



PTCL Corporate Briefing Session

For the Year 2025



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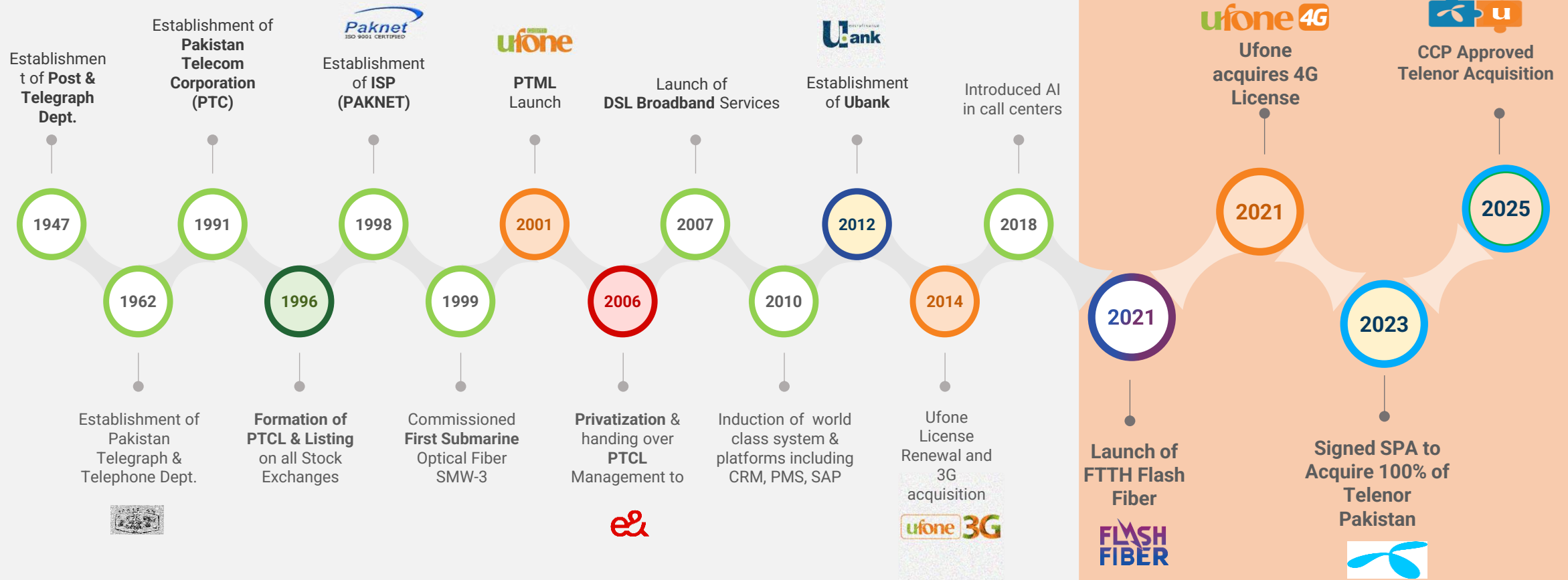


Business Overview

Hatem Bamatraf

**President & Chief Executive Officer
PTCL Group**





Vision

To Become Largest Technology Player and National Champion to support Digital Transformation of Pakistan

