



PTCL Investor Call

Financial Results – Q1 2022

21st April, 2022

Disclaimer

Pakistan Telecommunications Company Limited (PTCL) and its subsidiaries have prepared this presentation in good faith, however, no warranty or representation, express or implied is made as to the adequacy, correctness, completeness or accuracy of any numbers, statements, opinions or estimates, or other information contained in this presentation.

The information contained in this presentation is an overview, and should not be considered as the giving of investment advice by the company or any of its shareholders, directors, officers, agents, employees or advisers. Each party to whom this presentation is made available must make its own independent assessment of the company after making such investigations and taking such advice as may be deemed necessary.

Where this presentation contains summaries of documents, those summaries should not be relied upon and the actual documentation must be referred to for its full effect.

This presentation may include some “forward-looking statements”. Such forward looking statements are not guarantees of future performance and may involve risk of uncertainties. Actual results may differ materially from these forward looking statements.



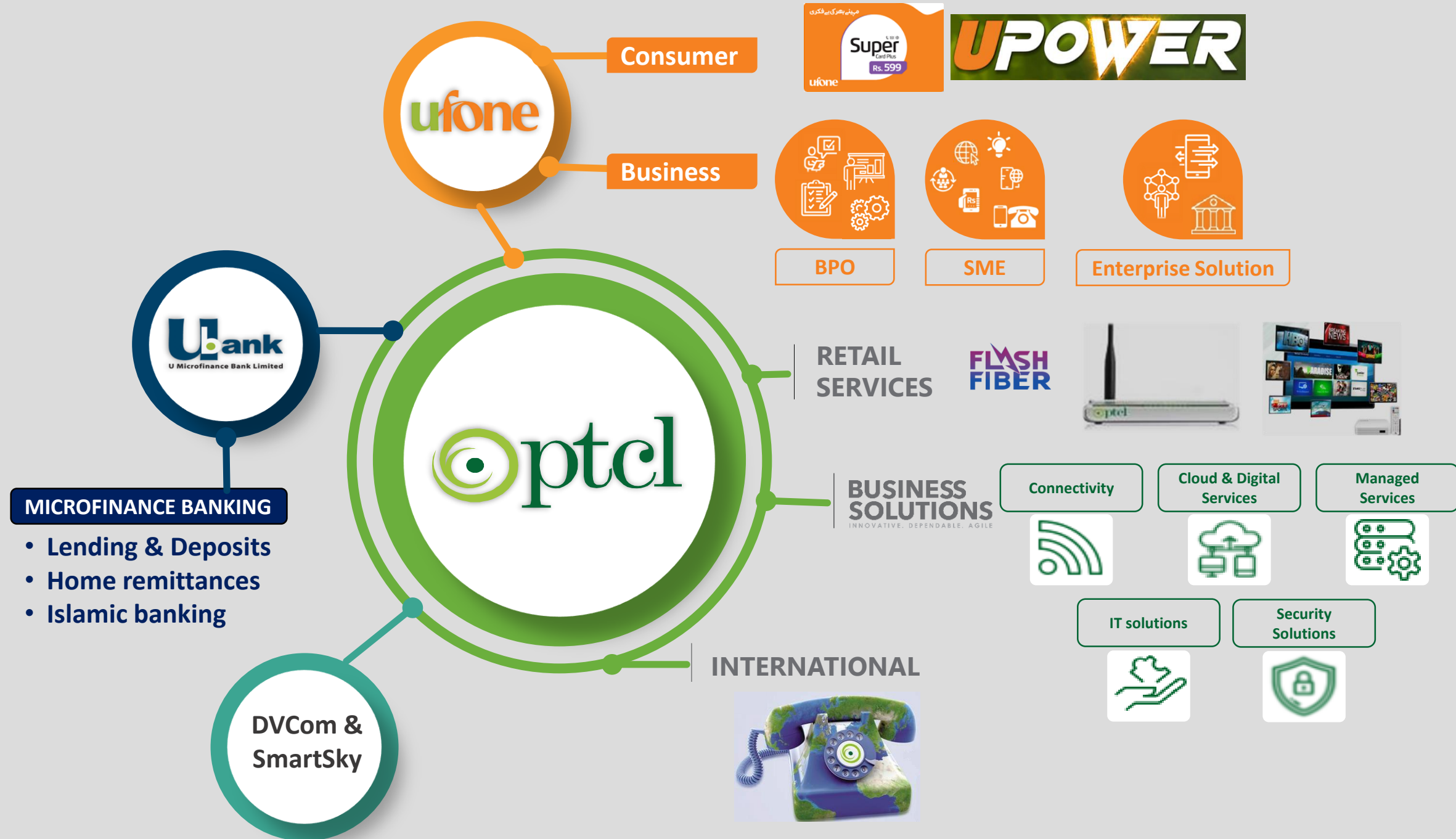
Business Overview

Hatem Bamatraf

President & Chief Executive Officer

PTCL Group





Key Highlights – Q1 2022

PTCL Group

- Top line growth of 3.2% with contribution from all OPCOs
- EBITDA of PKR 10 B
- Net loss of PKR 1.56 B

PTCL

- Revenue increased by 4% YoY which is mainly contributed by growth of 10% in wireline data and corporate & wholesale services.
- EBITDA of PKR 5 B
- Net Profit increased to PKR 1.9 B with growth of 10% YoY

Ufone

- Revenue increased by 1% YoY despite adverse impact of AIT and MTR, normalized for AIT and MTR growth is 5.3%.
- Bottom line remained under pressure due to energy price hikes, increase in interest rates and PKR devaluation

Ubank

- Revenue increased by 13% YoY driven by growth in loan portfolio and deposits.

