

Pak Datacom Limited

CBS - 30 May 2025



Pak Datacom



Pak Datacom

Agenda

- Foundation
- Vision, Mission & Core Values
- Historical Performance
- Business verticals & Foot Print
- Financial Review
- International events Attendance- CABSAT & GITEX
- New Milestones
- Strategic Master Plan & Way Forward
- Conclusion



Pak Datacom

Foundation



- Pak Datacom Ltd was incorporated in 1992 under section 42 of the companies. It provides data connectivity services across Pakistan to local and International companies. Commercial operations commenced in 1994
- Listed in the Stock Market with 11,859,210 shares
- Telecomm Foundation is major share holder with 55% shares while 45% investment is made by General Public. State Life, National Bank and Family of Mr. Basit Waheed are major share holders among general public.
- Operates under the administrative control of the Board of Directors and with own service rules as approved by the Board of Directors.
- Does not receive any funding from the Government of Pakistan.



Pak Datacom



TELECOM FOUNDATION

Transforming Communities

55%

Vision

Spreading Technology

Mission

- Become the most credible company for digital data communications in Pakistan.
- Become a major innovative technology solutions provider in Pakistan.
- Become a regional and global technology brand.



Pak Datacom

Core Values

9



Overview



Pak Datacom

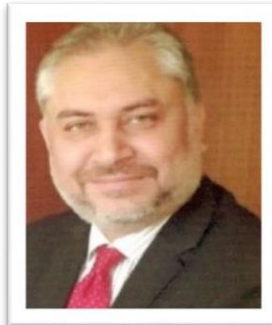
Board of Directors

She had been Member Finance (BPS 21) in AGPR. She possesses over 35 years of rich experience in Audit, Finance and Accounting disciplines.



Mrs. Rubina Safir (Director)

Joined State Life in 1995. He has vast professional experience in Senior Management positions in diversified fields such as Administration, Marketing, Audit & Accounts, Investment, Real Estate and Financial Matters. He possesses degrees acquired from UK London i.e., MBA, ACMA & ACEA.



Mr. Muhammad Izqar Khan (Director)

Holds over 20 years of rich experience in technology & IT field. He is pioneer of Ignite Technology Fund.



Syed Junaid Imam, (Director)



Syed Zomma Mohiuddin (Chairman)



Brig Syed Zulfiqar Ali, Retired, (CEO)

President's Pride of Performance, Sitara-e-Imtiaz (Military)
40 Years Experience in IT & Telecom with Executive Positions Globally

Is President and CEO Telecom Foundation. He has over 25 years of global experience and extraordinary professional skills in ICT leadership. An alumni of Oxford University & Kings College London, Author of the official Broadband Policy of Pakistan.



Mr. Perwaiz Khan (Director)

He has been Chairman PDL, MD TF and EVP PTCL. He holds Professional Experience spread over 33 years in the fields of IT and Telecom.



Muhammad Waheed, Esq (Director)

He was a Gazetted Government Officer in BPS-21 on various leading roles. He has more than 30 years experience of operational and general Administration. He had been Director/MD of Various state owned companies.



Mr. Shamim Ahmed Sherazi (Director)



Pak Datacom

is a dual qualified lawyer. He is a barrister of England and Wales and advocate of the High Courts of Pakistan. Called To the Bar by the Honorable Society of Lincoln's Inn.



Historical Performance

- Over 25 Years of Rich Experience in Telecom & Data Services
- Provides Global & Domestic Data Services
- Represents two fortune 500 companies in Pakistan 1.e., British Telecom and Orange Telecom
- Pioneer of VSAT services in Pakistan and Bangladesh
- Established VSAT Network for Pakistan Army, Navy & PAF



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Historical Performance cont...

