



PTCL Investor Call

Annual Financial Results – 2021

15th February, 2022

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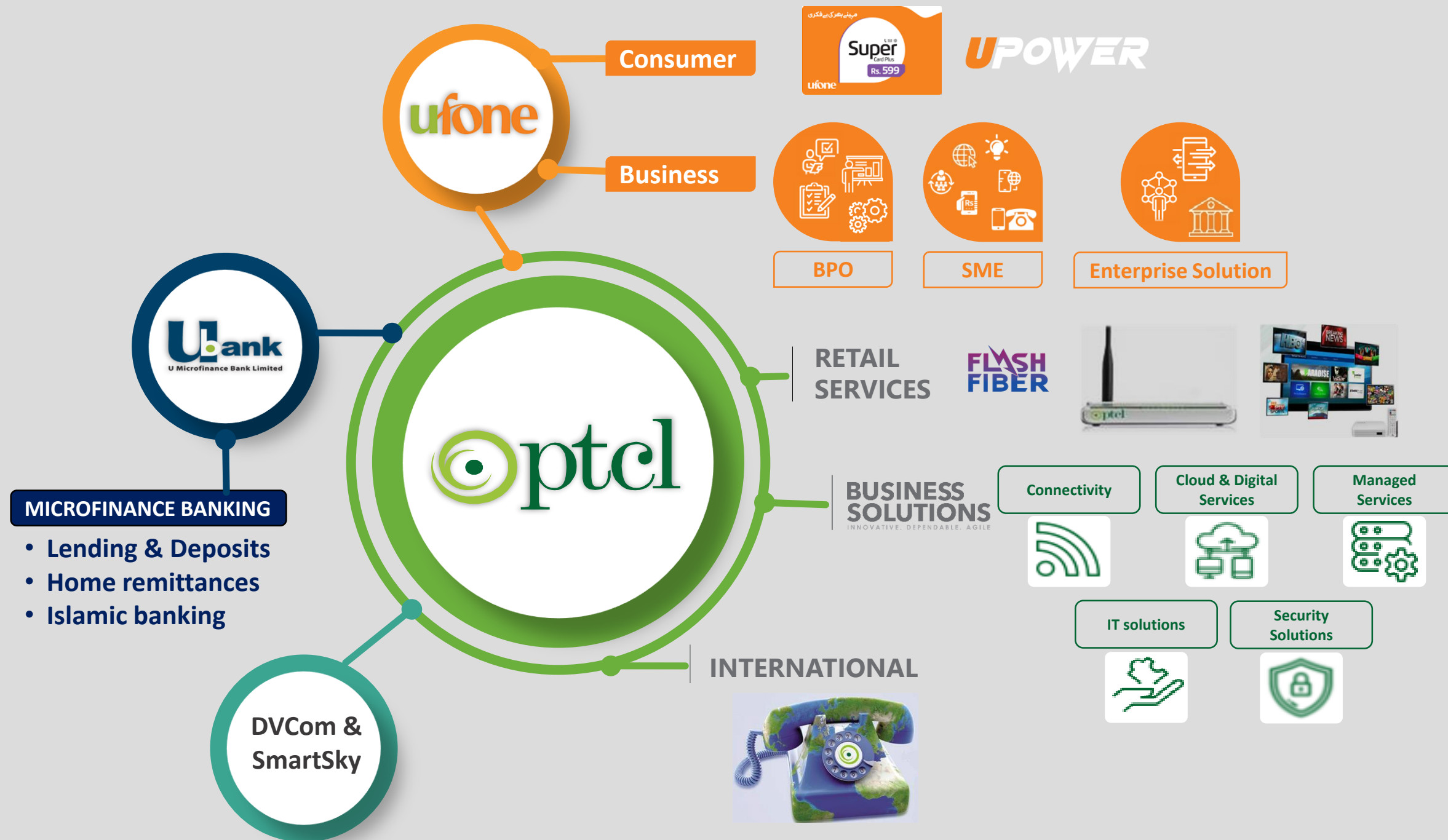
Business Overview

