

Telecard & Supernet Technologies

Corporate Briefing
Session
FY 2024-25

AGENDA

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1

TELECARD GROUP OVERVIEW

2

THE BUSINESS

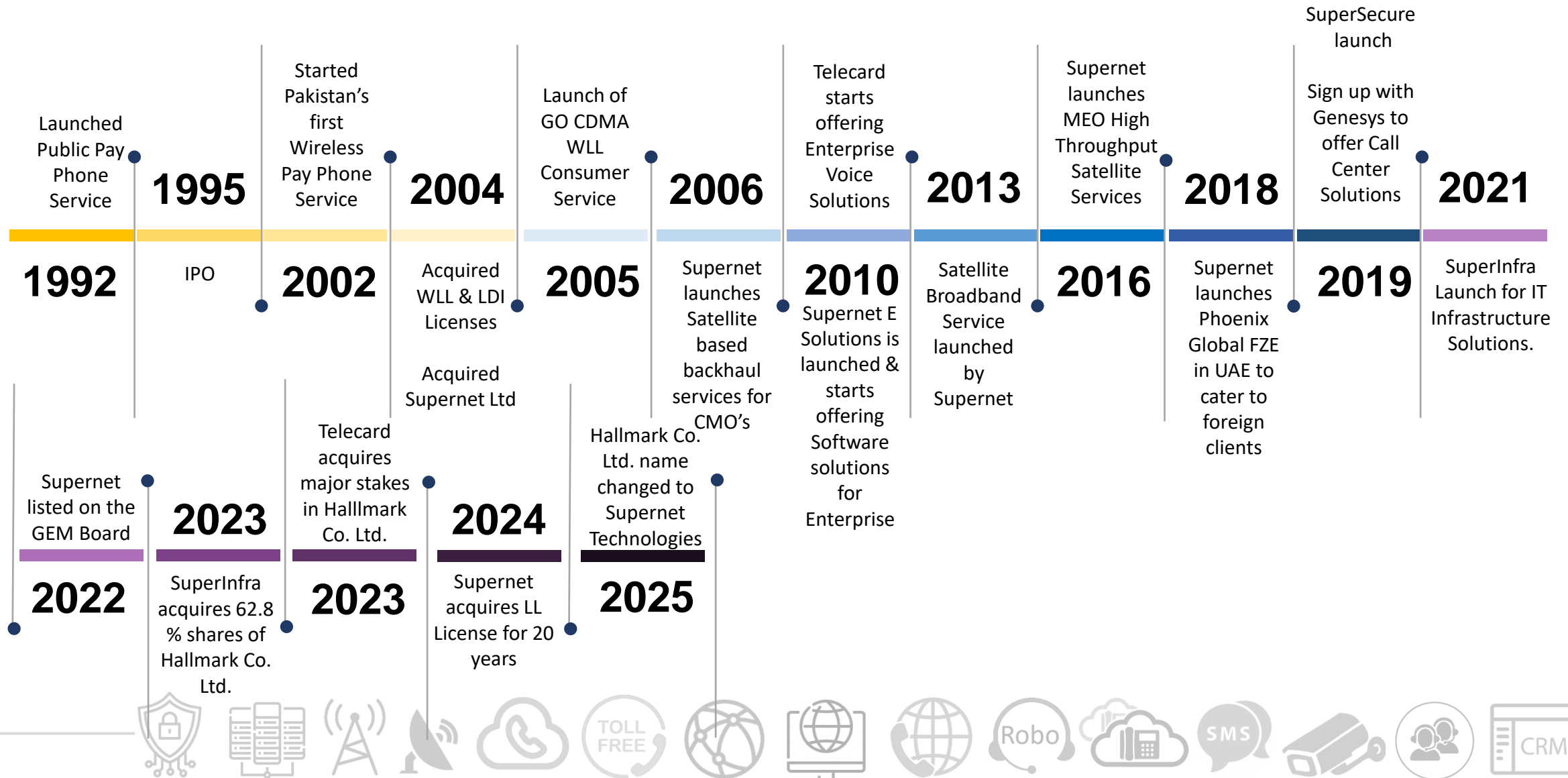
3

FINANCIAL PERFORMANCE ANALYSIS

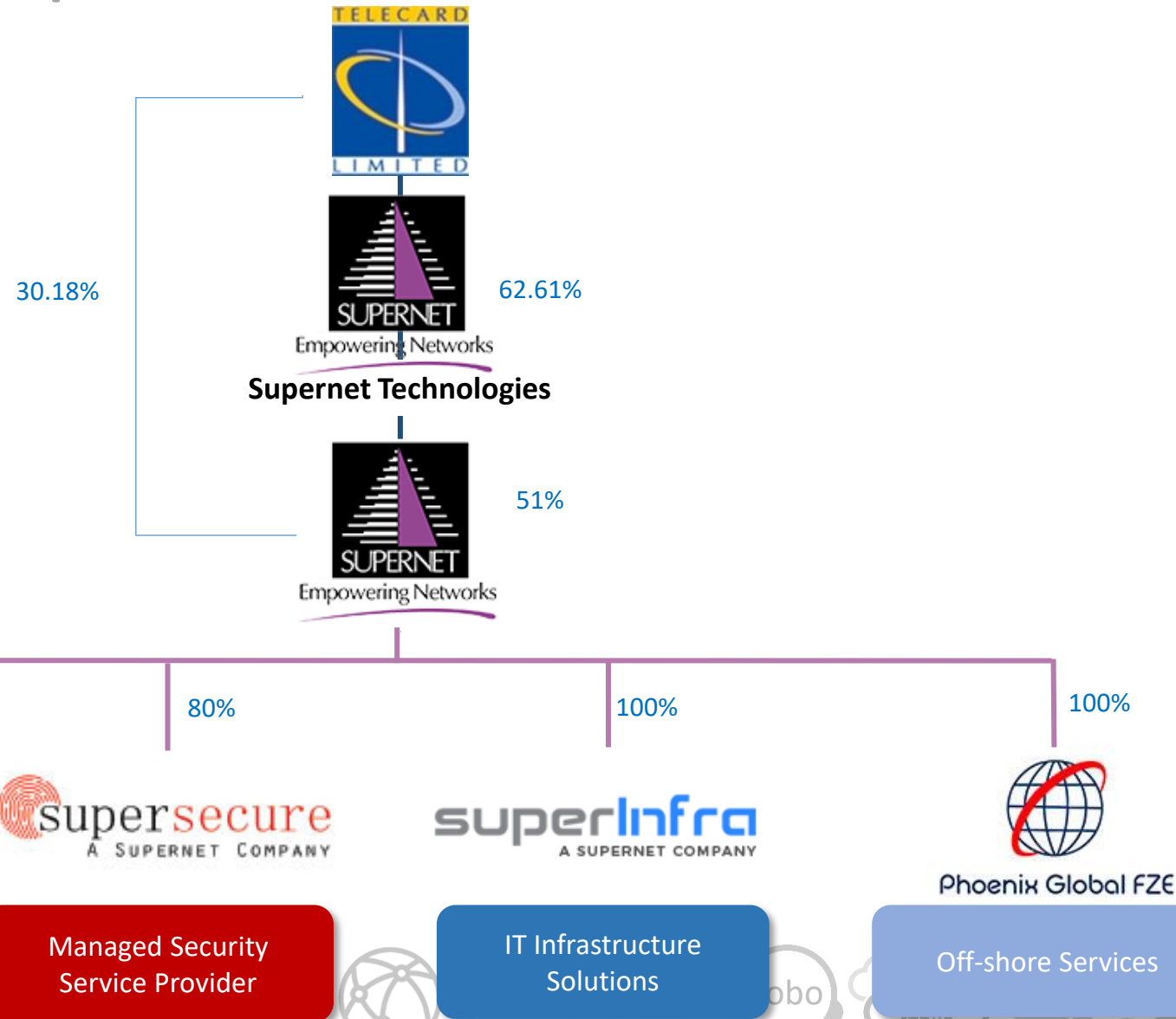
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OUTLOOK

