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# **Board of Directors**

### **Chairman PTCL Board**

**Farooq Ahmed Awan** 

# **Members PTCL Board**

Abdulrahim A. Al Nooryani

Abdul Wajid Rana

Abdulaziz A. Al Sawaleh

Jamil Ahmed Khan

Dr. Syed Ismail Shah

Fadhil Al Ansari

Abdulaziz H. Taryam

Dr. Ahmed Al Jarwan

# **Company Secretary PTCL**

**Farah Qamar** 

# **Corporate Information**

# Management

#### Walid Irshaid

President & Chief Executive Officer

#### **Muhammad Nehmatullah Toor**

SEVP (Finance) / Chief Financial Officer(CFO)

#### Syed Mazhar Hussain

SEVP (Admin & Procurement / HR)

#### Sikandar Nagi

SEVP (Corporate Development)

#### **Naveed Saeed**

SEVP (Commercial)

## **Muhammad Nasrullah**

Chief Technical Officer (CTO)

#### **Hamid Farooq**

SEVP (Business Development)

#### Furqan Habib Qureshi

SEVP (Business Zone South)

#### Jamal Abdalla Salim Hussain Al Suwaidi

SEVP (Business Zone Central)

#### **Anwer Umed Ali**

Chief Information Officer (CIO)

# **Company Secretary**

Farah Qamar

# **EVP (Legal)**

Zahida Awan

### **Bankers**

Allied Bank Limited

Askari Bank Limited

Bank Alfalah Limited

Bank Al Habib Limited

The Bank of Punjab

Citibank. N.A

Dubai Islamic Bank

Faysal Bank Limited

Habib Metropolitan Bank Limited

MCB Bank Limited

Meezan Bank Limited

National Bank of Pakistan

NIB Bank Limited

Standard Chartered Bank (Pakistan) Limited

United Bank Limited

# Registered Office

PTCL Headquarters,

Block-E, Sector G-8/4,

Islamabad-44000. Pakistan.

Tel: +92-51-2263732 & 34

Fax: +92-51-2263733

E-mail:company.secretary@ptcl.net.pk

Web: www.ptcl.com.pk

# **Auditors**

#### A.F. Ferguson & Co.

**Chartered Accountants** 

Ernst & Young Ford Rhodes Sidat Hyder,

Chartered Accountants

# **Share Registrar**

M/s FAMCO Associates (Pvt.) Limited

Ground Floor,

State Life Building 1-A

I.I. Chundrigar Road

Karachi 74000

Tel: +92-21-32422344, 32467406 &

32420755

Fax: +92-21-32428310

# **Directors' Report** Half Year - July-Dec 2011

The Directors of Pakistan Telecommunication Company Limited (PTCL) are pleased to present to the shareholders the financial information of the Company for the half year ended December 31, 2011. The financial information has been reviewed by the statutory auditors.

Government of Pakistan has announced to hold 3G license and spectrum auction in near future. Accordingly, PTCL is preparing to reap the potential benefits likely to be made available through this window of opportunity. Towards this end, increased emphasis is being placed on 'Cloud Computing' as well as on Fixed-Mobile Convergence (FMC) services. Besides, the segments of Broadband and Corporate Services are further strengthened through increased investments in the network and augmenting the customer care.

#### **Financial Performance**

During the half year under review, PTCL Group earned revenues of Rs. 55 billion which were 6% higher compared to same period last year. The revenues of PTCL were Rs. 29 billion registering 6% increase whereas revenues of PTML (Ufone), the wholly owned subsidiary of PTCL also rose by 6%.

The Group's net profit after tax remained at Rs. 4.6 billion during the period under review depicting a decrease of 21% over corresponding period last year. PTCL's net profit after tax was Rs. 2.9 billion which is 29% lower than the profit in same period last year mainly on account of decrease in Other Operating Income.

#### **Commercial Performance**

During the period under review, your Company maintained its position of being the leading telecom operator providing voice and data services in converged environment to all customer segments.

As a result of the sustained efforts, DSL customer base increased by 17% during the first half of 2011-12 with 95% market share. Special promotions and bundled deals were announced to encourage subscribers to upgrade their connections in terms of speed without any price increase. The product portfolio was suitably diversified providing unparallel range from 256Kbps to 50 Mbps at competitive pricing to meet individual requirements of a wide range of customer base encompassing urban and rural communities alike. Introduction of Videophone with plug and play feature linking the service through regular DSL connection improved the subscriber experience. Smart TV (the IPTV service) witnessed a 30% increase in subscriber base because of content enhancement and improved service quality.

Your Company also introduced FTTH (fibre to the home) in major urban areas to meet the ever-increasing demand of higher bandwidth and superior quality of services. PTCL's efforts in DSL business expansion were instrumental in making Pakistan one of the fastest growing countries in the world in terms of broadband growth.

The success and growth of multi-media and broadband services also contributed to sustain the voice business thus helping to retain the land line subscribers with additional data revenues. Bundled deals coupling Voice with DSL and IPTV marked PTCL's resolve to encourage the usage of high-end services.

With the objective to enhance landline usage, international calling rates were made more attractive. Also, special promotions were offered on occasion of Ramadan, Eid, Hajj and Christmas.

During the half-year under review, 'EVO' the wireless broadband service based on 3-G technology, witnessed a 30% growth in its customer base. This was made possible by introducing various products and packages encompassing latest technology. The 3G EVO Tablet, launched on the Independence Day of 14th August 2011, is Pakistan's first 3G enabled Android Tablet with built-in EVO wireless broadband for high speed on-the-go internet connectivity. To expand the customer base, a mid-tier unlimited package of 256 Kbps with attractive pricing was introduced. Similarly, economical packages were also

offered on the EVO Cloud – the product enabling simultaneous 3G wireless broadband connectivity through Wi-Fi multiple devices.

With the aim to retain and win-back PTCL V-fone customers, new packages with flexible tariff were offered during the period under review. Examples of these promotions are Grand V-charge Offer, Azaadi Offer, Non-stop Package, Double Dhamaka Offer and Islamic Portal VAS Services. Further, attractive mobile calling rate was introduced. Also, airtime incentives were offered to encourage customers in purchasing V-fixed wireless phones.

In the Corporate segment, the Data Centre infrastructure was leased for data hosting to some of the large public and private enterprises of repute. Besides, the enhanced focus on V-SAT and IP-MPLS services resulted in engaging leading enterprises at national and international level in provision of these services. Also, PTCL made contractual arrangements to provide managed servers and their hosting in our Data Centers to numerous provincial education governing bodies.

Through various marketing campaigns during the period under review, your Company effectively promoted and created awareness about the brands, its services, products and various initiatives. Creative communication messages combined with effective media placement ensured that PTCL maintained a constant visibility both in electronic and print media. Also, PTCL sponsored various events that augmented both image of the Company and product sales.

### **Technical Performance**

During the period, PTCL added more than 360K Broadband-enabled lines bringing the total installed capacity to 1.36 million lines which provides DSL coverage throughout Pakistan including lesser-developed and remote areas under the Universal Services Fund projects as well.

In order to meet diversified needs of vast array of its customers, PTCL also brought in latest technologies like MSAG (Multi Service Access Gateways) and Ultra Broadband VDSL-2 which enables data rates up to 50 Mbps bandwidth on existing copper pair and has thus facilitated offering of Broadband packages from 256 Kbps to 50 Mbps. During the period under review, your Company installed 20K VDSL-2 lines and successfully completed pilot project to deploy 15K all optical network up to the customer's premises through GPON (Gigabit Passive Optical Network) technology.

With concentrated efforts, coverage of 'EVO', the wireless broadband service, has further been extended. The service is now being provided through 1,258 sites all over the country with speed ranging from 3.1 Mbps to 9.3 Mbps making PTCL the first operator in the world to offer such technology on commercial basis.

