern Gas Pipelines Limited are firm albeit, aware of these developments. We are committed to fulfilling the demands of our people and are making every day count to overcome such difficulties for a brighter tomorrow. This year our cover reflects the same passion and resilience, Company wide and Country wide...

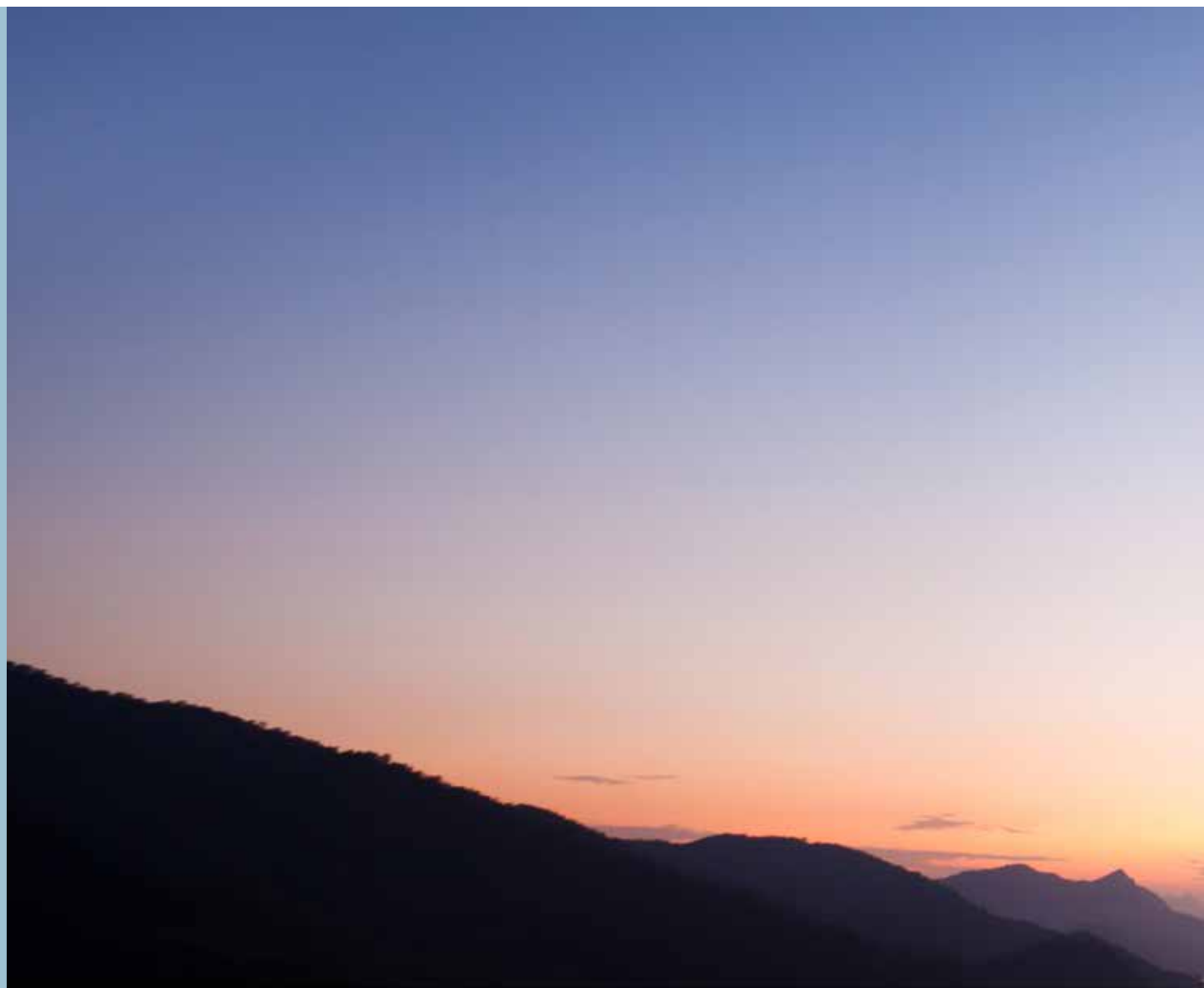
Resolute amid challenges

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Our Vision & Mission



Vision

To be the leading integrated natural gas provider in the region seeking to improve the quality of life of our customers and achieve maximum benefit for our stakeholders by providing an uninterrupted and environment friendly energy resource.

Mission

A commitment to deliver natural gas to all doorsteps in our chosen areas through continuous expansion of our network, by optimally employing technological, human and organizational resources, best practices and high ethical standards.



Core Values



Commitment

We are committed to our vision, mission and to creating and delivering stakeholder value.

Courtesy

We are courteous - with our customers, stakeholders, and towards each other and encourage open communication.

Competence

We are competent and strive to continuously develop and improve our skills and business practices.

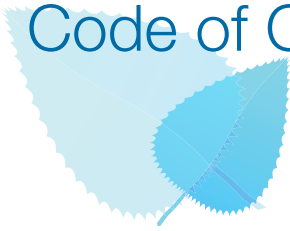
Responsibility

We are responsible - as individuals and as teams - for our work and our actions. We welcome scrutiny, and we hold ourselves accountable.

Integrity

We have integrity - as individuals and as teams - our decisions are characterized by honesty and fairness.

Code of Conduct



SNGPL requires its entire staff both executive staff and subordinate employees, the observance of the highest ethical standards in the conduct of its business activities to minimize the significant risk associated with non compliance. The policy on Business Principles and Ethical Risk is intended to assist SNGPL staff in meeting the standards of professional and personal integrity expected and required of them. SNGPL staff will act with integrity at all times, to protect and safeguard the reputation of the Company. Contravention of this policy will be regarded as misconduct.

SNGPL will ensure that, through this policy and through other means of communication, all its staff is aware of the required standards, rules and regulations.

Following are certain specific guidelines in respect of the above.

Conflict of interest

Each staff member has a prime responsibility to the Company and is expected to avoid any activity that could interfere with that responsibility. Staff should not engage in activities or transactions which may give rise to, or which may be seen to be giving rise to conflict between their personal interests and the interest of the Company. Such conflict could arise in a number of ways and a number of situations. The following paragraph outlines some specifically forbidden situations. This list is, however not exhaustive. In case of doubt the advice of the Management should be sought.

- SNGPL purchase equipment, material and services for various aspects of its operations. SNGPL staff members are forbidden from holding any financial interest, directly or indirectly in any organization supplying goods or services to the Company.
- SNGPL staff should not participate in any external activity that competes, directly or indirectly, with the Company.
- SNGPL staff should not engage in any outside business or activity that might interfere with their duties and responsibilities to the Company.
- No staff member should sell, lease or buy equipment, material or services to or from the Company except when as an employee it may be necessary in the normal course of his/her duties.
- Staff members are not permitted to conduct personal business activities on the Company's premises or to use Company facilities for such purpose.

- If a staff member has direct interest, indirect interest or family connections, with an external organization that has business dealing with SNGPL, details of such connections and interests should be fully disclosed to the Management.
- Staff members should disclose to the Management the details in respect of any relationship(s) with other staff members; and
- Staff members shall not perform any act or get involved in any situation that potentially could conflict with the principles outlined above.

Confidentiality

Staff members should not keep or make copies of correspondence, documents, papers and records, list of suppliers or consumers without the consent of the Company. Company's information and records should be kept on Company premises only and unpublished information may be disclosed to external organizations/ individuals only on "need to know" basis. In case of doubt in this regard, the Management's advice should be sought.

Contributions

No contribution shall be made to any organization or to any individual who either holds public office or is a candidate for public office.

Inducement payments

Staff members should not give or receive payments that are intended to influence a business decision or to compromise independent judgment; nor should any staff member receive money for having given Company business to an outside agency. Payment of any nature to Government officials to induce them to perform their duties is strictly prohibited.

Proper record of funds, assets, receipts and disbursements

All funds, assets, receipts and disbursements should be properly recorded in the books of the Company. In particular, no funds or accounts should be established or maintained for a purpose that is not fully and accurately reflected in the books and records of the Company. Funds and assets received or disbursement should be fully and accurately reflected in the books and the records of the Company. No false or fictitious entries should be made or misleading reports pertaining to the Company or its operations should be issued.



Relationships and dealings with Government officials, media, suppliers, consultants and other parties

SNGPL's relationships and dealings with Government officials, external agencies, parties and individuals should, at all times, be such the SNGPL's integrity and its reputation would not be damaged if details of the relationship or dealings were to become public knowledge.

It is the responsibility of each SNGPL staff member to exercise good judgment so as to act in a manner that will reflect favorably on the Company and the individual. Staff member should only make statements to the media, speeches in public forums, or publish articles in newspapers etc. with prior authorization. In a personal capacity also, due care should be taken while discussing the Company performance or plans with outsiders. Staff members having questions on how to comply with this requirement should consult with the Management.

Health and safety

Every staff member should take reasonable care to ensure the health and safety of him/her self and others, who may be affected by his/her acts or omissions at work. Staff members should not tamper with or misuse any item provided by the Company to secure the safety, health and welfare of its staff and for the protection of the environment.

Environment

To preserve and protect the environment, all SNGPL staff members should;

- Design and operate the Company's facilities and processes so as to ensure the trust of adjoining communities.
- Promote resource conservations, waste minimization and the minimization of the release of chemicals / gas into the environment.
- Provide employees customers, supplies, public authorities and communities with appropriate information for informed decision making; and
- Strive continuously to improve environmental awareness and protection.

Alcohol, drugs and gambling

The use of alcohol in any form is prohibited on all Company locations / premises. Similarly, the use of drugs, except under medical advice, is prohibited on all Company locations / premises.

Any staff member arriving at a work place under the influence of alcohol or drugs will not be permitted to enter the premises and will be liable to disciplinary action.

All forms of gambling / betting on the Company's premises are forbidden.

Receiving gifts

No employee shall seek accept or permit himself / herself or any member of his/her family to accept any gift or favor, the receipt of which will place him/her under form of officials obligation to the donor. As part of building relationship with consumers, suppliers, etc. staff members may receive occasional gifts provided that the gift is of nominal value (e.g. pens, notepads, calendars, diaries, key chains or such promotional material) and the gift is neither intended nor perceived by others to be intended to improperly influence business decision.

Work place harassment

SNGPL staff will maintain an environment that is free from harassment and in which all employees are equally respected. Workplace harassment is defined as any action that creates an intimidating, hostile or offensive work environment. Such actions include, but are not limited to, sexual harassment, disparaging comments based on gender, religion, race or ethnicity.

Regulatory Compliance and Corporate Governance

SNGPL fully co-operates with all governmental and regulatory bodies and is committed to high standards of corporate governance. We are fully compliant to our obligations as envisaged under the Listing Rules of three Stock Exchanges, of whom SNGPL is listed members.

General

- All information and explanations supplied to the auditors must be completed and not misleading.
- SNGPL will not knowingly assist in fraudulent activities (e.g. tax evasion, etc.). If one has any reason to believe that fraudulent activities are taking place (whether within the Company or by others with whom the Company has any business relations), one must report it to the concerned departmental head immediately.
- All the financial transactions will remain within the ambit of the Company's Memorandum and Articles of Association.

Board's Profile



Mian Misbah-ur-Rehman
Chairman

Chief Executive, Popular Chemical Works (Pvt.) Limited. Mr. Rehman has served as Chairman of Lahore Gymkhana Club, Pakistan Pharmaceutical Manufacturers Association (PPMA), President of Lahore Chamber of Commerce and Industry and Member of Managing Committee of the Federation of Pakistan Chambers of Commerce and Industry. He is a member of Governing Body – Workers' Welfare Fund (Ministry of Labour & Manpower). Mr. Rehman has rendered remarkable services for Social Welfare. Being an active Ravian, he is a member of Board of Trustees and member executive committee of "Endowment Trust Fund" of Government College University, Lahore.



Mohammad Arif Hameed
Managing Director / Chief Executive Officer

Director on the Boards of Sui Southern Gas Company Limited, Inter State Gas Systems (Pvt.) Limited, Petroleum Institute of Pakistan and LUMS. Mr. Hameed has an extensive experience of more than 31 years in the fields of Distribution, Billing, Sales, Logistics Support, Procurement and Legal. He is a Mechanical Engineer by profession, registered with the Pakistan Engineering Council (PEC). Mr. Hameed is also a Masters in Administrative Sciences and a Law graduate from University of the Punjab, Lahore.



Mirza Mahmood Ahmad
Director

Director on the Boards of Sui Southern Gas Company Limited (SSGC), Pakistan Engineering Company Limited (PECO) and Arif Habib Investment Limited. He also holds the chairmanship of Human Resource Committee of Directors of SNGPL. Mr. Ahmad is a partner of Minto and Mirza Advocates and Solicitors. He holds membership of Lahore High Court Bar Association and Punjab Bar Council and is also a fellow of the "Cambridge Commonwealth Society". Mr. Ahmad has diverse legal experience having representation a number of leading public and private enterprises including various banks and financial institutions. He has several publications and research projects in his name. Mr. Ahmad is an LLM graduate from Cambridge University, UK and LLB from University of the Punjab, Lahore.



Nessar Ahmed
Director

Director, Sui Southern Gas Company Limited, Inter State Gas Systems (Pvt.) Limited, AKD Capital Limited and AKD Farms (Pvt.) Limited. Mr. Ahmed also holds the chairmanship of Audit Committee of Directors of SNGPL. He is also a member of the governing body of Thar Coal Gasification Project. He has vast experience in various fields which includes Internal Audit, Project Financing and Merchant Financing. Mr. Ahmed is an accomplished investment and development banker. He is an MBA from Institute of Business Administration (IBA), Karachi.



Shabbir Ahmed
Director

Joint Secretary, Finance Division, Government of Pakistan. Mr. Ahmed has served as Executive Vice President in IDBP and has also liaison with World Bank and Asian Development Bank for their Capital & Finance Market Programmes in Pakistan. He has worked as focal person to establish necessary infrastructure for Public Private Partnership (PPP) in Pakistan. While serving in Ministry of Petroleum & Natural Resources, he was a member of the Core Team in developing different gas import options for Pakistan. Being a member of Government Working Group negotiated terms and conditions for gas import, pipeline projects with Iran, India, Afghanistan and Turkmenistan. Mr. Ahmed holds a Master Degree in English Literature from the University of Punjab and post-graduate Diploma in Managerial Control and Management Information System.



Ahmad Aqeel
Director

Managing Director, City Developers, Sheikh Fuels and Sheikh CNG. Mr. Aqeel holds Directorship of Gibraltar Power Limited, City Builders and City CNG. Member, Lahore Chamber of Commerce and Industry. He has attended a number of workshops and seminars locally and Internationally. Mr. Aqeel is a Law graduate from Pakistan College of Law.

Board's Profile



A. Samad Dawood

Director

Chairman, Central Insurance Company Limited and Chief Executive, Dawood Corporation (Pvt.) Limited. Director, Engro Corporation Limited, Dawood Hercules Chemicals Limited, Engro Fertilizers Limited, Dawood Lawrencepur Limited, DH Fertilizers Limited, Inbox Business Technologies (Pvt.) Limited, Tenaga Generasi Limited, WWF Pakistan and Pebbles (Pvt.) Limited. Mr. Dawood is also a trustee of Dawood Foundation. He is a certified Director from Pakistan Institute of Corporate Governance and a graduate in Economics from University College London, UK.



Muhammad Arif Habib

Director

Chairman and Chief Executive, Arif Habib Corporation Limited, Chairman, Pakarab Fertilizers Limited, Fatima Fertilizers Company Limited, Javedan Corporation Limited, Thatta Cement Company Limited, and Arif Habib DMCC (Dubai), Arif Habib Foundation, Pakistan Private Equity Management Limited, Real Estate Modaraba Management Company Limited, Sachal Energy Development (Pvt.) Limited and Memon Health and Education Foundation. Director, Pakistan Center for Philanthropy, Karachi Education Initiative, Pakistan Engineering Company Limited, Safe Mix Concrete Products Limited, Aisha Steel Mills Limited and International Complex Projects Limited. Ex-President/Chairman, Karachi Stock Exchange. Founding member and Ex-Chairman, Central Depository Company of Pakistan Limited. Ex-Member Privatization Commission, Board of Investment, Tariff Reforms Commission and Securities and Exchange Ordinance Review Committee.



Muhammad Azam Khan

Director

Former-Minister for Finance, Planning & Development, Government of Khyber Pakhtunkhwa (KP), Peshawar. Mr. Khan also holds the chairmanship of Finance Committee of Directors of SNGPL. He has immense experience in the fields of Finance, Research, Planning and Development. He has served in different national and international organizations in the capacity of Chairman, Director, Advisor and Secretary. Mr. Khan has also served as Chief Secretary, Secretary, Director General and Commissioner for the Governments of Pakistan and KP by contributing to the Petroleum and Natural Resources, Administration, Education, Labour and Manpower, Communication and Works Departments. He is a Barrister-at-law from Lincoln's Inn, London and a graduate in Political Science and History from the University of Peshawar. He has also completed his Diploma in Development Administration, University of Leeds, UK.



Wazir Ali Khoja
Director

Chairman / Managing Director of National Investment Trust Limited (NIT). Director, Bank Al Habib Limited, Fauji Fertilizers Company Limited, Packages Limited, Askari Bank Limited, Habib Metropolitan Bank Limited, Pak Suzuki Motors Company Limited, Burshane LPG (Pakistan) Limited, SSGCL and PSO Company Limited. Mr. Khoja is a member of Governing Body of Pakistan Cricket Board (PCB). He has several years of professional experience in Banking, Human Resource, Finance and Mutual Fund Industry. Mr. Khoja is a Commerce graduate from University of Sindh.



