

## CORPORATE INFORMATION

### SNGPL'S BOARD

(321st Meeting)



**Left to Right:** Uzma Adil Khan, Company Secretary, Qasim Rabbani, Director, Shahzada Dawood, Director, Arif Saeed, Director, Abdul Bari Khan, Director, A. Rashid Lone, Managing Director, Altaf M. Saleem, Chairman, Saeed Ullah Shah, Director, Hussain Dawood, Director, Mian Raza Mansha, Director, Amanullah Shaikh, Director, Syed Muhammad Asghar, Director, S.M. Chaudhry, Chief Financial Officer.

Not in this picture:

Tariq Iqbal Khan, Director, M. Iqbal Awan, Director, Munawar B. Ahmad, Director

## **SNGPL'S MANAGEMENT**



HEAD OFFICE TEAM

## CORPORATE INFORMATION



**Abies pindrow (Royle ex D. Don)**

Common name: Silver Fir  
 Vernacular name: Partal, Paludar  
 Economic age: 150 years  
 Distribution: Azad Kashmir, Murree Hills, Hazara, Kaghan, Swat, Dir and Chitral.  
 Uses: Watershed protection, fodder (winter), construction, fuel, packing cases and plywood.

### BOARD OF DIRECTORS

Mr. Altaf M. Saleem	Chairman
Mr. A. Rashid Lone	Managing Director
Mr. Tariq Iqbal Khan	Director
Mr. M. Iqbal Awan	Director
Mian Raza Mansha	Director
Mr. Qasim Rabbani	Director
Mr. Munawar B. Ahmad	Director
Mr. Abdul Bari Khan	Director
Mr. Amanullah Shaikh	Director
Mr. Arif Saeed	Director
Mr. Hussain Dawood	Director
Mr. Shahzada Dawood	Director
Syed Muhammad Asghar	Director
Mr. Saeed Ullah Shah	Director

### BOARD OF DIRECTORS' COMMITTEES

#### AUDIT COMMITTEE

Mr. M. Iqbal Awan	Chairman
Syed Muhammad Asghar	Member
Mian Raza Mansha	Member
Mr. Amanullah Shaikh	Member
Mr. Arif Saeed	Member

#### FINANCE COMMITTEE

Mr. Tariq Iqbal Khan	Chairman
Mr. A. Rashid Lone	Managing Director
Mr. M. Iqbal Awan	Member
Mr. Qasim Rabbani	Member
Mr. Munawar B. Ahmed	Member
Mr. Arif Saeed	Member

#### HUMAN RESOURCE COMMITTEE

Mr. Qasim Rabbani	Chairman
Mr. A. Rashid Lone	Managing Director
Mr. Saeed Ullah Shah	Member
Mian Raza Mansha	Member
Mr. Shahzada Dawood	Member

### CHIEF FINANCIAL OFFICER

Shah Muhammad Chaudhary  
FCA

### COMPANY SECRETARY/ SECRETARY TO AUDIT COMMITTEES OF THE BOARD

Uzma Adil Khan  
FCA

### JOINT AUDITORS

Ford Rhodes Sidat Hyder & Co.  
Chartered Accountants

Riaz Ahmad & Co.  
Chartered Accountants.

### SHARES REGISTRAR

M/s. Hameed Majeed Associates (Pvt) Ltd.  
H. M. House, 7-Bank Square, Lahore.  
Ph: 92-42-7235081-82  
Fax: 92-42-7358817

### LEGAL ADVISORS

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

### REGISTERED OFFICE

Gas House,  
21-Kashmir Road, P.O. Box No. 56  
Lahore (Pakistan)  
Ph: 92-42-9201451-60, 9201419  
Fax: 92-42-9201369, 9201302  
E-mail: info@sngpl.com.pk  
Website: www.sngpl.com.pk





**321st MEETING OF THE BOARD OF DIRECTORS IN PROGRESS**



## CORPORATE INFORMATION



**Altaf M. Saleem**  
Chairman

Served as Federal Minister for Privatization and Chairman, Privatization Commission. He is currently Chairman of Pakistan Industrial Credit & Investment Corporation (PICIC) and International Housing Finance Limited. He has thirty years experience of corporate sector and has served on Boards of several public listed companies both in manufacturing and service sector.

