COMPANY PROFILE

WE
BELIEVE
IN
CONTINUOUS
IMPROVEMENT















































BUSINESS QUOTES

"If People believe they share Values with a Company, They will stay Loyal to the brand".

Howard Schultz

" Great things in business are never done by one person, They are done by a team of People."

Steve Jobs

"Some One is sitting in the shade today Because, Some one planted a tree a long time ago."

- Warren Buffet



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MESSAGE FROM THE CEO

Dear Friends,

Stevedoring & Shipping, today is more than a trade. In addition to longshoremen's and sailor's know-how, it requires many levels of combined expertise from professional, mechanics, supervisors, engineers, programmers and other skilled workers. Since last 42 years, CSS Group has built a solid reputation for providing stevedoring and shipping services to a broad spectrum of customers worldwide – shippers and carriers – with one thing in common: the need to get goods to and from the market efficiently, responsibly and safely. We are committed to meet these needs and to earning the opportunity for you to choose us as your stevedore and shipping agent.



We have established a reputation of excellence for efficient handling of a diversity of different cargoes thereby contributing to the growth of Pakistan's import and export markets.

CSS Group and its subsidiaries have been providing their clients with exceptional services tailored to their specific needs. Supported by a management team with a wealth of experience, skilled workers with extensive know-how and equipment at the cutting-edge of technology, CSS adheres to the most stringent quality standards of the stevedoring & shipping industry. We areal ways there for our clients who need our help and we have all the necessary resources to lead to them to right places.

Our employees focus on customer needs and are committed to providing the quality work and client services that will garner mutual future development.

Since its foundation, CSS Group has always made good environmental practices and sustainable development its concern. Combining social, economic and environmental dimensions into the management of the company is a fundamental requirement for achieving development that is deemed sustainable.

What makes us No.1 for a wide range of clients is customer service supported by a firm commitment of CSS Team.

Muhammad Saleem Vohra Chief Executive

INTRODUCTION





WHO ARE WE

CSS GROUP OF COMPANIES PAKISTAN is one of the largest services group involved in the sphere of shipping business since 1977 that has been providing comprehensive and high quality services in Pakistan. We have served hundreds of ship owners, carriers, charterers, cargo receivers and shippers with full satisfaction. CSS group handles more than 100 vessels per annum. CSS Group renders: Stevedoring, Ship Management, Shipping Agency, Manning, Chartering, Brokerage and Ship Chandling services in Pakistan. After more than 42 years of reliable services, CSS has attained its credibility as a leading services oriented group in Pakistan.

This is the core business of CSS Group; we act as "Handling Agent" nominated by Charterers and / or Owners of vessels calling at Pakistani ports. Our services include but not limited to: Stevedoring - Loading and Discharging of Cargoes (Bulk, Break-bulk, Heavy Lift, Project & Containers)

- Stevedoring
- Cargo Handling
- Container Terminals
- Shipping Agency
- Chartering / Ship's brokerage

- Ship Chandling & Fresh water supplies
- Transportation
- Import/Export
- Trading
- Freight Forwarding

VISION:

CSS vision is to become a Leader in providing Quality in the sphere of Ship related Services to its clients assisting them to meet and exceed their business objectives for building and maintaining long term business relationships.

MISSION:

CSS mission is to deliver ever on time, all cargoes carried on its managed fleet in the safest possible manner, protecting the marine environment, ensuring the safety of the company's seafarers and the public at large

CORE VALUES

SAFETY FIRST

We Commit to the Safety of our Personnel and the Environment.

RESPECT

We regard our personnel as our greatest assets and ensure their long term well-being and fair treatment.

INTEGRITY

We exhibit the highest levels of honesty, accountability, transparency, and responsibility in executing our business deals.

APPROACH

We offer fully integrated services from a fully committed and well equipped team, capable of meeting every related need. Regardless of your requirements, our approach remains the same.

THE CONCEPT

The key to success of integrated services is just as simple as it is impressive. The company solely focuses its activities on the loading / discharging of bulk cargoes. CSS main goal is to provide the best personalized services to all owners and charterers for their vessels / cargoes at all Pakistani ports.

GROUP STRUCTURE

CSS is a multi-segmented business group purely focused upon Stevedoring & Shipping business with Ten (10) independent operating entities that are managed on a decentralized basis. Our multi-services structure ensures that we optimize the benefits, scale and synergies that are derived from large businesses, while retaining agility, customer focus and an entrepreneurial flair that often characterizes smaller businesses service.



