## **CORPORATE PROFILE**

## **Board of Directors**

Mr. Salim Abbas Jilani Mr. Azim Iqbal Siddiqui Mr. Ahmed Bakhsh Lehri Mr. Aurangzeb Ali Naqvi Mr. Ayaz Dawood Mr. Azhar Maud Mr. Fazal-ur-Rehman Dittu Mr. Mirza Mahmood Ahmad Mr. Mohammad Arif Hameed Mr. Nessar Ahmed Mr. Saeed Ullah Shah Mr. Shahid Aziz Siddiqui Mr Wazir Ali Khoja Mr Zubair Habib

## Board of Directors' Committees

## Audit Committee

Mr. Nessar Ahmed Mr. Aurangzeb Ali Naqvi Mr. Ayaz Dawood Mr. Azhar Maud Mr. Fazal-ur-Rehman Dittu Mr. Muhammad Arif Hameed

## Finance Committee

Mr. Shahid Aziz Siddiqui Mr. Azim Iqbal Siddiqui Mr. Mirza Mahmood Ahmad Mr. Saeed Ullah Shah Mr Wazir Ali Khoja Mr. Zubair Habib

#### Human Resource Committee

Mr. Salim Abbas Jilani Mr. Azim Iqbal Siddiqui Mr. Ahmed Bakhsh Lehri Mr. Ayaz Dawood Mr. Mirza Mahmood Ahmad Mr. Shahid Aziz Siddiqui

## **Company Secretary**

Mr. Yusuf J. Ansari

## **Chief Financial Officer**

Mr. S. Shahid H. Jafri

Chairman Managing Director

Chairman

Member

Member

Member

Member

Member

Chairman

Member

Member

Member

Member

Chairman

Member

Member

Member

Member

Managing Director

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Managing Director

#### Auditors

M/s. M. Yousuf Adil Saleem & Co. Chartered Accountants

## Legal Advisors

M/s. Haidermota & Co. Barrister-at-Law & Corporate Counsels

#### **Registered** Office

SSGC House ST - 4/B, Block 14, Sir Shah Muhammad Suleman Road, Gulshan-e-Iqbal, Karachi - 75300 Ph: 92-21-99021000 Fax: 92-21-99231702

Website http://www.ssgc.com.pk

E-mail info@ssgc.com.pk

## **REVIEW OF THE DIRECTORS**

On behalf of the Board of Directors of Sui Southern Gas Company Limited, we are pleased to present the un-audited results for the first quarter ended 30 September 2011.

### **OPERATIONS REVIEW**

#### GAS SUPPLY

The Company continues to face shortage of natural gas mainly due to decreased supplies from producers and increased gas demand. Despite increase in the number of gas producing fields from 16 to 17 compared to corresponding period last year, the supply of gas decreased by 4% to 98.8 BCF. The Company however endeavored maintaining sustained supplies to the customer base. The average well head purchase price increased by 12% and stood at Rs. 297.76 per MMBTU.

#### **CUSTOMER BASE**

During the period under review, Company's customer base increased to 2.384 million; the Company provided 30,678 domestic connections in the first three months of the current financial year.

#### GAS SALES

Due to continued supply constraints, year to date, gas sales decreased by 5% to 88.3 BCF as compared to 92.6 BCF in the corresponding period last year. The average sales price per MMBTU increased by 8% to Rs. 367.44 versus Rs. 341.51 due to increase in consumer prices by OGRA, thus Gas Sales revenue (net of GST) increased only 3%.

#### GAS DISTRIBUTION SYSTEM

The Gas Distribution System was extended by 470 km while another 42 km of distribution lines were laid under the rehabilitation projects to curtail leakages.

#### **METER MANUFACTURING & SALES**

The meter manufacturing plant produced 167,607 meters versus 168,250 meters in the corresponding period last year, i.e. a decrease of 643 meters or nearly 0.4%. The sale to SNGPL declined by 9% to 97,200 meters as compared to 107,100 meters in the corresponding period last year. The increase in cost of production by 14% resulted in decrease in profit to Rs. 17 million as compared to profit of Rs. 46 million for the corresponding period.

#### FINANCIAL & RISK MANAGEMENT REVIEW

#### DETERMINATION OF REVENUE REQUIREMENTS

The financial statements for the three months ended 30 September 2011 have been prepared based on the interim relief provided by Honorable High Court of Sindh as explained in more detail in note 1.3 to the financial statements, which is consistent with that of financial statements for the year ended 30 June 2011.