He is a trustee of Lahore University of Management Sciences, Chairman of Executive Committee of National College of Arts and serves on the Board of National School of Public Policy.



Common name: Walnut  
Vernacular name: Akhrot  
Economic age: 40

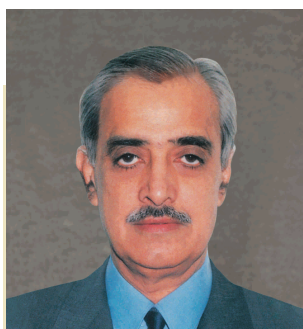
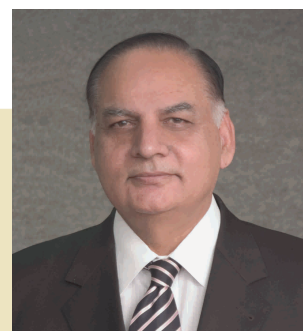
Distribution: The tree is native to India, Pakistan, Nepal, Afghanistan, upper Burma, China and Japan. In Pakistan it is found in Northern Areas.

USES: Fruit, gun stocks, furniture, fodder, wood carving, burls and medicinal.

**A. Rashid Lone**

Chief Executive/Managing Director

Managing Director, Interstate Gas Systems (Pvt.) Ltd. (ISGS), Director, Sui Southern Gas Company Ltd. A Chemical Engineer holding B.Sc. (Hons) and M. Sc. (Chemical Engineering) degrees from University of the Punjab, Lahore (Pakistan). A registered professional Engineer with Pakistan Engineering Council, Fellow Member of Pakistan Institute of Chemical Engineering. He has several years of experience in gas industry and has been responsible for the planning, designing, construction and operation of the Company's transmission and distribution network in Pakistan.



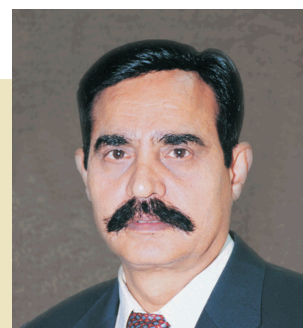
**Mr. Tariq Iqbal Khan**  
Director

Chairman / Managing Director, National Investment Trust (NIT). Chairman, Attock Refinery Limited, Former President and Founder Director of Islamabad Stock Exchange. Ex-Managing Director of Investment Corporation of Pakistan (ICP). Former Commissioner of SECP and Former Member of Central Board of Revenue. Presently, Director of several major corporations and Chairman of certain sub committees of these corporations. He has diversified experience of industry, capital markets, corporate sector and Company Law. Fellow Member of the Institute of Chartered Accountants of Pakistan.

**M. Iqbal Awan**

Director

Joint Secretary Development, Ministry of Finance, Government of Pakistan (GOP). Director, Sui Southern Gas Company Ltd. and Chairman of Audit Committee, Sui Northern Gas Pipelines Limited. Ex-Financial Advisor to the Ministry of Petroleum and Natural Resources, GOP. Director of several major Corporations / Companies. Graduate from Colombia University (USA).





**Mian Raza Mansha**  
Director

Chief Executive, D.G. Khan Cement Company Limited. Director, Nishat Mills Limited, BSJS Balanced Fund Limited, National Investment Trust Limited and Nishat Shuaiba Paper Products Company Limited. A graduate from the University of Pennsylvania.

**Qasim Rabbani**  
Director

Director, Sui Southern Gas Co., Limited and Civil Aviation Authority. Chairman, Human Resource Committee, SNGPL. He has been Vice President, Treasurer and Council Member of the Marketing Association of Pakistan. Member of the Board of Governors of the IBA, University of Karachi and a Member of their visiting faculty. He has diversified experience in various multi-national and local companies. MBA from Institute of Business Administration (IBA), University of Karachi.

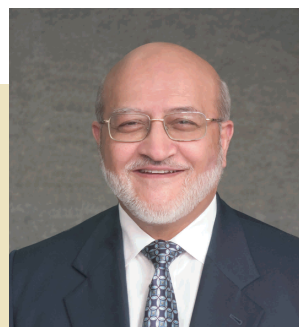


**Munawar B. Ahmad**  
Director

Chief Executive / Managing Director of Sui Southern Gas Company Limited (SSGCL). Director on the Boards of PIP and ISGS. Former CEO of PEPCO. He has vast experience having held senior management and engineering positions with leading multinationals in the USA, Middle East and Pakistan in the oil, gas, technology and engineering industries. A professional registered Engineer in USA (Texas) and Pakistan. B.sc. Engg. from UET, Lahore . M.Sc. Engg. and MBA from University of Houston, Texas, USA. He is a member of PIP, MAP, CSP and IEEE.

