## VISION

We at Worldcall are committed to achieving dynamic growth and service excellence by being at the cutting edge of technological innovation. We strive to consistently meet and surpass customers', employees' and stake-holders' expectations by offering state-of-the-art telecom solutions with national & international footprints. We feel pride in making efforts to position Worldcall and Pakistan in the forefront of international arena.

## MISSION STATEMENT

In the telecom market of Pakistan, Worldcall to have an overwhelming impact on the basis of following benchmarks:

- Create new standards of product offering in basic and value added telephony by being more cost effective, easily accessible and dependable. Thus ensuring real value for money to all segments of market.
- Be a leader within indigenous operators in terms of market share, gross revenues and ARPU within five years and maintain the same positioning thereafter.
- Achieve utmost customer satisfaction by setting up high standards of technical quality and service delivery.

Ensuring the most profitable and sustainable patterns of ROI (Return on Investment) for the stake-holders.

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## **FINANCIAL STATEMENTS**

## FOR THE YEAR ENDED 30 JUNE 2008

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## **COMPANY INFORMATION**

Chairman	Dr. Mohammed Ali Mohammed Al-Wohaibi
Chief Executive Officer	Babar Ali Syed
Board of Directors ( <i>in Alphabetical order)</i>	Abdullah Zahran Abdullah Al-Hinai Dr. Mohammed Ali Mohammed Al-Wohaibi Nasim Beg Saleem Jawad Jaffer Al-Khabori Salmaan Taseer Sameer Hamed Nasser Al-Siyabi Sheikh Sulieman Ahmed Said Al-Hoqani Sumbul Munir Talal Said Marhoon Al-Mamari
Chief Financial Officer	Muhammad Naveed Tariq
Audit Committee	Talal Said Marhoon Al-Mamari (Chairman) Nasim Beg (Member) Sumbul Munir (Member)
Company Secretary	Ahmad Bilal
Auditors	KPMG Taseer Hadi & Co. Chartered Accountants
Legal Advisers	Ebrahim Hosain & Associates Advocates
Bankers	ABN Amro Bank Limited Allied Bank Limited Askari Bank Limited Arif Habib Bank Limited Barclays Bank Plc Citi Bank N.A Pakistan Deutsche Bank AG Emirates Global Islamic Bank Faysal Bank Ltd Habib Bank Limited Habib Metropolitan Bank Limited KASB Bank Limited MCB Bank Limited National Bank of Pakistan NIB Bank Limited Soneri Bank Limited Standard Chartered Bank (Pakistan) Limited The Bank of Punjab United Bank Limited
Registrar and Shares Transfer Office	THK Associates (Pvt.) Limited Ground Floor State Life Building No.3, Dr. Zia-ud-Din Ahmed Road Karachi (021) 111-000-322
Registered Office/Head Office	103-C/II, Gulberg-III Lahore, Pakistan (042) 5757591-4 Fax: (042) 5757590, 5877920
Аппиа	Report 2008

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### NOTICE OF ANNUAL GENERAL MEETING

Notice is hereby given that 8<sup>th</sup> Annual General Meeting of the shareholders of Worldcall Telecom Limited (the "Company" or "WTL") will be held on Tuesday, 16 September 2008 at 11:00 a.m. at Pearl Continental Hotel, Shahrah-e-Quaid-e-Azam, Lahore, to transact the following business:

- 1. To confirm the minutes of last Extraordinary General Meeting held on 29 December 2007;
- 2. To receive, consider and to adopt the financial statements of the Company for the year ended 30 June 2008 together with the Directors' and Auditors' reports thereon; and
- 3. To appoint the Auditors of the Company for the period ending 31 December 2008 and to fix their remuneration.

By order of the Board

Lahore 25 August 2008 Ahmad Bilal Company Secretary

### Notes:

- 1) The Register of Members will remain closed from 09 September 2008 to 16 September 2008 (both days inclusive). Transfers received at THK Associates (Pvt.) Limited, Ground Floor State Life Building No.3, Dr. Ziauddin Ahmed Road, Karachi, the Registrar and Shares Transfer Office of the Company by the close of business on 08 September 2008 will be treated in time.
- 2) A member eligible to attend and vote at the meeting may appoint another member as proxy to attend and vote in the meeting. In order to be effective, proxies must be received by the company at the Registered Office not later than 48 hours before the time for holding the meeting.
- 3) In order to be valid, an instrument of proxy and the power of attorney or any other authority under which it is signed, or a notarially certified copy of such power of attorney, must be deposited at the Registered Office of the Company, not less than 48 hours before the time of the meeting.
- 4) a) Individual beneficial owners of CDC entitled to attend and vote at the meeting must bring his/her participant ID and account/sub-account number along with the original NIC or Passport to authenticate his/her identity. In case of Corporate entity, resolution of the Board of Directors/Power of Attorney with specimen signatures of the nominees shall be produced (unless provided earlier) at the time of the meeting. CDC account holders may also refer to Circular 1 dated 26 January 2000 issued by Securities and Exchange Commission of Pakistan for further information.
  - b) For appointing of proxies, the individual beneficial owners of CDC shall submit the proxy form as per above requirements along with participant ID and account/sub-account number together with an attested copy of their NIC or Passport. The proxy form shall be witnessed by two witnesses with their names, addresses and NIC numbers. The proxy shall produce his/her original NIC or Passport at the time of the meeting. In case of Corporate entity, resolution of the Board of Directors/Power of Attorney along with specimen signatures shall be submitted (unless submitted earlier) along with the proxy form.
- 5) Members are requested to notify any change in their registered address immediately.

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### **MESSAGE FROM THE CHAIRMAN**

Respected Shareholders:

On behalf of the Board of Directors of Worldcall Telecom Limited ("Worldcall" or "the Company"), I am pleased to present a summary of results of the operations for the financial year ended 30th June 2008.

### Acquisition by Omantel

Oman Telecommunications Company SAOG (Omantel) has acquired major stake of the Company on 2nd May 2008. This is the first investment of Omantel outside the Sultanate of Oman. Post acquisition, financial results of Worldcall as at 30th June 2008 have been consolidated with the results of Omantel.

Omantel is the largest telecommunications service provider in Sultanate of Oman providing landline, mobile telephone, and internet services.

After acquisition by Omantel, the Company will be benefited in different ways and will be able to find more avenues for growth in the current competitive market environment by utilizing synergies and expertise.

### **General Economic Environment**

With a total population of 170 million, Pakistan is being considered as one of the favorite markets around the globe to attract investment in telecommunication services. However the market condition for telecom services, after the investment by large players, has become price sensitive. On the other hand, for data services, there is still a significant room available for penetration.

Pakistan's economy is showing increasing signs of stress by the end of fiscal year 2007-2008, real GDP growth for FY-08 has dropped below 6% level for the first time in last 5 years, annual inflation has reached 12%. However despite the deterioration, it is also pertinent to note that as a result of structural reforms and liberalization measures over the last 15 years the economy has fundamentally gained resilience. This suggests that a policy focus on regaining macro economic stability through further reforms and corrective measures could quickly reinvigorate the growth momentum of the economy.

Foreign Direct Investment in Pakistan in the year 2007-2008 was US\$ 5.2 billion of which 32% pertains to communication sector.

### **Major Achievements**

During the year, Company's primary focus has remained the expansion of operations in the areas of fibre optic laying and broadband internet coverage of all major cities of the country to secure the future revenue from data and video clientage. Some of the major achievements of the year ended June 30, 2008 are summarized below:

Worldcall has signed a Rs. 500 M (approx) contract with Telenor to provide fibre optic connectivity services in 20 major cities of Pakistan. This agreement provided the opportunity to expand the services of cable TV, wire line internet and data connectivity in these cities. Worldcall has become the first company which has deployed metro fibre of over 800 km across the country.

Currently the Company owns the largest cable TV network in Pakistan. To further expand its operations the Company is launching its service to 4 new cities i.e. Islamabad/Rawalpindi, Faisalabad, Multan and Gujranwala, with an initial plan of loop business which will significantly enhance the advertisement income and Hybrid Fiber Coaxial (HFC) network afterwards. Service will be commercially launched in the first quarter of the current financial year.

Worldcall is again the first in introducing 3G technology in broadband internet i.e. EVDO project which is at the verge of commercial launch in Karachi, the largest city and commercial capital of Pakistan. Further the process of launch of service in other 6 major cities has been started. This will be the first performing wireless broadband service in Pakistan.

Worldcall along with its allied partners has been successful in achieving the milestone of obtaining approval for 150% enhancement in Access Promotion Charges (APC) rate and selling rate was increased by US\$ 0.05 which has increased international selling rate by 4 times approximately.

### **Company Operating Performance**

With the continuously increasing competition in telephony market, inclusion of yet another one of the largest mobile operators into this market and decline in calling rates by country's largest telecom operator PTCL, revenues per customer of all telecom operators are on declining trend. However the Company was still able to record 4.5% growth in revenue by increasing customer base. The Company has expanded its network of metro fibre optic cable in all major cities of Pakistan in order to spread out its data and video operations in which the Company leads the way.

The total Company revenue for the year ended June 30, 2008 rose by 4.5% to Rs. 4,508 million compared to Rs. 4,313 million for the last year.

The operating expenses increased by Rs. 152 million (14.4%) compared to the last year. The increase in operating expenses is on account of increase in operations, rise in inflation and petroleum prices hike.

Earning per Share (EPS) as of June 30, 2008 is Rs. 0.10, which is 88% lower than the corresponding period in last year.

Total subscriber base (all services) has recorded a growth of 60%. Total number of subscribers has increased to 578k as of June'08 compared to 362k of the corresponding period of the previous year.

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### Subsidiary Companies:

Worldcall has 70.65% shareholding in Worldcall Telecommunications Lanka (Private) Limited which operates payphone operations in Sri Lanka. During the period, the number of customers subscribed to Worldcall Lanka service decreased by 372 (from 1,238 to 866). The gross revenue for the year ended 30 June 2008 is Rs. 11.2 Million compared to the corresponding period of previous year's revenue of Rs.16.2 Million.

### **Corporate Governance and Internal Controls**

The Company follows Corporate Governance issued by Securities and Exchange Commission of Pakistan that are applicable on KSE/LSE listed companies and ensures full compliance of the rules and regulations. Board of Directors periodically assign specific areas of internal controls for the review of internal auditors and thus ensure its effectiveness.

### **Challenges and Future Outlook**

A major challenge being faced by the WLL segment of the Company is recent price war in calling rates; Worldcall is committed to compete in this price sensitive market by further strengthening the quality of service for which Worldcall is upgrading its network and increasing the cell sites.

As per the planned strategy, the Company will continue to enhance its subscriber base for telephony as well as data and video. The new operation which is on the verge of its launching i.e. EVDO, metro connectivity business and Cable TV services in new cities shall be more focused to grab the subscriber base in initial stage of launching. The Company has aggressive roll-out strategy for wire line and wireless broadband which would revolutionize the service offerings in coming days.

Post Omantel acquisition of Worldcall's major shareholding, new avenues of growth would be available through synergies and expertise.

On behalf of the Board of Directors, I take this opportunity to express our heartfelt thanks to our shareholders and loyal customers, whose continued support has remained an asset for the Company. Also we, wholeheartedly appreciate the Chairman and Members of Board Sub-Committees, Executive Management and Employees for their sincere efforts towards the Company. We are confident with all your support we would be able to take the Company to new heights.

We, also express our special thanks to Pakistan Telecommunication and Pakistan Electronic Media Regulatory Authority and our suppliers and other stakeholders for their valuable cooperation and contributions.

Muscat: 12 August 2008 **Dr. Mohammed Ali Mohammed Al Wohaibi** Chairman, Board of Directors of Worldcall Telecom Limited



### **DIRECTORS' REPORT**

The Directors of Worldcall Telecom Limited ("Worldcall" or "the Company") are pleased to present before you a review of your Company's performance for the year ended 30 June 2008.

### **Financial Overview**

The Company posted net revenue of Rs. 4.5 billion while making a net profit after tax of Rs. 76.218 million during the year. The Company has recorded an increase of 4.5% in the revenue over last year and was able to maintain the gross profit of the company. This shows that even in the presence of ongoing competition in telecom market, the Company is striving to achieve maximum revenue to overcome the turndown in margins and is under the process of consolidating and expanding its operations in various segments. The current year's operating costs increased by 14.4% as a result of inflation and petroleum prices hike. The Company generated healthy cash flows from operating activities. Detailed results of the Company for the year are disclosed in the financial statements accompanying this report; however salient features of the results for the year are as follows:

Profit and Loss Account	(Rs. in Millions)
Revenue	4,508
Gross Profit	1,653
Profit after Taxation	76
EPS-Basic-(Rupees)	0.10
Balance Sheet	
Non Current Assets	16,126
Net Current Assets	1,774
Non Current Liabilities	5,537
Share Capital and Reserves	12,362
Break up Value per Share (Excluding surplus on revaluation)- Rupees	13.99
Break up Value per Share (Including surplus on revaluation) - Rupees	14.37

### Acquisition by Omantel (Holding Company)

Oman Telecommunications Company SAOG (Omantel) has acquired majority stake of the Company on 2nd May 2008 after which Worldcall has proudly added to its name "An Omantel Company". This is the first investment of Omantel outside the Sultanate of Oman.

Omantel is the largest communications service provider in Sultanate of Oman providing landline, mobile telephone, and internet services.

After acquisition by Omantel, the Company will be benefited in different ways and will be able to find more avenues for growth in the current competitive market environment by utilizing synergies and expertise.

Post acquisition strategies to redefine Worldcall as market leader are under the process of evaluation and will be matured in near future. The Company would be able to seek benefit from Omantel experience and would be able to explore new avenues to reduce the costs and maximize the revenue primarily in the LDI and IP bandwidth.

### **Operational Achievements are highlighted below**

### **Amatis Loan Conversion**

The Company had arranged a long term loan of US\$ 25 Million from Amatis Limited while Rupee value was predetermined at the time of conversion of USD into Rs. The loan amounted to Rs. 1.497 billion. The loan carried an

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interest rate of 1% per annum payable annually in arrears within 25 days of each anniversary. The term of loan was 7 years. The loan (including any accrued interest) had been converted into 108.5 million ordinary shares of Rs. 10 each upon exercise of conversion option by the lender during the year at a price of Rs. 13.93 per share (including a premium of Rs. 3.93 per share).

### **Expansion in Fibre Optic Network**

The Company has signed Rs. 500 M (approx) contract with Telenor Pakistan to provide fiber optic connectivity services in 20 major cities of the country. Significant cost of installation will be paid by Telenor and the company has spare pairs of fiber available in the network to offer the services to other telecom operators and institutions. This agreement has also provided Worldcall with an opportunity to expand its Hybrid Fibre Coaxial (HFC) operation across Pakistan. Currently Worldcall has become the only Company which owns metro fibre network of over 800 km across the country.

### Long Haul Fibre Pair from Multinet

The Company's one of the strategic assets "the right to use one pair of dark fiber all across the country" is near to maturity and final process of taking over is under negotiations with the local management of Multinet. On the other hand our engineers have been evaluating the technologies to make this fiber is active. Once this fiber active, it will have huge cost saving impact on front of media costs and plays a very important gadget for company's broadband and video expansion plans.

### Introduction of 3G Technology

Worldcall is consistent with its policy of entering into new ventures and is again the first in introducing 3G technology in broadband internet i.e. EVDO project which is under the final stage of deployment in Karachi, the largest city and commercial capital of Pakistan, further that the equipment has been ordered for service in 6 other major cities. The existing WLL infrastructure is being used for the project which has enabled the Company to significantly save the costs. This project will be the first performing wireless broadband internet service in the country.

### Cable TV Services in New Cities

Worldcall will be able to expand its similar network of services to many more cities especially where fiber optic networks are being deployed under a special contract with Telenor. This expansion will provide revenue streams through additional cable and internet connections, directly or through other connected small operators. Major revenue expectations are from advertisement on cable systems. Currently the Company is at final stages to launch Cable TV services in 4 new cities i.e. Islamabad/Rawalpindi, Faisalabad, Multan and Gujranwala, with an initial plan of loop business and HFC network afterwards. Service will be launched in 1<sup>st</sup> quarter of current financial year. Worldcall will become the only Company in Pakistan having its cable TV operations in 6 major cities.

### Increase in LDI Revenue

Worldcall along with its consortium partners has been successful in achieving the milestone of obtaining approval for 150% enhancement in Access Promotion Charges (APC) rate and selling rate was increased by US\$ 0.05 which has increased international selling rate by 4 times approximately. As the aforementioned revision in rates took into effect from May 2008, very little benefit was available in the year under review while maximum benefit is expected during the years to come. Few LDI operators have gone to court against this determination of PTA however it is believed that they have a very weak case.

### **Expensive Debt Retirement**

Worldcall has raised new finances under TFC arrangement at lower mark-up rate (KIPOR plus 1.6%) and retired most of the expensive loans (KIBOR plus 4%) saving a considerable financial cost. The Company is in the process of obtaining approval from SECP for public offer of Rs. 1 Billion out of a total TFC issue of Rs. 4 Billion.

### Withholding Tax Decision

Income Tax Appellate Tribunal has decided the long outstanding case of withholding tax in Company's favour resultantly the Income Tax Department's demand of Rs. 182M has been reversed. The department has 3 months to file reference in High Court against the decision but so far (as per information available) they have not filed any reference.

### **Future Outlook**

In order to overcome the current competition in telephony business, the management has formulated the following strategies;

Enhance internal efficiency to control operating costs, while making cautious infrastructure investments to enhance the customer experience

Continue being the leading broadband and cable TV service provider in the country by expanding network and introduction of new technologies to enhance revenues

Further strengthen the company's customer focus strategy

Investment in branding, marketing and innovative sales campaigns to build competitive edge

We expect the growth in broadband market to continue in the country whereas a tough competition is expected in telephony market and Average Revenue Per User (ARPU) from Cable TV and broadband internet is still attractive when compared with telephony ARPU. Worldcall is already very well placed in the broadband market, with the planned introduction of Wireless Broadband services through EVDO and increased thrust on Wire-line Broadband services are expected to see sweeping growth in the appetite of the market. Also, the deployment of fibre optic network in new areas coupled with the cable TV services would significantly contribute to Company's point to point connectivity and advertisement revenue. We expect these planned activities would be completed in time. We are confident that these measures would undoubtedly increase service revenue and profitability.

Nevertheless, the existing and ongoing competition in telephony business requires an appropriate management otherwise it would result in further denting of segment profitability. Expansion of network for EVDO will augment the enhancement of voice quality and will provide the ability to target corporate and small business units which still require location based telephone connectivity. This approach will help improve the voice revenues and stabilize the ARPU from further decline.

Further, in the post Omantel acquisition scenario, the Company is expecting a significant growth with the expansion plans which are under the process of evaluation.

### **Changes in the Board of Directors**

Since the last report there have been following changes in the composition of the Board during the period Dr. Mohammed Ali Mohammed Al-Wohaibi, Talal Said Marhoon Al-Mamari, Saleem Jawad Jaffer Al-Khabori, Sameer Hamed Nasser Al-Siyabi, Abdullah Zahran Abdullah Al-Hinai, Sumbul Munir and Nasim Beg have been appointed in the place of Arshed Ahmed Khan, Aamna Taseer, Shaan Taseer, Babar Ali Syed, Abid Raza, Air Vice Marshal (Retd.) Arshad Rashid Sethi and Jamal Said Al-Ojaili. At present there are nine Directors serving the Board of the Company.

In additional Mr. Salmaan Taseer resigned from the office of Chief Executive Officer of the Company and Mr. Babar Ali Syed was appointed as a new Chief Executive Officer of the Company. The Board appreciates the services rendered by Mr. Salmaan Taseer during tenure of his services.

### Statement U/S 218 of the Companies Ordinance, 1984

The board of directors in their meeting held on 12 August 2008 has appointed Mr. Babar Ali Syed as a new CEO of the Company and has revised his remuneration. He shall be paid Rupees 1 million per month alongwith perquisites and other benefits as admissible under the Company's policy.

### Change in Financial Year of the Company

Since the year end of the Holding company "Oman Telecommunications Company (SOAG)" is 31 December therefore the year end of the Company is changed to 31 December for consolidation and other reporting purposes. In this regard, approval from Federal Board of Revenue for change in tax year has also been obtained.

### **Board Meetings during the year**

Seven meetings of the Board of Directors were held during the year. Attendance by each director is as under:

Directors	<b>Meetings</b> Attended
Dr. Mohammed Ali Mohammed Al-Wohaibi (Chairman)	1
Salmaan Taseer	6
Talal Said Marhoon Al-Mamari	1
Saleem Jawad Jaffer Al-Khabori	1
Sameer Hamed Nasser Al-Siyabi	1
Abdullah Zahran Abdullah Al-Hinai	1
Sumbul Munir	1
Sulieman Ahmed Said Al-Hoqani	3
NasimBeg	2
Air Vice Marshal (R) Arshad Rashid Sethi (Resigned)	2
Aamna Taseer (Resigned)	5
Shaan Taseer (Resigned)	2
Babar Ali Syed (Resigned)	7
Abid Raza (Resigned)	3
Jamal Said Al-Ojaili (Resigned)	-
Arshad Ahmed Khan (Resigned)	4

The Directors who could not attend the meeting were duly granted leave by the Board.

### Audit Committee

The Board of Directors in compliance with the Code of Corporate Governance has established an Audit Committee consisting of following Directors:

Talal Said Marhoon Al-Mamari	Chairman
NasimBeg	Member
Sumbul Munir	Member

During the year Abid Raza was appointed in place of Arshed Ahmed Khan. Thereafter Talal Said Marhoon Al-Mamari, Sumbul Munir and Nasim Beg have been appointed in place of Babar Ali Syed, Aamna Taseer and Abid Raza.

### Auditors

The present Auditors, Messrs KPMG Taseer Hadi & Co., Chartered Accountants shall retire but are eligible for reappointment for the period ending 31 December 2008, subject to approval by the members of the Company.

### **Pattern of Shareholding**

The pattern of shareholding as required under Section 236 of the Companies Ordinance, 1984 and listing regulations is enclosed.

### **Dividend** / Payout

Keeping in view the financial results of the company, the directors have recommended no dividend / payout be paid for the year under review.

### Trading by Directors etc.

During the financial year, the trading in shares of the Company by the directors', CEO, CFO, Company Secretary and their spouses and any minor children is given in annexure-I.

### Statement of Compliance in accordance with the Code of Corporate Governance ("CCG")

- 1. The financial statements, prepared by the management of the Company, fairly present its state of affairs, the result of its operations, cash flows and change in the equity.
- Proper books of accounts of the Company have been maintained. 2.
- Appropriate accounting policies have been consistently applied except for the changes referred in note 2.5 in 3. preparation of the financial statements and accounting estimates are based on reasonable and prudent judgment.
- International Financial Reporting Standards, as applicable in Pakistan, have been followed in preparation of 4. the financial statements.
- 5. The system of internal control is sound in design and has been effectively implemented and monitored.
- There are no significant doubts upon the Company's ability to continue as a going concern. 6.
- 7. There has been no material departure from the best practices of corporate governance, as detailed in the listing regulations.
- The key financial data of past four years is summarized in the report. 8.
- 9. Information regarding outstanding taxes and levies is given in notes to the financial statements.

### **Earning per Share**

Earning per share for the financial year ended 30 June 2008 is Rs. 0.10 per share.

### **Human Resources**

**Muscat:** 

Worldcall appreciates the hard work and determination of its employees that has helped it to become one of the leading telecom companies in Pakistan. Worldcall continues to rely on its employees for its future expansion and believes in the mutual sharing of rewards that are a result of the endeavors of its employees.

For and on behalf of the Board of Directors

Babanchil **Babar Ali Sved** 

**Talal Said Marhoon** Al-Mamari Chairman Audit Committee

Dr. Mohammed Ali Mohammed 12 August 2008 Al-Wohaibi Chairman

Chief Executive Officer

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OMPANY SECRETARY, CFO INOR CHILDREN	urchase Bonus Sale balance 30-06-2008		7,200,000 35,281 500 1.246	500 1,000	74,8	500 316		- 500 -	- 575 -					500 - 500			1,782			
TRADING BY BOARD MEMBERS, COMPANY SECRETARY, CFO AND THEIR SPOUSE & MINOR CHILDREN	Opening balance Purchase Bonus as on 01-07-2007		7,235,281 1746	1,500		816	1,951		Resigned)			I	- 500 -	- 500 -		- 575 -	1,782			
L		Directors	Salmaan Taseer Aamna Taseer (Resigned)	Shaan Taseer (Resigned)	Sulieman Ahmed Said Al-Hoqani	Jamal Said Al-Ojaili (Resigned)	Abid Raza (Resigned)	Babar Ali Syed *(Resigned)	Air Vice Marshal (R) Arshad Rashid Sethi (	Arshad Ahmed Khan (Resigned)	Dr. Mohammed Ali Mohammed Al-Wohaihi	Talal Said Marhoon Al-Mamari	Saleem Jawad Jaffer Al-Khabori	Sameer Hamed Nasser Al-Siyabi	Abdullah Zahran Abdullah Al-Hinai	Sumbul Munir	Chief Financial Officer Muhammad Naveed Tariq	Company Secretary Ahmad Bilal	Spouses	Minor Children

\*Babar Ali Syed resigned as a Director, however subsequently appointed as a Chief Executive Officer of the Company.

## Worldcall Telecom Limited

Annexure-1

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# FOUR YEARS FINANCIAL PERFORMANCE INCOME STATEMENT

	2008	2007	2006	01 December 2004 to 30 June 2005
-		(Rupees i	n '000)	
Revenue-Net	4,508,111	4,312,513	4,355,859	677,854
Direct Cost	(2,854,820)	(2,628,806)	(2,726,331)	(607,833)
- Gross Profit	1,653,291	1,683,707	1,629,528	70,021
Operating Cost	(1,210,139)	(1,057,853)	(1,034,128)	(91,497)
- Operating Profit/(loss)	443,152	625,854	595,400	(21,476)
Finance Cost	(460,569)	(312,939)	(179,092)	(24,746)
-	(17,417)	312,915	416,308	(46,222)
Gain on re-measurement of investments		,	,	
at fair value	3,844	279,183	138,363	-
Gain on re-measurement of investment				
property at fair value	4,012	15,516	21,000	-
Gain on re-measurement of long				
term liabilities	-	-	453,107	-
Other Operating Income	93,355	138,086	158,077	14,300
Other Expenses	(29,941)	(39,259)	(4,635)	-
- Profit/(loss) before taxation	53,853	706,441	1,182,220	(31,922)
Taxation	22,365	(82,905)	(234,610)	12,704
Profit/(loss) after taxation	76,218	623,536	947,610	(19,218)
-				
Bonus Shares	=	:	15%	
- Earning per share-Basic	0.10	0.83	1.28	(0.14)

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### STATEMENT OF COMPLIANCE WITH THE BEST PRACTICES ON **TRANSFER PRICING FOR THE YEAR ENDED 30 JUNE 2008**

The Company has fully complied with the best practices on Transfer Pricing as contained in the listing regulations of Stock Exchanges where the Company is listed.

For and on behalf of the Board

Baband **Babar Ali Syed** 

**Talal Said Marhoon** Al-Mamari Chairman Audit Committee

Dr. Mohammed Ali Mohammed 12 August 2008 Al-Wohaibi Chairman

**Muscat:** 

Chief Executive Officer

### STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE FOR THE YEAR ENDED 30 JUNE 2008

This statement is being presented to comply with the Code of Corporate Governance contained in listing regulations of Karachi Stock Exchange (Guarantee) Limited and Lahore Stock Exchange (Guarantee) Limited for the purpose of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of corporate governance.

The Company has applied the principles contained in the Code in the following manner:

- 1) The board of directors comprise of nine directors. The Company encourages representation of independent nonexecutive directors on its board. At present the board includes at least 3 independent non-executive directors.
- 2) The directors have confirmed that none of them is serving as a director in more than ten listed companies, including this Company.
- 3) All the resident directors of the Company are registered as taxpayers and none of them has convicted by a Court of competent jurisdiction as a defaulter in payment of any loan to a banking company, a DFI or an NBFI. No one is a member of Stock Exchange.
- 4) All casual vacancies occurring in the Board were filled up by the directors within 30 days thereof.
- 5) The Company has prepared a 'Statement of Ethics and Business Practices', which has been signed by all the directors and employees of the Company.
- 6) The board has developed a vision/mission statement, overall corporate strategy and significant policies of the Company. A complete record of particulars of significant policies along with the dates on which they were approved or amended has been maintained.
- 7) All the powers of the board have been duly exercised and decisions on material transactions, including appointment and determination of remuneration and terms and conditions of employment of the CEO and other executive directors, have been taken by the board where required.
- 8) The meetings of the board were presided over by the Chairman and, in his absence, by a director elected by the board for this purpose and the board met at least once in every quarter. Written notices of the board meetings, along with agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.
- 9) The Board arranged orientation courses for its directors during the year to apprise them of their duties and responsibilities.
- 10) The Board has approved appointment of Company Secretary, Chief Financial Officer and Head of Internal Auditor including remuneration and terms and conditions of employment, as determined by the CEO.
- 11) The directors' report for this year has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.
- 12) The financial statements of the Company were duly endorsed by CEO, CFO and Head of Audit Committee before approval of the Board.
- 13) The directors, CEO and executives do not hold any interest in the shares of the Company other than that disclosed in the pattern of shareholding.
- 14) The Company has complied with all the corporate and financial reporting requirements of the Code.

