



PTCL Investor Call

Financial Results – Q1 2019

18th April 2019



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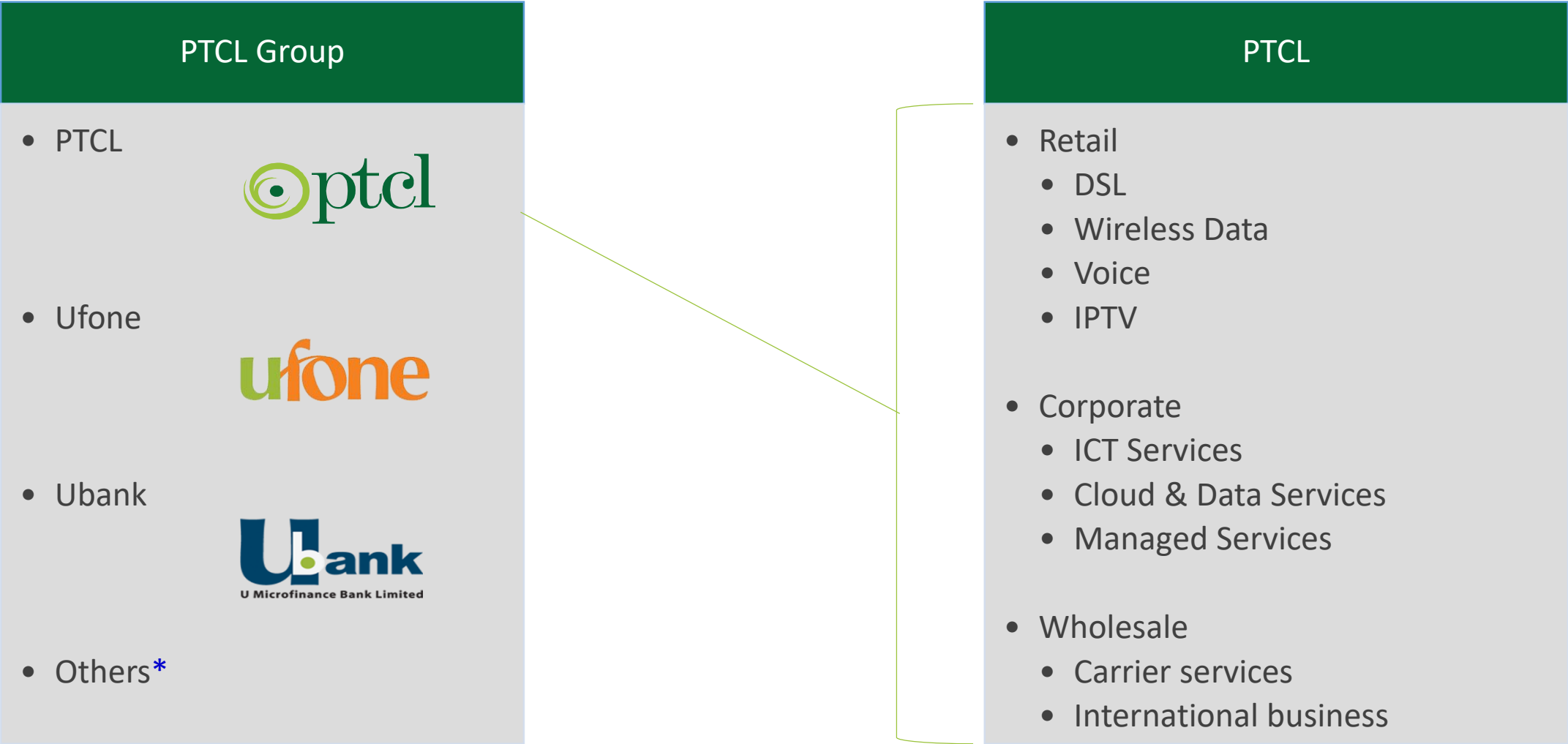
The Company applied IFRS 16 using the modified retrospective approach effective from 01st Jan 2019. Accordingly, the comparative figures presented for 2018 have not been restated.

Business Overview

Rashid Khan

President & Chief Executive Officer

PTCL Group



* Other subsidiaries include DVCOM and SmartSky

Key Highlights – Q1 2019



PTCL Group

- Revenue continues to show double digit growth i.e. 11% YoY
- Growth mainly driven by wireline and mobile data segments
- EBITDA growth of 16% YoY
- Net Profit of PKR 2 Billion for Q1 2019 up by 95% YoY

PTCL

- Revenue improved by 0.8% QoQ, however declined by 0.6% YoY *
- YoY basis wireline data grew by 6% and corporate & wholesale grew by 14%
- 76 exchanges transformed end to end - double digit growth in revenue
- Net Profit for the quarter grew by 10 % YoY
- PTCL announced interim dividend of Rs. 0.5 per share for the year 2019

** From Q1 2019 International Revenue is being reported gross of Interconnect cost, previously it was reported on net basis. On net basis total revenue is up by PKR 59 M.*

Key Strategic & Operational Highlights



- Revenue growth continues QoQ mainly driven by Wireline Data and Corporate & wholesale services
- Network transformation project (NTP) making progress - 76 Exchanges upgraded
- Corporate & wholesale services grew 14% YoY - IP Bandwidth, Managed Services and Cloud based solutions



- Ufone maintains healthy growth rate YoY and QoQ
- Subscribers growth momentum continues leading to revenue upside
- Ufone base crosses 22.3 M by adding ~ 750 K subscribers during Q1 2019
- Increased 3G network footprint by adding 167 network sites during Q1 2019