The reach of Broadband services was expanded to remote and far-flung sites of Corporate customers and for this purpose 150 DVB-S2 based VSATs were installed during the period under review. Also, over 3,000 dedicated circuits were added in the network to further facilitate the Enterprise segment.

To facilitate growing demand of bandwidth requirements, up-gradation in core and subsidiary sections of transmission network were carried out. Accordingly, 290 Km optical fiber was added on the parallel backbone taking the total length to 1,990 Km. Further, 120 km optical fiber cable (OFC) was added in Baluchistan thus making available a total of 2,100 Km OFC providing connectivity to remote towns and Tehsils in the province. In geographically difficult areas, IP based Digital Radio systems and VSAT networks are being deployed to meet requirements of residential customers as well as of other operators.

To transform the network in conformity with latest technology, replacement of 1.2 million TDM (Time Division Multiplexed) lines is under progress. In this respect, 236K lines have already been replaced with Class-5 NGN (Next Generation Switching Network) using MSANs (Multi

#### Service Access Nodes).

The reliability and quality of services of entire PTCL network particularly in the Access part is being enhanced through a major Network Rehabilitation campaign. The Access network is also being extended to the green field areas to provide for increased availability of PSTN and Broadband connectivity.

#### **Information Technology**

During the period under review, PTCL's certified Data Centers were energized with dual electricity sources which is the first time in Pakistan. Besides providing smooth functionality, this capability will help reduce the carbon generation thus making PTCL's Data Centers environment friendly.

To obviate any possible security breaches, your Company successfully implemented vulnerability scanning tools for proactive monitoring of any such eventuality. A number of proactive security detecting, self healing solutions have been provided for in this regard.

To facilitate the customers, complaint registration through SMS was made functional. Also, IP based Contact Centers equipped with state-of-the-art CRM (Customer Relationship Management) application were instrumental in enhancing customer experience. For intelligent and timely business analysis, SAS (Statistical Analysis System) Business Analytic Tool is being implemented.

To improve team work among employees, Info-Ship (PTCL Enterprise Social Network portal) was put in place which provides knowledgebase management, blogging, Follow me, Instant Messaging (IM), Employee Directory etc.

#### **Customer Care**

During the period under review, your Company continued its drive to further improve customer satisfaction levels by maintaining close focus on swift service provisioning and effective faults resolution through reengineering of the processes including reinforced Web-Service portal for on-line interaction by customers. In this regard, PTCL launched the campaign of "CUSTOMER First" by revamping its nineteen Flagship One Stop Shops (Sales & Customer Care) with a new and customer-friendly outlook and ambiance. For this purpose, the staff is being imparted with required training and skills.

Your Company is also implementing state-of-the-art CRM (Customer Relationship Management) application and best-in-class IPCC Call Center solution to improve efficiencies manifold. Through these tools, all interactions with customers would be timely captured thus providing a rich management information system.

Based on feed-back collected at PTCL's Contact Centers through "Voice of Customers" campaigns, customer satisfaction levels are being enhanced by increasing FCR (First Call Resolution).

In order to facilitate the wireless customers (both 'EVO' and V-fone), PTCL introduced a number of diversified channels to facilitate bill payment as well as recharge services. Unified Electronic Voucher Card (EVC) is a noteworthy development in this regard through which PTCL customers availing services on CDMA / EVDO technology can load balance using GSM recharge facility at country-wide Ufone's network of approximately 150K retailers. Further, your Company also installed Public Cash Payment Machines (PCPM) at prominent public places facilitating bill payment by customers.

### **Human Resource Development**

With the objective to foster corporate culture and further improve employees' satisfaction levels, PTCL implemented performance evaluation system based upon SMART KPIs (Key Performance Indicators) coupled with on-line job descriptions throughout the organization. Also, skills assessment of sales teams is being implemented so as to equip the staff with

relevant behavioral tools to increase their effectiveness. To ensure that your Company remains technically competitive, screening process of fresh engineering graduates was put in place in the form of pre-entry tests. As a result of various initiatives undertaken to develop human resources, PTCL was awarded with "2nd Global HR Excellence Award 2011" by Global Media Links of Pakistan.

#### **Corporate Social Responsibility**

In order to provide assistance to victims of 2011 devastating floods, a donation of Rs. 50 million was made by PTCL Group in Prime Minister Flood Relief Fund. For this purpose, the cheques were presented to the President of Pakistan by CEOs of PTCL and Ufone.

Your Company also launched an awareness campaign for prevention of Dengue and set up special medical facilities for treatment of its employees affected by the disease.

PTCL also initiated a tree plantation campaign and hundreds of saplings were planted.

The management and employees of PTCL remain committed to provide quality services at competitive prices through concentrated efforts for achieving increased revenue, enhanced customer satisfaction and improved shareholders' value.

On behalf of the Board,

**Faroog Ahmed Awan** 

Chairman

**Walid Irshaid** 

President & CEO PTCL

Islamabad: February 22, 2012

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# CONDENSED INTERIM FINANCIAL INFORMATION

# AUDITOR'S REPORT TO THE MEMBERS ON REVIEW OF INTERIM FINANCIAL INFORMATION

#### INTRODUCTION

We have reviewed the accompanying condensed interim statement of financial position of Pakistan Telecommunication Company Limited as at December 31, 2011 and the related condensed interim statement of comprehensive income, condensed interim statement of cash flows, condensed interim statement of change in equity and notes to the financial information for the six month period then ended (here-in-after referred to as the "interim financial information"). Management is responsible for the preparation and presentation of this interim financial information in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on this interim financial information based on our review. The figures of the condensed interim statement of comprehensive income for the three months period ended December 31, 2011 and 2010 have not been reviewed, as we are required to review only the cumulative figures for the six months period ended December 31, 2011.

#### **SCOPE OF REVIEW**

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### CONCLUSION

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial information as of and for the six months period ended December 31, 2011 is not prepared, in all material respects, in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting.

**A.F. Ferguson & Co.** Chartered Accountants

Islamabad.

Ernst & Young Ford Rhodes Sidat Hyder

Chartered Accountants

Islamabad.

Name of engagement partner:

M. Imtiaz Aslam

Name of engagement partner:

Pervez Muslim

Dated: February 22, 2012

# **CONDENSED INTERIM** STATEMENT OF FINANCIAL POSITION

Note	December 31, 2011 (Un-Audited) (Rupee	June 30, 2011 (Audited) s in '000)
EQUITY AND LIABILITIES		•
SHARE CAPITAL AND RESERVES		
Share capital Revenue reserves	51,000,000	51,000,000
Insurance reserve	2,385,532	2,385,532
General reserve	30,500,000	30,500,000
Unappropriated profit	17,220,459	14,376,349
Unrealized gain on available-for-sale investments	50,105,991 47,328	47,261,881 30,590
NON-CURRENT LIABILITIES	101,153,319	98,292,471
Long-term security deposits	728,125	740,744
Deferred taxation	4,737,006	5,011,731
Employees' retirement benefits	16,574,286	16,823,015
Deferred government grants	3,772,079	3,631,585
CURRENT LIABILITIES	25,811,496	26,207,075
Trade and other payables	22,843,963	24,644,683
Dividend payable	-	3,375,631
	22,843,963	28,020,314
TOTAL EQUITY AND LIABILITIES	149,808,778	152,519,860

## CONTINGENCIES AND COMMITMENTS

The annexed notes from 1 to 12 form an integral part of this condensed interim financial information.

