



PTCL Investor Call

Financial Results – Q2 2021

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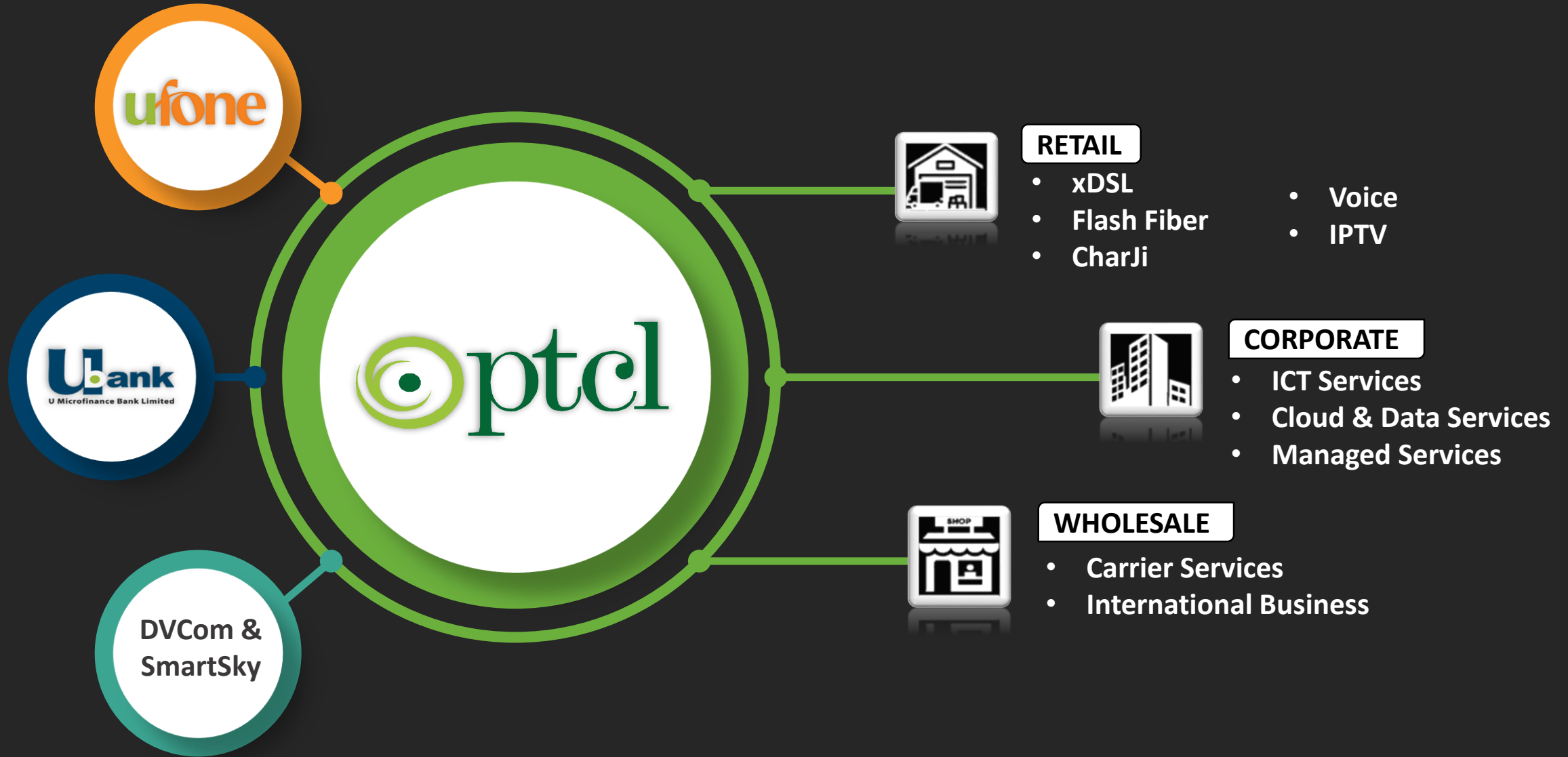
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Business Overview & Financial Highlights





Key Highlights – Q2 2021

PTCL Group

- Topline grew by 9% YoY with positive contribution by all OPCOs.
- EBITDA of PKR 10.3 B – 4% higher than same period last year.
- Net Profit of PKR 1.3 B – 202% growth YoY.

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- Revenue increased by 9% YoY which is mainly contributed by growth of 15% Wireline Data , 13% Wireless Data, 11% Corporate & Wholesale and 3% International.
- EBITDA of PKR 5.3 B – 2% higher as compared to same period last year.
- Net Profit of PKR 2 B – improved by 35% YoY.

Key Operational Highlights – Q2 2021



- **FBB** subscriber base increased by 8% YoY, through increase in new sales (20%)
- Launch of **Flash Fiber** and investment in **FTTH** also supported 15% YoY revenue growth in wireline data.
- **Charji** subscriber base increased by 9% YoY resultantly wireless data revenue grew by 13%.
- **Voice** subscriber base grew by 1.9% however, revenue declined by 3% due to continuous conversion of subscribers to OTT and cellular services
- Reduction in **DSL** complaints by 21%
- **MTTR** reduced to **22 hrs** (10% YoY reduction)
- **Business services** shows consistent growth 8% YoY



- Ufone **4G subscribers** have grown by 58% on YoY basis
- **Data traffic growth** continues unabated
- Continuously adding **capacity upgrades** to improve customer experience
- **New Sales grew significantly** over last year. (104%)
- Continuous **digitalization** leading to improvement in **online recharge ratio**
- **MFS (UPaisa)** showing encouraging results
- Ufone remains the 2nd best operator on customer experience (TRIM / NPS)



- **8%** revenue growth in comparison to last year supported by increase in deposit base by **19 Bn** and loan portfolio by **9.6 Bn**.
- **49%** of GLP is secured via Gold Backed Loans
- **24%** of fresh loans have been processed via Digital Loan Acquisition App
- U bank, with its network of **201** branches and **200** ATMs across **183** cities and rural areas in Pakistan, disbursed loans of PKR. **7.7 billion** in Q2 2021.
- The balance sheet footing of the Bank stands at PKR. **78 Bn**. Deposit book increased by **68%** and Borrowings increased by **53%**.

