



PTCL Investor Call

Annual Financial Results – 2022

21st February, 2023

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Business Overview

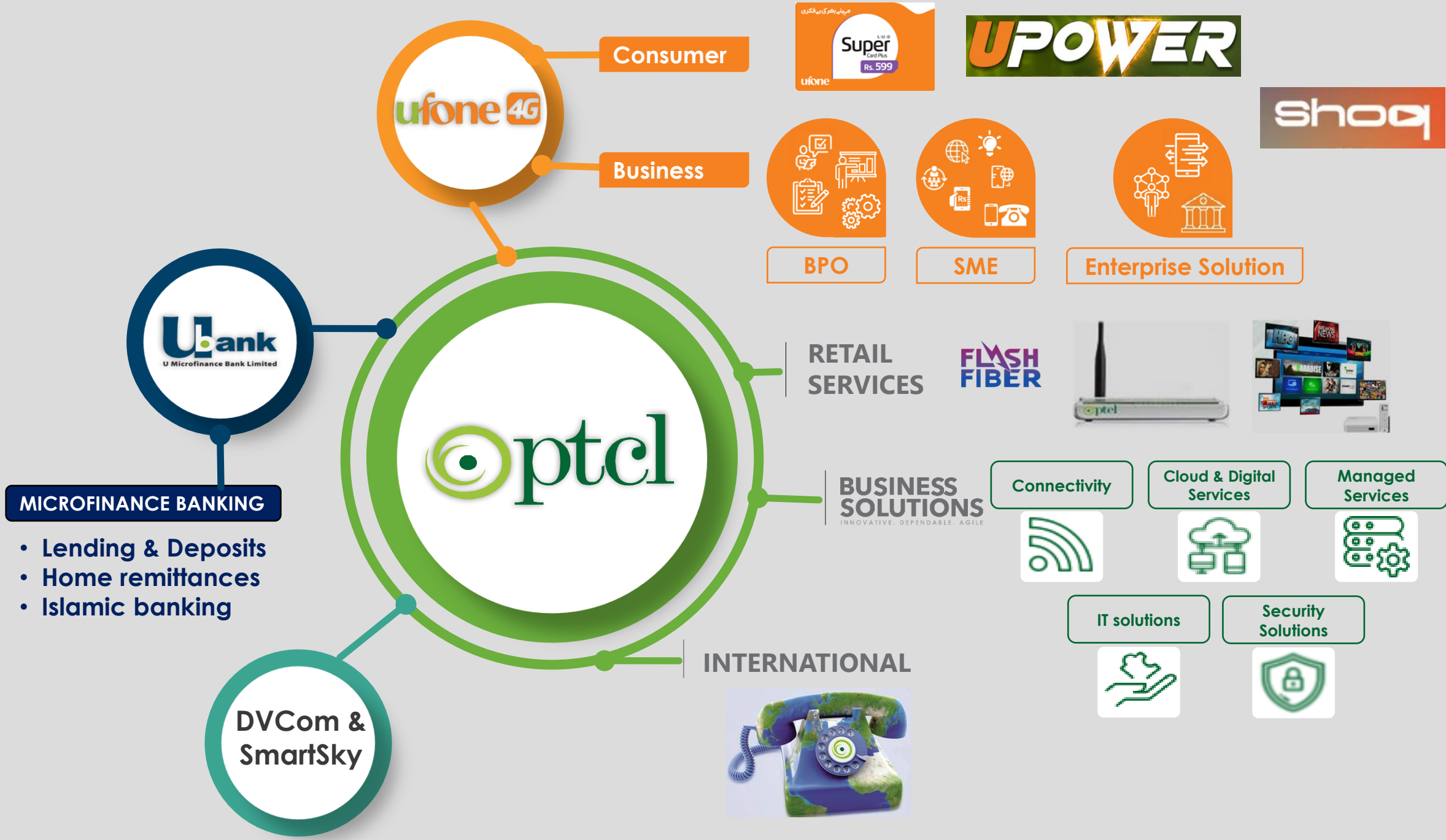
Hatem Bamatraf

President & Chief Executive Officer

PTCL Group



PTCL GROUP



PKR 151.6 Bn



10.2 %
YoY Growth

Revenue 2022

PTCL Group reported revenue stands highest ever, with double digit revenue growth

PKR 83.4Bn

Revenue 2022

**PTCL records
highest ever
revenue**

PKR 9.05Bn

Net Profit 2022

**Highest bottom
line achieved
since 2013**

Key Highlights – Year ended Dec 31, 2022

PTCL Group

- Top line growth of 10.2% with positive contribution from all OPCOs
- YoY EBITDA remained stable, despite hike in energy tariffs and currency devaluation
- Bottom line remained under pressure on account of significant fluctuation in macro economic variables



- Revenue increased by 9% YoY mainly contributed by growth of 12% in wireline data & 20% in corporate & wholesale
- EBITDA growth of 6% YoY – PKR 21.9 B in 2022
- Net Profit increased to PKR 9.05 B with a growth of 32% YoY



- Revenue Growth of 7.1% YoY (normalized growth is 15% excluding the impact of Advance Income Tax and Mobile Termination Rate), backed by investment in network, aggressive product offering focusing on data & regional play
- Bottom line remained under pressure due to energy price hikes, increase in interest rates & currency devaluation
- VIS Credit Rating Company has assigned initial entity ratings of 'AA-/A-1' (Double A Minus/A-One) to Ufone