- Increase in deposit base by 76% and loan base by 54% as compared to Q1 2018
- Addition of 8 new branches during Q1 2019 to reach total of 149 branches
- YoY growth of 53% in revenue and 5% in Net Profit for Q1 2019
- Automation & digitization of the core lending operations

Financial Overview

Nadeem Khan

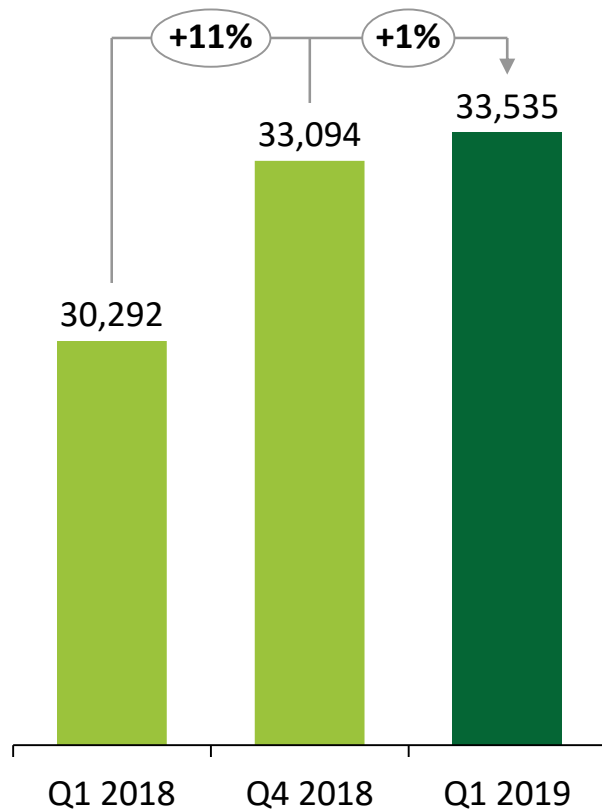