Mian Raza Mansha
Director

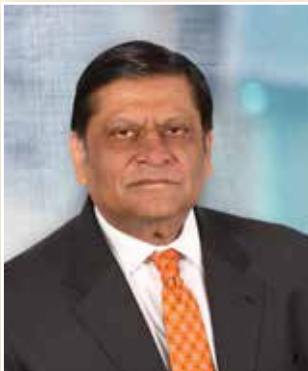
Chief Executive, D.G. Khan Cement Company Limited, Nishat Paper Products Limited and Nishat Developers (Pvt.) Limited. Director, MCB Bank Limited, Adamjee Life Assurance Company Limited and Nishat Hotels and Properties Limited. Mr. Mansha is Chairperson of Alumni Student Committee, University of Pennsylvania. He is a graduate from the University of Pennsylvania (USA).



Qazi Mohammad Saleem Siddiqui
Director

Director General (Petroleum Concessions), in Policy Wing, Ministry of Petroleum & Natural Resources. Mr. Siddiqui Joined SNGPL as Director on April 27, 2012. He has served as Assistant Director (Technical), Deputy Director (Technical) & Director (Technical) for the last 22 years in the aforesaid Ministry. By profession, Mr. Siddiqui is a Mechanical Engineer from Mehran University of Engineering & Technology, Jamshoro, District Dadu, Sindh and commenced his career in Thatta Sugar Mills, a project of Sindh Sugar Corporation since 1985 as Shift Engineer.

Board's Profile



Mr. Zuhair Siddiqui

Director

Managing Director, Sui Southern Gas Company Limited (SSGC). Mr. Siddiqui Joined SNGPL's Board on November 28, 2012. In SSGC, he headed the Management Services, Corporate Communications and Customer Services departments. Before joining SSGC in 2001, he held a senior position in Management Information Systems at Civil Aviation Authority. He has a great vision on future technologies especially in Information Technologies. Mr. Siddiqui is M.S. in Electrical and Computer Engineering from Oregon State University, USA and B.E. (Electronic Engineering) from the University of Karachi.



Shahid Aziz Siddiqui

Director

Chairman, State Life Insurance Corporation of Pakistan. Director, Packages Limited, Fauji Fertilizers Company Limited, Thatta Cement Company Limited, SSGCL, ORIX Leasing Pakistan Limited and Pakistan Cables Limited. Mr. Siddiqui topped the CSS examination. He served at the high level position of provincial and federal departments. He has also been the Commissioner Karachi Division and Deputy Commissioner of the Districts of Thatta, Sanghar and Larkana. He is a certified Director from Pakistan Institute of Corporate Governance. Mr. Siddiqui holds a Masters Degree from Karachi University and a post-graduate Degree in Development Economics from the University of Cambridge, UK.



Uzma Adil Khan

Chief Financial Officer

Mrs. Khan took over the charge of Chief Financial Officer on February 14, 2013. Before this she was serving as Company Secretary. She has wide experience in senior positions in textile, educational institutions and Securities and Exchange Commission of Pakistan. Mrs. Khan is a fellow member of Institute of Chartered Accountants of Pakistan and Institute of Chartered Secretaries and Managers.



Wajiha Anwar
Company Secretary

Miss Wajiha Anwar took over the charge of Company Secretary on February 14, 2013. She has over fourteen years of professional experience in the field of corporate/commercial and banking laws. She has been Legal Advisor, National Bank of Pakistan (NBP) and Legal Counsel, Corporate & Industrial Restructuring Corporation of Pakistan (CIRC), Ministry of Finance, Government of Pakistan. She has a Bachelor of Laws (LL.B.) degree as well as a Masters in English Literature (M.A.) degree from the University of the Punjab. She has to her credit success in competitive exam of the Central Superior Services (CSS) of Pakistan.

Milestones

1964 - 1969 - Project I

Extension of Sui-Multan section to Faisalabad and Lahore and then linked with Dhulian-Rawalpindi-Wah system to form a common grid.

1970 - 1971 - Project II

Increased system capacity from 170 MMCFD to 205 MMCFD.

1971 - 1973 - Project III

Supplies of gas further extended to major cities in the Khyber Pakhtunkhwa Province. System capacity increased to 277 MMCFD.

1974 - 1981 - Project IV

Erection of 2 x 100 MMCFD purification banks at Sui, installation of 34,700 HP compression stations. System capacity enhanced to 387 MMCFD.

1985 - 1991 - Project V

Increased system capacity to 450 MMCFD, constructed purification bank of 120 MMCFD capacity at Sui.

1989 - 1998 - Project VI

1200 km pipeline laid and 53,370 HP additional compression stations installed. System capacity enhanced to 980 MMCFD.

2001 - 2003 - Project VII

560 km pipeline laid and 25,000 HP additional compression stations installed. System capacity enhanced to 1380 MMCFD.

2003 - 2005 - Project VIII

803 km transmission pipeline laid to increase system capacity upto 1680 MMCFD.

2005 - 2006 - Gas Supply to Lilla Town

Completed a pilot project (Phase-I) for supply of gas to Lilla Town through CNG by establishing Mother-Daughter system.

2006 - 2007 - Gas Supply to Murree

Completed a project for supply of gas to Murree.

Gas supply to 21 No. Southern district of Punjab & Khyber Pakhtunkhwa Provinces.

2006 - 2013 - Project IX

Being undertaken for de-bottlenecking of pipeline system and to absorb additional gas from new and existing sources.

Corporate Profile



Sui Northern Gas Pipelines Limited (SNGPL) was incorporated as a private limited company in 1963 and converted into a public limited company in January 1964 under the Companies Act 1913, now Companies Ordinance 1984, and is listed on all the three Stock Exchanges of the Country.

The Company took over the existing Sui – Multan System (217 miles of 16 inch and 80 miles of 10 inch diameter pipelines) from Pakistan

Industrial Development Corporation (PIDC) and Dhulian – Rawalpindi – Wah system (82 miles of 6 inch diameter pipeline) from Attock Oil Company Limited. The Company's commercial operations commenced by selling an average of 47 MMCFD gas in two regions viz. Multan and Rawalpindi, serving a total number of 67 consumers.

SNGPL is the largest integrated gas company serving more than 4.2 million consumers in North

Central Pakistan through an extensive network in Punjab, Khyber Pakhtunkhwa and Azad Jamu & Kashmir. The Company has over 49 years of experience in operation and maintenance of high-pressure gas transmission and distribution system. It has also expanded its activities as Engineering, Procurement and Construction (EPC) Contractor to undertake the planning, designing and construction of pipelines, both for itself and other organization.



Corporate Information



Head Office Building

Company Secretary

Ms. Wajiha Anwar

Joint Auditors

A. F. Ferguson & Co.
Chartered Accountants

M. Yousaf Adil Saleem & Co.
Chartered Accountants

Legal Advisors

M/s. Surridge & Beecheno
M/s. Salim Baig and Associates

Shares Registrar

M/s. Central Depository Company
of Pakistan Limited,
2nd Floor, 307 Upper Mall,
Opposite Lahore Gymkhana,
Near Mian Mir Bridge, Lahore-54000.
Ph: +92-42-35789378-87
Fax: +92-42-35789340
E-mail: ali_zaidi@cdcpak.com
Website: www.cdcpakistan.com

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Lahore- 54000 (Pakistan)
Ph: +92-42-99082000, 99080000,
Fax: +92-42-99201369, 99201302
E-mail: info@sngpl.com.pk
website: www.sngpl.com.pk

Corporate Governance

Good business is all about good corporate governance. This is the main philosophy based on which the Company's business has been successfully operated since 1964. The prime objective of the Company is to protect the interest of all stakeholders through fair, ethical and transparent business practices. The Board has ensured compliance to Code of Corporate Governance by adopting transparent procedures and methodologies which are constantly being monitored and reviewed through better internal controls. The Company also ensures compliance to Companies Ordinance 1984, Listing Regulations of Karachi, Lahore and Islamabad Stock Exchanges and Financial Reporting Framework of Securities and Exchange Commission of Pakistan.

The Board of Directors provides strategic guidance for sustainable growth alongwith effective

management oversight in respect of comprehensive corporate governance. All periodic financial statements and working papers for consideration of the Board and its Sub-Committees are circulated to the directors well before the meetings (i.e. at least seven days before the meeting) except in case of an emergent meeting, in order to give sufficient time for informed and prudent decision making. The minutes of the meetings are circulated within fourteen days from the date of meetings, after due clarification from respective Chairman of the Board and its Sub-Committees.

Board of Directors

The Company's Board consists of qualified individuals possessing relevant industry knowledge, leadership skills and strategic vision to meet the short term and long term goals of the Company. The Board has formed a special

UFG-Control Committee to effectively monitor and arrest this overwhelming menace.

The positions of Chairman of the Board and CEO have been kept separated, to adhere to best Corporate Governance practices. Shareholders' rights are being protected under the directions of the Board by enforcing the equitable treatment, regardless of the number of shares owned by them.

In view of the above, the Board has formed four sub-committees viz Audit, Finance, Human Resources and Unaccounted for Gas Control, comprising different Board Members, based on their areas of expertise. Sub-committees give their best input and expert opinion on different strategic issues, for final approval by the Board.

The Board



Sitting Left to Right: Mr. Zuhair Siddiqui, Qazi M. Saleem Siddiqui, Mian Misbah-ur-Rehman (Chairman), Mr. M. Arif Hameed (Managing Director/CEO), Mr. Shahid Aziz Siddiqui, Mr. M. Azam Khan

Standing Left to Right: Mrs. Uzma Adil Khan (CFO), Mirza Mahmood Ahmad, Mr. Ahmad Aqeel, Mr. Wazir Ali Khoja, Mian Raza Mansha, Mr. M. Arif Habib, Mr. Shabbir Ahmed

Not in Picture: Mr. A. Samad Dawood & Mr. Nessar Ahmed



Board Meetings

The names and categories of the Board of Directors and their attendance at Board meetings during the year are given below;

Sr. #	Name	Designation	Category	FY 2011-12	
				Total No. of BOD Meetings held*	No. of Meetings Attended
1	Mian Misbah-ur-Rehman	Chairman	Non-Executive	11	11
2	Mr. M. Arif Hameed	MD / CEO	Executive	11	11
3	Mirza Mahmood Ahmad	Director	Non-Executive	11	10
4	Mr. Nessar Ahmed	Director	Independent	11	11
5	Mr. Shabbir Ahmed	Director	Non-Executive	11	9
6	Mr. Ahmad Aqeel	Director	Non-Executive	11	9
7	Mr. A. Samad Dawood	Director	Non-Executive	11	2
8	Mr. M. Arif Habib	Director	Non-Executive	11	5
9	Mr. M. Azam Khan	Director	Non-Executive	11	11
10	Mr. Wazir Ali Khoja	Director	Non-Executive	11	10
11	Mian Raza Mansha	Director	Non-Executive	11	7
12	Mr. Azim Iqbal Siddiqui	Director	Non-Executive	11	8
13	Mr. Shahid Aziz Siddiqui	Director	Non-Executive	11	8
14	Mr. Saeed Ullah Shah	Director	Non-Executive	5	4
15	Dr. Shahab Alam	Director	Non-Executive	5	5
16	Qazi M. Saleem Siddiqui	Director	Non-Executive	1	1

* Held during the period the concerned Director was member of the Board.

Audit Committee of the Board



Mr. Nessar Ahmed
Chairman-Audit Committee



Mr. Wazir Ali Khoja
Member



Mirza Mahmood Ahmad
Member



Mian Raza Mansha
Member



Mr. Ahmad Aqeel
Member



Mr. Shahid Aziz Siddiqui
Member



Mr. A. Samad Dawood
Member

The procedure alongwith responsibilities of the Audit Committee would be as follows:

Procedure:

1. The Committee shall meet at least once in each quarter.
2. Quorum will be three members.
3. The Secretary of the Audit Committee will circulate the agenda and relevant supporting data, minimum seven days before the meeting and will furnish minutes of the meeting to the Board Members within fourteen days of the meeting.

Responsibilities

The Audit Committee shall, among other things, be responsible for recommending to the Board of Directors the appointment of external auditors by the listed company's shareholders and shall consider any questions of resignation or removal of external auditors, audit fees and provision by external auditors of any service to the listed company in addition to audit of its financial statements. In the absence of strong grounds to proceed otherwise, the Board of Directors shall act in accordance with the recommendations of the Audit Committee in all these matters.

The terms of reference of the Audit Committee shall also include the following:

- a) determination of appropriate measures to safeguard the listed company's assets;
- b) review of preliminary announcements of results prior to publication;
- c) review of quarterly, half-yearly and annual financial statements of the listed company, prior to their approval by the Board of Directors, focusing on:
 - major judgmental areas;
 - significant adjustments resulting from the audit;
 - the going-concern assumption;
 - any changes in accounting policies and practices;

- compliance with applicable accounting standards; and
 - compliance with listing regulations and other statutory and regulatory requirements.
- d)** facilitating the external audit and discussion with external auditors of major observations arising from interim and final audits and any matter that the auditors may wish to highlight (in the absence of management, where necessary);
- e)** review of management letter issued by external auditors and management's response thereto;
- f)** ensuring coordination between the internal and external auditors of the listed company;
- g)** review of the scope and extent of internal audit and ensuring that the internal audit function has adequate resources and is appropriately placed within the listed company;
- h)** consideration of major findings of internal investigations and management's response thereto;
- i)** ascertaining that the internal control system including financial and operational controls, accounting system and reporting structure are adequate and effective;
- j)** review of the listed company's statement on internal control systems prior to endorsement by the Board of Director;
- k)** instituting special projects, value for money studies or other investigations on any matter specified by the Board of Directors, in consultation with the Chief Executive and to consider remittance of any matter to the external auditors or to any other external body;
- l)** determination of compliance with relevant statutory requirements;
- m)** monitoring compliance with the best practices of corporate governance and identification of significant violations thereof; and
- n)** consideration of any other issue or matter as may be assigned by the Board of Directors.



The composition of the Audit Committee, category, detail of meetings and directors' attendance are given below:

Sr. #	Name	Designation	Category	FY 2011-12	
				Total No. of AC Meetings held	No. of Meetings Attended
1	Mr. Nessar Ahmed	Chairman	Independent	7	7
2	Mirza Mahmood Ahmad	Member	Non-Executive	7	7
3	Mr. Ahmad Aqeel	Member	Non-Executive	7	7
4	Mr. A. Samad Dawood	Member	Non-Executive	7	1
5	Mr. Wazir Ali Khoja	Member	Non-Executive	7	5
6	Mian Raza Mansha	Member	Non-Executive	7	3
7	Mr. Shahid Aziz Siddiqui	Member	Non-Executive	7	6

Finance Committee of the Board



Mr. Muhammad Azam Khan
Chairman-Finance Committee



Mr. M. Arif Hameed
Managing Director



Mr. Shabbir Ahmed
Member



Mr. Shahid Aziz Siddiqui
Member



Mr. Ahmad Aqeel
Member



Mr. Zuhair Siddiqui
Member

The procedure alongwith responsibilities of the Finance Committee would be as follows:

Procedure:

1. The Committee shall meet at least once in a quarter.
2. Quorum will be three members.
3. The Secretary of the Finance Committee will circulate the agenda and relevant supporting data, minimum seven days before the meeting and will furnish minutes of the meeting to the Board Members within fourteen days of the meeting.

Responsibilities:

The Finance Committee of Directors shall be responsible to review strategic business issues as assigned by the Board of Directors, which include but are not limited to the following:

- i. Major investment proposals, policies prepared by the Management for approval of the Board in excess of the financial powers delegated to the Managing Director / Finance Committee.
- ii. Major contracts including financial/economic appraisals of the same in excess of the financial powers delegated to the Managing Director / Finance Committee.
- iii. The examination of Capital and Revenue Budget of the Company and to make recommendations to the Board of Directors, thereon.
- iv. Comparison of the Capital and Revenue budget with the proposals submitted to OGRA alongwith the major deviations including reasons thereof.
- v. The examination of Budgetary and Operating limits of authority and recommend to the Board any deviation or any enhancement thereof.
- vi. Approval of contracts or purchase orders in local or foreign currency for supply of material, services or other works exceeding the financial authority delegated to the Chief Executive Officer. Recommend to the Board of Directors alongwith their findings in respect of the contracts or order



exceeding the financial authority of the Finance Committee of Directors.

- vii. To approve/recommend major contracts of civil work alongwith cost benefit analysis thereof which also include purchase of land.
- viii. To review manual/policies adopted by the Management in respect of procurement of various materials and services.
- ix. To review the borrowing plans of the Company and recommendation thereof to the Board for approval assessing the requirements thereof or otherwise.
- x. Any other assignment given by the Board of Directors.



