



PTCL Investor Call

Financial Results – Q3 2022

25th October, 2022

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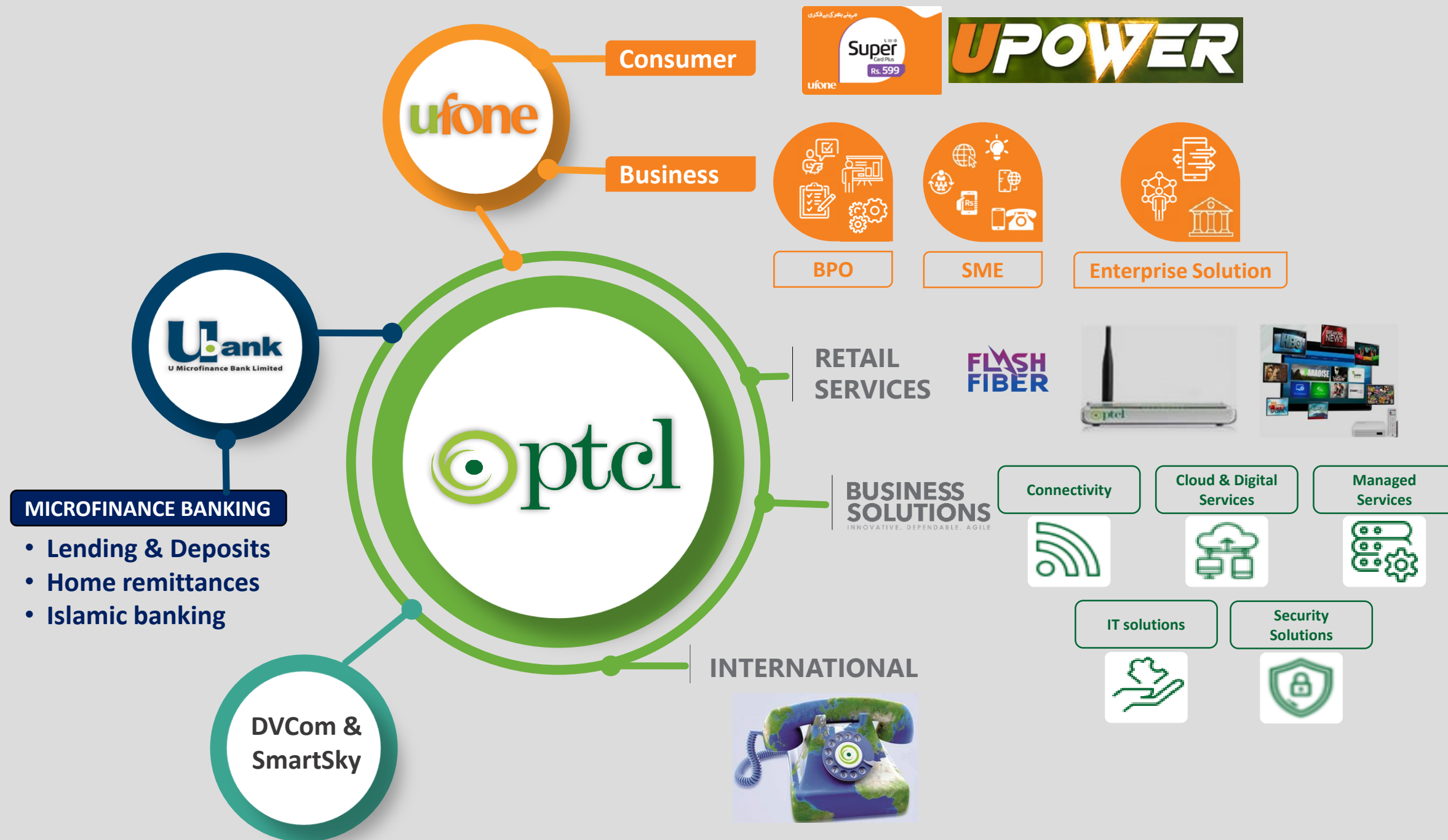
Business Overview

Hatem Bamatraf

President & Chief Executive Officer

PTCL Group





Key Highlights – 9M 2022

PTCL Group

- Top line growth of 8% with contribution from all OPCOs
- EBITDA of PKR 30 B
- Net loss of PKR 5.6 B

PTCL

- Revenue increased by 7% YoY which is mainly contributed by growth of 12% in wireline data and growth of 15% in corporate & wholesale services.
- EBITDA of PKR 15.7 B remained stable YoY
- Net Profit increased to PKR 8.2 B with growth of 45% YoY

Ufone

- Revenue increased by 5% YoY despite adverse impact of AIT and MTR, normalized for AIT and MTR growth is 13%.
- 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 30% YoY driven by growth in loan portfolio and deposits.
- The bank continues to grow across all its business segments including Rural Retail Banking, Corporate Finance & Investment Banking, Islamic Banking, Urban Retail Banking, Corporate Banking and Digital Banking.

Key Operational Highlights – Q3 2022



- PTCL remains the Leader in the **Fixed broadband business** with a market share of 74%
- In Q3 2022, **FTTH** subscriber base doubled from 82k to 175k representing a growth rate of 114%
- **FTTH** revenue has doubled in Q3 2022 (110%)
- **FTTH market share** has increased significantly from 15% to 23%
- Highest **FTTH** sales in Q3 2022, propelling further growth
- PTCL **data traffic** is continuously increasing and recorded 39% YoY growth (Peak data traffic increased to 2.5 Tbps in Q3 2022 from 1.8 Tbps in Q2 2022)
- **Business Services** demonstrated growth of 9%, with continued focus on data, managed services and cloud services



- Since acquisition of spectrum Ufone has been on a continuous growth trajectory. In Q3 2022 Ufone's **Revenue growth** has been 9% on YoY basis
- Ufone has significantly increased **4G data** customer penetration within base from 28% to 46%
- Through increased data monetization Ufone has achieved highest YoY **Recharge growth** in the industry in Q3 2022
- Ufone's **customer experience** remains best in the industry, highest NPS score of 33 as of Aug 2022
- **Network rollout** and modernization has been moving at a good pace with 945 new sites deployed till Q3 2022
- Ufone **data traffic** increased by 184% in Q3 2022 over same period last year.



