MBA PLACEMENT OFFICE (MPO) – AN INTRODUCTION

Dear Recruiters,

Where economic recession marks the order of today and many organizations seem to be condensing their resources and operations, the task of managing all resources has become even more crucial. Human Resource forms a company’s competitive advantage and holds a key to its sustainability and scalability, especially amidst these trying times. This concentrates and magnifies the need to recruit the best resources with minimum time and maximum ease. To best address this core concern of all recruiting partners, the MBA Placement Office (MPO) was formed under the Suleman Dawwood School of Business (EeDSB) LUMS, in April 2009. The MPO aims to provide its recruiting partners with an exclusive platform to target, identify and recruit quality MBA resources.

At MPO we follow an industry wise approach with each officer dedicated for one or more industry(s) where they work very closely with pertinent recruiting partners and interested students to bridge the gap between the requirements and needs of both. Each officer is committed to facilitate his/her recruiting partners in meeting their recruiting objectives most efficiently and precisely.

In line with its mission to serve you better, the MPO has adopted several key initiatives in its work cycle. These include:

- Professional and Personal Development Module for students. These cover training workshops by industry experts and industry awareness panel sessions by senior alumni and HR professionals
- Sector-wise MBA Networking Nights
- MBA Recruiter’s Guide – our annual publication that serves as a guideline and information for recruiters seeking MBA graduates, including other avenues of partnering with EeDSB
- MPO website catering to students, recruiters, alumni and very shortly industry mentors
- MPO Newsletter (weekly to fortnightly editions)

I am pleased to introduce the MBA Placement Office team:

Quratulain Babar
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+92-42-35608274

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We look forward to working closely with you.

Ayesha Zafrir Ali
Corporate Communications
Suleman Dawood School of Business
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+92-42-35608308

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WHY RECRUIT AT SDSB?

TOP RANKED BUSINESS SCHOOL IN PAKISTAN
LUMS SDSB is the Business School of and for Pakistan. Our environment provides a complete learning experience that develops young professionals with a knowledge base, management expertise and leadership calibrated second to none. Our Business School has been ranked the top across the country by the Higher Education Commission of Pakistan (HEC) for several consecutive years now. If you seek an opportunity of a lifetime that gives you a global exposure within a local context, it is only natural to partner academically with SDSB.

A RANGE OF RECRUITING METHODS TO SUIT YOUR NEEDS
The MBA Placement Office team is committed to finding a recruitment strategy best tailored to your specific requirements. Both formal and informal platforms facilitate you with an ideal combination to tap and access the best talent to meet your hiring objectives all year round. Our flexible recruiting methods range from on-campus activities to our website to Networking Nights to club activities/guest speaker sessions.

A COMMITMENT TO EXCELLENCE
Our MBA programme attracts the best—and makes them even better. Our reputation brings the best minds to LUMS SDSB. Nurtured by a world-class faculty and further groomed and prepared by a globally expansive alumni network, students experience an intensive two-year programme that enhances their business insights, organisational skills and entrepreneurialism. These competitive individuals then leave LUMS to pioneer constructive change and impact local and global businesses wherever they go.

LUMS
has been ranked the leading Business University by HEC since 2006 to date
WHY LUMS MBA?

The MBA programme at the Styleman Dawood School of Business (SDSB), LUMS provides a unique business experience to its participants. Since its inception in 1986, this programme has produced more than 3000 graduates. It continues to be ranked as the best in the country by the Higher Education Commission (HEC), Pakistan for several consecutive years.

The LUMS MBA programme develops professionals with a 'Comprehensive Managerial Calibre': a well-rounded managerial skill set that prepares them for diverse roles across all functions and industries. Our graduates are a conglomeration of diverse backgrounds, varied experiences and yet, different goals for their professional careers ahead. They stand apart with their strong multi-tasking capabilities, sustained performance under pressure and a passion to lead. Coupled with the strong ethics and values that LUMS inculcates in them, they are the ideal human resource choice for businesses and corporations across the world.