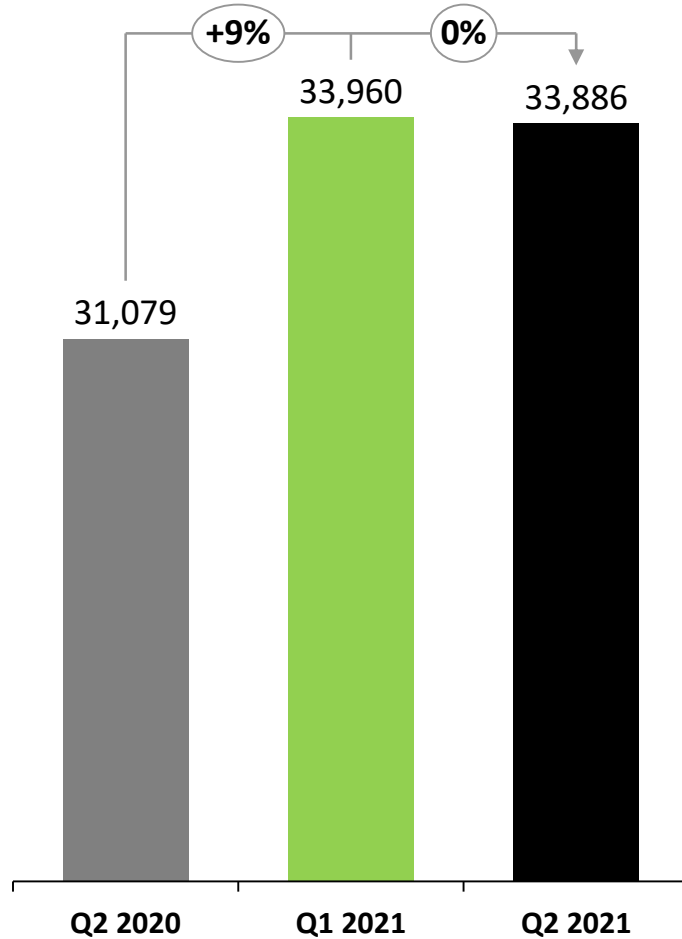
PTCL Group Key Financials – Q2 2021

9% growth in Revenue, 4% growth in EBITDA and 3 times growth in Net Profit

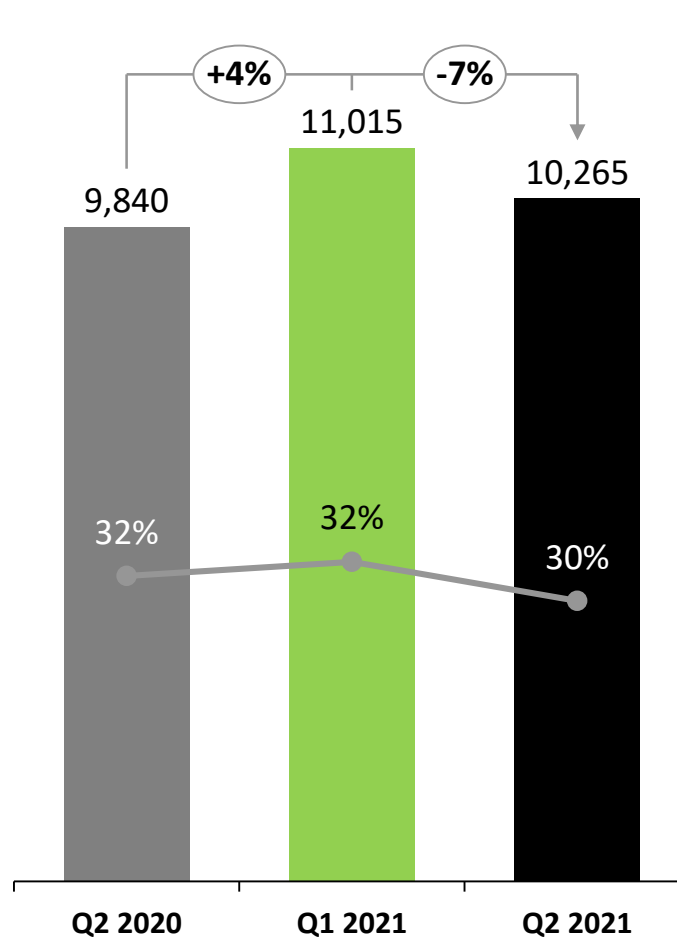


PKR Million