- 15) The Board has formed an audit committee. At present the committee includes three non-executive directors including the chairman of the committee.
- 16) The meetings of the audit committee were held at least once every quarter prior to approval of interim and final results of the Company and as required by the Code. The terms of reference of the committee have been formed and advised to the committee for compliance.
- 17) The Board has set-up an effective internal audit function having suitable qualified and experienced personal who are conversant with the policies and procedures of the Company.
- 18) The statutory auditors of the Company have confirmed that they have been given a satisfactory rating under the quality control review program of the Institute of Chartered Accountants of Pakistan, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Company and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by Institute of Chartered Accountants of Pakistan.
- 19) The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
- 20) We confirm that all other material principles contained in the Code have been complied with.

For and on behalf of the Board

Baband

**Babar Ali Syed** 

Talal Said Marhoon Al-Mamari Chairman Audit Committee

Muscat: 12 August 2008

Dr. Mohammed Ali Mohammed Al-Wohaibi Chairman

Chief Executive Officer

### REVIEW REPORT TO THE MEMBERS ON STATEMENT OF COMPLIANCE WITH BEST PRACTICES OF CODE OF CORPORATE GOVERNANCE

We have reviewed the statement of compliance with the best practices contained in the Code of Corporate Governance prepared by the Board of Directors of **Worldcall Telecom Limited** ("the Company") to comply with the Listing Regulation No. 37 of Karachi Stock Exchange and Chapter XIII of Lahore Stock Exchange, where the Company is listed.

The responsibility for compliance with the Code of Corporate Governance is that of the Board of Directors of the Company. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the statement of compliance reflects the status of the Company's compliance with the provisions of the Code of Corporate Governance and report if it does not. A review is limited primarily to inquiries of the Company personnel and review of various documents prepared by the Company to comply with the Code.

As part of our audit of financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We have not carried out any special review of the internal control system to enable us to express an opinion as to whether the Board's statement on internal control covers all controls and the effectiveness of such internal controls.

Based on our review, nothing has come to our attention, which causes us to believe that the statement of compliance does not appropriately reflect the Company's compliance, in all material respects, with the best practices contained in the Code of Corporate Governance.

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**KPMG Taseer Hadi & Co.** Chartered Accountants

\_Annual Report 2008

Lahore: 12 August 2008

### **AUDITORS' REPORT TO THE MEMBERS**

We have audited the annexed balance sheet of **Worldcall Telecom Limited ("the Company")** as at 30 June 2008 and the related profit and loss account, cash flow statement and statement of changes in equity, together with the notes forming part thereof, for the year then ended and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

It is the responsibility of the Company's management to establish and maintain a system of internal control, and prepare and present the above said statements in conformity with the approved accounting standards and the requirements of the Companies Ordinance, 1984. Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that:

- a) in our opinion, proper books of account have been kept by the Company as required by the Companies Ordinance, 1984;
- b) in our opinion:
  - i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984, and are in agreement with the books of account and are further in accordance with accounting policies consistently applied except for change referred to in note 2.5 to the financial statements with which we concur;
  - ii) the expenditure incurred during the year was for the purpose of the Company's business; and
  - iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Company;
- c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan, and, give the information required by the Companies Ordinance, 1984, in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at 30 June 2008 and of the profit, its cash flows and changes in equity for the year then ended; and
- d) in our opinion Zakat deductible at source under the Zakat and Ushr Ordinance, 1980, was deducted by the Company and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

Lahore: 12 August 2008

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**KPMG Taseer Hadi & Co.** Chartered Accountants

### **BALANCE SHEET** AS AT 30 JUNE 2008

	Note	2008	2007
NON CURRENT ASSETS		(Rupees in	<b>'000)</b>
Tangible fixed assets			
-	2	0.002 741	7 (42 40)
Property, plant and equipment Capital work-in-progress	3 4	8,903,741 1,976,225	7,643,496 1,780,544
Cupital work in progress	·	10,879,966	9,424,040
Intangible assets	5	5,008,323	4,704,499
Investment property	6	76,162	72,150
Long term investments - at cost less impairment Long term deposits	7 8	51,461 109,908	58,758 223,383
Deferred costs	9		4,727
CURDENT ACCETO		16,125,820	14,487,557
CURRENT ASSETS Store and spares		57,340	67,451
Stock in trade		90,868	35,187
Trade debts	10	900,712	899,052
Loans and advances - considered good	11	216,089	115,195
Deposits and prepayments Other receivables	12 13	234,004 233,821	178,320 410,245
Short term investments	13	574,785	570,941
Income tax recoverable-net		102,469	58,229
Cash and bank balances	15	849,040	560,575
CURRENT LIABILITIES		3,259,128	2,895,195
Current maturities of non-current liabilities	16	323,429	751,320
Running finance under mark-up arrangements - secured	17	66,894	525,459
Trade and other payables	18	1,020,125	1,039,068
Interest and mark-up accrued	19	74,841 1,485,289	2,347,828
NET CURRENT ASSETS		1,773,839	547,367
NON CURRENT LIABILITIES Term finance certificates - secured	20	3,237,470	342,855
Long term finances	20	258,787	677,464
Deferred taxation	22	710,589	666,625
Retirement benefits	23	133,200	98,856
Liabilities against assets subject to finance lease	24	110,916	194,026
Long term payables- secured Long term deposits		119,876 53,060	134,127 59,774
License fee payable	25	913,554	806,791
		5,537,452	2,980,518
Contingencies and commitments	26	12,362,207	12,054,406
REPRESENTED BY			
Share capital and reserves			
Authorized capital			
900,000,000 (2007: 900,000,000) ordinary shares of Rs. 10 each		9,000,000	9,000,000
Issued, subscribed and paid up capital	27	8,605,716	7,520,607
Share premium	28	837,335	410,887
Convertible loan reserve	21.2	-	1,403,575
Accumulated profit		2,597,762	2,521,544
Surplus on revaluation	29	12,040,813 321,394	11,856,613 197,793
Surpras on returnment	2)	12,362,207	12,054,406
The annexed notes 1 to 46 form an integral part of these financia	l statements		

Muscat: 12 August 2008

CHAIRMAN

G CHAIRMAN AUDIT COMMITTEE

Balandiy chief executive Annual Report 2008

### **PROFIT AND LOSS ACCOUNT** FOR THE YEAR ENDED 30 JUNE 2008

		Note	2008 (Rupees	2007 <b>in '000)</b>
Revenue -net		30	4,508,111	4,312,513
Direct cost		31	(2,854,820)	(2,628,806)
Gross profit			1,653,291	1,683,707
Operating cost		32	(1,210,139)	(1,057,853)
Operating profit			443,152	625,854
Finance cost		33	(460,569)	(312,939)
			(17,417)	312,915
Gain on re-measurement of investment	s at fair value	14	3,844	279,183
Gain on re-measurement of investment				
property at fair value		6	4,012	15,516
Other operating income		34	93,355	138,086
Other expenses		35	(29,941)	(39,259)
Profit before taxation			53,853	706,441
Taxation		36	22,365	(82,905)
Profit after taxation			76,218	623,536
Earnings per share - basic	(Rupees)	37	0.10	0.83
Earnings per share - diluted	(Rupees)	37	-	0.73

The appropriations have been shown in the statement of changes in equity.

The annexed notes 1 to 46 form an integral part of these financial statements.

Balandiy chief executive Annual Report 2008 Muscat: 12 August 2008 CHAIRMAN CHAIRMAN AUDIT COMMITTEE

### **CASH FLOW STATEMENT** FOR THE YEAR ENDED 30 JUNE 2008

	Note	2008 (Rupees i	2007 in <b>'000)</b>
Cash flows from operating activities			
Cash generated from operations	39	1,478,094	1,502,215
Decrease/(increase) in long term deposits receivable		113,475	(23,679)
Decrease in long term deposits payable		(6,714)	(16,486)
(Decrease)/increase in long term payables		(14,251)	127,866
Decrease in license fee payable		(71,000)	-
Retirement benefits paid		(18,811)	(14,503)
Finance cost paid		(408,171)	(297,684)
Taxes paid		(44,465)	(31,599)
Net cash generated from operating activities		1,028,157	1,246,130
Cash flow from investing activities			
Fixed capital expenditure		(2,343,667)	(2,751,841)
Intangible assets acquired		(1,580)	(5,139)
Sale proceeds of property, plant and equipment		14,145	27,174
Short term investments-net		19,045	578,058
Net cash used in investing activities		(2,312,057)	(2,151,748)
Cash flow from financing activities			
Receipt of long term finances		1,947,750	44,800
Repayment of long term finances		(2,623,041)	(450,171)
Receipt of term finance certificates		3,000,000	350,000
Repayment of term finance certificates		(99,365)	(106,944)
Repayment of finance lease liabilities		(194,414)	(76,533)
Net cash generated from/(used) in financing activities		2,030,930	(238,848)
Net increase/(decrease) in cash and cash equivalents		747,030	(1,144,466)
Cash and cash equivalents at the beginning of the year		35,116	1,179,582
Cash and cash equivalents at the end of the year	40	782,146	35,116
	• • • • •		

The annexed notes 1 to 46 form an integral part of these financial statements.

CHAIRMAN

Muscat: 12 August 2008

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CHIEF EXECUTIV	ΈE

CHAIRMAN AUDIT COMMITTEE

# **STATEMENT OF CHANGES IN EQUITY** FOR THE YEAR ENDED 30 JUNE 2008

	Share	Capital	reserves	Revenue reserve	
	capital	Share	Convertible	Accumulated	Total
		premium	loan reserve Rupees in '000)	profit/(loss)	
Balance as at 30 June 2006	6,539,658	1,391,836	1,400,430	1,898,008	11,229,932
Reimbursement of transaction cost related					
to equity component of convertible loan	-	-	3,145	-	3,145
Bonus shares issued	980,949	(980,949)	-	-	-
Net profit for the year	-	-	-	623,536	623,536
Balance as at 30 June 2007	7,520,607	410,887	1,403,575	2,521,544	11,856,613
Liability component of convertible					
loan (note 21.2)	-	-	107,982	-	107,982
Shares issued against convertible					
loan (note 21.2)	1,085,109	426,448	(1,511,557)	-	-
Net profit for the year	-	-	-	76,218	76,218
Balance as at 30 June 2008	8,605,716	837,335		2,597,762	12,040,813

The annexed notes 1 to 46 form an integral part of these financial statements.

Muscat:		Babanchily	רדאוואל
12 August 2008	CHAIRMAN	CHIEF EXECUTIVE	CHAIRMAN AUDIT COMMITTEE
		Annual Report 2008	

### **NOTES TO THE FINANCIAL STATEMENTS** FOR THE YEAR ENDED 30 JUNE 2008

### 1 Legal status and nature of business

Worldcall Telecom Limited ("the Company") is a public limited company incorporated in Pakistan on 15 March 2001 under the Companies Ordinance, 1984 and its shares are quoted on the Karachi and Lahore Stock Exchanges. The Company commenced its operations on 01 December 2004 and is engaged in providing Wireless Local Loop ("WLL") and Long Distance & International ("LDI") services in Pakistan, operation and maintenance of public payphones network and re-broadcasting international/national satellite/terrestrial wireless and cable television and radio signals as well as interactive communication and to establish, maintain and operate the licensed telephony services. The Company has been licensed by Pakistan Telecommunication Authority ("PTA") and Pakistan Electronic Media Regulatory Authority ("PEMRA") for these purposes. The registered office of the Company is situated at 103 C-II, Gulberg III, Lahore. During the year 56.80% shares (488,839,429 ordinary shares) have been acquired by Oman Telecommunications Company SAOG.

### 2 Summary of significant accounting policies

The significant accounting policies adopted in preparation of financial statements are set out below:

### 2.1 Statement of compliance

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan and the requirements of the Companies Ordinance, 1984. Approved accounting standards comprise of such International Financial Reporting Standards as are notified under the provisions of the Companies Ordinance, 1984. Wherever the requirements of the Companies Ordinance, 1984 or directives issued by the Securities and Exchange Commission of Pakistan (SECP) differ with the requirements of these standards, requirements of the Companies Ordinance, 1984 or requirements of the said directives take precedence.

### 2.2 Accounting convention and basis of preparation

These financial statements have been prepared under the historical cost convention, except for revaluation of investment properties, plant and equipment, intangible assets and certain financial assets at fair value, and recognition of certain employee benefits and financial liabilities at present value.

### 2.3 Significant accounting judgments and estimates

The preparation of financial statements in conformity with approved accounting standards requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions and judgments are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the result of which form the basis of making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revision to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period, or in the period of revision and future periods if the revision affects both current and future periods. The areas where various assumptions and estimates are significant to the Company's financial statements or where judgments were exercised in application of accounting policies are as follows:

- Useful life of depreciable assets and amortization of intangible assets- (note 2.4, 2.5, 3 & 5)
- Staff retirement benefits- (note 2.15 & 23)
- Taxation-(note 2.9 & 36)
- Provisions and contingencies- (note 2.20 & 26)
- Investment properties- (note 2.6 & 6)

#### 2.4 Fixed capital expenditure and depreciation

#### Property, plant and equipment

Property, plant and equipment except plant and equipment, are stated at cost less accumulated depreciation and any identified impairment loss. Plant and equipment are stated at revalued amount less accumulated depreciation and any identified impairment loss.

Cost in relation to self constructed assets includes direct cost of material, labour and other allocable expenses.

Depreciation is charged to income on the straight line method whereby cost of an asset is written off over its estimated useful life at the rates given in note 3.

Residual value and the useful life of assets are reviewed at least at each financial year end and adjusted if impact on depreciation is significant.

Incremental depreciation on revalued assets is transferred net of deferred tax from surplus on revaluation to retained earnings (unappropriated profit).

Depreciation on additions is charged on a pro-rata basis from the month in which the asset is put to use, while for disposals, depreciation is charged up to the month of disposal. Where an impairment loss is recognized, the depreciation charge is adjusted in the future periods to allocate the assets' revised carrying amount over its estimated useful life.

Maintenance and repairs are charged to income as and when incurred. Renewals and improvements are capitalized when it is probable that respective future economic benefits will flow to the Company and the cost of the item can be measured reliably, and the assets so replaced, if any, are retired. Gains and losses on disposals of assets are included in income and the related surplus on revaluation of plant and equipment is transferred directly to retained earnings (unappropriated profit).

#### **Finance leases**

Leases in terms of which the Company has substantially all the risks and rewards of ownership are classified as finance leases. Assets subject to finance lease are stated at the lower of its revalued amount less accumulated depreciation and any identified impairment loss and present value of minimum lease payments at the date of commencement of lease.

The related rental obligations, net of finance costs are classified as current and long term depending upon the timing of the payment.

Each lease payment is allocated between the liability and finance costs so as to achieve a constant rate on the balance outstanding.

Assets acquired under a finance lease are depreciated over the estimated useful life of the asset on a straightline method at the rates given in note 3. Depreciation of leased assets is charged to income.

Residual value and the useful life of leased assets are reviewed at least at each financial year end and adjusted if impact on depreciation is significant.

Depreciation on additions to leased assets is charged from the month in which an asset is acquired while no depreciation is charged for the month in which the asset is disposed off.

#### **Capital work-in-progress**

Capital work-in-progress is stated at cost less any identified impairment loss.

### 2.5 Intangible assets

### Goodwill

Goodwill represents the difference between the cost of the acquisition (fair value of consideration paid) and the fair value of the net identifiable assets acquired.

During the year ended 30 June 2007, the Company adopted International Financial Reporting Standard "IFRS" 3 (Business Combinations), which has been adopted by Securities and Exchange Commission of Pakistan (SECP) vide SRO 1228(I)/2006 dated 06 December 2006 and ceased the amortization of goodwill. The goodwill is measured at cost less accumulated impairment, if any, and the amount already amortized in profit and loss account.

### Other intangible assets

Other intangible assets are stated at revalued amount less accumulated amortization except for patents and copy rights, which are stated at cost less accumulated amortization.

During the year, the Company has changed its accounting policy for subsequent measurement of intangible assets from cost model to revaluation model. These are stated at revalued amount less accumulated amortization and any identified impairment loss. Earlier these were stated at cost less accumulated amortization and any identified impairment loss.

Other intangible assets are amortized using the straight line method at the rates given in note 5. Amortization on licenses is charged to the profit and loss account from the month in which the related operations are commenced. Amortization on additions to other intangible assets is charged on a pro-rate basis from the month in which asset is put to use, while for disposals amortization is charged up to the month of disposal.

Incremental amortization on revalued intangible assets is transferred net of deferred tax from surplus on revaluation to retained earnings (unappropriated profit).

Subsequent expenditure on intangible assets is capitalized only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditures are charged to income as and when incurred.

Gain or loss arising on disposal and retirement of intangible asset is determined as a difference between net disposal proceeds and carrying amount of the asset and is recognized as income or expense in the profit and loss account.

### 2.6 Investment properties

Investment properties are properties which are held either to earn rental income or for capital appreciation or for both. Investment properties are initially recognized at cost, being the fair value of the consideration given, subsequent to initial recognition these are stated at fair value. The fair value is determined annually by an independent approved valuer. The fair values are based on market values, being the estimated amount for which a property could be exchanged on the date of valuation between knowledgeable and willing buyer and seller in an arms length transaction.

Any gain or loss arising from a change in fair value is recognized in the profit and loss account. Rental income from investment property is accounted for as described in note 2.18.

When an item of property, plant and equipment is transferred to investment property following a change in its use, any differences arising at the date of transfer between the carrying amount of the item immediately prior to transfer and its fair value is recognized in surplus on revaluation of property, plant and equipment, if it is a gain. Upon disposal of the item the related surplus on revaluation of property, plant and equipment is transferred to retained earnings. Any loss arising in this manner is recognized immediately in the profit and loss account.

If an investment property becomes owner-occupied, it is reclassified as property, plant and equipment and its fair value at the date of reclassification becomes its cost for accounting purposes of subsequent recording.

#### 2.7 Investments

The Company classifies its investments in following categories.

#### Investments in equity instruments of subsidiary and associated company

Investment in subsidiary and associate where the Company has significant influence are measured at cost in the Company's financial statements. Cost in relation to investments made in foreign currency is determined by translating the consideration paid in foreign currency into rupees at exchange rates prevailing on the date of transactions.

The Company is required to issue consolidated financial statements along with its separate financial statements, in accordance with the requirements of IAS 27 'Consolidated and Separate Financial Statements'. Investments in associated undertakings, in the consolidated financial statements, are being accounted for using the equity method.

#### Investments at fair value through profit or loss

Investments that are acquired principally for the purpose of generating profit from short term fluctuations in price or dealer's margin are classified as held for trading.

Investments at fair value through profit or loss are initially recognized at cost, being the fair value of the consideration given. Subsequent to initial recognition these are recognized at fair value unless fair value can not be reliably measured. The investments for which quoted market price is not available are measured at cost. Any surplus or deficit on revaluation of investments is charged to income currently.

#### Available for sale investments

Available for sale investments are initially recognized at cost, being the fair value of the consideration given. Subsequent to initial recognition these are recognized at fair value unless fair value can not be reliably measured. The investments for which quoted market price is not available are measured at cost. Changes in carrying value are recognized in equity until investment is sold or determined to be impaired at which time the cumulative gain or loss previously recognized in equity is included in profit or loss account.

All "regular way" purchase and sale of listed shares are recognized on the trade date i.e. the date that the Company commits to purchase/sell the asset.

The fair value of investments classified as held for trading and available for sale is their quoted bid price at the balance sheet date.

### 2.8 Securities under repurchase/reverse repurchase agreements

Transactions of repurchase/reverse repurchase investment securities are entered into at a contracted rate for specified period of time and are accounted for as follows:

### **Repurchase agreements**

Investments sold with a simultaneous commitment to repurchase at a specified future date (repo) continue to be recognized in the balance sheet and are measured in accordance with accounting policies for investment. The counter party liability for amounts received under these agreements is included in borrowing. The difference between sale and repurchase price is treated as mark-up on borrowing and accrued over the life of repo agreement.

#### **Reverse repurchase agreements**

Investments purchased with a corresponding commitment to resale at a specified future date (reverse repo) are not recognized in the balance sheet. Amount paid under these agreements are recorded as funds placements. The difference between purchase and resale price is treated as return from fund placement with financial institutions or income from reverse repurchase transactions of listed shares, as the case may be, and accrued over the life of the reverse repo agreement.

#### 2.9 Taxation

Income tax on the profit or loss for the year comprises of current and deferred tax.

#### Current

Provision of current tax is based on the taxable income for the year determined in accordance with the prevailing law for taxation of income. The charge for current tax is calculated using prevailing tax rates or tax rates expected to apply to the profit for the year if enacted after taking into account tax credits, rebates and exemptions, if any. The charge for current tax also includes adjustments, where considered necessary, to provision for tax made in previous years arising from assessments framed during the year for such years.

#### Deferred

Deferred tax is provided using the balance sheet liability method in respect of all temporary differences arising from differences between the carrying amount of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of the taxable profit. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized to the extent that it is probable that taxable profits will be available against which the deductible temporary differences, unused tax losses and tax credits can be utilized.

The carrying amount of deferred tax asset is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilized.

Deferred tax assets and liabilities are calculated at the rates that are expected to apply to the period when the asset is realized or the liability is settled, based on the tax rates (and tax laws) that have been enacted or substantively enacted by the balance sheet date. Deferred tax is charged or credited in the income statement, except in the case of items credited or charged to equity in which case it is included in equity.

### 2.10 Deferred costs

These include share issue expenses incurred on increasing the authorized capital of the Company and expenses incurred in connection with the public offering/placements for the year 2004. In order to comply with the substituted Fourth Schedule to the Companies Ordinance, 1984, the Company has adopted the treatment allowed by Circular No. 1 of 2005 issued by Securities and Exchange Commission of Pakistan whereby deferred costs incurred prior to 01 July 2004 are being amortized over a period of five years whereas deferred cost incurred subsequent to this date are charged to income currently.

### 2.11 Inventories

Inventories, except for stock in transit, are stated at lower of cost and net realizable value. Items in transit are valued at cost comprising invoice value plus other charges paid thereon. Cost is determined as follows:

#### Store and spares

Useable stores and spares are valued principally at weighted average cost, while items considered obsolete are carried at nil value.

#### Stock in trade

Cost is determined on weighted average basis.

Net realizable value is the estimated selling price in ordinary course of business, less estimated incidental selling cost.

### 2.12 Trade debts and other receivables

Trade debts and other receivables are recognized initially at fair value and subsequently measured at amortized cost less any identified impairment loss. A provision for impairment of trade and other receivables is established when there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of receivables.

#### 2.13 Financial liabilities

Financial liabilities are classified according to substance and related accrued interest of the contractual arrangements entered into. Significant financial liabilities include long term payables, license fee payable, borrowings, trade and other payables.

#### **Interest bearing borrowings**

Interest bearing borrowings are recognized initially at fair value less attributable transaction cost. Subsequent to initial recognition, these are stated at amortized cost with any difference between cost and redemption value being recognized in the profit and loss over the period of the borrowings on an effective interest rate basis.

#### Term finance certificates

Term finance certificates are stated at amortized cost using effective interest rate.

### **Convertible loans**

Convertible loans that can be converted to share capital at the option of the lender, where the number of shares issued does not vary with the changes in their fair value, are accounted for as compound financial instruments. Transaction costs that relate to the issue of a compound financial instrument are allocated to the liability and equity component in proportion to the allocation of proceeds. The equity component of the convertible loan is calculated as the excess of the issue proceeds over the present value of future cash out flows, discounted at the market rate of interest applicable to similar liabilities that do not have a conversion option. The interest expense recognized in the income statement is calculated using the effective interest rate method.

#### Other financial liabilities

All other financial liabilities are initially recognized at fair value plus directly attributable cost, if any, and subsequently at amortized cost using effective interest rate method.

### 2.14 Trade and other payables

Trade and other payables are initially recognized at fair value and subsequently at amortized cost using effective interest rate method.

### 2.15 Retirement and other benefits

### Defined benefit plan

The Company operates an unfunded defined benefit gratuity plan for all permanent employees, having a service period of more than one year. Provisions are made in the financial statements to cover obligations on

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the basis of actuarial valuations carried out annually under the projected unit credit method.

The Company recognizes actuarial gains/losses over the expected average remaining working lives of the current employees, to the extent that cumulative unrecognized actuarial gain/loss exceeds 10 per cent of present value of defined benefit obligation.

#### 2.16 Impairment losses

The carrying amount of the Company's assets except for, inventories, investment property and deferred tax asset, are reviewed at each balance sheet date to determine whether there is any indication of impairment loss. If any such indication exists, the asset's recoverable amount is estimated in order to determine the extent of the impairment loss, if any. For goodwill, the recoverable amount is estimated at each balance sheet date.

An impairment loss is recognized whenever the carrying amount of an asset or its cash generating unit exceeds its recoverable amount. Impairment losses are recognized in the profit and loss.

Impairment losses are reversed when there is an indication that the impairment loss may no longer exist and there has been a change in the estimate used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation and amortization, if no impairment loss had been charged. An impairment loss in respect of goodwill is not reversed.

#### 2.17 Foreign currencies

Transactions in foreign currencies are translated into rupees at exchange rates prevailing at the date of transaction. All monetary assets and liabilities in foreign currencies are translated into rupees at exchange rates prevailing at the balance sheet date.

Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated into rupees at exchange rates prevailing at the date of transaction. Non-monetary assets and liabilities denominated in foreign currency that are stated at fair value are translated into rupees at exchange rates prevailing at the date when fair values are determined. Exchange gains and losses are included in the income currently.

#### 2.18 Revenue recognition

Revenue represents the fair value of the consideration received or receivable for services rendered, net of discounts and sales tax. Revenue is recognized when it is probable that the economic benefits associated with the transaction will flow to the Company and the amount of revenue, and the associated cost incurred, or to be incurred, can be measured reliably.

Revenue from different sources is recognized as follows:

Revenue from terminating minutes is recognized at the time the call is made over the network of the Company.

Revenue from originating minutes is recognized on the occurrence of calls both for prepaid and postpaid subscribers.

Subscription revenue from Cable TV, internet over cable and channels subscription fee is recognized on provision of services.

Connection and membership fee is recognized at the time of activation of connection.

Sale of goods is recognized on dispatch of goods to customer.

Advertisement income is recognized on the basis of spots run when commercials are aired on the network.

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Interest income is accrued on a time proportion basis by reference to the principal outstanding and the applicable rate of return.

Rental income from investment property is recognized in the income statement on accrual basis.

Revenue from prepaid cards is recognized as credit is used.

Dividend income is recognized when the right to receive payment is established.

#### 2.19 Borrowing cost

Mark up, interest and other charges on long term borrowings are capitalized upto the date of commissioning of the related qualifying assets, acquired out of the proceeds of such long term borrowings. All other markup, interest and other charges are recognized as an expense in the period in which they are incurred.

#### 2.20 Provisions

Provisions are recognized in the balance sheet when the Company has a legal or constructive obligation as a result of past events and it is probable that outflow of economic benefits will be required to settle the obligation and a reliable estimate of the amount can be made. However, provisions are reviewed at each balance sheet date and adjusted to reflect current best estimate.

#### 2.21 Cash and cash equivalents

Cash and cash equivalents are carried in the balance sheet at cost. Cash and cash equivalents comprise cash in hand and demand deposits. Running finances that are repayable on demand are included as component of cash and cash equivalents for the purpose of cash flow statement.

#### 2.22 Financial instruments

All financial assets and liabilities are recognized at the time when the Company becomes a party to the contractual provisions of the instrument. Financial assets are de-recognized when the Company loses control of the contractual right that comprises the financial assets. Financial liabilities are de-recognized when they are extinguished i.e. when the obligation specified in the contract is discharged, cancelled or expired. Any gain or loss on derecognizing of the financial assets and financial liabilities is taken to profit and loss account currently. The particular measurement methods adopted are disclosed in the individual policy statements associated with each item.

#### Offsetting of financial assets and financial liabilities

A financial asset and a financial liability is offset and the net amount is reported in the balance sheet if the Company has a legally enforceable right to set-off the recognized amounts and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

### 2.23 Segment reporting

A segment is a distinguishable component of the Company that is engaged either in providing products or services (business segment), or in providing products or services within a particular economic environment (geographical segment), which is subject to risk and rewards that are different from other segments.