Ambition

To Become #1 Telecom Operator of Pakistan

Values



**BE
RESILIENT**



**THINK
BIG**



**WIN EVERY
BATTLE**



**VALUE
SUCCESS**



Mohammad Nadeem Khan
Group Chief Financial Officer



Zahida Awan
Group Chief Legal Officer &
Company Secretary



Muhammad Shehzad Yousuf
Chief Retail Sales Officer-Fixed Line



Asif Ahmad
Group Chief Business Solutions
Officer



Hatem Mohamed Bamatraf
President and Group Chief
Executive Officer



Umer Farid
Group Chief People Officer



Jafar Khalid
Group Chief Technology &
Information Officer



Shahid Abbas
Group Chief Internal Auditor



Khawaja Shehzad Ullah
Chief Retail Sales Officer



Naveed Khalid Butt
Group Chief Regulatory Officer



Ahmad Kamal
Group Chief Customer Care Officer

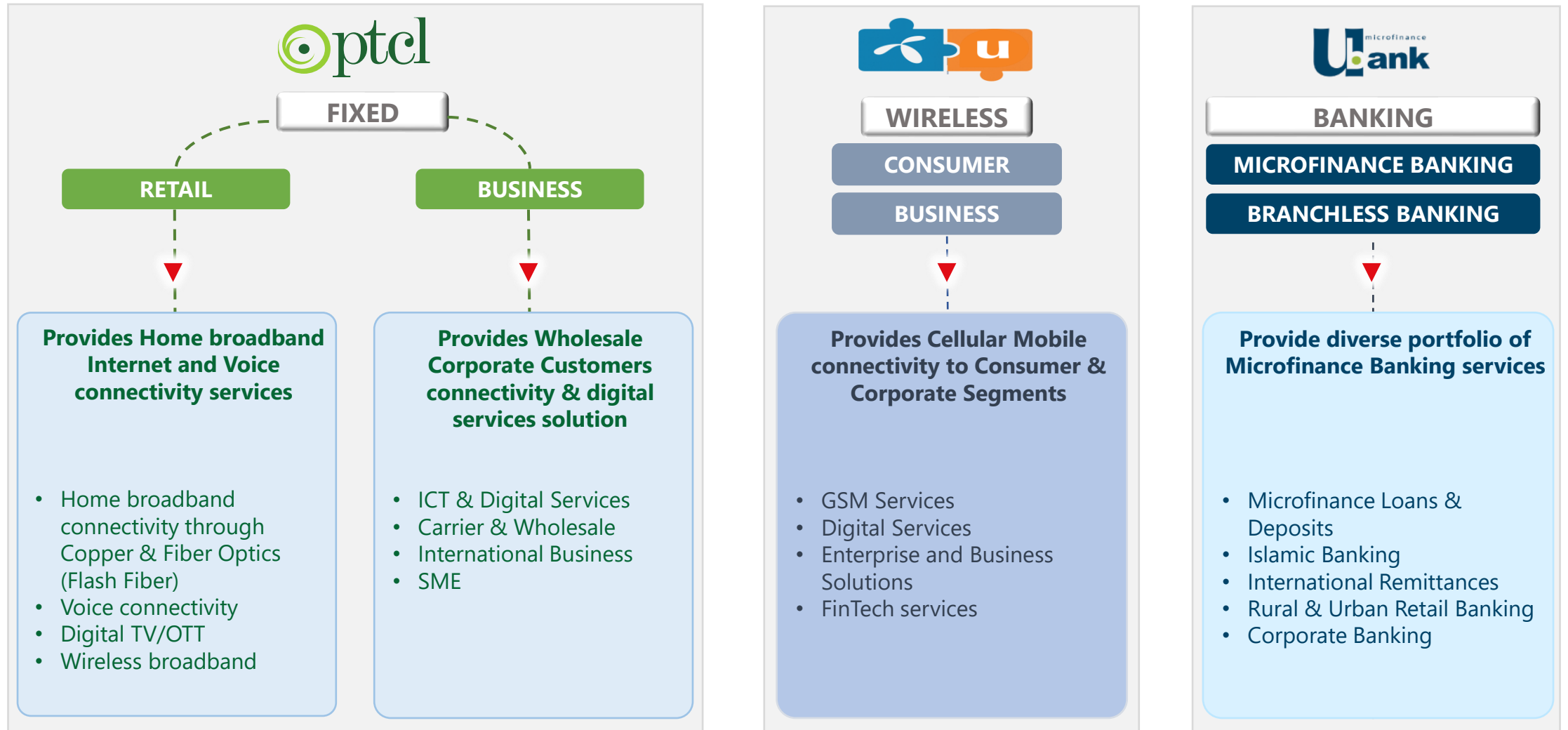


Syed Atif Raza
Group Chief Commercial Officer &
Group Chief Marketing Officer



Syed Mazhar Hussain
Advisor to President and Group CEO

PTCL Group is the Only Integrated Operator serving all the segments of Consumer Fixed & Wireless, B2B and Microfinance



Where we Stand Today

- **Only integrated telecom** provider in Pakistan
- **Largest** operator in terms of Network Sites & Spectrum
- **Un-paralleled** network infrastructure and services across the value chain
- **Well-positioned** to capitalize on digital potential of Pakistan

FIXED BROADBAND	ENTERPRISE SOLUTIONS	WIRELESS	BANKING
<p>83,000 KM</p> <p>Largest footprint</p> <p>Largest Broadband base of 1.7 Mn</p>	<p>Carrier of Carriers</p> <p>Covering 60% of Country's Capacity</p>	<p>73.5 Mn*</p> <p>Mobile base</p> <p>52.3 Mn 4G subs</p>	<p>233+</p> <p>Branch Network</p>
<p>FTTH Operator</p> <p>Pakistan's Largest FTTH Operator</p>	<p>Data Centers & Cloud</p> <p>Tier III Certified</p> <p>Dominates Cloud+ Data Center Revenue Leadership</p>	<p>25.8 k*</p> <p>4G towers with fast-paced network rollout & modernization</p>	<p>71</p> <p>Standalone Islamic Branches</p>
<p>Voice & IPTV</p> <p>IPTV and Shoq Nation-wide Services</p>	<p>4 Submarine Cables</p> <p>Connects Pakistan to the rest of the world</p>	<p>Rural & Urban Areas</p> <p>Strong footprint in Rural & Urban Areas of Pakistan</p>	<p>100+</p> <p>ATM Network</p>