**Hussain Dawood**  
Director

Chairman, Dawood Group of Industries and the Pakistan Poverty Alleviation Fund. Director, Engro Chemicals Pakistan Ltd., and the Honorary Consul for Italy. Has diverse professional, entrepreneurial, business, social and diplomatic experiences. A postgraduate of the Kellogg School of Management.



## CORPORATE INFORMATION



### **Pinus gerardiana**

English name: Chalgoza pine  
Vernacular name: Chalgoza  
Economic age: 200

Distribution: Balochistan, Kurram, South Waziristan, Chitral and Northern Areas.

Uses: Timber, fuel, edible nuts, berries, watershed management.

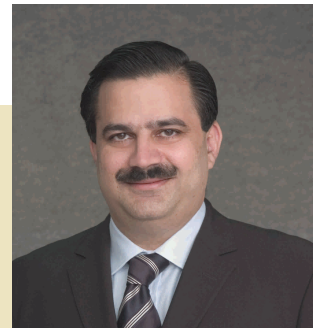


**Abdul Bari Khan**  
Director

Chief Executive Officer of Pakistan Industrial Development Corporation (PIDC), Chairman, State Cement Corporation of Pakistan (SCCP), Ex-Managing Director, Pakistan Motorcar Company Limited, Trailer Development Corporation Limited, and Republic Motors Limited. MBA from Institute of Business Administration (IBA), University of Karachi.

**Arif Saeed**  
Director

Chief Executive, Dar Es Salaam Textile Mills Limited. Director, Hilal Tanneries Limited and Shahid Arif Investment (Pvt) Limited. Former Chairman, All Pakistan Textile Mills Association (APTMA). B.A. (Hons) from Oxford University (UK).



**Amanullah Shaikh**  
Director

Ex-Director, Sui Southern Gas Company Limited and Enar Petrotech Services. Member of Institute of Petroleum, London and Institute of Engineer, Pakistan. A graduate in Mechanical Engineering with wide experience in Petroleum Industry, LPG, Gas Distribution, Cross Country Pipelines, Construction of Storage Terminals and Blending Plants.

**Shahzada Dawood**  
Director

Chief Executive, Dawood Hercules Chemicals Limited and Member on the Boards of a number of companies within and outside the Group, engaged in diversified business fields. Masters degree in Global Textile Marketing and LLB.







**Syed Mohammad Asghar**  
Director

Director, Dawood Hercules Chemicals Limited and Dawood Lawrencepur Limited. Has vast industrial experience in finance, taxation, legal and corporate affairs. Fellow Member of the Institute of Chartered Accountants and Associate Member of the Institute of Cost and Management Accountants.

**Saeed Ullah Shah**  
Director

Director General (Gas), Ministry of Petroleum & Natural Resources (MP & NR), Govt. of Pakistan (GOP). Director, SSGCL, ISGS and Pirkoh Gas Company Pvt. Ltd. Ex-Director (Technical) and Director General (Special Projects) of MP&NR (GOP). A Petroleum Geologist by profession having vast experience of Petroleum Industry. Holds B. Sc. (Hons) and M. Sc. Degrees and has attended foreign training programs in various disciplines.



**Shah Mohammad Chaudhary**  
Chief Financial Officer

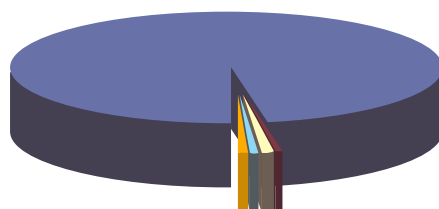
Fellow member of the Institute of Chartered Accountant of Pakistan having more than extensive experience in senior positions in world bank, import sector, agriculture development, transport and telecommunication etc.

**Uzma Adil Khan**  
Company Secretary

Fellow member of the Institute of Chartered Accountant of Pakistan having more than wide experience in senior positions in textile, educational institutions and SECP.