- **30%** revenue growth in comparison to same period last year supported by increase in deposit base by **20 B** and loan portfolio by **11 B**.
- **56%** of GLP is secured via Gold Backed Loans
- **80%** of fresh loans have been processed via Digital Loan Acquisition App
- Ubank increased its branches from 201 in Q3 2021 to **249** in Q3 2022 and increased its ATMs from 195 in Q3 2021 to **234** in Q3 2022
- The balance sheet footing of the Bank stands at PKR **122 B**. Deposit book increased by **40%** and Borrowings doubled during the period.



Financial Highlights

Nadeem Khan

Chief Financial Officer

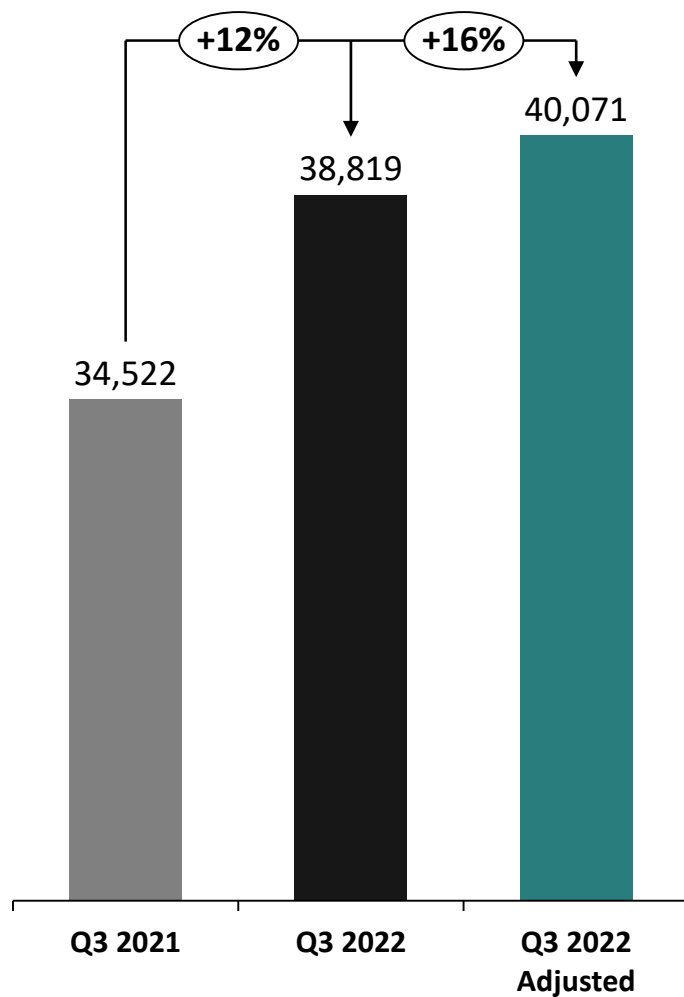
PTCL Group



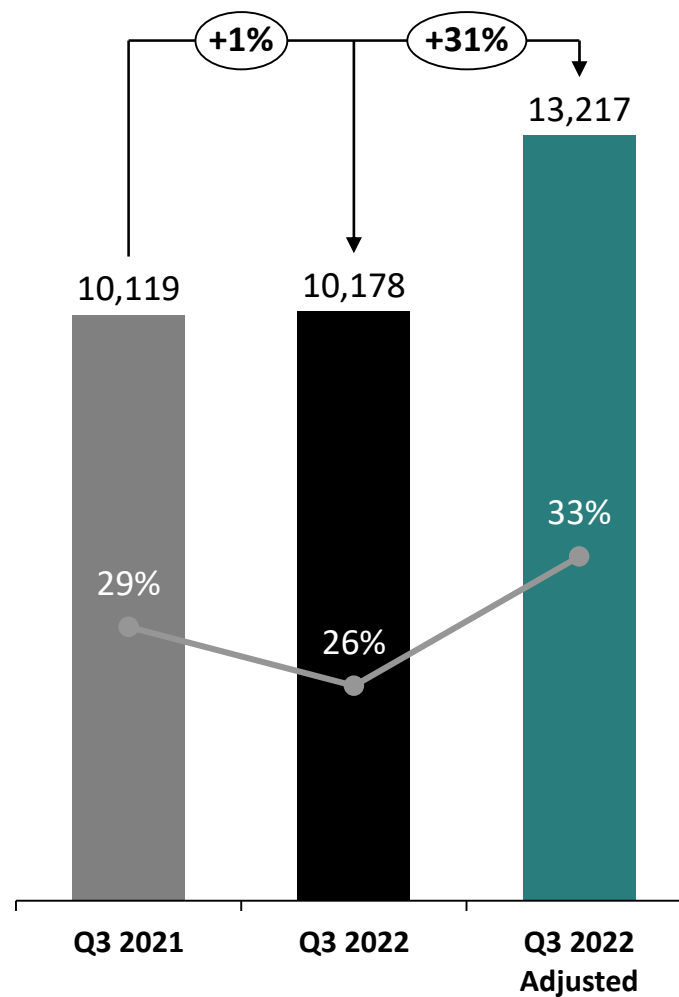
PTCL Group Key Financials – Q3 2022

12% YoY growth in Revenue

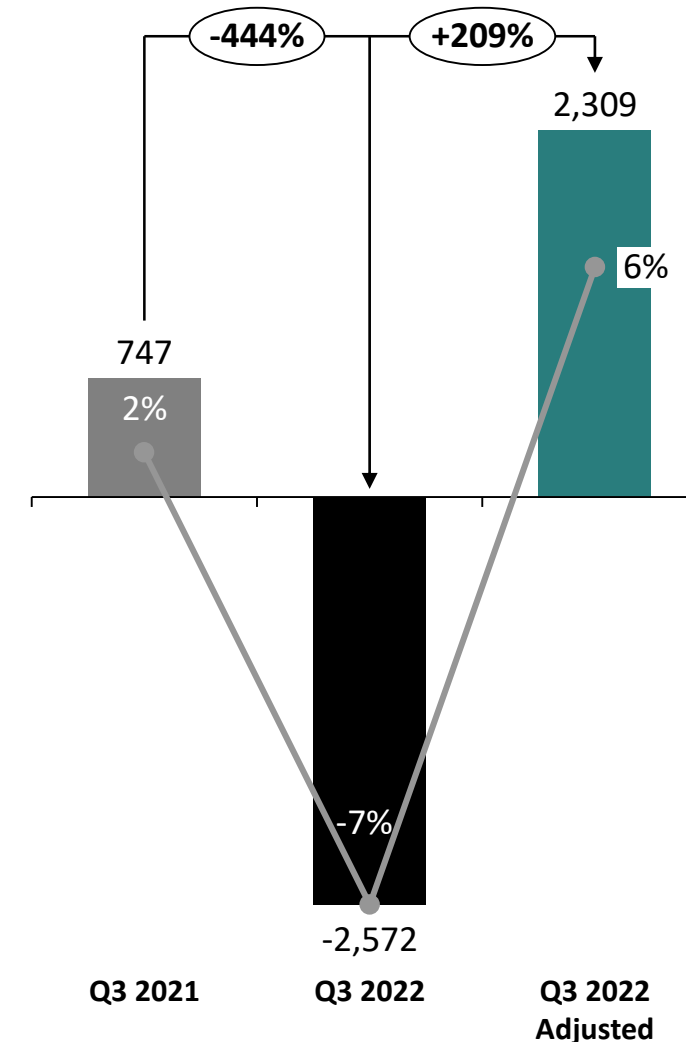
Revenue



EBITDA & Margin %



Net Profit / Loss & Margin %

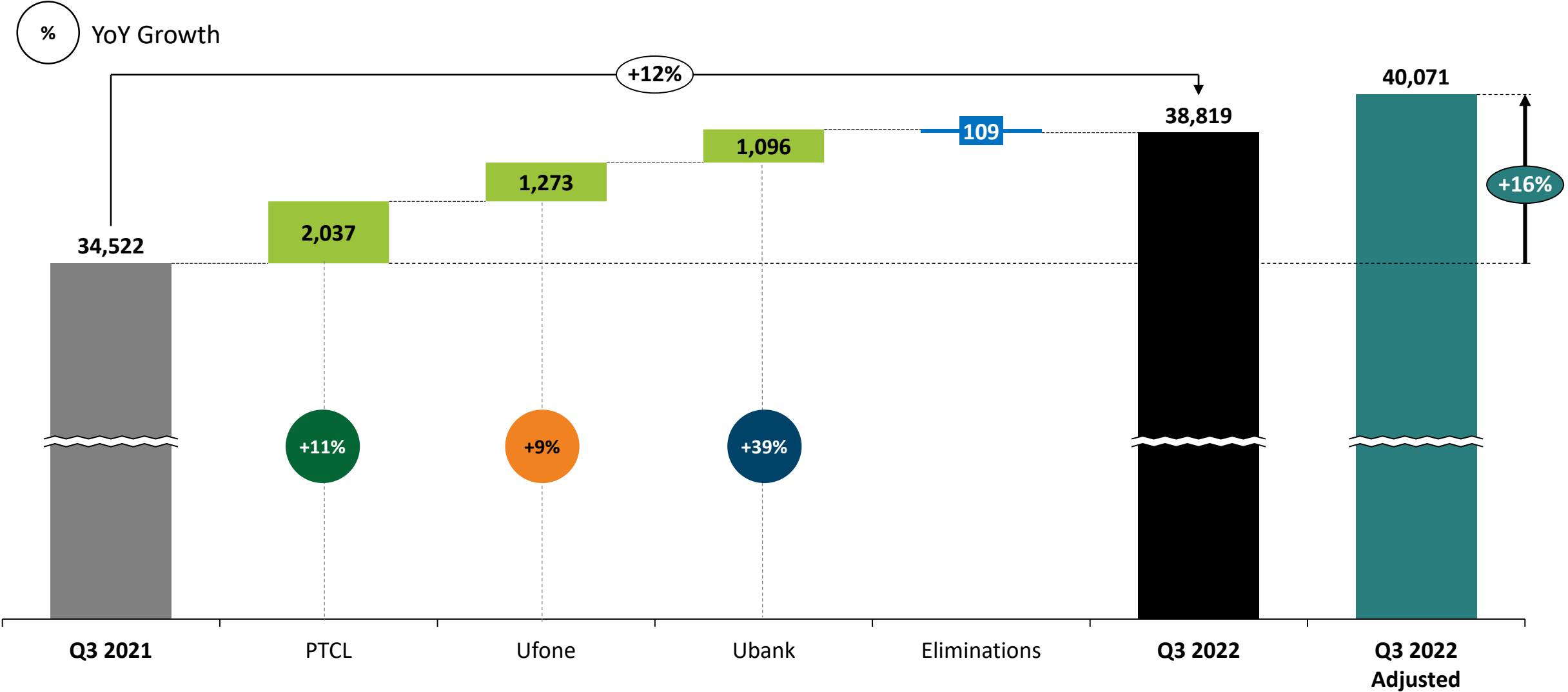


