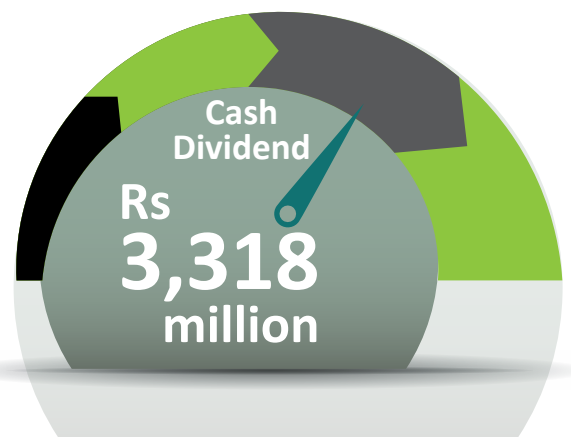
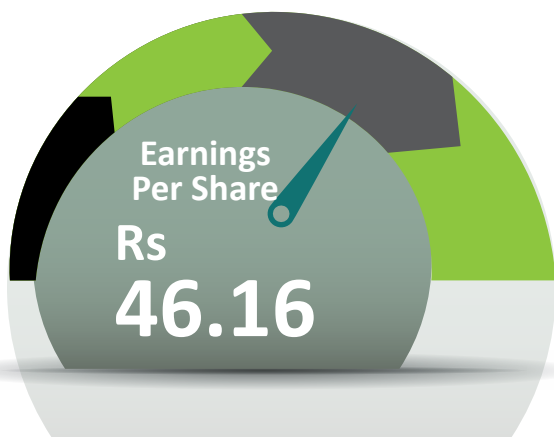
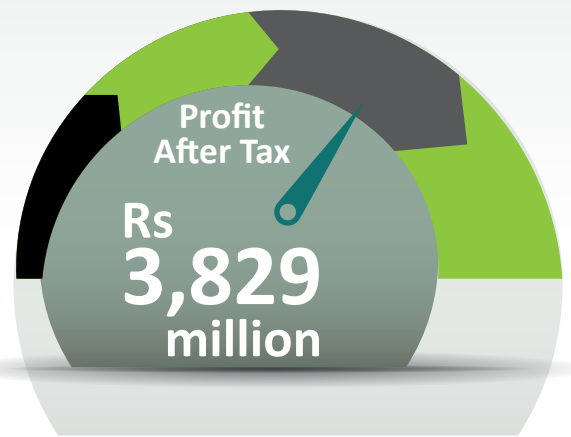
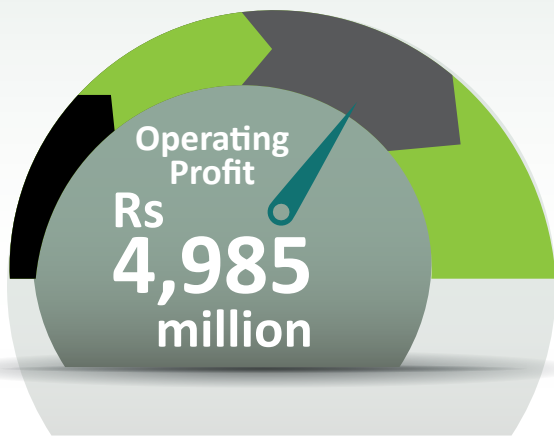
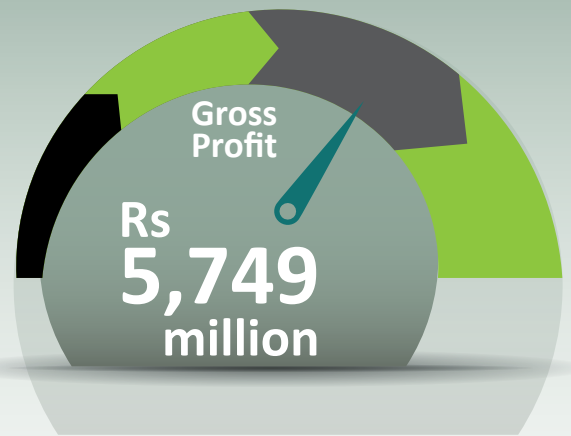
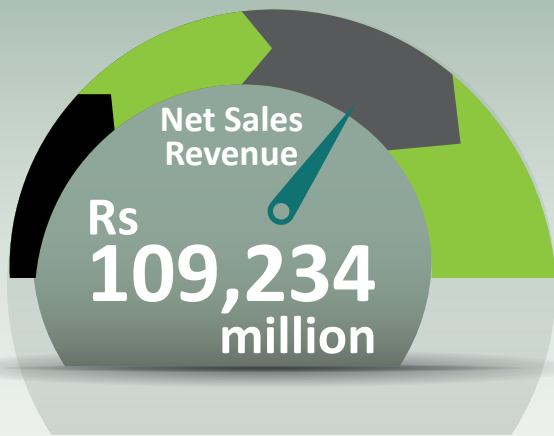




## Chasing Targets

Attock Petroleum Limited

# Financial Highlights



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## Our Vision

To become a world class, professionally managed, fully integrated, customer focused, Oil Marketing Company, offering Value added quality and environment friendly products and services to its customers in Pakistan and beyond.

## Our Mission

To continuously provide quality and environment friendly petroleum products and related services to industrial, commercial and retail consumers, and exceeding their expectations through reliability, economy and quality of products and services. We are committed to benefiting the community and ensuring the creation of a safe, responsible and innovative environment geared to client satisfaction, end user gratification, employees' motivation and shareholders value.

## Corporate Strategy

To enable APL to attain new heights of success through investment in human capital, implementation of lean production methods and a commitment to Total Quality and Environment Management, we plan, with the help of Almighty Allah, to further expand our existing retail network and penetrate untapped markets with pro-active measures and effective planning, implementation and execution.

Our objective is to successfully deliver premium quality products and services, which will translate into maximum customer satisfaction. Beyond the technical excellence of our products, we intend to set an example in all dimensions of our entrepreneurial activities. We see ourselves committed to the self defined models of economic, social and ecological responsibility, which means not only economic success but also conscientious interaction with our employees, people and the environment.

**Our objective is to successfully deliver premium quality products and services, which will translate into maximum customer satisfaction**



## Core Values

### Ethical Principles and Moral Values

We promote a commitment to the highest moral values and ethical principles, demanding both personal and professional dedication towards the realization of these values and principles.

### Commitment and Cooperation

Two core fundamentals for the success of any business are complete employee commitment and cooperation. At APL we foster an environment of solid teamwork and professionalism to ensure that our employees engage in both personal and professional development.

### Environment Consciousness

We believe that it is our responsibility to safeguard our natural resources for future generations and actively engage in environment friendly practices, policies and management techniques.

### Corporate Social Citizenship

We strongly believe in the promotion of societal well-being and awareness within ones community, actively engaging in activities and initiatives to meet this objective.

### Maximum Stakeholder Return

Through our streamlined business processes and commitment to total quality management we seek to ensure maximum company performance and rewards for shareholders and stakeholders alike.

## Management's Objectives and Strategies

The objectives of the Company are defined in a manner such that the realisation of short-term goals leads to achieving those objectives. The management formulates strategies keeping in view the vision and mission statement of the Company. A balanced approach is adopted in this regard to come up to the expectations of all stakeholders. Actions are prioritized and performance objectives are periodically assessed to reduce deviations from the corporate strategy of the Company.

The management takes measures to transform the weaknesses into strengths and threats into opportunities. Long term goals can only be achieved by mitigating the risks and minimising the threats arising due to change in external and internal environment.

Management believes that our business objectives and strategies are well planned and there is no significant change from the previous years.

## Relationship between the Company's Results and Management's Objectives

In the year under review, volatility of oil prices at global stage demanded dexterous steering by the Company's management to achieve better profitability. APL maintained its market presence by venturing into a variety of projects and effectively managing the stock. The Company added a number of retail outlets during the year and is in the process

of establishing bulk terminals, APL enhanced its storage capacity to cater the demand of the country. The Company is en-route to go above and beyond the expectations of the investors and the customers.

## Critical Performance Measures

The critical performance measures and indicators against stated objectives of the Company include delivering premium quality products and services with customers' satisfaction, increase in number of retail outlets and customer base. It also includes enhancement of storage capacities, improvement

in operational performance, efficiency in supply chain management, decrease in operating cost and increase in shareholders' wealth. Management believes that current critical performance measures continue to be relevant in future as well.

# Code of Conduct

Attock Petroleum Limited has committed itself to conduct its business in an honest, ethical and legal manner. The Company wants to be seen as a role model in the community by its conduct and business practices. All this depends on the Company's personnel, as they are the ones who are at the forefront of Company's affairs with the outside world. Every member of the Company has to be familiar with his/her obligations in this regard and has to conduct him/her accordingly.

This statement in general is in accordance with Company goals and principles that must be interpreted and applied within the framework of laws and customs in which the Company operates. This code will be obligatory for each director and employee to adhere to.

## 1. Respect, Honesty and Integrity

Directors and employees are expected to exercise honesty, objectivity and due diligence in the performance of their duties and responsibilities. They are also directed to perform their work with due professionalism.

## 2. Compliance with Laws, Rules and Regulations

The Company is committed to comply and take all reasonable actions for compliance, with all applicable laws, rules and regulations of state or local jurisdiction in which the Company conducts business. Every director and employee, no matter what position he or she holds, is responsible for ensuring compliance with applicable laws.

## 3. Full and Fair Disclosure

Directors and employees are expected to help the Company in making full, fair, accurate, timely and understandable disclosure, in compliance with all applicable laws and regulations, in all reports and documents that the Company files with, furnishes to or otherwise submits to, any governmental authorities in the applicable jurisdiction and in all other public communications made by the Company. Employees or directors who have complaints or concerns regarding accounting, financial reporting, internal accounting control or auditing matters are expected to report such complaints or concerns in accordance with the procedures established by the Company's Board of Directors.

## 4. Prevent Conflict of Interest

Directors and employees, irrespective of their function, grade or standing, must avoid conflict of interest situations between their direct or indirect (including members of immediate family) personal interests and the interest of the Company.

Employees must notify their direct supervisor of any actual or potential conflict of interest situation and obtain a written ruling as to their individual case. In case of directors, such ruling can only be given by the Board and will be disclosed to the shareholders.

## 5. Trading in Company Shares

Trading by directors and employees in the Company shares is possible only in accordance with the more detailed guidelines issued from time to time by corporate management in accordance with applicable laws.

## 6. Inside Information

Directors and employees may become aware of information about Company that has not been made public. The use of such non-public or "inside" information about the Company other than in the normal performance of one's work, profession or position is unethical and may also be a violation of law.

Directors and employees becoming aware of information which might be price sensitive with respect to the Company's shares have to make sure that such information is treated strictly confidential and not disclosed to any colleagues or to third parties other than on a strict need-to-know basis.

Potentially price sensitive information pertaining to shares must be brought promptly to the attention of the Management, who will deliberate on the need for public disclosure. Only the Management will decide on such disclosure. In case of doubt, seek contact with the CFO.

## 7. Media Relations and Disclosures

To protect commercially sensitive information, financial details released to the media should never exceed the level of detail provided in quarterly and annual reports or official statements issued at the presentation of these figures. As regards topics such as financial performance, acquisitions,

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divestments, joint ventures and major investments, no information should be released to the press without prior consultation with the Management. Employees should not make statements that might make third parties capable of “insider trading” on the stock market.

## 8. Corporate Opportunities

Directors and employees are expected not to:

- take personal use of opportunities that are discovered through the use of Company property, information or position.
- use Company property, information or position for personal gains.

Directors and employees are expected to put aside their personal interests in favor of the Company interests.

## 9. Competition and Fair Dealing

The Company seeks to outperform its competition fairly and honestly. Stealing proprietary information, possessing trade secret information that was obtained without the owner’s consent or inducing such disclosures by past or present employees of other companies is prohibited. Each

director and employee is expected to deal fairly with Company’s customers, suppliers, competitors and other employees. No one is to take unfair advantage of anyone through manipulation, abuse of privileged information or any other unfair practice.

The Company is committed to selling its products and services honestly and will not pursue any activity that requires to act unlawfully or in violation of this Code.

Bribes, kickbacks and other improper payments shall not be made on behalf of the Company in connection with any of its businesses. However, tip, gratuity or hospitality may be offered if such act is customary and is not illegal under applicable law. Any commission payment should be justified by a clear and traceable service rendered to the Company. The remuneration of agents, distributors and commissioners cannot exceed normal business rates and practices. All such expenses should be reported and recorded in the Company’s books of accounts.

## 10. Equal Employment Opportunity

The Company believes in providing equal



opportunity to everyone around. The Company laws in this regard have to be complied with and no discrimination upon race, religion, age, national origin, gender or disability is acceptable. No harassment or discrimination of any kind will be tolerated; directors and employees need to adhere standards with regard to child labor and forced labor.

#### **11. Work Environment**

All employees are to be treated with respect. The Company is highly committed to providing its employees and directors with a safe, healthy and open work environment, free from harassment, intimidation or personal behavior not conducive to a productive work climate. In response the Company expects consummate employee allegiance to the Company and due diligence in his job.

The Company also encourages constructive reasonable criticism by the employees of the management and its policies. Such an atmosphere can only be encouraged in an environment free from any prospects of retaliation due to the expression of honest opinion.

#### **12. Protect Health, Safety and Security**

The Company intends to provide each director and employee with a safe work environment and comply with all applicable health and safety laws. Employees and directors should avoid violence and threatening behavior and report to work in fair condition to perform their duties.

#### **13. Record Keeping**

The Company is committed to compliance with all applicable laws and regulations that require the Company to maintain proper records and accounts which accurately and fairly reflect the Company's transactions. It is essential that all transactions be recorded and described truthfully, timely and accurately on the Company's books. No false, artificial or misleading transactions or entries shall be reflected or made in the books or records of the Company for any reason.

Records must always be retained or destroyed according to the Company's record retention policies.

#### **14. Protection of Privacy and Confidentiality**

All directors and employees, both during and after their employment, must respect the exclusivity



and trade secrets of the Company, its customers, suppliers and other colleagues and may not disclose any such information unless the individual or firm owning the information properly authorizes the release or disclosure.

All the Company's assets (processes, data, designs, etc) are considered as certified information of the Company. Any disclosure will be considered as grounds, not only for termination of services/employment, but also for criminal prosecution, legal action or other legal remedies available during or after employment with the Company to recover the damages and losses sustained.

#### **15. Protection and Proper use of Company Assets / Data**

Each director and employee is expected to be the guardian of the Company's assets and should ensure its efficient use. Theft, carelessness and waste have a direct and negative impact on the Company's profitability. All the Company assets should be used for legitimate business purposes only.

The use, directly or indirectly, of Company funds for political contributions to any organization or to any

candidate for public office is strictly prohibited.

Corporate funds and assets will be utilized solely for lawful and proper purposes in line with the Company's objectives.

#### **16. Gift Receiving**

Directors and employees will not accept gifts or favors from existing or potential customers, vendors or anyone doing or seeking to do business with the Company.

However, this does not preclude giving or receiving gifts or entertainment which are customary and proper in the circumstances, provided that no obligation could be or be perceived to be, expected in connection with the gifts or entertainment.

#### **17. Communication**

All communications, whether internal or external, should be accurate, forthright and where ever required, confidential. The Company is committed to conduct business in an open and honest manner and provide open communication channels that encourage candid dialogue relative to employee concerns. The Company strongly believes in a clean desk policy and expects its employees to adhere to it not only for neatness but also security purposes.



### 18. Employee Retention

High quality employee's attraction and retention is very important. The Company will offer competitive packages to the deserving candidates. The Company strongly believes in personnel development and employee-training programs are arranged regularly.

### 19. Internet use / Information Technology

As a general rule, all Information Technology related resources and facilities are provided only for internal use and/or business-related matters. Information Technology facilities which have been provided to employees should never be used for personal gain or profit, should not be misused during work time and remain the property of the Company. Disclosure or dissemination of confidential or proprietary information regarding the Company, its products or its customers outside the official communication structures is strictly prohibited.

### 20. Compliance with Business Travel Policies

The safety of employees while on a business trip is of vital importance to the Company. The Company encourages the traveler and his/her supervisor to

exercise good judgment when determining whether travel to a high-risk area is necessary and is for the Company's business purposes.

It is not permitted to combine business trips with a vacation or to take along spouse, relative or friend without the prior written authorization from Management.

### 21. Compliance

It is the responsibility of each director and employee to comply with this code. Failure to do so will result in appropriate disciplinary action, including possible warning issuance, suspension and termination of employment, legal action and reimbursement to the Company for any losses or damages resulting from such violation. Compliance also includes the responsibility to promptly report any apparent violation of the provisions of this code.

Any person meeting with difficulties in the application of this code should refer to the Management.

# Brief Company Profile and Group Structure

Attock Petroleum Limited was incorporated in Pakistan as a Public Limited Company on December 03, 1995. APL is the 4<sup>th</sup> Oil Marketing Company that was granted marketing license and commenced its operations in February 1998. The Company was listed on Pakistan Stock Exchange (formerly known as Karachi Stock Exchange) on March 07, 2005. Within a short span of time, APL has managed to establish its presence and reputation as a progressive and dynamic organization, having its focus on providing quality petroleum products and services in Pakistan and abroad, with special emphasis on meeting all safety and environment standards. Our steady and substantially growing market share and customer confidence is a testimony to our successful policies, proactive endeavors and visionary approach. APL is engaged in the marketing and distribution of numerous petroleum products including High Speed Diesel, Premier Motor Gasoline, Furnace Oil, Bitumen, Kerosene and Lubricants etc.

Though a new entrant in the field and having no linkage with the global oil majors, APL takes pride in its heritage being associated with the Attock Oil Group of Companies which rightly claim to be the pioneers in the Oil & Gas Sector in this part of the world, having started its operations in 1913.

Attock Group of Companies is the only fully vertically integrated Group covering all aspects of the Oil and Gas sectors of Pakistan, ranging from exploration, production, refining to marketing of a wide range of petroleum products. Besides oil & gas, Attock Group is also involved in other diversified businesses; like cement, energy & information technology. APL's sponsors include Pharaon Investment Group Limited Holding s.a.l and Attock Oil Group of Companies.

## Geographical Presence



### Marketing & Sales Office / Head Office

Morgah, Rawalpindi



### Bulk Oil Terminals

Rawalpindi Bulk Oil Terminal

Machike Bulk Oil Terminal

Karachi Bulk Oil Terminal



### Regional Marketing & Sales Offices

Karachi

Lahore

Faisalabad

Multan

Peshawar



### Invoicing Points

Mehmood Kot

Gatti

Vehari

Tarujabba

Shikarpur



Bulk Oil Terminals



Virtual Depots



Mehmood Kot  
Faisalabad-Machike  
Pipeline (MFM)



White Oil Pipeline (WOP)



Head Office



Regional Marketing  
& Sales Offices



Invoicing Points

# Ensuring premium quality



## Quality Policy Statement

To further enhance its commitment towards Quality, APL management has set the following quality objectives:

1. The primary objective of the Quality Management System is to ensure conformance to product specifications of all goods shipped to customers.
2. Clearly identify and understand our internal and external customers stated and hidden needs, to develop a way of working to meet and exceed the expectations of customers.
3. Provide confidence to management, our employees, clients, and stakeholders that the requirements for quality are being fulfilled and maintained and that quality improvement is continuously taking place.
4. To develop measurement techniques to gauge performance for improving effectiveness of our services, operations and quality management system.
5. Fulfill all quality system requirements stated in our Quality Manual, including the requirements of ISO 9001:2000.
6. To be a trustworthy and leading oil marketing organization for providing consistent high quality products and services in the market.

With this vision we want to create a culture of continuous quality improvement at APL.



## Environment, Health & Safety Policy

Attock Petroleum Limited's overriding objective is to ensure that none of our activities harm our employees, the public or the environment.

In order to achieve this objective...

We embrace a comprehensive policy on the Environment, Safety and Health that includes:-

1. We consider that none of our activities are more important than health and safety of any individual or protection of environment.
2. As a minimum we will comply with all relevant legislation and any other requirements to which we subscribe.
3. We will encourage a pro-active safety culture and ensure that each employee is trained, experienced and competent to perform his or her duties.
4. We will strive to remove all causes of accidents and events and to minimize the consequences of such if they occur.
5. We will ensure that all our operations are performed, and seen to be performed safely.
6. We will strive to continually improve performances in all areas of EHS performance and priorities on the basis of risk.
7. We will apply our EHS policy, standards, objectives and targets to our Retail Outlets, Distributors, Dealers and Contractors.

# Product Portfolio

## High Speed Diesel

High speed diesel is used in generators, cement factories (for ignition), vehicles etc. It is an end user product and is used in diesel engines, a type of internal combustion engine. Diesel engines are used in heavy vehicles, boats and locomotives etc.

## Premier Motor Gasoline

Gasoline or petrol is a petroleum-derived liquid mixture that is primarily used as a fuel in internal combustion engines. It is also used as a solvent, mainly known for its ability to dilute paints. Some additives are also added in it to improve quality.

## Furnace Fuel Oil

Furnace oil is largely an industrial fuel. It acts as a key ingredient in the generation of electricity and heat in a number of production units. Furnace oil is used for power generation, boilers, furnaces, air preheater, other heaters and for bunkering and feedstock in fertilizer plants.

## Residual Furnace Fuel Oil

It is special high viscosity residual oil requiring preheating. This fuel is specially manufactured for power plants.

## Kerosene Oil

It is primarily used for cooking and illumination purposes in Pakistan. APL Kerosene is less smoky, has high heat content and gives better illumination. Kerosene also has limited industrial use.

## Light Diesel Oil

It serves to run construction, petroleum drilling and other off road equipments; and to run prime movers in a wide range of power generations, industrial boilers, vessels with high & medium speed engines and pumping applications that remain liquid at low temperatures. It is also utilized for direct combustion in industrial kitchens.

## Jet Fuel

Jet fuel is a type of aviation fuel designed for use in aircraft powered by gas-turbine engines. It is clear to straw colored in appearance. The most commonly used fuels for commercial aviation are Jet A and Jet A-1 which are produced to a standardized international specification.

Solvent Oil	Solvents are used to dissolve other substances during industrial processes. This petrochemical is used extensively in the production of paint, print ink, agricultural chemicals, for dyeing, curing homesickness, dry cleaning, and treatment of furs etc. It is also used as a high purity catalyst.
Cutback Asphalts	Cutback Asphalt is manufactured by blending asphalt cement with a solvent. There are two major types based on the relative rate of evaporation of the solvent. It is used for prime coat, surface treatment, stock pile patching mixes etc.
Polymer Modified Bitumen	Bitumen is further treated with polymer which improves consistency, reduce temperature susceptibility, improve stiffness and cohesion, improve flexibility, resilience and toughness, and improve binder-aggregate adhesion. It is used in making highways.
Mineral Turpentine Oil	It is colorless petroleum solvent with a boiling range of 125-240 degrees centigrade. It is mainly used as a solvent for textile printing, dry cleaning and metal degreasing, as well as for insecticidal formulations, polish manufacture, thinner, oil soluble and as a rust inhibitor.
Naphtha	Naphtha is a flammable liquid mixtures of hydrocarbons i.e. a component of natural gas condensate or a distillation product. Some uses of naphtha gas are as a fuel for camp stoves and blowtorches, providing light in gas lanterns.
Jute Batching Oil	It is predominantly used in the jute industry for making jute fiber pliable. It also finds application as Wash Oil in the steel industry.
Lubricants	Different types of Lubricants (Automotive and Industrial) are sold under APL brand name. Use of a lubricant is to reduce the overall system friction.

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ



## Chairman's Review

It is indeed an immense pleasure to welcome our esteemed shareholders to the 21<sup>st</sup> Annual General Meeting of the Company and to present Company's annual report and audited financial statements for the year ended June 30, 2016.

The year 2015-16 was controversial from every aspect which did little to help the global economy. The

energy industry remained one of the major players in this regard and the issues related to the sector remained unresolved. The fate of world economy is dependent on the growth of emerging markets, which slowed down during the year resulting in a discouraging outlook. It is not impertinent to mention that the oil industry continued to experience falling prices.

The economic climate of the country, if not worsened, has remained the same. Continued challenges regarding law and order situation, circular debt, unemployment, electricity shortage played a deteriorating role. The Government is pursuing viable projects for sustainable energy generation in coming years by attracting foreign investments. Amidst the tough conditions the Company stood firm, being proactive to the challenges and having zero dependency on debt finance.

The Company continued to perform in the financial year 2015-16, the way it has before in the previous years, by making the best out of the given circumstances and reaping the maximum benefit in return. The downward trend of oil prices in the first three quarters played a huge role on every oil marketing company. The Company relied on strategic decision making and maintained the profits by synergy of experience and business processes streamlining.

The year 2015-16 saw an upward surge in consumption of premier motor gasoline in the country making it an increase of 22% in comparison to the last year, however the Company increased its sales by almost 28% thus capitalizing on the situation and increasing its market presence. The decline in oil prices during the year negatively impacted the revenue generated, but the Company was able to increase its net profitability by 17% to Rs 3,829 million which reflected in improved earnings per share of Rs 46.16 (2014-15: Rs 39.62). Your Company, in order to maintain steady cash inflows has ventured into several profitable projects to ensure multiple streams of cash generation. The Company has been and will provide sufficient returns to its shareholders by virtue of strong cash flows and no gearing obligations resulting in positive financial results.

Your Company is continuing to grow its presence in far flung areas by strengthening the network of storage facilities and retail outlets. APL is committed to provide the best facilities available to the customers and to establish a loyal customer base. The Company is well rooted to achieve sustainable growth

and better profitability in times to come.

Along with business activities the Company actively plays its role of social responsibility to improve the environment and society at large and benefiting from a better image and reputation.

I wish to place on record my appreciation and gratitude for the support received by the Company from the Ministry of Petroleum & Natural Resources and other Government organizations, suppliers, customers and contractors. I would also like to thank our shareholders, for their confidence and trust in the Company and our Board of Directors and employees for their untiring endeavors and contribution that have made achievements to date possible.



Dr. Ghaith R. Pharaon  
Chairman

Rawalpindi.  
August 15, 2016



## Whistle Blower Protection Mechanism Policy

Whistle blower means an employee who reports a concern to management about illegal activities or a breach of code of conduct.

The management encourages whistle blowing culture in the organization and has adopted a culture to detect, identify and report any activity which is not in line with the Company policies, any misuse of Company's properties or any breach of law which may affect the reputation of the Company. The Company has adopted the best corporate policies to protect employee(s) who report corporate wrongdoings, illegal conduct, internal fraud and discrimination against retaliation. The Company promotes transparency and accountability through publication of accurate financial information to all the stakeholders, implementation of sound, effective and efficient internal control system and operational procedures.

All employees have signed a code of conduct and the Company takes any deviation very seriously.

Employees should report in good faith about illegal or unethical conduct. The Company encourages Whistle Blowing to raise the issue directly to Chief Executive and/or to the Company Secretary provided that:-

- The Whistle Blower has sufficient evidence(s) to ensure genuineness of the fact after a proper investigation at his own end;
- The Whistle Blower understands that his act will cause more good than harm to the Company and he/she is doing this because of his loyalty with the Company; and
- The Whistle Blower understands the seriousness of his/her action and is ready to assume his/her own responsibility.

The management understands that through the use of a good Whistle Blowing Plan, they can discover and develop a powerful ally in building trust with its employees and manage fair and transparent operations. The Company therefore provides a mechanism whereby any employee who meets the above referred conditions can report any case based on merit without any fear of retaliation and reprisal.

Allegations made by the whistle blower shall be investigated and claims made will be probed and scrutinized fairly. The management reserves the right to put forth the claims made by the whistle blower, as they deem appropriate.

# GOVERNANCE



Attock Petroleum Limited has established state of the art retail outlets, where the concept of all facilities under one roof is reflected. At these retail outlets, our customers get to experience world class facilities of refueling their vehicles in a friendly and secure environment at all times.

# Profile of Board of Directors

## Dr. Ghaith R. Pharaon

**Chairman**  
**Non Executive Director**

An international investor and industrialist who has financial and trading interests in Pakistan and other parts of the world in various sectors like petroleum, power generation, chemical, real estate and cement etc. He holds an MBA from Harvard University and Masters in Petroleum Engineering from University of Colorado and Stanford University.



**Other Engagements:**

**Chairman & Director**

The Attock Oil Company Limited  
National Refinery Limited  
Attock Cement Pakistan Limited

**Director**

Pakistan Oilfields Limited  
Attock Refinery Limited  
Attock Gen Limited



## Mr. Laith G. Pharaon

**Non Executive Director**

A businessman and an international investor who has financial and trading interests in Pakistan and other parts of the world in various sectors like petroleum, power generation, chemical, real estate and cement etc. Mr. Laith holds a graduate degree from the University of Southern California.

**Other Engagements:**

**Director**

The Attock Oil Company Limited  
Pakistan Oilfields Limited  
Attock Refinery Limited  
Attock Cement Pakistan Limited  
National Refinery Limited  
Attock Gen Limited



## **Mr. Shuaib A. Malik**

**Chief Executive Officer  
Executive Director**

Mr. Shuaib A. Malik has been associated with Attock Group of Companies for around four decades. He started his career as an Executive Officer in The Attock Oil Company Limited in July 1977 and served in different Companies in the Group at various times with the responsibility to supervise and oversee the operations and affairs of these Companies. He has exhaustive experience related to various aspects of upstream, midstream and downstream petroleum business. He obtained his bachelor's degree from Punjab University and has attended many international management programs, workshops and conferences including two such programs at British Institute of Management, UK and Harvard Business School, USA.

### **Other Engagements:**

**Chairman, Chief Executive Officer & Director**

Pakistan Oilfields Limited

**Chairman & Director**

Attock Refinery Limited

**Group Chief Executive**

**Chief Executive Officer, Deputy  
Chairman & Director**

National Refinery Limited

**Chief Executive Officer & Director**

The Attock Oil Company Limited

**Director**

Attock Cement Pakistan Limited

Attock Gen Limited

**Alternate Director**

Attock Refinery Limited

Attock Cement Pakistan Limited

Attock Gen Limited

**Resident Director**

Pharaon Investment Group Limited

Holding s.a.l

## **Mr. Mofarrih Saeed H. Alghamdi**

**Non Executive Director**

Mr. Mofarrih Saeed H. Alghamdi is a senior business executive who has been associated with Pharaon Investment Group and Laith Trading & Contracting Company for more than two decades. He has a vast experience in financial and non-financial sectors and has undertaken number of projects for the different Group Companies. Mr. Mofarrih holds a graduate degree. He has also worked for Saudi Research & Development Corporation for around twenty years. Currently, he is working as Deputy General Manager of Pharaon Investment Group, Laith Trading & Contracting Company Limited and President of Concorde Holding. He is also Director on the Board of various Companies in the Group.



### **Other Engagements:**

**Director**

Pakistan Oilfields Limited

Attock Refinery Limited

National Refinery Limited

## Mr. Abdus Sattar

### Non Executive Director

Mr. Abdus Sattar has over 35 years of Financial Management experience at key positions of responsibility in various Government organizations/ ministries, commercial organizations with the main objective of controlling costs of various commodities, to watch consumer interest, minimize government subsidies, improve government revenues, eliminate wasteful expenses/leakages and fixation of gas and POL prices. After serving as Financial Advisor to Ministry of Petroleum & Natural Resources, Government of Pakistan, he also remained Financial Advisor for Mari Gas Company Limited for around 8 years including 6 years as its Director on the Board. While working as Financial Advisor in Ministry of Petroleum he also served as Director on a number of boards like OGDCL, PPL, SNGPL, SSGCL, PSO, PARCO, ARL, POL, NRL, PMDC etc. as a nominee of Government of Pakistan for about seven years. He is a fellow member of Institute of Cost and Management Accountant of Pakistan (ICMAP) and was also nominated as council member of ICMAP for the three years (Jan 2000 to Dec 2002) by the Government of Pakistan. He has attended many advance financial management courses, programs and trainings in institutions of international repute in Pakistan and abroad.



### Other Engagements:

#### Director

Pakistan Oilfields Limited  
Attock Refinery Limited  
Attock Cement Pakistan Limited

#### Alternate Director

National Refinery Limited



## Mr. Babar Bashir Nawaz

### Non Executive Director

Mr. Babar has over 30 years of experience with the Attock Group of Companies. During this period he has held various positions in Finance, Personnel, Marketing & General Management before being appointed as the Chief Executive of Attock Cement Pakistan Limited in 2002. Mr. Bashir holds a Master's degree in Business Administration from the Quaid-e-Azam University, Islamabad. He has attended various courses, workshops and seminars in Pakistan and abroad on the business management and has substantial knowledge of the cement industry in Pakistan. Currently he is also a member of the Management Committee of the Overseas Investors Chamber of Commerce and Industry and the All Pakistan Cement Manufacturing Association.

### Other Engagements:

**Chief Executive Officer & Director**  
Attock Cement Pakistan Limited

#### Alternate Director

Pakistan Oilfields Limited  
Attock Refinery Limited  
National Refinery Limited



## **Mr. M. Raziuddin**

**Independent  
Non Executive Director**

Mr. Mohammad Raziuddin has over 30 years of rich experience in the energy sector. He holds a Master's Degree in Engineering from University of Detroit, Michigan, USA and did his MBA from Syracuse University, New York, USA. During his career, he has held top-level advisory positions in various organizations within the Country and also served as Technical Advisor in Saudi Arabia, Pakistan and Bangladesh. He has served as the CEO of Attock Refinery Ltd. and Managing Director, OGDCL. He has extensive knowledge and vast experience in energy consultancy, oil refining, exploration and production, petroleum marketing etc.

**Other Engagements:**

Chief Executive Officer  
KP Oil & Gas Co. Limited

## **Mr. M. Adil Khattak**

**Alternate Director to  
Dr. Ghaith R. Pharaon**

**Non Executive Director**

Mr. M. Adil Khattak, has been associated with Attock Group of Companies for the last 35 years. He holds a master's degree in engineering from Texas Tech University, USA and has attended many technical, financial and management programs in institutions of international repute in Pakistan and abroad. He has extensive experience in engineering, maintenance, human resource management, project management and marketing. Mr. Adil has keen interest in Corporate Social Responsibility activities. He is on the Boards of National Cleaner Production Centre Foundation, Attock Sahara Foundation, National Management Foundation (LUMS), Society for the Promotion of Engineering Sciences & Technology (GIK) and Cadet College, Hassanabdal.



**Other Engagements:**

Chief Executive Officer  
Attock Refinery limited

Chief Executive Officer & Director  
Attock Gen Limited

## **Mr. Iqbal A. Khwaja**

**Alternate Director to  
Mr. Laith G. Pharaon**

**Non Executive Director**

Mr. Iqbal Ahmad Khwaja is a Bachelor of Commerce from Karachi University and to obtain a professional degree, he proceeded to UK to qualify as Chartered Accountant from England and Wales. On his return from UK, he served with Attock Group of Companies for nearly thirty years in various capacities. He has been Chief Financial Officer and Corporate Secretary of Pakistan Oilfields Limited (POL), for many years. He rose to the position of its Deputy Chief Executive and also served on the Board of POL. He has also been CEO of POL's subsidiary Attock Chemicals (Pvt) Limited and CAPGAS (Pvt) Limited. During his tenure with the Group, he attended many national and international courses and seminars to remain up-to-date with his professional knowledge. Due to his knowledge and vast experience, he has been retained by The Attock Oil Company Limited, in the capacity of an advisor.



**Other Engagements:**

-



## **Mr. Rehmat Ullah Bardaie**

**Company Secretary &  
Alternate Director to  
Mr. Mofarrih Saeed H. Alghamdi**

**Executive Director**

Mr. Rehmat Ullah Bardaie is associated with Attock Group of Companies since June 1997 and has been part of the various assignments/projects undertaken from time to time. Presently, he is holding the charge of General Manager (Finance and Accounts) and Company Secretary. He has attended various financial management courses, training programs, seminars and conferences in Pakistan and abroad. He is a fellow member of both The Institute of Chartered Accountants of Pakistan and The Institute of Cost and Management Accountants of Pakistan.

**Other Engagements:**

Alternate Director  
Attock Gen Limited

Company Secretary  
The Attock Oil Company Limited

# Board Committees and Corporate Information

## Board Audit Committee

- |    |                        |          |
|----|------------------------|----------|
| 1. | Mr. Abdus Sattar       | Chairman |
| 2. | Mr. Babar Bashir Nawaz | Member   |
| 3. | Mr. Mohammad Raziuddin | Member   |

## Human Resource & Remuneration Committee

- |    |  |          |
|----|--|----------|
| 1. | Mr. Babar Bashir Nawaz   | Chairman |
| 2. | Mr. Shuaib A. Malik  | Member   |
| 3. | Mr. Iqbal A. Khwaja<br>(Alternate director to<br>Mr. Laith G. Pharaon) | Member   |

## Auditors

A. F. Ferguson & Co.  
Chartered Accountants, Islamabad.

## Registered Office

Attock House, Morgah, Rawalpindi.

## Legal Advisor

Ali Sibtain Fazli Associates  
Mall Mansion, 30-The Mall, Lahore.

## Share Registrar

THK Associates (Pvt.) Limited  
2<sup>nd</sup> Floor, State Life Building-3  
Dr. Ziauddin Ahmed Road, Karachi.  
Tel: +92-21-111-000-322  
Fax: +92-21-35655595

## Bankers

Allied Bank Limited  
Askari Bank Limited  
Bank Alfalah Limited  
Faysal Bank Limited  
Habib Bank Limited  
MCB Bank Limited  
NIB Bank Limited  
National Bank of Pakistan  
The Bank of Khyber  
The Bank of Punjab  
The Bank of Tokyo Mitsubishi  
United Bank Limited

## Correspondence Address

Attock House, Morgah  
Rawalpindi, Pakistan.  
Tel: +92-51-5127250-54  
Fax: +92-51-5127272  
Email: [contact@apl.com.pk](mailto:contact@apl.com.pk)  
Website: [www.apl.com.pk](http://www.apl.com.pk)



## Board Committees and their Terms of Reference

### Board Committees

The management is committed to follow the principles of good Corporate Governance and being a responsible corporate entity it believes in transparency of system for effective monitoring and to enhance governance process. Keeping in view the requirements of new Code of Corporate Governance issued on April 10, 2012 the Board has revised the terms of reference of Audit Committee and established Human Resource and Remuneration Committee. The following Board Committees have

been formed to assist the Board in fulfilling its responsibilities.

### Audit Committee

The Audit Committee reviews the financial and internal reporting processes, the system of internal control, management of risk and the internal and external audit processes. The Audit Committee ensures that the Company has a sound system of internal financial and operational controls. It assists the Board in discharge of its fiduciary responsibilities. The Audit Committee reviews the



periodical statement of the Company before their respective presentation to the Board and ensures implementation of relevant controls for the integrity of the information. The Committee recommends to the Board of Directors the appointment of external auditors and discusses major observations with the external auditors arising from interim review and final audit. In doing so, Committee also reviews the management letter issued by the external auditors and management's response thereto. The Committee also goes through the legal matters which may significantly impact the financial statements and ensure compliance with relevant statutory requirements. Besides this, monitoring compliance with the best practices of corporate governance, investigating any violations thereof and ensuring

coordination between internal and external auditors are also the main responsibilities of the Audit Committee.

### **Human Resource & Remuneration Committee**

The Board has established Human Resource and Remuneration Committee which is responsible for recommending human resource management policies. The Committee is also responsible for recommending the selection, evaluation, compensation (including retirement benefits) of key management personnel and for consideration and approval on recommendations of Chief Executive Officer on such matters for key management positions who report directly to Chief Executive Officer.

### Budget Committee

The Committee comprises of three directors and their responsibility is to assist the Board in formulating the annual budget and forecasts and reviewing analysis of actual performance with those budgeted/forecasted. The Committee also keeps an eye on the developments and trends in the industry to assist

the Board in planning for future capital intensive investments and growth of the Company.

### Share Transfer Committee

The Committee consists of three directors and is responsible for dealing with matters relating to the shares of the Company like transfers, issuance of new shares and related legal and regulatory requirements.



## Management Committees

### Executive Committee

Consist of all departmental heads and chaired by the CEO, they meet regularly to coordinate the activities, accomplishments and other pertinent issues.

### Retail Outlet Development Committee

Responsible for recommending proposals for setting up retail outlets and reviewing progress.

