

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



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

Overview



Pak Datacom

Board of Directors



Pak Datacom

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)



Syed Zomma Mohiuddin (Chairman)

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.



Brig Syed Zulfiqar Ali, Retired, (CEO)

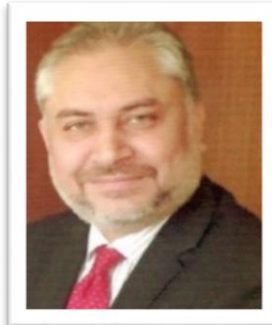
President's Pride of Performance, Sitara-e-Imtiaz (Military)
40 Years Experience in IT & Telecom with Executive Positions Globally



is 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.

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.

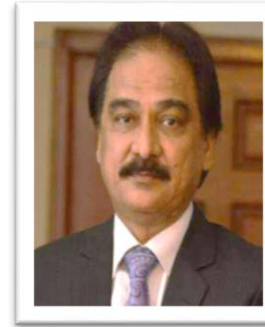


Mr. Muhammad Izqar Khan (Director)

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



Syed Junaid Imam, (Director)



Mr. Shamim Ahmed Sherazi (Director)



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



Pak Datacom

Historical Performance cont...

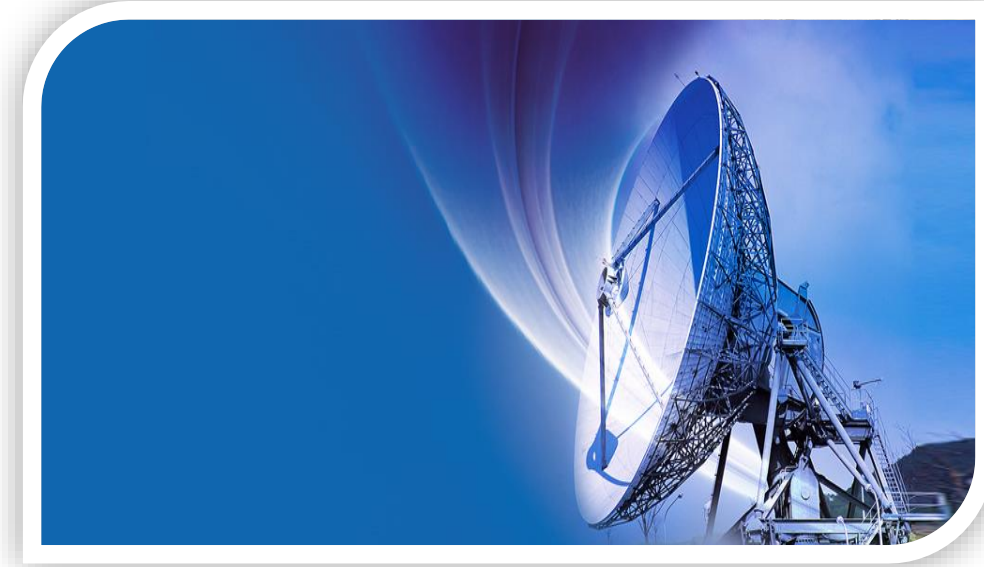


- Provides services to Banks and Oil Companies operating nationwide
- Has Established 3 Regional, 9 Remote Offices in Pakistan and one International office in UAE
- Operates with about 155 Professionals
- Remained actively engaged in Network Design, Implementation, Operation & Maintenance for GSM Backhaul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

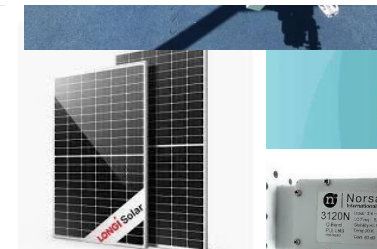
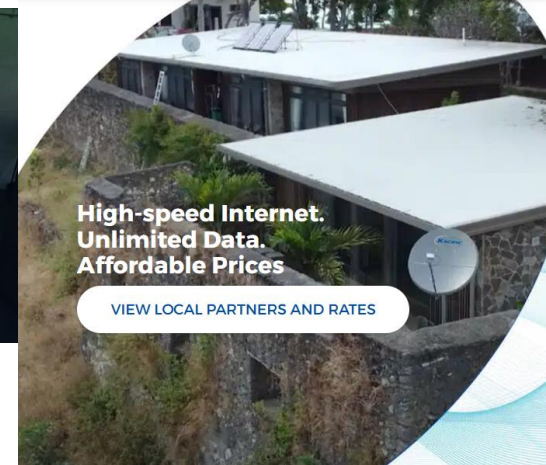


Business Verticals

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



Global Partners



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.



