



MSC KANOKO
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MSC IN PAKISTAN



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A FAMILY COMPANY

Founded by Captain Gianluigi Aponte, MSC Mediterranean Shipping Company (MSC) is a privately-owned shipping line founded in 1970 and headquartered in Geneva (Switzerland) since 1978. The Company's international headquarters supervise a worldwide network of 600 offices with each having responsibility for commercial and operational activities in their respective countries. MSC is a world leader in global transportation and is part of the MSC Group shipping conglomerate, a global business engaged in the transport and logistics sector. The Group encompasses a Cargo Division with MSC Mediterranean Shipping Company (MSC), Terminal Investment Limited (TiL), MEDLOG, and a Passenger Division led by MSC Cruises and complemented by Mediterranean passenger ferries with Grandi Navi Veloci (GNV) and SNAV. Despite our global presence and large scale operations, MSC is, above all, a family company, sharing a common heritage and strong values.

KEY FIGURES

730	vessels
260+	routes
520	ports of call
23M	TEU carried annually
155	countries
675	offices
150K	MSC Group employees

Note: key numbers estimated for 2022



Cap. Gianluigi Aponte
Group Chairman



Diego Aponte
Group President



Alexa Aponte Vago
Group Chief Financial Officer

MSC GROUP VALUES

Our values shape our culture and define the character of our Company. They guide how we behave and make decisions, they influence recruitment of employees, and they are fundamental to our operations.



We are a **Family Company**

The commitment of the founding Family inspires us with dedication and trust, increasing our sense of belonging. Sharing the family's entrepreneurial spirit leads us to act proactively, courageously, and responsibly, in the best interest of our customers and our Company.



We have **Passion**

We are passionate about what we do, we challenge ourselves to achieve excellence, and we are tenacious in overcoming obstacles. Working together with passion and enthusiasm, we provide a unique experience for our customers.



We are in **Continuous Evolution**

Our tradition, expertise, professionalism, and ambition drive the Company's fast and sustainable growth. We strive for the most innovative solutions to embrace change, always respecting safety and the environment.



We **Care for People**

We believe that each person brings unique value. We develop authentic relationships built on ethics, respect, and team spirit. We truly care about the satisfaction and loyalty of our customers and employees.



We believe in **Equal Opportunities**

Our mission is to provide our people with personal fulfillment and enrichment. We are committed to sharing our knowledge, delivering training, and support enabling our people's professional growth. We ensure fair opportunities providing long-term career development, embracing diversity and valuing all cultures.

ENABLING SUSTAINABLE SUPPLY CHAINS

[msc.com/sustainability](https://www.msc.com/sustainability)

The MSC Group's strong core values and long-term view drive our commitment to creating a sustainable future. With more than 50 years of experience at sea, we regard sustainability as a strategic imperative and, above all, a business priority.

We take pride in acting responsibly, collaborating with our stakeholders in search of solutions to address the global challenges of today and the emerging trends that will impact our business in the years and decades to come. Our unique approach to sustainability embraces and embeds the Sustainable Development Goals (SDGs) across our business and is reflected in all that we do.

The global nature of MSC's business leads us to interact with a diverse range of stakeholders, with whom we are engaging in search of sustainable solutions. We recognise and act on our collective responsibility to the world, to global trade and to our fellow human beings.

Our approach places people front and centre, and we believe that operating sustainably benefits our colleagues and crew, our customers and the communities in which we operate.

MSC connects the world, working in partnership with actors across the supply chain to deliver end-to-end logistics to our customers. Our dedication and passion, our reliability and resilience as a company are among the reasons why local economies, producers and consumers can rely on us to facilitate trade.

STEERING SUSTAINABILITY ACROSS MSC

At MSC, we see sustainability as an integral part of our business. We have a clear purpose that we bring to life through the delivery of our Sustainability Roadmap, which is fully aligned with the SDGs and the UN Global Compact's Ten Principles.