OUR CLIENTS IN BULK CARGO



















































OUR CLIENTS IN CONTANIER HANDLING









































STEVEDORING •

Friends Corporation Stevedores (Pvt) Ltd. prides itself in providing professional stevedoring services combined with a dedicated and well competent team. We have been rendering stevedoring services since 1977, handling more than 60% of Rice from Pakistan and served almost 5300 vessels, the only company accredited by Karachi Port Trust in all the three categories "Bulk, Break Bulk & Containers" as Cargo Handling Company (CHC), We have most recent record of discharging 30,000 MT Coal in bulk in 24 Hrs at Karachi Port for one of Pakistan's leading Blue chip corporation. Our experience and thorough understanding of operations at Karachi & Bin Qasim Ports enable us to provide customized solutions to your requirements. Our commitment to our clients is to provide reliable services at competitive costs guided by high quality standards. Upon request we are competent to handle your logistic, clearing, transportation and other requirements.

Recently, we have been registered in Gawadar port as Stevedores with M/S GAWADAR INTERNATIONAL TERMINAL LIMITED. We will provide stevedoring & cargo handling Services at Gawadar Port.

We commit to our clients, We will provide reliable services at Gawadar same as we have provide at KHI/QASIM Port. Further we will provide transportation facilities from Gawadar to Karachi.



LIST OF CARGO HANDLING EQUIPMENTS M/S. FRIENDS CORPORATION STEVEDORES (PVT) LTD.

S.NO	EQUIPMENT	QTY	CAPACITY	MANUFACTURER			
	TYPE						
01	FORK LIFTER	20	10 MT	KALMAR LMV			
2	FORK LIFTER	12	8 MT				
3	FORK LIFTER	10	5 MT	KALMAR LMV			
06	GRAB	22	8 CBM	SMAG			
07	GRAB	15	10 CBM	LANDER			
08	ORANGE PEEL GRAB	10	8 CBM	SMAG			
09	TRAILER	10	40 MT	NISSAN			
10	DUMPER	50	18 MT	NISSAN			
11	LOADING SHAWAL	20	4 MT	CATERPILLER			
12	DUMPER TRAILORS	10	50 MT	NISSAN			
13	BAGGING PLANTS	16	20 MT	RICHARD SIMONS			
14	EXCAVATORS	15	4 MT	HITACHI / VOLVO			

We feel Proud to highlight few of our Stevedoring records that we have embarked within 24 hours.

30,000 MT COAL DISCHD AT KHI PORT

23,000 MT STEEL COILS/GEN DISCHD AT KHI PORT

24,000 MT ROCK PHOSPHATE DISCHD AT KHI PORT

28,000 MT BULK WHEAT DISCHD AT BIN QASIM PORT

23,000 MT CLINKER LOAD INTO VESSEL AT KHI PORT

Having more than 42 years of extensive experience and knowledge, the company understands the needs of the importers, exporters, charterers & ship owners keeping in view mutual interest for both the parties. Employing well trained and experienced workforce, adhering to stringent safety standards and utilizing the most modern equipments, FCS guarantees the expeditious handling of cargoes.



CARGO HANDLING

Cargo Safety Services (Pvt) Ltd. is an official CHC (Cargo Handling Company) at Bin Qasim Port since 2001; well equipped for discharging & loading of cargoes in bulk. We have speciality of handling bulk / break bulk cargoes that include Cement, Coal, Generals, Project, Heavy lift, HRC/CRC Coil, Iron ore pallets & dry bulk cargoes.



In order to achieve the best results to discharge granular cargoes like Wheat, Seed, DAP etc., we own and operate the following machines:

PNEUMATIC BAGGING MACHINES 12 in Number (Richard Simon)

- I. Permanent Steel Rod Conveyors instead of Rubber
 - a. Bags do not tear.
 - b. Cosmetic intact.
 - c. Continuous movement of 4 to 6 bags at a time.
 - d. Bags do not slip even in dew / wet conditions.
- 2. Volume Metric Hoppers with 16 Stitching Lines
 - a. Approximate size 30 to 35 tons capacity, spillage can be controlled because of larger Cargo holding capacity, which in turn reduces the weight variations.
 - b. Hoppers are portable / movable instead of the fixed systems, thereby handling and cleaning becomes a lot easier.
 - c. In addition, other minor changes have been done for efficient handling.