* including Telenor Pakistan

PTCL Group Key Strengths

PTCL Group demonstrated strong performance on all fronts during the year



FTTH

- PTCL Flash Fiber continues to lead FTTH industry with **35%** Market Share
- Subscriber base increased from **678k** to **833k** representing a growth rate of **23%**
- **100K** home passes deployed reaching **1.7M** home passes in **90** cities

Business Solutions

- Business Solutions Revenue grew by **16%** on YoY basis helped by growth in IP Bandwidth and data centers revenue

Subscribers Growth

- **28.4 Mn** subscriber base with **8.7%** YoY growth
- **14.2%** market share
- **2.3 Mn** Net Adds
- 4G population coverage of **49%** and subs penetration of **70%**

Network Investment

- 3G sunset on **35%** of the network for enhanced data experience
- Network expansion & modernization moving at an aggressive pace

Business Growth

- Disbursements increased by **23%** to **PKR 85 B**
- 9% growth in Gross Loan Portfolio reaching to **PKR 88 B**

Key Financials

- Deposits increased by **14%** to **PKR 156B**
- Cost of funds reduced by **32%**
- Islamic Financing Portfolio reached **PKR 18 B**

Digitization

- Wallet registrations increased by **1.4 M**
- Wallet deposits grew by **42% YoY**



Financial Highlights 2025

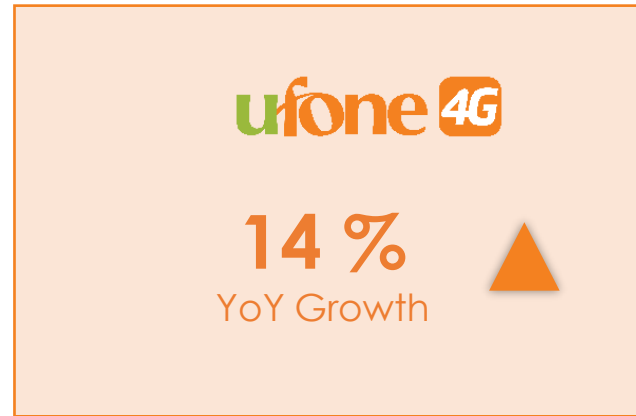
Nadeem Khan
Chief Financial Officer
PTCL Group