Climate action is a global imperative, requiring collective action as we navigate the energy transition. As a leading company, MSC has a crucial role to play in decarbonising logistics. Collaboration across the supply and value chain is key to enable the investments needed to decarbonise as well as accelerate solutions at scale. We are **enabling logistics decarbonisation** by aiming for carbon neutrality; supporting logistics transition solutions; and maintaining a focus on energy efficiency.

The global economy relies on transport and logistics to enable trade, generating growth and social prosperity.

MSC is in a unique position to create value by connecting local communities, facilitating access to a global market and supporting customers through resilient and disruption-free supply chains. We are **fostering inclusive trade** by contributing to economic growth; building resilience across the global value chain; and developing local capacity and know-how.

We live in an interconnected world where the business of global companies connects and brings prosperity to people and societies. Advancing human rights and ensuring a just transition to a zero-carbon economy are at the heart of MSC business. Our social impact extends beyond our diverse workforce and includes our business partners with whom we work to build a sustainable supply network. We are **addressing social challenges** by advancing human rights; promoting diversity, equity and inclusion; and engaging our supply chain.

CLIMATE ACTION WHILE PROTECTING OUR PLANET

As a leading company whose business both impacts and is impacted by the climate, MSC has a key role to play in accelerating the energy transition as we decarbonise our operations. We are committed to our decarbonisation pathway towards the target of net zero by 2050 – without relying on any external carbon offsetting – and since 2008 have reduced our emissions by more than 40%.

As our industry shifts to different energy sources, our journey to net zero will catalyse efforts to accelerate new technologies and innovation with a direct impact on the creation of opportunities and new markets, the evolution of supply chains as well as the need for new jobs and skills.



OUR PURPOSE

We connect the world, fostering inclusive social prosperity and economic growth, whilst respecting and nurturing the home we all share, our blue planet.

A MODERN, EFFICIENT FLEET

MSC operates one of the youngest fleets in the world, including some of the world's most low-carbon footprint vessels available today. Our ultra-large Gülsün Class vessels help us in achieving economies of scale, resulting in lower carbon emissions per container carried. MSC won the 'Ship of the Year' award at the Seatrade Maritime Awards International 2020, which recognised one of our Gülsün Class vessels for its energy efficiency, environmental impact, sustainability, adoption of new technology, safety and security.

In addition to our substantial investment in new and technologically advanced vessels, we continue an extensive retrofit programme and other measures to achieve optimal efficiency.



1970

Patricia

78m
(Containers not used yet)

1984

Alexandra

650 TEU, 150m
First full container vessel

1996

MSC Alexa

3,300 TEU, 244m
First newbuild ordered by MSC to Fincantieri

MSC Rafaela

2001

MSC Flaminia

6,800 TEU, 300m
First Post-Panamax built in Korea

2005

MSC Pamela

9,400 TEU, 336m

2008

MSC Daniela

14,000 TEU, 366m

2015 - 2017

MSC Oscar

19,224 TEU, 395m
20 Oscar Class vessels in service

2019-2021

MSC Gülsün

23,756 TEU, 399.9m
16 Gülsün Class vessels in service



MSC FOUNDATION

mscfoundation.org

Over the years, the MSC Group has expressed its values in substantial long-term partnerships that actively engage in achieving meaningful change. The MSC Foundation was established as a private non-profit entity in 2018 to lead, focus and advance humanitarian development and environmental commitments. The Foundation supports, designs and implements interventions focused on the environment and marine environment, social and health care, applied research and education, support for the most vulnerable populations and prompt emergency response initiatives in crisis and disaster situations. It also contributes to guiding and complementing the MSC Group's commitment to constant development and the sustainability of its business.

OUR VISION

“To restore the critical balance between people and nature within a generation.”

Working with a long-term perspective and engaging the MSC Group's international network, the MSC Foundation partners with international bodies with established reputations and proven expertise, public and private bodies, and government and non-governmental organisations. These partnerships strive to generate measurable and sustainable social change through programmes conceived to conserve the “blue planet” (seas, rivers and biodiversity) and to support the most disadvantaged and vulnerable communities, in particular those with links to the maritime economy.