The composition of the Finance Committee, category, detail of meetings and directors' attendance are given below:

Sr. #	Name	Designation	Category	FY 2011-12	
				Total No. of FC Meetings held*	No. of Meetings Attended
1	Mr. M. Azam Khan	Chairman	Non-Executive	6	6
2	Mr. M. Arif Hameed	MD / CEO	Executive	6	5
3	Mr. Shabbir Ahmed	Member	Non-Executive	6	5
4	Mr. Ahmad Aqeel	Member	Non-Executive	6	5
5	Mr. Azim Iqbal Siddiqui	Member	Non-Executive	6	4
6	Mr. Shahid Aziz Siddiqui	Member	Non-Executive	6	5
7	Mr. Saeed Ullah Shah	Member	Non-Executive	4	3
8	Dr. Shahab Alam	Member	Non-Executive	1	1

* Held during the period the concerned Director was member of the Committee.

Human Resource Committee of the Board



Mirza Mahmood Ahmad
Chairman - Human Resource Committee



Mr. M. Arif Hameed
Managing Director



Mr. Ahmad Aqeel
Member



Qazi M. Saleem Siddiqui
Member



Mr. Wazir Ali Khoja
Member



Mr. Zuhair Siddiqui
Member



Mian Raza Mansha
Member

The procedures alongwith responsibilities/functions of the Human Resource Committee would be as follows:

Procedure:

1. Committee will meet at least once in a quarter.
2. Quorum will be three members.
3. The Secretary of the Human Resource Committee will circulate the agenda and relevant supporting data, minimum seven days before the meeting and will furnish minutes of the meeting to the Board Members within fourteen days of the meeting.

Responsibilities:

The Committee will be responsible for making recommendations to the Board for maintaining:

- A sound plan of organization for the Company;
- An effective employees development programme;
- sound compensation and benefit and plans, policies and practices, designed to attract and retain the calibre of personnel needed to manage the business effectively.

Functions:

a) Review organization structure periodically to:

- evaluate and recommend for approval of changes in organization, functions, and relationships affecting Management positions equivalent in importance to those on the Management position schedule;
- establish plans and procedure which provide an effective basis for Management control over company manpower;
- determine appropriate limits of authority and approval procedures for personnel matters requiring decision at different level of Management.

b) **Review the employees** development system to ensure that it:

- foresees the Company's Senior Management requirement;
- provides for early identification and development of key personnel;
- brings forward specific succession plans for Senior Management positions;
- training and development plans.

c) **Compensation and Benefits:**

- Review data of competitive compensation practices and review and evaluate policies and programmes through which the corporation/ Company compensates its employees;
- Review salary ranges, salaries and other compensation for CEO and Senior Management/Executive Directors reporting to the CEO.



The composition of the Human Resource Committee, category, detail of meetings and directors' attendance are given below:

Sr. #	Name	Designation	Category	FY 2011-12	
				Total No. of HRC Meetings held*	No. of Meetings Attended
1	Mirza Mahmood Ahmad	Chairman	Non-Executive	8	8
2	Mr. M. Arif Hameed	MD / CEO	Executive	8	8
3	Mr. Ahmad Aqeel	Member	Non-Executive	8	8
4	Mr. Wazir Ali Khoja	Member	Non-Executive	8	5
5	Mian Raza Mansha	Member	Non-Executive	8	1
6	Mr. Azim Iqbal Siddiqui	Member	Non-Executive	8	4
7	Mr. Saeed Ullah Shah	Member	Non-Executive	5	5
8	Dr. Shahab Alam	Member	Non-Executive	2	1

* Held during the period the concerned Director was member of the Committee.

UFG Control Committee of the Board



Mr. Muhammad Arif Habib
Chairman - UFG-C Committee



Mr. Shabbir Ahmed
Member



Mr. Ahmad Aqeel
Member



Mirza Mahmood Ahmad
Member



Mr. A. Samad Dawood
Member



Mr. Nessar Ahmed
Member

The procedures alongwith responsibilities of the UFG Control (UFG-C) Committee of Directors would be as follows:

Procedure:

1. The Committee shall meet at least once in a quarter.
2. Quorum will be two members.
3. The Secretary of the UFG-C Committee will circulate the agenda and relevant supporting data, minimum seven days before the meeting and will furnish minutes of the meeting to the Board Members within fourteen days of the meeting.

Responsibilities:

The UFG-C Committee of Directors shall be responsible to review strategic UFG issues as assigned by the Board of Directors, for maintaining;

- A sound plan to minimize the UFG losses.
- An effective implementation of UFG control plan.
- Sound incentive scheme, policies and practices, designed to attract the concerns and personnel for effective reduction of UFG losses.
- Review of UFG control plan periodically.
- The UFG-C Committee will recommend to the Board for the implementation of UFG Control final plan, or any change thereto.

Functions:

- The Company has taken various steps to control Unaccounted for Gas (UFG) losses in the Company, there was a high element of theft which escalated this loss i.e. leakages and measurement errors are also contributed towards higher UFG need to be fixed .
- The Company has no mechanism at their SMS stations which proved that theft of gas was a major factor in UFG losses.
- The achievable of the Company had risen considerably, the Management to ensure that there is no excess billing to bring the UFG down on paper and actual recovery has to be ensured.



- The Management to guard against over billing by carrying out random checking of actual meter reading.
- The presentation of UFG should match with the analysis of the variance in UFG account, identification of the problems and assumptions to determine the data.
- A sharp increase in UFG loss indicates that the sudden loss increased due to lack of efforts.
- A plan to be prepared showing cause of UFG, method adopted to rectify/ control the same, summary of rates conducted and theft cases identified to achieve the tangible results set by the OGRA and Board of Directors.
- The Regional Heads working in the same positions for a long period of time need to be transferred to other locations to improve lack of capability or capacity to deliver.
- To make necessary changes in the regions to ensure effective control on UFG losses and withhold increments of executives who had shown an irrational increase in UFG losses.

The composition of the Unaccounted For Gas Control Committee, detail of meetings and directors' attendance are given below:

Sr. #	Name	Designation	Category	FY 2011-12	
				Total No. of UFGC-C Meetings held*	No. of Meetings Attended
1	Mr. M. Arif Habib	Chairman	Non-Executive	5	5
2	Mirza Mahmood Ahmad	Member	Non-Executive	5	5
3	Mr. Nessar Ahmed	Member	Independent	5	5
4	Mr. Shabbir Ahmed	Member	Non-Executive	5	5
5	Mr. Ahmad Aqeel	Member	Non-Executive	5	4
6	Mr. A. Samad Dawood	Member	Non-Executive	5	2
7	Mr. Saeed Ullah Shah	Member	Non-Executive	4	3
8	Dr. Shahab Alam	Member	Non-Executive	1	1

* Held during the period the concerned Director was member of the Committee.

Statement of Compliance

with the Code of Corporate Governance



This statement is being presented to comply with the Code of Corporate Governance (CCG) contained in Regulation No. 35 of listing regulations of all three Stock Exchanges of the country 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 CCG in the following manner:

1. The Company encourages representation of independent non-executive Directors and Directors representing minority interests on its Board of Directors. At present the Board includes:

Director's Name	Director's Category		
	Independent	Non-Executive	Executive
Mian Misbah-ur-Rehman		√	
Mr. Mohammad Arif Hameed			√
Mirza Mahmood Ahmad		√	
Mr. Nessar Ahmed	√		
Mr. Shabbir Ahmed		√	
Mr. Ahmad Aqeel		√	
Mr. A. Samad Dawood		√	
Mr. Muhammad Arif Habib		√	
Mr. Muhammad Azam Khan		√	
Mr. Wazir Ali Khoja		√	
Mian Raza Mansha		√	
Mr. Azim Iqbal Siddiqui		√	
Qazi Mohammad Saleem Siddiqui		√	
Mr. Shahid Aziz Siddiqui		√	
Total Number	1	12	1

The independent Director meets the criteria of independence under clause i (b) of the CCG.

2. The Directors have confirmed that none of them is serving as a Director on more than seven listed companies, including this Company except Mr. Wazir Ali Khoja and Mr. M. Arif Habib, who are Directors of more than seven listed companies. However, SECP has given Mr. Wazir Ali Khoja dispensation of Clause ii of CCG in respect of directorship on the Boards of listed companies, while compliance with respect to Mr. M. Arif Habib will be made in line with the requirements of CCG at the time of next election of Directors in accordance with the "Implementation deadline of Code of Corporate Governance 2012."
3. All the resident Directors of the Company are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a DFI or an NBFIs or, being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
4. Two casual vacancies occurring on the Board on February 07, 2012 & April 27, 2012 were filled up by the Directors within stipulated time period under the law / rules.
5. The Company has prepared a "Code of Conduct" and has ensured that appropriate steps have been taken to disseminate it throughout the Company along with its supporting policies and procedures.
6. The Board has developed vision & mission statements, 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.



7. 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 CEO, other executive and non-executive Directors, have been taken by the Board/shareholders.
8. The meetings of the Board were presided over by the Chairman 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.
9. A training program has been arranged for the Directors during the year.
10. The Board has approved appointment of CFO, Company Secretary and Head of Internal Audit, including their remuneration and terms and conditions of employment.
11. The Directors' report for this year has been prepared in compliance with the requirements of the CCG and fully describes the salient matters required to be disclosed.
12. The financial statements of the Company were duly endorsed by CEO and CFO before approval of the Board.
13. The Directors, CEO and executives do not hold any interest in the shares of the Company other than that disclosed in the pattern of shareholding.
14. The Company has complied with all the corporate and financial reporting requirements of the CCG.
15. The Board has formed an Audit Committee. It comprises seven (7) members, all of them are non-executive Directors and the Chairman of the Committee is an independent Director.
16. The meetings of the Audit Committee were held at least once in every quarter prior to approval of interim and final results of the Company and as required by the CCG. The terms of reference of the Committee have been formed and advised to the Committee for compliance.
17. The Board has formed a Human Resource Committee. It comprises seven (7) members, of whom six (6) are non-executive Directors and the Chairman of the Committee is a non-executive Director.
18. The Board has set up an effective internal audit function.
19. The statutory auditors of the Company have confirmed that they have been given a satisfactory rating under the quality control review program of the ICAP, 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 the ICAP.
20. 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.
21. The 'closed period', prior to the announcement of interim/final results, and business decisions, which may materially affect the market price of the Company's securities, was determined and intimated to Directors, employees and stock exchanges.
22. Material/price sensitive information has been disseminated among all market participants at once through stock exchanges.
23. We confirm that all other material principles enshrined in the CCG have been complied with.

On behalf of the Board of Directors

Mohammad Arif Hameed
Managing Director / CEO

February 13, 2013

Lahore.

The Management



M. Arif Hameed
Managing Director /
Chief Executive Officer



Amer Tufail
Dy. Managing Director (Services)



Uzma Adil Khan
Chief Financial Officer



Brig. (R) Zulqurnain Ahmad
Sr. General Manager
(Central Shared Support)



Ch. Masood Ahmad
Sr. General Manager
(Customer Services)



Abdul Haseeb
Sr. General Manager
(Projects)



Ali Hussain Qureshi
Sr. General Manager
(Transmission)



Amjad Latif
Sr. General Manager
(Distribution - North)



Aamir Naseem
Sr. General Manager
(Distribution - South)

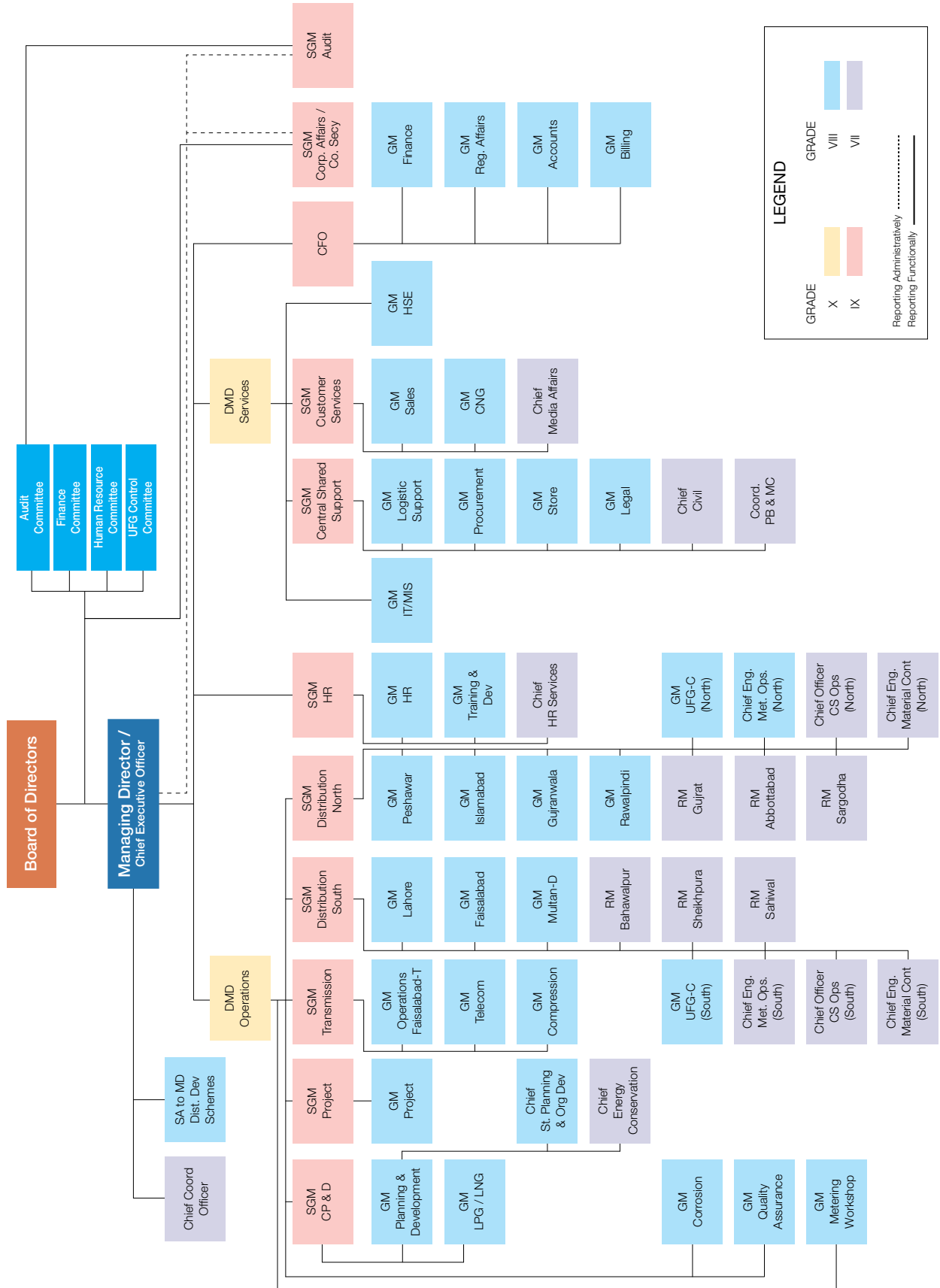


Saghir-ul-Hassan Khan
Sr. General Manager
(Audit)



Liaquat Raza
Sr. General Manager
(Human Resource)

Organogram



LEGEND

GRADE X	GRADE VIII
GRADE IX	GRADE VII

Reporting Administratively
Reporting Functionally ———

Notice of Annual General Meeting



Notice is hereby given that the 49th Annual General Meeting of the Company will be held at Pearl Continental Hotel, Shahrah-e-Quaid-e-Azam (The Mall), Lahore at 11:30 A.M. on Wednesday, March 20, 2013 for the purpose of transacting the following business:

ORDINARY BUSINESS

1. To confirm the minutes of the 48th Annual General Meeting held on October 31, 2011.
2. To receive, consider and adopt the Audited Accounts of the Company for the year ended June 30, 2012 together with the Directors' and Auditors' Reports thereon.
3. To consider and, if deemed appropriate, approve payment of cash dividend to the shareholders at the rate of Rs. 2.50 per share of Rs. 10 each i.e. 25 % for the year ended June 30, 2012 as recommended by the Board of Directors.
4. To appoint auditors for the year ending June 30, 2013 and fix their remuneration. The retiring auditors being eligible, also offer themselves for re-appointment.
5. To transact any other ordinary business of the Company with the permission of the Chairman.

SPECIAL BUSINESS:

To approve capitalization of a sum of Rs. 576.561 million for the issuance of bonus shares in proportion of 1 share for every 10 shares held i.e. 10%, and to pass, with or without modification, if deemed appropriate, the following ordinary resolution:

RESOLVED

THAT a sum of Rs. 576.561 million out of the reserves as on June 30, 2012 be capitalized and applied to the issue of 57,656,060 ordinary shares of Rs. 10 each allotted as fully paid bonus shares to the members of the Company whose names appear on the register of members as at close of business on March 8, 2013 in the proportion of 1 bonus share for every 10 shares held i.e. 10%.

THAT the bonus shares shall rank pari passu in all respects with the existing shares except that these shares shall not qualify for the dividend declared for the year ended June 30, 2012.



THAT the fractional entitlement of the shareholders shall be consolidated into whole shares and sold in the stock market and the proceeds thereof be paid to any Welfare/ Charitable institution approved for donation under the Income Tax Ordinance, 2001.

THAT the Managing Director of the Company be and is hereby authorized and empowered to give effect to this resolution and to do or cause to be done all acts, deeds and things that may be necessary or required for issue, allotment and distribution of bonus shares.

The share transfer books of the Company will remain closed from Saturday, March 09, 2013 to Wednesday, March 20, 2013 (both days inclusive). The members whose names appear in the register of members as at the close of business on Friday, March 8, 2013 will qualify for the payment of dividend.

By order of the Board

(UZMA ADIL KHAN)
Company Secretary

LAHORE.