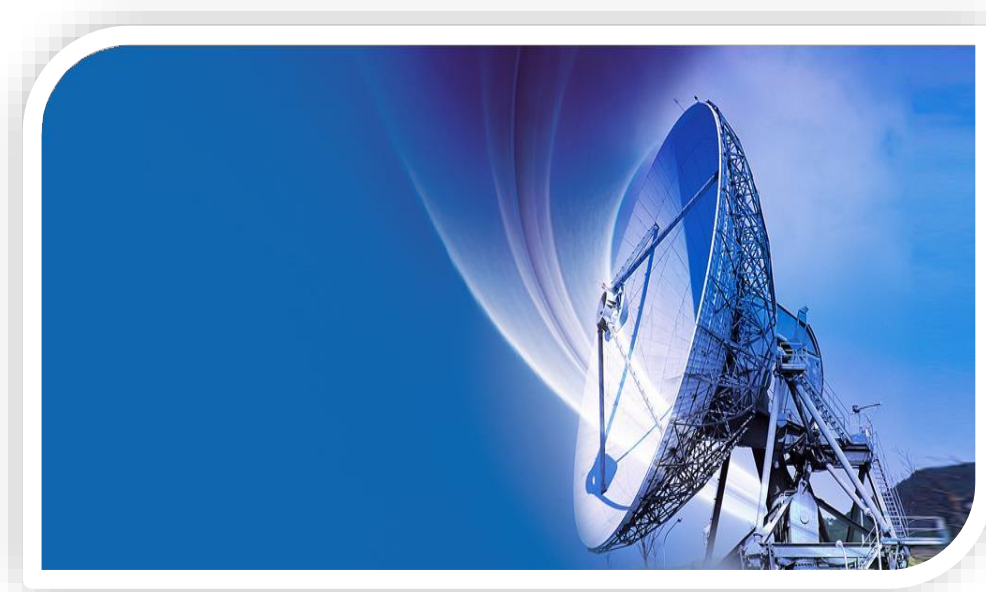


- Provides services to Banks and Oil Companies operating nationwide
- Has Established 3 Regional, 9 Remote Offices in Pakistan and one International office in UAE
- Operates with about 155 Professionals
- Remained actively engaged in Network Design, Implementation, Operation & Maintenance for GSM Backhaul for Telenor Pakistan in Northern Area & AJK via VSAT
- Acquired Fixed Local Loop (FLL) , IOT and Telecommunication Infrastructure Licenses (IL)



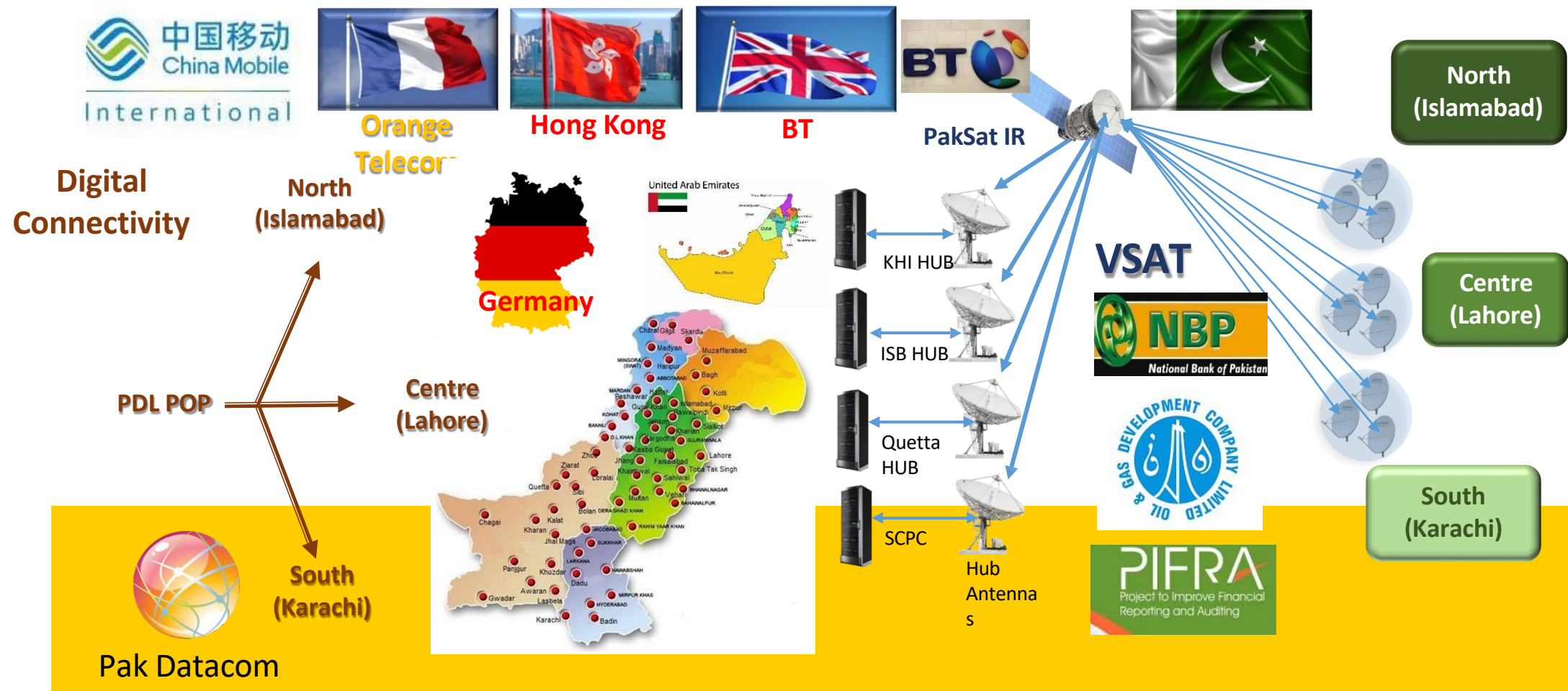
Business Verticals

- Global Data Connectivity - Terrestrial and Satellite
- Turnkey IT & Telecom Projects
- IT & Telecom Equipment Sales
- Green Energy – Solar Power
- Managed Services