### 2.24 Related Party transactions

The Company enters into transactions with related parties on an arm's length basis. Prices for transactions with related parties are determined using admissible valuation methods, except in extremely rare circumstances where, subject to approval of the Board of Directors, it is in the interest of the Company to do so.

### 2.25 Business combination involving entities under common control

A business combination involving entities or businesses under common control is a business combination in which all of the combining entities or businesses are ultimately controlled by the same party or parties both before and after the business combination, and the control is not transitory.

In the absence of more specific guidance, the Company consistently applied the fair value (Purchase method) measurement method to all common control transactions.

### 2.26 Dividend

Dividend distribution to the Company's shareholders is recognized as a liability in the Company's financial statements in the period in which the dividends are approved.

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<ol><li>I he statement of property, plant and equipment is as follows:</li></ol>	roperty, plant and e	equipment is as follo	SW0:			Accumulated			Accumulated		
	Cost as at 01 July 2007	Revaluation Surplus/(Deficit)	Additions/ (Disposals)	Transfers	Cost as at 30 June 2008	depreciation as at 01 July 2007	Depreciation charge for the year/ (Disposals)	Transfers	depreciation as at 30 June 2008	Net book value as at 30 June 2008	Depreciation rate %
		(Rı	(Rupees in '000)				(Rupees in '000)	(000, 1		(Rupees in '000)	
<u>Owned assets</u>											
Freehold Land	19,800		ı	ı	19,800	ı	ı	ı		19,800	ı
Leasehold improvements	71,420	ı	16,099 (290)		87,229	22,408	12,755 (122)		35,041	52,188	20-33
Plant and equipment	8,061,218	(229,963)	2,303,832 (9,409)	232,728 (133,797)	10,224,609	1,059,005	751,306 (2,258)	76,376 (9,543)	1,874,886	8,349,723	6.67-20
Office equipment	56,123	ı	14,478 (15,433)		55,168	15,268	$^{8,167}_{(15,374)}$		8,061	47,107	10
Computers	60,951	ı	19,015 (465)		79,501	27,651	20,934 (238)		48,347	31,154	10-33
Furniture and fixtures	13,741	·	4,546 -		18,287	3,843	2,282 -		6,125	12,162	10
Vehicles	47,154	·	4,171 (7,402)	37,973 -	81,896	25,142	17,207 (6,674)	28,312 -	63,987	17,909	20
Lab and other equipment	15,785	·	455 -		16,240	5,268	3,217 -		8,485	7,755	10-20
	8,346,192	(229,963)	2,362,596 (32,999)	270,701 (133,797)	10,582,730	1,158,585	815,868 (24,666)	$\frac{104,688}{(9,543)}$	2,044,932	8,537,798	
Leased assets											
Plant and equipment	430,520	(10,275)	13,000	(232,728) 133,797	334,314	56,745	50,966	(76,376) 9,543	40,878	293,436	6.67-20
Vehicles	109,093	1	22,484 (1,946)	(37,973)	91,658	26,979	24,564 (396)	(28,312)	22,835	68,823	20
Office equipment	- 539,613	_ (10,275)	4,055 <b>39,539</b> (1,946)	- (270,701) 133,797	4,055 4 <b>30,02</b> 7	- 83,724	371 75,901 (396)	- (104,688) 9,543	371 64,084	3,684 <b>365,943</b>	10
	8,885,805	(240,238) -	2,402,135 (34,945)		11,012,757	1,242,309	891,769 (25,062)		2,109,016	8,903,741	

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## Worldcall Telecom Limited

erronor en er mendulike nur mind (y rederid to mentenne en e						Accumulated depreciation	Depreciation		Accumulated depreciation	Net book	-
	Cost as at 01 July 2006	Revaluation Surplus	Additions/ (Disposals)	Transfers	Cost as at 30 June 2007	as at 01 July 2006	charge for the year/ (Disposals)	Transfers	as at 30 June 2007	value as at 30 June 2007	Depreciation rate %
		(Ri	(Rupees in '000)				(Rupees in '000)	(000,	$\left[ \right]$	(Rupees in '000)	
<b>Owned assets</b>											
Freehold Land			19,800		19,800			·	,	19,800	'
Leasehold improvements	57,781	,	13,639		71,420	11,389	11,019		22,408	49,012	20-33
Plant and equipment	5,808,040	300,080	1,929,553 (4,009)	74,858 (47,304)	8,061,218	433,203	622,646 (462)	14,979 (11,361)	1,059,005	7,002,213	6.67-20
Office equipment	49,924	ı	6,460 (261)		56,123	7,798	7,560 (90)		15,268	40,855	10
Computers	37,354	ı	24,286 (1,042)	353 -	60,951	13,878	14,422 (1,002)	353 -	27,651	33,300	10-33
Furniture and fixtures	11,802	ı	2,089 (150)		13,741	2,024	1,849 (30)		3,843	9,898	10
Vehicles	52,646	ı	20,261 (27,381)	1,628 -	47,154	20,509	9,737 (5,861)	757 -	25,142	22,012	20
Lab and other equipment	9,771	,	6,014	,	15,785	2,297	2,971		5,268	10,517	10-20
	6,027,318	300,080	2,022,102 (32,843)	76,839 (47,304)	8,346,192	491,098	670,204 (7,445)	16,089 (11,361)	1,158,585	7,187,607	
Leased assets											
Plant and equipment	426,208	4,217	27,649	(74,858) 47,304	430,520	20,173	40,190	(14,979) 11,361	56,745	373,775	6.67-20
Vehicles	43,327	ı	67,394	(1,628)	109,093	11,790	15,946	(757)	26,979	82,114	20
Computers	353 4 <b>69,888</b>	- 4,217	- 95,043	(353) (76,839) 47,304	- 539,613	353 32,316	- 56,136	(353) (16,089) 11,361	- 83,724	- 455,889	33
	6,497,206 -	304,297 -	2,117,145 (32,843)		8,885,805	523,414	726,340 (7,445)		1,242,309	7,643,496	

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**3.3** The Company had revalued its plant and equipment initially on 31 March 2007, resulting in a net surplus of Rs. 304.30 million. Subsequently revaluation was conducted on 30 June 2008, resulting in revaluation decrease of Rs. 240.2 million. The valuation was conducted by an independent valuer, M/s. Surval. Valuation for plant and equipment was the open market value of the asset based on estimated gross replacement cost, depreciated to reflect the residual service potential of the asset having paid due regard to age, condition and obsolescence.

Had there been no revaluation, the net book value of plant and equipment as at 30 June 2008 would have amounted to Rs. 8,579 million (2007: Rs. 7,062 million)

Note	2008	2007
	(Rupees	s in '000)
31	802,272	662,837
32	89,497	63,503
-	891,769	726,340
	31	(Rupees 31 <b>802,272</b> 32 <b>89,497</b>

## 3.5 Property, plant and equipment sold during the year are as follows:

Description		Accumulated depreciation	Value	Sale proceeds	Mode of disposal	Sold to
			( Ru	pees in '000	)	
Leasehold Improvements	290	122	168	238	Insurance claim	-
Plant and equipment						
Cable plant	3,276	520	2,756	3,166	Insurance claim	-
NP Soft Switch	6,133	1,738	4,395	4,395	Insurance claim	-
Computers						
Laptop	76	20	56	48	Insurance claim	-
Laptop	125	67	58	95	Insurance claim	-
Vehicles						
Toyota Corolla XLI	875	627	248	622	Negotiation	M. Ansar
Kia Classic NGV LX	575	259	316	375	Insurance claim	-
Honda Civic VTI PT 1.8 VTE	C 1,371	137	1,234	1,371	Insurance claim	-
Suzuki Cultus VXR	423	134	289	375	Insurance claim	-
Honda Civic	515	395	120	334	Negotiation	Zahid Aslam Arain
Items with book value less than Rs. 50,000.	21,286	21,043	243	3,126		
Total –	34,945	25,062	9,883	14,145		

## 4 Capital work-in-progress

## 2008 2007 (Rupees in '000)

## Owned

	205 540	120 520
Civil works	285,740	130,520
Plant and equipment	1,511,131	1,464,130
Store and spares held for capital expenditure	161,541	162,313
	1,958,412	1,756,963
Leased		
Plant and equipment subject to finance lease	17,813	23,581
	1,976,225	1,780,544

## 5 Intangible assets

	Cost as at 01 July 2007	Revaluation Surplus/ (deficit)	Additions/ (adjustments)	Cost as at 30 June 2008	Accumulated amortization as at 01 July 2007	Amortization/ (adjustments) for the year	Accumulated amortization as at 30 June 2008	Net book value as at 30 June 2008	Rate %
		(Rupee	s in '000)			(Rupees in	(000)		
Licenses	2,457,715	434,327	1,248	2,893,290	322,943	123,307	446,250	2,447,040	5
Patents and copyrights	5,333	-	-	5,333	1,602	892	2,494	2,839	10
Software	19,888	(3,936)	332	16,284	7,386	3,948	11,334	4,950	20
Goodwill	2,690,403	-	-	2,690,403	136,909	-	136,909	2,553,494	-
	5,173,339	430,391	1,580	5,605,310	468,840	128,147	596,987	5,008,323	

	Cost as at 01 July 2006	Revaluation Surplus/ (deficit)	Additions/ (adjustments)	Cost as at 30 June 2007	Accumulated amortization as at 01 July 2006	Amortization/ (adjustments) for the year	Accumulated amortization as at 30 June 2007	Net book value as at 30 June 2007	Rate %
		(Rupe	es in '000)			(Rupees	s in '000)		
Licenses	2,454,340	-	3,375	2,457,715	199,978	122,965	322,943	2,134,772	5
Patents and copyrights	5,333	-	-	5,333	801	801	1,602	3,731	10
Software	18,124	-	1,764	19,888	3,761	3,625	7,386	12,502	20
Goodwill	2,690,403	-	-	2,690,403	136,909	-	136,909	2,553,494	-
	5,168,200	-	5,139	5,173,339	341,449	127,391	468,840	4,704,499	

5.1 The Company has revalued its intangible assets on 30 June 2008 resulting in a net surplus of Rs. 430.392 million. The valuation was conducted by an independent valuer, M/s. Surval. Valuation for intangible assets was based on the estimated gross replacement cost, earning potential amortized to reflect the current market value. Had there been no revaluation, the net book value of intangible assets as at 30 June 2008 would have amounted to Rs. 4,577.931 million.

## 5.2 Goodwill

Goodwill represents the difference between the cost of the acquisition (fair value of consideration paid) and the fair value of the net identifiable assets acquired at the time of merger of Worldcall Telecom Limited with Worldcall Communications Limited, Worldcall Multimedia Limited and Worldcall Broadband Limited.

The Company assessed the recoverable amount of goodwill and determined that no impairment was found. The recoverable amount was assessed by reference to value in use which uses cash flow projections based on budgets approved by the management covering five years period and a discount rate of 20% per annum. Cash flow projections during the budget period are based on the same expected gross margins during the budget period. The cash flows beyond the five years period have been extrapolated using a steady 3% growth rate which is consistent with the long-term average growth rate for the industry.

The management believes that any reasonably possible change in the key assumptions on which recoverable amount is based would not cause the aggregate amount to exceed the aggregate recoverable amount of the cash generating unit.

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5.3 Amortization charge for the year has been allocated as f	Note ollows:	2008 (Rupees i	2007 in <b>'000)</b>
Direct Cost	31	86,535	58,273
Operating cost	32	2,932	2,500
Capitalized during the year		38,680	66,618
	=	128,147	127,391
6 Investment property			
Opening balance		72,150	56,634
Fair value adjustment		4,012	15,516
Closing balance	_	76,162	72,150

Investment property comprises commercial property part of which is rented to Media Times Limited, an associated company.

The carrying value of investment property is the fair value of the property as determined by approved independent valuer M/s PEE DEE & Associates as at 30 June 2008. Fair value was determined giving due regard to recent market transactions for similar properties in the same location and condition as the Company's investment property.

	2008	2007
	(Rupees in	n '000)
L ang term investments – et cost less imneirment		

### 7 Long term investments - at cost less impairment

## Foreign subsidiary - Unquoted

## Worldcall Telecommunications Lanka (Pvt) Limited Incorporated in Sri Lanka

7,221,740 (2007: 7,221,740) ordinary shares of Sri Lankan Rupees 10/-each Equity held 70.65% (2007: 70.65%)	44,406	44,406
Share deposit money	13,671	13,671
	58,077	58,077
Less: Provision for impairment	(48,611)	(41,314)
	9,466	16,763

## Associated company - Unquoted

## **Media Times Limited Incorporated in Pakistan**

4,199,500 (2007: 2,599,500) ordinary shares of Rs. 10/-each	41,995	25,995
Equity held 4.19% (2007: 30.12%)		
Share deposit money	-	16,000
	41,995	41,995

41,995	25,995
- 41,995	16,000 41,995
51,461	58,758

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7.1 The shareholding has decreased to 9.77% due to issuance of shares during the period ended 31 March 2008 and further decreased to 4.19% due to merger of Total Media Limited and Media Times Limited through Court order dated 14 April 2008. As at 30 June 2008 Media Times Limited is an associated company due to common management.

		company due to common management.	Note	2008	2007
8	Long	term deposits	Note	(Rupees	
		ity deposits with PTCL		18,825	20,998
	-	sits with financial institutions		34,368	167,668
	Others	8	-	58,686	56,088
				111,879	244,754
	Less:	Current maturity	12	(1,971)	(21,371)
			-	109,908	223,383
9	Defer	red costs			
	Openi	ng balance		4,727	10,063
	-	Amortization during the year		(4,727)	(5,336)
		ng balance	-	-	4,727
			=		
10	Trade	e debts			
	Consi	dered good - Unsecured	10.1	900,712	899,052
	Consi	dered doubtful - Unsecured	L	189,935	116,906
				1,090,647	1,015,958
	Less:	Provision for doubtful debts	10.2	(189,935)	(116,906)
			=	900,712	899,052
	10.1	This includes due from associated companies as follows:			
		Pace (Pakistan) Limited		-	462
		Pace Wood Land (Private) Limited		32,894	-
		Pace Barka Properties Limited		47,781	-
		Pace Gujrat (Private) Limited		12,138	-
		Media Times Limited		10	440
		First Capital Securities Corporation Limited	_	-	115
			=	92,823	1,017
	10.2	Provision for doubtful debts			
		Opening balance		116,906	55,881
		Addition during the year		73,029	61,030
		Less: write off during the year		-	(5)
		Closing balance	-	189,935	116,906
		-	=		

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		Note	2008	2007
11	Loans and advances - considered good		(Rupees	in '000)
	Loans and advances to employees	11.1	20,480	32,638
	Advances to suppliers		166,723	53,671
	Advances to associated company	11.2	28,886	28,886
		_	216,089	115,195

**11.1** These loans and advances are unsecured and interest free and include advances given to executives of Rs. 5.20 million (2007 : Rs. 2.46 million).

**11.2** This represents unsecured advance given to Media Times Limited carrying markup at the rate of 14% per annum (2007: 14% to 16% per annum).

11.3 Chief Executive and directors have not taken any loan/advance from the Company (2007: Rs. Nil).

Note	2008	2007
	(Rupee	es in '000)
12.1	162,885	81,585
	59,431	69,357
8	1,971	21,371
	9,631	5,921
	86	86
	234,004	178,320
	12.1	(Ruped) 12.1 162,885 59,431 8 1,971 9,631 86

12.1 These include deposits placed with banks against various guarantees and letters of credit.

		Note	2008	2007
13	Other receivables		(Rupee	s in '000)
	Receivable from PTCL - unsecured considered good	13.1	174,225	204,149
	Receivable from PTCL - unsecured considered doubtful		22,694	12,590
		_	196,919	216,739
	Less: provision for doubtful receivables	13.2	(22,694)	(12,590)
		_	174,225	204,149
	Receivable from Pakistan Telecommunication Authority		-	173,006
	Other receivables - considered good	Г	59,596	33,090
	Other receivables - considered doubtful		15,139	21,319
			74,735	54,409
	Less: provision for doubtful receivables	13.3	(15,139)	(21,319)
		_	59,596	33,090
		=	233,821	410,245

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13.1 This includes Rs. 174 million (2007: Rs. 174 million) representing claims lodged by Worldcall Communications Limited (WCL), merged into the Worldcall Telecom Limited, with Pakistan Telecommunication Company Limited (PTCL) for excess billing on short duration calls, border line calls and 0900 facility. These claims were initially acknowledged by PTCL's Corporate Clients Committee through its decision dated 15 December 2003. However, PTCL subsequently through its letter dated 09 September 2005 withdrew its decision. The Company had invoked the available arbitration clause in the agreement to realize the claimed amount but PTCL had refused the appointment of arbitrator. The Company has gone to civil court for the appointment of an arbitrator. The management is hopeful of a favorable outcome in this respect.

	13.2	Provision for doubtful receivables-PTCL	Note	2008 (Rupee:	2007 s in <b>'000)</b>
	1012				
		Opening balance		12,590	-
		Adjustment during the year		6,180	-
		Charged during the year		3,924	12,590
		Closing balance	=	22,694	12,590
	13.3	Provision for doubtful other receivables			
		Opening balance		21,319	21,319
		Adjustment during the year		(6,180)	-
		Closing balance	=	15,139	21,319
14	Short	term investments			
	At fair	r value through profit and loss - Carrying value	14.1	17,350	16,050
	Fair va	alue adjustment		(2,943)	1,300
			L	14,407	17,350
	Relate	ed parties			
	At fair	r value through profit and loss - Carrying value	14.2	553,591	275,708
	Fair va	alue adjustment		6,787	277,883
			L	560,378	553,591
	Total o	carrying value of short term investments	Г	570,941	291,758
		fair value adjustment		3,844	279,183
			L	574,785	570,941
			=		

## 14.1 Particulars of listed shares - At fair value through profit and loss

All shares have face value of Rs. 10 each.

ne	No. of	f shares				
	2008	2007	2008	3	2007	
			Carrying	Market	Carrying	Market
			value	value	value	value
			(Rupees in	n '000)	(Rupees i	n '000)
<b>Commercial Banks</b>						
The Bank of Punjab	10,258	7,658	892	328	472	892
Mutual Fund						
First Dawood Mutual Fund	580,750	580,750	5,226	4,147	4,697	5,226
Pak Oman Advantage Fund	1,000,000	1,000,000	10,450	9,500	10,000	10,450
Electric Appliances						
Pak Electron Limited	93	75	5	5	8	5
Leasing						
Standard Chartered Leasing						
Limited	70,000	70,000	777	427	873	777
	,	,				
		_	17,350	14,407	16,050	17,350

## 14.2 Particulars of listed shares of related parties - At fair value through profit and loss

All shares have face value of Rs. 10 each.