February 13, 2013.

STATEMENT UNDER SECTION 160 OF THE COMPANIES ORDINANCE, 1984

ISSUANCE OF BONUS SHARES

Since the reserves of the Company as on June 30, 2012 represent accretion in its existing balance, it has been thought expedient to capitalize a part of the said reserves by way of issue of bonus shares to the members. It is hereby declared that issuing bonus shares, no interest of any director, directly or indirectly is involved except and to the extent of entitlement of bonus shares admissible on the existing shares held by the Government, the Corporations and Institutions whom they represent or shares registered in their name.

Pursuant to rule 6 (iii) of the Companies Rules 1996 (issue of capital), the Auditors have certified that the free reserves and surpluses retained after the issue of the bonus shares would be higher than twenty five percent of the increased paid up capital.

Notice of Annual General Meeting

NOTES:

- 1) The individual members who have not yet submitted photocopy of their valid Computerized National Identity Card (CNIC) to the Company are once again requested to send the same at the earliest directly to the Company's Share Registrar, M/s. CDC of Pakistan Limited, 307- Upper Mall, Lahore. The corporate entities are requested to provide their National Tax Number (NTN). Please give folio number with the copy of CNIC/NTN details. Reference is also made to Securities and Exchange Commission of Pakistan's (SECP) notification vide SRO No.779 (I) 2011 dated August 18, 2011, which mandates that dividend warrants should bear CNIC number of the registered member or the authorized person, except in case of minor(s) and corporate members.
- 2) A member entitled to attend may appoint another member as his / her proxy or may by Power of Attorney authorize any other person as his / her agent to attend, speak and vote at the meeting. The Federal Government, a Provincial Government, a corporation or a company, as the case may be, being a member of the Company may appoint any of its officials or any other person to act as its representative and the person so authorized shall be entitled to the same powers, as if he were an individual shareholder.
- 3) The instrument appointing a proxy shall;
 - (a) be in writing; and
 - (b) be signed by the appointer or his / her attorney duly authorized in writing or if the appointer is a body corporate, be under its seal or be signed by an officer or an attorney duly authorized by it.
- 4) The proxy must be signed across a Rupees five revenue stamp and it should be deposited in the office of the Company Secretary not less than 48 hours before the time of holding the meeting.
- 5) Shareholders are requested to notify any change in address immediately quoting their folio number(s).
- 6) 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:-

A. For attending the meeting

- i) In case of individuals, the account holder or sub-account holder and/or the person whose securities are in group account and their registration details are uploaded as per the

Regulations, shall authenticate his/her identity by showing his/her original Computerized National Identity Card (CNIC) or original passport at the time of attending the meeting.

- ii) In case of corporate entity, the Board of Directors resolution/power of attorney with specimen signature of the nominee shall be produced (unless it has been provided earlier) at the time of the meeting.

B. For appointing proxies

In case of individuals, the account holder or sub-account holder and/or the person whose securities are in group account and their registration details are uploaded as per the regulations, shall submit the proxy form as per the requirements mentioned below.

- i) The proxy form shall be witnessed by two persons whose names, addresses and CNIC numbers shall be mentioned on the form.
- ii) Attested copies of CNIC or the passport of the beneficial owners and of the proxy shall be furnished with the proxy form.
- iii) The proxy shall produce his/her original CNIC or original passport at the time of the meeting.
- iv) In case of a corporate entity, the Board of Directors resolution/power of attorney with specimen signature shall be submitted (unless it has been provided earlier) along with proxy form to the Company.

REGISTERED OFFICE

Gas House, 21-Kashmir Road,
P.O. Box No. 56, Lahore (Pakistan),
Ph: + 92-42-99080000,99082000
Fax: +92-42-99201369, 99201302
E-Mail: info@sngpl.com.pk
Website: www.sngpl.com.pk

SHARES REGISTRAR

M/s. Central Depository Company of Pakistan Limited,
2nd Floor, 307 Upper Mall, Opposite Lahore Gymkhana,
Near Mian Mir Bridge, Lahore.
Ph: +92-42-35789378-87
Fax:+92-42-35789340
E-mail: info@cdcpak.com
Website: www.cdcpakistan.com

Awards



▶ SNGPL wins Best Corporate Report Award 2011



▶ Certificate of Appreciation from National Forum for Environment & Health (NFEH)



▶ 6th CSR National Excellence Award – 2011, By M/s Help International Welfare Trust (HIWT)



9th Annual Environmental Excellence Award – 2012, By M/s National Forum for Environment & Health (NFEH)

Transmission System

as on June 30, 2012

Sr. #	Section	Dia (Inches)	Mainline (Kilometer)	Loopline (Kilometer)
1	PIRKOH - SUI	24	70.50	
2	LOTI - PESHBOGI	18	11.25	
3	SUI - MULTAN	24	19.31	
4	SUI - MULTAN	30		19.31
5	SUI-MULTAN	24	14.29	
6	SUI-MULTAN	30		14.29
7	SUI-MULTAN	16	0.26	
8	GUDDU TPS	4	2.41	
9	GUDDU BARRAGE	24	1.81	
10	GUDDU CROSSING	36		1.81
11	SAWAN - QADIRPUR	24	131.00	
12	MUBARAK LINE	16	35.48	
13	CHACHAR GAS FIELD LINE	8	2.87	
14	KAND KOT LINE	16	52.23	
15	QADIRPUR LINE	30	53.13	
16	QADIRPUR LINE	36		53.14
17	ENGRO FERTILIZER LINE	20	37.80	
18	ENGRO ENERGY LINE	16	3.30	
19	MARI DCPF - GENCO-II DEHYDRATION UNIT LINE	12	4.50	
20	MARI DCPF - GENCO-II DEHYDRATION UNIT LINE	10	5.50	
21	SUI - MULTAN	18		256.82
22	SUI - MULTAN	24	288.06	
23	SUI - MULTAN	30		313.78
24	SUI - MULTAN	36		213.68
25	SUI - MULTAN	16	1.85	
26	K1 – MP-37.88	20		20.68
27	SHER SHAH X-ING	36		2.20
28	AC1X – AV7 (RYK)	36		26.96
29	AV17 - AV 20	36		3.50
30	AV21 – AV 22	36		27.79
31	SUTLEJ CROSSING - 1	12	1.61	3.22
32	SUTLEJ CROSSING - 2	36		2.04
33	KHANPUR LINE	6	22.81	
34	A5 - BAHAWALPUR	8	48.18	
35	AV22 - KOT ADDU	16	69.65	
36	AV22 - KOT ADDU	20		38.01
37	KOT ADDU - CHOWK SARWAR SHAHEED	8	26.00	
38	D. G. KHAN LINE	8	72.06	
39	DHODAK - KOT ADDU	16	77.79	
40	TPS MUZAFFARGARH LINE	16	4.57	
41	QADIRPUR - AC-1X LINE	30	17.11	
42	QADIRPUR - AC-1X LINE	36		16.88
43	AHMEDPUR EAST	6	18.34	
44	KHAN GARH	8	22.20	
45	MULTAN - FERTILIZER LINE	10	1.43	
46	JAHANIAN LINE	8	30.49	
47	MULTAN - SIDHNAI	18		46.70
48	MULTAN - SIDHNAI	24	22.46	22.46
49	MULTAN - SIDHNAI	30		46.70
50	MULTAN - SIDHNAI	36		48.38
51	AV29 - SAHIWAL	36		145.46
52	KASHMORE-SHAHWALI LINE	12	20.00	
53	SHAHWALI-ROJHAN LINE (FIRST SEGMENT)	12	4.00	
54	HAROONABAD LINE	8	20.00	
55	SMS KHANGARH - KALLARWALI	8	30.00	
56	SMS KALLARWALI - CHOWK PERMIT	8	27.61	



Sr. #	Section	Dia (Inches)	Mainline (Kilometer)	Loopline (Kilometer)
57	SIDHNAI - FAISALABAD	18		163.58
58	SIDHNAI - FAISALABAD	24		50.24
59	SIDHNAI - FAISALABAD	30		53.29
60	SIDHNAI - FAISALABAD	36		26.42
61	SIDHNAI X-ING - AC-7	36		33.26
62	DARKHANA-SINDHELIANWALI LINE	8	17.40	
63	T.T. SING - JHANG	8	30.28	
64	DIJKOT-SAMUNDARY LINE	8	22.33	
65	SAHIWAL - LAHORE	18	142.93	
66	SAHIWAL - AKHTARABAD	24		66.69
67	SUNDER INDUSTRIAL STATE LINE	16	4.34	
68	AC8 - SMSII (OLD)	16		5.90
69	AC8 - A11	20		0.66
70	WAPDA OFFTAKE FSD	12	2.42	
71	CHAK JHUMRA LINE	6	12.04	
72	FSD - MALIKWAL	12	19.34	
73	FSD - MALIKWAL	16		158.67
74	FSD - MALIKWAL	30		90.82
75	CV12A - KHATHIALA SHAKHAN LINE	12	28.23	
76	KATHIALA SHEIKHAN - MANDI BAHAUDDIN LINE	12	9.10	
77	MANDI BAHAUDDIN - LALAMUSA LINE	12	47.17	
78	MALAKWAL - JHELUM CROSSING	16		5.42
79	CHENAB CROSSING CHINIOT	18	1.13	
80	CHENAB CROSSING CHINIOT	30	2.32	
81	KOT MOMIN - JOHARABAD (1)	8	72.41	
82	KOT MOMIN - JOHARABAD (2)	6	38.36	
83	JOHARABAD - CHASHMA	8	82.21	
84	PIPLAN LINE	8	17.05	
85	SARGODHA LINE	6	22.90	
86	FSD - SHAHDARA	16	57.48	119.25
87	FSD - SHAHDARA	24		55.03
88	BC1 - FAROOQ ABAD	8	22.96	
89	SHAHDARA - LAHORE	16	2.51	2.99
90	RAVI CROSSING (1)	16	0.58	
91	RAVI CROSSING (2)	10		0.58
92	SHAHDARA - WAPDA LAHORE	10	3.41	
93	KHURRIANWALA - JARANWALA	8		22.53
94	DAWOOD HERCULES LINE	12	5.87	
95	SHEIKHUPURA - GUJRANWALA (1)	10	59.44	
96	SHEIKHUPURA - GUJRANWALA (2)	16		44.57
97	MP 59.91 - B3 LINE	24		22.83
98	KOTLI - RAHWALI (BV13)	18	30.76	
99	HAFIZABAD LINE	8	43.00	
100	SHAHDARA - GUJRANWALA - RAHWALI	10	73.40	
101	RAHWALI - GUJRAT	8	35.46	
102	RAHWALI - SIALKOT	8	13.97	13.97
103	SIALKOT OFF-TAKE V/A TO PASROOR OFF-TAKE V/A	16		32.83
104	RAHWALI-SIALKOT OFFTAKE	18		1.48
105	PASROOR - DHAMTAL - NAROWAL	8	40.55	
106	SIALKOT O/T - WAZIRABAD	18		19.82
107	SAHIWAL - LAHORE	16		76.67
108	PHOOL NAGAR - DAWOOD HERCULES	16	63.95	
109	PHOOLNAGAR - DAWOOD HERCULES	24		65.47
110	ORIENT POWER PLANT LINE	10	1.88	
111	SAPPHIRE POWER PLANT LINE	10	0.22	
112	HALMORE POWER LINE	12	3.40	

Transmission System

as on June 30, 2012

Sr. #	Section	Dia (Inches)	Mainline (Kilometer)	Loopline (Kilometer)
113	SAIF POWER PLANT SAHIWAL	12	0.34	
114	GUJRAT - JHELUM	8	54.27	
115	SARAI ALAMGIR - MIRPUR	8	18.50	
116	RENALA-SATGARAH	8	12.35	
117	MALIKWAL - HARANPUR - DANDOT	12	1.18	
118	MALIKWAL - HARANPUR - DANDOT	16		20.00
119	CC1 - C4	30		29.09
120	C4 - CHAKWAL CEMENT	10	24.00	
121	HARANPUR - GHARIBWAL	8	13.02	
122	DANDOT - GALI JAGIR - WAH	10	87.70	
123	DANDOT - GALI JAGIR - WAH	16		153.51
124	DANDOT - GALI JAGIR - WAH	30		64.22
125	DHULIAN - GALI JAGIR	10	40.14	29.85
126	DAKHNI - MEYAL - DHULIAN	16	50.44	
127	CV13a - CC1	16		3.58
128	RATANA LINE	10	2.49	
129	SIL CROSSING	10		1.46
130	DHURNAL LINE (1)	8	0.54	
131	DHURNAL LINE (2)	10	11.08	
132	DHULIAN - DAUDKHEL	8	85.20	4.04
133	POINT A V/A - SMS DHURNAL	3	0.24	
134	GALI JAGIR - MORGAH (1)	10	21.44	
135	GALI JAGIR - MORGAH (2)	6	9.50	
136	GALI-RANIAL	16		35.57
137	WAH - ISLAMABAD	6	12.06	
138	WAH - HATTAR	16		6.17
139	WAH - HATTAR	10	9.93	
140	ADHI - RAWAT	10	47.70	
141	RAWAT - MURREE	12	57.25	
142	BHANGALI LINE	8	5.82	
143	MISSA KASWAL - MANDRA	8	20.60	
144	WAH - NOWSHERA (1)	10	50.41	
145	WAH - NOWSHERA (2)	16		52.60
146	INDUS CROSSING	24		1.12
147	TAXILA LINE	4	4.43	
148	SANJWAL LINE	6	6.67	
149	KOHAT LINE	8	11.58	
150	SHAKARDARA - DAUDKHEL	10	40.11	
151	SHAKARDARA END POINT - F3	10	1.55	
152	SADQAL - NAUGAZI LINE	16	19.02	
153	DASKA - PASROOR LINE	8	24.86	
154	FAUJI KABIR WALA LINE	8	5.86	
155	OKARA - DIPALPUR LINE	8	16.83	
156	ROUSCH POWER PLANT LINE	16	4.70	
157	PINDORI - BHANGALI LINE	8	15.83	
158	CV24-PINDORI (FIRST SEGMENT)	10	26.33	
159	MIANWALI LINE	8	17.80	
160	DI-KHAN BHAKAR LINE	8	19.69	
161	MIAN CHUNNUN - HASILPUR	12	83.85	
162	HASILPUR - CHISHTIAN LINE	8	30.98	
163	AV-40 - DIJKOT - TANDLIANWALA	8	39.79	
164	AV-40 - BHAWANA LINE	8	37.14	
165	SUKHO - RAWAT	16	33.24	
166	DIPALPUR - BASIRPUR	8	22.64	
167	MANGA - PACKAGES LINE(RENTED POWER)	8	36.65	
168	RODHO - KOT QAISRANI LINE	12	14.50	



Sr. #	Section	Dia (Inches)	Mainline (Kilometer)	Loopline (Kilometer)
169	SAHIWAL -PHOOLNAGAR LOOP LINE FROM AKHTARABAD V/A to N-6 Pattoki V/A	24		20.95
170	N-6 - PHOOL NAGAR O/T	24		21.69
171	SHAHPUR-HUSSAIN SHAH LINE	8	22.22	
172	HUSSAIN SHAH-SAHIWAL TOWN LINE	8	13.52	
173	SAHIWAL TOWN-SILLANWALI LINE	8	26.71	
174	RANDHAWA OFF-TAKE TO BADIANA	8	8.50	
175	HATTAR-HARIPUR	10	18.12	
176	HATTAR OFFTAKE	6	0.39	
177	HARIPUR-MANSEHRA	8	70.53	
178	HARIPUR OFFTAKE	8	1.53	
179	WAH-NOWSHERA(1)	10	25.13	
180	WAH-NOWSHERA(2)	16		23.68
181	WAH - HATTAR	16		13.62
182	HATTAR - SARAI SALEH	16		19.00
183	HATTAR - HAVELLIAN	16		15.00
184	HAVILLINA - ABBATABAD	16		27.50
185	C10 - ISMAILKOT	16		14.64
186	KOHAT LINE	8	42.69	
187	KOHAT - NOWSHERA	24	85.52	
188	MANZALAI - KOHAT LINE	24	39.01	
189	JARMA - HANGO LINE	8	36.00	
190	MUNJOWAL - BANNU	8	36.50	
191	NOWSHERA-ISMAILKOT(1)	8	11.97	
192	NOWSHERA-ISMAILKOT(2)	6		11.97
193	ISMAILKOT-TURNAB(1)	8		20.85
194	ISMAILKOT-TURNAB(2)	6	20.86	
195	ISMAILKOT-TURNAB(3)	16		21.24
196	SHAKARDARA - DAUDKHEL	10	3.00	
197	KHARAPPA - SHAKARDARA	8	25.50	
198	KHARAPPA - MANJOWAL	12	84.42	
199	MUNJOWAL - PEZU	8	53.29	
200	PEZU - D. I. Khan	8	47.02	
201	PEZU - TANK	8	31.51	
202	DI- KHAN BHAKAR	8	18.80	
203	NOWSHERA-MDN-T.BAI-S/KOT	8	57.99	
204	NOWSHERA-CHARSADDA	8	23.59	
205	NOWSHERA - MARDAN	12		19.76
206	NOWSHERA - MARDAN	16		2.16
207	CHARSADDA-TURANG ZAI LINE	6	10.36	
208	TANGI LINE	6	13.87	
209	CHARSADHA - KHAZANA LINE	8	22.64	
210	CHARSADHA - KHAZANA - DOLATPURA	6	0.34	
211	JAHANGIRA - SWABI - TOPI	8	40.29	
212	JAHANGIRA - SWABI - TOPI	8		38.24
213	KABUL X-ING JAHANGIRA	16	0.30	
214	SAKHAKOT - SWAT	8	68.06	
215	CHAKDARA-TALASH LINE	8	16.90	
216	GURGURI - KOHAAT LINE	10	78.00	
217	SARAI ALAMGIR - MIRPUR	8	17.35	
	Total		4,525.33	3,128.29
	Grand Total (Km)	=	7,653.62	

Transmission System

as on June 30, 2012



Existing Pipeline	
Compressor Station	
SSGCL's Pipeline	
International Boundary	
Provincial Boundary	
Known Gas Source	



A glimpse of field works

Chairman's Review and Directors' Report



Mian Misbah-ur-Rehman
(Chairman)

The Board of Directors is pleased to present the 49th Annual Report and the Audited Financial Statements of your Company for the Financial Year ended June 30, 2012 along with the Auditors Report thereon.

