



Pak Datacom

CBS - 7 March 2024



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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.*



Core
Values

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- *Innovation*
- *Performance*
- *Integrity*
- *Team work*
- *Accountability*
- *Customer Satisfaction*
- *Respect*
- *Tolerance*
- *Equal Opportunity*



Pak Datacom Overview

Background



- 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.
- Does not receive any funding from the Govt of Pakistan.
- Operates under the administrative control of the Board of Directors and with own service rules as approved by the Board of Directors.
- A company of Telecom Foundation, with a majority shareholding of 55%
- 45% investment by General Public (Major Holding by Mr. Basit Waheed 12.33%, State life 7.72% and National Bank 7.20 %)
- Listed on the Stock Market
- Commercial operations commenced in 1994
- Shares 11,859,210

Board of Directors



- **Syed Zomma Mohiuddin** Chairman (Telecom Foundation)
- **Brigadier Syed Zulfiqar Ali, Retired** Chief Executive Officer (Executive Director)
- **Mr. Syed Junaid Imam** Director (Telecom Foundation nominated)
- **Engr. Perwaiz Khan** Director (Telecom Foundation nominated)
- **Mr. Muhammad Waheed** Director (Shareholding)
- **Mr. Muhammad Izkar Khan** Director (State Life nominated)
- **Ms. Rubina Safir** Director (Independent)
- **Mr. Shamim Ahmed Sherazi** Director (Independent)

Syed Zomma Mohiuddin (Chairman) is presently Chairman PDL & 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, **he is also the author of the official Broadband Policy of Pakistan.**



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



Mr. Shamim Ahmed Sherazi (Director) was a Gazetted Government Officer in BPS-20 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. Muhammad Izqar Khan (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.



Brig Syed Zulfiqar Ali, Retired, (CEO) President's Pride of performance, Sitara-e-Imtiaz, Military is CEO PDL. He has rich national and international Government, Multinational and Corporate experience of 35 Years in IT and Telecom.



Muhammad Waheed, Esq (Director) 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.



Syed Junaid Imam, Member IT, MOITT (Director) Holds over 20 years of rich experience in technology & IT field. He is pioneer of Ignite Technology Fund.



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

Historical Performance



- Over 25 Years of Rich Experience in Telecom & Data Services
- Provides Global & Domestic Data Service
- Represents two fortune 500 companies in Pakistan 1.e., British Telecom and Orange Telecom
- Pioneer of VSAT services in Pakistan and Bangladesh
- Pak Datacom takes pride in establishing VSAT Network for Pakistan Army, Navy & PAF
- Provides services to Banks and Oil Companies operating nationwide
- Has Established 3 Regional, 9 Remote Offices in Pakistan and one International office in UAE
- Pak Datacom operates with 100 Professionals, 45 Engineers, & 40 Technicians
- Remained actively engaged in Network Design, implementation and Operation & Maintenance for GSM Backhaul for Telenor Pakistan in Northern Area & AJK via VSAT
- Acquired CVAS (Data) and Telecommunication Infrastructure Licenses (IL) for all Pakistan

Telecom Licenses





Licenses Acquired

CVAS License

Issue Date : September 15, 2009

License Fee : Rs.300,000

License No : DIR (L)/ CVAS-298/PTA/2009

Scope. This license is valid for 15 years from the date of issue and authorizes to establish, maintain and operate Data Class valued added services in Pakistan such as:

- Spectrum
- Internet
- DPLC (Domestic Private Leased Circuit)
- Network Management
- Security

All Data Class value added services should meet QoS and other parameters defined by the authority to satisfy the greater number of customers.

Telecom Infrastructure License

Issue Date : April 05, 2011

License Fee : USD 100,000

License No : PTA/TIP-001-2011

Scope. This license authorizes to establish and maintain the following telecom infrastructure facilities in Pakistan. This license is valid for 20 years from the date of issue.

- Earth Stations and Satellite HUB.
- OFC Network
- Radio communication Network
- Submarine cable landing stations subject to approval of PTA and clearance from defense and Ministry of Interior.
- Tower, Poles, Ducts and pits used in conjunction with other infrastructure facilities.
- Any other telecom infrastructure which doesn't include any telecom broadcasting services.

