



# COMPANY PRESENTATION

OCTOBER 2024

PSX : **WTL**



# IMPORTANT

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# AWARDS & ACCREDITATIONS



WorldCall is one of the Oldest and most Recognized brands in Pakistan.



**17<sup>th</sup> CONSUMERS CHOICE AWARDS | 2023**

## Commemorating Excellence

Our CEO, **Abbas Raza**, receiving the 17th Consumers Choice Award



**18<sup>th</sup> CONSUMERS CHOICE AWARDS | 2024**  
PAKISTAN'S MOST PRESTIGIOUS AWARD



## WorldCall is proud to be nominated for the "Best Affordable Broadband Service"



## Teletimes International

Teletimes awarded 'Best Converged Services Provider' in recognition of our services.



PTA QoS survey results:

- WorldCall cable broadband awarded category "A" in Karachi & Lahore.
- WorldCall wireless broadband awarded category "A" in Lahore & "B" in Karachi.



## Brands of the Year Award

WorldCall received the "Brand of the Year" award in the broadband internet category.



# ABOUT US

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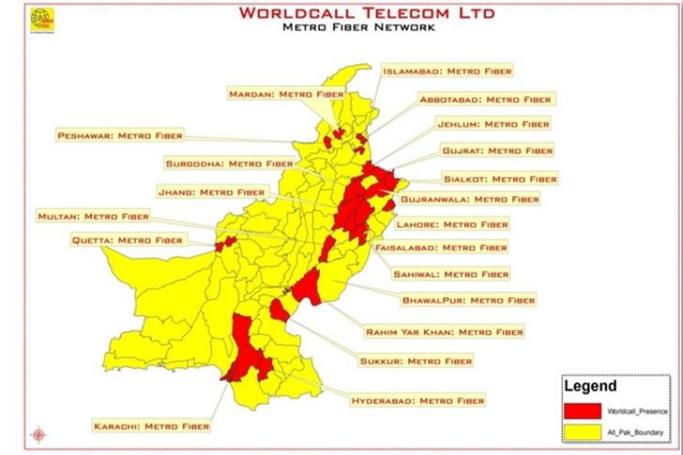
- WorldCall is a pioneer in technology and service evolution in Pakistan with many firsts in telecom, broadband and media services
- WorldCall is a premier broadband operator in Pakistan, serving major cities with Hybrid Fiber Coaxial and advanced Fiber Optic Networks
- WorldCall provide video, broadband internet, and international voice/data services focusing on international voice traffic termination into Pakistan
- WorldCall is developing technology assets for diverse digital technology services and products
- GlobalTech Corporation (GLTK:OTC US) is Ultimate Holding Company of WTL



# INFRASTRUCTURE - DECADES OF INVESTMENTS



- WorldCall is a leading Telecom, Broadband and Cable TV operator in Pakistan
- Infrastructure elements are already in place and subscriber connectivity could fuel rapid growth
- Technology assets being developed for product offering by GlobalTech



Long Distance International (LDI) service covers transport and transmission of voice and data through interconnects.

WorldCall remains a significant market player in this segment with history of over 20 years

Last 6 months WTL transported +300M Minutes

WorldCall has one pair of Long-haul fiber optic plant with potential to provide connectivity on intercity routes across Pakistan (5,500 km).

WorldCall has nearly 2,000 km of underground metro fiber deployment across 20 cities in Pakistan with a projected addressable market size of 3.2 million households. Network connectivity is 100% in redundant configuration along with multiple ducts on same route for nearly 60% of the network

# OUR GROWTH STRATEGY



**Sweating the Assets**  
*Asset base of PKR 13.33 B*



**Fiber Optic Network and Connectivity**  
*Across Pakistan*



**Technology Investments**  
*CADNZ / KRYTRON / WBS*



**Leveraging GLOBALTECH**  
*Strength and international reach*  
*GLTK:OTC US Market Cap ~ USD 380 M*



**Financing and Technology induction**  
*For Valuation Gains*



**Technology Products and Services**  
*CoE for software product and services*

# SWEATING THE ASSETS - BROADBAND



- WorldCall fiber optic backbone infrastructure is already in place
- Investments being done for subscriber acquisition and connectivity
- Leveraging existing infrastructure is expected to allow the Company to achieve connectivity at low costs
- Existing service are being upgraded to FTTH architecture for better revenues and margins with significantly lower operating costs
- Internal technology assets and products are being repurposed for commercial sales of technology products and services as additional revenue stream
- Network utilization is being enhanced through collaboration with market peers for joint offering