Key Operational Highlights – Q1 2022



- Leading the **FBB** market with highest market share (74%) and highest net adds contribution.
- **FTTH** subscriber base doubled from 61k to 124k from Q1-2021, showing growth of 103% as compared to 41% industry growth.
- **FTTH** market share increased to 19% showing an improvement of 2 pp in Q1-2022.
- **Voice** revenue decline continues due to changing consumer behavior in favor of data.
- **Business Services** demonstrated growth of 3%, with continued focus on data, managed services and cloud services.
- Partnerships and MOUs with multiple entities for digital transformation and connectivity solutions.



- **Revenue growth** of 1% YoY despite MTR and AIT. Normalized growth – 5.3%
- Significant growth in **4G data subs**, backed by spectrum acquisition.
- **4G Net Adds** share has increased to 28% in Q1 2022 from 7% in Q1 2021.
- **4G usage volume** has increased by 129% YoY in Q1 2022.
- 69% Ufone sites upgraded to 4G till Q1 2022.
- **Customer experience** is improving with arrival of spectrum and revamp of data portfolio.



- **13%** revenue growth in comparison to last year supported by increase in deposit base by **9 B** and loan portfolio by **5 B**.
- **54%** of GLP is secured via Gold Backed Loans
- **75%** of fresh loans have been processed via Digital Loan Acquisition App
- U bank, with its network of **214** branches and **200** ATMs across **183** cities and rural areas in Pakistan, disbursed loans of PKR **9.9 billion** in Q1 2022
- The balance sheet footing of the Bank stands at PKR **101 B**. Deposit book stand at PKR 54 B and Borrowings stand at PKR 34 B.



Financial Highlights

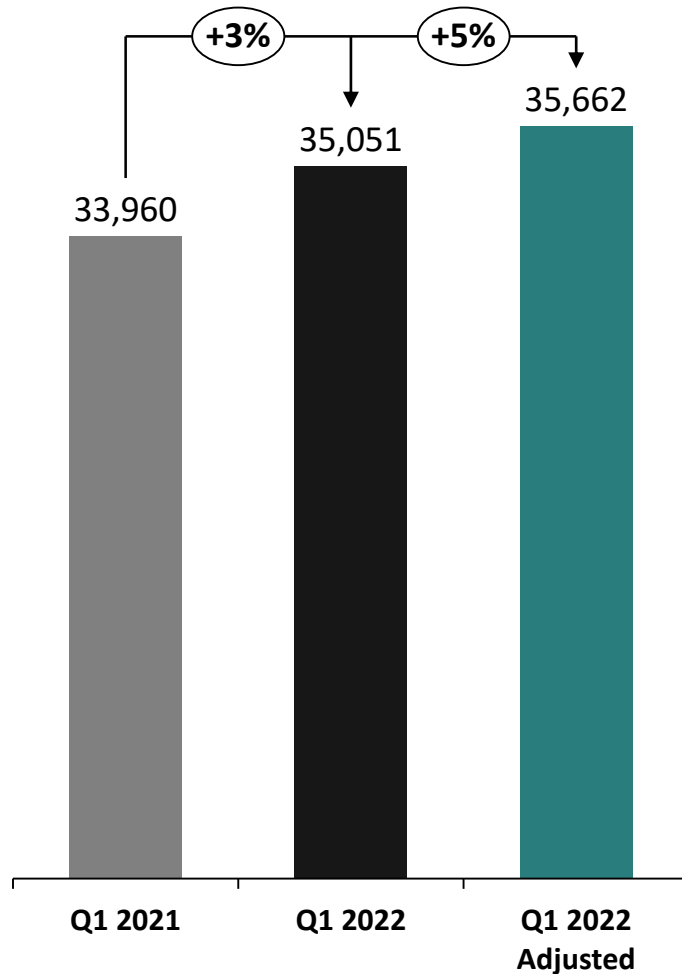
Nadeem Khan
Chief Financial Officer
PTCL Group