Energy Overview

Pakistan has been suffering from an energy crisis for about half a decade now. The Country's energy crisis has increased the demand of indigenous natural gas, being the least expensive fuel. Increasing demand against depleting resources has led to gas load management, in order to supply gas to all sectors. The year 2011-12 has been a challenging year for SNGPL yet again, wherein the Management and the Board were successfully able to protect the Company's and the shareholder's interest. The same was also made possible through prudent decision making, prompt actions and effective team work, which led to successful and profitable operations of the Company.

During the year, your Company faced two thorny issues i) increasing demand of natural gas against depleting reservoirs resulting in an imbalance between the demand and supply position ii) Unaccounted-for-Gas (UFG)

losses. The increasing size of the Company's distribution network, wide difference between local gas prices and alternative fuels, increasing gap between demand and supply, theft of gas by consumers / non-consumers, overhead / underground leakages, third party damages, shift of bulk sale to retail sale and measurement errors were major factors that contributed to the increase in the menace of UFG loss. Despite all odds and due to unstinting efforts, your Company has been able to arrest the increase and reduce the UFG loss by more than 1% during the year viz from 11.21% in 2010-11 to 10.20% in FY 2011-12.

Natural gas is a leading resource to meet the Country's energy consumption demands. As per Pakistan Energy Year Book 2011, the share of natural gas in primary fuel supplies during 2010-11 was 47.60%. Natural gas being a relatively inexpensive fuel is used inefficiently, thereby deepening the energy crisis. However, keeping



Mohammad Arif Hameed
(Managing Director / Chief Executive Officer)

the Nation's interest prime, your Company has launched effective gas conservancy campaigns via different mediums. These campaigns have created an awareness to conserve gas to a certain extent, however a great deal of effort is required to change the mind set of the public at large.

Financial Review

Your Company has graciously been able to earn Rs. 7,230 million gross profit, Rs. 3,044 million net profit and an earnings per share of Rs. 5.28. Your Directors are pleased to announce a cash dividend @ 25% i.e Rs. 2.50 per share and bonus shares in the proportion of 1 share for every 10 shares held i.e.10 %.

The summary of financial highlights is given below:-

	(Rs. in "000")
Profit before taxation	4,740,885
Provision for taxation	1,696,889
<hr/>	
Profit after taxation	3,043,996
Adding thereto:	
Un-appropriated profit brought forward	7,806,496
<hr/>	
Profit available for appropriation	10,850,492
Appropriations	
Cash Dividend @ 25% i.e. Re 2.50 per share	(1,441,402)
(Ordinary shares in issue Nos. 576,560,605 held)	
Bonus shares in the proportion of 1 share for every 10 shares held i.e. 10%	(576,561)
<hr/>	
Un-appropriated profit	8,832,529

Chairman's Review and Directors' Report



The Company operates under a fixed rate of return of 17.50% on net average fixed operating assets (excluding assets financed through Government grants and customers' contribution), under tariff regime governed by Oil and Gas Regulatory Authority (OGRA). After making all adjustments made by the Regulator, the total rate of return reduced from 17.50% to 4.68%. The delay in publication of Annual Accounts, 2012 is attributable to delayed decision by the Regulator in respect of Final Revenue Requirement.

Had these financial statements been prepared in accordance with the OGRA's decisions dated December 2, 2010 and May 24, 2011, the Company for the year ended June 30, 2012 would have reported an after tax loss of Rs 1,558 million decrease in opening retained earning by Rs 3,759 million and a negative EPS of Rs 2.70.

Operational Review

The Transmission network of your Company is spread over 7,654 Kms high pressure pipelines, ranging from 4 inches to 36 inches diameter, across its area of franchise.

During the year under report, 412 new towns, villages, District head Quarters (DHQs) & Tehsil Head Quarters (THQs) were connected with the existing system by laying 7,151 Kms of distribution mains and service lines. A total of 2,494 towns, villages, DHQs and THQs now exist on the Company's network, which are being facilitated with natural gas facility at their door step.

The Company in line with its Vision and Mission Statements has improved the quality of life of its consumers by providing 249,437 new domestic, 1,340 commercial, and 96 industrial gas connections during the year under review.

Projects

Your Company commissioned 40 Kms transmission pipeline by the end of FY 2011-12 whilst work on 80 Kms transmission lines is in progress. Thus gas facility was extended to various localities / towns and industrial units across Punjab and Khyber Pukhtunkhwa.

With the passage of time, your Company has been able to gain strength in the areas of planning, designing and construction of pipelines and has emerged as one of the most reliable Engineering and Procurement Construction (EPC) Contractor. During the period under review, the Company has completed a number of in-house and contract projects, whereas few are in progress. Completion of these projects will inject an additional 350-375 MMCFD in the Company's system.

Compression of Gas

Compression plays vital role in the transmission of natural gas available from various gas fields, by maintaining adequate gas pressure and flows in the Transmission System, to meet the gas demands of consumers located on SNGPL Distribution Network. Eleven compressor stations are being operated by the Company at various locations for this purpose. These stations are being optimally and efficiently operated.



Corrosion Control

The Company is proactive in protecting its underground steel pipeline network, from corrosion and rust by applying Cathodic Protection (CP) techniques through 1405 Cathodic Protection (CP) Stations. Furthermore, your Company has adopted the international standard of Quality Assurance.

Un- Accounted For Gas (UFG)

The increasing price of natural gas and inadequate supply exposes the Company to risk of pilferage by unscrupulous elements. Furthermore, the Company's constraint to supply gas to retail consumers in place of bulk consumers, per socio-economic agenda of the Federal Government (FG), also increases the UFG losses. The Board and the Management are conscious of this drain on the Company's profitability and are making constant efforts to control the same. UFG Control activity is monitored by a special committee of the Board. The Management under its guidance is cognizant of controlling the UFG losses.

Regular inspection of consumers, particularly industrial and commercial consumers is carried out to unearth the gas pilferage cases. Action against non consumers has increased considerably and cases of non consumers are being actively pursued at relevant forums. Installation of GPRS modems for remote communication of data is underway. This system is being utilized to identify the theft

and measurement error cases. A number of GPRS/GSM based EVCs have been installed and are operational. In addition, the available data is being analyzed to identify consumers involved in violation of load management schedule.

During the year under review, a media campaign was launched against the gas pilferers, wherein the general public was invited to play their role in controlling the gas pilferage by informing/reporting the department at 1199 about the gas pilferers. Above ground leakage rectification program is also being followed to reduce loss due to leakages.

The Company has acquired and is using the laser leak detection equipment for identification of underground leakages. Replacement of those segments of distribution network whose integrity is doubtful is underway.

It is to be noted that supply of gas to certain areas is resulting in huge loss to the Company as the UFG in these areas is much beyond the approved ceiling imposed by OGRA. In these circumstances, the Company has to seriously consider the possibility of disconnecting gas to such areas in line with best commercial practices, as without such an action the Company and its shareholders, the main owner being the Government of Pakistan, are suffering huge revenue loss. However, if such an action is not approved by

Chairman's Review and Directors' Report

the stakeholders, the review of UFG targets by OGRA/MP&NR will become essential so that the Company continues to remain financially viable.

The Management and the Board are confident of curtailing UFG losses to a great extent by optimally employing all available resources. The Company is also pursuing implementation of pending adjustments in UFG benchmark with the Regulator, FG and other relevant forums, arising from change in operating conditions beyond its reasonable control. The Company is hopeful of the resolution of this long standing issue.

Customer Services

Customer satisfaction has always been a core value in SNGPL policies and decision making which has been adequately reflected in our Vision and Mission. SNGPL has over 152 offices across Punjab, Khyber Pakhtunkhwa, Islamabad Capital Territory and Azad Jammu & Kashmir, which receive and rectify the complaints from more than 4.2 million consumers. These offices operate round the clock to handle emergencies. SNGPL has also set up centralized Call Centre to receive all types of complaints and to give information related to services provided by the Company. The Call Centre can be accessed through a Universal Access Number (UAN) 1199 from mobile or landline within our franchise area at local call rates. The Call Centre has also been assigned to get regular feedback from the complainants to ensure provision of unmatched services to its valued customers.

The Company has established five new regional offices at Sheikhpura, Sahiwal, Sargodha, Rawalpindi and Gujrat to provide improved services to its consumers. The Company presently has 13 regional offices, 34 sub-regions, 37 customer service centres and over than 100 consumer complaint centres.

Billing

Your Company is committed to ensure accurate meter reading and timely delivery of gas bills while maximizing recovery of the same, to ensure provision of quality services to its consumers. Various steps are regularly taken to address billing issues, including but not limited to reduction in Non-Billing and Provisional Billing cases,

recovery from defaulting consumers, spread of digital imaging Hand Held Units (HHU) facility for meter reading, expeditious reporting of anomalies and complaints, arranged verification of minimum billing, and expeditious booking of under billed and pilfered volume.

Information Technology

Your Company is progressing rapidly to become the most IT enabled company of the Country, which would lead towards increased customer satisfaction, enhanced process efficiency, transparency, and visibility. We have been striving to bring process automation and improvements through innovative techniques like Business Process Re-engineering (BPR) and state-of-the-art Information Systems, which forms the cornerstone of the Company's mission.

The processes of Sales, Distribution, Billing, Customer



Services, and Accounts departments have been computerized through world-class Customer Care and Billing System. It has considerably improved the system's accuracy, bill delivery, revenue realization, process visibility across the board while ensuring, customer satisfaction and employees' productivity. Implementation of Enterprise Resource Planning (ERP) System in Finance, Human Resource, and Payroll departments has made information widely accessible. Supply chain modules are being implemented which will further improve efficiencies and effectiveness of the Company's departments. These IT systems have contributed towards informed decision-making and facilitated in UFG reduction. Initiatives to improve security and access control have also been taken to make the Company's information systems more robust and secure.



Telecommunications

During the year under review, new Microwave Links have been installed and commissioned in Islamabad, Faisalabad, Lahore and Gujranwala Sections. Supervisory Control & Data Acquisition (SCADA) facilities have been installed and commissioned at various new outstations to provide instant connectivity amongst all regions and sub-regions. The Real-time Server Machines of Transmission SCADA System have been replaced. The routers based data network, digital exchanges and data radio links have also been installed in order to extend Company's voice and data network backbone facilities to remote locations. Video IP Phones in addition to Video Conferencing facility have been installed to enable the video telephony between Senior Management and Regional Distribution Heads.



Your Company has also successfully completed 34 Kms Optical Fiber Cable (OFC) laying projects for M/s MOL-Pakistan through rough hilly terrain, from their Gas wellheads to the Central Processing Facility (CPF) in Kohat region.



Health Safety & Environment

Your Company has an HSE commitment to meet the highest standards for the health and safety of its employees, customers and stakeholders, as well as to protect the environment of the communities in which it is operating. The Company has developed an Integrated HSE Management System (IMS) to ensure that HSE Policy is systematically applied and best industry practices are adopted within all operations. Your Company has taken several steps with regard to HSE, which are enumerated below:

- Internal Audit by SNGPL's competent and Validated auditors for continual improvement as per defined frequency (bi-annual)
- Successful completion of 7th Surveillance Audit by M/s URS (Certifying Body) – Recertification Audit.
- Successful completion of 8th Surveillance Audit by M/s URS (Certifying Body)

Occupational Health & Safety (OH & S)

Following necessary steps have been taken during the year under review by the Company to promote occupational safety and health:

- 52 number of HSE Procedures were developed and approved by the HSE Management Committee & implemented across the Company.
- 06 number of Training Modules were developed.
- 391 number of HSE Awareness Session for Executives & Staff have been conducted.
- OH & S and Environmental Risk Assessment of 29 Sites of SNGPL have been carried out / reviewed.

Chairman's Review and Directors' Report

- Online Incident Reporting System is in place.
- Material Safety Data Sheets (MSDS) have been developed for effectively managing all the hazardous / non- hazardous chemicals used across the Company.
- Booklets for "Safety Talks", "Contractor Safety" and "First Aid" have been developed and distributed across the Company.

Environmental Protection Measures.

SNGPL is committed to protect the environment, and has strived to reduce any adverse environmental impact of its operations. A new initiative to measure the environmental burden due to the activities of the Company has been undertaken. In this regard, the data with reference to fuel and electricity consumption is compiled and converted in the form of CO₂ emission. A baseline data is being established prior to undertaking any steps for gradual reduction. Tree plantation is also carried out at different locations for carbon sequestration. SNGPL is also carrying out monitoring of Environmental Emission from Vehicles / Welding Plants / Generators / Fork Lifters to ensure that the results remain within National Environmental Quality Standards (NEQS).



The Company is committed to face these challenges in a manner that reflects our commitment to a balanced economic growth, social development and environmental protection, which is in line with the continuing objective of protecting our environment.

During the period under review, your Company's achievements remained as under:

- 6th CSR National Excellence Award – 2011, By M/s Help International Welfare Trust (HIWT)
- Fire & Safety Award – 2011, By M/s National Forum for Environment & Health (NFEH)
- 9th Annual Environmental Excellence Award – 2012, By M/s National Forum for Environment & Health (NFEH)

Energy Conservation

Energy conservation has become the need of the hour. In order to overcome the energy crises, the Company has undertaken hectic efforts to spread energy conservation message through all available modes of print and electronic media, during the year under review. The Company has also targeted the youth of the Country among other consumers, by penetrating into a large number of schools in respect of various energy conservations techniques. A total of 35,000 students from all ages at primary, middle and secondary levels were accordingly made part of energy conservation campaign. The Company also participated in "Corporate Pakistan" exhibition organized by Institute of Cost and Management Accountants of Pakistan (ICMAP) at Lahore Expo Centre, in order to give practical demonstration to its valued consumers regarding efficient and cost effective use of natural gas.





Corporate Social Responsibility

SNGPL has sponsored Chairs on Gas Engineering, one at “Institute of Chemical Engineering and Technology, University of the Punjab (PU), Lahore” and second at “Department of Chemical Engineering and Technology, University of Engineering and Technology (UET), Lahore” for research work.

Chair at PU is undertaking the Projects of Identification and mitigation of Internal Corrosion at 36”Dia Qadirpur Bhong segment, Bio Gas (for larger volume of Gas), Gas Burner Efficiency (Industrial) and development of Solar Heaters. While UET is working on Baffle design, Solar Panels, Bio Gas (using kitchen waste and cow dung), efficiency improvement of Natural Gas appliances (Domestic), development of Methodology for Energy Audit for Gas power generation units and Solar Water Heaters.

Rural Development Program

By sponsoring the chairs at UET and PU, the research projects have been undertaken, which will ultimately lead to mitigate the impact of energy crisis. As an alternative energy resource, Bio gas project will help in rural areas in meeting their energy requirements.

Contribution to National Exchequer

The Company made a healthy contribution to the National Exchequer during the FY 2011-12. An amount of Rs 38,391 million was paid in the form of taxes, duties and GDS.

Human Resource Development

The Company’s vision, mission and overall objectives can only be achieved with the help of a dedicated and committed Human Resource team. Here in SNGPL, we have trained, dedicated and result oriented teams in all of its regions and sub-regions. The dedicated and committed human resource is the real assets of the Company, who enable provision of gas supply to more than 4.2 million consumers at their door step through a distribution network extending beyond 87,000 Kms. SNGPL has 8,800 employees comprising 1269 executives and 7531 non-executive staff, serving in 13 regions spread from Sui to Sawat.

The Company uses several Human Resource Management tools including Management by Objective (MBO) for the annual assessment of the Company executive’s performance for the accomplishment of Company’s objectives.

Training

Training of Human Resource is crucial to any organization success and growth. The Company in the year 2004, established, Sui Northern Gas Training Institute (SNGTI) at Kot lakh Pat, Industrial area , Lahore, with a mission to address the learning and training gaps of its employees and their skill development for enhanced organizational performance on professional lines.



The Institute has highly qualified Trainers who possess International Academic and Corporate work experience. They are proficient in designing, developing and delivering Training programs reflective of the modern business tools and techniques in today’s challenging and dicey business environment.

The institute with its collaborative arrangements with NESPAK, NAVTEC and CITY & GUILD London has shown continued commitment to training in the world community. SNGTI achieved another land mark by getting ISO 9001 certification from UKAS, England, in both Technical and soft skills Training.

