



PTCL Investor Call

Financial Results – Q1 2023

4th May, 2023

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Business Overview

Hatem Bamatraf

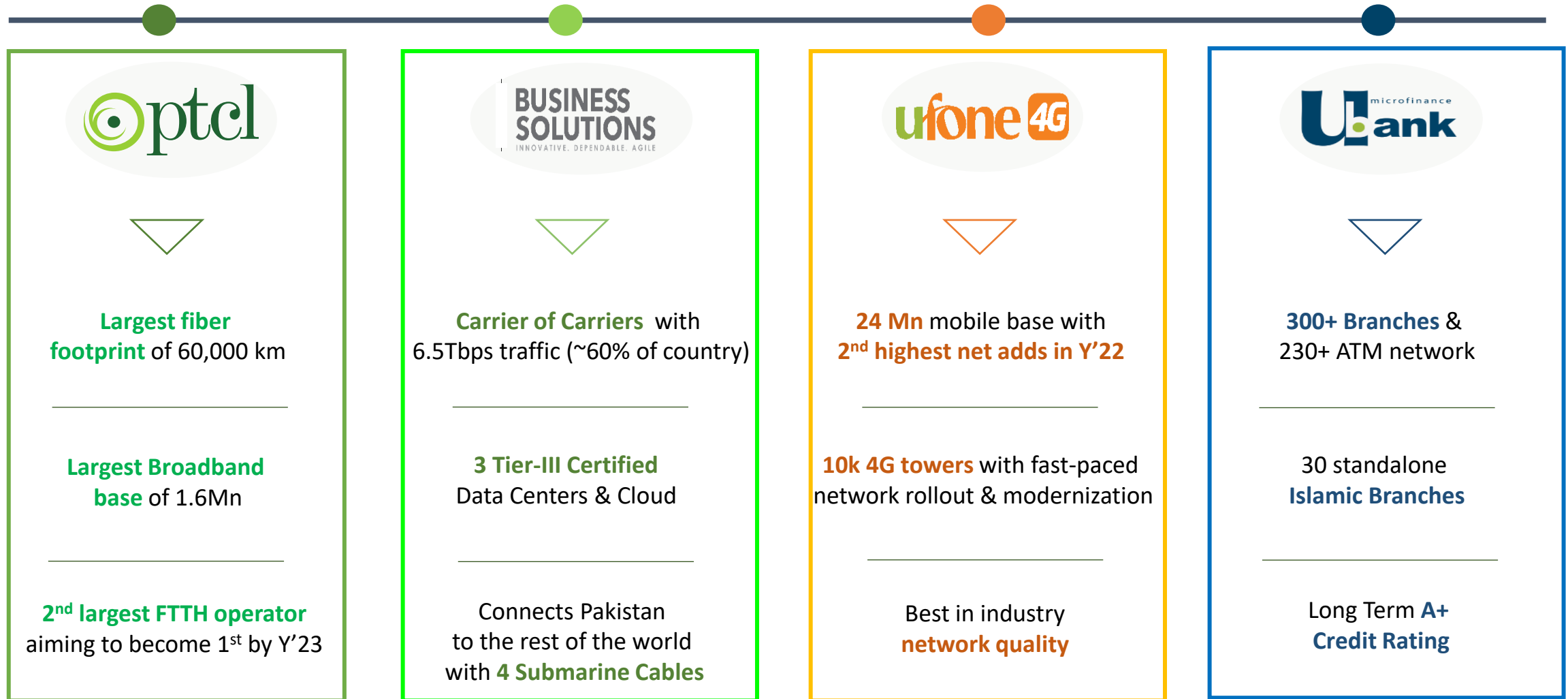
President & Chief Executive Officer

PTCL Group



PTCL Group

PTCL Group strengthening its position as the leading integrated Telecom Operator in Pakistan



Strategic Priorities

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



Exceed market growth in mobile

Strengthen market positioning & brand value



Lead Pakistan's FTTH transition

Become undisputed leader in Fixed & FMC



Evolve into a B2B pioneer

Enable National digital transformation



Venture boldly into adjacent services

MFS, Gaming, OTT, Digital Brand



Achieve Excellence in Customer Experience

Quality of service & network health



Transform culture & talent

Agility & efficiency



Exit strategically

Monetization of non-core assets
Unlock capital for growth

Key Operational Highlights

PTCL Group demonstrated strong performance on all fronts during first quarter 2023



No. 1 Broadband & Business Solutions Provider

Fixed Broadband

- Leader in **Fixed broadband segment** with market share of 73%

FTTH

- **Market share** increased by **8.0 p.p.**
- **Subscriber base** increased by 2x
- Cumulative **Home Passes: 673k**

Business Solutions

- **Revenue** grew by **27.2%** on YoY basis

Emerging Mobile Broadband Operator

Subscribers Growth

- Achieved **24Mn** subscriber base with **0.6p.p** YoY increase in Market Share
- **596k Net Adds** in Q1 23 which is more than 40% share of industry Net Adds
- Increase in 4G data subscribers by **42%**

