



**NETSOL™**

**FINANCIAL STATEMENTS (UN-AUDITED)  
For The Quarter Ended  
March 2019**



**NETSOL TECHNOLOGIES LIMITED**

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# Company Profile

## **BOARD OF DIRECTORS**

### **SHAHAB-UD-DIN GHAURI**

Chairman/Non-Executive Director

### **SALIM ULLAH GHAURI**

Chief Executive Officer/Executive Director

### **VASEEM ANVAR**

Independent Director

### **ANWAAR HUSSAIN**

Independent Director

### **HAMNA GHAURI**

Non-Executive Director

### **NAJEEB ULLAH GHAURI**

Non-Executive Director

### **OMAR SHAHAB GHAURI**

Executive Director

## **AUDIT COMMITTEE**

### **ANWAAR HUSSAIN**

Chairman

### **VASEEM ANVAR**

Member

### **HAMNA GHAURI**

Member

## **CHIEF FINANCIAL OFFICER**

### **BOO-ALI SIDDIQUI**

## **COMPANY SECRETARY**

### **SEHRISH**

## **CHIEF INTERNAL**

### **AUDITOR**

### **MUHAMMAD ABDUL WAHAB HAFEEZ**

## **AUDITORS**

### **H.Y.K & Co.**

Chartered Accountants  
321-Upper Mall, Lahore

## **LEGAL ADVISOR**

### **CORPORATE LAW ASSOCIATES**

1<sup>st</sup> Floor Queen's Centre  
Shahra-e-Fatima Jinnah  
Lahore

## **BANKERS**

Askari Bank Limited  
SAMBA Bank Limited  
MCB Bank Limited  
Summit Bank Limited  
Bank Al Habib Limited  
Meezan Bank Limited

## **SHARE REGISTRAR**

### **VISION CONSULTING LIMITED**

3-C, LDA Flats,  
Lawrence Road, Lahore.  
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Fax:+92-42-36312550

## **CONTACT DETAILS**

### **REGISTERED OFFICE**

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(Software Technology Park)  
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### **RAWALPINDI OFFICE**

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Tel: +92-51-5707011  
Fax: +92-51-5595376

### **KARACHI OFFICE**

43/1/Q, Amna Villa # 1  
Block # 03. P.E.C.H.S. Kara-  
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## **WEB PRESENCE**

www.netsolpk.com  
info@netsolpk.com

# Directors' Report

For The Nine Months Ended March 31, 2019 | 3

On behalf of the Board of Directors of NetSol Technologies Limited (NETSOL or the Company), we are pleased to present the unaudited condensed financial statements of your company together with its consolidated accounts for the period ended March 31, 2019.

## GENERAL OVERVIEW

For NetSol, the first quarter of calendar 2019 ended with some fruitful implementations and potential leads. The Company continued to maintain its dominant role in the global asset finance and leasing industry, with continued successful implementations of our core, flagship product NFS Ascent™ for leading blue-chip organizations as well as a number of demos with noteworthy clients worldwide.

The company has successfully implemented its next-generation NFS Ascent™ platform (Retail and Wholesale) in China for a leading German auto captive. This implementation, part of the largest contract in company's history, includes the upgrading of major existing legacy product customer to company's next-gen platform, NFS Ascent™. The contract, originally signed in December 2015, includes implementations, licenses, maintenance, services and customization fees for the platform covering deployments in twelve countries. China marks the sixth deployment to "Go Live" following successful implementations of different modules in South Africa, Thailand, New Zealand, Australia and South Korea. This implementation in China, is the largest component of the overall contract and the single biggest implementation to-date for NETSOL and its NFS Ascent Next-Gen product. Included in the scope of work was a full-suite implementation of NETSOL's retail and wholesale finance platform, including Point of Sale (POS), Credit Application Processing (CAP), Contract Management System (CMS), Wholesale Finance System (WFS) and Dealer Access System (DAS) along with a comprehensive migration of the client's existing data over to the new platform.

## FINANCIAL PERFORMANCE

Comparisons of un-audited financial results of the third quarter ended March 31, 2019 with the corresponding period of fiscal year 2018 and cumulative results for the nine months ended March 31, 2019 with those of March 31, 2018 are given below:

Particulars	SEPARATE ACCOUNTS			
	Jan-Mar 2019	Jan-Mar 2018	Jul-Mar 2019	Jul-Mar 2018
Revenue (in million)	1,436	1,288	4,047	3,244
Gross profit (in million)	561	721	1,626	1,569
Net profit (in million)	183	617	850	1,226
EPS – diluted (in Rs.)	2.03	6.87	9.46	13.65
EBITDA per share – diluted (in Rs.)	3.56	8.63	13.94	18.67

Company posted a net revenue of PKR 1,436 million in the current quarter ended March 31, 2019 compared to PKR 1,288 million in the same quarter of last fiscal year. The increase in revenue is mainly due to the license revenue associated with the deployment of NFS Ascent™ at a customer site in Australia. In addition to it, change request also increased which is an ongoing services revenue stream for the company as the customers keep on enhancing their systems. Furthermore, maintenance revenue also increased from PKR 203 million to PKR 251 million during the current quarter. Due to adoption of new IFRS 15, the company also recorded a travel reimbursable revenue amounting to PKR 135 million in the current quarter. Previously no such amount was being recognized as revenue. Same amount is also booked as travel cost in the cost of revenue section of the profit and loss account. The Company posted a net profit of PKR 183 million compared to PKR 617 million last year. Included in net profit is PKR 7 million on account of currency exchange gain compared to an exchange gain of PKR 256 million in the comparable period. Earnings per diluted share were PKR 2.03 in comparison of PKR 6.87 in the corresponding period of last fiscal year. Company posted net EBITDA profit of PKR 3.56 per diluted share compared to an EBITDA profit of PKR 8.63 per share in the corresponding period. On year to date basis, revenue increased to PKR 4,047 million compared to PKR 3,244 million in the corresponding period. The Company posted a net profit of PKR 850 million in comparison of PKR 1,226 million during the same period last year. Diluted earnings per share for the nine months ended March 31, 2019 were PKR 9.46 in comparison of PKR 13.65 in the corresponding period. Year to date EBITDA profit for the current period was PKR 13.94 compared to PKR 18.67 in the preceding period.

Particulars	CONSOLIDATED ACCOUNTS					
	Continued Operations		Discontinued Operations		Total	
	Jan-Mar 2019	Jan-Mar 2018	Jan-Mar 2019	Jan-Mar 2018	Jan-Mar 2019	Jan-Mar 2018
Revenue (in million)	1,436	1,288	-	87	1,436	1,375
Gross Profit (in million)	561	720	-	18	561	738
Net Profit (in million)	183	612	11	46	194	658

The Company also consolidates financial results of its subsidiary "NetSol Innovation (Pvt) Limited". As announced earlier, the subsidiary company has closed all its operations effective July 31, 2018, therefore there is no transaction in the quarter except for revaluation of certain financial assets. Net consolidated revenues for the quarter ended March 31, 2019 were PKR 1,436 million compared to PKR 1,375 million in fiscal 2018. Consolidated gross profit for the quarter was PKR 561 million compared to PKR 738 million in the same period last year. On a consolidated basis, the company posted net consolidated profit of PKR 194 million in the current quarter compared to PKR 658 million in fiscal 2018.