### Budget Committee

Reviews and recommends the annual budget proposals and discusses deviations with the departmental heads.

### Information Technology Committee

Responsible for automation of process and system in line with latest technology and developments.

### Pricing Committee

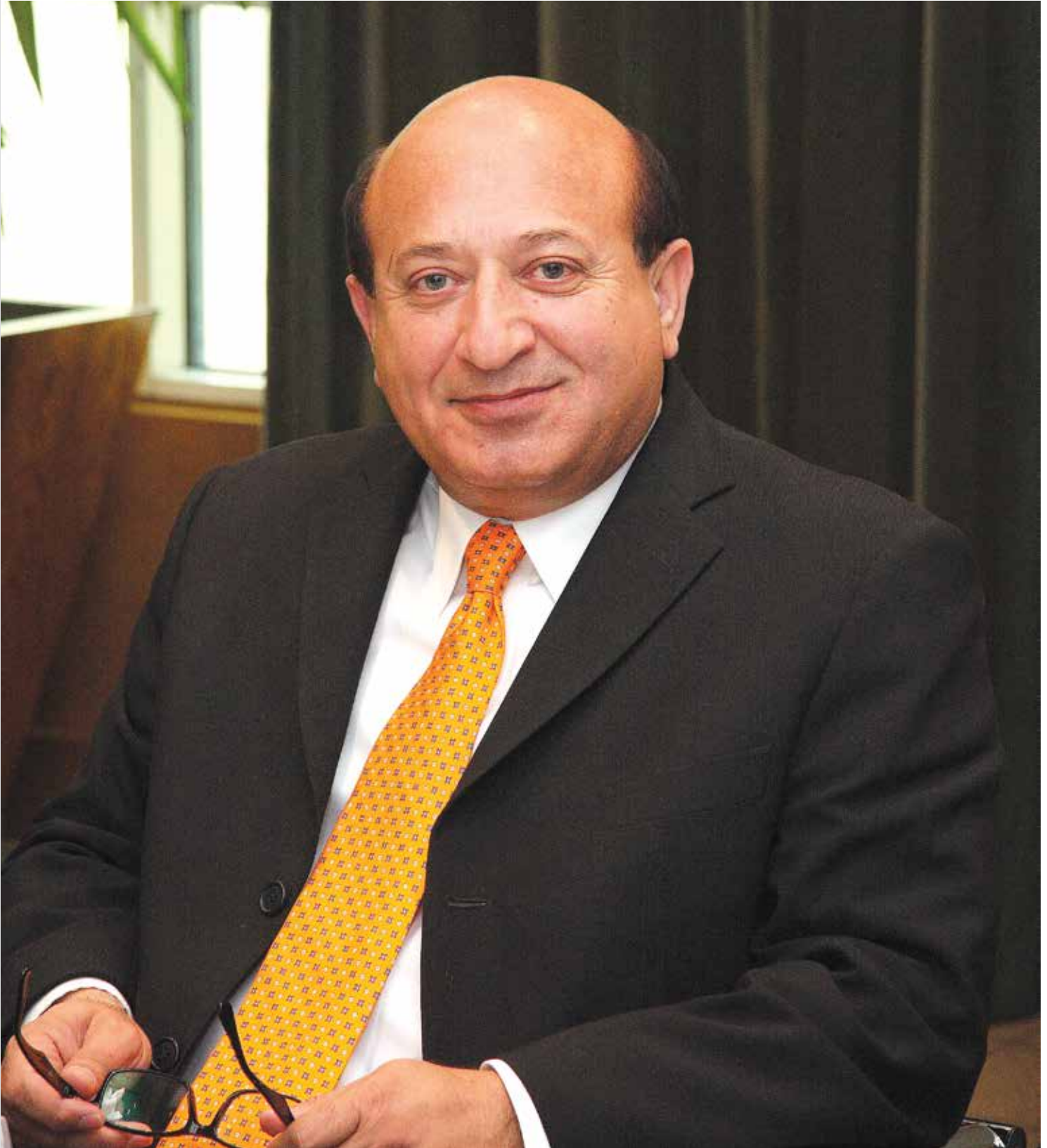
Reviews and recommends the pricing of deregulated products on regular intervals.

### Safety and Technical Committee

Reviews and monitors, the safety, health and environment matters for safe operations and better environment and matters relating to technological problems and operational risks affecting the business.



# DIRECTORS' REPORT



**Mr. Shuaib A. Malik**  
Chief Executive Officer

The Board of Directors takes pleasure in presenting the annual report on the performance and progress of the Company together with the audited financial statements for the year ended June 30, 2016.

## NATURE OF BUSINESS

Attock Petroleum Limited (APL) commenced its business as an Oil Marketing Company (OMC) in 1998. The Company is a part of a vertically integrated oil group based in Pakistan. It deals in a broad spectrum of petroleum products and serves local and international clientele. APL markets and supplies fuels to retail outlets, industries, armed forces, power producers, government/semi-government entities, developmental sector and agricultural customers etc. A range of automotive and industrial grades lubricants is offered as well.

The oil industry operates under the regulations framed by the Government of Pakistan (GoP) through Ministry of Petroleum and Natural Resources (MP&NR) and Oil & Gas Regulatory Authority (OGRA). Prices of some of the petroleum products are regulated by OGRA whereas prices of other products are declared by the Company as per its own mechanism.

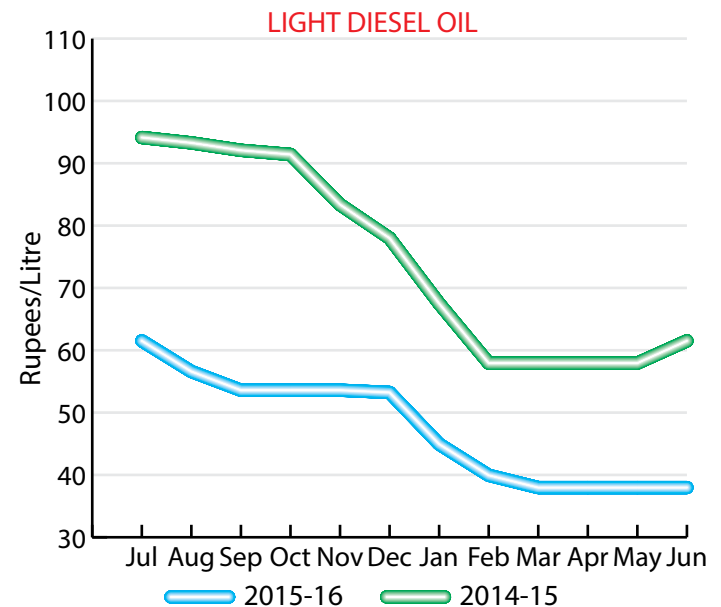
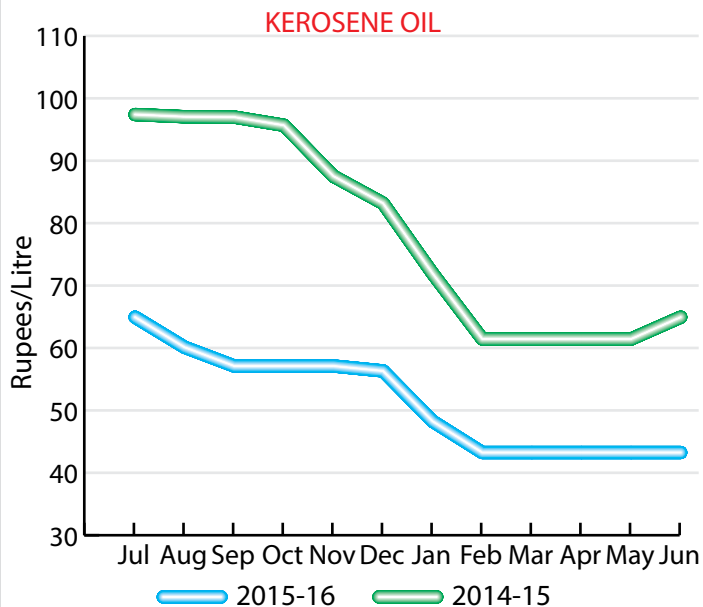
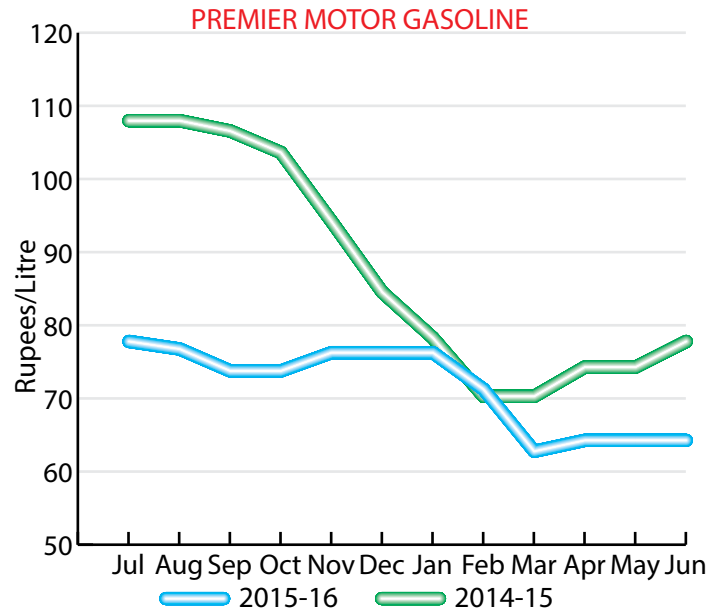
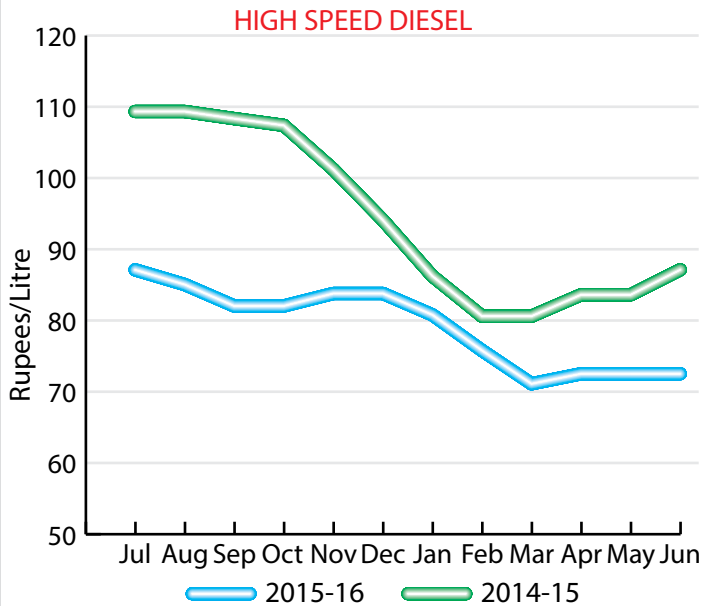
## FINANCIAL PERFORMANCE

During the year under review, the Company recorded net sales revenue of Rs 109,234 million, resulting in a decrease of 36% in comparison to the last year (2014-15: Rs 171,730 million). This decline is due to the downward trend of oil prices at an international level which has taken Pakistan in its fold as well. However, the Company achieved profit after tax of Rs 3,829 million, an increase of 17% as compared to last year (2014-15: Rs 3,286 million). In this challenging time on global oil market, the increase in profitability was made possible due to proactive approach and dedicated efforts by the management through excellent decision making and by ensuring a seamless supply chain along with effective stock management. The profit translated into earnings per share of Rs 46.16 (2014-15: Rs 39.62).

Financial results and appropriations for the year ended June 30, 2016 are summarized below:

	Rs in Million
Profit before taxation	5,634
Less: Provision for taxation	(1,805)
<b>Profit after taxation</b>	<b>3,829</b>
Add: un-appropriated profit as at June 30, 2015	12,728
Less: Transfer to special reserve by associated companies	(124)
Less: Other comprehensive loss for the year	(2)
<b>Profit available for appropriation</b>	<b>16,431</b>
<b>Appropriations during the year:</b>	
Final cash dividend for the year 2014-15 @ 220% (Rs 22/- per share of Rs 10/- each)	1,825
Interim cash dividend for the year 2015-16 @ 150% (Rs 15/- per share of Rs 10/- each)	1,244
	3,069
<b>Balance as at June 30, 2016</b>	<b>13,362</b>
<b>Subsequent Effects:</b>	
Final cash dividend for the year 2015-16 @ 250% (Rs 25/- per share of Rs 10/- each)	2,074
	11,288

## PRICE TREND ANALYSIS



### Dividend

The Board has recommended a final cash dividend @ 250% (Rs 25/- per share of Rs 10/- each) out of the profits for the year ended June 30, 2016. This is in addition to the interim cash dividend @ 150% (Rs 15/- per share of Rs 10/- each) already declared and paid to the shareholders, thus making a total of 400% for the year under review.

### Contribution towards National Exchequer and Economy

The Company contributed Rs 50,200 million towards national exchequer in the form of taxes and levies. The Company is upholding its responsible citizenship

by providing premium quality petroleum products throughout the Country including remote and far flung localities through expansion of its network of retail outlets and distributors, thus generating employment in various regions and promoting the quality of life of the local populace.

### Liquidity Management, Financing arrangements and Cash Flow Strategy

During the year under review, cash and cash equivalents increased by Rs 4,296 million. The cash was generated mainly from receipts from the customers and encashment of short term and long term investments. Cash and cash equivalents at year

end were Rs 9,162 million. Financial projections and other methods are employed and updated on a regular basis to guarantee availability of funds and to reap maximum returns by investing surplus liquidity in diversified portfolios. Even though the Company has sufficient borrowing capacity and is adequately geared to meet its future commitments and development plans, currently, all cash requirements are met by internal cash generation.

**Strategies to Overcome Financial Problems**

The Company does not expect any financial difficulties in the foreseeable future. Nonetheless, various standby arrangements with financial institutions have been made to ensure smooth continuation of the operations.

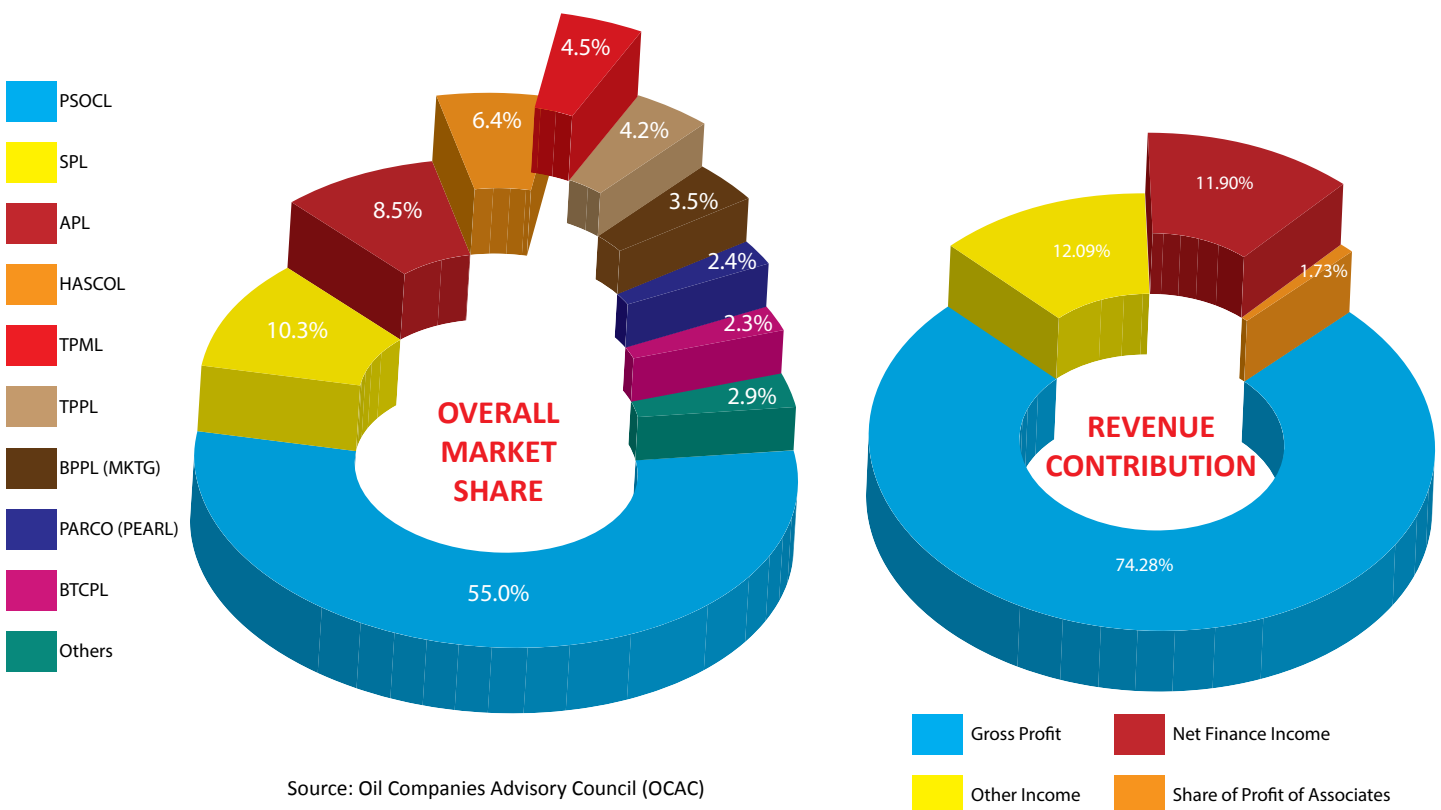
**Capital Structure**

The capital of the Company is entirely structured on equity finance. There was no change in the capital structure during the year and the management is of the view that the capital structure is appropriate for the foreseeable future.

**Significant Changes in Financial Position and Liquidity from last year**

As at June 30, 2016, total assets increased by Rs 614 million to Rs 30,525 million as compared to last year and total liabilities were reduced to Rs 16,208 million, a decrease of Rs 144 million. An increase of Rs 735 million was recorded in non-current assets from Rs 3,788 million to Rs 4,523 million, pertaining to purchase of lands and construction of terminals and retail outlets. An increase of Rs 43 million was observed in net current assets, resulting into Rs 10,420 million at the year end. Trade debts and trade payables decreased due to decreasing oil prices.

Cash flow from operating activities for the year was Rs 3,700 million representing a 22% decrease as compared to last year (2014-15: Rs 4,735 million) due to increase in payments. An inflow of Rs 3,660 million from investing activities was recorded pertaining to encashment of investments. Dividends paid during the year were Rs 3,065 million (2014-15: Rs 3,521 million).



Source: Oil Companies Advisory Council (OCAC)



Chief Executive Officer briefing the Chairman about Company's performance and future plans

## MARKET AND INDUSTRIAL REVIEW

### Global

During the year, the oil and gas industry observed a continued volatile state resulting from shifting technological paradigms and volatility of crude prices. The primary reason was increased supply and decreasing oil demand on a global scale. The decreased demand was mainly due to the slowing growth of emerging markets, whereas the upliftment of sanctions on some countries and the refusal of Organization of Petroleum Exporting Countries (OPEC) to reduce production has increased supply. The sector is going through an unprecedented transformation, which will ultimately re-define the energy business. Navigating through the changes of this scale will require strategic judgment and innovative business practices on the part of oil and gas industry.

### Domestic

The energy demand of the Country has increased in the past years. The production of oil and gas in the Country does not meet the fast rising requirement. Required availability of oil and gas in Pakistan is not expected any time soon, until the establishment of

appropriate infrastructure. With insufficient natural resources, limited increase in production and the absence of adequate infrastructure, the nation will most likely continue experiencing oil and gas shortage in the coming years and will continue to meet its requirement through imports.

In the year 2015-16, the Country observed around five percent increase in consumption of petroleum products in comparison to the last year. Major increase was witnessed in usage of Premier Motor Gasoline (PMG). The prime reason behind the increase was the shortage of Compressed Natural Gas (CNG) and low prices – enabling higher buying power for the population at large. Consumption of High Speed Diesel (HSD) increased as well, primarily due to the increase in development projects by the Government and low prices. Dependency on imports increased in order to meet the Country's demand. Some projects of restoration of existing highways and construction of motorways throughout the Country led to the increase in consumption of Bitumen. The prices of petroleum products in the Country followed

the declining global trend in the year 2015-16. Moreover, import and distribution of Liquefied Natural Gas (LNG) eased out certain energy short-falls. However, in order for the Country to realize its future growth projections, the need to further

expand the infrastructural strength is of a paramount importance and needs consistent policies in order to attract investments within the sector.

## COMPANY'S SALES AND MARKETING REVIEW

The management defines sustainable development as the process of increasing the Country's access to higher quality fuel, while contributing to long term social and economic development and preserving the environment for future generations.

The Company's struggle with the uncertain and unforeseen factors has always been there; nevertheless the management's efforts in producing best possible results have enabled growth in market presence of the Company. APL recorded an increase of 28% in its sales volume of PMG – higher than the industry, which recorded an increase of 22%. Refocusing on its strengths, consolidation of businesses, and optimizing the inventory, the management effectively helped steer the Company to higher profits even in these volatile conditions. The management practices and implements the principles of sustainable development where the Company has a direct influence and impact on economy, society and environment.

Moreover, alternate import channels and hiring of storage facilities are made for ample product availability of Premier Motor Gasoline (PMG) in Karachi region further streamlining its supply-chain. The Company added another 10,000 M.Tons storage capacity in Karachi to handle further imports – for catering to the increased demand of the valuable customers throughout the Country.

Along with the aforementioned, the management is reviving dormant retail outlets with new equipment and smart signages. The overhauling of network will certainly increase the Company's brand image. As part of the Company's development strategy the management is concentrating its efforts towards retail outlets in major cities, key sales pockets on national highways and partnering with prestigious institutions both national and international.

Prudent forecasting and intelligent commercial sense has enabled APL to win the major portion of order from the defence sector for the next year as well – making it the seventh consecutive year for APL to be a preferred fuel partner of defence services. The Company's strong strategic relationship has also helped it to enter into various projects with the defence sector due to its unmatched services.

### Other Business Activities

APL has employed satellite tracker-equipment in fleet vehicles as a step to increase effectiveness and to ensure better supply chain management. Using the latest technology available enhances operational efficiency and the Company always strives to be a pioneer in bringing these tools in the industry.

The Company successfully installed solar panels for generation of electricity at two of the major retail outlets and has planned to introduce the same in other retail outlets as well. This initiative will help overcome the problem of electricity deficit in the Country and will result in reduction of carbon emission.

For customer convenience and under the concept of multi-service facilities under one roof, the Company has introduced ATM facility at more than hundred retail outlets. This has not only provided an additional service to the customers but has also helped the Company to generate additional revenue.

### Infrastructure Development

Infrastructural expansion and strength is directly proportional to gaining competitive advantage. In realization of the same, the Company always manages to endure and progress in several projects.

Partnering with another OMC for development of Fuel Farm and Into-Plane Facility at Islamabad International Airport under a joint venture; the Company is gearing up to enter into this new

business segment. Resources have been aligned and mobilized for speedy work at site for the earliest commissioning.

Construction of Mehmood Kot and Shikarpur terminals are in pipeline and preliminary formalities are underway. The Company has finalized the procurement of land at Tarujabba, Sahiwal and Daulatpur for construction of terminals. The Company is positive that these developments will increase effectiveness and efficiency of the operations in addition to increase in sales.

### Quality Assurance of Products

In line with its vision, APL strives to provide the highest quality products to its valued customers. APL's quality assurance team ensures premium quality of petroleum products received at APL terminals and supply points, and ensures consistency in quality of all the products supplied to customers at retail outlets and other valuable clients by employing state-of-the-art ground and mobile Quality Assurance Labs - equipped with modern apparatus followed by quick responsiveness to queries on quality whenever required by the customers.

During the year, quality assurance labs carried out quality inspection visits to various locations. A number of samples of various petroleum products were tested at the Company's ground laboratory which included samples from terminal tanks, tank lorries and retail outlets.

Going forward, procurement of viscosity testing equipment is planned which will further increase testing capability by adding another sophisticated test to ensure adherence to the highest quality standards.

## RISK MANAGEMENT

APL will continue to face economic uncertainties, both in terms of demand of the products and price volatility. Global environmental pressures for a cleaner and greener energy based source, technological advancements, surplus production and weaker demand all pose a risk which needs careful foresight and alignment of resources to remain profitable in times to come. However, in the long term, increase in population, economic growth and overall increase in energy consumption are expected.

### Volatility in International Oil Prices and Regulatory Risk

The year observed a lot of factors and uncertainties within the global arena, contributing to the volatility in the prices. The decline in prices and the resultant inventory losses during the first three quarters negatively impacted the revenue of the Company. However, the Company prudently managed its stocks at optimum levels in order to minimize the negative impact of the international price deterioration and managed to perform better than the industry. The Company continues to focus on developing an effective mix of regulated and deregulated products and characterized strategy, and has also ventured into new business opportunities to augment its profitability.

### Geopolitical and Security Risks

The phrase 'global village' is truer today than ever before. Due to rapid technological advancements in the field of communications, connectivity has increased; yet borders still exist in a globalized world. Issues regarding shift of power dynamics, security and equilibrium maintenance have become intertwined with those of trade, migration, employment etc.

The recent global events have further made an impact on the overall supply-demand and pricing of oil in international markets. Oversupply and surplus storage has made traders confident that even in the face of supply disruptions, there would be enough oil.

The Company has a positive edge over the competitors, due to the support of refineries and hospitality arrangements with other OMCs under proper agreements. Moreover, increased imports during the year has further strengthened strategic trade relations as a secondary source of product availability, thereby ensuring smooth and guaranteed supply of petroleum products for the Company and its valuable customers throughout the Country.

### Intense Competition

Perhaps the biggest challenge within the industry is posed by the new and recent entrants, resulting in a highly competitive landscape. Due to evolving geo-political environment on a global scale, struggle between the major global players for market share has resulted in surplus production against a weaker demand – thereby causing the crude prices to take a plunge to their lowest in almost 10 years. This creates challenges as well as opportunities within

the markets. Thorough research, analysis and expertise of the management is required in order to identify and assess various threats and new business avenues. Lower prices allow higher buying power, thus providing an opportunity to capitalize on this increased consumption, the Company has been able to gather substantial market share in the MOGAS sector via strategically timed import along with strengthening the relationship with its import partners.

Under these circumstances, the business strategy is to refocus the Company on what it does best and where it can outpace its competitors. The crux of the management during the year was looking for growth areas where the Company already has established massive strength along with bringing agility to adapt with changing market conditions.

### Human Resource

The Company's most valued resource is its competent and committed work force, powering the Company's growth and contributing towards its corporate image. APL invests in its human capital to maintain a healthy working relationship by providing an employee-friendly environment, nurturing their skills and talents.

Effectively managing the workforce leads to efficient business operations which directly impact the Company's growth and profit. Workforce has to be retained and kept motivated. To achieve the best from the employees the Company provides them environment where they can demonstrate leadership,



accountability and teamwork, and through these behaviors, they contribute to the overall success of the Company.

### Health, Safety, Environment and Security

The long-term business success of APL depends on its ability to continually improve the quality of products while protecting people and the environment. Emphasis is placed on ensuring human health, operational safety, environmental protection and quality enhancement. This commitment is in the best interests of the customers, the employees, contractors, the shareholders and the communities. The Company's HSE policy is a true reflection of the fact that the business practices do not contravene to laws pertaining to health, safety and environment.

APL adopted a pre-emptive approach mitigating the security risks which have increased manifolds due to past security challenges. Serious measures have been taken to address the security risks and to enhance





the already developed trust by its employees and valuable customers. Measures adopted include installation of electronic walk through gates at operating facilities, increase in strength of security staff and number of security check posts, induction of explosive detectors and provision of hand-held scanners. Moreover, the security staff is regularly updated and trained.

APL is bound to provide its customers and employees a safe and risk free working environment. For this purpose, all elaborated efforts are being taken and many are in the pipeline.

### **Information Technology Risk**

Information technology risk includes internal factors such as the number and duration of systems failures, employee access controls, protection of confidential data and information, as well as external factors such as the introduction of advanced software and hardware into the industry and incidents of cybercrime.

The Company maintains a central database environment where online transactions are entered in real time. An automated procedure generates a daily data backup at midnight. Further, incremental and monthly backups are generated and maintained on hard drives and data tapes. An offsite backup mechanism is also in place as an additional measure to safeguard data integrity.

### **Disaster Recovery and Business Continuity Planning**

Technological advancements, volatility in global prices, political turmoil, increased awareness of renewable energy sources and stiffer competition due to advent of more marketing companies has led the need to analyse and assess continuity of business operations and to undertake measures to enhance the resilience capacities of business and operations against such disruptions. The Company has implemented an effective system for sustained business operations via strategic infra-structure and alternate supply channels in the event of a disaster/ disruption and the Board reviews the system from time to time.

## **CORPORATE GOVERNANCE**

Good Corporate Governance holds a paramount importance to the Company. The Board makes certain that all the activities carried out are at par with the best practices. As a result of years of making this practice a habit, the Company is highly trusted by the investors. The Board ensures transparency in communication with stakeholders and implementation of a professional corporate culture thus complying with the principles of good governance at every step.



### Board Annual Evaluation

The Board complies with the Code of Corporate Governance and is always finding ways to enhance the performance of Board Committees and itself. A mechanism is developed as prescribed by the Code to assess efficacy of constituents of the Board and its Committees on an annual basis. During the year, the Board and its Committees were evaluated to increase their effectiveness. The Board is constantly aligning itself with the developments in corporate governance.

### Role of the Chairman and CEO

The Chairman heads the Board of Directors and is appointed by the Board from amongst the Non-Executive directors. Heading the meetings, defining agendas and signing the minutes are the primary responsibilities of the Chairman and making sure that the duties of the Board of Directors are met. He also manages conflicts of interests arising, if any, and makes recommendations to improve performance and effectiveness of the Board.

The CEO manages the Company and is responsible for all of its operations. The CEO designs and proposes strategies and implements decisions of the Board. The CEO reports to the Board regarding the Company's performance and profitability along with suggesting improvements to enhance shareholders' wealth.

### CEO Performance Review

The Board assesses the CEO's performance using key performance indicators set on financial and non-financial measures. The Board also discusses the prospects of the Company with the CEO to ascertain smooth operation of the Company's affairs.

The Board is well contented with the CEO's performance for the year. Multiple new ventures, better profitability, improving market presence, up-gradation of the current bulk terminals along with construction of the new ones are a few examples of the Company's excellent performance during the year.

### Directors' Training Programme and Formal Orientation for Directors

The Company ensures that it meets the requirements set forth by Securities and Exchange Commission of Pakistan (SECP) and is complying with criteria of Directors' Training Programme (DTP) by obtaining certification for half of the Directors on Board till June 30, 2018. Two of the Directors have attended the Directors' Training Programme from recognized institution of Pakistan approved by the SECP whereas four of the Directors meet the exemption criteria for this purpose.

The Company keeps the Directors updated about the prevailing relevant laws and the current matters regarding corporate governance. The Directors are well-equipped with a thorough and practicable



knowledge of the regulations in addition to the Code of Corporate Governance.

### **Whistleblower Protection Mechanism**

The Whistleblower Policy encompasses the procedure for reporting, handling, investigating and eliminating fraudulent activities in the Company's operations. The policy ensures protection of the whistleblowers. The Company makes certain that an open and transparent working environment is maintained and employees who intend to report such activities are provided with an adequate forum also ensuring their anonymity. No incident of whistle blowing was reported during the year.

### **Code of Conduct for Directors and Employees**

The Code of Conduct has been circulated to all the directors and the employees of the Company for their compliance as required under Code of Corporate Governance 2012. This Code provides the standard for professional behaviour in order to ensure that the business is carried out in an honest and ethical manner.

### **Compliance with Code of Corporate Governance**

The Company is compliant in all respects with the Code of Corporate Governance as per the

requirements of the PSX Rule Book. Specific statements are being given hereunder:

- 1) The financial statements, prepared by the management, present its state of affairs fairly, the result of its operations, cash flows and changes in equity.
- 2) Proper books of account have been maintained.
- 3) Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgment.
- 4) International Financial Reporting Standards, as applicable in Pakistan, have been followed in the preparation of financial statements.
- 5) The system of internal control is sound in design and has been effectively implemented and monitored.
- 6) There are no significant doubts upon the Company's ability to continue as a going concern.
- 7) Significant deviations from the last year's operating results have been disclosed in this Report.
- 8) Key operating and financial data of the last 6 years in summarised form is annexed with the Report.

- 9) All major Government levies in the normal course of business, payable as at June 30, 2016, have been cleared subsequent to the year-end.
- 10) The Company does not envisage corporate restructuring or discontinuation of its operations in the foreseeable future.
- 11) The values of investments in employee retirement funds based on the latest audited accounts as of June 30, 2016 are as follows:
- |                           |                   |
|---------------------------|-------------------|
| Employees' Gratuity Fund  | Rs53.054 million  |
| Employees' Provident Fund | Rs 90.651 million |
- 12) The total number of Company's shareholders as at June 30, 2016 was 3,031. The pattern of shareholding as at June 30, 2016 along with necessary disclosures as required under the Code of Corporate Governance is annexed.

A separate statement of compliance signed by the Chief Executive Officer is included in this Annual Report.

### Board of Directors Structure, its Committees and Meetings

During the year, Mr. Wael G. Pharaon resigned from the Board and the casual vacancy was filled up by Mr. Mofarrih Saeed H. Alghamdi.

The status of each director on the Company's Board whether non-executive, executive or independent has been disclosed in the Statement of Compliance as required under Code of Corporate Governance, 2012.

During the year the Board remained actively involved in performing their duties under various laws and

the Memorandum and Articles of Association of the Company with the ultimate objective of enhancing the profitability of the Company thus increasing shareholders return.

During the year, five meetings of Board of Directors were held for review of periodic Financial Statements as well as for consideration of significant and routine matters including those referred to it by Board committees.

### Audit Committee

The Audit Committee consists of three members comprising of non-executive directors including an independent director and the Chairman having relevant expertise and experience. The Audit Committee met four times during the year and these meetings were held prior to the Board meetings.

### Human Resource and Remuneration Committee

The Board Human Resource and Remuneration (HR&R) Committee comprises of two non-executive directors and Chief Executive Officer. The Committee met once during the year to review the HR related agendas.

### Attendance by Directors in the Meetings

Sr. No.	Name	Board of Directors meetings	Audit Committee meetings	HR&R Committee meetings
1	Dr. Ghaith R. Pharaon*	5/5		
2	Mr. Laith G. Pharaon*	5/5		1/1
3	Mr. Wael G. Pharaon*	2/2		
4	Mr. Mofarrih Saeed H. Alghamdi*	3/3		
5	Mr. Shuaib A. Malik	5/5		1/1
6	Mr. Abdus Sattar	5/5	4/4	
7	Mr. Babar Bashir Nawaz	4/5	3/4	1/1
8	Mr. Mohammad Raziuddin	5/5	3/4	

\*Overseas directors attended the meetings either in person or through alternate directors.

## AUDITORS

The present auditors Messrs A. F. Ferguson and Co., Chartered Accountants, a member firm of the PricewaterhouseCoopers network, retire and are eligible for reappointment for the year 2016-17. The Audit Committee of the Board has recommended the re-appointment of the retiring auditors for the year ending June 30, 2017. The Board has recommended the same for the approval of the shareholders in the forthcoming Annual General Meeting.

## FORWARD LOOKING STATEMENT AND FUTURE PLANS

The Company has come a long way, and has always emerged successful in challenging times. The current global conditions have been volatile and the market is getting tough. However, APL has stood firm and is well rooted to achieve more in the years to come. The management has taken strategic steps to maintain its hold on the market and acquire more. The management of APL is vigorously pursuing different projects and is forming various alliances, thus planning for an even more successful future.

Some of the major projects underway are as follows:

- The establishment of Fuel Farm and Maintenance/Operations of Fuel Farm and Hydrant Refueling System (HRS) at New Islamabad International Air-Port under a joint venture between APL and Pakistan State Oil (PSO) is expected to be completed within a year.
- The Company is establishing bulk terminals at strategic locations and is increasing the number of storage facilities to ensure a seamless supply chain. In this regard work is underway in relation to design and construction of Mehmood Kot and Shikarpur terminals and is expected to be completed in the coming year. Moreover, acquisition of land at Tarujabba, Sahiwal and Daulatpur is at final stages for construction of terminals.
- The Company is determined to reduce its carbon footprint for preservation of environment and reducing costs by introducing solar panels at its

major retail outlets for generation of electricity.

- The Company has in past made its grip strong on the national highways, and has established a prominent presence there. However, establishment of retail outlets at urban areas and city centers are in pipeline to grab a new chunk of market share and to promote brand image.

The Company is well geared to venture into new business segments to increase revenue generation and sustainability in times to come. Formation of strategic partnerships at both international and national level will ensure steady creation of wealth in difficult times.

During the year, the oil industry saw turbulence and experienced changes in the dynamics, both in terms of supply and demand. The global political and economic conditions had a negative impact on the oil business. However, the Company is focused on maximizing the shareholders' wealth and its brand reputation along with its presence in the oil market. The management is determined to achieve sustainable business growth.

## ACKNOWLEDGEMENT

The Board would like to take this opportunity to express its gratitude to our esteemed shareholders for their support. The Board also extends its appreciation and gratefulness to Government of Pakistan and regulatory bodies for their cooperation. The Directors are thankful to employees, customers and strategic partners for their resolute dedication and contribution.