ELECTRO HYDRAULIC GRABS (SMAG)

We have Eighteen (18) Hydraulic Grabs of 8-12 CBM with lifting capacity of approx. 8-12 Metric Tons of DAP / Coal / Clinker per lift per grab. The above mentioned Hydraulic Grabs have optimum discharging capacity and quick turnaround of Vessels. ELECTRO ORANGE PEEL GRABS (SMAG)

We have Eight (08) Hydraulic Orange Peel Grabs of 6-10 CBM, exclusively being used for Discharging of bulk Shredded Iron Scrap with a lifting capacity of approx. 8-12 MTons per lift per grab.

EVACUATORS (NEURO)

 $We have 30\, evacuators\, which are\, known\, to\, have\, optimum\, loading/discharging\, of\, the\, granular\, commodities.$

WHEEL LOADER/ SHAVELS (CATERPILLAR)

We have Ten (10) wheel loaders used for handling of bulk cargoes.

TRUCKS / DUMPERS:

We have a fleet of Twenty-five (25) dumpers used for transportation of various bulk cargoes simultaneously within port premises. The company is in process of expansion to further import sophisticated equipment to enhance its working efficiency.



TRANSPORTATION • `

Friends Cargo Services Provides in transportation facilities having more than fifteen years. FCS provides transportation within the port premises, inter-city and Intra-city also. FCS Extend a SAFE and SECURED transportation facilities to all its clients on demand. Mostly we transport two types of cargo break bulk cargo and dry bulk cargo and containers too.

BREAK BULK AND DRY BULK COMMODITIES

- Coal
- Fertilizers
- Clinker
- Rock phosphate
- Sugar
- Rice
- Wheat
- Urea

- Barite ore
- Limestone
- Aggregates
- Talc crushed lumps
- Mill scale
- Steel coil
- General/project cargoes
- Vehicles

- Fly ash
- Soda ash
- Meals
- Line pipes

- Sulphur
- Live stocks
- Pet/met coke.
- Shredded steel scrap
- heavy metal scrap

OUR FACILITIES

Transportation facilities for the exporters (intercity only)

- Client destination to port stacking area.
- Stacking area to berth/alongside vessel.





Transportation facilities for the importers both intercity and intracity

- Berth to port stacking area.
- Stacking area to client destination (which will be located any city in Pakistan).

We feel proud to highlight few of our transportation records that we have achieved within 24 hours.

PERFORMANCE EXCELLENCE

- We have shifted 30,000 metric ton of coal from vessel to port stacking area within 24 hours.
- We have shifted 10,000 metric ton of coal in 24 hours from Port Qasim to China Power Hub Generation Company and 8,000 metric ton clinker shifted from northern by pass to Karachi port.

company and 0,000 metric torrelinker shifted from northern by pass to karachi port.

Our equipment details are given below

EQUIPMENTS/FLEET

15 units of 50 tons capacity dumper trailers 25 units of 35 tons capacity dumper trucks 25 units of 25 tons capacity dumper trucks







CONTAINER TERMINALS

Friends Container Terminals having Container Terminals at East & West Wharves at Karachi Port with vast storage capacity inside and outside port areas as well as various dry ports of Pakistan for containers, Consolidation & Deconsolidation of cargoes; operating with 5 Reach Stackers of 45 Tons each for swift handling of empty/full containers at FCT Yards, serving major shipping lines.

We started our Container Terminal in the year 2002 at Karachi Port for handling of containers at economical costs and having a wide leased area for this purpose. We are proud to announce that we are exclusively appointed terminal operators for the prestigious WAN HAI. Please find below a brief on our terminal operations:

A) AT EAST WHARF:

I. Operations:

Friends Container Terminal operations are being operated by experienced and skilled staff under the leader ship of Mr. Syed Haffad Raza (Terminal Manager).

We have been acting as sub-vender for Pakistan International Container Terminal (PICT) for the last 5 years and performing following operations:

Repo and Empty Lift On / Lift Off, Reefer Empty Receiving & Delivery for PTI (All Lines of PICT), De-stuffing & CY delivery (Import Full). A few of our clients are:

- WAN HAI
 UNIVERSAL SHIPPING LINE
- REHMAT SHIPPINGAL
- HAM7A MARITIME

- UASC
- FREIGHT CONNECTION GROUP
 ALLIED COONT LINE ACL

2. Area

We have approximately an Area of 30,000 sqm at East Wharf.