	Note	December 31, 2011 (Un-Audited) (Rupee	June 30, 2011 (Audited) s in '000)
ASSETS NON CURRENT ASSETS			
Fixed assets			
Property, plant and equipment	5	90,145,045	92,377,276
Intangible assets		2,905,782	3,036,127
		93,050,827	95,413,403
Long-term investments		6,607,439	6,607,439
Long-term loans	6	11,430,226	11,487,375
		111,088,492	113,508,217
CURRENT ASSETS			
Stores, spares and loose tools		3,676,855	3,369,488
Trade debts		9,698,350	9,171,851
Loans and advances		679,228	586,124
Accrued interest		534,527	508,863
Recoverable from tax authorities		12,941,760	12,572,963
Receivable from Government of Pakis	tan	2,164,072	2,164,072
Other receivables		653,590	366,997
Short-term investments		5,796,267	2,642,378
Cash and bank balances		2,575,637	7,628,907
		38,720,286	39,011,643
TOTAL ASSETS		149,808,778	152,519,860

# CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME FOR THE SIX MONTHS PERIOD ENDED DECEMBER 31, 2011 (UN-AUDITED)

	Three months period ended				
	December 31,	December 31,	December 31,	December 31,	
	2011	2010	2011	2010	
Note	(Rupees	in '000)	(Rupees	in '000)	
	` .	•		,	
REVENUE	14,856,806	13,842,116	29,339,562	27,698,400	
Cost of services	(10,829,526)	(9,888,938)	(21,681,633)	(20,074,365)	
GROSS PROFIT	4,027,280	3,953,178	7,657,929	7,624,035	
Administrative and general expenses	(1,880,065)	(1,535,179)	(3,699,241)	(3,298,669)	
Selling and marketing expenses	(612,084)	(671,394)	(1,181,495)	(1,204,801)	
Other operating income 8	747,184	1,293,399	1,725,821	3,187,407	
e mer speremig meeting	(1,744,965)	(913,174)	(3,154,915)	(1,316,063)	
OPERATING PROFIT	2,282,315	3,040,004	4,503,014	6,307,972	
OI ERAINO I ROITI	2,202,313	3,040,004	4,303,014	0,507,972	
Finance costs	(67,138)	(56,859)	(132,839)	(126,646)	
PROFIT BEFORE TAX	2,215,177	2,983,145	4,370,175	6,181,326	
Taxation					
- Current	(1,224,388)	(1,241,014)	(1,800,790)	(2,484,558)	
- Deferred	450,848	199,300	274,725	326,039	
	(773,540)	(1,041,714)	(1,526,065)	(2,158,519)	
PROFIT AFTER TAX FOR THE PERIOD	1,441,637	1,941,431	2,844,110	4,022,807	
OTHER COMPREHENSIVE INCOME FOR THE PERIOD					
Unrealized gain on available-for-sale investments-net of tax	8,111	-	16,738	-	
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	1,449,748	1,941,431	2,860,848	4,022,807	
Earnings per share - basic and diluted (Rupee per share)	0.28	0.38	0.56	0.79	
The annual nates from 4 to 40 fames an		thic condended i	ntarim financial	!f	

The annexed notes from 1 to 12 form an integral part of this condensed interim financial information.

Pauxer

President & CEO

# CONDENSED INTERIM STATEMENT OF CASH FLOWS FOR THE SIX MONTHS PERIOD ENDED DECEMBER 31, 2011 (UN-AUDITED)

December 31, December 31, 2010

Note ----- (Rupees in '000) ------

### **CASH FLOWS FROM OPERATING ACTIVITIES**

Cash generated from operations	10	10,064,722	10,315,398
Long-term security deposits		(12,620)	81,746
Employees' retirement benefits paid		(2,209,698)	(229,580)
Payment of other VSS components		(4,786)	(1,784)
Finance costs paid		(86,354)	(92,065)
Income tax paid		(2,270,710)	(1,558,329)
Net cash inflows from operating activities		5,480,554	8,515,386
CASH FLOWS FROM INVESTING ACTIVITIES			
Capital expenditure		(5,504,193)	(5,810,498)
Proceeds from disposal of property, plant and equipme	nt	1,583	47,712
Short-term investments		-	(269,202)
Long-term loans - net		54,808	59,522
PTA WLL license fee		-	(1,894,950)
Loan to the wholly owned subsidiary - PTML		-	(4,000,000)
Return on long-term loans and short-term investments		1,206,367	1,560,361
Government grants received		204,869	-
Dividend income on long-term investments		-	644,000
Net cash outflows from investing activities		(4,036,566)	(9,663,055)
CASH FLOWS FROM FINANCING ACTIVITIES			
Dividend paid		(3,360,107)	(3,366,148)
Net cash outflows from financing activities		(3,360,107)	(3,366,148)
Net decrease in cash and cash equivalents		(1,916,119)	(4,513,817)
Cash and cash equivalents at the beginning of the	period	9,971,493	19,916,009

The annexed notes from 1 to 12 form an integral part of this condensed interim financial information.

Chairman

Cash and cash equivalents at the end of the period

President & CEO

8,055,374

1

15,402,192

# CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY FOR THE SIX MONTHS PERIOD ENDED DECEMBER 31, 2011 (UN-AUDITED)

	Issued, subscribed and paid-up capital			Revenue reserves		Unrealized gain on available-for-	Total
	Class "A"	Class "B"	Insurance reserve	General reserve	Unappropriated profit		
				(Rupees in '0	00)		
Balance as at July 01, 2010	37,740,000	13,260,000	2,113,704	30,500,000	16,145,007	-	99,758,711
Total comprehensive income for the period							
Profit for the period Other comprehensive income		-		-	4,022,807		4,022,807
Other comprehensive income	-	-	-	-	4,022,807	-	4,022,807
Balance as at December 31, 2010	37,740,000	13,260,000	2,113,704	30,500,000	20,167,814		103,781,518
Balance as at July 01, 2011	37,740,000	13,260,000	2,385,532	30,500,000	14,376,349	30,590	98,292,471
Total comprehensive income for the period  Profit for the period	_				2,844,110		2,844,110
Other comprehensive income	-	_	-	_	2,044,110	16,738	16,738
	-	-	•	-	2,844,110	16,738	2,860,848
Balance as at December 31, 2011	37,740,000	13,260,000	2,385,532	30,500,000	17,220,459	47,328	101,153,319

The annexed notes from 1 to 12 form an integral part of this condensed interim financial information.



President & CEO

#### 1. THE COMPANY AND ITS OPERATIONS

Pakistan Telecommunication Company Limited ("the Company") was incorporated in Pakistan on December 31, 1995 and commenced business on January 01, 1996. The Company, which is listed on the Karachi, Lahore and Islamabad stock exchanges, was established to undertake the telecommunication business formerly carried on by the Pakistan Telecommunication Corporation (PTC). PTC's business was transferred to the Company on January 01, 1996 under the Pakistan Telecommunication (Reorganization) Act, 1996, on which date, the Company took over all the properties, rights, assets, obligations and liabilities of PTC, except those transferred to the National Telecommunication Corporation (NTC), the Frequency Allocation Board (FAB), the Pakistan Telecommunication Authority (PTA) and the Pakistan Telecommunication Employees' Trust (PTET). The registered office of the Company is situated at PTCL Headquarters, G-8/4, Islamabad.

The Company provides telecommunication services in Pakistan. It owns and operates telecommunication facilities and provides domestic and international telephone services and other communication facilities throughout Pakistan. The Company has also been licensed to provide such services in the territories of Azad Jammu and Kashmir and Gilgit-Baltistan.

### 2. STATEMENT OF COMPLIANCE

This condensed interim financial information of the Company for the six months period ended December 31, 2011 has been prepared in accordance with the requirements of International Accounting Standard 34 - Interim Financial Reporting and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 have been followed.

# 3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and the methods of computations adopted in the preparation of this condensed interim financial information are consistent with those followed in the preparation of the Company's annual audited financial statements for the year ended June 30, 2011.

# 4. SIGNIFICANT ACCOUNTING JUDGEMENTS AND ESTIMATES

The preparation of this condensed interim financial information in conformity with approved accounting standards requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Company's accounting policies. Estimates and judgements are continually evaluated and are based on historic experience including expectation of future events that are believed to be reasonable under the circumstances.

Estimates and judgements made by the management in the preparation of this condensed interim financial information are the same as those used in the preparation of annual audited financial statements of the Company for the year ended June 30, 2011.