ame	No. o	f shares				
	2008	2007	200	8	2007	
			Carrying value	Market value	Carrying value	Market value
			(Rupees i	n '000)	(Rupees i	n '000)
First Capital Securities Corporation Limited	2,049,051	1,707,543	119,272	121,304	44,459	119,272
Percentage of equity held 1.26% (2007: 1.26%)						
Shaheen Insurance Company Limited	2,744,844	2,744,844	236,229	241,848	148,330	236,229
Percentage of equity held 15.68% (2007: 15.68%)						
Pace (Pakistan) Limited	6,959,290	6,959,290	198,090	197,226	82,919	198,090
Percentage of equity held 3.16% (2007: 3.70%)						
`````			553,591	560,378	275,708	553,591

		Note	2008 (Rupee	2007 s in <b>'000)</b>
15	Cash and bank balances			
	At banks in			
	Current accounts		262,753	35,140
	Saving accounts	15.1	380,400	478,572
	Deposit accounts	15.2	168,000	-
			811,153	513,712
	Cash in hand		37,887	46,863
			849,040	560,575

**15.1** The balances in saving accounts bear mark up at the rate of 0.5% to 9% per annum (2007: 0.13% to 11% per annum). The balance includes Rs. 40 million (2007: Rs. 40 million) and interest accrued thereon deposited in Escrow account as stated in note 26.1.2.

15.2 The balances in deposit accounts bear mark up at the rate of 10% per annum (2007: 9% to 10.5% per annum).

		Note	2008	2007
16	Current maturities of non-current liabilities		(Rupees	in '000)
	Term finance certificates Long term finances Liabilities against assets subject to finance lease License fee payable	20 21 24 25	59,557 146,597 117,275	50,110 441,170 189,040 71,000
		=	323,429	751,320

## 17 Running finance under markup arrangements-Secured

Short term running finances available from commercial banks under mark up arrangements amount to Rs. 531 million (2007: Rs. 870 million). Mark up is charged at rates ranging from 5.3% to 16.61% per annum (2007: 10.7% to 14.1% per annum). These are secured by hypothecation charge over fixed assets, stores and spares, stock in trade and receivables.

		Note	2008	2007
18	Trade and other payables		(Rupees	in '000)
	Trade creditors			
	Related parties - associated companies		109	2,536
	Others		771,425	757,074
			771,534	759,610
	Accrued and other liabilities		116,132	130,489
	Advances from customers		67,764	81,674
	Commitment fee payable		549	646
	Retention money		29,859	29,214
	Sales tax payable		11,207	10,688
	Tax deducted at source		8,659	12,326
	Un-claimed dividend	18.1	14,421	14,421
			1,020,125	1,039,068

18.1 This represents unpaid dividend declared in 2005 by Worldcall Communications Limited, merged into the Company. M/s Interworld Securities (Pvt) Limited had held shares of the Worldcall Communications Limited, however dividend was not paid to them due to disputed claim of entitlement. M/s Interworld had approached the Honorable Sindh High Court at Karachi for dividend payment of Rs. 12.6 million. The Sindh High Court had directed the Company to deposit the dividend amount in the Court. The amount has been deposited as per order of the Honorable Court. The matter is still pending before Honorable Court.

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		Note	2008	2007
10	Interest and more un occured		(Rupees	in '000)
19	Interest and mark-up accrued			
	Long term financing		16,329	15,748
	Short term borrowings		290	9,900
	Share deposit money		972	972
	Finance lease		561	13
	Term finance certificates		56,689	5,348
		_	74,841	31,981
20	Term finance certificates - secured	-		
	Term Finance Certificates - I	20.1	-	49,970
	Term Finance Certificates - II	20.2	349,790	349,929
	Term Finance Certificates - III	20.3	3,000,000	-
		-	3,349,790	399,899
	Less: Initial transaction cost		(56,190)	(6,934)
		-	3,293,600	392,965
	Amortization of transaction cost	_	3,427	
		-	3,297,027	392,965
	Less: Current maturity	16	(59,557)	(50,110)
			3,237,470	342,855
		-		

Term Finance Certificates (TFC-I), (TFC-II) and (TFC-III) have a face value of Rs. 5,000 per certificate.

## 20.1 Term Finance Certificates - I

These TFCs have been fully repaid during the year.

## 20.2 Term Finance Certificates - II

These represent listed Term Finance Certificates amounting to Rs. 350 million issued during the year ended 30 June 2007. These TFCs are redeemable in six equal semi annual installments commencing May 2009. Profit rate is charged at six months average KIBOR plus 2.75% per annum. These are secured by way of first pari passu hypothecation charge on the present and future fixed assets of the Company amounting to Rs. 467 million.

If the Company fails to redeem any TFC-II on the redemption date, the obligation shall become immediately due.

## 20.3 Term Finance Certificates - III

These represent listed Term Finance Certificates amounting to Rs. 4,000 million out of this Rs. 3,000 million has been received on account of Pre-IPO and Rs. 1,000 million will be offered to public subject to approval of SECP. These TFCs are redeemable in seven equal semi annual installments commencing May 2010. Profit rate is charged at six months average KIBOR plus 1.60% per annum. These are secured by way of first pari passu charge on the present and future fixed assets of the Company amounting to Rs. 5,333.33 million.

If the Company fails to redeem any TFC-III on the redemption date, the obligation shall become immediately due.

Long term finances utilized under mark up arrangements:Banking companies and other financial institutionsConvertible loan from Amatis Limited - un-secured $21.2$ -Syndicated Loan I - secured $21.3$ $149,994$ Syndicated loan II - secured $21.4$ -Faysal Bank Limited - secured $21.5$ -Habib Metropolitan Bank Limited - secured $21.5$ -Orix Investment Bank Limited - secured $21.5$ -Pak Kuwait Investment Company Limited - secured $21.5$ -The Bank of Punjab - secured $21.5$ -Initial transaction costs incurred $(38,795)$ $(43,920)$ Accumulated amortization of transaction costs $37,640$ $20,676$ 405,384 $1,118,634$	21	Long term finances	Note	2008 (Rupees	2007 5 <b>in '000)</b>
Convertible loan from Amatis Limited - un-secured $21.2$ - $60,048$ Syndicated Loan I - secured $21.3$ $149,994$ $689,188$ Syndicated loan II - secured $21.4$ - $305,558$ Faysal Bank Limited - secured $21.5$ - $16,667$ Habib Metropolitan Bank Limited - secured $21.5$ - $20,417$ Orix Investment Bank Limited - secured $21.5$ - $8,333$ Pak Kuwait Investment Company Limited - secured $21.5$ - $41,667$ The Bank of Punjab - secured $21.5$ - $416,6539$ $1,141,878$ Initial transaction costs incurred $(38,795)$ $(43,920)$ $367,744$ $1,097,958$ Accumulated amortization of transaction costs $37,640$ $20,676$ $405,384$ $1,118,634$		Long term finances utilized under mark up arrangements:			
Syndicated Loan I - secured       21.3       149,994       689,188         Syndicated Ioan II - secured       21.4       -       305,558         Faysal Bank Limited - secured       21.5       -       16,667         Habib Metropolitan Bank Limited - secured       21.5       -       20,417         Orix Investment Bank Limited - secured       21.5       -       8,333         Pak Kuwait Investment Company Limited - secured       21.5       -       41,667         The Bank of Punjab - secured       21.5       -       41,667         Initial transaction costs incurred       (38,795)       (43,920)         Accumulated amortization of transaction costs       37,640       20,676         405,384       1,118,634		Banking companies and other financial institutions			
Syndicated loan II - secured $21.4$ - $305,558$ Faysal Bank Limited - secured $21.5$ - $16,667$ Habib Metropolitan Bank Limited - secured $21.5$ - $20,417$ Orix Investment Bank Limited - secured $21.5$ - $8,333$ Pak Kuwait Investment Company Limited - secured $21.5$ - $41,667$ The Bank of Punjab - secured $21.5$ - $41,667$ Initial transaction costs incurred $(38,795)$ $(43,920)$ Accumulated amortization of transaction costs $37,640$ $20,676$ 405,384 $1,118,634$		Convertible loan from Amatis Limited - un-secured	21.2	-	60,048
Faysal Bank Limited - secured       21.5       -       16,667         Habib Metropolitan Bank Limited - secured       21.5       -       20,417         Orix Investment Bank Limited - secured       21.5       -       8,333         Pak Kuwait Investment Company Limited - secured       21.5       -       41,667         The Bank of Punjab - secured       21.5       -       41,667         Initial transaction costs incurred       (38,795)       (43,920)         Accumulated amortization of transaction costs       37,640       20,676         405,384       1,118,634		Syndicated Loan I - secured	21.3	149,994	689,188
Habib Metropolitan Bank Limited - secured       21.5       -       20,417         Orix Investment Bank Limited - secured       21.5       -       8,333         Pak Kuwait Investment Company Limited - secured       21.5       -       41,667         The Bank of Punjab - secured       21.5       -       41,667         Initial transaction costs incurred       (38,795)       (43,920)         Accumulated amortization of transaction costs       37,640       20,676         405,384       1,118,634		Syndicated loan II - secured	21.4	-	305,558
Orix Investment Bank Limited - secured       21.5       -       8,333         Pak Kuwait Investment Company Limited - secured       21.5       -       41,667         The Bank of Punjab - secured       21.5       256,545       -         Initial transaction costs incurred       (38,795)       (43,920)         Accumulated amortization of transaction costs       37,640       20,676         405,384       1,118,634		Faysal Bank Limited - secured	21.5	-	16,667
Pak Kuwait Investment Company Limited - secured       21.5       -       41,667         The Bank of Punjab - secured       21.5       256,545       -         Initial transaction costs incurred       (38,795)       (43,920)         Accumulated amortization of transaction costs       37,640       20,676         405,384       1,118,634		Habib Metropolitan Bank Limited - secured	21.5	-	20,417
The Bank of Punjab - secured       21.5       256,545       -         Initial transaction costs incurred       406,539       1,141,878         Accumulated amortization of transaction costs       367,744       1,097,958         37,640       20,676         405,384       1,118,634		Orix Investment Bank Limited - secured	21.5	-	8,333
Initial transaction costs incurred       406,539       1,141,878         Initial transaction costs incurred       (38,795)       (43,920)         Accumulated amortization of transaction costs       367,744       1,097,958         Arcumulated amortization of transaction costs       37,640       20,676         405,384       1,118,634		Pak Kuwait Investment Company Limited - secured	21.5	-	41,667
Initial transaction costs incurred       (38,795)       (43,920)         Accumulated amortization of transaction costs       367,744       1,097,958         37,640       20,676       20,676         405,384       1,118,634		The Bank of Punjab - secured	21.5	256,545	-
367,744 $1,097,958$ Accumulated amortization of transaction costs $37,640$ $20,676$ $405,384$ $1,118,634$				406,539	1,141,878
Accumulated amortization of transaction costs         37,640         20,676           405,384         1,118,634		Initial transaction costs incurred	_	(38,795)	(43,920)
<b>405,384</b> 1,118,634				367,744	1,097,958
		Accumulated amortization of transaction costs	_	37,640	20,676
				405,384	1,118,634
Less: Current portion $16$ (146,597) (441,170)		Less: Current portion	16	(146,597)	(441,170)
<b>258,787</b> 677,464			_	258,787	677,464

## 21.1 Finance costs

Finance cost amounting to Rs. 170.67 million (2007: Rs. 92.037 million) was capitalized during the year in property, plant and equipment.

## 21.2 Convertible loan from Amatis Limited

The Company had arranged a long term loan from Amatis Limited ("the lender") of Rs. 1.497 billion. The purpose of the loan was expansion of WLL operations. The loan carried an interest rate of 1% per annum payable annually in arrears within 25 days of each anniversary. The term of the loan was 7 years. The loan along with interest accrued thereon has been converted into ordinary shares of Rs. 10 each upon exercise of conversion option by the lender in April 2008 at a price of Rs. 13.93 per share.

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		2008		200	7
		Limit	Outstanding	Limit	Outstanding
21.3 Syndicated Loan I	- Secured	(Rupee	es in '000)	(Rupees	in '000)
Habib Bank Limited		150,000	149,994	750,000	287,160
National Bank of Pa	kistan Limited	-	-	750,000	287,158
MCB Bank Limited		-	-	150,000	57,435
Askari Bank Limited	1	-	-	150,000	57,435
		150,000	149,994	1,800,000	689,188

The Company obtained a long term loan facility of Rs. 1,800 million from Habib Bank Limited, National Bank of Pakistan Limited, MCB Bank Limited and Askari Bank Limited for the purpose of acquiring 20 years license from Pakistan Telecommunication Authority (PTA) to operate WLL network and import of equipment under various letters of credit. The loan was repayable in 14 equal quarterly installments starting from November 2006 with a grace period of 18 months. The loan was repaid during the year except the above mentioned amount, which Habib Bank Limited desires to convert into equity. The amount till in form of debt is completely secured against first hypothecation charges on all present & future moveable and fixed assets of the Company (excluding LDI assets) upto Rs. 200 million and personal guarantees to the extent of Rs. 200 million. The loan carries markup at the rate of 6 month KIBOR plus 2.5% per annum (2007: 6 month KIBOR plus 4% per annum with no floor or cap).

- 21.4 Syndicated loan II has been fully repaid during the year.
- **21.5** The Bank of Punjab under a term finance agreement purchased the goods at the purchase price of Rs. 310 million. The Bank of Punjab repaid the entire principal outstanding of syndicate of banking companies aggregating Rs. 293 million. Term loan was swapped in February 2008 for a period of two years at mark up of 1.4% per annum above three months KIBOR and is repayable in eight quarterly installments starting February 2008. The loan is secured by way of first exclusive hypothecation charge ranking pari passu of Rs. 413 million over all present and future movable fixed assets related to the cable TV and internet division of Broadband Karachi.

Further under swap arrangement, principal portion of the following banks was repaid and forms part of rescheduled term finance loan:

2008

2007

- Habib Metropolitan Bank Limited secured
- Orix Investment Bank Limited secured
- Pak Kuwait Investment Company Limited secured
- Faysal Bank Limited secured

22	Deferred taxation	(Ruped	es in '000)
	This is composed of:		
	Liability for deferred taxation comprising temporary differences related to:		
	Accelerated tax depreciation Surplus on revaluation of plant and equipment Others	1,643,440 173,058 254,295	$1,414,455\\106,504\\155,529$
	Asset for deferred taxation comprising temporary differences related to:		
	Unused tax losses and tax credits	<u>(1,360,204)</u> 710,589	(1,009,863) 666,625
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		Note	2008 (Rupees	2007 <b>in '000)</b>
23	Retirement benefits			
	Gratuity			
	The amount recognized in the balance sheet is as follows	:		
	Present value of defined benefit obligation Unrecognized actuarial losses Benefits due but not paid	-	133,328 (10,675) 10,547 133,200	107,126 (8,616) <u>346</u> 98,856
	Liability at beginning of the year Charge for the year Additional liability due to transferred employees Paid during the year	23.1	98,856 53,156 (18,812) 133,200	69,823 43,516 20 (14,503) 98,856
	23.1 Salaries, wages, amenities and other benefits include benefits:	lude the following	g in respect of retin	rement and other
		Note	2008	2007
			(Rupees	in '000)
	Interest cost for the year Current service cost Actuarial loss recognized during the year		10,713 42,406 37	9,469 34,047
		23.2	53,156	43,516

**23.2** Charge for the year has been allocated as follows:

Operating cost	47,901	38,260
Capitalized during the year	5,255	5,256
	53,156	43,516

**23.3** Recent actuarial valuation of plan was carried out on 30 June 2008 by Nauman Associates.

Significant actuarial assumptions used for valuation of these plans are as follows:

	2008	2007
	per annum	per annum
Discount rate	12%	10%
Expected rate of salary increase	11%	9%
Average expected remaining working life time of employees	12 years	12 years

## 23.4 Historical information for gratuity

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25

	2005	2006	2007	2008
Present value of defined benefit obligation	5,774	73,978	107,126	133,328
Experience adjustment arising on plan liabilities	(14)	(4,251)	(4,461)	(2,096)
		Note	2008	2007
Liabilities against assets subject to finance leas	e		(Rupees in	• •000)
Present value of minimum lease payments Less: Current portion shown under current liabilit	ies		228,191 117,275)	383,066 (189,040)
			110,916	194,026

Interest rate used as discounting factor is ranging from 8 % to 17.44% per annum (2007: 7.5% to 16% per annum). Taxes, repairs, replacements and insurance costs are to be borne by lessee. Under the terms of the agreements, the Company has an option to acquire the assets at the end of the respective lease terms by adjusting the deposit amount against the residual value of the assets. The Company intends to exercise the option. In case of default in payment of installments, the Company will be liable to pay additional lease rental on overdue payment at the rate of 0.1% per day.

The amount of future payments of the lease and the period in which these payments will become due are as follows:

			2008			2007	
		Minimum Lease Payment	Finance cost	Principal	Minimum Lease Payment	Finance cost	Principal
		(R	upees in '00	0)	(I	Rupees in '00	00)
	Not later than one year	136,970	19,695	117,275	212,069	23,029	189,040
	Later than one year but not later than five years	117,115	6,199	110,916	217,674	23,648	194,026
		254,085	25,894	228,191	429,743	46,677	383,066
				Note	200	)8	2007
						(Rupees in	<b>'000</b> )
5	License fee payable						
	Carrying value of license fee p Less: present value adjustment				1,206, (453,	,107)	$1,206,000 \\ (453,107) \\ 752,802$
	Accumulated interest charged Less: Payments	to profit and los	SS			,661 000)	752,893 124,898
	Less: Current portion shown u	nder current lia	bilities	16	913, 913,	-	877,791 (71,000) 806,791

This represents interest free license fee payable to PTA for WLL license. As per the agreement with PTA, the total of Rs. 1,135 million is payable after two years by March 2010. The long term portion has been discounted using the effective interest rate of 12.5%.

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## 26 Contingencies and commitments

## 26.1 Disputes with PTCL

- **26.1.1** There is a dispute of Rs. 77.97 million (2007: Rs 75.2 million) with PTCL for billing of non revenue time of prepaid calling cards and excess minutes billed on account of interconnect and settlement charges. The management is confident that matter will be decided in favour of the Company.
- 26.1.2 PTCL has charged the Company excess Domestic Private Lease Circuits (DPLC) and other media charges amounting to Rs. 73.9 million (2007: Rs. 20.2 million) on account of difference in rates, distances and date of activation. Further the Company has also deposited Rs. 40 million (2007: Rs. 40 million) in Escrow Account on account of dispute of charging of bandwidth charges from the date of activation of Digital Interface Units (DIUs) for commercial operation and in proportion to activation of DIUs related to each DPLC link and excess charging in respect of Karachi-Rawalpindi link which was never activated. The management is confident that matter will be decided in favour of the Company.

## 26.2 Disputes with Pakistan Telecommunication Authority (PTA)

- **26.2.1** PTA has raised a demand on the Company of Rs. 4.3 million on account of annual microwave and BTS registration charges. The Company is not paying this amount on the grounds that earlier exemptions were given to mobile operators. In addition to this, there is no legal requirement to register BTS with PTA, therefore PTA cannot charge a fee for BTS registration. The management is confident that matter will be decided in favour of the Company.
- **26.2.2** PTA has issued a notice to the Company regarding the 479 MHz and 3.5 GHz frequency bands, as the Company has failed to undertake the rollout of its wireless local loop ("WLL") network in the aforesaid frequencies within the time limit prescribed by PTA. The Authority has right to withdraw unused frequency spectrum and cancel the license for not meeting the said roll out requirement. The Company's stance in this respect is that the rollout in 479 MHz, a non standard frequency band, could not be carried out due to non availability of infrastructure and user terminals. Its deployment and commercial operation is not possible in the limited revised time frame. In 3.5 GHz band, the roll out is delayed due to limited customers' market and high cost of the Customer Premises Equipment. Non-firm standards, technology evolution and optimization of spectrum by PTA are also the main reasons for its delayed rollout. However, the Company has started its roll out plan and is successful in getting commencement certificate in GTR and KTR regions for 3.5 GHz frequency and 479 MHz frequency respectively. The management is hopeful that matter will be decided in favour of the Company and notice will be withdrawn.
- **26.2.3** There is a dispute of Rs. 11.3 million with PTA on account of contribution to the Research and Development Fund ("R&D Fund") for the period prior to the formation of R&D Fund by the Federal Government. Based on legal advice, the management is confident that the matter will be decided in favour of the Company.
- **26.2.4** There is a dispute of Rs. 491 million (2007: Rs. 491 million) with PTA on Universal Service Fund (USF) representing contribution to USF for the period prior to the formation of USF by the Federal Government. Out of this amount, Rs. 223 million relating to prior periods has been deposited with PTA. Show cause notice was issued by the PTA and the Company had submitted its reply. PTA after hearing the Company's view has passed determination dated 4 April 2008 against the Company. The Company has filed an appeal in Honourable Islamabad High Court and stay order has been granted by the Honourable Islamabad High Court in favour of the Company. The case before Honourable Islamabad High Court is now fixed for 16 September 2008. Based on legal advice, the management is confident that the matter will be decided in favour of the Company.
- **26.3** The Income Tax proceedings have been finalized upto Tax Year 2007 with the exception of the following issues:
- **26.3.1** Income Tax Return for the tax year ended 30 June 2006 was filed under the self assessment scheme, subsequently the case was reopened by invoking the provisions of section 122 (5A). Additions were made

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on account of brought forward losses, gratuity and goodwill of Rs. 773 million. The Company filed an appeal before the Commissioner of Income Tax (Appeals). The Commissioner of Income Tax (Appeals) dismissed the appeal of the Company and now the Company has filed appeal in Income Tax Appellate Tribunal Lahore against the order of Commissioner of Income Tax (Appeals). The management is confident that matter will be decided in favour of the Company.

26.3.2 In 2006 Sales Tax Authorities served Show Cause Notices to various payphone companies, including the Company on account of alleged wrong claim of refund of Rs. 167 million under section 66 of the Sales Tax Act 1990. Subsequent to 30 June 2007, Additional Collector (Adjudication) Sales Tax, Lahore has given a decision against the Company and imposed a penalty on the Company and Chief Executive, equivalent to the amount of original alleged claim. Later on, the Sales Tax Department has issued a notice under Section 48 of the Sales Tax Act, 1990 to the bankers of the Company and Customs Authorities for recovery of refund along with penalty. Moreover, a notice for stoppage of clearance of imported goods has also been issued an order that no penalty can be imposed against the Company as there is no element of tax fraud involved in the matter and the issue pertains to a change of opinion of the Federal Board of Revenue. Order to the extent of Chief Executive for imposition of penalty could not be passed by FTO as the Chief Executive's writ petition is pending in the Honourable Lahore High Court. Upon application of the Company under section 47A of the Sales Tax Act, 1990 for constitution of Alternative Dispute Resolution Committee (ADRC) the FBR has constituted the Committee and referred the matter to be resolved at ADRC. The management is confident that matter will be decided in favour of the Company.

....

2007

		2008	2007
		(Rupees in '000)	
26.4	Outstanding guarantees	314,446	195,569
26.5	Commitments in respect of capital expenditure	108,629	179,261
26.6	Outstanding letters of credit	518,396	31,084
Issue	d, subscribed and paid up capital		
	ary shares of Rs. 10 each as fully paid in cash ary shares of Rs. 10 each issued in accordance with	3,440,000	3,440,000
	he scheme of merger	3,099,658	3,099,658
	ary shares of Rs. 10 each issued as fully paid bonus shares	980,949	980,949
	ary shares of Rs. 10 each issued against convertible loan	1,085,109	-
		8,605,716	7,520,607
27.1	Reconciliation of Issued, subscribed and paid up capital		
		2008	2007
		(Numbe	r of shares)
	Opening balance	752,060,657	653,965,789
	Issued as fully paid bonus shares	-	98,094,868
	Issued against convertible loan	108,510,856	-
		860,571,513	752,060,657
		860,571,513	752,060,65

27

**27.2** As at 30 June 2008, Oman Telecommunications Company SAOG the holding company, holds 488,839,429 ordinary shares (2007: nil) of the Company. In addition 53,003,749 ordinary shares (2007; 85,960,573 ordinary shares) are held by the following related parties as at 30 June 2008:

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2008	2007
(Number	of shares)
7,737,207	84,159,661
912	1,800,912
45,265,630	-
53,003,749	85,960,573
	(Number 7,737,207 912 45,265,630

## 28 Share premium

29

This reserve can be utilized by the Company only for the purposes specified in section 83(2) of the Companies Ordinance, 1984.

2008	2007
(Rupees	in '000)
64,059 430,393	304,297
494,452 (173,058)	304,297 (106,504)
321,394	197,793
	<u>430,393</u> <u>494,452</u> (173,058)

**29.1** The surplus on revaluation shall not be utilized directly or indirectly by way of dividend or bonus shares as per Section 235 of the Companies Ordinance, 1984.

		Note	2008	2007
			(Rupees in '000)	
30	Revenue -net		· •	,
	Telecom services		3,180,468	3,382,246
	Broadband services		1,622,136	1,280,157
			4,802,604	4,662,403
	Less:			
	Sales tax		146,647	203,962
	Discount and commission		147,846	145,928
			294,493	349,890
			4,508,111	4,312,513
31	Direct cost		))	y- y
	Interconnect, settlement and other charges		1,233,289	1,356,321
	Bandwidth and other PTCL charges		267,905	263,043
	Depreciation	3.4	802,272	662,837
	Amortization of intangible assets	5.3	86,535	58,273
	Power consumption and pole rent		189,180	102,298
	Security services		35,368	20,719
	PTA charges	31.1	26,537	28,534
	Cable license fee		34,551	32,768
	Salaries and other benefits		19,363	13,241
	Inventory consumed		17,661	30,983
	Stores and spares consumed		18,285	9,647
	Annual spectrum fee		21,911	13,243
	Content cost		30,517	24,814
	Network maintenance & insurance		60,908	9,833
	Others		10,538	2,252
			2,854,820	2,628,806
	1	0		

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		Note	2008	2007	
			(Rupees in '000)		
31.1	PTA Charges				
	LDI license	31.1.1	4,583	10,321	
	WLL license	31.1.2	15,471	12,345	
	Payphones license		-	555	
	Broadband license		5,641	4,465	
	Telephony license	31.1.3	389	175	
	Annual numbering charges		111	198	
	Testing and other charges		342	475	
	-	_	26,537	28,534	

- **31.1.1** This represents charges payable to PTA in respect of contribution to the Universal Service Fund established by Federal Government amounting to Rs. 2.73 million (2007: Rs. 1.123 million) and annual regulatory fee amounting to Rs. 1.85 million (2007: Rs. 3.066 million) under the license agreement for LDI project.
- **31.1.2** This represents charges payable to PTA in respect of contribution to the Research and Development Fund established by Federal Government amounting to Rs. 2.10 million (2007: Rs. 6.157 million), Universal Service Fund amounting to Rs. 10.03 million (2007: Rs.3.109 million) and annual regulatory fee amounting to Rs. 3.34 million (2007: Rs 3.079 million) under the license agreement for WLL project.

The gross revenue represents revenue from licensed services only i.e. connection charges, post paid billing to customers, air time of prepaid cards utilized by customers, line rent of both prepaid and post paid connections and local and international inbound revenue. It does not include one time initial fee received from customers on activation of connection i.e. membership fee and license fee.

31.1.3 This represents charges payable to PTA in respect of contribution to the Research and Development Fund established by Federal Government amounting to Rs. 0.130 million (2007: Rs. 0.113 million), Universal Service Fund amounting to Rs. 0.195 million (2007: Rs. Nil) and annual regulatory fee amounting to Rs. 0.065 million (2007: Rs. 0.062 million) for the current year under the license agreement for Telephony Project.

		Note	2008	2007
32	Operating cost		(Rupees in	n '000)
	Salaries, wages and benefits		492,551	471,274
	Marketing, advertisement and selling expenses		170,997	149,441
	Rent, rates and taxes		63,733	52,453
	Communications		31,847	30,311
	Transportation		26,482	18,408
	Legal and professional	32.1	25,451	11,387
	Insurance		36,523	23,062
	Utilities		25,297	24,730
	Printing and stationery		20,487	17,987
	Entertainment		19,932	19,048
	Travel and conveyance		62,477	41,237
	Repairs and maintenance		21,543	18,727
	Provision for doubtful debts		76,953	73,619
	Donations	32.2	313	571
	Fees and subscriptions		6,778	9,587
	Postage and courier		10,422	8,273
	Newspapers and periodicals		532	643
	Auditor's remuneration	32.3	4,306	3,940
	Depreciation	3.4	89,497	63,503
	Amortization of intangible assets	5.3	2,932	2,500
	Amortization of deferred cost		4,727	5,336
	Miscellaneous		16,359	11,816
			1,210,139	1,057,853

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- **32.1** These include operating expenses amounting to Rs. 0.005 million (2007: Rs. 0.091 million) with respect to investment property.
- **32.2** None of the Directors of the Company or any of their spouses have any interest in or otherwise associated with any of the recipients of donations made by the Company during the year.

	Note	2008	2007
32.3 Auditor's remuneration		(Rupees in	n '000)
Statutory audit		2,800	2,500
Half year review		770	700
Services in connection with review and reporting of			
accounts to parent company auditors		300	-
Other sundry certifications		51	400
Out of pocket expenses	-	385	340
		4,306	3,940
Finance cost	-		
Mark-up on long term loans	33.1	147,275	101,683
Mark-up on short term loans		120,889	30,001
Interest on PTA license fee		106,763	101,125
Financial charge on leased liabilities		34,702	32,278
Mark up on Term Finance Certificates		43,009	40,389
Bank charges and commission		7,931	7,463
	-	460,569	312,939

33

33.1 This includes amortization of initial transaction cost of Rs. 54.459 million (2007: Rs. 7.985 million).

		2008	2007
34	Other operating income	(Rupees in	n '000)
	Income from financial assets		
	Profit on sale of investments Income on deposit and saving accounts Dividend income Mark-up on advance to associated company Income from non-financial assets	19,045 19,188 581 4,060 42,874	85,274 25,580 2,490 6,483 119,827
	Rental income from investment property Scrap sales Gain /(loss) on sale of property, plant and equipment Miscellaneous	4,492 413 4,262 41,314 50,481 93,355	4,084 469 1,776 11,930 18,259 138,086
35	Other expenses		
	Provision for impairment of long term investment Exchange loss / (gain)	7,298 22,643 29,941	41,314 (2,055) 39,259

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		Note	2008	2007
36	Taxation		(Rupees in	<b>'000)</b>
	For the year Current Deferred	36.1	225 (22,590) (22,365)	329 82,576 82,905

**<sup>36.1</sup>** The Company has not made provision for current taxation, except for income covered under presumptive tax regime, as carried forward losses and accelerated tax depreciation are available to the Company under Income Tax Ordinance 2001. As per section 113 of the Income Tax Ordinance, 2001, minimum tax paid by the Company is adjustable against tax payable by the Company in respect of future taxable profits.

## 36.2 Tax charge reconciliation

37

Numerical reconciliation between the average effective tax rate and the applicable tax rate

	Applicable tax rate		2008 % 35.00	2007 % 35.00	
	Tax effect of amounts:				
