



PORT LINK - A MARINE GROUP COMPANY

# PORT LINK

## INTERNAL NEWSLETTER

Delivering Excellence in  
Freight & Logistics Solution

One Stop Global  
Logistics Provider

QUARTER 1 / 2026



# EDITORIAL

As we bring you this edition of our company newsletter, we take a moment to reflect on the journey we continue to build together as one team.

At Port Link, every milestone achieved, every challenge overcome, and every success celebrated is a reflection of the dedication, passion, and resilience of our people. Our strength lies not only in the services we deliver but also in the culture we nurture – one built on collaboration, innovation, trust, and mutual respect.

This newsletter is more than just a collection of updates; it is a window into the achievements, moments, and stories that define our organization. From team accomplishments and employee engagement initiatives to business milestones and leadership insights, each page highlights the collective efforts that drive us forward.

As we move ahead, we remain committed to excellence, continuous growth, and creating an environment where every individual feels valued and empowered to contribute their best.

Thank you for being an integral part of this journey. Together, we continue to shape a stronger future for Port Link.



# MESSAGE FROM OUR MANAGING DIRECTOR

As we progress through 2026, I would like to extend my sincere gratitude to our dedicated employees, valued partners, and trusted stakeholders for your continued trust and commitment. Your collective efforts remain the driving force behind our growth and success.

This has been a quarter of extraordinary activity. The surge in transshipment volumes at Karachi Port, the regional disruptions reshaping global shipping routes, and Pakistan's evolving trade policy landscape have all created both significant challenges and real opportunities for our business. It is in precisely these moments that the quality of our people and the strength of our partnerships are tested – and I am proud to say that Port Link has risen to meet them.

We remain committed to delivering excellence, deepening our client relationships, and positioning ourselves to capture the growth that this dynamic environment presents. With a clear vision and the right team behind us, I am confident we will build on this strong foundation and achieve even greater milestones together.

Thank you for being an integral part of our journey.

