

PTCL Corporate Briefing Session

For the Year 2024

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Dated: 13-05-2025



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PTCL Group Overview



PTCL Group

PTCL Group Key Strengths

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



Largest fiber footprint of ~ **70,000 km**



Largest Broadband base of **1.8 Mn**



Pakistan's Largest FTTH Operator



Carrier of Carriers with 8.37 Tbps traffic (11% YoY growth)



3 Tier-III Certified Data Centers & Cloud



Connects Pakistan to the rest of the world with **4 submarine cables**



26 Mn mobile base with **16 Mn 4G subs**



10.8k 4G towers with fast-paced network rollout & modernization



Best in industry network quality



300+ Branch Network



30 standalone Islamic Branches



230+ ATM network

PTCL – Vision, Ambition & Corporate Values

Vision

We Strive to Win And Never Accept Defeat

Mission

To Become the Largest Technology Player by 2027

Values



**BE
RESILIENT**



**THINK
BIG**



**WIN EVERY
BATTLE**



**VALUE
SUCCESS**

PTCL Management



Hatem Mohamed Bamatraf
President and Group Chief
Executive Officer



Mohammad Nadeem Khan
Group Chief Financial Officer



Zahida Awan
Group Chief Legal Officer &
Company Secretary



Shahid Abbas
Group Chief Internal Auditor



Jafar Khalid
Group Chief Technology &
Information Officer



Naveed Khalid Butt
Group Chief Regulatory Officer



Muhammad Shehzad Yousuf
Chief Retail Sales Officer-Fixed Line



Syed Atif Raza
Group Chief Commercial Officer &
Marketing Officer



Syed Mazhar Hussain
Advisor to President & Group CEO



Ahmad Kamal
Group Chief Customer Care Officer

PTCL Retail Services

Wireline Broadband



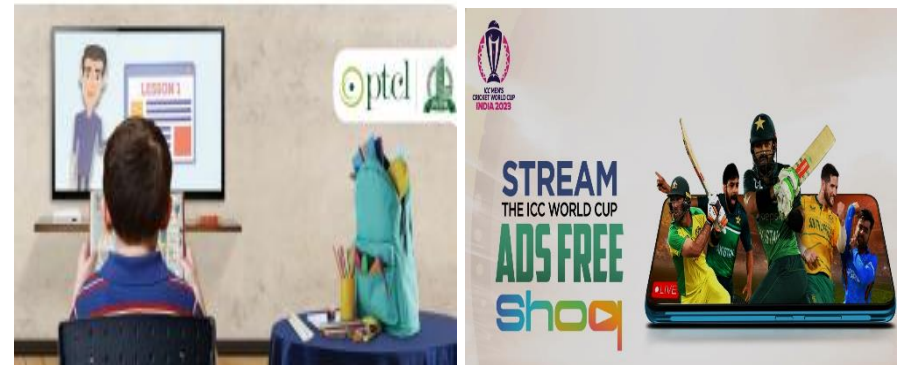
Flash Fiber



Voice

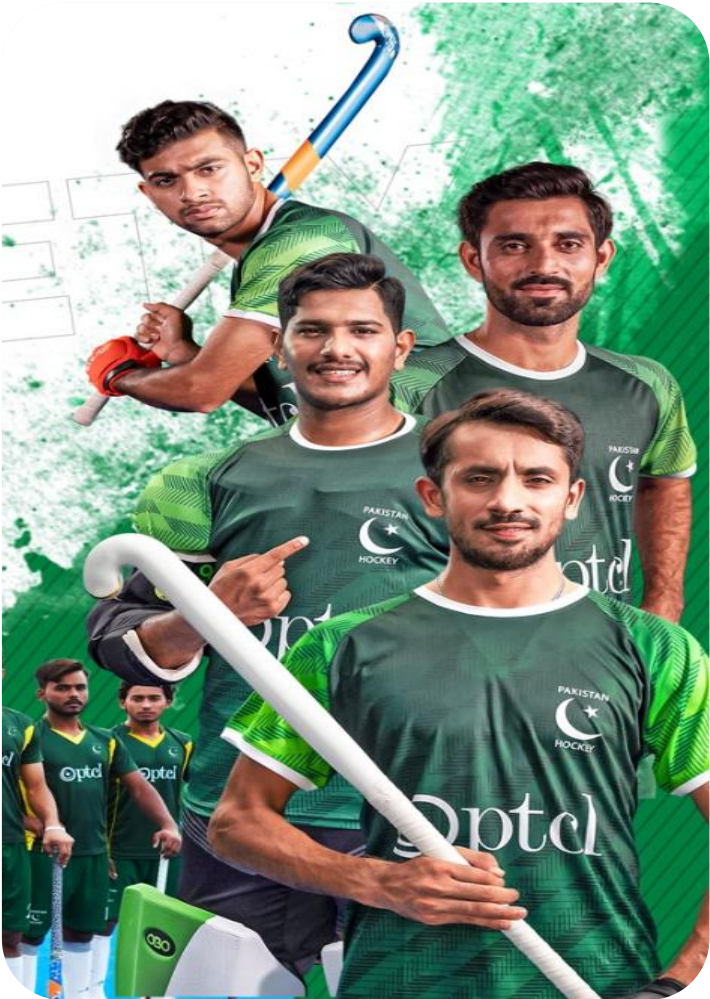


Smart TV and Content



PTCL Retail Achievements in 2024:

