

**SUPERNET LTD**

**CORPORATE BRIEFING SESSION**

**26<sup>TH</sup> NOVEMBER, 2025**



ONE-STOP SHOP TO  
**POWER ALL YOUR IT & COMMUNICATION NEEDS**



# ABOUT SUPERNET

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# ONE-STOP SHOP TO POWER ALL YOUR ICT NEEDS

Supernet offers a full portfolio of local-to-global communications, cybersecurity, power infrastructure solutions to enable key business processes of its customers. With its unmatched technical expertise, extensive range of services and solutions, and broadest presence of support staff, Supernet is ready to connect and power up your business anywhere!



## MOST EXPERIENCED

Supernet is one of the first private sector telecommunications providers, operating since 1995. From its simple beginnings as a dial-up ISP, Supernet has evolved into a nationwide provider of reliable ICT, Power & Telecommunication services.

## UNMATCHED EXPERTISE

Supernet has developed unmatched expertise in offering solutions and customer applications using a wide variety of solutions including technologies related to telecommunication, IT infrastructure, Cybersecurity and Power solutions

## WIDEST PRESENCE

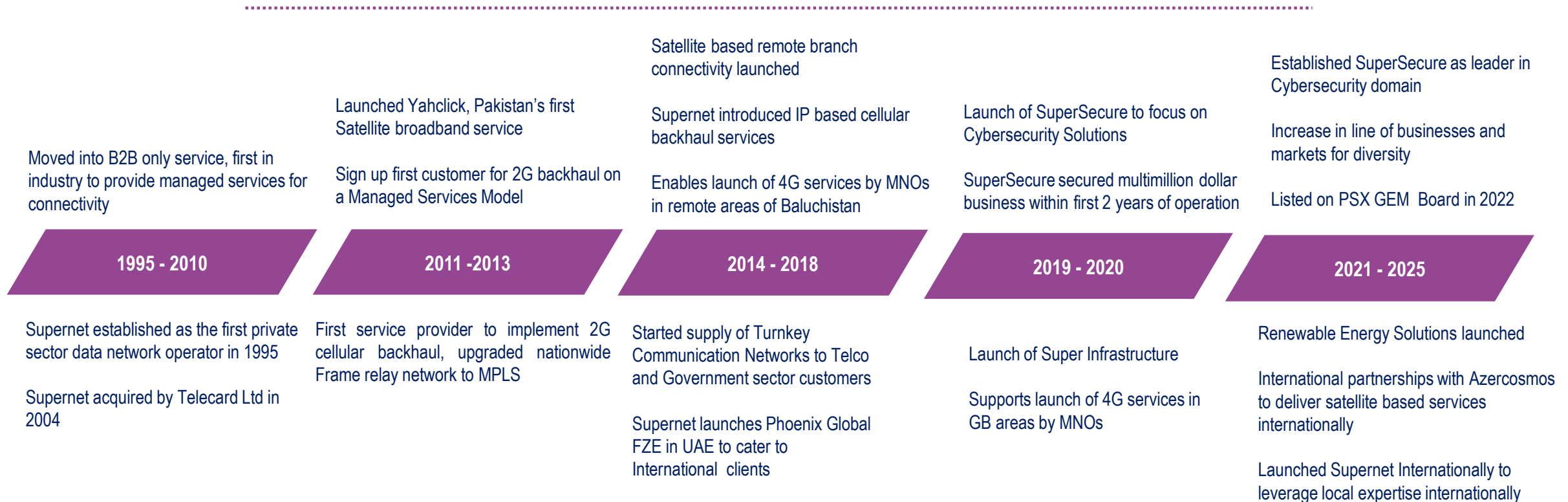
Supernet provides services throughout the country, with its support teams available even in the remotest of areas. And through our global partnerships we can meet customers' ICT needs anywhere in the world..