During the period under review, 189 courses including soft and technical skills were conducted at SNGTI. 1703 executives and 514 subordinates benefited from these courses. In addition to above, several technical sessions were also arranged for technical staff, in order to gear up efficiency of the workforce.

Chairman's Review and Directors' Report



Industrial Relations

Since establishment of SNGPL, Management has been pleased to give importance to basic human urges/ motivations of its most valuable assets i.e. employees, to secure adequate satisfaction, which has resulted in industrial peace. All the matters are settled through bilateral negotiations with CBA. Cordial relations between Management and CBA has brought industrial harmony while removing potential causes of disputes, thereby ensuring round the clock operations of the Company.

Employment of Special Persons

SNGPL as a gesture of Equal Opportunity Employer and Socially Responsible Company, has always given due consideration to engage special persons. As a result, present establishment of the Company comprises a reasonable number of special employees.

Business Ethics And Anti Corruption Measures

All employees of the Company are required to observe the highest ethical standards in the conduct of their business activities to minimize the significant risk associated with non compliance. Contravention of this policy is regarded as misconduct.

Furthermore, in line with the Company's core values, all employees are responsible - as individuals and as teams - for their work and their actions. The workers welcome scrutiny, and they hold themselves accountable.

Internal Control System

The Board has approved the scope of internal audit on the recommendations of the Audit Committee, which broadly covers review and evolution of its internal control system in accordance with business risk assessments. This includes independent assessment and evaluation of the effectiveness and efficiency of operations, the reliability of financial reporting, deterring and investigating fraud, safeguarding assets of the Company and compliance with laws and regulations. Moreover, suggestions and recommendations are also given to the Management for improvement in internal controls and risk management systems.

Changes In The Board

During the year under report, there were only two changes in the composition of the present Board of Directors. Mr. Saeed Ullah Shah was earlier replaced by Dr. Shahab Alam on February 07, 2012. Subsequently, Dr. Shahab Alam was replaced by Qazi Mohammad Saleem Siddiqui on April 27, 2012. Another change occurred after the close of the financial year i.e. 2011-12, wherein Mr. Zuhair Siddiqui joined the Company's Board on November 28, 2012 in place of Mr. Azim Iqbal Siddiqui (Ex-Managing Director-SSGC).

The Board of Directors would like to place on record their appreciation and gratitude to the outgoing Members of the Board for their guidance and support during their tenure as Directors of the Company.

Acquisition Of Equity Stake In SSGC LPG (Pvt) Limited

The country is facing acute energy crisis due to increasing demand in natural gas as against the depleting resources. In order to bridge this ever widening gap, the Board of Directors has recommended to make an investment by acquiring the equity stake in SSGC LPG (Pvt) Limited, a wholly owned subsidiary of SSGC, through making a joint venture arrangement. Under this arrangement, your Company will be in a position to supply bottled LPG to every nook & corner of its franchise area. Presently, initial evaluation process of the project has been completed and a firm proposal will be submitted to the shareholders for their approval. However, an earlier formed company

viz Sui Northern LPG-LNG (Pvt) Limited has been wound up in the presence of joint venture arrangements with M/s SSGC LPG (Pvt) Limited.

Post Balance Sheet Events

The Directors have not received, as at February 13, 2013, being the date on which these financial statements were approved, any information concerning significant conditions in existence at the balance sheet date, which effects the financial statements as presented.

Corporate Governance

The principles of Corporate Governance adopted by the Directors are set out in detail in the Corporate Governance Section of this Annual Report.

Statement on Corporate and Financial Reporting Framework

The Board of Directors hereby declares that for the year ended June 30, 2012:

- a. The financial statements, together with the notes thereon have been drawn up in conformity with the Fourth Schedule of the Companies Ordinance, 1984. These statements present fairly the Company's state of affairs, result of its operations, cash flows and changes in equity.
- b. Proper Books of Accounts of the Company have been maintained.
- c. Appropriate accounting policies have been consistently applied in the preparation of financial statements and accounting estimates are based on reasonable and prudent judgment.
- d. International Financial Reporting Standards, as applicable in Pakistan, have been followed in preparation of the financial statements and any departures there from has been adequately disclosed and explained.
- e. The system of internal control is sound in design and has been effectively implemented and monitored; and
- f. There are no significant doubts upon the Company's ability to continue as a going concern. The Board

of Directors has satisfied itself that the Company has adequate resources to continue its operations in the foreseeable future. The Company's Financial Statements have accordingly been prepared on a 'going concern' basis.

- g. Significant deviations from last year's operating results have been disclosed as deemed appropriate in this Chairman's Review & Directors' Report and in the notes to the accounts, annexed to this report.
- h. Key operating and financial data of the last six years in summarized form is annexed.
- i. All statutory payments on account of taxes, duties, levies and charges in the normal course of business, payable as on June 30, 2012, have been cleared subsequent to the year-end.
- j. The Board of Directors has recommended an investment in SSGC LPG (Pvt) Limited through acquisition of equity stake therein and the proposal is being submitted to the shareholders for their approval. The disclosure has accordingly been given in the directors' report.
- k. Value of investment in employees retirement funds based on audited accounts of the funds for the year ended June 30, 2011 are as follows:

	Rupees in (000)
SN Senior Staff Pension Fund	1,294,922
SN Junior Staff Pension Fund	3,747,310
SN Executive Staff Gratuity Fund	9,000
SN Non-Executive Staff Gratuity Fund	1,986,873
SN Trustees Provident Fund	5,875,293
SN Executive Staff Medical Treatment	833,118
SN Non-Executive Staff Medical Treatment	3,487,008
SN Executive Staff Free Gas	41,400
SN Non-Executive Staff Free Gas	1,019,679
SN Executive Staff Compensated Absences Fund	74,172
SN Non-Executive Staff Compensated Absences Fund	235,570
SN Employees Accidental Death Endowment Fund	5,683
Total	18,610,028

Chairman's Review and Directors' Report

- I. The number of Board and Committees meetings held during the year and attendance by each Director is disclosed in Corporate Governance section of this report.
- m. The pattern and categories of share holding as at June 30, 2012 is annexed.
- n. There was no default or likelihood of default in respect of any loan / debt instruments.
- o. Mr. Ahmed Aqeel, Director has been registered with PICG for Director's Training Program.
- p. No trading of shares by Directors, Chief Executive Officer, Chief Financial Officer, Company Secretary, their spouses and minor children has been carried out, other than the transaction disclosed as per statute. The number of shares, if any, held by them have been disclosed in categories of shareholders of this report.

Auditors

The present joint auditors M/s. A. F. Ferguson & Co., Chartered Accountants and M/s. M. Yousaf Adil Saleem & Co., Chartered Accountants, are retiring at the conclusion of the Annual General Meeting being held on March 20, 2013 and being eligible, offer themselves for re-appointment for the financial year ending June 30, 2013. The Board proposes their reappointment as auditors for the financial year ending June 30, 2013 on the recommendation of the Audit Committee.

Risk Management

The Company is facing a challenge of increasing gap between demand and supply of natural gas due to lack of foreign investment in oil and gas exploring activities in the last decade, as a result of law and order situation faced by the country. At operational level, the Company's main concern is to minimize Un-accounted for Gas (UFG). The Company is also facing challenges in the areas of currency, credit and liquidity in respect of financial risks. The Board is determined to effectively combat these challenges through intensive planning, timely decision making and strategic load management. Concerted efforts are being made to minimize the said gap by exploring alternative opportunities viz importing LPG/LNG. Also, best possible efforts are being made by

increasing the vigilance and physical inspections at the consumer's premises in order to curtail the UFG within permissible limits.

The Company has also laid down an Energy Efficiency audit plan for the industrial unit in order to get optimum benefits from the available resources.

Share Watch

The Company's share opened at Rs. 19.92 on July 01, 2011 and closed at Rs. 16.89 on June 30, 2012. During the period under review, the highest price of the share was Rs. 23.60 and the lowest was Rs. 15.25. The market capitalization as on June 30, 2012 was Rs. 9,738 million.

Future Outlook

Your Company is pursuing to undertake supply of Synthetic Natural Gas (LPG-Air Mix) as a replacement of natural gas to help ease the prevailing energy crisis in the country. The Company is also working to bottle and market LPG cylinders to the prospective areas to supplement the demand for energy.

The Board has also decided to review the policy of meeting capital expenditures from its own resources as well the disconnection policy in respect of defaulting consumers, in order to improve the financial results.

The future outlook of the Company may be impacted by the court case pending in Lahore High Court (LHC) against OGRA's tariff decision, in which the Company has proposed the following:

- a) Treatment of Late Payment Surcharge (LPS) as Non Operating income, being a non regulated income.
- b) Rationalization of UFG benchmark since the previous benchmark was introduced without consultation with the gas companies and the independent experts were not engaged. Also, the base operating conditions prevalent at the time of introduction of benchmark like cost of gas, bulk retail ratio, etc, which were beyond the control of the Company, have now become lopsided, thereby adversely impacting the Unaccounted for Gas (UFG).



- c) Maximum penalty that OGRA may impose for a particular financial year could not exceed Rs. 750 million per annum and therefore UFG penalties imposed by OGRA are very excessive and outright illegal.

It is highlighted that the Company will be adversely impacted for the year under review by Rs 4.6 billion (after tax), in case of unfavourable LHC decisions. The Company may however get an additional amount of Rs 3.4 billion (after tax) in case the LHC restricts the amount of maximum penalty imposed by OGRA.

It is further pointed out that OGRA has determined the Final Revenue Requirement (FRR) for FY 2011-12, keeping in view the Interim LHC Court Order, while failing to incorporate appropriate allowance on account of Non Consumers, minimum volume and Law & Order, thereby adversely impacting the Company on account of Rs. 3.9 billion.

In case of an adverse decision from Honourable LHC, the Company financial results would be adversely affected, since the applicable tariff in such instance would be computed on the basis of 4.5% UFG. The long term viability of the Company is sound.

Acknowledgements

Your Directors wish to place on record their appreciation for the continued support and patronage received from shareholders and its valued customers. We wish to acknowledge the dedication and commitment of all the employees who contributed valuable services, to sustain all its operations.

We also place on record our acknowledgement for the continued guidance and support received from the Government of Pakistan, Ministry of Petroleum & Natural Resources and Oil & Gas Regulatory Authority (OGRA).

We wish to give the outgoing directors a thankful farewell for their hard work and long hours contributed towards successful operations of SNGPL. We wish them the greatest of success in their future endeavors.

On behalf of the Board,

(Mohammad Arif Hameed)
Chief Executive

(Mian Misbah ur Rehman)
Chairman

Lahore
February 13, 2013



Pattern of Shareholding

As at June 30, 2012

*Name of Shareholders	Number of Shareholders	Shareholding		Total No. of Shares Held	Percentage
		From	To		
	3,234	1	100	141,076	0.02
	3,365	101	500	814,824	0.14
	4,511	501	1,000	3,050,523	0.53
	2,693	1,001	5,000	5,678,436	0.98
	469	5,001	10,000	3,299,915	0.57
	154	10,001	15,000	1,855,238	0.32
	75	15,001	20,000	1,293,648	0.22
	61	20,001	25,000	1,365,816	0.24
	22	25,001	30,000	605,568	0.11
	13	30,001	35,000	421,370	0.07
	15	35,001	40,000	542,531	0.09
	10	40,001	45,000	416,631	0.07
	11	45,001	50,000	538,610	0.09
	12	50,001	55,000	635,485	0.11
	6	55,001	60,000	343,240	0.06
	3	60,001	65,000	182,786	0.03
B.R.R. GUARDIAN MODARABA	1	65,001	70,000	69,607	0.01
	2	70,001	75,000	142,048	0.02
	4	75,001	80,000	309,196	0.05
	2	80,001	85,000	165,099	0.03
	4	85,001	90,000	353,485	0.06
	5	95,001	100,000	494,073	0.09
	3	100,001	105,000	313,749	0.05
	3	105,001	110,000	321,652	0.06
INVEST CAPITAL MARKETS LIMITED	1	110,001	115,000	112,930	0.02
SEVEN STAR SECURITIES (PVT.) LTD.	1	115,001	120,000	120,000	0.02
	3	120,001	125,000	373,445	0.06
SAFINA ZAFEER ABBASI	1	125,001	130,000	128,721	0.02
	2	130,001	135,000	264,075	0.05
NATIONAL INVESTMENT TRUST LIMITED	1	135,001	140,000	137,479	0.02
	2	140,001	145,000	284,033	0.05
MAHOMMAD MAZHAR HAYAT	1	175,001	180,000	177,629	0.03
IJAZ HUSSAIN	1	190,001	195,000	193,425	0.03
	2	205,001	210,000	416,250	0.07
IGI FINEX SECURITIES LIMITED	1	210,001	215,000	211,992	0.04
ANWAR ELAHI (00463)	1	240,001	245,000	244,131	0.04
SHAHBAZ ALI MALIK	1	250,001	255,000	251,900	0.04
NATIONAL INSURANCE COMPANY LIMITED	1	255,001	260,000	258,951	0.04
NUZHAT IRFAN	1	260,001	265,000	264,657	0.05
NATIONAL LOGISTIC CELL	1	285,001	290,000	286,125	0.05
	2	290,001	295,000	586,952	0.10
CDC - TRUSTEE FAYSAL ASSET ALLOCATION FUND	1	295,001	300,000	300,000	0.05



*Name of Shareholders	Number of Shareholders	Shareholding		Total No. of Shares Held	Percentage
		From	To		
	2	300,001	305,000	608,740	0.11
MUHAMMAD ARIF KHAN	1	315,001	320,000	318,780	0.06
MR RUSTOM F. COWASJEE	1	320,001	325,000	320,642	0.06
GHULAM REZA NAMLAITI	1	330,001	335,000	334,526	0.06
MASOOD AHMED KHAN	1	335,001	340,000	340,000	0.06
MALIK ZULFIQAR ALI	1	345,001	350,000	346,500	0.06
CDC - TRUSTEE FAYSAL BALANCED GROWTH FUND	1	385,001	390,000	388,000	0.07
ACADIAN FRONTIER MARKETS EQUITY FUND	1	415,001	420,000	419,167	0.07
AFTAB NABI	1	445,001	450,000	450,000	0.08
CDC - TRUSTEE NIT-EQUITY MARKET OPPORTUNITY FUND	1	465,001	470,000	468,318	0.08
PAIR INVESTMENT COMPANY LIMITED	1	495,001	500,000	500,000	0.09
NATIONAL BANK OF PAKISTAN	1	520,001	525,000	525,000	0.09
YASAR KHAN SWATI	1	595,001	600,000	600,000	0.10
SHAREEF AHMAD BANI & MUBASHIR AHMAD BANI	1	605,001	610,000	608,265	0.11
EATON VANCE STRUCTURED EMERGING MARKETS FUND	1	640,001	645,000	641,550	0.11
ASIAN CO-OPERATIVE SOCIETY LIMITED	1	690,001	695,000	693,000	0.12
EFU LIFE ASSURANCE LTD	1	700,001	705,000	701,137	0.12
SAUDI PAK INDUSTRIAL & AGRICULTURAL INVESTMENT CO. LTD. - PMD	1	995,001	1,000,000	1,000,000	0.17
CDC - TRUSTEE PICIC ENERGY FUND	1	1,730,001	1,735,000	1,732,500	0.30
ADAMJEE INSURANCE COMPANY LIMITED	1	2,010,001	2,015,000	2,011,905	0.35
SUI SOUTHERN GAS COMPANY LIMITED	1	2,190,001	2,195,000	2,194,704	0.38
CDC - TRUSTEE PICIC INVESTMENT FUND	1	2,260,001	2,265,000	2,261,840	0.39
THE BANK OF PUNJAB, TREASURY DIVISION.	1	3,040,001	3,045,000	3,040,800	0.53
DAWOOD FOUNDATION	1	5,370,001	5,375,000	5,372,314	0.93
FAYSAL BANK LIMITED	1	7,630,001	7,635,000	7,633,457	1.32
PAKISTAN REINSURANCE COMPANY LTD.	1	7,905,001	7,910,000	7,907,458	1.37
CDC - TRUSTEE PICIC GROWTH FUND	1	9,010,001	9,015,000	9,010,224	1.56
STATE LIFE INSURANCE CORP. OF PAKISTAN	1	9,425,001	9,430,000	9,427,162	1.64
STATE LIFE INSURANCE CORPN. OF PAKISTAN	1	15,230,001	15,235,000	15,234,009	2.64
NATIONAL BANK OF PAKISTAN-TRUSTEE DEPARTMENT NI(U)T FUND	1	17,855,001	17,860,000	17,856,660	3.10
EMPLOYEE'S OLD-AGE BENEFITS INSTITUTION	1	20,600,001	20,605,000	20,600,685	3.57
CDC - TRUSTEE NIT STATE ENTERPRISE FUND	1	23,400,001	23,405,000	23,404,607	4.06
SNGPL EMPLOYEES EMPOWERMENT TRUST	1	24,905,001	24,910,000	24,908,827	4.32
PAKISTAN INDUSTRIAL DEVELOPMENT CORP. (PVT) LTD.	1	34,695,001	34,700,000	34,695,035	6.02
NATIONAL BANK OF PAKISTAN	1	45,775,001	45,780,000	45,776,230	7.94
MCB BANK LIMITED - TREASURY	1	50,115,001	50,120,000	50,115,263	8.69
DH FERTILIZERS LIMITED	1	73,480,001	73,485,000	73,481,262	12.74
THE PRESIDENT OF ISLAMIC REPUBLIC OF PAKISTAN	1	182,660,001	182,665,000	182,664,737	31.68
	14,741			576,560,605	100.00

* Name of shareholders have been specified where shares are held by a single shareholder.