	Not deductible for tax purposes Admissible for tax purposes Exempt from tax Covered under presumptive tax regime		97.72 (154.25) (17.49) (2.50)	8.24 (12.39) (18.83) (0.28)	
	Average effective tax rate (tax expense divided by profit before tax)		(41.52)	11.74	
Earni	ngs per share				
37.1	Basic earnings per share		2008	2007	
	Profit after taxation available for distribution to ordinary shareholders	Rupees in '000	76,218	623,536	
	Weighted average number of ordinary shares	Number in '000	770,146	752,061	
	Basic earnings per share	Rupees	0.10	0.83	
37.2	Diluted earnings per share			2007 (Rupees in '000)	
	Profit after taxation available for distribution to After tax effect of interest on convertible loan After tax effect of interest on syndicated loan-I	from Amatis Limite		623,536 8,504 1,377	
	Profit after taxation available for distribution to ordinary shareholders (diluted)				
				Number in '000	
	Weighted average number of ordinary shares Effect of conversion of convertible loan from A Effect of conversion of syndicated loan-I	Amatis Limited		752,061 107,164 3,903	
	Weighted average number of ordinary shares (a Diluted earnings per share		Rupees	<u>863,128</u> 0.73	
	Annual Repo	rt 2008			
	56				

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**37.2.1** Potential ordinary shares of syndicated loan have anti-dilutive impact in the current year's earning per share. Therefore diluted earning per share for the current year has not been disclosed.

## 38 Related party transactions

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The related parties comprise foreign subsidiary, local associated companies, related group companies, directors of the Company, companies where directors also hold directorship and key management employees. Amounts due from and to related parties are shown under receivables and payables and remuneration of directors and key management employees is disclosed in note 41. Other significant transactions with related parties are as follows:

	Associated companies	2008 (Rupees in	2007 '000')
	Purchase of goods and services Sale of goods and services	39,915 128,849	52,348 10,013
	All transactions with related parties have been carried out on commercial terms and conditions.		
9	Cash generated from operations		
	Profit before taxation	53,853	706,441
	Adjustment for non-cash charges and other items:		
	Depreciation Amortization of intangible assets Amortization of deferred cost Amortization of transaction cost Interest on PTA license fee Provision for doubtful receivables Gain on sale of short term investments Profit on disposal of property, plant and equipment Provision for impairment of long term investment Gain on re-measurement of investments at fair value Gain on re-measurement of investment property at fair value Retirement benefits Finance costs <b>Profit before working capital changes</b> Effect on cash flow due to working capital changes:	891,769 89,467 4,727 54,459 106,763 76,953 (19,045) (4,262) 7,298 (3,844) (4,012) 47,901 299,347 1,601,374	$726,340 \\ 60,773 \\ 5,336 \\ 7,985 \\ 101,125 \\ 73,619 \\ (85,274) \\ (1,776) \\ 11,314 \\ (279,183) \\ (15,516) \\ 38,260 \\ 203,829 \\ \hline 1,583,273 \\ \hline$
	(Increase)/decrease in the current assets Stores and spares Stock in trade Trade debts Loans and advances Deposits and prepayments Other receivables Increase/(decrease) in the current liabilities Trade and other payables	10,111 (55,681) (74,689) (100,894) (55,684) 172,500 (18,943) (123,280) 1,478,094	$(32,814) \\ (13,256) \\ (258,643) \\ 18,900 \\ 12,704 \\ (1,448) \\ 193,499 \\ \hline (81,058) \\ 1,502,215 \\ \hline (32,814) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) \\ (13,256) $

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Note	2008	2007
	(Rupees in	ı '000)
15 17	849,040 (66,894) 782,146	560,575 (525,459) 35,116
	15	(Rupees in 15 849,040

## 41 Remuneration of Chief Executive, directors and executives

The aggregate amount charged in the financial statements for the year for remuneration, including certain benefits, to the Chief Executive, directors and executives of the Company are as follows:

	Chief Ex	ecutive	Direct	ors	Execu	tives
	2008	2007	2008	2007	2008	2007
	(Rupees	in '000)	(Rupees i	in '000)	(Rupees i	in '000)
Managerial remuneration	1,398	1,584	1,334	1,637	77,823	68,857
Retirement benefits	200	200	200	200	9,214	9,187
Housing	559	648	533	655	31,130	27,543
Utilities	140	168	133	164	7,782	6,886
	2,297	2,600	2,200	2,656	125,949	112,473
Number of persons	1	1	1	1	96	100

The chief executive, directors and certain executives of the Company are provided with Company maintained vehicles and residential telephones.

No meeting fee was paid to directors during the year (2007: Rs. Nil).

	Inter	Interest / mark up bearing	ing		N	Non interest/mark up bearing	up bearing			
	Maturity	Maturity after	Maturity after		Maturity	Maturity after	Maturity after		I	
	one year	one year into two years	two years	Sub total	ц.	one year	two years	Sub total	7008	2002
		apro two years	upto into years			apro two years	upto inte years		-	1007
		(Rupe	(Rupees in '000)			(Ru]	(Rupees in '000)		(Rupees in '000)	(000,
Financial assets										
Long term denosits	ı	,	ı	,	1.971	29.485	80.423	111.879	111.879	244.754
Trade debts					900.712	-		900,712	900,712	899.052
Loans and advances - considered good	28,886		ı	28,886		'	'		28,886	28,886
Deposits and short term prepayments			ı		38,159	'	•	38,159	38,159	87,506
Other receivables					233,821			233,821	233,821	410,245
Short term investments	-			- 248 400	574,785 300 640			574,785 300.640	574,785	570,941
Cash and Dank Dalances	577,286	.		577,286	2,050,088	29,485	80,423	2,159,996	2,737,282	2,801,959
Financial liabilities										
Transferration control and the	20 55 75	1 519 600	112 122 1	107 01 0 0					1 2 4 0 701	300 000
	100,60	060,010,1	1,//1,044	16/,640,0			•		16/,642,0	C06,76C
Long term tinances-secured	146,597	259,942		406,539					406,539	1,118,634
Liabilities against assets subject to finance lease	117,275	102,073	8,844	228,192	,	ı			228,192	383,066
Long term payables							119,876	-	119,876	134,127
Long term deposits	'	'	,		'		53,060		53,060	59,774
License fee payable	1			,		913,554	•	913,554	913,554	806,791
Running finance under markup arrangements-secured 66,894	ured 66,894			66,894					66,894	525,459
Trade and other payables	,				941,154	'		941,154	941,154	946,706
Interest and mark up accrued	390,323	1,880,705	1,780,388	4,051,416	74,841 1,015,995	913,554	172,936	74,841 2,102,485	74,841 6,153,901	31,981 4,399,503
Off halanca cheat financial instruments										
Contingencies and commitments									934,099	1,272,661
Guarantees Letters of credit									514,440 518.396	31.084
									1,766,941	1,499,314

The effective interest/ mark-up rates for the monetary financial assets and liabilities are mentioned in respective notes to the financial statements.

# 42.1 Financial risk management objectives

The Company finances its operations through equity, borrowings and management of working capital with a view to obtain a reasonable mix between the various sources of finance to minimize the risk.

Taken as a whole, risk arising from the Company's financial instruments is limited as there is no significant exposure to market risk in respect of such instruments.

# 42.2 Foreign exchange risk management

Foreign currency risk arises mainly where receivables and payables exist due to transactions entered into foreign currency. The Company is exposed to foreign currency risk on sales, purchases and borrowings that are entered in a currency other than Pak Rupees. The Company uses forward exchange contracts to hedge its foreign currency risk, when considered appropriate.

# Worldcall Telecom Limited

42 Financial assets and liabilities

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## 42.3 Concentration of credit risk

Credit risk represents the accounting loss that would be recognized at the reporting date if counter parties failed completely to perform as contracted. The Company's credit risk is primarily attributable to its trade debts and loans and advances. The Company has no significant concentration of credit risk as exposure is spread over a large number of counter parties in the case of trade debts. Total financial assets of Rs. 2,737 million (2007: Rs. 2,802 million) include financial assets Rs. 1,313 million (2007: Rs. 1,683 million), which are subject to credit risk. To manage exposure to credit risk, the Company applies credit limits to its customers and obtains advances from certain customers.

## 42.4 Fair values of financial assets and liabilities

The carrying values of all financial assets and liabilities reflected in financial statements approximate their fair values. Fair value is determined on the basis of objective evidence at each reporting date.

## 42.5 Liquidity risk

Liquidity risk reflects an enterprise's inability in raising funds to meet commitments. The Company follows an effective cash management and planning policy and maintains flexibility in funding by keeping committed credit lines available.

## 42.6 Interest rate risk

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in market interest rates. The Company has adopted appropriate policies to cover interest rate risk.

## 42.7 Capital management

The Board's policy is to maintain an efficient capital base so as to maintain investor, creditor and market confidence and to sustain the future development of Company's business. The Board of Directors monitors the return on capital employed, which the Company defines as operating income divided by total capital employed. The Board of Directors also monitors the level of dividends to ordinary shareholders.

The Company's objectives when managing capital are:

- a) to safeguard the entity's ability to continue as a going concern, so that it can continue to provide returns for shareholders and benefits for other stakeholders, and
- b) to provide an adequate return to shareholders.

The Company manages the capital structure in the context of economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Company may, for example, adjust the amount of dividends paid to shareholders, issue new shares, or sell assets to reduce debt. The Company monitors capital on the basis of the debt-to-equity ratio calculated as a ratio of total debt to equity and total debt.

2008 2007

(Rupees in '000)

The debt-to-equity ratios as at 30 June 2008 and at 30 June 2007 were as follows:

Total debt	3,997,496	2,420,124
Total equity and debt	16,038,309	14,276,737
Debt-to-equity ratio	25 :75	17:83

The increase in the debt-to-equity ratio in 2008 resulted primarily from acquiring new financing for further expansion.

There were no changes in the Company's approach to capital management during the year and the Company is not subject to externally imposed capital requirements.

## 43 Segment reporting

Segment information is presented in respect of the Company's business. The primary format, business segment, is based on the Company's management reporting structure.

Segment results, assets and liabilities include items directly attributable to a segment as well as those that can be allocated on a reasonable basis.

Segment capital expenditure is the total cost incurred during the year to acquire segment assets that are expected to be used for more than one year.

The Company's operations comprise of the following main business segments:

- Telecom segment which comprises of WLL, LDI and Operation and Maintenance of payphone network.
- Broadband segment which comprise of internet over cable and cable TV services.

All inter-segment sales are on arms length basis.

## Segment analysis for the year ended 30 June 2008

	Telecom	Broadband	Eliminations	Total	
		(Rupees in	<b>'000</b> )		
Sales					
External sales	3,180,468	1,622,136	-	4,802,604	
Inter-segment sales	9,926	3,264	(13,190)	-	
Sales tax	(81,551)	(65,096)	-	(146,647)	
Discount and commission	(143,239)	(4,607)	-	(147,846)	
Total revenue	2,965,604	1,555,697	(13,190)	4,508,111	
Profit before tax and unallocated expenses	(491,720)	545,573		53,853	
Unallocated corporate expenses					
Taxation				22,365	
Profit after taxation			-	76,218	
Annual Report 2008					

	Telecom	Broadband	Total
	(	Rupees in '000	)
Segment assets and liabilities			
Segment assets Consolidated total assets	13,883,130	5,501,818	<u>19,384,948</u> <u>19,384,948</u>
Segment liabilities Unallocated segment liabilities Consolidated total liabilities	4,822,402	1,489,750	6,312,152 710,589 7,022,741
Segment capital expenditure	1,555,893	847,822	2,403,715 2,403,715
Non-cash expenses other than depreciation and amortization	236,853	20,166	257,019
Depreciation and amortization	730,753	289,163	1,019,916
Segment analysis for the year ended 30 June 2007			

	Telecom Broadband		Eliminations	Total	
	(Rupees in '000)				
Sales					
External sales	3,382,246	1,280,157	-	4,662,403	
Inter-segment sales	8,350	25,830	(34,180)	-	
Sales tax	(161,923)	(42,039)	-	(203,962)	
Discount and commission	(136,392)	(9,536)	-	(145,928)	
Total revenue - net	3,092,281	1,254,412	(34,180)	4,312,513	
Profit before tax and unallocated expenses	252,060	454,381		706,441	

(82,905)

623,536

## Unallocated corporate expenses Taxation Profit after taxation

	Telecom	Broadband	Total
Segment assets and liabilities	(	Rupees in '000	)
Segment assets Consolidated total assets	12,938,245	4,444,507	<u>17,382,752</u> <u>17,382,752</u>
Segment liabilities Unallocated segment liabilities Consolidated total liabilities	3,671,906	989,815	4,661,721 666,625 5,328,346
Segment capital expenditure	1,673,127	449,157	2,122,284 2,122,284
Non-cash expenses other than depreciation and amortization	187,280	40,044	227,324
Depreciation and amortization	656,291	197,440	853,731

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## 44 Date of authorization for issue

These financial statements were authorized for issue on 12 August 2008 by the Board of Directors.

# 45 Standards, interpretations and amendments to published approved accounting standards that are yet not effective

Certain amendments to IAS 23 "Borrowing Costs" has been revised and is effective for the Company's accounting period beginning after 01 July 2009. Adoption of this standard will have no impact on the Company's financial statements.

IFRS 7 "Financial instruments: Disclosures" and IFRS 8 "Operating Segments" will be effective from 01 July 2008 and 01 July 2009 respectively. Adoption of these standards will effect the disclosures being presented in financial statements.

Other Standards, interpretations and amendments to published approved accounting standards are not relevant to the Company.

## 46 General

Figures have been rounded off to the nearest of thousand of rupee.

			, , ,
Muscat:		Balanchily	CT III T
12 August 2008	CHAIRMAN	CHIEF EXECUTIVE	CHAIRMAN AUDIT COMMITTEE
		Annual Report 2008	

# **CONSOLIDATED FINANCIAL STATEMENTS**

# FOR THE YEAR ENDED 30 JUNE 2008

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# **AUDITORS' REPORT TO THE MEMBERS**

We have audited the annexed consolidated financial statements comprising consolidated balance sheet of Worldcall Telecom Limited ("the Company") and its subsidiary company (hereinafter referred as the "Group") as at 30 June 2008 and the related consolidated profit and loss account, consolidated cash flow statement and consolidated statement of changes in equity together with the notes forming part thereof, for the year then ended. The financial statements of the subsidiary company, Woldcall Telecommunications Lanka (Private) Limited was audited by another firm of auditors, whose report has been furnished to us and our opinion in so far as it relates to the amounts included for such company, is based solely on the report of such other auditor.

These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion.

In our opinion the consolidated financial statements present fairly the financial position of the Group as at 30 June 2008 and the results of its operations, its cash flows and changes in equity for the year then ended in accordance with the approved accounting standards as applicable in Pakistan.

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**KPMG Taseer Hadi & Co.** Chartered Accountants

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Lahore: 12 August 2008

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## **DIRECTORS' REPORT (Consolidated Accounts)**

The Directors of Worldcall Telecom Limited ("WTL" or the "Parent Company") are pleased to present the annual audited consolidated financial statements of the Group for the year ended June 30, 2008.

Financial Overview	Rupees in million	
	2008	2007
	4 510	4 220
Revenue Net	4,519	4,329
Gross Profit	1,653	1,682
Profit after tax	66	627
Combined EPS Basic - Rupees	0.09	0.83

## **Group Foreign Subsidiary**

Worldcall Telecommunications Lanka (Pvt.) Limited (WCTL)

The Company posted a gross profit of SLR 4.2 million as compared to SLR 3.60 million last year. Operational loss is SLR 36.05 million this year as compared to SLR 18.79 million last year. Management is evaluating the project to improve the profitability.

## Pattern of Shareholding

Muscat:

The pattern of shareholding is included in the Parent company's annual report.

For and on behalf of the Board of Directors

Babanchily **Babar Ali Sved** 

**Talal Said Marhoon** Al-Mamari Chairman Audit Committee

Dr. Mohammed Ali Mohammed 12 August 2008 Al-Wohaibi Chairman

Chief Executive Officer

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## **CONSOLIDATED BALANCE SHEET** AS AT 30 JUNE 2008

AS AT 50 JUNE 2000	Note	<b>2008</b> 2007 (Rupees in '000)		
NON CURRENT ASSETS		(Rupees	in '000)	
Tangible fixed assets				
Property, plant and equipment	4	8,930,588	7,677,460	
Capital work-in-progress	5	1,976,470	1,780,893	
		10,907,058	9,458,353	
Intangible assets	6	5,008,324	4,704,499	
Investment property	7	76,162	72,150	
Long term investments	8	41,448	29,680	
Long term deposits Deferred costs	9 10	109,908	223,383 4,727	
	10	16,142,900	14,492,792	
CURRENT ASSETS			(7.451)	
Store and spares Stock in trade		57,190 91,094	67,451 36,201	
Trade debts	11	901,050	899,714	
Loans and advances - considered good	12	216,089	115,195	
Deposits and prepayments	13	234,424	178,787	
Other receivables	14	234,478	412,103	
Short term investments	15	574,785	570,941	
Income tax recoverable-net Cash and bank balances	16	102,462 850,516	58,224 562,985	
	10	3,262,088	2,901,601	
CURRENT LIABILITIES			<b>551 000</b>	
Current maturities of non-current liabilities Running finance under mark-up arrangements - secured	17 18	323,429 66,894	751,320 525,459	
Trade and other payables	18	1,023,322	1,044,306	
Interest and mark-up accrued	20	74,841	31,981	
		1,488,486	2,353,066	
NET CURRENT ASSETS		1,773,602	548,535	
NON CURRENT LIABILITIES			1	
Term finance certificates - secured	21	3,237,470	342,855	
Long term finances	22	258,787	677,464	
Deferred taxation Retirement benefits	23 24	710,589 133,824	666,625 99,311	
Liabilities against assets subject to finance lease	25	110,916	194,026	
Long term payables- secured		142,935	146,873	
Long term deposits		54,037	60,627	
License fee payable	26	913,554	806,791	
Contingencies and commitments	27	5,562,112	2,994,572	
·		12,354,390	12,046,755	
REPRESENTED BY				
Share capital and reserves				
Authorized capital				
900,000,000 (2007: 900,000,000) ordinary shares of Rs. 10 each		9,000,000	9,000,000	
Issued, subscribed and paid up capital	28	8,605,716	7,520,607	
Share premium	29	837,335	410,887	
Convertible loan reserve	22.2		1,403,575	
Exchange translation reserve		(944)	(2,301)	
Accumulated profit Capital and reserves attributable to equity holders of the Company		2,590,242 12,032,349	2,509,902	
Minority interest		647	6,292	
•		12,032,996	11,848,962	
Surplus on revaluation	30	321,394	197,793	
		12,354,390	12,046,755	

The annexed notes 1 to 47 form an integral part of these consolidated financial statements.

CHAIRMAN

Muscat: 12 August 2008

CHAIRMAN AUDIT COMMITTEE

Balandiy chief executive Annual Report 2008

# **CONSOLIDATED PROFIT AND LOSS ACCOUNT** FOR THE YEAR ENDED 30 JUNE 2008

		Note	2008	2007	
			(Rupees	in '000)	
Revenue -Net		31	4,519,304	4,328,751	
Direct cost		32	(2,866,276)	(2,646,540)	
Gross profit			1,653,028	1,682,211	
Operating cost		33	(1,221,140)	(1,066,466)	
Operating profit			431,888	615,745	
Finance cost		34	(461,173)	(313,466)	
			(29,285)	302,279	
Gain on re-measurement of investments at	fair value	15	3,844	279,183	
Gain on re-measurement of investment					
property at fair value		7	4,012	15,516	
Other operating income		35	93,441	138,138	
Other expenses		36	(32,014)	(26,992)	
Profit before taxation and share from as	sociate		39,998	708,124	
Share of profit from associate			3,448	2,871	
Profit before taxation			43,446	710,995	
Taxation		37	22,365	(84,025)	
Profit after taxation			65,811	626,970	
Attributable to:					
Equity holders of parents			72,020	630,078	
Minority interest			(6,209)	(3,108)	
			65,811	626,970	
Earnings per share - basic	(Rupees)	38	0.09	0.83	
Earnings per share - diluted	(Rupees)	38		0.74	

The appropriations have been shown in the statement of changes in equity.

CHAIRMAN

The annexed notes 1 to 47 form an integral part of these consolidated financial statements.

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## **CONSOLIDATED CASH FLOW STATEMENT** FOR THE YEAR ENDED 30 JUNE 2008

	Note	2008 (Rupees i	2007 <b>5 in '000)</b>	
Cash flows from operating activities				
Cash generated from operations	40	1,469,028	1,497,062	
Decrease/(increase) in long term deposits receivable		113,475	(23,679)	
Decrease in long term deposits payable		(6,731)	(16,519)	
(Decrease)/increase in long term payables		(6,039)	133,918	
Decrease in license fee payable		(71,000)	-	
Retirement benefits paid		(18,862)	(14,464)	
Finance cost paid		(408,171)	(297,684)	
Taxes paid		(44,465)	(31,599)	
Net cash generated from operating activities		1,027,235	1,247,035	
Cash flow from investing activities				
Fixed capital expenditure		(2,343,679)	(2,753,794)	
Intangible assets		(1,580)	(5,139)	
Sale proceeds of property, plant and equipment		14,145	27,174	
Short term investments - net		19,045	578,058	
Net cash used in investing activities		(2,312,069)	(2,153,701)	
Cash flow from financing activities				
Receipt of long term finances		1,947,750	44,800	
Repayment of long term finances		(2,623,041)	(450,171)	
Receipt of term finance certificates		3,000,000	350,000	
Repayment of term finance certificates		(99,365)	(106,944)	
Repayment of finance lease liabilities		(194,414)	(76,533)	
Net cash generated from/(used) in financing activities		2,030,930	(238,848)	
Net increase / (decrease) in cash and cash equivalents		746,096	(1,145,514)	
Cash and cash equivalents at the beginning of the year		37,526	1,183,040	
Cash and cash equivalents at the end of the year	41	783,622	37,526	

The annexed notes 1 to 47 form an integral part of these consolidated financial statements.

Muscat: 12 August 2008

CHAIRMAN

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CHIEF EXEC	UTIVE

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# **CONSOLIDATED STATEMENT OF CHANGES IN EQUITY** FOR THE YEAR ENDED 30 JUNE 2008

	Atributable to equity holders of the Company					Minority Interest	Total	
		Capital reserves				Sub Total	]	
	Share capital	Share premium	Currency translation reserve	Convertible loan reserve	Accumulated profit/ (loss)			
		<u> </u>		(Rupees in '000)				
Balance as at 30 June 2006	6,539,658	1,391,836	(845)	1,400,430	1,879,824	11,210,903	10,005	11,220,908
Reimbursement of transaction cost related to equity component of convertible loan	-	-	-	3,145	-	3,145	-	3,145
Bonus shares issued Exchange translation difference Net profit for the year	980,949 - -	(980,949) - -	(1,456)	-	- 630,078	(1,456) 630,078	- (605) (3,108)	- (2,061) 626,970
Balance as at 30 June 2007	7,520,607	410,887	(2,301)	1,403,575	2,509,902	11,842,670	6,292	11,848,962
Liability component of convertible loan (note 22.2) Shares issued against convertible	-	-	-	107,982	-	107,982	-	107,982
loan (note 22.2) Exchange translation difference	1,085,109	426,448	- 1,357	(1,511,557)	-	- 1,357	564	- 1,921
Adjustment due to dilution in shareholding of associate Net profit for the year ended 30 June 2008	-	-	-	-	8,320 72,020	8,320 72,020	(6,209)	8,320 65,811
Balance as at 30 June 2008	8,605,716	837,335	(944)		2,590,242	12,032,349	647	12,032,996

The annexed notes 1 to 47 form an integral part of these consolidated financial statements.

Balandiy chief executive Annual Report 2008 Muscat: 12 August 2008 CHAIRMAN CHAIRMAN AUDIT COMMITTEE

# **NOTES TO THE COSOLIDATED FINANCIAL STATEMENTS** FOR THE YEAR ENDED 30 JUNE 2008

## 1 Legal status and nature of business

## 1.1 The Group consists of:

Worldcall Telecom Limited; and

Worldcall Telecommunications Lanka (Private) Limited

1.2 Worldcall Telecom Limited ("the Company") is a public limited company incorporated in Pakistan on 15 March 2001 under the Companies Ordinance, 1984 and its shares are quoted on the Karachi and Lahore Stock Exchanges. The Company commenced its operations on 01 December 2004 and is engaged in providing Wireless Local Loop ("WLL") and Long Distance & International ("LDI") services in Pakistan, operation and maintenance of public payphones network and re-broadcasting international/national satellite/terrestrial wireless and cable television and radio signals as well as interactive communication and to establish, maintain and operate the licensed telephony services. The Company has been licensed by Pakistan Telecommunication Authority ("PTA") and Pakistan Electronic Media Regulatory Authority ("PEMRA") for these purposes. The registered office of the Company is situated at 103 C-II, Gulberg III, Lahore. During the year 56.80% shares (488,839,429 ordinary shares) have been acquired by Oman Telecommunications Company SAOG.

Worldcall Telecommunications Lanka (Private) Limited (" the Subsidiary") was incorporated in Sri Lanka and is a joint venture with Hayleys Group to operate payphones. The principal activity of the Subsidiary is the operation and maintenance of a public payphones network. Payphones are installed at various shops/ commercial outlets. The Company holds 70.65% of voting securities in the Subsidiary.

## 2 Basis of consolidation

The consolidated financial statements include the financial statements of the Company and its Subsidiary. The financial statements of the Subsidiary has been consolidated on a line by line basis.

## Subsidiary

Subsidiary is an entity controlled by the Group. Control exists when the Group has the power, directly or indirectly, to govern the financial and operating policies of the entity so as to benefit from its activities. The financial statements of the Subsidiary are included in the consolidated financial statements from the date that control commences until the date that control ceases.

## Associates

Associates are those entities in which the Group has significant influences but not control over the financial and reporting policies. The consolidated financial statements include the Group's share of the total recognized gains and losses of associates on equity accounting basis, from the date that significant influence commences until the date total significant influence ceases. When the Group's share of losses exceeds its interest in an associate, the Group's carrying amount is reduced to nil and recognition of further losses is discontinued except to the extent that the group has incurred legal or constructive obligation or made payments on behalf of the associate.

## Transactions eliminated on consolidation

Intragroup balances and any other unrealized gains and losses or income and expenses arising from intragroup transactions, are eliminated in preparing the consolidated financial statements. Unrealized gains arising from transactions with associates are eliminated to the extent of the Group's interest in the entity. Unrealized losses are eliminated in the same way as unrealized gains, but only to the extent that there is no evidence of impairment.

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Minority interest is that part of net results of operations and of net assets of Subsidiary attributable to interest which are not owned by the Group. Minority interest is presented separately in the consolidated financial statements.

## 3 Summary of significant accounting policies

The significant accounting policies adopted in preparation of financial statements are set out below:

## 3.1 Statement of compliance

These consolidated financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan and the requirements of the Companies Ordinance, 1984. Approved accounting standards comprise of such International Financial Reporting Standards as are notified under the provisions of the Companies Ordinance, 1984. Wherever the requirements of the Companies Ordinance, 1984 or directives issued by the Securities and Exchange Commission of Pakistan (SECP) differ with the requirements of these standards, requirements of the Companies Ordinance, 1984 or requirements of the said directives take precedence.

## 3.2 Accounting convention and basis of preparation

These consolidated financial statements have been prepared under the historical cost convention, except for revaluation of investment properties, plant and equipment, intangible assets and certain financial assets at fair value, and recognition of certain employee benefits and financial liabilities at present value.

## 3.3 Significant accounting judgments and estimates

The preparation of consolidated financial statements in conformity with approved accounting standards requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions and judgments are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the result of which form the basis of making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revision to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period, or in the period of revision and future periods if the revision affects both current and future periods. The areas where various assumptions and estimates are significant to the Group's financial statements or where judgments were exercised in application of accounting policies are as follows:

- Useful life of depreciable assets and amortization of intangible assets- (note 3.4, 3.5, 4 & 6)
- Staff retirement benefits- (note 3.15 & 24)
- Taxation-(note 3.9 & 37)
- Provisions and contingencies- (note 3.20 & 27)
- Investment properties- (note 3.6 & 7)

## 3.4 Fixed capital expenditure and depreciation

## Property, plant and equipment

Property, plant and equipment except plant and equipment, are stated at cost less accumulated depreciation and any identified impairment loss. Plant and equipment are stated at revalued amount less accumulated depreciation and any identified impairment loss.

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Cost in relation to self constructed assets includes direct cost of material, labour and other allocable expenses.

Depreciation is charged to income on the straight line method whereby cost of an asset is written off over its estimated useful life at the rates given in note 4.

Residual value and the useful life of assets are reviewed at least at each financial year end and adjusted if impact on depreciation is significant.

Incremental depreciation on revalued assets is transferred net of deferred tax from surplus on revaluation to retained earnings (unappropriated profit).

Depreciation on additions is charged on a pro-rata basis from the month in which the asset is put to use, while for disposals, depreciation is charged up to the month of disposal. Where an impairment loss is recognized, the depreciation charge is adjusted in the future periods to allocate the assets' revised carrying amount over its estimated useful life.

Maintenance and repairs are charged to income as and when incurred. Renewals and improvements are capitalized when it is probable that respective future economic benefits will flow to the Group and the cost of the item can be measured reliably, and the assets so replaced, if any, are retired. Gains and losses on disposals of assets are included in income and the related surplus on revaluation of plant and equipment is transferred directly to retained earnings (unappropriated profit).

### **Finance leases**

Leases in terms of which the Group has substantially all the risks and rewards of ownership are classified as finance leases. Assets subject to finance lease are stated at the lower of its revalued amount less accumulated depreciation and any identified impairment loss and present value of minimum lease payments at the date of commencement of lease.

The related rental obligations, net of finance costs are classified as current and long term depending upon the timing of the payment.

Each lease payment is allocated between the liability and finance costs so as to achieve a constant rate on the balance outstanding.

Assets acquired under a finance lease are depreciated over the estimated useful life of the asset on a straightline method at the rates given in note 4. Depreciation of leased assets is charged to income.