On behalf of the Board



Shuaib A. Malik  
Chief Executive

Rawalpindi.  
August 15, 2016

# Bringing the best to our customers



# Pattern of Shareholding

As on June 30, 2016

Corporate Universal Identification Number: 0035831

Form-34

Sr. No.	Number of Shareholders	<-----HAVING SHARES----->		Shares Held	Percentage
		From	To		
1	559	1	100	27,694	0.03
2	676	101	500	188,929	0.23
3	373	501	1,000	298,453	0.36
4	1,171	1,001	5,000	1,786,208	2.15
5	72	5,001	10,000	522,655	0.63
6	46	10,001	15,000	557,208	0.67
7	23	15,001	20,000	413,620	0.50
8	28	20,001	25,000	647,180	0.78
9	5	25,001	30,000	136,750	0.15
10	11	30,001	35,000	357,472	0.43
11	5	35,001	40,000	184,399	0.22
12	1	40,001	45,000	42,800	0.05
13	5	45,001	50,000	236,150	0.28
14	4	50,001	55,000	213,487	0.26
15	1	55,001	60,000	55,229	0.07
16	3	60,001	65,000	188,190	0.22
17	1	65,001	70,000	65,674	0.08
18	3	70,001	75,000	214,847	0.26
19	2	75,001	80,000	157,600	0.19
20	2	80,001	85,000	166,108	0.20
21	1	85,001	90,000	89,100	0.11
22	2	90,001	95,000	181,800	0.22
23	1	95,001	100,000	96,100	0.12
24	1	105,001	110,000	109,200	0.13
25	2	110,001	115,000	227,250	0.27
26	3	115,001	120,000	358,800	0.43
27	2	120,001	125,000	248,850	0.30
28	1	140,001	145,000	144,000	0.17
29	1	145,001	150,000	146,416	0.18
30	1	155,001	160,000	156,505	0.19
31	1	170,001	175,000	175,000	0.21
32	1	175,001	180,000	177,450	0.21
33	1	180,001	185,000	184,112	0.22
34	2	185,001	190,000	379,500	0.46
35	1	195,001	200,000	196,640	0.24
36	1	205,001	210,000	209,200	0.25
37	1	215,001	220,000	215,300	0.26
38	1	235,001	240,000	240,000	0.29
39	1	240,001	245,000	244,588	0.30
40	1	300,001	305,000	302,579	0.37
41	1	370,001	375,000	370,200	0.45
42	1	545,001	550,000	550,000	0.66
43	1	550,001	555,000	555,000	0.67
44	1	775,001	780,000	778,694	0.94
45	1	900,001	905,000	901,626	1.09
46	1	1,010,001	1,015,000	1,011,151	1.22
47	1	1,215,001	1,220,000	1,219,350	1.47
48	1	1,335,001	1,340,000	1,338,450	1.61
49	1	1,820,001	1,825,000	1,824,768	2.20
50	1	5,530,001	5,535,000	5,534,821	6.67
51	1	5,820,001	5,825,000	5,820,595	7.02
52	1	5,835,001	5,840,000	5,836,017	7.04
53	1	18,140,001	18,145,000	18,144,138	21.88
54	1	28,515,001	28,520,000	28,516,147	34.38
<b>3,031</b>				<b>82,944,000</b>	<b>100.00</b>

## Categories of Shareholders

As on June 30, 2016

Sr. No.	Categories	Number of Shareholders	Shares Held	Percentage
1	DIRECTORS, CHIEF EXECUTIVE OFFICER, THEIR SPOUSES & MINOR CHILDREN	10	5,584,061	6.73
2	ASSOCIATED COMPANIES, UNDERTAKINGS AND RELATED PARTIES	5	60,141,665	72.51
3	NATIONAL INVESTMENT TRUST & INDUSTRIAL CORPORATION OF PAKISTAN	1	55,229	0.07
4	BANKS, DEVELOPMENT FINANCE INSTITUTIONS, NON-BANKING FINANCIAL INSTITUTIONS	13	4,756,857	5.73
5	INSURANCE COMPANIES	8	2,737,025	3.30
6	MODARABAS & MUTUAL FUNDS	32	2,028,076	2.44
7	FOREIGN COMPANIES	11	521,314	0.63
8	TRUSTS AND FUNDS	80	1,385,776	1.67
9	JOINT STOCK COMPANIES	54	569,904	0.69
10	GENERAL PUBLIC (LOCAL)	2,744	4,975,309	6.00
11	GENERAL PUBLIC (FOREIGN)	73	188,784	0.23
12	SHAREHOLDERS HOLDING 10% OR MORE SHARES	2	46,660,285	56.26

## Information Required

### Under Code of Corporate Governance

	Number of Shareholders	Shares Held
<b>ASSOCIATED COMPANIES, UNDERTAKINGS AND RELATED PARTIES</b>		
Pharaon Investment Group Limited Holding s.a.l.	1	28,516,147
Attock Refinery Limited	1	18,144,138
Attock Petroleum Limited Employees Welfare Trust	1	5,836,017
Pakistan Oilfields Limited	1	5,820,595
The Attock Oil Company Limited	1	1,824,768
	<b>5</b>	<b>60,141,665</b>
<b>MUTUAL FUNDS</b>		
CDC - TRUSTEE ABL ISLAMIC PENSION FUND - EQUITY SUB FUND	1	50
CDC - TRUSTEE FIRST CAPITAL MUTUAL FUND	1	2,200
CDC - TRUSTEE APF-EQUITY SUB FUND	1	2,500
CDC - TRUSTEE AKD INDEX TRACKER FUND	1	4,450
CDC - TRUSTEE NAFA PENSION FUND EQUITY SUB-FUND ACCOUNT	1	7,800
CDC - TRUSTEE NAFA ISLAMIC PENSION FUND EQUITY ACCOUNT	1	8,700
PAK QATAR INDIVIDUAL FAMILY PARTICIPANT INVEST FUND	1	10,900
CDC - TRUSTEE NAFA ISLAMIC PRINCIPAL PROTECTED FUND - I	1	14,900
CDC-TRUSTEE NAFA ASSET ALLOCATION FUND	1	15,200
CDC - TRUSTEE NAFA MULTI ASSET FUND	1	18,951
CDC - TRUSTEE PICIC STOCK FUND	1	22,000
CDC - TRUSTEE NIT-EQUITY MARKET OPPORTUNITY FUND	1	23,148
CDC - TRUSTEE HBL MULTI - ASSET FUND	1	23,650
CDC - TRUSTEE APIF - EQUITY SUB FUND	1	26,000
CDC - TRUSTEE NAFA ISLAMIC ACTIVE ALLOCATION EQUITY FUND	1	30,100
CDC - TRUSTEE MEEZAN TAHAFUZ PENSION FUND - EQUITY SUB FUND	1	34,120
CDC - TRUSTEE PICIC ISLAMIC STOCK FUND	1	46,050
CDC - TRUSTEE NAFA ISLAMIC STOCK FUND	1	51,100
CDC - TRUSTEE AL MEEZAN MUTUAL FUND	1	61,740
CDC - TRUSTEE NAFA ISLAMIC PRINCIPAL PROTECTED FUND - II	1	64,050
CDC - TRUSTEE ATLAS ISLAMIC STOCK FUND	1	85,000
CDC - TRUSTEE NAFA ISLAMIC ASSET ALLOCATION FUND	1	89,100
CDC - TRUSTEE JS LARGE CAP. FUND	1	90,300
CDC - TRUSTEE JS ISLAMIC FUND	1	91,500
CDC - TRUSTEE NAFA ISLAMIC ENERGY FUND	1	96,100
CDC - TRUSTEE NAFA STOCK FUND	1	123,850
CDC - TRUSTEE PICIC ENERGY FUND	1	244,588
CDC - TRUSTEE MEEZAN ISLAMIC FUND	1	302,579
CDC-TRUSTEE HBL ISLAMIC STOCK FUND	1	37,750
MC FSL - TRUSTEE JS GROWTH FUND	1	189,500
CDC - TRUSTEE HBL - STOCK FUND	1	209,200
	<b>31</b>	<b>2,027,076</b>

	Number of Shareholders	Shares Held
<b>DIRECTORS, THEIR SPOUSES AND MINOR CHILDREN</b>		
Dr. Ghaith R. Pharaon	1	1
Mr. Laith G. Pharaon	1	1
Mr. Mofarrih Saeed H. Alghamdi	1	1
Mr. Shuaib A. Malik	1	5,534,821
Mr. Abdus Sattar	1	600
Mr. Babar Bashir Nawaz	1	1
Mr. Mohammad Raziuddin	1	1
Mr. Iqbal A. Khwaja	1	13,296
Mr. M. Adil Khattak	1	35,251
Mr. Rehmat Ullah Bardaie	1	88
	<b>10</b>	<b>5,584,061</b>
<b>EXECUTIVES</b>	<b>8</b>	<b>71,845</b>
<b>PUBLIC SECTOR COMPANIES AND CORPORATIONS</b>	<b>1</b>	<b>184,112</b>
<b>BANKS, DEVELOPMENT FINANCE INSTITUTIONS, NON-BANKING FINANCIAL INSTITUTIONS, INSURANCE COMPANIES, TAKAFUL, MODARABAS AND PENSION FUNDS</b>	<b>40</b>	<b>8,002,155</b>
<b>SHAREHOLDERS HOLDING 5% OR MORE VOTING RIGHTS</b>		
Pharaon Investment Group Limited Holding s.a.l.	1	28,516,147
Attock Refinery Limited	1	18,144,138
Attock Petroleum Limited Employees Welfare Trust	1	5,836,017
Pakistan Oilfields Limited	1	5,820,595
Mr. Shuaib A. Malik	1	5,534,821
	<b>5</b>	<b>63,851,718</b>

### Trade in shares by Directors, Executives and their spouses and minor children during 2015-16:

Trade in shares by Directors, Executives\*, their spouses and minor children during 2015-16.

	No of Shares Purchased
Mr. Ijaz Khan	1,000
Mr. Yasir Chughtai	1,000

\* "Executive means Chief Executive Officer, Chief Operating Officer, Chief Financial Officer, Head of Internal Audit, Company Secretary and other employees of the Company who are drawing an annual basic salary of Rs. 500,000 or more."



## Other Corporate Governance Matters

### Investor Grievance Handling

Investor satisfaction is the prime focus of the Company to retain long lasting relationship with its prestigious investors. The Company's existing and potential investors are allowed access to information regarding Company's operations in addition to details of investments, dividend distribution or circulation of regulatory publications.

Investor Grievances are managed centrally by Company Secretarial Matters (CSM) section. The section has an effective Investor Grievance redressal mechanism in place to handle investor's queries and complaints promptly and effectively. The Company's grievance handling is supported by a review mechanism to minimize recurrence of similar issues in future:

- Investors' queries and complaints are dealt with courtesy at all the times.
- Investors have facility to call on the contact number provided for the purpose on the Company's website.
- The Company has maintained an investor's relations section on the website.
- An email ID is designated for the investor's queries and complaints.
- Feedback/complaint forms are available on website where investors can lodge their complaints at any time.
- Complaints are addressed by designated employees

without any delay. The CSM section has maintained a record of complaints mentioning status of pending complaints and their resolution.

### Issues raised at last AGM

The Company is working to safeguard the interests of the shareholders and maximize their wealth by value creation. The Annual General Meeting (AGM) is an effective way of engaging shareholders. In addition to AGM, the queries and concerns of shareholders are highlighted and addressed appropriately from time to time. During last AGM of the Company held on September 18, 2015 shareholders raised some concerns which were satisfactorily responded.

### Safety of Records of the Company

To ensure prompt and accurate retrieval of records, protection of vital information in the event of disaster and to ensure compliance with legal and regulatory requirements, the Company has an established procedure for preservation of records holding significant value, in line with good governance practices and administrative requirements.

Records include books of accounts, documents pertaining to secretarial, legal, taxation and other matters etc. Key records are archived in a manner to protect them from physical deterioration, accidental fire and natural calamities;

- Documents in physical forms are stored at specifically designated record rooms with proper safety features.
- Financial data and other records in the ERP system

are periodically backed up at various servers and protected under secure access protocols.

- Paperless environment is also being promoted and an e-record management system is being put in place to safeguard the records of the Company along with optimizing storage spaces.

### **Conflict of Interest among members of the Board of directors and employees**

In addition to the compliance of regulatory requirements, a formal Code of conduct is in place for avoidance of known or perceived conflicts of interest among board of directors and employees. Board members exercise their due rights of participation in proceedings of Board meetings. The minutes of the proceedings are comprehensively prepared and any reservation of the Board members are appropriately documented, for further evaluation as to qualification for conflict of interest.

### **Investors Relations Section on Website**

Detailed Company information specified under the relevant regulations, including but not limited to, financial reports, financial highlights, investors

notices/announcements, pattern of shareholding, dividend declarations etc have been placed on the Company's website "[www.apl.com.pk](http://www.apl.com.pk)".

In order to promote investors' relations and to facilitate investors' access for grievance/ other query registration, a comprehensive "Investor Relations" section is placed on the APL website.

APL ensures to present the latest information by regularly updating its website. The Company is in full compliance with the latest regulations issued by SECP regarding maintenance of functional website by the listed companies. A Compliance Certificate by the Chief Executive is placed on the website as well.

### **Stakeholder Engagement**

Frequency of engagements is based on specific corporate requirements under the Code of Corporate Governance and with the objective to establish, promote and enhance the corporate image of the Company.



Stakeholders	Management of Stakeholder Engagement	Effect and value to APL
Institutional Investors/ Shareholders	The confidence put in the Company by the investors is honored and acknowledged by providing them with a steady rate of return on their investment. General meetings provide the shareholders a platform to voice their concerns and raise their queries which are addressed appropriately. The Company also engages shareholders through issuance of annual/quarterly financial reports and notices/updates.	The financiers of capital help APL: <ul style="list-style-type: none"> <li>• Convert its business plans into actions.</li> <li>• Achieve its business targets.</li> </ul>
Customers and Suppliers	The Company's primary customers include dealers, distributors and institutional customers. APL Customer Relationship Management is beyond extending credit facilities and trade discounts. Periodic engagements are held with customers in the form of dealers/distributors conference. Various informal meetings are also held with customers and suppliers to maintain effectiveness of Supply Chain Management.	Customers' loyalty and effective supply chain is the key to the Company's sustainable business growth.
Banks	Banks and other financial institutions are engaged by the Company on regular basis in relation to negotiation of rates, short term financing arrangements, deposits and investments. Banks are also consulted on issues linked with letters of credit and payments to suppliers, along with other disbursements of operational nature including payment of dividends and foreign remittances.	Bank dealings are central to the Company's performance in terms of: <ul style="list-style-type: none"> <li>• Access to better interest rates and financing terms.</li> <li>• Efficient Customer Service.</li> </ul>
Media	The Company engages with the media through regular press releases regarding key achievements. Statutory notices and other public announcements required by law are generally circulated through print media. Multiple mediums are also used for advertisement and marketing purposes. Employees of the Company have made appearances on media as well, for brand advertisement and awareness. Retail prices are notified through press-gazette. Furthermore, the website of the Company is also used as a medium to communicate information to stakeholders.	<ul style="list-style-type: none"> <li>• Media communication of the Company's achievements helps strengthen APL brand image.</li> <li>• Awareness of the Company's status and activities is developed among the general public and potential investors.</li> </ul>
Regulators	APL prides itself for being a responsible corporate citizen. The Company abides by the laws and regulations of the Pakistan and makes certain that all the requirements of relevant regulators are met in a timely manner. Regulators are continuously engaged at various local, provincial and federal levels. Various statutory forms and returns are periodically submitted as per requirements of the law in addition to the information required by regulators. Company constantly liaisons with the Government authorities and regulators in terms of matters / issues relating to energy requirements of the Country.	Country's laws, regulations and other factors controlled by the Regulators, set operating guidelines for the Company.
Analysts	The Company regularly engages with analysts on its financial and operating results, with due regard to regulatory restrictions imposed on inside information/trading.	Providing required information to analysts helps: <ul style="list-style-type: none"> <li>• Attracting potential investors.</li> <li>• Clarifying misconceptions/ market rumors</li> </ul>
Employees	Focus on the Company's most valuable resource "our competent and committed workforce" is the base of APL's Human Resource Strategy. Multiple in-house and external training are conducted for continuing professional developments of our employees. APL provides a nurturing and employee friendly work environment. APL has also invested in health and fitness activities for its employees.	The competent employees are the backbone of the Company. The Company's strategic, operational and tactical decisions taken by management are effectively implemented through our committed workforce.
General Public	Being a good corporate citizen, APL always tries to add value to the society. APL engages with general public at large through its CSR activities.	A contented and peaceful nation fixes the roots for a prosperous society.

# CORPORATE SUSTAINABILITY

## Human Resource Development and Succession Planning

APL prides itself to be included amongst the leading Oil Marketing Companies of the Country. Our employees are our biggest assets and the Company endeavours to facilitate them in achieving their career progression and helping them to hone their personal and professional skills. APL equips the employees with latest market trends and keeps the employees updated by training and development programs planned throughout the year. Various social activities are also organised to keep the employees socially active. Such activities improve the working relationship among the employees and superiors and also enhance the association among peers. This ensures the welfare of the employees while reducing risk of employee turnover.

To improve effectiveness of business as well as human resource processes, APL has implemented Human Resource Management System (HRMS) across the organization. The implementation of HRMS has streamlined employee database management by providing swift yet reliable employee information.

APL believes in proactive approach towards succession planning. We recruit employees, develop their knowledge, skills, abilities and prepare them for future roles. The Company also ensures availability of competent personnel in each department through a comprehensive succession planning policy.

## Corporate Social Responsibility

APL is committed to play vital role in supporting and working with its stakeholders for sustainable community and social development programs.

Corporate Social Responsibility (CSR) is one of the core values and an integral part of the Company's overall mission. By integrating CSR into our business strategy, APL is helping to drive shared value amongst its stakeholders and enhance its corporate brand image community wide.

**Internship Opportunities:** As per APL's Internship Policy, the Company considers it a social responsibility to provide opportunity for first hand practical experience to students of Higher Education Commission (HEC) recognized educational institutions of the country. During the current year, 20 students were offered internships in various disciplines like



Interns receiving an insight of oil market supply chain mechanism

Engineering, Finance, Supply Chain, Human Resource and Marketing & Sales.

These internships not only provide them the exposure of a corporate environment, but also a platform to apply their academic skills in order to jump-start their professional careers. Students are provided with an opportunity to experience and preview the practical environment, building their professional confidence through these internship programs.

**Scholarships:** APL through its Trust awarded scholarships to 32 brilliant children of employees ranging from primary education to graduation. The Company ensures commitment in the area of education and always supports the bright students by sponsoring their education.

**Recreational Activities:** APL always strives on developing harmonious working environment among the employees through different recreational activities. This helps them develop team work and socialize with each other thus satisfying their social appetite.

Annual Sports Gala with cricket tournament as a main event was arranged as part of such activities. APL's senior management also participated with full spirit in these activities thus encouraging camaraderie. Recreational events increase rapport among the employees and break various barriers between them. Individuals get to know one another on a personal level. Strengthening these bonds amongst employees helps them work better with one another.

**Women's Day Celebrations:** APL values the services provided by female staff members. A get together event was organized for female staff members to value them and mark the occasion of International Women's Day.

**Earth Hour:** Being a socially responsible OMC, APL thrives to educate employees on environment. APL took initiative and started awareness campaign by communicating to all staff members about Earth Hour and motivated employees to switch off extra lights and plant a tree in their vicinity on eve of Earth Day.

### **Health, Safety and Environment Consciousness**

At APL it is ensured that the employees stay safe

all the time, safety precautions are considered a mandatory practice. We consistently train our workforce and encourage them to take a proactive approach when it comes to identify and suggest practicable methods to solve the issues which might result hazardous.

We strive to achieve world-class performance and prevent all incidents through a rigorous and systematic process of continuous improvement. Our workforce truly believes that incidents are preventable and that the status "zero incidents" is achievable. We have policies, processes, tools and behavioral expectations in place to assist us in achieving that goal.

APL's commitment for "Safety first" ensures employee's safety by organizing different programs for awareness. An in-house training session on "Incident Investigation, Root Cause Analysis and Formal Reporting" was part of it. This training was meant to equip our employees with knowledge on how to report and investigate an incident and avoid chances of its reoccurrence. All the employees who attended this training were awarded international "Highfield Awarding Body of Compliance".

### **Energy Conservation, Energy saving measures and plan to overcome the escalating energy crisis**

Optimization of energy consumption always remains a prime focus of the Company. APL has taken number of initiatives in this regard. As part of this initiative, installation of energy efficient equipment like LEDs in pylons, spreaders and fascia is continued in the current year too. Canopy ceiling lights have been converted from conventional 400 watts to 100 Watts. Up till now we have successfully converted approx. 40% of retail network upon smart signages conserving energy at the same time helping business partners reducing their overhead costs.

Company has also converted power load of its Company Owned Company Operated (COCO) site, Model Filling Station, Islamabad to Hybrid Solar System - reducing energy consumption significantly. In next phase, the Company intends to shift remaining COCO sites on green energy in order to reduce financial and environmental impacts.

APL keeps on imparting Energy conservation awareness among employees. Paperless Environment Campaign is being promoted to avoid unnecessary resources utilization.

### **Training and Organizational Development**

Training allows employees to acquire new skills, sharpen existing ones, perform better, increase productivity and be better leaders. Since APL strongly believes that a company is the sum total of what employees achieve individually, we try to ensure that employees perform at their peak.

Our trainings are composed of in-house and external trainings. During the year 2015-16, a number of in-house workshops were organized for APL staff members on Incident Reporting, Work Ethics and Awareness, Internal Auditing of ISO 9001:2008 etc. Total of 106 employees were trained during the year in various internal and external training programs.

### **Community investment and welfare schemes**

APL fully understands and realizes the need and responsibility towards the community. APL has taken different measures for the prosperity, health and

literacy of the local community. The Company has also supported healthy and productive activities such as sports and providing sponsorships to various institutions.

### **Efforts made to mitigate the adverse impact of industrial effluents**

Our foremost priority is preservation of public health and safety. In order to fulfill this obligation, operational procedures for shipping and handling of oil products to the end users are strictly observed under the Health, Safety and Environment (HSE) guidelines. All of our products have well defined Material Safety Data Sheet (MSDS), from entrance of the tank lorry in the bulk terminal for filling, to the decantation process at the customer's oil storage tanks.

Employees' training in progress



# Audit Committee and Internal Control Framework

The Board of Directors of the Company has formed a Board Audit Committee as required under the Code of Corporate Governance (the Code). The Committee comprises of 03 non executive directors including an independent director. The Chairman of the Committee, Mr. Abdus Sattar has vast experience in finance and accounting. Detailed profile of Mr. Abdus Sattar is given in 'Profile of Board of Directors' section.

The Audit Committee met 04 times during the year ended June 30, 2016. The meetings of the Committee were held at least once every quarter prior to approval of interim and final results of the Company as required by the Code. The agenda of the meetings included discussions on financial matters of the Company along with review of other matters as per the Terms of Reference (TOR) of the Committee.

Head of Internal Audit Department, being the Secretary to the Committee, arranged all the Committee meetings. In addition to the Committee members, the meetings were also attended by the Chief Financial Officer (CFO). The Committee also met with the External Auditors separately in the absence of Head of Internal Audit and CFO to get feedback on the overall control and governance framework within the Company.

The Internal Control Framework is a major part of

overall governance structure. It is fundamental to the successful operation and day-to-day running of a business. The scope of internal control is very broad. It encompasses all controls incorporated into the strategic, governance and management processes, covering the Company's entire range of activities and operations and not just those directly related to financial operations and reporting.

Internal control as a process designed to provide reasonable assurance regarding the achievement of objectives in relation to the effectiveness and efficiency of operations, reliability of financial reporting and compliance with applicable laws and regulations. Internal auditors play an important role in evaluating the effectiveness of control systems and have a significant monitoring role because of authority and independency in the organisation.

The Head of Internal Audit has direct access to the Committee. Audit observations along with compliance status are regularly presented to the Committee. The role of Internal Audit department includes review of systems within the Company at appropriate intervals to determine whether they are effectively designed and carrying out the functions in accordance with management instructions, policies and procedures and in a manner that is in agreement with Company's objectives and high standard of administrative practices.



## Key Sources of Estimating Uncertainty

Financial Statement preparation requires the management and the Board of Directors to make estimates that affect the reported figures of financial statements' elements and use their professional judgment while applying appropriate accounting policies.

These estimates are developed on assumptions based on historical experience and other reasonable factors, the result of which form the basis for making judgment about the carrying values of assets and liabilities which are not readily available from other sources. Actual results may differ from the estimates under different assumptions or conditions applicable.

The estimates are reviewed on ongoing basis to check for any revision in the estimates. Effect of revision in accounting estimates are recognized prospectively i.e. in the period of revision or future period if it effects so. Key sources of estimation of uncertainty are detailed below:

### Recoverable amount and valuation of investment in associated companies

APL has investment in associated companies ARL, NRL and AITSL. The value of investments in listed associated companies NRL and ARL is based on valuation analysis carried out based on value in use calculation described in notes 14.5, 14.6 while value of unlisted associated company AITSL is based on its financial statements as described in note 14.7 of financial statements.

### Assessment of significant influence in associated companies

NRL, ARL and AITSL are treated as associated

companies in spite of having less than 20% shareholding by APL in these companies, as APL has representation on their Board of Directors.

### Provision for taxation

Current tax (Rs. 1,860 million) has been recognized in financial statements taking account of relevant laws and decisions taken by appellate authorities. Contingent liabilities are disclosed in financial statements where the Company's view differs from the tax authorities at the assessment stage and where the Company considers that its view on items of material nature is in accordance with law. Deferred tax asset (Rs. 55 million) is recorded in the Company's financial statements on the assumption that future taxable profit will be available to utilize the deferred tax assets.

### Useful life of property, plant and equipment

The useful lives are estimated having regard to the factors as asset usage, maintenance, rate of technical and commercial obsolescence. The useful lives of assets are reviewed annually.

### Value of staff retirement benefit obligations

The defined benefit obligations are based on actuarial assumptions such as discount rate, expected rate of return on plan assets, expected rate of growth in salaries and expected average remaining working life of employees and detailed extensively in note 31 to the financial statements.

## Materiality approach adopted by the Management

Information and events are considered to be material if, individually or in aggregate, they have significant impact on the Company's performance or profitability which in turn can influence the economic decisions of the Company's Stakeholders.

APL's management has developed a materiality policy duly approved by the Board. Assessment of

materiality levels other than those provided under the regulations is matter of professional judgment and is organization specific. Materiality levels are reviewed periodically and updated appropriately where necessary.

Power of the Board of Directors and the Company's Management have been defined in line with the

guidelines of the Companies Ordinance 1984, the Code of Corporate Governance, Company's Article of Association and regulations of professional bodies and best practices. All the decisions are taken and

new risks and opportunities are identified, assessed and disclosed in light of Company's materiality policy in addition to other regulatory requirements

## Share Price Sensitivity Analysis

The shares of Attock Petroleum Limited are regarded as blue chip stock and considered as a secure investment. The share price has reflected our strong market position and prospects of growth but might respond to exogenous factors in the future as there are number of events that are affecting the share prices either in the short or broad spectrum.

During the year, the share price varied from Rs 398 to the mark of Rs 596. The spread between the prices is attributable to the milestones achieved by the Company during the period under review. Strong performance resulted in higher dividend payouts over the years, which in turn has gradually increased the share price of the Company. We continuously build confidence of our investors, providing them optimal returns on their investment promoting the long term retention of the shares.

Following factors or events may affect the share price of the Company:

### Sales Volume

Operating in an industry where margins are fixed, the profitability of the Company is highly dependent on sales volume which ultimately also affects the share price. Increase in economic activity will lead to increased sales and ultimately reflected on the net

profit and share price of the Company.

### Sales Margin

As stated above, the profitability is positively correlated to fixed sales margin on petroleum products. Any change in margins by the Government of Pakistan (GoP) for the regulated products shall directly affect the profitability and the same shall be reflected on the share price of the Company.

### Exchange Losses

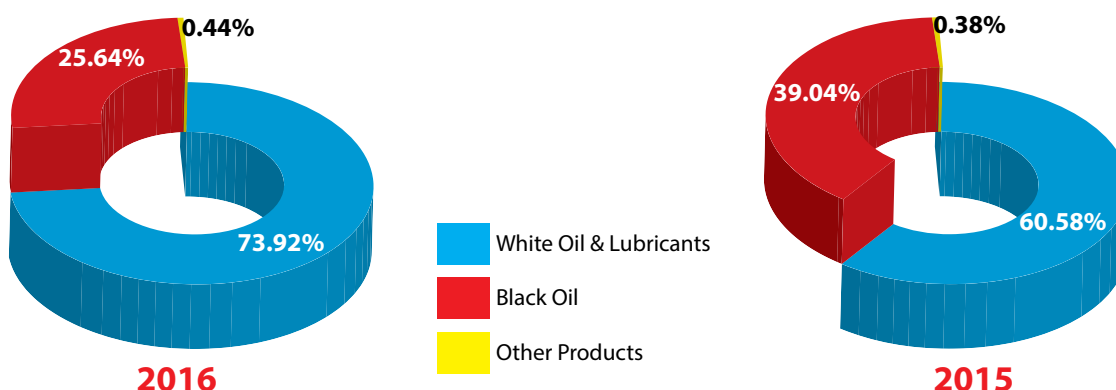
The Country is highly dependent for its energy requirements on import of petroleum products. APL also actively imports various POL products. Movement in Rupee – Dollar parity incurs exchange can also indirectly affect the share price.

### Inventory Gains / Losses

High volatility in international oil prices also severely affects the profitability of the Company. Downward trend leads to inventory losses while an increasing trend positively impacts the profitability and hence affects the share price accordingly.

## Segmental Review of Business Performance

APL's financial statements have been prepared on the basis of a single reportable segment. Total sales revenue is broadly divided into following categories:



# Prospects of the Entity including Targets for Financial and Non-Financial Measures

## Prospects of the Entity

Retail network Expansion, effective Supply chain management and Partnerships agreement with leading local & foreign companies are milestones of the Company towards business expansion and sustainable profitability. Establishment of bulk storage facilities and other capital ventures are also there to improve the operation's throughput.

## Financial Measures

APL has projected its financial targets based on historical financial performance keeping in view multiple risk & uncertainties prevailing in the market.

Stiff market competition compounded by decrease in international prices of POL products are the uncontrollable factors that are effecting the Company's profitability adversely. The Company is striving continuously to curtail these adverse effects with due strength by its effective strategic, tactical & operational direction, efficient inventory management, control over supply chain and growth in sales volumes.

Growth of 5% as compared to financial year 2014-15 is observed in Oil marketing industry. The prices of High Speed Diesel and Premier Motor Gasoline remained volatile due to international POL prices volatility. Despite the factor, APL has maintained to be in profits.

Performance targets are continuously monitored to observe and reduce deviation from the defined goals.

## Non-financial Measures

The Company has identified following areas as key non-financial measures:

- Human resource development, training and Succession planning
- Product Quality maintenance & improvement assurance
- Corporate Social Responsibility
- Healthy & Safe Environment
- Revamping of business processes in line with best practices
- Management responsibility for effective implementation of business plans, under strategic directions of the Board



CA  
PAKISTAN



ICMA  
Pakistan

# Best Corporate & Sustainability Report Awards 2014





# Calendar of Major Events

Sep  
2015

To remain abreast with the latest international procedures/standards of sample testing, APL has developed the firefighting foam testing facility in its Machike Bulk Oil Terminal and become the first OMC to have this facility.

Sep  
2015

APL secured 5<sup>th</sup> position in Fuel and Energy Sector, in "Best Corporate Report Award" ceremony jointly organised by the Institute of Chartered Accountants of Pakistan and the Institute of Cost and Management Accountants of Pakistan.

Dec  
2015

In order to cater to the exponential growth in PMG sales, APL has further enhanced its storage capacity by additional 5,700 MT at Keamari - ensuring smoother handling of import vessels and a guaranteed product supply chain to our valued customers.

Jan  
2016

In the development of Company's infrastructure, for improving the efficiency of its operations and to meet the Supply Chain requirement, APL has installed a new decantation header which has increased decantation efficiency more than 30% at its Rawalpindi Bulk Oil Terminal.

Feb , Mar  
2016

After entering into a Joint Venture with JX Nippon Energy Company last year, APL conducted its first ENEOS Consumer promotion campaign during February & March 2016. Five (05) major cities were targeted and massive media coverage was made. Prizes were distributed - 10 lucky winners got Motor Cycles and 2 lucky winners got the prizes worth Free Fuel for the whole year.

Apr  
2016

Won over 70% of the defense supplies contract for the next Fiscal Year 2016-2017; making it the 7<sup>th</sup> consecutive year for APL to be the major & preferred fuel supplier of Pakistan Army & Pakistan Airforce.

Apr  
2016

Organized annual sports event to support the active recreation of staff and to help building a sense of cooperation and team-spirit.

May  
2016

True to its mission, APL celebrated the commissioning of its 550<sup>th</sup> retail outlet within the network - committed to delivering premium quality fuels & adopting best industry practices for all our valuable consumers.

May  
2016

After successful commissioning of the solar power system pilot project at Quality Filling Station (Sector H-8, Islamabad) by our engineering team in coordination with NCPC in 2015, we have now successfully installed solar power system at Model Filling Station, F-11 Islamabad. These projects are a step towards conservation of energy & reduce our power consumption and would in turn drive us towards utilization of Renewable & Sustainable Energy.

Jun  
2016

New plot at Islamabad in D-12 sector for establishment of New COCO Site has been purchased through bidding process done by Capital Development Authority (CDA). This will further enhance Company brand image in capital city.

# Information Technology Governance

As businesses evolve and adapt to the changing market dynamics, they require a flexible approach to Information Technology introduction and utilization for achieving their strategic goals and objectives.

## **Information Systems Strategic Planning**

The APL IT Committee oversees the requirements, approves the planning and supervises the introduction of new automated functionalities required for optimal business operations. Generic and industry-specific Best Practices are also reviewed and incorporated in to APL functions.

## **Business Alignment with Information Technology**

APL is endeavoring to transform its strategic vision into automated systems that encapsulate the APL Business Cycle in to a web based environment to process and track every key transaction in a real time environment.

## **Business Process Streamlining**

Business Processes are being continuously mapped, documented, re-engineered and improved upon for transformation in to automated functions. Plans are also being developed for introduction of an automated Work Flow System.

## **IT for Internal Controls**

Automated controls are being incorporated at each step of the APL Supply Chain to check and validate information being entered to reduce the possibility of human error. System generated audit and consistency mechanism are being planned to ensure system integrity.

## **Real Time Reporting for Decision Making**

An Online Real Time System opens up the possibilities for Real Time Reporting and Real Time Decision Making: Business outcomes can be positively impacted when actionable data is on hand in real time.

## **Business Intelligence for Planning and Forecasting**

APL is continuing to explore Business Intelligence Tools and Technologies that will provide insights in to the hows and whys of the Business through dashboards and analytical drill-downs across all business areas and functions. This will open up the possibilities for targeted planning and forecasting based on existing data and what-if scenarios.

## **Value Addition and Return on Investment**

APL has an on-going commitment to continuously improve upon its IT infrastructure, technologies, processes and procedures. This directly translates in to improved controls, enhanced reporting, optimized procedures and better overall performance. Key Performance Indicators are being developed to quantify the value added to various business functions across APL.

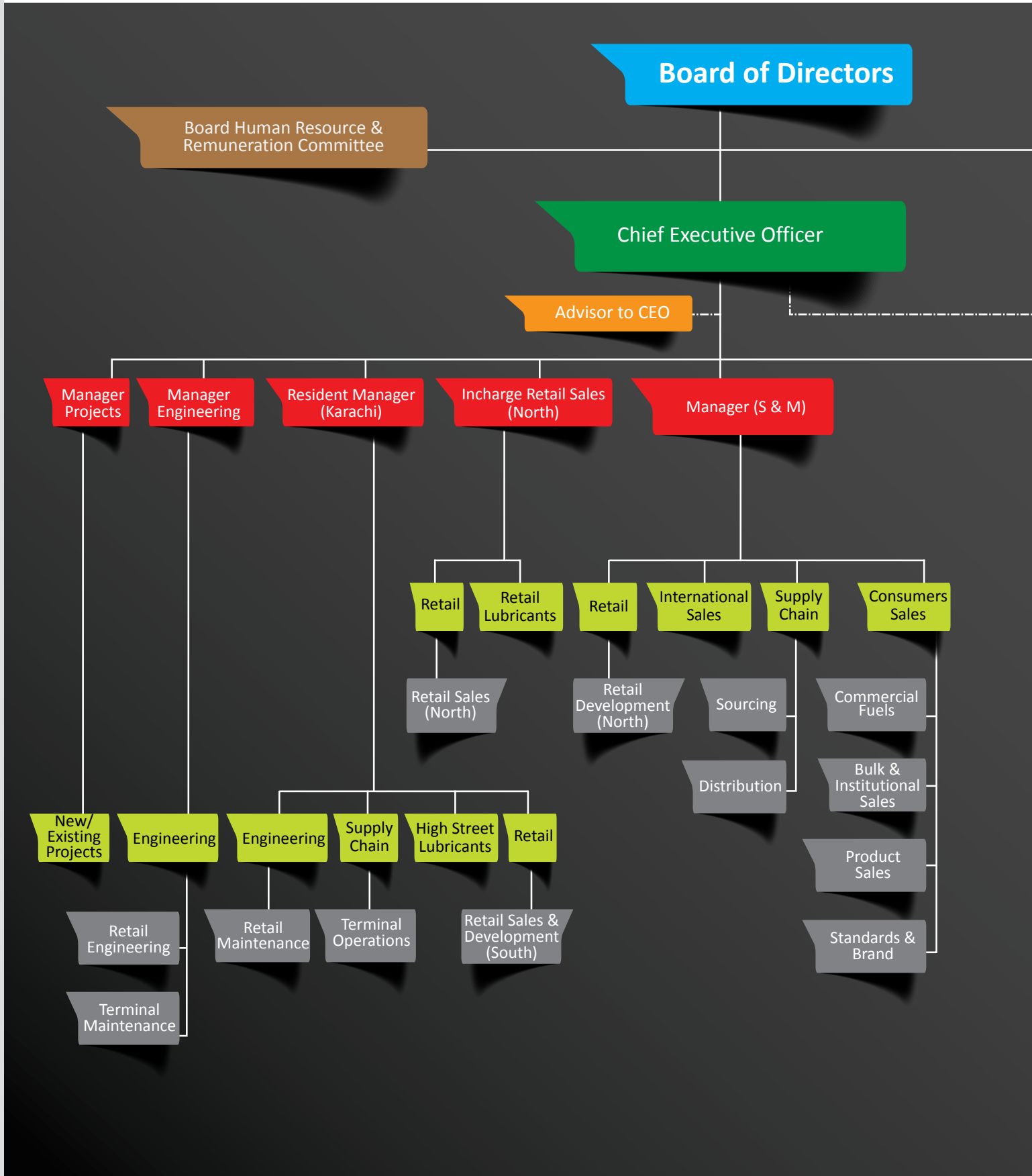


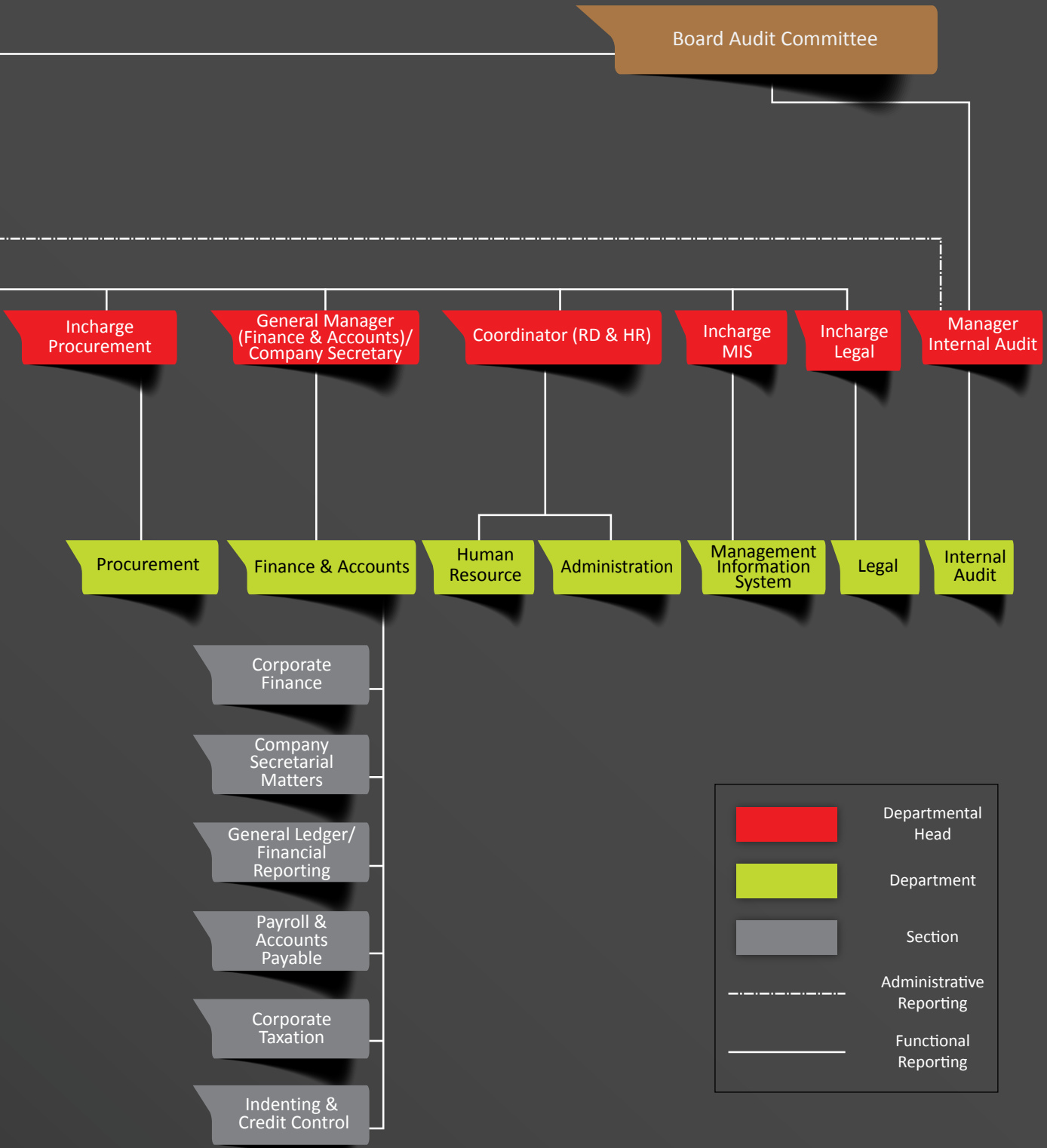
# TOTAL RETAIL OUTLETS

# 563

563 and counting retail outlets spread strategically across the country to provide the best petroleum products and services to the local populace

# Organizational Chart





**A·F·FERGUSON&Co.**

## Review Report to the Members on the Statement of Compliance with the Code of Corporate Governance

We have reviewed the enclosed Statement of Compliance with the best practices contained in the Code of Corporate Governance (the Code) prepared by the Board of Directors of Attock Petroleum Limited (the Company) for the year ended June 30, 2016, to comply with the requirements of the Clause No. 5.19.23 of Pakistan Stock Exchange Limited Regulations.