N 5. PROPERTY, PLANT AND EQUIPMENT	ote	As at December 31, 2011 (Un-Audited) (Rupees	(Audited)
5. PROPERTY, PLANT AND EQUIPMENT			
Operating fixed assets	5.1	72,630,626	73,788,459
Capital work-in-progress		17,514,419	18,588,817
		90,145,045	92,377,276
5.1 Operating fixed assets			
Opening book value		73,788,459	73,960,689
Additions during the period / year	5.2	4,614,767	11,459,584
		78,403,226	85,420,273
Disposals during the period / year - at book val	ue	(44)	(977)
Depreciation for the period / year		(5,772,556)	(11,630,837)
Closing book value		(5,772,600) 72,630,626	(11,631,814) 73,788,459
5.2 Details of additions during the period / year	:		
Land - freehold		-	233
Buildings on freehold land		203,479	339,793
Lines and wires		679,574	1,878,997
Apparatus, plant and equipment		3,704,191	4,937,900
Office equipment		10,372	14,451
Computer equipment		10,696	45,959
Furniture and fittings		6,455	6,478
Vehicles		-	148,035
Submarine cables		-	4,087,738
		4,614,767	11,459,584

# 6. LONG-TERM LOANS

These include unsecured loans of Rs 11,000,000 thousand (June 30, 2011: Rs 11,000,000 thousand) to Pak Telecom Mobile Limited, a wholly owned subsidiary of the Company, under subordinated debt agreements. These loans are recoverable in eight equal quarterly installments commencing after a grace period of 3 to 4 years maturing latest by February 2016 and carrying mark-up at the rate of three months KIBOR plus 82 to 180 basis points (June 30, 2011: KIBOR plus 82 to 180 basis points).

#### 7. CONTINGENCIES AND COMMITMENTS

## 7.1 Contingencies

There has been no material change in contingencies as disclosed in the last annual audited financial statements of the Company except for the following:

- (i) On October 17, 2011, the Deputy Commissioner Inland Revenue (DCIR), raised a demand of Rs 2,782,660 thousand, on the premise that the Company has not paid Federal Excise Duty on its local interconnect revenue for the years from 2006 to 2009, aggregating to Rs 16,522,290 thousand, billed to mobile / landline operators and Long Distance and International operators. The Company has filed an appeal against the said order, before the Commissioner Inland Revenue (Appeals II) which is pending for adjudication;
- (ii) On July 16, 2011, the Deputy Commissioner Inland Revenue (DCIR), raised a demand of Rs 298,008 thousand, on the premise that the Company has not paid Federal Excise Duty on Fee for Technical Services, aggregating to Rs 4,073,283 thousand, paid to the Etisalat Telecommunication Corporation of the United Arab Emirates, during the period from July 01, 2007 to June 30, 2009, on the grounds that the said fee has been paid under a Franchise agreement. The case has been decided against the Company by the Commissioner Inland Revenue (Appeals II) and the Company has filed an appeal before the Appellate Tribunal Inland Revenue; and
- (iii) On the same grounds, as disclosed in note 13.8 of the annual financial statements for the year ended June 30, 2011, the Deputy Commissioner Inland Revenue (DCIR), has raised an additional demand on August 2, 2011, amounting to Rs 313,420 thousand, for the period from July 2005 to June 2006 and July 2008 to June 2009. The Company has filed an appeal against the said order, before the Commissioner Inland Revenue (Appeals - II) which is pending for adjudication.

No provision has been made in this condensed interim financial information for the above-mentioned matters, as the management and the Company's tax advisors are of the view that these matters will eventually be settled in the favour of the Company.

### 7.2 Commitments

Commitments, in respect of contracts for capital expenditure amount to Rs 16,524,485 thousand (June 30, 2011: Rs 15,106,081 thousand).

TI	Three months period ended			Six months p	eriod ended	
	December 31, December 31,			December 31,	December 31,	
	2011	2010		2011	2010	
	(Un-Audited)	(Un-Audited)		(Un-Audited)	(Un-Audited)	
(Rupees in '000) (Rupees in '000)						
8. OTHER OPERATING INCOME						
Interest on loan to subsidiary	390,612	427,455		799,431	760,944	
Return on bank placement	214,356	416,488		432,570	771,747	
Dividend from subsidiary - PTML	-	-		-	644,000	
Old liabilities written back	-	200,507		235,000	635,445	
Others	142,216	248,949		258,820	375,271	
	747,184	1,293,399		1,725,821	3,187,407	

# NOTES TO AND FORMING PART OF THE **CONDENSED INTERIM FINANCIAL INFORMATION**

			Six months p	
			December 31,	December 31,
			2011	2010
			(Un-Audited)	(Un-Audited)
9.	TRANSACTIONS WITH REL	ATED PARTIES	(Rupees	in '000)
	Relationship with the Company	Nature of transaction		
	i. Subsidiary	Purchase of goods and services	801,156	744,450
	,	Sale of goods and services	2,407,367	2,593,915
		Mark-up on long-term loans	799,431	760,944
		Disbursement of loans	-	4,000,000
		Dividend received	-	644,000
	ii. Associated undertakings	Technical services fee - note 9.1	943,106	
	ii. 7 10000lated undertakings	Purchase of goods and services	512,345	881,959
		Sale of goods and services	607,900	629,741 2,619,646
	··· = 1	-	001,300	2,010,040
	iii. Employees' contribution	Contribution to Pakistan		
	plans	Telecommunication Employees'	0.000.040	0.704
	in Familian all an after along	Trust (PTET)	2,000,643	3,784
	iv. Employees' benefit plans	Amount received from PTCL employees' GPF Trust		
		, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	23,292	208,293
	v. Directors, Chief Executive	Fees and remuneration including		
	and Executives	benefits and perquisites	499,212	478,139
			As at	As at
			December 31,	June 30,
			2011	2011
			(Un-Audited)	(Audited)
	Period-end balances		(Rupees ir	(000' ר
	Receivables from related pa			
	Long-term loans to subsidia	ry	11,000,000	11,000,000
	Trade debts - Subsidiary		337,274	924,074
	- Associated undertakings		71,577	105,006
	Accrued interest receivable		,	,
	- Subsidiary		263,277	279,082
	Other receivables			
	- PTCL employees' GPF Ti		87,416	64,124
		tion Employees' Trust (PTET)	96,333	95,691
	Payables to related parties Trade creditors			
	- Subsidiary		18,436	14,878
	- Associated undertakings		323,848	359,938
	Technical services fee payab	ole to Etisalat	480,918	456,399
	Retention money payable to	associated undertaking	88,892	108,451
	Pakistan Telecommunication	Employees' Trust (PTET)	4,561,334	5,618,854

**9.1** This represents the Company's share of fee payable to Emirates Telecommunication Corporation (Etisalat) under an agreement for technical services at the rate of 3.5% of Pakistan Telecommunication Group's consolidated annual revenue.