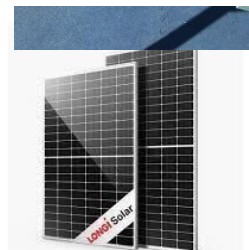
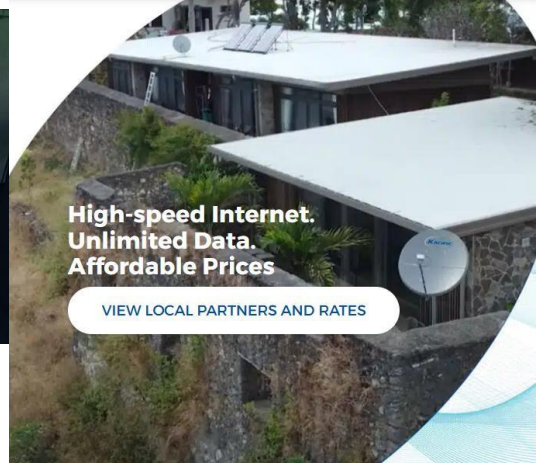


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Global Data Connectivity



Global Partners

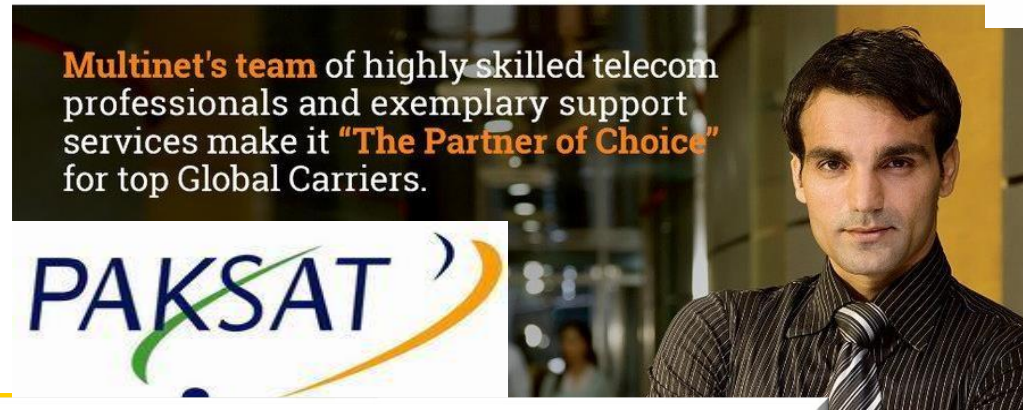


Local Partners



ABOUT US NETWORK PRODUCTS AND SERVICES CAREERS CONTACT

Search...



Pak Datacom



TELCO

INTEGRATORS

Valuable Customers



Government of Pakistan
Accountant General Pakistan Revenues
(AGPR)



Batco



National
Power
Construction
Corporation



Bank for Life



FAUJI FOUNDATION



National Telecom



Micro Finance
apna bank
Limited



اپنا بینک



Pak Datacom



Financial Overview

World Telecom Market Status



- The worldwide telecom services market is projected to see a growth slowdown, with International Data Corporation (IDC) expecting a 1.6% increase in spending next year, reaching \$1,535 billion, compared to a 2.2% increase in 2024, reaching \$1,510 billion, according to the Worldwide Semiannual Telecom Services Tracker.
- This suggests the market is expected to experience a slower growth rate in the near future.



Financial Overview

- Historically Pak Datacom Limited has established itself in the market from it's own financial resources.
- Dividend payout ratio in past is higher than the earnings per share.
- PDL has always avoided Debt Financing/ Bank Borrowing and relied on it's integral resources.
- The company has shown positive growth trend since August 2020.



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Pak Datacom in PSX Overview

- There are **about 456** companies listed on the PSX with a total market capitalization of PKR 12.525 Trillion
- Out of 456, only 16, IT & Telecommunications Companies (including Pak Datacom) are listed in PSX
- Pak Datacom is one of the best in profitability