## FUTURE OUTLOOK

The Company will continue the promotion and selling of its flagship offering NFS Ascent™ alongside its state-of-the-art digital solutions for the global asset finance and leasing industry. The recent successful implementation of next-generation NFS Ascent™ platform is likely to cause an upsurge in demand for our products in the region. A number of system demonstrations have been scheduled for NFS Ascent™ as well as for our digital products.

There are various active sales engagements with both existing as well as potential clients in Asia Pacific alongside several noteworthy implementations on the horizon. Our sales and marketing teams continue to chase up qualified leads in the following months and make efforts towards acquiring new business and creating new opportunities as there is an appetite not just for NFS Ascent™ but for our digital solutions, consultancy and other associated services also.

Our other initiative, Innovation Lab continues its imperative role in research and development for the Company, constantly working on and experimenting different technologies in order to ensure that our clients have a future-proof business while always a step ahead of the market.

## ACKNOWLEDGEMENT

The Board of Directors places on record its appreciation for the continued support by its esteemed shareholders, valued customers, government agencies and financial institutions which enabled the company to achieve these tremendous results. The board would also like to express its appreciation for the services, loyalty and efforts being continuously rendered by the executives and all the staff members of the company and hope that they will continue with the same spirit in future.

On behalf of the Board



Salim Ullah Ghauri  
Chief Executive Officer



Omar Shahab Ghauri  
Director

Lahore: April 30, 2019

میں خوشی ہے کہ ہم نیٹ سول ٹیکنالوجیز لیمنڈ کے بورڈ آف ڈائریکٹرز کی جانب سے کمپنی کی 31 مارچ 2019ء کو ختم ہونے والے عرصہ کے لیے غیر آڈٹ شدہ مالیاتی گوشوارے بشمول مجموعی مالیاتی گوشوارے سے جڑے ہیں۔

### عمومی جائزہ (General Overview)

نیٹ سول کے لیے، کیلنڈر 2019ء کی پہلی سہ ماہی کچھ شر آؤ (implementation) اور ممکنہ leads کے ساتھ ختم ہوئی ہے۔ کمپنی نے عالمی asset finance اور لیزنگ کی صنعت میں مسلسل کلیدی حیثیت کو برقرار رکھا ہے۔ اس کے ساتھ ساتھ کمپنی نے اپنا مرکز سویٹ ویئر NFS Ascent™ کا نئی نگرانی اور مصرف اداروں میں صرف نافذ کیا بلکہ نیا قابل ذکر اداروں کو Demo بھی پیش کیے۔

کمپنی نے چین میں ایک معروف جیڑس آؤ کاپیو (German auto captive) کے لئے اپنے NFS Ascent™ next-generation کے پلیٹ فارم (Retail and Wholesale) کا کامیابی سے نافذ کیا۔ اس نافذ ہو کر کمپنی کی تاریخ کے سب سے بڑے معاہدے کا حصہ ہے، کمپنی کے پرانے سائٹ ویئر کو NFS Ascent™ next-generation سے تبدیل کیا گیا ہے۔ یہ معاہدہ مکمل میں 2015ء میں دیکھا گیا تھا، جس میں 12 ممالک میں NFS Ascent™ پلیٹ فارم کے لائسنس، آس کا نافذ، اس کی کچھ نیا عمل، customization کے ساتھ شامل ہے۔ جنوبی افریقہ، تھائی لینڈ، نیوزی لینڈ، آسٹریلیا اور جنوبی کوریا میں مختلف ماڈلز کے کامیاب نافذ کے بعد چین میں پھرنا نافذ مکمل ہو گیا ہے۔ چین میں یہ نافذ مجموعی معاہدے کا سب سے بڑا عنصر اور نیٹ سول کے next-generation کے NFS Ascent™ مصنوعی عا مٹ کا انفرادی بڑا نافذ ہے۔ کام کے دائرہ کار میں نیٹ سول کے Retail اور Wholesale لائسنس پلیٹ فارم کا مکمل نافذ، بشمول Contract Management، Credit Application Processing (CAP)، Point of Sale (POS)، کرڈٹ ایپل کیٹیز اور سیڈنگ (Contract Management، Credit Application Processing (CAP)، Point of Sale (POS))، نیٹ سول کے (CMS) System، نیٹ سول سسٹم (WFS) Wholesale Finance System، اور ڈی لبرر سائی سسٹم (DAS) Dealer Access System کے ساتھ ساتھ کلائنٹ کے موجودہ ڈیٹا کی نئے پلیٹ فارم پر منتقلی شامل تھے۔

### مالیاتی کارکردگی (Financial Performance)

31 مارچ 2019ء کو ختم ہونے والی تیسری سہ ماہی مع 2018ء کی اسی مدت کے ساتھ اور 31 مارچ 2019ء کو ختم ہونے والی نو ماہی مع 31 مارچ 2018ء کی اسی مدت کے ساتھ غیر آڈٹ شدہ مالیاتی گوشوارے کے نتائج کا موازہ درج ذیل ہے۔

### انفرادی مالیاتی گوشوارے

جنوری تا مارچ 2019ء	جنوری تا مارچ 2018ء	جنوری تا مارچ 2019ء	جنوری تا مارچ 2018ء
1,436	1,288	4,047	3,244
561	721	1,626	1,569
183	617	850	1,226
2.03	6.87	9.46	13.65
3.56	8.63	13.94	18.67