Hatem Bamatraf

President & Chief Executive Officer

PTCL Group

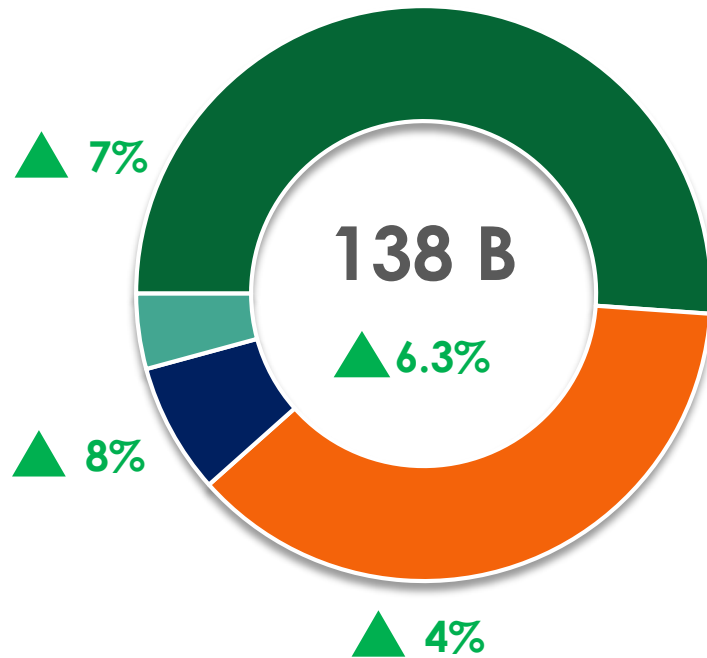




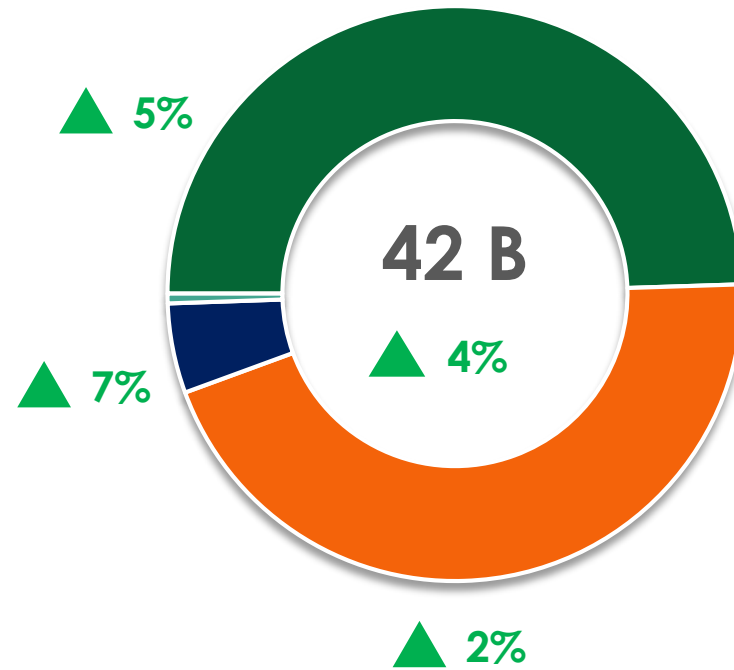
Key Highlights – Year ended Dec 31, 2021

Highest topline growth in PTCL and PTCL Group since 2013.

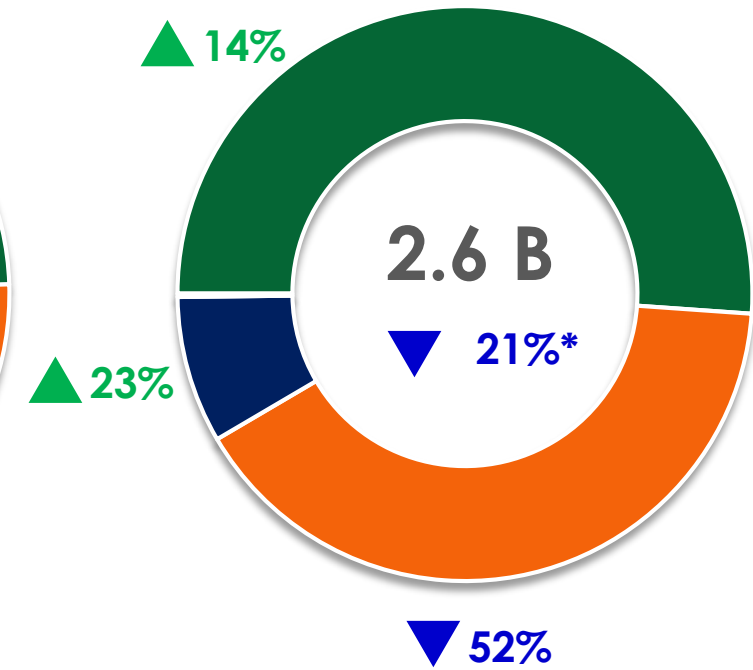
REVENUE



EBITDA



NET PROFIT



△ YoY Variance

■ PTCL ■ Ufone ■ Ubank ■ Others

Key Operational Highlights – 2021



- Highest **FBB** sales and net adds since 2015.
- Fastest growing **FTTH** operator with highest Market share and Net Adds Contribution within FTTH market in 2021.
- **Wireless data** revenues grew as a result of aggressive pricing and sales strategies.
- **Voice** revenue decline continues due to changing consumer behavior in favor of data.
- **Business Services** demonstrated healthy organic growth in all segments, with continued focus on data center and cloud services.
- Improved operational management resulted in better customer experience and decline in number of complaints (16%)
- Entity rating of “AAA” and short term rating of “A-1+” by VIS Credit Rating Company Ltd.



- 2nd highest **4G Net Adds** market share in Nov-21 and Dec-21, resulting in growth in 4G active base.
- Significant growth in **4G data volume & AVPU** after spectrum acquisition.
- 60% **Ufone sites** upgraded to 4G.
- Ufone has become the **2nd best operator in data speed** behind Jazz.
- Despite lower subscriber base, achieved **positive revenue growth** backed by new products, services and 4G upgrades.
- 7,800 **network rollout activities** performed on 5,100 existing and new sites.



- **8%** revenue growth in comparison to last year supported by increase in deposit base by **9 B** and loan portfolio by **5 B**.
- **52%** of GLP is secured via Gold Backed Loans
- **33%** of fresh loans have been processed via Digital Loan Acquisition App
- U bank, with its network of **207** branches and **195** ATMs across **183** cities and rural areas in Pakistan, disbursed loans of PKR. **33.3 billion** in FY 2021.
- The balance sheet footing of the Bank stands at PKR **105 B**. Deposit book increased to PKR 55 B and Borrowings stand at PKR 37 B.