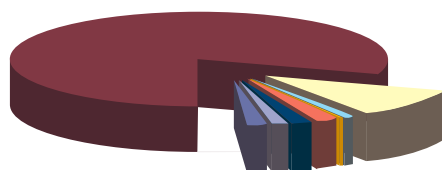


## COMPOSITION OF REVENUE EARNED During the Year Ended June 30, 2005



97.10% Gas Sales  
0.80% Rental and service income  
0.74% Surcharge and interest on gas sales arrears  
0.46% Amortization of deferred credit  
0.90% Other operating income

## APPLICATION OF REVENUE EARNED During the Year Ended June 30, 2005



1.53% Gas development surcharge  
81.60% Cost of gas sold  
10.65% Operating expenses  
1.05% Finance cost  
0.26% Other charges  
1.75% Taxation  
1.72% Proposed dividend  
1.44% Reserves & un-appropriated profits

## BALANCE SHEET SUMMARY (Rupees in thousand)

Paid up share capital  
Revenue reserves  
Deferred credit  
**Non-Current liabilities**  
Long term loans outstanding  
- Local  
- Foreign  
- Banking companies  
Long term security deposits  
Deferred liabilities - taxation  
Deferred liabilities - others  
Current Liabilities

Represented by:  
- Non - Current Assets  
- Current Assets

## PROFIT AND LOSS - SUMMARY

**INCOME**  
Sales  
Add/(Less) differential margin/(development surcharge)

Net Sales  
Cost of Gas sold

## Gross profit

Rental and service income  
Surcharge on interest on gas sales arrears  
Amortization of deferred credit  
Operating profit/(Loss)-LPG  
Other operating income

## EXPENDITURE

Operating Expenses  
Finance Cost  
Other charges

## PROFIT BEFORE TAXATION PROVISION FOR TAXATION PROFIT AFTER TAXATION

## Earning per share (Basic)/(Rupees)

DIVIDEND (%)  
BONUS SHARES

**NUMBER OF EMPLOYEES**  
- Operation  
- Project

## GAS SALES (MMCF) CONSUMERS (IN NUMBERS)

**CUSTOMERS (IN NUMBERS)**  
- Industrial  
- Commercial  
- Domestic

## TRANSMISSION AND DISTRIBUTION SYSTEM (in Kilometers)

Transmission mains  
Distribution mains and services



Aesculus indica Wall. Ex Camb.

Common name: Horse Chestnut.  
Vernacular name: Ban khor  
Economic age: 40

Distribution: Swat, Hazara,  
Murree Hills and Azad Kashmir.

Uses: Fuel, handles,  
furniture, fodder, buckets and bowls,  
bobbins, medicinal and ornamental.