کمپنی نے تیسری ماہی سال کے اسی سہ ماہی میں 1,288 ملین روپے کے مقابلے میں 31 مارچ 2019ء کو ختم ہونے والی موجودہ سہ ماہی میں 1,436 ملین روپے کی خالص محصولات درج کی۔ بنیادی محصولات میں اضافہ مزید لیا جس کا سبب ایک نئے سہ ماہی ایک نئے سہ ماہی پر NFS Ascent™ کے نافذ کے ساتھ مختلف لائسنس محصولات کی وجہ سے ہے۔ اس کے علاوہ درخواست ہنری (Chang Request) کی مدد میں اضافہ جو کمپنی کے لئے جاری خدمات مدنی کا سلسلہ سے کیونکہ سٹریٹوڈا کے system کے ساتھ ہنری بھرتے رکھتا ہے۔ اس کے علاوہ موجودہ سہ ماہی کے دوران، بحالی محصولات 203 ملین روپے سے بڑھ کر 251 ملین روپے ہو گئے ہیں۔ نئے IFRS کے اپنانے کی وجہ سے، کمپنی نے موجودہ سہ ماہی میں 135 ملین روپے کی Travel reimbursable محصولات قلمبندی کی۔ اس سیکل کو بھی رقم محصولات کے طور پر تسلیم نہیں کی جاتی تھی۔ اسی رقم کو Profit and Loss Account کے Cost of Revenue کے حصے میں Travel کے ساتھ ساتھ محصولات میں یک کیا گیا۔ کمپنی نے گزشتہ سال 617 ملین روپے کے مقابلے میں 183 ملین روپے کا خالص منافع قلمبندی کیا۔ خاص منافع میں 7 ملین روپے کا اضافہ جاری تادی کے مقابلے میں منافع 2.03 روپے ہوا۔ کمپنی نے گزشتہ سال کے اسی عرصہ سے کیا گیا ہے۔ گزشتہ سال کی اسی مدت میں فی ٹیکل شدہ شخص 6.87 روپے کے مقابلے میں اس سال کا فی شخص منافع 2.03 روپے ہوا۔ کمپنی نے گزشتہ سال کے اسی عرصے سے کیا گیا ہے۔ گزشتہ سال کے اسی عرصے سے کیا گیا ہے۔ گزشتہ سال کے اسی مدت میں فی ٹیکل شدہ شخص 3.56 روپے کے مقابلے میں اس سال کا YTD کی بنیاد پر اسی مدت میں محصولات کے گزشتہ سال 3,244 ملین روپے کے مقابلے میں 4,047 ملین روپے سے۔ کمپنی نے گزشتہ سال کی اسی مدت کے دوران 1,226 ملین روپے کے مقابلے میں 850 ملین روپے کا خالص منافع درج کیا۔ 31 مارچ 2019ء کو ختم ہونے والی نو ماہی کے لئے فی شخص کی ٹیکل شدہ مدنی اسی مدت میں 13.65 روپے کے مقابلے میں 9.46 روپے تھی۔ موجودہ مدت کے لئے (EBITDA (year to date)) منافع گزشتہ عرصے کے لئے 18.67 روپے فی ٹیکل شدہ شخص کے مقابلے میں 13.94 روپے فی ٹیکل شدہ شخص تھا۔

### مجموعی مالیاتی گوشوارے

Discontinued Operations	Continued Operations	Discontinued Operations	Continued Operations
جنوری تا مارچ 2019ء	جنوری تا مارچ 2018ء	جنوری تا مارچ 2019ء	جنوری تا مارچ 2018ء
1,436	1,288	87	-
561	720	18	738
194	612	46	658

کمپنی کے ماتحت ادارہ "نیٹ سول انویشن (پرائیویٹ) لمیٹڈ" کے مجموعی مالیاتی گوشوارے بھی شامل کر دیے ہیں۔ جیسا کہ پہلے اعلان کیا، ماتحت ادارے کی تمام سرگرمیاں 31 جولائی 2018ء سے بند کردی گئی ہیں، جس سے سہ ماہی میں پچھ ماہیاتی افاتوں کی نظر نگرانی کے سوا کوئی نرازی نشی transaction نہیں ہیں۔ 31 مارچ 2019ء کے ختم ہونے والی سہ ماہی کیلئے نقد مجموعی محصولات اسی سہ ماہی 2018ء کے 1,375 ملین روپے کے مقابلے میں 1,436 ملین روپے تھی۔ مجموعی خالص منافع گزشتہ مالی سال کی اسی سہ ماہی کے 738 ملین روپے کے مقابلے میں موجودہ سہ ماہی میں 561 ملین روپے تھا۔ مجموعی بنیاد پر، کمپنی نے سال 2018ء میں 658 ملین روپے کے مقابلے میں 194 ملین روپے کا نقد مجموعی منافع موجودہ سہ ماہی میں درج کیا۔

### مستقبل کا نظریہ نظر (Future Outlook)

کمپنی عالمی انڈیا، خاص اور لیزنگ صنعت global asset finance and leasing industry کے لئے اس کے state-of-the-art ڈیجیٹل کے ساتھ ساتھ اپنی next-generation پلیٹ فارم کا کامیاب نافذ اس علاقے میں جاری مصنوعات flagship بنیاد پر NFS Ascent™ کے فروغ اور فروخت کو جاری رکھے گی۔ حالیہ NFS Ascent™ next-generation کے لئے digital products کے ساتھ ساتھ ماری ڈیجیٹل مصنوعات demonstrations پلیٹ فارم کے گئے کی طلب میں اضافے کا سبب بن سکتا ہے۔

ایشیا پیسیفک میں فی قابل ذکر نافذ کے ساتھ ساتھ موجودہ اور ممکنہ کلائنٹ کے ساتھ مختلف active sales مصنوعات جاری ہیں۔ ہمارے ہیلڈ اور مارکیٹنگ ٹیمیں آئندہ مہینوں میں اہل دستہ لیڈز کا تعاقب جاری رکھیں گی اور نئے کلائنٹوں کو فراہم کرنے کی نگرانی میں اپنا سٹریٹجی جاری رکھنے کی نگرانی میں صرف NFS Ascent™ بلکہ دیگر ڈیجیٹل مصنوعات، مشاورت اور خدمات کے لیے طلب موجود ہے۔

ہمارے دوسرے اقدام، Innovation Lab، کمپنی کے لیے تحقیق اور ترقی میں مسلسل اپنے ضروری کردار کو جاری رکھا ہے، مختلف ٹیکنالوجیز استعمال کرتے ہوئے اس بات کو ممکن بناتا ہے کہ ہم ہمیشہ ریٹ سے ایک قدم آگے ہیں اور ہمارے تمام کلائنٹس future proofs کا روبرو رہیں گے۔

### اعتراف (Acknowledgement)

بورڈ آف ڈائریکٹرز کمپنی کے خالص منافع، قابل قدر صارفین، سرکاری اداروں اور مالیاتی اداروں کی جانب سے حمایت و معاونت کے لیے ان کی تعریف کرتا ہے اور خراج تحسین پیش کرتا ہے۔ بورڈ کمپنی کے تمام انڈیکسٹرز اور سٹاک ہولڈرز کو ان کی قابل قدر خدمات و وفاداری اور ان کی مسلسل کوششوں کو قدرتی نگاہ سے دیکھتا ہے، جیسا کہ ہمیں ان کی خراج تحسین پیش کرتا ہے اور امید ہے کہ مستقبل میں اس کی عملی خاصا کوشش جاری و ساری رہیں گی۔

از طرف بورڈ آف ڈائریکٹرز

سلیم اللہ محمودی  
(چیف ایگزیکٹو آفیسر)

عمر شہاب محمودی  
(ڈائریکٹر)



FINANCIAL  
**STATEMENTS**  
For The Nine Months Ended March 31, 2019

Condensed Interim Statement of Financial Position - Unaudited  
As at March 31, 2019

