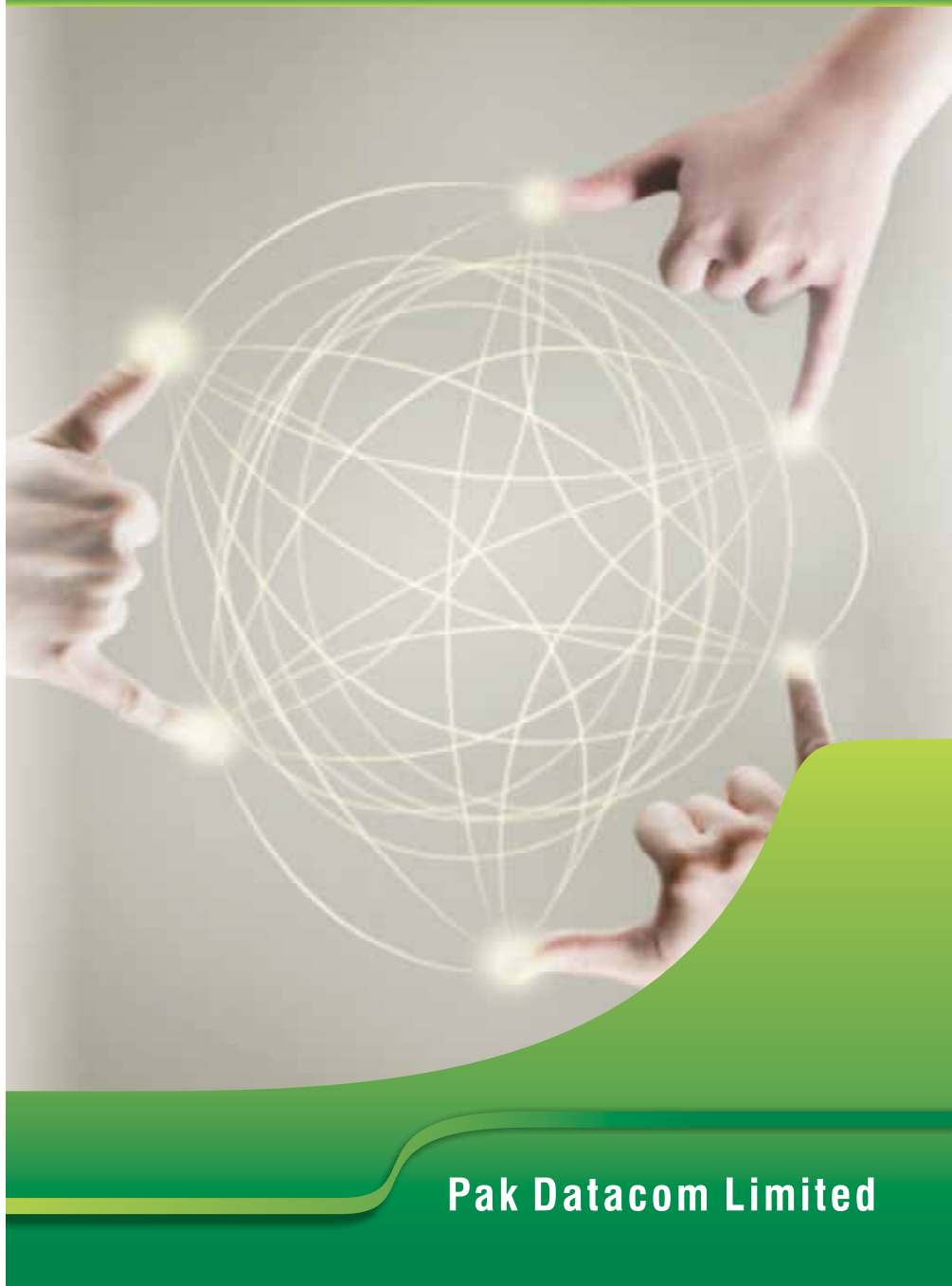




Pak Datacom

# 3rd Quarter Report

July 2013 to March 2014  
(Un-audited)