# INTRODUCTION & TIMELINE



Empowering Networks

- Founded in 1995, Supernet is one of Pakistan's leading telecommunications service provider and systems integrator
- The Company offers a full portfolio of local-to-global integrated communications, cybersecurity and infrastructure solutions to Telecoms, Defense, Enterprise and Government sectors / customers
- Highly trained and experienced human resource in wide range of Communication & IT technologies spread across Pakistan in more than 200 cities and towns
- Expertise in domains beyond telecommunication including cyber security, routing & switching, data centers, power systems, and software solutions through subsidiaries: SuperSecure, SuperInfra and SES
- Supernet Limited currently employees 396 employees.



# SNL SUBSIDIARIES



Empowering Networks



## **Supernet Secure Solutions (Pvt) Limited**

Supernet Secure Solutions Pvt. Ltd with the brand name of SuperSecure is a new venture of Supernet Ltd and was established in 2019 to cater the growing need of cyber security solutions and mainly Cyber security services required by enterprise customers locally and globally. SuperSecure is a managed security service provider (MSSP) with a dedicated and experienced team of experts, focused on information security solutions and services. SuperSecure is also committed to bringing state-of-the-art technologies and solutions from the world's leading vendors for their customers.



## **Supernet Infrastructure Solutions (Pvt) Limited**

Supernet Infrastructure Solutions Pvt. Ltd with the brand name of SuperInfra is 100% subsidiary of Supernet Ltd and has been launched to provide state of the art IT and related Infrastructure solutions. The solutions cover Microsoft products and services, LAN, WIFI, Routing & Switching, Surveillance, Data Centers, Solar and Power solutions.



## **Supernet E-Solutions (Pvt.) Limited**

Supernet E-Solutions Pvt. Ltd (SES) is another fully owned subsidiary of Supernet Ltd. SES offers pre-packaged software and integrated ICT solutions to automate the most common processes of organizations to help improve productivity and quality of services.



Phoenix Global FZE

## **Phoenix Global (Supernet Global Solutions)**

Phoenix Global is a UAE based company that offers a wide range of IT & Communication solutions to the international Clients.

# WHO WE SERVE

Supernet focuses on better understanding its customers needs and designing solutions around these. SNL Design and Sales teams are based around our key customer verticals.



# PRODUCTS AND SERVICES



Empowering Networks

## CONNECTIVITY

Supernet provides Nationwide and International Connectivity Services using a diverse mix of optical fiber, wireless and satellite networks to deliver a solution tailored to each customer.

## SECURITY

Supernet is providing IT Security Services and solutions through one of its group companies. “**Supersecure**”, is a Managed Security Service Provider (“**MSSP**”) with a dedicated team of experts, focused primarily on Information Security Solutions.

## POWER SOLUTIONS

Supernet Infrastructure Solutions offers a wide range of **Electrical Power Solutions & Services** to strengthen the power infrastructure in terms of availability, efficiency, lifecycle and environmental friendliness.

## IT & INFRASTRUCTURE SOLUTIONS

Supernet IT & Infrastructure solutions provide its customers the option to outsource all their ICT requirements on OpEx and CapEX Model, leaving them free to focus on their business

# SNL CUSTOMERS



Empowering Networks



# PAKISTAN'S DIGITAL TRANSFORMATION: MARKET OUTLOOK & ADAPTATION



Empowering Networks

## Accelerating Digital Connectivity & Evolving Business Landscape

- Surging Broadband Subscriptions driving broadband expansion.
- Shift to Online Models: The transition from physical to online platforms is accelerating.

## Critical Demand: IT Infrastructure, Cybersecurity & Green Energy Solutions

- The expanding digital landscape is intensifying the need for robust IT infrastructure and cybersecurity solutions.
- Businesses are heavily investing in scalable, efficient and secured IT systems for their presence online.
- Increasing focus on sustainability is boosting demand for green energy solutions across all sectors.

## High-Growth Frontier: Software & IT services

- Explosive Growth: Pakistan's Software Exports project a 22% CAGR, from current \$3.8 Billion to approx \$11 Billion by 2030.
- Key Growth Drivers: This phenomenal growth is fueled by strong government initiatives and rising global demand.