Chief Financial Officer

PTCL Group

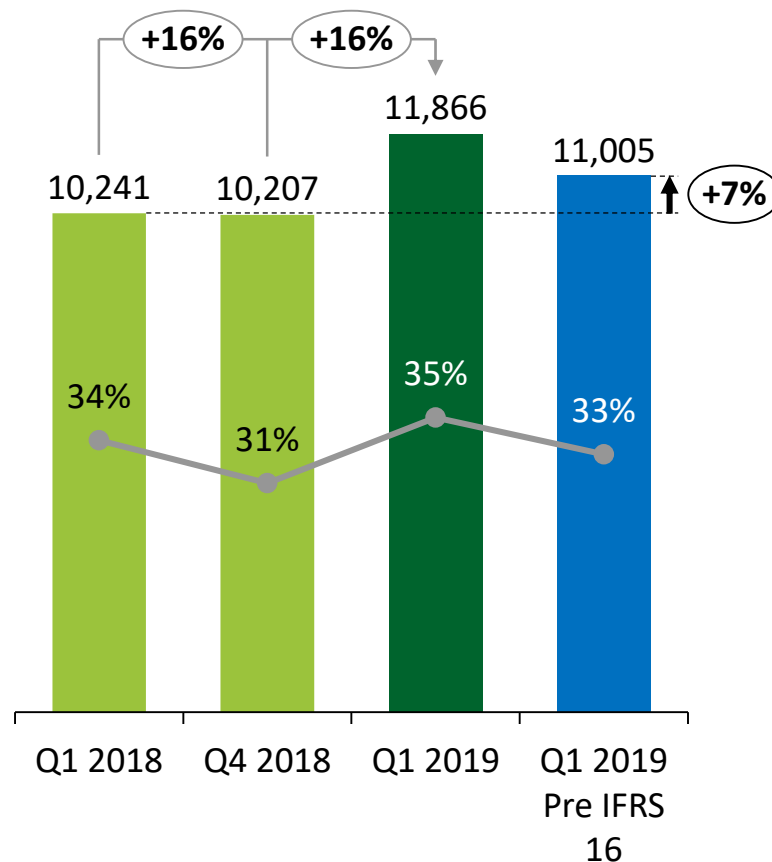
PTCL Group Key Financials – Q1 2019

Net Profit growth of 95% YoY driven by healthy growth in revenues

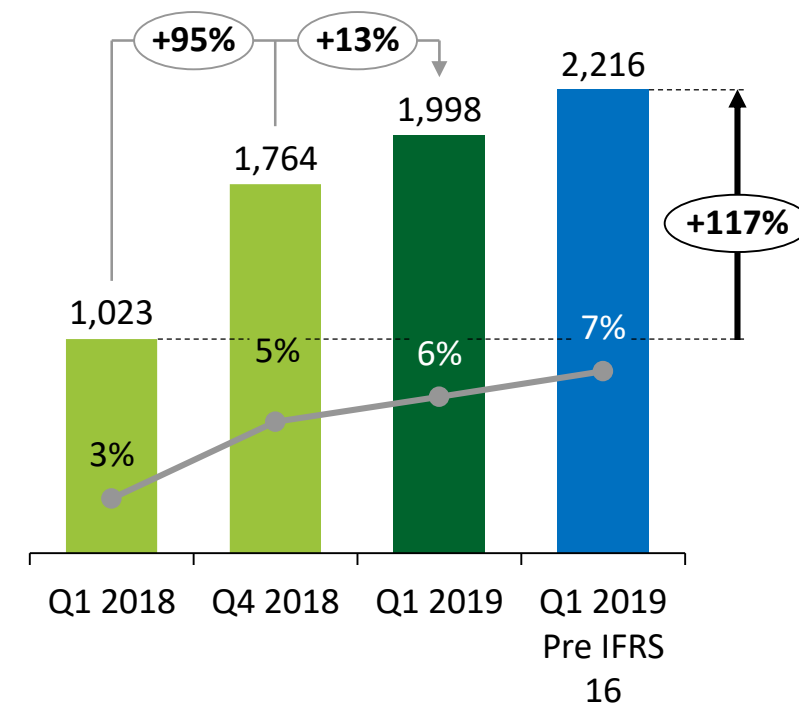
Revenue



EBITDA & Margin %

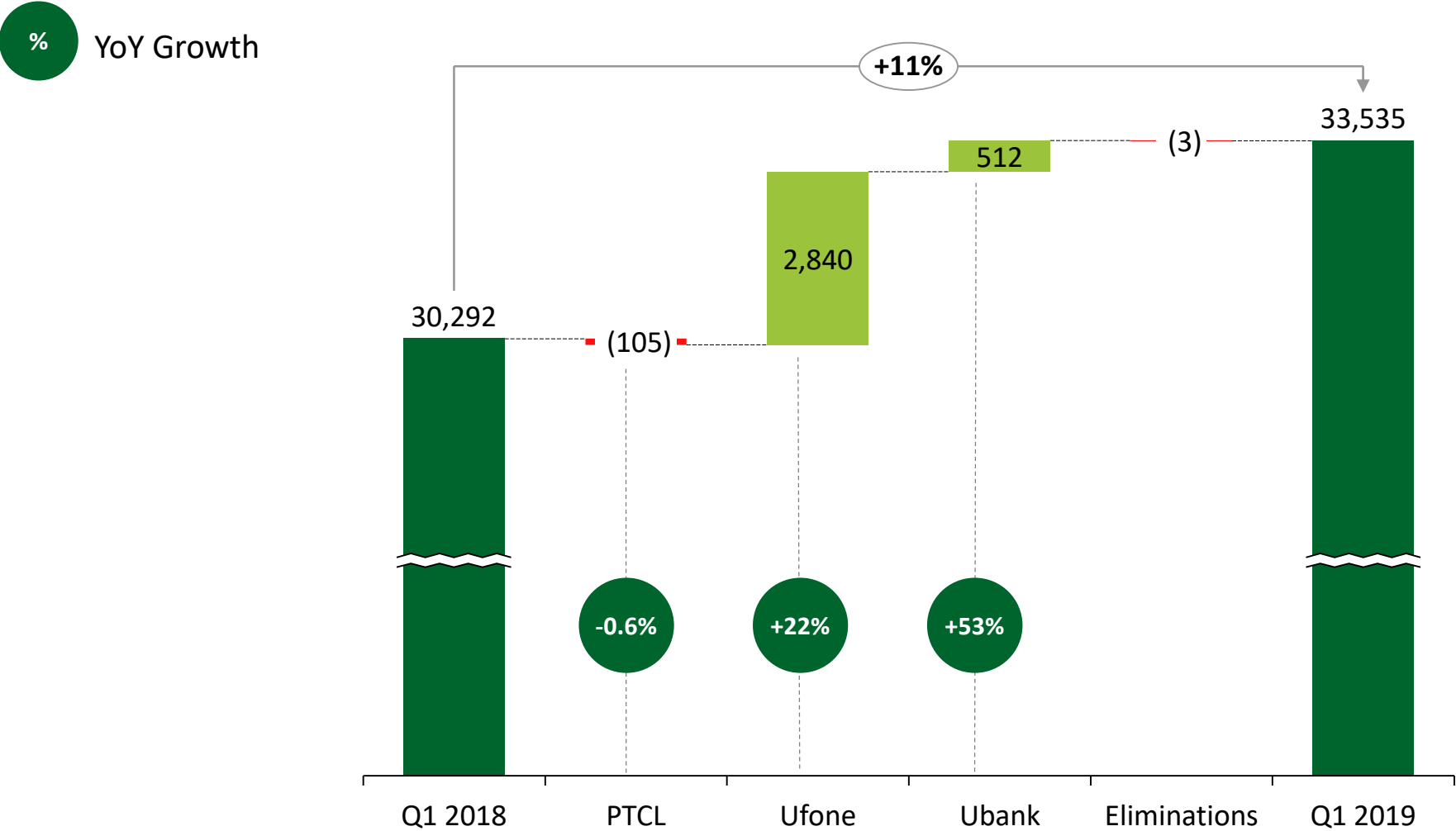


Net Profit & Margin