**Pak Datacom Limited**

## COMPANY PROFILE

### BOARD OF DIRECTORS

- |    |                             |                 |
|----|-----------------------------|-----------------|
| 1. | Azmat Ali Ranjha            | Chairman        |
| 2. | Muhammad Arshad Khan Kayani | Chief Executive |
| 3. | Muhammad Arif               |                 |
| 4. | Ifrikhar Ahmed Raja         |                 |
| 5. | Nessar Ahmed                |                 |
| 6. | Amjad Hussain Qureshi       |                 |
| 7. | Muhammad Amir Malik         |                 |
| 8. | Muhammad Yaqoob             |                 |

### CFO/ COMPANY SECRETARY

Syed Sajjad Hasan Jafri

### AUDIT COMMITTEE

- |    |                       |          |
|----|-----------------------|----------|
| 1. | Nessar Ahmed          | Chairman |
| 2. | Muhammad Arif         |          |
| 3. | Ifrikhar Ahmed Raja   |          |
| 4. | Amjad Hussain Qureshi |          |

### HUMAN RESOURCE & REMUNERATION COMMITTEE

- |    |                             |          |
|----|-----------------------------|----------|
| 1. | Ifrikhar Ahmed Raja         | Chairman |
| 2. | Muhammad Arshad Khan Kayani |          |
| 3. | Muhammad Yaqoob             |          |

### REGISTERED OFFICE

1st Floor, TF Complex, 7-Mauve Area, G-9/4, Islamabad

### HEAD OFFICE

3rd Floor, Umar Plaza, Blue Area, Islamabad. Tel: (051) 2872691, 2823677, Fax: (051) 2823270

### SHARES DEPARTMENT

Hassan Farooq Associates (Pvt.) Limited, HF House, 7/3-G Mushtaq Ahmed Gormani Road, Gulberg-II, Lahore.  
Tel: (042) 35761661-2, Fax: (042) 35755215

### AUDITORS

HLB Ijaz Tabussum & Co., Chartered Accountants, 303, Sawan Road, G-10/1, Islamabad

### LEGAL ADVISOR

KAZMIZ Associate & Corporate Consultants, House # 14, Street # 48, F-8/4, Islamabad

## DIRECTORS' REPORT

The Board of Directors of Pak Datacom Limited (PDL) feels pleasure to present before you un-audited financial statements for the third quarter ended on March 31, 2014.

The profitability of the Company remained steady as compared to last year's corresponding period. PDL earned total revenue of Rs. 550.959 million during first nine months of current financial year while it has posted pre-tax profit of Rs. 76.791 million translating into an earning per share of Rs. 7.84.

Keeping in view the current economic scenario, PDL management has initiated strategic measures to explore aggressively some business avenues within and outside the country. The Company will continue to follow this policy to seek new revenue streams and explore feasible ventures, for enhancing the profitability of the Company. The management expects that all these actions will bring better results during the succeeding period and the financial targets are likely to be achieved with dedication of the management and employees.

We thank our valued shareholders, regulators, stock exchanges and customers for their trust and consistent support for the progress and prosperity of the Company.

**For and on Behalf of the Board**

**Islamabad  
April 29, 2014**

**Muhammad Arshad Khan Kayani  
Chief Executive**

## CONDENSED INTERIM BALANCE SHEET

### AS AT MARCH 31, 2014

	Note	Un-audited March 31, 2014 Rupees	Audited June 30, 2013 Rupees
<b>EQUITY AND LIABILITIES</b>			
<b>SHARE CAPITAL AND RESERVES</b>			
Authorised share capital - 100,000,000 ordinary shares (June 2013: 100,000,000) of rupees 10 each		1,000,000,000	1,000,000,000
Issued, subscribed and paid up capital	4	98,010,000	98,010,000
Reserves		689,372,714	661,586,965
		787,382,714	759,596,965
<b>NON-CURRENT LIABILITIES</b>			
Deferred taxation		3,766,132	9,055,466
Employees' retirement and other service benefits - leave encashment		32,077,535	28,594,995
		35,843,667	37,650,461
<b>CURRENT LIABILITIES</b>			
Customers' deposits		102,717,074	100,676,410
Trade and other payables		313,098,353	258,229,790
Provision for taxation		44,354,403	65,754,017
		460,169,830	424,660,217
		1,283,396,211	1,221,907,643
<b>CONTINGENCIES AND COMMITMENTS</b>			
	5		
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	6	280,515,185	310,556,149
Intangible assets	7	7,259,000	7,912,899
		287,774,185	318,469,048
<b>CURRENT ASSETS</b>			
Trade debts		153,034,982	137,419,216
Advances		362,150,728	145,205,758
Trade deposits and short term prepayments		78,753,989	77,248,415
Other receivables		21,453,764	668,525
Interest accrued		2,659,193	3,665,589
Advance tax		49,260,604	44,067,427
Short term investments		262,000,000	435,440,000
Cash and bank balances		66,308,766	59,723,665
		995,622,026	903,438,595
		1,283,396,211	1,221,907,643