	NOTE	Mar-19 Unaudited	Jun-18 Audited
Rupees in '000'			
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Property, plant & equipment	5	1,735,824	1,759,889
Intangible assets	6	1,287,777	1,507,905
		<b>3,023,601</b>	3,267,794
Long term investments	7	308,567	308,567
Long term loans to employees	8	462	356
		<b>3,332,630</b>	3,576,717
<b>CURRENT ASSETS</b>			
Trade debts	9	2,770,057	1,340,024
Contract assets		929,729	1,428,321
Loans and advances	10	70,483	38,489
Trade deposits & short term prepayments		28,644	17,756
Other receivables		25,209	25,908
Due from related parties		103,437	25,878
Taxation - net		55,418	53,879
Cash & bank balances		1,526,511	2,123,337
		<b>5,509,488</b>	5,053,592
<b>TOTAL ASSETS</b>		<b>8,842,118</b>	8,630,309
<b>EQUITY &amp; LIABILITIES</b>			
<b>SHARE CAPITAL &amp; RESERVES</b>			
Authorized share capital 150,000,000 ordinary shares of Rs.10/- each	11	1,500,000	1,500,000
Issued, subscribed and paid-up capital	11	897,229	897,029
Share deposit money		13	13
Reserves	12	5,660,078	5,788,908
		<b>6,557,320</b>	6,685,950
<b>NON-CURRENT LIABILITIES</b>			
Liabilities against assets subject to finance lease		66,195	31,115
Deferred income		5,812	7,826
Long term advances		2,915	685
		<b>74,922</b>	39,626
<b>CURRENT LIABILITIES</b>			
Trade and other payables	13	447,515	503,417
Contract liabilities		657,278	371,243
Short term borrowings		1,052,987	1,000,000
Current portion of long term liabilities		47,611	27,124
Unclaimed dividend		4,485	2,949
		<b>2,209,876</b>	1,904,733
<b>CONTINGENCIES &amp; COMMITMENTS</b>	14	-	-
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>8,842,118</b>	8,630,309

The annexed notes from 1 to 22 form an integral part of these condensed interim financial statements.



CHIEF EXECUTIVE OFFICER



CHIEF FINANCIAL OFFICER



DIRECTOR

**Condensed Interim Statement of Profit or Loss - Unaudited**  
For The Nine Months Ended March 31, 2019

	NOTE	Jan-Mar 2019	Jan-Mar 2018	Jul-Mar 2019	Jul-Mar 2018
		Rupees in '000'		Rupees in '000'	
Revenue - net	15	1,435,740	1,287,933	4,047,056	3,243,637
Cost of revenue		(874,257)	(567,181)	(2,421,511)	(1,675,073)
<b>Gross profit</b>		<b>561,483</b>	<b>720,752</b>	<b>1,625,545</b>	<b>1,568,564</b>
Selling and promotion expenses		(133,715)	(164,936)	(396,789)	(334,528)
Administrative expenses		(252,767)	(174,165)	(694,017)	(496,540)
Other operating expenses		-	(1,758)	-	(2,749)
Other income		28,167	265,606	391,138	553,613
		<b>(358,315)</b>	<b>(75,253)</b>	<b>(699,668)</b>	<b>(280,204)</b>
<b>Operating Profit</b>		<b>203,168</b>	<b>645,499</b>	<b>925,877</b>	<b>1,288,360</b>
Finance cost		(9,046)	(10,338)	(29,306)	(33,456)
<b>Profit before taxation</b>		<b>194,122</b>	<b>635,161</b>	<b>896,571</b>	<b>1,254,904</b>
Taxation					
Current Period	16	(11,558)	(17,341)	(48,803)	(28,381)
Prior Period	16	-	(534)	1,762	(969)
		<b>(11,558)</b>	<b>(17,875)</b>	<b>(47,041)</b>	<b>(29,350)</b>
<b>Profit after taxation for the period</b>		<b>182,564</b>	<b>617,286</b>	<b>849,530</b>	<b>1,225,554</b>
<b>Earnings per share</b>					
Basic - In Rupees	19	2.03	6.88	9.47	13.67
Diluted - In Rupees	19	2.03	6.87	9.46	13.65

The annexed notes from 1 to 22 form an integral part of these condensed interim financial statements.



CHIEF EXECUTIVE OFFICER



CHIEF FINANCIAL OFFICER



DIRECTOR



**Condensed Interim Statement of other Comprehensive Income - Unaudited**  
For The Nine Months Ended March 31, 2019

	Jan-Mar 2019	Jan-Mar 2018	Jul-Mar 2019	Jul-Mar 2018
	Rupees in '000'		Rupees in '000'	
<b>Profit after taxation for the period</b>	<b>182,564</b>	617,286	<b>849,530</b>	1,225,554
Other comprehensive income	-	-		
<b>Total comprehensive Profit for the period</b>	<b>182,564</b>	617,286	<b>849,530</b>	1,225,554

*The annexed notes from 1 to 22 form an integral part of these condensed interim financial statements.*



CHIEF EXECUTIVE OFFICER



CHIEF FINANCIAL OFFICER



DIRECTOR

**Condensed Interim Statement of Cash Flows - Unaudited**  
For The Nine Months Ended March 31, 2019

	Jul-Mar 2019	Jul-Mar 2018
Rupees in '000		
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Profit before taxation for the period	896,571	1,254,904
Adjustments for non cash charges and other items:		
Depreciation - own assets	144,212	172,772
Amortization of leased assets	20,659	11,060
Amortization of intangible assets	220,128	220,128
(Gain)/Loss on disposal of fixed assets	(7,145)	2,932
Amortization of deferred revenue	(2,014)	-
Exchange (gain) on debtors	(321,851)	(526,007)
Interest expense	28,398	32,400
Interest income	(58,184)	(15,693)
Deferred employee compensation expense	31,197	41,264
	55,399	(61,145)
<b>Cash generated from operations before working capital changes</b>	951,970	1,193,760
<b>Working Capital Changes</b>		
Trade debts	(1,108,932)	(796,131)
Loans and advances	(32,100)	(18,075)
Trade deposits & short term prepayments	(10,888)	(1,221)
Other receivables	699	(58,035)
Due from related parties	(77,559)	(8,617)
Trade and other payables	(52,571)	128,974
<b>Cash (used in) operations</b>	(1,281,351)	(753,105)
Interest paid	(31,729)	(37,373)
Income taxes paid	(48,580)	(32,745)
Dividend paid	(222,771)	(132,521)
<b>Net cash (used in) /Generated from operations</b>	(632,461)	238,016
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Property, plant and equipment's purchased	(264,997)	(67,858)
Sales proceeds of fixed asset	115,040	9,010
Advances against capital expenditure	16,297	6,961
Long term investment	-	(69,244)
Interest received	58,184	15,693
<b>Net cash (used in) investing activities</b>	(75,477)	(105,438)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Issuance of share capital	200	670
Share premium	129	430
Paid against obligation under finance lease	(48,909)	(30,462)
Received against obligation under finance lease	102,857	35,201
Short term borrowing	52,987	(113,713)
Long term advances	3,848	(3,567)
<b>Net cash generated from / (used in) financing activities</b>	111,112	(111,441)
<b>Net (decrease)/ increase in cash and cash equivalents</b>	(596,826)	21,137
<b>Cash and cash equivalents at the beginning of the period</b>	2,123,337	874,942
<b>Cash and cash equivalents at the end of the period</b>	1,526,511	896,079

The annexed notes from 1 to 22 form an integral part of these condensed interim financial statements.



