

# **PTCL** **Corporate Briefing Session**

**For the Year 2022**

**Presented By: GCFO Nadeem Khan**

**Dated: 25-05-2023**



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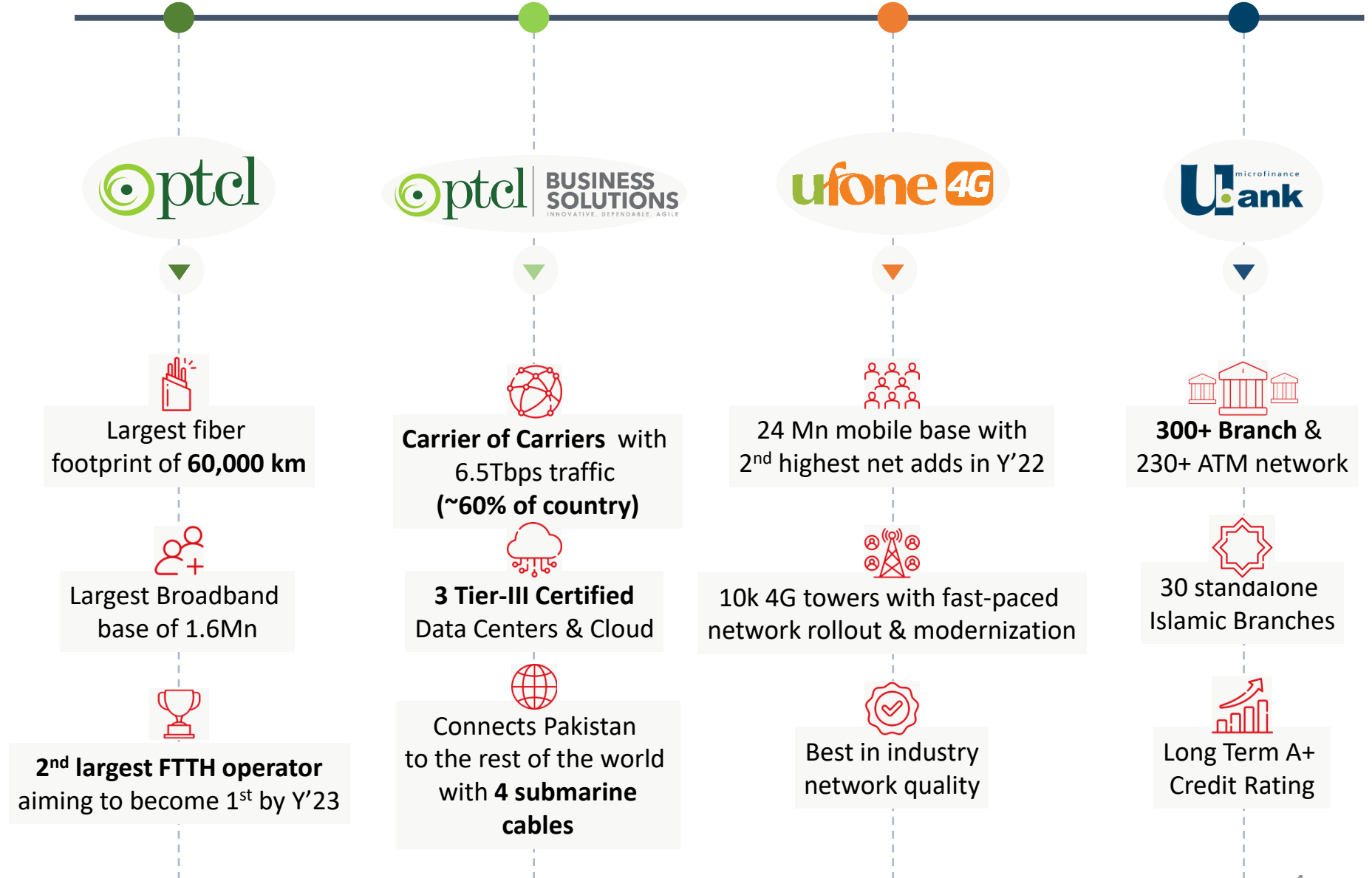
# PTCL Group Overview