## AT A GLANCE

2005	2004	2003	2002	2001	2000	1999	1998	1997	1996
4,991,866	4,991,866	4,991,866	4,991,866	4,991,866	4,340,753	3,774,568	3,282,233	2,854,116	2,481,840
7,368,821	5,861,970	3,564,492	2,648,937	1,760,485	1,923,646	1,963,131	2,029,932	2,072,595	1,944,385
10,279,438	8,098,044	4,328,300	3,980,851	3,820,602	3,194,350	2,783,107	2,500,395	2,356,586	2,157,747
4,681,212	3,036,539	3,711,707	4,506,818	5,197,566	2,229,817	5,015,173	4,565,991	4,606,081	4,223,820
2,536,780	2,992,191	3,414,091	3,805,052	4,167,517	4,525,551	4,880,544	5,009,957	4,010,543	3,668,004
3,473,672	5,035,759	5,471,154	4,254,384	2,211,682	2,898,603	2,395,092	3,088,776	2,449,330	2,270,516
5,279,975	4,441,952	3,744,461	3,301,454	3,040,623	1,670,921	1,338,108	1,117,849	981,395	832,175
6,112,252	5,546,779	4,986,297	4,551,906	4,128,560	3,326,809	2,625,629	2,336,798	2,109,262	2,062,624
381,719	1,989,201	1,560,203	1,075,325	799,157	560,076	404,797	805,811	1,039,993	1,161,100
19,970,624	14,930,469	11,528,019	12,511,306	13,119,164	15,053,938	14,805,272	18,923,300	14,897,282	8,149,357
<b>65,076,359</b>	<b>56,924,770</b>	<b>47,300,590</b>	<b>45,627,899</b>	<b>43,237,222</b>	<b>39,724,464</b>	<b>39,985,421</b>	<b>43,661,042</b>	<b>37,377,183</b>	<b>28,951,568</b>
40,722,243	37,173,812	33,774,911	30,527,631	29,216,137	29,360,967	29,580,315	29,390,576	27,024,483	22,022,069
24,354,116	19,750,958	13,525,679	15,100,268	14,021,085	10,363,497	10,405,106	14,270,466	10,352,700	6,929,499
<b>65,076,359</b>	<b>56,924,770</b>	<b>47,300,590</b>	<b>45,627,899</b>	<b>43,237,222</b>	<b>39,724,464</b>	<b>39,985,421</b>	<b>43,661,042</b>	<b>37,377,183</b>	<b>28,951,568</b>
84,710,404 (1,333,069)	64,276,145 (70,064)	45,649,496 (3,189,416)	42,005,148 (4,084,195)	36,522,243 (2,442,668)	26,569,704 (1,019,657)	20,577,266 (1,665,855)	18,738,847 984,977	17,353,964 1,918,815	14,180,520 (103,096)
83,377,335	64,206,081	42,460,080	37,920,953	34,079,575	25,550,047	18,911,411	19,723,824	19,272,779	14,077,424
71,192,390	52,627,542	31,349,357	28,549,844	24,849,097	16,626,517	11,088,152	12,328,687	12,597,882	9,068,712
12,184,945	11,578,539	11,110,723	9,371,109	9,230,478	8,923,530	7,823,259	7,395,137	6,674,897	5,008,712
699,036	638,648	635,260	585,016	589,680	529,600	283,644	236,881	205,786	137,473
646,662	526,729	491,890	475,570	110,493	383,223	669,988	673,309	214,675	188,283
397,671	359,145	333,994	312,849	278,447	235,877	206,219	186,590	168,825	149,108
-	-	-	(3,192)	(13,807)	(6,426)	7,671	3,546	8,116	63
781,180	406,283	422,831	455,736	182,221	138,817	86,714	116,310	81,761	98,687
<b>14,709,494</b>	<b>13,509,344</b>	<b>12,994,698</b>	<b>11,197,088</b>	<b>10,377,512</b>	<b>10,204,621</b>	<b>9,077,495</b>	<b>8,611,773</b>	<b>7,354,060</b>	<b>5,582,326</b>
9,289,124	8,679,258	8,061,605	6,832,948	6,484,892	6,050,798	4,761,582	4,602,373	4,321,699	3,184,946
913,758	968,918	1,531,471	1,398,174	1,440,695	2,716,947	3,462,516	3,258,039	2,353,395	1,580,447
226,295	196,791	194,555	201,727	122,602	71,900	42,689	38,277	34,168	51,007
<b>10,429,177</b>	<b>9,844,967</b>	<b>9,787,631</b>	<b>8,432,849</b>	<b>8,048,189</b>	<b>8,839,645</b>	<b>8,266,787</b>	<b>7,898,689</b>	<b>6,709,262</b>	<b>4,816,400</b>
<b>4,280,317</b>	<b>3,664,377</b>	<b>3,207,067</b>	<b>2,764,239</b>	<b>2,329,323</b>	<b>1,364,976</b>	<b>810,708</b>	<b>713,084</b>	<b>644,798</b>	<b>765,926</b>
<b>1,525,499</b>	<b>1,366,899</b>	<b>1,193,301</b>	<b>877,414</b>	<b>992,754</b>	<b>838,276</b>	<b>385,174</b>	<b>327,630</b>	<b>144,312</b>	<b>351,308</b>
<b>2,754,818</b>	<b>2,297,478</b>	<b>2,013,766</b>	<b>1,886,825</b>	<b>1,336,569</b>	<b>526,700</b>	<b>425,534</b>	<b>385,454</b>	<b>500,486</b>	<b>414,618</b>
<b>5.52</b>	<b>4.60</b>	<b>4.03</b>	<b>3.78</b>	<b>2.68</b>	<b>1.21</b>	<b>1.13</b>	<b>1.17</b>	<b>1.75</b>	<b>1.67</b>
30	25	22	20	17					
-	-	-	-	-	6.67:1	6.67:1	6.67:1	6.67:1	6.67:1
6,904 264	7,070 259	7,240 208	7,417 182	7,607 96	7,716 86	7,808 142	7,836 302	8,018 258	6,946 324
7,168	7,329	7,448	7,599	7,703	7,802	7,950	8,138	8,276	7,270
537,086	452,338	341,643	321,957	308,111	284,338	253,104	231,556	231,023	208,943
2,516,795	2,340,872	2,208,968	2,113,847	2,021,857	1,922,289	1,782,600	1,672,548	1,573,771	1,440,027
3,271 41,358 2,437,541	2,881 38,842 2,263,875	2,669 37,471 2,133,554	2,548 37,622 2,038,403	2,475 39,128 1,944,980	2,672 40,675 1,843,662	2,337 38,869 1,706,114	2,316 37,231 1,598,256	2,764 35,862 1,500,184	2,614 34,079 1,368,032
2,482,170	2,305,598	2,173,694	2,078,573	1,986,583	1,887,009	1,747,320	1,637,803	1,538,810	1,404,725
6,121	5,776	5,759	5,405	5,122	5,217	5,112	4,920	4,687	4,243
42,285	38,284	35,814	34,093	32,825	31,477	29,954	28,661	26,848	24,226