# Six months period ended

----- (Rupees '000) ------

December 31,	December 31
2011	2010
(Un-Audited)	(Un-Audited)

#### 10. CASH GENERATED FROM OPERATIONS

Adjustments for non-cash charges and other items:  Depreciation and amortization  Provision for doubtful trade debts  Employees' retirement benefits  Inputed interest on consideration payable on MAXCOM  Interest income on long-term loans  Gain on disposal of property, plant and equipment  Unrealized gain on available-for-sale investments  Dividend  Return on bank placements  Amortization of USF grants  Effect on cash flows due to working capital changes:  (Increase) / decrease in current assets:  Stores, spares and loose tools  Trade debts  Loans and advances  Recoverable from tax authorities  Other receivables  Trade and other payables  Trade and other payables  5,802,902  5,863,081  5,902,902  5,863,081  830,080  660,884  1,621,992  1,946,994  1,946  4,060  1,944  4,060  1,943  4,060  1,943  4,060  1,944)  (760,94)  (771,747)  (771,7	Profit before tax	4,370,175	6,181,326
Provision for doubtful trade debts         830,080         660,884           Employees' retirement benefits         1,960,968         1,621,992           Imputed interest on consideration payable on MAXCOM         1,946         4,060           Interest income on long-term loans         (799,431)         (760,944)           Gain on disposal of property, plant and equipment         (1,539)         (47,331)           Unrealized gain on available-for-sale investments         -         (644,000)           Return on bank placements         (432,599)         (771,747)           Provision for obsolete stores, spares and loose tools         -         98,125           Amortization of USF grants         (64,375)         (56,402)           Finance costs         86,354         92,065           11,854,481         12,226,824           Effect on cash flows due to working capital changes:         (1,336,580)         (1,270,124)           Loans and advances         (90,088)         (280,876)           Recoverable from tax authorities         101,123         585,762           Other receivables         (287,268)         15,677           (1,940,180)         (889,610)           Increase / (decrease) in current liabilities:         150,421         (1,021,816)	Adjustments for non-cash charges and other items:		
Employees' retirement benefits         1,960,968         1,621,992           Imputed interest on consideration payable on MAXCOM         1,946         4,060           Interest income on long-term loans         (799,431)         (760,944)           Gain on disposal of property, plant and equipment         (1,539)         (47,331)           Unrealized gain on available-for-sale investments         -         (14,285)           Dividend         -         (644,000)           Return on bank placements         (432,599)         (771,747)           Provision for obsolete stores, spares and loose tools         -         98,125           Amortization of USF grants         (64,375)         (56,402)           Finance costs         86,354         92,065           11,854,481         12,226,824           Effect on cash flows due to working capital changes:         (11,854,481)         12,226,824           Effect on cash flows due to working capital changes:         (1,356,580)         (1,270,124)           Loans and advances         (90,088)         (280,876)           Recoverable from tax authorities         101,123         585,762           Other receivables         (287,268)         15,677           (1,940,180)         (889,610)           Increase / (decrease) in current liabilities:<	Depreciation and amortization	5,902,902	5,863,081
Imputed interest on consideration payable on MAXCOM   1,946   4,060     Interest income on long-term loans   (799,431)   (760,944)     Gain on disposal of property, plant and equipment   (1,539)   (47,331)     Unrealized gain on available-for-sale investments   - (14,285)     Dividend   - (644,000)     Return on bank placements   (432,599)   (771,747)     Provision for obsolete stores, spares and loose tools   - 98,125     Amortization of USF grants   (64,375)   (56,402)     Finance costs   86,354   92,065     Trade costs   86,354   92,065     11,854,481   12,226,824     Effect on cash flows due to working capital changes: (Increase) / decrease in current assets:     Stores, spares and loose tools   (307,367)   (1,270,124)     Loans and advances   (90,088)   (280,876)     Recoverable from tax authorities   101,123   585,762     Other receivables   (287,268)   15,677     (1,940,180)   (889,610)     Increase / (decrease) in current liabilities:     Trade and other payables   150,421   (1,021,816)	Provision for doubtful trade debts	830,080	660,884
Interest income on long-term loans	Employees' retirement benefits	1,960,968	1,621,992
Gain on disposal of property, plant and equipment       (1,539)       (47,331)         Unrealized gain on available-for-sale investments       -       (14,285)         Dividend       -       (644,000)         Return on bank placements       (432,599)       (771,747)         Provision for obsolete stores, spares and loose tools       -       98,125         Amortization of USF grants       (64,375)       (56,402)         Finance costs       86,354       92,065         11,854,481       12,226,824         Effect on cash flows due to working capital changes:       (1,356,580)       (1,270,124)         Loans and advances in current assets:       (90,088)       (280,876)         Recoverable from tax authorities       101,123       585,762         Other receivables       (287,268)       15,677         (1,940,180)       (889,610)         Increase / (decrease) in current liabilities:       150,421       (1,021,816)	Imputed interest on consideration payable on MAXCOM	1,946	4,060
Unrealized gain on available-for-sale investments         - (644,000)           Dividend         - (644,000)           Return on bank placements         (432,599)         (771,747)           Provision for obsolete stores, spares and loose tools         - 98,125           Amortization of USF grants         (64,375)         (56,402)           Finance costs         86,354         92,065           11,854,481         12,226,824           Effect on cash flows due to working capital changes:         (1,354,481)         12,226,824           Stores, spares and loose tools         (1,356,580)         (1,270,124)           Loans and advances         (90,088)         (280,876)           Recoverable from tax authorities         101,123         585,762           Other receivables         (287,268)         15,677           (1,940,180)         (889,610)           Increase / (decrease) in current liabilities:         150,421         (1,021,816)	Interest income on long-term loans	(799,431)	(760,944)
Dividend - (644,000)  Return on bank placements (432,599) (771,747)  Provision for obsolete stores, spares and loose tools  Amortization of USF grants (64,375) (56,402)  Finance costs 86,354 92,065  11,854,481 12,226,824  Effect on cash flows due to working capital changes: (Increase) / decrease in current assets:  Stores, spares and loose tools (307,367) (1,270,124)  Loans and advances (90,088) (280,876)  Recoverable from tax authorities (101,123) 585,762  Other receivables (287,268) 15,677  (1,940,180) (889,610)  Increase / (decrease) in current liabilities: Trade and other payables 150,421 (1,021,816)	Gain on disposal of property, plant and equipment	(1,539)	(47,331)
Return on bank placements       (432,599)       (771,747)         Provision for obsolete stores, spares and loose tools       -       98,125         Amortization of USF grants       (64,375)       (56,402)         Finance costs       86,354       92,065         11,854,481       12,226,824         Effect on cash flows due to working capital changes:       (Increase) / decrease in current assets:         Stores, spares and loose tools       (307,367)       59,951         Trade debts       (1,356,580)       (1,270,124)         Loans and advances       (90,088)       (280,876)         Recoverable from tax authorities       101,123       585,762         Other receivables       (287,268)       15,677         (1,940,180)       (889,610)         Increase / (decrease) in current liabilities:       Trade and other payables       150,421       (1,021,816)	Unrealized gain on available-for-sale investments	-	(14,285)
Provision for obsolete stores, spares and loose tools  Amortization of USF grants  (64,375)  Finance costs  86,354  92,065  11,854,481  12,226,824  Effect on cash flows due to working capital changes: (Increase) / decrease in current assets:  Stores, spares and loose tools  Trade debts  Loans and advances  Recoverable from tax authorities  Other receivables  (1,356,580)  Recoverable from tax authorities  (280,876)  (1,940,180)  (889,610)  Increase / (decrease) in current liabilities:  Trade and other payables  150,421  (1,021,816)	Dividend	-	(644,000)
Amortization of USF grants       (64,375)       (56,402)         Finance costs       86,354       92,065         11,854,481       12,226,824         Effect on cash flows due to working capital changes: (Increase) / decrease in current assets:       (307,367)       59,951         Stores, spares and loose tools       (1,356,580)       (1,270,124)         Loans and advances       (90,088)       (280,876)         Recoverable from tax authorities       101,123       585,762         Other receivables       (287,268)       15,677         (1,940,180)       (889,610)         Increase / (decrease) in current liabilities:       150,421       (1,021,816)	Return on bank placements	(432,599)	(771,747)
Finance costs       86,354       92,065         11,854,481       12,226,824         Effect on cash flows due to working capital changes: (Increase) / decrease in current assets:         Stores, spares and loose tools       (307,367)       59,951         Trade debts       (1,356,580)       (1,270,124)         Loans and advances       (90,088)       (280,876)         Recoverable from tax authorities       101,123       585,762         Other receivables       (287,268)       15,677         (1,940,180)       (889,610)         Increase / (decrease) in current liabilities:         Trade and other payables       150,421       (1,021,816)	Provision for obsolete stores, spares and loose tools	-	98,125
Effect on cash flows due to working capital changes: (Increase) / decrease in current assets:  Stores, spares and loose tools  Trade debts  Loans and advances  Recoverable from tax authorities  Other receivables  Trade and other payables  11,854,481  12,226,824  12,226,824  12,226,824  12,226,824  12,226,824  12,226,824  159,951  (1,356,580) (1,270,124) (1,940,88) (280,876)  101,123 (287,268) 15,677 (1,940,180) (889,610)	Amortization of USF grants	(64,375)	(56,402)
Effect on cash flows due to working capital changes: (Increase) / decrease in current assets:  Stores, spares and loose tools  Trade debts  Loans and advances  Recoverable from tax authorities  Other receivables  Trade and other payables  (1,356,580)  (1,270,124)  (1,356,580)  (1,270,124)  (1,90,088)  (280,876)  (287,268)  15,677  (1,940,180)  (889,610)	Finance costs	86,354	
Trade debts       (1,356,580)       (1,270,124)         Loans and advances       (90,088)       (280,876)         Recoverable from tax authorities       101,123       585,762         Other receivables       (287,268)       15,677         (1,940,180)       (889,610)         Increase / (decrease) in current liabilities:       150,421       (1,021,816)		11,854,481	12,226,824
Loans and advances       (90,088)       (280,876)         Recoverable from tax authorities       101,123       585,762         Other receivables       (287,268)       15,677         (1,940,180)       (889,610)         Increase / (decrease) in current liabilities:       150,421       (1,021,816)	Stores, spares and loose tools	(307,367)	59,951
Recoverable from tax authorities       101,123       585,762         Other receivables       (287,268)       15,677         (1,940,180)       (889,610)         Increase / (decrease) in current liabilities:       150,421       (1,021,816)	Trade debts	(1,356,580)	(1,270,124)
Other receivables         (287,268)         15,677           (1,940,180)         (889,610)           Increase / (decrease) in current liabilities:         150,421         (1,021,816)	Loans and advances	(90,088)	(280,876)
Increase / (decrease) in current liabilities: Trade and other payables  (1,940,180) (889,610) (1,021,816)	Recoverable from tax authorities	101,123	585,762
Increase / (decrease) in current liabilities:  Trade and other payables  150,421 (1,021,816)	Other receivables	(287,268)	15,677
Trade and other payables (1,021,816)	Increase / (decrease) in current liabilities:	(1,940,180)	(889,610)
	·	150,421	(1,021,816)