Net Promotor Score

- Ufone's customer experience remains best in the industry

Network Investment

- Network expansion & modernization moving at an aggressive pace

Fastest Growing Microfinance Bank

Digitization

- **82%** of fresh loans processed via Digital Loan Acquisition App

Customer Base

- Deposit Customers : 4 M
- Loan customers : 391 K

Key Financials

- **Deposit** base increased by **PKR 30 bn** to reach **PKR 84 B** in Q1 2023
- **Loan** portfolio increased by **PKR 19 bn** to reach **PKR 57 B** in Q1 2023
- **56%** of GLP is secured via Gold Backed Loans

PTCL Group delivering strong on revenues

First Quarter 2023



Revenue – Q1 2023

PKR 43.2Bn ▲ **23.2%**
YoY Growth

PTCL Group achieved **23.2%** revenue growth compared to same period last year, despite the ongoing macroeconomic challenges

The sustainable growth in revenue is attributable to strong performance in fixed broadband, mobile data, business solutions and banking services

▲ **17%** YoY Growth

▲ **20%** YoY Growth

▲ **73%** YoY Growth



Financial Highlights

Nadeem Khan

Chief Financial Officer

PTCL Group

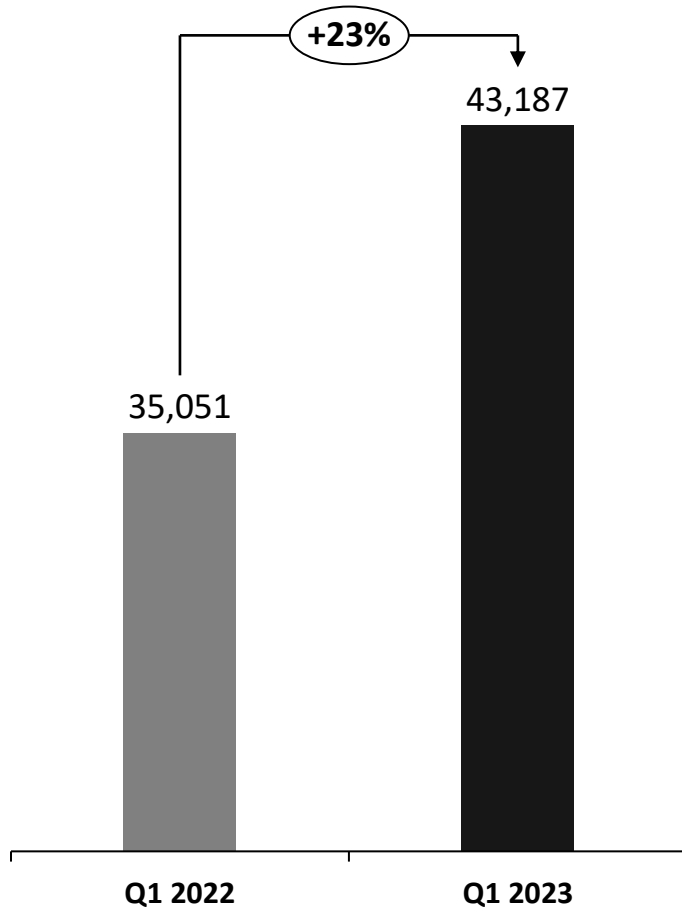


PTCL Group Key Financials – Q1 2023

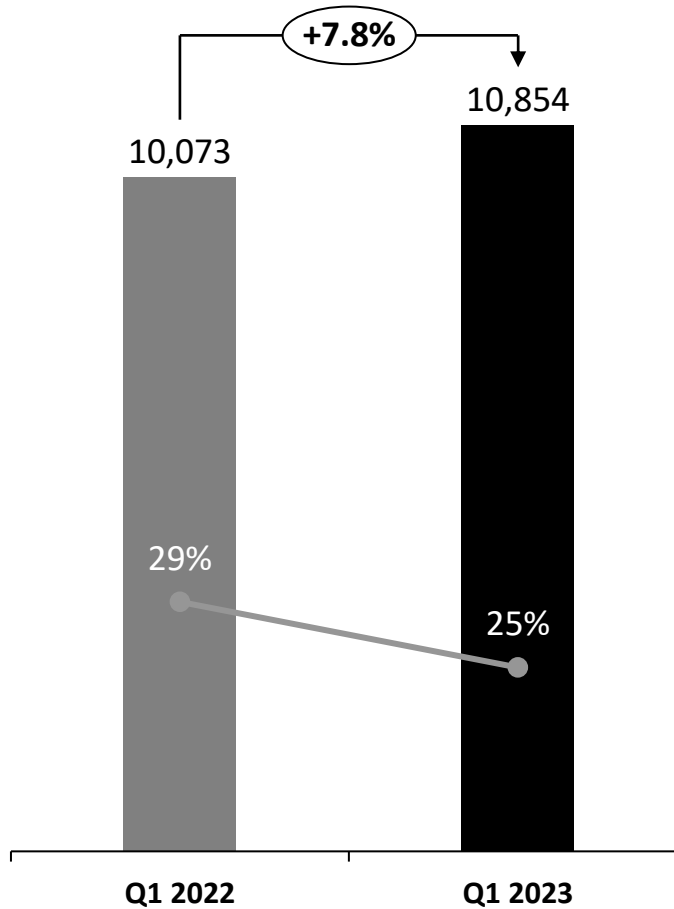
23% YoY growth in Revenue contributed by all OPCOs