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#### FINANCIAL PERFORMANCE

In the three months period, the Company has posted after tax profit of Rs. 796 million as compared to profit of Rs. 1,113 million for corresponding period in 2010. The basic earnings per share (EPS) decreased to Rs. 0.95 vs. Rs. 1.66, mainly due to excess UFG.

	First Quarter Ended 30 September	
	2011	2010
Operating results (Rs. millions)	725	542
Non-operating income (Rs. millions)	2,301	2,239
Profit after tax (Rs. millions)	796	1,114
Earnings per share (Rupees) – Basic	0.95	1.66
Earnings per share (Rupees) – Diluted	0.90	1.33

#### CONTROL OF UNACCOUNTED FOR GAS (UFG)

Despite efforts to control UFG it reached to the level of 10.22% as against a limit of 7% allowed by OGRA. Thus the Company suffered a reduction in revenue of Rs. 900 million in its tariff return (2011: 584 million) in the three months period on account of "excess Unaccounted for Gas (UFG)". The Company plans to maintain its focus on UFG projects and is planning to initiate major capital expenditure project with primary objectives of UFG reduction.

#### TRADE RECEIVABLES FROM KESC

KESC is the single largest customer and debtor of the Company with over-due amount of Rs. 32.7 billion. Management has been proactively taking up the matter at all forums for an early resolution of this massive problem. Management is treating this outstanding amount from KESC as part of the inter-corporate circular debt. In addition, the management has pro-actively taken up the issue with Federal and Provincial Governments for resolution of the KESC dues and inter-corporate circular debt. KESC is liable to pay interest amount on the overdue amounts; therefore such interest has been recognized in the books of the Company.

#### **REVIEW OF CAPITAL DEVELOPMENT PROJECTS**

The capital expenditure during the current three months period was Rs. 1,398 million as compared to Rs. 2,784 million for the previous corresponding period. Addition to operating fixed assets was Rs. 224 million versus Rs. 929 million in the corresponding period last year.

#### POST BALANCE SHEET EVENT

SSGC LPG (Private) Limited (SLL), a fully owned subsidiary of the Company, has acquired property plant & equipment of Progas (Private) Limited. For this purpose the Company provided Rs. 2.3 billion to SLL as a short term loan untill finalization of the SLL's capital structure.

#### **FUTURE PLANS & PROSPECTS**

The Company is actively engaged with project developers for setting up LNG infrastructure in Pakistan for the purpose of importing natural gas, through a third party access regime on fast track bases. Implementation of LNG Project will usher a new era of sustainability while providing numerous advantages including fast track solutions to energy crises and a secured supply of natural gas.

The Directors place on record their appreciation of the valued customers and suppliers for the business, recognition is also due to the Ministry of Petroleum and Natural Resources, Regulatory and Tax Authorities for their cooperation and support and Company's Executives and Staff for their devotion and hard work.