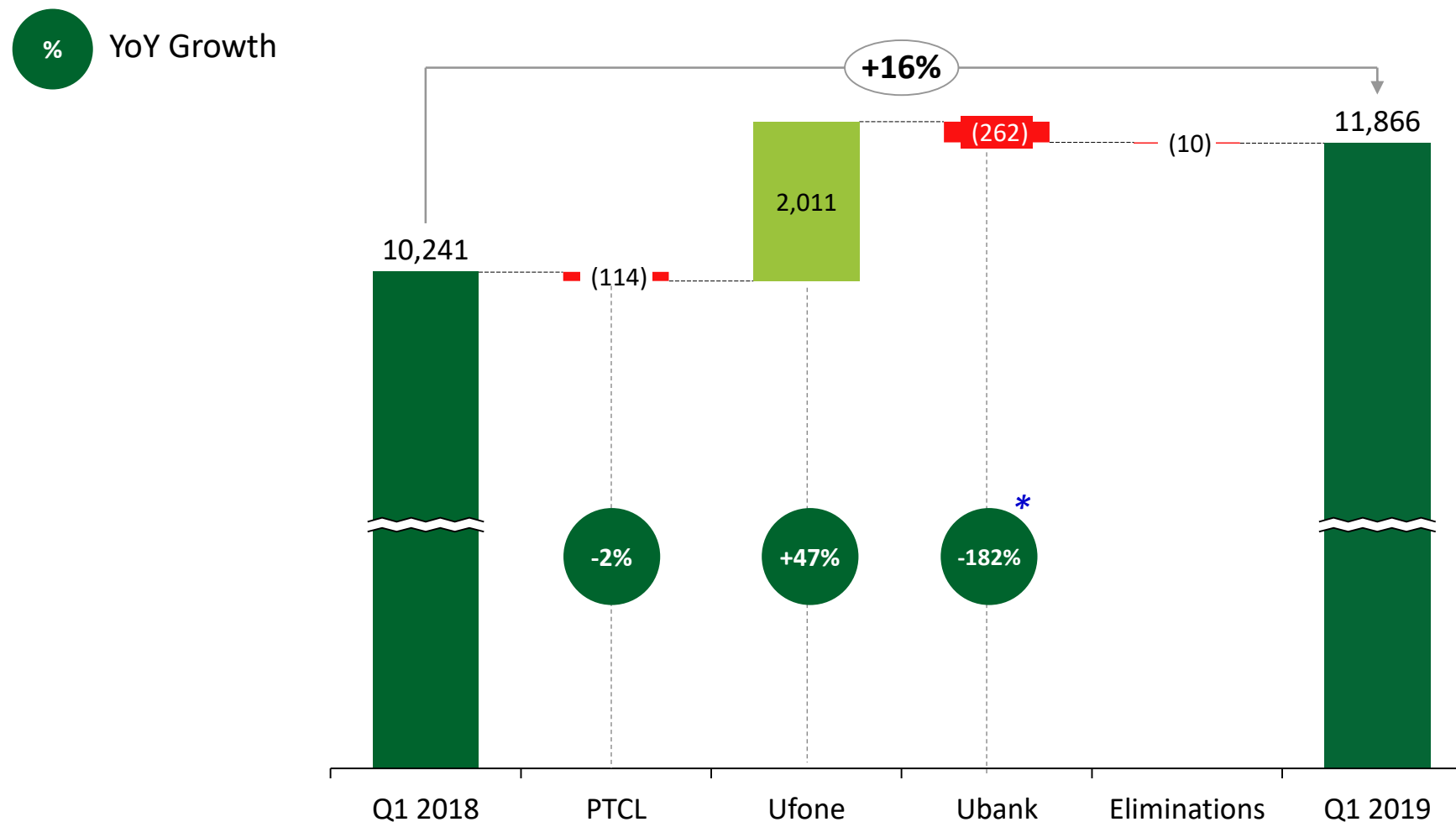
PTCL Group – YoY Revenue Evolution Q1 2019

Revenue growth of 11% despite tough competition in cellular market and decline in fixed voice



PTCL Group – YoY EBITDA Evolution Q1 2019

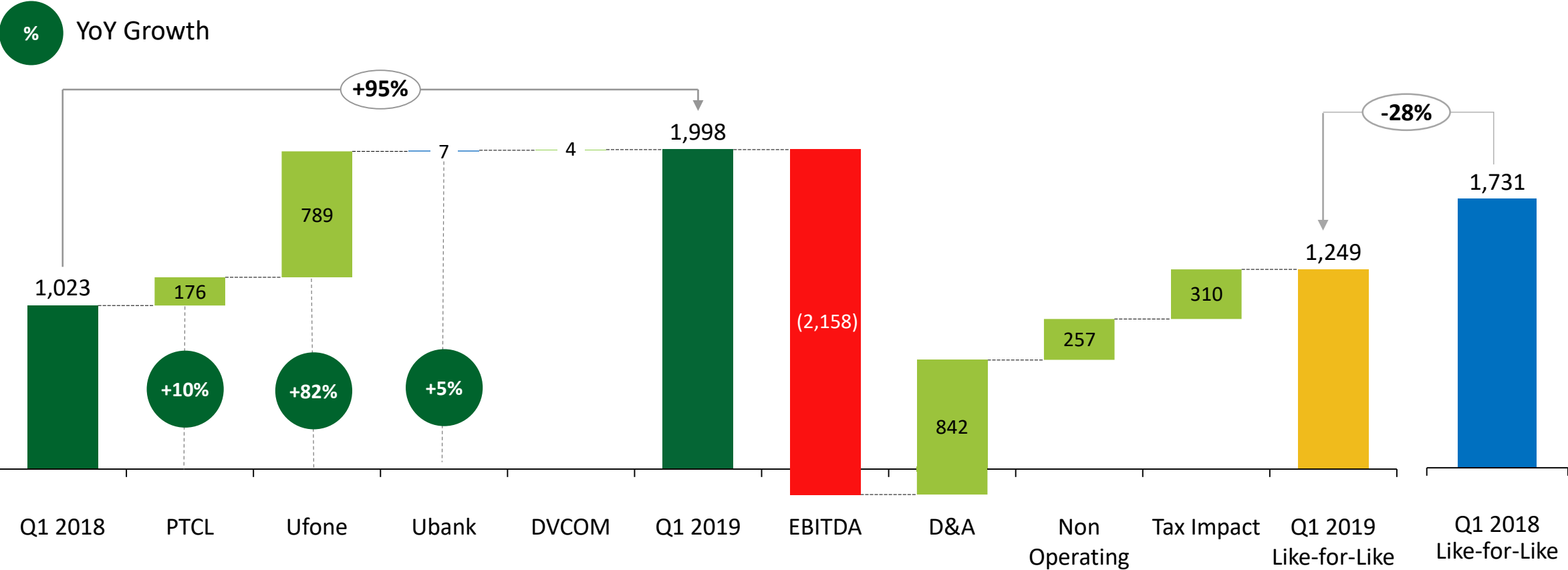
Growth of 16% mainly driven by strong growth in revenues