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

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

The code requires the Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval its related party transactions distinguishing between transactions carried out on terms equivalent to those that prevail in arm's length transactions and transactions which are not executed at arm's length price and recording proper justification for using such alternate pricing mechanism. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length price or not.

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the best practices contained in the Code as applicable to the Company for the year ended June 30, 2016.

Chartered Accountants

Islamabad

August 15, 2016

Engagement partner: Asim Masood Iqbal

*A. F. FERGUSON & CO., Chartered Accountants, a member firm of the PwC network  
PIA Building, 3rd Floor, 49 Blue Area, Fazl-ul-Haq Road, P.O. Box 3021, Islamabad-44000, Pakistan  
Tel: +92 (51) 2273457-60/2604934-37; Fax: +92 (51) 2277924, 2206473; < www.pwc.com/pk >*

■ KARACHI ■ LAHORE ■ ISLAMABAD

## Statement of Compliance with the Code of Corporate Governance for the Year Ended June 30, 2016

This statement is being presented to comply with the Code of Corporate Governance (the Code) contained in regulation No. 5.19.23 of the Pakistan Stock Exchange Limited Regulations for the purpose of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of corporate governance.

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

1. The Company encourages representation of independent non-executive directors and directors representing minority interests on its Board of Directors. As at June 30, 2016, the Board includes:

Category	Names
Independent Director*	Mr. Mohammad Raziuddin
Non Executive Directors	Dr. Ghaith R. Pharaon Mr. Laith G. Pharaon Mr. Mofarrih Saeed H. Alghamdi Mr. Abdus Sattar Mr. Babar Bashir Nawaz Mr. M. Adil Khattak (Alternate Director) Mr. Iqbal A. Khwaja (Alternate Director)
Executive Directors	Mr. Shuaib A. Malik Mr. Rehmat Ullah Bardaie (Alternate Director)

\*The independent director meets the criteria of independence under clause 5.19.1 (b) of the Code.

2. The directors have confirmed that none of them is serving as a director on more than seven listed companies, including this Company (excluding the listed subsidiaries of listed holding companies where applicable).
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 Development Finance Institution or a Non-Banking Financial Institution, or being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
4. A casual vacancy occurring in the Board on November 13, 2015 was filled up by the directors on next working day.
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 and 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 Chief Executive Officer, other executive and non-executive directors, have been taken by the Board.
8. The meetings of the Board were presided over by the Chairman and in his absence, by a director elected by the Board for this purpose and the Board met at least once in every quarter. Written notices of 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. Four of the Directors meet the exemption requirement of the directors' training program and two Directors have obtained the certification under directors' training program. Directors are also kept abreast with changes/updates in relevant laws and regulations including Code of Corporate Governance from time to time.
10. The Board has approved appointment of Chief Financial Officer, 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 Code and fully describes the salient matters required to be disclosed.
12. The financial statements of the Company were duly endorsed by Chief Executive Officer and Chief Financial Officer before approval of the Board.
13. The directors, Chief Executive Officer and executives do not hold any interest in the shares of the Company other than that disclosed in the pattern of shareholding.
14. The Company has complied with all the corporate and financial reporting requirements of the Code.
15. The Board has formed an Audit Committee. It comprises three members of whom all are non-executive directors including one independent director.
16. The meetings of the Audit Committee were held at least once every quarter prior to approval of the interim and final results of the Company as required by the Code. The terms of reference of the Committee have been formed and advised to the Committee for compliance.
17. The Board has also formed a Human Resource and Remuneration Committee. It comprises of three members, of whom two members including the chairman are non-executive directors.
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 Institute of Chartered Accountants of Pakistan, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Company and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the Institute of Chartered Accountants of Pakistan.
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 Company's securities, was determined and intimated to directors, employees and stock exchange.
22. Material/price sensitive information has been disseminated among all market participants at once through stock exchange.
23. We confirm that all other material principles enshrined in the Code have been complied with.



Shuaib A. Malik  
Chief Executive

Rawalpindi.  
August 15, 2016

# FINANCIAL ANALYSIS

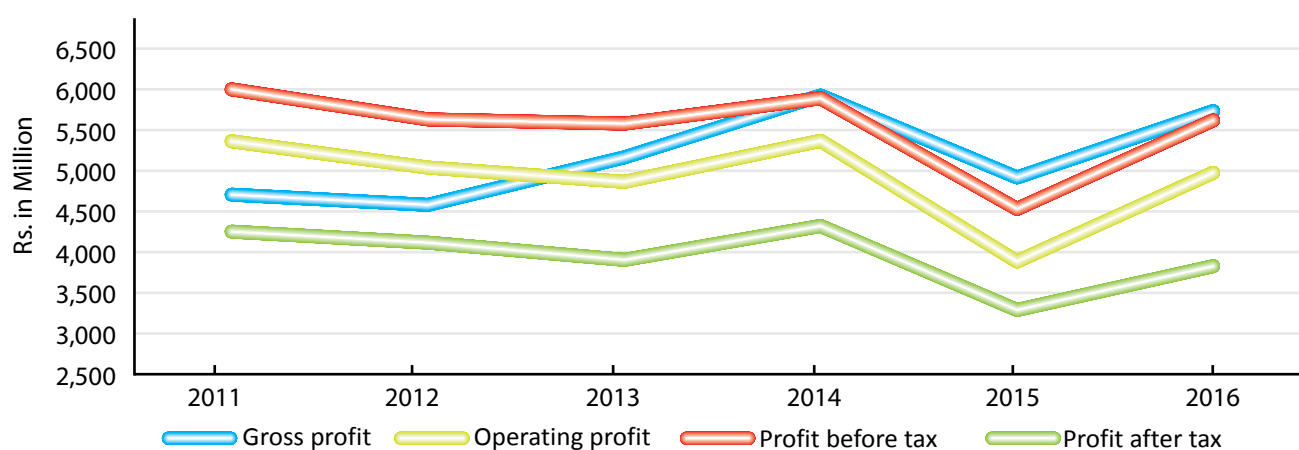


# Six Years at a Glance

2016 2015 2014 2013 2012 2011

## Profit and Loss Summary

		2016	2015	2014	2013	2012	2011
Sales volumes	Metric Tons	2,034,818	2,368,990	2,190,293	1,837,357	1,761,682	1,593,336
Net sales	Rs thousand	109,234,361	171,729,782	205,162,911	164,710,177	152,843,437	109,394,725
Gross profit	Rs thousand	5,749,061	4,926,509	5,942,294	5,176,801	4,587,853	4,714,218
Operating profit	Rs thousand	4,984,849	3,885,822	5,381,469	4,873,355	5,050,460	5,374,298
Profit before tax	Rs thousand	5,633,450	4,537,855	5,906,565	5,593,404	5,646,740	6,017,511
Profit after tax	Rs thousand	3,828,585	3,286,384	4,326,764	3,906,534	4,120,315	4,256,511
Profit before, interest, tax, depreciation and amortization (EBITDA)	Rs thousand	5,951,622	4,828,902	6,228,433	5,817,731	5,822,179	6,162,575

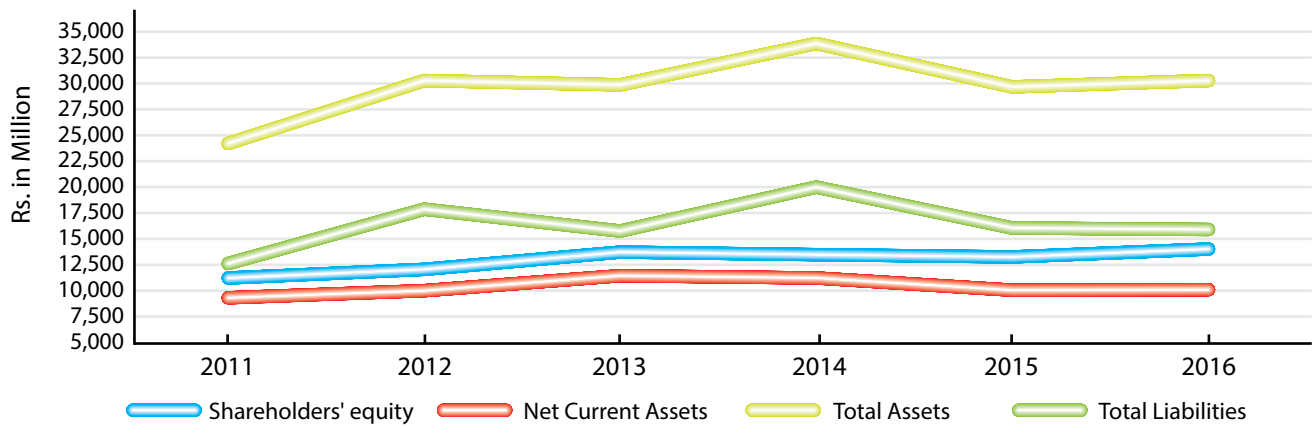


- Sales volumes decreased by 14% in 2016 from last year.
- Net sales decreased by Rs 63 billion due to both decrease in sale volume and decrease in prices. During the year crude oil prices in January 2016 fell to their lowest rate in the last 10 years.
- Gross profit increased by 17% due to decrease in inventory losses.

2016 2015 2014 2013 2012 2011

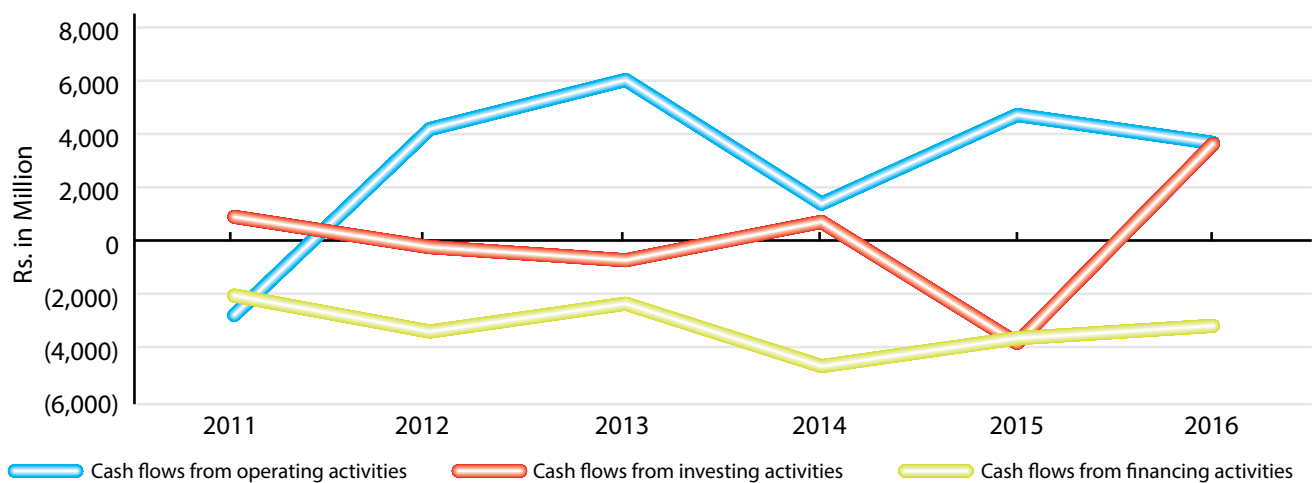
## Balance Sheet Summary

Share capital	Rs thousand	829,440	829,440	829,440	691,200	691,200	691,200
Reserves	Rs thousand	13,487,726	12,730,365	12,970,282	13,352,257	11,692,123	10,855,008
Shareholders' equity	Rs thousand	14,317,166	13,559,805	13,799,722	14,043,457	12,383,323	11,546,208
Non-current liabilities	Rs thousand	626,159	604,814	581,682	462,871	412,729	320,316
Current assets	Rs thousand	26,001,840	26,123,577	31,248,819	27,356,666	28,062,795	22,247,396
Current liabilities	Rs thousand	15,581,980	15,747,035	19,704,460	15,591,191	17,735,089	12,613,827
Net current assets	Rs thousand	10,419,860	10,376,542	11,544,359	11,765,475	10,327,706	9,633,569
Property, plant and equipment	Rs thousand	3,011,665	2,444,164	1,931,085	1,862,742	1,601,576	1,374,767
Other non-current assets	Rs thousand	1,511,800	1,343,913	905,960	878,111	866,770	858,188
Capital expenditure during the year	Rs thousand	886,972	808,421	392,261	485,684	402,248	308,200
Total assets	Rs thousand	30,525,305	29,911,654	34,085,864	30,097,519	30,531,141	24,480,351
Total liabilities	Rs thousand	16,208,139	16,351,849	20,286,142	16,054,062	18,147,818	12,934,143



- Shareholders' equity increased due to increase of 17% in profit after tax during the year.
- Property, plant and equipment increased by 23% on account of purchase of land for establishing bulk oil terminals and company owned retail outlet.

		2016	2015	2014	2013	2012	2011
<b>Cash Flow Summary</b>							
Cash flows of operating activities	Rs thousand	3,700,253	4,735,369	1,456,813	6,035,751	4,213,709	(2,668,549)
Cash flows of investing activities	Rs thousand	3,660,211	(3,999,956)	778,567	(636,059)	(155,887)	966,107
Cash flows of financing activities	Rs thousand	(3,064,694)	(3,521,257)	(4,555,092)	(2,244,902)	(3,278,768)	(1,944,108)
Effect of exchange rate changes	Rs thousand	698	1,206	(153)	1,797	4,470	1,903
Net change in cash and cash equivalents	Rs thousand	4,296,468	(2,784,638)	(2,319,865)	3,156,587	783,524	(3,644,647)
Cash & cash equivalents at end of the year	Rs thousand	9,162,282	4,865,814	7,650,452	9,970,317	6,813,730	6,030,206

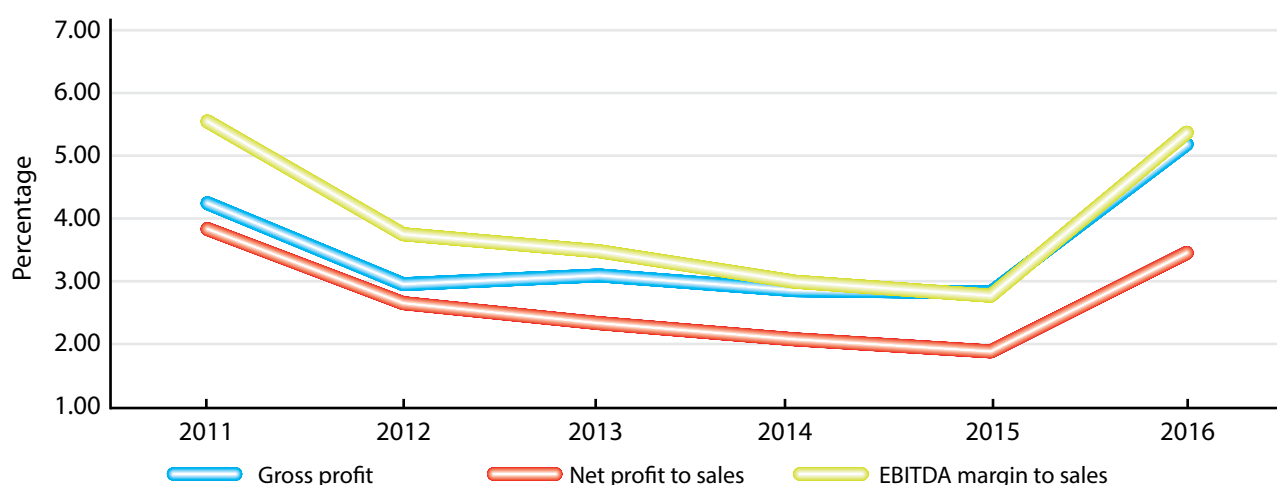


- Cash flows from operating activities has decreased mainly due to utilization of cash for purchase of products and related duties.
- Cash flow from investing activities have increased due to encashment of short term investments.
- Cash flow from financing activities have reduced as less dividend was paid during the year, as compared to last year.

2016 2015 2014 2013 2012 2011

## Profitability and Operating Ratios

		2016	2015	2014	2013	2012	2011
Gross profit	%	5.26	2.87	2.90	3.14	3.00	4.31
Net profit to sales	%	3.50	1.91	2.11	2.37	2.70	3.89
EBITDA margin to sales	%	5.45	2.81	3.04	3.53	3.81	5.63
Operating leverage	%	(66.34)	142.20	22.80	(12.17)	(15.51)	75.21
Return on equity	%	27.47	24.02	31.08	29.56	34.44	40.96
Return on capital employed	%	27.47	24.02	31.08	29.56	34.44	40.96

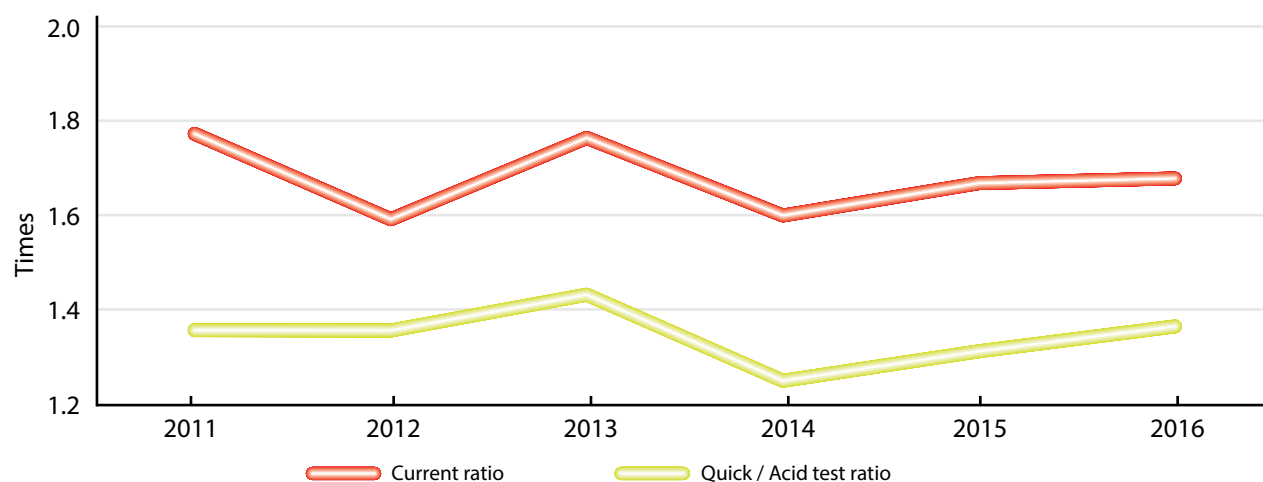


- Gross profit ratio has increased as compared to last year due to reduction of inventory losses in year 2016 as compared to last year, this has also resulted in improved net profit ratio and EBITDA margin to sales ratio.
- Return on equity increased by 11% due to increase in net profit during the year.

2016 2015 2014 2013 2012 2011

## Liquidity Ratios

		2016	2015	2014	2013	2012	2011
Current	Times	1.67	1.66	1.59	1.75	1.58	1.76
Quick / Acid test ratio	Times	1.36	1.30	1.24	1.42	1.35	1.35
Cash to current liabilities	Times	0.59	0.31	0.39	0.64	0.38	0.48
Cash flows from operations to sales	Times	0.03	0.03	0.01	0.04	0.03	(0.02)

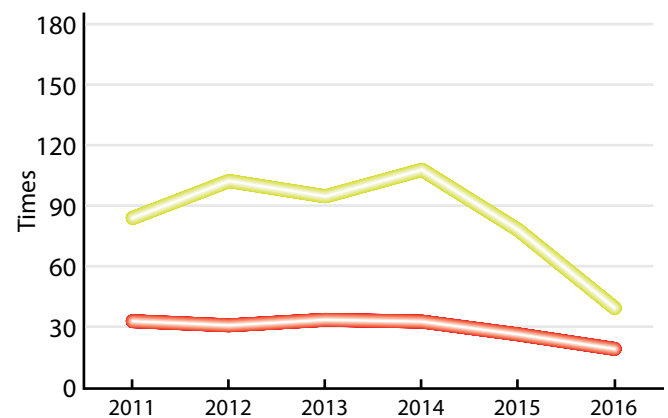
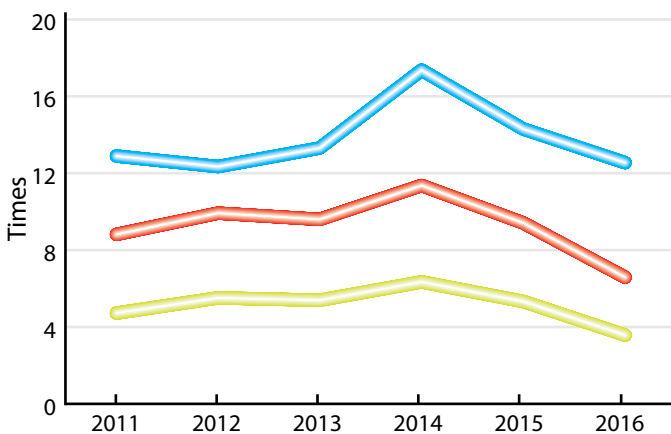


- Current and Quick ratio improved by 1% and 5% respectively.
- Cash to current liabilities increased due to increase in cash flow from investing activities on account of encashment of short term investments .
- Cash flow from operations to sales has shown stable trend.

	2016	2015	2014	2013	2012	2011
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## Activity / Turn Over Ratios

	2016	2015	2014	2013	2012	2011	
Inventory turnover	Times	19.88	26.99	33.36	34.23	31.50	33.55
No. of days in inventory		18	14	11	11	12	11
Debtors turnover	Times	12.60	14.36	17.42	13.36	12.40	12.95
No. of days in receivables		29	25	21	27	29	28
Creditors turnover	Times	6.63	9.46	11.41	9.65	9.97	8.86
No. of days in payables		55	39	32	38	37	41
Total assets turnover	Times	3.61	5.37	6.39	5.43	5.56	4.76
Fixed assets turnover	Times	40.04	78.50	108.16	95.09	102.71	84.41
Operating cycle	Days	(8)	0	0	0	4	(2)
Number of retail outlets		563	516	468	414	362	318



— Debtors turnover — Creditors turnover — Total assets turnover

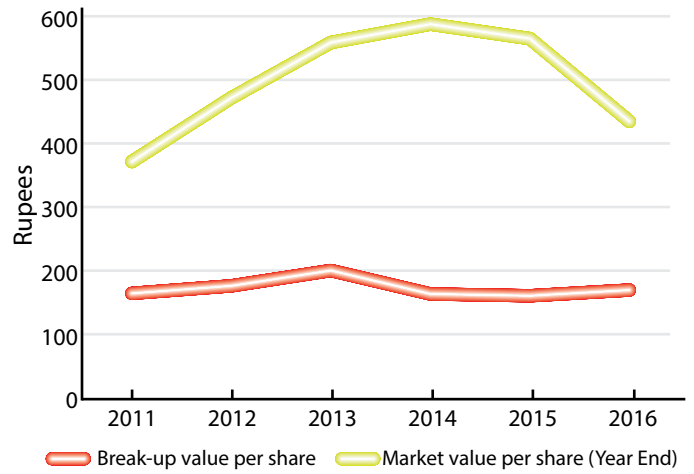
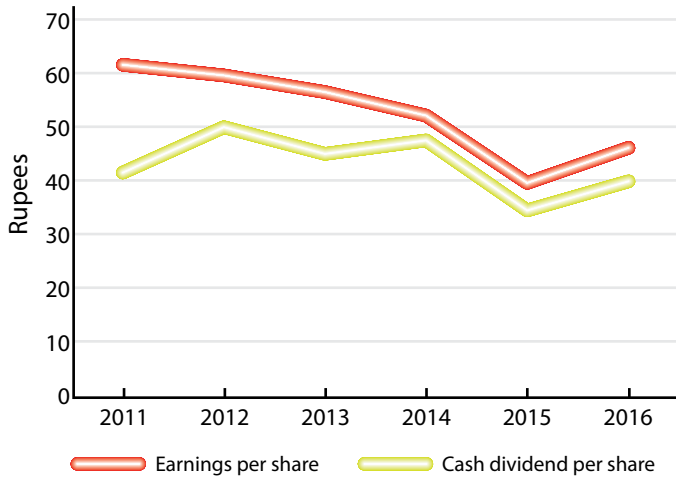
— Inventory turnover — Fixed assets turnover

- Inventory turnover, debtors turnover and creditors turnover decreased by 26%, 12% and 30% respectively due to decrease in net sales by 36%, however number of days increased in each case.
- Total asset turnover and fixed asset turnover decreased by 33% and 49% respectively due to decrease in net sales by 36%.

	2016	2015	2014	2013	2012	2011
--	------	------	------	------	------	------

## Investment / Market Ratios

Basic and diluted EPS	Rs	46.16	39.62	52.16	56.52	59.61	61.58
Basic and diluted EPS (restated)	Rs	46.16	39.62	52.16	47.10	49.68	51.32
Price earning	Times	9.48	14.32	11.31	9.93	7.96	6.08
Dividend yield	%	8.32	6.26	9.01	8.96	11.98	12.08
Dividend payout	%	86.66	87.07	91.06	79.62	83.88	67.39
Dividend cover	Times	1.15	1.15	1.10	1.26	1.19	1.48
Cash dividends	Rs thousand	3,317,760	2,861,568	3,939,840	3,110,400	3,456,000	2,868,480
Cash dividend per share	Rs	40.00	34.50	47.50	45.00	50.00	41.50
Bonus shares issued	Rs thousand	-	-	-	138,240	-	-
Bonus per share	%	-	-	-	20.00	-	-
Break-up value per share without surplus on revaluation of fixed assets	Rs	172.61	163.48	166.37	203.18	179.16	167.05
Break-up value per share including the effect of surplus on revaluation of fixed assets	Rs	172.61	163.48	166.37	203.18	179.16	167.05
<b>Market value per share</b>							
Year end	Rs	438	567	590	561	474	374
Highest (during the year)	Rs	596	610	607	585	478	401
Lowest (during the year)	Rs	398	494	414	471	316	281



- Earnings per share increased by 17% in year 2016 as compared to last year mainly due to increase in gross profit, resultantly, cash dividend also increased.

	2016	2015	2014	2013	2012	2011
<b>Capital Structure Ratios</b>						
Debt to equity	0:100	0:100	0:100	0:100	0:100	0:100
Financial leverage	-	-	-	-	-	-
Weighted average cost of debt	-	-	-	-	-	-
Interest cover	-	-	-	-	-	-
<b>Market Share</b>	<b>%</b>	8.5	10.4	10.1	9.3	7.9
<small>(Source: OCAC)</small>						

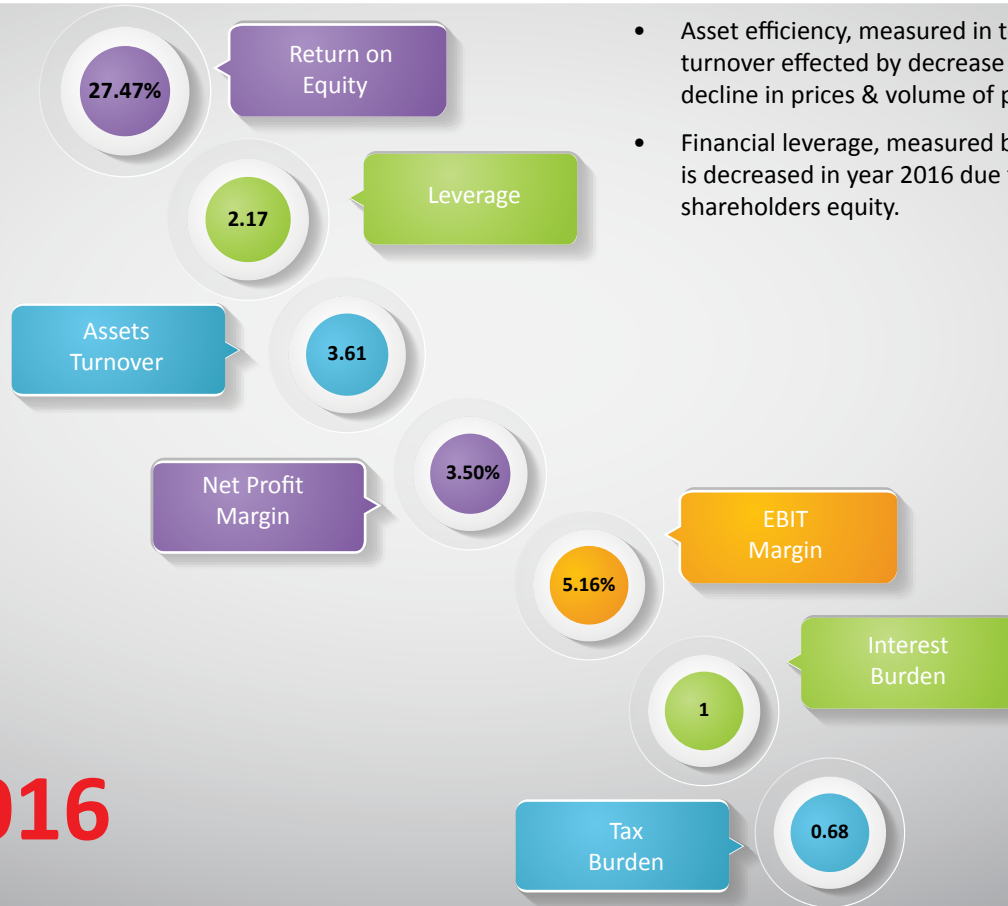
- Company has no debt impact due to 100% equity based capital structure.

# DuPont Analysis

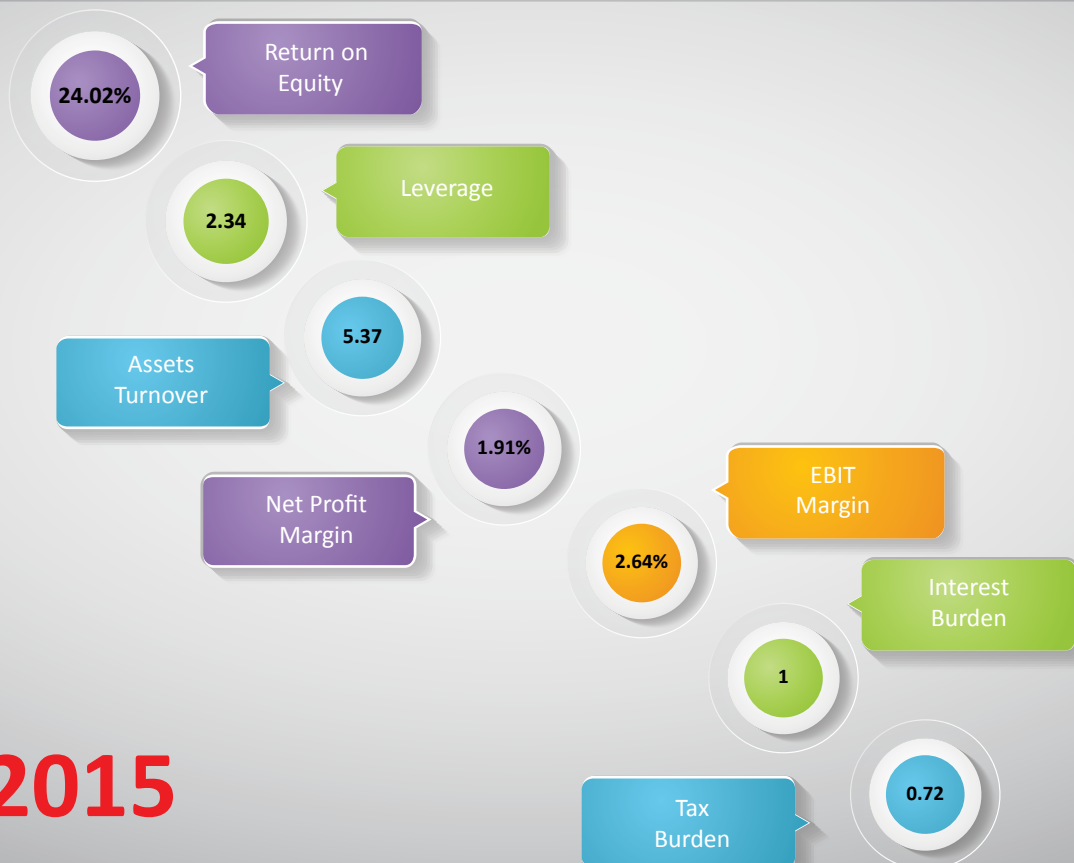
In year 2016, the DuPont analysis shows upward movement in Return on Equity (ROE) as compared to last year due to following reasons;

- Operating efficiency in terms of profit margins is improved in year 2016 due to reduction in inventory losses.
- Asset efficiency, measured in terms of total asset turnover effected by decrease in net sales due to decline in prices & volume of petroleum products.
- Financial leverage, measured by the equity multiplier is decreased in year 2016 due to increase in shareholders equity.

## 2016



## 2015

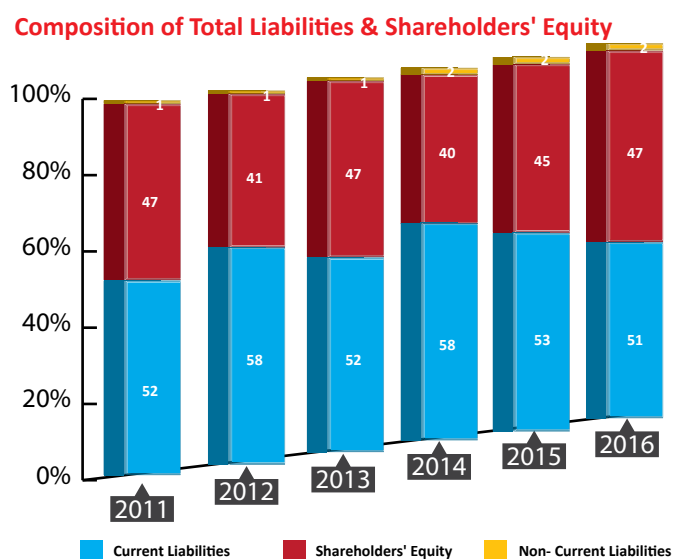
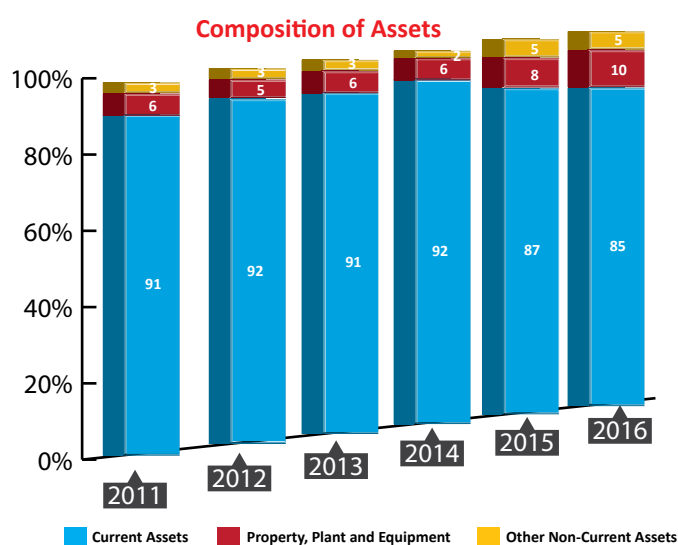


# Vertical Analysis

2016

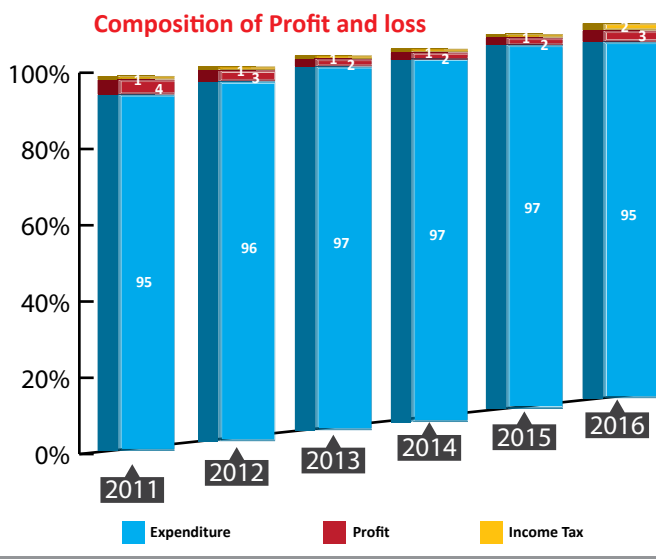
2015

	Rs ('000)	%	Rs ('000)	%
<b>Balance Sheet Items</b>				
Property, Plant and Equipment	3,011,665	9.9	2,444,164	8.2
Other Non-Current Assets	1,511,800	5.0	1,343,913	4.5
Current Assets	26,001,840	85.1	26,123,577	87.3
<b>Total Assets</b>	<b>30,525,305</b>	<b>100.0</b>	<b>29,911,654</b>	<b>100.0</b>
Shareholders' Equity	14,317,166	46.9	13,559,805	45.3
Non- Current Liabilities	626,159	2.1	604,814	2.0
Current Liabilities	15,581,980	51.0	15,747,035	52.6
<b>Total Shareholders' Equity &amp; Liabilities</b>	<b>30,525,305</b>	<b>100.0</b>	<b>29,911,654</b>	<b>100.0</b>
<b>Profit &amp; Loss Items</b>				
Net Sales	109,234,361	100.0	171,729,782	100.0
Cost of Products Sold	103,485,300	94.7	166,803,273	97.1
Gross Profit	5,749,061	5.3	4,926,509	2.9
Operating Profit	4,984,849	4.6	3,885,822	2.3
Profit before Taxation	5,633,450	5.2	4,537,855	2.6
<b>Profit for the Year</b>	<b>3,828,585</b>	<b>3.5</b>	<b>3,286,384</b>	<b>1.9</b>



Total assets comprise of current assets by 85% and non-current assets by 15% showing slight change in composition from last year due to decrease in current assets. On the other side, the ratio of total liabilities to shareholders' equity is 53:47 as compared to last year of 55:45. This change is due to increase in shareholders equity.