Pak Datacom



TELCO
INTEGRATORS

Valuable Customers



Government of Pakistan
Accountant General Pakistan Revenues
(AGPR)



National Power Construction Corporation



SNGPL



NADRA
PAKISTAN



Bank for Life



Batco



FAUJI FOUNDATION



National Bank of Pakistan



National Telecom



faysalbank



Micro Finance
apna bank
Limited



askari 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.



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



Pak Datacom

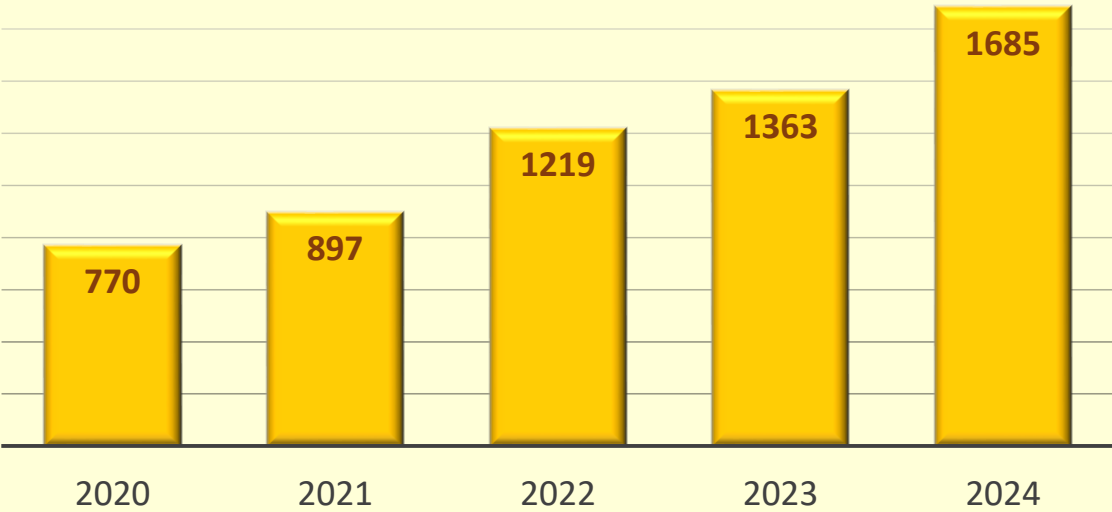
Pak Datacom Growth



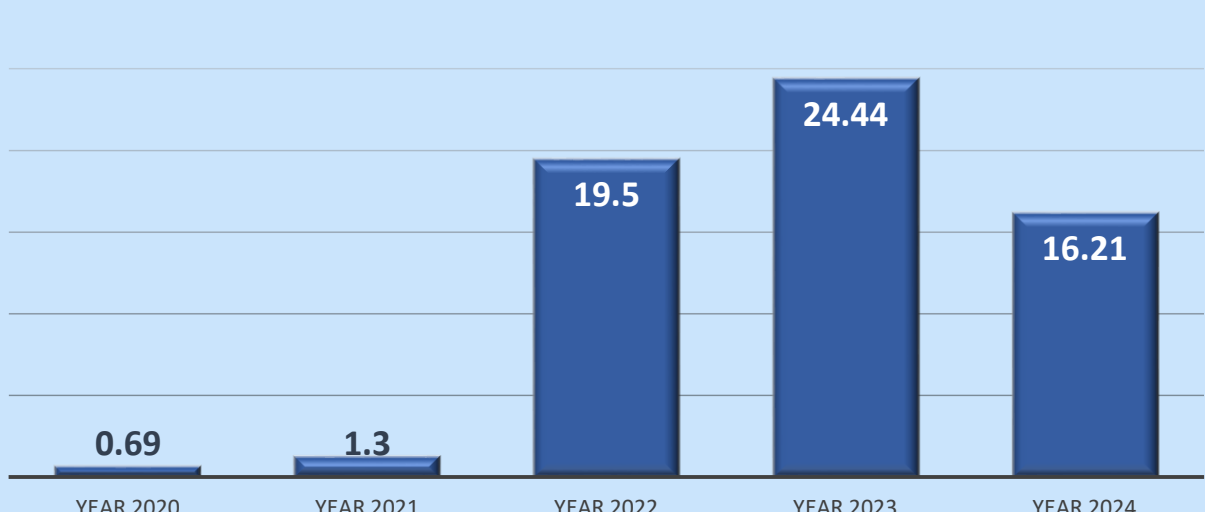
- The global telecom services market is expected to expand at a compound annual growth rate (CAGR) of 6.2% from 2023 to 2030.
- The Pakistan telecom market is expected to grow at a CAGR of 7% over the next five years.
- **Pak Datacom has achieved the CAGR of 23.4%. In last 3 years i.e., Pak Datacom has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