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Salim Abbas Jilani Chairman

Karachi 27 October 2011

Azim Iqbal Siddiqui Managing Director

## UNCONSOLIDATED CONDENSED INTERIM BALANCE SHEET (UN-AUDITED)

As at 30 September 2011

As at 50 Sept		30 September 2011 (un-audited)	2011 (audited)
No	Note	(Rupees i	in thousand)
Non-current assets Property, plant and equipment Intangible assets Long-term investments Net investment in finance lease Long-term loans and advances Long-term deposits Total non-current assets	6 7	$\begin{array}{r} 60,249,439\\14,358\\77,996\\892,046\\125,395\\\underline{3,250}\\61,362,484\end{array}$	$59,644,339 \\15,973 \\82,239 \\921,744 \\118,380 \\\underline{3,250} \\60,785,925$
Current assets Stores, spares and loose tools Stock-in-trade Current portion of net investment in finance lease Customers' installation work-in-progress Trade debts Loans and advances Trade deposits and short term prepayments Interest accrued Other receivables Taxation - net Cash and bank balances Total current assets	8 9	$\begin{array}{r} 2,215,919\\ 613,618\\ 118,795\\ 174,408\\ 55,192,991\\ 228,162\\ 243,738\\ 3,232,865\\ 21,136,791\\ 2,242,545\\ 2,106,232\\ 87,506,064\\ \end{array}$	$\begin{array}{r} 2,262,564\\702,720\\118,795\\174,620\\49,182,342\\110,837\\209,841\\3,473,679\\19,750,254\\2,306,105\\1,084,857\\79,376,614\end{array}$
Current liabilities Current portion of long term financing Trade and other payables Interest and mark-up accrued Total current liabilities Net current assets Total assets less current liabilities	10	$\begin{array}{r} 3,757,717\\70,199,455\\11,894,903\\\hline 85,852,075\\\hline 1,653,989\\\hline 63,016,473\\\hline \end{array}$	$\begin{array}{r} 4,272,259\\ 62,215,241\\ 10,822,821\\ \hline 77,310,321\\ \hline 2,066,293\\ \hline 62,852,218\\ \end{array}$
			02,002,210
Equity and non-current liabilities Share capital and reserves Authorised share capital Issued, subscribed and paid-up capital Reserves Surplus on re-measurement of available for sale securities Unappropriated profit Total equity Surplus on reveluation of fixed assests Non-current liabilities Long term financing Long term deposits Deferred tax Employee benefits		$ \begin{array}{r} 10,000,000 \\  8,389,679 \\  3,107,401 \\  64,367 \\  7,005,196 \\  18,566,643 \\  10,251,946 \\ \end{array} $ $ \begin{array}{r} 13,653,071 \\  4,244,279 \\  7,651,284 \\  1,922,497 \\  1,922,497 \\ \end{array} $	$\begin{array}{r} 10,000,000\\ 8,389,679\\ 3,107,401\\ 68,610\\ 6,209,403\\ 17,775,093\\ 10,251,946\\ \hline 14,471,126\\ 4,062,376\\ 7,651,284\\ 1,825,246\\ \end{array}$
Deferred credit Long term advances Total non-current liabilities Total shareholders' equity and non-current liabilities	11	$\begin{array}{r} 1,922,497\\ 5,406,613\\ \underline{1,320,140}\\ 34,197,884\\ \hline 63,016,473\end{array}$	$\begin{array}{r} 1,825,246\\ 5,518,634\\ \underline{1,296,513}\\ 34,825,179\\ \hline 62,852,218\\ \end{array}$
Contingencies and commitments	12		

The annexed notes form an integral part of these unconsolidated interim financial statements.

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Salim Abbas Jilani Chairman

Azim Iqbal Siddiqui Managing Director

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# UNCONSOLIDATED CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UN-AUDITED)

For the quarter ended 30 September 2011

		2011	2010
	Note	(Rupees	in thousand)
Sales		34,820,450	34,034,170
Sales tax		(4,292,194)	(4,407,376)
		30,528,256	29,626,794
Gas development surcharge		385,189	(1,103,122)
Net sales		30,913,445	28,523,672
Cost of sales	13	(30,177,776)	(28,341,031)
Gross profit		735,669	182,641
Administrative and selling expenses		(673,132)	(617,835)
Other operating expenses	14	(98,900)	(109,374)
		(772,032)	(727,209)
		(36,363)	(544,568)
Other operating income	15	762,158	1,086,795
Operating profit before finance cost		725,795	542,227
Other non-operating income	16	2,301,056	2,238,517
Finance cost	17	(1,802,554)	(1,067,250)
Profit before taxation		1,224,297	1,713,494
Taxation	18	(428,504)	(599,723)
Profit after taxation		795,793	1,113,771
			(Rupees)
Basic earnings per share		0.95	1.66
Diluted earnings per share		0.90	1.33
Dutted carmings her snare		0.30	

The annexed notes form an integral part of these unconsolidated interim financial statements.

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Salim Abbas Jilani Chairman

Azim Iqbal Siddiqui Managing Director

# UNCONSOLIDATED CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED)

For the quarter ended 30 September 2011

	2011	2010
	(Rupee	s in thousand)
Net profit for the period	795,793	1,113,771
Other comprehensive income		
Unrealised (loss) on re-measurement		
of available for sale securities	(4,243)	(1,011)
Total comprehensive income for the period	791,550	1,112,760

The annexed notes form an integral part of these unconsolidated interim financial statements.