Residual value and the useful life of leased assets are reviewed at least at each financial year end and adjusted if impact on depreciation is significant.

Depreciation on additions to leased assets is charged from the month in which an asset is acquired while no depreciation is charged for the month in which the asset is disposed off.

## **Capital work-in-progress**

Capital work-in-progress is stated at cost less any identified impairment loss.

## 3.5 Intangible assets

## Goodwill

Goodwill represents the difference between the cost of the acquisition (fair value of consideration paid) and the fair value of the net identifiable assets acquired.

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During the year ended 30 June 2007, the Group adopted International Financial Reporting Standard "IFRS" 3 (Business Combinations), which has been adopted by Securities and Exchange Commission of Pakistan (SECP) vide SRO 1228(I)/2006 dated 06 December 2006 and ceased the amortization of goodwill. The goodwill is measured at cost less accumulated impairment, if any, and the amount already amortized in profit and loss account.

## Other intangible assets

Other intangible assets are stated at revalued amount less accumulated amortization except for patents and copy rights, which are stated at cost less accumulated amortization.

During the year, the Group has changed its accounting policy for subsequent measurement of intangible assets from cost model to revaluation model. These are stated at revalued amount less accumulated amortization and any identified impairment loss. Earlier these were stated at cost less accumulated amortization and any identified impairment loss.

Other intangible assets are amortized using the straight line method at the rates given in note 6. Amortization on licenses is charged to the profit and loss account from the month in which the related operations are commenced. Amortization on additions to other intangible assets is charged on a pro-rate basis from the month in which asset is put to use, while for disposals amortization is charged up to the month of disposal.

Incremental amortization on revalued intangible assets is transferred net of deferred tax from surplus on revaluation to retained earnings (unappropriated profit).

Subsequent expenditure on intangible assets is capitalized only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditures are charged to income as and when incurred.

Gain or loss arising on disposal and retirement of intangible asset is determined as a difference between net disposal proceeds and carrying amount of the asset and is recognized as income or expense in the profit and loss account.

## 3.6 Investment properties

Investment properties are properties which are held either to earn rental income or for capital appreciation or for both. Investment properties are initially recognized at cost, being the fair value of the consideration given, subsequent to initial recognition these are stated at fair value. The fair value is determined annually by an independent approved valuer. The fair values are based on market values, being the estimated amount for which a property could be exchanged on the date of valuation between knowledgeable and willing buyer and seller in an arms length transaction.

Any gain or loss arising from a change in fair value is recognized in the profit and loss account. Rental income from investment property is accounted for as described in note 3.18.

When an item of property, plant and equipment is transferred to investment property following a change in its use, any differences arising at the date of transfer between the carrying amount of the item immediately prior to transfer and its fair value is recognized in surplus on revaluation of property, plant and equipment, if it is a gain. Upon disposal of the item the related surplus on revaluation of property, plant and equipment is transferred to retained earnings. Any loss arising in this manner is recognized immediately in the profit and loss account.

If an investment property becomes owner-occupied, it is reclassified as property, plant and equipment and its fair value at the date of reclassification becomes its cost for accounting purposes of subsequent recording.

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## 3.7 Investments

The Group classifies its investments in following categories.

## Investments in equity instruments of associated company

Long term investments in associated companies, are stated at Group's share of their underlying net assets using the equity method.

## Investments at fair value through profit or loss

Investments that are acquired principally for the purpose of generating profit from short term fluctuations in price or dealer's margin are classified as held for trading.

Investments at fair value through profit or loss are initially recognized at cost, being the fair value of the consideration given. Subsequent to initial recognition these are recognized at fair value unless fair value can not be reliably measured. The investments for which quoted market price is not available are measured at cost. Any surplus or deficit on revaluation of investments is charged to income currently.

## Available for sale investments

Available for sale investments are initially recognized at cost, being the fair value of the consideration given. Subsequent to initial recognition these are recognized at fair value unless fair value can not be reliably measured. The investments for which quoted market price is not available are measured at cost. Changes in carrying value are recognized in equity until investment is sold or determined to be impaired at which time the cumulative gain or loss previously recognized in equity is included in profit or loss account.

All "regular way" purchase and sale of listed shares are recognized on the trade date i.e. the date that the Group commits to purchase/sell the asset.

The fair value of investments classified as held for trading and available for sale is their quoted bid price at the balance sheet date.

## 3.8 Securities under repurchase/reverse repurchase agreements

Transactions of repurchase/reverse repurchase investment securities are entered into at a contracted rate for specified period of time and are accounted for as follows:

## **Repurchase agreements**

Investments sold with a simultaneous commitment to repurchase at a specified future date (repo) continue to be recognized in the balance sheet and are measured in accordance with accounting policies for investment. The counter party liability for amounts received under these agreements is included in borrowing. The difference between sale and repurchase price is treated as mark-up on borrowing and accrued over the life of repo agreement.

## **Reverse repurchase agreements**

Investments purchased with a corresponding commitment to resale at a specified future date (reverse repo) are not recognized in the balance sheet. Amount paid under these agreements are recorded as funds placements. The difference between purchase and resale price is treated as return from fund placement with financial institutions or income from reverse repurchase transactions of listed shares, as the case may be, and accrued over the life of the reverse repo agreement.

## 3.9 Taxation

Income tax on the profit or loss for the year comprises of current and deferred tax.

## Current

Provision of current tax is based on the taxable income for the year determined in accordance with the prevailing law for taxation of income. The charge for current tax is calculated using prevailing tax rates or tax rates expected to apply to the profit for the year if enacted after taking into account tax credits, rebates and exemptions, if any. The charge for current tax also includes adjustments, where considered necessary, to provision for tax made in previous years arising from assessments framed during the year for such years.

## Deferred

Deferred tax is provided using the balance sheet liability method in respect of all temporary differences arising from differences between the carrying amount of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of the taxable profit. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized to the extent that it is probable that taxable profits will be available against which the deductible temporary differences, unused tax losses and tax credits can be utilized.

The carrying amount of deferred tax asset is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilized.

Deferred tax assets and liabilities are calculated at the rates that are expected to apply to the period when the asset is realized or the liability is settled, based on the tax rates (and tax laws) that have been enacted or substantively enacted by the balance sheet date. Deferred tax is charged or credited in the income statement, except in the case of items credited or charged to equity in which case it is included in equity.

## 3.10 Deferred costs

These include share issue expenses incurred on increasing the authorized capital of the Group and expenses incurred in connection with the public offering/placements for the year 2004. In order to comply with the substituted Fourth Schedule to the Companies Ordinance, 1984, the Group has adopted the treatment allowed by Circular No. 1 of 2005 issued by Securities and Exchange Commission of Pakistan whereby deferred costs incurred prior to 01 July 2004 are being amortized over a period of five years whereas deferred cost incurred subsequent to this date are charged to income currently.

## 3.11 Inventories

Inventories, except for stock in transit, are stated at lower of cost and net realizable value. Items in transit are valued at cost comprising invoice value plus other charges paid thereon. Cost is determined as follows:

## Store and spares

Useable stores and spares are valued principally at weighted average cost, while items considered obsolete are carried at nil value.

## Stock in trade

Cost is determined on weighted average basis.

Net realizable value is the estimated selling price in ordinary course of business, less estimated incidental selling cost.

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## 3.12 Trade debts and other receivables

Trade debts and other receivables are recognized initially at fair value and subsequently measured at amortized cost less any identified impairment loss. A provision for impairment of trade and other receivables is established when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of receivables.

## 3.13 Financial liabilities

Financial liabilities are classified according to substance and related accrued interest of the contractual arrangements entered into. Significant financial liabilities include long term payables, license fee payable, borrowings, trade and other payables.

### Interest bearing borrowings

Interest bearing borrowings are recognized initially at fair value less attributable transaction cost. Subsequent to initial recognition, these are stated at amortized cost with any difference between cost and redemption value being recognized in the profit and loss over the period of the borrowings on an effective interest rate basis.

### **Term finance certificates**

Term finance certificates are stated at amortized cost using effective interest rate.

### **Convertible loans**

Convertible loans that can be converted to share capital at the option of the lender, where the number of shares issued does not vary with the changes in their fair value, are accounted for as compound financial instruments. Transaction costs that relate to the issue of a compound financial instrument are allocated to the liability and equity component in proportion to the allocation of proceeds. The equity component of the convertible loan is calculated as the excess of the issue proceeds over the present value of future cash out flows, discounted at the market rate of interest applicable to similar liabilities that do not have a conversion option. The interest expense recognized in the income statement is calculated using the effective interest rate method.

## Other financial liabilities

All other financial liabilities are initially recognized at fair value plus directly attributable cost, if any, and subsequently at amortized cost using effective interest rate method.

## 3.14 Trade and other payables

Trade and other payables are initially recognized at fair value and subsequently at amortized cost using effective interest rate method.

## 3.15 Retirement and other benefits

#### **Defined benefit plan**

The Group operates an unfunded defined benefit gratuity plan for all permanent employees, having a service period of more than one year. Provisions are made in the financial statements to cover obligations on the basis of actuarial valuations carried out annually under the projected unit credit method.

The Group recognizes actuarial gains/losses over the expected average remaining working lives of the current employees, to the extent that cumulative unrecognized actuarial gain/loss exceeds 10 per cent of present value of defined benefit obligation.

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## 3.16 Impairment losses

The carrying amount of the Group's assets except for, inventories, investment property and deferred tax asset, are reviewed at each balance sheet date to determine whether there is any indication of impairment loss. If any such indication exists, the asset's recoverable amount is estimated in order to determine the extent of the impairment loss, if any. For goodwill, the recoverable amount is estimated at each balance sheet date.

An impairment loss is recognized whenever the carrying amount of an asset or its cash generating unit exceeds its recoverable amount. Impairment losses are recognized in the profit and loss.

Impairment losses are reversed when there is an indication that the impairment loss may no longer exist and there has been a change in the estimate used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation and amortization, if no impairment loss had been charged. An impairment loss in respect of goodwill is not reversed.

## 3.17 Foreign currencies

Transactions in foreign currencies are translated into rupees at exchange rates prevailing at the date of transaction. All monetary assets and liabilities in foreign currencies are translated into rupees at exchange rates prevailing at the balance sheet date.

Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated into rupees at exchange rates prevailing at the date of transaction. Non-monetary assets and liabilities denominated in foreign currency that are stated at fair value are translated into rupees at exchange rates prevailing at the date when fair values are determined. Exchange gains and losses are included in the income currently.

## 3.18 Revenue recognition

Revenue represents the fair value of the consideration received or receivable for services rendered, net of discounts and sales tax. Revenue is recognized when it is probable that the economic benefits associated with the transaction will flow to the Group and the amount of revenue, and the associated cost incurred, or to be incurred, can be measured reliably.

Revenue from different sources is recognized as follows:

Revenue from terminating minutes is recognized at the time the call is made over the network of the Group.

Revenue from originating minutes is recognized on the occurrence of calls both for prepaid and postpaid subscribers.

Subscription revenue from Cable TV, internet over cable and channels subscription fee is recognized on provision of services.

Connection and membership fee is recognized at the time of activation of connection.

Sale of goods is recognized on dispatch of goods to customer.

Advertisement income is recognized on the basis of spots run when commercials are aired on the network.

Interest income is accrued on a time proportion basis by reference to the principal outstanding and the applicable rate of return.

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Rental income from investment property is recognized in the income statement on accrual basis.

Revenue from prepaid cards is recognized as credit is used.

Dividend income is recognized when the right to receive payment is established.

## 3.19 Borrowing cost

Mark up, interest and other charges on long term borrowings are capitalized upto the date of commissioning of the related qualifying assets, acquired out of the proceeds of such long term borrowings. All other markup, interest and other charges are recognized as an expense in the period in which they are incurred.

### 3.20 Provisions

Provisions are recognized in the balance sheet when the Group has a legal or constructive obligation as a result of past events and it is probable that outflow of economic benefits will be required to settle the obligation and a reliable estimate of the amount can be made. However, provisions are reviewed at each balance sheet date and adjusted to reflect current best estimate.

### 3.21 Cash and cash equivalents

Cash and cash equivalents are carried in the balance sheet at cost. Cash and cash equivalents comprise cash in hand and demand deposits. Running finances that are repayable on demand are included as component of cash and cash equivalents for the purpose of cash flow statement.

## 3.22 Financial instruments

All financial assets and liabilities are recognized at the time when the Group becomes a party to the contractual provisions of the instrument. Financial assets are de-recognized when the Group loses control of the contractual right that comprises the financial assets. Financial liabilities are de-recognized when they are extinguished i.e. when the obligation specified in the contract is discharged, cancelled or expired. Any gain or loss on derecognizing of the financial assets and financial liabilities is taken to profit and loss account currently. The particular measurement methods adopted are disclosed in the individual policy statements associated with each item.

## Offsetting of financial assets and financial liabilities

A financial asset and a financial liability is offset and the net amount is reported in the balance sheet if the Group has a legally enforceable right to set-off the recognized amounts and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

## 3.23 Segment reporting

A segment is a distinguishable component of the Group that is engaged either in providing products or services (business segment), or in providing products or services within a particular economic environment (geographical segment), which is subject to risk and rewards that are different from other segments.

## 3.24 Related Party transactions

The Group enters into transactions with related parties on an arm's length basis. Prices for transactions with related parties are determined using admissible valuation methods, except in extremely rare circumstances where, subject to approval of the Board of Directors, it is in the interest of the Group to do so.

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## 3.25 Business combination involving entities under common control

A business combination involving entities or businesses under common control is a business combination in which all of the combining entities or businesses are ultimately controlled by the same party or parties both before and after the business combination, and the control is not transitory.

In the absence of more specific guidance, the Group consistently applied the fair value (Purchase method) measurement method to all common control transactions.

## 3.26 Dividend

Dividend distribution to the Group's shareholders is recognized as a liability in the Group's financial statements in the period in which the dividends are approved.

Depreciation rate %			20-33	6.67-20	10	10-33	10	20	10-20			6.67-20	20	10		
Net book value as at 30 June 2008	(Rupees in '000)	19,800	52,188	8,374,293	47,342	31,241	12,463	17,909	9,409	8,564,645		293,436	68,823	3,684	365,943	8,930,588
Accumulated depreciation as at 30 June 2008	$\Box$		35,041	1,885,372	8,357	48,902	6,480	64,022	9,065	2,057,239		40,878	22,835	371	64,084	2,121,323
A d Transfers			ı	76,376 (9,543)	ı	ı	ı	28,312	ı	104,688 (9,543)		(76,376) 9,543	(28,312)	ı	(104,688) 9,543	
Exchange Adjustments	(Rupees in '000)			2,432	78	328	92	10	122	3,062			ı	I	]	3,062
Depreciation charge for the year/ (Disposals)			12,755 (122)	753,682 (2,258)	8,244 (15,374)	20,966 (238)	2,374 -	17,207 (6,674)	3,378 -	818,606 (24,666)		50,966	24,564 (396)	371	75,901 (396)	894,507 (25,062)
Accumulated depreciation as at 01 July 2007			22,408	1,064,683	15,409	27,846	4,014	25,167	5,565	1,165,092		56,745	26,979	ı	83,724	1,248,816
Cost as at 30 June 2008		19,800	87,229	10,259,665	55,699	80,143	18,943	81,931	18,474	10,621,884		334,314	91,658	4,055	430,027	11,051,911
Transfers				232,728 (133,797)	ı			37,973 -	·	270,701 (133,797)		(232,728) 133,797	(37,973)	ı	(270,701) 133,797	
Additions/ (Disposals)	(00		16,099 (290)	2,304,145 (9,409)	14,479 (15,433)	19,024 (465)	4,544 -	4,171 (7,402)	455 -	2,362,917 (32,999)		13,000	22,484 (1,946)	4,055	39,539 (1,946)	2,402,456 (34,945)
Revaluation Surplus/ (deficit)/ (imparment)	(Rupees in '000)			(229,963) (9,371)		ı	ı	ï	·	(229,963) (9,371)		(10,275)	ı	ı	(10,275)	(240,238) (9,371)
Exchange Adjustments				6,754	117	342	142	10	368	7,733			I	ı	.	7,733
Cost as at 01 July 2007		19,800	71,420	8,098,578	56,536	61,242	14,257	47,179	17,651	8,386,663		430,520	109,093	ı	539,613	8,926,276
	Ournod accode	Owned assets Freehold Land	Leasehold improvements	Plant and equipment	Office equipment	Computers	Furniture and fixtures	Vehicles	Lab and other equipment		Leased assets	Plant and equipment	Vehicles	Office equipment		
	Annual Report 2008															

4.1 The statement of property, plant and equipment is as follows:

4 Property, plant and equipment

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Accumulated depreciation Transfers as 30 June 2007	000) (Rupees in '000)	- 19,800	- 22,408 49,012 20-33	(11,361) 1,064,683 7,033,895 6.67-20 (11,361)	- 15,409 41,127 10 -	353 27,846 33,396 10-33 -	- 4,014 10,243 10 -	757 25,167 22,012 20 -	- 5,565 12,086 10-20	16,089 1,165,092 7,221,571 (11,361)		(14,979) 56,745 373,775 6.67-20	(757) 26,979 82,114 20	(353) - 33	(16,089) 83,724 455,889 11,361	1 240 816 7 677 460
Depreciation charge for the year/ Exchange (Disposals) Adjustments	(Rupees in '000)			625,727 (41) (462)	7,634 3 (90)	14,535 53 (1,002)	1,938 2 (30)	9,750 - (5,861)	3,125 (4) -	673,728 13 (7,445)		40,190	15,946 -	1	56,136 -	13 130.864
Accumulated depreciation as at 01 July 2006		,	11,389	435,841	7,862	13,907	2,104	20,521	2,444	494,068		20,173	11,790	353	32,316	576 384
Cost as at 30 June 2007		19,800	71,420	8,098,578	56,536	61,242	14,257	47,179	17,651	8,386,663		430,520	109,093	-	) 539,613	8 976 776
Transfers		-	-	$\begin{array}{ccc} 1 & 74,858 \\ 1 & (47,304) \end{array}$		5 353 2) -	()	1 1,628 1) -	-	5 76,839 3) (47,304)		) (74,858) 47,304	4 (1,628)	(353)	3 (76,839) 47,304	
Additions/ (Disposals)	(000, 1	19,800	13,639	1,931,171 (4,009)	6,479 (261)	24,356 (1,042)	2,089 (150)	20,261 (27,381)	6,020 -	2,023,815 (32,843)		27,649	67,394	ı	95,043	2.118.858
Revaluation Surplus/ (deficit)/ (imparment)	(Rupees in '000)		,	300,080						300,080		4,217	ı	ı	4,217	304.297
Exchange Adjustments		ı		(2,558)	(21)	4	(28)	(1)	(132)	(2,696)			'	ı		(3,696)
Cost as at 01 July 2006			57,781	5,846,340	50,339	37,531	12,346	52,672	11,763	6,068,772		426,208	43,327	353	469,888	6,538,660
	<b>Owned assets</b>	Freehold Land	Leasehold improvements	Plant and equipment	Office equipment	Computers	Furniture and fixtures	Vehicles	Lab and other equipment		Leased assets	Plant and equipment	Vehicles	Computers		

4.2 The statement of property, plant and equipment is as follows:

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**4.3** The Group had revalued its plant and equipment initially on 31 March 2007, resulting in a net surplus of Rs. 304.30 million. Subsequently revaluation was conducted on 30 June 2008, resulting in revaluation decrease of Rs. 240.2 million. The valuation was conducted by an independent valuer, M/s. Surval. Valuation for plant and equipment was the open market value of the asset based on estimated gross replacement cost, depreciated to reflect the residual service potential of the asset having paid due regard to age, condition and obsolescence.

Had there been no revaluation, the net book value of plant and equipment as at 30 June 2008 would have amounted to Rs. 8,579 million (2007: Rs. 7,062 million)

	Note	2008	2007
		(Rupees	s in '000)
<b>4.4</b> Depreciation charge for the year has been allocated as follows:			
Direct cost	32	804,648	666,361
Operating cost	33	89,859	63,503
		894,507	729,864

### 4.5 Property, plant and equipment sold during the year are as follows:

Description		Accumulated depreciation		Sale proceeds	Mode of disposal	Sold to
-			( Ru	pees in '000	)	
Leasehold Improvements	290	122	168	238	Insurance claim	-
Plant and equipment						
Cable plant	3,276	520	2,756	3,166	Insurance claim	-
NP Soft Switch	6,133	1,738	4,395	4,395	Insurance claim	-
Computers						
Laptop	76	20	56	48	Insurance claim	-
Laptop	125	67	58	95	Insurance claim	-
Vehicles						
Toyota Corolla XLI	875	627	248	622	Negotiation	M. Ansar
Kia Classic NGV LX	575	259	316	375	Insurance claim	-
Honda Civic VTI PT 1.8 VTE	C 1,371	137	1,234	1,371	Insurance claim	-
Suzuki Cultus VXR	423	134	289	375	Insurance claim	-
Honda Civic	515	395	120	334	Negotiation	Zahid Aslam Arain
Items with book value less than Rs. 50,000.	21,286	21,043	243	3,126		
_						
_	34,945	25,062	9,883	14,145		

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## 5 Capital work-in-progress

## Owned

Civil works	285,740	130,520
Plant and equipment	1,511,376	1,464,479
Store and spares held for capital expenditure	161,541	162,313
	1,958,657	1,757,312
Leased		
Plant and equipment subject to finance lease	17,813_	23,581
	1,976,470	1,780,893

#### 6 Intangible assets

	Cost as at 01 July 2007	Revaluation Surplus/ (deficit)	Additions/ (adjustments)	Cost as at 30 June 2008	Accumulated amortization as at 01 July 2007	Amortization/ (adjustments) for the year	Accumulated amortization as at 30 June 2008	Net book value as at 30 June 2008	Rate %
		(Rupees in '00	0)			(Rupees in '000)			
Licenses	2,457,715	434,328	1,248	2,893,291	322,943	123,307	446,250	2,447,041	5
Patents and copyrights	5,333	-	-	5,333	1,602	892	2,494	2,839	10
Software	19,888	(3,936)	332	16,284	7,386	3,948	11,334	4,950	20
Goodwill	2,690,403	-	-	2,690,403	136,909	-	136,909	2,553,494	-
	5,173,339	430,392	1,580	5,605,311	468,840	128,147	596,987	5,008,324	

	Cost as at 01 July 2006	Revaluation Surplus/ (deficit)	Additions/ (adjustments)	Cost as at 30 June 2007	Accumulated amortization as at 01 July 2006	Amortization/ (adjustments) for the year	Accumulated amortization as at 30 June 2007	Net book value as at 30 June 2007	Rate %
		(Rupees in '00	0)			(Rupees in '000)			
Licenses	2,454,340	-	3,375	2,457,715	199,978	122,965	322,943	2,134,772	5
Patents and copyrights	5,333	-	-	5,333	801	801	1,602	3,731	10
Software	18,124	-	1,764	19,888	3,761	3,625	7,386	12,502	20
Goodwill	2,720,979	-	(30,576)	2,690,403	138,438	(1,529)	136,909	2,553,494	-
	5,198,776	-	5,139 (30,576)	5,173,339	342,978	127,391 (1,529)	468,840	4,704,499	

6.1 The Group has revalued its intangible assets on 30 June 2008 resulting in a net surplus of Rs. 430.392 million. The valuation was conducted by an independent valuer, M/s. Surval. Valuation for intangible assets was based on the estimated gross replacement cost, earning potential amortized to reflect the current market value. Had there been no revaluation, the net book value of intangible assets as at 30 June 2008 would have amounted to Rs. 4,577.931 million.

#### 6.2 Goodwill

Goodwill represents the difference between the cost of the acquisition (fair value of consideration paid) and the fair value of the net identifiable assets acquired at the time of merger of Worldcall Telecom Limited with Worldcall Communications Limited, Worldcall Multimedia Limited and Worldcall Broadband Limited.

The Group assessed the recoverable amount of goodwill and determined that no impairment was found. The recoverable amount was assessed by reference to value in use which uses cash flow projections based on budgets approved by the management covering five years period and a discount rate of 20% per annum. Cash flow projections during the budget period are based on the same expected gross margins during the budget period. The cash flows beyond the five years period have been extrapolated using a steady 3% growth rate which is consistent with the long-term average growth rate for the industry.

The management believes that any reasonably possible change in the key assumptions on which recoverable amount is based would not cause the aggregate amount to exceed the aggregate recoverable amount of the cash generating unit.

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6.3	Amortization charge for the year has been alloca	Note as follows:	2008 (Rupees	2007 in <b>'000)</b>
	Direct Cost	32	86,535	58,273
	Operating cost	33	2,932	2,500
	Capitalized during the year		38,680	66,618
		_	128,147	127,391
7	Investment property			
	Opening balance		72,150	56,634
	Fair value adjustment	_	4,012	15,516
	Closing balance	_	76,162	72,150

Investment property comprises commercial property part of which is rented to Media Times Limited, an associated company.

The carrying value of investment property is the fair value of the property as determined by approved independent valuer M/s PEE DEE & Associates as at 30 June 2008. Fair value was determined giving due regard to recent market transactions for similar properties in the same location and condition as the Group's investment property.

• · · · ·	2008	2007		
Long term investments	(Rupees in '000)			
Associated company - Unquoted				
Media Times Limited				
Incorporated in Pakistan				
4,199,500 (2007: 2,599,500) ordinary shares of Rs. 10/-each	41,995	25,995		
Equity held 4.19% (2007: 30.12%)				
Share deposit money	-	16,000		
Adjustment due to dilution in share holding	8,320	-		
Share of post acquisition losses of associate	(8,867)	(12,315)		
	41,448	29,680		

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8.1 The shareholding had decreased to 9.77% due to issuance of shares as at 31 March 2008 and further decreased to 4.19% due to merger of Total Media Limited and Media Times Limited through Court order dated 14 April 2008, accordingly financial results of Total Media Limited upto 31 March 2008 have been used for the purpose of application of equity method for current period only.

As at 30 June 2008 Media Times Limited is an associated company due to common management.

8.2	Summarized information of Total Media Limited	31 March 2008	30 June 2007
		(Rupees	in '000)
	Total assets	651,157	323,780
	Total liabilities	255,432	155,518
	Revenue for the period/year ended	147,451	110,812
	Profit after taxation for the period/year ended	35,585	5,833
		٦	

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			Note	2008	2007
9	Long	term deposits		(Rupees	in '000)
	Securi	ty deposits with PTCL		18,825	20,998
		its with financial institutions		34,368	167,668
	Others			58,686	56,088
			-	111,879	244,754
	Less:	Current maturity	13	(1,971)	(21,371)
			-	109,908	223,383
			=		,
10	Defer	red costs			
	Openi	ng balance		4,727	10,063
	Less:	Amortization during the year		(4,727)	(5,336)
	Closir	g balance	_	-	4,727
			=		
11	Trade	debts			
	Consi	dered good - Unsecured	11.1	901,050	899,714
	Consi	dered doubtful - Unsecured		191,707	118,427
			_	1,092,757	1,018,141
	Less:	Provision for doubtful debts	11.2	(191,707)	(118,427)
			=	901,050	899,714
	11.1	This includes due from associated companies as follows:			
		Pace (Pakistan) Limited		-	462
		Pace Wood Land (Private) Limited		32,894	-
		Pace Barka Properties Limited		47,781	-
		Pace Gujrat (Private) Limited		12,138	-
		Media Times Limited		10	440
		First Capital Securities Corporation Limited	_	-	115
			=	92,823	1,017
	11.2	Provision for doubtful debts			
		Opening balance		118,427	57,520
		Addition during the year		73,029	61,030
		Less: write off during the year		-	(5)
		Exchange rate adjustments	_	251	(118)
		Closing balance	_	191,707	118,427
			=		

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		Note	2008	2007
12	Loans and advances - considered good		(Rupees	in '000)
	Loans and advances to employees	12.1	20,480	32,638
	Advances to suppliers		166,723	53,671
	Advances to associated company	12.2	28,886	28,886
		_	216,089	115,195

12.1 These loans and advances are unsecured and interest free and include advances given to executives of Rs. 5.20 million (2007: Rs. 2.46 million).

**12.2** This represents unsecured advance given to Media Times Limited carrying markup at the rate of 14% per annum (2007: 14% to 16% per annum).

12.3 Chief Executive and directors have not taken any loan/advance from the Group (2007: Rs. Nil)