OUR MISSION

“To utilise MSC's global reach and unique knowledge of the sea to take immediate action that contributes to protecting and nurturing the blue planet and all its people.”

The MSC Foundation is uniquely placed to respond promptly and effectively to emergency and disaster situations on every continent, while also acting as a catalyst for relief and rebuilding efforts thanks to our global reach, with 675 MSC offices and networks in 155 countries worldwide. Mobilising and making donations while also moving large quantities of emergency relief and rebuilding materials swiftly around the world, MSC Foundation works to achieve both immediate and lasting impact.

OUR FOCUS AREAS



ENVIRONMENTAL
CONSERVATION



COMMUNITY
SUPPORT



EDUCATION



EMERGENCY
RELIEF

“The MSC Foundation is motivated by a deep sense of responsibility for the planet and its resources, particularly the oceans, conscious that we all have a duty to leave a better world for future generations.”

Capt. Gianluigi Aponte

OUR PORTFOLIO OF SOLUTIONS

SHIPPING SOLUTIONS

TRADE SERVICES

MSC's trade managers have an in-depth understanding of individual overseas markets and the dynamics of specific trades. Our experts offer market-specific, local advice on factors affecting the transit of any type of cargo. These may include:

- Terminal conditions
- Local or overseas transport infrastructure
- Berthing delays or congestion
- Local or overseas regulatory and political changes
- Relevant customs procedures

DRY CARGO

MSC provides equipment, know-how and experience to move commodities such as paper, white goods and scrap metals but also to safely handle other types of cargo: hazardous, food-grade, rare and precious.

REEFER CARGO

MSC owns one of the largest reefer container fleets in the world and offers unrivalled customer care and expertise in the global transport of refrigerated cargo (e.g. fresh fruit, meat products, seafood, pharmaceuticals and confectionery).

Perishable goods require precise temperature control to maintain their quality all the way to their final destination. At MSC, we follow highly standardised control procedures to optimise the cooling process. These include Cold Treatment (CT) and Controlled Atmosphere (CA).

PROJECT CARGO

We provide global out-of-gauge and breakbulk solutions. As experts in the transportation of oversized cargo, we have access to specialised equipment and handling facilities such as container lift trailers, floating cranes and cargo securing solutions.

CROSS TRADING

When cargo is moved between an origin and destination without it entering the country where the shipper is registered, it is commonly referred to as cross trade. MSC has dedicated teams of specialists experienced in all aspects of cross trades.

INLAND SOLUTIONS

INTERMODAL TRANSPORTATION & HAULAGE SOLUTIONS

MSC offers inland transport by road, rail and barge, enabling door-to-door delivery and connectivity with global inland commercial centres.

WAREHOUSING & STORAGE SOLUTIONS

Our network of warehouses, adding up to millions of square metres around the globe, means that we can offer a broad range of solutions with door-to-door cargo integrity. We can provide comprehensive pick/pack, de-stuff/palletise, bulk stack, and storage solutions and facilities.

CUSTOMS CLEARANCE SOLUTIONS

Our customs clearance solutions ensure a smooth and transparent transportation process, minimising any unnecessary delays or expenses. In addition, many of our global network of agencies are AEO (Authorised Economic Operator) accredited businesses.

DIGITAL SOLUTIONS

At MSC, we believe that digitalisation has the power to make shipping more efficient, secure and sustainable. We are continuously investing in developing new digital tools and technologies to provide customers with easy-to-use, flexible and reliable online shipping management solutions.

MSC's customers can access myMSC, our official 24/7 eBusiness platform on msc.com where they can place and manage their bookings, submit documents, track their shipments and receive notifications, view everything at a glance and via various devices.

MSC EBL

MSC eBL is our digital solution for processing the Bill of Lading (BL) with one click. This secure, user-friendly solution helps our customers and their business partners to save time, reduce costs and take another step towards their sustainability goals.