CHIEF EXECUTIVE OFFICER



CHIEF FINANCIAL OFFICER



DIRECTOR

## Condensed Interim Statement of Changes in Equity - Unaudited

For The Nine Months Ended March 31, 2019

	Issued, subscribed and paid- up capital	Share deposit money	Capital Reserve		Revenue Reserve	Total
			Employee share option compen- sation reserve	Share premium	Unappropri- ated profit	
Rupees In '000'						
<b>Balance as at June 30, 2017</b>	896,359	13	74,890	302,579	4,418,672	5,692,513
Total comprehensive income for the period						
Net profit for the nine months ended						
March 31, 2018	-	-	-	-	1,225,554	1,225,554
Shares issued against options exercised (67,000 shares at Rs. 10 each)	670	(1,100)	(99)	529	-	-
Amount received against options exercised		1,100				1,100
Dividend paid					(130,045)	(130,045)
Contribution of parent on account of employee share options			41,264			41,264
	670	-	41,165	529	1,095,509	1,137,873
<b>Balance as at March 31, 2018</b>	<b>897,029</b>	<b>13</b>	<b>116,055</b>	<b>303,108</b>	<b>5,514,181</b>	<b>6,830,386</b>
<b>Balance as at June 30, 2018</b>	<b>897,029</b>	<b>13</b>	<b>131,202</b>	<b>303,108</b>	<b>5,354,598</b>	<b>6,685,950</b>
Restatement on initial application of IFRS 15					(785,377)	(785,377)
Net profit for the nine months ended						
March 31, 2019	-	-	-	-	849,530	849,530
Shares issued against options exercised (20,000 shares at Rs. 10 each)	200	(328)	(30)	158		-
Amount received against options exercised		328				328
Dividend paid					(224,307)	(224,307)
Contribution of parent on account of employee share options	-	-	31,197	-	-	31,197
	200	-	31,167	158	(160,154)	(128,629)
<b>Balance as at March 31, 2019</b>	<b>897,229</b>	<b>13</b>	<b>162,369</b>	<b>303,266</b>	<b>5,194,443</b>	<b>6,557,320</b>

The annexed notes from 1 to 22 form an integral part of these condensed interim financial statements.



CHIEF EXECUTIVE OFFICER



CHIEF FINANCIAL OFFICER



DIRECTOR

## Notes to the Condensed Interim Financial Statements - Unaudited

For The Nine Months Ended March 31, 2019

### 1. LEGAL STATUS AND NATURE OF BUSINESS

NetSol Technologies Limited ("the Company") was incorporated in Pakistan on August 22, 1996 under the repealed Companies Ordinance, 1984, (Now Companies Act 2017) as a private company, limited by shares and was later on converted into public limited company on November 05, 2004 and subsequently listed on stock exchange on August 26, 2005. The company is listed at Pakistan Stock Exchange Limited. The business of the Company is development and sale of computer software and provision of related services in Pakistan as well as abroad.

Geographical location and addresses of business units:

Address/Location	Purpose
1 NetSol IT Village,(Software Technology Park) Lahore Ring Road, Ghazi Road Interchange, Lahore Cantt. Pakistan.	Registered office and business unit
2 43/1/Q, Amna Villa 1, Block-6, PECHS Housing Society Karachi.	Branch office
3 House No. 4, Safari villas 1, Bahria town, Rawalpindi. Pakistan.	Branch office
4 Summitmas 2 Ground Floor Jl. Jend Sudirman Kav 61-62 Senayan- Kebayoran Baru Jakarta Selatan 12190, Indonesia	Branch office

The Company is a majority owned subsidiary of NetSol Technologies Inc., USA.

### 2. BASIS OF PREPARATION

#### 2.1 Separate financial statements

These condensed interim financial statements are separate condensed interim financial statements of the Company. Condensed consolidated interim financial statements of the company are prepared separately.

#### 2.2 Statement of compliance

These condensed interim financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting. The accounting and reporting standards as applicable in Pakistan for interim financial reporting comprise of:

-International Accounting Standard (IAS) 34, Interim Financial Reporting, issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017; and

-Provisions of and directives issued under the Companies Act, 2017.

Where the provisions of and directives issued under the Companies Act, 2017 differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 have been followed."

These condensed interim financial statements are unaudited and do not include all the disclosures and information required in the annual financial statements and should be read in conjunction with the preceding annual published financial statements of the company for the year ended June 30, 2018.

#### 2.3 Basis of measurement

These condensed interim financial statements have been prepared under the historical cost convention, except for revaluation of certain financial instruments at fair value. These accounts have been prepared under accrual basis of accounting.

#### 2.4 Functional and presentation currency

These condensed interim financial statements are presented in Pakistani Rupee, which is the Company's functional currency as well its presentation currency.

### 3. ACCOUNTING POLICIES

3.1. The accounting policies adopted for the preparation of these condensed interim financial statements are consistent with those applied in the preparation of the preceding annual published financial statements of the Company for the year ended June 30, 2018 except for change in revenue recognition policies detailed below.

### 3.2. Revenue recognition

The Company follows IFRS 15 for the recognition of revenue for all its revenue streams. The Company determines revenue recognition through the following steps:

- Identification of the contract, or contracts, with a customer;
- Identification of the performance obligations in the contract;
- Determination of the transaction price;
- Allocation of the transaction price to the performance obligations in the contract; and
- Recognition of revenue when, or as, we satisfy a performance obligation.

The Company records the amount of revenue and related costs by considering whether the entity is a principal (gross presentation) or an agent (net presentation) by evaluating the nature of its promise to the customer. Revenue is presented net of sales, value-added and other taxes collected from customers and remitted to government authorities.

The Company has two primary revenue streams: core revenue or non-core revenue.

#### Core Revenue:

The Company generates its core revenue from the export of (1) software licenses, (2) services, which include implementation, customization and other consulting services, and (3) maintenance, which includes post contract support, of its enterprise software solutions for the lease and finance industry. The Company offers its software using the traditional on-premises licensing model. The on-premises model involves the sale or license of software on a perpetual basis to customers who take possession of the software and install and maintain the software on their own hardware.