Our Journey



TeleCard Group



Call Center Services
Suite & Business
Automation Apps

Managed Security
Service Provider

IT Infrastructure
Solutions

Phoenix Global FZE
Off-shore Services

AGENDA

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FUTURE OUTLOOK

Strategy and Positioning



ENABLER

To be a key Enabler of IT Adoption and Digitization in Pakistan

Focus on all Key Verticals

ONE-STOP-SHOP

Be a One-Stop Shop for all IT and Communication needs of Customers

Broad Range of Products and Services from traditional voice to cutting edge Security and Business Apps

Consultation and outsourcing services to reduce headache of customers

Revenue diversification is part of the key strategy

Be the Cyber Security partner of choice for Enterprise

Rapidly expand the foothold created in Cyber Security Segment in large MNO's, NO's, Banks & GoP

Alternate energy products and solutions for enterprise to help them mitigate high operating costs.

BREAK-OUT INTO OVERSEAS MARKETS

Expand on UAE presence to push services in that market and setup a base to sell to other markets in MENA Region



Telecard Product Portfolio



Local Loop Voice and
Internet Services for
Enterprise

Long Distance &
International Voice
Services

Tower & Infra Share
Business

ICT & VAS Solutions for
Enterprise



SNL Products & Services



Empowering Networks

CONNECTIVITY

Supernet provides Nationwide and International connectivity services leveraging a diverse mix of optical fiber, wireless, and satellite networks tailored to the customer needs.

SECURITY

Providing IT Security services through one of its group entities, **Supersecure**, a managed security service provider, MSSP. Backed by a dedicated team of experts helping provide its customers, Information Security Services.

POWER SOLUTIONS

Supernet Infrastructure Solutions offers a wide range of Electrical Power Solutions & Services to strengthen its customers power infrastructure, ensuring high availability, efficiency, low lifecycle costs, and eco friendliness

SOFTWARE SOLUTIONS

Supernet E Solutions provides Enterprise enabling solutions for office automation and Communications. The company is gearing up To tap the growing MEA market for software Export and its support.

IT & INFRA SOLUTIONS

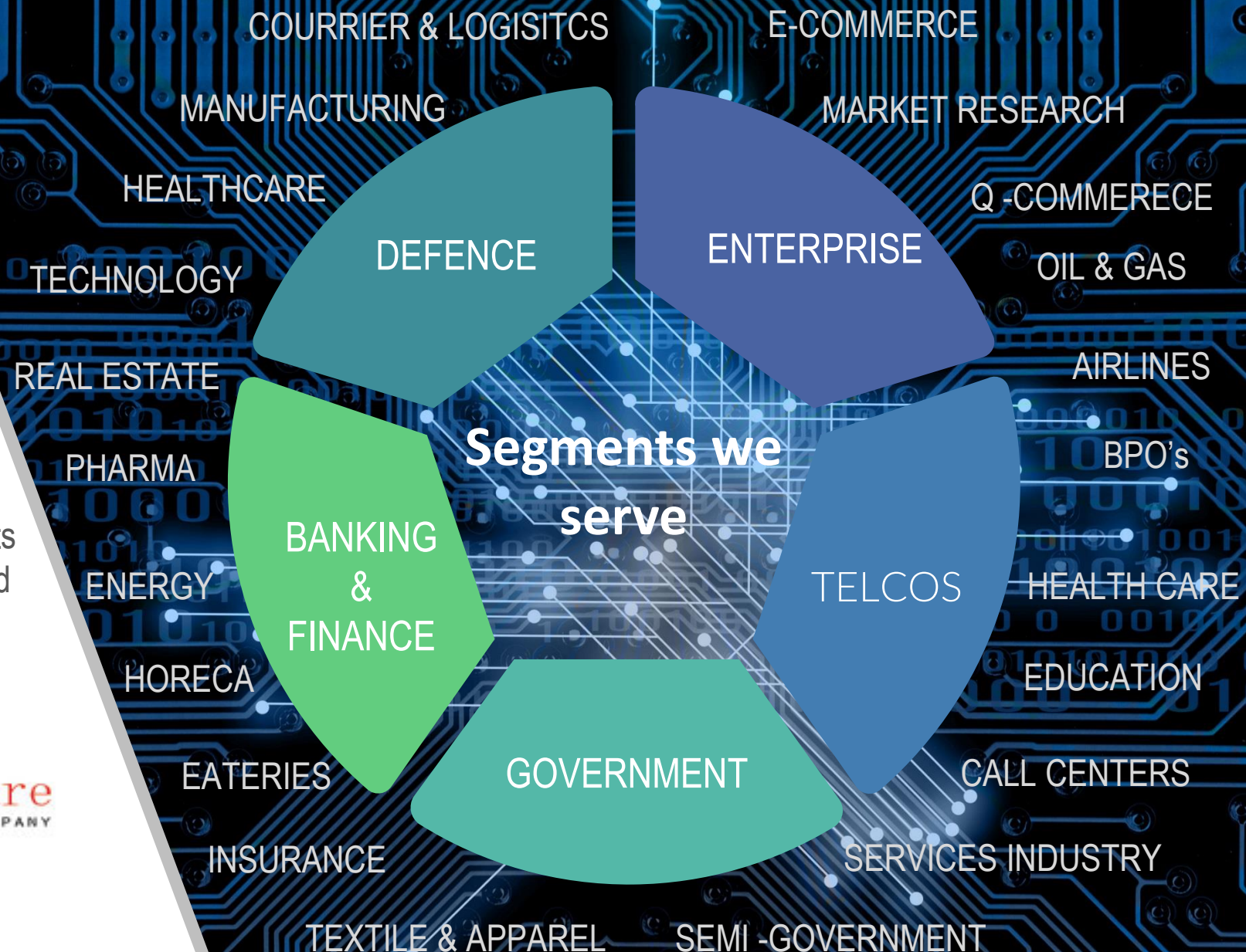
Supernet IT & Infra Solution gives its customers the option to outsource all their ICT needs on Capex and Opex models, leaving them free to focus on growing their businesses