PTCL Group – YoY Revenue Evolution Q3 2022

12% increase in top line contributed by all OPCOs



PKR Million

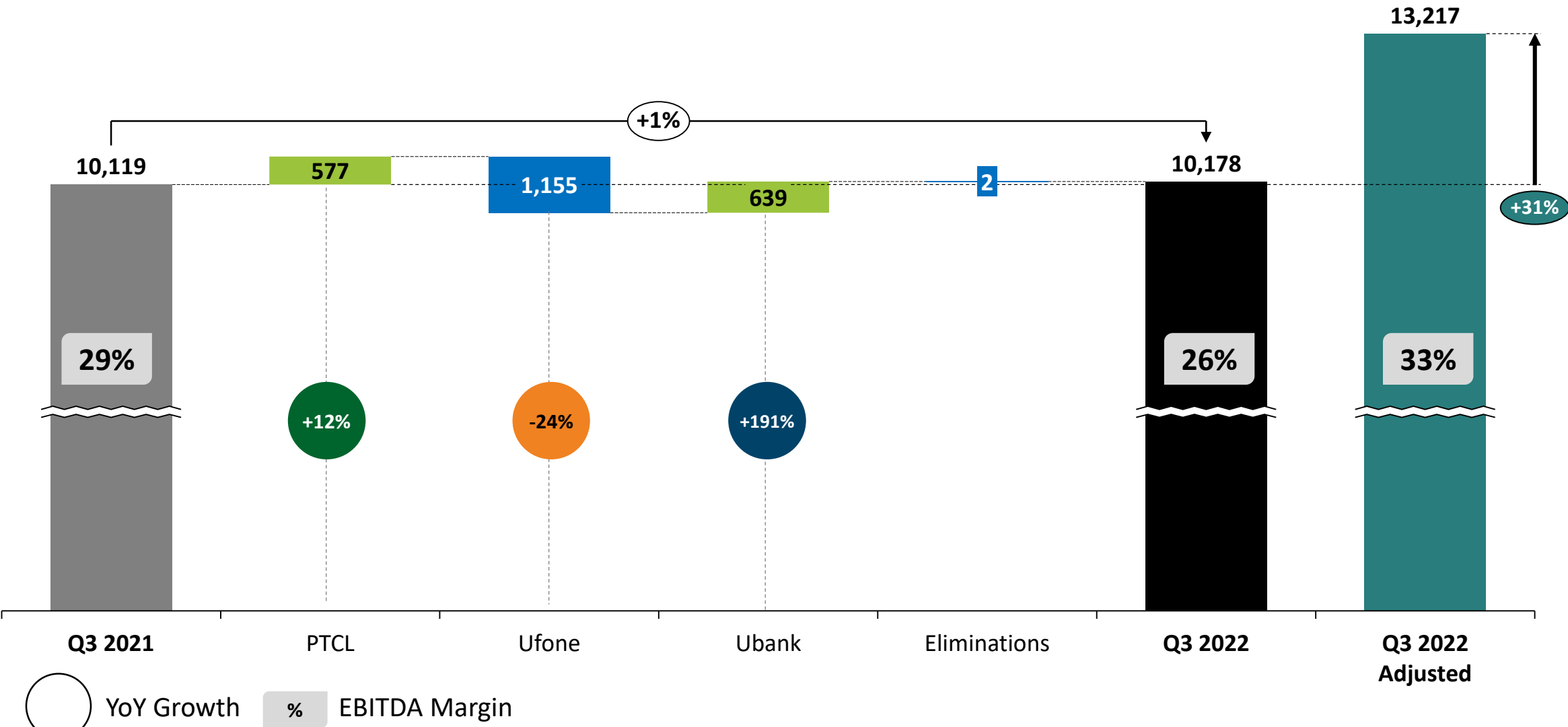


PTCL Group – YoY EBITDA Evolution Q3 2022

EBITDA increased by 1% despite increase in fuel and power rates and inflation

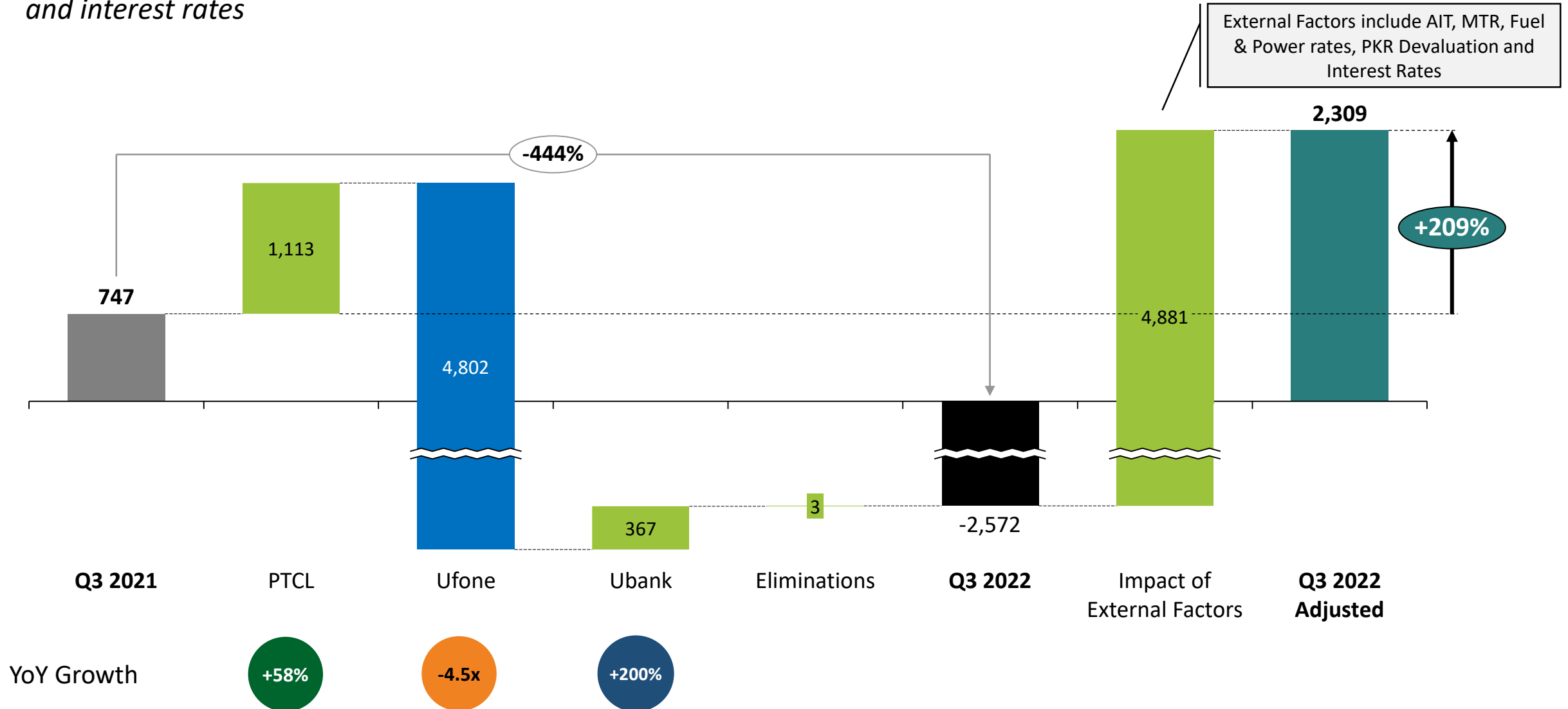


PKR Million



PTCL Group – YoY Net Profit Evolution Q3 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