DIRECT INTEGRATIONS

Thanks to MSC's API (Application Programming Interface) and EDI (Electronic Data Interchange) solutions, our customers can manage their shipments with multiple carriers, reduce the need for manual work and control all their shipping transactions in one place.

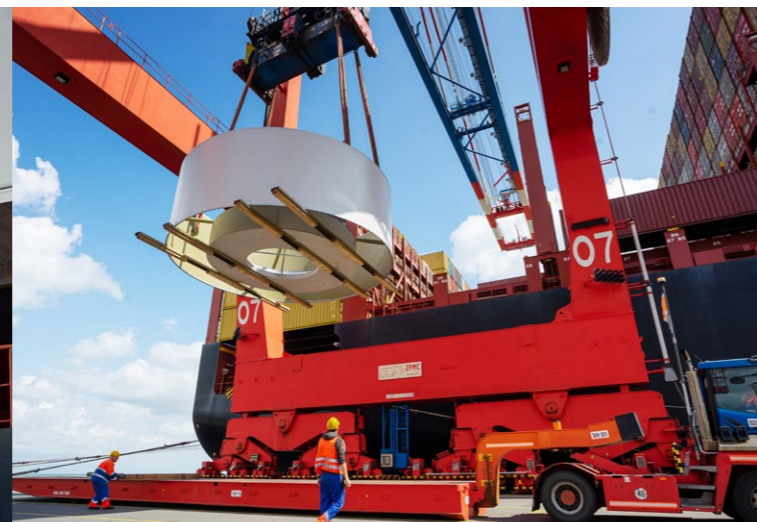
SMART CONTAINERS

Shipping with MSC means having real-time information about your freight at any time, door-to-door, on sea, rail or road. Our smart container solutions allow you to track your cargo, view temperature conditions and be informed of shocks and door status.

TRADELENS NETWORK

At MSC, we are always looking for ways to make life easier for our customers and drive our industry towards a safer, more efficient, more sustainable digital future. That's why we have joined the TradeLens network as a foundation carrier.

TradeLens is a blockchain-based data platform where stakeholders in the entire supply chain, as one interconnected ecosystem, can share information and trade documents in near real-time.



CONNECTING PAKISTAN TO THE WORLD

MSC Agency Pakistan (Pvt) Ltd commenced operations in 2007. Since then, the agency has grown to become one of the leading shipping lines in Pakistan for both imports and exports. With offices in every major city, MSC provides optimal coverage and containerised shipping solutions, catering to the country's main industrial hubs.

MSC Pakistan serves a wide range of clients, locally and globally. Its solutions link to MSC's reliable global services with direct and feeder services from the country, including the largest independent weekly capacity on the market.