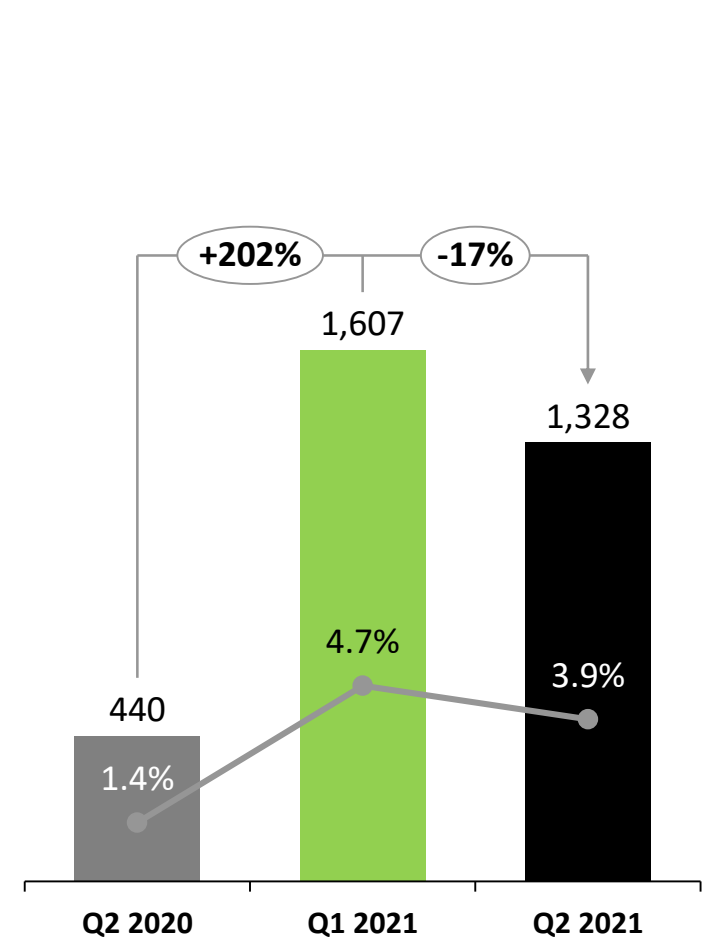
Revenue



EBITDA & Margin %



Net Profit & Margin %

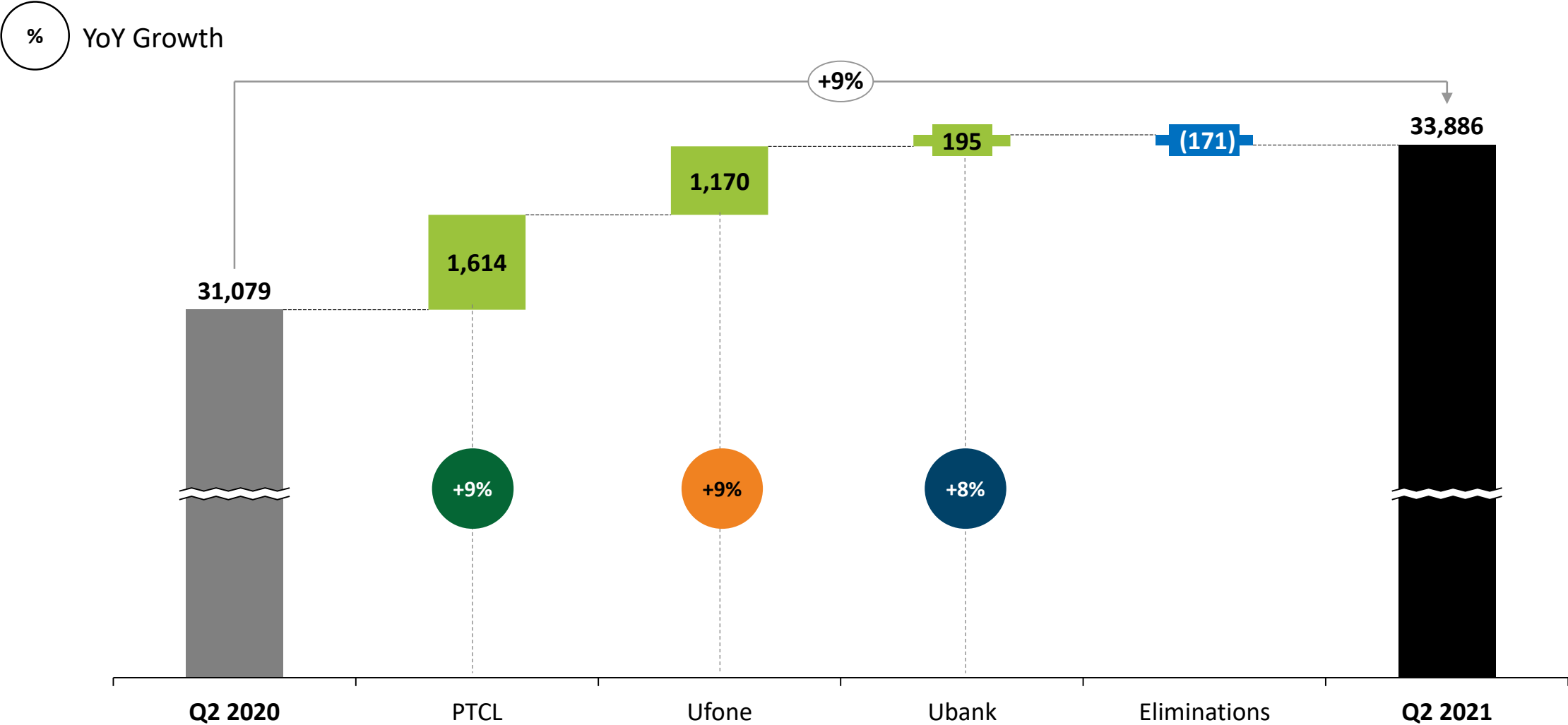


PTCL Group – YoY Revenue Evolution Q2 2021

