

PTCL Corporate Briefing Session

For the Year 2023

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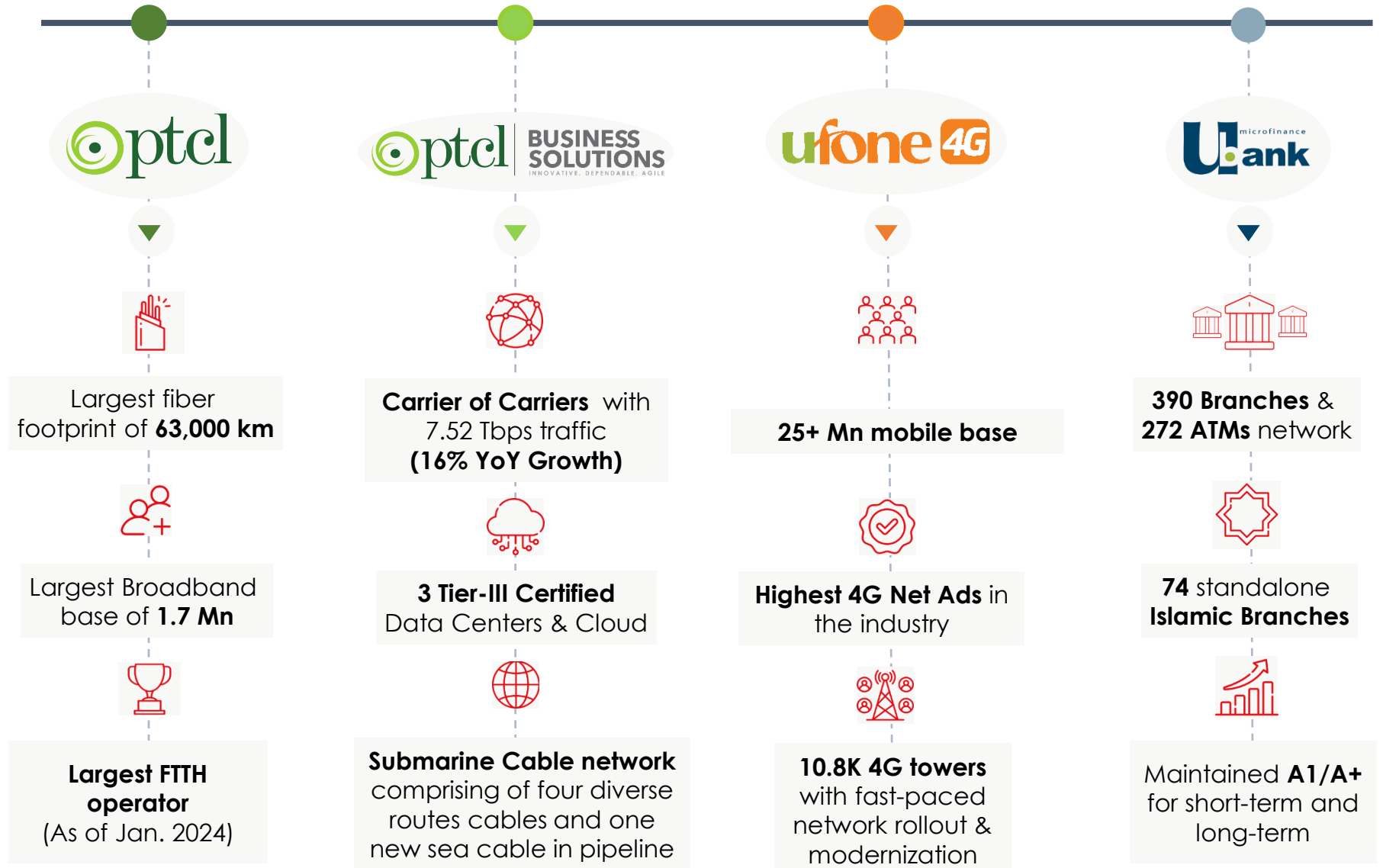
PTCL Group Overview



PTCL Group

PTCL Group Key Strengths

- PTCL Group is the **only integrated telecom service provider** in Pakistan
- **2nd largest** operator by revenue
- **Un-paralleled** network infrastructure and services across the value chain
- **Well positioned** to capitalize on **digital potential** of Pakistan



PTCL – Vision, Ambition & Corporate Values

Vision

To Become Largest Technology Player and National Champion to support Digital Transformation of Pakistan