The annexed notes from 1 to 16 form an integral part of these financial statements.

Ittikhar Ahmed Raja  
Director

Muhammad Arshad Khan Kayani  
Chief Executive

**CONDENSED INTERIM PROFIT AND LOSS  
ACCOUNT (UN-AUDITED)  
FOR THE NINE MONTHS ENDED MARCH 31, 2014**

	Note	For the Quarter Ended		For the Nine Month Ended	
		March, 31 2014 Rupees	March, 31 2013 Rupees	March, 31 2014 Rupees	March, 31 2013 Rupees
Revenue	8	184,592,928	174,894,543	550,958,918	581,115,086
Cost of services	9	(122,299,089)	(115,714,105)	(394,341,382)	(394,758,503)
Gross profit		62,293,839	59,180,438	156,617,536	186,356,583
Administrative expenses	10	(28,472,822)	(25,200,924)	(81,001,976)	(78,747,670)
Marketing expenses	11	(4,163,239)	(3,752,056)	(11,209,398)	(12,582,402)
		(32,636,061)	(28,952,980)	(92,211,374)	(91,330,072)
Operating profit		29,657,778	30,227,458	64,406,162	95,026,511
Other operating income		8,025,037	9,924,721	52,907,913	32,301,118
		37,682,815	40,152,179	117,314,075	127,327,629
Finance cost		(302,703)	284,851	(1,655,852)	(811,693)
Profit before taxation		37,380,112	40,437,030	115,658,223	126,515,936
Provision for taxation		(12,709,239)	(14,152,960)	(38,867,474)	(44,579,478)
Profit after taxation		24,670,873	26,284,070	76,790,749	81,936,458
Other comprehensive income		-	-	-	-
Net profit for the period		24,670,873	26,284,070	76,790,749	81,936,458
Earning per share		2.52	2.68	7.84	8.36

The annexed notes from 1 to 16 form an integral part of these financial statements.

