



PTCL Investor Call

Financial Results – Q2 2022

21st July, 2022

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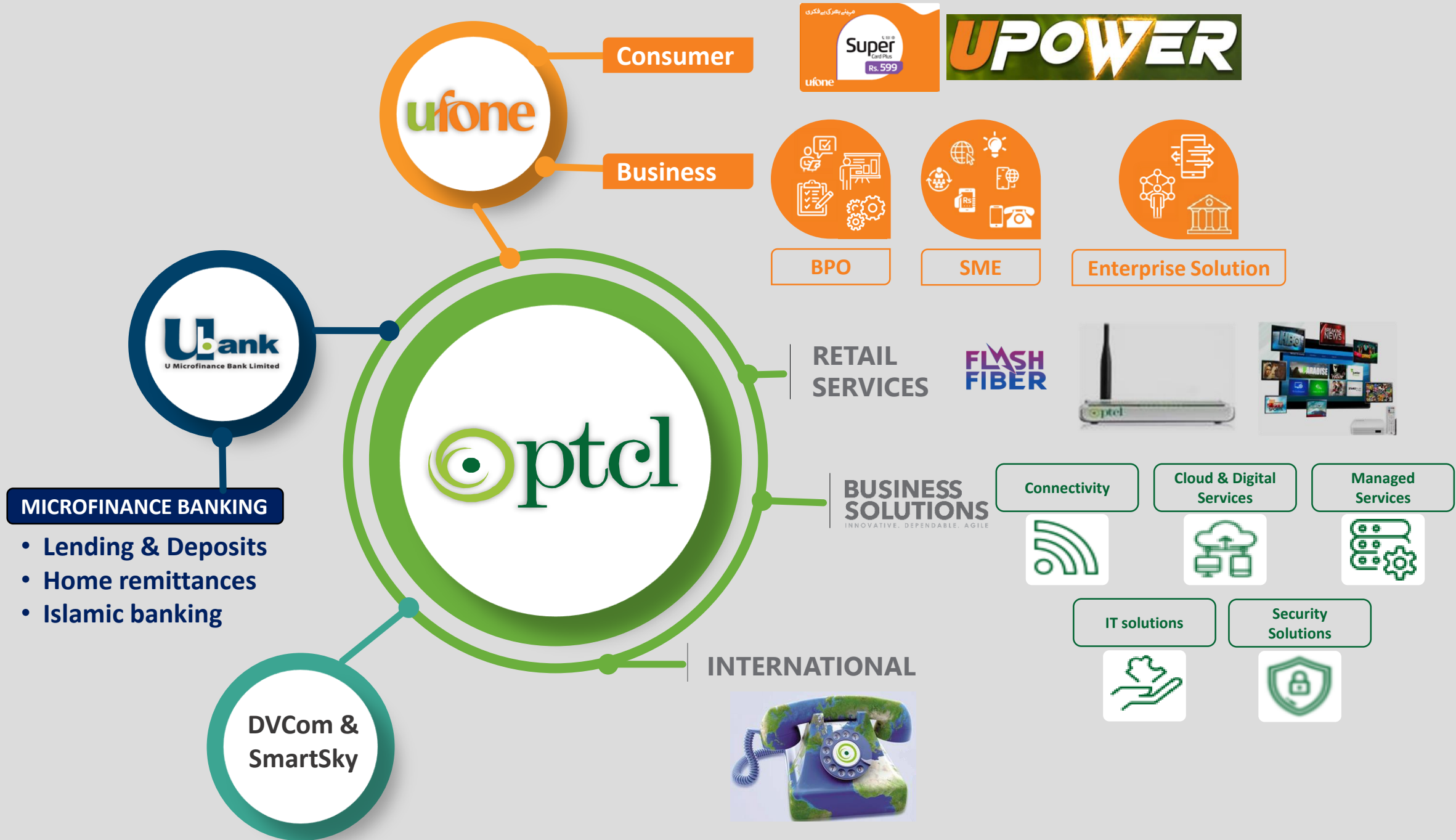
Business Overview

Hatem Bamatraf

President & Chief Executive Officer

PTCL Group





Key Highlights – HY1 2022

PTCL Group

- Top line growth of 6% with contribution from all OPCOs
- EBITDA of PKR 20 B
- Net loss of PKR 3.1 B

PTCL

- Revenue increased by 5% YoY which is mainly contributed by growth of 11% in wireline data and growth of 12% in corporate & wholesale services.
- EBITDA of PKR 10 B
- Net Profit increased to PKR 5.2 B with growth of 39% YoY

Ufone

- Revenue increased by 3.5% YoY despite adverse impact of AIT and MTR, normalized for AIT and MTR growth is 10.5%.
- Bottom line remained under pressure due to energy price hikes, increase in interest rates and PKR devaluation
- VIS Credit Rating Company has assigned initial entity ratings of 'AA-/A-1' (Double A Minus/A-One) to Ufone with outlook on the assigned ratings as 'Stable'.

Ubank

- Revenue increased by 25% YoY driven by growth in loan portfolio and deposits.
- The bank continued to diversify its asset classes and funding streams while ensuring positive bottom-line impact

Key Operational Highlights – Q2 2022



- Leading the **FBB** market with highest market share (74%) and highest net adds contribution.
- **FTTH** subscriber base doubled from 70k to 146k from Q2-2021, showing growth of 108% as compared to 35% industry growth.
- FTTH **market share** increased to 21% showing an improvement of 2 pp in Q2 2022.
- Highest **Flash Fiber** sales in June-22 propelling further growth.
- **Business Services** demonstrated growth of 5%, with continued focus on data, managed services and cloud services.