PKR Million

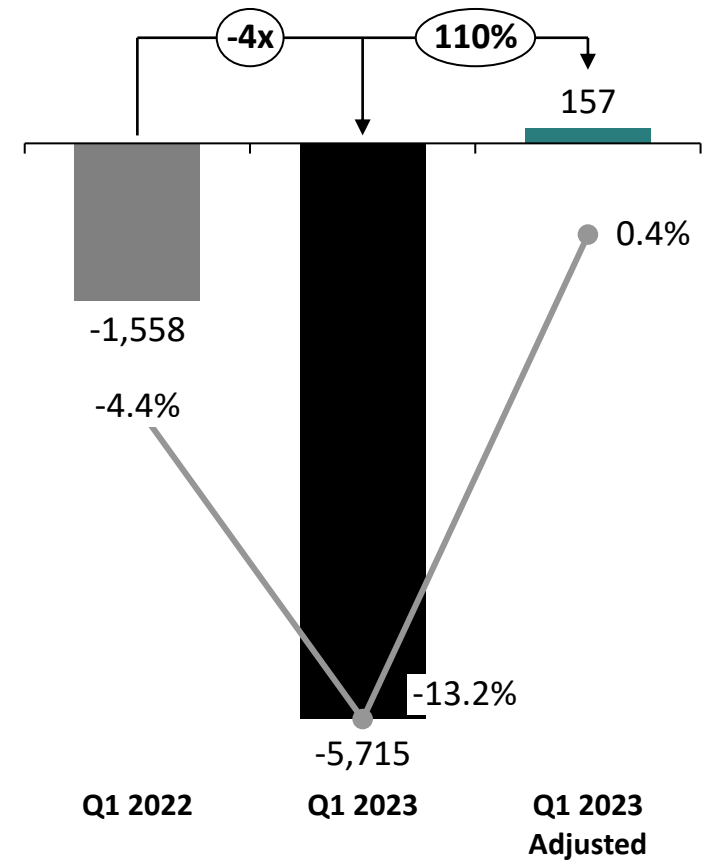
Revenue



EBITDA & Margin %



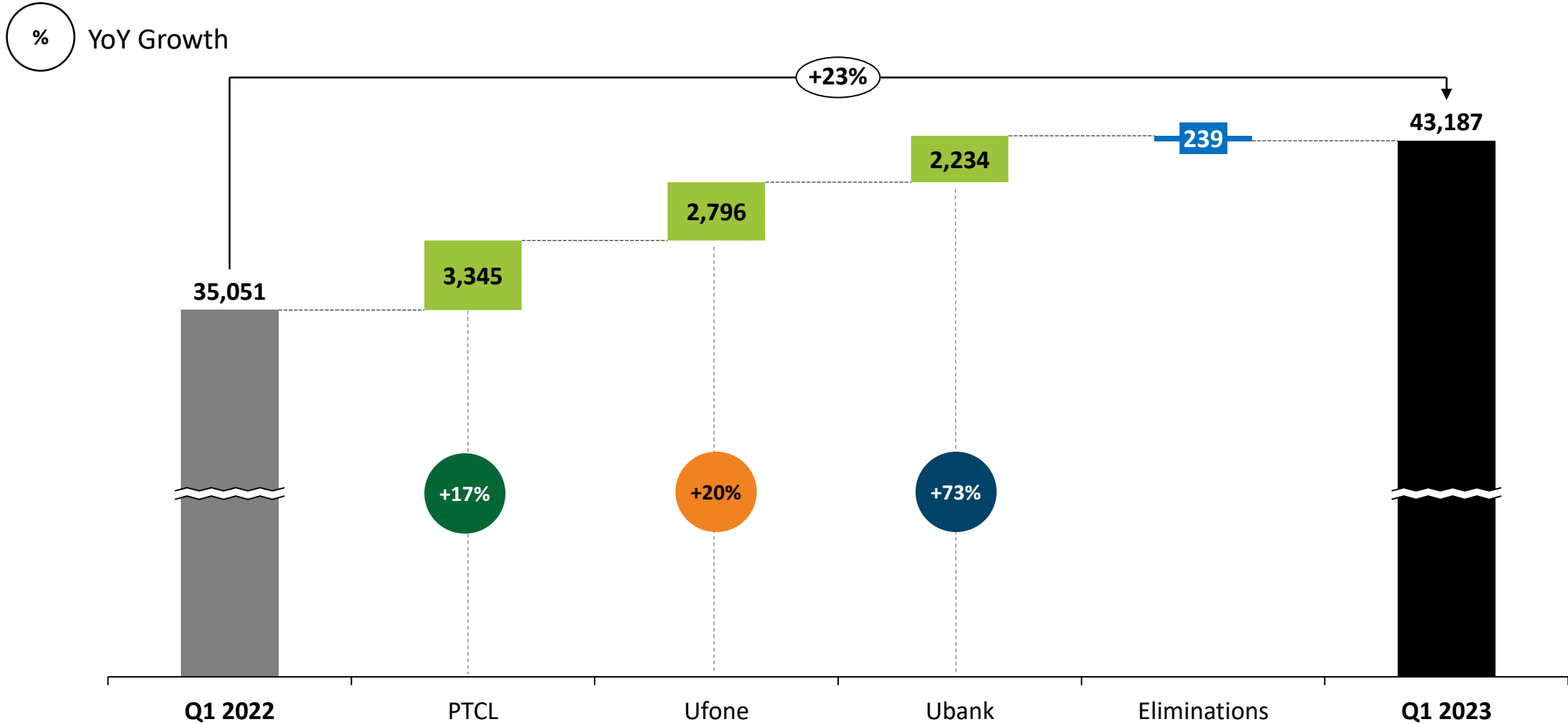
Net Profit / Loss & Margin %



PTCL Group – YoY Revenue Evolution Q1 2023

Double-digit revenue growth contributed by all OPCOs