Financial Highlights

Nadeem Khan

Chief Financial Officer

PTCL Group



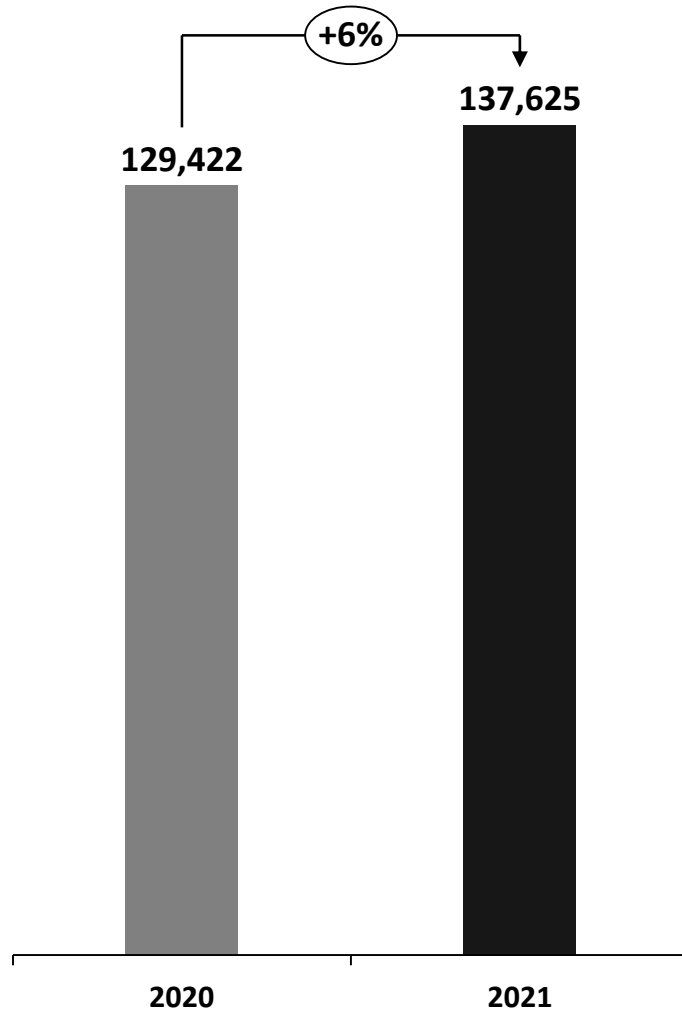
PTCL Group Key Financials – 2021

6% YoY growth in Revenue and 4% YoY growth in EBITDA

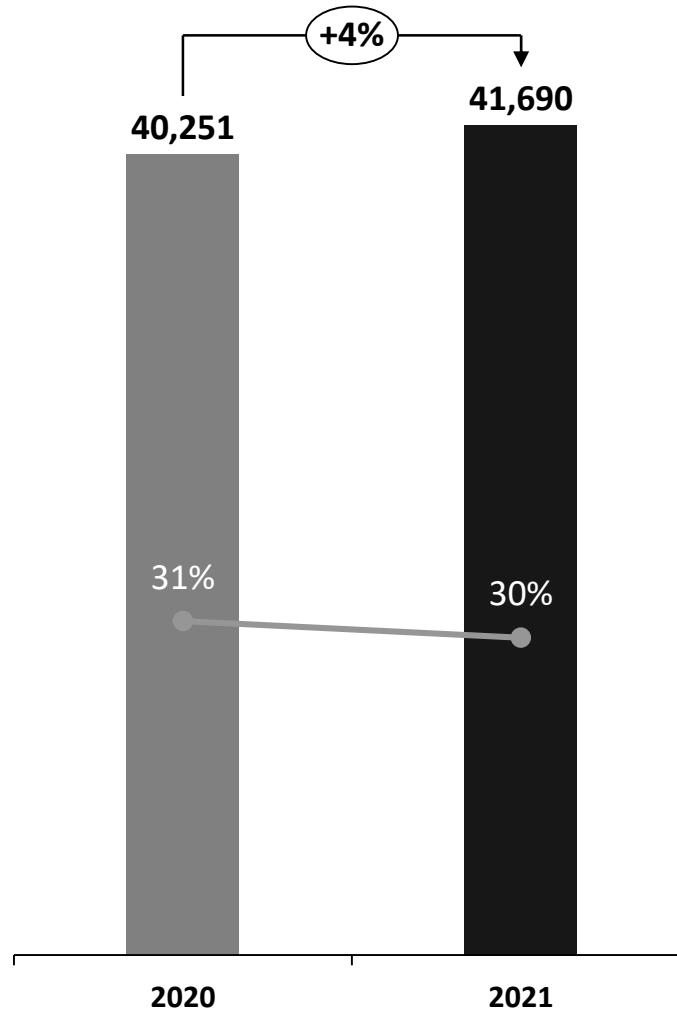


PKR Million

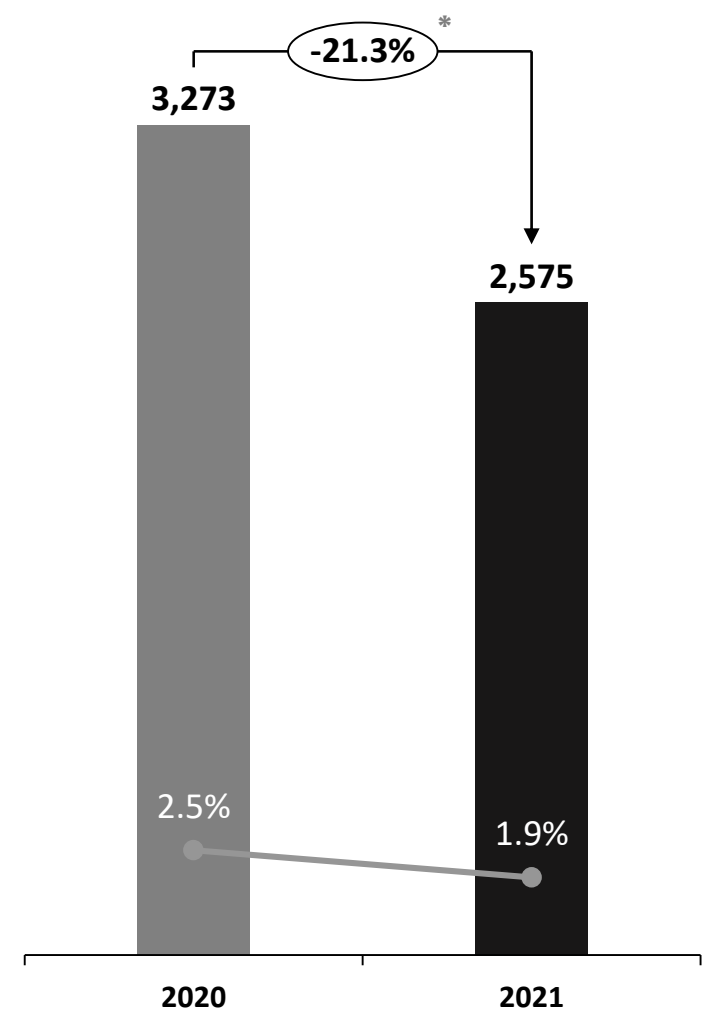