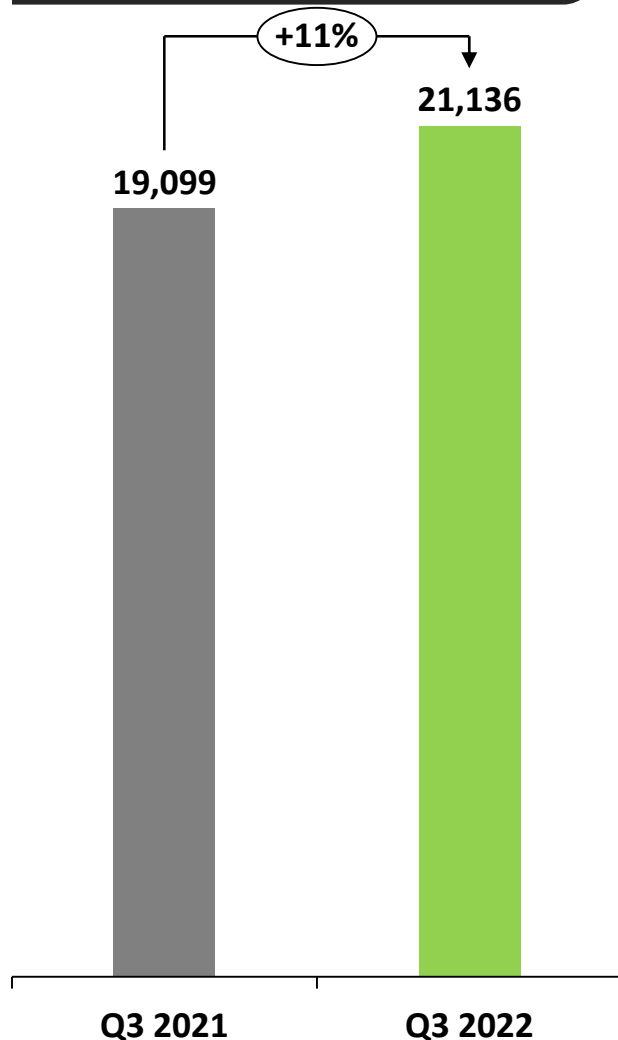
PTCL Key Financials – Q3 2022

11% YoY growth in revenue with 58% YoY growth in net profit

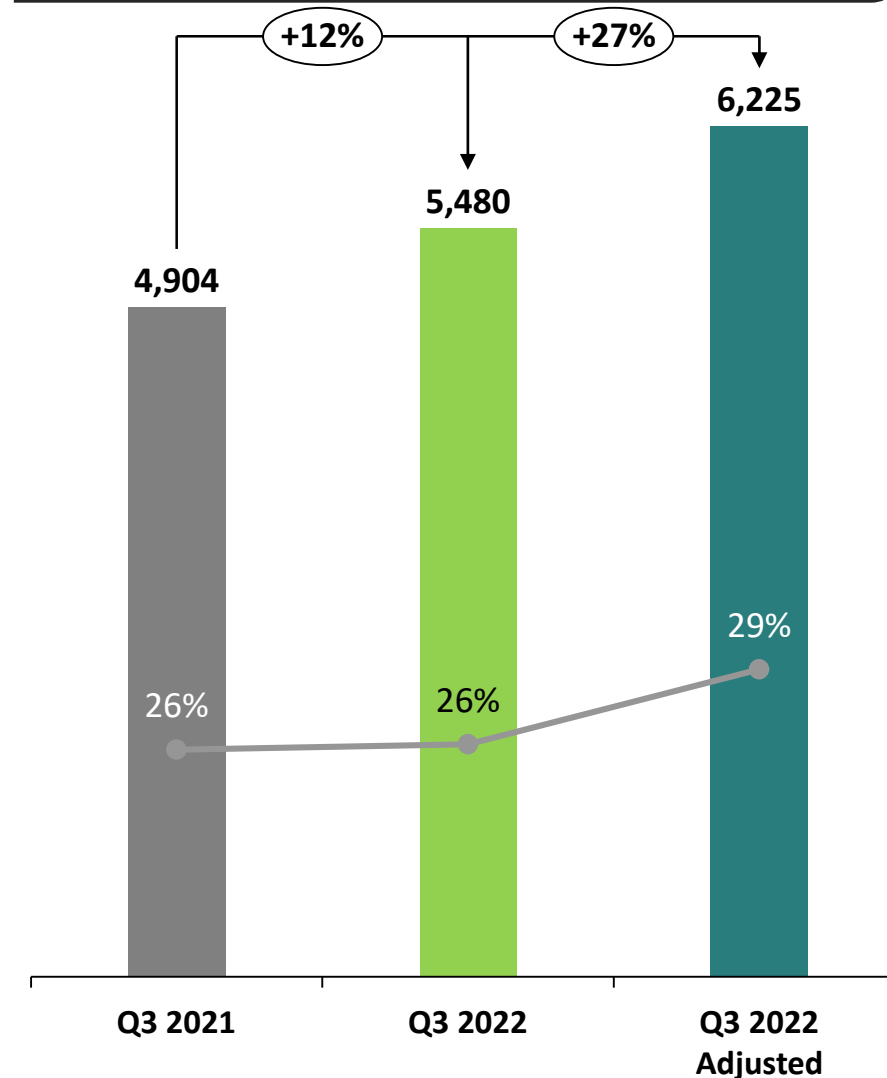