\_\_\_\_\_  
Iftikhar Ahmed Raja  
Director

\_\_\_\_\_  
Muhammad Arshad Khan Kayani  
Chief Executive

### CONDENSED INTERIM CASH FLOW STATEMENT (UN-AUDITED) FOR THE NINE MONTHS ENDED MARCH 31, 2014

	March 31, 2014 Rupees	March 31, 2013 Rupees
Cash Flows from Operating Activities		
Profit for the period before taxation	115,658,223	126,515,936
<u>Adjustments for non-cash and other items:</u>		
Depreciation	37,258,176	43,423,613
Depreciation - joint venture	-	640,985
Amortisation-intangible assets	653,899	1,121,252
(Gain)/ loss on disposal of property, plant and equipment	(3,584,713)	(40,595)
Finance cost	1,655,852	811,693
Exchange gain	(15,319,177)	(18,261,981)
Return on bank deposits/ short term investments	(9,424,533)	(10,479,732)
Provision for gratuity	9,000,000	10,000,000
Provision for earned leave encashment	3,500,000	6,000,000
	23,739,504	33,215,235
Operating profit before working capital changes	139,397,727	159,731,171
Movement in working capital		
<u>(Increase)/decrease in current assets</u>		
Trade debts - unsecured	(15,615,766)	(70,520,829)
Advances	(216,944,970)	(116,656,245)
Trade deposits and short term prepayments	(1,505,574)	(27,076,096)
Due from associated companies	-	(21,200)
Other receivables	(20,785,239)	4,132,210
<u>Increase/(decrease) in current liabilities</u>		
Customers' deposits	2,040,664	4,638,198
Trade and other payables	53,813,808	127,942,430
	(198,997,077)	(77,561,532)
Cash generated from operations	(59,599,350)	82,169,639
Taxes paid	(70,749,599)	(25,654,425)
Gratuity paid/adjusted	(8,329,657)	(8,118,257)
Earned leave paid/ adjusted	(17,460)	(2,352,649)
Return on bank deposits/ short term investments	10,430,929	5,584,086
Finance cost	(1,655,852)	(811,693)
	(70,321,639)	(31,352,938)
Net cash flows from operating activities	(129,920,989)	50,816,701
Cash Flows from Investing Activities		
Fixed capital expenditure	(9,908,689)	(16,412,606)
Proceeds on the disposal of property, plant and equipment	6,276,190	118,000
Net cash flows from investing activities	(3,632,499)	(16,294,606)
Cash Flows from Financing Activities		
Dividend paid	(48,620,588)	(58,317,925)
Net increase/ (decrease) in cash and cash equivalents	(182,174,076)	(23,795,830)
Cash and cash equivalents at the beginning of the period	495,163,665	483,022,737
Effect of foreign exchange rate change	15,319,177	18,261,981
Cash and Cash Equivalents at the end of the period	328,308,766	477,488,888

The annexed notes from 1 to 16 form an integral part of these financial statements.

**Iftikhar Ahmed Raja**  
Director

**Muhammad Arshad Khan Kayani**  
Chief Executive

# **CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED)** **FOR THE NINE MONTHS ENDED MARCH 31, 2014**

	Share Capital Issued, subscribed and paid-up Rupees	General Reserves Rupees	Revenue Reserves Unappropriated profit Rupees	Total Rupees
<b>Balance as at June 30, 2012</b>				
Net profit for the period	98,010,000	381,500,000	242,846,143	722,356,143
			81,936,458	81,936,458
<b>Balance as at March 31, 2013</b>				
Net profit for the period	98,010,000	381,500,000	324,782,601	804,292,601
Transfer to General reserve	-	-	14,110,364	14,110,364
Transactions with owners	-	50,000,000	(50,000,000)	-
Final dividend for the year ended June 30, 2012 (Rs. 4.00 per share)	-	-	(39,204,000)	(39,204,000)
Interim dividend for the year ended June 30, 2013 (Rs. 2.00 per share)	-	-	(19,602,000)	(19,602,000)
<b>Balance as at June 30, 2013</b>				
Net profit for the period	98,010,000	431,500,000	230,086,965	759,596,965
Transfer to General reserve	-	-	76,790,749	76,790,749
Transactions with owners	-	50,000,000	(50,000,000)	-
Final dividend for the year ended June 30, 2013 (Rs. 3.00 per share)	-	-	(29,403,000)	(29,403,000)
Interim dividend for the year ended June 30, 2014 (Rs. 2.00 per share)	-	-	(19,602,000)	(19,602,000)
<b>Balance as at March 31, 2014</b>				
	98,010,000	481,500,000	207,872,714	787,382,714

The annexed notes from 1 to 16 form an integral part of these financial statements.

Ittikhar Ahmed Raja  
Director

Muhammad Arshad Khan Kayani  
Chief Executive

**NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)  
FOR THE NINE MONTHS ENDED MARCH 31, 2014**

**1 LEGAL STATUS AND OPERATIONS**

Pak Datacom Limited (the Company), a subsidiary of Telecom Foundation, was incorporated in Pakistan on July 13, 1992 as a Private Limited Company under the Companies Ordinance, 1984 and was converted into a public limited Company on June 26, 1994. The Company started its commercial activities on July 1, 1994. The Company is listed on all stock exchanges of Pakistan. The registered office of the Company is located at 1st Floor, TF Complex, 7 - Mauve Area, G - 9/4, Islamabad. The objective of the Company is to set up, operate and maintain a network of data communication and to serve the needs of the subscribers against approved tariff charges. The Company is also authorised to carry out any business relating to communication and information technology whether manufacturing or otherwise, that may seem to the Company capable of being conveniently carried on to enhance the value of or render profitable any of the Company's property or rights or which it may be advisable to undertake with a view to improve the profitability of the Company, subject to applicable licenses from Pakistan Telecommunication Authority.