2014		2013		2012		2011	
Rs ('000)	%	Rs ('000)	%	Rs ('000)	%	Rs ('000)	%
1,931,085	5.7	1,862,742	6.2	1,601,576	5.3	1,374,767	5.6
905,960	2.6	878,111	2.9	866,770	2.8	858,188	3.5
31,248,819	91.7	27,356,666	90.9	28,062,795	91.9	22,247,396	90.9
<b>34,085,864</b>	<b>100.0</b>	<b>30,097,519</b>	<b>100.0</b>	<b>30,531,141</b>	<b>100.0</b>	<b>24,480,351</b>	<b>100.0</b>
13,799,722	40.5	14,043,457	46.7	12,383,323	40.6	11,546,208	47.2
581,682	1.7	462,871	1.5	412,729	1.4	320,316	1.3
19,704,460	57.8	15,591,191	51.8	17,735,089	58.0	12,613,827	51.5
<b>34,085,864</b>	<b>100.0</b>	<b>30,097,519</b>	<b>100.0</b>	<b>30,531,141</b>	<b>100.0</b>	<b>24,480,351</b>	<b>100.0</b>
205,162,911	100.0	164,710,177	100.0	152,843,437	100.0	109,394,725	100.0
199,220,617	97.1	159,533,376	96.9	148,255,584	97.0	104,680,507	95.7
5,942,294	2.9	5,176,801	3.1	4,587,853	3.0	4,714,218	4.3
5,381,469	2.6	4,873,355	3.0	5,050,460	3.3	5,374,298	4.9
5,906,565	2.9	5,593,404	3.4	5,646,740	3.7	6,017,511	5.5
<b>4,326,764</b>	<b>2.1</b>	<b>3,906,534</b>	<b>2.4</b>	<b>4,120,315</b>	<b>2.7</b>	<b>4,256,511</b>	<b>3.9</b>



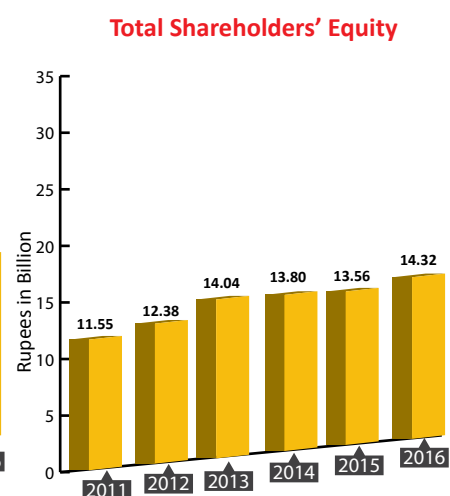
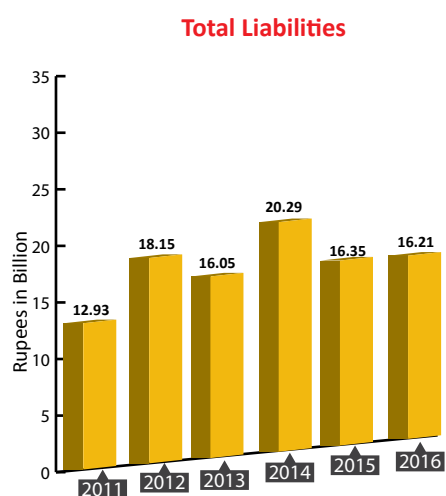
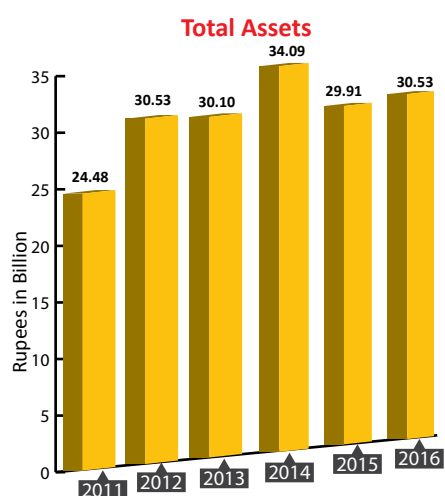
During the year 2016, in profit and loss, %age portion of profit for the year increased from 1.9% to 3.5% of net sales due to reduction in inventory losses as compared to last year.

# Horizontal Analysis

2016

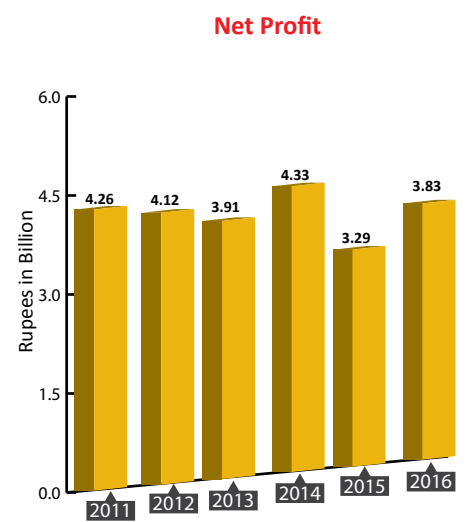
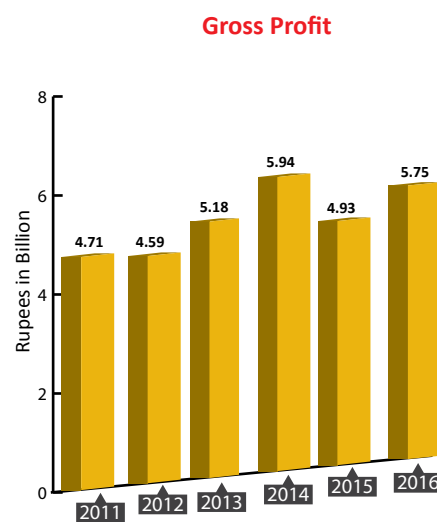
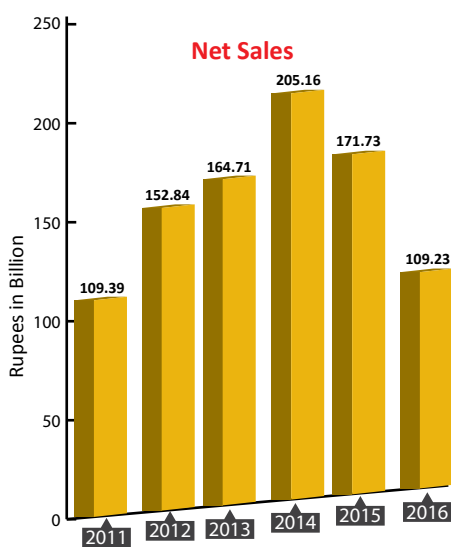
2015

	Rs ('000)	Increase / (decrease) from last year (%)	Rs ('000)	Increase / (decrease) from last year (%)
<b>Balance Sheet Items</b>				
Property, Plant and Equipment	3,011,665	23.2	2,444,164	26.6
Other Non-Current Assets	1,511,800	12.5	1,343,913	48.3
Current Assets	26,001,840	(0.5)	26,123,577	(16.4)
<b>Total Assets</b>	<b>30,525,305</b>	<b>2.1</b>	<b>29,911,654</b>	<b>(12.2)</b>
Shareholders' Equity	14,317,166	5.6	13,559,805	(1.7)
Non- Current Liabilities	626,159	3.5	604,814	4.0
Current Liabilities	15,581,980	(1.0)	15,747,035	(20.1)
<b>Total Shareholders' Equity &amp; Liabilities</b>	<b>30,525,305</b>	<b>2.1</b>	<b>29,911,654</b>	<b>(12.2)</b>
<b>Profit &amp; Loss Items</b>				
Net Sales	109,234,361	(36.4)	171,729,782	(16.3)
Cost of Products Sold	103,485,300	(38.0)	166,803,273	(16.3)
Gross Profit	5,749,061	16.7	4,926,509	(17.1)
Operating Profit	4,984,849	28.3	3,885,822	(27.8)
Profit Before Taxation	5,633,450	24.1	4,537,855	(23.2)
<b>Profit for the Year</b>	<b>3,828,585</b>	<b>16.5</b>	<b>3,286,384</b>	<b>(24.0)</b>



In 2016, Property, plant and equipment increased by 23% representing purchase of land for establishing bulk oil terminals and company owned retail outlet. Other non-current assets increased by 12% due to long term investments made during the year. Shareholder's equity increased by 6% due to increase in net profit.

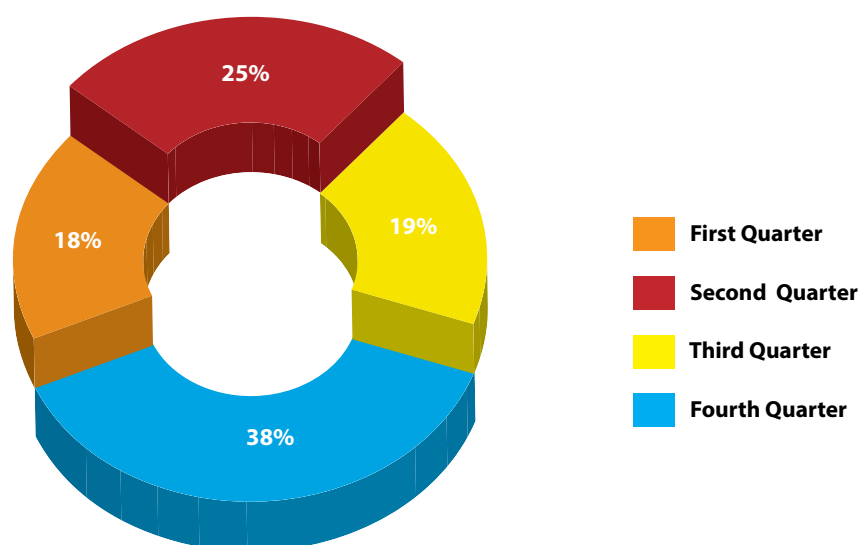
2014		2013		2012		2011	
Rs ('000)	Increase / (decrease) from last year (%)	Rs ('000)	Increase / (decrease) from last year (%)	Rs ('000)	Increase / (decrease) from last year (%)	Rs ('000)	Increase / (decrease) from last year (%)
1,931,085	3.7	1,862,742	16.3	1,601,576	16.5	1,374,767	12.9
905,960	3.2	878,111	1.3	866,770	1.00	858,188	7.8
31,248,819	14.2	27,356,666	(2.5)	28,062,795	26.1	22,247,396	14.5
<b>34,085,864</b>	<b>13.3</b>	<b>30,097,519</b>	<b>(1.4)</b>	<b>30,531,141</b>	<b>24.7</b>	<b>24,480,351</b>	<b>14.2</b>
13,799,722	(1.7)	14,043,457	13.4	12,383,323	7.3	11,546,208	25.0
581,682	25.7	462,871	12.1	412,729	28.9	320,316	10.9
19,704,460	26.4	15,591,191	(12.1)	17,735,089	40.6	12,613,827	5.8
<b>34,085,864</b>	<b>13.3</b>	<b>30,097,519</b>	<b>(1.4)</b>	<b>30,531,141</b>	<b>24.7</b>	<b>24,480,351</b>	<b>14.2</b>
205,162,911	24.6	164,710,177	7.8	152,843,437	39.7	109,394,725	32.1
199,220,617	24.9	159,533,376	7.6	148,255,584	41.6	104,680,507	32.5
5,942,294	14.8	5,176,801	12.8	4,587,853	(2.7)	4,714,218	25.4
5,381,469	10.4	4,873,355	(3.5)	5,050,460	(6.0)	5,374,298	25.5
5,906,565	5.6	5,593,404	(0.9)	5,646,740	(6.2)	6,017,511	24.2
<b>4,326,764</b>	<b>10.8</b>	<b>3,906,534</b>	<b>(5.2)</b>	<b>4,120,315</b>	<b>(3.2)</b>	<b>4,256,511</b>	<b>18.4</b>



Net sales revenue in 2016 decreased by 36% from last year due to decrease in sale volume and decrease in prices. Profitability increased by 17% as compared to last year due to reduction in inventory losses in year 2016.

## Analysis of variation in results of interim reports with the final accounts

	Total	Fourth Quarter	Third Quarter	Second Quarter	First Quarter
	Rs ('000)	Rs ('000)	Rs ('000)	Rs ('000)	Rs ('000)
<b>Profit &amp; Loss Items</b>					
Net Sales	109,234,361	24,919,642	23,472,769	29,440,480	31,401,470
Gross Profit	5,749,061	2,394,450	973,106	1,355,361	1,026,144
Profit Before Taxation	5,633,450	2,280,975	1,033,559	1,351,273	967,643
Net Profit	3,828,585	1,452,197	735,472	949,273	691,643
Earnings Per share (Rupees)	46.16	17.51	8.87	11.44	8.34



The highest sale revenue was earned in the first quarter because average prices were higher in first quarter as compared to other three quarters. The sales revenue started to decrease in the second quarter and lowest sales revenue was earned in the third quarter due to significant fall in prices. The downward trend in the oil prices led to substantial inventory losses in the third quarter. However, due to recovery in the international oil prices and better profit margins, the Company's net profitability was highest in the last quarter.

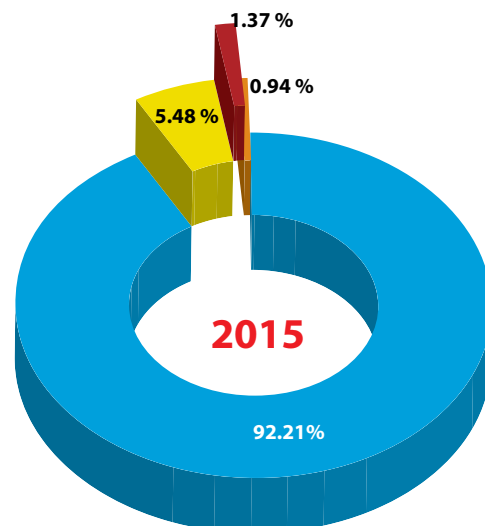
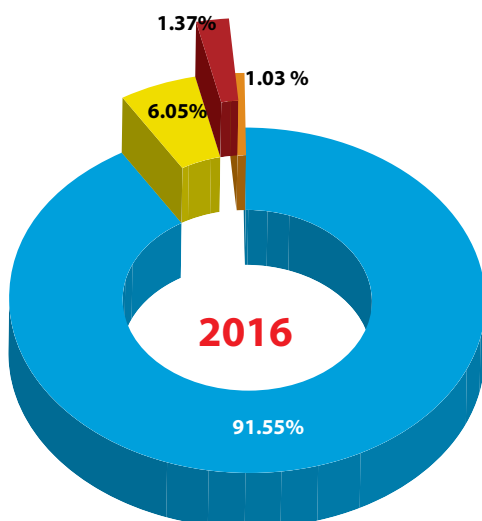
## Statement of Charity Account \*

	2016 Rs ('000)
Education and Scholarship	1,501
Health care and Environment	190
Sports Promotion and Sponsorships	1,121
Community Welfare	982
	<b>3,794</b>
* Includes through Company's trust	

# Statement of Value Added

	2016 Rs ('000)	%	2015 Rs ('000)	%
Gross revenue and other income	146,350,281		208,190,082	
Cost of sales and operating expenses	(91,519,095)		(155,931,958)	
<b>Total value added</b>	<b>54,831,186</b>		<b>52,258,124</b>	

<b>DISTRIBUTION</b>				
Employee remuneration:	563,248	1.03	490,009	0.94
Government as:				
Company taxation	1,804,865	3.29	1,251,471	2.39
Sales tax, duties and levies	47,989,264	87.52	46,605,194	89.18
WPPF & WWF	406,328	0.74	334,019	0.64
Shareholders as:				
Dividends	3,317,760	6.05	2,861,568	5.48
Bonus share	-	-	-	-
Society as:				
Donation	272	0.00	-	-
Providers of finance as:				
Financial Charges	-	-	-	-
Retained in business:				
Depreciation	318,172	0.58	291,047	0.56
Net earnings	431,277	0.79	424,816	0.81
	<b>54,831,186</b>	<b>100.00</b>	<b>52,258,124</b>	<b>100.00</b>





# FINANCIAL STATEMENTS







A·F·FERGUSON&amp;Co.

## Auditor's Report to the Members

We have audited the annexed balance sheet of Attock Petroleum Limited as at June 30, 2016 and the related profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof, for the year then ended and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

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

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

- (a) in our opinion, proper books of account have been kept by the Company as required by the Companies Ordinance, 1984;
- (b) in our opinion
  - (i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984, and are in agreement with the books of account and are further in accordance with accounting policies consistently applied;
  - (ii) the expenditure incurred during the year was for the purpose of the Company's business; and
  - (iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Company;
- (c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan, and, give the information required by the Companies Ordinance, 1984, in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at June 30, 2016 and of the profit, total comprehensive income, its cash flows and changes in equity for the year then ended; and
- (d) in our opinion Zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980), was deducted by the Company and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

Chartered Accountants  
Islamabad  
August 15, 2016

Engagement partner: Asim Masood Iqbal

*A. F. FERGUSON & CO., Chartered Accountants, a member firm of the PwC network  
PIA Building, 3rd Floor, 49 Blue Area, Fazl-ul-Haq Road, P.O. Box 3021, Islamabad-44000, Pakistan  
Tel: +92 (51) 2273457-60/2604934-37; Fax: +92 (51) 2277924, 2206473; < www.pwc.com/pk >*

# Balance Sheet

as at June 30, 2016

	Note	2016 Rupees ('000)	2015
<b>SHARE CAPITAL AND RESERVES</b>			
Authorised capital	6	1,500,000	1,500,000
Issued, subscribed and paid up capital	6	829,440	829,440
Reserves			
Special reserves	7	126,411	2,826
Revenue reserve			
Unappropriated profit		13,361,315	12,727,539
		14,317,166	13,559,805
<b>NON CURRENT LIABILITIES</b>			
Long term deposits	8	626,159	604,814
<b>CURRENT LIABILITIES</b>			
Trade and other payables	9	15,466,823	15,747,035
Provision for current income tax		115,157	-
		15,581,980	15,747,035
<b>CONTINGENCIES AND COMMITMENTS</b>			
	11	30,525,305	29,911,654

	Note	2016 Rupees ('000)	2015
<b>NON CURRENT ASSETS</b>			
Property, plant and equipment	12	3,011,665	2,444,164
Long term investments in associated companies	14	1,006,633	892,123
Other long term investments	15	401,508	403,266
Deferred tax asset	16	103,659	48,524
<b>CURRENT ASSETS</b>			
Stores and spares		45,373	37,198
Stock in trade	17	4,836,653	5,572,867
Trade debts	18	7,668,520	9,674,833
Income tax refundable		-	1,261
Advances, deposits, prepayments and other receivables	19	2,421,118	534,100
Short term investments	20	1,867,894	5,437,504
Cash and bank balances	21	9,162,282	4,865,814
		26,001,840	26,123,577
		30,525,305	29,911,654

The annexed notes 1 to 41 form an integral part of these financial statements.



**Shuaib A. Malik**  
Chief Executive



**Abdus Sattar**  
Director

# Profit and Loss Account

## for the year ended June 30, 2016

	Note	2016 Rupees ('000)	2015
Sales	22	144,108,307	205,715,461
Sales tax		(34,873,946)	(33,985,679)
<b>NET SALES</b>		109,234,361	171,729,782
Cost of products sold	23	(103,485,300)	(166,803,273)
<b>GROSS PROFIT</b>		5,749,061	4,926,509
Other income	24	935,860	1,148,288
Operating expenses	25	(1,700,072)	(2,188,975)
<b>OPERATING PROFIT</b>		4,984,849	3,885,822
Finance income	26	1,121,152	1,113,259
Finance costs	26	(200,372)	(131,943)
Net finance income	26	920,780	981,316
Share of profit of associated companies	14	134,149	4,736
Other charges	27	(406,328)	(334,019)
<b>PROFIT BEFORE TAXATION</b>		5,633,450	4,537,855
Provision for income tax	28	(1,804,865)	(1,251,471)
<b>PROFIT FOR THE YEAR</b>		3,828,585	3,286,384
Earnings per share - Basic and diluted (Rupees)	29	46.16	39.62

The annexed notes 1 to 41 form an integral part of these financial statements.



**Shuaib A. Malik**  
Chief Executive



**Abdus Sattar**  
Director

# Statement of Comprehensive Income

for the year ended June 30, 2016

	Note	2016 Rupees ('000)	2015
<b>PROFIT FOR THE YEAR</b>		3,828,585	3,286,384
<b>OTHER COMPREHENSIVE INCOME / (LOSS) FOR THE YEAR:</b>			
<b>Items that will not be reclassified to profit or loss:</b>			
Remeasurement gain / (loss) on staff retirement benefit plan	31.4	3,214	(2,278)
Current tax relating to remeasurement gain / (loss) on staff retirement benefit plan		(1,028)	752
		2,186	(1,526)
Share of other comprehensive (loss) / income of associated companies - net of tax	14	(4,482)	345
Other comprehensive (loss) for the year		(2,296)	(1,181)
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>		3,826,289	3,285,203

The annexed notes 1 to 41 form an integral part of these financial statements.



**Shuaib A. Malik**  
Chief Executive



**Abdus Sattar**  
Director

# Cash Flow Statement

for the year ended June 30, 2016

	2016	2015
	Rupees ('000)	
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
Cash receipts from customers	112,206,698	177,629,607
Payments for purchase of products and operating expenses	(106,479,823)	(171,171,973)
Other charges paid	(303,357)	(256,581)
Long term deposits received	21,345	29,932
Income tax paid	(1,744,610)	(1,495,616)
<b>Cash flow from operating activities</b>	<b>3,700,253</b>	<b>4,735,369</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>		
Addition to property, plant and equipment	(886,972)	(808,421)
Proceeds from sale of property, plant and equipment	7,024	11,628
Encashment/(purchase) of short term and other long term investments - net	3,569,610	(4,058,492)
Income received on bank deposits, short term and other long term investments	955,392	855,329
Dividend received from associated companies	15,157	-
<b>Cash flow from investing activities</b>	<b>3,660,211</b>	<b>(3,999,956)</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>		
Dividends paid	(3,064,694)	(3,521,257)
<b>Cash used in financing activities</b>	<b>(3,064,694)</b>	<b>(3,521,257)</b>
Effect of exchange rate changes	698	1,206
<b>INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>4,296,468</b>	<b>(2,784,638)</b>
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF THE YEAR</b>	<b>4,865,814</b>	<b>7,650,452</b>
<b>CASH AND CASH EQUIVALENTS AT END OF THE YEAR</b>	<b>9,162,282</b>	<b>4,865,814</b>

The annexed notes 1 to 41 form an integral part of these financial statements.



**Shuaib A. Malik**  
Chief Executive



**Abdus Sattar**  
Director

# Statement of Changes in Equity

for the year ended June 30, 2016

	Share capital	Special reserves	Unappropriated profit	Total
	Rupees ('000)			
<b>BALANCE AS AT JUNE 30, 2014</b>	829,440	96,774	12,873,508	13,799,722
Total comprehensive income for the year:				
Profit for the year	-	-	3,286,384	3,286,384
Other comprehensive (loss)	-	-	(1,181)	(1,181)
	-	-	3,285,203	3,285,203
Transferred from special reserves by associated companies	-	(93,948)	93,948	-
<b>Transactions with owners:</b>				
Final cash dividend @ 300% relating to year ended June 30, 2014	-	-	(2,488,320)	(2,488,320)
Interim cash dividend @ 125% relating to year ended June 30, 2015	-	-	(1,036,800)	(1,036,800)
Total transactions with owners	-	-	(3,525,120)	(3,525,120)
<b>BALANCE AS AT JUNE 30, 2015</b>	829,440	2,826	12,727,539	13,559,805
Total comprehensive income for the year:				
Profit for the year	-	-	3,828,585	3,828,585
Other comprehensive (loss)	-	-	(2,296)	(2,296)
	-	-	3,826,289	3,826,289
Transferred to special reserves by associated companies	-	123,585	(123,585)	-
<b>Transactions with owners:</b>				
Final cash dividend @ 220% relating to year ended June 30, 2015	-	-	(1,824,768)	(1,824,768)
Interim cash dividend @ 150% relating to year ended June 30, 2016	-	-	(1,244,160)	(1,244,160)
Total transactions with owners	-	-	(3,068,928)	(3,068,928)
<b>BALANCE AS AT JUNE 30, 2016</b>	829,440	126,411	13,361,315	14,317,166

The annexed notes 1 to 41 form an integral part of these financial statements.



**Shuaib A. Malik**  
Chief Executive



**Abdus Sattar**  
Director

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# Notes to and Forming Part of the Financial Statements

for the year ended June 30, 2016

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## 1. LEGAL STATUS AND OPERATIONS

Attock Petroleum Limited (the Company) was incorporated in Pakistan as a public limited company on December 3, 1995 and it commenced its operations in 1998. The Company is listed on Pakistan Stock Exchange Limited. The registered office of the Company is situated at Attock House, Morgah, Rawalpindi, Pakistan. The Company is domiciled in Rawalpindi. The principal activity of the Company is procurement, storage and marketing of petroleum and related products. Pharaon Investment Group Limited Holding s.a.l holds 34.38% (2015: 34.38%) shares of the Company.

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## 2. STATEMENT OF COMPLIANCE

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

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## 3. NEW AND AMENDED STANDARDS AND INTERPRETATIONS

Standards, amendments and interpretations to existing standards that are not yet effective and have not been early adopted by the Company:

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**Effective date  
(annual reporting periods  
beginning on or after)**

IFRS 5	Non-current Assets Held for Sale and Discontinued Operations (Amendments)	July 1, 2016
IFRS 7	Financial Instruments: Disclosures (Amendments)	July 1, 2016
IFRS 11	Joint Arrangements (Amendments)	January 1, 2017
IFRS 14	Regulatory Deferral Accounts	January 1, 2016
IFRS 15	Revenue from Contracts with Customers	January 1, 2018
IFRS 16	Leases	January 1, 2019
IAS 1	Presentation of Financial Statements (Amendments)	January 1, 2016
IAS 7	Statement of Cash Flows (Amendments)	January 1, 2017
IAS 12	Income Taxes (Amendments)	January 1, 2017
IAS 16	Property, Plant and Equipment (Amendments)	January 1, 2016
IAS 19	Employee Benefits (Amendments)	January 1, 2016
IAS 27	Separate Financial Statements (Amendments)	January 1, 2016
IAS 28	Investment in Associates and Joint Ventures (Amendments)	January 1, 2016
IAS 34	Interim Financial Reporting (Amendments)	January 1, 2016
IAS 38	Intangible Assets (Amendments)	January 1, 2016
IAS 41	Agriculture (Amendments)	January 1, 2016

## Notes to and Forming Part of the Financial Statements

The management anticipates that, adoption of above standards, amendments and interpretations in future periods, will have no material impact on the financial statements other than in presentation/ disclosures.

Further, the following new standards and interpretations have been issued by the International Accounting Standards Board (IASB), which are yet to be notified by the Securities and Exchange Commission of Pakistan (SECP), for the purpose of their applicability in Pakistan:

IFRS 1	First-time Adoption of International Financial Reporting Standards
IFRS 9	Financial Instruments

The following interpretations issued by the IASB have been waived off by SECP:

IFRIC 4	Determining whether an arrangement contains lease
IFRIC 12	Service concession arrangements

#### 4. SIGNIFICANT ACCOUNTING POLICIES

##### 4.1 Basis of measurement

These financial statements have been prepared under the historical cost convention except as otherwise disclosed in the respective accounting policies notes.

##### 4.2 Staff retirement benefits

The Company operates following staff retirement benefit funds:

- i) Approved defined benefit funded gratuity plan for all eligible employees. The amount arising as a result of measurements on employee retirement benefits are recognised immediately in other comprehensive income. Past service cost and curtailments are recognised in the profit and loss account, in the period in which a change takes place.

Annual provision is made on the basis of actuarial valuation carried out by independent actuary using the Projected Unit Credit Method, related details of which are given in note 31 to the financial statements. Latest valuation was conducted as at June 30, 2016.

- ii) Approved contributory provident fund for all employees for which contributions of Rs 9,942 thousand (2015: Rs 9,520 thousand) are charged to income for the year.

##### 4.3 Operating segments

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Board of Directors that makes strategic decisions. The management has determined that the Company has a single reportable segment as the Board of Directors view the Company's operations as one reportable segment.

##### 4.4 Functional and presentation currency

Items included in the financial statements are measured using the currency of the primary economic environment in which the Company operates. The financial statements are presented in Pakistani Rupees, which is the Company's functional currency.

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**4.5 Foreign currency transactions and translations**

Transactions in foreign currencies are converted into Rupees at the rates of exchange ruling on the date of the transaction. All assets and liabilities denominated in foreign currencies are translated into functional currency at exchange rate prevailing at the balance sheet date. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation of monetary items at year-end exchange rates, are charged to income for the year.

**4.6 Trade and other payables**

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

**4.7 Provisions**

Provisions are recognised when the Company has a legal or constructive obligation as a result of past events, when it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate of the amount can be made.

**4.8 Dividend distribution**

Final dividend distributions to the Company's shareholders are recognised as a liability in the financial statements in the period in which the dividends are approved by the Company's shareholders at the Annual General Meeting, while interim dividend distributions are recognised in the period in which the dividends are declared by the Board of Directors.

**4.9 Interest in joint arrangements**

A joint arrangement is one in which two or more parties have joint control. Joint control is the contractually agreed sharing of control of an arrangement, which exist only when decisions about the relevant activities require the unanimous consent of the parties sharing control. Investments in joint arrangements are classified as either joint operations or joint ventures, depending on the contractual rights and obligations that each investor has, rather than the legal structure of the joint arrangement.

The entity has assessed the nature of its joint arrangements and determined that it has entered into a joint operation whereby the parties that have joint control of the arrangement have the rights to the assets, and obligations for the liabilities, relating to the arrangement.

**4.9.1 Joint operations**

The Company reports its interests in joint operations using proportionate consolidation - the Company's share of the assets, liabilities, income and expenses of the joint operations are combined with the equivalent items in the financial statements on a line-by-line basis. Where the Company transacts with its joint operations, unrealised profits and losses are eliminated to the extent of the Company's interest in the joint operation.

**4.9.2 Joint ventures**

Joint ventures are accounted for using the equity method. Under the equity method of accounting, interests in joint ventures are initially recognised at cost and adjusted thereafter to recognise the

## Notes to and Forming Part of the Financial Statements

Company's share of the post-acquisition profits or losses and movements in other comprehensive income. When the Company's share of losses in a joint venture equals or exceeds its interests in the joint ventures (which includes any long-term interest that, in substance, form part of the Company's net investment in the joint venture), the Company does not recognise further losses, unless it has incurred obligations or made payments on behalf of the joint ventures. Unrealised gains on transactions between the Company and its joint ventures are eliminated to the extent of the Company's interest in the joint venture.

Notes

#### 4.10 Property, plant and equipment

Operating fixed assets except freehold land are stated at cost less accumulated depreciation and any accumulated impairment loss, if any, except for freehold land and capital work-in-progress which are stated at cost.

Depreciation is charged to income on the straight line method to write off the cost of an asset over its estimated useful life at the rates specified in note 12.1. Depreciation on additions is charged from the month in which the asset is available for use and on disposals up to the month preceding month of disposal.

Maintenance and normal repairs are charged to income as and when incurred. Major renewals and improvements are capitalised and the assets so replaced, if any, are retired. Gains and losses on disposal of assets are included in income.

#### 4.11 Impairment of non-financial assets

Assets that have an indefinite useful life, for example freehold land, are not subject to depreciation and are tested annually for impairment. Assets that are subject to depreciation are reviewed for impairment at each balance sheet date, or wherever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount for which the assets' carrying amount exceeds its recoverable amount. An asset's recoverable amount is the higher of its fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels, for which there are separately identifiable cash flows. Non-financial assets that suffered an impairment, are reviewed for possible reversal of the impairment at each balance sheet date. Reversals of the impairment loss are restricted to the extent that asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss has been recognised. An impairment loss or reversal of impairment loss is recognised in income for the year.

#### 4.12 Investments in associated companies

Investments in associated companies are accounted for using the equity method. Under this method the investments are stated at cost plus the Company's equity in undistributed earnings and losses after acquisition, less any impairment in the value of individual investment.

The Company's share of its associated companies post-acquisition profits or losses is recognised in profit or loss, and its share of post-acquisition other comprehensive income is recognised in other comprehensive income. Dividends receivable from associated companies are recognised as a reduction in the carrying amount of the investment.

Unrealised gains on transactions between the Company and its associate are eliminated to the extent of the Company's interest in the associate.

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## Notes to and Forming Part of the Financial Statements

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**4.13 Stores and spares**

These are stated at moving average cost less any provision for obsolete and slow moving items.

**4.14 Stock in trade**

Stock in trade is valued at the lower of cost, calculated on a first-in first-out basis, and net realisable value. Charges such as excise duty and similar levies incurred on unsold stock of products are added to the value of the stock and carried forward.

Net realisable value signifies the sale price in the ordinary course of business less costs necessary to make the sale.

**4.15 Financial instruments**

Financial assets and liabilities are recognised when the Company becomes a party to the contractual provisions of the instrument and de-recognised when the Company loses control of the contractual rights that comprise the financial assets and in case of financial liabilities when the obligation specified in the contract is discharged, cancelled or expired. All financial assets and liabilities are initially recognised at fair value plus transaction costs for all financial assets and liabilities not carried at fair value through profit or loss. Financial assets and liabilities carried at fair value through profit or loss are initially recognised at fair value, and transaction costs are charged to income for the year. These are subsequently measured at fair value, amortised cost or cost, as the case may be. Any gain or loss on derecognition of financial assets and financial liabilities is included in income for the year.

**4.16 Financial Assets**

The Company classifies its financial assets in the following categories: investments at fair value through profit or loss, held-to-maturity investments, loans and receivables and available for sale financial assets. The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets at initial recognition. Regular purchases and sales of financial assets are recognised on the trade date - the date on which the Company commits to purchase or sell the asset.

**4.16.1 Investment at fair value through profit or loss**

Investments classified as investments at fair value through profit or loss are initially measured at cost being fair value of consideration given. At subsequent dates these investments are measured at fair value with any resulting gains or losses charged directly to income. The fair value of such investments is determined on the basis of prevailing market prices. The Company's investments at fair value through profit or loss comprise "Short term investment in mutual funds".

**4.16.2 Held-to-maturity investments**

Investments with fixed payments and maturity that the Company has the intent and ability to hold to maturity are classified as held-to-maturity investments and are carried at amortised cost less impairment losses. The Company's held to maturity investments comprise "Other long term investments", "Short term investments" and "Short term deposits".

**4.16.3 Loans and receivables**

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for maturities

## Notes to and Forming Part of the Financial Statements

greater than 12 months after the balance sheet date. These are classified as non-current assets. The Company's loans and receivables comprise "Trade debts", "Advances, deposits and other receivables" and "Cash and bank balances" in the balance sheet. Loans and receivables are carried at amortized cost using the effective interest method.

Notes

#### 4.16.4 Available-for-sale financial assets

Available-for-sale financial assets are non-derivatives that are either designated in this category or not classified in any of the other categories. They are included in non-current assets unless management intends to dispose off the investment within 12 months of the balance sheet date.

Available-for-sale investments are initially recognised at cost and carried at fair value at the balance sheet date. Fair value of a quoted investment is determined in relation to its market value (current bid prices) at the balance sheet date. If the market for a financial asset is not active (and for unlisted securities), the Company establishes fair value by using valuation techniques. Adjustment arising from remeasurement of investment to fair value is recorded in other comprehensive income and taken to income on disposal of investment or when the investment is determined to be impaired.

#### 4.16.5 Impairment

The Company assesses at the end of each reporting period whether there is objective evidence that a financial asset or group of financial assets is impaired. A financial asset or a group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a 'loss event') and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated.

#### 4.17 Offsetting

Financial assets and liabilities are offset and the net amount is reported in the balance sheet if the Company has a legally enforceable right to set off the recognised amounts and the Company intends to settle on a net basis or realise the asset and settle the liability simultaneously.

#### 4.18 Trade debts

Trade debts are recognised initially at fair value and subsequently measured at cost less provision for doubtful debts. A provision for doubtful debts is established when there is objective evidence that Company will not be able to collect all amounts due according to the original terms of the trade debts. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation, and default of delinquency in payments are considered indicators that the trade debt is doubtful. The provision for doubtful debts is charged to income for the year. When the trade debt is uncollectible, it is written off against the provision. Subsequent recoveries of amounts previously written off are credited to the income.

#### 4.19 Cash and cash equivalents

For the purpose of cash flow statement, cash and cash equivalents comprise cash in hand, bank balances and highly liquid short term investments with original maturities of three months or less, that are readily convertible to known amounts of cash and which are subject to an insignificant risk of change in value.

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## Notes to and Forming Part of the Financial Statements

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**4.20 Revenue recognition**

1 Sales revenue is recorded when goods are dispatched and significant risks and rewards of ownership  
2 are transferred to the customer.

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4 Commission and handling income is recognised on shipment of products.

5 Income on bank deposits and short term investments is recognised on time proportion basis using  
6 the effective yield method.

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8 Income on investments in associated companies is recognised using the equity method. Under  
9 this method, the Company's share of post-acquisition profit or loss of the associated companies  
10 is included in profit and loss account, its share of post-acquisition other comprehensive income or  
11 loss is included in statement of comprehensive income and its share of post-acquisition movements  
12 in reserves is recognised in reserves. Dividend distribution by the associated companies is adjusted  
13 against the carrying amount of the investment.

14 Gains or losses resulting from re-measurement of investments at fair value through profit or loss are  
15 charged to income.

**4.21 Operating lease**

16 Lease in which significant portion of risk and reward of ownership are retained by the lessor are  
17 classified as operating leases. Payment made under operating leases are charged to income on  
18 straight line basis over the period of lease.

**4.22 Taxation**

19 Provision for current taxation is based on taxable income for the year determined in accordance with  
20 prevailing law for taxation on income at the applicable rates of taxation after taking into account tax  
21 credits and tax rebates, if any. Income tax expense is recognised in profit or loss except to the extent  
22 that it relates to items recognised directly in equity or in other comprehensive income.

23  
24 Deferred income tax is accounted for using the balance sheet liability method in respect of all  
25 temporary differences arising between the carrying amount of assets and liabilities in the financial  
26 statements and the corresponding tax bases used in the computation of taxable profit. Deferred  
27 tax liabilities are recognised for all taxable temporary differences and deferred tax assets are  
28 recognised to the extent that it is probable that future taxable profits will be available against which  
29 the deductible temporary differences can be utilized. Deferred tax is calculated at the rates that  
30 are expected to apply to the period when the differences reverse based on the tax rates that have  
31 been enacted. Deferred tax is charged or credited to income except to the extent that it relates to  
32 items recognised in other comprehensive income or directly in the equity. In this case, the tax is also  
33 recognised in other comprehensive income or directly in equity, respectively.

**4.23 Earnings per share**

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36 The Company presents basic and diluted earnings per share (EPS) data for its ordinary shares. Basic  
37 EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Company  
38 by the weighted average number of ordinary shares outstanding during the year. Diluted EPS is  
39 determined by adjusting the profit or loss attributable to ordinary shareholders and the weighted  
40 average number of ordinary shares outstanding for the effects of all dilute potential ordinary shares.  
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## Notes to and Forming Part of the Financial Statements

**5. CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS**

The preparation of financial statements in conformity with the approved accounting standards requires the use of certain accounting estimates. It also requires management to exercise its judgment in the process of applying the Company's accounting policies. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the financial statements, are as follows:

- i) Estimate of recoverable amount of investments in associated companies - note 14
- ii) Provision for income tax - note 28
- iii) Estimated useful life of property, plant and equipment - note 12.1
- iv) Estimated value of staff retirement benefits obligations - note 31
- v) Assessment of significant influence in associated companies - note 14.4

	2016	2015
	Rupees ('000)	
<b>6. SHARE CAPITAL</b>		
<b>AUTHORISED CAPITAL</b>		
150,000,000 ordinary shares of Rs 10 each (2015: 150,000,000 ordinary shares of Rs 10 each)	1,500,000	1,500,000
<b>ISSUED, SUBSCRIBED AND PAID UP CAPITAL</b>		
<b>Shares issued for cash</b>		
5,000,000 ordinary shares of Rs 10 each (2015: 5,000,000 ordinary shares of Rs 10 each)	50,000	50,000
<b>Shares issued as fully paid bonus shares</b>		
77,944,000 (2015: 77,944,000) ordinary shares of Rs 10 each	779,440	779,440
82,944,000 (2015: 82,944,000) ordinary shares of Rs 10 each	829,440	829,440

The associated companies Pharaon Investment Group Limited Holding s.a.l and Attock Refinery Limited held 28,516,147 (2015: 28,516,147) and 18,144,138 (2015: 18,144,138) ordinary shares at the year end, respectively.

**7. SPECIAL RESERVES**

Special reserves include Rs 123,419 thousand (2015: Rs Nil) for expansion and modernisation and Rs 2,992 thousand (2015: Rs 2,826 thousand) on account of maintenance reserve. Reserve for expansion and modernisation represents the Company's share of amount set aside as a special reserve by National Refinery Limited and Attock Refinery Limited, as a result of the directive of the Government to divert net profit after tax (if any) from refinery operations above 50 percent of paid-up capital as at July 1, 2002 to offset against any future loss or to make investment for expansion or upgradation of refineries. Maintenance reserve represents amount retained by Attock

## Notes to and Forming Part of the Financial Statements

Gen Limited (an associate of Attock Refinery Limited) to pay for major maintenance expenses in terms of the Power Purchase Agreement. The amount transferred to special reserve is not available for distribution to the shareholders.

## 8. LONG TERM DEPOSITS

These represent interest free security deposits received from distributors, retailers and contractors and are refundable on cancellation of respective contracts or termination of related services.

