



## ATTOCK PETROLEUM LIMITED DIRECTORS' REVIEW

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The Board of Directors is pleased to present the un-audited accounts for the first quarter ended September 30, 2006. The Board is pleased to report that your Company has continued to prosper in the period under review, which led to increase in the profitability and market share of the Company.

### **FINANCIAL RESULTS:**

Significant increase in the sales volume together with higher international oil prices resulted in profit after tax of Rs. 412 Million for the three months ended September 30, 2006 as compared to Rs. 259 Million during the corresponding period last year. The profitability translate into earnings per share of Rs. 10.31 (Three months to September 30, 2005: Rs. 6.48)

### **REVIEW OF OPERATIONS:**

During the period, the Company managed to sell around 377,574 Metric Tons of petroleum products as compared to 271,111 Metric Tons for the same period last year. The Company's export of JP-8, HSD and PMG contributed more than Rs. 1.65 billion of the sales revenue. In addition to the above, the Company also won different tenders for supply of Furnace oil generating the revenues of more than Rs 2.8 billion.

At Machike, the designing of the storage terminal has been successfully completed and the Company is in the process of procuring necessary licenses from different Government departments. The Company has also expedited the process of securing necessary licences for the construction of Bulk Oil Terminal at Port Qasim.

Strategies are being developed to enhance the efficiency of retail network based on proactive approach. The Company's total number of Commissioned retail outlets reached 149 as at September 30, 2006. In addition to this 58 retail outlets are under construction and 97 are at different stages of obtaining necessary licenses and approvals.

## **FUTURE OUTLOOK:**

The Management is actively pursuing to strengthen its position by expanding its business horizons to new geographical areas and considerably increasing its market share in tough and competitive down-stream petroleum sector.

The Company has successfully proven its worth with enormous growth of different business segments and has set new standards and challenges for the existing as well as upcoming new industry members. We thank our customers, staff, strategic partners and investors for their continued support, interest and confidence towards achievement of the Company goals.

**On Behalf of the Board**

**Islamabad  
October 09, 2006**

**Sd/-**  
**SHUAIB A. MALIK**  
**CHIEF EXECUTIVE**