#### Non-Core Revenue:

The Company generates its non-core revenue by providing business process outsourcing ('BPO') services and other services (including maintenance services to its local customers)

#### Performance Obligations

A performance obligation is a promise in a contract to transfer a distinct good or service to the customer. The transaction price is allocated to each distinct performance obligation and recognized as revenue when, or as, the performance obligation is satisfied by transferring the promised good or service to the customer. The Company identifies the performance obligations at contract inception so that the Company can monitor and account for the performance obligations over the life of the contract.

The Company's contract which contain multiple performance obligations generally consists of the initial sale of licenses and a professional services engagement. Contract generally have multiple performance obligations as customers purchase maintenance and services in addition to the licenses. The Company's single performance obligation arrangements are typically maintenance renewals, and professional services engagements.

For contracts with multiple performance obligations where the contracted price differs from the standalone selling price ('SSP') for any distinct good or service, the Company may be required to allocate the contract's transaction price to each performance obligation using its best estimate for the SSP.

#### Software Licenses:

Transfer of control for software is considered to have occurred either upon physical delivery of license through CD, USB or electronically using FTP or delivery of the license key by other electronic methods which provides immediate availability of the product to the customer. The Company's typical payment terms tend to vary by region, but its standard payment terms are within 30-120 days of invoice.

#### Maintenance:

Maintenance revenue is recognized ratably over the term of the maintenance period, which in most instances is one year. Software license updates provide customers with rights to unspecified software product updates, maintenance releases and patches released during the term of the support period on a when-and-if available basis. The Company's customers purchase both product support and license updates when they acquire new software licenses. In addition, a majority of customers renew their support services contracts annually and typical payment terms provide that customers make payment within 30-120 days of invoice.

**Professional Services:**

Revenue from professional services is typically comprised of implementation, development, customization, enhancements, data migration, training or other consulting services. Consulting services are generally sold on a time-and-materials or fixed fee basis and can include services ranging from software installation to data conversion and building non-complex interfaces to allow the software to operate in integrated environments. The Company recognizes revenue for time-and-materials arrangements as the services are performed. In fixed fee arrangements, revenue is recognized as services are performed as measured by efforts incurred to date, compared to total estimated efforts to complete the services project. Management applies judgment while estimating efforts to complete the services projects. A number of internal and external factors can affect these estimates, including utilization and efficiency variances and specification and testing requirement changes. Services are generally invoiced upon milestones as agreed in the contract and payments are typically due 30-120 days after invoice.

**BPO Services:**

Revenue from BPO services is recognized when earned. Company recognizes revenue on issuance of billing to the customer.

**3.3. Standards, amendments and interpretations to approved accounting standards that are effective in the current period****(i) IFRS 15 REVENUE FROM CONTRACTS WITH CUSTOMERS**

Company implemented the new standard IFRS 15 Revenue from Contracts with Customers as of July 1, 2018. The new standard amends revenue recognition requirements and establishes principles for reporting information about the nature, amount, timing and uncertainty of revenue and cash flows arising from contracts with customers. The standard replaces IAS 18 Revenue and IAS 11 Construction contracts and related interpretations.

The core principle of IFRS 15 is that revenue should be recognised for the amount that is the expected equivalent value of the performance obligation. The new standard employs a five-step model framework for determining the amount and timing of revenue in order to implement this principle.

The Company applied the modified retrospective method upon adoption of IFRS 15 on July 1, 2018. This method requires the recognition of the cumulative effect of initially applying IFRS 15 to retained earnings and not to restate prior years. The cumulative effect recorded at July 1, 2018 was a decrease to retained earnings of PKR 785.4 million.

For further information on the impact of adoption of IFRS 15 Revenue from Contracts with Customers see Note 18.

- (ii)** Certain other standards, amendments and interpretations to approved accounting standards are also effective for accounting periods beginning on July 01, 2018, but are neither relevant nor have any significant effect on the Company's operations (although they may affect the accounting for future transactions and events) and are, therefore, not detailed in this condensed interim financial information.

**4. USE OF ESTIMATES AND JUDGMENT**

The preparation of condensed interim financial statements in conformity with approved accounting standards, as applicable in Pakistan, requires the management to make judgments, estimates and assumptions that affect the application of policies and the reported amounts of assets and liabilities, income and expenses.

The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making judgments about the 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. Revisions 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.

In preparing these condensed interim financial statements, the judgments, estimates and assumptions made by the management were the same as those that were applied to the preceding annual published financial statements of the Company for the year ended June 30, 2018.

		Mar-19 Unaudited	Jun-18 Audited			
Rupees in '000'						
<b>5. PROPERTY, PLANT &amp; EQUIPMENT</b>						
Opening Balance - net book value		1,759,889	1,898,191			
Additions	5.1	259,827	207,946			
		2,019,716	2,106,137			
Less:						
Disposals - net book value	5.2	(119,022)	(97,526)			
Depreciation & amortization		(164,870)	(248,722)			
		1,735,824	1,759,889			
<b>5.1 Following is the detail of addition / (transfer):</b>						
Furniture & fixture		3,110	775			
Vehicles		239,182	125,485			
Office equipment		2,877	5,620			
Computers		28,039	35,182			
Air conditioners		2,916	3,712			
Generator		-	12,058			
Computer software		-	1,077			
Advance against capital expenditure		(16,297)	24,036			
Total		259,827	207,946			
<b>5.2 Following is the detail of deletions</b>						
	Cost	Mar-19 Unaudited Accumulated Depreciation	Written down Value	Cost	Jun-18 Audited Accumulated Depreciation	Written down Value
	Rupees in '000'					
Furniture & fixture	639	323	317	3,046	1,913	1,133
Vehicles	145,747	27,188	118,559	126,814	50,139	76,675
Office equipment	-	-	-	2,445	1,619	826
Computers	824	677	147	33,403	29,068	4,336
Air conditioners	-	-	-	3,384	2,322	1,062
Generator	-	-	-	21,857	8,363	13,494
Total	147,210	28,188	119,022	190,949	93,423	97,526
<b>6. INTANGIBLE ASSETS</b>						
Opening Balance - net book value		1,507,905	1,801,409			
Additions		-	-			
		1,507,905	1,801,409			
Less:						
Amortization		(220,128)	(293,504)			
		1,287,777	1,507,905			
<b>7. LONG TERM INVESTMENTS - at cost</b>						
WRD3D Limited (Unquoted company)	7.1	293,379	293,379			
NetSol Innovation (Pvt) Limited (Unquoted subsidiary company)	7.2	15,188	15,188			
		308,567	308,567			

7.1 During the fiscal year 2016, the Company entered into an agreement with WRLD3D Inc a USA based gaming and 3D mapping Company (a Delaware Corporation) to purchase 4,092,189 preference BB shares for \$2,777,778 which was to be earned over the period partly by providing IT and enterprise software solutions and partly in cash. Per agreement, the Company had to provide a minimum of \$200,000 of services in each three-month period and the entire balance was required to be provided within three years of the date of the agreement and the company has successfully complied with the terms and conditions of the agreement. The Company had provided services valued at \$2,777,778 (PKR 293,378,850) which is recorded as investment and 4,092,189 shares are issued to the company.