# PTCL Group

## PTCL Group Key Strengths

- PTCL Group is the **only integrated telecom provider in Pakistan**
- **2<sup>nd</sup> largest** operator by revenue
- **Un-paralleled network infrastructure and services across the value chain**
- **Well positioned to capitalize on digital potential of Pakistan**



# PTCL – Vision, Mission & Corporate Values

## Vision

*To be the leading and most admired Telecom and ICT provider in and for Pakistan.*

## Mission

*To be the partner of choice for our customers, to develop our people, and to deliver value to our shareholders.*

## Values



### WE CARE

**WE TREAT EVERYONE WITH  
RESPECT, DIGNITY, AND  
RESPONSIBILITY.**



### WE PUT CUSTOMER FIRST

**WE ARE PASSIONATE ABOUT  
SERVING OUR CUSTOMERS. THEIR  
SATISFACTION IS A KEY MEASURE  
OF OUR SUCCESS.**



### WE WORK AS ONE TEAM

**WE SEEK AND VALUE  
EVERYONE'S CONTRIBUTION.  
TOGETHER WE ARE STRONG.**



### WE EMBRACE CHANGE

**WE SHAPE OUR OWN  
DESTINY BY BEING  
PROACTIVE AND OPEN TO  
NEW IDEAS.**

# PTCL Management (as at December 31, 2022)



**Hatem Mohamed Bamatraf**  
President and Group CEO



**Mohammad Nadeem Khan**  
Group Chief Financial Officer



**Shahid Abbas**  
Group Chief Internal Auditor



**Muhammad Shoaib Baig**  
Group Chief Human Resources Officer



**Zarrar Hasham Khan**  
Group Chief Business Solutions Officer