Revenue



EBITDA & Margin %

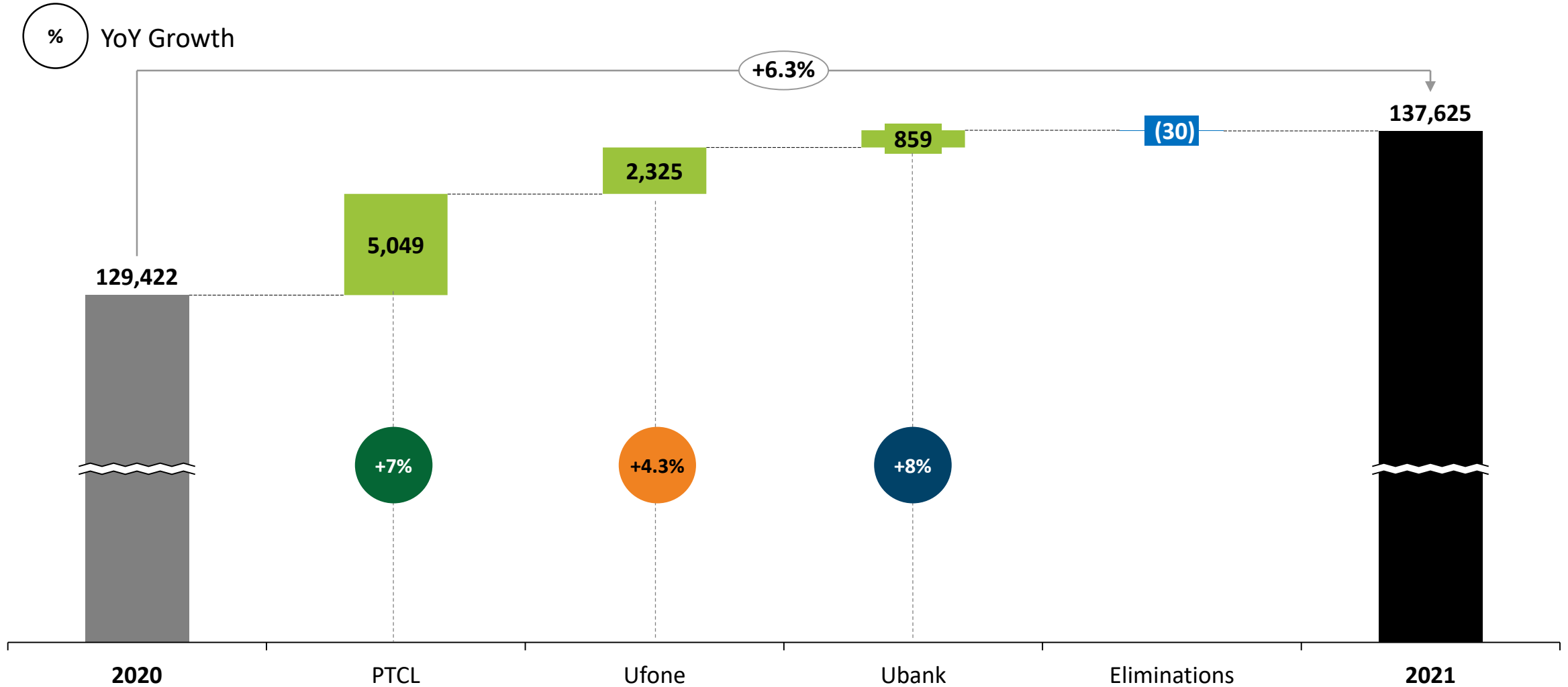


Net Profit & Margin %



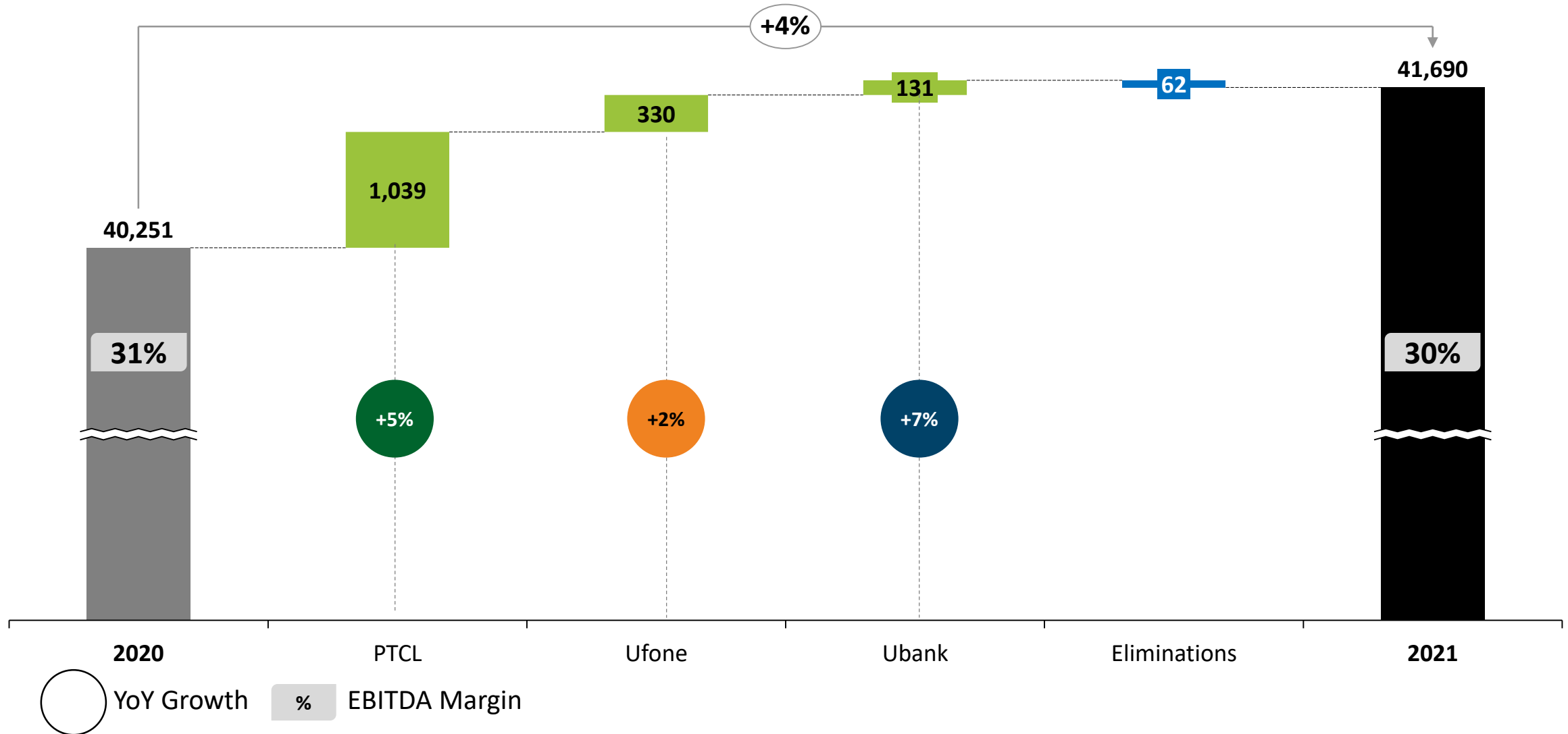
PTCL Group – YoY Revenue Evolution 2021

6.3% increase in revenue contributed by top line growth in all OPCOs



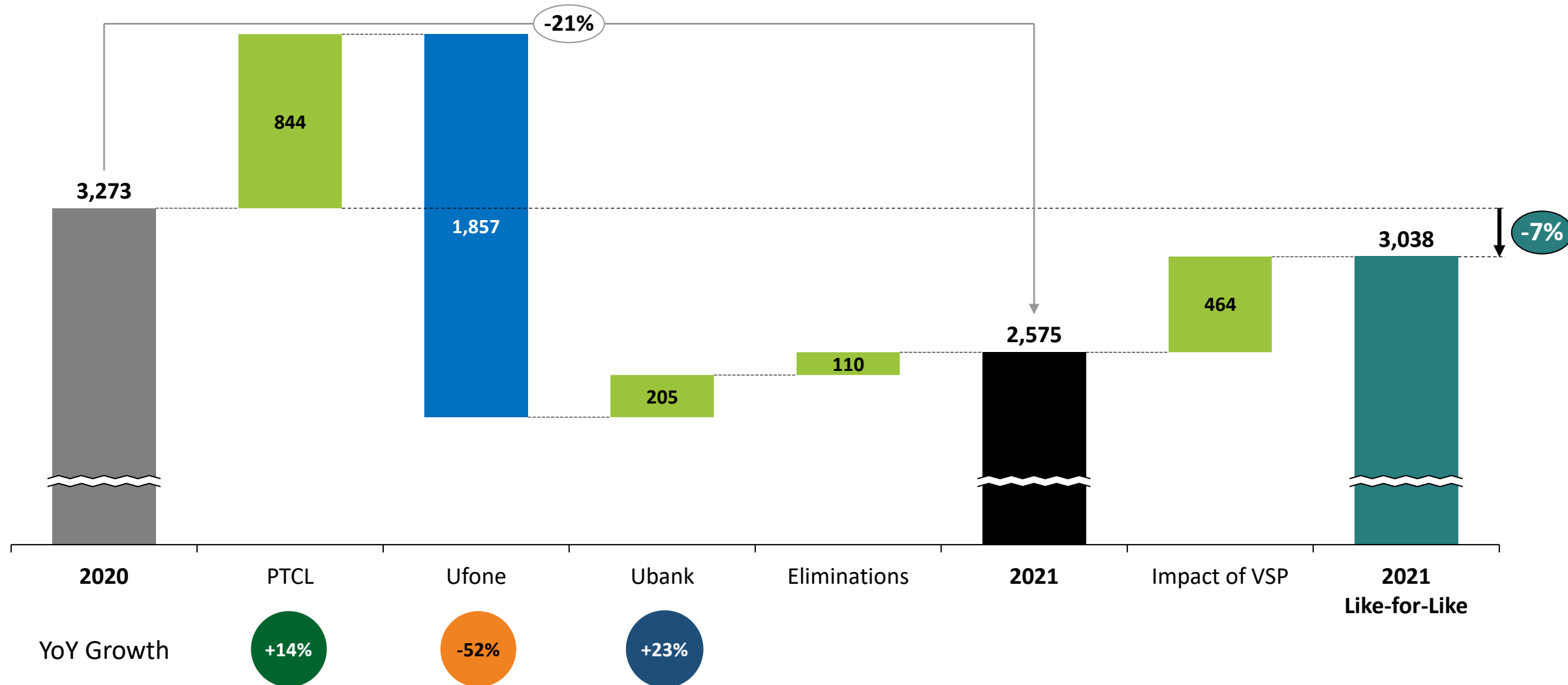
PTCL Group – YoY EBITDA Evolution 2021

4% increase in EBITDA mainly contributed by topline growth and cost savings initiatives taken to overcome challenges posed by inflation



PTCL Group – YoY Net Profit Evolution 2021

Net Profit decreased due to VSP and decrease in non-operating income.