Warm regards,

**Danish Azim Siddiqui**  
**Managing Director**





# PAKISTAN ECONOMY UPDATES

# KARACHI PORT SEES MORE THAN 1,400% INCREASE IN CARGO ACTIVITY

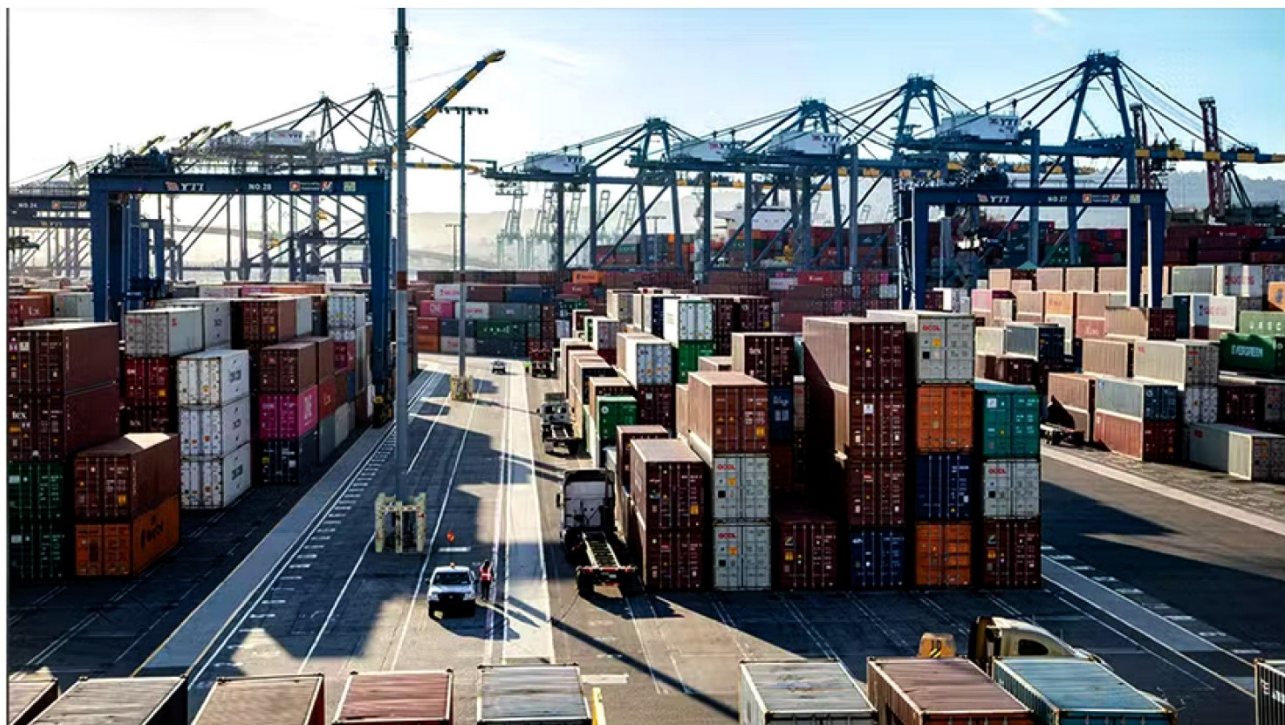


In the backdrop of the Middle East situation, Pakistan's ports have recorded a historic surge in cargo handling, with both tanker and container operations hitting unprecedented levels. Tanker traffic rose sharply due to increased imports of petroleum and LNG for the domestic use, while container throughput expanded on the back of rising trade volumes and transshipment activity.

Containerized cargo handling reached an all-time high, figures shared by KPT revealed that since March 1, 2026, around 8,313 TEUs of transshipment containers were handled across three private terminals - SAPTL led with 5,286 TEUs, followed by KICT with 1,827 TEUs and KGTL with 1,200 TEUs.

Thus, the transshipment containers during past 24 days alone have matched the total volume handled throughout the entire previous year. In 2025, Karachi Port processed approximately 8,300 containers, while in just the last 24 days, the port handled 8,313 containers. This represents a record-high growth of 1,423 percent compared to 2025.

# PAKISTAN DOUBLES DUTY-FREE IMPORT WINDOW UNDER EXPORT FACILITATION SCHEME



The Government of Pakistan has extended the utilization period under the Export Facilitation Scheme (EFS) from 9 months to 18 months, aiming to lower costs for exporters and strengthen export competitiveness, particularly for small and medium enterprises (SMEs).

Minister of State for Finance and Railways Bilal Azhar Kayani on Thursday explained that under the revised policy, exporters can continue to avail zero-duty and tax-free import of inputs, provided the goods are used within the extended 18-month timeframe.

An additional extension of up to six months beyond the 18-month period may be granted on a case-by-case basis by a designated committee. To prevent misuse of the scheme, a six-monthly reconciliation mechanism has also been introduced.

The reforms are intended to improve ease of doing business, reduce compliance delays, and support the country's broader goal of export-led and private sector-driven economic growth.

# WHEAT & RICE TRADING NOW ON TRANSPARENT EXCHANGE PLATFORM



On 5th February 2026, Pakistan introduced a transparent exchange-based trading system for wheat and rice through the Pakistan Mercantile Exchange Limited (PMEX). This was made possible in partnership with Meskay & Femtee Trading Company, a leading agri-commodity trader. The trading of futures contracts is expected to begin later in February, marking the first-time agricultural commodities will be formally traded on a documented platform in the country.

The new system is designed to bring credible price discovery into agriculture, allowing farmers and traders to see real market-driven rates. By linking physical supply chains with exchange-traded products, it supports free-market operations and ensures transparency. Farmers benefit from better visibility of prices and protection against middlemen, while traders and exporters gain reliability and reduced risk in managing supply.

At the national level, the initiative encourages documentation of agricultural trade, helps stabilize food prices, and attracts investment. In simple terms, this platform works like a stock exchange for crops, where wheat and rice are traded openly with clear prices and documented contracts. It makes trading fairer, reduces corruption, and moves Pakistan's agriculture into a more modern and efficient era.