* Ubank treasury income is consolidated in PTCL Group Non Operating Income. Including treasury income in Ubank revenue, EBTDA is 1% up YoY.

PTCL Group – YoY Net Profit Evolution Q1 2019

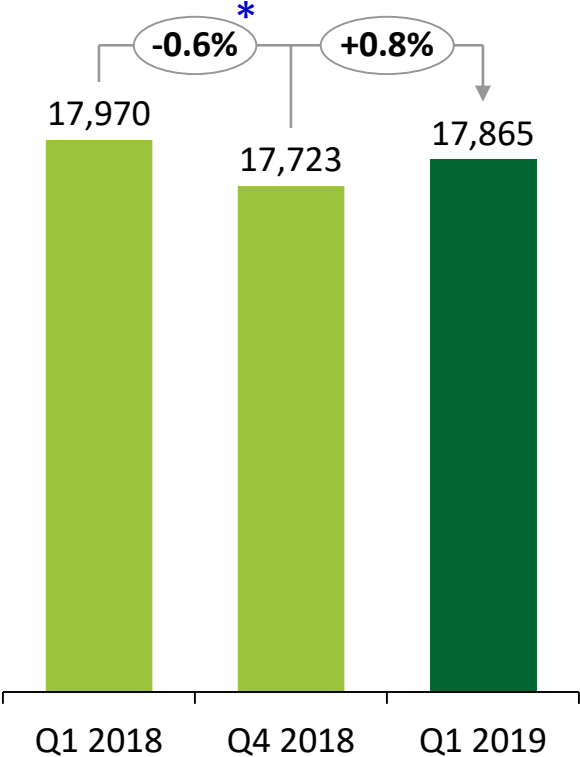
Net Profit for Q1 2019 improved by 95% as compared to Q1 2018