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Salim Abbas Jilani Chairman

Azim Iqbal Siddiqui Managing Director

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## UNCONSOLIDATED CONDENSED INTERIM CASH FLOW STATEMENT (UN-AUDITED)

For the quarter ended 30 September 2011

		2011	2010
	Note	(Rupee	es in thousand)
CASH FLOW FROM OPERATING ACTIVITIES :			
Profit before taxation		1,224,297	1,713,494
Adjustments for non-cash items	10	1 000 000	000.015
Cash generated from operations	19	1,336,320	689,315
Service charges received from new customers Security deposits received - net		1,569 181,903	66,086 131,544
Long term advances received from GoP		48,347	131,344
Long term loans and advances to staff - net		(7,015)	(4,971)
Changes in working capital	20	598,980	167,332
Income tax paid - net	20	(364,944)	(96,534)
Financial charges paid		(768,630)	(686,852)
Net cash flows from operating activities		2,250,827	1,991,131
CASH FLOW FROM INVESTING ACTIVITIES			
Fixed capital expenditure		(1,398,376)	(2,784,467)
Proceeds from sale of fixed assets		1,578	4,636
Lease rental from net investment in finance lease		37,888	37,963
Profit / interest received on term deposits		1,508,180	742,015
Net cash flows from investing activities		149,270	(1,999,853)
CASH FLOW FROM FINANCING ACTIVITIES			
Proceeds from local currency loans		5,359	20,860
Repayments of local currency loans		(1,339,518)	(4,635,014)
Dividend paid		(44,563)	(24)
Net cash flows from financing activities		(1,378,722)	(4,614,178)
Natingwages / (degrages) in each and each equivalents		1 091 975	(1 622 000)
Net increase / (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of the period		1,021,375 1,084,857	(4,622,900) (3,099,782)
Cash and cash equivalents at beginning of the period Cash and cash equivalents at end of the period	21	$\frac{1,084,857}{2,106,232}$	$\frac{(3,099,782)}{(7,722,682)}$
Cash and Cash equivalents at the of the period	~ 1	2,100,232	(1,122,002)

The annexed notes form an integral part of these unconsolidated interim financial statements.

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Salim Abbas Jilani Chairman

Azim Iqbal Siddiqui Managing Director

## UNCONSOLIDATED CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED)

	Issued, subscribed and paid-up capital	Capital reserves	Revenue reserves	Surplus/(loss) on re-measurement of available for sale securities	Unappro- priated profit	Total
			(Rupees in	thousand)		
Balance as at 01 July 2010	6,711,743	234,868	2,872,533	83,489	4,169,712	14,072,345
Changes in equity						
Total comprehensive income for the period	-	-	-	(1,011)	1,113,771	1,112,760
Balance as at 30 September 2010	6,711,743	234,868	2,872,533	82,478	5,283,483	15,185,105
Balance as at 01 July 2011	8,389,679	234,868	2,872,533	68,610	6,209,403	17,775,093
Changes in equity						
Total comprehensive income for the period			-	(4,243)	795,793	791,550
Balance as at 30 September 2011	8,389,679	234,868				

For the quarter ended 30 September 2011

The annexed notes form an integral part of these unconsolidated interim financial statements.

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Salim Abbas Jilani Chairman

Azim Iqbal Siddiqui Managing Director

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## NOTES TO THE UNCONSOLIDATED CONDENSED INTERIM FINANCIAL INFORMATION (UN-AUDITED)

For the quarter ended 30 September 2011

#### 1 Status and nature of business

1.1 Sui Southern Gas Company Limited ("the Company") is a public limited company incorporated in Pakistan and is listed on the Karachi, Lahore and Islamabad Stock Exchanges. The main activity of the Company is transmission and distribution of natural gas in Sindh and Balochistan. The Company is also engaged in certain activities related to the gas business including the manufacturing and sale of gas meters and construction contracts for laying of pipelines.

#### 1.2 Regulatory framework

Under the provisions of license given by Oil and Gas Regulatory Authority (OGRA), the Company is provided a minimum annual return before taxation of 17% per annum of the net average operating fixed assets (net of deferred credit) for the year, excluding financial and other non operating charges and non operating income. The determination of annual required return is reviewed by OGRA under the terms of the license for transmission, distribution and sale of natural gas, targets and parameters set by OGRA. Income earned in excess / short of the above guaranteed return is payable to / recoverable from the Government of Pakistan (GoP) and is adjusted from / to the gas development surcharge balance payable to / receivable from the GoP.