- **Revenue growth** of 6.2% YoY despite MTR and AIT. Normalized growth of 13.6%
- Ufone has shown higher growth (54%) vs industry in **4G data subs**, backed by spectrum acquisition.
- Ufone's **ARPU** improved by 7% through 4G launch and multiple marketing initiatives.
- **Customer experience** is improving with arrival of spectrum and revamp of data portfolio.
- **Network rollout** and modernization has been moving at a good pace with 718 new sites deployed in Q2 2022.



- **38%** revenue growth in comparison to same period last year supported by increase in deposit base by **18 B** and loan portfolio by **7 B**.
- **55%** of GLP is secured via Gold Backed Loans
- **78%** of fresh loans have been processed via Digital Loan Acquisition App
- U bank, with its network of **236** branches and **204** ATMs across **183** cities and rural areas in Pakistan, disbursed loans of PKR **22.3 B** in Q2 2022
- The balance sheet footing of the Bank stands at PKR **114 B**. Deposit book increased by **39%** and Borrowings increased by more than **72%**.



Financial Highlights

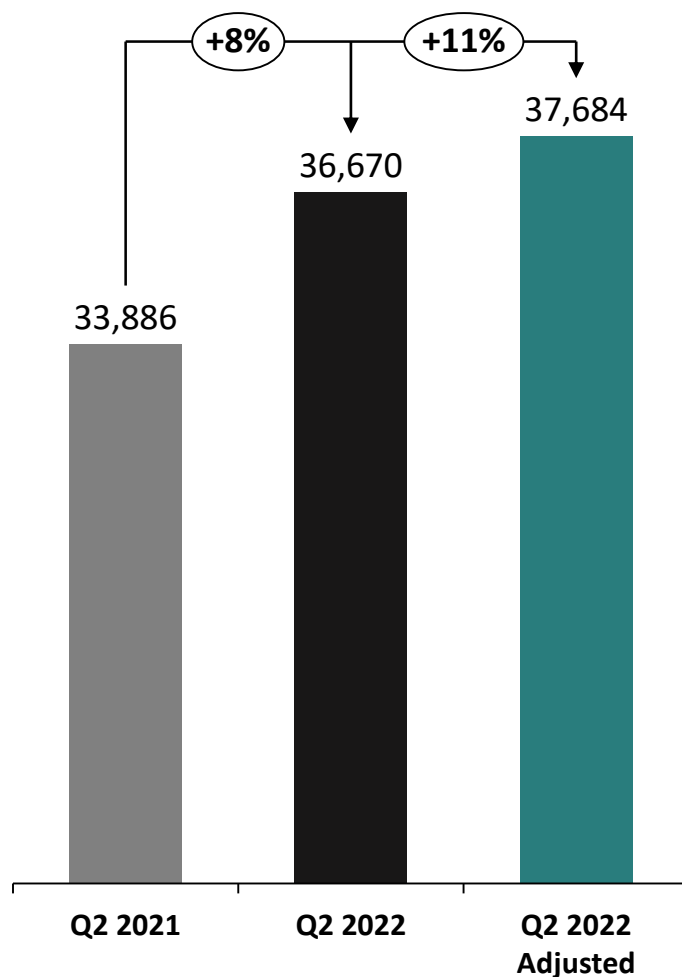
Nadeem Khan
Chief Financial Officer
PTCL Group