## Embracing Emerging Technologies: AI & Cryptocurrency

- Strong government support for AI and blockchain integration is accelerating innovation and adoption across diverse sectors.
- Focus on Crypto by government will open up new opportunities

**Supernet continues to be a key enabler of such digital adoption for corporate Pakistan.**

# STRATEGY & POSITIONING: CAPITALIZING ON INEVITABLE DIGITAL DEMAND

## Connectivity: Powering the Data Explosion

- We provide high-capacity infrastructure to handle exponential surge in data from Telcos and Enterprises.
- Our multi-technology expertise ensures reliable internet and data access everywhere, from cities to remote regions.

## IT, Cybersecurity, Software & Power Solutions : Meeting Indispensable Needs

- We deliver the non-negotiable IT infrastructure for seamless digital operations, ensuring continuous demand.
- Our Managed Security Services shield businesses from evolving threats and cyber attacks.
- Our Power Solutions reduce operational costs and meet environmental goals in high-growth commercial/industrial sectors.

## Global Platforms: Unlocking Overseas Expansion

- We're strategically expanding into lucrative international markets, showcasing Supernet's global ambition.
- Our established UAE presence serves as a dynamic base to push services across the broader MENA region.

## Sustainable, Recurring Revenue with diversified customer base and technology portfolio

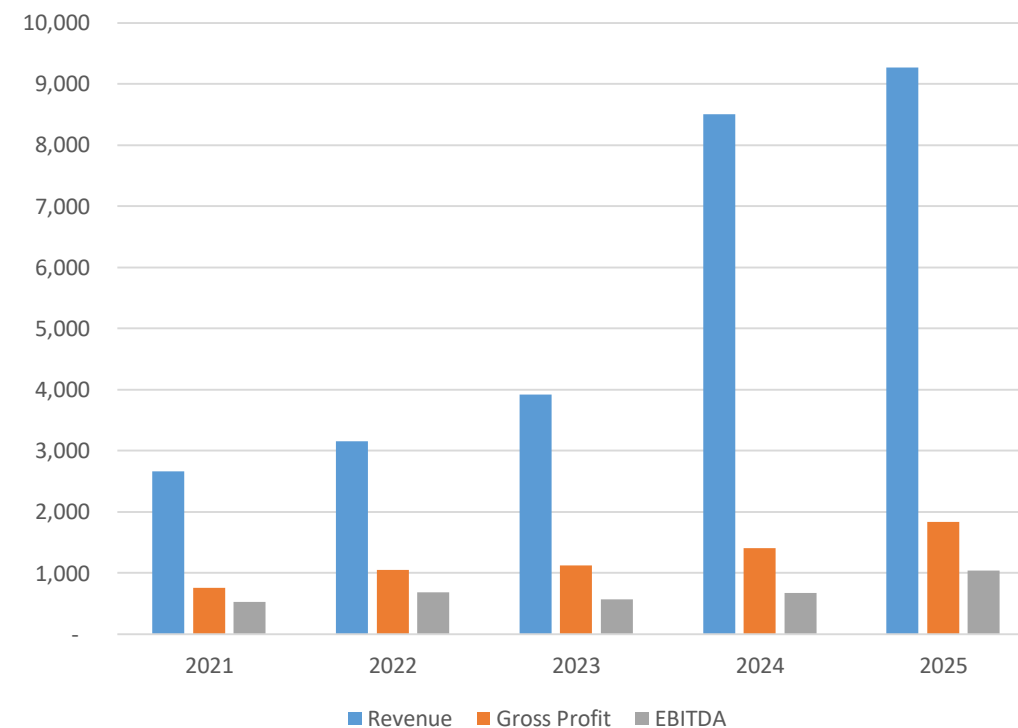
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# FINANCIAL PERFORMANCE ANALYSIS