**2 BASIS OF PREPARATION**

**2.1 Statement of Compliance**

These condensed interim financial statements for the nine months ended March 31, 2014 have been prepared in accordance with IAS 34 - Interim Financial Reporting and directives issued by the Securities and Exchange Commission of Pakistan (SECP) and the requirements of Companies Ordinance, 1984. In case where the requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 shall prevail.

**2.2 Adoption of new and revised standards, interpretations and amendments**

The Standards, interpretations and amendments to them effective for the accounting period beginning on or after January 01, 2014 are either not relevant to the Company's operations or are not expected to have any significant impact on the Company's financial statements (if any).

**3 SIGNIFICANT ACCOUNTING POLICIES**

**3.1 Basis of measurement**

These financial statements have been prepared under the historical cost convention except for recognition of certain employees retirement and other service benefits which are measured at present value.

**3.2 Functional and presentation currency**

Items included in the financial statements are measured using the currency of the primary economic environment in which the Company operates. The financial statements are presented in Pakistan Rupees which is the Company's functional and presentation currency.

**3.3 Changes in Accounting Policies**

The accounting policies and estimates adopted in the preparation of these financial statements are the same as those applied in the preparation of financial statements for the year ended June 30, 2013 except those specifically otherwise disclosed in these financial statements.



	Un-audited March 31, 2014 Rupees	Audited June 30, 2013 Rupees
<b>4 ISSUED, SUBSCRIBED AND PAID UP CAPITAL</b>		
5,400,000 (June 2013: 5,400,000) ordinary shares of Rs. 10/- each fully paid in cash	54,000,000	54,000,000
4,401,000 (June 2013: 4,401,000) ordinary shares of Rs. 10/- each issued as fully paid bonus shares	44,010,000	44,010,000
	<u>98,010,000</u>	<u>98,010,000</u>

Out of total issued share capital, 5,398,354 (June 2013: 5,398,354) ordinary shares are held by Telecom Foundation, Pakistan.

#### 5 CONTINGENCIES AND COMMITMENTS

- 5.1** Guarantees and letter of credits issued by the bank on behalf of the Company amounted to Rs. 295.08 million (June 2013: Rs. 580.42 million).
- 5.2** The Company had entered into an agreement with a reseller of satellite bandwidth in Pakistan for provisioning of satellite segment. Due to certain technical issues, the bandwidth was never operational or utilised. Management after appropriate measures for the recovery of advance payments of US\$ 0.64 million; equivalent Rs. 64.10 million (June 2013: US\$ 0.64 million; equivalent Rs. 62.64 million) referred the matter to the arbitration, which in its award given on May 03, 2012 imposed additional payment of US \$ 0.64 million; equivalent Rs. 64.10 million on the Company. The Company has filed the case in Islamabad High Court against the award, outcome of which is still pending. The Company had made provision against the advance payment of US \$ 0.64 million; equivalent Rs. 64.10 million during the year ended June 30, 2013 as a matter of abandon caution. However the Board and the management is of the opinion that the maximum loss even if the case is decided against the Company will not exceed US\$ 1.28 million; equivalent Rs. 129.28 million (June 2013 : US\$ 1.28 million; equivalent Rs. 126.46 million). The reseller had also filed a counter claim in the Civil Court, Islamabad for recovery of the Arbitration Award, which has been adjourned sine-die since the matter is already in the Honorable Islamabad High Court.
- 5.3** Tax appeal for the recovery of Rs. 0.28 million (June 2013: Rs. 0.28 million) is pending with the Income Tax Appellate Tribunal, Islamabad against the imposition of penalty on short advance tax charged by the Collector of Income Tax at the time of import. In another case, the Company has not withheld tax on dividend amounting to Rs. 0.90 million (June 2013: Rs. Nil) due to exemption available under clause 47B of the second schedule of Income Tax Ordinance 2001. The CIT (Appeals) in the appeal has withheld the decision of tax levied by the tax authority and appeal is now pending with the Income Tax Appellate Tribunal, Islamabad. The cases are expected to be decided in favour of the Company.
- 5.4** Capital commitments outstanding in respect of purchase of equipment amounted to Rs. 68.56 million (June 2013: Rs 106.48 million).
- 5.5** An ex-employee has filed a case before Honorable Sindh Labour Court, Karachi for the restoration of his services, which is pending for further proceedings. Earlier appeal filed by him in the year 2012 was disposed off by the Labour Court in favour of PDL.