	2016	2015
	Rupees ('000)	
<b>9. TRADE AND OTHER PAYABLES</b>		
Creditors	779,568	400,648
Due to related parties (unsecured) - note 9.1	9,616,681	10,162,235
Accrued liabilities	2,590,038	2,887,778
Advance from customers	1,719,715	1,669,985
Retention money	65,178	47,355
Payable to joint operator (as disclosed in note 13)	2,086	-
Workers' welfare fund - note 9.2	661,384	551,095
Unclaimed dividend	32,173	27,939
	15,466,823	15,747,035
<b>9.1 Due to related parties:</b>		
National Refinery Limited	3,901,770	5,379,834
Attock Refinery Limited	5,694,674	4,758,156
Pakistan Oilfields Limited	7,387	7,552
The Attock Oil Company Limited	1,537	1,331
Attock Sahara Foundation	89	40
APL Gratuity fund	11,224	15,322
	9,616,681	10,162,235
<b>9.2 Workers' welfare fund</b>		
Balance at beginning of the year	551,095	460,433
Amount allocated for the year - note 27	110,289	90,662
Balance at end of the year	661,384	551,095

## 10. LETTER OF CREDIT FACILITY

The Company has entered into an arrangement with banks for obtaining Letter of Credit facility to import petroleum products and spare parts and materials upto a maximum of Rs 8,900 million (2015: Rs 8,900 million). The facility is secured against first pari passu charge of Rs 11,867 million (2015: 11,867 million) on all present and future current and fixed assets of the Company (excluding land and building). The unavailed facility at June 30, 2016 was Rs 6,546 million (2015: 8,897 million). The facility will expire on October 31, 2016.

## Notes to and Forming Part of the Financial Statements

	2016	2015	Notes
	Rupees ('000)		
<b>11. CONTINGENCIES AND COMMITMENTS</b>			1
<b>11.1 CONTINGENCIES</b>			2
(i) Corporate guarantees and indemnity bonds issued by the Company to the Collector of Customs.	1,789,707	1,604,562	3
(ii) Guarantees issued by bank on behalf of the Company	1,279,739	805,839	4
(iii) The Company's share of contingencies of associated companies based on financial information of associated companies for the period ended March 31, 2016 (2015: March 31, 2015)	97,959	93,805	5
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<b>11.2 COMMITMENTS</b>			13
(i) Capital expenditure commitments (Including Rs. 815,612 thousands (2015: Rs. Nil) relating to joint operation as disclosed in note 13)	1,164,381	234,254	14
(ii) Commitments for import of petroleum products against letter of credit facility	2,354,149	2,844	15
(iii) Commitments for rentals of assets under operating lease agreements as at June 30, 2016 amounting to Rs 1,625,348 thousand (2015: Rs 1,553,308 thousand) payable as follows:			16
Not later than one year	125,587	116,037	17
Later than one year and not later than five years	431,208	388,852	18
Later than five years	1,068,553	1,048,419	19
(iv) The Company's share of commitments of associated companies based on financial information of associated companies for the period ended March 31, 2016 (2015: March 31, 2015)			20
- Capital expenditure commitments	256,969	286,416	21
- Outstanding letters of credit	94,183	128,192	22
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<b>12. PROPERTY, PLANT AND EQUIPMENT</b>			34
Operating assets - note 12.1	2,135,066	2,156,799	35
Capital work in progress - note 12.2	876,599	287,365	36
	3,011,665	2,444,164	37
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## Notes to and Forming Part of the Financial Statements

## 12.1 Operating assets

	Freehold land	Leasehold land	Buildings on		Pipelines, pumps, tanks and meters	Equipment - signage	Electrical and fire fighting equipment	Furniture, fixture and equipment	Computer and auxiliary equipment	Motor vehicles	Total
			Freehold land	Leasehold land							
<b>As at July 1, 2014</b>											
Cost	87,275	173,381	121,400	279,978	1,166,321	809,752	143,122	31,337	37,336	111,776	2,961,678
Accumulated depreciation	-	(55,488)	(36,290)	(55,304)	(487,054)	(481,135)	(57,646)	(12,981)	(26,149)	(76,973)	(1,289,020)
Net book value	87,275	117,893	85,110	224,674	679,267	328,617	85,476	18,356	11,187	34,803	1,672,658
<b>Year ended June 30, 2015</b>											
Opening net book value	87,275	117,893	85,110	224,674	679,267	328,617	85,476	18,356	11,187	34,803	1,672,658
Additions	101,858	399,928	-	3,015	87,437	113,590	24,034	4,903	4,260	40,458	779,483
Disposals	-	-	-	-	-	-	-	-	-	-	-
Cost	-	-	-	-	(1,765)	(6,619)	-	-	-	(5,746)	(14,130)
Accumulated depreciation	-	-	-	-	891	4,879	-	-	-	4,065	9,835
Depreciation charge	-	(5,991)	(4,256)	(15,918)	(113,768)	(118,352)	(14,232)	(3,090)	(4,321)	(11,119)	(291,047)
Closing net book value	189,133	511,830	80,854	211,771	652,062	322,115	95,278	20,169	11,126	62,461	2,156,799
<b>As at July 1, 2015</b>											
Cost	189,133	573,309	121,400	282,993	1,251,993	916,723	167,156	36,240	41,596	146,488	3,727,031
Accumulated depreciation	-	(61,479)	(40,546)	(71,222)	(599,931)	(594,608)	(71,878)	(16,071)	(30,470)	(84,027)	(1,570,232)
Net book value	189,133	511,830	80,854	211,771	652,062	322,115	95,278	20,169	11,126	62,461	2,156,799
<b>Year ended June 30, 2016</b>											
Opening net book value	189,133	511,830	80,854	211,771	652,062	322,115	95,278	20,169	11,126	62,461	2,156,799
Additions	-	-	2,187	24,730	88,402	115,407	17,606	8,415	15,573	25,418	297,738
Disposals	-	-	-	-	-	-	-	-	-	-	-
Cost	-	-	-	-	(1,658)	(12,154)	-	(135)	(1,991)	(1,737)	(17,675)
Accumulated depreciation	-	-	-	-	1,194	11,609	-	31	1,805	1,737	16,376
Depreciation charge	-	(17,099)	(4,044)	(17,064)	(110,222)	(125,920)	(15,338)	(3,444)	(5,428)	(19,613)	(318,172)
Closing net book value	189,133	494,731	78,997	219,437	629,778	311,057	97,546	25,036	21,085	68,266	2,135,066
<b>As at June 30, 2016</b>											
Cost	189,133	573,309	123,587	307,723	1,338,737	1,019,976	184,762	44,520	55,178	170,169	4,007,094
Accumulated depreciation	-	(78,578)	(44,590)	(88,286)	(708,959)	(708,919)	(87,216)	(19,484)	(34,093)	(101,903)	(1,872,028)
Net book value	189,133	494,731	78,997	219,437	629,778	311,057	97,546	25,036	21,085	68,266	2,135,066
Annual rate of Depreciation (%)	-	1.82 - 3.03	5	5	10	20	10	10	20	20	20

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## Notes to and Forming Part of the Financial Statements

**12.2 Capital work in progress**

	Civil works	Advance for free hold / lease hold land	Pipelines, pumps, tanks and equipment	Advances to contractors	Total
	Rupees ('000)				
As at July 1, 2014	7,504	6,978	102,651	141,294	258,427
Additions during the year	24,130	507,207	412,892	-	944,229
Transfers during the year	(4,533)	(501,785)	(280,324)	(128,649)	(915,291)
Balance as at June 30, 2015	27,101	12,400	235,219	12,645	287,365
As at July 1, 2015	27,101	12,400	235,219	12,645	287,365
Additions during the year	58,064	523,069	276,702	29,137	886,972
Transfers during the year	(26,917)	-	(270,821)	-	(297,738)
Balance as at June 30, 2016	58,248	535,469	241,100	41,782	876,599

**12.3** Capital work in progress include Rs 41,605 thousand (2015: Rs. Nil) being Company's share in Joint operation as disclosed in note 13.

	2016	2015
	Rupees ('000)	
<b>12.4 Cost of Property, plant and equipment held by dealers of retail outlets of the Company are as follows:</b>		
Pipelines, pumps, tanks and meters	651,913	575,277
Equipment - signage	1,019,476	900,009
Buildings	229,790	223,011
Electric and fire fighting equipment	85,782	75,358

Due to large number of dealers it is impracticable to disclose the name of each person having possession of these assets, as required under Paragraph 5 of Part 1 of the 4th Schedule to the Companies Ordinance, 1984.

The above assets are not in possession of the Company as these have been provided to dealers of retail outlets to facilitate them to promote and sell Company's products.

## Notes to and Forming Part of the Financial Statements

Notes

**12.5 Property, plant and equipment disposals:**

Items of property, plant and equipment disposed during the year having net book value above Rs 50,000 are as follows:

	Cost	Accumulated depreciation	Book value	Sale proceeds	Mode of disposals	Particulars of purchaser
Rupees ('000)						
Pipelines, pumps, tanks and meters	830	396	434	863	Insurance Claim	EFU General Insurance Ltd
Equipment - signage	2,126	1,878	248	2,200	Per Company policy	Samandar Khan Filling Station
Furniture, fixture and equipment	135	32	103	126	Insurance Claim	EFU General Insurance Ltd
Computer and auxiliary equipment	337	152	185	576	Insurance Claim	EFU General Insurance Ltd

**13. INTEREST IN JOINT OPERATION**

In March 2015 the Company entered into a joint arrangement with Pakistan State Oil (PSO) for establishment, operation and maintenance of a fuel farm and to operate and maintain the Hydrant Refueling System at the New Islamabad International Airport. Each party has a 50% share in the joint arrangement and it is an un-incorporated joint arrangement. The company has classified this arrangement as a joint operation. Currently the development of fuel farm and refueling system is in inception stage. The Company has recognised its share of jointly held assets, liabilities and expenses of the joint operation under the appropriate heads and disclosed the same in related notes.

	2016	2015
Rupees ('000)		
<b>14. LONG TERM INVESTMENTS IN ASSOCIATED COMPANIES</b>		
Balance at beginning of the year	892,123	887,042
Share of profit of associated companies	93,003	33,530
Impairment reversal / (loss) related to investment in National Refinery Limited	41,146	(28,794)
	134,149	4,736
Share of other comprehensive (loss) / income of associated companies	(4,482)	345
Dividend from associated companies	(15,157)	-
Balance at end of the year	1,006,633	892,123

**14.1** Share of profit of associated companies is based on the unaudited financial statements for the nine months ended March 31, 2016 (2015: unaudited financial statements for the nine months ended March 31, 2015) since the audited financial statements for the year ended June 30, 2016 are not presently available.

## Notes to and Forming Part of the Financial Statements

	2016	2015	Notes
	Rupees ('000)		
<b>14.2</b> The Company's interest in associated companies is as follows:			1
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			3
<b>National Refinery Limited - Quoted</b>			4
799,666 (2015:799,666) fully paid ordinary shares of Rs 10 each			5
including 133,278 (2015: 133,278) bonus shares of Rs 10 each;			6
Cost Rs 321,865 thousand (2015: Rs 321,865 thousand);			7
Quoted market value as at June 30, 2016: Rs 380,161 thousand			8
(2015: Rs 185,570 thousand); %age share holding as at			9
June 30, 2016: 1% (2015: 1%) - note 14.5	600,374	531,782	10
			11
<b>Attock Refinery Limited - Quoted</b>			12
1,432,000 (2015: 1,432,000) fully paid ordinary shares of Rs 10 each			13
including 222,000 (2015: 222,000) bonus shares of Rs 10 each;			14
Cost Rs 310,502 thousand (2015: Rs 310,502 thousand);			15
Quoted market value as at June 30, 2016: Rs 401,160 thousand			16
(2015: Rs 327,140 thousand); %age share holding as at			17
June 30, 2016: 1.68% (2015: 1.68%) - note 14.6	520,268	517,781	18
			19
<b>Attock Information Technology Services</b>			20
<b>(Private) Limited - Unquoted</b>			21
450,000 (2015: 450,000) fully paid ordinary shares of Rs 10 each;			22
Cost Rs 4,500 thousand (2015: Rs 4,500 thousand);			23
Value based on net assets as at March 31, 2016: Rs 16,234 thousand			24
(2015: Rs 13,949 thousand); %age share holding as at			25
June 30, 2016: 10% (2015: 10%)	16,234	13,949	26
Carrying value on equity method	1,136,876	1,063,512	27
Less: Impairment loss - National Refinery Limited	(130,243)	(171,389)	28
	1,006,633	892,123	29

All associated companies are incorporated in Pakistan. National Refinery Limited and Attock Refinery Limited are engaged in the manufacturing, production and sale of large range of petroleum products. This is a strategic investment of the Company for vertical integration. Attock Information Technology Services (Private) Limited is engaged in building basic infrastructure, communication and computer installation.

**14.3** The tables below provide summarised financial information for associated companies that are material to the Company. The information disclosed reflects the amounts presented in the most recent unaudited financial statements of the relevant associated companies, for the nine months period ended March 31, 2016 (2015: March 31, 2015) and not the reporting entity's share of those amounts. They have been amended to reflect adjustments made by the reporting entity when using the equity method, including fair value adjustments and modifications for differences in accounting policy.

## Notes to and Forming Part of the Financial Statements

Notes

	National Refinery Limited		Attock Refinery Limited	
	Mar 31, 2016	Mar 31, 2015	Mar 31, 2016	Mar 31, 2015
	Rupees ('000)			
<b>Summarised balance sheet</b>				
Current assets	36,868,243	38,653,673	26,166,802	32,133,643
Non-current assets	16,894,598	8,205,776	37,771,005	33,348,321
Current liabilities	(18,352,563)	(18,629,501)	(25,830,863)	(31,666,684)
Non-current liabilities	(838,204)	(517,046)	(14,769,896)	(10,626,280)
Net assets	34,572,074	27,712,902	23,337,048	23,189,000
<b>Reconciliation to carrying amounts:</b>				
Net assets as at April 1	27,712,902	25,934,271	23,189,000	22,346,217
Profit for the period	7,785,098	1,745,828	766,140	841,825
Other comprehensive (loss)/income	(126,260)	32,803	(191,627)	958
Dividends paid	(799,666)	-	(426,465)	-
Net assets as at March 31	34,572,074	27,712,902	23,337,048	23,189,000
Company's percentage shareholding in the associate	1%	1%	1.68%	1.68%
Company's share in carrying value of net assets	345,721	277,129	392,062	389,575
Excess of purchase consideration over share in carrying value of net assets on the date of acquisition	254,653	254,653	128,206	128,206
Carrying amount of investment before impairment	600,374	531,782	520,268	517,781
Impairment	(130,243)	(171,389)	-	-
Carrying amount of investment	470,131	360,393	520,268	517,781
<b>Summarised statements of comprehensive income</b>				
Revenue	106,590,976	169,900,731	76,067,527	147,355,063
Profit for the period	7,785,098	1,745,828	766,140	841,825
Other comprehensive (loss)/income	(126,260)	32,803	(191,627)	958
Total comprehensive income	7,658,838	1,778,631	574,513	842,783

During the year, dividend of Rs 7,997 thousand (2015: Rs Nil) and Rs 7,160 thousand (2015: Rs Nil) was received from National Refinery Limited and Attock Refinery Limited respectively.

**14.4** Although the Company has less than 20 percent shareholding in National Refinery Limited, Attock Refinery Limited and Attock Information Technology Services (Private) Limited, these companies have been treated as associated companies since the Company has representation on their Board of Directors.

## Notes to and Forming Part of the Financial Statements

**14.5** The value of investment in National Refinery Limited as at June 30, 2016 is based on a valuation analysis carried out by an external investment advisor engaged by the Company. The recoverable amount has been estimated based on a value in use calculation. These calculations have been made on discounted cash flow based valuation methodology which assumes an average gross profit margin of 5% (2015: 2.5%), terminal growth rate of 4% (2015: 4%) and capital asset pricing model based discount rate of 12.84% (2015: 14.34%).

**14.6** Based on a valuation analysis carried out by the Company, the recoverable amount of investment in Attock Refinery Limited exceeds its carrying amount. The recoverable amount has been estimated based on a value in use calculation. These calculations have been made on discounted cash flow based valuation methodology which assumes gross profit margin of 1.00% (2015: 1.50%), terminal growth rate of 4% (2015: 4%) and weighted average cost of capital based discount rate of 11.92% (2015: 13.56%).

**14.7** Based on unaudited financial statements, Attock Information Technology Services (Private) Limited has reported profit after tax and total comprehensive income for the twelve months period ended March 31, 2016 of Rs 2,285 thousands (twelve months period ended March 31, 2015: Rs 1,930 thousands).

	2016	2015
	Rupees ('000)	
<b>15. OTHER LONG TERM INVESTMENTS</b>		
Held to maturity investments in Pakistan Investment Bonds (PIBs) - at amortized cost (note 15.1)	401,508	403,266

**15.1** This represents amount invested in Pakistan Investment Bonds at interest rate of 11.25% to 11.50% per annum having maturity of 3 to 5 years and are due for maturity in the year 2017 to 2019.

	2016	2015
	Rupees ('000)	
<b>16. DEFERRED TAX ASSET</b>		
Deferred tax asset arising in respect of certain provisions	252,204	212,915
Deferred tax liability arising due to accelerated tax depreciation	(148,545)	(164,391)
Deferred tax asset	103,659	48,524
<b>17. STOCK IN TRADE</b>		
Petroleum products - note 17.1	4,832,448	5,569,448
Packing material	4,205	3,419
	4,836,653	5,572,867

**17.1** It includes the Company's share of pipeline stock amounting to Rs 2,517,067 thousand (2015: Rs 3,916,065 thousand) and Rs 616,624 thousand (2015: Rs 205,855 thousand) held by Pak-Arab Pipeline Company Limited and Pak Arab Refinery Limited respectively.

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## Notes to and Forming Part of the Financial Statements

Notes

	2016	2015
	Rupees ('000)	
<b>18. TRADE DEBTS</b>		
Considered good		
Secured	1,301,191	1,833,793
Unsecured		
Due from related parties - note 18.1	4,971,886	4,850,916
Others	1,395,443	2,990,124
	6,367,329	7,841,040
	7,668,520	9,674,833
Considered doubtful - unsecured	63,742	49,901
Provision for doubtful debts	(63,742)	(49,901)
	-	-
	7,668,520	9,674,833
<b>18.1 Due from related parties</b>		
Attock Gen Limited	4,936,081	4,816,682
Pakistan Oilfields Limited	23,231	20,171
Attock Cement Pakistan Limited	12,287	14,063
National Refinery Limited	189	-
Attock Refinery Limited	98	-
	4,971,886	4,850,916
<b>19. ADVANCES, DEPOSITS, PREPAYMENTS AND OTHER RECEIVABLES</b>		
Advances - considered good		
Suppliers	17,187	32,873
Employees against expenses		
Executives	5,282	1,454
Other employees	2,324	1,592
	7,606	3,046
	24,793	35,919
Trade deposits and short-term prepayments		
Trade deposits		
With related party - The Attock Oil Company Limited	9,481	9,085
Others	10,440	11,026
Short-term prepayments	53,736	62,893
	73,657	83,004

## Notes to and Forming Part of the Financial Statements

	2016	2015	Notes
	Rupees ('000)		
Current account balances with statutory authorities			1
in respect of:			2
Excess input sales tax claimable	1,260,398	-	3
Advance to collector customs for import of petroleum products	363,209	-	4
Sales tax	25,574	25,696	5
Federal excise duty and petroleum levy	986	986	6
	1,650,167	26,682	7
Accrued income on bank deposits	19,446	56,761	8
Other receivables			9
Price differential claim receivable from the Government	28,528	28,528	10
Receivable from oil marketing companies under freight pool	559,400	284,992	11
Receivable from joint operator (as disclosed in note 13)	39,694	-	12
Due from related parties - unsecured			13
Attock Cement Pakistan Limited	-	99	14
Workers' profit participation fund - note 19.1	53,961	46,643	15
	681,583	360,262	16
Less: Provision for doubtful receivables	(28,528)	(28,528)	17
	2,421,118	534,100	18
<b>19.1 Workers' profit participation fund</b>			19
Balance at beginning of the year	46,643	33,419	20
Amount allocated for the year - note 27	(296,039)	(243,357)	21
Amount paid to Funds' trustees	303,357	256,581	22
Balance at end of the year	53,961	46,643	23
<b>20. SHORT TERM INVESTMENTS</b>			24
Held to maturity investment in treasury bills -			25
at amortized cost - note 20.1			26
Upto three months	-	-	27
Later than three months but not later than six months	456,569	3,019,873	28
Later than six months but not later than one year	1,047,854	2,417,631	29
	1,504,423	5,437,504	30
Investment in mutual funds at fair value through			31
profit or loss - 20.2	363,471	-	32
	1,867,894	5,437,504	33

**20.1** Short term investments in treasury bills earned interest at effective rate of 7.17% per annum (2015: 8.97% per annum).

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## Notes to and Forming Part of the Financial Statements

Notes

	2016	2015
	Rupees ('000)	
<b>20.2 Investment in mutual funds at fair value through profit or loss</b>		
Balance at the beginning of year	-	-
Addition during the year	371,734	-
Fair value (loss) transferred through profit & loss - note 26	(8,263)	-
Balance at the end of the year	363,471	-

	2016			2015
	Number of shares/ units	Cost less impairment loss	Adjustment arising from remeasurement to fair value	Fair value
				Fair value
	Rupees ('000)			
<b>20.2.1 Details of Investment in mutual funds</b>				
NAFA Government Securities Savings Fund	10,056,987	105,481	(1,327)	104,154
UBL Government Securities Fund	992,023	108,305	(4,359)	103,946
NIT Government Bond Fund	5,169,646	52,752	(1,300)	51,452
MCB Pakistan Sovereign Fund	1,952,855	105,196	(1,277)	103,919
		371,734	(8,263)	363,471

	2016	2015
	Rupees ('000)	
<b>21. CASH AND BANK BALANCES</b>		
Cash in hand	5,005	4,638
Bank balances		
On short term deposits	7,900,000	2,900,000
On interest/mark-up bearing saving accounts (includes US \$ 102 thousand; 2015: US \$ 102 thousand)	1,208,286	1,835,141
On current accounts (includes US \$ 153 thousand; 2015: US \$ 158 thousand)	48,991	126,035
	9,157,277	4,861,176
	9,162,282	4,865,814

**21.1** Balances in short term deposits and saving accounts earned interest/mark-up at weighted average rate of 7.01% per annum (2015: 8.92% per annum).

**21.2** All bank accounts are maintained under conventional banking system.

## Notes to and Forming Part of the Financial Statements

	2016	2015	Notes
	Rupees ('000)		
<b>22. SALES</b>			1
Local sales	144,539,371	205,951,476	2
Export sales	4,638	279,703	3
Gross sales	144,544,009	206,231,179	4
Rebates/discount	(435,702)	(515,718)	5
	144,108,307	205,715,461	6
<b>23. COST OF PRODUCTS SOLD</b>			7
Opening stock	5,572,867	6,787,904	8
Purchase of petroleum products and packing material	89,764,129	153,177,059	9
Petroleum levy	12,700,952	12,170,671	10
Other levies	284,005	240,506	11
	102,749,086	165,588,236	12
Closing stock	(4,836,653)	(5,572,867)	13
	103,485,300	166,803,273	14
<b>24. OTHER INCOME</b>			15
Commission and handling income	719,373	1,008,568	16
Tender and joining fee	12,508	7,555	17
Gain on sale of property, plant and equipment	5,725	7,333	18
Hospitality income	16,233	16,291	19
Rental income	117,775	74,110	20
Others	64,246	34,431	21
	935,860	1,148,288	22
<b>25. OPERATING EXPENSES</b>			23
Salaries and benefits	563,248	490,009	24
Rent, taxes and other fees - note 25.1	385,373	865,856	25
Travelling and staff transport	35,490	36,262	26
Repairs and maintenance	94,587	123,076	27
Advertising and publicity	16,541	9,842	28
Printing and stationery	17,855	13,166	29
Electricity, gas and water	32,259	31,566	30
Insurance	30,841	32,056	31
Communication	13,708	9,881	32
Legal and professional charges	10,089	7,600	33
Subscription and fees	1,647	2,577	34
Auditor's remuneration - note 25.3	4,238	3,825	35
Exchange loss	67,289	199,814	36
Depreciation - note 12.1	318,172	291,047	37
Provision/(reversal of provision) for doubtful debts	13,841	(23,764)	38
Others	94,894	96,162	39
	1,700,072	2,188,975	40

## Notes to and Forming Part of the Financial Statements

**25.1** Rent, taxes and other fees include Rs 141,747 thousand (2015: Rs 107,812 thousand) paid under operating lease agreements.

**25.2** Operating expenses includes Rs 264 thousand (2015: Rs Nil) being Company's share in joint operation, as disclosed in note 13.

	2016	2015
	Rupees ('000)	
<b>25.3 Auditor's remuneration</b>		
Annual audit	1,510	1,438
Review of half yearly financial statements, audit of staff funds and special certifications	1,091	764
Tax services	1,432	1,385
Out of pocket expenses	205	238
	4,238	3,825

## 26. FINANCE INCOME AND COSTS

### Finance income

Income on bank deposits	487,699	630,135
Income from short term investments measured at amortised cost	367,852	226,400
Income on investment in PIBs measured at amortised cost	41,011	24,989
Remeasurement (loss)/income on open ended mutual funds measured at fair value through profit or loss	(8,263)	7,506
Dividend income from open ended mutual funds measured at fair value through profit or loss - note 26.1	28,020	-
Mark-up on delayed payments	204,833	224,229
	1,121,152	1,113,259

### Finance cost

Bank charges	25,659	30,093
Mark-up on delayed payments	174,713	101,850
	200,372	131,943
Net finance income	920,780	981,316

## Notes to and Forming Part of the Financial Statements

	2016	2015	Notes
	Rupees ('000)		
<b>26.1 Breakup of Dividend Income from mutual funds is as follows:</b>			1
NAFA Government Securities Savings Fund	6,394	-	2
UBL Government Securities Fund	11,028	-	3
NIT Government Bond Fund	3,670	-	4
MCB Pakistan Sovereign Fund	6,928	-	5
	28,020	-	6
<b>27. OTHER CHARGES</b>			7
Workers' profit participation fund	296,039	243,357	8
Workers' welfare fund	110,289	90,662	9
	406,328	334,019	10
<b>28. PROVISION FOR INCOME TAX</b>			11
Income tax charge			12
- For the year	1,860,000	1,461,000	13
- For prior years	-	(154,204)	14
	1,860,000	1,306,796	15
Deferred income tax (credit) for the year	(55,135)	(55,325)	16
	1,804,865	1,251,471	17
	2016	2015	18
	%	%	19
<b>28.1 Reconciliation of tax charge for the year</b>			20
Applicable tax rate	32.00	33.00	21
Tax effect of income taxed under final tax regime	(2.42)	(4.58)	22
Effect of provision for super tax	2.98	2.88	23
Effect of prior year	-	(3.40)	24
Tax effect of share of profit of associated companies taxed on the basis of dividend income	(0.76)	(0.02)	25
Others	0.24	(0.30)	26
Average effective tax rate charged to income	32.04	27.58	27

**28.2** Corporate tax rate applicable for the year is 32% (2015: 33%).

**28.3** Under Section 5A of the Income Tax Ordinance 2001 as introduced by the Finance Act 2015, public companies are required to pay tax @ 10% of its undistributed revenue reserves which exceed 100% of its paid up capital. The Company has already declared and paid an interim dividend of greater

## Notes to and Forming Part of the Financial Statements

than 50% of its paid up capital during the year ended June 30, 2016, and accordingly requirements of section 5A are not applicable to the Company for the current year.

	2016	2015
<b>29. EARNINGS PER SHARE</b>		
Profit for the year (Rupees in thousand)	3,828,585	3,286,384
Weighted average number of ordinary shares in issue during the year (in thousand)	82,944	82,944
Basic and diluted earnings per share (Rupees)	46.16	39.62

**30. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT****30.1 Financial assets and liabilities**

	Loans and Receivables	Held to maturity investments	Fair value through profit or loss	Total
	Rupees ('000)			
<b>June 30, 2016</b>				
<b>Financial Assets</b>				
Maturity up to one year				
Trade debts	7,668,520	-	-	7,668,520
Advances, deposits and other receivables	692,422	-	-	692,422
Short term investments	-	1,504,423	363,471	1,867,894
Cash and bank balances	1,262,282	7,900,000	-	9,162,282
Maturity after one year				
Other long term investments	-	401,508	-	401,508
	9,623,224	9,805,931	363,471	19,792,626
				<b>Other financial liabilities</b>
				Rupees ('000)
<b>Financial Liabilities</b>				
Maturity up to one year				
Trade and other payables				13,747,108
Maturity after one year				
Long term deposits				626,159
				14,373,267

## Notes to and Forming Part of the Financial Statements

	Loans and Receivables	Held to maturity investments	Fair value through profit or loss	Total	Notes
	Rupees ('000)				
<b>June 30, 2015</b>					1
<b>Financial Assets</b>					2
Maturity up to one year					3
Trade debts	9,674,833	-	-	9,674,833	4
Advances, deposits and other receivables	408,606	-	-	408,606	5
Short term investments	-	5,437,504	-	5,437,504	6
Cash and bank balances	1,965,814	2,900,000	-	4,865,814	7
Maturity after one year					8
Other long term investments	-	403,266	-	403,266	9
	12,049,253	8,740,770	-	20,790,023	10
					11
					12
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					15
					16
<b>Financial Liabilities</b>					17
Maturity up to one year					18
Trade and other payables				14,077,050	19
Maturity after one year					20
Long term deposits				604,814	21
				14,681,864	22

**30.2 Credit quality of financial assets**

The credit quality of the Company's financial assets have been assessed below by reference to external credit ratings of counterparties determined by The Pakistan Credit Rating Agency Limited (PACRA) and JCR-VIS Credit Rating Company Limited (JCR-VIS). The counterparties for which external credit ratings were not available have been assessed by reference to internal credit rating determined based on their historical information for any defaults in meeting obligations.

	Rating	2016 Rupees ('000)	2015 Rupees ('000)	Notes
<b>Trade debts</b>				23
Counterparties with external credit rating	A1+	890,112	1,745,616	24
	A1	13,630	1,829,718	25
	A2	277,795	-	26
Counterparties without external credit rating				27
Secured against bank guarantee & letter of credit		133,605	473,850	28

## Notes to and Forming Part of the Financial Statements

Notes

	Rating	2016 Rupees ('000)	2015 Rupees ('000)
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**30.3 Financial risk management****30.3.1 Financial risk factors**

The Company's activities expose it to a variety of financial risks: credit risk, liquidity risk and market risk (including currency risk, interest rate risk and price risk). The Company's overall risk management policy focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the Company's financial performance.

**(a) Credit risk**

Credit risk represents the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation.

The Company's credit risk is primarily attributable to its trade debts and balances at banks. Credit sales are primarily to related parties. The credit risk on liquid funds is limited because counter parties are banks with reasonably high credit ratings.

As of June 30, 2016, trade debts of Rs 3,046,955 thousand (2015: Rs 3,089,661 thousand) were past due but not impaired. The ageing analysis of these trade receivables is as follows:

## Notes to and Forming Part of the Financial Statements

	2016	2015	Notes
	Rupees ('000)		
<b>Due from related parties</b>			1
Up to 6 months	2,655,200	2,472,049	2
6 to 12 months	-	-	3
12 months and above	-	-	4
	2,655,200	2,472,049	5
<b>Others</b>			6
Up to 6 months	391,755	617,612	7
6 to 12 months	-	-	8
12 months and above	-	-	9
	391,755	617,612	10
	3,046,955	3,089,661	11

**(b) Liquidity risk**

Liquidity risk is the risk that the Company will encounter difficulty in meeting obligations associated with financial liabilities.

The Company manages liquidity risk by maintaining sufficient cash and cash equivalents.

The table below analyses the Company's financial liabilities into relevant maturity groupings based on the remaining period at the balance sheet date to the maturity date. The amounts disclosed in the table are undiscounted cash flows.

	Less than 1 year	Above 1 year	Notes
	Rupees ('000)		
<b>At June 30, 2016</b>			22
Long term deposits	-	626,159	23
Trade and other payables	13,747,108	-	24
<b>At June 30, 2015</b>			25
Long term deposits	-	604,814	26
Trade and other payables	14,077,050	-	27

**(c) Market risk****(i) Currency risk**

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. Currency risk arises mainly from future commercial transactions or receivables and payables that exist due to transactions in foreign currencies.

Financial assets include Rs 26,350 thousand (2015: Rs 26,188 thousand) and financial liabilities include Rs 592,917 thousand (2015: Rs 591,997 thousand) which were subject to currency risk.

## Notes to and Forming Part of the Financial Statements

The following significant exchange rates were applied during the year:

	2016	2015
<b>Rupees per USD</b>		
Average rate	102.51	100.06
Reporting date rate	103.32	100.67

At June 30, 2016, if the currency had weakened or strengthened by 10% against USD with all other variables at constant, profit after tax would have been Rs 56,657 thousand (2015: Rs 56,581 thousand) lower /higher.

**(ii) Interest rate risk**

Interest rate risk represents the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

The Company has no long term interest bearing financial assets and liabilities whose fair value or future cash flows will fluctuate because of changes in market interest rates.

Financial assets and liabilities include balances of Rs 14,691,805 thousand (2015: Rs 13,931,950 thousand) and Rs 3,184,505 thousand (2015: Rs 2,226,724 thousand) respectively, which are subject to interest rate risk under interest arrangements not permissible under Shariah. Applicable interest rates for financial assets have been indicated in respective notes.

At June 30, 2016, if interest rates had been 1% higher/lower with all other variables held constant, profit after tax for the year would have been Rs 84,072 thousand (2015: Rs 66,183 thousand) higher/lower, mainly as a result of higher/lower interest income from these financial assets.

**(iii) Other price risk**

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

The Company is exposed to price risk, because of the investments held by the Company in money market mutual funds, and classified on the balance sheet as fair value through profit and loss. To manage its price risk arising from investments in mutual funds, the Company diversifies its portfolio.

Short term investments include fair value through profit and loss investments of Rs 363,471 thousand (2015: Nil) which were subject to price risk.

If redemption price on mutual funds, at the year end date, fluctuate by 5% higher / lower with all other variables held constant, profit after tax for the year would have been Rs 18,174 thousand (2015: Nil) higher / lower, mainly as a result of higher / lower redemption price on units of mutual funds.

**30.3.2 Capital risk management**

The Company's objectives when managing capital are to ensure the Company's ability not only to continue as a going concern but also to meet its requirements for expansion and enhancement of its

## Notes to and Forming Part of the Financial Statements

business, maximize return of shareholders and optimize benefits for other stakeholders to maintain an optimal capital structure and to reduce the cost of capital.

In order to achieve the above objectives, the Company may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares through bonus or right issue or sell assets to reduce debts or raise debts, if required.

### 30.4 Fair value of financial assets and liabilities

The carrying values of financial assets and liabilities approximate their fair values. The table below analyzes financial assets that are measured at fair value, by valuation method.

The different levels have been defined as follows:

- Level 1 : Quoted prices in active markets for identical assets and liabilities;
- Level 2 : Observable inputs ; and
- Level 3 : Unobservable inputs

The company held the following financial assets at fair value;

	Level 1	Level 2	Level 3	Total
	Rupees ('000)			
<b>June 30, 2016</b>				
Short term investments:				
Investment in mutual funds at Fair Value through Profit or Loss	363,471	-	-	363,471

### 31. STAFF RETIREMENT BENEFITS

The latest actuarial valuation of the defined benefit plan was conducted as at June 30, 2016 using the projected unit credit method. Details of the defined benefit plan are:

	2016	2015
	Rupees ('000)	
<b>31.1</b> The amounts recognised in the balance sheet:		
Present value of defined benefit obligations	57,099	49,188
Fair value of plan assets	(45,875)	(33,865)
Liability recognised in the balance sheet	11,224	15,323
<b>31.2</b> The amounts recognised in the balance sheet are as follows:		
Liability as at July 01,	15,322	13,517
Expense recognised in profit and loss account	8,307	7,555
Contributions made during the year	(9,191)	(8,027)
Remeasurement (gain) / loss recognised in statement of comprehensive income	(3,214)	2,278
Liability as at June 30,	11,224	15,323

## Notes to and Forming Part of the Financial Statements

Notes

	2016	2015
	Rupees ('000)	
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**31.3** The amounts recognised in profit and loss account are as follows:

Current service cost	7,208	6,320
Interest cost	5,019	4,659
Expected return on plan assets	(3,920)	(3,424)
	8,307	7,555

**31.4** Remeasurements recognised in other comprehensive income (OCI) are as follows:

Remeasurement (gain) / loss on obligations:		
Experience (gain) / loss	(3,877)	2,401
Loss / (gain) due to remeasurement of investment return	663	(123)
	(3,214)	2,278

**31.5** Changes in the present value of defined benefit obligation are as follows:

Present value of defined obligation as at July 01,	49,188	35,878
Current service cost recognised in profit and loss account	7,208	6,320
Interest cost	5,019	4,659
Remeasurement (gain)/loss	(3,878)	2,401
Benefits paid	(438)	(70)
Present value of defined obligation as at June 30,	57,099	49,188

**31.6** Changes in fair value of plan assets are as follows:

Fair value of plan assets as at July 01,	33,865	22,361
Expected return on plan assets	3,920	3,424
Contributions during the year	9,191	8,027
Benefits paid	(438)	(70)
Remeasurement (loss)/gain on investments	(663)	123
Fair value of plan assets as at June 30,	45,875	33,865

Actual return on plan assets for the year is Rs 4,085 thousand.

The Company expects to contribute Rs 9,229 thousand to its defined benefit gratuity plan during the year 2016-17.

	2016	2015
	Total Investment Rupees ('000)	
<b>31.7</b> The major categories of plan assets are as follows:		
Government bonds	49,869	39,379
Bank balance	4,176	785
Due to The Attock Oil Company Limited	(8,170)	(6,299)
	45,875	33,865

## Notes to and Forming Part of the Financial Statements

Expected return on plan assets is based on market expectations and dependent upon the assets portfolio of the funds, at the beginning of the year, for returns over the entire life of the related obligation.

	2016 %	2015 %
<b>31.8</b> Significant actuarial assumptions at the balance sheet date are as follows:		
Discount rate	8.75	10.25
Expected rate of return on plan assets	8.75	10.25
Expected rate of increase in salaries	8.75	10.25

**31.9 Sensitivity analysis**

The calculation of the defined benefit obligation is sensitive to assumptions set out above. The following table summarises how the defined benefit obligation at the end of reporting period would have increased/ (decreased) as a result of change in respective assumptions by one percent.

	Defined benefit obligation Effect of 1% increase                      decrease Rupees ('000)	
Discount rate	(5,611)	6,600
Expected rate of increase in salaries	6,534	(5,659)

**31.10** The weighted average number of years of defined benefit obligation is 11.8 years as at June 30, 2016 (2015: 12.2 years).

**31.11** The Company contributes to gratuity fund on the advice of fund's actuary. The contribution is equal to current service cost with the adjustment for any deficit. If there is a surplus, the Company takes a contribution holiday.

	2016 Rupees ('000)	2015 Rupees ('000)
<b>31.12</b> Salaries, wages and benefits as appearing in note 25 include amounts in respect of the following :		
Provident fund	9,942	9,520
Gratuity fund	8,307	7,555
	18,249	17,075

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## Notes to and Forming Part of the Financial Statements

Notes

	Rupees ('000)
<b>31.13</b> Projected benefit payments from gratuity fund are as follows:	
For the year 2017	2,800
For the year 2018	3,253
For the year 2019	3,835
For the year 2020	6,660
For the year 2021	5,383
For the year 2022-26	51,105

	2016	2015
	Rupees ('000)	
<b>32. APL EMPLOYEES PROVIDENT FUND</b>		
<b>a)</b> Size of the fund	89,990	68,780
Cost of investments made	87,625	66,338
Fair value of investments made	90,651	69,346
	%	%
Percentage of investments made	97	96

	2016		2015	
	Amount Rupees ('000)	%	Amount Rupees ('000)	%
<b>b) Breakup of investment - at cost</b>				
Treasury Bills	13,290	15	16,199	24
Investment in Pakistan Investment Bonds	61,347	70	48,474	73
Investment in saving account with bank	12,988	15	1,665	3
	87,625	100	66,338	100

**c)** Investments out of provident trust have been made in accordance with the provisions of section 227 of Companies Ordinance, 1984 and the rules formulated for the purpose.