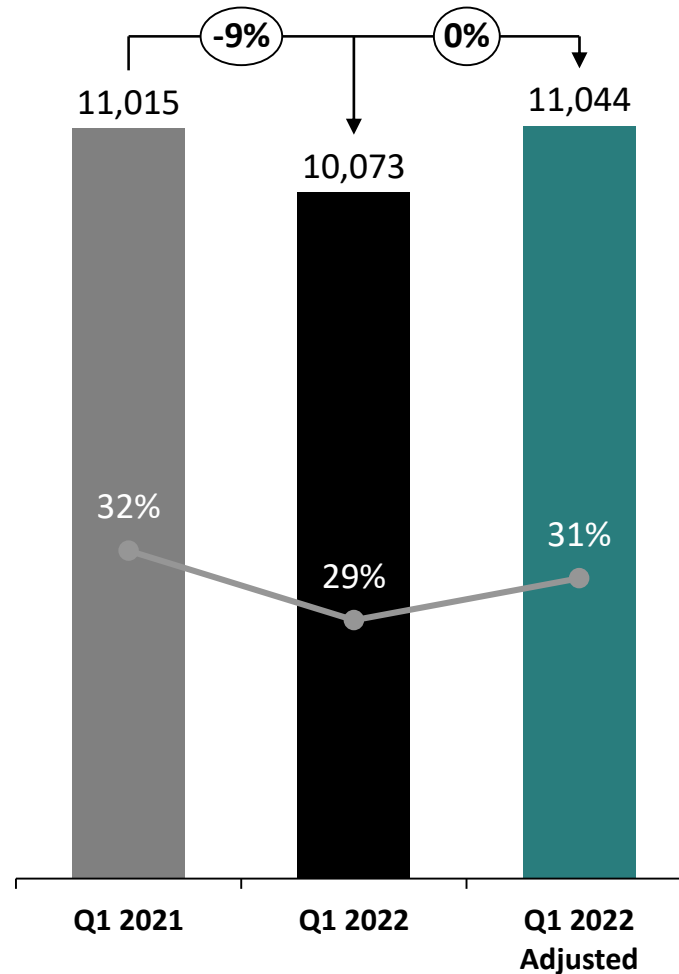
PTCL Group Key Financials – Q1 2022

3% YoY growth in Revenue

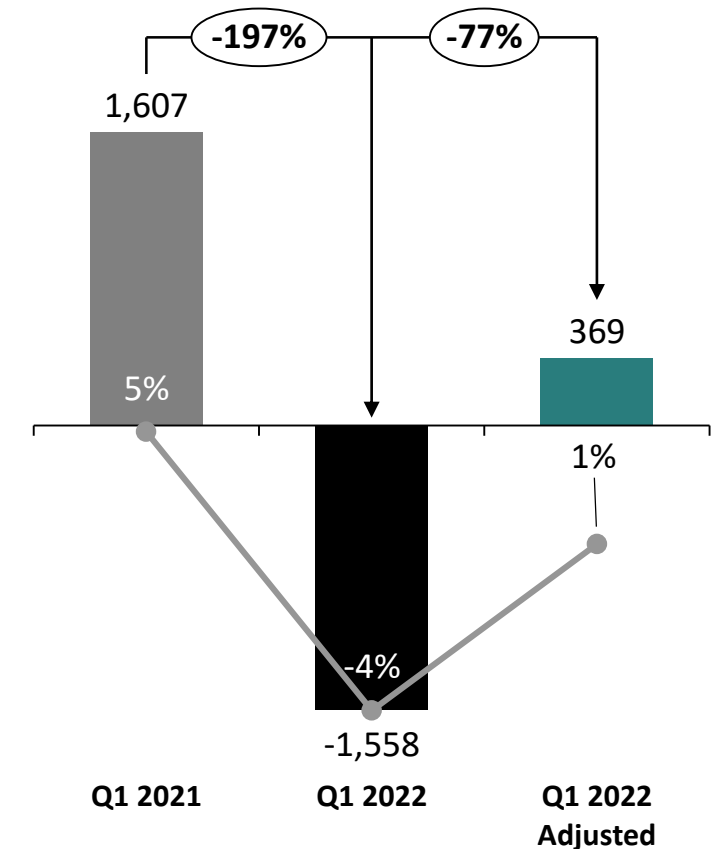
Revenue



EBITDA & Margin %



Net Profit & Margin %



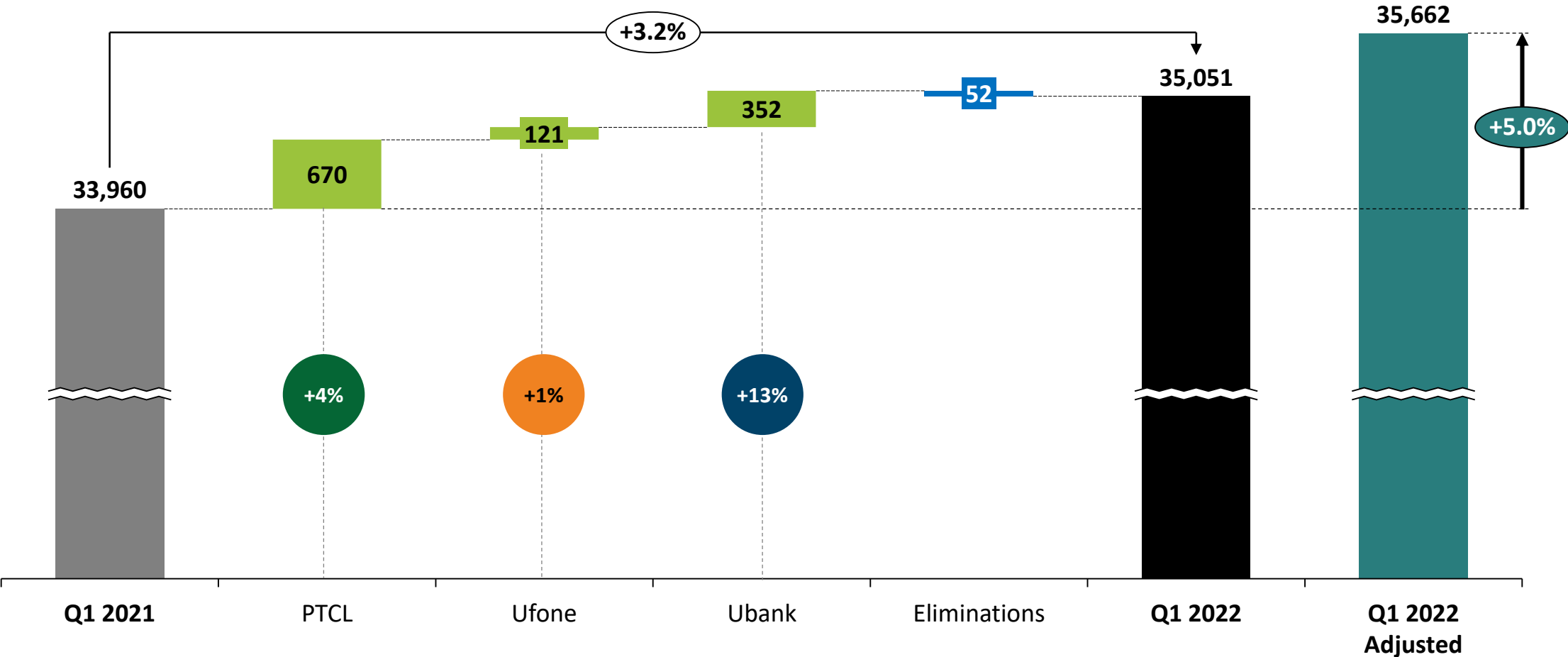
PTCL Group – YoY Revenue Evolution Q1 2022