16

2nd-2024

1st-2023

1st-2022



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Pak Datacom Growth

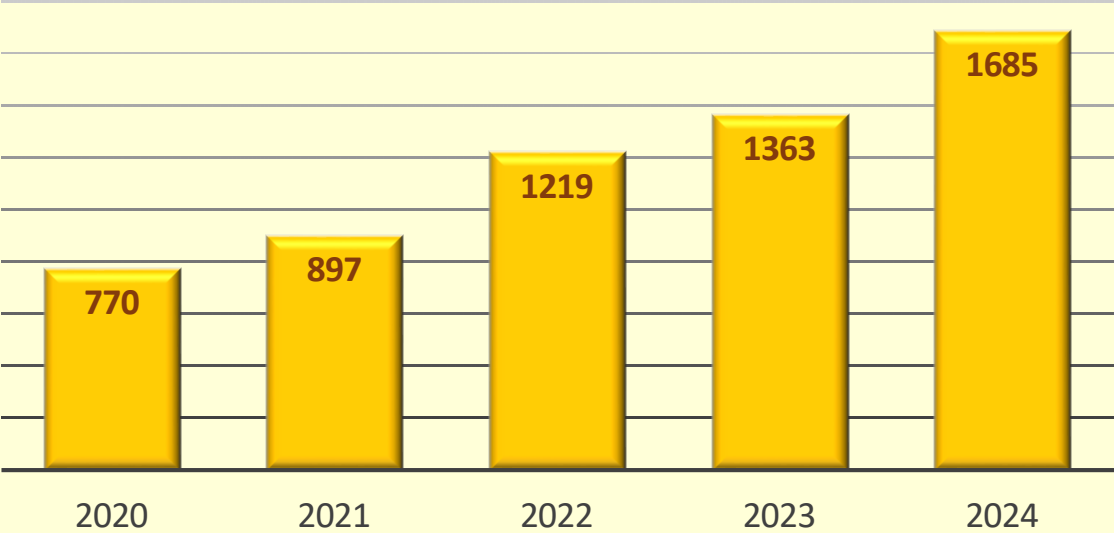


- The global telecom services market is expected to expand at a compound annual growth rate (CAGR) of 6.2% from 2023 to 2030.
- The Pakistan telecom market is expected to grow at a CAGR of 7% over the next five years.
- **Pak Datacom has achieved the CAGR of 23.4%. In last 3 years i.e., Pak Datacom has over achieved by 16.4%.**