9% increase in revenue contributed by all OPCOs

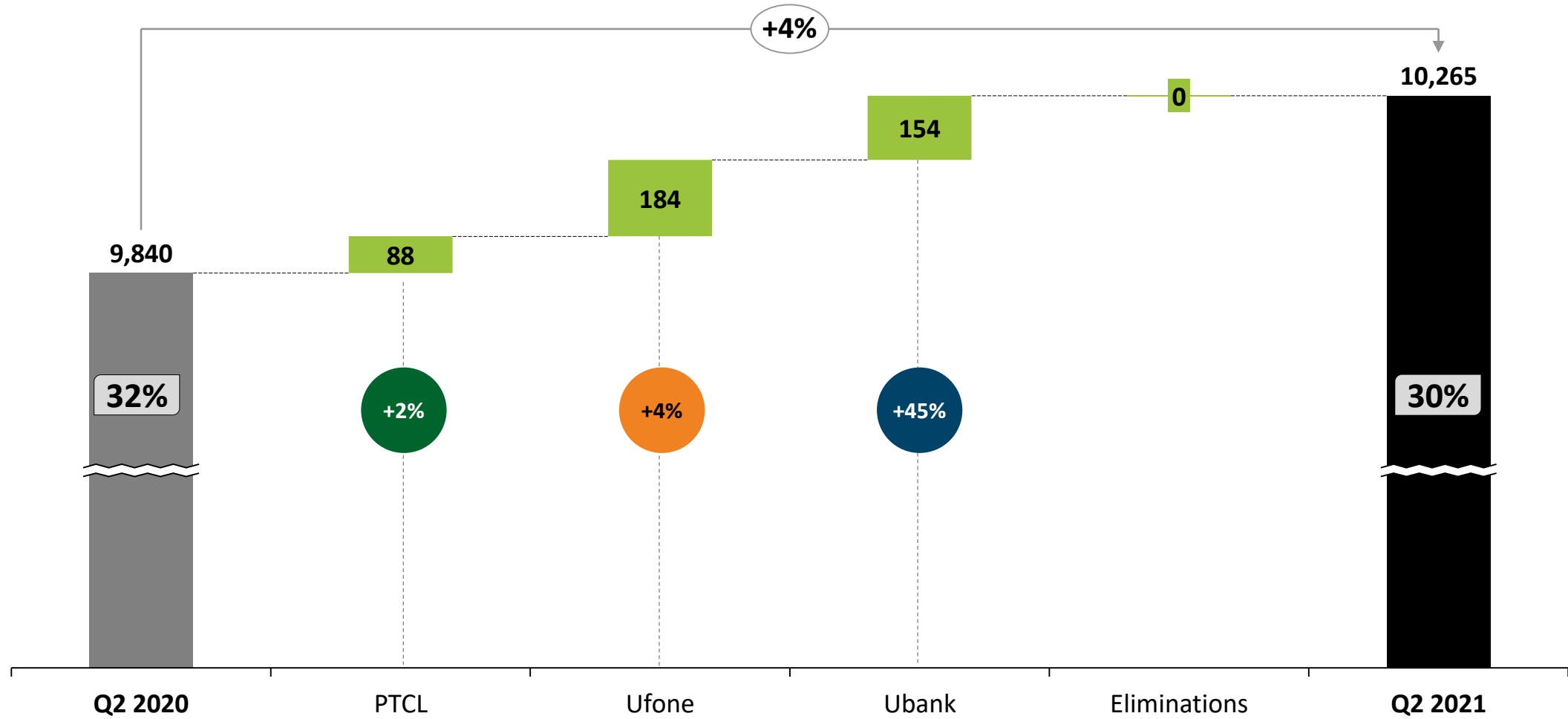


PKR Million



PTCL Group – YoY EBITDA Evolution Q2 2021

Topline growth contributed towards achieving 4% growth in EBITDA.