WHO WE SERVE

The Group focuses on better understanding its customers' needs and designing solutions and connectivity's around these. Our Sales and Solutions teams are geared up to serve key Government, services and industry verticals



Few of our partners



Some of our customers

BANKING



OIL & GAS



ENERGY



TELCO



Some of our customers

PHARMACEUTICALS

MANUFACTURING

HORECA

FMCG



Some of our customers

COURIER & LOGISTICS



TEXTILE



EDUCATION



FINANCIAL SERVICES



Material Developments FY 2024-25



Supernet Technologies (STL)

Strategic merger of Supernet Limited with Supernet Technologies was approved by both the Boards and the share holders in EOGM held on 27th June 2025. The move will unlock the value of both companies and list SNL on PSX, Main Board.



Current Status of Merger

The Merger Application is pending adjudication before the Honorable Sindh High Court








LDI & LL Licenses up for renewals

Both LDI and Local Loop Licenses of TCL have been up for renewals. In both cases there are industry wide long-standing issues which have been challenged in various courts by TCL and the industry; hence the matter of pending issues and renewals is sub judice. However, all services falling under these licenses are fully functional and additionally, under court injunctions.



Key Commercial Highlights in FY 2024-25

	Telecard has entered into an alliance with Call Center Studio out of Turkey to offer state of the art call center solutions to its enterprise customers	
	833M+	Secured a 5-year (extendable) contract worth PKR 833 Mn+ for 1,800 bank branches
	PKR 3.0Bn	Won MNO Network Operations SLAs (3-year) for PKR 1,940 Mn+ and MEO Satellite Services (3-year extendable) for PKR 1,030 Mn+
	800M+	NBP Long-Term Deal: Secured a PKR 800 Million+ NBP connectivity contract for 5 years
	PKR 800M	Super Secure locked-in 5-year project with an MNO for PKR 700 Mn+ & a 3-year project with the Banking sector for PKR 196 Mn+



Key Commercial Highlights in FY 2024-25



PKR 600M

Telecard renewed a PKR 600+ million agreement for another year for Value Added Services for a large bank.



PKR 972M

Currently secured 81 Million in monthly billing for long-term contracts (2-3 years) with almost all banks



\$ 1.76M

Non-connectivity business (Cybersecurity) generated USD 1.76Million from banking customers.



