

**Telecard Limited**  
**3<sup>rd</sup> Quarterly Accounts**  
**For the period ended**  
**31 March 2013**

## Company Information

### Board of Directors

Mr. Sultan ul Arfeen (Chairman)  
Mr. Shahid Firoz  
Mr. Shams ul Arfeen  
Syed Aamir Hussain (CEO)  
Mr. Tipu Saeed Khan  
Mr. Hissan ul Arfeen  
Mr. Waseem Ahmad

### Board Audit Committee

Mr. Sultan ul Arfeen (Chairman)  
Mr. Shahid Firoz  
Mr. Shams ul Arfeen

### Human Resource & Remuneration Committee

Mr. Shahid Firoz (Chairman)  
Mr. Shams ul Arfeen  
Syed Aamir Hussain

### Chief Executive Officer

Syed Aamir Hussain (CEO)

### Legal Advisor

Mohsin Tayebaly & Co.

### Chief Financial Officer

Mr. Tipu Saeed Khan

### Company Secretary

Mr. Waseem Ahmad

### Banks

KASB Bank Limited  
Standard Chartered Bank (Pakistan) Ltd.  
Deutsche Bank  
Citibank  
Faysal Bank Ltd.  
National Bank of Pakistan  
Pak Oman Investment Company Ltd.  
Silk Bank  
Summit Bank

### Registrar and Share Transfer Office

Jwaffs Registrar Services (Pvt.) Ltd.  
505, 5<sup>th</sup> Floor, Kashif Centre Shahrah-e-Faisal Karachi

### Registered Office

3<sup>rd</sup> Floor, 75 East, Blue Area,  
Fazal-ul-Haq Road, Islamabad  
Pakistan

### Corporate Office

7<sup>th</sup> Floor, World Trade Center, 10-  
Khayaban-e-Roomi, Clifton, Karachi  
Pakistan



## Directors' Report

The Board of Directors of Telecard Limited is pleased to present the Financial Statements and review of your Company's performance for the period ended 31 March 2013.

### Review of Current Operations

For the nine months, revenue was Rs. 1.446 billion compared to Rs. 906 million for the corresponding period last year. The increase is contributed by rate stabilization in the long distance and international segment coupled with reduced direct cost due to considerable decrease in interconnect charges.

The cumulative Gross Profit stood at Rs. 528 million for the nine months during the current period as against the Gross Loss of Rs. 249 million last time. During this period, the distribution cost and administrative expense was reduced 8%, and an increase in the other operating income of 23% mainly due to dividend income from its subsidiary has helped the company in posting an Operating Profit of Rs. 305 million compared to Operating Loss of Rs. 502 million last year.

Timely debt servicing has reduced the Finance Cost to Rs. 181 million against Rs. 203 million last time, a reduction of 12%. The Company has reported a Net Profit of Rs. 81 million compared to a Net Loss of Rs. 466 million for the corresponding period last year. The earnings per share have improved from a negative of Rs. (1.55) to a positive of Rs. 0.27 for the cumulative time frame.

### Future Prospects

Your Company remains fully focused on enhancing profitable revenue streams, reducing its overall cost base and providing considerable improvements in the quality of service. Customers remain as the centerpiece for these actions. Management continues to build on initiatives which strengthen this direction, and is doing so with a sense of purpose and commitment.

On behalf of the Board

  
Syed Aamir Hussain  
Chief Executive Officer

30 April 2013

TELECARD LIMITED

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