# STRATEGIC INITIATIVES

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- Launched the “Million Connect” initiative, extending broadband access to 1 million users through existing cable infrastructure ([million-connect.com](http://million-connect.com)) contributing to broadband growth.
- Revitalizing / rehabilitating network infrastructure to support Fiber to the Home (FTTH) services, passing 3.2 million households.
- Technology Development Contract with WMG to roll out 200,000 broadband subscriptions – 10,000 connections already activated
- Contracts for software products to be developed, deployed and operated by WorldCall for international clients in exponential technologies.
- Enhancement of in-house technology platforms (CRM, HRIS, Billing) for commercial services in US and Middle East markets through GlobalTech



# OUR GROWTH PARTNERS



## CONNECTIVITY

## STRATEGIC & TECHNOLOGY COLLABORATORS





# GLOBALTECH SUPPORT

**GLOBALTECH**

OTC US : **GLTK**

- GlobalTech Financing plans for WorldCall
  - TFC- III settlement offered by GlobalTech
  - Funding plan in process (USD 5 million to USD 10 million refer 10-K filings by GlobalTech with SEC)
  - Balance sheet (loan settlements)
- Back-office service contract for USD 1.2 million per annum with GlobalTech Corporation (Under Negotiations)
- Home base for GlobalTech Center of Excellence (CoE) for AI & Big Data Services opening access to market and products

Share Price (10/10/2024)	\$2.80
Share Count	~140M
Market Capitalization (10/10/2024)	~\$394M
Total Debt (6/30/2024)	~\$17M
Cash (as of 6/30/2024)	\$3.0M
Enterprise Value	\$405M

# GROWTH VERTICAL LEVERAGING GLOBALTECH



- GTC - Center of Excellence (CoE) to deliver and support advanced AI and Big Data driven products and applications that empower businesses to leverage data for smarter decision-making and operational efficiency.
- CoE acts as a back-office hub of highly skilled talent across various advanced technology stacks to support other markets with the right people to drive the timely delivery of their projects..
- GTC customized technology solutions tailored to meet specific business needs, enhancing digital transformation.



Software  
Development



Mobile App  
Development



UI / US  
Designing



Web Design &  
Hosting



Search Engine  
Optimization



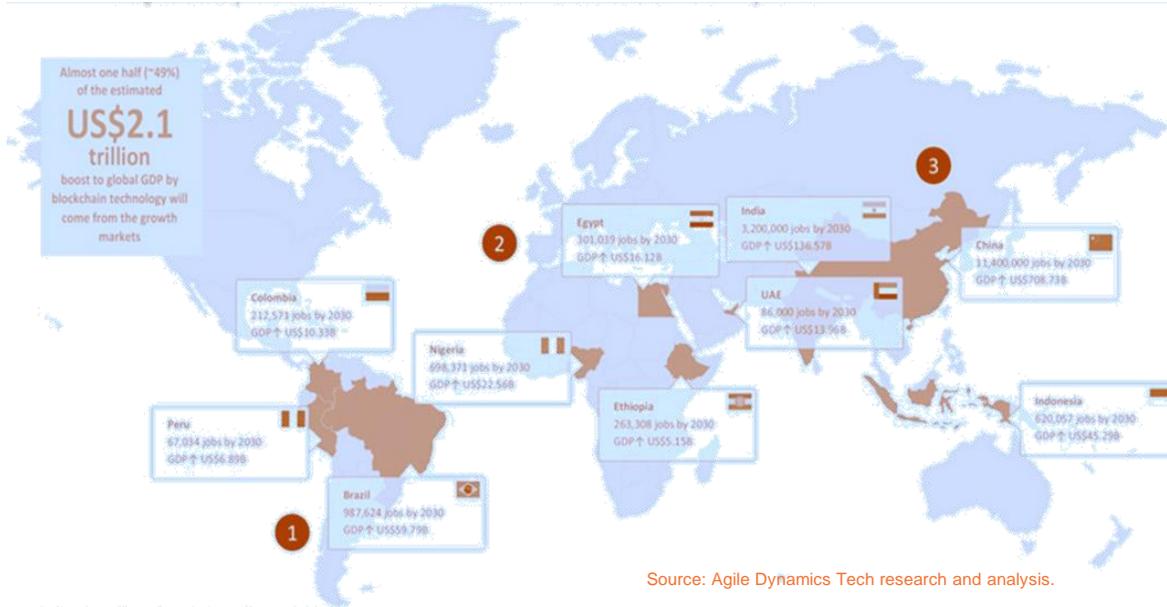
Digital  
Marketing

# GLOBAL TECHNOLOGY LANDSCAPE



WorldCall is Developing  
“Business Verticals”  
Targeting Exponential Technologies

SIZING THE PRIZE IN THE BRAVE NEW WORLD  
The Global Impact of Blockchain GDP Boost & Workforce Size by 2030



## Potential Impact on Global Economy by 2030

**1B**

No of Chat GPT Websites in the 1st 2 months after its launch on Nov 30, 2022

**\$900B**

Global Revenue from AI Software, hardware, service & sales by 2026, compared with \$318B in 2020