- 35% revenue growth in comparison to same period last year supported by increase in deposit base by PKR 37 B & loan portfolio by PKR 14 B.
- Ubank continued to diversify its asset classes and funding streams while ensuring positive bottom-line impact

Key Operational Highlights – 2022



- PTCL remains the Leader in the **Fixed broadband business** with a market share of 73%
- FTTH **market share** increased by 10 p.p. from last year
- Largest **FTTH rollout (278 K Home Passes)** in the industry, while rest of the market combined delivered only 245k Home Passes
- FTTH **subscriber base** doubled from 99k to 208k representing a growth rate of 110.5%
- FTTH **revenue** has doubled in 2022 (103%)
- **Business Services** demonstrated growth of 12.5%, with continued focus on data, managed services and cloud services



- Ufone has grown strength to strength registering **7.1% YoY growth in revenue** in 2022
- Ufone has recorded **positive Net Adds** with ~4% YoY growth in its subscriber base
- Significant increase in **4G data customer** penetration within base from ~32% to ~49%
- Ufone's **customer experience** remains best in the industry, highest NPS score of 38 as of Dec 2022
- **Network rollout** and modernization has been moving at a good pace with 1,330 new sites deployed in 2022
- Ufone **data traffic** increased by 134% in Q4 2022 over same period last year



- **57%** of GLP is secured via Gold Backed Loans
- **80%** of fresh loans have been processed via Digital Loan Acquisition App
- Ubank increased its branches from 201 to **301** in 2022 and increased its ATMs from 195 to **232** in 2022
- The balance sheet footing of the Bank stands at **PKR 221 B**. Deposit book increased by **68%** and Borrowings tripled during the period.
- Ubank received commercial license for extending nationwide Islamic Banking Services
- PACRA upgraded entity rating of Ubank from A to A+ Long-term and reaffirmed short-term rating of A1



Financial Highlights

Nadeem Khan

Chief Financial Officer

PTCL Group

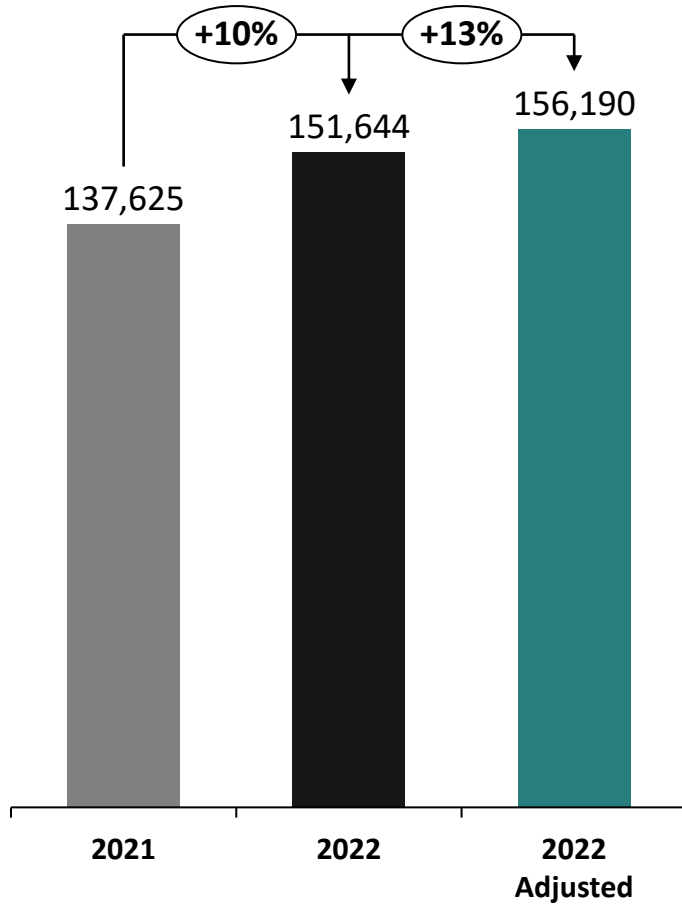


PTCL Group Key Financials – 2022

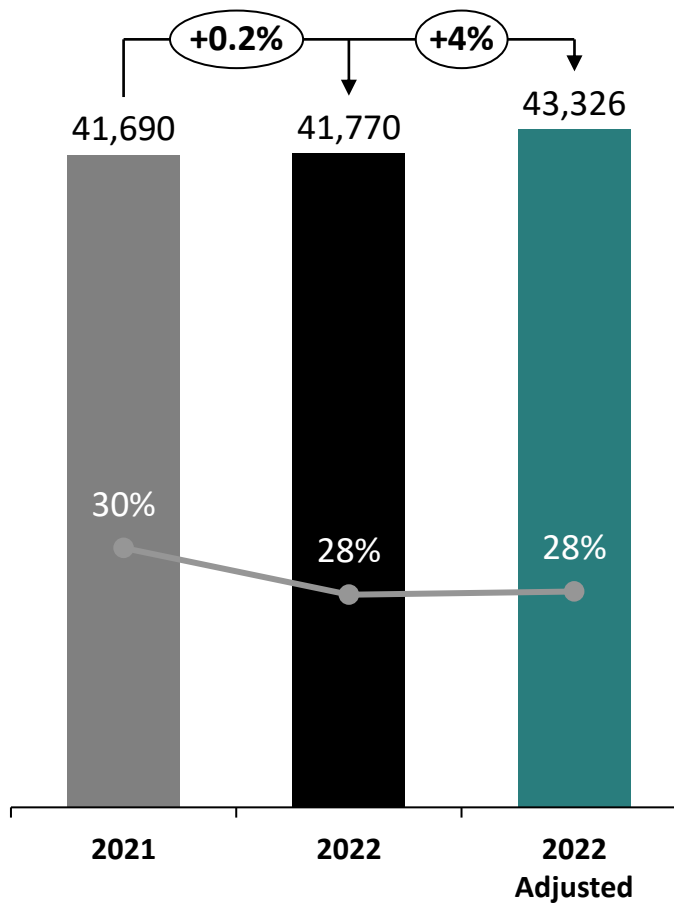
10% YoY growth in Revenue contributed by all OPCOs