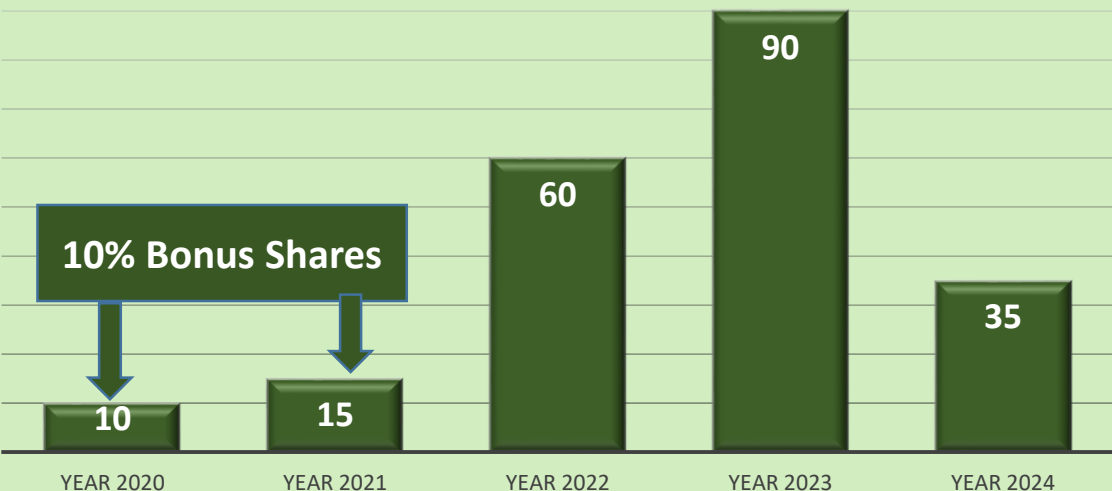
Revenue PKR M



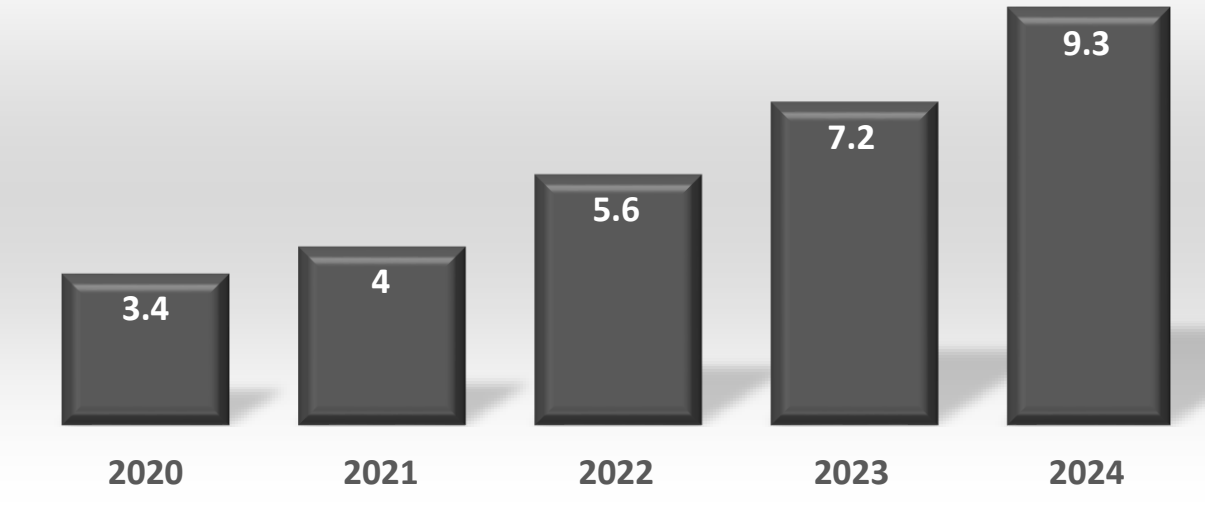
EPS



Pay Out



ARPE in PKR M



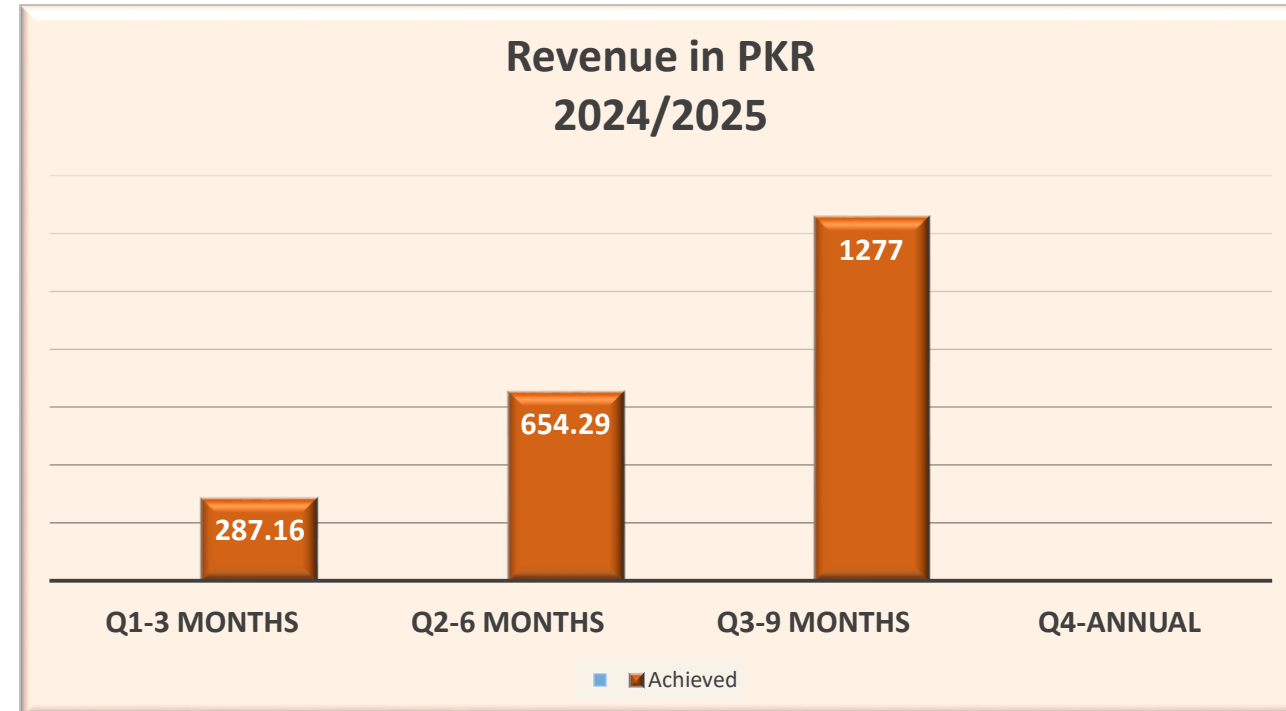
Pak Datacom Growth Analysis

- 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



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





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PSX KNOWLEDGE CENTER

PSX CORPORATE WEBSITE

Symbols

Search...

DATA PORTAL

My Portfolio

Market

Announcements

Companies

Reports

NBPPGI 32,037.24	MZNPI 21,880.36	JSMFI 33,969.70	ACI 19,237.79	JSGBKTI 33,730.37	MII30 16,422.83
-34.54 (-0.11%)	-37.80 (-0.17%)	55.48 (0.16%)	21.53 (0.11%)	62.87 (0.19%)	(-0.00%)