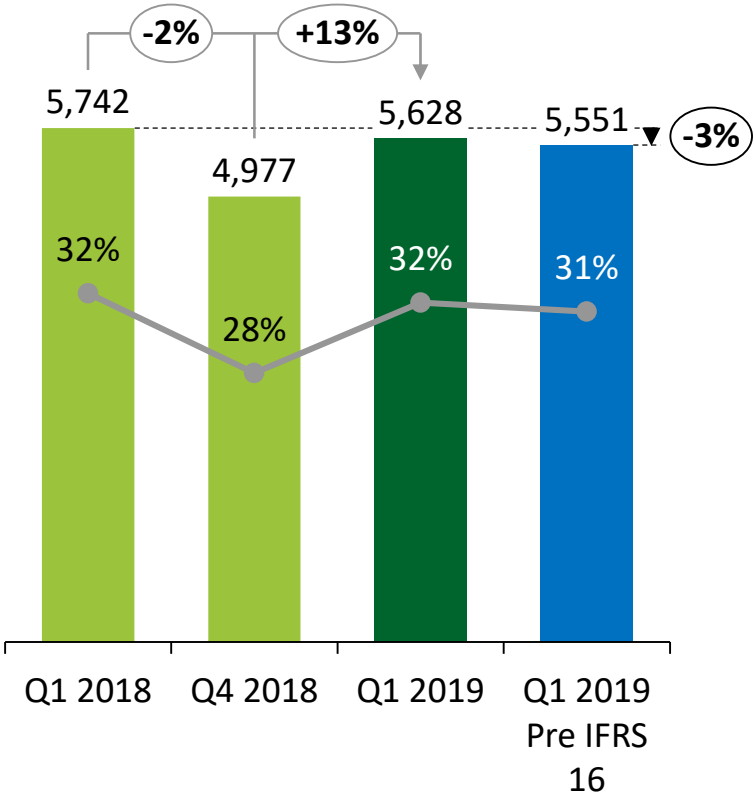
PTCL Key Financials – Q1 2019

YoY 10% growth in Net Profit

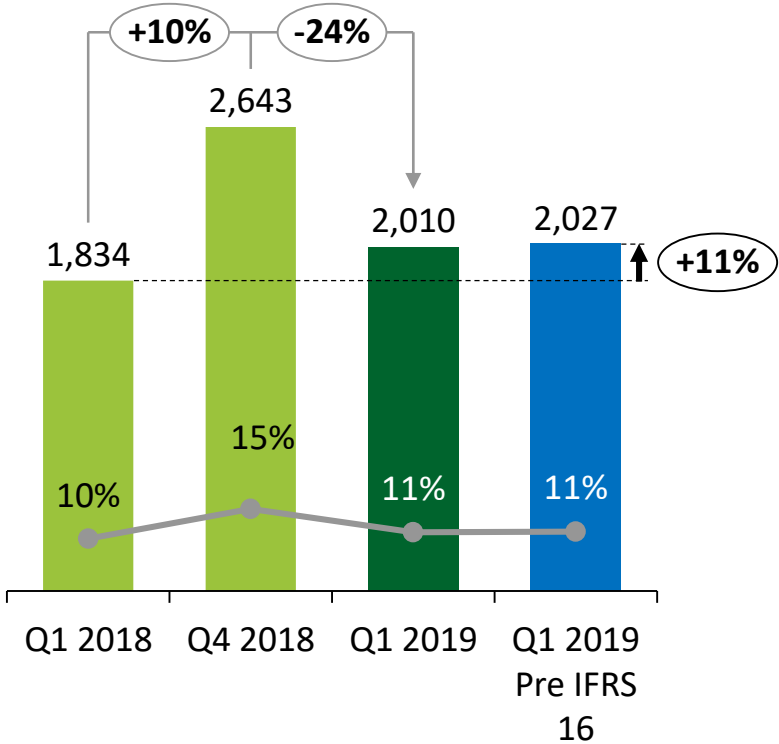
Revenue



EBITDA & Margin %



Net Profit & Margin



* From Q1 2019 International Revenue is being reported gross of Interconnect cost, previously it was reported on net basis. On net basis total revenue is up by PKR 59 M.

PTCL Revenue – Q1 2019

Wireline Data, Corporate & Wholesale continue to grow - Share of growing segments is 69% YoY



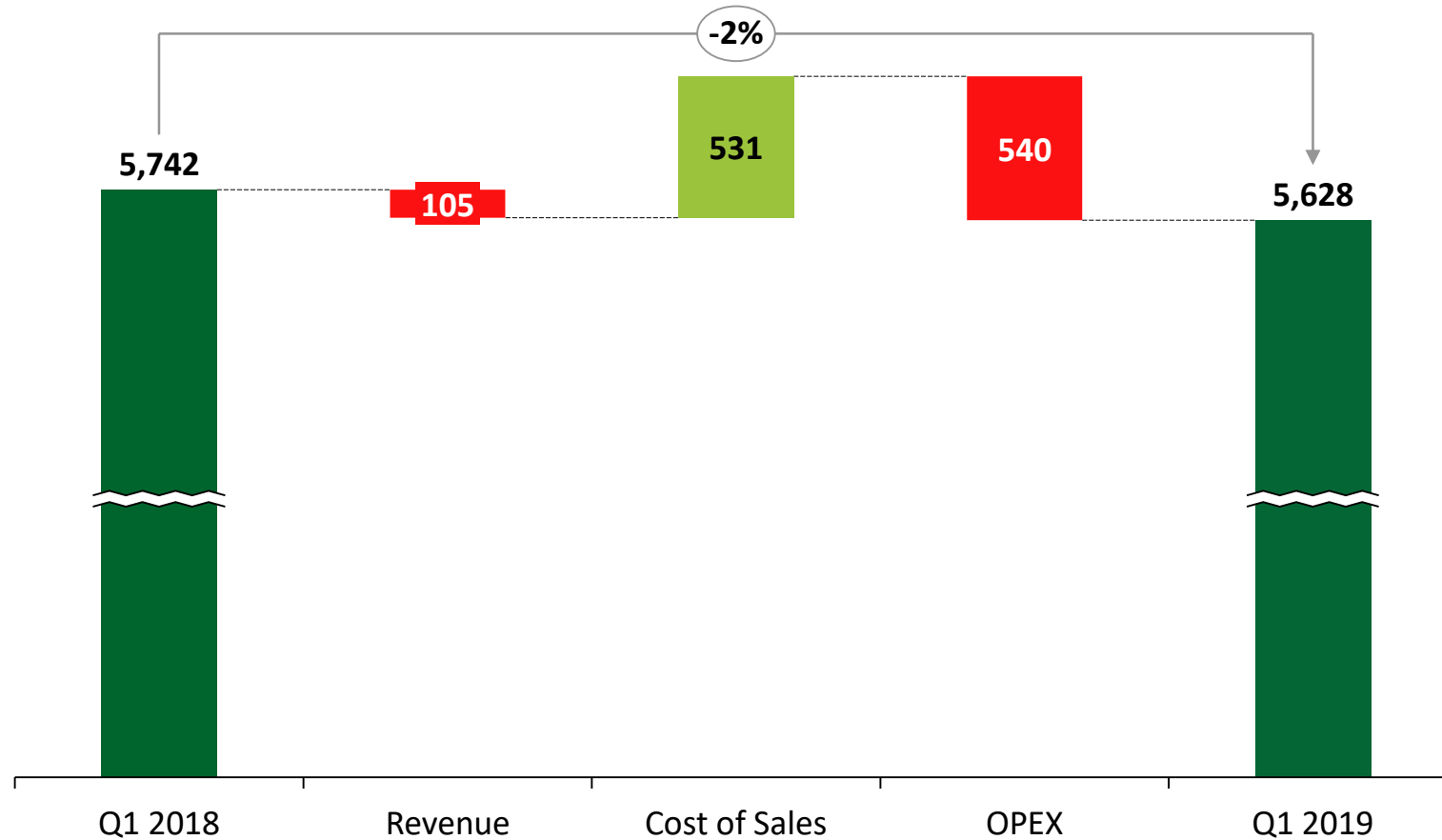
PKR Million	Q1 2019	Change %	
		YoY	QoQ
Wireline Data	7,025	6%	4%
Wireless Data	543	-41%	-10%
Voice	3,296	-14%	-2%
Retail	10,863	-4%	1%
Corporate & Wholesale	4,508	14%	8%
International **	2,493	-5%	-12%
Total	17,865	-0.6% *	0.8%

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** On net basis International revenue is up 1% YoY and down only 6% QoQ.