Some of the salient features that segregate our MBAs from other business graduates include:

CASE METHOD OF TEACHING

The Case Method is the best pedagogy model employed by the top ranked business schools worldwide. It is a potent tool that combines theory with practice and exposes the students to the true rigours of real time decision making and analysis. The same Case Method is the teaching trademark of the LUMS Business School. The students are presented with actual company scenarios where they stretch their intellect, knowledge base, analysis and other skills in arriving at the most befitting decision/solution. Conflicting data, intricate politics and often critical resource constraints add to the decision making complexities and the decision has then to be defended amongst competitive peers against different, yet equally viable solutions.

This prods students to think and act as managers from the very first day: much before they assume this role in the corporate world by when they become seasoned leaders both in theory and practice.

The students solve over 500 cases during their two-year MBA programme at LUMS.

MBA FINAL YEAR PROJECT

The MBA project is a mandatory requirement of our MBA curriculum. Groups of students (6-8) work with a client organisation on a live managerial issue/project over a course of a year. They construct and present an exhaustive solution to the client and faculty audience at the end and are graded accordingly by both. In many cases, these solutions are actually implemented by the clients and give successful results amidst real business environments.

The MBA Project is an excellent opportunity for a mutual evaluation in the recruitment parameter. The year long interaction provides for an in-depth, realistic assessment of students which at the same time allows the latter to gauge the company in detail: its business, culture, people, environment and values. This works best in mapping recruitment requirements at both ends and hence, complementing a best fit.

Invitations for the MBA Final Year Project are circulated in July/August every year. If you are interested to receive one, please contact the Project Coordinator:

Dr. Kamran Ali Chatha
Email: kamrana@lums.edu.pk
Tel: +92-42-35608994

ACCREDITATIONS, INTERNATIONAL AND INDUSTRIAL LINKAGES

Our educational excellence is acknowledged globally. The Association of Management Development Institutes in South Asia (AMDSASIA) has awarded us with the South Asian Quality System (SAQOS) accreditation. We are also a full member of Association of Asia-Pacific Business Schools (AAPBS) and European Foundation for Management Development (EFMD). We have established international linkages in research, academia and various international competitions with many universities worldwide including MIT, Harvard and McGill University among others.

Another exciting feature that directly connects our students with the outside world and adds a true global flavour to our MBA degree in the MBA Student Exchange Programme. Our School has active linkages with several universities worldwide where our students visit and spend an entire semester every year.

ABOUT 20% of our MBA students enroll for a term in one of our partner universities every year
THE PEOPLE

The target audience of the Suleman Dawood School of Business encompasses all walks and professions of life across Pakistan and the world. Other student nationalities include China, Sri Lanka, Bangladesh, India, Azerbaijan and Uzbekistan. Such a diverse cohort adds to the diversity of our MBA programme and the richness of the Business School experience.

MBA 2012 PROFILE

- Electives: 32
- Avg Work Exp (in yrs): 2.69
- Women: 22%
- Avg GMAT/LMAT Score: 620
- Over 50% Class on Scholarships/Loans
- Average Age (in yrs): 25

ACADEMIC BACKGROUND

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<tr>
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<tr>
<td>Science</td>
<td>5%</td>
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<tr>
<td>Commerce/Business</td>
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<td>Computer Science</td>
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LUMS faculty is a rich conglomeration of the finest PhDs from around the world - Harvard, Stanford, McGill, Oxford, Cambridge and the likes. Each faculty is an authority over his/her area with commendable research and peerless industry experience. They give SDSB its distinctive edge and the local lead. Besides their in-depth academic excellence, our faculty also bring in global perspective and rich practical experience as many of them have served while others continue to serve on executive committees and boards of many local organisations and international agencies.

THE BUSINESS SCHOOL FACULTY
alone comprises 30 PhD holders from Harvard, Stanford, MIT, Cambridge, McGill and the likes.
OUR ALUMNI

The MBA alumni of LUMS need no introduction. They continue to be living examples of business genius and the academic excellence of their alma mater.

Our alumni have been the pioneers of change wherever they have served, particularly the local environment where they have been the harbinger of innovation, creativity, and healthy re-structuring.

On the global front, they have been equally effective in driving critical decisions, structures and processes and enhancing productivity and efficiency.

MANY OF OUR ALUMNI are employed in companies that form part of the Global 500 list including Shell, British Petroleum, Chevron, Samsung Electronics, EWI etc.