Core Business (Business Segments)



- **Terrestrial Digital Connectivity**. Nation wide digital connectivity for British Telecom (UK), Orange Telecom (France) and Domestic companies.
- **Satellite Connectivity**. Defence, Corporate sector, Banks, Oil Companies and others.
- **Sales Products (Special Projects)**. Supply, Installation and Maintenance of VSAT Equipment

New Business Verticals

- **IT Training**
- **Solar Energy**
- **Managed Services**



Pak Datacom – Spreading Technology

Pak Datacom

Global Business Foot Print



Orange Telecom



Hong Kong



BT



PakSat IR

North (Islamabad)

North (Islamabad)

Digital Connectivity

PDL POP

Central (Lahore)

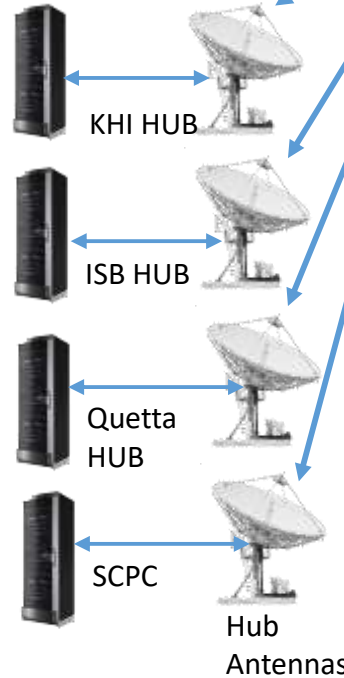
South (Karachi)



Germany



United Arab Emirates



VSAT

Links



VSAT Links for ATMs

Central (Lahore)

South (Karachi)

Our International Partners

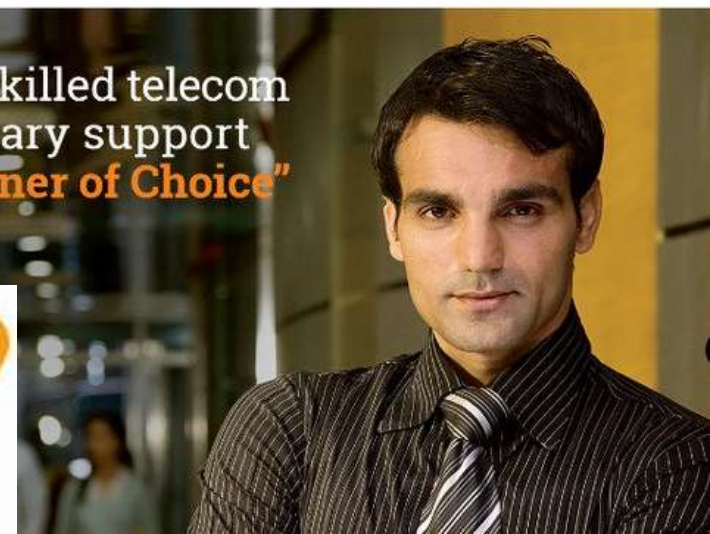


Our Local Partners



[ABOUT US](#) [NETWORK](#) [PRODUCTS AND SERVICES](#) [CAREERS](#) [CONTACT](#)

Multinet's team of highly skilled telecom professionals and exemplary support services make it **"The Partner of Choice"** for top Global Carriers.



Our Valuable Customers



Government of Pakistan
Accountant General Pakistan Revenues
(AGPR)



اپنا بینک

The background of the slide features a complex digital display of financial data. It includes a bar chart with orange and blue bars, a line graph with a dashed white line, and a grid of numbers in various colors (green, red, white) on a dark blue background. The numbers appear to be stock prices and changes, such as '33,256 +2.5' and '12,258 +2.5'.

Financial Review

Financial Review

- 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.

Performance



- 
- The image shows two tall, lattice-structured telecommunications towers. Each tower is equipped with several large, circular satellite dishes and smaller antennas. The towers are silhouetted against a vibrant sky transitioning from a bright orange and yellow glow at the bottom (representing the setting or rising sun) to a deep blue at the top. The overall scene conveys a sense of modern infrastructure and communication technology.
- There are **about 375** companies listed on the PSX with a total market capitalization of PKR 7,756 billion
 - Out of 375 only 16, IT & Telecommunications Companies (including Pak Datacom) are listed in PSX