3.2% increase in top line contributed by all OPCOs



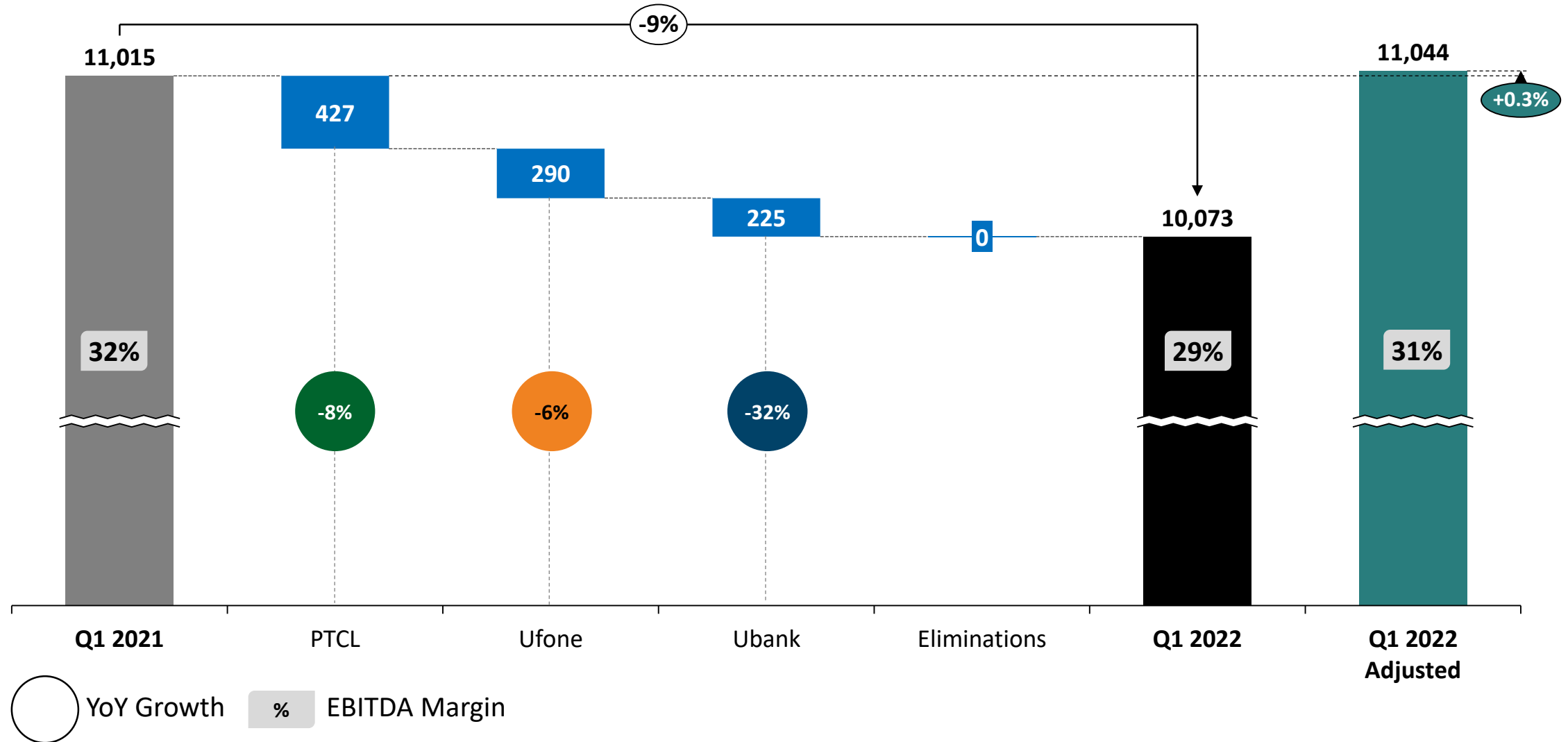
PKR Million

% YoY Growth



PTCL Group – YoY EBITDA Evolution Q1 2022

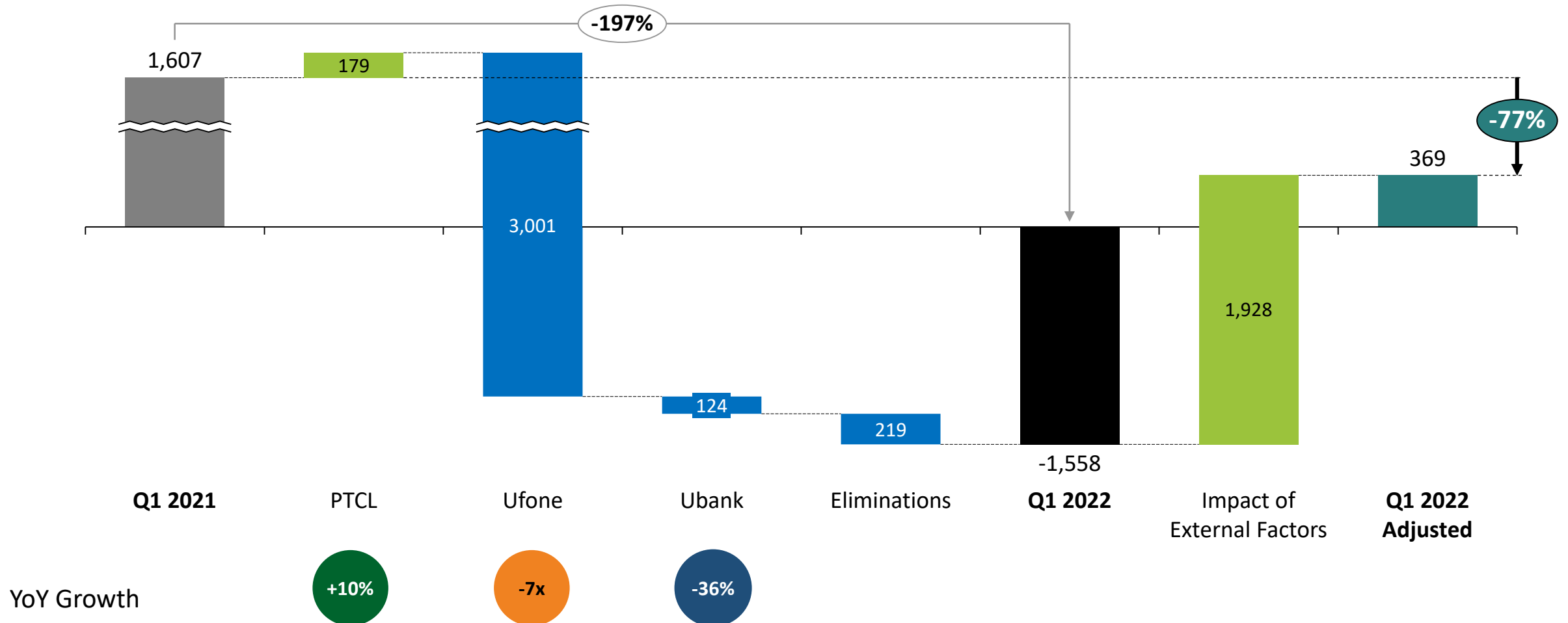
EBITDA remained under pressure due to increase in fuel and power rates and inflation, normalized for these factors
 EBITDA remained stable



PTCL Group – YoY Net Profit Evolution Q1 2022

Group's bottom line is affected by External factors including energy price hikes, AIT imposed by GoP, Mobile Termination Rates, PKR devaluation and interest rates – Normalized for these factors Group profit stands at PKR 369M for Q1 2022