**M. Shahzad Yousaf**  
Chief Business Operations Officer



**Jafar Khalid**  
Group Chief Technology Officer



**Naveed Khalid Butt**  
Group Chief Regulatory Officer



**Zahida Awan**  
Group Chief Legal Officer

**Saad Muzaffar Waraich**  
Group Chief Information Officer



**Syed Mazhar Hussain**  
Advisor to President & Group CEO



**Adnan Anjum**  
Group Chief Commercial Officer



**Ahmad Kamal**  
Group Chief Customer Care Officer



**Saima Akbar Khattak**  
Group Company Secretary

# PTCL Retail Services

## Wireline Broadband



## Flash Fiber



## Voice



## Wireless – Charji

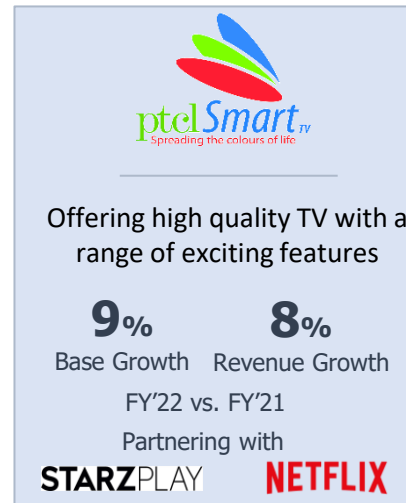
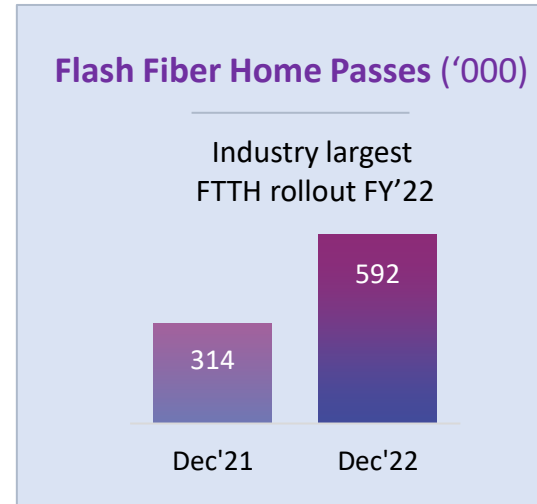
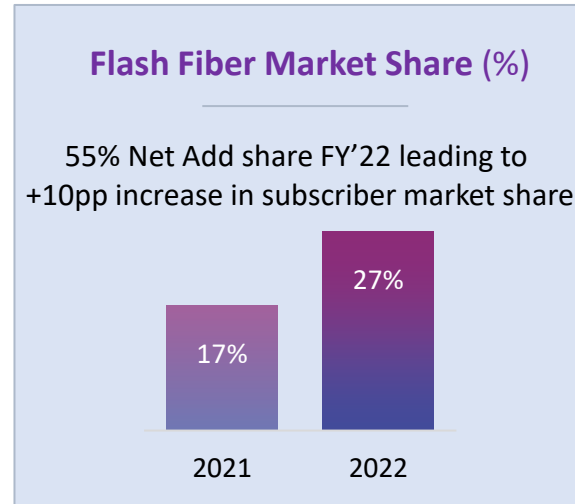
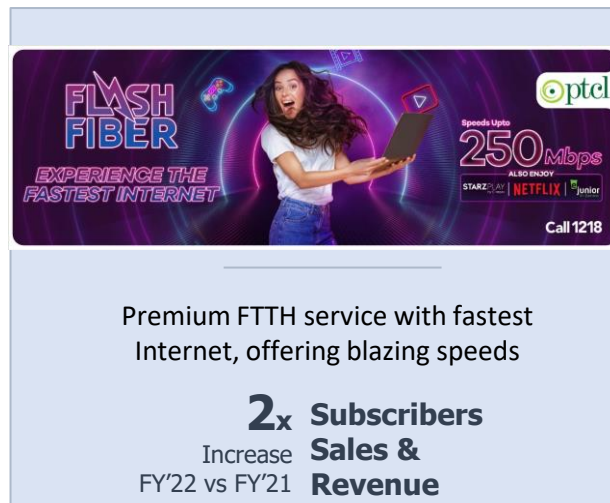
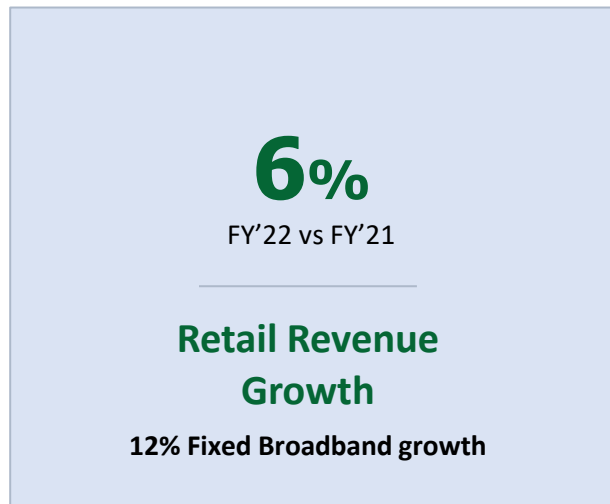


## Smart TV and Content



PTCL offers multiple consumer services:

- **FTTH:** Fastest internet in the country
- **xDSL:** only operator with nationwide infrastructure
- **Smart TV:** Pakistan's pioneer IPTV service
- **Voice Telephony:** Leading operator nationwide



- Offers multiple solutions including Connectivity, Smart Solutions & Managed Services.
- Clientele from multiple corporate sectors including majority of Telecom & Banks as well as Government, Education, Healthcare, etc.

