



**NO: ASECT/BOD/ACCTS/2019**

Dated: 16<sup>th</sup> October, 2019

**FORM-7**

**The General Manager,**  
Pakistan Stock Exchange Ltd.  
Stock Exchange Building,  
Stock Exchange Road,  
KARACHI.

Subject: - **Financial Results for the Quarter Ended 30<sup>th</sup> September, 2019**

Dear Sir,

We have to inform you that the Board of Directors of our Company in their meeting held on 16<sup>th</sup> October, 2019 at 1400 hrs at PTCL Headquarters, Sector G-8/4, Islamabad recommended the following:

(i) **Cash Dividend:** Nil (ii) **Bonus Shares:** Nil  
(iii) **Right Shares:** Nil (iv) **Any Other Entitlement:** Nil

(v) **Any Other Price-Sensitive Information:**

The financial results of the Company are as follows:

	Three Months Ended		Nine Months Ended	
	1-Jul-2019 to 30-Sep-2019 (Un-Audited) (Rupees in thousand)	1-Jul-2018 to 30-Sep-2018 (Un-Audited) (Rupees in thousand)	1-Jan-2019 to 30-Sep-2019 (Un-Audited) (Rupees in thousand)	1-Jan-2018 to 30-Sep-2018 (Un-Audited) (Rupees in thousand)
Revenue	18,001,951	17,505,854	53,774,026	53,550,420
Cost of services	(13,848,538)	(13,621,207)	(40,594,094)	(39,829,377)
<b>Gross Profit</b>	<b>4,153,413</b>	<b>3,884,647</b>	<b>13,179,932</b>	<b>13,721,043</b>
Administrative and general expenses	(2,358,883)	(2,159,184)	(6,575,327)	(6,297,793)
Selling and marketing expenses	(718,282)	(673,182)	(2,154,072)	(2,180,917)
	(3,077,165)	(2,832,366)	(8,729,399)	(8,478,710)
<b>Operating profit</b>	<b>1,076,248</b>	<b>1,052,281</b>	<b>4,450,533</b>	<b>5,242,333</b>
Other income	1,472,904	764,672	3,820,564	2,180,078
Finance costs	(88,409)	(237,365)	(233,709)	(495,250)
<b>Profit before tax</b>	<b>2,460,743</b>	<b>1,579,588</b>	<b>8,037,388</b>	<b>6,927,161</b>
Provision for income tax	(787,437)	(489,673)	(2,571,964)	(2,147,420)
<b>Profit for the period</b>	<b>1,673,306</b>	<b>1,089,915</b>	<b>5,465,424</b>	<b>4,779,741</b>
<b>Earnings per share- basic and diluted (Rupees)</b>	<b>0.33</b>	<b>0.21</b>	<b>1.07</b>	<b>0.94</b>

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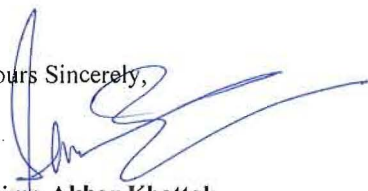


The Consolidated financial results are as follows:

	Three Months Ended		Nine Months Ended	
	1-Jul-2019 to 30-Sep-2019 (Un-Audited) (Rupees in thousand)	1-Jul-2018 to 30-Sep-2018 (Un-Audited) (Rupees in thousand)	1-Jan-2019 to 30-Sep-2019 (Un-Audited) (Rupees in thousand)	1-Jan-2018 to 30-Sep-2018 (Un-Audited) (Rupees in thousand)
<b>Revenue</b>	<b>31,660,411</b>	32,683,684	<b>97,968,592</b>	93,768,112
Cost of services	<b>(23,854,307)</b>	(23,746,371)	<b>(71,766,943)</b>	(68,113,873)
<b>Gross Profit</b>	<b>7,806,104</b>	8,937,313	<b>26,201,649</b>	25,654,239
Administrative and general expenses	<b>(5,394,074)</b>	(4,823,438)	<b>(15,258,151)</b>	(13,793,319)
Selling and marketing expenses	<b>(1,639,157)</b>	(1,402,622)	<b>(4,875,415)</b>	(4,727,329)
	<b>(7,033,231)</b>	(6,226,060)	<b>(20,133,566)</b>	(18,520,648)
<b>Operating profit</b>	<b>772,873</b>	2,711,253	<b>6,068,083</b>	7,133,591
Other income	<b>1,864,120</b>	1,043,569	<b>5,122,281</b>	2,960,934
Finance costs	<b>(2,053,776)</b>	(1,561,251)	<b>(7,093,312)</b>	(5,384,385)
<b>Profit before tax</b>	<b>583,217</b>	2,193,571	<b>4,097,052</b>	4,710,140
Provision for income tax	<b>(248,286)</b>	(385,488)	<b>(1,419,438)</b>	(763,967)
<b>Profit for the period</b>	<b>334,931</b>	1,808,083	<b>2,677,614</b>	3,946,173

The Quarterly Report of the Company for the period ended 30<sup>th</sup> September, 2019 will be transmitted through PUCARS separately, within the specified time.

Yours Sincerely,

  
**Saima Akbar Khattak**  
 Company Secretary  
 Ph: 051-2263732