# KARACHI PORT OFFERS UP TO 60 TARIFF CUTS

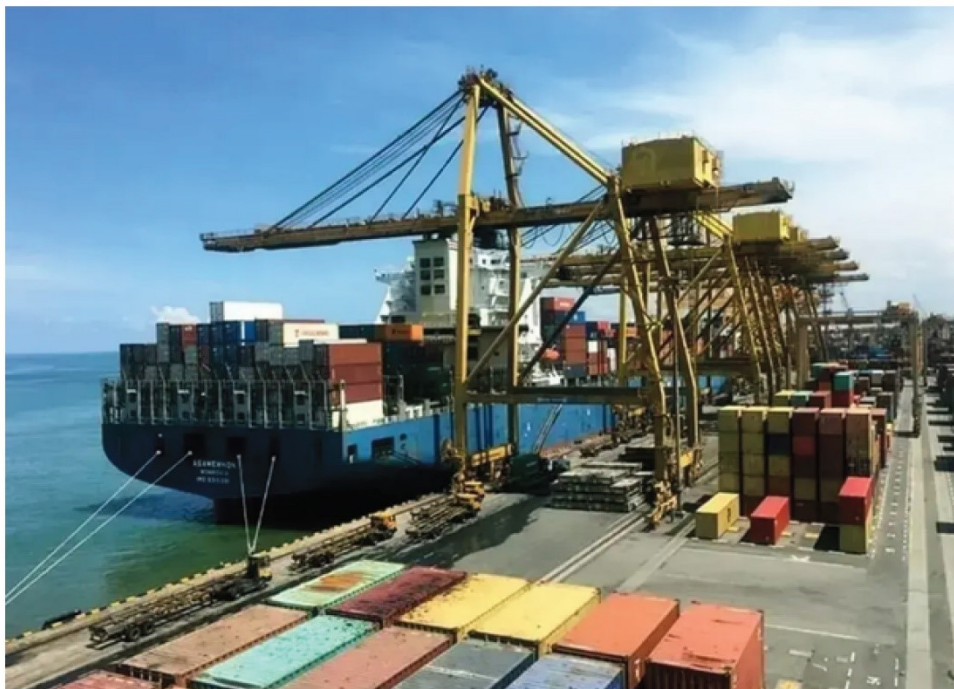


The government has introduced a package of fiscal incentives offering up to 60% concessions in port charges to attract foreign-flagged transshipment vessels to Karachi Port. The initiative aims to increase shipping activity and strengthen the port's regional standing.

Federal Minister for Maritime Affairs Muhammad Junaid Anwar Chaudhry said the revised Karachi Port Trust (KPT) tariff provides significant relief in port dues and berthing charges, with incentives linked to ship calls and transshipment volumes. The minimum cargo requirement has been reduced from 10% to 7.5%, while the base discount has been raised from 5% to 20%.

Under the new policy, vessels carrying dry bulk export cargo will receive a 60% concession on port dues, wharfage, and storage charges. Large container ships with at least 25% transshipment cargo will qualify for up to a 50% discount on wet charges. Ships using environmentally friendly fuels will benefit from an additional 5% reduction in berthing charges.

# FBR REVISES TRANSSHIPMENT RULES. TEMPORARY STORAGE AT PORT QASIM AMID GULF CRISIS:



In a decisive move to safeguard Pakistan's trade operations during the ongoing Gulf crisis, the Federal Board of Revenue (FBR) has amended the International Transshipment Rules and allocated a temporary storage facility covering 16.9 acres in the North Eastern Industrial Zone of Port Qasim. The measure is aimed at ensuring smoother clearances and preventing congestion at the port, which has faced mounting pressure due to disruptions in regional shipping routes.

## **Financial and Operational Benefits**

- **Storage Fees:** Cargo owners will pay for warehousing services while shipments await onward transshipment, creating a new revenue stream for the port authority and its operator.
- **Handling Charges:** Additional cargo handling—loading, unloading, and moving goods into temporary storage—will generate more service charges. Beyond immediate gains, the reforms are expected to strengthen Port Qasim's long-term competitiveness:
- **Higher Throughput:** By reducing congestion, the port can accommodate more vessels, translating into additional berthing and service charges.
- **Attracting New Business:** Traders may prefer Port Qasim over alternative hubs if it demonstrates resilience during crises, leading to sustained growth in traffic and revenue.