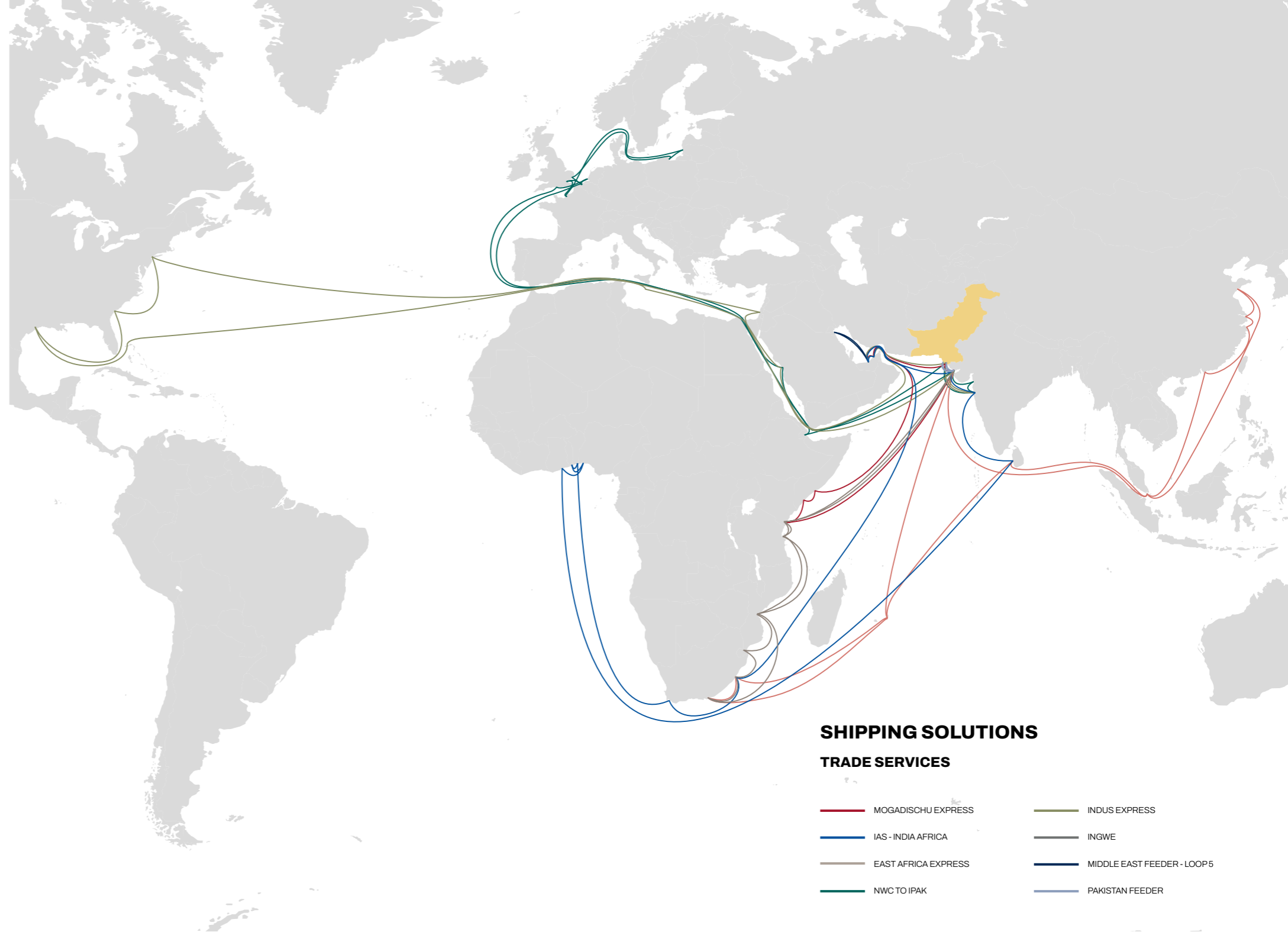
As of December 2021, we also offer inland transportation services within Pakistan. This includes pre-carriage trucking from ex-works to the marine terminals for exports and Through Bills of Lading for bonded transportation for imports to upcountry destinations.

IMPORTS INTO AFGHANISTAN

Pakistan is a major gateway for imports into Afghanistan. MSC Agency Pakistan handles cargo bound for Afghan with cargo transferred from MSC equipment to Afghan equipment at the Afghanistan-Pakistan border under the terms and conditions of the Afghanistan-Pakistan Transit Trade Agreement (APTTA). Developmental work for using Pakistan as a gateway for trade with the Central Asia region is also underway.







KEY EXPORT INDUSTRIES

- | | |
|--|--|
|  Home Textiles & Apparel |  Fruits & Vegetables |
|  Rice |  Foodstuffs |
|  Pet Resin |  Yarn, Hosiery & Leather Products |
|  Steel |  Sports Equipment |



SHIPPING SOLUTIONS

TRADE SERVICES

- | | |
|---|---|
|  MOGADISCHU EXPRESS |  INDUS EXPRESS |
|  IAS - INDIA AFRICA |  INGWE |
|  EAST AFRICA EXPRESS |  MIDDLE EAST FEEDER - LOOP 5 |
|  NWC TO IPAK |  PAKISTAN FEEDER |