**\$15.7T**

The amount that AI could contribute to the global economy by 2030

**\$ 1.5T**

VR/AR Potential Impact on Global Economy by 2030

- Artificial Intelligence will have a global impact of \$15.7 trillion on world economy by 2030 and affect 40% of the global workforce
- Blockchain technology will have an impact of \$2.1 trillion on global economy
- VR/AR economy will grow to \$1.5 trillion

# TOTAL OPPORTUNITY CANVAS



# OTHER TECH SOLUTIONS



One stop lending platform that automates everything from originations, risk management, & customer servicing to compliance & reporting, boosting productivity & profitability



A cloud-based SaaS solution that streamlines billing processes with automation & real-time insights for enhanced business efficiency.



**Windmills**  
Web Based Property Valuation Application



**CRM Management System**  
Event, Sales and CRM Management System



**Captains Club**  
UAE's Biggest Boat Rental Platform



**ERP**  
A customizable ERP system



**Contact Center**  
Self-hosted and cloud-based calling solution



**HRIS**  
HR management with seamless automation, & insightful analytics



**Ride hailing platform**  
Urban mobility reimagined with seamless ride booking



A trusted marketplace for like-new smartphones with great prices, fully tested, and backed by a 6-month warranty.



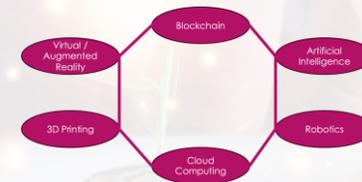
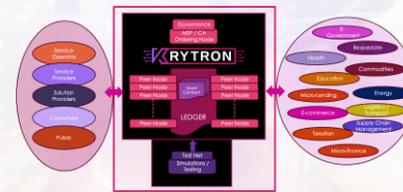
**LOYALTY APP**

Loyalty app for retail, integrated with 360 ERP, with web admin and iOS/Android mobile apps

# IMPACT BYTES FOR WORLDCALL TECHNOLOGY FUTURE



- CADNZ - Digital Lending Platform
  - Market Size – USD 15.7B (2024)
  - Target markets USA, Middle East, Africa
  - *Potential Revenue ~ 1.0 B + per annum*
- KRYTRON – Infrastructure Services
  - Target digital transactions PKR 22 trillion
  - Pakistan and comparable markets
  - Potential Revenue ~ PKR 500 M per annum
- Center of Excellence – Exponential Tech
  - Products for USA and Middle East Market
  - Venture incubation and monetization
  - Potential Revenue ~ PKR 750 M + per annum
- GlobalTech Corporation
  - Back office Services
  - Management Solutions
  - Potential Revenue up to PKR 300 M per annum



**GLOBALTECH**

## Revenue Mix Projections (3Y)



Core – Telecom and Broadband  
Technology Service Revenues

Potential upside of nearly PKR 2.5 B in revenues over a **three (03)** horizon beyond staple telecom and LDI services

Technology Revenue Streams	Potential Incremental Revenue
CADNZ® Digital Lending Platform	PKR 1.0 B +
Krytron – Infrastructure Services	PKR 500 M
Center of Excellence – Exponential Tech	PKR 750 M
GlobalTech Operations	PKR 300 M



# EXPANSION PLANS GEOGRAPHICAL

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Global footprint spans offices in Dubai, Muscat, Pakistan, and the USA.

- Forging Global Pathways
- Expanding Reach
- Unlocking Opportunities





# INCOME STATEMENT

(PKR In Million)

Description	Year Ended December 31 <sup>st</sup>	
	2023	2022
Net Revenue	2,944	2,301
Net Profit/(Loss)	(2,008)	(1,381)
Depreciation and amortization	953	1,072
Finance cost/Interest Expense	605	379
Income Taxes	27	38
Foreign Exchange gain (loss)	(255)	(64)
EBITDA	(423)	108



# INCOME STATEMENT

(PKR In Million)

Description	Six Months Ending (Unaudited)	
	June 2024	June 2023
Net Revenue	<b>2,289</b>	<b>1,325</b>
Net Profit/(Loss)	(748)	(1,161)
Depreciation and amortization	415	529
Finance cost/Interest Expense	351	298
Income Taxes	27	12
Foreign Exchange gain (loss)	20	(285)
EBITDA	45	(322)



# OPERATIONAL UPDATE

- 56% YTD revenue growth in most recent First Half Year ended June 30, 2024
- EBITDA returns to positive performance picking up momentum on account of technology transformation initiatives
- Launched affordable Fiber to the Home (FTTH) broadband across un-served areas in major metropolitans
- Upgrading existing Hybrid Fiber Coaxial network to Fiber to the Home (FTTH) technology
- GlobalTech Corporation promoting global offering of products and services already developed for in-house utilization