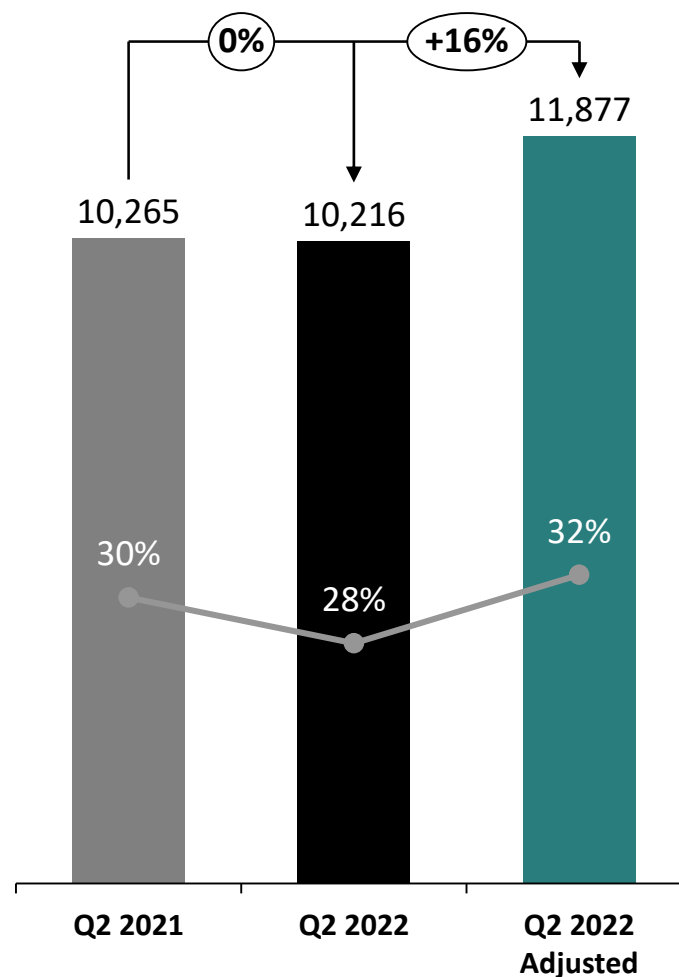
PTCL Group Key Financials – Q2 2022

8% YoY growth in Revenue

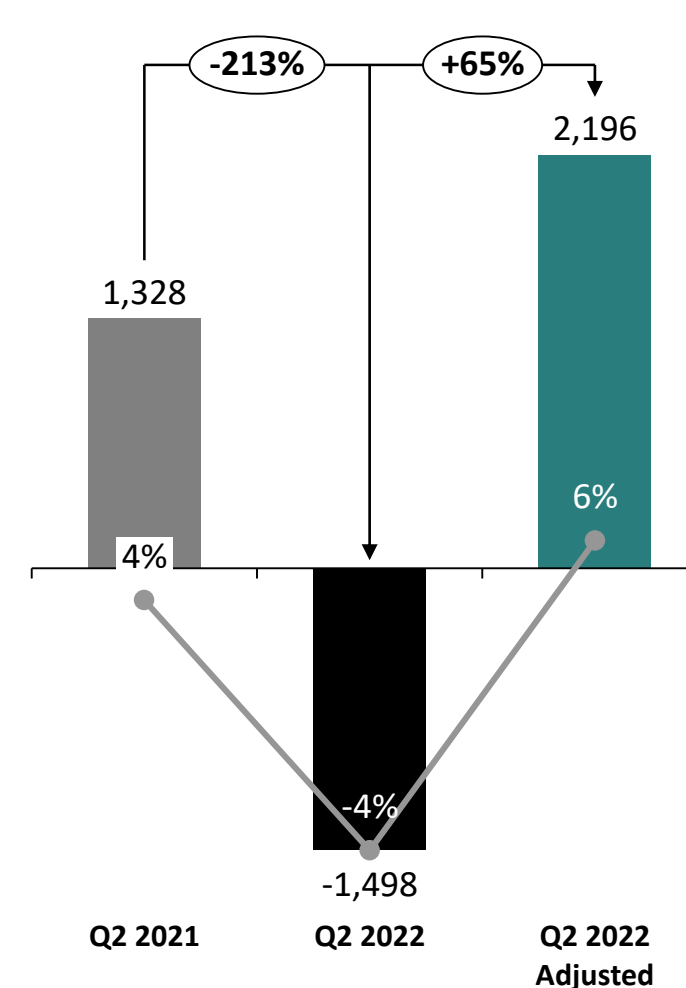
Revenue



EBITDA & Margin %



Net Profit / Loss & Margin %

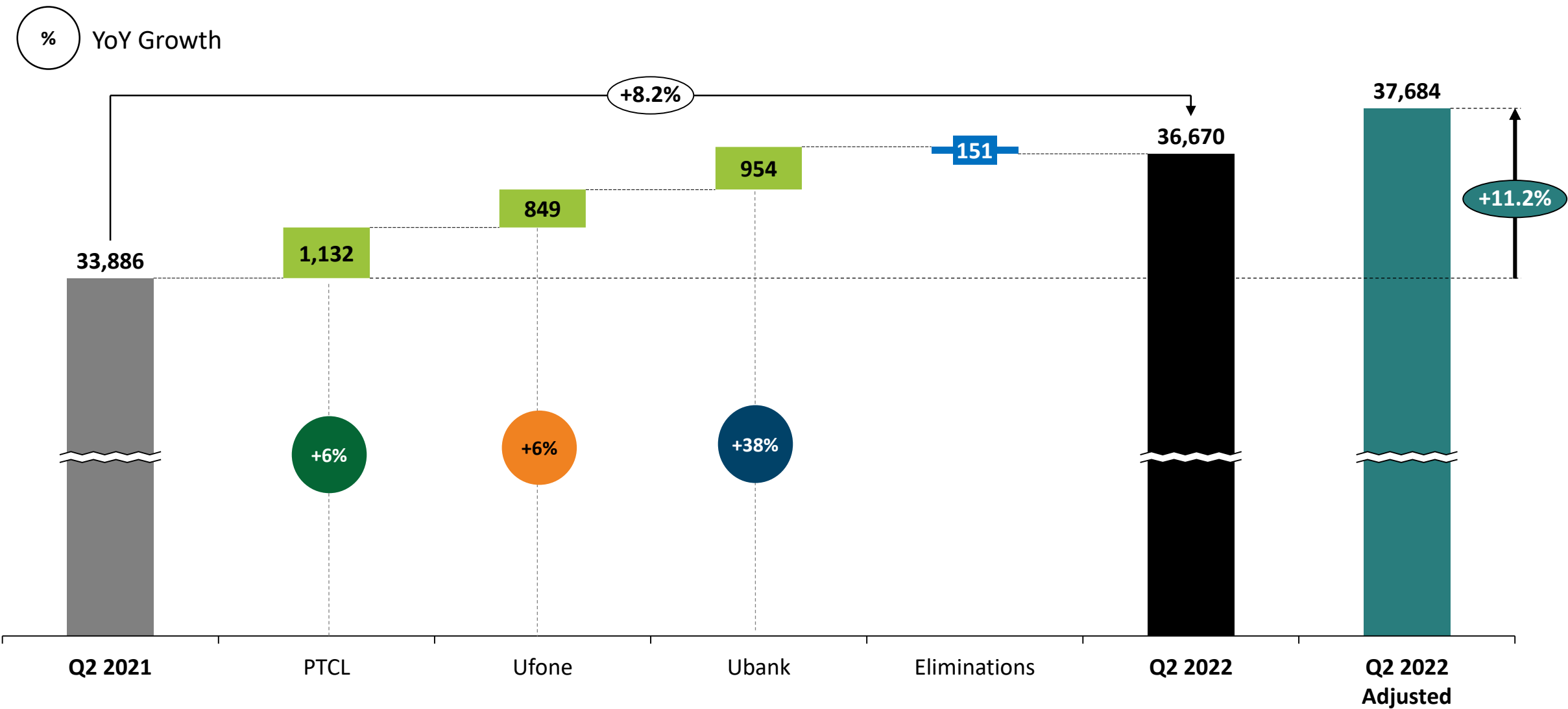