3. Equipments:

02 x 45 tons capacity Reach Stacker 03 x 15 tons capacity Empty Handler Fork Lift 03 x 13 tons capacity 5 high Empty Handler 10 x 35 tons capacity trailers.



B) AT WEST WHARF:

I. Operations:

Our major client at West Wharf is (WAN HAI) and we have been handling their containers on board for the last 8 years. Besides Green Pak Shipping, Regal Shipping, OSL, Ravian Pak Shipping are our major clients.

We are also a vender of Karachi International Container Terminal (KICT); providing them our services for Import Full containers, CY Receiving & Delivery, De-stuffing.

2. Area:

We have approximately an Area of 12,500 sqm. at West Wharf.

3. Equipments:

03 x 45 tons capacity Reach Stacker 08 x 35 tons capacity trailers.

Cont...



REHMAT SHIPPING • AL HUMZA SHIPPING

CONTAINER TERMINALS

C) AT TPX:

I. Operations:

We are handling Empty containers of following clients;

- **PAK LINE**
- IMT
- CARGO PLANER
- REGAL SHIPPING
- CIM SHIPPING
- ALLIED COONT LINE
 TRISEA
- FREIGHT CONNECTION GROUP
 RAVIAN MARITIME

SGL

- SFATRADE

We also provide container grounding facilities to our clients for repair works.

We have approximately 20,000 sqm. at TPX, divided into 5 Yards at different locations i.e (I) G-Range (ii) D-Range (iii) B-Range (iv) C-9 (v) D-4.

3. Equipments:

01 x 25 tons crane

01 x 10 tons Forklift

01 x 13 tons capacity 5 high Empty Handler

D) DRY PORT OPERATIONS AT LAHORE:

I. Operations:

Friends Container Terminals have been operating in Lahore for the last 5 years. We are located 30 km on main Multan Road which gives an extra advantage to our valued clients due to prime location. Ours is first yard while entering from Multan. Our valued clients are:

- WAN HAI
- **KMTC** MK LINE
- FMS
- HYUNDAI
- UNIVERSAL

2. Area:

We have a total covered area of 63 Kanals with Flush Plinth, Crushed Hard Stone and Brick Surfaced.

3. Equipments:

We have following Equipments operating at our Terminal:

02 x 30 Tons Hydraulic Crane.

01 x 15 Tons Fork Lift.

02 x 40' Trailers.

4. Repairing & Washing Facilities:

We have very recently offered our valued clients the facilities of repairing and washing of Containers in the yard. Facilities we provide in these terminals:

- We are operative 24/7.
- Daily reporting is done to our clients/lines via email, fax and/or hard copies.
- Provide the daily soft / electronic copy of reports.

We have our associates Terminal and Yard at Faisalabad Dry Port, operating to the entire satisfaction of the clients and strictly complying with the applicable provisions of the approved Safety & Management of International principals.



SHIPPING AGENCY •

Coastal Shipping Services & Crystal Sea Services (Pvt.) Ltd. are subsidiaries of CSS Group of Companies both having All Pakistan Ship Agent's licenses by the Collector of Customs, actively working since 1997. We provide complete 24/7 days service to cater to all the possible needs and requirements of our valued owners / operators and charterers in a professional manner. As agents, we provide first class agency services with a smooth and fast turnaround of vessels calling at Pakistani ports. We are certified by Lloyds for ISO 9001; 2008 & MLC 2006 also our business activity includes sale & purchase of vessels, chartering, brokerage, crew management and consultancy services in Pakistan.

CSS has grown to be a highly reputable shipping company, specializing in attending special project cargoes, general cargo vessels & bulk carriers of all types. CSS main goal is to provide the best personalized services to all owners, charterers, shippers & receivers, for their vessels calling at all Pakistani ports.

Since its establishment, CSS has constantly grown in scope and expertise and with the assistance of its highly skilled & qualified personnel offers full range of services within the supply industry. Our broad spectrum of knowledge and experience allows us to offer professional services as follows:

- Owners Protecting Agency.
- Arrange surveys (Pre-shipment Quality, sampling, Specs Analysis, Bunker On/Off hire & draught).
- Supply of bunker and fresh water at berth or at outer anchorage.
- Attending to a vessel passing off port limit to pick up/or deliver ship spares or crew change.
- Manage inbound/outbound FLT cargoes, vehicles, caravans, projects & heavy lifts.
- Urgent handling of ship's use containerized shipments spares, lubes.
- Crew medical / CTM / Workshop / Hatch/tank cleaning / tank squeezing / Certificates renewals.
- Signing on/off seamen while vessels are at anchorage, mooring or berth.
- Attend medical requirements/hospitalization/surprise checks & lab. requirements.