PKR M



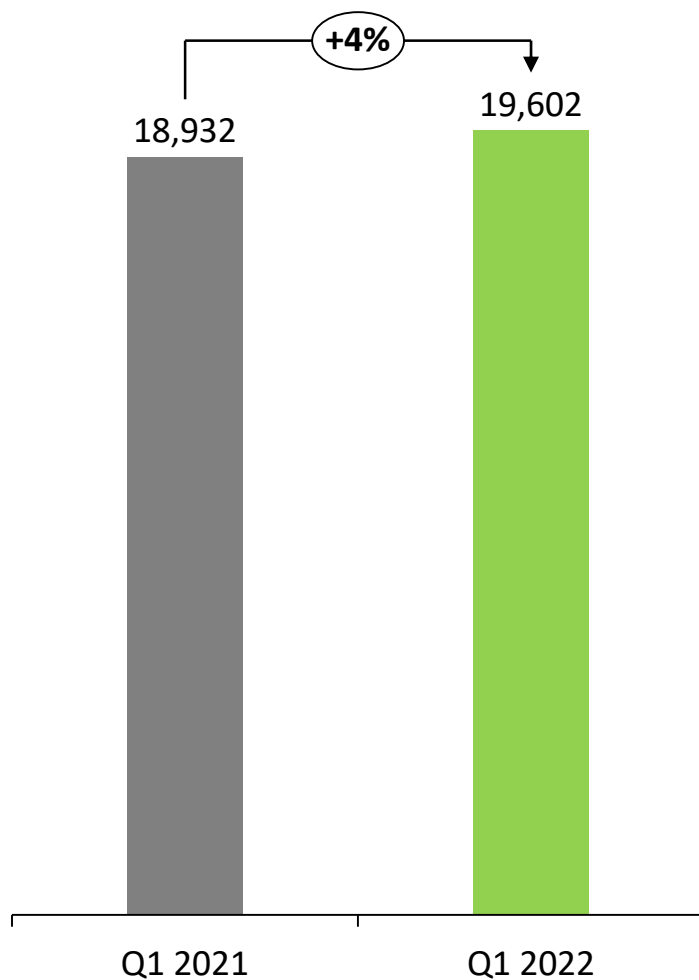
PTCL Key Financials – Q1 2022

4% YoY growth in revenue with 10% YoY growth in net profit

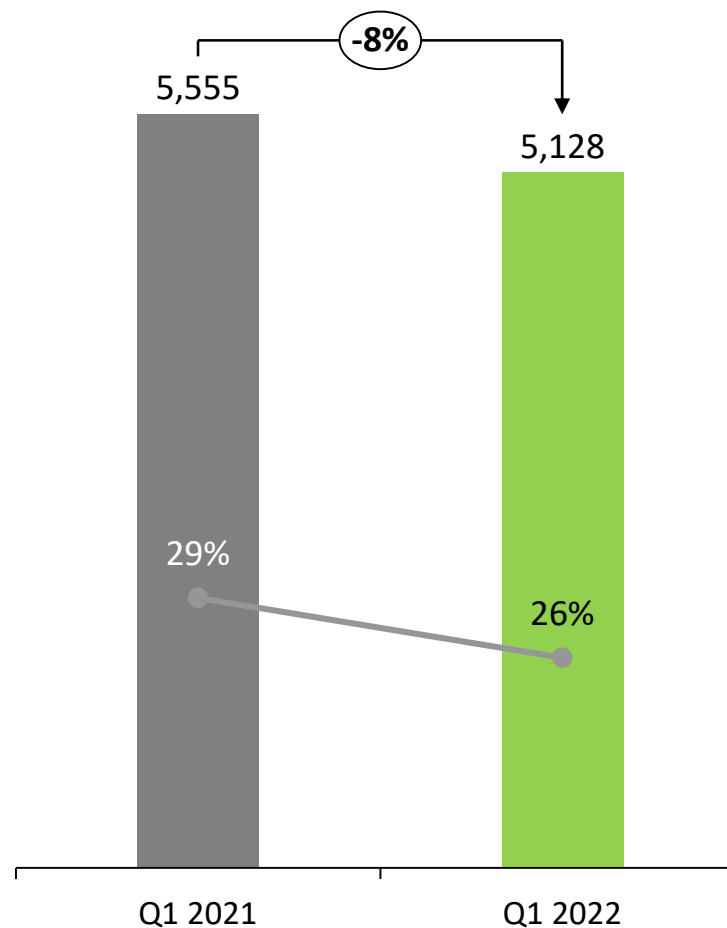


PKR Million

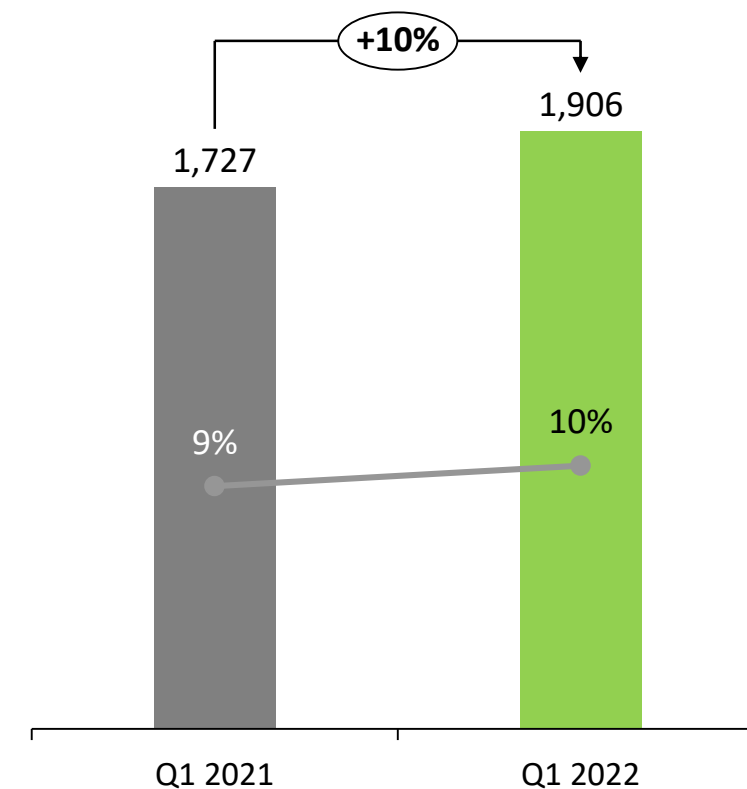