PKR Million

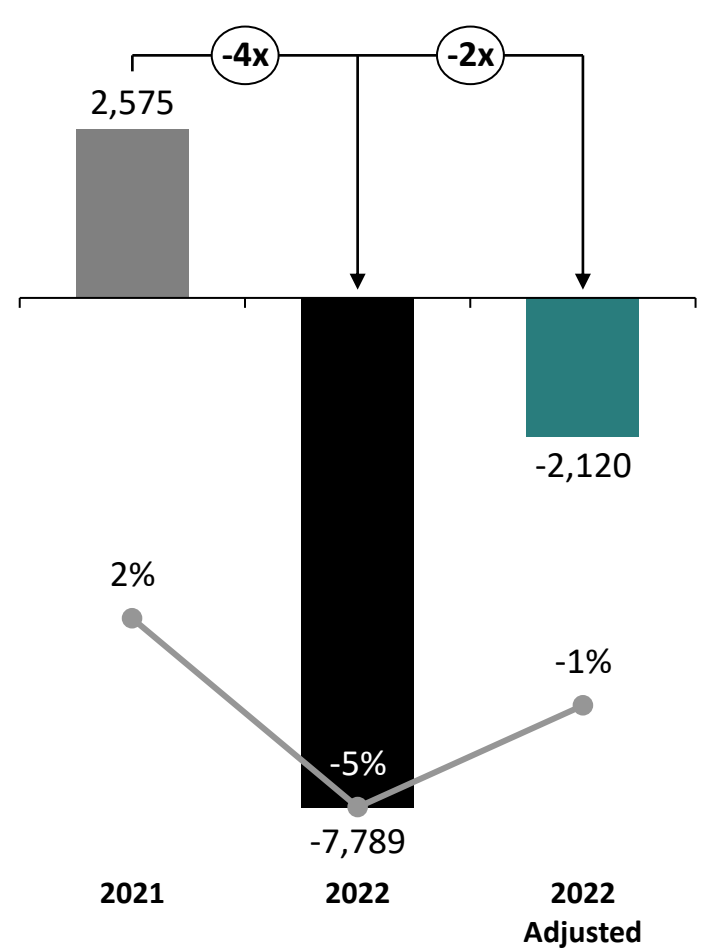
Revenue



EBITDA & Margin %



Net Profit / Loss & Margin %

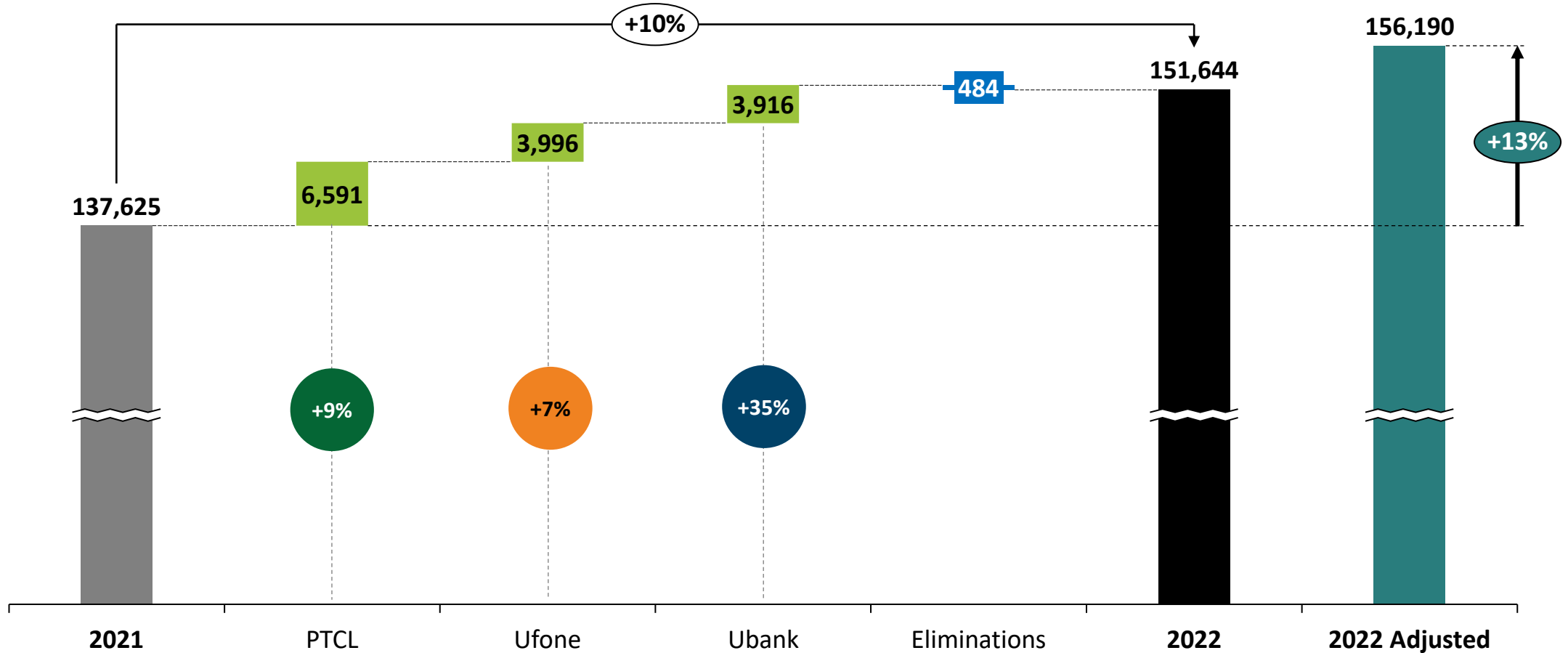


PTCL Group – YoY Revenue Evolution 2022

All-time highest revenue for PTCL Group with unprecedented double-digit growth