## HIGHLIGHTS

Jan - Jun 2023 Vs Jan - Jun 2024

Revenue Growth	↑	PKR 2.2 B (2024) PKR 1.2 B (2023)
EBIDTA Positive	↑	PKR 322 M (2023) PKR 45.4 M (2024)
Additional Revenue from Affordable Broadband	↑	PKR 78 M
Network in Lahore upgraded to FTTH from HFC		50%
Established Center of Excellence <b>CoE</b> under GlobalTech		
Operational start in USA & ME for technology sales and services		

# BALANCE SHEET (EXTRACTS)

(PKR In Million)

	June 30,	Dec 31,
	2024	2023
ASSETS		
Total current assets	2,889	2,972
Total non-current assets	10,449	10,840
<b>TOTAL ASSETS</b>	<b>13,338</b>	<b>13,812</b>
LIABILITIES		
Total current liabilities	10,696	10,292
Total non- current liabilities	3,766	3,897
<b>TOTAL LIABILITIES</b>	<b>14,459</b>	<b>14,189</b>
SHAREHOLDERS' EQUITY		
Accumulated loss	(18,203)	(17,524)
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>14,124</b>	<b>14,124</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>13,338</b>	<b>13,812</b>

# PEOPLE & OPERATIONS



# MANAGEMENT TEAM

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**Abbas Raza | Chief Executive Officer**

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An accomplished leader with expertise in telecom operations, business development, project management, and driving organizational transformation. Founder of an Agri Tech venture aimed at enhancing GDP growth through data-driven solutions for small farmers.



**Shahzad Saleem | Chief Financial Officer**

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A seasoned financial strategist with deep experience in financial analysis, operational efficiency, risk management, and strategic leadership. A Chartered Accountant with over 20 years of proven expertise.



**Syed Saeb Imam Zaidi | MD South & Regulatory Affairs**

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Diverse experience in telecom regulatory affairs, strategic management, and stakeholder engagement. Demonstrated ability to navigate complex regulations to fuel business growth and enhance operational efficiency.



**M. NAVED | Group. Tech Head**

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A veteran in telecommunications, IT management, infrastructure, and software development, with extensive experience in both Microsoft and open-source platforms. Over 28 years of industry expertise..



**Dr. Nasir Baig | Head of HR & SP. Projects**

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PhD in image processing and retired Lieutenant Colonel with 30 years of military service. Currently Director of HR and Special Projects at WorldCall Telecom, with prior experience teaching at NUST and leading a satellite hub project.

# BOARD OF DIRECTORS



**Mehdi Al Abduwani**  
Chairman

Diverse experience in economic planning, banking services, corporate finance, management and telecom.



**Dr. Salman Shah**  
Independent Director

Diverse experience in government finance, revenue advisory, and economics. Holds a PhD in Finance from Indiana University, Kelley School of Business.



**Muhammad Shoaib**  
Independent Director

Extensive telecom experience as Independent Director and former CEO of Technology At Work, specializing in network design and project management. Former Director Technical at WorldCall, leading innovative projects like the Hybrid Fibre Coaxial (HFC) network.



**Babar Ali Syed**  
Executive Director

Vast telecom experience spanning 25 years, including CEO of WorldCall Telecom. Executive Director specializing in fiber optics, GSM deployments, and acquisition strategies.



**Muhammad Azhar Saeed**  
Executive Director

Over 17 years of experience in corporate governance and financial reporting, including 10 years at WorldCall. Executive Director leading acquisitions and compliance, and a member of the Institute of Chartered Accountants of Pakistan.



**Mubasher Lucman**  
Independent Director

Diverse experience in governance and media, including caretaker Minister for IT and Broadcasting. Independent Director with a strong track record in launching media channels and attracting foreign investments, recognized as an award-winning investigative journalist.



**Hina Babar**  
Director

Diverse experience in economics and journalism, with over a decade of association with WorldCall in the Middle East. Non-Executive Director, contributing intellectual and gender diversity to the Board. Graduated from Punjab University.



**Tariq Hasan**  
Director

Diverse experience in banking and finance, specializing in credit, corporate finance, and financial inclusion for SMEs. Currently Vice President at Pak Oman Investment Company Limited, with a focus on enhancing banking efficiency. Holds BBA and MBA degrees from the Institute of Business Administration, Karachi.

# ADVISORS



**LEXIUM**  
ATTORNEYS AT LAW



RS LAW  
RS CORPORATE ADVISORY



**Company Contact:**

ABBAS RAZA | CEO

E-MAIL: [abbas.raza@worldcall.pk](mailto:abbas.raza@worldcall.pk)

**Investor Contact:**

SHAHZAD SALEEM | CFO E-MAIL:

[shahzad.saleem@worldcall.pk](mailto:shahzad.saleem@worldcall.pk)