Ambition

To Become #1 Telecom Operator of Pakistan

Values



**BE
RESILIENT**



**THINK
BIG**



**WIN EVERY
BATTLE**



**VALUE
SUCCESS**

We Strive to Win and Never Accept Defeat

PTCL Management



Hatem Mohamed Bamatraf
President and Group Chief
Executive Officer



Mohammad Nadeem Khan
Group Chief Financial Officer



Zahida Awan
Group Chief Legal Officer &
Company Secretary



Shahid Abbas
Group Chief Internal Auditor



Muhammad Shoaib Baig
Group Chief People Officer

Zarrar Hasham Khan
Group Chief Business Solutions Officer



M. Shahzad Yousuf
Chief Business Operations Officer



Jafar Khalid
Group Chief Technology &
Information Officer



Naveed Khalid Butt
Group Chief Regulatory Officer



Ahmad Kamal
Group Chief Customer Care Officer

Syed Mazhar Hussain
Advisor to President & Group CEO



Nauman Fakhar
Chief Retail Sales Officer



Syed Atif Raza
Group Chief Marketing Officer



PTCL Group signed the SPA to acquire 100% stake in Telenor Pakistan*, marked as major break-through in Telecom industry and significant achievement in the history of PTCL Group



14th December 2023, Islamabad

PTCL Group continues with Cultural Transformation Journey & has received industry recognition

PTCL Group won
Best Place to Work Pakistan
Award 2023 by PSHRM* &
Engage Consulting



Redefining Culture &
launch of unified PTCL
Group Corporate Values

**WE STRIVE TO WIN
& NEVER ACCEPT DEFEAT**



BE RESILIENT

THINK BIG



WIN EVERY BATTLE

VALUE SUCCESS

PTCL Retail Services

Wireline Broadband



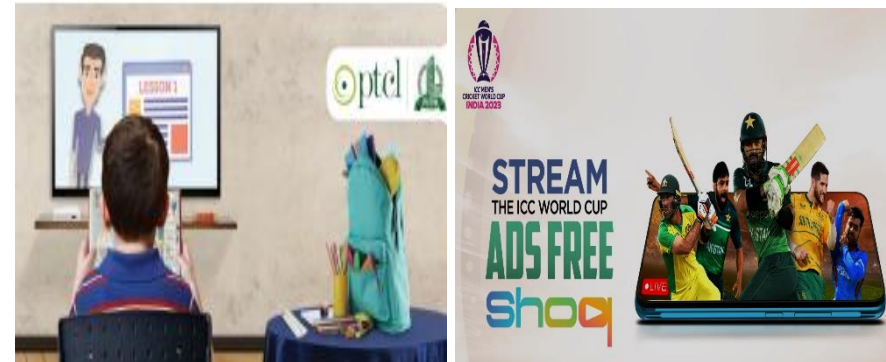
Flash Fiber



Voice



Smart TV and Content



Aggressive expansion of FTTH leading to unprecedented growth in 2023

400K+
FLASH FIBER Subscribers

1.1 Mn
FTTH Home Passes

Highest ever rollout of **500K in 2023**
in the history of Pakistan

2x

FTTH Subscribers Growth vs. LY

413K in 2023 vs.
208K in 2022

2x

FTTH Revenue Growth vs. LY

PKR 9.4Bn in 2023 vs.
PKR 4.5Bn in 2022

31%

Market Share

205K

Net Adds 2023

- **Offers multiple solutions** including Connectivity, Smart Solutions & Managed Services.
- **Clientele** from multiple corporate sectors including majority of Telecom & Banks as well as Government, Education, Healthcare, etc.



Carrier of Carriers

Carrying 7.52 Tbps of traffic domestically & internationally

(16% YoY Growth)

Key Partners

Wide range of solutions offerings

2023 was packed with successes for Ufone and surpassed industry growth on multiple fronts

25+ Million Subscribers



Ranked **No. 1** in NPS

Ufone at 31% Y'23 vs. 2nd operator at 25%

49%

2nd Highest Net Adds Share in Y'23

1.6Mn Net Adds in Y'23

87%

Net Adds Growth Vs. LY

1.6Mn in Y'23 vs. 0.9Mn in Y'22

33%

4G Net Adds Share in Y'23

3Mn 4G Net Adds in Y'23

27%

4G Subscriber Growth vs. LY

14.5Mn 4G Subs in Y'23 vs. 11.4Mn in Y'22



Launch of Digital Brand in Aug'23

Ubank offers diverse portfolio of microfinance banking services, including;

- Microfinance Loans & Deposits
- Islamic Banking
- International Remittances
- Rural & Urban Retail Banking
- Corporate Finance & Investment

66%

2023 vs 2022

Revenue Growth

Leading Branch & ATM Network

390

Branches

272

ATMs

74

Standalone Islamic Branches

Disbursements

PKR 80.4 Bn

Increase of
PKR 23.5 Bn YoY.

Deposits

106 Bn

YoY growth 15%
2023 vs. 2022

Key Highlights

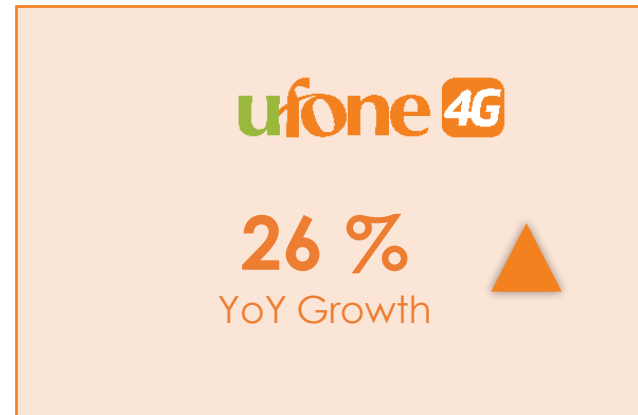


Key Financial Highlights – 2023



- PTCL Group reported revenue stands **highest ever** with double digit revenue growth.