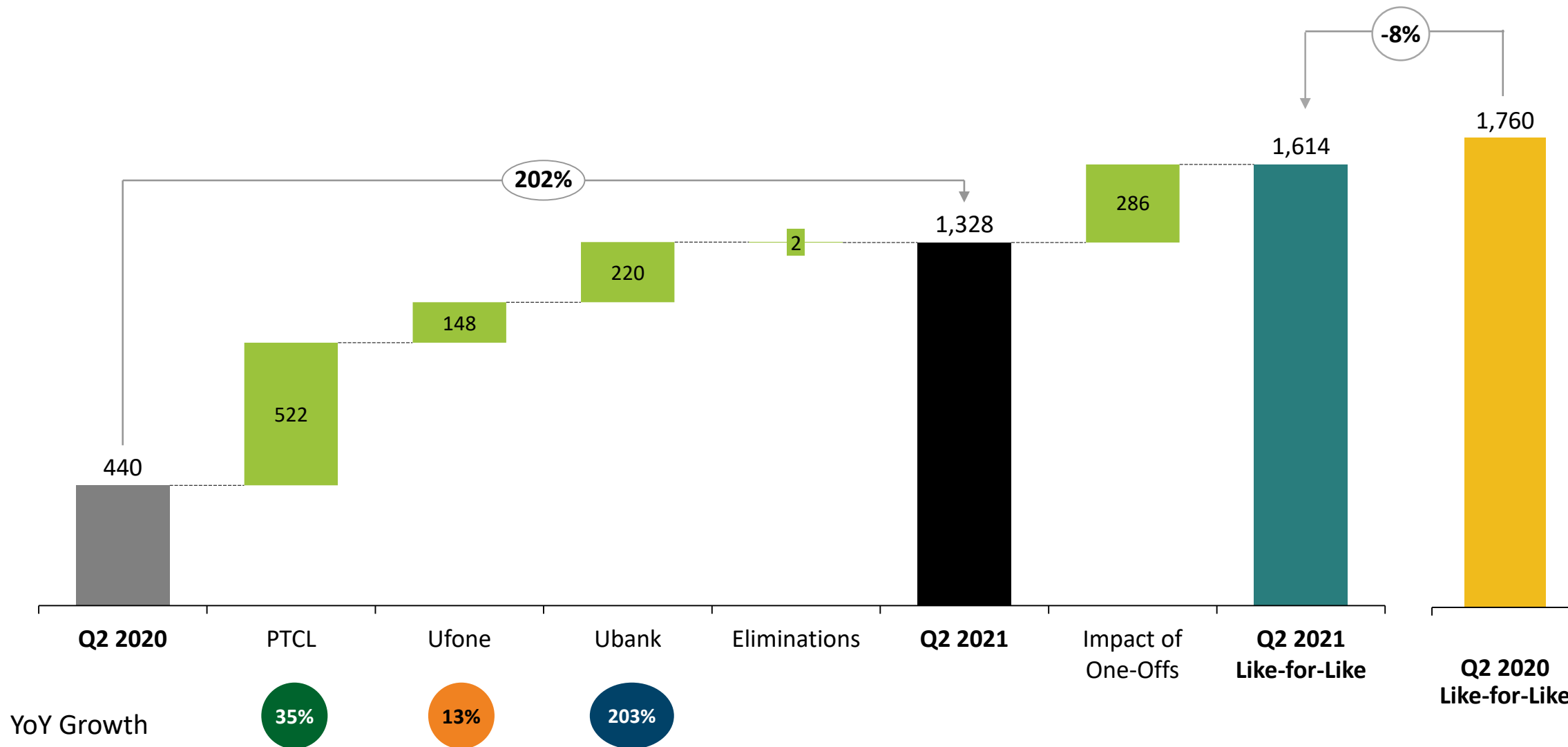
○ YoY Growth % EBITDA Margin

PTCL Group – YoY Net Profit Evolution Q2 2021

Net Profit improved significantly, attributable to resilient efforts and positive contribution of all OPCOs



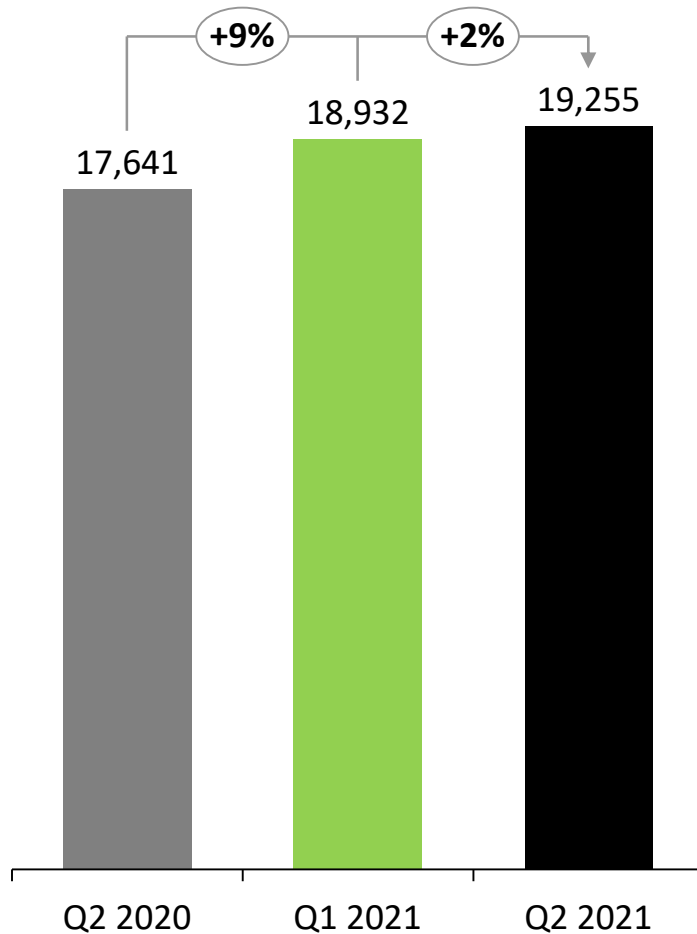
PKR Million



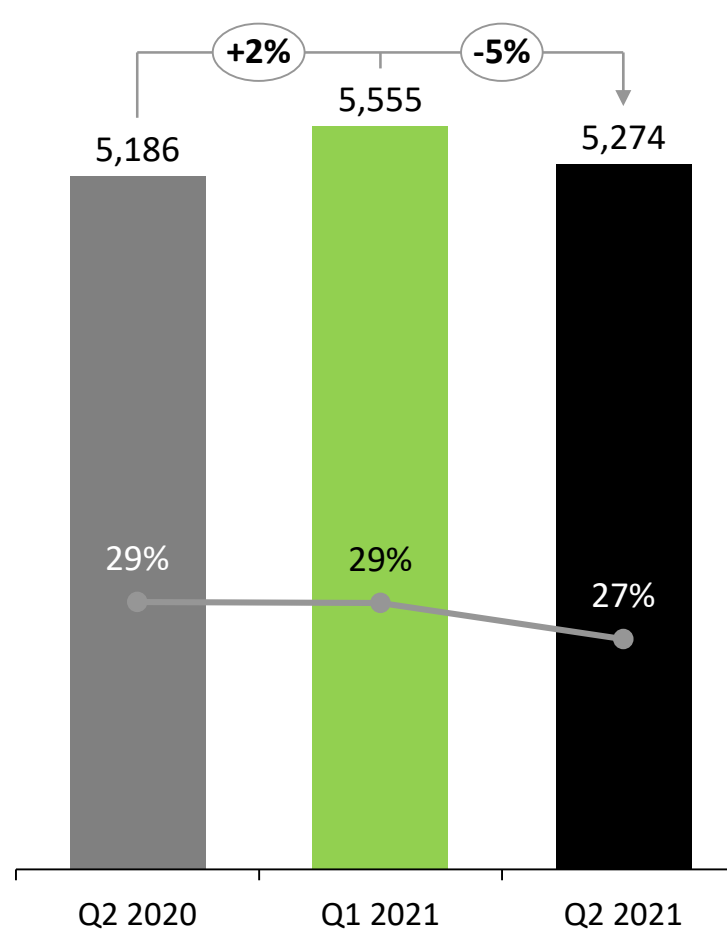
PTCL Key Financials – Q2 2021

35% growth in Net Profit complemented by 9% growth in revenue and 2% growth in EBITDA.