Revenue



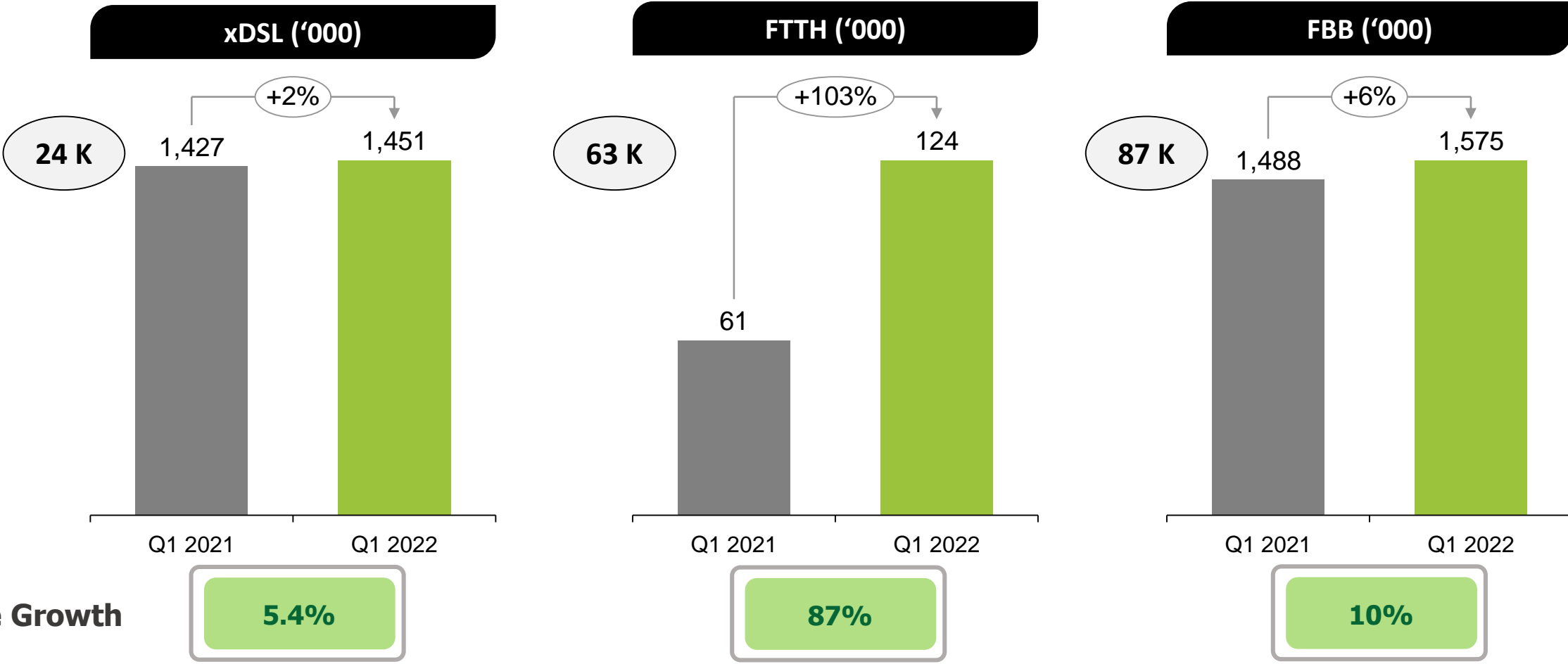
EBITDA & Margin %



Net Profit & Margin %



Continuous improvement in **customer experience and aggressive sales strategy** helped growth in Fixed Broadband