Categories of Shareholders

As at June 30, 2012

Categories of Shareholders	No. of Shareholders	Shares Held	Percentage
Associated Companies, Undertakings and Related Parties			
DAWOOD FOUNDATION	2	5,372,566	0.93
Shareholders holding 5 % or More Voting Interest			
THE PRESIDENT OF ISLAMIC REPUBLIC OF PAKISTAN	1	182,664,737	31.68
DH FERTILIZERS LIMITED	1	73,481,262	12.74
MCB BANK LIMITED	6	50,158,879	8.70
NATIONAL BANK OF PAKISTAN	1	45,776,230	7.94
PAKISTAN INDUSTRIAL DEVELOPMENT CORP. (PVT) LTD.	1	34,695,035	6.02
NIT and ICP			
IDBP (ICP UNIT)	3	295,710	0.05
NIT	6	41,879,244	7.26
Directors, Chief Executive Officers and their Spouses and minor children			
Mr. MUHAMMAD ARIF HAMEED	1	5	0.00
Mrs. RABIA ARIF (Spouse of Mr. M. Arif Hameed)	1	31,000	0.01
Mr. ABDUL SAMAD DAWOOD	1	5,250	0.00
Mr. NESSAR AHMED	1	1,050	0.00
MIAN RAZA MANSHA	1	115	0.00
Mr. AHMAD AQEEL	1	210	0.00
Mr. M. ARIF HABIB	1	525	0.00
MIRZA MEHMOOD AHMED	1	525	0.00
Executives / Employees	8	5,159	0.00
Public Sector Companies and Corporations	3	563,587	0.10
Banks, Development Financial Institutions, Non Banking Financial Institutions	22	12,439,549	2.16
Insurance Companies	13	35,829,428	6.21
Modarabas	13	181,763	0.03
Mutual Funds			
GROWTH MUTUAL FUND LIMITED	1	410	0.00
SAFEWAY MUTUAL FUND LTD.	1	84	0.00
SECURITY STOCK FUND LIMITED	1	1,286	0.00
PRUDENTIAL STOCKS FUND LIMITED	1	105	0.00
CDC - TRUSTEE FAYSAL BALANCED GROWTH FUND	1	388,000	0.07
CDC - TRUSTEE AKD INDEX TRACKER FUND	1	33,428	0.01
CDC - TRUSTEE PICIC ENERGY FUND	1	1,732,500	0.30
TRI. STAR MUTUAL FUND LTD.	1	144	0.00
CDC - TRUSTEE FAYSAL ASSET ALLOCATION FUND	1	300,000	0.05
CDC - TRUSTEE FIRST HABIB STOCK FUND	1	15,000	0.00
CDC - TRUSTEE KSE MEEZAN INDEX FUND	1	123,445	0.02
CDC - TRUSTEE PICIC INVESTMENT FUND	1	2,261,840	0.39
PRUDENTIAL STOCK FUND LTD.	1	115	0.00
CDC - TRUSTEE PICIC GROWTH FUND	1	9,010,224	1.56
General Public			
a. Local	13,937	26,464,339	4.59
b. Foreign	578	2,415,206	0.42
Others			
a. SNGPL Employees Empowerment Trust	1	24,908,827	4.32
b. Joint Stock Companies	107	2,231,504	0.39
c. All others	16	23,292,319	4.04
Total	14,741	576,560,605	100.00

Summary of Six Years

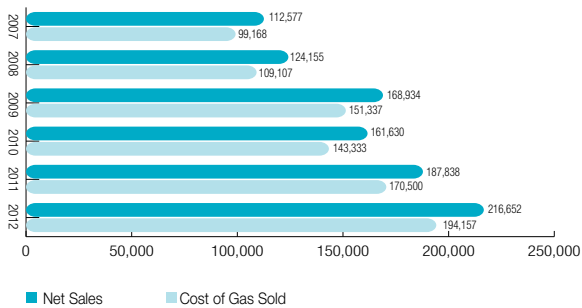
As at 30th June

Particulars	Unit	2012	2011	2010	2009	2008	2007
Profit and Loss Account							
Net Turnover	Rs.' 000	216,652,317	187,837,601	161,629,828	168,933,831	124,155,033	112,577,052
Gross Profit	Rs.' 000	7,229,803	3,600,428	5,612,963	17,596,492	15,047,572	13,408,802
Operating Profit	Rs.' 000	9,090,533	5,774,559	9,145,373	2,383,422	4,770,056	5,110,287
Profit Before Tax	Rs.' 000	4,740,885	1,687,743	3,879,931	1,730,240	3,980,809	4,249,572
Profit After Tax	Rs.' 000	3,043,996	1,125,021	2,554,563	930,536	2,496,690	2,678,343
Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA)	Rs.' 000	16,418,024	13,218,848	15,353,437	8,263,504	9,601,371	9,558,766
Balance Sheet							
Share Capital	Rs.' 000	5,765,606	5,491,053	5,491,053	5,491,053	5,491,053	5,491,053
Reserves	Rs.' 000	15,458,174	13,237,836	13,211,026	10,656,463	11,647,796	10,798,422
Property, Plant And Equipment	Rs.' 000	92,769,426	89,498,248	86,728,369	78,616,277	62,194,617	50,053,930
Net Current Assets / Liabilities	Rs.' 000	(941,400)	(2,964,050)	(10,416,871)	(9,254,876)	5,484,601	7,782,919
Long Term / Deferred Liabilities	Rs.' 000	72,206,401	69,570,313	59,158,657	53,808,874	51,134,192	41,835,824
Summary of Cash Flows							
Net Cash From Operating Activities	Rs.' 000	10,215,571	2,381,118	16,256,271	17,431,998	13,246,707	10,690,617
Net Cash Used In Investing Activities	Rs.' 000	(10,932,565)	(10,228,636)	(14,593,668)	(21,836,945)	(15,778,338)	(9,452,441)
Net Cash Used In Financing Activities	Rs.' 000	(111,802)	7,792,456	(1,019,500)	(2,415,324)	(2,877,449)	(3,092,466)
Net (Decrease) / Increase In Cash and Cash Equivalents	Rs.' 000	(828,796)	(55,062)	643,103	(6,820,271)	(5,409,080)	(1,854,290)
Investor Information For Six Years							
Profitability Ratios :							
Gross Profit Ratio	%	3.14	1.95	3.24	10.95	12.19	10.98
Net Profit To Sales	%	1.32	0.61	1.48	0.58	2.02	2.19
EBITDA Margin	%	7.13	7.14	8.88	5.14	7.78	7.83
Return On Equity	%	15.24	6.01	14.66	5.59	14.94	17.06
Return On Capital Employed	%	6.21	2.65	4.81	2.53	5.41	6.89
Efficiency Ratios							
Operating Cycle	Days	88	80	74	52	53	48
Inventory Turnover Ratio	Times	272.96	258.24	204.68	231.27	218.48	215.78
Debtor Turnover Ratio	Times	4.19	4.67	5.04	7.23	7.05	7.94
Total Asset Turnover Ratio	Times	1.33	1.33	1.24	1.31	1.26	1.46
Fixed Asset Turnover Ratio	Times	2.48	2.07	1.99	2.04	1.98	2.44
Weighted Average Cost of Debt	%	4.36	6.19	7.25	1.29	5.88	6.18
Investment							
Earning Per Share (Basic)	Rs./Share	5.28	2.05	4.65	1.69	4.55	4.88
Market Value Per Share	Rs./Share	16.89	19.92	27.79	31.95	43.57	70.90
Share's Highest Value During The Year	Rs./Share	23.60	34.75	36.60	45.75	83.00	102.90
Share's Lowest Value During The Year	Rs./Share	15.25	17.64	23.40	17.52	39.47	63.45
Price Earning Ratio	Times	3.20	9.72	5.97	18.85	9.58	14.54
Break Up Value Per Share	Rs./Share	36.81	34.11	34.06	29.41	31.21	29.67
Bonus Shares Issued	Ratio	10%	5%	-	-	-	-
Cash Dividend Per Share	Rs./Share	2.50	1.00	2.00	-	3.50	3.00
Leverage							
Debt: Equity Ratio	%	37	39	14	19	20	29
Dividend Yield Ratio	%	14.80	5.02	7.20	-	8.03	4.23
Dividend Payout Ratio	%	47.35	48.81	42.99	-	76.98	61.51
Interest Cover Ratio	Times	2.39	1.44	1.83	3.65	6.04	5.94
Dividend Cover Ratio	Times	2.11	2.05	2.33	-	1.30	1.63
Current Ratio	Times	0.99	0.94	0.83	0.82	1.19	1.30
Quick / Acid Test Ratio	Times	0.95	0.90	0.79	0.77	1.09	1.24
Statement Of Value Added & How Distributed							
Employees As Remuneration	Rs.' 000	7,726,425	6,512,432	4,916,333	4,507,714	3,726,305	3,542,991
Government As Taxes	Rs.' 000	38,391,421	31,501,188	25,893,720	23,166,822	17,350,530	16,406,075
Shareholders As Dividends	Rs.' 000	1,441,402	549,105	1,098,211	-	1,921,869	1,647,316
Retained With The Business	Rs.' 000	8,832,530	7,806,496	7,505,133	6,048,781	5,118,245	4,543,424
Financial Charges To Providers Of Finance	Rs.' 000	3,396,901	3,870,415	4,639,382	630,980	788,963	860,655

Graphical Presentation

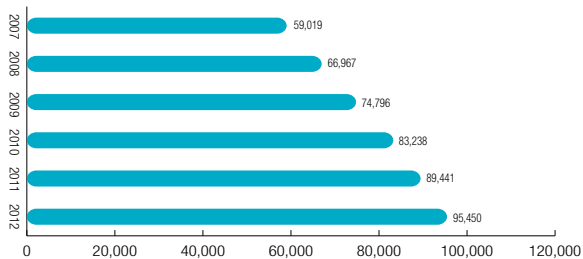
Revenue & Cost Analysis

(Rupees in Million)



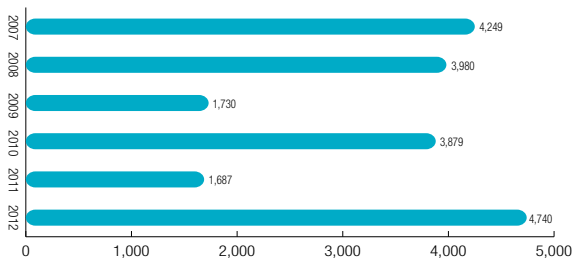
Transmission & Distribution Network

(In Kilometer)



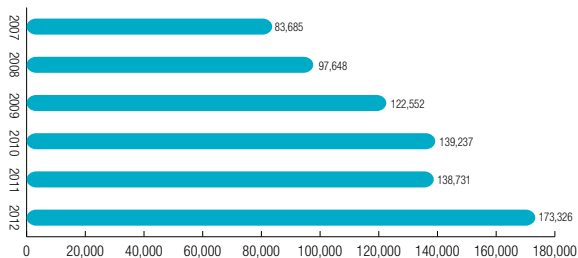
Profit Before Tax

(Rupees in Million)



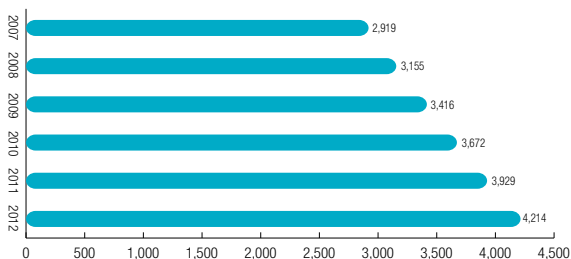
Growth of Total Assets

(Rupees in Million)



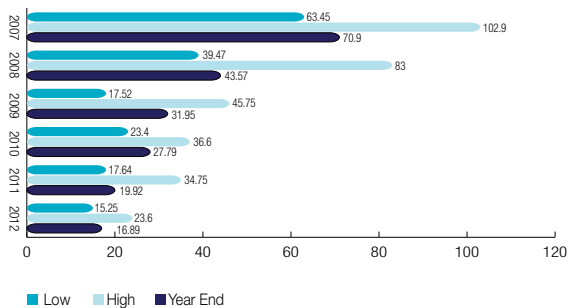
Customers' Growth

(Numbers in thousand)



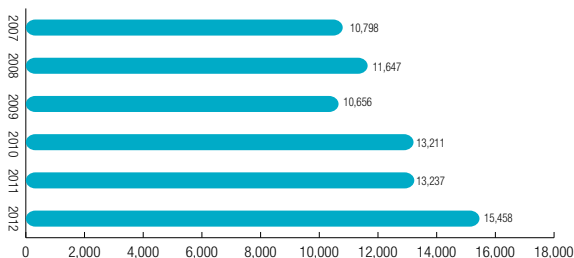
Share's Value

(Rupees Per Share)



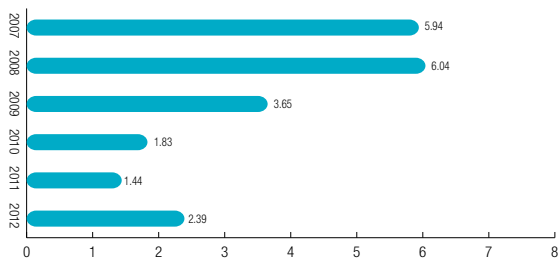
Reserves

(Rupees in Million)



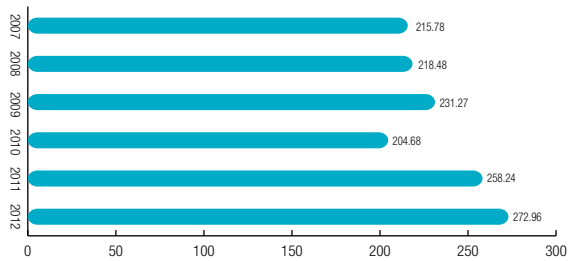
Interest Cover Ratio

(In Times)



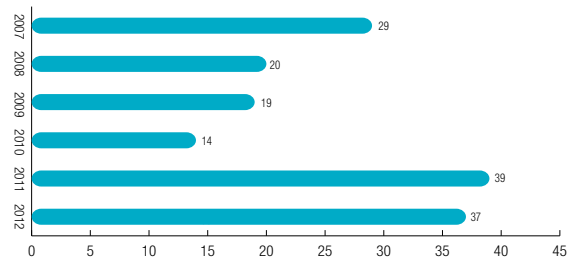
Inventory Turnover Ratio

(In Times)



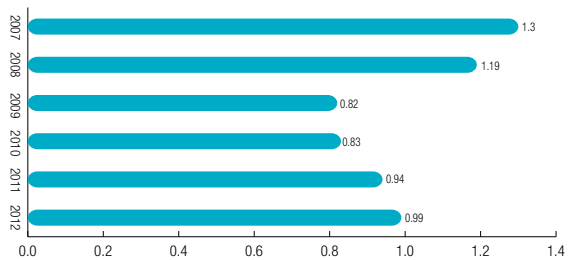
Debt Equity Ratio

(In Percentage)



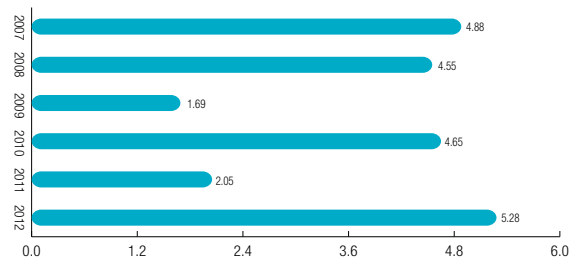
Current Ratio

(In Times)



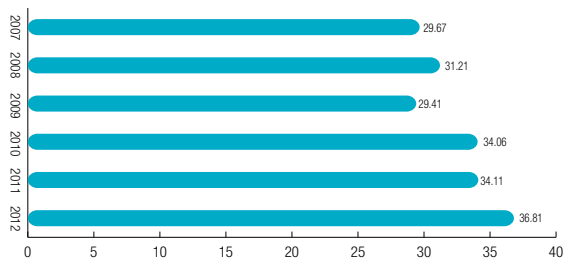
Earnings Per Share

(Rupees Per Share)



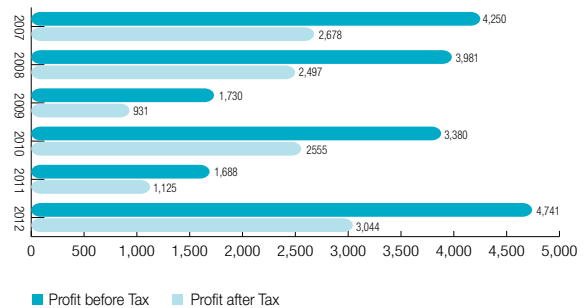
Break up Value per Share

(Rupees Per Share)



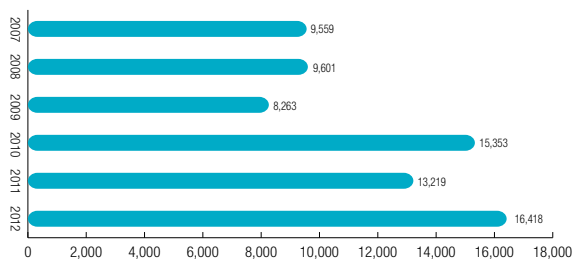
Profit before / after Tax

(Rupees in Million)