#### 1.3 Determination of revenue requirements

The Oil and Gas Regulatory Authority (OGRA) in its decision dated December 02, 2010 treated Royalty Income from Jamshoro Joint Venture Limited, Late Payment Surcharge, Profit from Meter Manufacturing, and Sale of Gas Condensate as operating income which were previously allowed as non-operating income by OGRA in its decision dated September 24, 2010. OGRA also in its recent decision reduced benchmark of allowable Unaccounted for Gas (UFG) from 7% to 4.25% - 5%. The Company filed an appeal in the honorable High Court of Sindh (the Court) against the above decision of OGRA. The Court has provided interim relief and allowed the Company to follow the decision of OGRA dated September 24, 2010 till OGRA provides UFG impact assessment study to the Court. Thereafter, OGRA in its latest decision dated September 21, 2011 also allowed the above non-operating income and UFG subject to the final verdict of the aforesaid lawsuit and accordingly, the unconsolidated financial information has been prepared based on the interim relief provided by the Court. Management is confident that the final decision of the court would be in favour of the Company.

#### 2 Basis of preparation

The unconsolidated condensed interim financial information has been prepared in accordance with the requirements of International Accounting Standard 34, "Interim Financial Reporting" as applicable in Pakistan and the requirements of the Companies Ordinance, 1984 and directives issued by the Securities and Exchange Commission of Pakistan (SECP). This unconsolidated condensed interim financial information does not include all of the information required for the full annual financial statements and should be read in conjunction with the unconsolidated financial statement of the Company for the year ended 30 June 2011.

These unconsolidated condensed interim financial information is un-audited and are being submitted to shareholders in accordance with section 245 of the Companies Ordinance, 1984.

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The comparative balance sheet presented in the interim condensed financial information has been extracted from the audited financial statements of the Company for the year ended 30 June 2011, whereas the comparative condensed profit and loss account, condensed interim statement of comprehensive income, condensed interim cash flow statements and condensed interim statement of changes in equity are stated from the unaudited condensed interim financial information for the quarter ended 30 September 2010.

#### 3 Accounting policies

The significant accounting policies and methods of computation applied for the preparation of this unconsolidated condensed interim financial information are the same as those applied in preparation of the annual unconsolidated audited financial statements of the Company for the year ended 30 June 2011.

#### 4 Accounting estimates and judgments

The preparation of financial statements requires management to make judgments, estimates and assumption that effect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates. The significant judgments made by management in applying the company's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the financial statements for the year ended 30 June 2011.

#### 5 Financial risk management

The Company's financial risk management objectives and policies are consistent with those disclosed in the financial statements as at and for the year ended 30 June 2011.

	30 September	30 June
	2011	2011
	(un-audited)	(audited)
	(Rupees in th	iousand)
Operating assets	53,347,889	53,980,664
Capital work-in-progress	6,901,550	5,663,675
	60,249,439	59,644,339

#### 6 Property, plant and equipment

Additions to and disposals of fixed assets Details of additions to and disposals of property, plant and equipment during the quarter ended 30 September 2011 are as follows:

Note	Cost of additions (Rupees in	Written down value of disposals / (transfers) thousand)
Operating assets - owned Gas transmission and distribution system Buildings Plant, machinery and other equipment Motor vehicles	122,735 29,044 49,770 22,876	1,578
Capital work-in-progress Gas transmission and distribution system Cost of building under construction Plant, machinery and other equipment Others	$\begin{array}{r} 224,425\\ 1,364,570\\ 25,085\\ 49,770\\ 22,876\\ 1,462,301\end{array}$	$ \begin{array}{r}     1,578 \\     (122,735) \\     (29,044) \\     (49,770) \\     (22,876) \\     (224,425) \\ \end{array} $
	30 September 2011 (un-audited)	30 June 2011 (audited)
7 Long-term investments Investments in related parties Other investments	41,804 36,192	in thousand) <u>46,738</u> <u>35,501</u> <u>82,220</u>
<ul> <li>8 Trade debts Considered good - secured Considered good - un-secured</li> <li>Considered doubtful</li> <li>Provision against impaired debts</li> </ul>	$\begin{array}{r} \hline 77,996 \\ \hline 10,442,876 \\ \hline 44,750,115 \\ \hline 55,192,991 \\ \hline 2,804,844 \\ \hline 57,997,835 \\ \hline (2,804,844) \\ \hline 55,192,991 \\ \end{array}$	$\begin{array}{r} \hline 82,239 \\ \hline 10,457,189 \\ \hline 38,725,153 \\ \hline 49,182,342 \\ \hline 2,797,394 \\ \hline 51,979,736 \\ \hline (2,797,394) \\ \hline 49,182,342 \\ \end{array}$
9 Other rceivables - considered good         Gas development surcharge receivable from GoP         Receivable from Sui Northern Gas Pipelines Limited         Receivable from Jamshoro Joint Venture Limited         Sales tax receivable         Receivable from staff pension fund - non executives         Workers' profit participation fund         Balance receivable for sale of gas condensate         Pipeline rentals receivable         Claims receivable         Miscellaneous         9.2         Provision against impaired receivables	10,155,1294,961,9701,881,5933,950,31882,7337,57224,2782,021	$\begin{array}{r} \begin{array}{r} 9,703,340\\ 4,103,105\\ 1,888,135\\ 3,840,241\\ 82,733\\ 8,137\\ 19,222\\ 22,178\\ 901\\ 83,747\\ \hline 19,751,739\\ (1,485)\\ 19,750,254\\ \end{array}$