LUMS 5500+ ALUMNI WORK OR STUDY IN 27 COUNTRIES WORLDWIDE
HOW TO RECRUIT A LUMS MBA?

INTRODUCTION
The MBA Placement Office (MPO) was established in 2009 to cater to the multifarious HR needs of the corporate world and establish the specialized market niche that our experienced MBAs are ideal for.

MPO provides you with a singular platform to exclusively address all your business requirements across all industries and functions from an eclectic resource pool with varying academic and professional backgrounds, geographical distribution and practical expertise.

The segmented sector-wise approach permits specialised customer orientation and an active, cohesive one-on-one liaison between each sector office and higher recruiting partners. This has resulted in better personalised relations and more productive career fits.

The MPO peak activity cycle extends from January till June every year. During this time, our office provides complete support to all our recruiting partners in their resource pursuits both on and off campus. In addition, all sector offices are also available round the year for similar objectives and to further enhance student recruiter connectivity and networking through other channels such as mock interviews, panel discussions, live case studies and so on.

The MBA Placement Office has an eventful activity calendar to provide you with a customized skeleton that best incorporates and responds to your recruitment wish list. You will find further details on this calendar including guidelines on recruiting our business graduates in the sections that follow.

MPO RECRUITMENT SUPPORT
The MBA Placement Office provides round the clock support to its recruiting partners in identifying ideal candidates for their organization through the following channels:

MBA PLACEMENT OFFICE WEBSITE
The most recent milestone in MPO’s success stories is the MPO Website. The website provides a comprehensive online solution to all stakeholders to meet their own respective objectives and needs. It supports separate user corners to achieve this; the Student Corner, Recruiter Corner and a very interesting, still in process, Mentor Corner.

The two corners aptly cater to the student and recruiter population in connecting with each other for their respective career needs. This includes advertising vacancies, searching and filtering specific profiles, downloading complete class profiles, requesting on campus support and more.

THE MPO WEBSITE
is the only university career platform that will cater to students, recruiters, alumni and mentors alike.

However, MPO aims to be much more than a mere placement office for its clients; we strive not only support quality placements but also prepare and pre-engage both sides for the same through an engaging mentoring relationship. The Mentor Corner aims to serve this goal, allowing the corporate world to connect with their target audience as Mentors and enabling the mentees to truly benefit beyond recruitment in terms of learning, grooming and developing.

MPO also plans to actively support alumni in their career aspirations; hence another separate Alumni Corner is in the making and will be made live shortly.

We extend to provide specific ‘headhunting’ services to alumni and recruiters for alumni recruitment so that both get the best of their choices with the economy of time and money.

MPO will inform you via email and other communication channels when the Mentor and Alumni Corner go live. For now, you are more than welcome to get the best of our services through a recruiter account that can be constructed through the following steps:

2. Click on ‘Recruiters’ in the left navigation area followed by ‘New User’ on the resulting page.
3. Fill in the New User Form and submit to MPO. Your account will be approved shortly with the username and password details emailed to your official account. Use the login details to enter your account and use it to hire LUMS MBAs.

CORPORATE PRESENTATIONS
On-campus presentations are an effective platform where recruiters receive an exclusive, personalised interaction with our MBA graduates to introduce and sell their organisation.

We invite you to visit our campus, network with our graduates, guide them about potential opportunities and recruit the best talent available in the region.

ALL DAY RECRUITMENT
MPO also facilitates all day recruitment for its recruiting partners. Those who wish to conduct several recruitment stages over a short time span can target this mode at our campus. It may involve corporate presentations, tests, interviews, group discussions and more.

However, recruiters must intimate us well in advance of the target dates if they decide on the all day recruitment option at any time.
INTERVIEWS/TESTS/GROUP DISCUSSIONS

MPO also facilitates its recruiting partners through every individual stage of recruitment, internships on-campus, tests, interviews, group discussions and assessment centers.

We also provide coordination support (between students and recruiters) if any of these stages are conducted off-campus. Additional assistance and collaboration may be provided through the physical presence of one or more of our team members at the specific off-campus site, if needed.

VIDEO CONFENCING/VIRTUAL MEETINGS

LLUMS SDES offers video conferencing capabilities to assist our Recruiters with their interview process especially in case of international opportunities where great distances often impose constraints. An increasing number of Recruiters are now employing these services and if you are interested in conducting virtual meetings/video conferences, please contact the MBA Placement Office.