IT & Telecom Companies Listed on PSX Performance in FY 2022/2023

| S # | Symbols | Company | EPS 2023 | Ranking | Payout | |
|-----|----------------|---|--------------|----------|------------|--------------|
| | | | | | Dividend | Bonus Shares |
| 1 | AIRLINK | Air Link Communication Limited | 2.50 | 6 | 25% | NIL |
| 2 | AVN | Avanceon Limited (Dec 2022) | 5.25 | 4 | NIL | NIL |
| 3 | HCL | Hallmark Company Limited. | -5.68 | 16 | NIL | NIL |
| 4 | HUMNL | Hum Network Limited. | 1.90 | 7 | NIL | NIL |
| 5 | MDTL | Media Times Limited. | 0.62 | 9 | NIL | NIL |
| 6 | NETSOL | NetSol Technologies Ltd. | 14.59 | 3 | NIL | NIL |
| 7 | OCTOPUS | Octopus Digital Limited (Dec 2022) | 2.96 | 5 | NIL | 15% |
| 8 | PAKD | Pak Datacom Limited. | 24.44 | 1 | 90% | NIL |
| 9 | PTC | Pakistan Telecommunication Co. (Dec 2022) | 1.78 | 8 | NIL | NIL |
| 10 | SYS | Systems Limited.(XD)(XB) (Dec 2022) | 22.29 | 2 | 50% | NIL |
| 11 | TELE | Telecard Ltd. | 0.40 | 11 | NIL | NIL |
| 12 | TPL | TPL CORP Limited. | -3.23 | 15 | NIL | NIL |
| 13 | TPLT | TPL Trakker Limited. | -0.86 | 13 | NIL | NIL |
| 14 | TRG | TRG Pakistan Ltd. | -2.45 | 14 | NIL | NIL |
| 15 | WTL | Worldcall Telecom Ltd. (Dec 2022) | -0.36 | 12 | NIL | NIL |
| 16 | GEMSNPL | Supernet | 0.41 | 10 | NIL | 10% |

IT & Telecom Companies Listed on PSX Performance in FY 2021/2022

| S/ No | Symbols | Company | EPS 2022 | Ranking |
|-------|---------|--------------------------------|--------------|----------|
| 1 | AIRLINK | Air Link Communication Limited | 4.47 | 4 |
| 2 | AVN | Avanceon Limited. | 2.99 | 5 |
| 3 | HCL | Hallmark Company Limited. | -6.98 | 15 |
| 4 | HUMNL | Hum Network Limited. | 1.44 | 8 |
| 5 | MDTL | Media Times Limited. | 0.10 | 12 |
| 6 | NETSOL | NetSol Technologies Ltd. | 10.18 | 3 |
| 7 | OCTOPUS | Octopus Digital Limited | 2.56 | 6 |
| 8 | PAKD | Pak Datacom Limited. | 19.50 | 1 |
| 9 | PTC | Pakistan Telecommunication Co. | 0.6 | 11 |
| 10 | SYS | Systems Limited.(XD)(XB) | 17.29 | 2 |
| 11 | TELE | Telecard Ltd. | 0.95 | 10 |
| 12 | TPL | TPL CORP Limited. | -2.49 | 14 |
| 13 | TPLT | TPL Trakker Limited. | 1.05 | 9 |
| 14 | TRG | TRG Pakistan Ltd. | -9.13 | 16 |
| 15 | WTL | Worldcall Telecom Ltd. | -0.28 | 13 |
| 16 | GEMSNPL | Supernet | 1.83 | 7 |