A year of Growth, and Excellence



All growths are Y'24 vs. Y'23



16% YoY Retail Revenue Growth
Crossed **PKR 5B** mark in Aug'24

Encouraging Revenue Growths

2x FTTH Revenue Growth
PKR 9.7B inc. revenue

46% FTTH Revenue Share in FBB
18 pp. YoY imp

20% FBB Revenue Growth

16% Shog/IPTV Revenue Growth

Powered by

1.78M FBB Subs
5.6% Growth

668K Highest ever FBB Sales in a year

113K Highest every FBB Net Adds in a year

36% Base Market Share
~6pp YoY imp

No. 1 FTTH Operator

678K FTTH Subs
65% YoY Growth
Crossed 600k in Sep'24

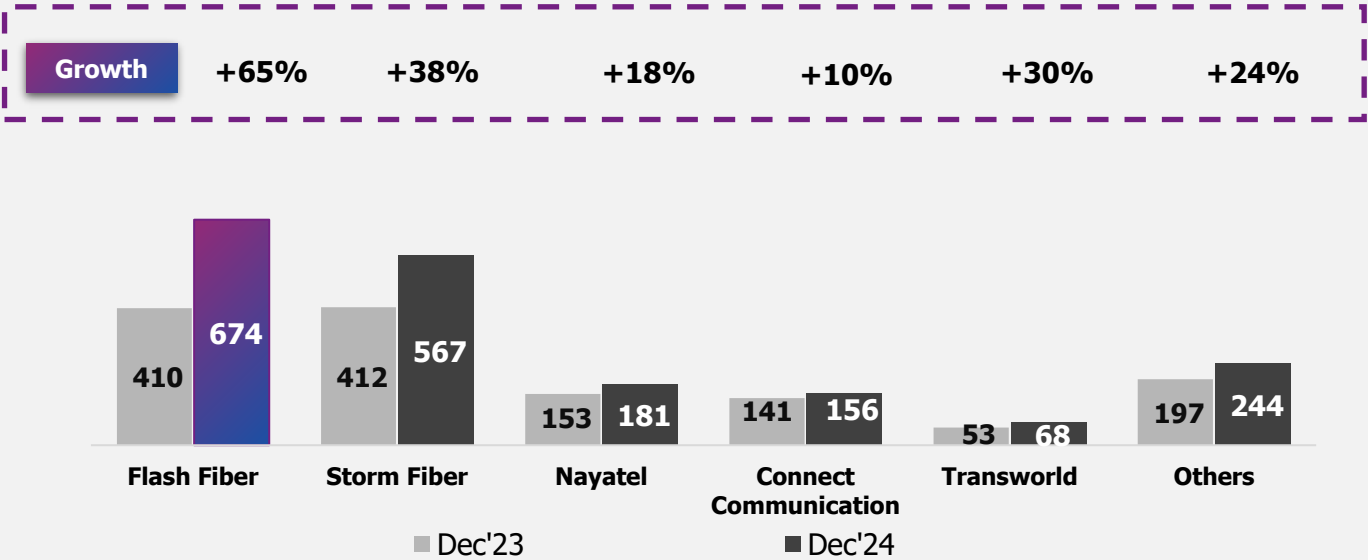
281K Highest ever FTTH Sales in a year

266K Highest ever FTTH Net Adds in a year
50% of Industry Net Adds

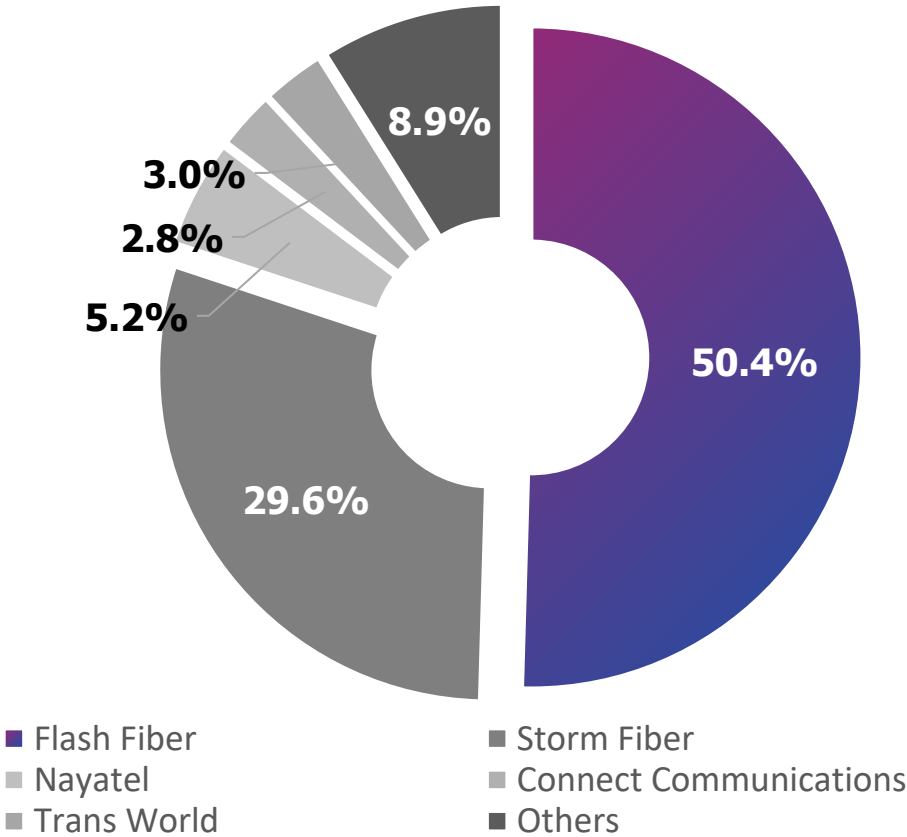
1.6M Cumulative FTTH Home Passes
500K New Rollout in 2024

PTCL Flash Fiber is now the leading FTTH operator with 50% Net Adds Share in 2024

FTTH Industry Subs ('000)
(Dec'24 vs Dec'23)



FTTH Net Adds Share
(Dec'24 vs Dec'23)



- **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.