subscribers leading to **double digit revenue growth**



Net additions

PTCL Revenue

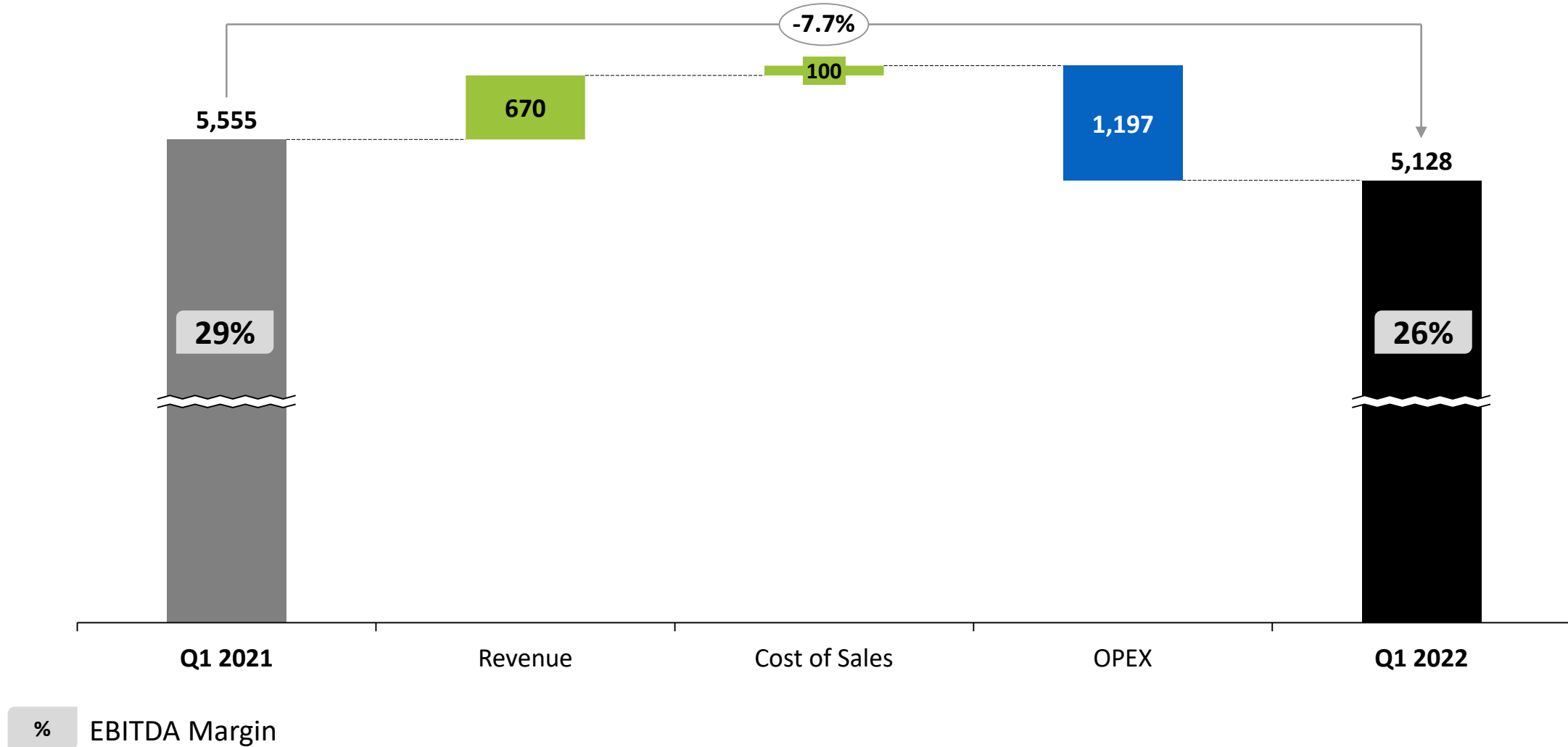


Wireline data and corporate & wholesale segment is main driver for revenue growth in Q1 2022