PTCL Group – YoY Revenue Evolution Q2 2022

8.2% increase in top line contributed by all OPCOs



PKR Million

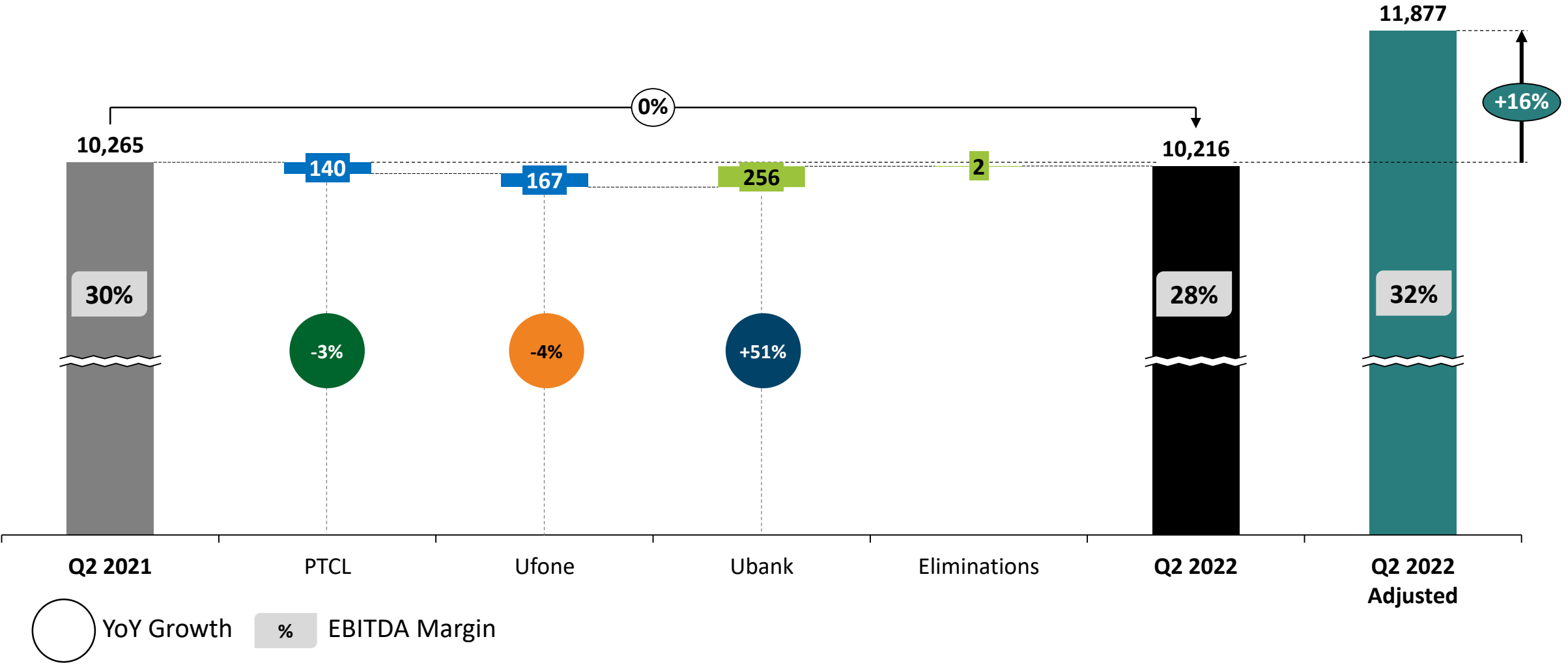


PTCL Group – YoY EBITDA Evolution Q2 2022

EBITDA remained stable despite increase in fuel and power rates and inflation