New

New Clients: Added Karakoram Cooperative Bank, Halan Microfinance Bank, and Raqami Islamic Digital Bank, among others, to the portfolio to further strengthen banking portfolio



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FUTURE OUTLOOK

Telecard Consolidated P&L Rs. In millions



	2020	2021	2022	2023	2024	2025
Revenue	3,910	3,873	4,427	5,688	10,797	11,189
Direct costs	(2,711)	(2,557)	(2,853)	(3,842)	(8,654)	(8,672)
Gross profit	1,199	1,316	1,574	1,846	2,143	2,517
<i>Gross Profit %</i>	<i>31%</i>	<i>34%</i>	<i>36%</i>	<i>32%</i>	<i>20%</i>	<i>22%</i>
G&A	(719)	(849)	(987)	(1,211)	(1,487)	(1,618)
Other (expense) / income	(158)	330	264	(74)	(19)	33
	(877)	(519)	(723)	(1,285)	(1,506)	(1,585)
Operating profit	322	797	851	561	637	932
<i>Operating Margin</i>	<i>8%</i>	<i>21%</i>	<i>19%</i>	<i>10%</i>	<i>6%</i>	<i>8%</i>
Finance costs	(160)	(97)	(101)	(156)	(156)	(162)
Profit / (loss) levy & before taxation	162	700	750	406	481	770
Levy	-	-	-	(66)	(80)	(112)
Profit / (loss) before taxation	162	700	750	340	401	658
Taxation	(238)	(194)	(329)	(16)	(366)	(309)
Net Profit / (loss)	(75)	506	421	324	35	349
EBITDA	647	797	870	841	1,016	1,140
<i>EBITDA Margin</i>	<i>17%</i>	<i>21%</i>	<i>20%</i>	<i>15%</i>	<i>9%</i>	<i>10%</i>
EPS	(0.25)	1.69	1.23	0.85	0.03	0.43