# NOTES TO AND FORMING PART OF THE **CONDENSED INTERIM FINANCIAL INFORMATION**

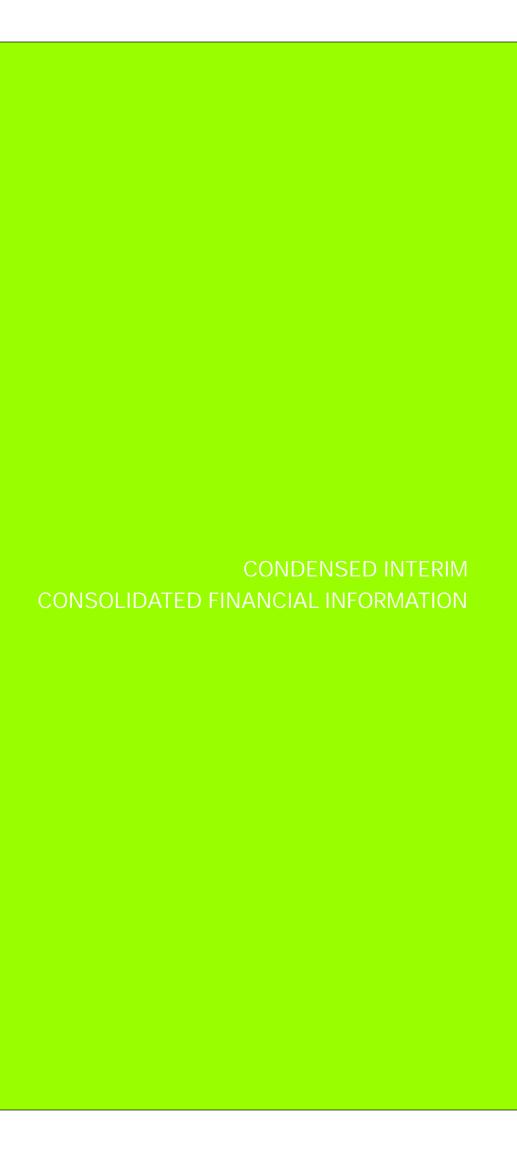
December 31,

		2011	2010
		(Un-Audited)	(Un-Audited)
11.	CASH AND CASH EQUIVALENTS	(Rupees	in '000)
	Short-term investments	5,479,737	12,356,753
	Cash and bank balances	2,575,637	3,045,439
		8,055,374	15,402,192

## 12. DATE OF AUTHORIZATION FOR ISSUE OF CONDENSED INTERIM FINANCIAL **INFORMATION**

This condensed interim financial information for the six months period ended December 31, 2011 was authorized for issue on February 22, 2012 by the Board of Directors of the Company.

December 31,



# CONDENSED CONSOLIDATED INTERIM STATEMENT OF FINANCIAL POSITION AS AT DECEMBER 31, 2011

	December 31,	June 30,
	2011	2011
	(Un-Audited)	(Audited)
EQUITY AND LIABILITIES Note	(Rupee	es in '000)
SHARE CAPITAL AND RESERVES		
Share capital Revenue reserves	51,000,000	51,000,000
Insurance reserve	2,385,532	2,385,532
General reserve	30,500,000	30,500,000
Unappropriated profit	28,292,631	23,669,848
	61,178,163	56,555,380
Unrealized gain on available-for-sale investment	s <b>47,328</b>	30,590
	112,225,491	107,585,970
NON-CURRENT LIABILITIES		
Long-term loans from banks	13,000,000	11,000,000
Liability against assets subject to finance lease	80,281	83,439
Payable to PTA against license fee	150,057	138,246
Long-term security deposits	1,685,881	1,646,400
Deferred taxation	16,431,549	15,498,413
Employees' retirement benefits	16,748,893	17,018,391
Deferred government grants	3,772,079	3,631,585
Long-term vendor liability	1,501,357	3,188,375
CURRENT LIABILITIES	53,370,097	52,204,849
Trade and other payables	31,591,838	34,306,442
Interest accrued	95,269	387,114
Short-term running finance	-	234,676
Current portions of:		
Long-term loans from banks	-	9,000,000
Liability against assets subject to finance lease	31,983	32,075
Payable to PTA against license fee	44,900	42,984
Long-term vendor liability	2,573,180	3,232,951
Unearned income	2,103,872	1,592,680
Dividend payable	-	3,375,631
	36,441,042	52,204,553
TOTAL EQUITY AND LIABILITIES	202,036,630	211,995,372

# **CONTINGENCIES AND COMMITMENTS** 5

The annexed notes from 1 to 11 form an integral part of this condensed consolidated interim financial information.