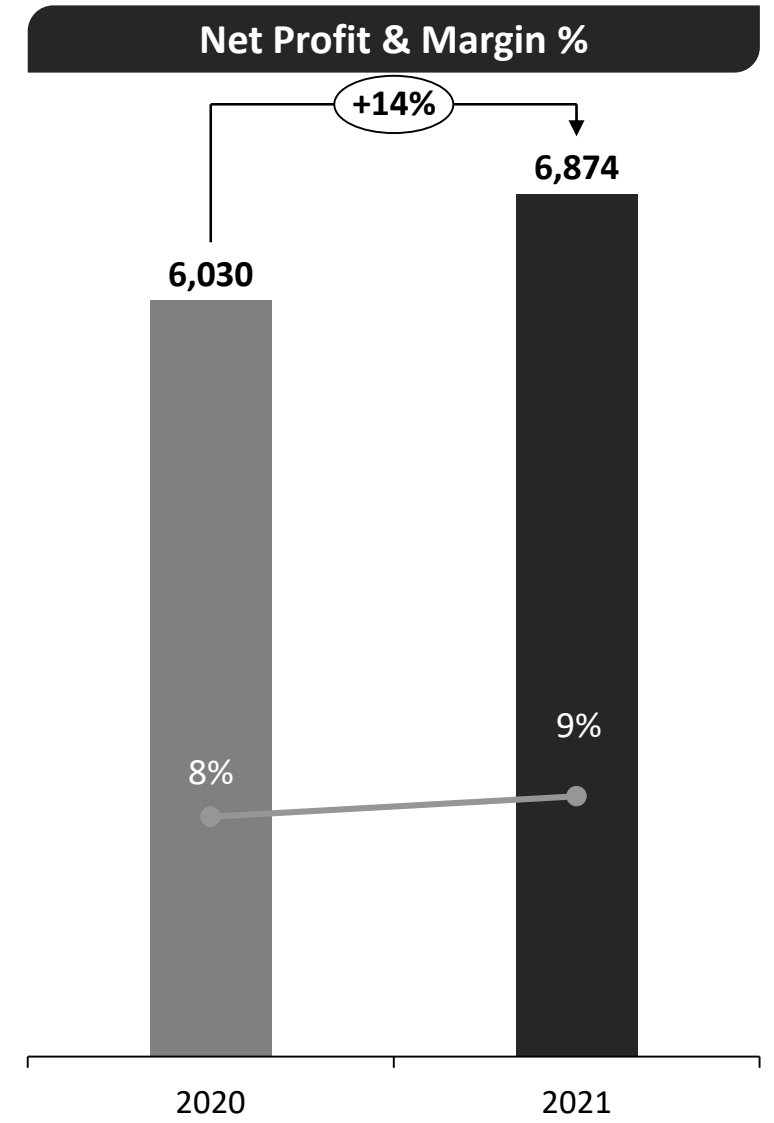
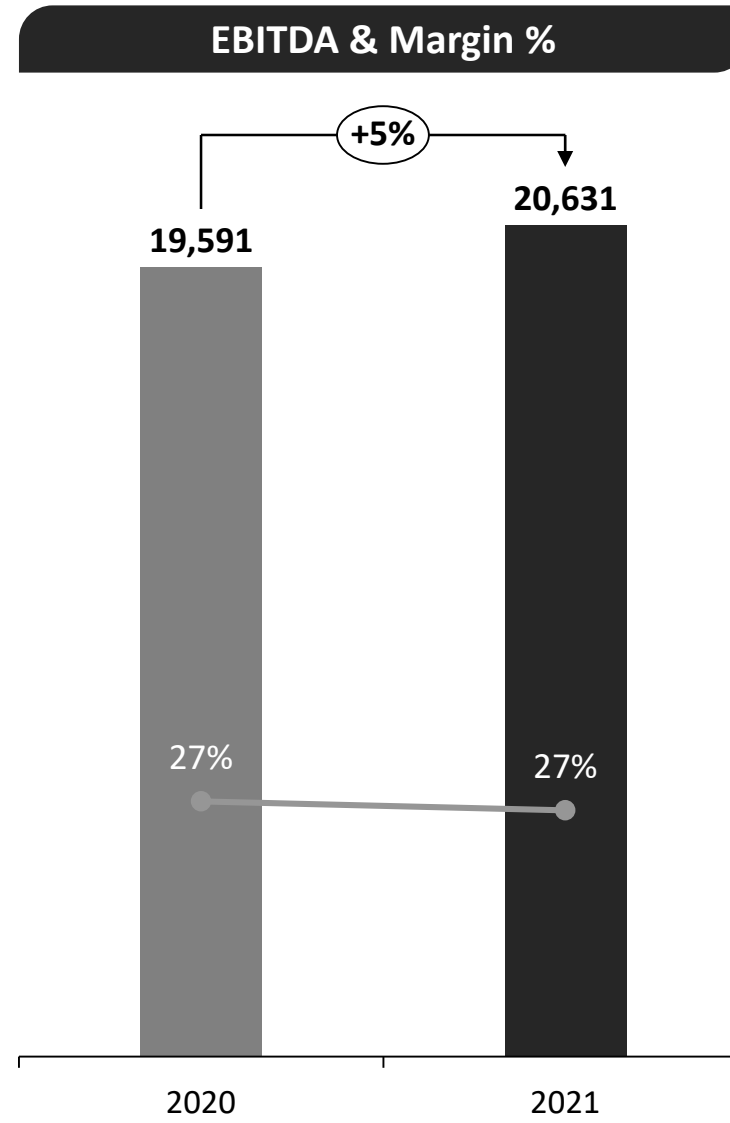
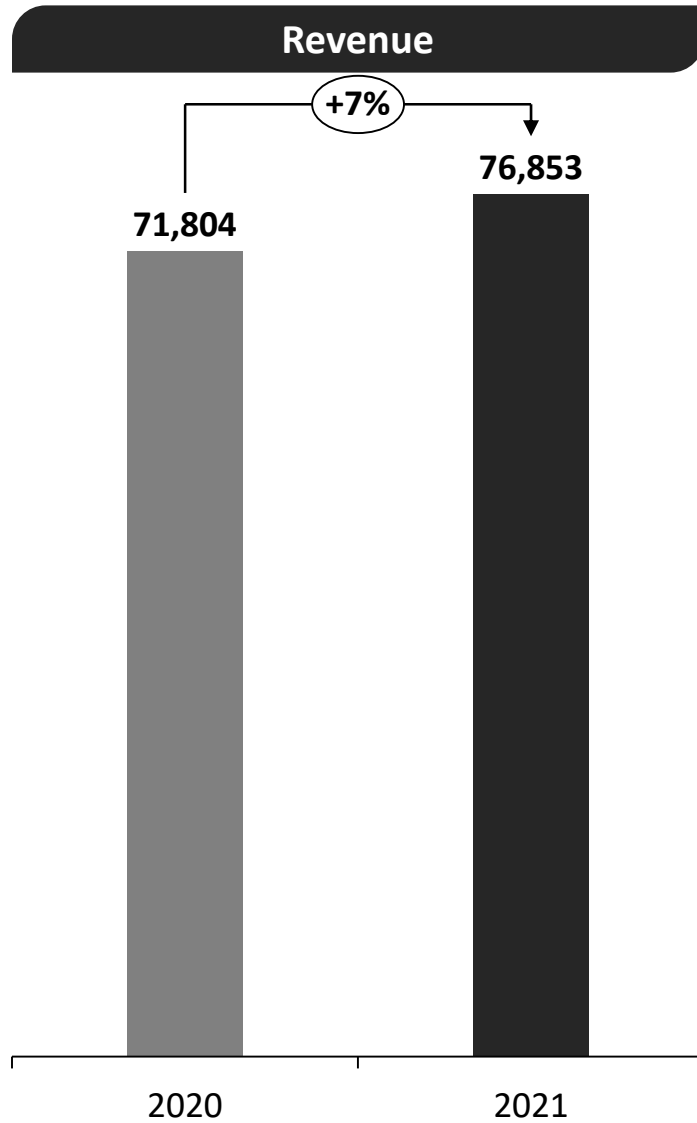