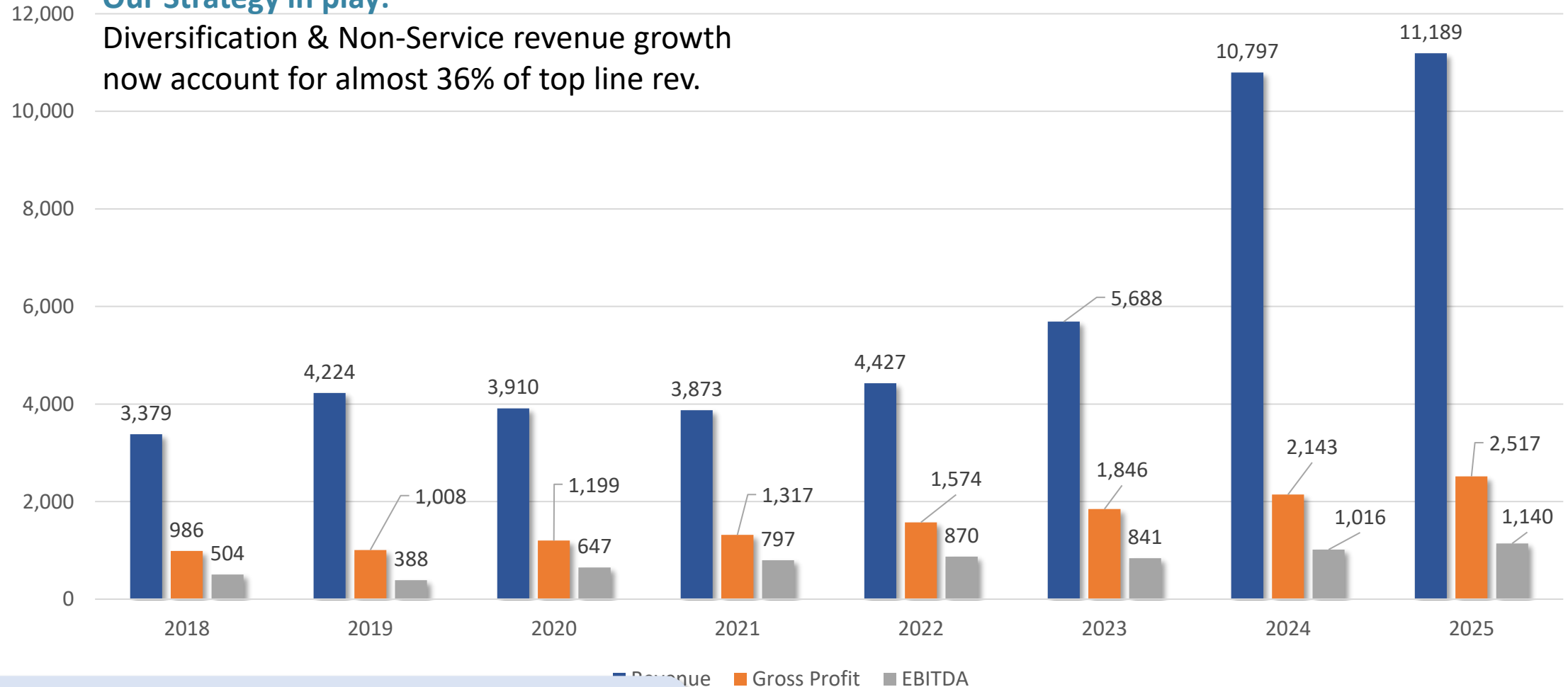


Telecard Consolidated Rev. GP & EBITDA Rs. In millions



Our Strategy in play:

Diversification & Non-Service revenue growth now account for almost 36% of top line rev.



Revenue Growth: 3.6%
Gross Profit increased by 17%
EBITDA increased by 12.2%



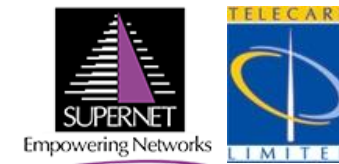
Telecard Consolidated P&L (Annual) Rs. Millions



	2025	2024	Difference	%	Remarks
Revenue	11,189	10,797	392	4%	The main contributor to revenue increase is the sales from ES section and Service revenue.
Direct costs	(8,672)	(8,654)	18	0.21%	Direct cost has been managed
Gross profit	2,517	2,143	374	17%	
<i>Gross Profit %</i>	<i>22%</i>	<i>20%</i>			
G&A	(1,618)	(1,487)	131	9%	Increase in G&A Expenses is in line with general inflation and rising energy costs.
Other (expense) / income	33	(19)	52	274%	The main contributor here is the the exchange gain backed by USD stability.
	(1,585)	(1,506)			
Operating profit	932	637	295	46%	
<i>Operating Margin</i>	<i>8%</i>	<i>6%</i>			
Finance costs	(162)	(157)	5	3%	Increase in Finance cost is stable due to low interest rates by SBP.
Profit / (loss) levy & before taxation	770	480			
Levy	(112)	(79)			
Profit / (loss) before taxation	658	401			
Taxation	(309)	(366)	(57)	-16%	
Net Profit / (loss)	349	35			
EBITDA	1,140	1,016	124	12%	
<i>EBITDA Margin</i>	<i>10%</i>	<i>9%</i>			
<i>EPS</i>	<i>0.43</i>	<i>0.03</i>			



Supernet Technologies P&L (Annual) Rs. Millions



	2025	2024
Revenue	-	56
Cost of Services	-	(20)
Gross profit	0	35
<i>Gross Profit %</i>	<i>0%</i>	<i>64%</i>
G&A	(16)	(24)
Other (expense) / income	63	24
	46	(0)
Operating profit	46	35
<i>Operating Margin</i>	<i>0%</i>	<i>64%</i>
Finance costs	(0)	(0)
Profit / (loss) before taxation	46	35
Taxation	-	(0)
Net Profit / (loss)	46	35

EPS

92.90

69.70



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Pakistan Outlook

Fiscal Consolidation to Continue

Focus on Fiscal consolidation continues
Fiscal Deficit to potentially drop to 5.6% of GDP
Plans to enhance revenues & control expenditure – but progress slow

Structural Reforms Slow

Plans to privatize 24 SOE's by 2029 to reduce GoP expenditure. PIA expected to be privatized in FY 26'

Trade Dynamics & Deficit

CAD USD 1.6 Bn (0-1% of GDP) in FY 26'
Trade Deficit expected USD 70Bn due to high imports
Remittances YoY growth expected 8.4% to USD 41 Bn

Stable PKR - Higher Reserves

SBP Reserves expected to be USD 17.5 Bn. By June FY 26'
With IMF support. PKR/USD expected to be around 293 by end of FY 26'