**13%**

FY'22 vs FY'21

**Revenue Growth**

## Carrier of Carriers

Carrying 6.5 Tbps  
of traffic  
(~60% of the country)

## Key Partners



**ORACLE**

**FORTINET**



**HUAWEI**

**zoom**

**DELL** Technologies



## Wide range of solutions offerings

**PTCL  
Smart  
Cloud  
Data Centre**



**VSAT**



**Security  
Operations Center**



**Digital  
Solutions**

**Q Taleem**  
Education Cloud by PTCL

**Submarine  
Cable**



**IP Bandwidth**

- Significant growth post 4G spectrum acquisition in Sep'21

- Record setting site level rollout in country's history

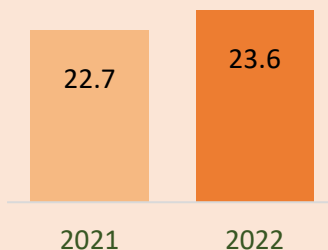
- First in industry to offer multi-combination of hybrid resources under various denominations

**7%**  
FY'22 vs FY'21

**Revenue Growth**

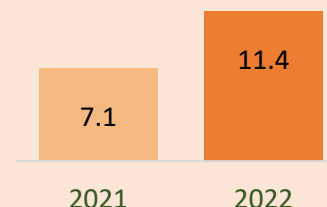
### Total Subscriber Base (Mn)

~1Mn addition to Ufone Base FY'22



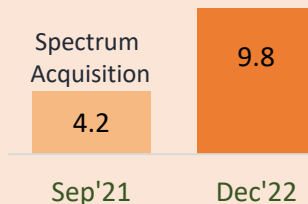
### 4G Base (Mn)

61% growth higher vs. industry



### 4G Rollout

8.3k site level rollout activities



### Customer Experience

**#1**  
vs. industry in  
**Net Promoter Score**

Ufone  
ahead of the  
competition in  
Customer Experience

**UPOWER**  
APNI MARZI  
CHALA

Empowering youth segment to choose multiple combinations of voice, data resources under various denominations



ALL IN ONE



INTERNET



ALL-NETWORKS  
CALLS



U-U & PTCL  
CALLS



### Regional Play, Data & Social Media Segment

SAB SE  
**BARI**  
PLUS OFFER

**10GB**  
100 روپے  
مفت  
4466#



## Awards

- Ufone has been awarded the **Best Overall Network Performance Score (NPS)** by Pakistan Telecommunication Authority for **best quality** in both **Voice & Data** Services.
- OpenSignal has declared Ufone as Leading **Global Rising Star** for improved performance.
- Ufone was also declared as the Most **Consistent & Superior 4G** Quality Network in Pakistan.



OPEN SIGNAL



**Games Experience**  
19.7% Improvement



**Voice App Experience**  
10.6% Improvement



**Download Speed Experience**  
49.1% Improvement



**Upload Speed Experience**  
77.2% Improvement (No.1 in the World)




**Time on 4G/5G**  
20.8% Improvement (No. 2 in the World)



OpenSignal has declared Ufone as **Leading Global Rising Star**

*Ubank offers diverse portfolio of microfinance banking services, including;*

- *Microfinance Loans & Deposits*
- *Islamic Banking*
- *International Remittances*
- *Rural & Urban Retail Banking*
- *Corporate Finance & Investment*