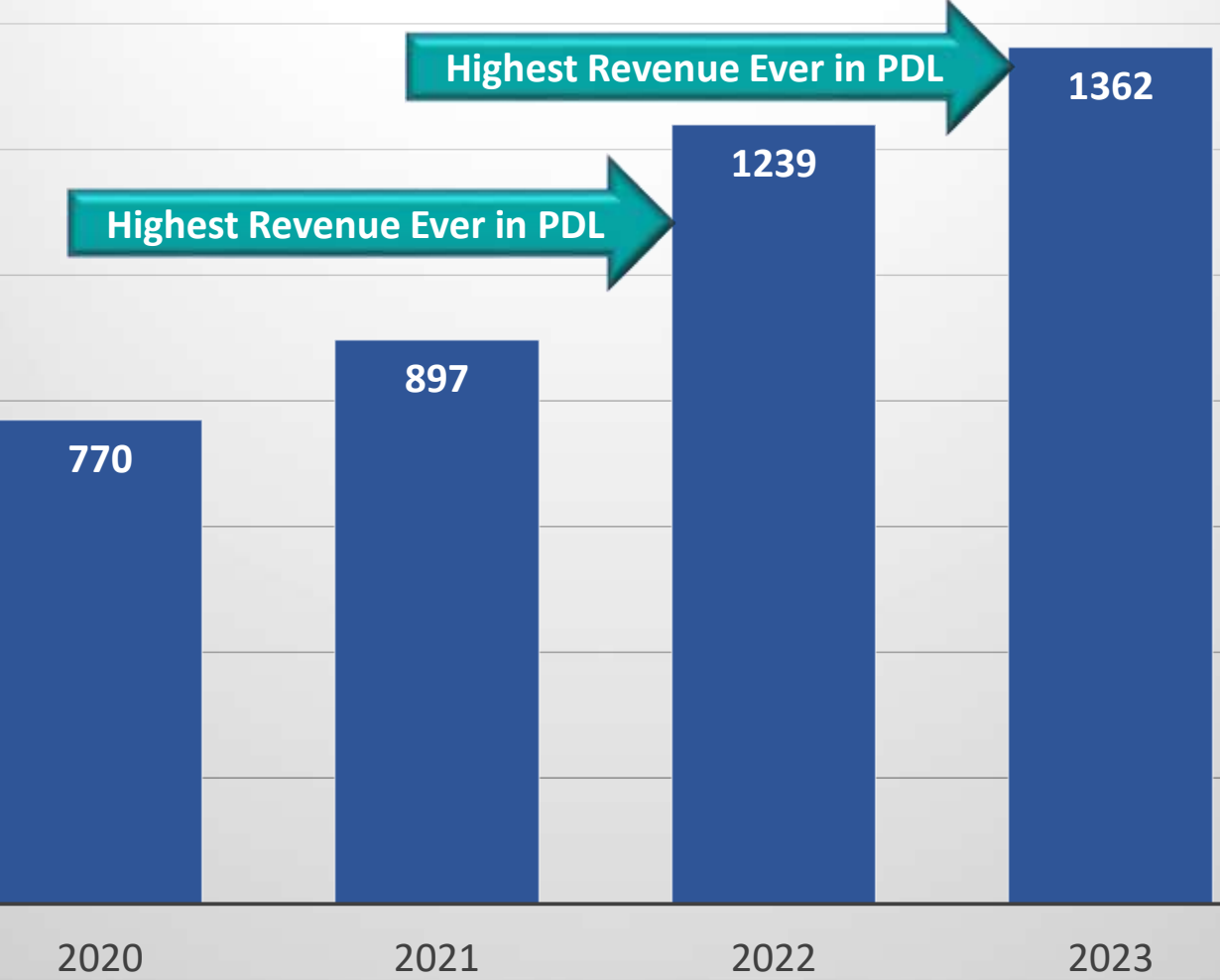
Telecommunications Industry Growth Overview



- The global telecom services market size was valued at USD 1,805.61 billion in 2022 and 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. The growth can be attributable to the development of Pakistan's 3G, 4G, and 5G services.
- *Pak Datacom has achieved the CAGR of 15.32%. i.e., Pak Datacom has over achieved by 8.32%.*
- Tele density in Pakistan has increased exponentially in recent years and is also expected to rise in the upcoming years.

Revenue

REVENUE 2020-2024



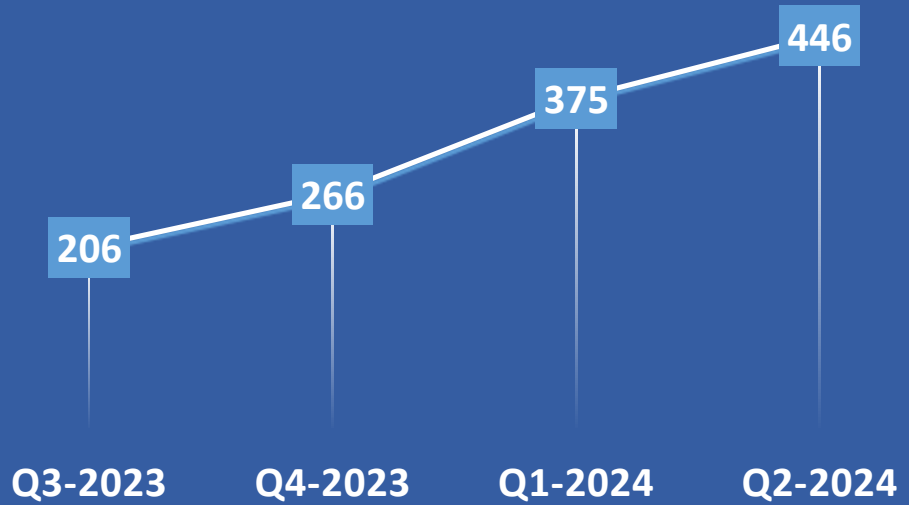
| | | |
|------------------------|--------------|-----|
| Initial Value | 770,000,000 | ₹ |
| Final Value Costs | 1362,000,000 | ₹ |
| Duration of Investment | 4 | Yrs |
| CAGR | 15.32% | |