### 33. TRANSACTIONS WITH RELATED PARTIES

Aggregate transactions with related parties, other than remuneration to the chief executive, directors and executives of the Company under their terms of employment disclosed in note 34, were as follows:

	2016	2015
	Rupees ('000)	
<b>Associated companies</b>		
Attock Refinery Limited		
Purchase of petroleum products	20,552,737	37,206,118
Purchase of services	97,232	110,305
Late payment charges	174,713	101,850
Sale of petroleum products	6,719	8,714
Commission and handling income	268,023	379,996

## Notes to and Forming Part of the Financial Statements

	2016	2015	Notes
	Rupees ('000)		
National Refinery Limited			1
Purchase of petroleum products	47,913,213	77,303,631	2
Purchase of services	84,763	70,067	3
Sale of petroleum products	14,765	14,068	4
Handling income	451,349	628,571	5
Attock Gen Limited			6
Sale of petroleum products	6,886,997	13,615,292	7
Mark-up earned on late payments	201,733	221,839	8
Pakistan Oilfields Limited			9
Purchase of petroleum products	186,075	187,561	10
Purchase of services	12,167	10,633	11
Sale of petroleum products	430,189	562,472	12
Sale of services	583	1,144	13
The Attock Oil Company Limited			14
Purchase of services	94,791	80,890	15
Sale of services	7,374	6,920	16
Attock Cement Pakistan Limited			17
Purchase of services	2,725	3,013	18
Sale of petroleum products	199,065	240,238	19
Sale of services	2,488	4,090	20
Attock Information Technology Services (Private) Limited			21
Purchase of services	17,775	14,445	22
Sale of services	5,578	6,544	23
Attock Sahara Foundation			24
Purchase of goods	86	1,345	25
Attock Leisure Management Associates			26
Purchase of services	1,080	1,397	27
Attock Hospital (Private) Limited			28
Purchase of medical services	3,295	2,896	29
<b>Other related parties</b>			30
Contribution to staff retirement benefits plans			31
APL Employees provident fund	9,942	9,520	32
APL Gratuity fund	8,307	7,555	33
Contribution to Workers' profit participation fund	296,039	243,357	34
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## Notes to and Forming Part of the Financial Statements

**34. REMUNERATION OF CHIEF EXECUTIVE, DIRECTOR AND EXECUTIVES**

	Chief Executive		Director		Executives	
	2016	2015	2016	2015	2016	2015
	Rupees ('000)					
Managerial remuneration	12,850	12,961	4,440	4,213	113,829	86,930
Bonus	17,500	18,375	5,949	5,672	52,598	42,671
Company's contribution to provident, pension and gratuity funds	-	-	757	582	11,442	10,266
Housing and utilities	4,550	4,550	1,605	1,496	38,472	33,838
Other perquisites and benefits	1,610	1,781	1,609	1,830	24,947	21,927
Leave passage	1,167	1,037	397	302	538	489
	37,677	38,704	14,757	14,095	241,826	196,121
No. of person(s)	1	1	1	1	87	67

**34.1** The above includes amount charged by an associated company for share of chief executive's and one director's remuneration as approved by the Board of Directors of the Company. In addition, Chief Executive, a Director and certain Executives were also provided with use of Company maintained cars and medical facilities as per Company policy.

**34.2** In addition, five non-executive directors of the Company were paid meeting fee aggregating Rs 4,559 thousand (2015: Rs 3,844 thousand).

**35. SEGMENT REPORTING**

**35.1** As described in note 1 to these financial statements the Company markets petroleum products. Revenue from external customers for products of the Company are as follows:

	2016	2015
	Rupees ('000)	
<b>Product</b>		
High Speed Diesel	64,661,245	83,033,106
Furnace Fuel Oil	14,874,987	51,716,007
Premier Motor Gasoline	37,925,494	36,359,969
Bitumen	14,846,308	14,383,356
Others	11,800,273	20,223,023
	144,108,307	205,715,461

**35.2** There is no single external customer of the Company whose revenue amounts to 10% or more of the Company's total revenue during the year ended June 30, 2016.

**36. NUMBER OF EMPLOYEES**

Total number of employees at the end of year was 325 (2015: 312). Average number of employees was 317 (2015: 298).

## Notes to and Forming Part of the Financial Statements

**37. CAPACITY AND PRODUCTION**

Considering the nature of the Company's business, the information regarding capacity has no relevance.

**38. DISCLOSURE REQUIREMENTS FOR ALL SHARES ISLAMIC INDEX**

Following information has been disclosed with reference to circular no. 14 of 2016 dated April 21, 2016, issued by the Securities and Exchange Commission of Pakistan relating to "All Shares Islamic Index".

Description	Explanation	Notes
i) Loans and advances - asset	Non-interest bearing	10
ii) Long term deposits - liability	Non-interest bearing	11
iii) Segment revenue	Product wise revenue disclosed in note 35	12
iv) Relationship with banks having Islamic windows	Company does not have any relationship with bank under Islamic windows of operations	14
v) Bank balances	All bank accounts are maintained under conventional banking system	16
vi) Income on bank deposits	This represents interest on bank deposits maintained under conventional banking system	18
vii) Breakup of dividend income - Company wise	Disclosed in note 14.3 and note 26.1	21
viii) All sources of other income	Disclosed in note 24	22
ix) Exchange gain	Earned from actual currency fluctuation	23
Disclosures other than above are not applicable to the Company.		24

**39. NON-ADJUSTING EVENT AFTER THE BALANCE SHEET DATE**

The Board of Directors in its meeting held on August 15, 2016 has proposed a final cash dividend for the year ended June 30, 2016 @ Rs. 25 per share, amounting to Rs 2,073,600 thousand for approval of the members in the Annual General Meeting to be held on September 29, 2016.

**40. CORRESPONDING FIGURES**

The corresponding figures have been rearranged, where considered necessary, to conform to current year presentation.

**41. DATE OF AUTHORISATION**

These financial statements were authorised for issue by the Board of Directors of the Company on August 15, 2016.



**Shuaib A. Malik**  
Chief Executive



**Abdus Sattar**  
Director

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# Notice of Annual General Meeting

Notice is hereby given that the 21<sup>st</sup> Annual General Meeting (being the 33<sup>rd</sup> General Meeting) of the Company will be held at Attock House, Morgah, Rawalpindi on September 29, 2016 at 11:30 a.m. to transact the following business:

## ORDINARY BUSINESS

1. To receive, consider and adopt the audited financial statements of the Company together with Directors' and Auditor's Reports for the year ended June 30, 2016.
2. To approve a final cash dividend of 250 % i.e. Rs. 25/- per share of Rs. 10/- each, as recommended by the Board of Directors in addition to the interim dividend of 150 % i.e. Rs. 15/- per share already paid to the shareholders thus making a total of 400 % i.e. Rs. 40/- per share for the year ended June 30, 2016.
3. To appoint auditors for the year ending June 30, 2017 and to fix their remuneration.

## SPECIAL BUSINESS

4. To consider and approve the amendments to be made in Articles of Association of the Company for the purpose of compliance with the mandatory e-voting requirements as prescribed in the Companies (E-Voting) Regulations, 2016 and if thought fit to pass the following resolution as special resolution:

"Resolved that the Articles of Association of the Company be amended by adding following new clauses as 63(a) and 63(b):

63 (a) **E-Voting** The provisions and requirements for e-voting as prescribed by the SECP from time to time shall be deemed to be incorporated in these Articles of Association, irrespective of other provisions of these Articles and notwithstanding anything contradictory therein.

63 (b) In case of e-voting, voters may appoint either members or non-members as proxy and the Company shall comply with the requirements of the Companies (E-Voting) Regulations, 2016 prescribed under the Companies Ordinance, 1984.

5. To approve transmission of annual audited financial statements, auditor's report and directors' report etc. ("annual audited accounts") to members through CD/DVD/USB at their registered address as allowed by the Securities and Exchange Commission of Pakistan (SECP).

To consider and if deemed appropriate propose the following resolution:

"Resolved that transmission of annual audited financial statements, auditor's report and directors' report etc. ("annual audited accounts") to members at their registered address in soft form i.e. CD/DVD/USB as notified by SECP vide its SRO No. 470 (1)/2016 dated May 31, 2016 be and is hereby approved"

**BY ORDER OF THE BOARD**



**Rehmat Ullah Bardaie**  
Company Secretary

Registered Office:  
Attock House  
Morgah, Rawalpindi.  
September 08, 2016

## Notice of Annual General Meeting

**NOTES:**

The Share transfer books of the Company will remain closed from September 22, 2016 to September 29, 2016 (both days inclusive).

A member may appoint a proxy to attend and vote on his / her behalf. Proxies in order to be effective must be received at the Registered Office of the Company duly stamped and signed not less than 48 hours before the meeting.

- i. In case of individuals, the account holders or sub-account holders and/or the persons whose securities are in group account and their registration details are uploaded as per the regulations, shall authenticate their identity by showing their original Computerized National Identity Card (CNIC) or original passport at the time of attending the meeting.
- ii. In case of corporate entities, the Board of Directors' resolution/power of attorney with specimen signature of the nominees shall be produced (unless it has been provided earlier) at the time of the meeting.

**FOR APPOINTING PROXIES:**

- i. In case of individuals, the account holders or sub-account holders and/or the persons 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 requirements.
- ii. The proxy form shall be witnessed by two persons whose names, addresses and CNIC numbers shall be mentioned on the form.
- iii. Attested copies of CNIC or the passport of the beneficial owners and the proxy shall be furnished with the proxy form.
- iv. The proxies shall produce their original CNIC or original passport at the time of meeting.
- v. In case of corporate entities, the Board of Directors' resolution/power of attorney with specimen signature of the person nominated to represent and vote on behalf of the corporate entity, shall be submitted (unless it has been provided earlier) along with proxy form to the Company.

**DEDUCTION OF INCOME TAX FOR FILER AND NON-FILER AT REVISED RATES:**

Pursuant to the provisions of Finance Act, 2016, effective July 01, 2016, applicable rates on payment of dividend have been amended and the rates of deduction of income tax, under Section 150 of Income Tax Ordinance, 2001 have been revised as follows:

1	Rate of tax deduction for filers of Income Tax Return	12.50%
2	Rate of tax deduction for non-filers of Income Tax Return	20.00%

**In case of Joint account, each holder is to be treated individually as either a filer or non-filer and tax will be deducted on the basis of shareholding of each joint holder as may be notified by the shareholder, in writing as follows, to our Share Registrar, or if no notification, each joint holder shall be assumed to have an equal number of shares.**

Company Name	Folio/CDS Account No.	Total Shares	Principal Shareholder		Joint Shareholder	
			Name and CNIC No.	Shareholding proportion (No. of Shares)	Name and CNIC No.	Shareholding proportion (No. of Shares)

## Notice of Annual General Meeting

The CNIC number/NTN details is now mandatory and is required for checking the tax status as per the Active Taxpayers List (ATL) issued by Federal Board of Revenue (FBR) from time to time.

### **EXEMPTION FROM DEDUCTION OF INCOME TAX / ZAKAT:**

Members seeking exemption from deduction of income tax or are eligible for deduction at a reduce rate are requested to submit a valid tax certificate or necessary documentary evidence as the case may be. Members desiring non-deduction of zakat are also requested to submit a valid declaration for non-deduction of zakat.

### **COMPUTERIZED NATIONAL IDENTITY CARD NUMBER (CNIC) / NATIONAL TAXPAYER NUMBER (NTN):**

Members are requested to provide attested photocopy of their CNIC or NTN (in case of corporate entities) directly to our share registrar in order to meet the mandatory requirement of the SECP, SRO 831(I)/2012 dated July 05, 2012 which requires that the dividend warrant should bear CNIC number of the member.

### **CHANGE OF ADDRESS:**

Members are requested to promptly notify any change of address to the Company's share registrar.

### **TRANSMISSION OF ANNUAL REPORTS THROUGH E-MAIL:**

The SECP vide SRO 787 (1)/2014 dated September 08, 2014 has provided an option for shareholders to receive audited financial statements along with notice of annual general meeting electronically through email. Hence, members who are interested in receiving the annual reports and notice of annual general meeting electronically in future are requested to send their email addresses on the consent form placed on the Company's website [www.apl.com.pk](http://www.apl.com.pk), to the Company's Share Registrar. The Company shall, however additionally provide hard copies of the annual report to such members, on request, free of cost.

### **AVAILABILITY OF AUDITED FINANCIAL STATEMENTS ON COMPANY'S WEBSITE:**

The audited financial statements of the Company for the year ended June 30, 2016 have been made available on the Company's website [www.apl.com.pk](http://www.apl.com.pk), in addition to annual and quarterly financial statements for the prior years.

### **DIVIDEND MANDATE OPTION:**

In accordance with the SECP's Circular No. 18 of 2012 dated June 05, 2012, the shareholders have been given an opportunity to authorise the Company to make payment of cash dividend through direct credit to shareholder's bank account. To opt for the dividend mandate option as stated, the Dividend Mandate Form, available at Company's website i.e. [www.apl.com.pk](http://www.apl.com.pk), needs to be duly filled and submitted to our share registrar at the earliest.

## **STATEMENT UNDER SECTION 160(1)(b) OF THE COMPANIES ORDINANCE, 1984.**

### **INCORPORATION OF CHANGES MADE IN ARTICLES OF ASSOCIATION OF THE COMPANY**

To give effect to the Companies (E-Voting) Regulation 2016, shareholders' approval is being sought to amend the Articles of Association of the Company to enable e-voting.

### **TRANSMISSION OF ANNUAL AUDITED FINANCIAL STATEMENTS THROUGH CD/DVD/USB**

The SECP through SRO 470 (1)/2016 dated May 31, 2016 has allowed companies to circulate the annual balance sheet and profit and loss account, auditor's report and directors' report etc. ("annual audited accounts") to its members through CD/DVD/USB at their registered address. Printed copy of above referred statements shall be provided to such members who opt for having hard copy on the Request Form which is available on the website of the Company i.e. [www.apl.com.pk](http://www.apl.com.pk).

## Notice of Annual General Meeting

**STATEMENT UNDER SRO 27(I) / 2012 DATED JANUARY 16, 2012:****Status of the investment in Associated Companies**

Information as required under the Regulation 4(2) of the Companies (Investment in Associated Companies or Associated Undertakings) Regulations, 2012, the status of the investments in associated companies against approval held by the Company in the AGM held on September 27, 2007 is as under:

**1. Total investment approved:**

The Company has approved equity investment in the following associated companies to the extent of maximum 2.5% of the paid up capital of each investee company with overall amount not exceeding Rs. 2,500 million:

National Refinery Limited	(NRL)	Attock Refinery Limited	(ARL)
Pakistan Oilfields Limited	(POL)	Attock Cement Pakistan Limited	(ACPL)

**2. Amount of Investment made to date:**

Except for ARL, no investment has been made in any other associated concern. Investment of Rs. 310.502 million has been made against this approval to date which represents 1.679% of paid up capital of Attock Refinery Limited.

**3. Reasons for not having made complete investment to date:**

Partial investment has been made in ARL and no investment has been made in other associated companies due to change in the Government policies, less than satisfactory growth and improvement in GDP and other macroeconomic indicators respectively. The investment will be made in future depending on the improved macroeconomic factors, feasible investment environment and satisfactory rate of return.

**4. Major change in financial position of investee companies since the date of last resolution:**

Changes in financial position are as follow:

**i. Earnings per share (restated):**

Name of the Company	Year ended June 30, 2007	Year ended June 30, 2015	Nine Months ended March 31, 2016*
Rs. Per Share			
NRL	52.56	46.38	65.50
ARL	8.78	21.27	14.98
POL	25.11	35.76	24.69
ACPL	9.18	19.26	18.28

**ii. Break-up value per share:**

Name of the Company	March 31, 2007	June 30, 2015	March 31, 2016*
Rs. Per Share			
NRL	164.21	376.83	432.33
ARL	90.62	384.86	394.85
POL	92.30	136.82	121.51
ACPL	44.52	78.02	85.80

\* The above figures are based on latest available financial statements.

# Definition and glossary of terms

## Profitability ratios

Profitability ratios measure Company's ability to generate earnings relative to sales, assets and equity.

## Liquidity ratios

Liquidity ratios determine a company's ability to pay-off its short-terms obligations.

## Activity Ratios

Activity ratios measure the company's ability, to convert working capital items into cash or sales and fixed assets effectiveness to generate net sales.

## Investment ratios

Investment ratios measure the ability of a Company to earn an adequate return for its shareholders.

## Market ratios

Market value ratios determine if a company is over or undervalued in relation to the market value of net assets.

## Capital Structure Ratios

The capital structure determines how a Company finances its overall operations and growth by using different sources of funds.

## DuPont Analysis

DuPont analysis demonstrates the grossing up effect of profit margin, total assets turnover and leverage into Return on equity (ROE) of the company.

# Glossary

ACPL	Attock Cement Pakistan Limited
AGM	Annual General Meeting
AITSL	Attock Information Technology Services (Pvt.) Limited
APL	Attock Petroleum Limited
ARL	Attock Refinery Limited
ATL	Active Taxpayers List
ATM	Automated Teller Machine
AWT	Army Welfare Trust
BPPL(MKTG)	Byco Petroleum Pakistan Limited (Marketing)
BTCPL	Bakri Trading Company Pakistan Limited
BTL	Below The Line
CAA	Civil Aviation Authority
CAGR	Compounded Annual Growth Rate
CD	Compact Disc
CDA	Capital Development Authority
CDC	Central Depository Company of Pakistan
CEO	Chief Executive Officer
CFO	Chief Financial Officer
CNIC	Computerized National Identity Card
CNG	Compressed Natural Gas
COCO	Company Owned Company Operated
CSR	Corporate Social Responsibility
CPR	Cardio Pulmonary Resuscitation
CSM	Company Secretarial Matters
DTP	Directors' Training Programme
DVD	Digital Video Disc
EBITDA	Earnings before Interest, Taxes, Depreciation and Amortization
EHS	Environment Health and Safety
EPS	Earnings Per Share
ERP	Enterprise Resource Planning
FO	Furnace Oil
GDP	Gross Domestic Product
GIK	Ghulam Ishaq Khan Institute of Technology
GoP	Government of Pakistan
HBL	Habib Bank Limited
HOBC	High Octane Blended Component
HR	Human Resource
HRS	Hydrant Refueling System
HRMS	Human Resource Management System

## Glossary

HSD	High Speed Diesel
HSE	Health, Safety and Environment
HSFO	High Sulphur Furnace Oil
ICAP	Institute of Chartered Accountants of Pakistan
ICMAP	Institute of Cost & Management Accountants of Pakistan
IFAC	International Federation of Accountants
ISO	International Organization for Standardization
IT	Information Technology
JV	Joint Venture
KPK	Khyber Pakhtunkhwa
KW	Kilo Watt
LED	Light Emitting Diode
LNG	Liquefied Natural Gas
LSFO	Low Sulphur Furnace Oil
LUMS	Lahore University of Management Sciences
M-2	Lahore Islamabad Motorway
M.TON	Metric Ton
MBA	Masters in Business Administration
MBT	Machike Bulk Oil Terminal
MIS	Management Information System
MP & NR	Ministry of Petroleum & Natural Resources
MSDS	Material Safety Data Sheet
NFR	Non Fuel Retail facilities
NOC	No Objection Certificate
NRL	National Refinery Limited
NTN	National Tax Number
NUST	National University of Science & Technology
OCAC	Oil Companies Advisory Council
OGDCL	Oil & Gas Development Company Limited
OGRA	Oil and Gas Regulatory Authority
OMC	Oil Marketing Company
OOTCL	Overseas Oil Trading Company Pakistan
OPEC	Organization of the Petroleum Exporting Countries
OSHA	Occupational Safety Health Administration
PARCO	Pak-Arab Refinery Company
PIM	Pakistan Institute of Management
PMDC	Pakistan Mineral Development Corporation
PMG	Premier Motor Gasoline
POL	Pakistan Oilfields Limited

PPL	Pakistan Petroleum Limited
PSOCL	Pakistan State Oil Company Limited
PSX	Pakistan Stock Exchange
Pvt.	Private
RBT	Rawalpindi Bulk Oil Terminal
RD & HR	Retail Development and Human Resource
ROE	Return on Equity
Rs	Rupees
RVI	Retail Visual Identity
S & M	Sales and Marketing
SECP	Securities and Exchange Commission of Pakistan
SNGPL	Sui-Northern Gas Pipelines Limited
SPL	Shell Pakistan Limited
SRO	Statutory Regulatory Order
SSGCL	Sui-Southern Gas Company Limited
TOR	Terms of Reference
TPML	Total Parco Marketing Limited
TPPL	Total-Parco Pakistan Limited
UK	United Kingdom
USA	United States of America
USB	Universal Serial Bus
US\$/USD	United States Dollar
VFD	Variable Frequency Drive
WPPF	Workers' Profit Participation Fund
WWF	Workers' Welfare Fund

## مستقبل کے منصوبے اور امیدیں

یہ کمپنی ایک طویل تاریخ کی حامل ہے اور ہمیشہ مشکل حالات میں کامیاب ٹھہری ہے۔ موجودہ عالمی حالات نے اس صنعت کو متاثر کیا ہے اور منڈی کے حالات دن بدن بگڑتے جا رہے ہیں۔ لیکن APL اپنی جگہ مضبوطی سے کھڑی ہے اور آنے والے دنوں میں تمام مشکلات سے نبرد آزما ہونے کی صلاحیت رکھتی ہے۔ انتظامیہ نے ایسے اقدامات کیے ہیں کہ کمپنی کی گرفت منڈی پر قائم رہے اور اس میں مزید اضافہ ہو۔ APL کی انتظامیہ مختلف منصوبوں پر تدریجی سے کام کر رہی ہے اور کئی نئے تجارتی اتحاد تشکیل دے کر مستقبل میں اس سے بھی بڑھ کر کامیابی حاصل کرنے کے لیے پرعزم ہے۔

اس وقت جاری منصوبوں میں سے چند ایک درج ذیل ہیں:

- اسلام آباد انٹرنیشنل ایئر پورٹ پر "فیول فارم" اور "ہانڈ ریٹنٹ ری فیولنگ سسٹم" ایچ آر ایل "کا قیام، اس کی مرمت و دیکھ بھال کا نظام اور APL اور PSO کے ایک مشترکہ تجارتی منصوبے کے طور پر بہت جلد مکمل ہو جائے گا۔
- کمپنی نے اہم مقامات پر بڑے ٹرمینل تعمیر کیے ہیں اور ان کے ذخیرے کی گنجائش میں اضافہ کیا ہے تاکہ مصنوعات کی مسلسل فراہمی میں رکاوٹ نہ آئے۔ اس حوالے سے محمود کوٹ اور شکار پور ٹرمینل اگلے برس مکمل ہو جائیں گے، علاوہ بریں، تاروجہ، ساہیوال اور دولت پور میں زمین کا حصول ٹرمینل کی تعمیر کے لیے بنیادی پیش رفت ہے۔
- کمپنی کا یہ پختہ عزم ہے کہ کاربن کے اخراج کو کم سے کم درجے پر لایا جائے، اس لیے کمپنی کے ٹرمینل آؤٹلیٹس (Retail Outlets) پر ہر جگہ شمسی توانائی سے بجلی پیدا کرنے کے منصوبے پر کام جاری ہے۔
- کمپنی اب تک ہائی وے اور شاہراہوں پر اپنی خدمات کی فراہمی کے لیے معروف کارہے۔ تاہم اب شہری علاقوں اور شہروں کے اندر ٹرمینل آؤٹلیٹس (Retail Outlets) پر یہ سہولت پہنچانے کا عزم رکھتی ہے تاکہ کمپنی کا نام زیادہ سے زیادہ افراد تک پہنچے۔
- کمپنی آنے والے وقت میں منافع میں اضافے اور استحکام کے ارادے سے نئے کاروباری منصوبوں میں آگے بڑھنے کے لیے پوری طرح تیار ہے۔ ملکی اور غیر ملکی اداروں سے تجارتی تعلقات سے مشکل حالات میں بھی کمپنی دولت میں اضافہ ممکن کر سکے گی۔
- زیر جائزہ برس میں تیل کی صنعت طلب اور رسد دونوں حوالوں سے مشکلات کا بھی شکار رہی ہے اور اسے نئے محرمات کا بھی سامنا بھی رہا ہے۔ عالمی سیاسی اور اقتصادی صورت حال نے تیل کی کاروبار پر منفی اثرات مرتب کیے ہیں۔ تاہم کمپنی اپنے حصص مالکان کے سرمایہ میں اضافے، نیک نامی اور منڈی میں اپنی کاروباری شناخت بنانے کے لیے پرعزم ہے۔ انتظامیہ کی یہ مسلسل کوشش ہے کہ وہ کمپنی کے لیے پائیدار ترقی کو ممکن بنائیں۔

## اظہار تشکر

بورڈ اس موقع کا فائدہ اٹھاتے ہوئے کمپنی کے معزز حصص مالکان کے غیر متزلزل اعتماد اور تعاون کے لیے شکر یہ ادا کرنا چاہتا ہے۔ بورڈ حکومت پاکستان اور اس کے انضباطی اداروں کے تعاون اور رہنمائی کے لیے بھی ممنون و مشکور ہے۔ ڈائریکٹرز کارکنان، صارفین اور اپنے تجارتی رفقاء کے کار کے بھی بے حد شکر گزار ہیں۔

منجانب بورڈ  
شعیب اے ملک  
چیف ایگزیکٹو

راولپنڈی  
15 اگست 2016

12 - 30 جون 2016ء کو کمپنی کے حصص داروں کی کل تعداد 3,031 تھی۔ حصص کا نقشہ اور متعلقہ اطلاعات جن کا ظاہر کرنا "ضابطہ برائے تجارتی انتظام و انصرام" 2012 کے تحت لازم ہے، بطور ضمیمہ لف ہے۔

علاوہ ازیں اس ضابطے پر عمل درآمد کا سی ای او سے دستخط شدہ اقرارنامہ اس رپورٹ کے ساتھ الگ سے لف ہے۔

**بورڈ آف ڈائریکٹرز کا ڈھانچہ، اس کی کمیٹیاں اور اجلاس:** اس برس جناب وائل جی فرعون صاحب نے استعفیٰ دے دیا جبکہ ان کی عارضی آسامی کو جناب مفرح سعید ایچ الغامدی نے پر کیا۔

"ضابطہ برائے تجارتی انتظام و انصرام" 2012ء کے قواعد کی تکمیل کے لیے کمپنی کے بورڈ کے ہر ڈائریکٹر کا حیثیت کو چاہے وہ انتظامی ہے، غیر انتظامی یا آزاد، گوشوارہ برائے تعمیل (سیٹمنٹ آف کمپلائنس) میں پیش کر دیا گیا ہے۔

اس سال بورڈ کمپنی کے منافع اور حصص داروں کی ادائیگیوں میں اضافہ کے لیے مسلسل مصروف رہا۔ انہوں نے یہ خدمات مختلف قوانین، ضوابط اور کمپنی کے "میمورنڈم آف آرٹیکلز آف ایسوسی ایشن" کے تحت انجام دیں۔

زیر جائزہ سال میں بورڈ کے پانچ اجلاس منعقد ہوئے جس میں مالیاتی گوشوارے کا جائزہ لینے کے علاوہ، انتظامی امور کا جائزہ اور کمیٹیوں کی جانب سے بھیجے جانے والے امور کو پنپایا گیا۔

**آڈٹ کمیٹی:** آڈٹ کمیٹی تین غیر انتظامی ڈائریکٹرز پر مشتمل ہے جو متعلقہ مہارت رکھتے ہیں جس میں آزاد ڈائریکٹر اور چیئرمین بھی شامل ہیں۔ اس کمیٹی کے چار اجلاس ہوئے جو ہمیشہ بورڈ اجلاس کے انعقاد سے پہلے منعقد ہوتے ہیں۔

**انسانی وسائل اور اعزاز یہ کمیٹی:** انسانی وسائل اور اعزاز یہ (HR&R) کمیٹی بورڈ کے دو غیر انتظامی ارکان اور سی ای او پر مشتمل ہے۔ اس کمیٹی کا سال میں ایک مرتبہ اجلاس ہوا جس میں انسانی وسائل سے متعلق امور پر غور کیا گیا۔

### اجلاس میں ڈائریکٹرز کی حاضری:

نمبر شمار	نام	بورڈ آف ڈائریکٹرز اجلاس	آڈٹ کمیٹی اجلاس	ایچ آر & آر کمیٹی اجلاس
1-	ڈاکٹر غنیث آفرعون *	5/5		
2-	جناب لیٹ جی فرعون *	5/5	1/1	
3-	جناب وائل جی فرعون *	2/2		
4-	جناب مفرح سعید ایچ الغامدی *	3/3		
5-	جناب شعیب اے ملک	5/5	1/1	
6-	جناب عبدالستار	5/5	4/4	
7-	جناب بابر بشیر نواز	4/5	3/4	1/1
8-	جناب محمد رضی الدین	5/5	3/4	

\* بیرون ملک ڈائریکٹرز اجلاس میں بذات خود یا ان کی طرف سے نمائندہ ڈائریکٹر شرکت کر سکتے ہیں۔

### آڈیٹرز

موجودہ آڈیٹرز، میسرز اے ایف فرگوسن اینڈ کمپنی، چارٹرڈ اکاؤنٹینٹس، جو پرائس واٹر ہاؤس کوپرنٹس ورک کی ممبر کمپنی ہے، کی خدمات کا عرصہ مکمل ہو چکا ہے اور وہ 17-2016 کے لیے دوبارہ تعیناتی کی اہلیت رکھتے ہیں۔ بورڈ کی آڈٹ کمیٹی نے یہ سفارش کی ہے کہ انہیں اگلے مالی سال کے لیے بھی آڈیٹرز مقرر کیا جائے جس کا اختتام 30 جون 2017ء کو ہوگا۔ بورڈ نے بھی اس سفارش کو حصص داروں کے آئندہ سالانہ اجلاس عام میں منظوری کے لیے پیش کرنے کی منظوری دی ہے۔

زیر جائزہ سال میں بورڈ آف ڈائریکٹرز سی ای او کی کارکردگی سے پوری طرح مطمئن ہیں۔ مختلف نئے منصوبوں کے آغاز، بہتر منافع، مارکیٹ میں بہتر موجودگی، موجودہ کئی ٹرمینلز کی بہتری کے علاوہ کئی نئے ٹرمینلز کی تعمیر کمپنی کی بہترین کارکردگی کے چند واضح ثبوت ہیں۔

**ڈائریکٹرز کے لیے تربیتی اور تعارفی پروگرام:** کمپنی اس بات کو یقینی بناتی ہے کہ "سیکیورٹی اینڈ ایچ ایچ کمیونیشن آف پاکستان SECP" کے قواعد و ضوابط پر پوری طرح عمل کرے اور اسی سلسلے میں "ڈائریکٹرز ٹریننگ پروگرام DTP" کے تحت 30 جون 2018ء تک نصف کے قریب ڈائریکٹرز اس تربیت کے سرٹیفکیٹ حاصل کر لیں گے۔ SECP کے منظور شدہ ادارے سے دو ڈائریکٹرز سرٹیفکیٹ پہلے ہی حاصل کر چکے ہیں جبکہ چار ڈائریکٹرز کو متعلقہ قواعد کی روشنی میں چھوٹ حاصل ہے۔ کمپنی ڈائریکٹرز کو تمام حالیہ متعلقہ قوانین اور تجارتی انتظام و انصرام کے قواعد سے آگاہ رکھتی ہے۔ ڈائریکٹرز ان قواعد پر اپنی عملی مہارت اور تجربے کی بنیاد پر پوری طرح حاوی اور آگاہ ہیں اور کوڈ آف کارپوریٹ گورننس کے ساتھ ساتھ وہ جدید قواعد سے بھی استفادہ کرتے ہوئے انہیں عملی طور پر لاگو کرتے ہیں۔

**متنبہ کرنے کی پالیسی:** "متنبہ کی پالیسی" دراصل کمپنی میں ہونے والے کسی بھی دھوکا دہی کی اطلاع، اس سے نمٹنے، تفتیش کرنے اور فراڈ کرنے والے عناصر کو کمپنی سے الگ کر دینے کی پالیسی ہے۔ اس پالیسی کے تحت خود "متنبہ کرنے والے" یعنی دھوکا دہی کی اطلاع دینے والے کے تحفظ کو یقینی بنایا گیا ہے۔ کمپنی میں اس بات کو یقینی بنایا گیا ہے کہ تمام ابلاغی سرگرمیوں کو شفاف رکھا جائے اور ہر شخص کو یہ معلوم ہو کہ کسی بھی ایسے فراڈ کی اطلاع کسے دینی ہے اور یہ کہ اطلاع دینے والے کا نام ہمیشہ صیغہ راز میں رہے۔ زیر جائزہ برس میں ایسا کوئی بھی واقعہ سامنے نہیں آیا۔

**ڈائریکٹرز اور کارکنان کے لیے ضابطہ اخلاق:** "ضابطہ برائے تجارتی انتظام و انصرام" 2012 کے مطابق کمپنی کے تمام ڈائریکٹرز اور ملازمین کو ضابطہ اخلاق کی نقل فراہم کی گئی۔ اس ضابطے میں وہ تمام اصول بیان کیے گئے ہیں جن پر عمل کر کے کاروبار کی تمام سرگرمیوں کو ایمانداری اور اخلاقی معیارات کے مطابق انجام دیا جاتا ہے۔

**ضابطہ برائے تجارتی انتظام و انصرام کی تعمیل:** کمپنی پاکستان سٹاک ایکسچینج (PSX) کے تقاضوں کے مطابق ضابطہ برائے تجارتی انتظام و انصرام 2012ء کے تمام امور پر عمل پیرا ہے۔ ان میں سے بعض مخصوص امور درج ذیل ہیں:

- 1- انتظامیہ کی جانب سے تیار کردہ مالیاتی گوشوارے تمام معاملات کو واضح طور پر پیش کرتے ہیں جیسے سرگرمیوں کے نتائج، رقم کی آمد و رفت اور کاروباری سرمایہ میں ہونے والی تبدیلیاں۔
- 2- حسابداری کے درست کھاتے رکھے جاتے ہیں۔
- 3- مالیاتی گوشواروں کی تیاری کے لیے ہمیشہ مناسب اور متعلقہ اکاؤنٹنگ پالیسی اختیار کیا جاتی ہے اور حسابداری کے گوشوارے ہمیشہ انتہائی منطقی اور محتاط اندازوں پر مشتمل ہوتے ہیں۔
- 4- پاکستان میں لاگو "انٹرنیشنل فنانشل رپورٹنگ سٹینڈرڈز" کو مالیاتی گوشواروں کی تیاری کے لیے بروئے کار لایا جاتا ہے۔
- 5- اندرونی کنٹرول کا نظام مضبوط بنیادوں پر استوار ہے اور موثر طریقے سے مسلسل نگرانی کی جاتی ہے۔
- 6- کمپنی کے قائم نہ رہنے کے حوالے سے کسی بھی قسم کو کوئی خدشہ نہیں پایا جاتا۔
- 7- گذشتہ برس کے انتظامی نتائج سے واضح انحراف کا اس رپورٹ میں ذکر کیا گیا ہے۔
- 8- گذشتہ 6 برس کے مالی اور انتظامی امور سے متعلق اعداد و شمار کا خلاصہ اس رپورٹ کے ساتھ منسلک ہے۔
- 9- حکومت کو واجب الادا تمام رقوم جو 30 جون 2016ء تک ادا کرنی تھیں، ادا کی جا چکی ہیں۔
- 10- کمپنی مستقبل کے لیے انتظامی ڈھانچے میں بڑی تبدیلی یا اپنی خدمات موقوف کرنے کا کوئی منصوبہ نہیں رکھتی۔
- 11- مالیاتی کھاتوں کے تازہ ترین آڈٹ جو 30 جون 2016ء تک پر مشتمل ہے، اس کے مطابق کارکنان کی ریٹائرمنٹ فنڈ کی سرمایہ کاری کچھ یوں ہے:

53.054 ملین روپے

کارکنان کا گریجویٹ فنڈ

90.651 ملین روپے

کارکنان کا پراویڈنٹ فنڈ

تعداد میں اضافہ، دھماکہ خیز مواد کی نشاندہی کرنے والے آلات اور دستی سکینرز مہیا کرنا شامل ہیں۔ اس کے علاوہ حفاظتی عملے کی تربیت اور طریقہ کار کی بہتری کا عمل مسلسل جاری رکھا جاتا ہے۔

APL کا یہ فرض ہے کہ وہ اپنے معزز صارفین اور کارکنان کو مکمل تحفظ فراہم کرے۔ اس مقصد کے لیے ہر ممکن اقدامات کیے جاتے ہیں اور کئی کوششیں کی جا رہی ہیں۔

**انفارمیشن ٹیکنالوجی کا خطرہ:** انفارمیشن ٹیکنالوجی سے کئی اندرونی اور بیرونی خطرات کا سامنا رہتا ہے۔ ان میں اندرونی خطرات میں سسٹم کے کام نہ کرنے کے دورانیے یا تعداد میں اضافہ، کارکنان کے غیر متعلقہ حصوں تک پہنچ اور خفیہ اعداد و شمار و معلومات تک رسائی شامل ہے جبکہ بیرونی خطرات میں صنعت میں جدید تر سوفٹ ویئر اور ہارڈ ویئر کے متعارف ہونے کے ساتھ در آنے والے خطرات اور سائبر کرائم شامل ہیں۔

کمپنی نے ایک مرکزی ڈیٹا بیس قائم کیا ہے جہاں ہر آن لائن لین دین اسی وقت ظاہر اور مثبت ہو جاتا ہے۔ نصف شب کو روز کے روز سارے دن کے اعداد و شمار کی حفاظتی نقل خود بخود کمپیوٹر تیار اور محفوظ کر لیتا ہے۔ مزید تحفظ کے خیال سے مختلف وقفوں سے اور ہر ماہ یہ تمام ڈیٹا ہارڈ ڈسک اور ڈیٹا ٹیپ پر بھی محفوظ کر لیا جاتا ہے۔ علاوہ ازیں تمام اعداد و شمار اور معلومات کی اضافی حفاظت کو مد نظر رکھتے ہوئے کمپنی کی حدود سے باہر بھی ایک نقل محفوظ رکھی جاتی ہے۔

**آفات سے بحالی اور کاروبار کے تسلسل کی منصوبہ بندی:** ٹیکنالوجی کی ترقی، عالمی منڈی میں قیمتوں میں عدم استحکام، سیاسی ابتری، قابل تجدید ذرائع توانائی کا دن بدن بڑھتا ہوا شعور اور کاروباری مسابقت جوئی آنے والی کمپنیوں کے باعث پیدا ہوا، اب ہر کاروباری ادارے کو یہ حکمت عملی ترتیب دینا ضروری ہے کہ وہ ان سب کے ساتھ کس طرح کاروبار کو منافع بخش صورت میں آگے بڑھا سکتے ہیں۔ اس کمپنی نے ایک ایسا نظام وضع کیا ہے جو بنیادی ڈھانچے اور توانائی کے حصول کے لیے مختلف متبادل ذرائع پر مشتمل ہے اور کسی بھی حالت میں کاروبار کو آگے بڑھانے کی صلاحیت رکھتا ہے۔ علاوہ ازیں انتظامیہ وقتاً فوقتاً اس نظام کی صلاحیت کا جائزہ لیتی رہتی ہے۔

### تجارتی انتظام و انصرام / کارپوریٹ گورننس

کسی بھی کمپنی کے لیے اچھا تجارتی انتظام و انصرام انتہائی اہمیت کا حامل ہوتا ہے۔ بورڈ آف گورنرز اس بات کو یقینی بناتا ہے کہ کمپنی کے تمام فیصلے اور ان کے مطابق انجام دی جانے والی سرگرمیاں دنیا میں کہیں بھی انجام دیئے جانے والے بہترین طریقوں کے مطابق ہوں۔ چونکہ کمپنی اس اصول کو برسوں سے اپنا چکی ہے اس لیے اسے سرمایہ کاروں کا اعتماد حاصل ہو چکا ہے۔ کمپنی اس بات کو یقینی بناتی ہے کہ ہر معاملے میں ہر متعلقہ فریق سے ابلاغ کے دوران شفافیت کو اپنائے اور ہر قدم پر پیشہ ورانہ تجارتی کلچر کو مد نظر رکھتے ہوئے کبھی بھی اصولوں کو انحراف نہ کرے۔