  
**35%**  
FY'22 vs FY'21

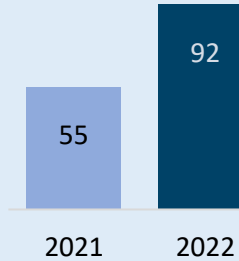
**Revenue Growth**

**Leading Branch & ATM Network**

**300+** **230+**  
Branches ATMs  
**30**  
Standalone Islamic Branches

**Deposit Amount (PKR Bn)**

68% growth



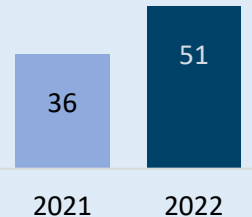
**Deposit Customers**

**3.7Mn**  
FY'22

34% growth  
FY'22 vs. FY'21

**Loan Amount (PKR Bn)**

39% growth  
57% secured by Gold



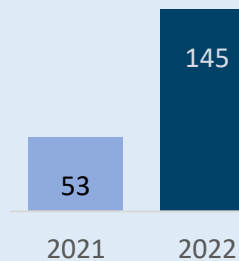
**Loan Customers**

**374k**  
FY'22

8% growth  
FY'22 vs. FY'21

**Investments (PKR Bn)**

175% growth



**Launch of Islamic Banking**



**Islamic Banking**

Acquired Commercial License  
for nationwide Islamic  
Banking Services

## Awards

- Received multiple awards during FY '22, recognizing the Bank's performance in microfinance sector.



**Microfinance Bank of the Year – Pakistan**  
**Islamic Banking Initiative of the Year – Pakistan**  
Awarded by Asian Banking & Finance



**Domestic Initiative of the Year – Pakistan**  
Awarded by Asian Banking & Finance



**3G Excellence in Financial Inclusion Award**  
**3G Best Microfinance Bank in Pakistan**  
Awarded by Global Good Governance



**Upcoming Islamic Retail Banking Window in Pakistan 2022**  
Awarded<sup>1</sup> by Asian Banking & Finance

# Key Highlights 2022



# Key Financial Highlights – 2022

- PTCL Group reported revenue stands highest ever with double digit revenue growth.
- All OPCOs contributed towards the double-digit revenue growth of PTCL Group.

Revenue 2022

**PKR 151.6Bn** ▲ **10.2 %**  
YoY Growth



**8.6 %**  
YoY Growth



**7.1 %**  
YoY Growth



**35.4 %**  
YoY Growth



# Financial Highlights



### P&L - PTCL

	2022	2021	Variance	
	Rs. M		Amount	%
<b>Revenue</b>	<b>83,444</b>	<b>76,853</b>	<b>6,591</b>	<b>9%</b>
Cost of Service	(65,211)	(60,320)	(4,891)	-8%
<b>Gross profit</b>	<b>18,233</b>	<b>16,533</b>	<b>1,700</b>	<b>10%</b>
Admin & Gen. Expense	(7,824)	(7,383)	(441)	-6%
Selling & Marketing Expense	(3,821)	(3,512)	(309)	-9%
Impairment loss on trade debts	(1,707)	(1,470)	(237)	-16%
<b>Operating Profit</b>	<b>4,881</b>	<b>4,168</b>	<b>712</b>	<b>17%</b>
Other Income	10,804	5,853	4,951	85%
Finance Cost	(2,172)	(339)	(1,832)	-540%
<b>Profit before Tax</b>	<b>13,513</b>	<b>9,682</b>	<b>3,831</b>	<b>40%</b>
Taxation	(4,459)	(2,808)	(1,651)	-59%
<b>Profit for the period</b>	<b>9,053</b>	<b>6,874</b>	<b>2,179</b>	<b>32%</b>

### P&L – PTCL Group

	2022	2021	Variance	
	Rs. M		Amount	%
<b>Revenue</b>	<b>151,644</b>	<b>137,625</b>	<b>14,018</b>	<b>10%</b>
Cost of Sales	(120,168)	(103,096)	(17,073)	-17%
<b>Gross Profit</b>	<b>31,475</b>	<b>34,530</b>	<b>(3,054)</b>	<b>-9%</b>
Admin & Gen. Expense	(20,429)	(18,237)	(2,192)	-12%
Selling & Marketing Expense	(8,562)	(8,147)	(414)	-5%
Impairment loss on trade debts	(848)	(3,062)	2,214	72%
<b>Operating Profit</b>	<b>1,636</b>	<b>5,083</b>	<b>(3,447)</b>	<b>-68%</b>
Other Income	15,647	9,800	5,847	60%
Finance Cost	(29,705)	(11,496)	(18,209)	-158%
<b>Profit before Tax</b>	<b>(12,422)</b>	<b>3,387</b>	<b>(15,809)</b>	<b>-467%</b>
Taxation	4,633	(812)	5,445	671%
<b>Profit for the period</b>	<b>(7,789)</b>	<b>2,575</b>	<b>(10,364)</b>	<b>-402%</b>