December 31, 2011 (Un-Audited)

June 30, 2011 (Audited)

Note

----- (Rupees in '000) ------

### **ASSETS**

# **NON CURRENT ASSETS**

# Fixed assets

Property, plant and equipment Intangible assets	151,362,023 3,753,531	156,173,748 3,906,996
	155,115,554	160,080,744
Long-term investments	107,553	107,553
Long-term loans	512,268	552,760
	155,735,375	160,741,057

# **CURRENT ASSETS**

Stores, spares and loose tools	3,676,855	3,369,488
Stock-in-trade	488,628	577,434
Trade debts	11,092,104	9,434,885
Loans and advances	867,674	773,746
Deposits and prepayments	1,712,162	1,295,348
Accrued interest	271,250	377,822
Recoverable from tax authorities	13,872,425	13,317,194
Receivable from Government of Pakistan	2,164,072	2,164,072
Other receivables	653,590	504,042
Short-term investments	5,796,267	2,642,378
Cash and bank balances	5,706,228	16,797,906
	46,301,255	51,254,315

**TOTAL ASSETS** 

202,036,630

211,995,372

President & CEO

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# CONDENSED CONSOLIDATED INTERIM STATEMENT OF COMPREHENSIVE INCOME FOR THE SIX MONTHS PERIOD ENDED DECEMBER 31, 2011 (UN-AUDITED)

Three months period ended Six months period ended				
	December 31, December 31,		December 31,	December 31,
	2011	2010	2011	2010
	(Rupe	es in '000)	(Rupees	in '000)
Revenue	27,760,185	26,260,285	54,959,234	51,617,885
Cost of services	(17,924,598)	(16,184,615)	(35,883,245)	(32,757,939)
Gross profit	9,835,587	10,075,670	19,075,989	18,859,946
6.000 p.o	0,000,001	. 0,0. 0,0. 0	10,010,000	. 0,000,0 . 0
Administrative and general expenses	(3,727,969)	(3,212,626)	(7,320,171)	(6,421,503)
Auministrative and general expenses	(3,727,909)	(3,212,020)	(1,320,111)	(0,421,303)
0.11	(4 000 000)	(0.004.400)	(0.00 (.000)	(0.044.400)
Selling and marketing expenses	(1,907,553)	(2,064,499)	(3,834,388)	(3,844,199)
Other operating income	480,989	1,630,161	1,133,288	2,572,990
	(5,154,533)	(3,646,964)	(10,021,271)	(7,692,712)
Operating profit	4,681,054	6,428,706	9,054,718	11,167,234
Finance costs	(717,297)	(817,322)	(1,420,054)	(1,230,803)
		-		
Profit before tax	3,963,757	5,611,384	7,634,664	9,936,431
	-,,	-,- ,	,,	-,,
Taxation - Current	(1,364,672)	(1,055,192)	(2,078,745)	(2,431,711)
Ourient				1
- Deferred	(201,566)	(1,133,246)	(933,136)	(1,658,887)
	(1,566,238)	(2,188,438)	(3,011,881)	(4,090,598)
Profit for the period	2 207 540	2 422 046	4 600 700	E 04E 022
	2,397,519	3,422,946	4,622,783	5,845,833
Other comprehensive income for the perio	d			
Unrealized gain on available-for-sale				
investments-net of tax	8,111	-	16,738	-
Total comprehensive income for the period	2,405,630	3,422,946	4,639,521	5,845,833
Total completions in como for the period	2,403,030	3,422,340	4,033,321	J,04J,033
Earnings per share - basic and diluted (Rupees)	0.47	0.67	0.91	1.15

The annexed notes from 1 to 11 form an integral part of this condensed consolidated interim financial information.



President & CEO

December 31, December 31,

# CONDENSED CONSOLIDATED INTERIM STATEMENT OF CASH FLOWS

FOR THE SIX MONTHS PERIOD ENDED DECEMBER 31, 2011 (UN-AUDITED)

	December 01,	Beceniber 61,
	2011	2010
Note	(Rupee	s in '000)
Cash flows from operating activities		
Cash generated from operations 6	18,684,068	22,789,381
Long term security deposits	39,480	261,052
Employees' retirement benefits paid	(2,279,651)	(303,556)
Payment of other VSS components	(4,787)	(1,784)
Finance cost paid	(1,642,914)	(1,087,161)
Income tax paid	(2,735,098)	(1,786,168)
Net cash inflows from operating activities	12,061,098	19,871,764
Cash flows from investing activities		
Capital expenditure	(8,076,459)	(11,898,012)
Proceeds from disposal of property, plant and equipment	24,548	76,906
Short term investments	-	(269,202)
Long term loans - net	54,808	59,522
Government grant received	204,869	- (4.004.050)
PTA license fee	-	(1,894,950)
Return on long-term loans and short-term investments	721,431	1,130,163
Net cash outflows from investing activities	(7,070,803)	(12,795,573)
Cash flows from financing activities		
Cash nows from imancing activities		
Long-term loan received	2,000,000	5,000,000
Long-term vendor liability	(2,346,789)	(13,285,858)
Liabilities against assets subject to finance lease	(3,250)	91,737
Long-term loan paid	(9,000,000)	-
Dividend paid	(3,360,107)	(3,366,148)
·		, , , ,
Net cash outflows from financing activities	(12,710,146)	(11,560,269)
Net decrease in cash and cash equivalents	(7,719,851)	(4,484,078)
Cash and cash equivalents at beginning of the period	18,905,816	23,566,425

The annexed notes from 1 to 11 form an integral part of this condensed consolidated interim financial information.

Cash and cash equivalents at end of the period

Chairman

President & CEO

11,185,965

19,082,347

# CONDENSED CONSOLIDATED INTERIM STATEMENT OF CHANGES IN EQUITY FOR THE SIX MONTHS PERIOD ENDED DECEMBER 31, 2011 (UN-AUDITED)

	Issued, subscribed and Revenue reserves paid-up capital		Issued, subscribed and Revenue reserves gain on		ROVANIA POSATVAS		Unrealized gain on available -	Total
	Class "A"	Class "B"	Insurance reserve	General reserve	Unappropriated profit			
•••			(Rupees	in '000)				
Balance as at July 01, 2010	37,740,000	13,260,000	2,113,704	30,500,000	24,461,054	-	108,074,758	
Total comprehensive income for the period								
Profit for the period	-	-	-	-	5,845,833	-	5,845,833	
Other comprehensive income	-	-	-	-	-	-	-	
	-	-	-	-	5,845,833	-	5,845,833	
Balance as at December 31, 2010	37,740,000	13,260,000	2,113,704	30,500,000	30,306,887	<u> </u>	113,920,591	
Balance as at July 01, 2011	37,740,000	13,260,000	2,385,532	30,500,000	23,669,848	30,590	107,585,970	
Total comprehensive income for the period								
Profit for the period	-	-	-	-	4,622,783	-	4,622,783	
Other comprehensive income		-			-	16,738	16,738	
		-	-		4,622,783	16,738	4,639,521	
Balance as at December 31, 2011	37,740,000	13,260,000	2,385,532	30,500,000	28,292,631	47,328	112,225,491	

The annexed notes from 1 to 11 form an integral part of this condensed consolidated interim financial information.

Pauher

President & CEO

#### 1. CONSTITUTION AND OWNERSHIP

The condensed consolidated financial information of the Pakistan Telecommunication Company Limited and its subsidiaries ("the Group") comprise of the financial information of:

### Pakistan Telecommunication Company Limited (PTCL)

PTCL provides telecommunication services in Pakistan. PTCL owns and operates telecommunication facilities and provides domestic and international telephone services and other communication facilities throughout Pakistan. PTCL has also been licensed to provide such services to territories in Azad Jammu & Kashmir and Gilgit-Baltistan.

#### Pak Telecom Mobile Limited (PTML)

PTML provides cellular mobile telephone services throughout Pakistan under the brand name of Ufone.

#### 2. STATEMENT OF COMPLIANCE

This condensed consolidated interim financial information of the Group for the six months period ended December 31, 2011 has been prepared in accordance with the requirements of International Accounting Standard 34 - Interim Financial Reporting and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 have been followed.

### 3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and the methods of computations adopted in the preparation of this condensed consolidated interim financial information are consistent with those followed in the preparation of the Group's annual audited financial statements for the year ended June 30, 2011.

### 4. SIGNIFICANT ACCOUNTING JUDGEMENTS AND ESTIMATES

The preparation of this condensed consolidated interim financial information in conformity with approved accounting standards requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Group's accounting policies. Estimates and judgements are continually evaluated and are based on historic experience including expectation of future events that are believed to be reasonable under the circumstances.

Estimates and judgements made by the management in preparation of this condensed consolidated interim financial information are the same as those used in the preparation of annual audited financial statements of the Group for the year ended June 30, 2011.