PKR Million

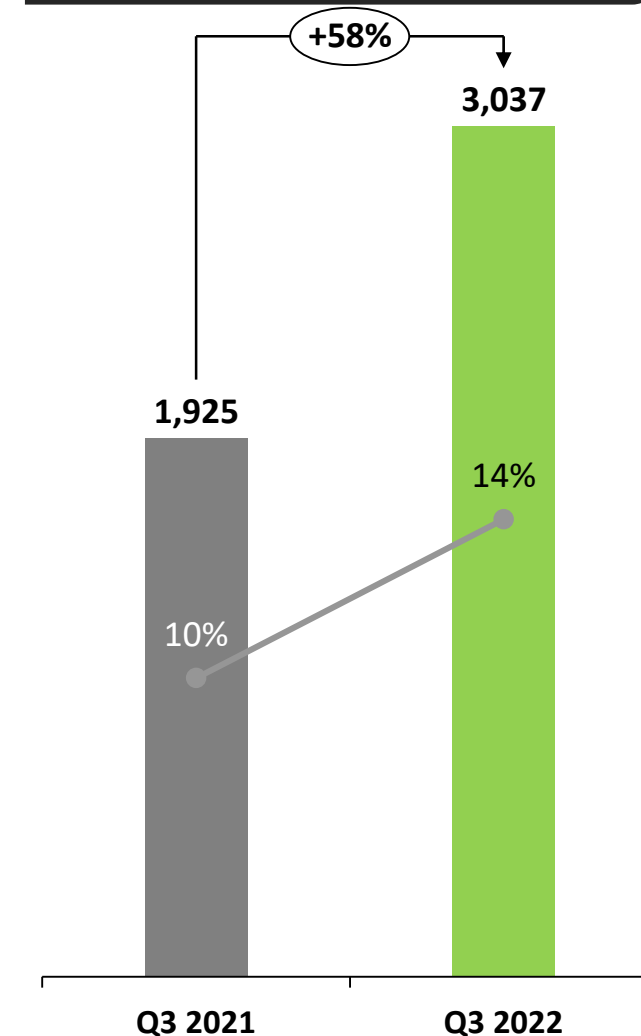
Revenue



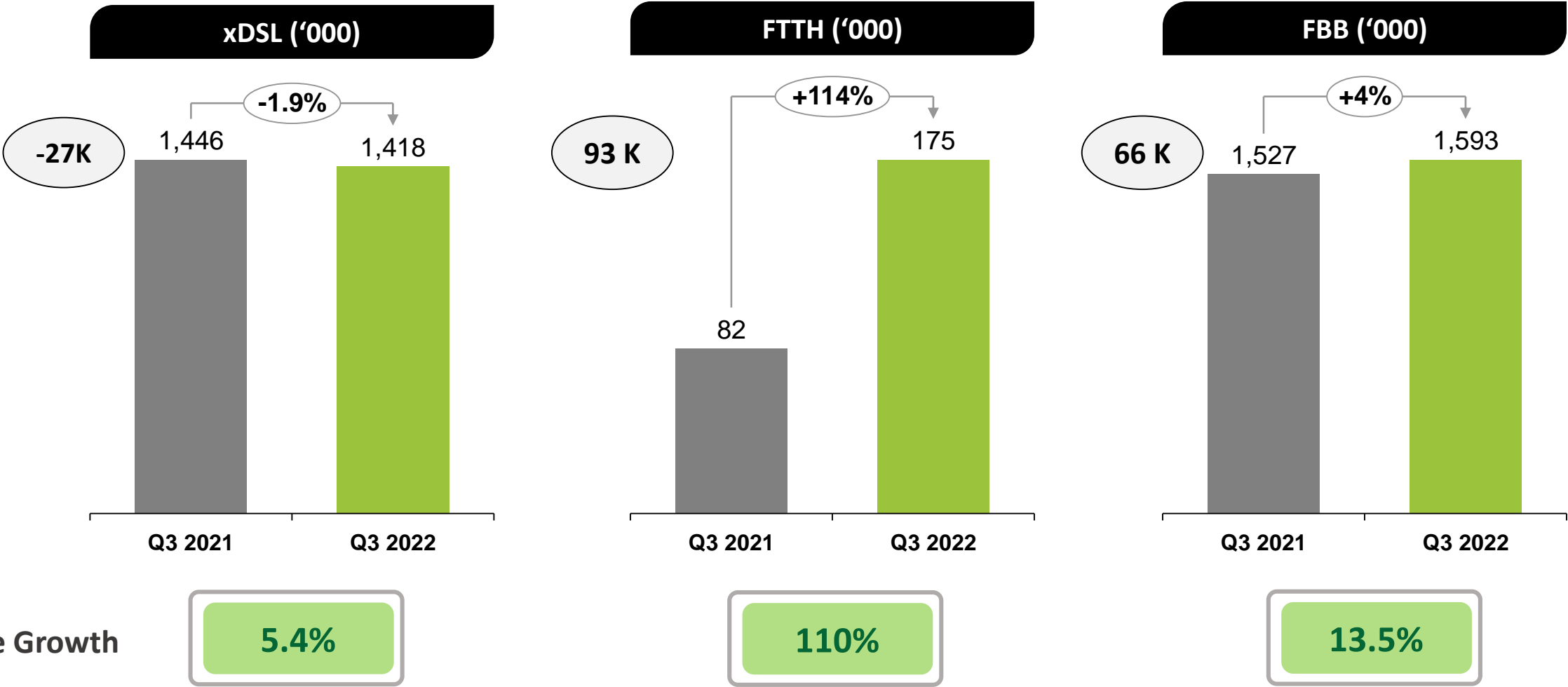
EBITDA & Margin %



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