MPO GUEST SPEAKER SESSIONS/PANEL DISCUSSIONS

MPO supports a series of sector-wise alumni panel discussions and individual guest-speaker sessions to connect the students with the corporate world and its on-going dynamics. They help them understand the do's and don’ts of different industries and functions, future trends requirements and recruitment plans of specific organizations. These sessions are scheduled throughout the year but mostly through October to December.

Most of these sessions are coordinated through MBA Clubs and Societies directly. Our MBA students have 11 special executive clubs and societies that provide a platform for our students to enrich their equally important non-academic skills and connect with the corporate fraternity and the market at large.

These Clubs & Societies include:
- LLUMS Marketing Executive Club
- LLUMS HR Executive Club
- LLUMS Global Management Executive Club
- LLUMS Entrepreneurship Executive Club
- LLUMS Finance Executive Club
- LLUMS Supply Chain Management Executive Club
- LLUMS Toastmasters Executive Club
- MBA Leadership Society

MBA SPORTS SOCIETY
- LLUMS Business Review
- LLUMS Investment Management Association

You are encouraged to participate in such student related activities as they serve as one of the most direct networking channels with our graduates. If you are interested to know more in order to partner and sponsor one or more of them, please contact:

Mr. Muhammad Limar Brar
Email: umarbr@llums.edu.pk
Tel: +92-42-35008233

MBA NETWORKING NIGHTS

This unique model of MBA recruitment has been in practice since 2010 with a great response and feedback from students and recruiters alike.

The MBA Networking Nights provide our recruiting partners with a highly focused channel to network with the entire graduating class in one go and determine the best fit for their organization. A candid interaction amidst a semi-formal ambiance brings out the best across both sides and leaves the student with potential candidates and a long-term strong association.

The Networking Nights are sector based to ensure a more intimate and detailed exchange between each recruiter and student group. Three nights are conducted in total, each targeting a set of important sectors that provide involving experience to all.

JOB TREKS

Job treks provide students with an opportunity to visit an organization. Each year, various companies invite students to their offices. These company treks offer unique insights into the company's day-to-day operations, people, and culture. Treks can also enable more interaction with senior leaders and alumni within the organization. Popular times for these treks lie during the semester break every year.

INTERNATIONAL HIRING

The MBA Placement Office has a special Recruitment Executive dedicated for international careers. We work closely with international recruiters to discuss strategies for recruiting the best talent and the hiring process so that they get the best possible experience with LLUMS SDES and MPO.
OUR CORPORATE RECRUITERS

We are pleased to share some of our recruiting partners with you. It reflects our placement diversity and shows the wide range of companies and industries that recruit at SOIBA LUMS.

INTERNATIONAL RECRUITERS
- AC Nielsen, Shanghai
- Bank of America Merrill Lynch, Hong Kong
- Citi, Kuala Lumpur, Singapore, Hong Kong
- Cupola Group, Dubai
- Gulf Insurance, Dubai
- IFCO, Dubai
- Jolicity Partners, Dubai
- Khalid Alame, Dubai
- Nabeel, Dubai
- PNB, Dubai