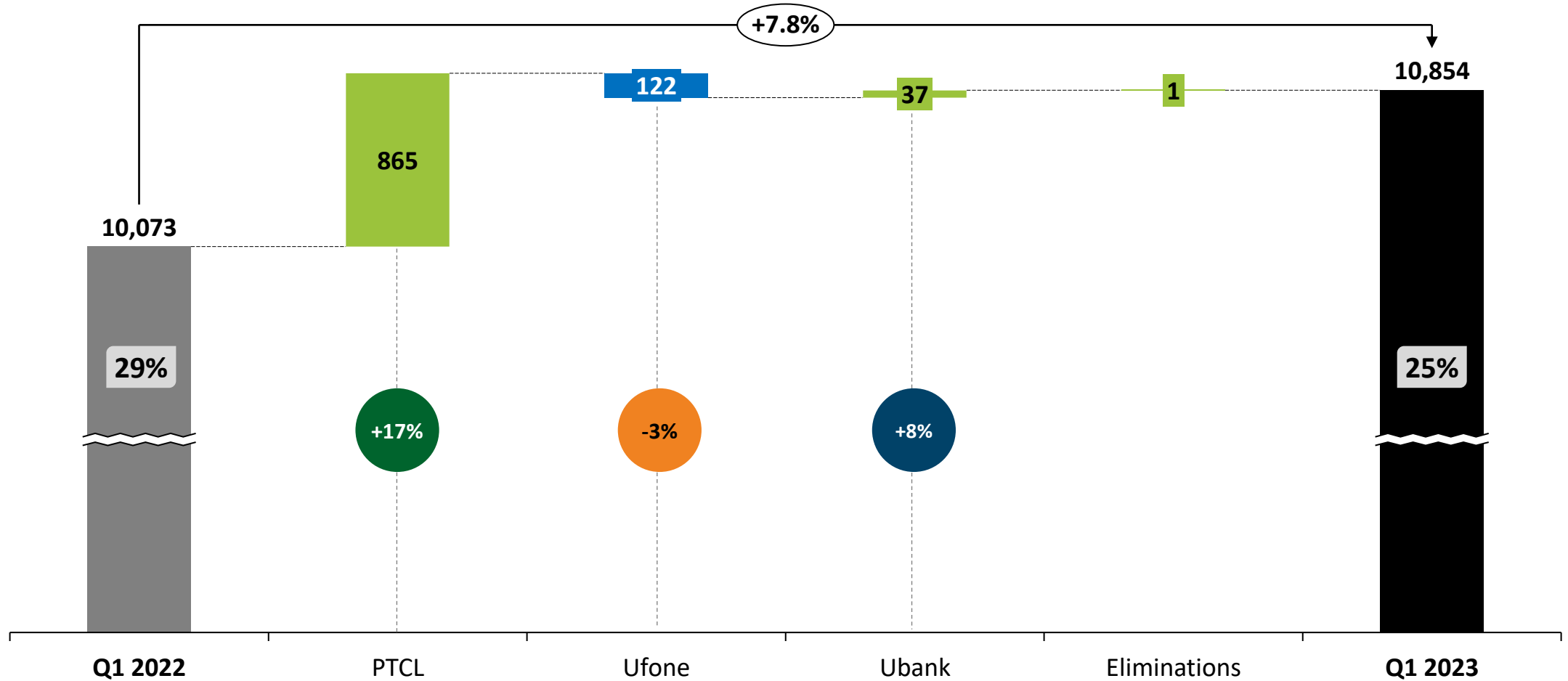
PKR Million



PTCL Group – YoY EBITDA Evolution Q1 2023

EBITDA grew by 7.8% YoY despite inflationary pressures

PKR Million

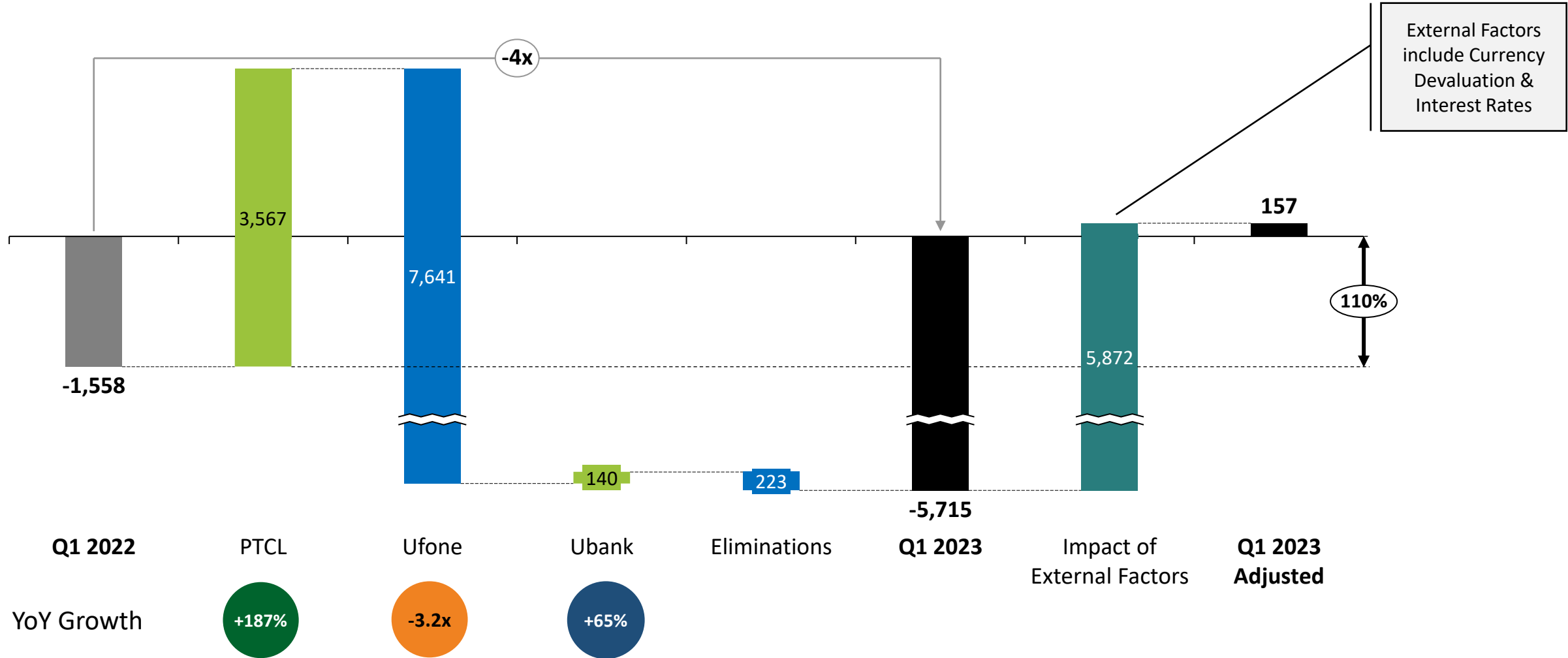


○ YoY Growth % EBITDA Margin