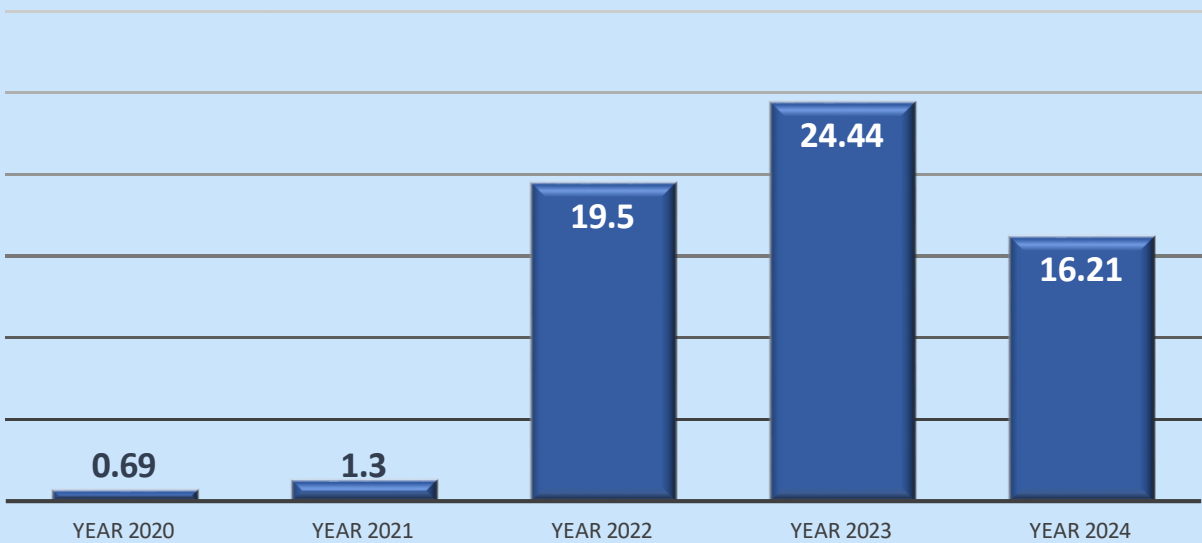


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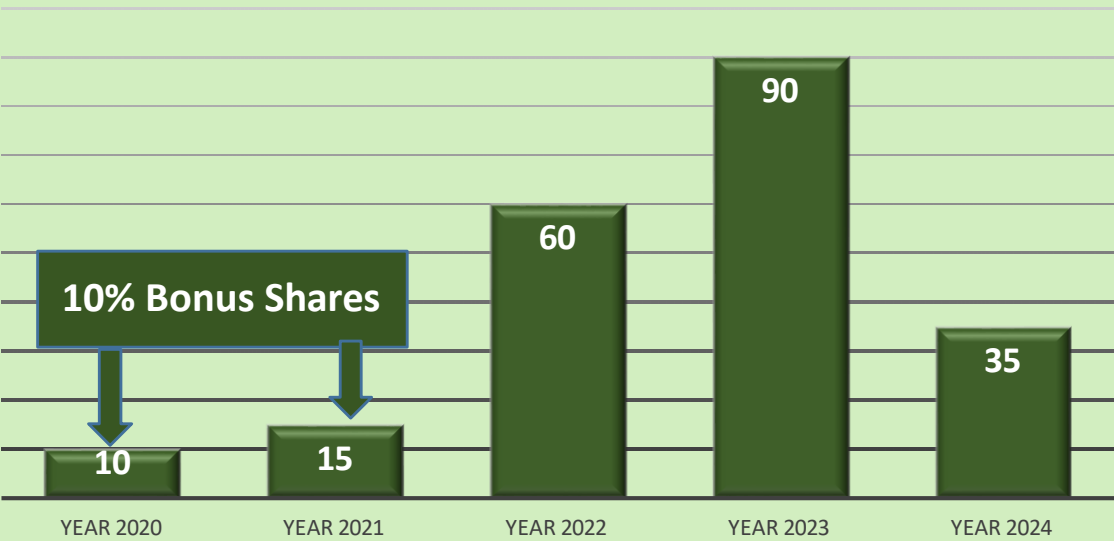
Revenue PKR M