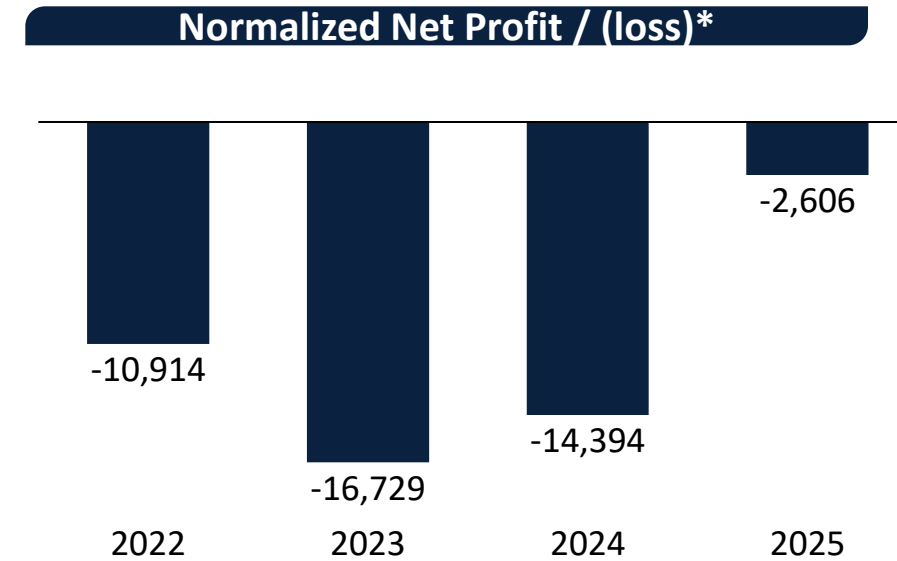
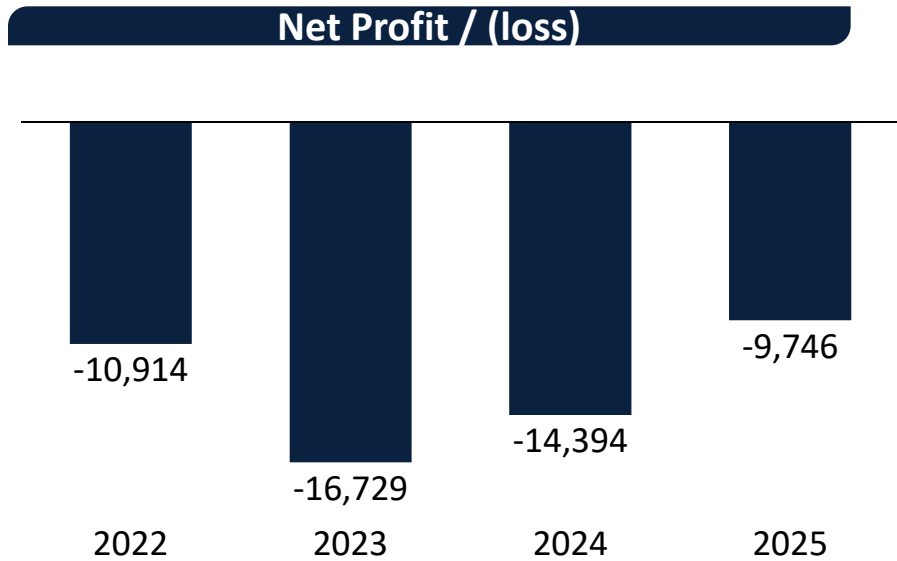
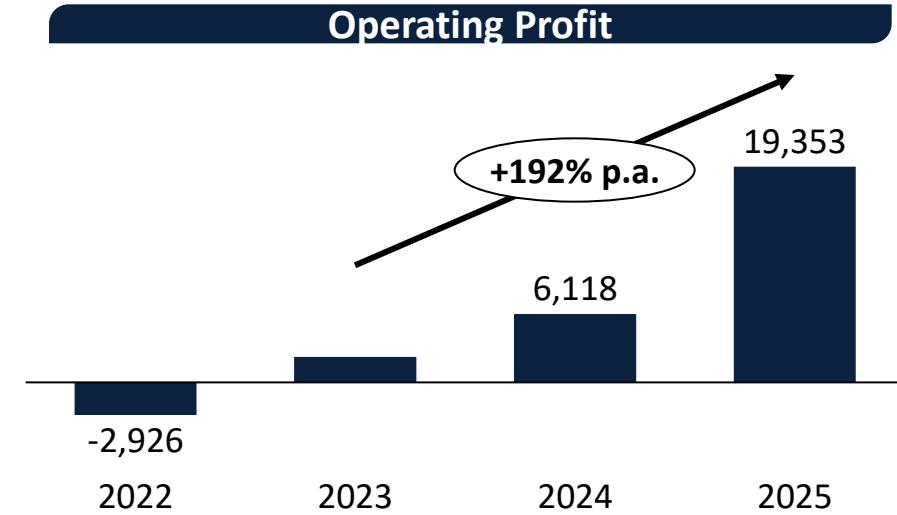
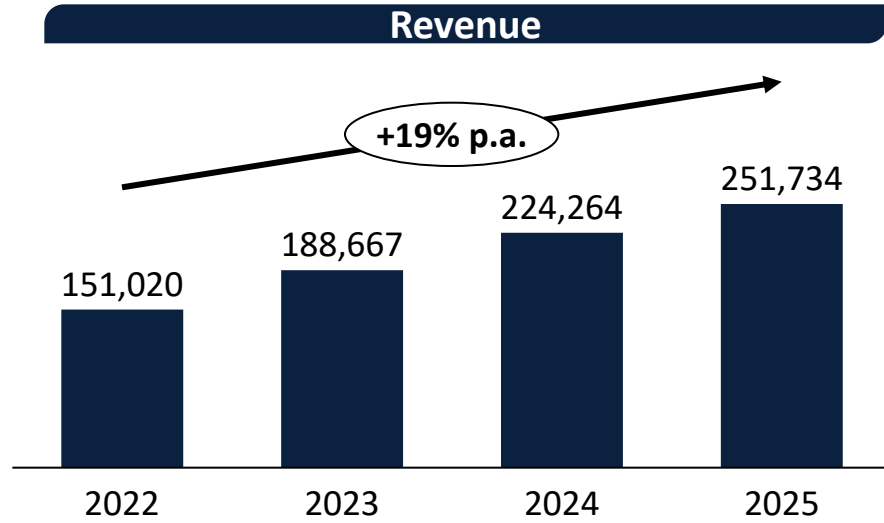