PTCL Group – YoY Net Profit Evolution Q1 2023

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

PKR Million

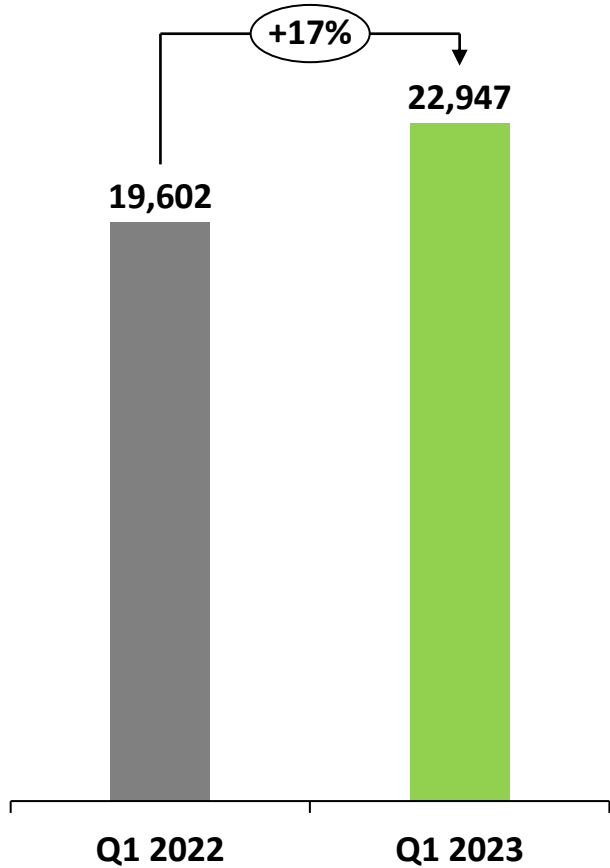


PTCL Key Financials – Q1 2023

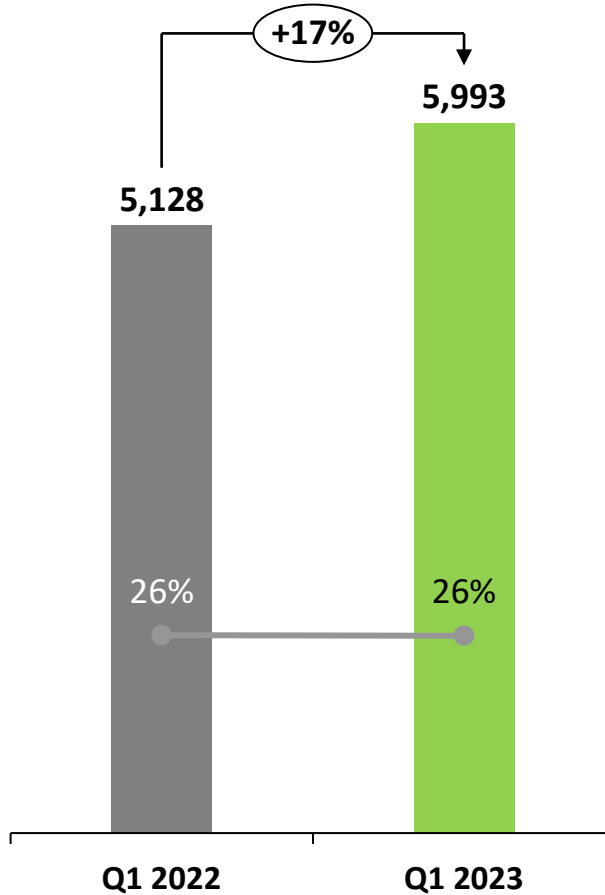
All key financial indicators showing healthy growth