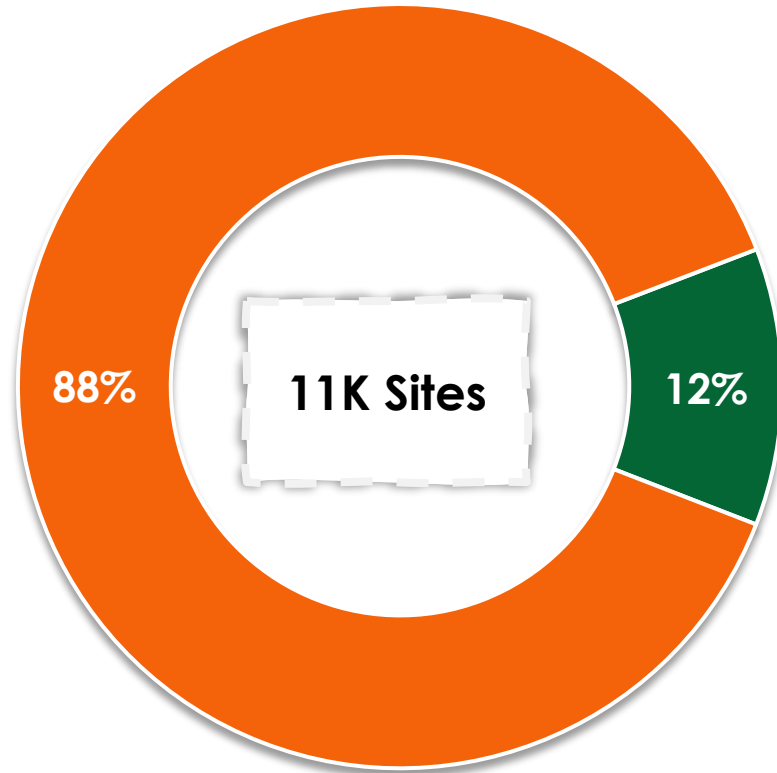
PKR Million

% YoY Growth

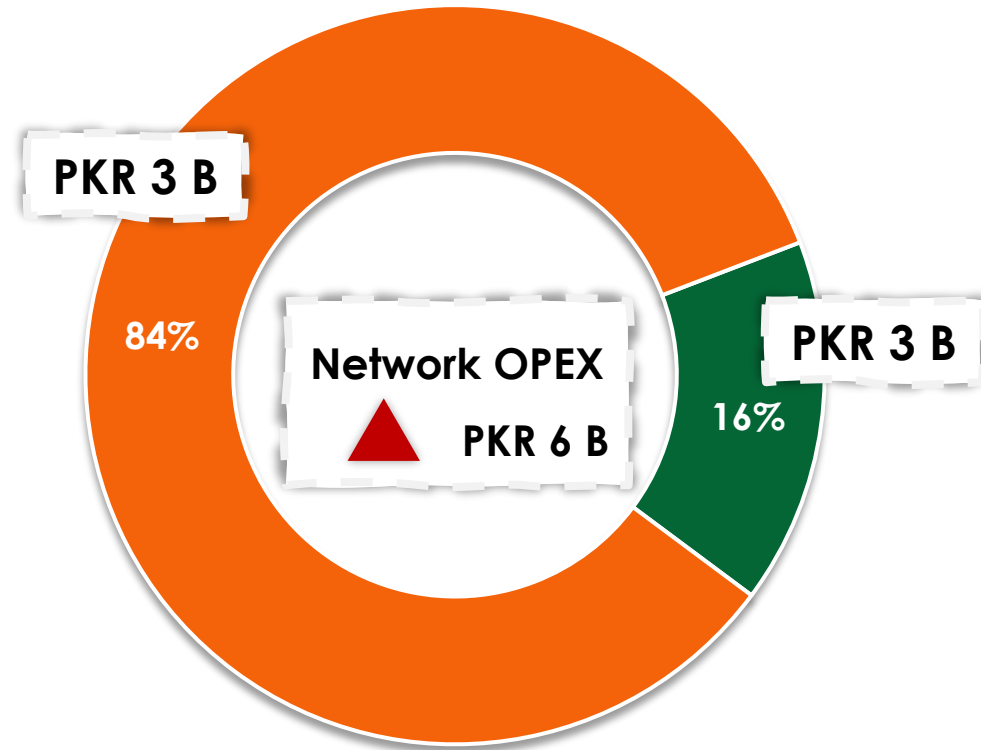


Ufone Network Rollout in 2022

PKR 3 B OPEX for Network expansion & upgradation which started yielding results in terms growth in 4G subscriber base and revenue