- *PTCL Group reported revenue stands **highest ever** with double digit revenue growth.*

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



PKR Million



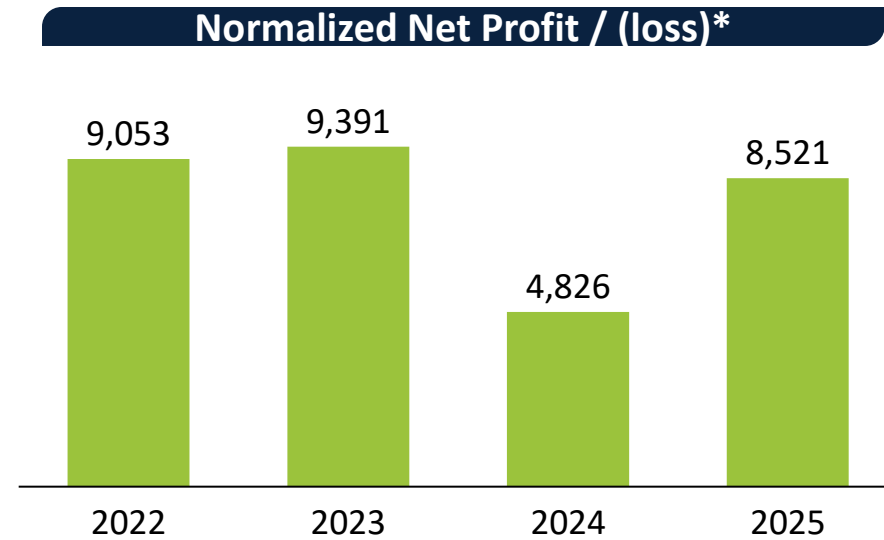
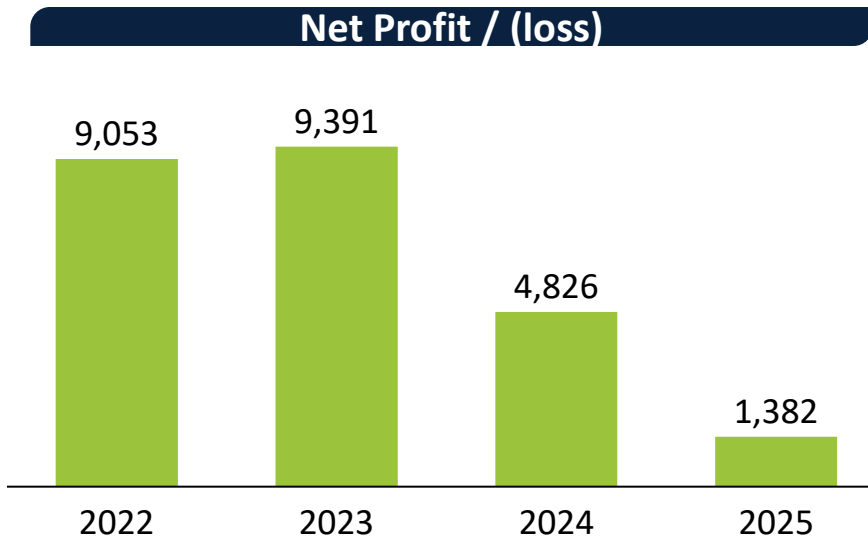
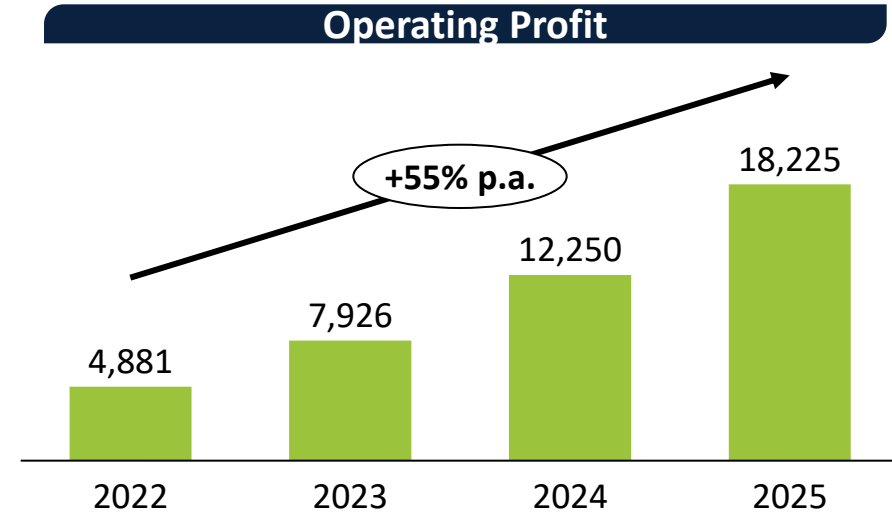
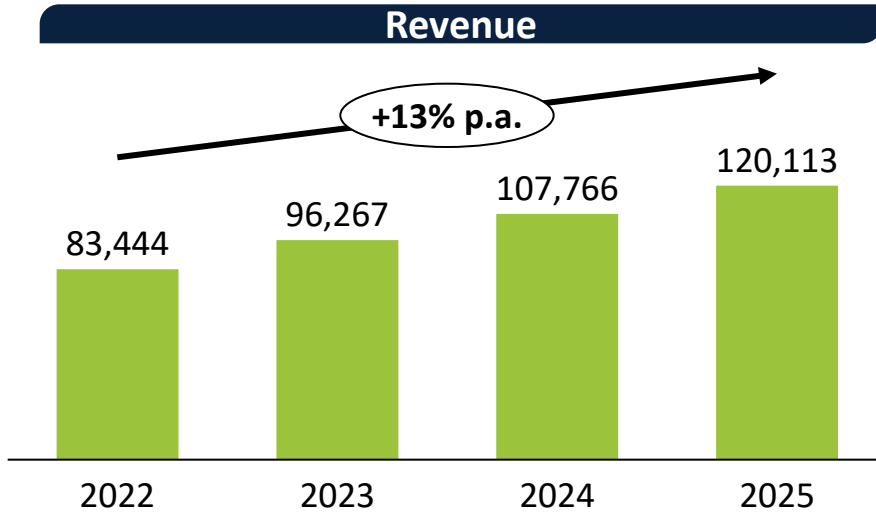
* Normalized for additional pension benefits, TP acquisition consultancies and penalty imposed by CCP against ICH services case.