PKR Million

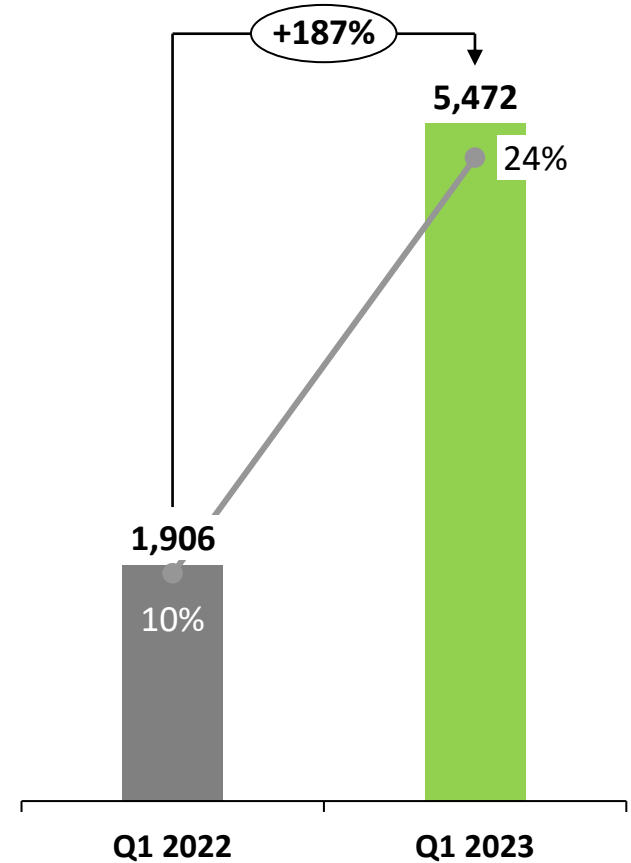
Revenue



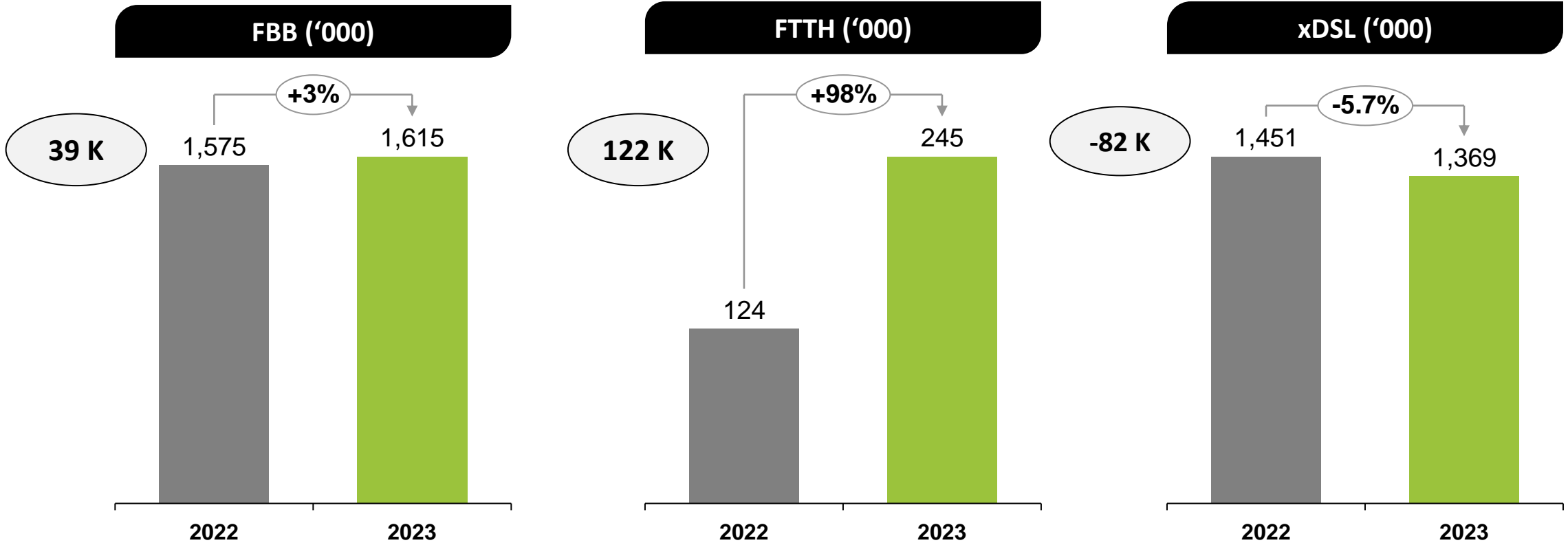
EBITDA & Margin %



Net Profit & Margin %



Aggressive FTTH rollout accompanied with improved customer experience has been key to double digit revenue growth