**بورڈ کا سالانہ جائزہ:** بورڈ مکمل طور پر "کوڈ آف کارپوریٹ گورننس / ضابطہ برائے تجارتی انتظام و انصرام" کے مطابق کام کرتا ہے اور اس لیے اس کی ہر وقت یہ کوشش ہوتی ہے کہ بورڈ کی کمیٹیوں اور خود اپنی کارکردگی بہتر بنانے کے لیے راستے ڈھونڈے۔ اس مقصد کے لیے ضابطہ میں تجویز کردہ طریقہ کار کے مطابق سال میں ایک مرتبہ بورڈ اور اس کی تمام کمیٹیوں کی کارکردگی کا جائزہ لیا جاتا ہے۔ اس برس بھی بورڈ اور اس کی کمیٹیوں کی کارکردگی بہتر بنانے کے لیے جائزہ لیا گیا۔ بورڈ مسلسل اس کوشش میں ہے کہ اسے زیادہ سے زیادہ تجارتی انتظام و انصرام کے قریب لایا جائے۔

**چیئر مین اور چیف ایگزیکٹو آفیسر (سی ای او) کا کردار:** چیئر مین بورڈ آف ڈائریکٹرز کی قیادت کرتا ہے اور اسی بورڈ کے غیر انتظامی ڈائریکٹرز میں سے منتخب کیا جاتا ہے۔ چیئر مین کے بنیادی فرائض میں اجلاس کی سربراہی کرنا، ایجنڈا طے کرنا اور رُوداد کی توثیق کرنا اور اس بات کو یقینی بنانا شامل ہے کہ بورڈ اپنا کام درست طور پر انجام دے۔ اس کے علاوہ اگر مفادات کا تصادم سامنے آئے تو انھیں دور کرنا اور بورڈ آف ڈائریکٹرز کی افادیت اور کارکردگی میں اضافہ کرنا بھی ان کے فرائض میں شامل ہے۔

سی ای او کمپنی کا منتظم اعلیٰ ہوتا ہے اور کمپنی کے تمام امور کی انجام دہی کا ذمہ دار ہوتا ہے۔ سی ای او کمپنی کی کارکردگی کی رپورٹ بورڈ آف ڈائریکٹرز کو پیش کرتا ہے اور حصص مالکان کے سرمایہ میں اضافے کے لیے اپنی تجاویز اور حکمت عملی کی سفارشات مرتب کرتا ہے۔

**سی ای او کی کارکردگی کا جائزہ:** بورڈ سی ای او کی کارکردگی کا جائزہ مالیاتی اور غیر مالیاتی معیارات کے مطابق لیتا ہے۔ بورڈ اس بات کا بھی تعین کرتا ہے کہ سی ای او کے تحت کمپنی کے بلا تعطل آگے بڑھنے کے امکانات کیا رہے ہیں۔

**جغرافیائی سیاسی اور سیکورٹی کے مسائل:** گلوبل ویلج / عالمی گاؤں کی اصطلاح آج پہلے کے مقابلے میں زیادہ بامعنی اور حقیقی ثابت ہوئی ہے۔ ابلاغ عامہ کے شعبے میں ٹیکنالوجی کی ترقی سے دنیا کے تمام انسان پہلے سے کہیں زیادہ ایک دوسرے سے منسلک ہو چکے ہیں جبکہ ریاستوں کی حدود اسی طرح طے شدہ ہیں۔ اس لیے طاقت کی تبدیلی، تحفظ اور توازن جیسے موضوعات اب براہ راست تجارت، ترک وطن اور روزگار جیسے معاملات پر اثر انداز ہو رہے ہیں۔

حالیہ عالمی واقعات نے عالمی منڈی میں تیل کی طلب و رسد اور اس کی قیمتوں کے تعین کو متاثر کیا ہے۔ زیادہ رسد اور اضافی ذخیرہ نے تاجروں کو یہ اعتماد بخشتا ہے کہ تیل کی عدم دستیابی میں بھی ان کے پاس وافر ذخیرہ موجود ہو۔

اس کمپنی کو اپنی مقابل کمپنیوں پر ریفرنڈمز کے تعاون اور دیگر "اوائیم سی" کیساتھ میزبانی کے انتظامات باعث واضح برتری حاصل ہے جو باقاعدہ معاہدوں کا نتیجہ ہے۔ علاوہ ازیں زیر جائزہ سال میں درآمدات میں اضافے کے باعث قائم ہونے والے تجارتی تعلقات کو مصنوعات کی یقینی فراہمی کے لیے دوسرا اہم ذریعہ قرار دیا جاسکتا ہے جس کی بنیاد پر کمپنی اور اس کے معزز صارفین کو تمام ملک میں مصنوعات کی بلا قطل فراہمی یقینی ہوئی ہے۔

**شدید مقابلہ / مسابقت:** اس صنعت میں غالباً اس وقت سب سے بڑا چیلنج اس شعبے میں نئے قدم رکھنے والوں کی بڑی تعداد ہے جس نے مقابلہ کی شدت میں اضافہ کر دیا ہے۔ عالمی سطح پر سیاسی و جغرافیائی حالات کی تبدیلی اور بڑے پیداواری کرداروں میں مقابلے سے رسد میں اضافہ ہوا ہے جبکہ طلب بہت کم رہی ہے۔ اس کے نتیجے میں خام تیل کی قیمت 10 برس کی سب سے کم ترین سطح پر نظر آتی ہے۔ منڈی کے اس چیلنج کے ساتھ ساتھ بعض مواقع بھی سامنے آئے ہیں۔ وقت کا تقاضا یہ ہے کہ گہری تحقیق اور تجزیوں کو کام میں لاکر تجربہ کار اور ماہر انتظامیہ خطرات کا درست ادراک اور ان سے نمٹنے کی راہ ڈھونڈے اور اس کے علاوہ موجودہ صورت حال میں نئی کاروباری سمتیں تلاش کرے۔ قیمتوں کی کمی سے قوت خرید میں اضافہ ہوتا ہے۔ اس لیے اس بڑھنے والی طلب کو مدنظر رکھ کر پالیسی بنانے کی ضرورت ہے۔ یہی وجہ ہے کہ کمپنی نے اس صورت حال میں تیل کی درآمدات پر توجہ مرکوز رکھی اور اس سے MOGAS سیکٹر میں سب سے زیادہ حصہ حاصل کیا اور اپنے درآمدی اداروں کے ساتھ کاروباری تعلقات کو مستحکم بنایا ہے۔

ان حالات میں کمپنی کی حکمت عملی یہ ہے کہ صرف ان امور میں دلچسپی لی جائے جنہیں ہم اپنے مد مقابل کمپنیوں سے زیادہ بہتر طریقے سے انجام دے سکتے ہیں۔ زیر جائزہ سال میں انتظامیہ کی پالیسی یہی رہی کہ ان شعبوں میں جہاں کمپنی پہلے ہی اپنا لوہا منوا چکی ہے، وہاں مزید مواقع تلاش کیے جائیں اور اس کے ساتھ ساتھ تیزی سے بدلتے حالات پر کڑی نظر رکھی جائے تاکہ ہر تبدیلی کے مطابق کسی بھی ممکنہ نقصان سے نہایت مستعدی سے بچا جاسکے۔

**انسانی وسائل:** کمپنی کا سب سے قیمتی اثاثہ اس کے ملازمین پر مشتمل وہ ٹیم ہے جو اس کمپنی کو کاروباری حلقے میں آگے بڑھنے اور اپنا آپ کو نموانے کے لیے ہمہ وقت سرگرم عمل ہوتی ہے۔ APL اپنے انسانی وسائل کو بہتر بنانے کے لیے کوشاں ہے تاکہ ایک ایسا صحت مند، خوشگوار اور کارکن دوست ماحول میسر رہے جس میں ان کے باہمی تعلقات، صلاحیتوں اور مہارتوں کو آگے بڑھایا جاسکے۔

کارکنوں کی ٹیم کے بہتر انتظام کا نتیجہ بہتر کاروبار کی صورت میں سامنے آتا ہے جس سے کمپنی کے منافع اور صلاحیت میں اضافہ ہوتا ہے۔ کارکنوں کو مستقل پر جوش اور پرامید رکھنا لازم ہوتا ہے۔ کارکنوں کے بہترین کارکردگی کے حصول کے لیے کمپنی انہیں قیادت، مل جل کر کام کرنے اور خود احتسابی کے اصولوں پر آمادہ کرتی ہے جن کو کام میں لاکر وہ کمپنی کی مجموعی کامیابی میں اپنا حصہ ڈالتے ہیں۔

**صحت، سلامتی، ماحول اور سیکورٹی:** APL کی طویل المدت کامیابی کا انحصار اس بات پر ہے کہ مصنوعات کا معیار بڑھانے کے ساتھ ساتھ افراد اور ماحول کی بھی حفاظت کی جائے۔ اس بات پر خاص طور پر زور دیا جاتا ہے کہ انسانی صحت، دوران کار حفاظتی اقدامات، ماحولیاتی تحفظ اور مصنوعات کے معیار پر کسی صورت میں سمجھوتہ نہ کیا جائے۔ یہی وہ اصول ہیں جو بیک وقت صارفین، کارکنان اور ہمارے کاروباری رفقاء، حصص مالکان اور پورے معاشرے کے بہترین مفاد میں ہیں۔ کمپنی کی "صحت، سلامتی، ماحول" (HSE) پالیسی اس بات کی واضح طور پر عکاس ہے کہ کاروباری امور کسی صورت میں ایسے قوانین کے خلاف نہ ہوں جو صحت، سلامتی اور ماحول سے متعلق ہیں۔

اس حوالے سے APL نے دہشت گردی کی کارروائیوں کے پیش نظر پیش بینی کا طریقہ اختیار کر رکھا ہے۔ اپنے صارفین اور کارکنان کا اعتماد قائم رکھنے اور اسے بڑھانے کے لیے حفاظتی اقدامات کے حوالے سے سنجیدہ اقدامات کیے گئے ہیں۔ ان اقدامات میں تمام جگہوں کے داخلی راستوں پر حفاظتی دروازوں کی تنصیب، حفاظتی عملے اور حفاظتی چوکیوں کی

**دیگر کاروباری سرگرمیاں:** APL نے کارکردگی میں اضافے اور فراہمی مصنوعات کے نظام کو بہتر بنانے کے لیے اپنی مصنوعات لے جانے والی گاڑیوں کو سیٹلائٹ ٹریکنگ نظام سے منسلک کر دیا ہے۔ جدید تر دستیاب ٹیکنالوجی کو استعمال میں لاکر اپنی کارکردگی کو بہتر بنانا، ہمیشہ سے اس کمپنی کا طرہ امتیاز رہا ہے اور کمپنی اس صنعت میں ان جدید رجحانات کو متعارف کرانے کے لئے ہمیشہ پہل کرتی ہے۔

کمپنی نے اپنی دو سب سے بڑے ریٹیل آؤٹلیٹس (Retail Outlets) پر نہایت کامیابی کے ساتھ بجلی پیدا کرنے کے لیے سٹیشن توانائی کا استعمال متعارف کرایا ہے اور جلد ہی یہ نظام تمام ریٹیل آؤٹلیٹس (Retail Outlets) تک پھیلا دیا جائے گا۔ اس سے نہ صرف بجلی کی کمی کے شکار ملک میں مسلسل فراہمی ممکن ہوگی بلکہ اس کے ساتھ ساتھ کاربن کے اخراج میں کمی کے باعث ماحول کو زیادہ بہتر طور پر محفوظ رکھا جاسکے گا۔

صارفین کیلئے تمام سہولیات ایک چھت تلے جمع کرنے کی پالیسی کو مد نظر رکھتے ہوئے اب تک ایک سو کے قریب ریٹیل آؤٹلیٹس (Retail Outlets) پر ”ATM“ مشینیں نصب کی جا چکی ہیں۔ اس سے نہ صرف صارفین کو بہتر سہولت میسر آئی ہے بلکہ کمپنی کے منافع میں بھی اضافہ ہوا۔

**بنیادی ڈھانچے کی ترقی:** کسی بھی کمپنی کے لیے بنیادی ڈھانچے کی ترقی اور استحکام سے مراد مسابقتی فائدہ کی صلاحیت ہے۔ اس اصول کو سامنے رکھتے ہوئے کمپنی کی ہمیشہ یہ کوشش ہوتی ہے کہ ایک ہی وقت میں مختلف منصوبوں میں استحکام اور ترقی کی جانب گامزن رہے۔

ایک اور OMC کی شراکت میں کمپنی اسلام آباد انٹرپورٹ پر ”نیول فارم“ اور ”انٹوپلین“ کے مشترکہ منصوبے پر سرگرم عمل ہے۔ کمپنی کاروبار کی اس نئی سمت میں تیزی سے رواں دواں ہے۔ اس موقع پر مذکورہ منصوبے کی جلد تکمیل کے لیے وسائل کو ترجیحی بنیادوں پر فراہم کیا جا رہا ہے۔

محمود کوٹ اور شکار پور ٹریڈنگ کی تعمیر کے لیے بھی ابتدائی کارروائی کا آغاز کر دیا گیا ہے۔ اس کے ساتھ ساتھ کمپنی نے تاروچہ، ساہیوال اور دولت پور میں بھی ٹرمینلز کی تعمیر کے لیے زمین حاصل کر لی ہے۔ کمپنی کو یقین ہے کہ ان منصوبوں سے کمپنی کی کارکردگی کے ساتھ ساتھ اس کی مصنوعات کی فروخت میں بھی خاطر خواہ اضافہ ہوگا۔

**مصنوعات کے معیار کو یقینی بنانا:** اپنے ویژن کے مطابق APL ہمہ وقت مصروف کار رہی ہے تاکہ وہ اپنے صارفین کو سب سے بہتر معیار کی مصنوعات فراہم کرے۔ APL کی کوالٹی انشورنس ٹیم اس بات کو یقینی بناتی ہے کہ ٹرمینلز پر وصولی سے ترسیل تک پورے مصنوعات کا معیار قائم رہے۔ اس بات کو یقینی بنانے کے لیے سہولیات اور محرک لیبارٹریوں میں جدید تر آلات کی تنصیب کی گئی ہے جو اپنے صارفین کی ہر درخواست پر ہر جگہ اور ہر وقت معیار جانچنے کا قابل اعتبار ذریعہ ہیں۔

زیر جائزہ سال میں ان کوالٹی انشورنس لیبارٹریوں نے ملک بھر میں کئی جگہ معائنے کیے۔ ملک بھر سے تیل لے جانے والی گاڑیوں، ذخیرہ کرنے والے ٹینکوں اور ریٹیل آؤٹلیٹس (Retail Outlets) پر دستیاب تیل اور اس کی مصنوعات کے نمونے جمع کیے گئے اور کمپنی کی لیبارٹری میں ان کے معیار کی تسلی بخش طریقہ سے جانچ کی گئی۔

اسی سمت میں آگے بڑھتے ہوئے اب کمپنی ایسے آلات خرید رہی ہے جس سے لیبارٹری میں مصنوعات کے گاڑھے پن کی سائنسی بنیادوں پر جانچ پڑتال کی جاسکے۔ اس سے مصنوعات کے معیار کو یقینی بنانے کے لیے ایک اور سہولت میسر آجائے گی۔

### خطرات کا انتظام و انصرام:

APL کو مصنوعات کی طلب اور قیمتوں کے عدم استحکام دونوں حوالوں سے اقتصادی غیر یقینی صورتحال کا سامنا رہے گا۔ توانائی کے لیے ماحول دوست ذرائع پر عالمی اصرار، ٹیکنالوجی کی ہمہ وقت ترقی، اضافی پیداوار اور کم زور طلب؛ یہ سب ایسے پہلو ہیں جن کو سامنے رکھ کر ہی ایسی پالیسی ترتیب دی جا رہی ہے جو مستقبل میں اس کمپنی کو ایک منافع بخش ادارہ بنا سکے۔ تاہم طویل المدت عرصے کو سامنے رکھیں تو آبادی میں اضافہ، اقتصادی ترقی اور توانائی کی طلب میں مجموعی طور پر اضافے کا امکان پایا جاتا ہے۔

**تیل کی قیمتوں میں عالمی عدم استحکام اور ضوابط کار کے مسائل:** زیر جائزہ سال میں عالمی سطح میں کئی وجوہات اور واقعات کے باعث غیر یقینی صورتحال کا سامنا رہا جس سے قیمتیں غیر مستحکم رہیں۔ قیمتوں میں کمی اور اس کے باعث ادائیگیوں میں ہونے والی کمی سے کمپنی کو پہلی تین سہ ماہیوں میں آمدن میں کمی کا سامنا رہا۔ تاہم کمپنی اس امر میں کامیاب رہی کہ وہ اپنے ذخائر کو ضائع ہونے سے بچائے اور اسے عالمی کساد بازاری سے محفوظ رکھے تاکہ وہ دیگر صنعتوں سے بہتر کارکردگی دکھاسکے۔ کمپنی اپنی اس حکمت عملی پر عمل پیرا ہے کہ وہ اپنی کچھ مصنوعات پر سختی سے ضوابط لاگو کرے اور بعض کو ان ضوابط سے باہر رکھے اور امتیازی حکمت عملی کو کام میں لائے۔ علاوہ ازیں کمپنی منافع میں اضافے کے لیے بھی کاروبار کی نئی جہتوں پر گامزن ہے۔

## مارکیٹ اور صنعتی جائزہ

**عالمی سطح:** زیر جائزہ سال میں تیل اور گیس کی صنعت مسلسل غیر مستحکم صورتحال سے گزری جس کی بنیادی وجوہات میں ٹیکنالوجی میں ہونے والی واضح تبدیلی اور تیل کی قیمتوں میں عدم استحکام شامل تھا۔ اس کی سب سے بڑی وجہ عالمی سطح پر تیل کی رسد میں ہونے والا اضافہ اور طلب میں کمی تھی۔ طلب کی کمی کا باعث بڑی معیشتوں کی ترقی کی رفتار میں کمی، بعض ممالک سے پابندی کا ہٹایا جانا اور "OPEC" کا پیداوار کی مقدار میں کمی سے انکار رہا ہے۔ یہ شعبہ اس وقت ایسی تبدیلیوں سے گزر رہا ہے جس کی مثال پہلے نہیں ملتی اور یہ واضح نظر آتا ہے کہ یہ تبدیلیاں اس شعبے کو مکمل طور پر بدل کر رکھ دیں گی۔ ایسی ہمہ گیر تبدیلیوں سے نمٹنے کے لیے تیل اور گیس کے شعبہ کو اسٹریٹجک فیصلہ سازی اور منفرد کاروباری حکمت عملیوں کو اپنانے کی ضرورت ہے۔

**مقامی سطح:** گزشتہ برسوں میں ملک میں توانائی کے طلب میں اضافہ ہوا ہے۔ ملک میں پیدا ہونے والا تیل اور گیس ملکی ضروریات پوری کرنے کے لیے ناکافی ہے۔ علاوہ ازیں مناسب بنیادی ڈھانچے کی تعمیر کے بغیر مستقبل قریب میں ان ضروریات کا ملکی وسائل سے پورا ہونا ممکن نظر نہیں آتا۔ ناکافی قدرتی ذرائع اور کم پیداوار کے باعث یوں محسوس ہوتا ہے کہ قوم ایک طویل عرصے تک تیل اور گیس کی کمی کا شکار رہے گی اور اس کا انحصار درآمدات پر رہے گا۔

گذشتہ سال کے مقابلے میں سال 2015-16 میں ملک میں تیل کی مصنوعات کی طلب میں پانچ فیصد اضافہ دیکھا گیا۔ اس میں سب سے واضح اضافہ "پرنیمیر موٹر گیسولین" (پی ایم جی) میں دیکھا گیا جس کی بنیادی وجہ "کمپریسڈ نیچرل گیس" (سی این جی) کی عدم دستیابی اور تیل کی قیمتوں میں ہونے والی کمی کی وجہ سے قوت خرید میں اضافہ تھا۔ اسی طرح "ہائی اسپیڈ ڈیزل" (ایچ ایس ڈی) کی طلب میں بھی اضافہ ہوا جس کی وجہ حکومت کی جانب سے ترقیاتی منصوبوں کا اجراء اور قیمتوں میں کمی تھی۔ یوں ملکی ضروریات پوری کرنے کے لیے درآمدات پر انحصار میں اضافہ ہوا۔ موجودہ بڑی شاہراہوں کی مرمت اور ملک بھر میں موٹروے کی تعمیر سے تارکول کی طلب میں بھی اضافہ ہوا۔ ملک میں پٹرول مصنوعات کی قیمتوں میں عالمی رجحان کے مطابق کمی دیکھی گئی۔

علاوہ ازیں "لکوئفڈ نیچرل گیس" (ایل این جی) کی درآمد اور تقسیم نے توانائی کے بحران کو کسی حد تک کم کیا۔ تاہم ملک کو اپنی ترقی کے منصوبوں کو یقینی بنانے کے لیے اپنے بنیادی ڈھانچے کو مستحکم بنانے پر توجہ دینے کی ضرورت ہے، اور اس کے لیے اس شعبہ میں سرمایہ کاری کرنے والوں کو راغب کرنے کے لیے حکومتی پالیسیوں میں تسلسل کی اشد ضرورت ہے۔

## فروخت اور مارکیٹنگ سرگرمیوں کا جائزہ

کمپنی کی انتظامیہ کے مطابق پائیدار ترقی کے اس عمل میں ملک بھر میں معیاری پٹرولیم مصنوعات تک رسائی بڑھائی جائے گی، طویل المدت سماجی اور اقتصادی ترقی کو مد نظر رکھا جائے گا اور مستقبل کی نسلوں کے لیے ماحول کو خطرات سے محفوظ رکھا جائے گا۔

کمپنی انتظامیہ کی جانب سے ہمیشہ پیہم کوشش رہی ہے کہ غیر یقینی صورت حال اور مشکلات کے باوجود بہترین ممکن نتائج حاصل کیے جائیں۔ آج کمپنی کی موجودہ مارکیٹ میں اہمیت و افادیت واضح طور پر محسوس کی جا رہی ہے۔ APL کا "پی ایم جی" کی فروخت میں حصہ 28 فیصد ہے۔ یہ اضافہ پوری صنعت سے زیادہ ہے جو 22 فیصد رہا۔ اپنی مہارتوں پر توجہ دینے، کاروباروں کو سنبھالنے اور بروقت وصولیوں پر زور دینے سے انتظامیہ نے اس انتہائی غیر مستحکم حالات میں بھی کمپنی کے لئے بہترین منافع حاصل کیا۔ انتظامیہ پائیدار ترقی کے اصولوں پر عمل کرتے ہوئے ایسی پالیسیوں پر عمل پیرا ہے جو براہ راست معاشرے، اقتصادیات اور ماحول کو بہتر بنانے میں اپنا کردار ادا کریں۔ علاوہ ازیں درآمدات کے متبادل ذرائع اور ذخیرہ کے لیے حاصل کردہ سہولیات سے اس امر کو یقینی بنایا گیا ہے کہ کراچی ریجن میں "پی ایم جی" کی فراہمی مزید بہتر ہو۔ کمپنی نے کراچی میں قریباً 10,000 میٹرک ٹن گنجائش کے ذخیرہ کرنے کی جگہ تیار کر لی ہے تاکہ مزید درآمدات کو سنبھالا جاسکے جس سے پورے ملک میں پھیلے ہمارے معزز صارفین کی ضروریات کو پورا کیا جاسکے گا۔

اس کے علاوہ، اب انتظامیہ ٹیل آؤٹلیٹس (Retail Outlets) پر موجود پرانے آلات کو نئے آلات اور جدید ساز و سامان سے آراستہ کر رہی ہے۔ اس سے یقیناً کمپنی کا تاثر بطور ایک برانڈ مزید بہتر ہوگا۔ انتظامیہ کی جانب سے کمپنی کو آگے بڑھانے کی حکمت عملیوں میں سے اس تجویز پر بھی کام ہو رہا ہے کہ پاکستان کے بڑے شہروں میں کمپنی کے مراکز فروخت قائم کئے جائیں، قومی شاہراہوں پر مراکز فروخت ہوں اور اسکے لئے ملکی و عالمی شہرت کے حامل اداروں کے ساتھ مل کر شراکت داری کی جائے۔

محتاج پیش بینی اور اپنی تجارتی مہارت کے نتیجے میں APL اس سال بھی مسلح افواج کی ضروریات کو بڑی حد تک پورا کرنے والا ادارہ رہا ہے۔ یہ APL کا ساتواں برس ہے کہ اسے مسلح افواج کی طرف سے تیل کی فراہمی کے لیے ترجیحی ادارے کی حیثیت حاصل ہے۔ کمپنی کی مستحکم اسٹریٹجک پالیسی کا ہی نتیجہ ہے کہ یہ مسلح افواج کے کئی منصوبوں میں اپنی منفرد خدمات فراہم کر رہی ہے۔

**منافع (ڈیوڈنڈ):** بورڈ نے اس امر کی سفارش کی ہے کہ 30 جون 2016ء کو اختتام پذیر ہونے والے مالی سال کے لیے حتمی نقد منافع بشرح 250 فیصد (یعنی 25 روپے فی 10 روپے والے حصہ پر) دیا جائے۔ یہ منافع اس رقم کے علاوہ ہوگا جو عبوری نقد منافع کے طور پر بشرح 150 فیصد (یعنی 15 روپے فی 10 روپے والے حصہ پر) پہلے ہی مشتہر کیے گئے اور حصص مالکان کو ادا کیے جا چکے ہیں۔ یوں زیر جائزہ سال کے لیے کل منافع 400 فیصد بن جاتا ہے۔

**ملکی خزانے اور اقتصادیات میں اضافہ:** کمپنی نے اس سال ٹیکس اور دیگر سرکاری کٹوتیوں کی مد میں 50,200 ملین روپے سرکاری خزانے میں جمع کرائے۔ ایک ذمہ دار ادارے کی حیثیت سے کمپنی نہ صرف ملک کے دُور دراز علاقوں میں اپنی معیاری پٹرولیم مصنوعات پہنچا رہی ہے بلکہ ریٹیل آؤٹلیٹس (Retail Outlets) اور ڈیلرز کی مدد سے اس نظام کو مزید وسعت دینے کا عمل بھی جاری رکھے ہوئے ہے جس سے نہ صرف مختلف علاقوں میں روزگار کے مواقع بڑھ رہے ہیں بلکہ مقامی آبادی کے معیار زندگی میں بہتری بھی آرہی ہے۔

**انصرام سرمایہ، مالیاتی انتظامات اور سرمائے کی فراہمی کی حکمت عملی:** زیر جائزہ سال میں کل سرمائے میں 4,296 ملین روپے کا اضافہ ہوا ہے۔ نقد رقم اور اس کے مبادل کا غالب حصہ خریداروں کے سودے سے آنے والی رقم اور مختلف طویل المدت اور قلیل المدت سرمایہ کاری سے حاصل ہونے والی رقم سے حاصل کیا گیا ہے۔ نقد رقم اور اس کے مبادل اس سال کے اختتام پر 9,162 ملین روپے رہے۔ مالی تخمینوں اور دیگر طریقوں کو کام میں لا کر اور اسے مسلسل استعمال کر کے سرمایہ کی ہمہ وقت دستیابی کو یقینی بنایا گیا اور زیادہ سے زیادہ منافع کو یقینی بنانے کے لیے اضافی رقم کی مختلف جگہ سرمایہ کاری کی جاتی رہی۔ اگرچہ کمپنی کے پاس یہ وسائل موجود ہیں کہ وہ اپنے تمام کاروباری مراحل کے لیے قرض حاصل کر سکے اور یہ اپنے مستقبل کے تمام منصوبوں اور وعدوں کو پورا کرنے کی صلاحیت سے مالا مال ہے، تاہم اس وقت تمام درکار رقم کمپنی اپنے اندرونی وسائل سے خود فراہم کر رہی ہے۔

**مالیاتی مشکلات پر قابو پانے کی حکمت عملی:** کمپنی کو مستقبل میں کسی بھی مالیاتی مشکل کا سامنا ہونے کا امکان نہیں۔ اس کے باوجود کئی مالیاتی اداروں سے ہنگامی صورت میں کمپنی کی جملہ سرگرمیاں جاری رکھنے کے لیے متبادل انتظامات پہلے ہی کیے جا چکے ہیں۔

**سرمائے کا ڈھانچہ:** اس کمپنی کا کل سرمایہ حصص کے مالیاتی نظام پر مشتمل ہے۔ زیر جائزہ سال میں اس ڈھانچے میں کوئی تبدیلی نہیں ہوئی اور انتظامیہ مطمئن ہے کہ سرمائے کا یہ ڈھانچہ کمپنی کو مستقبل میں بھی کامیابی سے آگے بڑھانے کے لیے بالکل مناسب ہے۔

**گذشتہ سال کے مقابلے میں مالیاتی حالت اور سرمائے میں ہونے والی اہم تبدیلیاں:** 30 جون 2016ء تک کل اثاثوں کی مالیت گذشتہ برس سے 614 ملین روپے کے اضافے کے ساتھ 30,525 ملین روپے ہو چکی ہے جبکہ کل واجبات 144 ملین روپے کی کمی سے 16,208 ملین روپے رہ گئے ہیں۔ نئے ٹریڈنگ اور ریٹیل آؤٹلیٹس (Retail Outlets) کی تعمیر اور زمین کی خریداری کے باعث کمپنی کے غیر مبدلہ اثاثوں میں 735 ملین روپے کا اضافہ ہوا جس سے یہ اثاثے 3,788 ملین روپے سے بڑھ کر 4,523 ملین روپے ہو گئے ہیں۔ کمپنی کے مبدلہ اثاثوں میں 43 ملین روپے کا اضافہ ہوا ہے جو اس سال کے آخر تک 10,420 ملین روپے ہو چکے تھے۔ تجارتی قرضے اور تجارتی ادائیگیوں میں تیل کی قیمتوں میں ہونے والی کمی کے باعث واضح کمی دیکھنے میں آئی۔

زیر جائزہ سال میں کاروباری سرگرمیوں سے ملنے والی رقم 3,700 ملین روپے تھی جس میں ادائیگیوں کے اضافے کے باعث گذشتہ برس (15-2014) 4,735 ملین روپے کے مقابلے میں 22% کمی ہوئی۔ سرمایہ کاری کی سرگرمیوں سے حاصل ہونے والی رقم 3,660 ملین روپے تھی۔ رواں سال ادا کیا جانے والے منافع کا حصہ 3,065 ملین روپے ہے (15-2014: 3,521 ملین روپے)۔

## ڈائریکٹرز رپورٹ

بورڈ آف ڈائریکٹرز کے لیے یہ امر باعث مسرت ہے کہ وہ کمپنی کی کارکردگی اور ترقی سے متعلق سالانہ رپورٹ اور 30 جون 2016ء کو ختم ہونے والے مالی سال کے آڈٹ شدہ مالیاتی گوشوارے پیش کر رہے ہیں۔

## کاروبار کی نوعیت

انک پٹرولیم لمیٹڈ (APL) نے اپنے کاروبار کا آغاز 1998ء میں آئل مارکیٹنگ کمپنی (OMC) کی حیثیت سے کیا۔ یہ کمپنی پاکستان کے ایک آئل گروپ کا حصہ ہے۔ یہ پٹرولیم کی متنوع مصنوعات سے متعلق ملکی و غیر ملکی خریداروں کو خدمات فراہم کرتی ہے۔ APL ریٹیل آؤٹلیٹس (Retail Outlets)، مصنوعات، مسلح افواج، بجلی گھروں، سرکاری اور نیم سرکاری اداروں، ترقیاتی شعبوں اور زرعی خریداروں کو تیل فراہم کرتی ہے۔ اس کے علاوہ گاڑیوں اور مختلف صنعتوں کے لیے کئی اقسام کے لبریکینٹس (Lubricants) بھی پیش کیے جاتے ہیں۔

پاکستان میں تیل کی صنعت حکومت پاکستان کے تشکیل کردہ قواعد و ضوابط کے تحت کام کرتی ہے جس کا نفاذ وزارت تیل و قدرتی وسائل اور آئل اینڈ گیس ریگولیٹری اتھارٹی (OGRA) کے ذریعے کیا جاتا ہے۔ پٹرولیم کی بعض مصنوعات کی قیمتیں OGRA متعین کرتی ہے جبکہ باقی مصنوعات کی قیمتیں کمپنی اپنے طریقہ کار کے مطابق طے کرتی ہے۔

## مالیاتی کارکردگی

زیر جائزہ سال میں کمپنی کی خالص آمدنی 109,234 ملین روپے رہی ہے جو گذشتہ سال (2014-15: 171,730 ملین روپے) کے مقابلے میں 36% کم ہے۔ اس کمی کی وجہ عالمی سطح پر تیل کی قیمتوں میں گراوٹ کا رجحان ہے جس نے پاکستان کو بھی اپنی لپیٹ میں لیا ہوا ہے۔ کمپنی کو ٹیکس کی ادائیگی کے بعد 3,829 ملین روپے کا نفع حاصل ہوا جو گذشتہ سال (2014-15: 3,286 ملین روپے) کے مقابلے میں 17% زیادہ ہے۔ تیل کی عالمی منڈی کے اس کٹھن دور کے باوجود منافع میں یہ اضافہ انتظامیہ کے مستعد رویے اور مخلصانہ کوششوں کا نتیجہ ہے جو بہترین فیصلہ سازی کے ساتھ ساتھ مصنوعات کی بلا تعطل فراہمی اور وسائل کے موثر استعمال سے ممکن بنایا گیا۔ کل منافع کو اگر فی حصص میں تقسیم کیا جائے تو کمپنی کا منافع 46.16 روپے فی حصص رہا (2014-15: 39.62 روپے فی حصص)۔

30 جون 2016ء کو اختتام پذیر ہونے والے مالی سال کے لیے مالیاتی نتائج اور منافع کی تقسیم کا خلاصہ کچھ یوں ہے:

سرگرمی	روپے (ملین)
قبل از ٹیکس منافع	5,634
منفی: ٹیکس کے لیے طے کردہ رقم	(1,805)
<b>بعد از ٹیکس منافع</b>	<b>3,829</b>
جمع: 30 جون 2015ء تک غیر منقسمہ منافع	12,728
منفی: منسلکہ کمپنیوں کی جانب سے خصوصی محفوظات میں منتقلی	(124)
منفی: دوران سال دیگر نقصانات	(2)
قابل تقسیم منافع	16,431
<b>دوران سال تقسیم:</b>	
حتمی نقد حصص (ڈیوڈنڈ) برائے سال 2014-15 بشرح 220 فیصد (یعنی 22 روپے فی 10 روپے والے حصص پر)	1,825
عبوری نقد حصص (ڈیوڈنڈ) برائے سال 2015-16 بشرح 150 فیصد (یعنی 15 روپے فی 10 روپے والے حصص پر)	1,244
	3,069
<b>کل میزان 30 جون 2016ء</b>	<b>13,362</b>
ضمنی اثرات:	
حتمی نقد حصص (ڈیوڈنڈ) برائے سال 2015-16 بشرح 250 فیصد (یعنی 25 روپے فی 10 روپے والے حصص پر)	2,074
	<b>11,288</b>

# Form of Proxy

## 21<sup>st</sup> Annual General Meeting

### ATTOCK PETROLEUM LIMITED

I/We/M/s \_\_\_\_\_ of \_\_\_\_\_ being member(s) of **Attock Petroleum Limited** and holding \_\_\_\_\_ ordinary shares as per Share Register Folio No. \_\_\_\_\_ CDC Participant I.D. No. \_\_\_\_\_ CNIC No. / Passport No. \_\_\_\_\_ hereby appoint \_\_\_\_\_ of \_\_\_\_\_ or failing him/her \_\_\_\_\_ of \_\_\_\_\_ as my/our proxy to vote and act for me/our behalf at the 21<sup>st</sup> Annual General Meeting of the Company to be held on Thursday, September 29, 2016, at 11:30 a.m. at Attock House, Morgah, Rawalpindi and at any adjournment thereof.



\_\_\_\_\_  
Signature of Shareholder  
(The signature should agree with the specimen registered with the Company)

Dated this \_\_\_\_\_ day of \_\_\_\_\_ 2016      Signature of Proxy \_\_\_\_\_

**Witnesses:**

1. Signature: _____	2. Signature: _____
Name: _____	Name: _____
Address: _____	Address: _____
_____	_____
CNIC/Passport No. _____	CNIC/Passport No. _____

**Important:**

1. This Proxy Form, duly completed and signed, must be received at the Registered Office of the Company at Attock House, Morgah, Rawalpindi not less than 48 hours before the time of holding the meeting.
2. For CDC Account Holders / Corporate Entities  
In addition to the above the following requirements have to be met.
  - I. Attested copies of CNIC or the passport of the shareholders and the proxy shall be provided with the proxy form.
  - II. The proxy shall produce his/her original CNIC or original passport at the time of the meeting.
  - III. In case of a corporate entity, the Board of Directors' resolution / power of attorney with specimen signature shall be submitted along with proxy form to the Company.

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The Secretary,  
Attock Petroleum Limited  
Attock House, Morgah  
Rawalpindi, Pakistan.

مختار نامہ (پراکسی فارم)  
ایسواں سالانہ اجلاس عام  
انٹک پٹرولیم لمیٹڈ

میں/ہم..... سکنہ..... بحیثیت ممبر (رکن) انٹک پٹرولیم لمیٹڈ  
اور حال..... عام حصص، برطابق شیئر رجسٹرڈ فولیو نمبر/سی ڈی سی پارٹیشنڈ آئی ڈی نمبر.....  
مسما/مسما..... کمپیوٹرائزڈ قومی شناختی کارڈ نمبر یا پاسپورٹ نمبر..... کو یا ان کی غیر حاضری  
کی صورت میں مسما/مسما..... سکنہ.....  
کو میرے/ہمارے ایما پر بروز جمعرات 29 ستمبر 2016ء کو انٹک ہاؤس، مورگاہ، راولپنڈی میں منعقد ہونے والے کمپنی کے ایسواں سالانہ اجلاس عام میں حق رائے دہی استعمال کرنے یا کسی بھی التواء  
کی صورت میں اپنا/ہمارا بطور مختار نامہ (پراکسی) مقرر کرتا/کرتی ہوں/کرتے ہیں۔

پانچ روپے مالیت کے ریونیوٹکٹ

دستخط حصص کنندہ

(دستخط کا کاپی میں رجسٹرڈ نمونے کے ہو بہو ہونا ضروری ہے)

آج بروز..... تاریخ..... 2016ء کو دستخط کئے گئے۔ دستخط مختار نامہ:.....  
گواہان:  
1- دستخط:..... 2- دستخط:.....  
نام:..... نام:.....  
پتہ:..... پتہ:.....  
کمپیوٹرائزڈ قومی شناختی کارڈ نمبر:..... کمپیوٹرائزڈ قومی شناختی کارڈ نمبر:.....  
پاسپورٹ نمبر:..... پاسپورٹ نمبر:.....

ضروری ہدایات:

- 1- مختار نامہ (پراکسی فارم) اجلاس کے مقررہ وقت سے کم از کم 48 گھنٹے قبل مکمل کوائف اور دستخط کے ساتھ کمپنی کے رجسٹرڈ آفس انٹک ہاؤس، مورگاہ، راولپنڈی میں جمع کرانا ضروری ہے۔
- 2- سی ڈی سی اکاؤنٹ ہولڈر/کارپوریٹ ادارہ ہونے کی صورت میں:  
مذکورہ بالا ہدایات کے علاوہ درج ذیل ضروری شرائط بھی پوری کرنا لازمی ہیں۔
- 1- مختار نامہ (پراکسی فارم) کے ہمراہ کمپیوٹرائزڈ قومی شناختی کارڈ یا پاسپورٹ کی مصدقہ نقل بھی منسلک کرنی ہوں گی۔
- 2- مختار (پراکسی) کو اجلاس کے وقت اپنا اصل کمپیوٹرائزڈ قومی شناختی کارڈ یا اصل پاسپورٹ پیش کرنا ہوگا۔
- 3- کارپوریٹ ادارہ ہونے کی صورت میں بحیثیت ممبر (رکن)، بورڈ آف ڈائریکٹرز کی منظور شدہ قرارداد/پاور آف اٹارنی بمعہ نمونہ دستخط ہمراہ مختار نامہ (پراکسی فارم) کمپنی کو جمع کرانا ہوئے۔

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The Secretary,  
Attock Petroleum Limited  
Attock House, Morgah  
Rawalpindi, Pakistan.



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**Attock**

## **Attock Petroleum Limited**

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[www.apl.com.pk](http://www.apl.com.pk)