	Note	Un-audited March 31, 2014 Rupees	Audited June 30, 2013 Rupees
<b>6 PROPERTY, PLANT AND EQUIPMENT</b>			
Net book Value- Pakistan	6.1	279,887,970	309,812,729
Net book Value - UAE	6.2	627,215	743,420
		<u>280,515,185</u>	<u>310,556,149</u>
<b>6.1 Property, plant and equipment- Pakistan</b>			
<b><u>Cost</u></b>			
Opening balance		850,110,130	835,831,945
Additions during the period		9,908,689	18,513,046
Deletion/disposals during the period		(10,149,397)	(4,234,861)
Closing balance		849,869,422	850,110,130
<b><u>Accumulated depreciation</u></b>			
Opening balance		540,297,401	485,441,528
Additions during the period		37,141,971	58,364,093
Deletion/disposals during the period		(7,457,920)	(3,508,220)
Closing balance		<u>569,981,452</u>	<u>540,297,401</u>
<b><u>Net book value</u></b>		<u>279,887,970</u>	<u>309,812,729</u>
<b>6.2 Property, plant and equipment- UAE</b>			
<b><u>Cost</u></b>			
Opening balance		770,181	-
Additions during the period		-	770,181
Deletion/disposals during the period		-	-
Closing balance		770,181	770,181
<b><u>Accumulated depreciation</u></b>			
Opening balance		26,761	-
Additions during the period		116,205	26,761
Deletion/disposals during the period		-	-
Closing balance		<u>142,966</u>	<u>26,761</u>
<b><u>Net book value</u></b>		<u>627,215</u>	<u>743,420</u>
		<u>280,515,185</u>	<u>310,556,149</u>

1st charge of Rs. 140.00 million (June 2013: Rs. 140.00 million) on fixed assets, on present and future current assets of the Company of Rs. 400.00 million (June 2013: Rs. 400.00 million) with lien on import documents of Rs. 18.59 million (June 2013: Rs. 185.48 million) and US\$ 2.50 million; equivalent Rs. 252.50 million (June 2013: US\$ 2.50 million; equivalent Rs. 247.00 million) in shape of F.C-FDR (proportionately adjustable on receipt of shipping documents under letter of credit) has been created in favor of Soneri Bank Limited for an unfunded facility of Rs. 292.93 million (June 2013: Rs. 846.92 million).

	Un-audited March 31, 2014 Rupees	Audited June 30, 2013 Rupees
<b>7 INTANGIBLE ASSETS</b>		
<b><u>Cost</u></b>		
Opening balance	11,744,006	11,744,006
Additions during the period	-	-
Deletion/disposals during the period	-	-
Closing balance	11,744,006	11,744,006

	Un-audited March 31, 2014 Rupees	Audited June 30, 2013 Rupees
<b>Accumulated Amortisation</b>		
Opening balance	3,831,107	2,336,107
Additions during the period	653,899	1,495,000
Deletion/disposals during the period	-	-
Closing balance	4,485,006	3,831,107
<b>Net book value</b>	<b>7,259,000</b>	<b>7,912,899</b>