Talking: Ali Sa

PAKD QUOTE PROFILE EQUITY ANNOUNCEMENTS FINANCIALS RATIOS PAYOUTS REPORTS

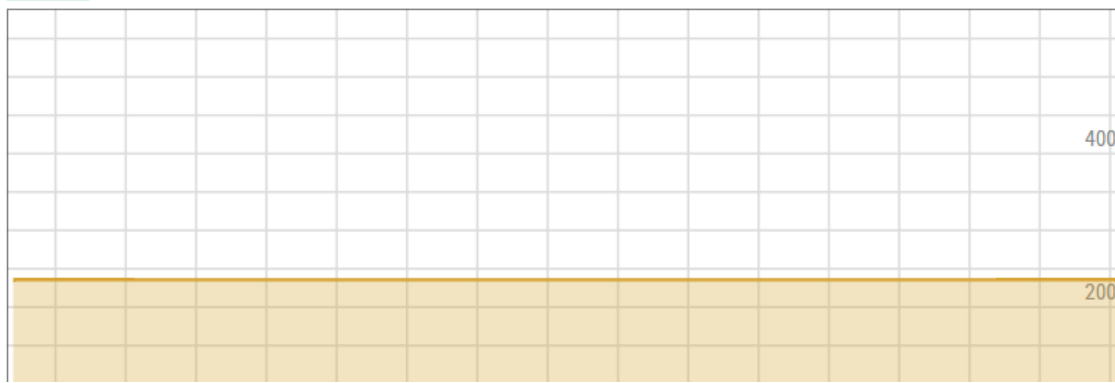
Pak Datacom Limited

TECHNOLOGY & COMMUNICATION

Rs.235.58 ▲ 21.42(10.00%)

1D 1M 6M YTD 1Y 3Y 5Y

As of Fri, May 30, 2025 10:42 AM



REG	FUT	ODL	
OPEN	HIGH	LOW	VOLUME
235.58	235.58	235.58	63,692
CIRCUIT BREAKER	DAY RANGE	52-WEEK RANGE	
192.74 – 235.58	235.58 – 235.58	63.00 – 235.58	
ASK PRICE	ASK VOLUME	BID PRICE	BID VOLUME
0.00	0	235.58	145,195
LDCP	VAR	HAIRCUT	P/E RATIO (TTM) **
214.16	40.00	60.00	14.37

Pak Datacom

How have we achieved these Results?