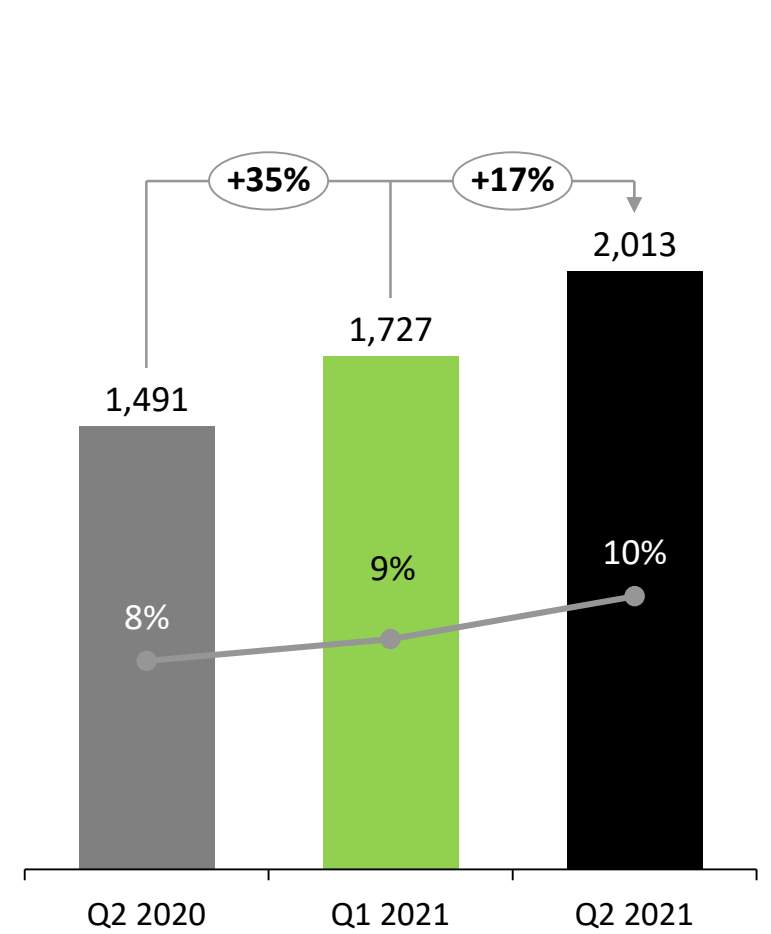
Revenue



EBITDA & Margin %



Net Profit & Margin %



PTCL Revenue

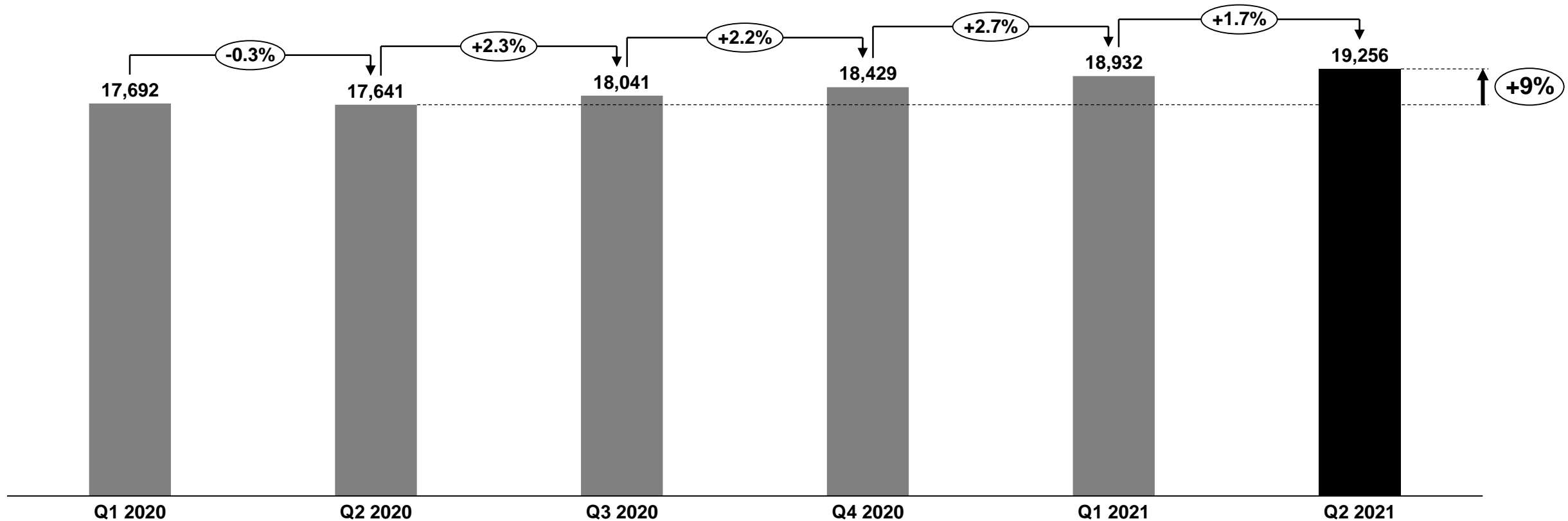
9% YoY growth with contribution from all growing segments