	For the Quarter ended		For the nine months ended	
	Un-audited March 31, 2014 Rupees	Un-audited March 31, 2013 Rupees	Un-audited March 31, 2014 Rupees	Un-audited March 31, 2013 Rupees
<b>8 REVENUE</b>				
CVAS Data License	183,913,728	162,753,918	547,727,318	545,330,440
Telecom Infrastructure				
Provider License	679,200	3,360,000	3,231,600	10,402,812
Joint venture - PDL share	-	8,780,625	-	25,381,834
	<u>184,592,928</u>	<u>174,894,543</u>	<u>550,958,918</u>	<u>581,115,086</u>
<b>9 COST OF SERVICES</b>				
Channel and local lead rentals	44,068,571	22,999,187	143,398,925	119,055,212
Space segment rentals	30,327,518	34,114,795	106,700,989	99,960,967
Salaries and other benefits	28,171,682	27,727,099	88,586,084	87,888,259
Equipment maintenance cost	2,375,576	2,859,990	4,980,552	8,328,504
Repair and maintenance expenses	2,136,275	2,774,598	5,860,907	6,256,406
License fee	936,549	897,770	2,819,427	3,186,723
Depreciation	12,521,688	14,776,426	37,258,176	43,423,613
Amortisation	123,413	373,753	653,899	1,121,252
Expenses - joint venture - PDL share	-	6,105,271	-	21,145,618
Travelling and local conveyance	979,722	3,085,216	2,560,390	4,391,949
Operating lease rentals	658,095	-	1,522,033	-
	<u>122,299,089</u>	<u>115,714,105</u>	<u>394,341,382</u>	<u>394,758,503</u>
<b>10 ADMINISTRATIVE EXPENSES</b>				
Salaries and other benefits	15,134,650	13,727,837	38,844,406	39,196,559
Travelling and local conveyance	308,669	252,464	727,410	617,473
Telephone expenses	983,884	828,472	2,297,205	2,220,314
Vehicle running expenses	5,596,586	4,975,287	17,192,601	14,197,820
Insurance	248,939	153,535	1,099,573	829,830
Entertainment	775,418	764,272	2,301,512	1,737,318
Rent, rates and taxes	2,043,649	1,787,076	5,804,218	5,227,905
Legal and professional charges	301,787	538,270	3,037,528	3,531,615
Printing and stationery	691,641	437,529	1,353,275	1,503,869
Utilities	1,080,007	1,105,438	3,687,995	3,789,537
Welfare expenses	750,000	-	2,250,000	-
Auditors' remuneration	5,400	50,000	365,900	305,000
Operating lease rentals	552,192	-	2,040,353	-
Provision for deposits and payables	-	580,744	-	5,590,430
	<u>28,472,822</u>	<u>25,200,924</u>	<u>81,001,976</u>	<u>78,747,670</u>

	For the Quarter ended		For the nine months ended	
	Un-audited March 31, 2014 Rupees	Un-audited March 31, 2013 Rupees	Un-audited March 31, 2014 Rupees	Un-audited March 31, 2013 Rupees
<b>11 MARKETING EXPENSES</b>				
Advertisement and marketing expenses	198,470	457,225	734,558	1,792,285
Salaries and other benefits	3,729,577	3,185,138	9,720,330	9,886,058
Travelling and local conveyance	55,600	109,693	215,734	904,059
Operating lease rentals	179,592	-	538,776	-
	<u>4,163,239</u>	<u>3,752,056</u>	<u>11,209,398</u>	<u>12,582,402</u>
<b>12 EARNINGS PER SHARE (BASIC AND DILUTED)</b>				
Profit after taxation	<u>24,670,873</u>	<u>26,284,070</u>	<u>76,790,749</u>	<u>81,936,458</u>
	<b>Number of shares</b>	<b>Number of shares</b>	<b>Number of shares</b>	<b>Number of shares</b>
Weighted average number of ordinary shares	<u>9,801,000</u>	<u>9,801,000</u>	<u>9,801,000</u>	<u>9,801,000</u>
Basic and diluted earnings per share (Rupees/ share)	<u>2.52</u>	<u>2.68</u>	<u>7.84</u>	<u>8.36</u>

There are no dilutive ordinary shares as at March 31, 2014 ( March 31, 2013: Nil).

### 13 DATE OF AUTHORIZATION FOR ISSUE

These financial statements were authorised for issue by the Board of Directors of the Company on April 29, 2014.

### 14 MOVEMENT BETWEEN RESERVES AND PROPOSED DIVIDEND

The Board of Directors in its meeting held on April 29, 2014 approved interim cash dividend @ Nil %, i.e. Rs. Nil per share (March 2013: @ Nil %, i.e. Rs. Nil per share) amounting to Rs. Nil (March 2013: Rs. Nil ). The financial statements for the period ended March 31, 2014 do not include the effect of aforementioned movement between reserves and proposed dividend.