8%
2024 vs 2023
Revenue Growth

Carrier of Carriers

Carrying 8.37 Tbps
of traffic
domestically &
internationally

(11% YoY Growth)

Key Partners



Wide range of solutions offerings



Digital Segments in Business Solutions have shown remarkable growth with key wins in both Public/Private & International Customers

29%

Data Center

YoY Revenue Growth
FY 2023: PKR 1.8 B
FY 2024: PKR 2.3 B

92%

Cloud

YoY Revenue Growth
FY 2023: PKR 1.5 B
FY 2024: PKR 2.8 B

103%

ICT Solutions

YoY Revenue Growth
FY 2023: PKR 1.6 B
FY 2024: PKR 3.2 B



Bank AL Habib
Limited
Data Center



Program Monitoring &
Implementation Unit
ICT Virtual Storage



PITB
Information
Security Solution



Lanka Orix Leasing
Co (LOLC)
Cloud



Controller General of
Accounts
ICT Sales



Zarai Taraqati Bank
Limited (ZTBL)
ICT Sales



United Bank Limited
A2P SMS Deal

Ufone closed 2024 with a remarkable display of resilience and strength across multiple fronts

25% YoY Revenue Growth



16M

14%
YoY Growth

4G
Subs



18M

11% YoY Growth.
Highest in industry

Data
Subs



34%

4G Data
Traffic Growth
YoY



11%

Daily 4G Data
Act Base
YoY Growth



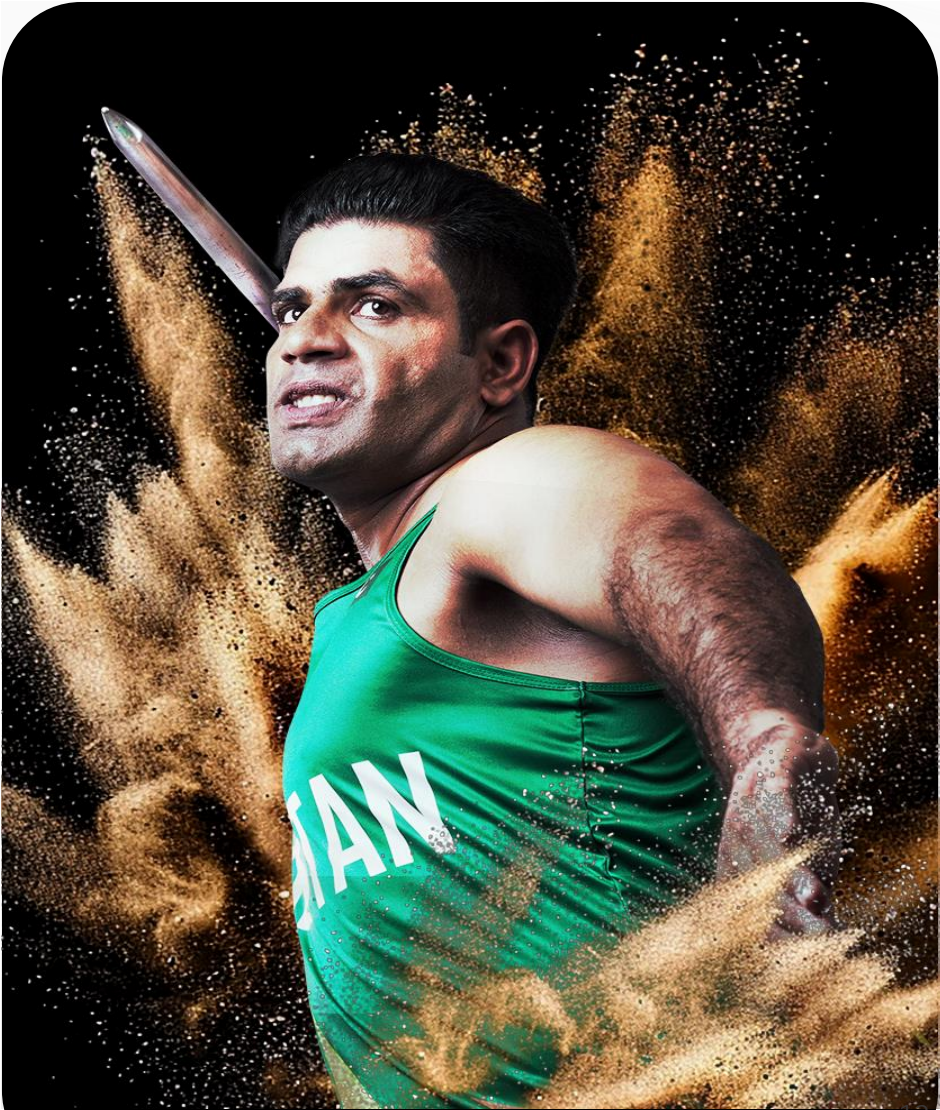
21%

Postpaid
Consumer Base
YoY Growth



5%

High Value
Sales
YoY Growth



Ubank offers diverse portfolio of microfinance banking services, including;

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

Leading Branch & ATM Network

300+
Branches

230+
ATMs

30
Standalone Islamic
Branches

Disbursements

PKR 68.7 Bn

Deposits

136.6 Bn

YoY growth 31%
2024 vs. 2023

Key Financial Highlights



Key Financial Highlights – 2024

- PTCL Group reported revenue stands **highest ever** with double digit revenue growth.