	Note	2008	2007
13 Deposits and prepayments		(Rupees in '000)	
Margin deposits	13.1	162,885	81,585
Prepayments		59,701	69,709
Current maturity of long term deposits	9	1,971	21,371
Short term deposits		9,781	6,036
Deposit with regulatory authorities	_	86	86
		234,424	178,787

13.1 These include deposits placed with banks against various guarantees and letters of credit.

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		Note	2008	2007
			(Rupees in '000)	
Other receivables				
	1 .1 1 1	141	154.225	204.140
Receivable from PTCL - unsecure	e	14.1	174,225	204,149
Receivable from PTCL - unsecure	d considered doubtful		22,694	12,590
			196,919	216,739
Less: provision for doubtful receiv	ables	14.2	(22,694)	(12,590)
		_	174,225	204,149
Receivable from Pakistan Telecom	munication Authority		-	173,006
Rural subsidy project			834	716
		_		
Other receivables - considered goo	d		60,814	34,232
Other receivables - considered dou	btful		15,139	21,319
		_	75,953	55,551
Less: provision for doubtful receiv	ables	14.3	(16,534)	(21,319)
		_	59,419	34,232
		_	234,478	412,103
		=	,	

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14.1 This includes Rs. 174 million (2007: Rs. 174 million) representing claims lodged by Worldcall Communications Limited (WCL), merged into the Worldcall Telecom Limited, with Pakistan Telecommunication Company Limited (PTCL) for excess billing on short duration calls, border line calls and 0900 facility. These claims were initially acknowledged by PTCL's Corporate Clients Committee through its decision dated 15 December 2003. However, PTCL subsequently through its letter dated 09 September 2005 withdrew its decision. The Company had invoked the available arbitration clause in the agreement to realize the claimed amount but PTCL had refused the appointment of arbitrator. The Company has gone to civil court for the appointment of an arbitrator. The management is hopeful of a favorable outcome in this respect.

		Note	2008	2007
			(Rupees	in '000)
14.2	Provision for doubtful receivables-PTCL			
	Opening balance		12,590	-
	Adjustment during the year		6,180	-
	Charged during the year		3,924	12,590
	Closing balance	=	22,694	12,590
14.3	Provision for doubtful other receivables			
	Opening balance		21,319	21,319
	Adjustment during the year		(6,180)	-
	Charged during the year		1,296	-
	Exchange rate adjustments		99	-
	Closing balance	=	16,534	21,319
5 Short	t term investments			
At fai	ir value through profit and loss - Carrying value	15.1	17,350	16,050
Fair v	value adjustment		(2,943)	1,300
			14,407	17,350
Relat	ted parties			
At fai	ir value through profit and loss - Carrying value	15.2	553,591	275,708
Fair v	value adjustment		6,787	277,883
			560,378	553,591
Total	carrying value of short term investments	Г	570,941	291,758
	fair value adjustment		3,844	279,183
			574,785	570,941

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## 15.1 Particulars of listed shares - At fair value through profit and loss

All shares have face value of Rs. 10 each.

ne	No. o	f shares				
	2008	2007	200	8	2007	1
			Carrying value	Market value	Carrying value	Market value
			(Rupees	in '000)	(Rupees	in '000)
<b>Commercial Banks</b>						
The Bank of Punjab	10,258	7,658	892	328	472	892
Mutual Fund						
First Dawood Mutual Fund	580,750	580,750	5,226	4,147	4,697	5,226
Pak Oman Advantage Fund	1,000,000	1,000,000	10,450	9,500	10,000	10,450
Electric Appliances						
Pak Electron Limited	93	75	5	5	8	5
Leasing						
Standard Chartered Leasing						
Limited	70,000	70,000	777	427	873	777
			17,350	14,407	16,050	17,350

## 15.2 Particulars of listed shares of related parties - At fair value through profit and loss

All shares have face value of Rs. 10 each.

ame	No. o	f shares				
	2008	2007	200	08	2007	
			Carrying value	Market value	Carrying value	Market value
			(Rupees	in '000)	(Rupees i	n '000)
First Capital Securities Corporation Limited	2,049,051	1,707,543	119,272	121,304	44,459	119,272
Percentage of equity held 1.26% (2007: 1.26%)						
Shaheen Insurance Company Limited	2,744,844	2,744,844	236,229	241,848	148,330	236,229
Percentage of equity held 15.68% (2007: 15.68%)						
Pace (Pakistan) Limited	6,959,290	6,959,290	198,090	197,226	82,919	198,090
Percentage of equity held 3.16% (2007: 3.70%)						
· · · ·			553,591	560,378	275,708	553,591

		Note	2008	2007
16	Cash and bank balances		(Rupees in '000)	
	At banks in	_		
	Current accounts		263,376	36,112
	Saving accounts	16.1	380,400	478,572
	Deposit accounts	16.2	168,852	1,437
	-		812,628	516,121
	Cash in hand		37,888	46,864
			850,516	562,985

**16.1** The balances in saving accounts bear mark up at the rate of 0.5% to 9% per annum (2007: 0.13% to 11% per annum). The balance includes Rs. 40 million (2007: Rs. 40 million ) and interest accrued thereon, deposited in Escrow account as stated in note 27.1.2.

16.2 The balances in deposit accounts bear mark up at the rate of 10% per annum (2007: 9% to 10.5% per annum).

		Note	2008	2007	
17	Current maturities of non-current liabilities	(Rupees in '000)			
	Term finance certificates	21	59,557	50,110	
	Long term finances	22	146,597	441,170	
	Liabilities against assets subject to finance lease	25	117,275	189,040	
	License fee payable	26	-	71,000	
			323,429	751,320	

## 18 Running finance under markup arrangements-Secured

Short term running finances available from commercial banks under mark up arrangements amount to Rs. 531 million (2007: Rs. 870 million). Mark up is charged at rates ranging from 5.3% to 16.61% per annum (2007: 10.7% to 14.1% per annum). These are secured by hypothecation charge over fixed assets, stores and spares, stock in trade and receivables.

		Note	2008	2007
19	Trade and other payables		(Rupee	s in '000)
	Trade creditors			
	Related parties - associated companies		109	2,536
	Others		776,025	763,493
			776,134	766,029
	Accrued and other liabilities		116,734	130,950
	Advances from customers		67,985	81,866
	Commitment fee payable		549	646
	Retention money		29,859	29,214
	Sales tax payable		8,981	8,854
	Tax deducted at source		8,659	12,326
	Un-claimed dividend	19.1	14,421	14,421
		-	1,023,322	1,044,306

**19.1** This represents unpaid dividend declared in 2005 by Worldcall Communications Limited, merged into the Company. M/s Interworld Securities (Pvt) Limited had held shares of the Worldcall Communications Limited, however dividend was not paid to them due to disputed claim of entitlement. M/s Interworld had approached the Honorable Sindh High Court at Karachi for dividend payment of Rs. 12.6 million. The Sindh High Court had directed the Company to deposit the dividend amount in the Court. The amount has been deposited as per order of the Honorable Court. The matter is still pending before Honorable Court.

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		Note	2008	2007
			(Rupees	in '000)
20	Interest and mark-up accrued			
	Long term financing		16,329	15,748
	Short term borrowings		290	9,900
	Share deposit money		972	972
	Finance lease		561	13
	Term finance certificates		56,689	5,348
		-	74,841	31,981
21	Term finance certificates - secured	-		
	Term Finance Certificates - I	21.1	_	49,970
	Term Finance Certificates - II	21.2	349,790	349,929
	Term Finance Certificates - III	21.3	3,000,000	-
		-	3,349,790	399,899
	Less: Initial transaction cost		(56,190)	(6,934)
		-	3,293,600	392,965
	Amortization of transaction cost		3,427	-
		-	3,297,027	392,965
	Less: Current maturity	17	(59,557)	(50,110)
	-	-	3,237,470	342,855

Term Finance Certificates (TFC-I), (TFC-II) and (TFC-III) have a face value of Rs. 5,000 per certificate.

## 21.1 Term Finance Certificates - I

These TFCs have been fully repaid during the year.

## 21.2 Term Finance Certificates - II

These represent listed Term Finance Certificates amounting to Rs. 350 million issued during the year ended 30 June 2007. These TFCs are redeemable in six equal semi annual installments commencing May 2009. Profit rate is charged at six months average KIBOR plus 2.75% per annum. These are secured by way of first pari passu hypothecation charge on the present and future fixed assets of the Group amounting to Rs. 467 million.

If the Group fails to redeem any TFC-II on the redemption date, the obligation shall become immediately due.

## 21.3 Term Finance Certificates - III

These represent listed Term Finance Certificates amounting to Rs. 4,000 million out of this Rs. 3,000 million has been received on account of Pre-IPO and Rs. 1,000 million will be offered to public subject to the approval of SECP. These TFCs are redeemable in seven equal semi annual installments commencing May 2010. Profit rate is charged at six months average KIBOR plus 1.60% per annum. These are secured by way of first pari passu charge on the present and future fixed assets of the Company amounting to Rs. 5,333.33 million.

If the Group fails to redeem any TFC-III on the redemption date, the obligation shall become immediately due.

22	Long term finances	Note	<b>2008</b> 2007 (Rupees in '000)		
	Long term finances utilized under mark up arrangements:				
	Banking companies and other financial institutions				
	Convertible loan from Amatis Limited - un-secured	22.2	-	60,048	
	Syndicated Loan I - secured	22.3	149,994	689,188	
	Syndicated loan II - secured	22.4	-	305,558	
	Faysal Bank Limited - secured	22.5	-	16,667	
	Habib Metropolitan Bank Limited - secured	22.5	-	20,417	
	Orix Investment Bank Limited - secured	22.5	-	8,333	
	Pak Kuwait Investment Company Limited - secured	22.5	-	41,667	
	The Bank of Punjab - secured	22.5	256,545	-	
			406,539	1,141,878	
	Initial transaction costs incurred		(38,795)	(43,920)	
			367,744	1,097,958	
	Accumulated amortization of transaction costs		37,640	20,676	
			405,384	1,118,634	
	Less: Current portion	17	(146,597)	(441,170)	
	-		258,787	677,464	

## 22.1 Finance costs

Finance cost amounting to Rs. 170.67 million (2007: Rs. 92.037 million) was capitalized during the year in property, plant and equipment.

## 22.2 Convertible loan from Amatis Limited

The Group had arranged a long term loan from Amatis Limited ("the lender") of Rs. 1.497 billion. The purpose of the loan was expansion of WLL operations. The loan carried an interest rate of 1% per annum payable annually in arrears within 25 days of each anniversary. The term of the loan was 7 years. The loan along with interest accrued thereon has been converted into ordinary shares of Rs. 10 each upon exercise of conversion option by the lender in April 2008 at a price of Rs. 13.93 per share.

	(Rupees in '000)
Liability component - Convertible Loan, July 01, 2007	60,048
Add: Transaction cost	29,091
	89,139
Interest expense charged during the period	18,843
Liability component transferred to equity	107,982
Equity component already included in equity	1,403,575
Total convertible into equity	1,511,557
Less: Shares issued	(1,511,557)
	-

		2008		2007	
		Limit	Outstanding	Limit	Outstanding
22.3	Syndicated Loan I - Secured	icated Loan I - Secured (Rupees in '(		(Rupees	in '000)
	Habib Bank Limited	150,000	149,994	750,000	287,160
	National Bank of Pakistan Limited	_	-	750,000	287,158
	MCB Bank Limited	-	-	150,000	57,435
	Askari Bank Limited	-	-	150,000	57,435
		150,000	149,994	1,800,000	689,188

The Group obtained a long term loan facility of Rs. 1,800 million from Habib Bank Limited, National Bank of Pakistan Limited, MCB Bank Limited and Askari Bank Limited for the purpose of acquiring 20 years license from Pakistan Telecommunication Authority (PTA) to operate WLL network and import of equipment under various letters of credit. The loan was repayable in 14 equal quarterly installments starting from November 2006 with a grace period of 18 months. The loan was repaid during the year except the above mentioned amount, which Habib Bank Limited desires to convert into equity. The amount till in form of debt is completely secured against first hypothecation charges on all present & future moveable and fixed assets of the Company (excluding LDI assets) upto Rs. 200 million and personal guarantees to the extent of Rs. 200 million. The loan carries markup at the rate of 6 month KIBOR plus 2.5% per annum (2007: 6 month KIBOR plus 4% per annum with no floor or cap).

- 22.4 Syndicated loan II has been fully repaid during the year.
- 22.5 The Bank of Punjab under a term finance agreement purchased the goods at the purchase price of Rs. 310 million. The Bank of Punjab repaid the entire principal outstanding of syndicate of banking companies aggregating Rs. 293 million. Term loan was swapped in February 2008 for a period of two years at mark up of 1.4% per annum above three months KIBOR and is repayable in eight quarterly installments starting February 2008. The loan is secured by way of first exclusive hypothecation charge ranking pari passu of Rs. 413 million over all present and future movable fixed assets related to the cable TV and internet division of Broadband Karachi.

Further under swap arrangement, principal portion of the following banks was repaid and forms part of rescheduled term finance loan:

- Habib Metropolitan Bank Limited secured
- Orix Investment Bank Limited secured
- Pak Kuwait Investment Company Limited secured
- Faysal Bank Limited secured

## 23 Deferred taxation

This is composed of:	2008	2007
This is composed of.	(Rupee	s in '000)
Liability for deferred taxation comprising temporary differences related to:		
Accelerated tax depreciation Surplus on revaluation of plant and equipment Others	1,643,440 173,058 254,295	1,414,455 106,504 155,529
Asset for deferred taxation comprising temporary differences related to	:	
Unused tax losses and tax credits	<u>(1,360,204)</u> 710,589	(1,009,863) 666,625
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24 Retirement benefits	Note	<b>2008</b> 2007 (Rupees in '000)	
Gratuity			
The amount recognized in the balance sheet is as follows:			
Present value of defined benefit obligation		133,328	107,126
Unrecognized actuarial losses		(10,675)	(8,616)
Benefits due but not paid		10,547	346
		133,200	98,856
Subsidiary's gratuity obligaton	_	624	455
	=	133,824	99,311
Liability at beginning of the year		99,311	70,103
Charge for the year	24.1	53,294	43,756
Additional liability due to transferred employees		-	20
Paid during the year		(18,862)	(14,542)
Exchange adjustment on Subsidiary's gratuity obligation	_	81	(26)

24.1 Salaries, wages, amenities and other benefits include the following in respect of retirement and other benefits:

133,824

99,311

		Note	2008	2007	
			(Rupees in '000)		
	Interest cost for the year Current service cost Actuarial loss recognized during the year	24.2 -	10,851 42,406 <u>37</u> 53,294	9,469 34,287 	
24.2	Charge for the year has been allocated as follows:	=			
	Operating cost Capitalized during the year	-	48,039 5,255 53,294	38,500 5,256 43,756	

24.3 Recent actuarial valuation of plan was carried out on 30 June 2008 by Nauman Associates.

Significant actuarial assumptions used for valuation of these plans are as follows:

	2008 per annum	2007 per annum
Discount rate	12%	10%
Expected rate of salary increase	11%	9%
Average expected remaining working life time of employees	12 years	12 years

## 24.4 Historical information for gratuity

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	2005	2006	2007	2008
Present value of defined benefit obligation	5,774	73,978	107,126	133,328
Experience adjustment arising on plan liabilities	(14)	(4,251)	(4,461)	(2,096)
5 Liabilities against assets subject to finance leas	e	Note	2008 (Rupees in	2007 1 <b>'000)</b>
Present value of minimum lease payments Less: Current portion shown under current liabilit	ies		28,191 17,275)	383,066 (189,040)
			10,916	194,026

Interest rate used as discounting factor is ranging from 8 % to 17.44% per annum (2007: 7.5% to 16% per annum). Taxes, repairs, replacements and insurance costs are to be borne by lessee. Under the terms of the agreements, the Group has an option to acquire the assets at the end of the respective lease terms by adjusting the deposit amount against the residual value of the assets. The Group intends to exercise the option. In case of default in payment of installments, the Group will be liable to pay additional lease rental on overdue payment at the rate of 0.1% per day.

The amount of future payments of the lease and the period in which these payments will become due are as follows:

		2008			2007	
	Minimum Lease Payment	Finance cost	Principal	Minimum Lease Payment	Finance cost	Principal
	(R	upees in '00	0)	(F	Rupees in '00	00)
Not later than one year	136,969	19,694	117,275	212,069	23,029	189,040
Later than one year but not later than five years	117,115	6,199	110,916	217,674	23,648	194,026
	254,084	25,893	228,191	429,743	46,677	383,066
			Note	200		2007
License fee payable					(Rupees in	(000)
Carrying value of license fee p Less: present value adjustment				1,206, (453,	107)	1,206,000 (453,107)
Accumulated interest charged Less: Payments	to profit and los	58		752, 231, (71,		752,893 124,898

This represents interest free license fee payable to PTA for WLL license. As per the agreement with PTA, the total of Rs. 1,135 million is payable after two years by March 2010. The long term portion has been discounted using the effective interest rate of 12.5%.

17

913,554

-913,554 877,791

806,791

(71,000)

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Less: Current portion shown under current liabilities

## 27 Contingencies and commitments

## 27.1 Billing disputes with PTCL

- **27.1.1** There is a dispute of Rs. 77.97 million (2007: Rs 75.2 million) with PTCL for billing of non revenue time of prepaid calling cards and excess minutes billed on account of interconnect and settlement charges. The management is confident that matter will be decided in favour of the Company.
- 27.1.2 PTCL has charged the Company excess Domestic Private Lease Circuits (DPLC) and other media charges amounting to Rs. 73.9 million (2007: Rs. 20.2 million) on account of difference in rates, distances and date of activation. Further the Company has also deposited Rs. 40 million (2007: Rs. 40 million) in Escrow Account on account of dispute of charging of bandwidth charges from the date of activation of Digital Interface Units (DIUs) for commercial operation and in proportion to activation of DIUs related to each DPLC link and excess charging in respect of Karachi-Rawalpindi link which was never activated. The management is confident that matter will be decided in favour of the Company.

## 27.2 Billing disputes with Pakistan Telecommunication Authority (PTA)

- **27.2.1** PTA has raised a demand on the Company of Rs. 4.3 million on account of annual microwave and BTS registration charges. The Company is not paying this amount on the grounds that earlier exemptions were given to mobile operators. In addition to this, there is no legal requirement to register BTS with PTA, therefore PTA cannot charge a fee for BTS registration. The management is confident that matter will be decided in favour of the Company.
- **27.2.2** PTA has issued a notice to the Company regarding the 479 MHz and 3.5 GHz frequency bands, as the Company has failed to undertake the rollout of its wireless local loop ("WLL") network in the aforesaid frequencies within the time limit prescribed by PTA. The Authority has right to withdraw unused frequency spectrum and cancel the license for not meeting the said roll out requirement. The Company's stance in this respect is that the rollout in 479 MHz, a non standard frequency band, could not be carried out due to non availability of infrastructure and user terminals. Its deployment and commercial operation is not possible in the limited revised time frame. In 3.5 GHz band, the roll out is delayed due to limited customers' market and high cost of the Customer Premises Equipment. Non-firm standards, technology evolution and optimization of spectrum by PTA are also the main reasons for its delayed rollout. However, the Company has started its roll out plan and is successful in getting commencement certificate in GTR and KTR regions for 3.5 GHz frequency and 479 MHz frequency respectively. The management is hopeful that matter will be decided in favour of the Company and notice will be withdrawn.
- **27.2.3** There is a dispute of Rs. 11.3 million with PTA on account of contribution to the Research and Development Fund ("R&D Fund") for the period prior to the formation of R&D Fund by the Federal Government. Based on legal advice, the management is confident that the matter will be decided in favour of the Company.
- **27.2.4** There is a dispute of Rs. 491 million (2007: Rs. 491 million) with PTA on Universal Service Fund (USF) representing contribution to USF for the period prior to the formation of USF by the Federal Government. Out of this amount, Rs. 223 million relating to prior periods has been deposited with PTA. Show cause notice was issued by the PTA and the Company had submitted its reply. PTA after hearing the Company's view has passed determination dated 4 April 2008 against the Company. The Company has filed an appeal in Honourable Islamabad High Court and stay order has been granted by the Honourable Islamabad High Court in favour of the Company. The case before Honourable Islamabad High Court is now fixed for 16 September 2008. Based on legal advice, the management is confident that the matter will be decided in favour of the Company.
- **27.3** The Income Tax proceedings have been finalized upto Tax Year 2007 with the exception of the following issues:

- 27.3.1 Income Tax Return for the tax year ended 30 June 2006 was filed under the self assessment scheme, subsequently the case was reopened by invoking the provisions of section 122 (5A). Additions were made on account of brought forward losses, gratuity and goodwill of Rs. 773 million. The Company filed an appeal before the Commissioner of Income Tax (Appeals). The Commissioner of Income Tax (Appeals) dismissed the appeal of the Company and now the Company has filed appeal in Income Tax Appellate Tribunal Lahore against the order of Commissioner of Income Tax (Appeals). The management is confident that matter will be decided in favour of the Company.
- 27.3.2 In 2006 Sales Tax Authorities served Show Cause Notices to various payphone companies, including the Company on account of alleged wrong claim of refund of Rs. 167 million under section 66 of the Sales Tax Act 1990. Subsequent to 30 June 2007, Additional Collector (Adjudication) Sales Tax, Lahore has given a decision against the Company and imposed a penalty on the Company and Chief Executive, equivalent to the amount of original alleged claim. Later on, the Sales Tax Department has issued a notice under Section 48 of the Sales Tax Act, 1990 to the bankers of the Company and Customs Authorities for recovery of refund along with penalty. Moreover, a notice for stoppage of clearance of imported goods has also been issued by the Sales Tax Department to Custom Authorities. The Federal Tax Ombudsman ("FTO") has issued an order that no penalty can be imposed against the Company as there is no element of tax fraud involved in the matter and the issue pertains to a change of opinion of the Federal Board of Revenue. Order to the extent of Chief Executive for imposition of penalty could not be passed by FTO as the Chief Executive's writ petition is pending in the Honourable Lahore High Court. Upon application of the Company under section 47A of the Sales Tax Act, 1990 for constitution of Alternative Dispute Resolution Committee (ADRC) the FBR has constituted the Committee and referred the matter to be resolved at ADRC. The management is confident that matter will be decided in favour of the Company.

		2008	2007
		(Rupees in '000)	
27.4	Outstanding guarantees	314,446	197,006
27.5	Commitments in respect of capital expenditure	108,629	179,261
27.6	Outstanding letters of credit	518,396	31,084
Issue	d, subscribed and paid up capital		
	ary shares of Rs. 10 each as fully paid in cash	3,440,000	3,440,000
	ary shares of Rs. 10 each issued in accordance with heme of merger	3,099,658	3,099,658
	ary shares of Rs. 10 each issued as fully paid bonus shares	5,099,058 980,949	980,949
	ary shares of Rs. 10 each issued against convertible loan	1,085,109	-
		8,605,716	7,520,607
		2008	2007
28.1	Reconciliation of Issued, subscribed and paid up capital	(Number	r of shares)
	Opening balance	752,060,657	653,965,789
	Issued as fully paid bonus shares	-	98,094,868
	Issued against convertible loan	108,510,856	-
		860,571,513	752,060,657

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**28.2** As at 30 June 2008, Oman Telecommunications Company SAOG the holding company, holds 488,839,429 ordinary shares (2007: Nil) of the Company. In addition 53,003,749 ordinary shares (2007; 85,960,573 ordinary shares) are held by the following related parties as at 30 June 2008:

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	2008	2007
Related parties	(Number	of shares)
First Capital Securities Corporation Limited	7,737,207	84,159,661
Pace (Pakistan) Limited	912	1,800,912
Arif Habib Securities Limited	45,265,630	-
	53,003,749	85,960,573
Shave nyemium		

## 29 Share premium

30

This reserve can be utilized by the Group only for the purposes specified in section 83(2) of the Companies Ordinance, 1984.

(Rupees in '000)		
64,059 430,393	304,297	
494,452	304,297	
(173,058) 321,394	(106,504) 197,793	
-	64,059 430,393 494,452 (173,058)	

**30.1** The surplus on revaluation shall not be utilized directly or indirectly by way of dividend or bonus shares as per Section 235 of the Companies Ordinance, 1984.

		Note	2008	2007
			( <b>Rupees in '000</b> )	
31	Revenue -net			
	Telecom services		3,191,888	3,398,756
	Broadband services		1,622,136	1,280,157
			4,814,024	4,678,913
	Less:			
	Sales tax		146,647	203,962
	Discount and commission		148,073	146,200
			294,720	350,162
			4,519,304	4,328,751
32	Direct cost			
	Interconnect, settlement and other charges		1,242,007	1,370,531
	Bandwidth and other PTCL charges		267,905	263,043
	Depreciation	4.4	804,648	666,361
	Amortization of intangible assets	6.3	86,535	58,273
	Power consumption and pole rent		189,180	102,298
	Security services		35,368	20,719
	PTA charges	32.1	26,537	28,534
	Cable license fee		34,551	32,768
	Salaries and other benefits		19,363	13,241
	Inventory consumed		17,661	30,983
	Stores and spares consumed		18,285	9,647
	Annual spectrum fee		21,911	13,243
	Content cost		30,517	24,814
	Network maintenance & insurance		60,908	9,833
	Others		10,900	2,252
			2,866,276	2,646,540

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32.1	PTA Charges	Note	2008 (Rupees in 6	2007 (000)
	LDI license	32.1.1	4,583	10,321
	WLL license	32.1.2	15,471	12,345
	Payphones license		-	555
	Broadband license		5,641	4,465
	Telephony license	32.1.3	389	175
	Annual numbering charges		111	198
	Testing and other charges		342	475
		_	26,537	28,534

- **32.1.1** This represents charges payable to PTA in respect of contribution to the Universal Service Fund established by Federal Government amounting to Rs. 2.73 million (2007: Rs. 1.123 million) and annual regulatory fee amounting to Rs. 1.85 million (2007: Rs. 3.066 million) under the license agreement for LDI project.
- **32.1.2** This represents charges payable to PTA in respect of contribution to the Research and Development Fund established by Federal Government amounting to Rs. 2.10 million (2007: Rs. 6.157 million), Universal Service Fund amounting to Rs. 10.03 million (2007: Rs.3.109 million) and annual regulatory fee amounting to Rs. 3.34 million (2007: Rs 3.079 million) under the license agreement for WLL project.

The gross revenue represents revenue from licensed services only i.e. connection charges, post paid billing to customers, air time of prepaid cards utilized by customers, line rent of both prepaid and post paid connections and local and international inbound revenue. It does not include one time initial fee received from customers on activation of connection i.e. membership fee and license fee.

**32.1.3** This represents charges payable to PTA in respect of contribution to the Research and Development Fund established by Federal Government amounting to Rs. 0.130 million (2007: Rs. 0.113 million), Universal Service Fund amounting to Rs. 0.195 million (2007: Rs. Nil) and annual regulatory fee amounting to Rs. 0.065 million (2007: Rs. 0.062 million) for the current year under the license agreement for Telephony Project.

33         Operating cost         (Rupces in '000)           Salaries, wages and benefits         498,568         476,164           Marketing, advertisement and selling expenses         170,795         149,475           Rent, rates and taxes         65,270         53,861           Communications         32,236         30,739           Transportation         26,749         18,615           Legal and professional         33.1         25,758         11,492           Insurance         36,525         23,065         Utilities         25,702         25,129           Printing and stationery         20,559         18,061         19,948         19,063           Travel and conveyance         62,761         41,524         Repairs and maintenance         21,676         18,884           Provision for doubtful debts         78,249         73,619         537         6471           Donations         33.2         313         5711         556         8,288           Newspapers and periodicals         537         6474         20,557         63,503           Newspapers and periodicals         537         6474         20,500         4,44         89,859         63,503           Newspapers and periodicals         537			Note	2008	2007
Marketing, advertisement and selling expenses $170,795$ $149,475$ Rent, rates and taxes $65,270$ $53,861$ Communications $32,236$ $30,739$ Transportation $26,749$ $18,615$ Legal and professional $33.1$ $25,758$ $11,492$ Insurance $36,525$ $23,065$ Utilities $25,702$ $25,129$ Printing and stationery $20,559$ $18,061$ Entertainment $19,948$ $19,063$ Travel and conveyance $62,761$ $41,524$ Repairs and maintenance $21,676$ $18,884$ Provision for doubtful debts $78,249$ $73,619$ $537$ $647$ Donations $33.2$ $313$ $5711$ Fees and subscriptions $6,778$ $9,587$ Postage and courier $10,456$ $8,288$ Newspapers and periodicals $537$ $647$ Consultancy $22$ $ Auditor's remuneration33.34,3064,064Depreciation4.489,85963,503Amortization of deferred cost4,7275,336Miscellaneous16,41412,279$	33	Operating cost		(Rupees in	<b>'000</b> )
Rent, rates and taxes $65,270$ $53,861$ Communications $32,236$ $30,739$ Transportation $26,749$ $18,615$ Legal and professional $33.1$ $25,758$ $11,492$ Insurance $36,525$ $23,065$ Utilities $25,702$ $25,129$ Printing and stationery $20,559$ $18,061$ Entertainment $19,948$ $19,063$ Travel and conveyance $62,761$ $41,524$ Repairs and maintenance $21,676$ $18,884$ Provision for doubtful debts $78,249$ $73,619$ Donations $33.2$ $313$ $571$ Fees and subscriptions $6,778$ $9,587$ Postage and courier $10,456$ $8,288$ Newspapers and periodicals $537$ $647$ Consultancy $22$ -Auditor's remuneration $33.3$ $4,306$ $4,064$ Depreciation $4.4$ $89,859$ $63,503$ Amortization of intangible assets $6.3$ $2,932$ $2,500$ Amortization of deferred cost $4,727$ $5,336$ Miscellaneous $16,414$ $12,279$				498,568	
Communications         32,236         30,739           Transportation         26,749         18,615           Legal and professional         33.1         25,758         11,492           Insurance         36,525         23,065           Utilities         20,559         18,061           Entertainment         19,948         19,063           Travel and conveyance         62,761         41,524           Repairs and maintenance         21,676         18,884           Provision for doubtful debts         78,249         73,619           Donations         33.2         313         571           Fees and subscriptions         6,778         9,587           Postage and courier         10,456         8,288           Newspapers and periodicals         537         647           Consultancy         22         -           Auditor's remuneration         33.3         4,306         4,064           Depreciation         4.4         89,859         63,503           Amortization of intangible assets         6.3         2,932         2,500           Amortization of deferred cost         4,727         5,336           Miscellaneous         16,414         12,279 </td <td></td> <td>Marketing, advertisement and selling expenses</td> <td></td> <td>170,795</td> <td>149,475</td>		Marketing, advertisement and selling expenses		170,795	149,475
Transportation $26,749$ $18,615$ Legal and professional $33.1$ $25,758$ $11,492$ Insurance $36,525$ $23,065$ Utilities $25,702$ $25,129$ Printing and stationery $20,559$ $18,061$ Entertainment $19,948$ $19,063$ Travel and conveyance $62,761$ $41,524$ Repairs and maintenance $21,676$ $18,884$ Provision for doubtful debts $78,249$ $73,619$ Donations $33.2$ $313$ $571$ Fees and subscriptions $6,778$ $9,587$ Postage and courier $10,456$ $8,288$ Newspapers and periodicals $537$ $647$ Consultancy $22$ -Auditor's remuneration $33.3$ $4,306$ $4,064$ Depreciation $4.4$ $89,859$ $63,503$ Amortization of intangible assets $6.3$ $2,932$ $2,500$ Amortization of deferred cost $4,727$ $5,336$ Miscellaneous $16,414$ $12,279$		Rent, rates and taxes			