■ New Rollout ■ Existing Network

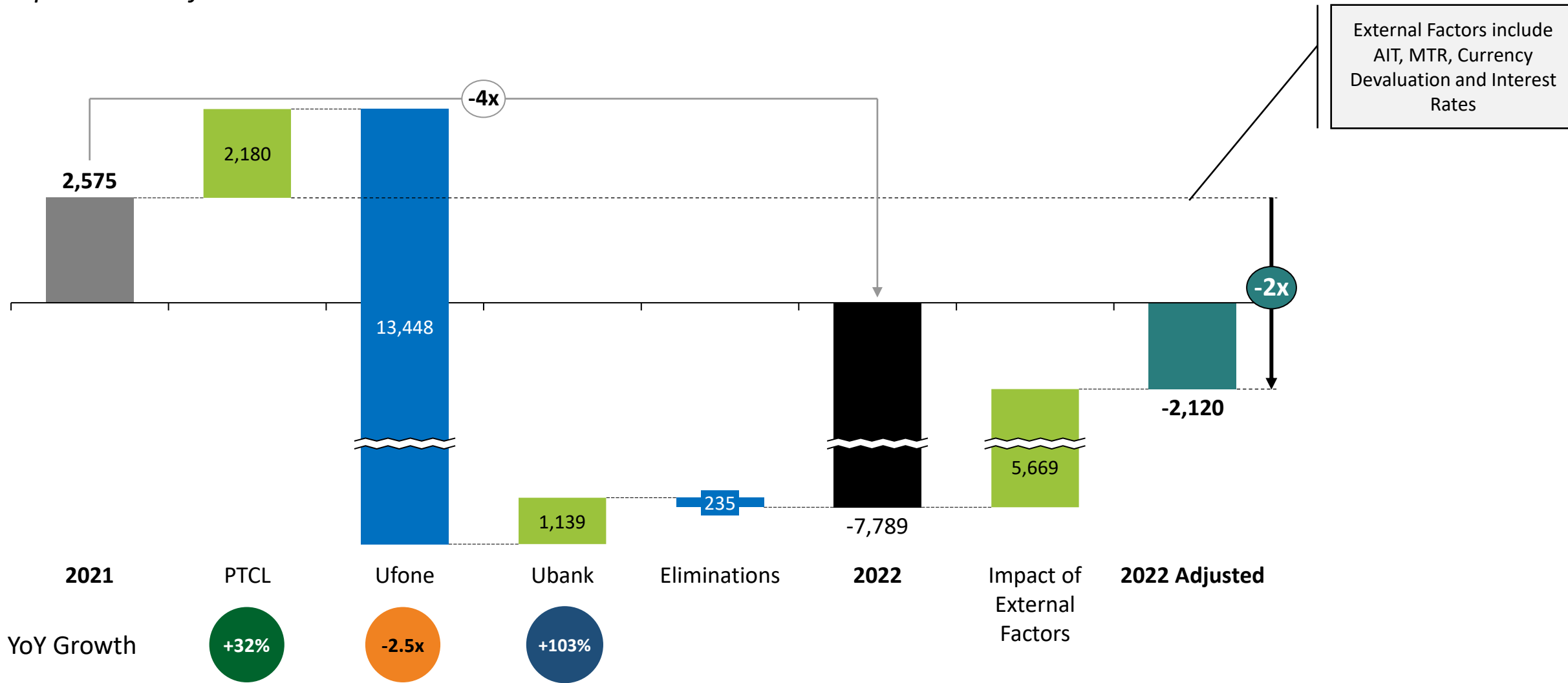


■ New Rollout ■ Existing Network

PTCL Group – YoY Net Profit Evolution 2022

Bottom line impacted by AIT, MTR, significant fluctuation of Economic Variables & Network expansion in Ufone