#### 5. CONTINGENCIES AND COMMITMENTS

### 5.1 Contingencies

There has been no material change in contingencies as disclosed in the last annual audited financial statements of the Group except for the following:

#### **PTCL**

(i) On October 17, 2011, the Deputy Commissioner Inland Revenue (DCIR), raised a demand of Rs 2,782,660 thousand, on the premise that the Company has not paid

Federal Excise Duty on its local interconnect revenue for the years from 2006 to 2009, aggregating to Rs 16,522,290 thousand, billed to Mobile Landline Operators and Long Distance and International Operators. The Company has filed an appeal against the said order, before the Commissioner Inland Revenue (Appeals - II) which is pending for adjudication;

- (ii) On July 16, 2011, the Deputy Commissioner Inland Revenue (DCIR), raised a demand of Rs 298,008 thousand, on the premise that the Company has not paid Federal Excise Duty on Fee for Technical Services, aggregating to Rs 4,073,283 thousand, paid to the Etisalat Telecommunication Corporation of the United Arab Emirates, during the period from July 01, 2007 to June 30, 2009, on the grounds that the said fee has been paid under a Franchise agreement. The case has been decided against the Company by the Commissioner Inland Revenue (Appeals II) and the Company has filed an appeal before the Appellate Tribunal Inland Revenue; and
- (iii) On the same grounds, as disclosed in note 16.8 of the annual financial statements for the year ended June 30, 2011, the Deputy Commissioner Inland Revenue (DCIR), has raised an additional demand on August 2, 2011, amounting to Rs 313,420 thousand, for the period from July 2005 to June 2006 and July 2008 to June 2009. The Company has filed an appeal against the said order, before the Commissioner Inland Revenue (Appeals - II) which is pending for adjudication.

No provision has been made in this condensed interim financial information for the above-mentioned matters, as the management and the Company's tax advisors are of the view that these matters will eventually be settled in the favour of the Company.

### 5.2 Commitments

Commitments in respect of letter of credit for purchase of stock amount to Rs.100,798 thousand (June 30, 2011: 256,867 thousand) and contracts for capital expenditure amount to Rs. 20,511,158 thousand (June 30, 2011: Rs. 17,721,554 thousand).

	Six months	period ended
6. CASH GENERATED FROM OPERATIONS	December 31, 2011 (Un-Audited) (Rupees	December 31, 2010 (Un-Audited) s in '000)
Profit before tax	7,634,664	9,936,431
Adjustments for non-cash charges and other items:	, ,	, ,
Depreciation and amortization	11,062,357	10,767,273
Provision for doubtful trade debts	841,756	678,205
Provision for obsolete stores, spares and loose tool	s -	98,125
Provision for stock and warranty against mobile phone	es <b>17,699</b>	-
Employees' retirement benefits	2,010,152	1,674,589
Imputed interest	1,946	4,060
Gain on disposal of property, plant and equipment	(9,079)	(48,563)
Unrealized gain on available-for-sale investments	-	(14,285)
Return on bank placements	(631,957)	(1,554,052)
Amortization of USF grants	(64,375)	(56,402)
Finance costs	1,373,569	1,188,018
	22,236,732	22,673,399
Effect on cash flows due to working capital changes: (Increase) / decrease in current assets:		
Stores, spares and loose tools	(307,367)	59,951
Stock in trade	71,107	16,353
Trade debts	(1,560,024)	(1,699,645)
Loans and advances	(116,342)	(329,093)
Deposits and prepayments	(249,148)	94,113
Recoverable from tax authorities	101,123	585,762
Other receivables	(23,991)	15,677
Increase / (decrease) in current liabilities:	(2,084,642)	(1,256,882)
Trade and other payables	(1,979,216)	1,408,931
Unearned income	511,194	(36,067)
	(1,468,022)	1,372,864
7. CASH AND CASH EQUIVALENTS	18,684,068	22,789,381
Short-term investments	5,479,737	15,955,964
Cash and bank balances	5,706,228	3,126,383
23.2.1 3.1.3 23.1.1 23.3.1.20	11,185,965	19,082,347
	, ,	

# 8. SEGMENT INFORMATION

For Management purposes, the Group is organized into business units based on their services and has two reportable operating segments. Transfer prices between operating segments are on an arm's length basis in a manner similar to transactions with third parties.

**8.1** Revenue information regarding the Group's operating segments for the six months period ended December 31, 2011 and 2010 is tabulated below:

Six months period ended December 31, 2011 (Un-Audited)	Note	Wire line (R	Wireless upees in '000)	Total
Segment revenue		27,771,712	30,396,045	58,167,757
Inter segment revenue	8.1.1	(2,407,367)	(801,156)	(3,208,523)
Revenue from external customers		25,364,345	29,594,889	54,959,234
Six months period ended December 31, 2010 (Un-Audited)				
Segment revenue		26,340,835	28,552,980	54,893,815
Inter segment revenue	8.1.1	(2,499,581)	(776,349)	(3,275,930)
Revenue from external customers		23,841,254	27,776,631	51,617,885

- **8.1.1** Inter segment revenues are eliminated on consolidation.
- **8.2** Assets & liabilities of the Group's operating segments as at December 31, 2011 and June 30, 2011 are tabulated below:

As at December 31, 2011 (Un-Audited)	Wire line (R	Wireless upees in '000)	Total 
Segment assets	125,019,403	77,017,227	202,036,630
Segment liabilities	48,533,026	41,278,113	89,811,139
As at June 30, 2011 (Audited)			
Segment assets	126,586,343	85,409,029	211,995,372
Segment liabilities	54,111,570	50,297,832	104,409,402

### Six months period ended

December 31,	December 31		
2011	2010		
(Un-Audited) (Un-Audite			
(Rupees in '000)			

### 9. TRANSACTIONS WITH RELATED PARTIES

Relationship with the Group	Nature of transaction		
i. Associated undertakings	Technical services fee - note 9.1 Purchase of goods and services	1,890,104 544,017	1,770,602
	Sale of goods and services	626,833	663,942 2,643,885
	Expenses reimbursed / advances to Pakistan		
	MNP Database (Guarantee) Limited	6,250	5,650
ii. Employees' contribution plans			
PTCL	Contribution to Pakistan		
1102	Telecommunication Employees'		
	Trust (PTET)	2,000,643	3,784
iii. Employees' benefit plans PTCL	Amount received from PTCL employees' GPF Trust		
		23,292	208,293
PTML	Gratuity Fund	43,717	31,597
iv. Directors, Chief Executive	Provident Fund Fees and remuneration including	42,744	36,713
and Executives	benefits and perquisites	802,526	694,921

Period-end balances	As at December 31 2011 (Un-Audited (Rupees	2011
Trade debts Other receivables - PTCL employees' GPF Trust - Pakistan Telecommunication Employees' Trust (PTET) - Pakistan MNP Database (Guarantee) Limited  Payables to related parties	79,897 87,416 96,333 6,250	127,469 64,124 95,691
Trade creditors Technical services assistance fee payable to Etisalat Retention money payable to associated undertaking PTCL Pakistan Telecommunication Employees' Trust (PTET) PTML Gratuity Fund Provident Fund	847,100 960,067 88,892 4,561,334 43,717	896,299 942,185 108,451 5,618,854 80,071 13,865

9.1 This represents the Group's share of fee payable to Emirates Telecommunication Corporation (Etisalat) under an agreement for technical services at the rate of 3.5% of Pakistan Telecommunication Group's consolidated annual revenue.

# 10. DATE OF AUTHORIZATION FOR ISSUE OF CONDENSED CONSOLIDATED **ITERIM FINANCIAL INFORMATION**

This condensed consolidated interim financial information for the six months period ended December 31, 2011 was authorized for issue on February 22, 2012 by the Board of Directors of the holding Company.

### 11. GENERAL

Figures presented in this condensed consolidated interim financial information have been rounded off to the nearest thousand rupees.

Chairman

President & CEO

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