7.2 The subsidiary is incorporated in Pakistan. The principal place of business of subsidiary is situated at NetSol IT Village, (Software Technology Park) Lahore Ring Road, Ghazi Road Interchange, Lahore Cantt. Pakistan The Company holds 1,518,785 (2018 : 1,518,785) fully paid ordinary shares of Rs. 10/- each i.e. 50.52% of Equity held (2018 : 50.52%). Mr. Salim Ullah Ghauri is the Chief Executive Officer of the subsidiary company.

<b>8. LONG TERM LOANS TO EMPLOYEES-Unsecured</b>		Mar-19	Jun-18
Considered good		Unaudited	Audited
<b>Loan to employees</b>		<b>Rupees in '000'</b>	
- to executives	8.1	25,331	1,082
- to non-executives	8.1	1,538	2,893
Less: current maturity		(26,407)	(3,619)
		462	356
<b>8.1</b> Loans are given to employees for their personal needs and deducted from salaries			
<b>9. TRADE DEBTS</b>			
Considered good - unsecured	9.1	2,770,057	1,340,024
Considered doubtful - unsecured	9.2	48,318	70,528
		2,818,375	1,410,552
Less: Provision against doubtful recovery		(48,318)	(70,528)
		2,770,057	1,340,024
<b>9.1</b> It represents amount receivable from customers. It is unsecured but considered good by the management.			
<b>9.2</b> This is a general provision created by the Company for any future doubtful trade debts.			
<b>9.3</b> Amount receivable from related parties included in trade debts are as under:			
NetSol Technologies (Thailand) Limited		193,555	167,661
NetSol Technologies (Beijing) Company Limited		459,147	74,807
NetSol Australia Pty. Limited		8,719	7,571
NetSol Technologies Americas		105,862	49,071
NetSol Technologies Europe Ltd		2,961	496
WRLD3D Inc		126,561	57,605
		896,805	357,211
<b>10. LOANS AND ADVANCES - Unsecured</b>			
Considered good			
Current maturity of loans to employees	8	26,407	3,619
<b>Advances</b>			
- to executives		-	-
- against expenses	10.1	34	153
		44,042	34,717
		70,483	38,489
<b>10.1</b> Advances to employees are given to meet business expenses and are settled as and when the expenses are incurred.			
<b>11. SHARE CAPITAL</b>			
<b>11.1 Authorised share capital</b>			
		Mar-19	Jun-18
		Unaudited	Audited
		<b>Number of shares</b>	
		<b>Rupees in '000'</b>	
		150,000,000	150,000,000
		Ordinary Shares of Rs. 10 each.	
		1,500,000	1,500,000
<b>11.2 Issued, subscribed &amp; paid-up capital</b>			
		42,572,191	42,552,191
		Ordinary Shares of Rs. 10 each fully paid in cash	
		47,150,732	47,150,732
		Ordinary Shares of Rs. 10 each issued as fully paid bonus shares	
		89,722,923	89,702,923
		425,722	425,522
		471,507	471,507
		897,229	897,029

NetSol Technologies Inc. 23975, Park Sorrento, Suite 250, Calabasas CA 91302, is the parent company holding 66.20% (2018 : 66.21%) of issued capital of the Company.



		Mar-19 Unaudited	Jun-18 Audited
Rupees in '000'			
<b>12. RESERVES</b>			
	<b>Capital reserve</b>		
	Premium on issue of ordinary shares	303,266	303,108
	Employee share option compensation reserve	162,369	131,202
	<b>Revenue reserve</b>		
	Un - appropriated profit	5,194,443	5,354,598
		<b>5,660,078</b>	<b>5,788,908</b>
<b>13.</b>	Trade and other payables also include payable to related parties, detail of which is given below:		
	<b>13.1 DUE TO RELATED PARTIES</b>		
	<i>Parent</i>		
	NetSol Technologies Inc. 13.1.1	-	92,962
	<i>Associated</i>		
	NetSol Technologies Europe Limited 13.1.1	6,228	6,397
		<b>6,228</b>	<b>99,359</b>

13.1.1 This relates to normal course of business of the Company and is interest free.

#### 14. CONTINGENCIES & COMMITMENTS

##### 14.1 Contingencies

14.1.1 Mr. Ahsan Zubair, ex-employee of the Company has filed a case for recovery of damages for malicious prosecution before the civil court, Lahore and has sought the damages to the tune of PKR 500 million. The case was filed after the complaint filed by NETSOL pertaining to use of NetSol's IP without authority by a company formed by Mr. Ahsan Zubair and his partner who was also an ex-employee of the Company. Keeping in view the facts and circumstances of the case, including the nature of evidence of the plaintiff and the laws applicable, it can safely be inferred that, on merits, no case for damages is made out. This is also endorsed by the fact that case is barred by the laws relating to limitation as it has been filed by some two years beyond prescribed time. Moreover none of the ingredients forming basis for allowing a case of malicious prosecution are attracted. Therefore, on the facts of the case, there appears to be no chances of the case being allowed and there is no likelihood of this case having any adverse financial impact on the Company.

14.1.2 While disposing off a show cause notice issued by FBR under section 161 of the Income Tax Ordinance, 2001 for the tax year 2015, the assessing authority, in its judgement dated 26-07-2016 contended and considered the commission paid to a non-resident as fee for technical services and imposed a tax of Rs. 1,516,535 u/s 152 of the Income Tax Ordinance, 2001. The company filed an appeal u/s 127 of the said Ordinance before the Commissioner Inland Revenue (Appeals), Lahore on the grounds that amount paid to non resident is in respect of commission and cannot be considered fee for technical services, hence exempt from tax. The decision is currently pending with the competent authority. The company is confident that final outcome will be in its favour and accordingly no provision has been made in these financial statements in this respect.

##### 14.2 Commitments

The Company has issued worth Rs. 11.489 million (2018: 9.289 million) bank guarantees to LESCO and Standard Chartered Bank against its corporate credit cards.

The Company has capital commitments of Rs. 5 million under capital purchase agreements as at March 31, 2019. (2018: 41.75 million)

	Jan-Mar 2019	Jan-Mar 2018	Jul-Mar 2019	Jul-Mar 2018
	Rupees in '000'		Rupees in '000'	
<b>15. REVENUE - NET</b>				
<b>Export Revenue</b>				
License	305,853	304,817	1,210,363	621,415
Services	744,200	780,541	1,738,684	2,063,334
Maintenance	247,832	195,077	692,900	551,390
Reimbursable expenses	134,826	-	396,581	-
	<b>1,432,711</b>	<b>1,280,435</b>	<b>4,038,528</b>	<b>3,236,139</b>
<b>Local Revenue</b>				
Services	325	-	325	-
Maintenance	3,189	8,698	9,568	8,698
	<b>3,514</b>	<b>8,698</b>	<b>9,892</b>	<b>8,698</b>
Sales tax	(485)	(1,200)	(1,364)	(1,200)
	<b>1,435,740</b>	<b>1,287,933</b>	<b>4,047,056</b>	<b>3,243,637</b>

**16. TAXATION**

As per clause 133 of part 1 of the Second Schedule to the Income Tax Ordinance, 2001, income of the Company from export of computer software and its related services developed in Pakistan is exempt from tax up to June 30, 2025 provided that eighty per cent of the export proceeds is brought into Pakistan in foreign exchange remitted from outside Pakistan through normal banking channels. However tax as per applicable rates is charged to the income of the Company generated from other than core business activities.