Revenue Growth

17%

106%

7%

Net additions

58k conversions from xDSL to FTTH

PTCL Revenue

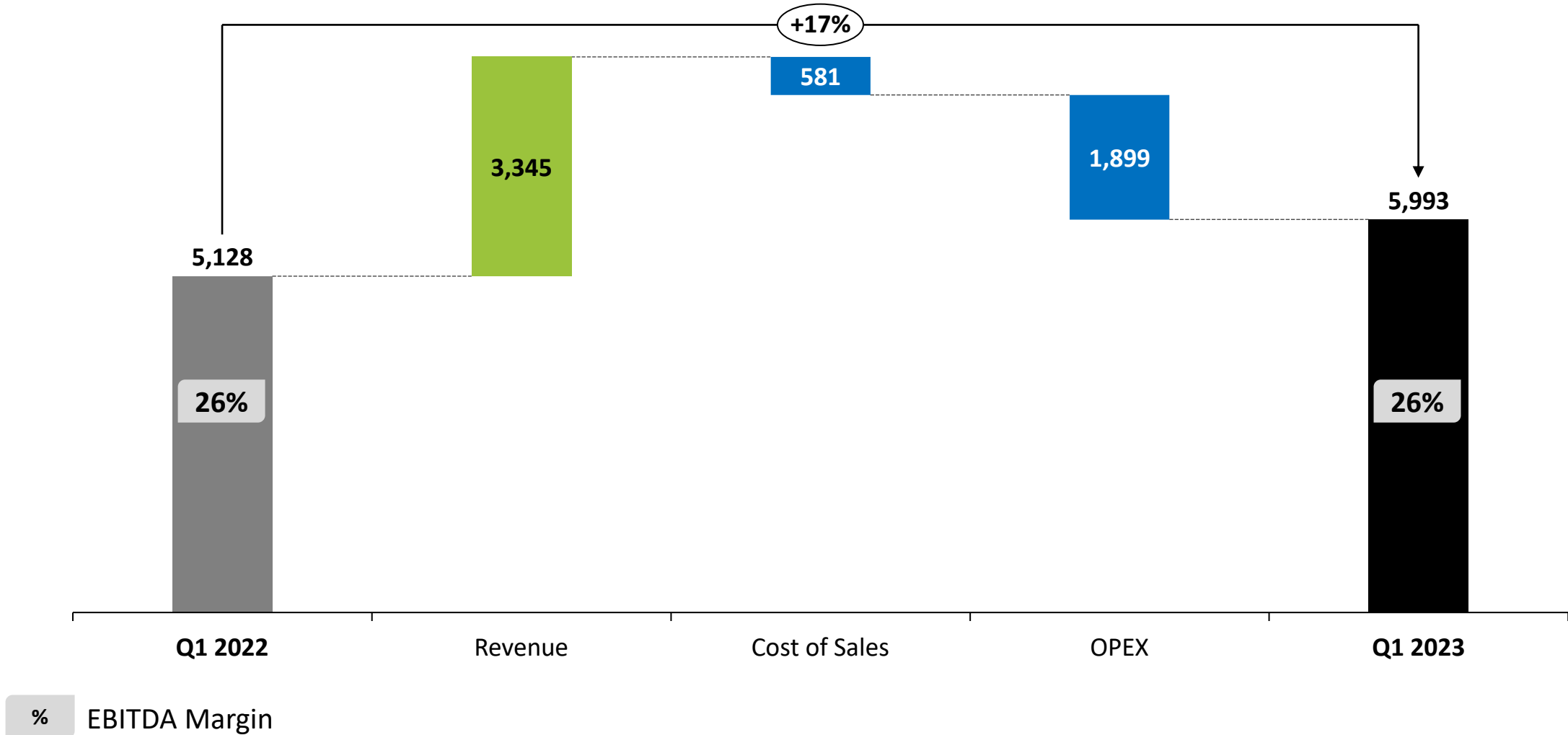
Achieved 17% revenue growth backed by growth in wireline data, corporate & wholesale and international segments

PKR Million	Q1 2023	Change %
		YoY
Wireline Data	9,831	17%
Wireless Data	439	-24%
Voice	2,091	-9%
Retail	12,361	10%
Corporate & Wholesale	7,398	29%
International	3,187	24%
Total	22,947	17%

