



The General Manager  
Pakistan Stock Exchange Limited  
Stock Exchange Building  
Karachi.

25<sup>th</sup> May 2021

Re: **Material Information**

Dear Sir,


In accordance with Clause 5.6.1(a) of the Rule Book of Pakistan Stock Exchange Limited, we are pleased to convey the following information:

Telecard Limited's 100% owned subsidiary, Supernet Limited ("**Supernet**") has issued a joint press release with Avara Technologies Pty Ltd. ("**Avara**") announcing the award of a long-term program from a major Pakistan based customer for supply of telecommunication equipment, warranty and support services, and trainings. Earlier this year, Supernet and Avara successfully completed Phase 1 of the program, despite supply chain and logistics challenges due to the COVID-19 pandemic. The customer has now formally launched Phase 2 with Supernet. The combined revenue of the business awarded to Supernet so far exceeds PKR 400 million, and Supernet expects a regular flow of additional orders over multiple years. The program is expected to remain active into the next decade.

The above referred press release is enclosed as an attachment to this letter.

You may please disseminate the foregoing to the members of the Exchange.

Yours Sincerely,

  
Waseem Ahmad  
Company Secretary

Enclosure: As above

Page 1 of 1



## **Supernet and Avara Technologies Announce the Award of a Multi-Million Dollar Long-Term Program to Supply Multiplexers and Associated Services in Pakistan**

**Islamabad, Pakistan and Melbourne, Australia - 25<sup>th</sup> May 2021** – Pakistan based Supernet Limited (“**Supernet**”) announced today that they, in conjunction with their Australian partner Avara Technologies Pty Ltd (“**Avara**”), have been awarded a long-term program lasting over a decade by a major Pakistani customer for the supply of multiservice multiplexers and associated operations, maintenance, warranty and support services. The program includes establishment of a repair facility in Pakistan and transfer of knowledge through an expansive training program enabling in-country engineers and technicians to rectify faults throughout the equipment’s lifecycle.

Challenged by the obsolescence of their existing equipment and the backward compatibility of any new equipment that would be acquired, Supernet’s customer struggled with costs and effective delivery of services. By teaming up, Supernet and Avara have been successful in delivering the nonpareil solution to address their challenge.

Avara’s DynaFlex product family is a flexible, fully featured, access multiplexer with powerful cross-connect and protection capabilities. With the ability to handle a wide range of interfaces like POTS, SCADA, Ethernet, Serial Data and Tele-Protection, the DynaFlex platform is an ideal choice for transporting mission critical TDM services over PDH, SDH, Ethernet or MPLS-TP packet-based interfaces. DynaFlex offers a broad range of hot pluggable channel cards to complement a range of physical interfaces in a modular manner.

Earlier this year, Supernet and Avara successfully delivered in time the first batch of DynaFlex multiplexers under Phase 1 of the program despite supply chain and logistics challenges due to the COVID-19 pandemic. And today, the customer has formally launched Phase 2 with Supernet.

Elated by the success of their first venture together, Supernet and Avara have reaffirmed their long-term commitment to the Pakistan market by expanding their efforts to introduce Avara’s products and Supernet’s services to other entities in the country. Additionally, Supernet and Avara are exploring the growth of their partnership for the broader Middle East and Central Asia region.

“Supernet, with our trained and experienced manpower, extensive presence in Pakistan and rich history of providing technology services have added to our technical and service delivery strength through our partnership with Avara. We are once again enabling our customers to take advantage of the best-in-class solutions. In a challenging business environment made even more difficult by the global pandemic, our solutions, services and timely support has enabled our customers drive down their costs and stay ahead of the obsolescence curve. And we are as always proud of and grateful for the trust that our customers place in us.” commented Ali Akhtar, Head of BU Telecoms and Defense, Supernet.





Empowering Networks



“Avara Technologies is thrilled to have worked with Supernet on this particular project in addressing obsolescence. As is always our process, working with our valued Partners to better understand customer needs, has achieved an outstanding result by updating customer’s current technology, reducing costs, and providing a solution that is environmentally sustainable. Even with the challenges brought on by COVID, our partnerships have enabled us to ensure continuity in our development activities, production as well as delivering training effectively meeting challenging expectations. Avara looks forward to working with Supernet in the future on even more exciting and innovative projects.” – Lasha Aponso C.E.O. Avara Technologies.

### **About Supernet Limited**

Supernet Limited, one of Pakistan’s leading telecommunications service provider and systems integrator, has been operating since 1995. Supernet offers a full portfolio of local-to-global integrated communications infrastructure solutions to Telecoms, Defense, Enterprise and Government entities. Supernet’s “Connectivity” products and services include a broad spectrum of Wide Area Network (WAN) and Metropolitan Area Network (MAN) solutions based on satellite, fiber optics, microwave and radios. In recent years, Supernet has established its expertise in domains including cybersecurity, power, networking and surveillance solutions as part of its “Beyond Connectivity” initiative thereby offering a richer portfolio of solutions and services to customers. For more information, please visit [www.super.net.pk](http://www.super.net.pk)

### **About Avara Technologies Pty Limited**

Avara Technologies is a supplier of world-class optical, industrial Ethernet, voice and data communication products for utilities, service providers, and infrastructure providers world-wide. Avara is driven by technology innovation and a commitment to delivering top quality products, exceptional support and value to customers. Avara’s focus is to be the customers’ and partners’ preferred supplier for optical, voice and premium data network equipment solutions so that can rely on Avara’s field proven products to deliver mission critical networks all over the world. Avara was established in 2002 and is represented in Europe, the Middle East, Asia, APAC and Australia. For more information, please visit [www.avaratechnologies.com](http://www.avaratechnologies.com)

*Certain information in this press release contains statements that are forward-looking in nature and involve certain significant risks and uncertainties. Actual results could differ materially from such forward-looking information.*

#### **Supernet’s Contact:**

Ali Akhtar  
Head of BU, Telecoms and Defense  
Phone: +92-345-278-1872  
Email: [ali.akhtar@supernetlimited.com](mailto:ali.akhtar@supernetlimited.com)

#### **Avara’s Contact:**

Alex Lioznov  
Business Development Manager - Global  
Phone: +61-432-127-327  
Email: [alex.lioznov@avaratechnologies.com](mailto:alex.lioznov@avaratechnologies.com)