PAKISTAN'S MAIN TERMINALS

DP WORLD (DPW)/PORT QASIM

DPW is the country's leading port operator. Spread over 12,000 acres of land and situated 45 kilometres from the city centre, it provides proximity to major shipping routes and gives ease of access and connectivity to the hinterland through rail and road networks. DPW is the only terminal operator in Pakistan following the Integrated Cargo Container Control (IC3) program, introduced by US Customs program, under its Secure Freight Initiative with 100% containers scanned prior to their departure for US ports. With a maximum allowable draft of 13 metres, DPW has a total capacity of 1.38 million TEUs and handles 650 vessels annually. MSC's main line services the INDUS Express (US East Coast) and IPAK (Europe) call at DPW/Port Qasim.

KARACHI PORT

Karachi Port is one of South Asia's largest deep-water seaports, handling about 60% of the Pakistan's cargo. It is located on the Karachi Harbour, close to the city's business districts and several industrial areas. Karachi Port has three terminals:

- KICT – Karachi International Container Terminal
- SAPT – South Asia Port Terminal
- PICT – Pakistan International Container Terminal

KARACHI INTERNATIONAL CONTAINER TERMINAL (KICT)

Located on the west side of Karachi Port, KICT has a draft of 13 meters and a capacity of 725,000 TEUs annually. It is a preferred terminal for imports bound for Karachi city.

SOUTH ASIA PORT TERMINAL (SAPT)

Pakistan's largest and first deep-water container terminal with fully automated remote-controlled quay cranes.

SAPT has the latest automatic ship-to-shore (STS) and rubber-tyred gantry (RTG) cranes. Situated at the tip of the Port Channel, it only requires 45-55 minutes of pilotage. With an allowable draft of 14.5 metres, and 16 metres during high tide, SAPT has the capability to handle ships with a capacity of more than 12,000 TEUs.

PAKISTAN INT'L CONTAINER TERMINAL (PICT)

PICT commenced operations in 2002 and is a subsidiary of ICTSI (Philippines). It is situated at Berths 6-9, East Wharf, Karachi Port. The design depth of the berths is 13.5 metres, and the quay wall is 600 metres. There are two berths of 300 metres each. The total storage area is 210,000 square meters with ground slots of more than 3,200 TEUs.



SHIPPING SOLUTIONS

REEFER CARGO

[msc.com/reefer](https://www.msc.com/reefer)

MSC is a world leader in reefer cargo transportation and operates one of the youngest fleet in the world. Every year we transport more than 2 million TEU of reefer cargo worldwide. Thanks to five decades of experience in this field, we have developed exceptional expertise in carrying chilled and frozen cargo across the globe. From frozen fish, seafood and meat, to pharmaceuticals, fruit and vegetables, our teams' expertise and experience ensure customers' peace of mind – whatever the cargo.

We keep investing in the latest reefer technologies to ensure we offer our customers the optimal transport conditions for their perishable cargo. While reefer containers are on board our vessels or in a port, they are always plugged to a constant power source. While the containers are in transit over land, MSC can provide a Genset portable diesel generator that will provide the necessary power to keep the container operating at the required temperature.

REEFER EXPERTS

MSC Pakistan specialises in reefer transportation of frozen and perishable cargo all year round. Our experienced and professional staff plan and execute a smooth process that ensures availability of reefer equipment and prompt

Our reefer units are available in 40ft high cube; which are controlled through an integrated microprocessor and are capable of fresh air adjustment, dehumidification, CFC-free insulation (ensuring minimal temperature loss) and cooling/heating machinery of the highest quality. In addition, our reefer containers are fitted with software programmed to display specific alarm codes should a malfunction be detected. Our fully trained engineers are immediately notified and can attend to the unit directly, thus ensuring the quality of the product is not compromised.