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# SUPERNET CONSOLIDATED ANNUAL P&L Rs. IN MILLIONS

| PKR in (000)            | 2021        | 2022         | 2023         | 2024         | 2025         |
|-------------------------|-------------|--------------|--------------|--------------|--------------|
| Revenue                 | 2,665       | 3,156        | 3,920        | 8,502        | 9,269        |
| Direct costs            | (1,906)     | (2,104)      | (2,792)      | (7,101)      | (7,437)      |
| <b>Gross profit</b>     | <b>759</b>  | <b>1,053</b> | <b>1,128</b> | <b>1,401</b> | <b>1,832</b> |
| <i>Gross Profit</i>     | <i>28%</i>  | <i>33%</i>   | <i>29%</i>   | <i>16%</i>   | <i>20%</i>   |
| SG&A                    | (422)       | (655)        | (828)        | (911)        | (987)        |
| Other income            | 28          | 17           | 25           | 27           | 23           |
| <b>Operating profit</b> | <b>366</b>  | <b>415</b>   | <b>325</b>   | <b>517</b>   | <b>868</b>   |
| <i>Operating Margin</i> | <i>14%</i>  | <i>13%</i>   | <i>8%</i>    | <i>6%</i>    | <i>9%</i>    |
| Finance costs           | (26)        | (27)         | (44)         | (51)         | (38)         |
| Taxation                | (107)       | (100)        | (93)         | (225)        | (357)        |
| <b>PAT</b>              | <b>233</b>  | <b>288</b>   | <b>188</b>   | <b>241</b>   | <b>473</b>   |
| <b>EBITDA</b>           | <b>528</b>  | <b>683</b>   | <b>571</b>   | <b>677</b>   | <b>1041</b>  |
| <i>EBITDA Margin</i>    | <i>20%</i>  | <i>22%</i>   | <i>15%</i>   | <i>8%</i>    | <i>11%</i>   |
| <i>EPS</i>              | <i>2.33</i> | <i>2.80</i>  | <i>1.50</i>  | <i>1.93</i>  | <i>3.79</i>  |



# ANNUAL 2024 Vs ANNUAL 2025 – CONSOLIDATED – Rs. In '000

|                                        | 2025             | 2024             | Difference | %          |
|----------------------------------------|------------------|------------------|------------|------------|
| Revenue                                | 9,269,477        | 8,502,287        | 767,190    | 9%         |
| Direct costs                           | (7,436,592)      | (7,100,668)      | 335,924    | 5%         |
| <b>Gross profit</b>                    | <b>1,832,885</b> | <b>1,401,619</b> | 431,266    | <b>31%</b> |
| <i>Gross Profit %</i>                  | <i>20%</i>       | <i>16%</i>       |            |            |
| G&A                                    | (987,464)        | (910,790)        | 76,674     | 8%         |
| Other (expense) / income               | 22,723           | 26,546           | (3,823)    | -14%       |
|                                        | (964,741)        | (884,244)        |            |            |
| <b>Operating profit</b>                | <b>868,144</b>   | <b>517,375</b>   | 350,769    | <b>68%</b> |
| <i>Operating Margin</i>                | <i>9%</i>        | <i>6%</i>        |            |            |
| Finance costs                          | (37,948)         | (51,318)         | (13,370)   | -26%       |
| <b>Profit / (loss) before taxation</b> | <b>830,196</b>   | <b>466,057</b>   |            |            |
| Taxation                               | (356,931)        | (224,768)        | 132,163    | 59%        |
| <b>Net Profit / (loss)</b>             | <b>473,265</b>   | <b>241,289</b>   | 231,976    | 96%        |
| <b>EBITDA</b>                          | <b>1,041,223</b> | <b>677,335</b>   |            |            |
| <i>EBITDA Margin</i>                   | <i>11%</i>       | <i>8%</i>        |            |            |
| <i>EPS</i>                             | <i>3.79</i>      | <i>1.93</i>      |            |            |

# 2025 KEY HIGHLIGHTS AND 2026 OUTLOOK

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# DIVERSIFYING INTO HIGH-MARGIN E-SOLUTIONS



## Building Predictable, High-Value Revenue

### Secured Recurring Revenue

- **Long-Term Contracts:** Secured 3-to-5-year commitments in high-demand services (Cyber Security, IT Infrastructure).
- **Client Trust & Predictability:** Multi-year deals with major clients in Banking, Oil & Gas, MNOs, and Defense ensure enhanced revenue predictability.