Initial Value
Final Value



REVENUE LAST 4 QUARTERS



**MOBILE
PHONE**

**INFORMATION
TECHNOLOGY**

IT

INTERNET

Business Development Initiatives

DATA

BUSINESS

COMMUNICATION

GITEX – UAE 2023



A monumental partnership was announced at GITEX Global 2023: **China Mobile International Middle East & Africa**

and **Pak Datacom Limited** (PDL) have embarked on a collaborative journey, solidified by an MoU.

Their combined efforts aim to elevate telecom services, covering connectivity, network devices, VSAT services, and more. Alex Lee of CMI Middle East and Syed Zulfiqar Ali of PDL voiced their optimism, foreseeing unmatched benefits and solutions for their clientele through this alliance.

The tech world watches keenly as two giants unite, setting the stage for a revolutionary era in telecom.

#GITEXGlobal2023 #TelecomInnovation

#CMIPDLCollaboration

PDL-CMI Partnership



ITCN ASIA - KARACHI 2023



CABSAT – UAE 2023





2024

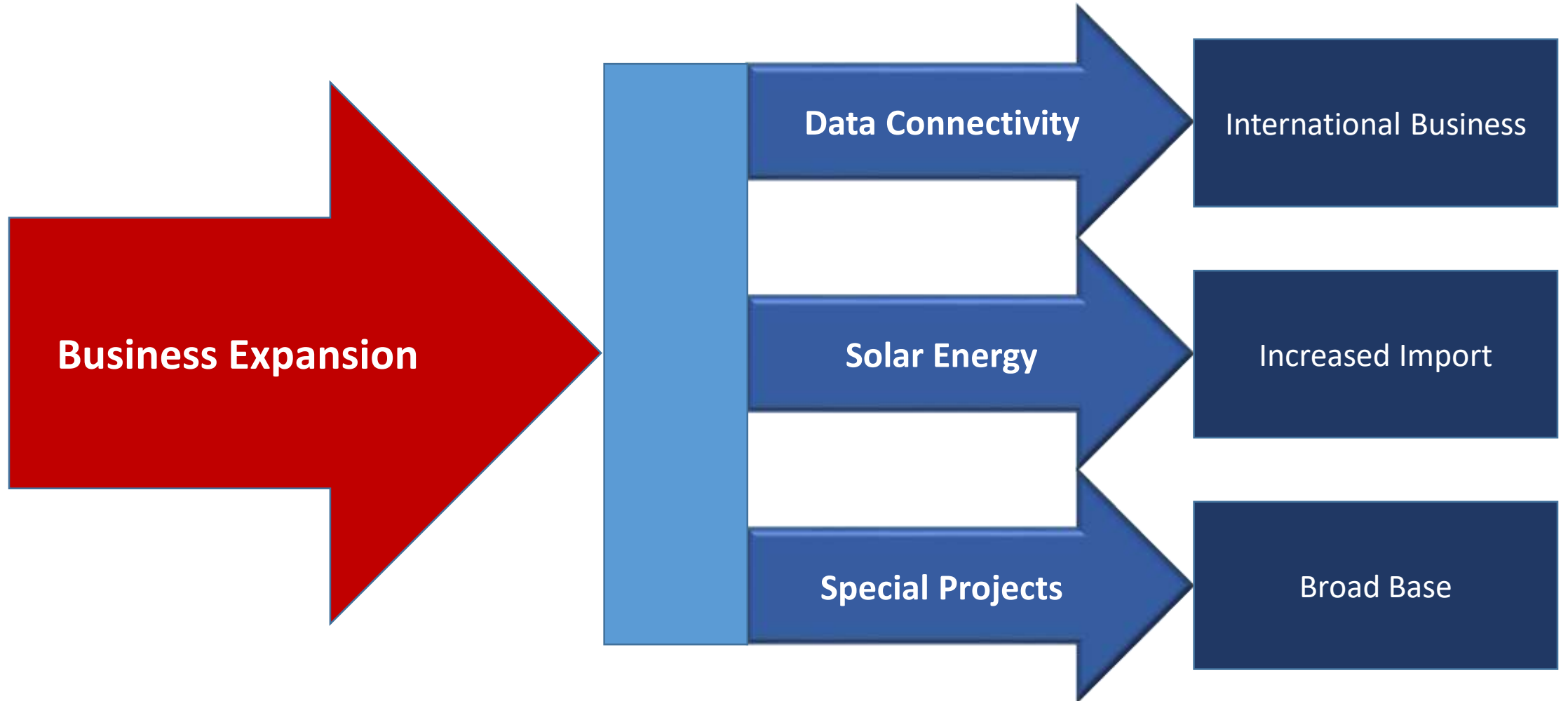
2021

2020

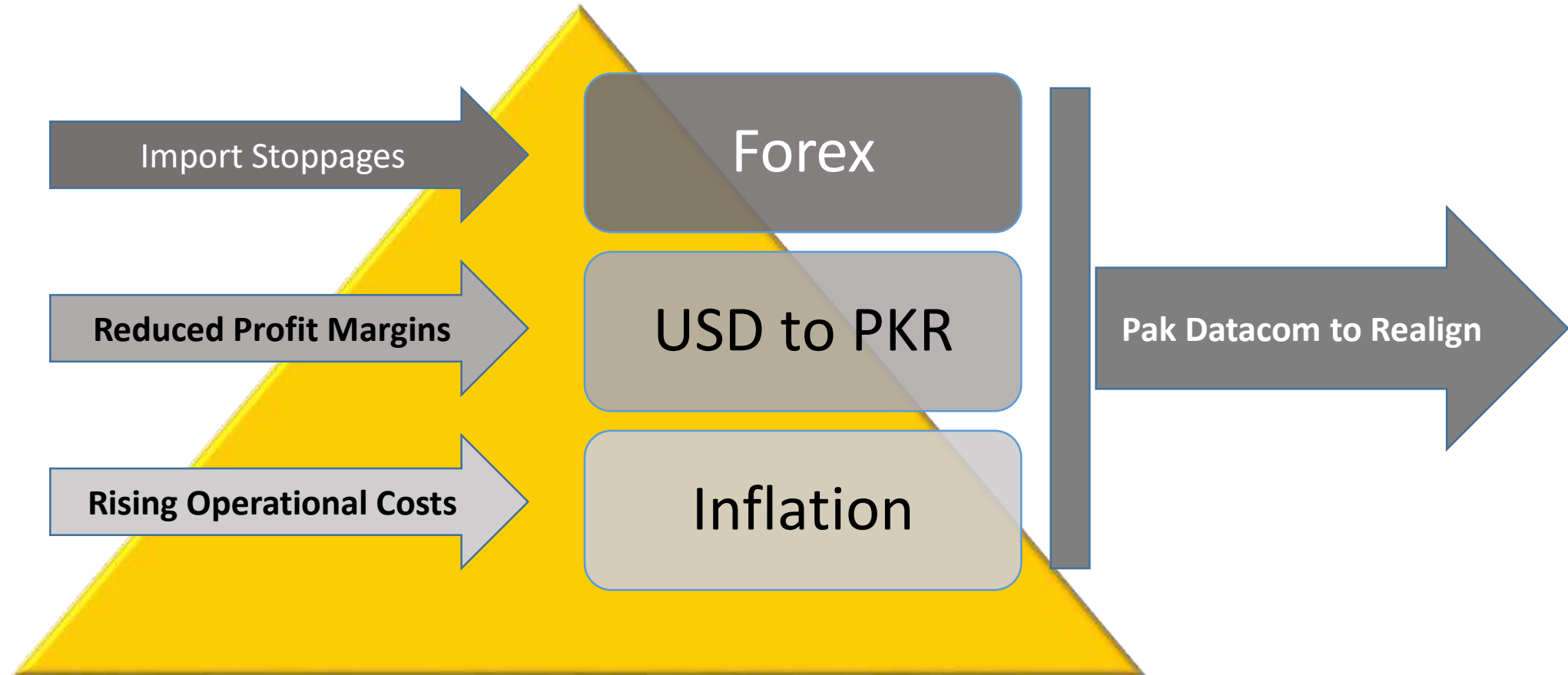
Way Forward



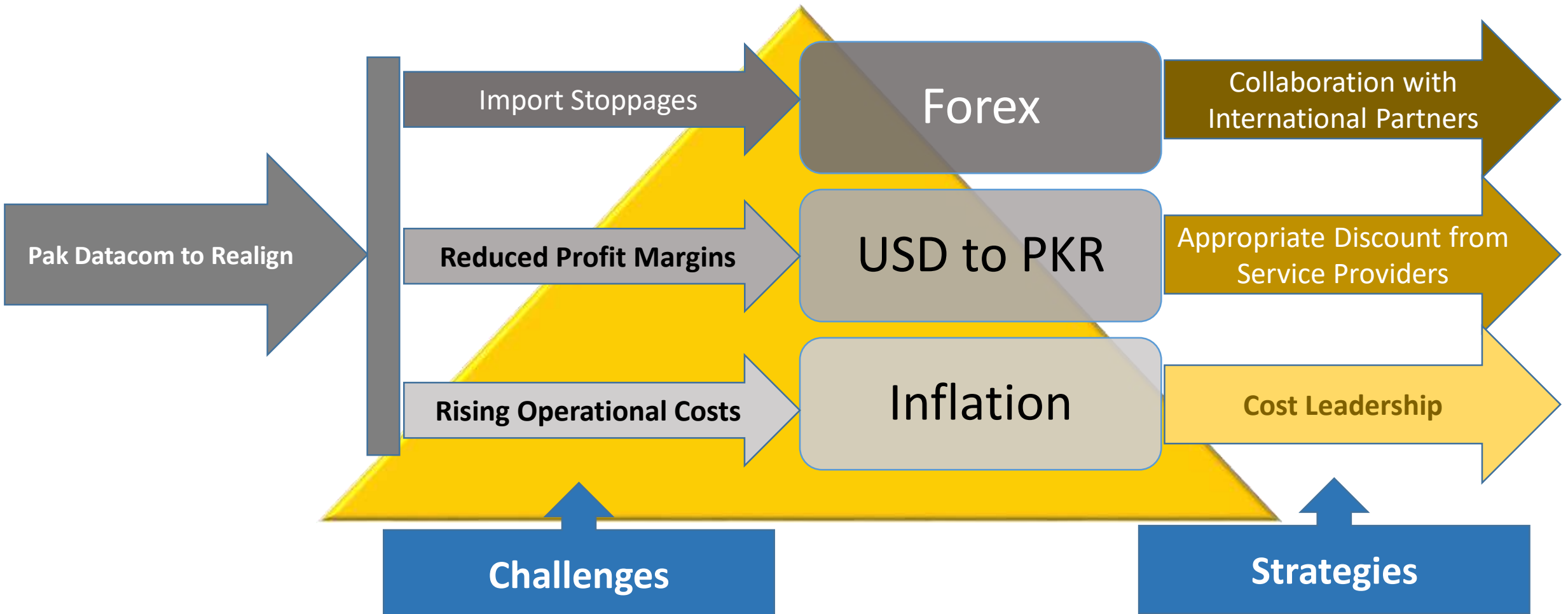
Business Expansion Strategy



Recent Challenges in Pakistan



Strategies to Counter Recent Challenges in Pakistan



5 Year Strategic Master Plan Formulation Process



Resultant Strategies for Pak Datacom



- *International Business Development*
- *Business development in sustainable businesses (Solar Energy)*
- *Process reengineering & digital transformation of PDL*
- *Business diversification (Diversified Special Projects)*
- *Collaborations and Partnerships*
- *Upgrading of existing Digital Communications Networks*

CONCLUSION



*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

Q&A

The image features the text 'Q&A' rendered in a 3D, blocky font. The 'Q' and 'A' are a dark blue color, while the ampersand '&' is a lighter, pale blue. The characters are positioned on a white surface, creating soft shadows and reflections beneath them. The background is a plain, light blue gradient.

Thanks