**17. FINANCIAL RISK MANAGEMENT AND FINANCIAL INSTRUMENTS****Financial risk factors**

The Company's activities expose it to a variety of financial risks namely market risk (including currency risk, price risk and interest rate risk), credit risk, foreign exchange risk and liquidity risk. There has been no change in the risk management policies during the period, consequently this condensed interim financial information does not include all financial risk management information and disclosures required in the annual financial statements.

**Fair value of financial assets and liabilities**

The carrying value of all financial assets and liabilities reflected in this condensed interim financial information approximate their fair value.

**18. Impacts of adoption of IFRS 15**

Note 3.2 & 3.3 (i) explains the changes and new accounting policies introduced on July 1, 2018 resulting from the adoption of the new accounting standard IFRS 15 Revenue from Contracts with Customers.

The most significant impact to the company, upon adoption of IFRS 15, relates to the identification of contracts with customers, identification of distinct performance obligations and allocation of transaction price to the distinct performance obligations (based on their standalone selling prices).

In case of a multiple element arrangements (e.g contract to deliver various performance obligations to a single customer in various markets), the total transaction price of the bundled contract is allocated among the individual distinct performance obligations based on their relative standalone selling prices.

Company's contracts with customers' entail three separate performance obligations as follows:

1. Software licenses
2. Implementation, customization and consulting services
3. Maintenance services

Company identified all material and significant contracts in hand and not closed or completed by June 30, 2018 and applied IFRS 15 on those contracts to evaluate and analyse the impact IFRS 15 would have made on the revenue recognition from those contract. These contracts outline a fixed fee for the software license and maintenance services and provision of some other related services to the same customer. Total transaction price for these items was allocated to each of these performance obligations based on the relative standalone selling prices. Each performance obligation by geography is considered a distinct performance obligation. Accordingly, the transaction price was allocated based on relative standalone selling price by performance obligation and geography.

The adjustments made to items in the statement of financial position as of July 1, 2018 and attributable to IFRS 15 are as follows:

	Carrying amount in accordance with IAS 18 As on June 30, 2018	Adjustment	Carrying amount in accordance with IFRS 15 As on July 01, 2018
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Contract assets	1,428,321	(759,372)	668,949
<b>EQUITY &amp; LIABILITIES</b>			
<b>SHARE CAPITAL &amp; RESERVES</b>			
<b>Revenue reserve</b>			
Un-appropriated profits	5,354,598	(785,377)	4,569,221
<b>CURRENT LIABILITIES</b>			
Contract liabilities	371,243	26,005	397,248

The following tables provide comparison of carrying values of relevant items from the financial statements as of March 31, 2019 in accordance with IFRS 15 as compared to the old accounting standard, IAS 18 and related interpretations:

	Carrying amount in accordance with IFRS 15 As on March 31, 2019	Adjustment	Carrying amount in accordance with IAS 18 As on March 31, 2019
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Contract assets	929,729	842,332	1,772,061
Other receivable-Reimbursable cost	-	42,883	42,883
<b>EQUITY &amp; LIABILITIES</b>			
<b>SHARE CAPITAL &amp; RESERVES</b>			
<b>Revenue reserve</b>			
Un-appropriated profits	5,194,443	995,889	6,190,332
<b>CURRENT LIABILITIES</b>			
Contract liabilities	657,277	(111,763)	545,514
	<b>IFRS 15 Jul-Mar 2019</b>	<b>Adjustment</b>	<b>IAS 18 Jul-Mar 2019</b>
<b>REVENUE</b>			
License revenue	1,210,363	42,998	1,253,361
Maintenance revenue	692,900	77,646	770,546
Revenue against reimbursable cost	396,581	(396,581)	-
<b>COST OF REVENUE</b>			
Travelling & Conveyance-Reimbursable cost	396,581	(396,581)	-
<b>OTHER INCOME</b>			
Gain on foreign currency translation	321,851	89,868	411,719

The overviews presented above contain only those items of financial statements that are affected by the application of IFRS 15.

	Jan-Mar 2019	Jan-Mar 2018	Jul-Mar 2019	Jul-Mar 2018
	Rupees in '000'		Rupees in '000'	
<b>19. EARNINGS PER SHARE</b>				
<b>Basic</b>				
Profit after taxation for the period	182,564	617,286	849,530	1,225,554
Weighted average number of ordinary shares in issue during the period	89,723	89,699	89,723	89,672
Basic - In Rupees	2.03	6.88	9.47	13.67
<b>Diluted</b>				
Profit after taxation for the period	182,564	617,286	849,530	1,225,554
Weighted average number of ordinary shares in issue during the period	89,825	89,815	89,832	89,808
Diluted - In Rupee	2.03	6.87	9.46	13.65

## 20. TRANSACTION WITH RELATED PARTIES

Related parties comprise of holding company, subsidiary, associated undertakings, key management personnel of the company and post employment benefits. The Company in its normal course of business carries out transactions with various related parties. Amounts due from and to related parties are shown under receivables and payables. Parent, subsidiary and associated undertakings also have some common directorship.

Details of transactions with related parties, other than those which have been specifically disclosed elsewhere in these financial statements are as follows.

Relationship with the Company		Nature of transactions	Jul-Mar 2019	Jul-Mar 2018
			Rupees in '000'	
(i)	Subsidiary	Rental income	1,268	10,968
		Provision of services	1,581	4,211
		Mark-up expense	-	489
		Mark-up income	22	11
(ii)	Associated undertaking	Rental income	675	675
		Provision of services	766,320	144,360
		Purchase of services	19,663	16,085
(iii)	Parent	Dividend	118,793	68,836
		Repayment of loan	-	113,713
(iv)	Key management personnels	Salaries and benefits	100,185	64,055
		Retirement benefits	1,950	1,536
		Commission	136,189	44,339
(v)	Post employment benefit	Contribution to defined contribution plan	78,173	50,030

(vi) There are no transactions with any key management personnel other than under the terms of employment.

**21. DATE OF AUTHORIZATION FOR ISSUE**

These financial statements were authorized for issue on April 30, 2019 by the Board of Directors.

**22. GENERAL**

Figures have been rounded off to the nearest thousand rupee unless otherwise stated.



CHIEF EXECUTIVE OFFICER



CHIEF FINANCIAL OFFICER



DIRECTOR