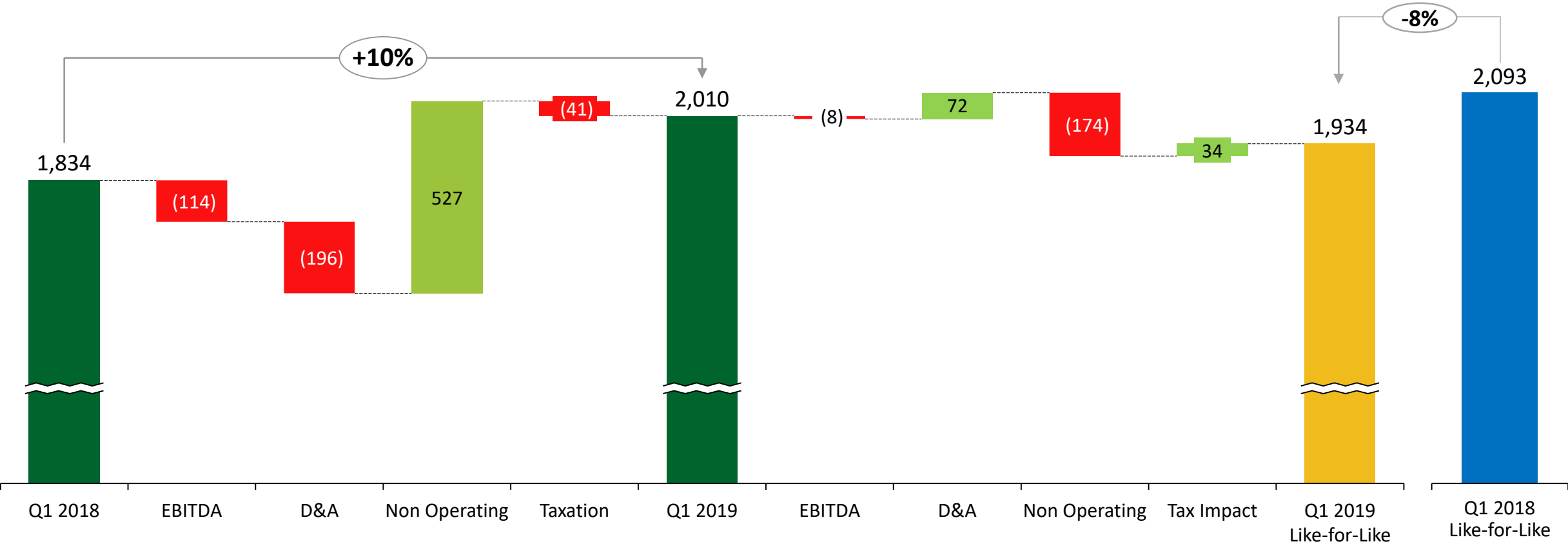
PTCL – EBITDA Evolution YoY

Increase in Fuel & Power and Staff Cost put pressure on EBITDA Q1 2019



PTCL – Net Profit Evolution YoY

10% YoY growth in Net Profit over Q1 2018



PTCL Group

YoY 11% growth in Revenue and 95% growth in Net Profit for Q1 2019



<i>PKR Million</i>	<i>Q1 2019</i>	<i>Change %</i>	
		<i>YoY</i>	<i>QoQ</i>
Revenue	33,535	11%	1%
EBITDA	11,866	16%	16%
EBITDA Margin	35%	1.6 p.p	4.5 p.p
Net Profit	1,998	95%	13%
Net Profit Margin	6%	2.6 p.p	0.6 p.p
Net Profit like-for-like	1,249	-28%	-13%

PKR Million	Q1 2019	Change %	
		YoY	QoQ
Revenue	17,865	-0.6% [*]	0.8%
EBITDA	5,628	-2%	13%
EBITDA Margin	32%	-0.5 p.p	3.4 p.p
Net Profit	2,010	10%	-24%
Net Profit Margin	11%	1 p.p	-3.7 p.p
Net Profit like-for-like	1,934	-8%	17%

** From Q1 2019 International Revenue is being reported gross of Interconnect cost, previously it was reported on net basis. On net basis total revenue is up by PKR 59 M.*