*No town can fail of beauty, though its walks were gutters and its houses  
hovels, if venerable trees make magnificent colonnades along its streets.*

*Henry Ward Beecher*





## NOTICE OF MEETING



## NOTICE OF MEETING



### **Cedrus deodara Roxb.**

Common name: Himalayan Cedar.  
Vernacular name: Deodar, Diar  
Distribution: Azad Kashmir, Murree Hills, Hazara,  
Swat, Dir, Tirah and Chitral.

Uses: Construction, fuel, railway sleepers,  
watershed protection, packing cases and medicinal.

Notice is hereby given that the 42nd Annual General Meeting of the Company will be held at Hotel Avari, 87-Shahrah-e-Quaid-e-Azam, Lahore at 10.30 A.M. on Monday, October 31, 2005 for the purpose of transacting the following business:

### ORDINARY BUSINESS

1. To confirm the minutes of the Extraordinary General Meeting held on June 21, 2005.
2. To receive, consider and adopt the Audited Accounts of the Company for the year ended June 30, 2005 together with the Directors' and Auditors' Reports thereon.
3. To approve payment of cash dividend at the rate of Rs 3.00 per share of Rs. 10 each i.e.30% for the year ended June 30, 2005 as recommended by the Board of Directors.
4. To appoint auditors for the year ending June 30, 2006 and fix their remuneration. The retiring auditors being eligible, also offer themselves for re-appointment.
5. To transact any ordinary business of the Company with the permission of the Chairman.

The share transfer books of the Company will remain closed from Saturday, October 22, 2005 to Monday, October 31, 2005 (both days inclusive). The members whose names appear in the register of members as at the close of business on Friday, October 21, 2005 will qualify for the payment of dividend.

By order of the Board

(UZMA ADIL KHAN)  
Company Secretary

Lahore  
September 30, 2005



## NOTES

- 1) 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.
- 2) 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.
- 3) 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.
- 4) Shareholders are requested to notify any change in address immediately quoting their folio number(s).
- 5) 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 National Identity Card (NIC) 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:
    - 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 submit the proxy form as per the above requirement.
    - ii) The proxy form shall be witnessed by two persons whose names, addresses and NIC numbers shall be mentioned on the form.
    - iii) Attested copies of NIC or the passport of the beneficial owners and of the proxy shall be furnished with the proxy form.
    - iv) The proxy shall produce his / her original NIC or original passport at the time of the meeting.
    - v) 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).  
Dir. Ph: 92-42-9201419  
Exch: 9201451-60  
Fax: 92-42-9201369, 9201302  
E-mail: info@sngpl.com.pk  
Web Site: www.sngpl.com.pk

### Shares Registrar

M/s Hameed Majeed Associates (Pvt) Ltd.,  
H.M. House, 7-Bank Square, Lahore.  
Ph: 92-42-7235081-82  
Fax: 92-42-7358817