CSS operations department is comprised of a group of highly knowledgeable and motivated personnel whose practical experiences guarantee the best quality of the service at competitive cost.

As brokers we offer ships to our selected Principals as well as cargoes to our close owners/brokers. Besides sale & purchase, fixing, chartering, ship-brokerage, we also offer shipping consultancy services.







BROKERAGE

CSS Shipbrokers serves for chartering / fixing cargoes and vessels with Group requirements and associates, sale & purchase of ships for demolition at Gadani, chartering of tugs / supply boats / crafts for various projects and Oil Rigs. Chartering vessels and managing our own coasters for in-house cement trade for Irag. Some of Our Recent Fixture Include:

Bagged Cement / Bulk Clinker:

- -150,000 MT Bagged Cement Karachi East/West Africa/Persian Gulf
- 300,000 MT Bulk Clinker- Port Qasim Karachi Bangladesh/ East Africa/Srilanka

Bulk Rock Phosphate:-

- -150,000 MT Bulk Rock Phosphate Casablanca Karachi
- 50,000 MT Bulk Rock Phosphate Hamrawein Karachi

Bulk Sulphur:-

-20,000 MT Bulk Sulphur - Bandar Abbas - Karachi/Port Qasim

Bulk Mill Scale:-

- 50,000 MT Bulk Mill Scale - Karachi-China

Bagged Rice:-

- 125,000 MT Bagged Rice Port Qasim West Africa
- 9,000 MT Bagged Rice Port Qasim Bandar Abbas/Persian Gulf

Palm Kernel Expeller:-

- 50,000 MT Palm Kernel Cake in bulk - Malaysia - Karachi

Bulk Clinker:

-50,000 MT Clinker Import from Middle East to Pakistan.

Barite Ore:

-100,000 MT ex Pakistan to UAE / RED Sea.

Project Cargoes:-

Generals, Heavy Lifts, Porta Cabin, Transfarmers and Caravans.

Sales & Purchase:-

M.V. FATIMA





SHIP CHANDLERS & FRESH WATER SUPPLIERS

Crystal-water Supplies Services is a fast growing and most reliable ship chandlers & fresh water suppliers in town catering to the needs of agency vessels without sacrificing on the quality/quantity which is guaranteed. We carefully prepare and deliver comprehensive ships' supplies in optimum condition to many of the world's best-known ships calling our ports.

The prices are much competitive; even lesser that no other ship chandlers can compete or even match the charges offered to our agency vessels. Fresh water is supplied to vessels in the port and at outer anchorage by our own fresh water barge named 'Al-Fatima'.

We can be contacted for supply of Fresh provisions; Deck / Engine Stores etc. and we can also receive and deliver specialized parts, standard equipment, electrical appliances and mechanical parts to vessels at our ports. Provisions / stores can be delivered to vessels docked as well as at outer anchorage. The updated price list of services and items are always available for which quality is guaranteed.











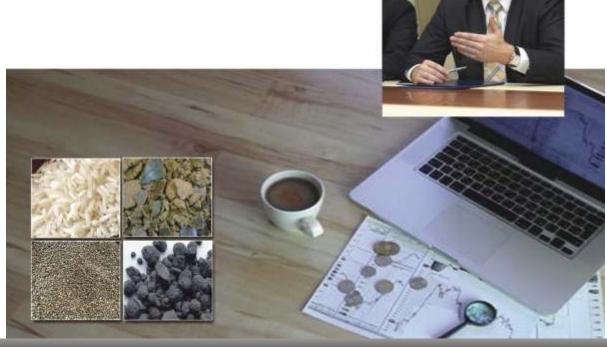
• TRADING •

Saleem Suleman Trading Co. LLC is a registered company, founded in 2006 in Dubai, UAE, to assist our selected clients for Karachi-Dubai & Dubai-Iraq imports / exports & other destinations in East African ports for various commodities including: Cement, Clinker and Sugar. We are a successful trading / indenting house, acting on behalf of international traders & international shipping lines with extensive experience acquired over the years.