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- 9.1 This includes pipeline rentals receivable Rs. 170.972 million (30 June 2011: Rs. 65.987 million) and Rs. 4,789.921 million (30 June 2011: Rs. 4,038.616 million) receivable under the uniform cost of gas agreement with Sui Northern Gas Pipelines Limited.
- 9.2 This includes Rs. 56.423 million (30 June 2011: Rs.75.230 million) recoverable from GoP under deferred tariff adjustment.

		30 September 2011 (un-audited)	30 June 2011 (audited) in thousand)
		(Rupees)	in mousanu)
10	Trade and other payables		
	Creditors for:		
	- gas	64,811,273	56,717,262
	- supplies	624,908	216,412
	Amount received from customers / GOP for laying of mains etc	2,182,346	2,173,502
	Accrued liabilities	1,575,553	2,303,474
	Provision for compensated absences - non executives	103,239	103,239
	Deposits / retention money	228,306	239,618
	Foreign bills payable	-	106,687
	Advance for sharing right of way	18,088	18,088
	Unclaimed dividend	47,968	92,531
	Unclaimed TFC redemption profit	1,800	1,800
	Workers' profit participation fund	56,345	-
	Withholding tax payable	69,466	73,089
	Inter State Gas Systems (Private) Limited (ISGSL)	7,574	4,939
	Others	472,589	164,600
		70,199,455	62,215,241
11	Deferred credit		
	Government contributions / grants		
	Balance at 1 July	3,255,458	2,511,308
	(Adjustment) additions during the period	(24,719)	711,629
		3,230,739	3,222,937
	Transferred to profit and loss account	(35,842)	32,521
		3,194,897	3,255,458
	Contribution from customers		
	Balance at 1 July	2,263,176	2,478,078
	Refund during the period	-	(3,454)
		2,263,176	2,474,624
	Transferred to profit and loss account	(51,460)	(211,448)
		2,211,716	2,263,176
		5,406,613	5,518,634

## 12 Contingencies and commitments

12.1 There has been no significant change in contingencies since the preceding annual published financial statements except for the matter stated as under;

		30 September 2011 (un-audited)	30 June 2011 (audited)
	Note	(Rupees	in thousand)
<ul><li>12.2 Claims against the Company not acknowledged as debt</li><li>12.3 Aggregate commitments for capital and other expenditure</li><li>12.4 Guarantees issued on behalf of the Company</li><li>12.5 Demand finance facilities to the Company's employees</li></ul>	12.6	139,082 3,730,363 1,788,223 6,616	$\begin{array}{r} 318,467\\ \hline 1,172,103\\ \hline 1,788,023\\ \hline 6,503\end{array}$