NATIONAL RECRUITERS
- 3M Pakistan
- Accenture Consulting
- Abdullah Group Pakistan
- AC Nielsen Pakistan (Pvt) Ltd.
- Acumen Fund
- Adil Bank Limited
- Akbar Bank
- Allied Trust
- Asia Foundation
- Asia Pacific Foundation
- Asiatrust Foundation
- Astir Group
- Bank Alfalah
- Barclays Pakistan
- Bata Pakistan, LME
- Beyer Pakistan
- Bilal Jobs Co Limited
- Berger Paints
- Blue Group of Companies
- British Council Pakistan
- British Oxygen Company (BOC) - UNCD
- Bushra Group
- Care Foundation
- Cargill Pakistan
- Chen One
- Chenko Group
- Chin Mobile Pakistan - ZONG
- Clifford NJR
- Chief Society for Human and Institutional Development - CHID
- Coca-Cola Pakistan
- Competition Commission of Pakistan
- Confin Solutions
- Continental Biscuits Limited
- Crescent Bahrain Limited
- Cupola Group
- Dia Khan Cement Company
- Descon Construction Company
- Dawood Pakistan
- Dow Brand
- Dow Inc.
- Draper-Heracleum Corporation Limited
- Descon Group
- Development Pool
- EBR Group
- English Biscuits Manufacturers
- Enrico Corporation
- EfT Pakistan
- Fatima Group of Companies
- Fauji Fertilizer Company Limited
- Faysal Bank Limited
- First Capital Group
- FMC Corporation
- Four Brothers Group
- Franklin Coxe Pakistan
- Gulf Pakistan
- Geet Pharma Pvt Ltd.
- Glassrestricted Pakistan
- Gul Ahmed
- Goldstar Group of Companies
- Habib Bank Limited
- Habib Metropolitan Bank
- Habib Foods
- Harvest Top World - International
- Hashoo Group
- House of Habib
- Hyperstar
- IBM
- ICC - Azamabad
- IFIC Group
- Info Business Technologies
- Infrastructure Project Development Facility
- Intel Pakistan
- Interloop Limited
- Interloop Pakistan
- Intermediate Textile Mills
- Jahangir Siddiqui Investment Bank
- Johnson & Johnson Pakistan
- Karachi Point P/L.
- Karachi Electric Supply Company
- KASIF Foundation
- Kissan Foods
- Kot Addu Power Co.
- Lakhani Pakistan Cement Limited
- Lahore Stock Exchange
- Lakson Group
- Levi Pakistan
- Lifestyle Appliances
- Morson Pakistan Pvt. Ltd.
- United Energy Pakistan
- Maple & Gemini
- Master Group of Industries
- Master Textile Mills
- Mayfair Group of Companies
- Muslim Commercial Bank
- Mentor Graphics
- Metro Cash & Carry Pakistan (Pvt) Ltd.
- Ministry of Commerce/NACTA
- MNC Hunter Farms
- Mobilink
- Mosaic Pakistan Agrotech Pvt. Ltd.
- National Database and Registration Authority (NADRA)
- National Foods
- Nishat Pakistan
- Nisar Technologies
- Nippon Paints
- Nishat Group
- Nisaris Pharma Pakistan
- Oil & Gas Development Limited (OGDL)
- Orient Group of Companies
- Outfitters
- Pakistan Oilfields Company
- Pakistan Petroleum Limited
- PARCO
- Pakistan Board of Investment & Trade (PBIT)
- Pak Elektron Limited (PIL)
- Pepsi Cola International Pakistan
- Pfizer Laboratories
- Pharmagen Healthcare Limited
- Phillips Puerto Rico
- Punjab Information & Analysis Unit (PIAU)
- Pioneer Seeds Pakistan
- Poverty Alleviation Fund
- Procter & Gamble Pakistan
- Pakistan State Oil (PSO)
- PPS Aces
- Pakistan Tobacco Company
- Pakistan Telecommunication Company Ltd.
- Qahwa Industries
- QAS Surgical Pvt Ltd.
- Reckitt Benckiser Pakistan
- Rural Support Programme Network (RSPN)
- S & F Group of Companies
- Safari Textiles
- Sapphire Textiles
- Securities & Exchange Commission of Pakistan (SECP)
- Safaril Pvt. Ltd.
- Servis Sales Corporation
- Skokang Group
- Shell Pakistan
- Sialkot
- Standard Chartered Bank
- Style Textiles
- Styleshoes
- Systems Ltd.
- Total Pakistan
- Tokinol
- Telenor
- Turata Corporation
- The Citizens’ Foundation
- The Seer Group (TSG)
- The Peace Pakistan Limited
- Tier 2 Development Authority of Pakistan
- Tier 3 Corporation
- ULL Managing Directors Limited
- Ullah
- Unilever Pakistan
- US Darwin Mills Pvt. Ltd.
- Ward Telecom
- Watson Telecom
- World Wide Fund for Nature WWF
- Pakistan Engineering Co. Ltd.
- Zephyr Textiles Limited

300+ RECRUITERS
For MBA recruitment internship every year.
### RECRUITERS WITH MOST OFFERS

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<td>Nestlé Pakistan</td>
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<td>Engie Corporation</td>
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### RECRUITERS WITH MOST ACCEPTANCES

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