PTCL – EBITDA YoY Evolution Q1 2023

17% EBITDA growth despite rising energy tariffs

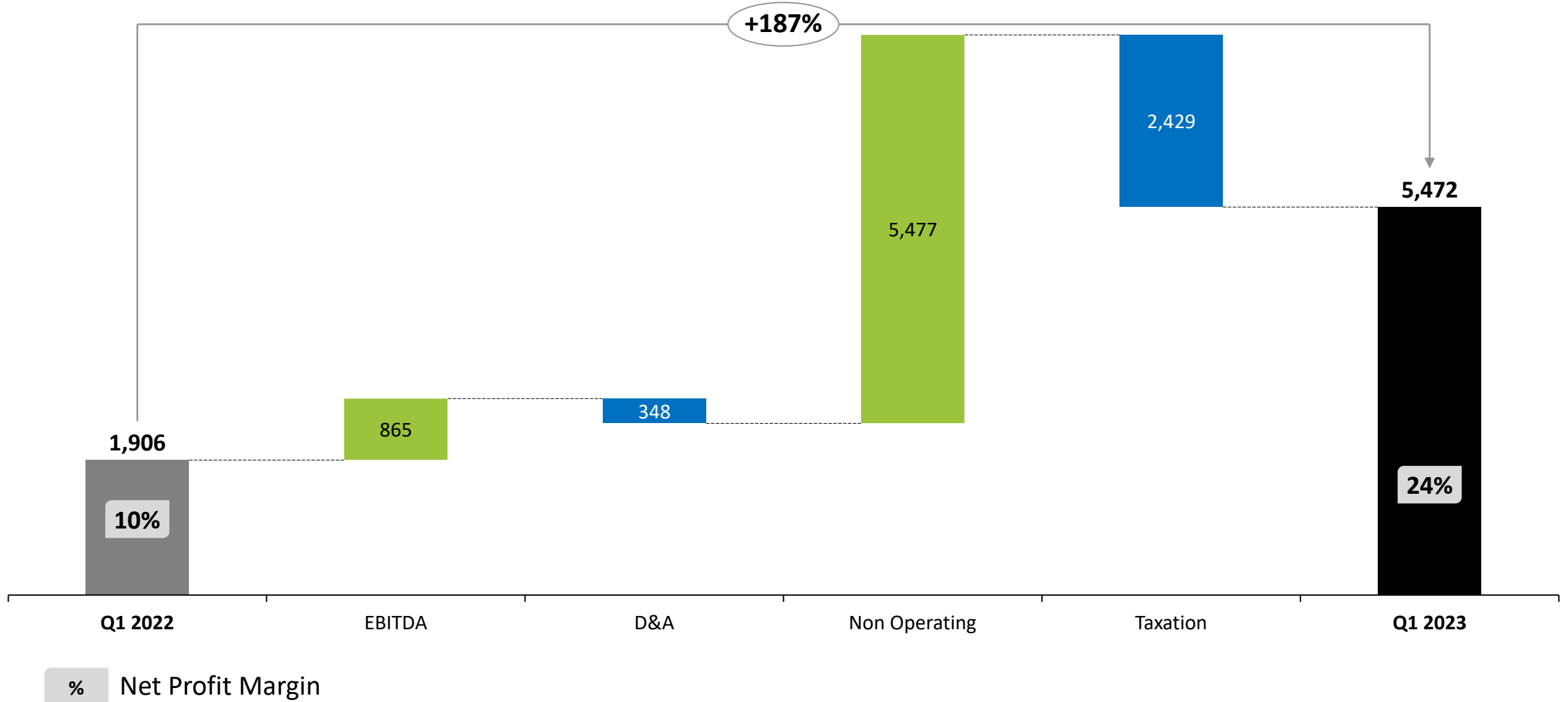
PKR Million



PTCL – Net Profit YoY Evolution Q1 2023

187% YoY increase in Net Profit

PKR Million



PTCL Balance Sheet

Balance Sheet

<i>PKR Million</i>	<i>Dec-22</i>	<i>Mar-23</i>
Property, Plant and Equipment	131,490	130,440
Long term investments	44,736	50,736
Other Non Current Assets	21,301	21,213
Non Current Assets	197,527	202,390
Trade debts	39,293	45,083
Stores and spares	7,637	7,166
Cash & Cash Equivalents	5,685	6,646
Other current assets	55,018	61,001
Current Assets	107,633	119,896
Total Assets	305,160	322,285
Share capital	51,000	51,000
Reserves	57,054	62,526
Equity	108,054	113,526
Employees retirement benefits	29,208	29,899
Long term loans from banks	22,380	28,352
Other Non Current Liabilities	19,260	18,442
Non-current liabilities	70,849	76,693
Current liabilities	126,257	132,066
Total Liabilities & Equity	305,160	322,285

PTCL Cash Flow Statement

Cash Flow Statement

<i>PKR Million</i>	Mar-22	Mar-23
Cash Flows from operating activities	4,267	(1,279)
Cash Flows from investing activities	(3,665)	(7,754)
Cash Flows from financing activities	(119)	5,720
Net Inc/(Dec) in Cash & Cash Equivalents	484	(3,312)
Opening Cash & Cash Equivalents	2,556	5,592
Closing Cash & Cash Equivalents	3,040	2,280

Summary & Conclusion



Summary & Conclusion

PTCL Group reported double digit growth of 23% YoY in topline

PTCL achieved topline growth of 17% YoY supported by continuous growth in Fixed Broadband and business solutions segment with continued focus on data, managed services and cloud services.

Ufone topline grew by 20% YoY with significant increase in 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 of 73% YoY and bottom-line (65% YoY) by increasing its advances portfolio and treasury investments.

Questions & Answers

PTCL Investor Relations

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THANK YOU