# PTCL Revenue

	2022	2021	Variance
	Rs. M		%
Wireline Data	35,269	31,469	12%
Wireless Data	2,119	2,524	-16%
Voice	9,016	9,943	-9%
<b>Retail</b>	<b>46,404</b>	<b>43,936</b>	<b>6%</b>
<b>Corporate &amp; Wholesale</b>	<b>28,316</b>	<b>24,879</b>	<b>14%</b>
<b>International</b>	<b>8,724</b>	<b>8,037</b>	<b>9%</b>
<b>Total</b>	<b>83,444</b>	<b>76,853</b>	<b>9%</b>

# PTCL Balance Sheet

*Strong Unleveraged Balance Sheet*

PKR Million

## Balance Sheet

	Dec-22	Dec-21
Property, Plant and Equipment	131,490	121,508
Long term loans and advances	17,433	9,077
Long term investments	44,736	30,736
Other Non Current Assets	3,868	4,532
<b>Non Current Assets</b>	<b>197,527</b>	<b>165,854</b>
Trade debts	39,293	27,937
Stores and spares	7,637	5,575
Cash & Cash Equivalents	5,685	2,556
Other current assets	55,018	43,813
<b>Current Assets</b>	<b>107,633</b>	<b>79,881</b>
<b>Total Assets</b>	<b>305,160</b>	<b>245,735</b>
Share capital	51,000	51,000
Reserves	57,054	48,653
<b>Equity</b>	<b>108,054</b>	<b>99,653</b>
<b>Non-current liabilities</b>	<b>70,849</b>	<b>41,539</b>
<b>Current liabilities</b>	<b>126,257</b>	<b>104,543</b>
<b>Total Liabilities &amp; Equity</b>	<b>305,160</b>	<b>245,735</b>

# Cash Flow Statement - PTCL

PKR Million

## Cash Flow Statement

	2022	2021
Cash Flows from operating activities	22,925	25,863
Cash Flows from investing activities	(41,844)	(34,644)
Cash Flows from financing activities	21,955	(640)
<b>Net Inc/(Dec) in Cash &amp; Cash Equivalents</b>	<b>3,036</b>	<b>(9,420)</b>
Opening Cash & Cash Equivalents	2,556	11,977
<b>Closing Cash &amp; Cash Equivalents</b>	<b>5,592</b>	<b>2,556</b>

# Corporate Social Responsibility – 2022

- Donation towards the PM's Flood Relief Fund and **free calls across all the flood-hit regions** to aid search and rescue activities and help the affected people connect to their loved ones.
- **To foster digital and economic inclusion of women entrepreneurs** - a year-long project is being implemented across four union councils and ten villages of Haripur, Khyber Pakhtunkhwa which will benefit 100 women entrepreneurs through training and access to digital and financial tools and opportunities for economic growth.
- Pakistan Telecommunication Authority (PTA) collaborated with telecom operators including PTCL Group and stakeholders **to reduce the digital gender gap in Pakistan** through initiatives related to accessibility, affordability, and digital skills.
- PTCL Group organized a week-long campaign in connection with **International Women's Day 2022** to raise awareness and galvanize support for ending gender discrimination in the workplace.
- PTCL Razakaar (Employee Volunteer Force) ran a **tree plantation drive across Pakistan** with the slogan, "We plant so the world can grow", to increase forest cover and decrease pollution in the country.
- PTCL Group provided **Evo Charji Devices to JAQ Education Trust - 'Pehli Kiran Schools'** to provide access to quality education for out-of-school children.



THANK YOU