PKR Million

P&L – PTCL Group

	2025	2024	Variance	
Revenue	251,734	224,264	27,469	12%
Cost of Services	(167,758)	(166,865)	(893)	-1%
Gross Profit	83,976	57,400	26,576	46%
Admin & Gen. Expense	(32,610)	(32,859)	250	1%
Selling & Marketing Expense	(13,877)	(13,305)	(571)	-4%
Impairment loss on trade debts	(18,136)	(5,117)	(13,019)	-254%
Operating Profit/(Loss)	19,353	6,118	13,235	216%
Past service cost	(6,901)	-	(6,901)	
Subsidiary acquisition cost	(1,761)	-	(1,761)	
Other Income	21,154	25,619	(4,464)	-17%
Finance Cost	(46,658)	(52,634)	5,976	11%
Loss before Tax	(14,812)	(20,897)	6,085	29%
Taxation	5,066	6,503	(1,437)	-22%
Loss for the period	(9,746)	(14,394)	4,648	32%

PKR Million



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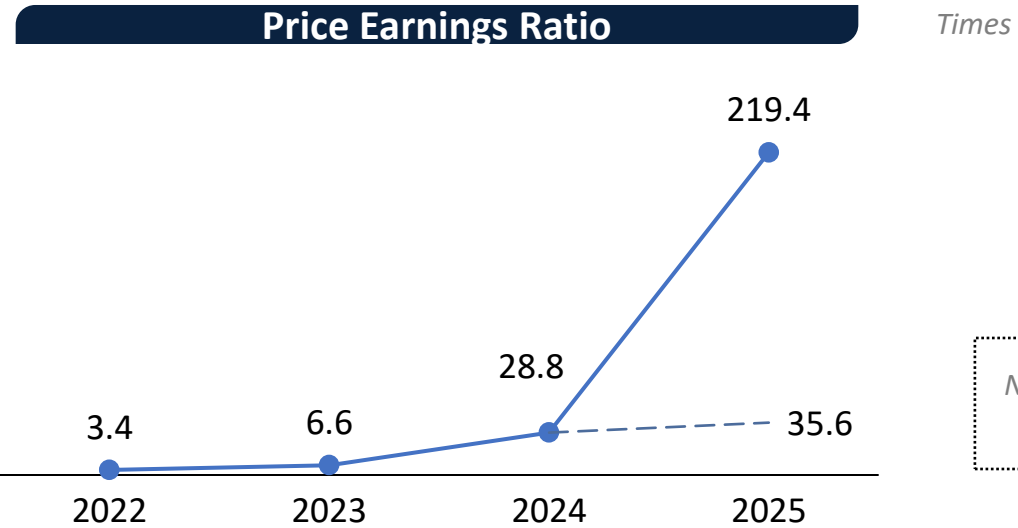
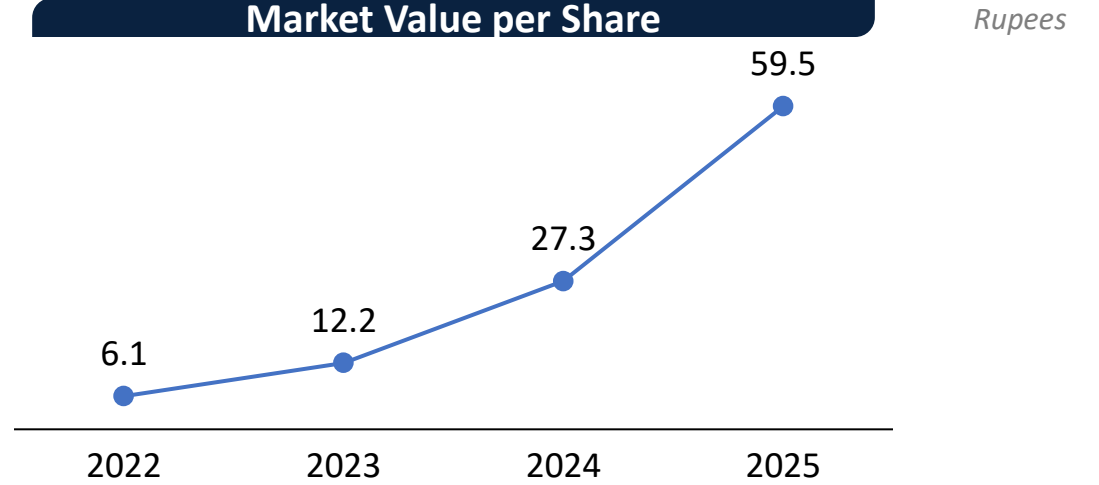
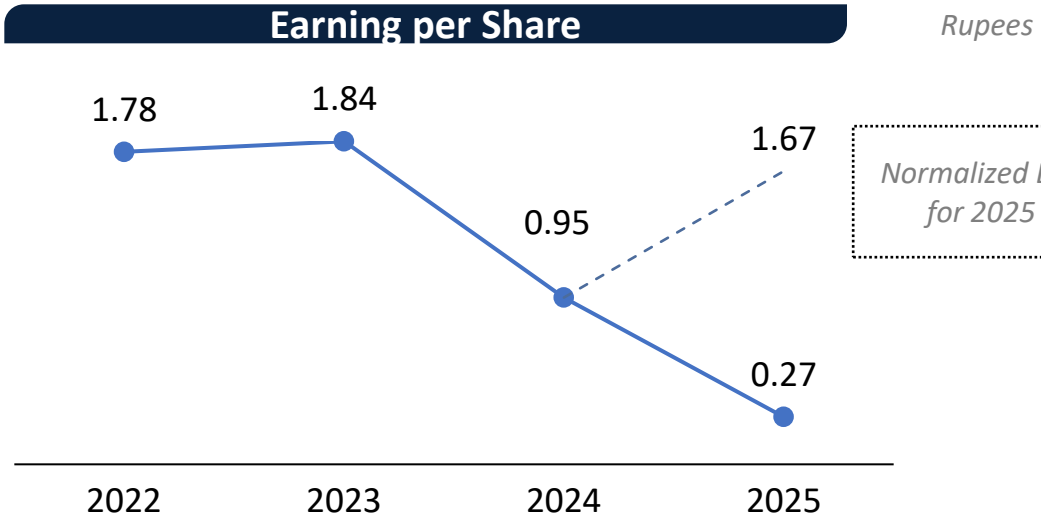
PKR Million

P&L - PTCL

	2025	2024	Variance	
Revenue	120,113	107,766	12,346	11%