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



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



Pak Datacom

30th ANNIVERSARY
CABSAT
21 — 23 MAY 2024
DUBAI WORLD TRADE CENTRE

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

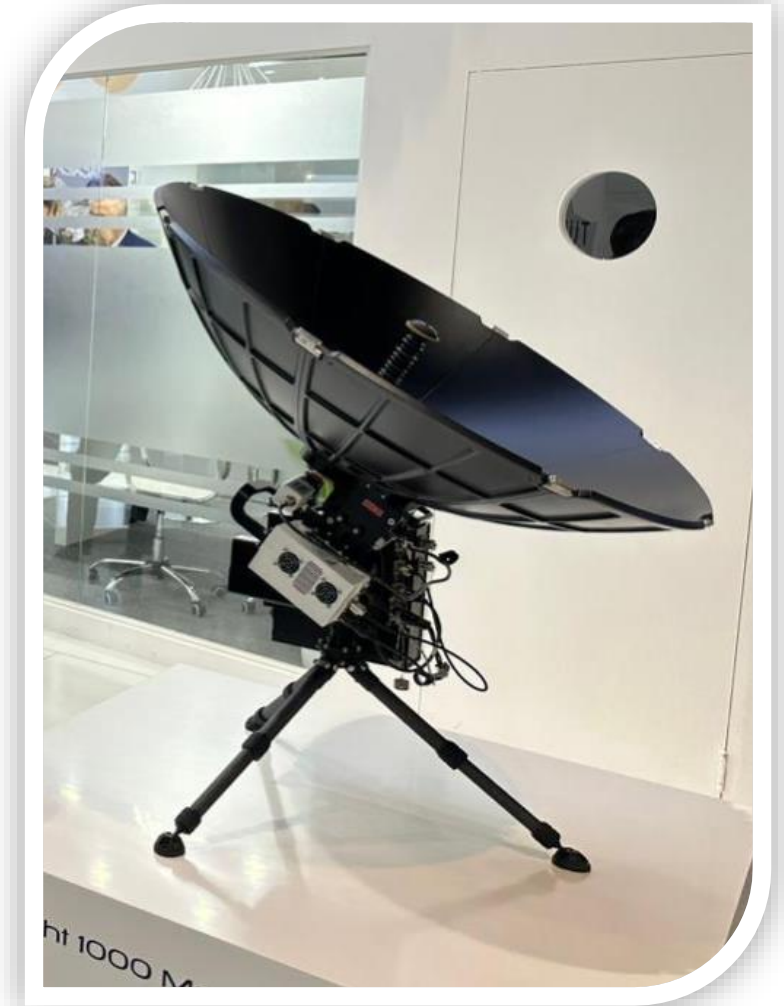


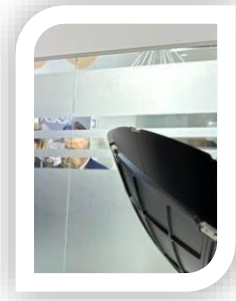
Pak Datacom



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

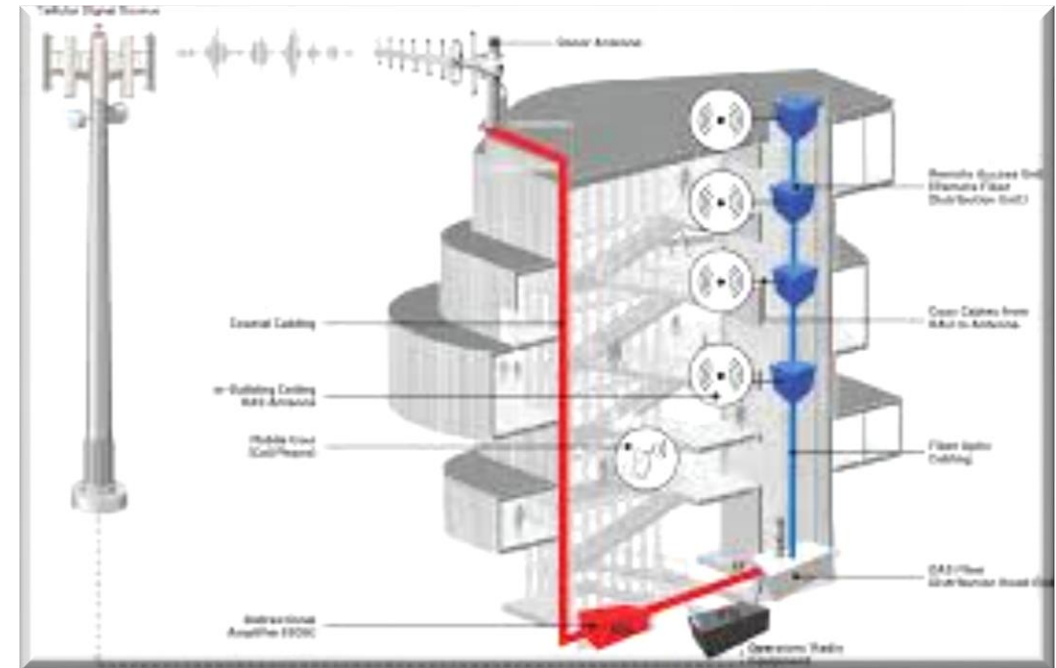
Partnership with Kacific for High Speed Satellite Internet

- 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

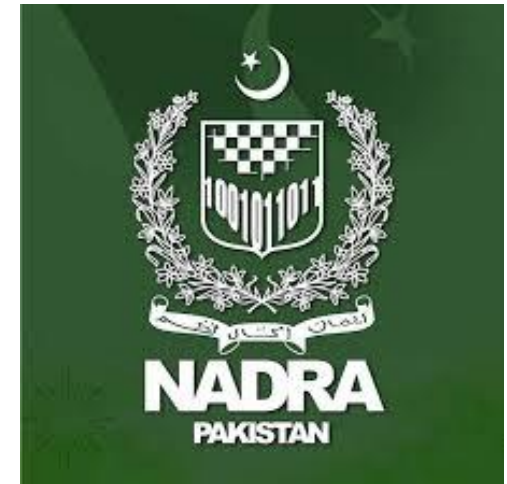
- Most of the buildings in Pakistan suffer from connectivity issues.
- In-building solutions (IBS) are technologies and systems designed to optimize mobile network coverage and performance within buildings and other indoor environments.
- This often includes solutions like Distributed Antenna Systems (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**