# **BUSINESS NEWS**

# Strengthening Partnerships Through Collaboration

DELEGATES FROM OCEAN NETWORK EXPRESS (ONE) AT HEAD OFFICE - KARACHI



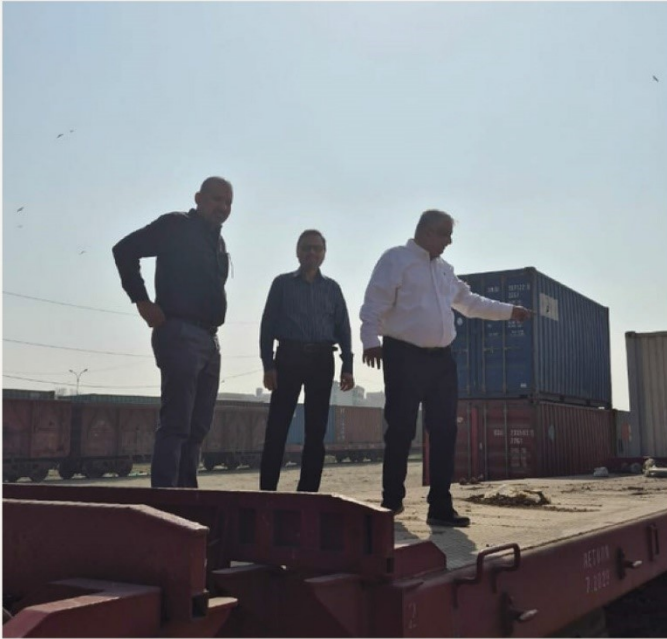
We were pleased to welcome Ms. Victoria (Vicky) Cumming , from Ocean Network Express (ONE), to our Head Office in Karachi.

Her visit provided a valuable opportunity to engage in meaningful discussions around market dynamics, collaboration, and future growth opportunities. Such interactions reinforce the importance of strong partnerships and shared vision in navigating the evolving logistics and shipping landscape.

Thank you, Ms. Victoria Cumming for taking the time to visit. We look forward to continued collaboration and mutual success ahead.

# A VISIT TO OUR RAIL LOGISTICS OPERATIONS

A VISIT TO WAZIR MANSION



Our CEO, Mr. Umair Alam, together with the leadership team, visited our rail logistics operations to witness firsthand how nearly five decades of expertise are driving Pakistan's trade forward. The delegation engaged with our dedicated ground teams, observing their resilience and commitment as they continue to operate under open skies and demanding conditions—ensuring uninterrupted cargo movement.

In an era where road congestion, operational uncertainties, and climate-related disruptions challenge supply chains, direct rail connectivity between Karachi Port and Punjab's industrial hub emerges as a robust and sustainable alternative. The dedicated freight service linking Karachi's main container terminals with Mughal Pura Dry Port exemplifies our vision of building infrastructure that is reliable, efficient, and future-ready.





# **EMPLOYER BRANDING & SOCIAL RESPONSIBILITY**

# BUILDING TOMORROW'S TALENT PIPELINE: PORT LINK ON CAMPUS

At Port Link International Services, we believe that the strength of our future depends on the quality of people we attract today. This quarter, we took that belief onto campuses across Pakistan – participating in career fairs and mentorship programmes at some of the country's most respected institutions, including IBA, IOBM, DHA Suffa University, KSBL, LUMS, and the University of Punjab.

Across Karachi and Lahore, our teams set up stalls, held one-to-one conversations with students, and introduced the next generation of professionals to what a career in freight, logistics, and trade looks like. These weren't just recruitment exercises. They were genuine exchanges – students asked sharp questions about the industry, about career paths, and about what it takes to build a business in a sector as dynamic and global as ours.

Our CEO **Umair Alam** took this a step further at IBA, where he participated in a dedicated mentorship session focused on real-world leadership, career decision-making, and professional mindset. The session moved well beyond a standard talk – it was an open, honest conversation that clearly resonated with the students present.