### 15 RECLASSIFICATION

Following corresponding figures have been re-arranged and reclassified in respect of administrative expenses and wherever necessary, for better presentation and disclosure:

		March 31, 2013 Rupees
<u>Reclassification From</u>	<u>Reclassification To</u>	
Administrative expenses-Travelling and local conveyance	Cost of services-Travelling and local conveyance	4,391,949
Administrative expenses-Travelling and local conveyance	Marketing expenses-Travelling and local conveyance	904,059
		<u>5,296,008</u>

### 16 GENERAL

Figures have been rounded off to the nearest Rupee, unless otherwise stated.

Iftikhar Ahmed Raja  
Director

Muhammad Arshad Khan Kayani  
Chief Executive

**DIVIDEND MANDATE FORM**

Dear Shareholder,

**Re: Dividend Mandate Form**

With reference to the captioned subject, it is to inform you that under Section 250 of the Companies Ordinance, 1984, a shareholder may, if so desires, may direct the Company to pay dividend through his/her/its Bank Account.

In pursuance of the directions given by the Securities & Exchange Commission of Pakistan vide Circular Number 19 of 2012 & Reference No. SMD/CJW/Misc/19/2009 date June 05, 2012, I/we \_\_\_\_\_ request being the registered shareholder of \_\_\_\_\_ having Folio No. \_\_\_\_\_ hereby gives the opportunity to authorize the Company to directly credit in your bank account cash dividend, if any, declared by the Company in future.

[PLEASE NOTE THAT THIS DIVIDEND MANDATE IS OPTIONAL AND NOT COMPULSORY, IN CASE YOU DO NOT WISH YOUR DIVIDEND TO BE DIRECTLY CREDITED INTO YOUR BANK ACCOUNT THEN THE SAME SHALL BE PAID TO YOU THROUGH THE DIVIDEND WARRANTS].

Do you wish the cash dividend declared by the Company, if any, is directly credited in your bank account, instead of issue of dividend warrants. Please tick "✓" any of the following boxes:

YES

NO

If yes then please provide following information:

Transferee Detail	
Title of Bank Account	
Bank Account Number	
Bank Name	
Branch Name And Address	
Computerized National Identity Card [CNIC]	
Cell Number of Transferee	
Landline Number of Transferee, if any	

It is stated that the above mentioned information is correct, that I will intimate the changes in the above mentioned information to the Company and the concerned Share Registrar as soon as these occur.

\_\_\_\_\_  
**Signature of the Member/Shareholder**

**Note:** Physical certificate holders are requested to please submit the Dividend Mandate Form duly completed to the Share Registrar. In case of CDC account holder, please submit this Mandate Form to the concerned Participant/Broker.

**INTIMATION FOR THE COPY OF COMPUTERIZED NATIONAL  
IDENTITY CARD (CNIC)**

**Dear Shareholder (s)**

**Re: Copy of Computerized National Identity Card [CNIC]**

As per direction of the Securities & Exchange Commission of Pakistan vide SRO 779(1)/2011 dated August 18, 2011, the dividend warrants to be issued by the companies should bear the CNIC number of the registered member(s) or their authorized representative(s) and dividend warrants cannot be issued without inserting the CNIC number of the member(s) or its authorized representative(s).

You are, therefore, requested to please provide us a copy of your CNIC without any further delay failing which your future dividend warrant(s) will be withheld in compliance of the aforesaid direction of the SECP at our following address:

**Head of Shares Department**  
Hassan Farooq Associates (Private) Limited  
Share Registrar: Pak Datacom Limited  
7/3 - G, Mushtaq Ahmed Gormani Road, Gulberg - II  
Lahore. Pakistan.  
Ph: 042-35761661-62

Kindly mention your folio number alongwith name of Company, on the copy of CNIC for identification purposes and also mention your contact number.

[www.pakdatacom.com.pk](http://www.pakdatacom.com.pk)

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PRINTED MATTER**



*If undelivered, please return to:*  
**PAK DATACOM LIMITED**  
3rd Floor, Umar Plaza, Blue Area, Islamabad, Pakistan  
Tel: (051) 2872691 - 2823677, Fax: (051) 2823270