PTCL Balance Sheet & Cash Flow Statement

Strong Unleveraged Balance Sheet



Balance Sheet

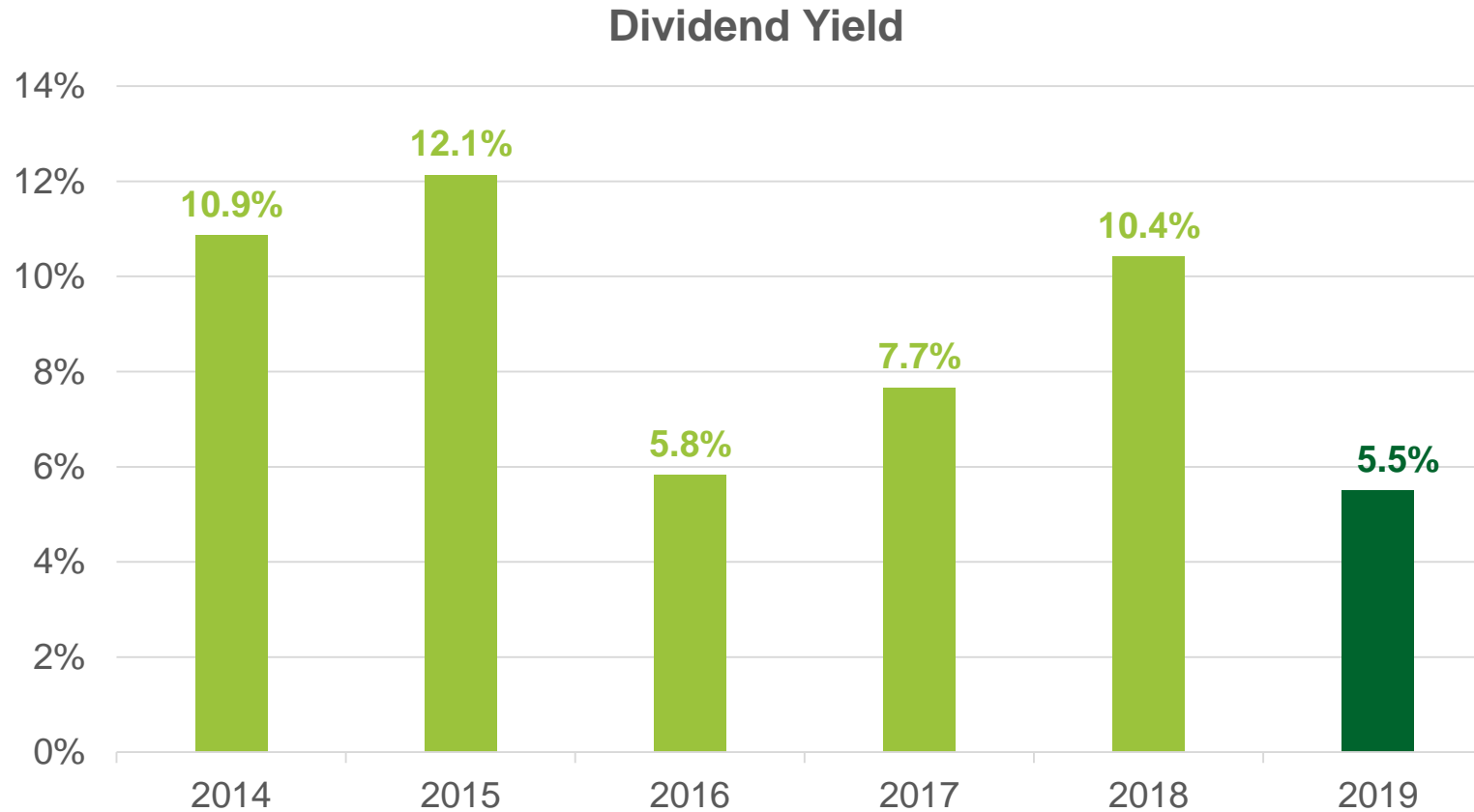
PKR Million	Dec-18	Mar-19
Property, Plant and Equipment	106,151	106,986
Long term loans and advances	10,690	10,807
Other Non Current Assets	11,024	12,289
Non Current Assets	127,866	130,082
Trade debts	16,179	19,451
Cash & Cash Equivalents	10,305	9,770
Other current assets	41,694	41,329
Current Assets	68,178	70,550
Total Assets	196,044	200,632
Share capital	51,000	51,000
Reserves	32,571	34,582
Equity	83,571	85,582
Employees retirement benefits	28,487	29,181
Other Non Current Liabilities	15,945	16,673
Non-current liabilities	44,433	45,854
Current liabilities	68,040	69,196
Total Liabilities	112,472	115,050
Total Liabilities & Equity	196,044	200,632

Cash Flow Statement

PKR Million	Q1 2018	Q1 2019
Cash Flows from operating activities	4,689	3,681
Cash Flows from investing activities	(251)	(4,117)
Cash Flows from financing activities	(3)	(101)
Net Inc/(Dec) in Cash & Cash Equivalent:	4,434	(536)
Opening Cash & Cash Equivalents	16,770	10,305
Closing Cash & Cash Equivalents	21,204	9,770

Dividend

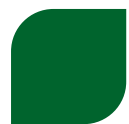
PTCL announced interim dividend of Rs. 0.5 per share for the year 2019 - equates to PKR 2.55 B dividend payout



Summary & Conclusion

Mr. Rashid Khan
President & Chief Executive Officer
PTCL Group

Summary & Conclusion



PTCL Group reported YoY and QoQ growth in Revenue, EBITDA and Net Profit. All three operating companies contributing to the top line growth despite tough competition.



PTCL transformation project accelerating wireline data growth enabling migration of subscriber on higher data packages and ARPUs. 69% of revenue segments are growing YoY basis.



Ufone expanding network coverage and continues to show healthy growth on the back of increasing subscriber growth and market share.



Ubank continues to deliver significant growth in revenue and net profit based on increasing loan portfolio and expansion of branch network.



PTCL announced interim dividend of Rs. 0.5 per share for the year 2019, equates to Rs. 2.55 B dividend payout

Questions & Answers

PTCL Investor Relations
Email: amir.siddiqi@ptcl.net.pk

THANK YOU