The response across all institutions was enthusiastic. We met candidates with genuine curiosity, ambition, and fresh perspectives – exactly the qualities we look for at Port Link. Several promising connections have already progressed into our recruitment pipeline.

We see employer branding not as a marketing exercise but as a long-term investment. The talent we engage with today will shape our organisation for years to come. We look forward to welcoming many of these bright individuals into the Port Link family.



IBA - Karachi



IOBM - Karachi



DHA Suffa - Karachi



KSBL - Karachi



LUMS - Lahore



University of Punjab - Lahore



**LIFE @ PORT LINK**

# International Women's Day 2026



On this International Women's Day, we celebrate the remarkable contributions, strength, and resilience of women who continue to inspire progress in every field and community. This year's theme, "For All Women & Girls: Rights. Justice. Action.", reminds us that true empowerment goes beyond recognition, it requires meaningful action to ensure equal opportunities, respect, and fairness for every woman and girl.

At Port Link International Services (Pvt) Limited, we believe that an inclusive workplace empowers individuals to grow, lead, and make a difference. Today, we celebrate the talented women within our organization and around the world who continue to break barriers, lead with confidence, and shape a better future.



# Eid Celebrations Across Our Port Link Family

## Eid Mubarak

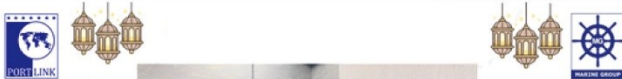


KARACHI

Eid was celebrated with great joy and togetherness across all Port Link offices, bringing our teams closer as one unified family. From different locations to our Head Office in Karachi, the festive spirit was truly alive everywhere!

The celebration was filled with smiles as we came together to cut a cake, enjoy delicious snacks, and share moments of happiness with colleagues. It was a wonderful opportunity to pause, connect, and celebrate the spirit of Eid beyond work.

These moments remind us that, it's not just about business it's about people, culture, and the bonds we build every day.



MULTAN

Eid Mubarak

## Eid Mubarak



LAHORE

## Eid Mubarak



FAISALABAD

Eid Mubarak

## Eid Mubarak



SIALKOT

Eid Mubarak

## Eid Mubarak



ISLAMABAD

Eid Mubarak



**WELCOMING NEW  
TALENT**

# NEW JOINER ANNOUNCEMENT



# WELCOME TO THE TEAM

## Karachi - Head Office & Faisalabad- Branch Office



**Aatif Gatta**  
Head of Business Development  
(Karachi)



**Shaharyar Kaif**  
AM Nomination & Data Analytics  
(Karachi)



**Umaima**  
AM CS & Pricing  
(Karachi)



**Hassan Bin Sadiq**  
AM Pricing - Export  
(Karachi)



**M. Umair Hafeez**  
AM Nomination  
(Karachi)



**M. Safwan Munim Alvi**  
Finance Executive  
(Karachi)



**Muhammad Kashif**  
Sr. Executive Documentation  
(Faisalabad)



# NEW JOINER ANNOUNCEMENT



**WELCOME  
TO THE TEAM**

**Branch Office -  
Multan, Sialkot,  
Islamabad &  
Lahore**



**Farhan Ali Nemat**  
Branch Manager (Multan)



**Muhammad Tariq**  
AM Sales (Sialkot)



**Touqeer Saghir Khan**  
Documentation Executive  
(Islamabad)



**Sara Iqbal (Chandni)**  
Dep. Manager Pricing &  
Operations (Lahore)



**Mehak Tariq**  
Sr. Executive Sales Support  
(Lahore)

# PORT LINK

A MARINE GROUP COMPANY

As we come to the close of this edition, we extend our sincere appreciation to every member of the Port Link family for being a part of our continued journey of growth and excellence.

Each achievement featured in this newsletter is a reflection of the dedication, teamwork, and commitment that define our organization. It is through the collective efforts of our people that we continue to move forward with confidence and purpose.

We hope this edition has inspired, informed, and connected you with the many milestones and moments that make our workplace truly special. Here's to many more successes, shared memories, and meaningful achievements ahead.

**Together, we grow. Together, we succeed.**

**Thank you for being part of the Port Link family.**