- **All OPCOs contributed** towards the positive revenue growth of PTCL Group.

Revenue 2024

PKR 220Bn ▲ **16 %**
YoY Growth*

ptcl

12 % ▲
YoY Growth

ufone 4G

25 % ▲
YoY Growth

U^{microfinance}ank

2 % ▲
YoY Growth

Financial Summary



P&L – PTCL Group

PKR Million

P&L – PTCL Group				
	2024	2023 Restated	Variance	
Revenue	219,782	188,667	31,115	16%
Cost of Sales	(162,382)	(145,932)	(16,451)	-11%
Gross Profit	57,400	42,735	14,664	34%
Admin & Gen. Expense	(32,859)	(26,801)	(6,059)	-23%
Selling & Marketing Expense	(13,305)	(12,268)	(1,037)	-8%
Impairment loss on trade debts	(5,117)	(1,394)	(3,724)	-267%
Operating Profit/(Loss)	6,118	2,273	3,845	169%
Other Income	25,619	30,401	(4,783)	-16%
Finance Cost	(52,634)	(55,537)	2,903	5%
Loss before Tax	(20,897)	(22,863)	1,965	9%
Taxation	6,503	6,133	370	6%
Loss for the period	(14,394)	(16,729)	2,335	14%

P&L – PTCL

PKR Million

P&L - PTCL				
	2024	2023	Variance	
Revenue	107,766	96,267	11,500	12%
Cost of Service	(79,491)	(73,767)	(5,724)	-8%
Gross profit	28,276	22,500	5,775	26%
Admin & Gen. Expense	(9,027)	(8,411)	(617)	-7%
Selling & Marketing Expense	(4,853)	(4,545)	(308)	-7%
Impairment loss on trade debts	(2,146)	(1,619)	(527)	-33%
Operating Profit	12,250	7,926	4,324	55%
Other Income	17,224	19,410	-2,185	-11%
Finance Cost	(22,588)	(13,429)	(9,159)	-68%
Profit before Tax	6,885	13,906	-7,020	-50%
Taxation	(2,060)	(4,515)	2,456	54%
Profit for the period	4,826	9,391	-4,565	-49%

PTCL Revenue

PKR Million

	2024	2023	Variance (%)
Broadband & IPTV	49,281	41,185	20%
Wireless Data	1,059	1,664	-36%
Voice Services	8,685	8,254	5%
Retail	59,025	51,103	16%
Corporate & Wholesale	38,624	34,873	11%
International	10,117	10,291	-2%
Total	107,766	96,267	12%