Our success is inextricably linked to our professional and technical capabilities and to our team of highly committed, skilled and trained staff. In addition, we have strong support of our supplier and manufacturers; who give us access to a wealth of knowledge about version products. We guarantee quality, quantity of the products as well as shipping expertise to arrange optimal freight levels.

We are pleased to inform you that after full of dedication & professional efforts we have been appointed regular agents by worldwide traders and international shipping lines and with their support, successful executing the following ventures.

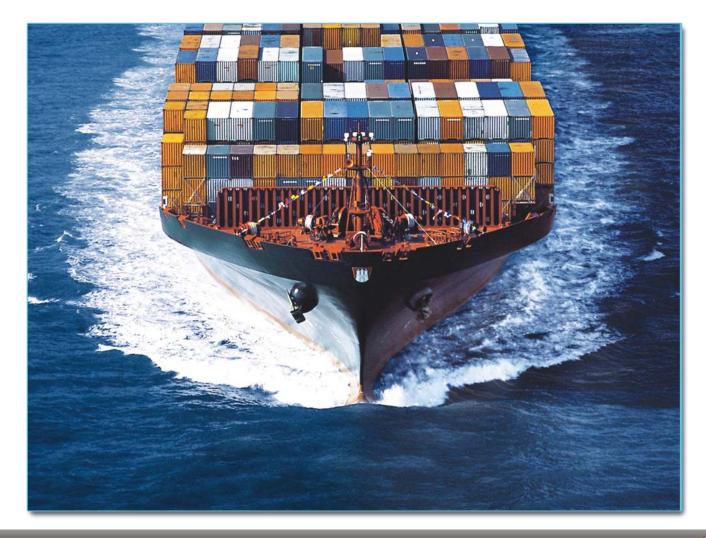
- Purchased, managed, operated & sold M.V. FATIMA (Ex Mazen 1)
- 5 Carvans from Karachi to Jebel Ali.
- General, Heavy Lifts, Porta Cabin, Transformers and Caravans from Jeble Ali to Karachi.
- 9,000 MT Bagged Rice Bin Qasim Bandar Abbas
- 85,000 MT Mill Scale Bulk Karachi / China.
- 80,000 MT Bulk Sulphur Bandar Abbas- Bin Qasim / Karachi.
- 150,000 MT Bagged Cement Karachi / Bin Qasim-East West Africa
- 100,000 MT Bagged Cement Karachi Persian Gluf
- 100,000MT Buk Chinker-Karachi Bangladesh/East Africa/Srilanka





FREIGHT FORWARDING

Coastal Shipping Services is one of Pakistan's established logistics and auxiliary services provider. We provide our customers with complete solution to their business supply chain. Our expertise, value-added services and eservices enable our valuable customers to streamline their flow of goods in a transparent and efficient way. We have air and ocean freight forwarding, Consolidation, Customs brokerage, Transportation, distribution and value-added services. We have close Contacts in the Fareast, Middle East and West Africa who help us bundle complete solution for our clients. We specialize in marine logistic, industrial projects, customized solution to our valuable clients. We have the capability to cater to a wide variety of Markets like Pharma, Auto and Textile Industry as well as commodities like Cement, Rock Phosphate and Agriculture.





○ IMPORT & EXPORT ○

SS Enterprises is a Sister company of CSS GROUP OF COMPANIES, Established recently to focus on import/export commodities like Coal, Cement, Clinker, Sand, Sugar, Rice, Wheat and General Cargoes.

We have professional and technical trained staff and they are strongly committed with their work.

We want to be one of the leading Importer and Exporter in Pakistan.

EXPORT PRODUCTS

- Cement
- Clinker
- Sugar
- Rice
- Wheat
- Sand

IMPORT PRODUCT

- Coal
- General Cargoes
- Animal feed
- Soya bean
- Oil seeds
- Steel coil and billets
- Wire rod
- Heavy lift and wind power system

















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HELPING CUSTOMERS DRIVE BUSINESS GROTH

All CSS Group operating companies enables our blue chip customer base to grow their businesses through the delivery of process efficiency and effectiveness, people capability and technology enablement. We see ourselves as an extension of their business and therefore, aim to contribute to their business objectives by unlocking enhanced productivity and competitiveness through supply chain optimization.

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