PTCL Key Financials – 2021

All key indicators showing healthy growth



PKR Million



PTCL Revenue

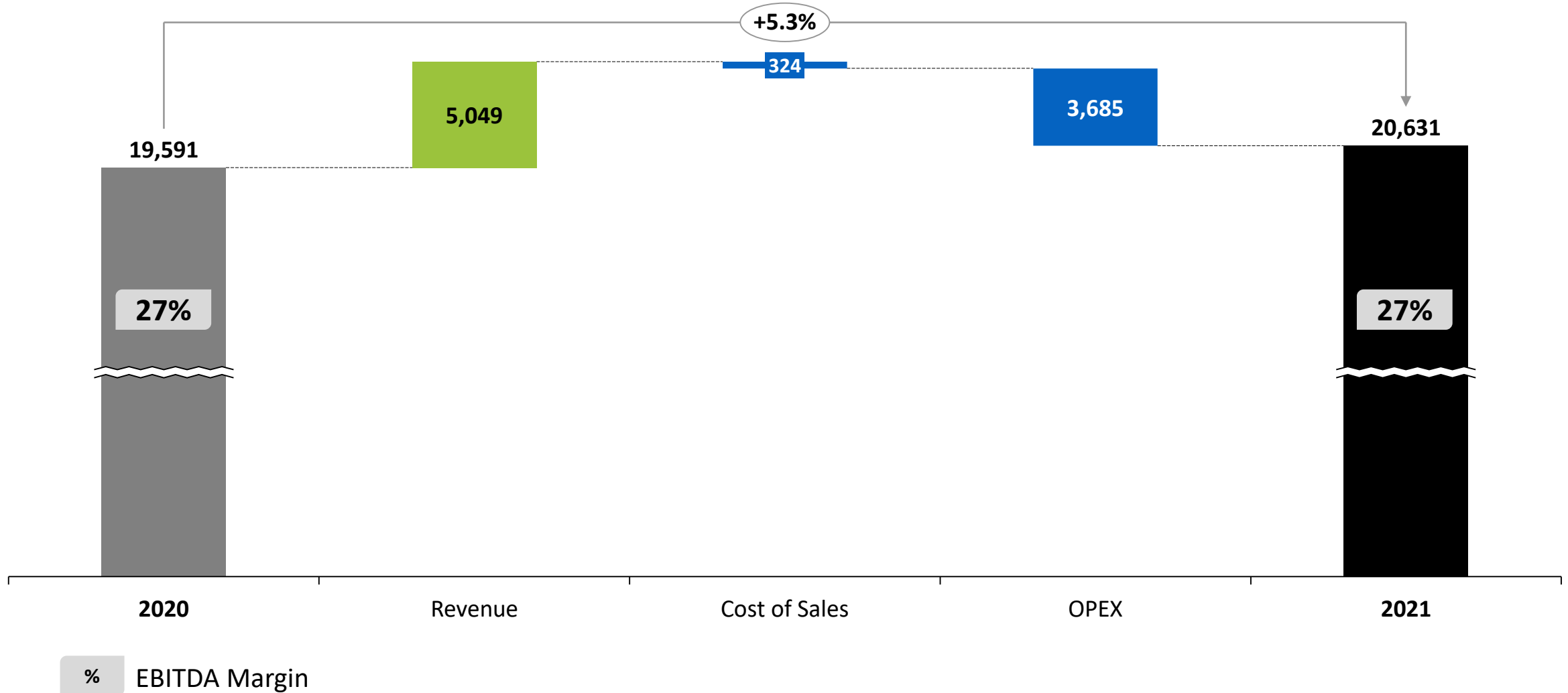
7% YoY growth, with contribution from all growing segments