PKR Million	Q2 2021	Change %		2021	Change %
		YoY	QoQ		YoY
Wireline Data	7,762	15%	2%	15,376	13%
Wireless Data	644	13%	4%	1,264	12%
Voice	2,497	-3%	-3%	5,081	-6%
Retail	10,903	10%	1%	21,721	8%
Corporate & Wholesale	5,411	11%	3%	10,656	10%
International	2,942	3%	3%	5,810	5%
Total	19,255	9%	2%	38,187	8%

PTCL Quarterly Revenue Growth

Consistent quarterly growth in revenue resulted in 9% YoY growth in Q2 2021

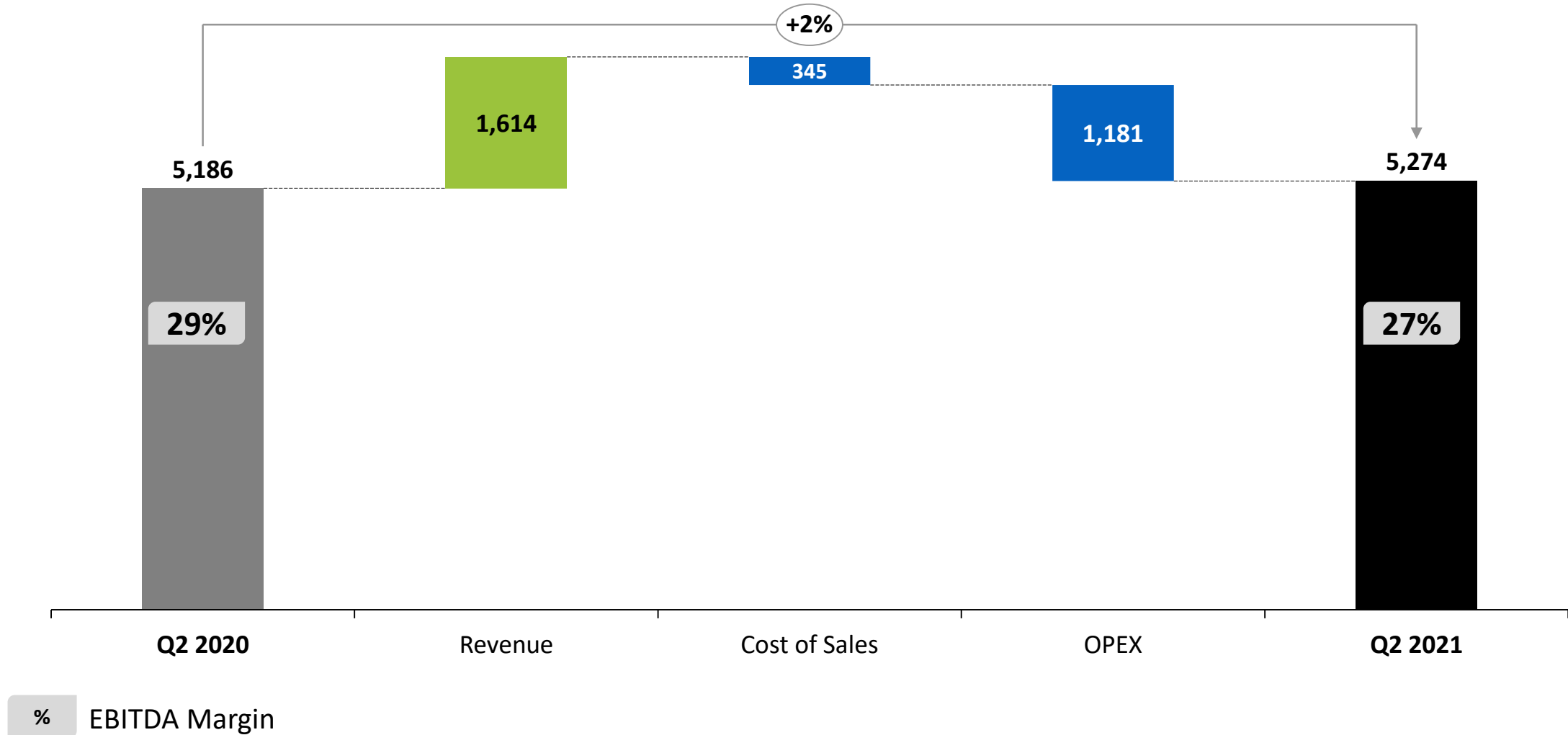


PTCL – EBITDA YoY Evolution Q2 2021

EBITDA improved by 2%

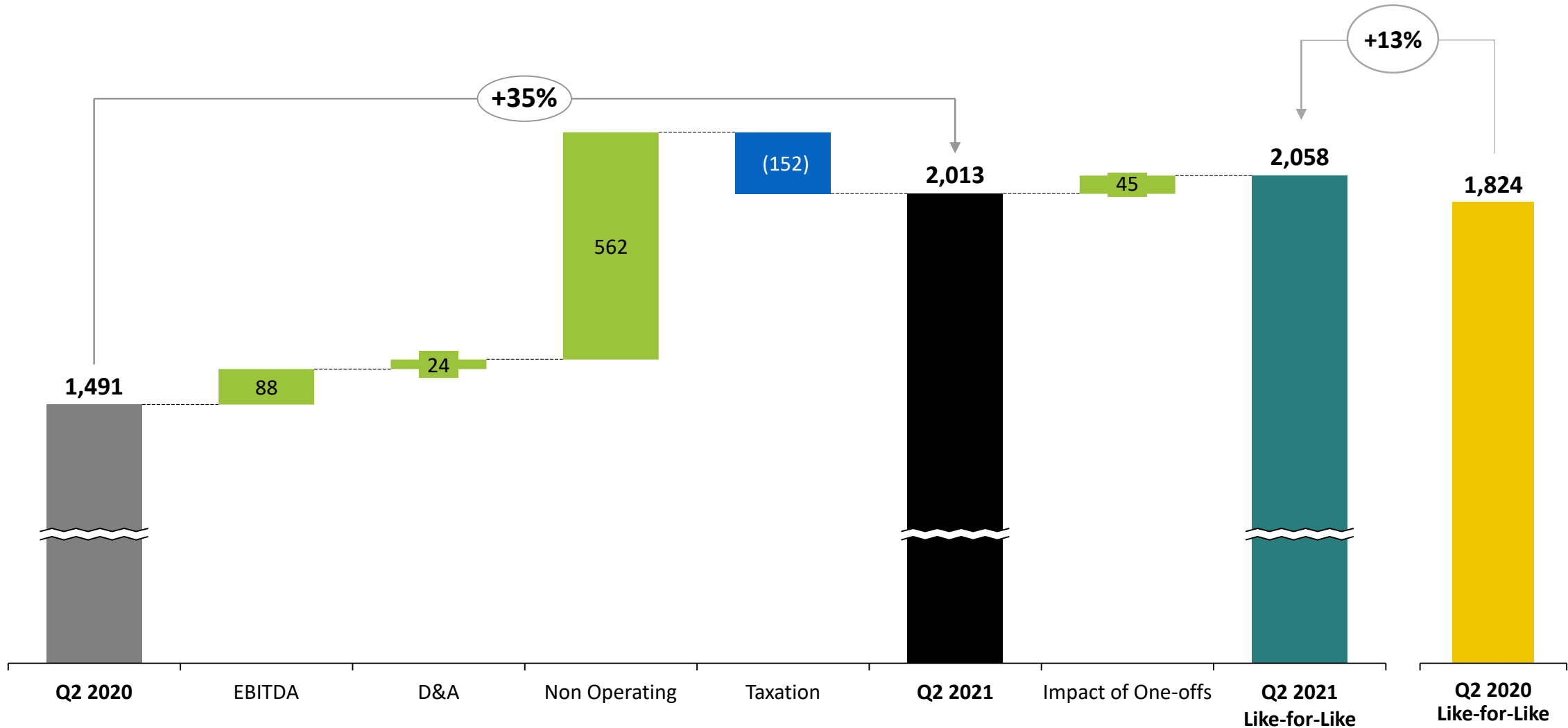


PKR Million



PTCL – Net Profit YoY Evolution Q2 2021

Increase in EBITDA and Non Operating Income resulted in 35% YoY increase in Net Profit



PTCL Group

Net Profit improved significantly YoY



PKR Million	Q2 2021	Change %		2021	Change %
		YoY	QoQ		YoY
Revenue	33,886	9%	0%	67,846	8%
EBITDA	10,265	4%	-7%	21,281	12%
EBITDA Margin	30%	-1.4 p.p	-2.1 p.p	31%	1.1 p.p
Net Profit	1,328	202%	-17%	2,935	8707%
Net Profit Margin	4%	2.5 p.p	-0.8 p.p	4.3%	4.3 p.p
Net Profit like-for-like	1,614	-8%	-10%	3,401	95%

PKR Million	Q2 2021	Change %		2021	Change % YoY
		YoY	QoQ		
Revenue	19,255	9%	2%	38,187	8.1%
EBITDA	5,274	2%	-5%	10,829	14%
EBITDA Margin	27%	-2 p.p	-2 p.p	28%	1.6 p.p
Net Profit	2,013	35%	17%	3,740	38%
Net Profit Margin	10%	2 p.p	1.3 p.p	9.8%	2.1 p.p
Net Profit like-for-like	2,058	13%	17%	3,818	24%

PTCL Balance Sheet

Strong Unleveraged Balance Sheet



Balance Sheet

<i>PKR Million</i>	<i>Dec-20</i>	<i>Jun-21</i>
Property, Plant and Equipment	114,666	116,332
Long term loans and advances	10,748	9,992
Other Non Current Assets	21,442	21,585
Non Current Assets	146,856	147,909
Trade debts	23,150	25,009