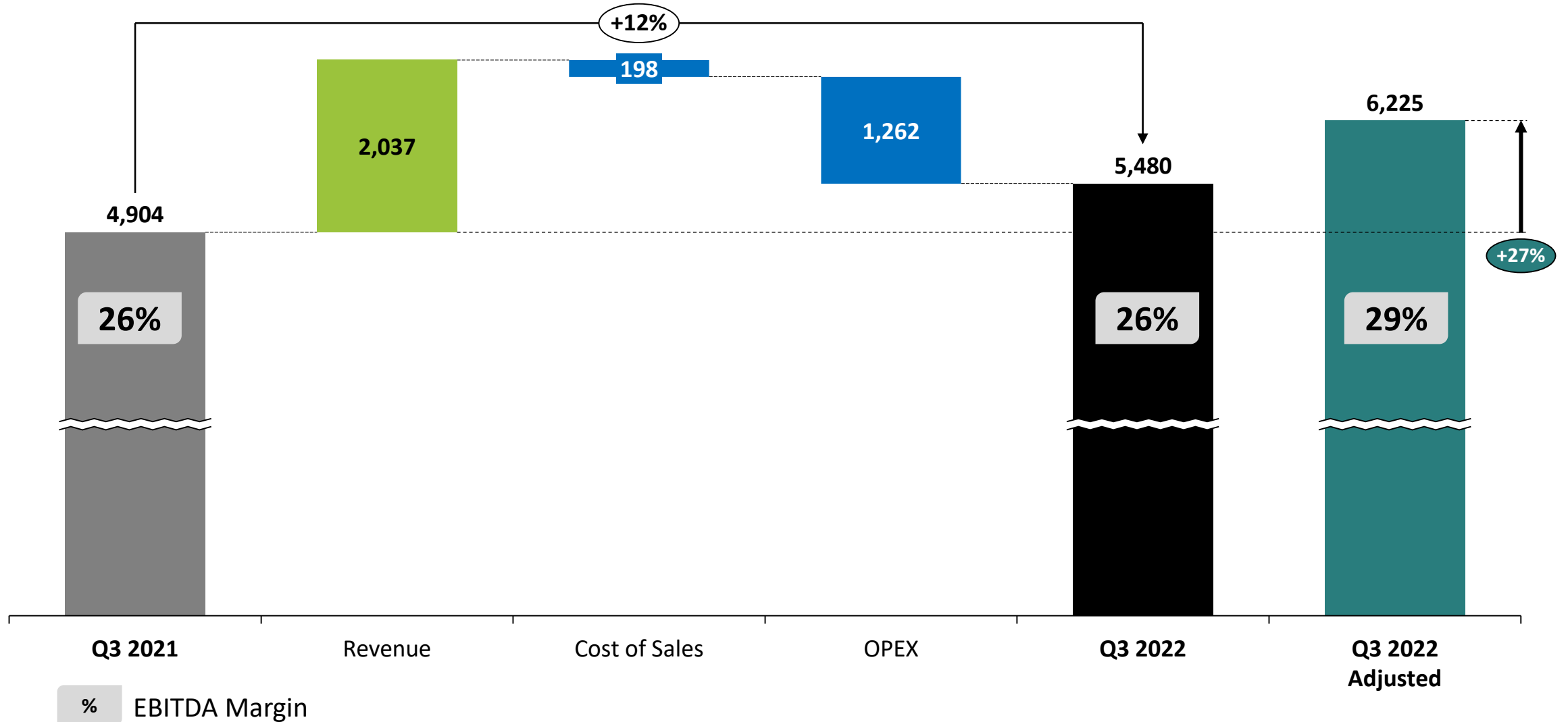


Wireline data, corporate & wholesale and international segment are main drivers for revenue growth in Q3 2022