When transporting perishable cargo, MSC takes the necessary precautions to maintain the optimum conditions at all times. This helps our customers meet the relevant regulatory requirements and retain the sales value of their cargo at destination.

connections to all major destinations. Our reefer experts are available 24/7 to assist customers with their shipping needs. We also offer specialised trucking services to ensure end-to-end convenience to customers for their seasonal goods.


KEY INDUSTRIES

Export:


 Mandarins (Citrus)


 Mangoes

 Vegetables

 Frozen Foodstuffs (including Chicken and French Fries), Food Chemicals & Preservatives

Import:

 Cheese

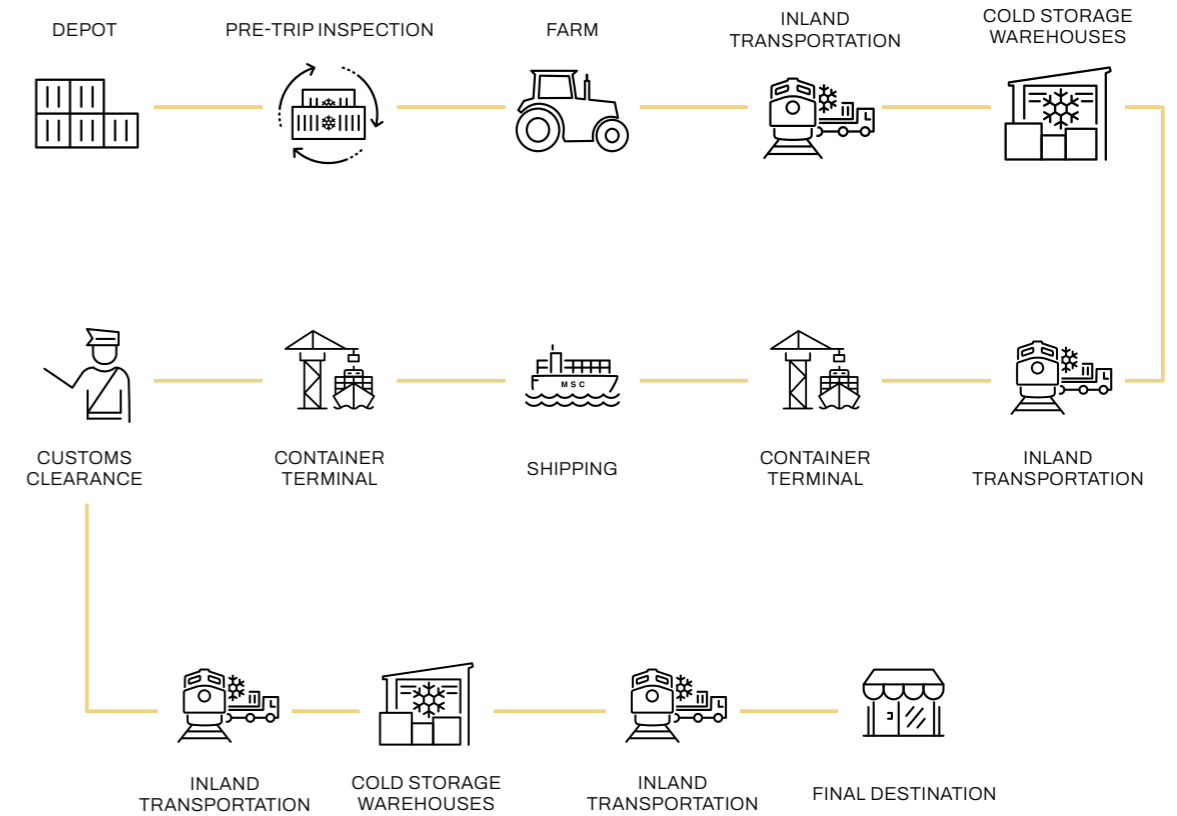
 Chocolate

 Potato Seeds

KEY STRENGTHS

- Over 1,000 reefer specialists trained on the latest standards and technologies
- World-leading reefer container fleet
- Average container age under 7 years
- Highly standardised control procedures
- Weekly and regular solutions to global destinations

COLD CHAIN LOGISTICS SOLUTIONS



DIGITAL SOLUTIONS

[msc.com/digital-solutions](https://www.msc.com/digital-solutions)

MSC INSTANT QUOTE: READY, STEADY, QUOTE

Only available on myMSC, our Instant Quote (IQ) feature provides a real-time quote for any shipment, including door-to-door deliveries. Simply tell us the pick-up point and destination, then leave the rest to us.