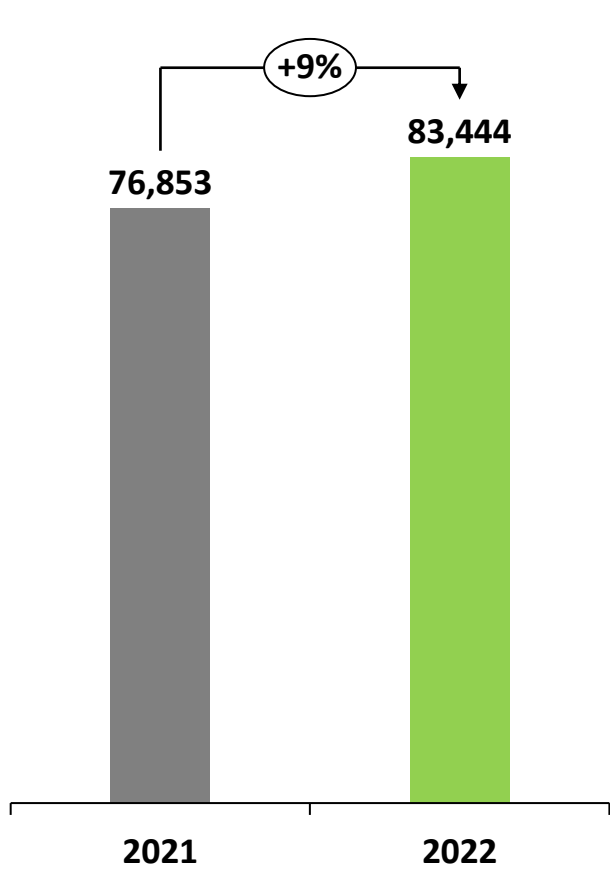
PKR Million



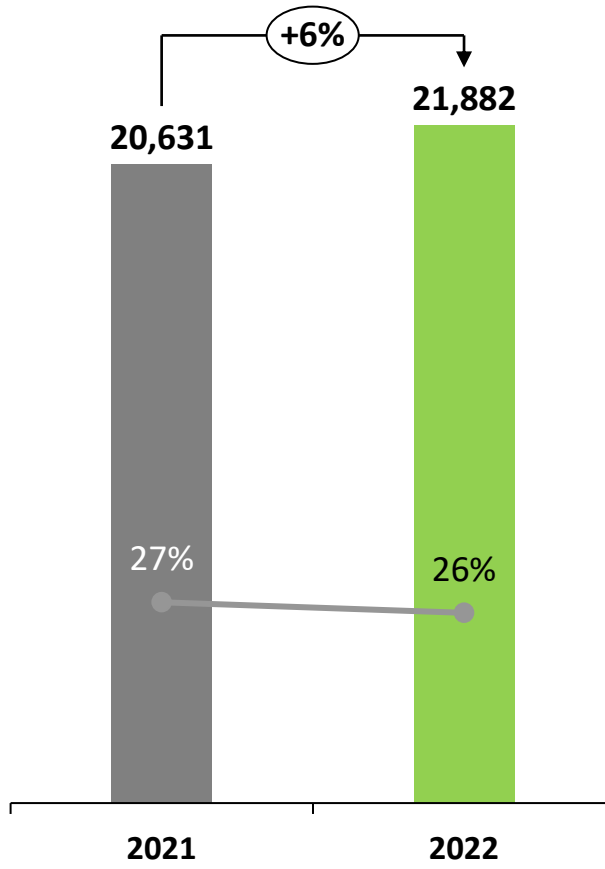
PTCL Key Financials – 2022

All key financial indicators showing healthy growth

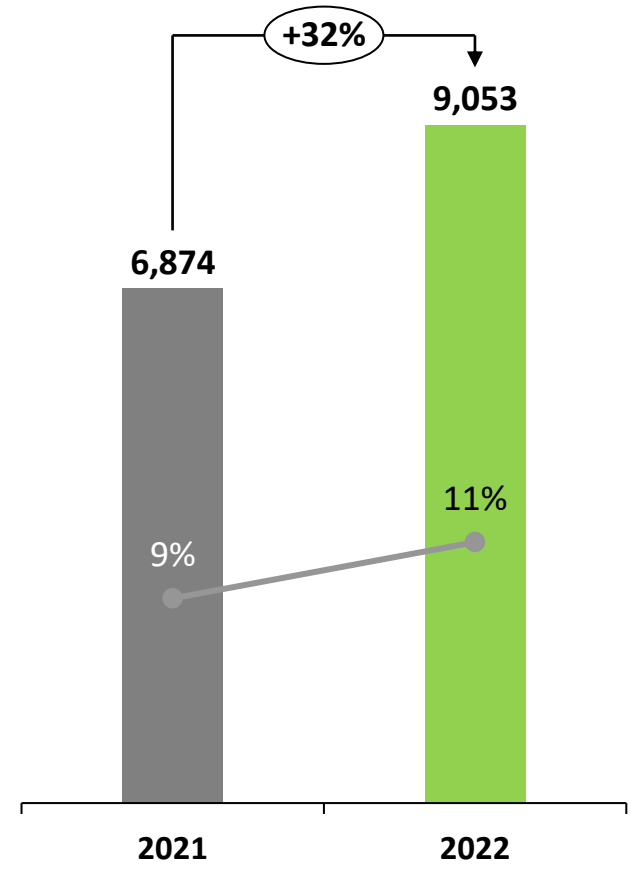
Revenue



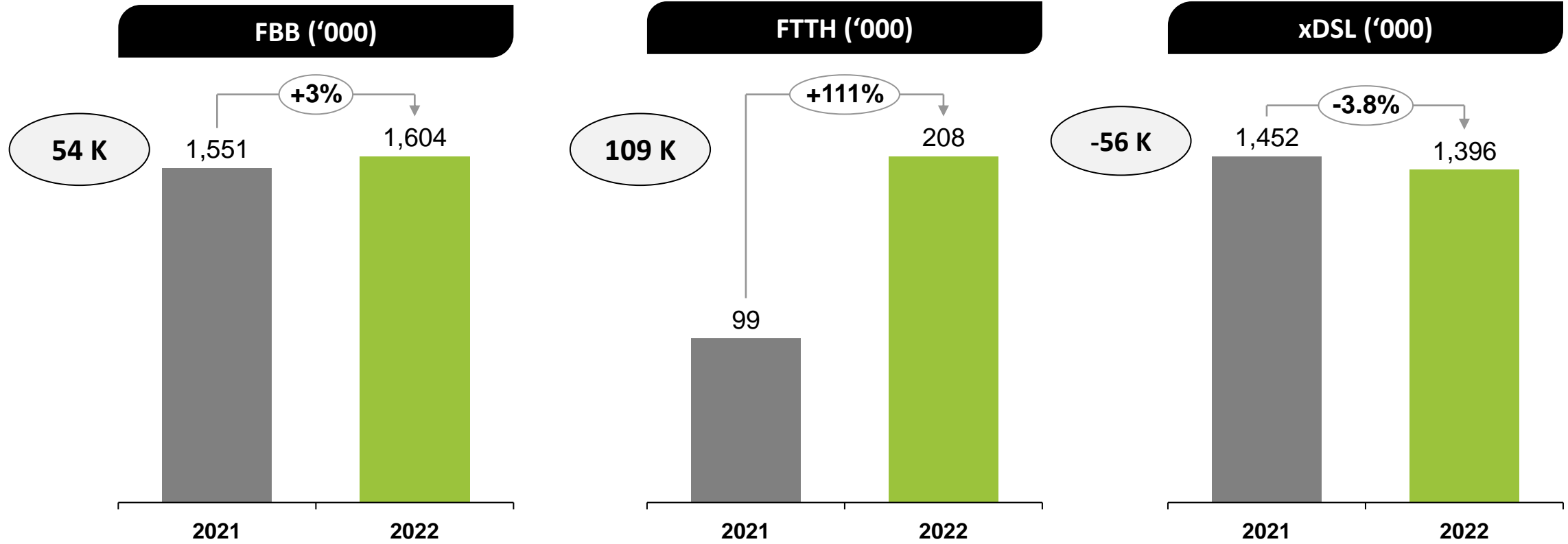
EBITDA & Margin %



Net Profit & Margin %



Continuous improvement in customer experience and aggressive sales strategy helped growth in Fixed Broadband subscribers leading to double digit revenue growth