Pak Datacom Strategic Master Plan



Pak Datacom Way Forward Business growth Strategy

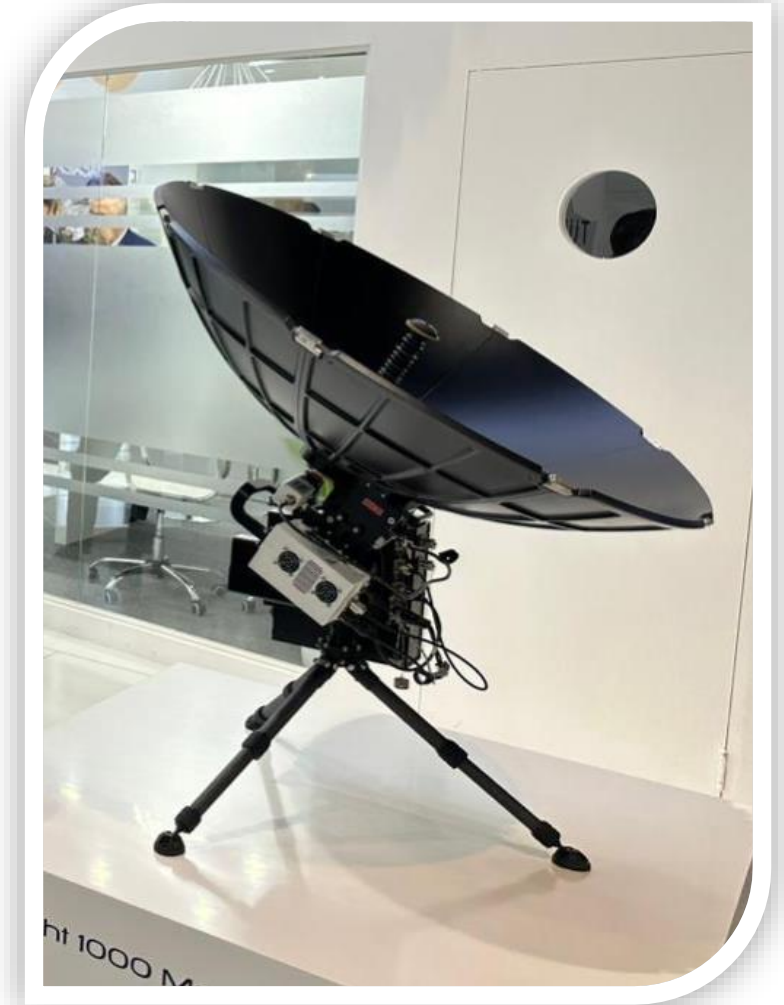
- Survivability
- Sustainability
- Scalability



Business Growth Strategy

- **Survivability**

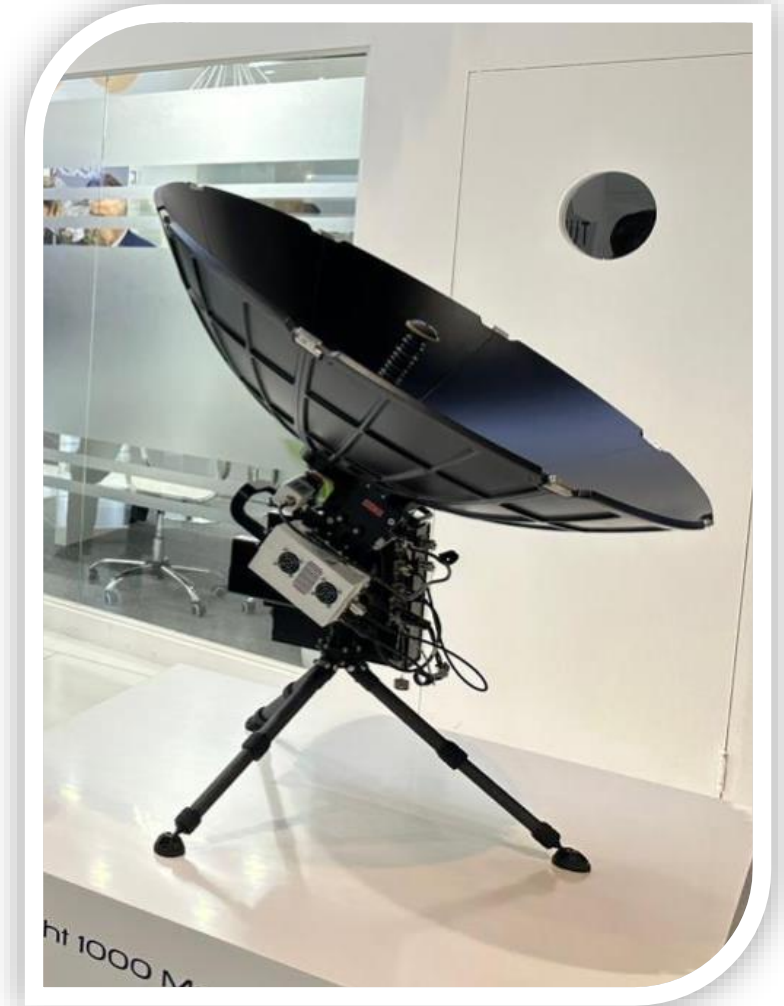
- PDL will continue operating effectively, even when parts of the system are damaged or destroyed, due to events like natural disasters, failures, or attacks
- Upgradation of Data Network
- Retention of Existing Business
- Aggressive Pricing & After Sales Support
- Digital Transformation
- International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