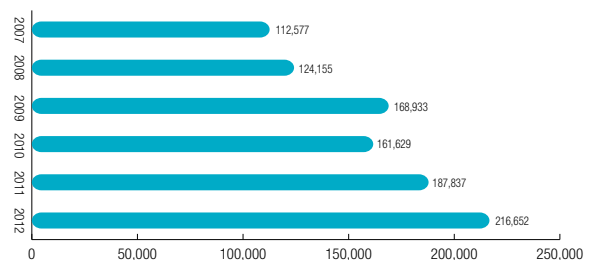
EBITDA

(Rupees in Million)



Net Turnover

(Rupees in Million)



Horizontal Analysis

	Jun 30, 07	Jun 30, 08	Jun 30, 09	Jun 30, 10	Jun 30, 11	Jun 30, 12
Balance Sheet Items						
Assets						
Non-Current Assets						
Property, plant and equipment	100	124	157	173	179	185
Intangible assets	100	166	1529	2006	1352	754
Investment in Associate	100	98	98	98	98	98
Long term loans	100	101	106	102	101	110
Employee benefits	100	652	635	2321	2355	2201
Long term deposits and prepayments	100	111	117	141	102	208
	100	125	157	175	181	187
Current Assets						
Stores and spare parts	100	210	199	153	149	169
Stock in trade-gas in pipelines	100	111	165	157	145	179
Trade debts	100	116	158	264	225	452
Loans and advances	100	82	75	126	97	85
Trade deposits and short term prepayments	100	287	281	309	431	371
Interest accrued	100	56	19	10	13	22
Other receivables	100	169	863	165	445	6
Income tax recoverable - Net	100	570	971	885	416	1070
Sales tax recoverable	100	515	165	-	-	-
Short term investments	-	100	-	-	-	-
Cash and bank balances	100	60	10	15	14	8
	100	105	130	153	142	237
Total Assets	100	117	146	166	166	207
Equity And Liabilities						
Share Capital and Reserves						
Authorized share capital (1,500,000,000 ordinary shares of Rs 10 each)	100	100	100	100	100	100
Issued, Subscribed and paid up share capital	100	100	100	100	100	105
Revenue reserves	100	108	99	122	123	143
Total equity	100	105	99	115	115	130
Non-Current Liabilities						
Long term financing:						
- Secured	100	9	-	-	1434	1132
- Unsecured	100	73	48	34	36	29
Security deposits	100	125	157	205	227	278
Deferred Credit	100	136	138	143	142	144
Deferred tax	100	112	121	130	124	134
Employee benefits	100	101	118	371	341	304
	100	122	129	141	166	173
Current Liabilities						
Trade and other payables	100	120	219	241	180	286
Interest / Mark up accrued	100	85	118	976	1710	2071
Short term borrowings	-	-	100	100	100	100
Current portion of long term financing	100	68	48	32	10	125
Sales Tax Payable	-	-	-	-	-	-
	100	115	206	240	197	313
Total liabilities	100	119	158	179	178	226
Total Equity And Liabilities	100	117	146	166	166	207
Profit & Loss Items						
Gas Sales	100	101	132	142	152	189
Add / (Less): Differential Margin / (Gas Development Surcharge)	100	(8)	(86)	119	(29)	143
	100	110	150	144	167	192
Cost Of Gas Sold	100	110	153	145	172	196
Gross Profit	100	112	131	136	129	168
Other Operating Income	100	98	114	197	219	231
	100	109	127	150	150	182
Less: Operating Expenses						
Distribution Cost	100	110	140	138	162	182
Administrative Expenses	100	105	131	164	222	235
	100	110	139	141	168	187
	100	107	100	171	108	170
Other Operating Expenses	100	397	1,233	255	87	388
	100	93	47	167	109	160
Other Operating Income						
Operating Profit	100	93	47	167	109	160
Finance Cost	100	92	76	540	451	396
Profit Before Taxation And Share From Associate	100	94	41	91	40	112
Share in Profit of Associate - Before Tax	100	87	-	44	-	-
Profit Before Taxation	100	94	41	91	40	112
Share in Profit of Associate - Before Tax						
Taxation	100	94	51	84	36	108
Profit After Taxation	100	93	35	95	42	114
Earnings per share - Basic and Diluted (Rupees)	100	93	35	95	40	108

Vertical Analysis

	Jun 30, 07	Jun 30, 08	Jun 30, 09	Jun 30, 10	Jun 30, 11	Jun 30, 12
Balance Sheet Items						
Assets						
Non-Current Assets						
Property, plant and equipment	59.79	63.66	63.93	62.03	64.51	53.52
Intangible assets	0.02	0.03	0.22	0.26	0.17	0.08
Investment in Associate	0.01	0.01	-	-	-	-
Long term loans	0.27	0.23	0.19	0.16	0.16	0.14
Employee benefits	0.07	0.37	0.28	0.91	0.93	0.70
Long term deposits and prepayments	0.01	0.01	0.01	0.01	-	0.01
	60.16	64.30	64.63	63.37	65.78	54.45
Current Assets						
Stores and spare parts	1.30	2.34	1.77	1.20	1.17	1.06
Stock in trade-gas in pipelines	0.57	0.54	0.64	0.53	0.49	0.49
Trade debts	19.39	19.21	20.98	30.79	26.28	42.31
Loans and advances	0.22	0.15	0.11	0.16	0.13	0.09
Trade deposits and short term prepayments	0.04	0.10	0.08	0.07	0.10	0.07
Interest accrued	0.09	0.04	0.01	0.01	0.01	0.01
Other receivables	1.58	2.29	9.29	1.56	4.23	0.05
Income tax recoverable - Net	0.16	0.78	1.06	0.85	0.40	0.83
Sales tax recoverable	0.31	1.39	0.35	-	-	-
Short term investments	-	0.52	-	-	-	-
Cash and bank balances	16.19	8.33	1.07	1.44	1.41	0.65
	39.84	35.70	35.37	36.63	34.22	45.55
Total Assets	100.00	100.00	100.00	100.00	100.00	100.00
Equity And Liabilities						
Share Capital and Reserves						
Authorized share capital (1,500,000,000 ordinary shares of Rs 10 each)						
Issued, Subscribed and paid up share capital	6.56	5.62	4.48	3.94	3.96	3.33
Revenue reserves	12.90	11.93	8.70	9.49	9.54	8.92
Total equity	19.47	17.55	13.18	13.43	13.50	12.25
Non-Current Liabilities						
Long term financing:						
- Secured	0.79	0.06	-	-	6.85	4.33
- Unsecured	4.43	2.78	1.47	0.90	0.95	0.63
Security deposits	8.69	9.29	9.33	10.70	11.88	11.67
Deferred Credit	27.61	32.14	26.11	23.71	23.62	19.22
Deferred tax	8.07	7.74	6.67	6.29	6.03	5.23
Employee benefits	0.40	0.34	0.32	0.88	0.81	0.58
	49.99	52.37	43.91	42.49	50.15	41.66
Current Liabilities						
Trade and other payables	27.26	28.08	40.79	39.56	29.65	37.67
Sales tax Payable	-	-	-	-	0.05	0.62
Interest / Mark up accrued	0.56	0.41	0.45	3.28	5.76	5.59
Current portion of long term financing	2.73	1.60	0.78	0.72	0.72	0.58
Taxation - Net	-	-	0.90	0.53	0.17	1.65
	30.54	30.08	42.92	44.08	36.35	46.10
Total liabilities	80.53	82.45	86.82	86.57	86.50	87.75
Contingencies and Commitments	-	-	-	-	-	-
Total Equity And Liabilities	100.00	100.00	100.00	100.00	100.00	100.00
Profit & Loss Items						
Gas Sales	100.00	100.00	100.00	100.00	100.00	100.00
Add / (Less): Differential Margin / (Gas Development Surcharge)	(7.79)	0.61	5.11	(6.57)	1.50	(5.91)
	92.21	100.61	105.11	93.43	101.50	94.09
Cost Of Gas Sold	81.22	88.41	94.17	82.85	92.13	84.32
Gross Profit	10.98	12.19	10.95	10.58	9.37	9.77
Other Operating Income	3.23	3.13	2.80	4.49	4.68	3.95
	14.22	15.32	13.75	15.07	14.05	13.72
Less: Operating Expenses						
Distribution Cost	8.76	9.56	9.34	8.54	9.36	8.44
Administrative Expenses	1.08	1.12	1.07	1.24	1.57	1.34
	9.83	10.68	10.41	9.78	10.93	9.78
Other Operating Expenses	4.38	4.64	3.33	5.29	3.12	3.95
	0.20	0.78	1.85	0.36	0.11	0.41
	4.19	3.87	1.48	4.93	3.01	3.54
Other Operating Income	-	-	-	-	-	-
Operating Profit	4.19	3.87	1.48	4.93	3.01	3.54
Finance Cost	0.70	0.64	0.41	2.69	2.10	1.48
Profit Before Taxation And Share From Associate	3.48	3.23	1.08	2.24	0.91	2.06
Share in Profit of Associate - Before Tax	-	-	-	-	-	-
Profit Before Taxation	3.48	3.23	1.08	2.24	0.91	2.06
Taxation	1.29	1.20	0.50	0.77	0.30	0.74
Profit After Taxation	2.19	2.02	0.58	1.48	0.61	1.32

Ten Years at a Glance

	2012	2011	2010	2009
(Rupees in thousand)				
Balance Sheet - Summary				
Paid up share capital	5,765,606	5,491,053	5,491,053	5,491,053
Revenue reserves	15,458,174	13,237,836	13,211,026	10,656,463
Deferred credit	33,315,790	32,768,270	33,017,791	32,000,133
Non-Current liabilities				
Long term loans outstanding				
- Local	1,086,313	1,324,177	1,251,220	1,471,659
- Foreign	-	-	-	326,653
- Banking companies	7,500,000	9,500,000	-	-
Long term security deposits	20,227,669	16,477,801	14,899,244	11,439,969
Deferred liabilities - taxation	9,066,835	8,369,991	8,758,231	8,178,211
Employee benefit	1,009,794	1,130,074	1,232,171	392,249
Current Liabilities	79,895,565	50,431,414	61,376,573	52,391,734
	173,325,746	138,730,616	139,237,309	122,348,124
Non-Current Assets	94,371,581	91,263,252	88,240,778	79,211,266
Current Assets	78,954,165	47,467,364	50,996,531	43,340,696
	173,325,746	138,730,616	139,237,309	122,551,962
Profit and Loss - Summary				
Sales	230,267,469	185,060,783	172,994,645	160,714,737
Add/(Less) differential margin/(development surcharge)	(13,615,152)	2,776,818	(11,364,817)	8,219,094
Net Sales	216,652,317	187,837,601	161,629,828	168,933,831
Cost of Gas sold	194,157,271	170,499,741	143,332,938	151,337,339
Gross profit	22,495,046	17,337,860	18,296,890	17,596,492
Other operating income	9,104,253	8,664,184	7,772,532	4,496,964
	31,599,299	26,002,044	26,069,422	22,093,456
Expenditure				
Operating Expenses	22,508,766	20,227,485	16,923,837	16,734,729
Finance Cost	3,412,328	3,877,833	4,650,154	653,182
Other charges	937,320	208,983	615,500	2,975,305
	26,858,414	24,314,301	22,189,491	20,363,216
Profit Before Taxation	4,740,885	1,687,743	3,879,931	1,730,240
Provision For Taxation	1,696,889	562,722	1,325,368	799,704
Profit After Taxation	3,043,996	1,125,021	2,554,563	930,536
Earnings per share (Basic)/(Rupees)	5.28	1.95	4.43	1.61
Dividend (%)	25	10	20	-
Bonus Shares (%)	10	5	-	-
Number of Employees				
- Operation	8,509	7,800	6,774	6,652
- Project	291	282	306	342
	8,800	8,082	7,080	6,994
Gas Sales (MMCF)	597,056	581,935	586,741	584,881
Consumers (In Numbers)	4,174,342	3,964,350	3,706,701	3,451,142
Customers (In Numbers)				
Industrial	6,628	6,606	6,375	5,953
Commercial	55,906	55,877	54,631	52,242
Domestic	4,151,518	3,867,359	3,611,187	3,358,439
	4,214,052	3,929,842	3,672,193	3,416,634
Transmission And Distribution System (In Kilometers)				
Transmission mains	7,654	7,613	7,585	7,347
Distribution mains and services	87,796	81,828	75,653	67,449
	95,450	89,441	83,238	74,796

2008	2007	2006	2005	2004	2003
(Rupees in thousand)					
5,491,053	5,491,053	4,991,866	4,991,866	4,991,866	4,991,866
11,647,796	10,798,422	10,116,826	7,892,142	5,861,970	3,564,492
31,386,548	23,108,412	16,663,770	10,279,438	8,098,044	4,328,300
1,774,432	2,194,721	3,428,613	4,068,020	3,036,539	3,711,707
943,531	1,515,460	2,045,483	2,536,780	2,992,191	3,414,091
62,500	662,500	1,949,084	3,473,672	5,035,759	5,471,154
9,068,102	7,270,407	5,865,779	5,279,975	4,441,952	3,744,461
7,562,412	6,752,570	6,046,992	6,112,252	5,546,779	4,986,297
336,667	331,754	312,654	381,719	1,989,201	1,560,203
29,374,602	25,559,287	25,815,502	19,998,166	14,930,469	11,528,019
97,647,643	83,684,586	77,236,569	65,014,030	56,924,770	47,300,590
62,788,440	50,342,380	43,789,649	40,659,914	37,173,812	33,774,911
34,859,203	33,342,206	33,446,920	24,354,116	19,750,958	13,525,679
97,647,643	83,684,586	77,236,569	65,014,030	56,924,770	47,300,590
123,404,537	122,091,652	107,897,291	84,710,404	64,276,145	45,649,496
750,496	(9,514,600)	(2,046,177)	(1,333,069)	(70,064)	(3,189,416)
124,155,033	112,577,052	105,851,114	83,377,335	64,206,081	42,460,080
109,107,461	99,168,250	91,986,318	71,192,390	52,627,542	31,349,357
15,047,572	13,408,802	13,864,796	12,184,945	11,578,539	11,110,723
3,856,958	3,948,338	3,580,703	2,662,116	1,930,805	1,883,975
18,904,530	17,357,140	17,445,499	14,847,061	13,509,344	12,994,698
13,176,858	12,005,044	10,799,936	9,289,124	8,679,258	8,061,605
789,247	860,715	1,180,203	1,054,730	968,918	1,531,471
957,194	241,324	346,300	241,730	196,791	194,555
14,923,299	13,107,083	12,326,439	10,585,584	9,844,967	9,787,631
3,981,231	4,250,057	5,119,060	4,261,477	3,664,377	3,207,067
1,484,541	1,571,714	1,396,816	1,525,499	1,366,899	1,193,301
2,496,690	2,678,343	3,722,244	2,735,978	2,297,478	2,013,766
4.33	4.65	6.78	4.98	4.18	3.67
35	30	30	30	25	22
-	-	10	-	-	-
6,916	6,712	6,852	6,904	7,070	7,240
224	209	249	264	259	208
7,140	6,921	7,101	7,168	7,329	7,448
597,913	576,658	571,481	537,086	452,338	341,643
3,190,181	2,953,818	2,723,225	2,516,795	2,340,872	2,208,968
5,442	4,425	3,773	3,271	2,881	2,669
49,176	45,925	43,919	41,358	38,842	37,471
3,101,303	2,869,208	2,641,273	2,437,541	2,263,875	2,133,554
3,155,921	2,919,558	2,688,965	2,482,170	2,305,598	2,173,694
7,016	6,625	6,195	6,121	5,776	5,759
59,951	52,394	46,964	42,285	38,284	35,814
66,967	59,019	53,159	48,406	44,060	41,573



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Regional Offices

Sr.	City	Address	Phone	Fax
1	Abbottabad	Mansehra Road, Jab Pul, Abbottabad	0992-9310071-72	0992-9310070
2	Bahawalpur	Badar Mension Plaza, 2-A Railway Road, Bahawalpur.	062-9255022-24	062-9255026
3	Faisalabad	Sargodha Road, Faisalabad.	041-9210033-35	041-9210037
4	Gujranwala	M.A. Jinnah Rd, D.C Colony Gujranwala.	055-9200481-84	055-9200486
5	Gujrat	13/5A, Raza House, Rehman Shaheed Road, Gujrat.	053-9260423	
6	Islamabad	Plot # 27-30, Industrial Area, Sector I-9, Islamabad.	051-9257710-19	051-9257770
7	Lahore	21-Industrial Area, Gulberg-III, Lahore.	042-99263361-80	042-99263389
8	Multan	Piran Ghaib Road, Samijabad, Multan	061-9220081-86	061-9220090
9	Peshawar	Plot # 33, Sector B-2, Phase IV, Hayatabad, Peshawar.	091-9217748-49	091-9217758
10	Rawalpindi	Plot # 27-30, Industrial Area, Sector I-9, Islamabad.	051-9257710-19	051-9257770
11	Sahiwal	79A-79B, Canal Colony, Farid Town Road, Sahiwal.	040-9200129	
12	Sargodha	15, New Muslim Town, Sargodha.	048-3224401	
13	Sheikhupura	Sargodha Road, Nabi Pura Stop Sheikhupura.	056-3783943	056-3613918



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