12.6 The management is confident that ultimately these claims (note 12.2) would not be payable.

		Quarter ended 30 September 2011 2010 (un-audited) (Rupees in thousand)	
		(Kupe	es in mousand)
13	Cost of sales		
	Cost of gas	27,952,841	26,243,344
	Transmission and distribution costs	2,224,935	2,097,687
		30,177,776	28,341,031
14	Other operating expenses		
11	Auditors' remuneration	837	313
	Workers' profit participation fund	64,482	90,902
	Sports expenses	3,360	3,815
	Corporate social responsibility	15,923	14,282
	Provision for slow moving / obsolete stores	13,434	-
	Others	864	62
		98,900	109,374
15	Other operating income	·	
	- Income from other than financial assets		
	Meter rentals	156,458	150,318
	Recognition of income against deferred credit	87,301	53,271
	Income from new service connection under IFRIC-18	60,319	66,086
	Gas shrinkage - JJVL	375,782	756,843
	Gas transportation	7,265	11,608
	Income from LPG air mix distribution operations	19,786	5,378
	Gain / (loss) on sale of fixed assets	-	(867)
	Recoveries from customers	11,454	8,374
	Liquidity damages recovered	3,060	1,280
	Advertising income	1,662	1,508
	Realised gain on foreign transactions	24,895	24,895
	Miscellaneous	11,569	4,662
		759,551	1,083,356
	- Income from investment in debts, loans,		
	advances and recoveries from related party		
	Contingent rental income - SNGPL	2,607	3,439
	0	762,158	1,086,795

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16 Other non-operating income	2011 (u	nded 30 September 2010 In-audited) es in thousand)
<ul> <li>Income from financial assets</li> <li>Late payment surcharge</li> <li>Income from net investment in finance lease</li> <li>Interest / profit on bank deposits</li> <li>Interest on staff loans</li> <li>Interest income from KESC</li> <li>Interest income from WAPDA (JPCL)</li> <li>Interest income from JJVL</li> <li>Royalty income</li> <li>Sale of gas condensate</li> <li>Meter manufacturing profit - net</li> <li>Dividend income</li> <li>Income from investment in debts, loans, advances and recoveries from related parties</li> </ul>	$\begin{array}{r} 436,545\\ 13,985\\ 49,490\\ 75\\ 1,132,127\\ 32,325\\ 42,433\\ 10,916\\ 525,234\\ 7,335\\ 16,940\\ 703\\ 2,268,108\\ \end{array}$	$\begin{array}{r} 325,676\\ 13,795\\ 17,403\\ 277\\ 748,924\\ 260,513\\ 72,028\\ 7,634\\ 602,674\\ 108,783\\ 46,207\\ \underline{\qquad 119}\\ 2,204,033\\ \end{array}$
Dividend Income Income from net investment in finance lease - SNGPL Income from net investment in finance lease - OGDCL 17 Finance cost	2,09030,0997592,301,056	33,567 917 2,238,517
Mark-up on : Local currency financing Short term financing Consumers' deposits Delayed payment of gas bills Others Finance cost charged to projects	587,142 1 36,445 1,216,253 871 1,840,712 (38,158) 1,802,554	$\begin{array}{r} 499,333\\71,507\\28,863\\507,867\\\underline{14,379}\\1,121,949\\(54,699)\\\underline{1,067,250}\end{array}$
18 Taxation Current Deferred	428,504	599,723 

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19	Cash generated from operations	Quarter ended 30 September 2011 2010 (un-audited) (Rupees in thousand)	
	Depreciation Amortization of intangibles Finance cost Amortization of transaction cost Provision against doubtful debts Provision for employee benefits Recognition of income against deferred credit Profit / interest on term deposits Income from net investment in finance lease (Profit) / loss on disposal of fixed assets Net cash generated from operations	885,716 1,615 1,802,554 1,562 7,451 97,251 (147,620) (1,267,366) (44,843)	$772,501 \\ 3,378 \\ 1,067,250 \\ 1,226 \\ 47,631 \\ 70,877 \\ (119,357) \\ (1,106,779) \\ (48,279) \\ 867 \\ \hline \\ 689,315 \\ \hline \\$
20	Changes in working capital		
	Stores and spares Stock-in-trade Customers' installation work-in-progress Trade debts Loans and advances Trade deposits and short term prepayments Other receivables - net Trade and other payables - net	36,748 89,102 212 (6,018,100) (117,325) (33,897) (1,386,537) 8,028,777 598,980	$(55,276) \\ (15,240) \\ (446) \\ (3,339,273) \\ (133,026) \\ 38,940 \\ (470,719) \\ \underline{4,142,372} \\ 167,332 \\ \hline \end{tabular}$
21	Cash and cash equivalents		
	Cash and bank balances Short term borrowings	2,106,232	$ \begin{array}{r} 1,068,178 \\ (8,790,860) \\ \hline (7,722,682) \end{array} $
22	Transactions with related parties		

The related parties comprise of subsidiary companies, associated companies, Joint venture companies, state controlled entities, staff retirement benefits plans and the Company's directors and key management personnel (including their associates). Purchase and sale of gas from / to related parties are determined at rates fixed and notified by Ministry of Petroleum & Natural Resources and Oil and Gas Regulatory Authority and the prices and other conditions are not influenced by the Company (comparable uncontrolled price method).