Legal and professional       33.1       25,758       11,492         Insurance       36,525       23,065         Utilities       25,702       25,129         Printing and stationery       20,559       18,061         Entertainment       19,948       19,063         Travel and conveyance       62,761       41,524         Repairs and maintenance       21,676       18,884         Provision for doubtful debts       78,249       73,619         Donations       33.2       313       571         Fees and subscriptions       6,778       9,587         Postage and courier       10,456       8,288         Newspapers and periodicals       537       647         Consultancy       22       -         Auditor's remuneration       33.3       4,306       4,064         Depreciation       4.4       89,859       63,503         Amortization of intangible assets       6.3       2,932       2,500         Amortization of deferred cost       4,727       5,336         Miscellaneous       16,414       12,279		Communications		32,236	30,739
Insurance $36,525$ $23,065$ Utilities $25,702$ $25,129$ Printing and stationery $20,559$ $18,061$ Entertainment $19,948$ $19,063$ Travel and conveyance $62,761$ $41,524$ Repairs and maintenance $21,676$ $18,884$ Provision for doubtful debts $78,249$ $73,619$ Donations $33.2$ $313$ $571$ Fees and subscriptions $6,778$ $9,587$ Postage and courier $10,456$ $8,288$ Newspapers and periodicals $537$ $647$ Consultancy $22$ -Auditor's remuneration $33.3$ $4,306$ $4,064$ Depreciation $4.4$ $89,859$ $63,503$ Amortization of intangible assets $6.3$ $2,932$ $2,500$ Amortization of deferred cost $4,727$ $5,336$ Miscellaneous $16,414$ $12,279$		Transportation		26,749	18,615
Utilities $25,702$ $25,129$ Printing and stationery $20,559$ $18,061$ Entertainment $19,948$ $19,063$ Travel and conveyance $62,761$ $41,524$ Repairs and maintenance $21,676$ $18,884$ Provision for doubtful debts $78,249$ $73,619$ Donations $33.2$ $313$ $571$ Fees and subscriptions $6,778$ $9,587$ Postage and courier $10,456$ $8,288$ Newspapers and periodicals $537$ $647$ Consultancy $22$ -Auditor's remuneration $33.3$ $4,306$ $4,064$ Depreciation $4.4$ $89,859$ $63,503$ Amortization of intangible assets $6.3$ $2,932$ $2,500$ Amortization of deferred cost $4,727$ $5,336$ Miscellaneous $16,414$ $12,279$		Legal and professional	33.1	25,758	11,492
Printing and stationery $20,559$ $18,061$ Entertainment $19,948$ $19,063$ Travel and conveyance $62,761$ $41,524$ Repairs and maintenance $21,676$ $18,884$ Provision for doubtful debts $78,249$ $73,619$ Donations $33.2$ $313$ $571$ Fees and subscriptions $6,778$ $9,587$ Postage and courier $10,456$ $8,288$ Newspapers and periodicals $537$ $647$ Consultancy $22$ -Auditor's remuneration $33.3$ $4,306$ Depreciation $4.4$ $89,859$ $63,503$ Amortization of intangible assets $6.3$ $2,932$ $2,500$ Amortization of deferred cost $4,727$ $5,336$ Miscellaneous $16,414$ $12,279$				36,525	23,065
Entertainment19,94819,063Travel and conveyance $62,761$ $41,524$ Repairs and maintenance $21,676$ $18,884$ Provision for doubtful debts $78,249$ $73,619$ Donations $33.2$ $313$ $571$ Fees and subscriptions $6,778$ $9,587$ Postage and courier $10,456$ $8,288$ Newspapers and periodicals $537$ $647$ Consultancy $22$ -Auditor's remuneration $33.3$ $4,306$ $4,064$ Depreciation $4.4$ $89,859$ $63,503$ Amortization of intangible assets $6.3$ $2,932$ $2,500$ Amortization of deferred cost $4,727$ $5,336$ Miscellaneous $16,414$ $12,279$		Utilities		25,702	25,129
Travel and conveyance62,76141,524Repairs and maintenance21,67618,884Provision for doubtful debts78,24973,619Donations33.2313571Fees and subscriptions6,7789,587Postage and courier10,4568,288Newspapers and periodicals537647Consultancy22-Auditor's remuneration33.34,3064,064Depreciation4.489,85963,503Amortization of intangible assets6.32,9322,500Amortization of deferred cost4,7275,336Miscellaneous16,41412,279		Printing and stationery		20,559	18,061
Repairs and maintenance $21,676$ $18,884$ Provision for doubtful debts $78,249$ $73,619$ Donations $33.2$ $313$ $571$ Fees and subscriptions $6,778$ $9,587$ Postage and courier $10,456$ $8,288$ Newspapers and periodicals $537$ $647$ Consultancy $22$ -Auditor's remuneration $33.3$ $4,306$ $4,064$ Depreciation $4.4$ $89,859$ $63,503$ Amortization of intangible assets $6.3$ $2,932$ $2,500$ Amortization of deferred cost $4,727$ $5,336$ Miscellaneous $16,414$ $12,279$		Entertainment		19,948	19,063
Provision for doubtful debts $78,249$ $73,619$ Donations $33.2$ $313$ $571$ Fees and subscriptions $6,778$ $9,587$ Postage and courier $10,456$ $8,288$ Newspapers and periodicals $537$ $647$ Consultancy $22$ -Auditor's remuneration $33.3$ $4,306$ $4,064$ Depreciation $4.4$ $89,859$ $63,503$ Amortization of intangible assets $6.3$ $2,932$ $2,500$ Amortization of deferred cost $4,727$ $5,336$ Miscellaneous $16,414$ $12,279$		Travel and conveyance		62,761	41,524
Donations       33.2       313       571         Fees and subscriptions       6,778       9,587         Postage and courier       10,456       8,288         Newspapers and periodicals       537       647         Consultancy       22       -         Auditor's remuneration       33.3       4,306       4,064         Depreciation       4.4       89,859       63,503         Amortization of intangible assets       6.3       2,932       2,500         Amortization of deferred cost       4,727       5,336         Miscellaneous       16,414       12,279		Repairs and maintenance		21,676	18,884
Fees and subscriptions       6,778       9,587         Postage and courier       10,456       8,288         Newspapers and periodicals       537       647         Consultancy       22       -         Auditor's remuneration       33.3       4,306       4,064         Depreciation       4.4       89,859       63,503         Amortization of intangible assets       6.3       2,932       2,500         Amortization of deferred cost       4,727       5,336         Miscellaneous       16,414       12,279		Provision for doubtful debts		78,249	73,619
Postage and courier       10,456       8,288         Newspapers and periodicals       537       647         Consultancy       22       -         Auditor's remuneration       33.3       4,306       4,064         Depreciation       4.4       89,859       63,503         Amortization of intangible assets       6.3       2,932       2,500         Amortization of deferred cost       4,727       5,336         Miscellaneous       16,414       12,279		Donations	33.2	313	571
Newspapers and periodicals         537         647           Consultancy         22         -           Auditor's remuneration         33.3         4,306         4,064           Depreciation         4.4         89,859         63,503           Amortization of intangible assets         6.3         2,932         2,500           Amortization of deferred cost         4,727         5,336           Miscellaneous         16,414         12,279		Fees and subscriptions		6,778	9,587
Consultancy       22       -         Auditor's remuneration       33.3       4,306       4,064         Depreciation       4.4       89,859       63,503         Amortization of intangible assets       6.3       2,932       2,500         Amortization of deferred cost       4,727       5,336         Miscellaneous       16,414       12,279		Postage and courier		10,456	8,288
Auditor's remuneration       33.3       4,306       4,064         Depreciation       4.4       89,859       63,503         Amortization of intangible assets       6.3       2,932       2,500         Amortization of deferred cost       4,727       5,336         Miscellaneous       16,414       12,279		Newspapers and periodicals		537	647
Depreciation         4.4         89,859         63,503           Amortization of intangible assets         6.3         2,932         2,500           Amortization of deferred cost         4,727         5,336           Miscellaneous         16,414         12,279		Consultancy		22	-
Amortization of intangible assets6.3 <b>2,932</b> 2,500Amortization of deferred cost <b>4,727</b> 5,336Miscellaneous <b>16,414</b> 12,279		Auditor's remuneration	33.3	4,306	4,064
Amortization of deferred cost         4,727         5,336           Miscellaneous         16,414         12,279		Depreciation	4.4	89,859	63,503
Miscellaneous 16,414 12,279		Amortization of intangible assets	6.3	2,932	2,500
		Amortization of deferred cost		4,727	5,336
		Miscellaneous		16,414	12,279
<b>1,221,140</b> 1,066,466		_		1,221,140	1,066,466

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- **33.1** These include operating expenses amounting to Rs. 0.005 million (2007: Rs. 0.091 million) with respect to investment property.
- **33.2** None of the Directors of the Group or any of their spouses have any interest in or otherwise associated with any of the recipients of donations made by the Group during the year.

		Note	2008	2007
33.3	Auditor's remuneration		(Rupees in	<b>'000)</b>
	Statutory audit		2,800	2,624
	Half year review		770	700
	Services in connection with review and reporting of			
	accounts to parent company auditors		300	-
	Other sundry certifications		51	400
	Out of pocket expenses		385	340
			4,306	4,064
Financ	ee cost			
Mark-u	ip on long term loans	34.1	147,275	101,683
Mark-u	ip on short term loans		120,888	30,001
Interest	t on PTA license fee		106,763	101,125
Financi	ial charge on leased liabilities		35,277	32,772
Mark u	p on Term Finance Certificates		43,009	40,389
	harges and commission		7,961	7,496
	-		461,173	313,466

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34.1 This includes amortization of initial transaction cost of Rs. 54.459 million (2007: Rs. 7.985 million).

		2008 (Rupees in	2007 1 <b>'000)</b>
35	Other operating income	× •	
	Income from financial assets		
	Profit on sale of investments	19,045	85,274
	Income on deposit and saving accounts	19,188	25,628
	Dividend income	581	2,490
	Mark-up on advance to associated company	4,060	6,483
		42,874	119,875
	Income from non-financial assets		
	Rental income from investment property	4,492	4,084
	Scrap sales	413	469
	Gain on sale of property, plant and equipment	4,261	1,776
	Miscellaneous	41,401	11,934
		50,567	18,263
		93,441	138,138
36	Other expenses		
	Impairment of goodwill	-	29,047
	Provision for impairment of fixed assets of the subsidiary	9,371	-
	Exchange loss/(gain)	22,643	(2,055)
		32,014	26,992
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37	Taxation	Note	2008 (Rupees in	2007 <b>'000)</b>
	For the year Current Deferred	37.1	225 (22,590) (22,365)	334 82,576 82,910
	Share of taxation from associate	-	(22,365)	1,115 84,025

The Group has not made provision for current taxation, except for income covered under presumptive tax regime, as carried forward losses and accelerated tax depreciation are available to the Group under Income Tax Ordinance 2001. As per section 113 of the Income Tax Ordinance, 2001, minimum tax paid by the Group is adjustable against tax payable by the Group in respect of future taxable profits. 37.1

#### 37.2 Tax charge reconciliation

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Numerical reconciliation between the average effective tax rate and the applicable tax rate

	Applicable tax rate		2008 % 35.00	2007 % 35.00	
	Tax effect of amounts:				
	Not deductible for tax purposes Admissible for tax purposes Exempt from tax Covered under presumptive tax regime Of Subsidiary Of Associate Average effective tax rate	-	125.17 (207.70) (23.53) (3.37) 18.51	7.58 (12.31) (18.71) (0.28) 0.52 0.02	
	(tax expense divided by profit before tax)	:	(55.92)	11.82	
Earni 38.1	ngs per share Basic earnings per share		2008	2007	
	Profit after taxation available for distribution to ordinary shareholders	Rupees in '000	65,811	626,970	
	Weighted average number of ordinary shares	Number in '000	770,146	752,061	
	Basic earnings per share	Rupees	0.09	0.83	
38.2	Diluted earnings per share			2007 (Rupees in '000)	
	Profit after taxation available for distribution to After tax effect of interest on convertible loan f After tax effect of interest on syndicated loan-I			626,970 8,504 1,377	
	Profit after taxation available for distribution to	o ordinary sharehol	ders (diluted)	636,851	
				Number in '000	
	Weighted average number of ordinary shares Effect of conversion of convertible loan from Amatis Limited Effect of conversion of syndicated loan-I				
	Weighted average number of ordinary shares ( Diluted earnings per share	(diluted)	Rupees	863,128	
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**38.3** Potential ordinary shares of syndicated loan have anti-dilutive impact in the current year's earning per share. Therefore diluted earning per share for the current year has not been disclosed.

## **39** Related party transactions

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The related parties comprise local associated companies, related group companies, directors of the Group, companies where directors also hold directorship and key management employees. Amounts due from and to related parties are shown under receivables and payables and remuneration of directors and key management employees is disclosed in note 42. Other significant transactions with related parties are as follows:

Associated companies	2008 (Rupees i	2007 n '000')
Purchase of goods and services Sale of goods and services	39,915 128 840	52,348
Sale of goods and services	128,849	10,013
All transactions with related parties have been carried out on commercial terms and conditions.		
Cash generated from operations		
Profit before taxation	43,446	710,995
Adjustment for non-cash charges and other items:		
Depreciation	894,507	729,864
Amortization of intangible assets	89,467	60,773
Amortization of deferred cost	4,727	5,336
Amortization of transaction cost	54,459	7,985
Interest on PTA license fee	106,763	101,125
Provision for doubtful receivables	78,249	73,619
Gain on sale of short term investments	(19,045)	(85,274)
Share of profit from associated companies - net	(3,448)	(2,871)
Profit on disposal of property, plant and equipment	(4,261)	(1,776)
Impairment of Goodwill	-	29,047
Impairment of assets	9,371	-
Gain on re-measurement of investments at fair value	(3,844)	(279,183)
Gain on re-measurement of investment property at fair value	(4,012)	(15,516)
Retirement benefits	48,039	38,500
Finance costs	299,347	203,829
Profit before working capital changes	1,593,764	1,576,453
Effect on cash flow due to working capital changes: (Increase)/decrease in the current assets		

Stores and spares	10,111	(32,814)
Stock in trade	(54,726)	(13,988)
Trade debts	(74,356)	(259,032)
Loans and advances	(100,894)	18,900
Deposits and prepayments	(55,549)	12,608
Other receivables	172,611	(1,484)
Increase/(decrease) in the current liabilities		
Trade and other payables	(21,933)	196,419
	(124,736)	(79,391)
	1,469,028	1,497,062

		Note	2008	2007
41	Cash and cash equivalents		(Rupees	in '000)
	Cash and bank balances	16	850,516	562,985
	Running finance under markup arrangements-secured	18	(66,894)	(525,459)
			783,622	37,526

## 42 Remuneration of chief executive, directors and executives

The aggregate amount charged in the financial statements for the year for remuneration, including certain benefits, to the chief executive, directors and executives of the Group are as follows:

	Chief Executive		Direct	ors	Executives	
	2008	2007	2008	2007	2008	2007
	(Rupees	in '000)	(Rupees i	in '000)	(Rupees i	n '000)
Managerial remuneration	1,398	1,584	1,334	1,637	77,823	68,857
Retirement benefits	200	200	200	200	9,214	9,187
Housing	559	648	533	655	31,130	27,543
Utilities	140	168	133	164	7,782	6,886
	2,297	2,600	2,200	2,656	125,949	112,473
Number of persons	1	1	1	1	96	100

The chief executive, directors and certain executives of the Group are provided with Group maintained vehicles and residential telephones.

No meeting fee was paid to directors during the year (2007: Rs. Nil).

	Inter	Interest / mark up bearing	ing			Non interest/mark up bearing	up bearing			
	Maturity	Maturity	Maturity		Maturity	Maturity	Maturity			
	upto one year	after one year	atter two years	Sub total	upto one year	atter one year	atter two years	Sub total	L	Total
	,	upto two years	upto five years			upto two years	upto five years		2008	2007
		(Rupe	(Rupees in '000)			(Rup	(Rupees in '000)		(Rupe	(Rupees in '000)
Financial assets										
Long term denosits	,	,	,	ı	1.971	29.485	80.423	111.879	111.879	2,44,754
Trade debts		'		·	900,712			900,712	900,712	899,714
Loans and advances - considered good	28,886			28,886	38 300			- 38 300	28,886 38 300	28,886 87 621
Other receivables			I	I	235,874	I	I	235,874	235,874	411,387
Short term investments	1 0 0				574,785		·	574,785	574,785	570,941
Cash and bank balances	578,138		·   .	578,138	301,263 2,052,914	29,485	80,423	<u>301,263</u> 2,162,822	850,516 2,740,961	2,806,288
Financial liabilities										
Term finance certificates - secured	59,557	1,518,690	1,771,544	3,349,791					3,349,791	392,965
Long term finances-secured	146,597	259,942		406,539		·	'	·	406,539	1,118,634
Liabilities against assets subject to finance lease	117,275	102,073	8,844	228,192				- 112 025	228,192	383,066
Loug term payables Long term denosits							54.037	54.037	54.037	60.627
License fee payable	'				'	913,554	1	913,554	913,554	806,791
Running finance under markup arrangements-secured	ured 66,894			66,894	-	·	'		66,894 046 367	525,459
I raue and outer payables					100,046		•	100,044	100,040	1001,000
THEFEN AND TRAIN UP ACCIDED	390,323	1,880,705	1,780,388	4,051,416	1,021,208	913,554	196,972	2,131,734	6,183,150	4,419,982
Off balance sheet financial instruments										
Contingencies and commitments									934,099	1,272,661
Guarantees Letters of credit									314,446 518.396	31.084
									1,766,941	1,500,751
The effective interest/mark-up rates for the monetary financial assets and liabilities are mentioned in respective notes to the financial statements.	tary financial a	ssets and liabilit	ies are mentione	d in respective m	otes to the finar	ıcial statements				
43.1 Financial risk management objectives										
The Group finances its operations through equity, borrowings and management of working capital with a view to obtain a reasonable mix between the various sources of finance to minimize the risk.	borrowings an	d management o	f working capita	l with a view to	obtain a reason.	able mix betwe	en the various so	urces of finance	to minimize the risk	
Taken as a whole, risk arising from the Group's financial instruments is limited as there is no significant exposure to market risk in respect of such instruments	nancial instrum	tents is limited as	s there is no sign	ificant exposure	to market risk	in respect of suc	th instruments.			

# 43.2 Foreign exchange risk management

Foreign currency risk arises mainly where receivables and payables exist due to transactions entered into foreign currency. The Group is exposed to foreign currency risk on sales, purchases and borrowings that are entered in a currency other than Pak Rupees. The Group uses forward exchange contracts to hedge its foreign currency risk, when considered appropriate.

# Worldcall Telecom Limited Group

43 Financial assets and liabilities

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## 43.3 Concentration of credit risk

Credit risk represents the accounting loss that would be recognized at the reporting date if counter parties failed completely to perform as contracted. The Group's credit risk is primarily attributable to its trade debts and loans and advances. The Group has no significant concentration of credit risk as exposure is spread over a large number of counter parties in the case of trade debts. Total financial assets of Rs. 2,741 million (2007: Rs. 2,806 million) include financial assets Rs. 1,316 million (2007: Rs. 1,672 million), which are subject to credit risk. To manage exposure to credit risk, the Group applies credit limits to its customers and obtains advances from certain customers.

## 43.4 Fair values of financial assets and liabilities

The carrying values of all financial assets and liabilities reflected in financial statements approximate their fair values. Fair value is determined on the basis of objective evidence at each reporting date.

## 43.5 Liquidity risk

Liquidity risk reflects an enterprise's inability in raising funds to meet commitments. The Group follows an effective cash management and planning policy and maintains flexibility in funding by keeping committed credit lines available.

## 43.6 Interest rate risk

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in market interest rates. The Group has adopted appropriate policies to cover interest rate risk.

## 43.7 Capital management

The Board's policy is to maintain an efficient capital base so as to maintain investor, creditor and market confidence and to sustain the future development of Company's business. The Board of Directors monitors the return on capital employed, which the Company defines as operating income divided by total capital employed. The Board of Directors also monitors the level of dividends to ordinary shareholders.

The Group's objectives when managing capital are:

- a) to safeguard the entity's ability to continue as a going concern, so that it can continue to provide returns for shareholders and benefits for other stakeholders, and
- b) to provide an adequate return to shareholders.

The Group manages the capital structure in the context of economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Group may, for example, adjust the amount of dividends paid to shareholders, issue new shares, or sell assets to reduce debt. The Group monitors capital on the basis of the debt-to-equity ratio calculated as a ratio of total debt to equity and total debt.

**2008** 2007

(Rupees in '000)

The debt-to-equity ratios as at 30 June 2008 and at 30 June 2007 were as follows:

Total debt	3,997,496	2,420,124
Total equity and debt	16,029,846	14,262,794
Debt-to-equity ratio	25 :75	17:83

The increase in the debt-to-equity ratio in 2008 resulted primarily from acquiring new financing for further expansion.

There were no changes in the Group's approach to capital management during the year and the Group is not subject to externally imposed capital requirements.

## 44 Segment reporting

Segment information is presented in respect of the Group's business. The primary format, business segment, is based on the Group's management reporting structure.

Segment results, assets and liabilities include items directly attributable to a segment as well as those that can be allocated on a reasonable basis.

Segment capital expenditure is the total cost incurred during the year to acquire segment assets that are expected to be used for more than one year.

The Group's operations comprise of the following main business segments:

- Telecom segment which comprises of WLL, LDI and Operation and Maintenance of payphone network.
- Broadband segment which comprise of internet over cable and cable TV services.

All inter-segment sales are on arms length basis.

## Segment analysis for the year ended 30 June 2008

	Telecom	Broadband	Eliminations	Total
		(Rupees in	<b>'000</b> )	
Sales				
External sales	3,191,888	1,622,136	-	4,814,024
Inter-segment sales	9,926	3,264	(13,190)	-
Sales tax	(81,551)	(65,096)	-	(146,647)
Discount and commission	(143,466)	(4,607)	-	(148,073)
Total revenue	2,976,797	1,555,697	(13,190)	4,519,304
Profit before tax and unallocated expenses	(502,130)	545,576	-	43,446
Unallocated corporate expenses				
Taxation				22,365
Profit after taxation				65,811
			:	

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		Telecom	Broadband Rupees in '000	Total
Segment assets and liabilities		(	Rupees in 000	)
Segment assets Consolidated total assets		13,903,173	5,501,815	<u>19,404,988</u> <u>19,404,988</u>
Segment liabilities Unallocated segment liabilities Consolidated total liabilities		4,850,259	1,489,750	6,340,009 710,589 7,050,589
Segment capital expenditure		1,556,215	847,820	2,404,035 2,404,035
Non-cash expenses other than depreciation and amorti	zation	238,149	20,166	258,315
Depreciation and amortization		733,491	289,163	1,022,654
Segment analysis for the year ended 30 June 2007				
	Telecom	Broadband (Rupees in	Eliminations	s Total
Sales External sales Inter-segment sales	3,398,756 8,350	1,280,157 25,830	(34,180)	4,678,913
Sales tax Discount and commission	(161,923) (136,664)	(42,039) (9,536)		(203,962) (146,200)
Total revenue - net	3,108,519	1,254,412	(34,180)	4,328,751
Profit before tax and unallocated expenses	256,614	454,381	-	710,995
Unallocated corporate expenses Taxation Profit after taxation				(84,025) 626,970
		Telecom	Broadband	Total
Segment assets and liabilities		(,	Rupees in '000	)
Segment assets Consolidated total assets		12,949,886	4,444,507	17,394,393 17,394,393
Segment liabilities Unallocated segment liabilities Consolidated total liabilities		3,691,198	989,815	4,681,013 666,625 5,347,638
Segment capital expenditure		1,674,840	449,157	2,123,997 2,123,997
Non-cash expenses other than depreciation and amorti	zation	175,253	40,044	215,297
Depreciation and amortization		659,815	197,440	857,255
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## 45 Date of authorization for issue

These financial statements were authorized for issue on 12 August 2008 by the Board of Directors.

# 46 Standards, interpretations and amendments to published approved accounting standards that are yet not effective

Certain amendments to IAS 23 "Borrowing Costs" has been revised and is effective for the Group's accounting period beginning after 01 July 2009. Adoption of this standard will have no impact on the Group's financial statements.

IFRS 7 "Financial instruments: Disclosures" and IFRS 8 "Operating Segments" will be effective from 01 July 2008 and 01 July 2009 respectively. Adoption of these standards will effect the disclosures being presented in financial statements.

Other Standards, interpretations and amendments to published approved accounting standards are not relevant to the Group.

## 47 General

Figures have been rounded off to the nearest of thousand of rupee.

Babanch Muscat: CHIEF EXECUTIVE 12 August 2008 CHAIRMAN CHAIRMAN AUDIT COMMITTEE Annual Report 2008

## PATTERN OF SHAREHOLDING AS AT 30 JUNE 2008

## INCORPORATION NUMBER: 0042200 of 15-03-2001

No. of		Shares Held			
Shareholders	From		То		
602	1	-	100	28,708	
1586	101	-	500	479,461	
3493	501	-	1000	2,374,368	
1867	1001	-	5000	4,490,212	
363	5001	-	10000	2,803,486	
95	10001	-	15000	1,185,856	
100	15001	-	20000	1,822,658	
68	20001	-	25000	1,528,130	
37	25001	-	30000	1,020,862	
23	30001	-	35000	746,627	
14	35001	-	40000	528,601	
14	40001	-	45000	604,693	
18	45001	-	50000	887,268	
11	50001	-	55000	575,410	
5	55001	-	60000	289,293	
6	60001	-	65000	380,941	
3	65001	-	70000	201,431	
2	70001	-	75000	144,611	
1	75001	-	80000	78,444	
4	85001	-	90000	344,858	
3	90001	-	95000	273,737	
9	95001	-	100000	891,859	
3	100001	-	105000	303,232	
3	105001	-	110000	319,862	
2	110001	-	115000	223,672	
1	125001	-	130000	128,168	
1	130001	-	135000	133,312	
3	135001	-	140000	416,431	
2	140001	-	145000	285,012	
4	145001	-	150000	588,299	
2	150001	-	155000	303,169	
2	165001	-	170000	333,572	
7	170001	-	175000	1,197,238	
1	175001	-	180000	179,000	
1	180001	-	185000	185,000	
2	185001	-	190000	375,177	

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No. of		Shares Held			
Shareholders	From		То		
1	190001	-	195000	192,500	
2	195001	-	200000	395,616	
2	200001	-	205000	402,517	
1	205001	-	210000	206,069	
2	210001	-	215000	427,000	
2	225001	-	230000	454,759	
1	250001	-	255000	255,000	
3	255001	-	260000	768,818	
1	260001	-	265000	263,303	
1	275001	-	280000	276,762	
3	295001	-	300000	900,000	
3	310001	-	315000	935,990	
1	320001	-	325000	322,513	
1	370001	-	375000	371,904	
1	425001	-	430000	428,228	
1	430001	-	435000	430,100	
1	445001	-	450000	450,000	
1	460001	-	465000	465,000	
1	465001	-	470000	467,987	
1	500001	-	505000	503,170	
1	510001	-	515000	515,000	
1	515001	-	520000	518,000	
1	550001	-	555000	553,117	
1	575001	-	580000	578,686	
1	590001	-	595000	592,000	
1	595001	-	600000	597,500	
1	605001	-	610000	605,943	
1	900001	-	905000	903,000	
1	1045001	-	1050000	1,050,000	
1	1085001	-	1090000	1,088,500	
1	1535001	-	1540000	1,535,500	
1	1600001	-	1605000	1,601,337	
1	1895001	-	1900000	1,900,000	
1	1995001	-	2000000	2,000,000	
1	2210001	-	2215000	2,214,009	
1	2325001	-	2330000	2,329,000	
1	2355001	-	2360000	2,355,675	
1	2405001	-	2410000	2,406,035	
1	2490001	-	2495000	2,494,000	
1	2700001	-	2705000	2,700,500	
1	2740001	_	2745000	2,744,429	

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No. of		Shareholdings		Shares Held	
Shareholders	From		Snares Held		
1	2760001	-	2765000	2,763,268	
1	2905001	-	2910000	2,905,971	
1	2995001	-	3000000	2,998,530	
1	3000001	-	3005000	3,000,161	
1	3345001	-	3350000	3,350,000	
1	4220001	-	4225000	4,220,677	
1	4275001	-	4280000	4,279,766	
1	5045001	-	5050000	5,046,500	
1	5050001	-	5055000	5,055,000	
1	5180001	-	5185000	5,182,821	
1	12120001	-	12125000	12,120,095	
1	12645001	-	12650000	12,648,020	
1	13795001	-	13800000	13,800,000	
1	14995001	-	15000000	15,000,000	
1	16045001	-	16050000	16,050,000	
1	16250001	-	16255000	16,252,094	
1	19240001	-	19245000	19,240,609	
1	29645001	-	29650000	29,650,000	
1	32230001	-	32235000	32,231,926	
1	42500001	-	42505000	42,502,362	
1	56580001	-	56585000	56,582,159	
1	488835001	-	488840000	488,839,429	
8,431				860,571,513	

## PATTERN OF SHAREHOLDING AS AT 30 JUNE 2008

Categories of Shareholders	Shares held	Percentage	
Directors, Chief Executive Officer, and their spouse and minor children	74,866,039	8.700	
Associated Companies, undertakings and related parties.	541,843,178	62.963	
NIT and ICP	310,591	0.036	
Banks, Development Financial Institutions, Non Banking financial Institutions	30,307,339	3.522	
Insurance Companies	3,023,498	0.351	
Modarabas and Mutual Funds	14,031,398	1.630	
Share holders holding 10% or more	488,839,429	56.804	
General Public a) Local b) Foreign	74,121,580 56,582,597	8.613 6.575	
Others - Joint Stock Companies - Foreign Companies	47,891,115 16,978,178	5.565 1.973	

Note: Some of the shareholders are reflected in more than one category

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## PATTERN OF SHAREHOLDING AS PER LISTING REGULATIONS AS AT 30 JUNE 2008

Shareholders' Category	Number of Shares held
Associated Companies, undertaking and related parties	
First Capital Securities Corporation Limited Pace (Pakistan) Limited Arib Habib Securities Limited Oman Telecommunications Company (S.A.O.G.)	7,737,207 912 45,265,628 488,839,429
NIT and ICP	310,591
Directors & their Spouse and Minor Children	
Dr. Mohammed Ali Mohammed Al-Wohaibi (Chairman)	500
Salmaan Taseer	35,281
Talal Said Marhoon Al-Mamari	500
Saleem Jawad Jaffer Al-Khabori	500
Sameer Hamed Nasser Al-Siyabi	500
Abdullah Zahran Abdullah Al-Hinai	500
Sumbul Munir	575
Sheikh Sulieman Ahmed Said Al-Hoqani	74,826,437
Nasim Beg (Nominee: Arif Habib Securities Limited)	-
Spouse and Minor Children	
Aamna Taseer	1,246
Executives	-
Public Sector Companies and Corporations	47,891,115
Banks Development Financial Institutions, Non-Banking Finance Institutions, Insurance Companies, Modarabas and Mutual Funds etc.	47,362,235
Shareholders holding 10% or more voting interest in the Company	
Oman Telecommunications Company (S.A.O.G.)	488,839,429
CEO	

## CEO

Babar Ali Syed resigned as a Director, however subsequently appointed as a Chief Executive Officer of the Company.

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# FORM OF PROXY

The Company Secretary Worldcall Telecom Limited 103-C/II, Gulberg-III Lahore			Folio No Shares H		No	
/ We		of	(Address)			
being the member (s)	of Worldcall	Telecom	Limited	hereby	appoint	Mr. / Mrs./
Miss		of				
(Name)				(Add	dress)	
or failing him / her / Mr. / Mrs. / Miss.			(	of		
	(Na	ame)			(Address)	
[who is also member of the Compa Company)] as my / our proxy to atte Meeting of the Company to be he September 2008 at 11:00 a.m. and at	nd at and vote for eld at Pearl Contin	r me / us a nental Hot	nd on my	/ our beha	alf at the An	nual General
Signature this	Day of		2008.			
(Witnesses) 1					Revenue S Rupees Fi	
2						
Notes:	(	Signature (Signature signature r	appende	d should a	gree with t	he specimen
<ol> <li>This Proxy Form, duly comple Company not later than 48 hours</li> </ol>					egistered C	Office of the

- 2. No person shall act as proxy unless he himself is a member of the Company, except that a corporation may appoint a person who is not a member.
- 3. CDC account holders will further have to follow the guidelines as laid down in Circular No. 1 dated 26 January 2000 issued by the Securities and Exchange Commission of Pakistan.

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