Revenue Growth

12.2%

103%

5.0%

Net additions

51k conversions from xDSL to FTTH

PTCL Revenue

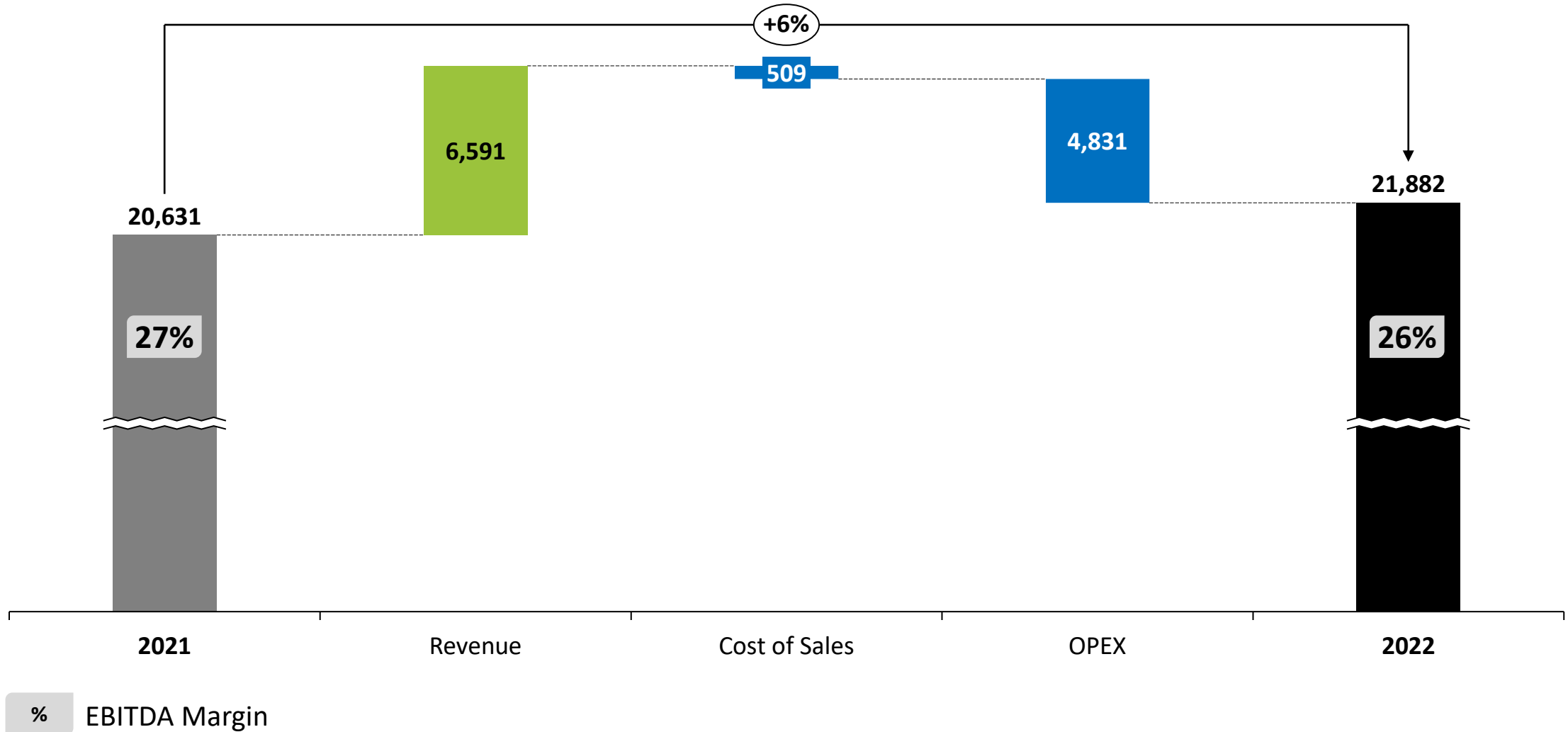
Achieved highest revenue backed by growth in wireline data and corporate & wholesale segment

PKR Million

PKR Million	2022	Change %
		YoY
Wireline Data	35,269	12%
Wireless Data	2,119	-16%
Voice	9,016	-9%
Retail	46,404	6%
Corporate & Wholesale	25,901	20%
International	11,140	-2%
Total	83,444	9%