- **All OPCOs contributed** towards the double-digit revenue growth of PTCL Group.



Financial Highlights



P&L – PTCL & PTCL Group

PKR Million

P&L - PTCL

	2023	2022	Variance	
Revenue	96,267	83,444	12,823	15%
Cost of Service	(76,102)	(65,211)	(10,890)	-17%
Gross profit	20,165	18,233	1,932	11%
Admin & Gen. Expense	(8,808)	(7,824)	(985)	-13%
Selling & Marketing Expense	(4,872)	(3,821)	(1,051)	-28%
Impairment loss on trade debts	(1,619)	(1,707)	88	5%
Operating Profit	4,865	4,881	-16	0%
Other Income	19,410	10,804	8,606	80%
Finance Cost	(10,369)	(2,172)	(8,197)	-377%
Profit before Tax	13,906	13,513	393	3%
Taxation	(4,515)	(4,459)	(56)	-1%
Profit for the period	9,391	9,053	337	4%

P&L – PTCL Group

	2023	2022 Restated	Variance	
Revenue	188,075	151,020	37,055	25%
Cost of Sales	(151,885)	(120,383)	(31,502)	-26%
Gross Profit	36,190	30,636	5,554	18%
Admin & Gen. Expense	(25,641)	(20,432)	(5,209)	-25%
Selling & Marketing Expense	(10,734)	(8,537)	(2,197)	-26%
Impairment loss on trade debts	(1,191)	(4,594)	3,403	74%
Operating Profit/(Loss)	(1,376)	(2,926)	1,550	53%
Other Income	30,248	15,625	14,623	94%
Finance Cost	(51,779)	(29,797)	(21,981)	-74%
Loss before Tax	(22,907)	(17,099)	(5,808)	-34%
Taxation	7,363	6,184	1,179	19%
Loss for the period	(15,544)	(10,915)	(4,629)	-42%

PTCL Revenue

PKR Million

	2023	2022	Variance (%)
Broadband & IPTV	41,185	35,269	17%
Wireless Data	1,664	2,119	-21%
Voice Services	8,254	9,016	-8%
Retail	51,103	46,404	10%
Corporate & Wholesale	34,873	28,316	23%
International	10,291	8,724	18%
Total	96,267	83,444	15%

PTCL Balance Sheet

PKR Million

Balance Sheet

	Dec-23	Dec-22
Property, Plant and Equipment	144,018	131,490
Long term loans and advances	32,225	20,181
Long term investments	71,836	44,736
Other Non Current Assets	6,370	3,386
Non Current Assets	254,449	199,793
Trade debts	52,587	39,293
Stores and spares	9,433	7,637
Cash & Cash Equivalents	10,029	5,685
Other current assets	61,103	52,752
Current Assets	133,153	105,367
Total Assets	387,602	305,160
Share capital	51,000	51,000
Reserves	66,368	57,054
Equity	117,368	108,054
Non-current liabilities	103,138	70,681
Current liabilities	167,095	126,425
Total Liabilities & Equity	387,602	305,160

Cash Flow Statement - PTCL

PKR Million

Cash Flow Statement

	2023	2022
Cash Flows from operating activities	22,457	26,548
Cash Flows from investing activities	(61,954)	(44,592)
Cash Flows from financing activities	19,719	21,081
Net Inc/(Dec) in Cash & Cash Equivalents	(19,778)	3,036
Opening Cash & Cash Equivalents	5,592	2,556
Closing Cash & Cash Equivalents	(14,185)	5,592

Corporate Social Responsibility



Corporate Social Responsibility – 2023



Corporate Social Responsibility – 2023 Continued...

- **Polio Eradication Campaign** – Awareness and vaccination promotion with National Emergency Center
- **Blood Donation Drive** – Partnered with Fatimid Foundation, enthusiastic employee participation
- **Internet for Education** – Provided Evo Charji Devices to Pehli Kiran Schools in Islamabad slums
- **Sign Language Training** – Partnered with ConnectHear, trained Customer Service Center representatives
- **ConnectHear Partnership** – Free data for deaf community app, enhanced accessibility
- **Connected Women Workshop** – Co-hosted with GSMA, addressed gender gap in mobile usage
- **Tree Plantation Campaign** – With Parks & Horticulture Authority, planted trees on Murree Expressway
- **Breast Cancer Campaign** – Partnered with Pink Ribbon Pakistan, month-long awareness and donation drive
- **Razakaar Force** – Launched volunteer program, strong employee participation in diverse CSR activities



THANK YOU