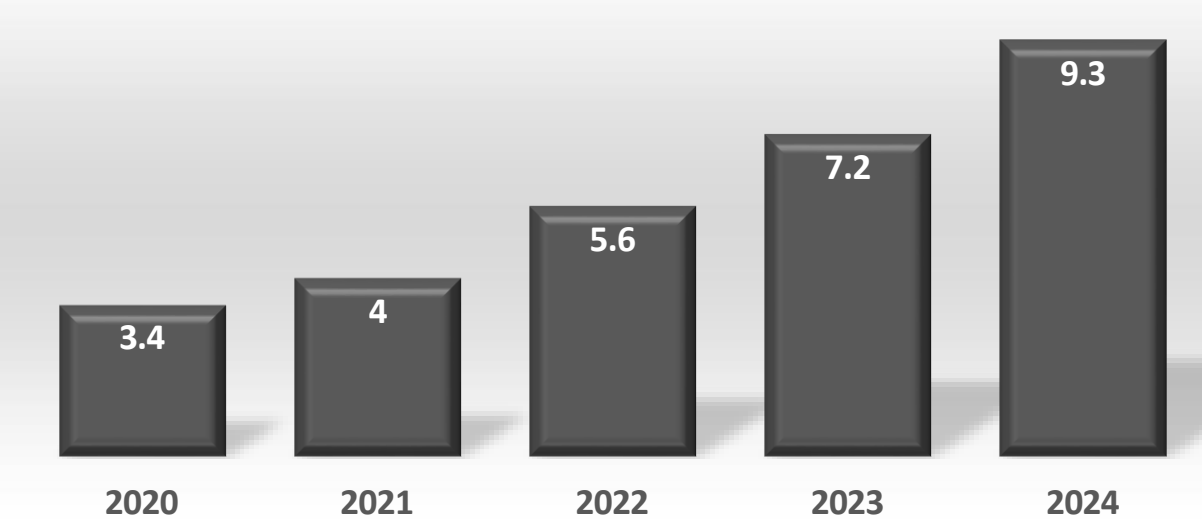
EPS



Pay Out



ARPE in PKR M



Pak Datacom Growth Analysis

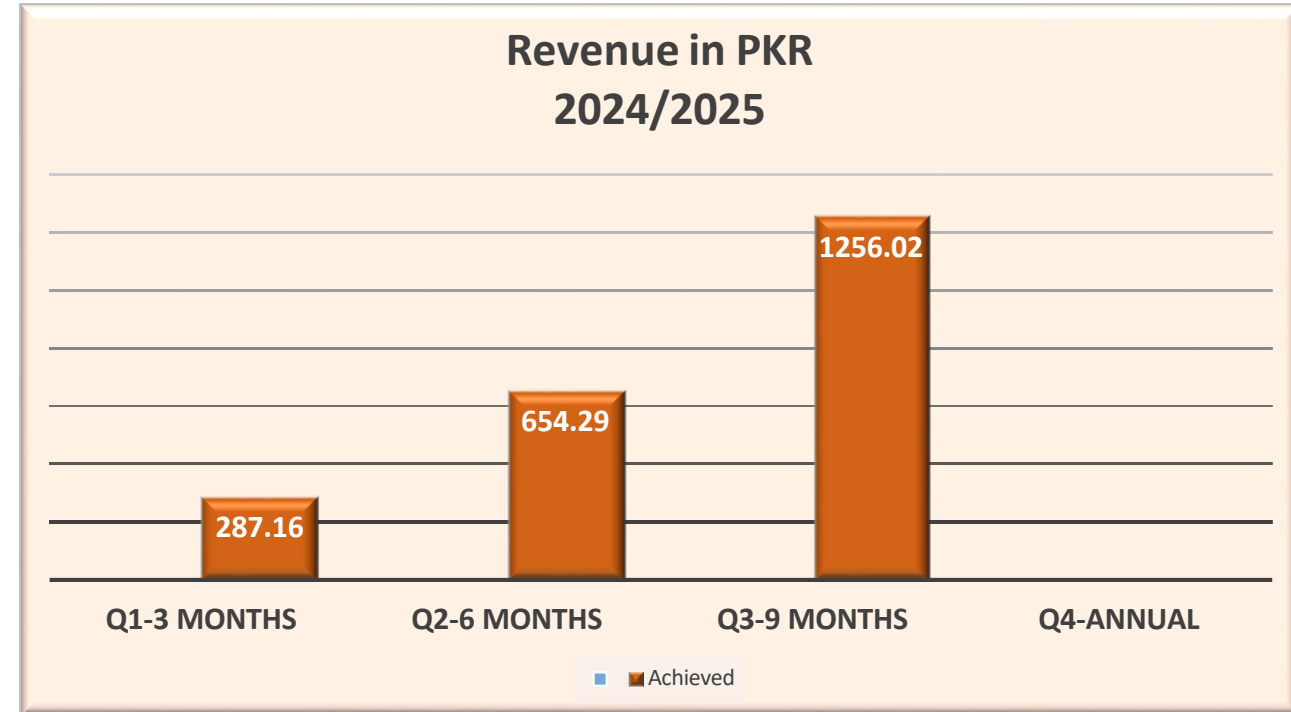
- Continuous Highest Ever Revenue in last 3 years
- PKR 788 M Revenue Growth in last 3 years
- PKR 262 M Average Revenue Growth/Year in last 3 years
- 29% Average Revenue Growth/Year in last 3 years
- 24.44 Highest ever EPS in year 2022/2023
- 20 Average EPS/Year in last 3 Years
- 61% Average Pay Out/Year in last 3 years over and above bonus shared in 2020 7 2021
- Average Revenue/Employee growth from 3.4 M PKR to 9.3 M PKR



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Pak Datacom Year 2025

- First 2 quarters remained sluggish due to initiation of new businesses.
- Revenue of the new businesses started accruing in third quarter
- Third quarter recognized the revenue equivalent to sum total of first two quarters
- The company will In Shaa Allah maintain its growth trend and will surpass the historic high revenue



Pak Datacom Record High Stock Price

PKR 194.69 on 27th May 2025

- Efficient management
- Adherence to our vision, mission & core values
- Business Expansion & diversification
- Visible continuous growth
- Profitability



Investor's Confidence



Pak Datacom



May 29, 2025 7:25 AM

PSX KNOWLEDGE CENTER

PSX CORPORATE WEBSITE

Symbols

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PAKD

QUOTE

PROFILE

EQUITY

ANNOUNCEMENTS

FINANCIALS

RATIOS

PAYOUTS

REPORTS

Pak Datacom Limited

TECHNOLOGY & COMMUNICATION

Rs.194.69 ▲ 17.70(10.00%)