Business Growth Strategy

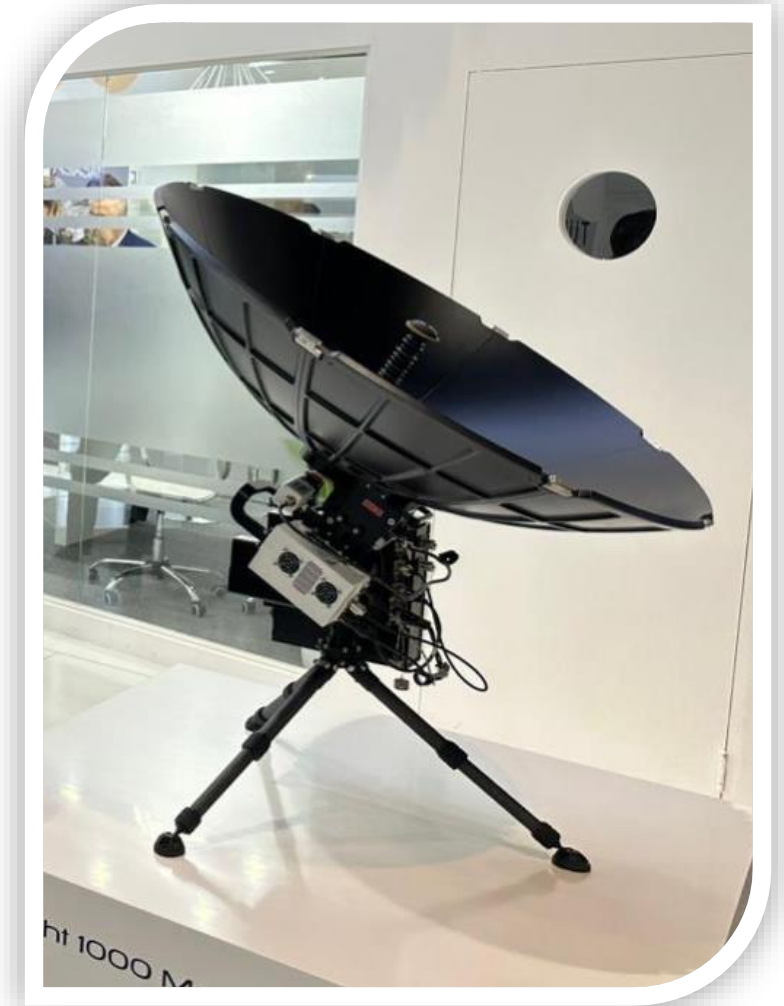
- **Sustainability**

- 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

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, which creates soft, light blue shadows beneath them, giving the text a sense of depth and three-dimensionality. The background is a plain, bright white.

Thanks

STATEMENT OF PROFIT OR LOSS WITHOUT EXCHANGE GAIN/LOSS

	FY-2024	FY-2023	EG/EL Impact 2024	EG/EL Impact 2023
Revenue – net	1,685,394,320	1,362,843,918	-	-
Cost of services	(1,280,552,216)	(1,073,989,629)	-	-
Gross profit	404,842,104	288,854,289	-	-
Administrative expenses	(225,810,398)	(178,629,161)	-	-
Marketing expenses	(40,635,003)	(36,552,749)	-	-
Impairment (loss) / reversal on financial assets	41,222,776	(32,060,911)	-	-
Finance income	(12,252,591)	(13,497,022)	(20,789,460)	255,891,844
Other income	117,863,289	115,124,153	-	-
Profit before taxation	285,230,177	143,238,600	(20,789,460)	255,891,844
Taxation	(77,920,228)	(54,222,695)	5,703,149	(55,046,241)
Profit for the year	207,309,949	89,015,905	(15,086,311)	200,845,603
Earnings per share	17.48	7.51	(1.27)	16.94