PTCL – EBITDA YoY Evolution 2022

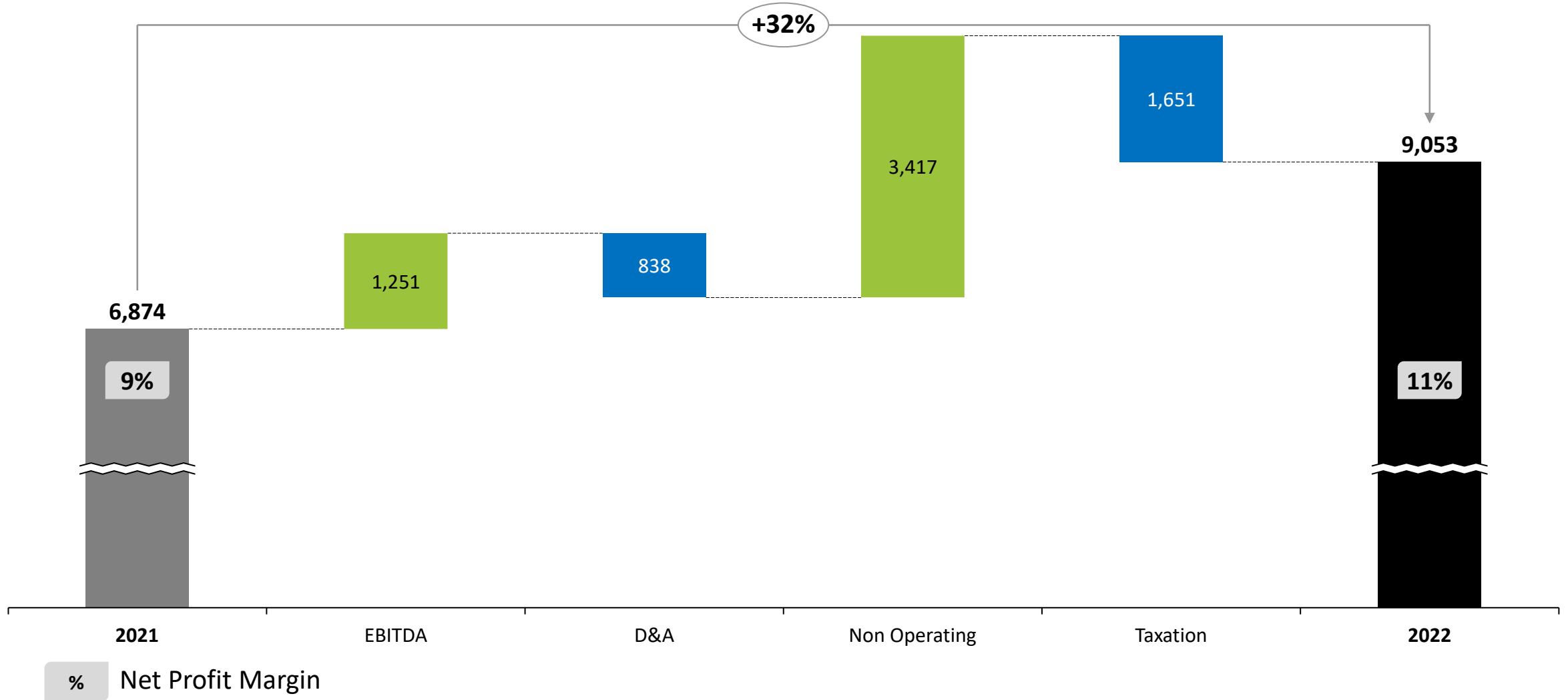
6% EBITDA growth despite rising energy tariffs



PTCL – Net Profit YoY Evolution 2022

32% YoY increase in Net Profit

PKR Million



PTCL Balance Sheet

<i>PKR Million</i>	<i>Dec-21</i>	<i>Dec-22</i>
Property, Plant and Equipment	121,508	131,490
Long term investments	30,736	44,736
Other Non Current Assets	13,610	21,301
Non Current Assets	165,854	197,527
Trade debts	27,937	39,293
Stores and spares	5,575	7,637
Cash & Cash Equivalents	2,556	5,685
Other current assets	43,813	55,018
Current Assets	79,881	107,633
Total Assets	245,735	305,160
Share capital	51,000	51,000
Reserves	48,653	57,054
Equity	99,653	108,054
Employees retirement benefits	27,065	29,208
Long term loans from banks	-	22,380
Other Non Current Liabilities	14,474	19,260
Non-current liabilities	41,539	70,849
Current liabilities	104,543	126,257
Total Liabilities & Equity	245,735	305,160

PTCL Cash Flow Statement

<i>PKR Million</i>	Dec-21	Dec-22
Cash Flows from operating activities	25,863	22,925
Cash Flows from investing activities	(34,644)	(41,844)
Cash Flows from financing activities	(640)	21,955
Net Inc/(Dec) in Cash & Cash Equivalents	(9,420)	3,036
Opening Cash & Cash Equivalents	11,977	2,556
Closing Cash & Cash Equivalents	2,556	5,592

Summary & Conclusion



Summary & Conclusion

PTCL Group reported 10% YoY growth in topline, which is the highest ever in history

PTCL achieved highest net profit after 2013 supported by continuous growth in Fixed Broadband and business solutions segment with continued focus on data, managed services and cloud services.

Ufone has significantly increased 4G data customer penetration and data traffic backed by 4G spectrum acquisition, multiple marketing initiatives and additional network rollout.

Ubank has shown double digit growth in top-line and bottom-line by increasing its advances portfolio and treasury investments.



Questions & Answers

PTCL Investor Relations

Email: mudasser.shafiq@ptclgroup.com



THANK YOU