Cost of Services	(84,229)	(79,491)	(4,738)	-6%
Gross profit	35,884	28,276	7,608	27%
Admin & Gen. Expense	(9,744)	(9,027)	(716)	-8%
Selling & Marketing Expense	(5,545)	(4,853)	(692)	-14%
Impairment loss on trade debts	(2,370)	(2,146)	(225)	-10%
Operating Profit	18,225	12,250	5,975	49%
Past service cost	-6,901	-	-6,901	
Subsidiary acquisition cost	-1,761	-	-1,761	
Other Income	16,410	16,854	-445	-3%
Finance Cost	-19,770	-22,219	2,448	11%
Profit before Tax	6,202	6,885	-684	-10%
Taxation	(4,820)	(2,060)	(2,760)	-134%
Profit for the period	1,382	4,826	-3,444	-71%

PKR Million

	2025	2024	Variance (%)
Broadband & IPTV	55,211	49,281	12%
Wireless Data	487	1,059	-54%
Voice Services	7,965	8,685	-8%
Retail	63,662	59,025	8%
Corporate & Wholesale	46,077	38,624	19%
International	10,373	10,117	3%
Total	120,113	107,766	11%



* Normalized for additional pension benefits, TP acquisition consultancies and penalty imposed by CCP against ICH services case.