1D

1M

6M

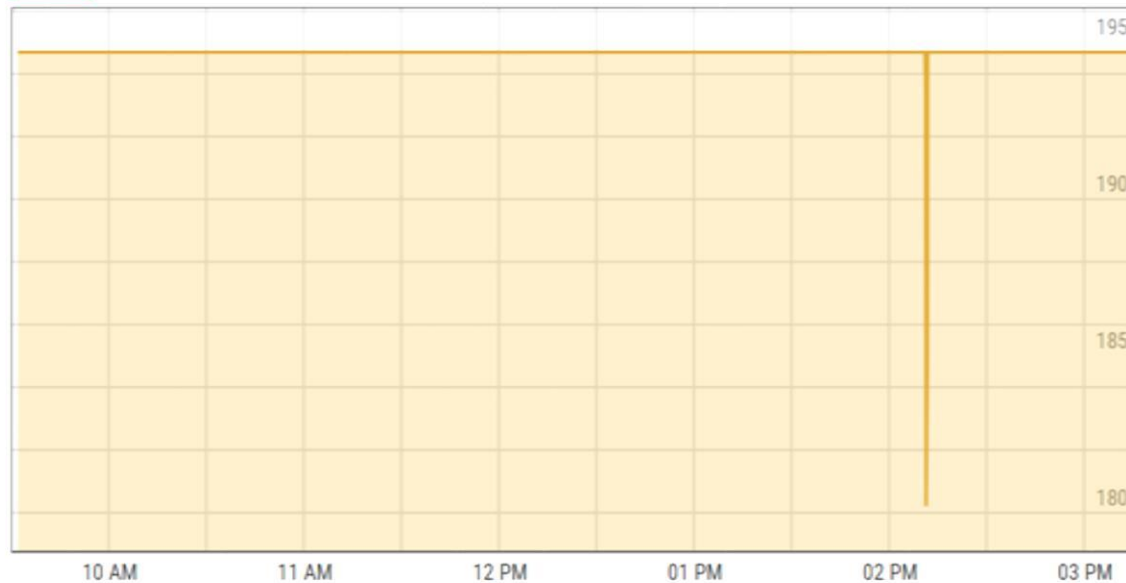
YTD

1Y

3Y

5Y

As of Tue, May 27, 2025 3:38 PM



REG

FUT

ODL

OPEN

194.69

HIGH

194.69

LOW

180.21

VOLUME

263,069

CIRCUIT BREAKER

175.22 – 214.16

DAY RANGE

180.21 – 194.69

52-WEEK RANGE

63.00 – 194.69

ASK PRICE

0.00

ASK VOLUME

0

BID PRICE

0.00

BID VOLUME

0

LDCP

194.69

VAR

38.50

HAIRCUT

42.50

P/E RATIO (TTM) **

11.88

1-YEAR CHANGE *

▲ 158.21%

YTD CHANGE *

▲ 22.72%

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How have we achieved these Results?

- **Business Expansion & Diversification**
- New Business Verticals
- International Business
- Green Energy (Solar)
- Managed Services
- IT Trainings



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Pak Datacom at CABSAT 2024

- PDL Team attends CABSAT
- CABSAT is the only dedicated Satellite Communications event which attracts over 18,874 industry professionals and media markets in the MEASA region.
- The entire industry is in attendance, from Engineers, System Integrators and Broadcasters within Digital, Content, Broadcast; to Content Buyers, Sellers, Producers and Distributors.
- This event helps Pak Datacom for new business leads



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Pak Datacom at GITEX 2024

- PDL Business development Team attends GITEX
- GITEX GLOBAL, stands as the world's most established and iconic large-scale tech exhibition
- For over four decades, it has been the premiere gateway for tech creators, investors, and enthusiasts to collaborate. This year, the event scales new heights, spanning across two mega venues - Dubai World Trade Centre & Dubai Harbour
- It offers **an unprecedented 40+ halls of exhibition space**, showcasing tech giants and innovative startups in fields like AI, Cybersecurity, Mobility, Sustainable Tech, and more
- This event helps Pak Datacom for new business leads



Pak Datacom



Pak Datacom New Mile Stones

- New Memorandum of association (MOA) has been incorporated in accordance with Companies Act, 2017 guidelines by relinquishing the older MOA which was consistent with Companies Act, 1984.
- “The company has modified its object clause to reflect the exclusion of the reference of Pakistan Telecommunication Authority (PTA) and included a broader scope for conducting business.
- There is no change in the existing business activities and it will carry on as usual.
- The company shall engage in all lawful businesses, including but not limited to telecommunications, data infrastructure, internet services, information technology, provision of alternative/ green energy etc.”





Pak Datacom New Mile Stones

- FLL License authorizes the licensee to construct local network facilities in licensed region and provide basic public telephone access and other telecommunication services.
- Authorizes VSAT services for communication exclusively within the licensed region.
- Establish, maintain, and operate fixed-line voice services.
- Provide data and broadband internet services over the local loop.
- Offer leased line or dedicated connectivity services to enterprises.
- Deploy technologies like copper lines (xDSL), fiber optics (FTTH), or wireless local loop (WLL), as allowed.
- Offer Value-Added Services (VAS) such as voicemail, caller ID, conferencing, etc.