Modest Rate Cut Expected

Inflation to average around 5.9% in FY 26'
Further modest cuts in lending rates are expected in FY 26'

Signs of Modest Growth Continue

GDP Growth expected in FY 26' 3.34%
Agri Sector growth expected to be 4.5%
Industry to grow by 4.3%
Services Sector to grow by 4.0%



Industry Outlook



- With a national GDP Growth of 3.04%, IT/Technology sector outpaced this growth hitting 18% and hit USD 3.8 Bn

**Figure taken from National Accounts Committee (NAC) Report October 2025.*

*** Figures from PSEB Report 2025*

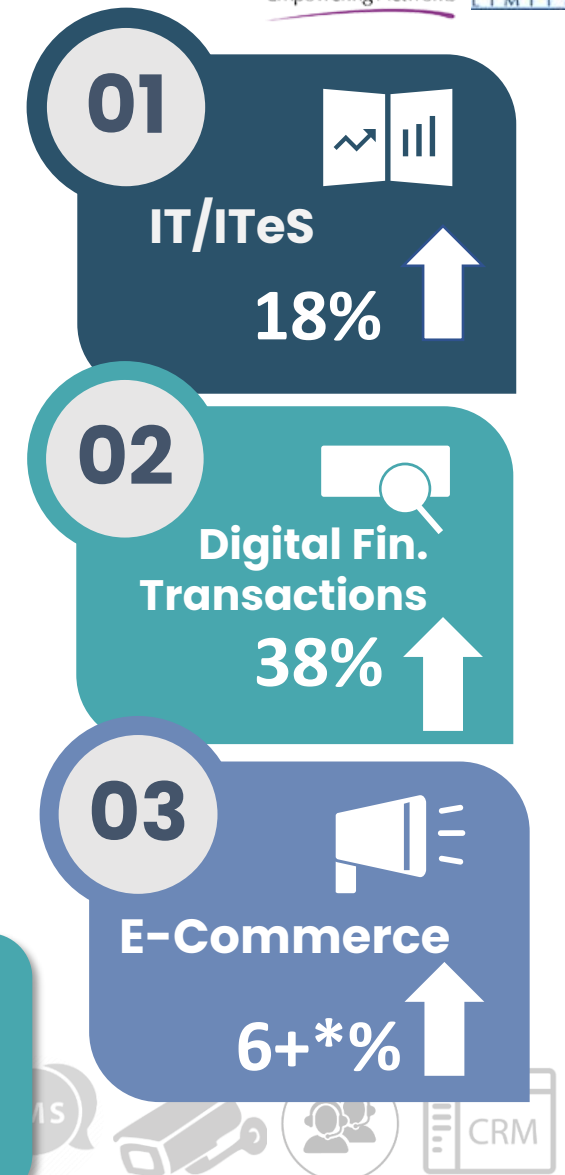
- GoP is focusing upon enhancing digital financial transactions to ensure transfer of payments through legitimate banking channels. The retail payments have seen extraordinary growth in FY25, with the volume of transactions rising from 6.4 billion to 9.1 billion, and the value of these transactions increasing from PKR 547 trillion to PKR 612 trillion—a growth of around 38% in volume and 12% in value. Importantly, the share of digital payments in all retail transactions has surged to 88% in FY25.

SBP releases Annual Payment Systems Review for FY25

- Revenue in eCommerce Market will be touching US\$1.8 bn by end of FY 2026. Revenue is expected to show an annual growth rate (CAGR 2025-2027) of 18-22%, resulting in a projected market volume of US\$6.71bn by 2029. User penetration will hover around 10% by 2026 and is expected to hit 12.5% by 2029.

The Group is uniquely positioned to support this unprecedented growth in IT/ITeS sector by offering, connectivity, cybersecurity, enterprise hardware & solutions, and alternate energy products.

TO CONTINUE TO BE THE ENABLER OF THIS DIGITAL GROWTH!!!



One-Stop Shop for Digital Solutions

Telecard and its Group 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 defense sector amongst other sectors.

International Market Entry

Going Global by entering International markets
Leveraging the expertise on existing product and services to deliver similar projects and services in International market
Capitalize on enhanced Cybersecurity demand in International market



Q & A