- **FAST:** Receive a quote in a few seconds, 24/7.
- **SIMPLE:** Tell us the origin of the cargo and its destination, we do the rest.
- **END-TO-END:** Include ramp or door quotations at the same speed.
- **QUICK BOOKING:** Submit your booking on IQ in minutes.
- **LIVE:** Adapt faster to market dynamics with the 24/7 live environment.
- **TIME-SAVING:** Plan your supply chain more efficiently and stop losing time on quotes and paper-based booking.

KEY BENEFITS

- Finalise your booking when it suits you: save your quote now, book later
- Free choice of booking channel: you can use the quote reference of 'Instant Quote' to book via container your usual channel
- Forward your quote: you can delegate the booking execution

MSC DRAFT BL: REVIEW IT, APPROVE IT, SEND IT

You can now enjoy full online management of your draft Bill of Lading (BL). How it works:

- Send your Shipping Instructions as usual, via EDI, myMSC, INTTRA, GT Nexus, Cargo Smart or by email to an MSC agent.
- Our agent will review the Shipping Instructions and create the draft BL, which will be sent to you by email, with a PDF attachment and a link to our draft BL on the myMSC platform.
- Open the link, preview the draft BL, make any necessary updates or corrections, save it for later, share it with someone else, or simply approve it. To do this, you do not need to pre-register on myMSC.
- Once approved, the MSC agent will proceed with the release of your BL.

KEY BENEFITS

- **24/7 AVAILABILITY:** Online platform accessible from any device
- **TIME-SAVING:** Less manual work, emails, phone calls
- **DATA ACCURACY:** No misinterpretations (due to multiple handwritten instructions)
- **SELF-SERVICE:** Self-edited amendments online
- **TRACEABILITY:** Online history of amendments





LIST OF CONTACTS

MSC Agency Pakistan (Pvt) Ltd.

As Agent of MSC Mediterranean Shipping Company SA, Geneva

KARACHI

1st Floor, Faysal Bank Building,
16 Abdullah Haroon Road,
KARACHI, Pakistan
T: +92 21 35632001
E: PK532-mscpak@msc.com

MSC Customer Care

The Channel, Ground Floor,
Plot # B – 37, Block 6, P.E.C.H.S.
Main Shahrah-e-Faisal
KARACHI, Pakistan
T: +92 21 34301501-3
E: PK532-mscpak@msc.com

FAISALABAD

Office #-14, 3rd Floor, Legacy Tower,
Kohinoor City,
FAISALABAD, Pakistan
T: +92 041-8716486
041-8716489 / 041-8716168
E: PK532-mscpak@msc.com

ISLAMABAD

Office # 26, 1st Floor, Executive
Complex G-8 Markaz,
44000 ISLAMABAD, Pakistan
T: +92 051-2260502-3
E: PK532-mscpak@msc.com

LAHORE

Siddiq Trade Center, Office no. 415
4th Floor, Main Boulevard,
LAHORE, Pakistan
T: +92 042-35792026-29
E: PK532-mscpak@msc.com

MULTAN

Suite No. 8, 4th Floor Bomanji Square
Nusrat Road,
Multan Cantt,
60000 MULTAN, Pakistan
T: +92 061-4541560
061-4541570 / 061-4542170
E: PK532-mscpak@msc.com

SIALKOT

Karam House, Behind Pak Medical
Centre, 2nd Floor,
Defence Road, Iqbal Town,
SIALKOT, Pakistan
T: +92 052-3573405-7
E: PK532-mscpak@msc.com



MOVING THE WORLD, TOGETHER.

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