Stores and spares	3,601	4,091
Cash & Cash Equivalents	11,977	16,507
Other current assets	38,016	38,299
Current Assets	76,744	83,906
Total Assets	223,600	231,816
Share capital	51,000	51,000
Reserves	43,010	45,636
Equity	94,010	96,636
Non-current liabilities	40,035	41,948
Current liabilities	89,556	93,232
Total Liabilities & Equity	223,600	231,816

PTCL Cash Flow Statement

Healthy cash position of PKR 16 B



Cash Flow Statement

<i>PKR Million</i>	Jun-20	Jun-21
Cash Flows from operating activities	13,857	13,523
Cash Flows from investing activities	(8,650)	(9,254)
Cash Flows from financing activities	(2,328)	(239)
Net Inc/(Dec) in Cash & Cash Equivalents	2,879	4,030
Opening Cash & Cash Equivalents	4,174	11,977
Closing Cash & Cash Equivalents	7,053	16,007

Summary & Conclusion



Summary & Conclusion



PTCL Group reported 8% growth in topline in first half of 2021, with significant improvement in Net Profit.



PTCL posted a significant 8% growth in its revenue in first half of 2021, the highest since 2014, owing to its robust performance



FTTH speedy deployment, better customer experience and strong performance in Corporate, Wholesale and International Segments are the corner stone in PTCL's enhanced topline growth. PTCL delivered continued growth in topline for the last 4 quarters.



Ufone is expanding network coverage and continues to show healthy growth on the back of increasing 4G subscriber base.



Ubank continues to grow in size by expanding its operations and asset base, depicted from increase in Ubank's Deposit base and Loan Portfolio.

Questions & Answers

PTCL Investor Relations

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THANK YOU