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The details of transactions with related parties not disclosed elsewhere in these financial statements are as follows:

are as follows:	2011 (un-	led 30 September 2010 -audited) in thousand)
Sui Northern Gas Pipelines Limited - Pipeline rental income - Sale of gas meters - Gas purchases - Uniform cost of gas - Dividend Income	$     \begin{array}{r}       104,984 \\       333,137 \\       138,035 \\       6,735,998 \\       2,090 \\     \end{array} $	102,121 292,580 102,430 5,291,213
Oil and Gas Development Company Limited - Pipeline rental income - Gas purchases	<u>14,528</u> 6,170,443	<u> </u>
Mari Gas Company Limited* - Gas purchases	-	2,153
State Life Insurance Corporation Limited - Rent of premises	162	216
Liaquat National Hospital - Medical services - Gas sales	<u>14,547</u> 18,695	<u>    12,206</u> <u>    16,345</u>
Inter State Gas Systems (Private) Limited - Reimbursement of expenses on the basis of joint venture agreement	11,101	8,488
Petroleum Institute of Pakistan - Subscription	434	441
Siemens Pakistan Engineering Limited* - Supplies and maintenance - Gas sales	-	$\frac{73}{1,417}$
U.G Foods Company (Pvt.) Limited - Gas sales	3,273	2,673
Artistic Denim Mills Limited* - Gas sales	-	58,193
Minto & Mirza - Profit on investments		3,400
Quality Aviation Pvt. Limited - Travelling services	5,488	4,219
Packages Limited - Gas sales	2,075	1,972
Askari Bank Limited - Profit on investment	13,425	
Pak Suzuki Motor Company Limited - Motor Vehicle Purchases - Gas Sales	<u>28,520</u> 8,640	
Pakistan State Oil Company Limited - Purchase of fuel and lubricant	2,632	
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Fauji Fertilizer Company Limited	Note	Quarter ended 30 September 2011 (un-audited) (Rupees in thousand)	
- Gas Sales		5,445	
International Industries Limited - Line Pipe Purchases - Gas Sales		225,573 206,721	
Staff retirement benefit plans - Contribution to provident fund - Contribution to pension fund - Contribution to gratuity fund	22.1	44,644 39,264 47,125	<u> </u>
Remuneration of key management personnel * no longer related party	22.2	30,513	15,117

- 22.1 Contribution to the defined contribution and benefit plans are in accordance with the terms of the entitlement of employees and actuarial advice.
- 22.2 Remuneration to the key management personnel are as per the terms of employment.
- 22.3 Several companies in which SSGCL Directors are also interested as Directors are customers for the gas sold by the Company. This sale is made at prices notified by the GOP for all the industrial and commercial establishments.
- 22.4 Banking relationship maintained with the related parties (common directorship) at normal commercial terms.
- 22.5 Gas purchases figures reported above and sale of gas meters to SNGPL are exclusive of GST.
- 22.6 As per agreement for equalization of cost of gas between SSGCL and SNGPL, monthly adjustment is effected to equalize the input cost of gas of both the companies.

#### 22.7 Amount (due to) / receivable from related parties

The details of amount (due to) / receivable from related parties not disclosed elsewhere in these financial statements are as follows:

	30 September 2011 (un-audited) (Rupees	30 June 2011 (audited) in thousand)
Sui Northern Gas Pipelines Limited - Sale of gas meters	364,973	25,662_
Oil and Gas Development Company Limited - Gas purchases	(28,722,189)	(26,583,482)
Liaquat National Hospital - Gas sales	6,456	6,279
U.G.Food Company (Pvt.) Limited - Gas sales	1,129	827
Packages Limited - Gas sales	711	623

## 23 General

- 23.1 These unconsolidated interim financial statements were authorized for issue on 27 October 2011 by the Board of Directors of the Company.
- 23.2 Previous period's figures have been rearranged wherever necessary, for the purpose of comparison.
- 23.3 Figures have been rounded off to the nearest thousand rupees unless otherwise stated.

Spilan.

Salim Abbas Jilani Chairman

Azim Iqbal Siddiqui Managing Director

Karachi 27 October 2011

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