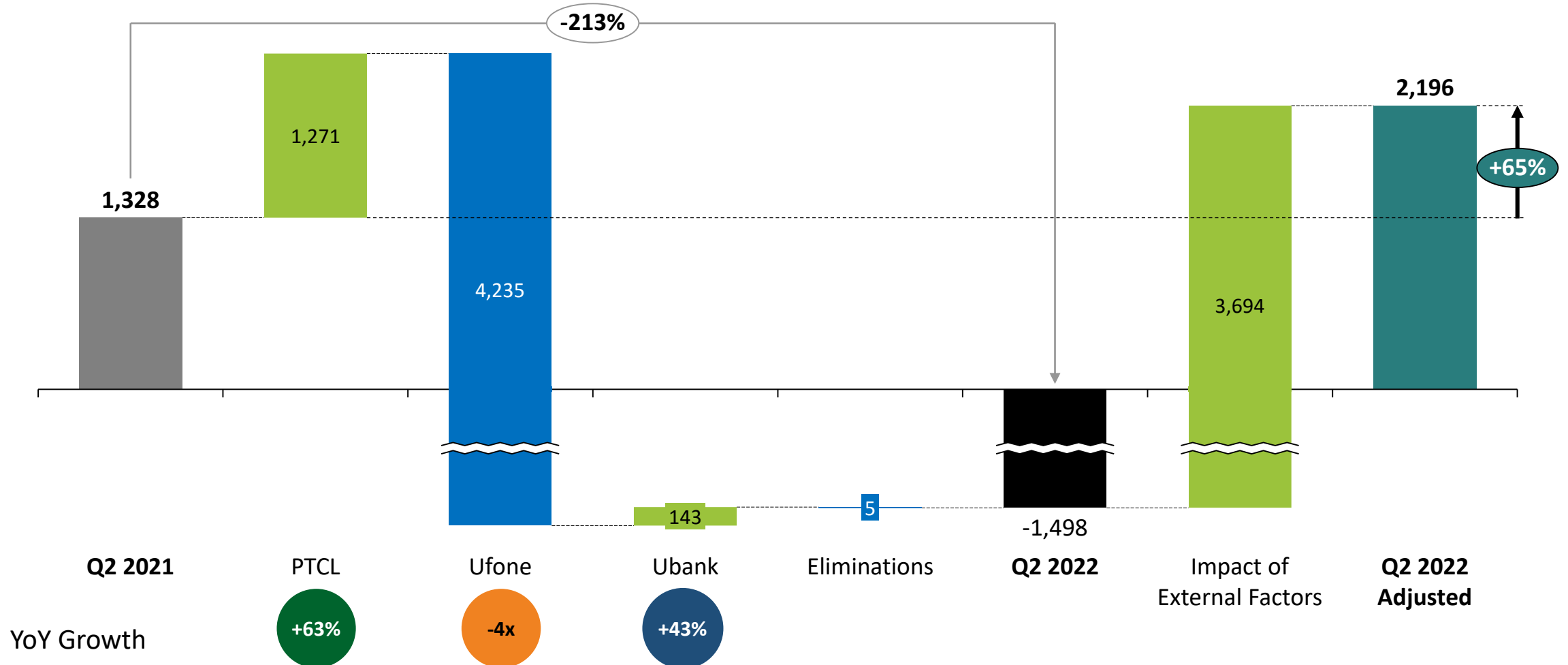


PKR Million



PTCL Group – YoY Net Profit Evolution Q2 2022

Group's bottom line is affected by External factors including energy price hikes, AIT imposed by GoP, PKR devaluation and interest rates PKR M