### High-Potential Growth Segments

- **Strategic Expansion:** Actively growing footprint in Enterprise Security Solutions and Business Process Software Platforms (BPO).
- **Global Alliances:** Leveraging key global partnerships and in-house expertise to capture the fast-growing, high-value export market.

### Enabling Foundations

- **Human Capital Investment:** Continuous investment in our experienced human resources to deliver best-in-class, complex solutions.
- **FLL License & Profitability:** Capitalizing on the FLL license and converting high-demand services into profitable, long-term contracts.

# FY 2025 KEY HIGHLIGHTS: SCALING, DIVERSIFICATION, AND LONG-TERM CONTRACTS



## Record Revenue and Strategic Growth Across Critical Sectors

**Total Contract Value of PKR 9,957m+ Secured in FY 2025 across all business lines**

### **I. Connectivity Portfolio (PKR 4,701 Mn)**

- Banking Network: Secured a 5-year (extendable) contract worth PKR 833 Mn+ for 1,800 bank branches
- MNO & MEO Sat: Won MNO Network Operations SLAs (3-year) for PKR 1,940 Mn+ and MEO Satellite Services (3-year extendable) for PKR 1,030 Mn+

### **II. High-Margin Cybersecurity (PKR 1,750 Mn)**

- Large-Scale Projects: Secured PKR 1,750 Mn in project wins across various sectors
- Major Sector Wins: Includes a 5-year project with an MNO for PKR 700 Mn+ and a 3-year project with the Banking sector for PKR 196 Mn+
- Banking Success: Non-connectivity business (Cybersecurity) generated USD 1.76 Million from banking customers.

### **III. Portfolio Strength & Outlook**

- Recurring Revenue: Currently secure 81 Million in current monthly billing as long-term contracts (2-3 years) with almost all banks
- New Clients: Added Karakoram Cooperative Bank, Halan Microfinance Bank, and Raqami Islamic Digital Bank, among others, to the portfolio

## The Strategic Rationale

**Value Enhancement:** Core initiative to create long-term growth and enhance stakeholders' value.

**Operational Synergy:** Identified and pursuing significant operational efficiencies and strengthening market position.

## Key Milestones Achieved (FY 2025)

**Board Approval:** Approved by the Boards of Directors of both Supernet Limited and STL.

**Shareholder Mandate:** Approved by the majority of shareholders at an Extraordinary General Meeting (EGM) on 27 June 2025.

## The New Structure & Benefit

**Merger:** The merger will result in the migration of Supernet Limited from Gem Board to the Main Board of the Pakistan Stock Exchange (PSX)

**Surviving Entity:** STL will continue as the surviving listed on the main board.

## Current Status

The Merger Petition is currently pending adjudication before the Hon'ble Sindh High Court.

- With outlook of stable dollar, lower inflation and low interest rate.
- Increased reliance of Govt, businesses and consumers on online banking, driving for increased ICT spending by public & private sector
- Demand related to Cybersecurity solution and services is consistently growing across all sectors including national critical infrastructure.
- Demand for affordable power continues to grow from industry due to considerable arbitrage between self generation through solar and grid power costs
- **One-Stop Shop for Digital Solutions**
  - SNL continues to position itself as one stop shop on all these areas as Pakistan goes Digital;
  - Aims to be the key enabler of digital adoption by Corporate Pakistan and become their trusted digital partner.
  - Working in all sectors with the diversified products and services.
  - Focusing on defence sector
- **International Market Entry:**
  - Supernet going Global by entering the International markets
  - Leveraging the expertise on existing product and services to deliver similar projects and services in International market
  - Capitalize on Cybersecurity demand in International market

Q & A

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