PTCL Balance Sheet

PKR Million

Balance Sheet		
	Dec-24	Dec-23
Property, Plant and Equipment	161,173	144,018
Long term loans and advances	51,781	32,225
Long term investments	76,236	71,836
Other Non Current Assets	8,460	6,370
Non Current Assets	297,649	254,449
Trade debts	60,563	52,587
Stores and spares	8,201	9,433
Cash & Cash Equivalents	12,088	10,029
Other current assets	79,184	61,103
Current Assets	160,037	133,153
Total Assets	457,686	387,602
Share capital	51,000	51,000
Reserves	64,108	66,368
Equity	115,108	117,368
Non-current liabilities	124,625	103,138
Current liabilities	217,953	167,095
Total Liabilities & Equity	457,686	387,602

Cash Flow Statement - PTCL

PKR Million

Cash Flow Statement

	2024	2023
Cash Flows from operating activities	28,222	19,407
Cash Flows from investing activities	(43,218)	(57,721)
Cash Flows from financing activities	(5,847)	18,537
Net Inc/(Dec) in Cash & Cash Equivalents	(20,843)	(19,778)
Opening Cash & Cash Equivalents	(14,185)	5,592
Closing Cash & Cash Equivalents	(35,029)	(14,185)

Corporate Social Responsibility



Corporate Social Responsibility – 2024

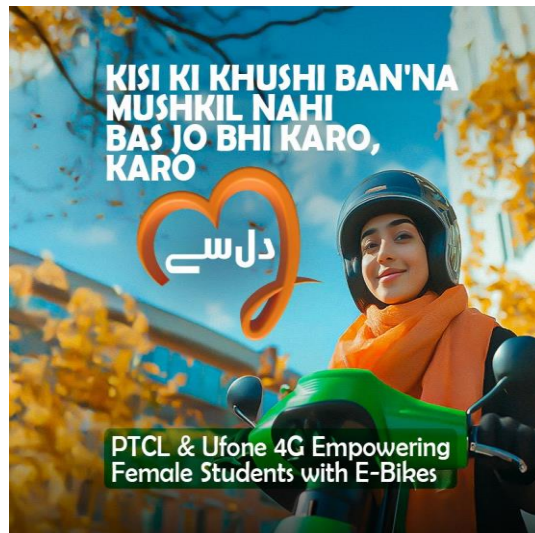
A social impact platform which was born from a belief that technology is most powerful when it serves humanity.



USING TECHNOLOGY AND EMPATHY TO UPLIFT LIVES AND TRANSFORM SOCIETIES.



Eid Joy: Surprising train passengers with Eid gifts at platforms, doubling the joy of the festive season.



E-Bikes for Girls: Providing e-bikes to young girls facing long commutes, enabling them to pursue education and opportunities with ease.



Water Pumps in Thar: Installing water pumps in the remotest areas of Thar, bringing life-changing access to clean water.



Mother's Day: Empowering mothers with digital literacy, giving them tools to connect and grow in the digital age.

Corporate Social Responsibility – 2024 Continued...

- **Gandhara Citrus Festival 2024:** Sponsored to promote citrus farming and preserve Gandhara heritage and arts.
- **Bano Achai Ki Misaal:** Ramadan campaign promoting digital giving to leading charitable organizations.
- **Disaster Relief in Balochistan:** Installed water filtration plant in Gwadar for flood-affected communities.
- **Annual Blood Donation Drive:** Employees donate blood annually to support healthcare and compassion.
- **Polio Awareness Campaign with UNICEF:** Used Ufone 4G to spread polio vaccination awareness nationwide.
- **Tech for Tomorrow (Pehli Kiran Schools):** Enabled uninterrupted digital learning with Blaze internet upgrades.
- **Breast Cancer Awareness (Pinktober):** Tower illuminated pink and awareness events held with key partners.
- **Youth IT Incubation Support:** Provided free broadband for digital skills training in underserved communities.
- **Cholistan School Supplies Drive:** Distributed bags to children in remote desert schools.





THANK YOU