Pak Datacom New Mile Stones

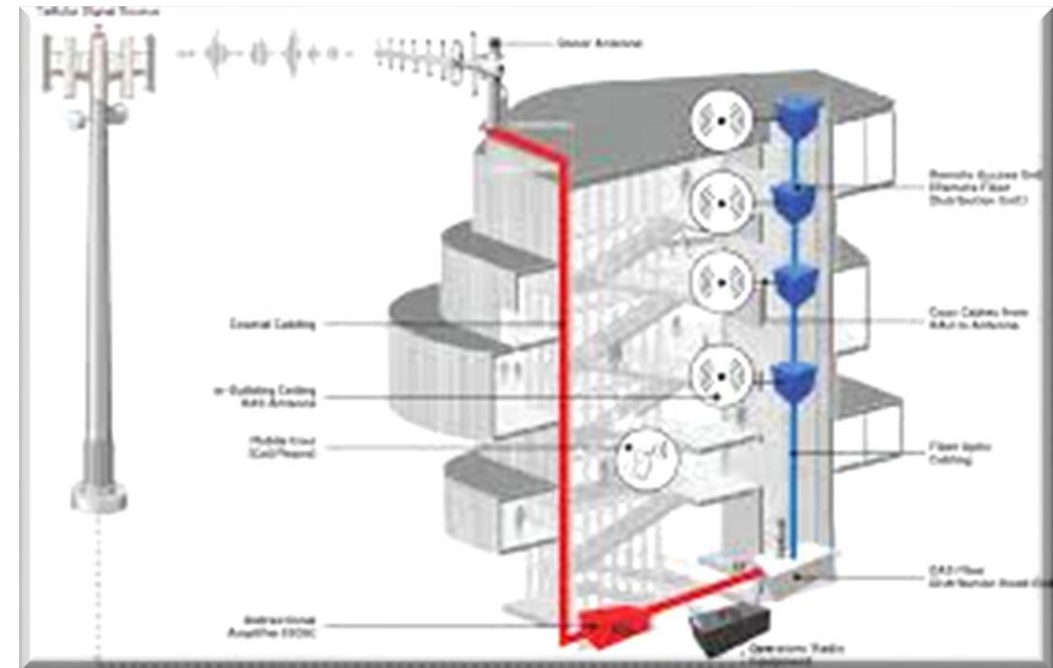
Partnership with Kacific for High Speed Satellite Internet

- Kacific is a next-generation broadband satellite operator. Kacific is committed to providing universal, fast, high-quality broadband access at an affordable cost using robust technologies and an agile business model
- Kacific is a wholesale business selling to telecommunications operators, internet service providers, governments and other service providers
- Kacific and Starlink are both satellite internet providers, but they cater to different markets and have distinct strengths. Kacific focuses on providing affordable, high-speed internet access in areas with limited infrastructure. Starlink, on the other hand, aims to provide low-latency, high-speed internet globally, with a particular focus on rural areas and remote communities
- Kacific is operational in Pakistan while Starlink is still undergoing the process of authorization



Pak Datacom New Mile Stones In Building Solutions

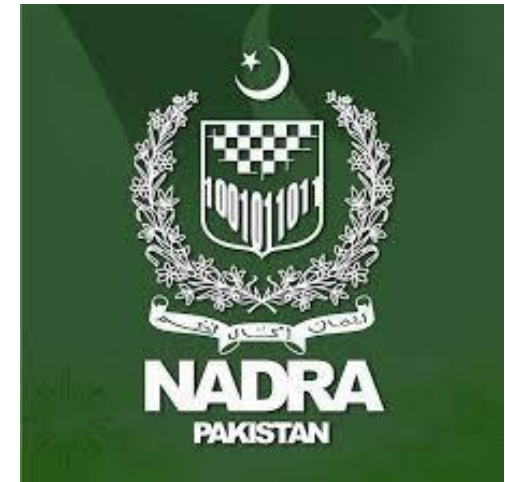
- Most of the buildings in Pakistan suffer from connectivity issues.
- In-building solutions (IBS) are technologies and systems designed to optimize mobile network coverage and performance within buildings and other indoor environments.
- This often includes solutions like Distributed Antenna Systems (DAS), Small Cells, and cabling to enhance signal strength and coverage.
- PDL has prepared feasibility for installation of these systems in Government & Corporate Buildings



Pak Datacom New Mile Stones



Provision of Indigenous VSAT Solution to **NADRA**



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Pak Datacom New Mile Stones

Provision of VSAT Solution to **SNGPL**



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Pak Datacom Strategic Master Plan



Pak Datacom Way Forward Business growth Strategy

- Survivability
- Sustainability
- Scalability



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Business Growth Strategy

- **Survivability**

- PDL will continue operating effectively, even when parts of the system are damaged or destroyed, due to events like natural disasters, failures, or attacks
- Upgradation of Data Network
- Retention of Existing Business
- Aggressive Pricing & After Sales Support
- Digital Transformation
- International Business



Business Growth Strategy

- **Sustainability**

- PDL will put in efforts to minimize its environmental impact, reduce resource consumption, and promote social responsibility
- Business development in sustainable businesses (Solar Energy)
- Collaborations & partnerships
- Calculated Risk Based Investment
- Business Diversification (Not all Eggs in One Basket)
- Adequate Cash Flow (Priority based Spending)



Business Growth Strategy

- **Scalability**
 - PDL endeavors to handle increasing demands, such as more users, devices, or data, without compromising performance or reliability
 - Expansion in Existing Business
 - Small Scale Start – New Business
 - Steady Growth – New Business



Pak Datacom plans to become a major telecom and technology brand in and out of Pakistan, fulfilling all customer needs in prevailing

DIGITAL WORLD

In Shaa Allah



Pak Datacom

Q&A

Thanks