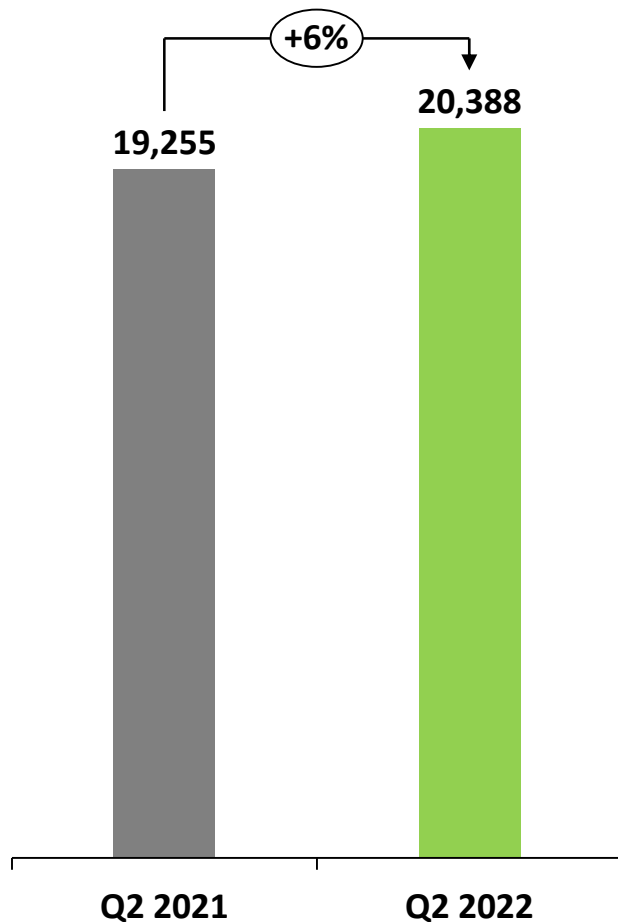
PTCL Key Financials – Q2 2022

6% YoY growth in revenue with 63% YoY growth in net profit

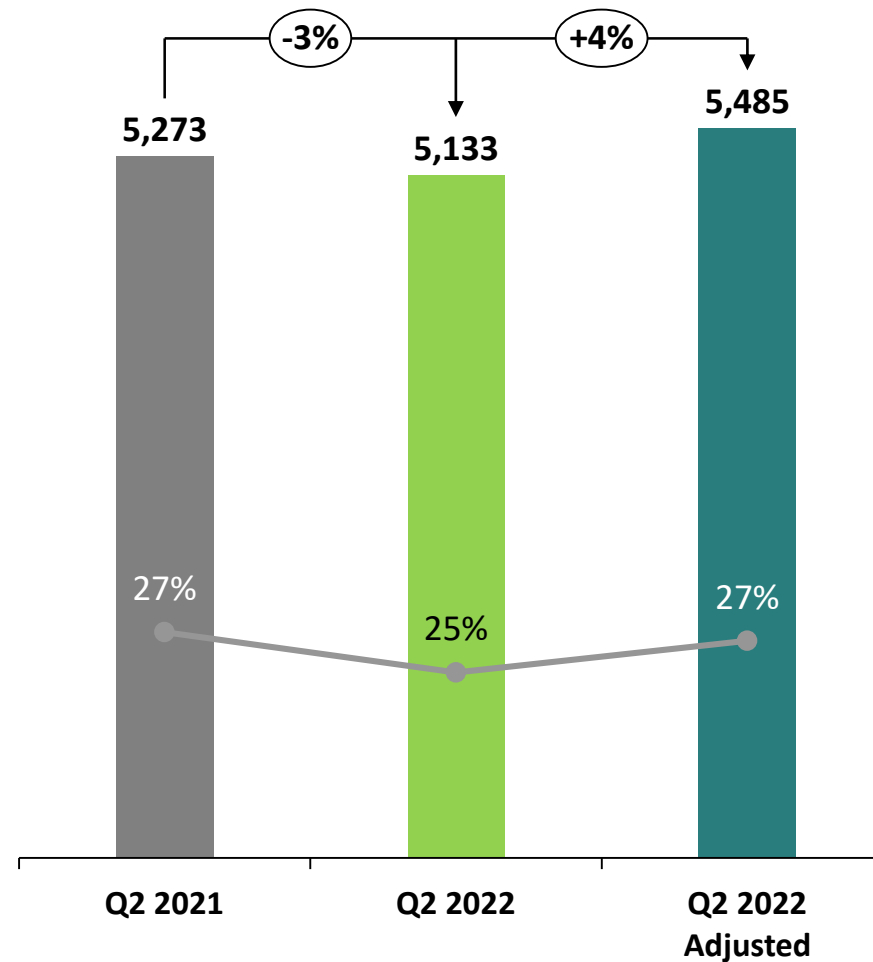


PKR Million

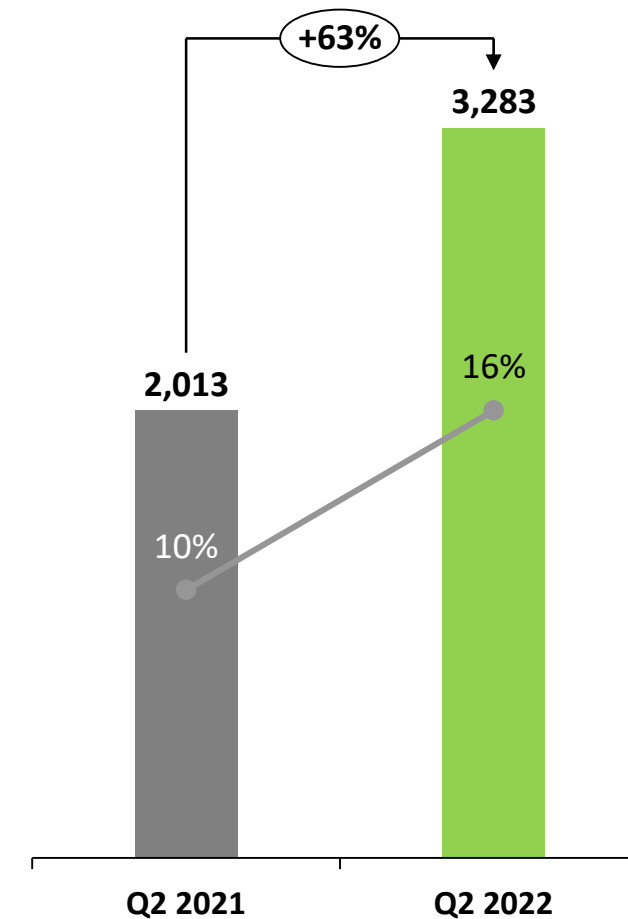
Revenue



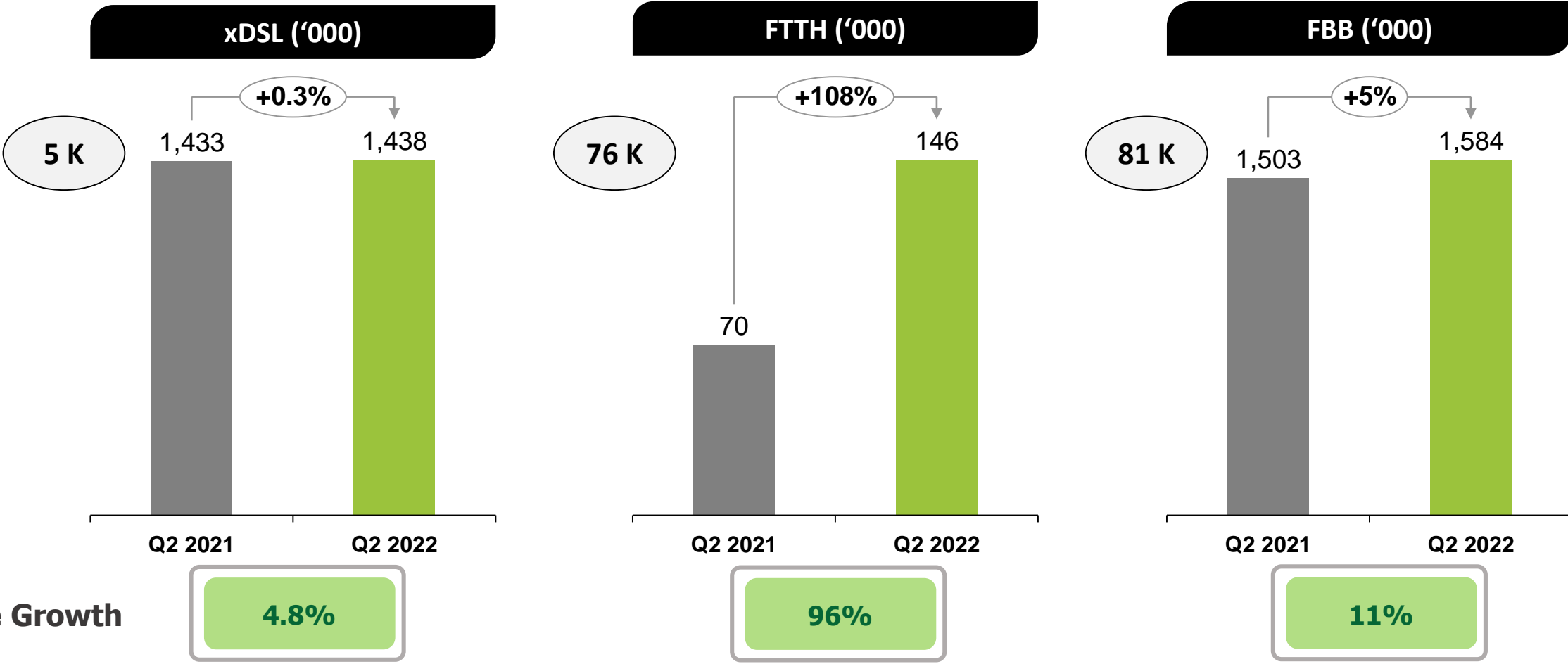
EBITDA & Margin %



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

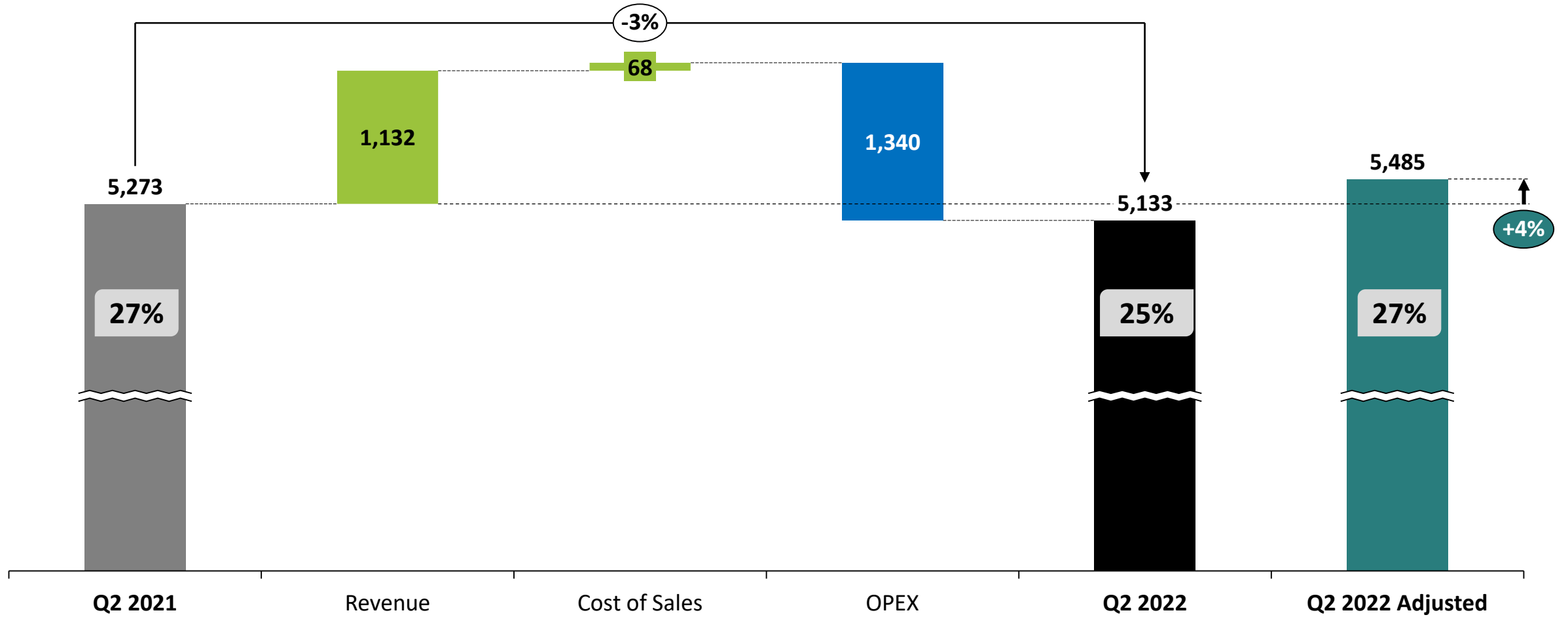


Wireline data and corporate & wholesale segment is main driver for revenue growth in Q2 2022

PKR Million	Q2 2022	Change %		2022	Change %
		YoY	QoQ		YoY
Wireline Data	8,612	11%	2%	17,015	11%
Wireless Data	534	-17%	-7%	1,112	-12%
Voice	2,258	-10%	-2%	4,557	-10%
Retail	11,404	5%	1%	22,684	4%
Corporate & Wholesale	6,170	14%	7%	11,924	12%
International	2,814	-4%	10%	5,382	-7%
Total	20,388	6%	4.0%	39,990	5%