PKR Million	Q3 2022	Change %		2022	Change %
		YoY	QoQ		YoY
Wireline Data	9,021	13%	5%	26,036	12%
Wireless Data	518	-20%	-3%	1,629	-15%
Voice	2,254	-9%	0%	6,811	-10%
Retail	11,792	7%	3%	34,476	5%
Corporate & Wholesale	6,362	21%	3%	18,286	15%
International	2,981	8%	6%	8,363	-2%
Total	21,136	11%	3.7%	61,125	7%

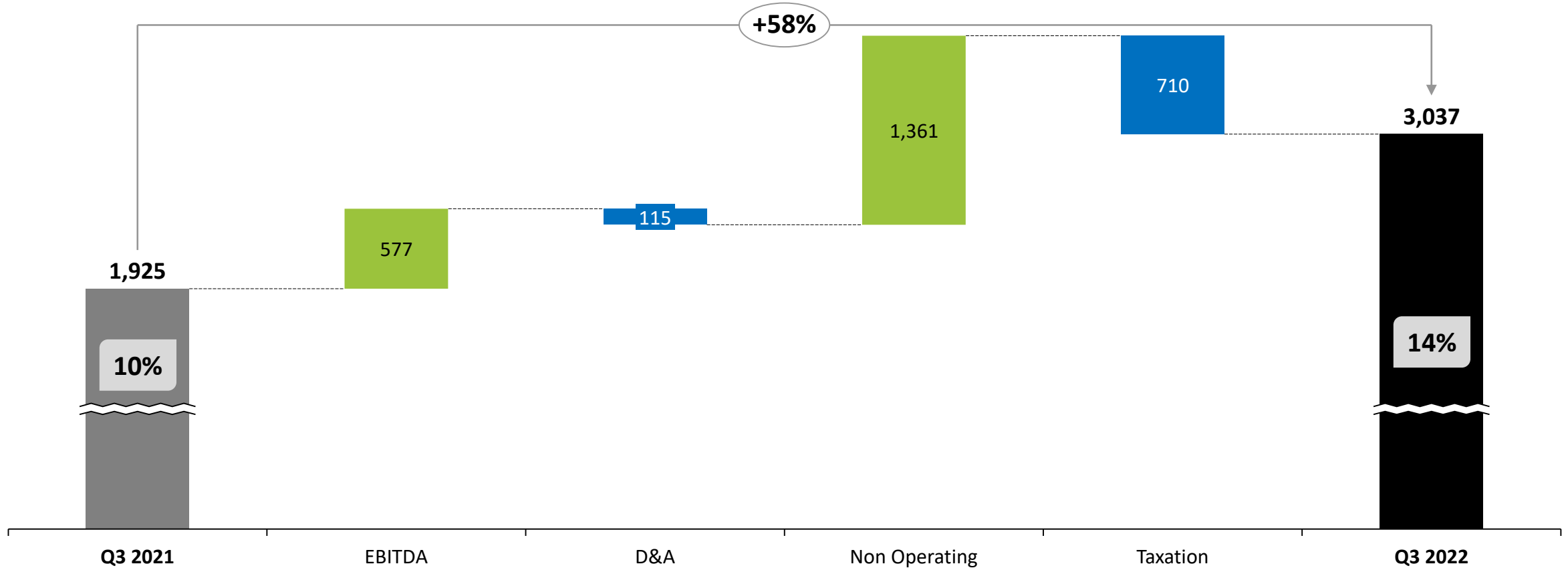
PTCL – EBITDA YoY Evolution Q3 2022

EBITDA increased by 12%



PTCL – Net Profit YoY Evolution Q3 2022

58% YoY increase in Net Profit



% Net Profit Margin

PTCL Balance Sheet



Balance Sheet		
PKR Million	Dec-21	Sep-22
Property, Plant and Equipment	121,508	123,023
Long term investments	30,736	44,736
Other Non Current Assets	13,610	14,782
Non Current Assets	165,854	182,541
Trade debts	27,937	38,951
Stores and spares	5,575	8,860
Cash & Cash Equivalents	2,556	3,746
Other current assets	43,813	46,038
Current Assets	79,881	97,594
Total Assets	245,735	280,136
Share capital	51,000	51,000
Reserves	48,653	56,880
Equity	99,653	107,880
Employees retirement benefits	27,065	27,946
Long term loans from banks	-	11,000
Other Non Current Liabilities	14,474	19,803
Non-current liabilities	41,539	58,749
Current liabilities	104,543	113,507
Total Liabilities & Equity	245,735	280,136

PTCL Cash Flow Statement



Cash Flow Statement

<i>PKR Million</i>	Sep-21	Sep-22
Cash Flows from operating activities	18,051	8,780
Cash Flows from investing activities	(27,884)	(21,710)
Cash Flows from financing activities	(328)	10,692
Net Inc/(Dec) in Cash & Cash Equivalents	(10,161)	(2,238)
Opening Cash & Cash Equivalents	11,977	2,556
Closing Cash & Cash Equivalents	1,815	318


Summary & Conclusion




Summary & Conclusion




PTCL Group reported 8% YoY growth in topline, with positive contribution by all OPCOs.



PTCL has doubled its FTTH subscriber base and fiber footprint, and continues to grow in the business solutions segment with continued focus on data, managed services and cloud services.



Ufone has significantly increased 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 and bottom-line by increasing its advances portfolio and treasury investments.

Questions & Answers

PTCL Investor Relations

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THANK YOU