PKR Million	Q1 2022	Change %
		YoY
Wireline Data	8,403	10%
Wireless Data	577	-7%
Voice	2,299	-11%
Retail	11,280	4%
Corporate & Wholesale	5,754	10%
International	2,568	-10%
Total	19,602	4%

PTCL – EBITDA YoY Evolution Q1 2022

EBITDA decreased by 7.7%

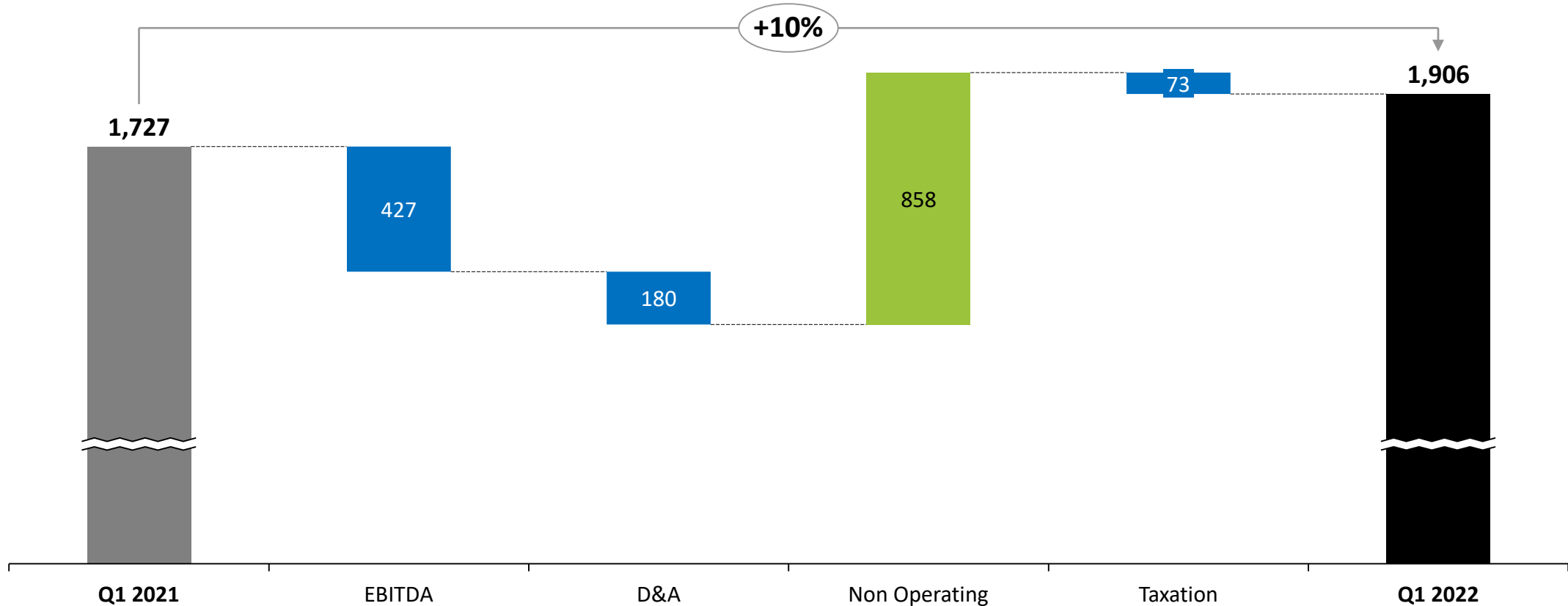


PTCL – Net Profit YoY Evolution Q1 2022

10% YoY increase in Net Profit



PKR Million



PTCL Balance Sheet

Strong Unleveraged Balance Sheet



Balance Sheet		
PKR Million	Dec-21	Mar-22
Property, Plant and Equipment	121,508	122,356
Long term loans and advances	9,077	8,484
Other Non Current Assets	35,269	35,166
Non Current Assets	165,854	166,007
Trade debts	27,937	31,077
Stores and spares	5,575	8,016
Cash & Cash Equivalents	2,556	3,040
Other current assets	43,813	42,889
Current Assets	79,881	85,022
Total Assets	245,735	251,028
Share capital	51,000	51,000
Reserves	48,653	50,559
Equity	99,653	101,559
Non-current liabilities	41,539	42,205
Current liabilities	104,543	107,264
Total Liabilities & Equity	245,735	251,028

PTCL Cash Flow Statement



Cash Flow Statement

<i>PKR Million</i>	Mar-21	Mar-22
Cash Flows from operating activities	6,328	4,267
Cash Flows from investing activities	(2,974)	(3,665)
Cash Flows from financing activities	(89)	(119)
Net Inc/(Dec) in Cash & Cash Equivalents	3,265	484
Opening Cash & Cash Equivalents	11,977	2,556
Closing Cash & Cash Equivalents	15,242	3,040

Summary & Conclusion



Summary & Conclusion



PTCL Group reported 3.2% YoY growth in topline, with positive contribution by all OPCOs.



Fastest growing FTTH operator, with more than 100% growth in subscriber base, along with healthy growth in Business Services, with continued focus on data and cloud services.



Ufone has shown healthy growth in 4G data subscribers, backed by spectrum acquisition.



Ubank continued its growth trajectory with double digit growth in topline by increasing its advances portfolio and treasury investments.

Questions & Answers

PTCL Investor Relations

Email: amir.siddiqi@ptclgroup.com



THANK YOU