PKR Million

Balance Sheet

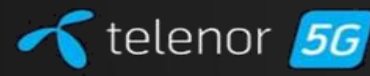
	Dec-25	Dec-24
Property, Plant and Equipment	178,931	161,173
Long term loans and advances	122,369	51,781
Long term investments	139,105	76,236
Other Non Current Assets	18,492	11,412
Non Current Assets	458,897	300,601
Trade debts	71,264	60,563
Stores and spares	5,562	8,201
Cash & Cash Equivalents	22,397	12,088
Other current assets	89,024	76,233
Current Assets	188,246	157,085
Total Assets	647,144	457,686
Share capital	51,000	51,000
Reserves	76,096	64,108
Equity	127,096	115,108
Non-current liabilities	277,498	124,625
Current liabilities	242,550	217,953
Total Liabilities & Equity	647,144	457,686

PKR Million

Cash Flow Statement

	2025	2024
Cash Flows from operating activities	34,813	28,262
Cash Flows from investing activities	(157,450)	(43,218)
Cash Flows from financing activities	135,541	(5,887)
Net Inc/(Dec) in Cash & Cash Equivalents	12,904	(20,843)
Opening Cash & Cash Equivalents	(35,029)	(14,185)
Closing Cash & Cash Equivalents	(22,125)	(35,029)

Business Risks	Description	Mitigation
Debt & Liquidity Challenges	High financing requirements and liquidity pressures, including support for subsidiaries	Cash flow resilience through disciplined capital allocation, cost optimization, and proactive liability management.
Integration & Synergy Realization	Delays or inefficiencies in realizing operational and cost synergies from the integration of Telenor Pakistan	Robust governance throughout integration, operational consolidation, and harmonization of systems, processes and networks.
Competition from Other Operators	Intense competition from telecom and digital service operators	Competitive positioning through superior customer experience, improved network quality, digital innovation, and targeted data-driven commercial strategies.
Tax & Legal Exposure	Outstanding tax recoverable and unresolved legal/tax cases	Proactive engagement with regulatory and legal stakeholders to expedite resolution of tax disputes and maximize recovery of outstanding receivables.
Regulatory Compliance	Changes in telecom regulations and non-compliance with applicable laws	Compliance through proactive regulatory engagement, strengthened internal control frameworks, and enhanced monitoring, reporting, and accountability across all functions.
AI & Cybersecurity Threats	Increasing cybersecurity risks and evolving AI-related threats	Cyber Resilience through proactive threat monitoring, robust security controls, and continuous awareness programs, while establishing governance for responsible AI adoption and data protection.
ESG Goals and Occupational Safety	Failure to effectively achieve ESG objectives and maintain workplace safety standards	Integration of ESG principles and occupational health and safety standards into core operations and decision-making, supported by clear policies, monitoring, and accountability.



CORPORATE SOCIAL RESPONSIBILITY



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.*



Act of Kindness: Advancing Access to Clean Water:

- PTCL expanded sustainable clean water access across Thar and South Punjab, impacting 200,000+ beneficiaries and earning Gold recognition at the Dragons of Pakistan Awards and Dragons of Asia Awards.



Empowering Women to Lead Change:

- Empowered 79 women entrepreneurs through PTCL's *Dil Se Ba-Ikhtiar* program via digital and entrepreneurial training.



The ConnectHear Partnership:

- Launched the world's first AI-powered sign language emergency alert system with ConnectHear, enabling accessible real-time alerts for the Deaf community through Ufone 4G.



Mother's Day: Digitising the Hands That Raised Us:

- UPaisa promoted women's financial inclusion through its Mother's Day campaign by enabling digital independence for mothers via free accounts, debit cards, and financial empowerment initiatives across Pakistan.



Pehchaan - Celebrating National Pride Beyond the Spotlight:

- Through *Pakistan Ki Pehchaan*, PTCL celebrated national pride by spotlighting resilient Pakistani athletes and their journeys, reinforcing unity, discipline, and the spirit of sportsmanship.



Zalimi Women League Powered by PTCL:

- Powered the *Zalimi Women League* to promote women's cricket in Pakistan, reinforcing PTCL's commitment to inclusivity, empowerment, and gender equity in sports.



QUESTIONS & ANSWERS





THANK YOU