PTCL – EBITDA YoY Evolution Q2 2022

EBITDA decreased by 2.7%



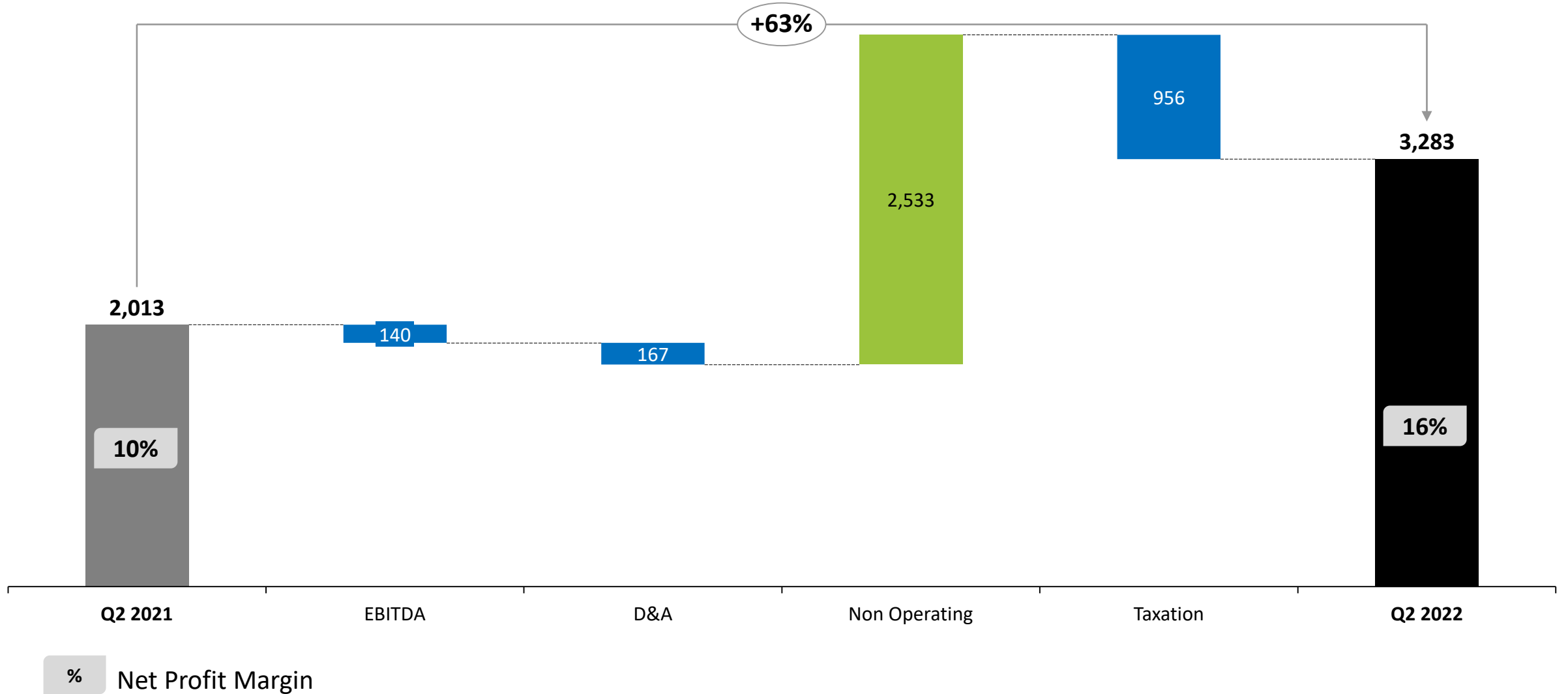
% EBITDA Margin

PTCL – Net Profit YoY Evolution Q2 2022

63% YoY increase in Net Profit



PKR Million



PTCL Balance Sheet



Balance Sheet		
PKR Million	Dec-21	Jun-22
Property, Plant and Equipment	121,508	122,671
Long term investments	30,736	38,736
Other Non Current Assets	13,610	12,225
Non Current Assets	165,854	173,632
Trade debts	27,937	33,368
Stores and spares	5,575	8,448
Cash & Cash Equivalents	2,556	3,884
Other current assets	43,813	44,526
Current Assets	79,881	90,226
Total Assets	245,735	263,858
Share capital	51,000	51,000
Reserves	48,653	53,842
Equity	99,653	104,842
Employees retirement benefits	27,065	27,533
Long term loans from banks	-	5,000
Other Non Current Liabilities	14,474	18,647
Non-current liabilities	41,539	51,180
Current liabilities	104,543	107,835
Total Liabilities & Equity	245,735	263,858

PTCL Cash Flow Statement



Cash Flow Statement

<i>PKR Million</i>	Jun-21	Jun-22
Cash Flows from operating activities	13,523	5,972
Cash Flows from investing activities	(9,254)	(10,551)
Cash Flows from financing activities	(239)	4,815
Net Inc/(Dec) in Cash & Cash Equivalents	4,030	237
Opening Cash & Cash Equivalents	11,977	2,556
Closing Cash & Cash Equivalents	16,007	2,793

Summary & Conclusion



Summary & Conclusion



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



PTCL is out-performing the Broadband market with FTTH, and continues to grow in the business solutions segment amidst challenges in International Business segment.



Ufone growth continues upward trajectory with significant increase in 4G Base backed by 4G spectrum acquisition, multiple marketing initiatives and additional network rollout.



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

Questions & Answers

PTCL Investor Relations

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THANK YOU