PKR Million	2021	Change %
		YoY
Wireline Data	31,469	12%
Wireless Data	2,524	10%
Voice	9,943	-9%
Retail	43,936	6%
Corporate & Wholesale	21,536	10%
International	11,381	4%
Total	76,853	7%

PTCL – EBITDA YoY Evolution 2021

EBITDA increased by 5.3%

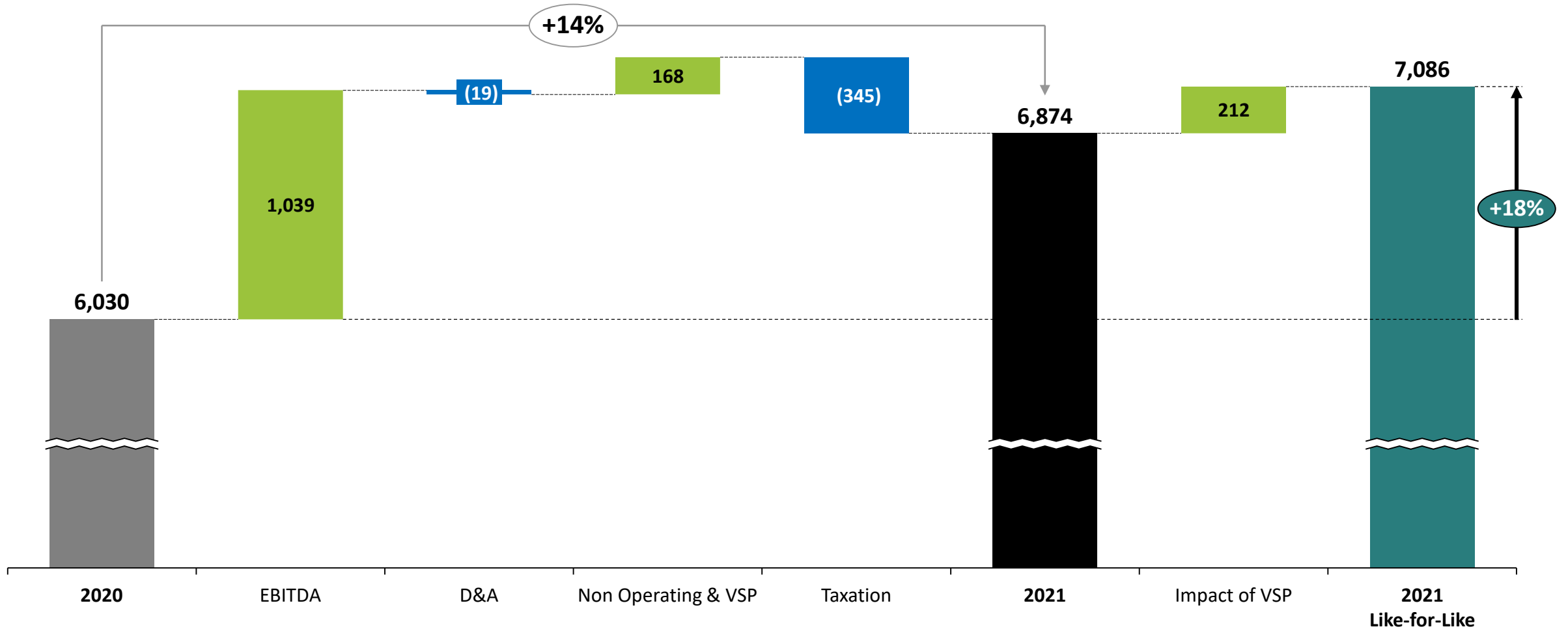


PTCL – Net Profit YoY Evolution 2021

14% YoY increase in Net Profit



PKR Million



PTCL Balance Sheet

Strong Unleveraged Balance Sheet



Balance Sheet		
PKR Million	Dec-20	Dec-21
Property, Plant and Equipment	114,666	121,508
Long term loans and advances	10,748	9,077
Other Non Current Assets	21,442	35,269
Non Current Assets	146,856	165,854
Trade debts	23,150	27,937
Stores and spares	3,601	5,575
Cash & Cash Equivalents	11,977	2,556
Other current assets	38,016	43,813
Current Assets	76,744	79,881
Total Assets	223,600	245,735
Share capital	51,000	51,000
Reserves	43,010	48,653
Equity	94,010	99,653
Non-current liabilities	40,035	41,539
Current liabilities	89,556	104,543
Total Liabilities & Equity	223,600	245,735

PTCL Cash Flow Statement



Cash Flow Statement

<i>PKR Million</i>	Dec-20	Dec-21
Cash Flows from operating activities	31,719	25,863
Cash Flows from investing activities	(20,638)	(34,644)
Cash Flows from financing activities	(3,279)	(640)
Net Inc/(Dec) in Cash & Cash Equivalents	7,802	(9,420)
Opening Cash & Cash Equivalents	4,174	11,977
Closing Cash & Cash Equivalents	11,977	2,556

Summary & Conclusion



Summary & Conclusion



PTCL Group reported 6% YoY growth in topline, with positive contribution by all OPCOs.



Fastest growing FTTH operator, along with healthy organic growth in all segments of Business Services, with continued focus on data center and cloud services.



Ufone has become the 2nd best operator in data speed with significant growth in 4G data volume & AVPU, after spectrum acquisition.



Ubank continued its growth trajectory and has achieved topline growth, by increasing its advances portfolio and treasury investments.

Questions & Answers

PTCL Investor Relations

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THANK YOU