

NETS INTERNATIONAL

Empowering The Future

Corporate Briefing Session

November 28, 2025

Lahore, Pakistan



Infrastructure
Solutions



Digital
Solutions



Managed
Solutions

Executive Summary

PURPOSE

Sustainable employment via reskilling for future and nurturing Entrepreneurs

VISION

To be a preferred Service Provider in Telecom, Energy Infrastructure & Digital Solutions



Who We Are:

NETS International Communication Limited is a trusted technology systems integrator and solutions provider with a proven record of delivering **2,000+ projects** across Public and Private Sectors and developing **1,000+ skilled professionals**.

Strategic Focus:

Driving transformation through **cloud-native**, **AI-powered**, and **automation-led** technologies — enabling **secure system integration**, **FTTx solutions**, **managed services**, and **high-tech resource outsourcing**.

Talent & Capability:

Our strength lies in a **highly skilled, scalable workforce**, continuously enhanced through **structured internships** and **NETS Academy**, ensuring ongoing professional growth and delivery excellence.

Global Reach, Local Impact:

With an international footprint and deep local expertise, NETS delivers **customized, efficient, and scalable solutions** that address regional enterprise needs while meeting global standards.

Driving Digital Transformation:

We empower organizations to **modernize infrastructure**, **automate operations**, and **unlock value through data, AI, and technological innovation**.

We Are a **Leading** Global

Solutions Provider

Infrastructure Solutions
Fixed & Wireless, EV & ELV Solutions

Systems Integrator

Digital Solutions
EDN, Cloud, Cybersecurity, Automation

Managed Solutions Provider

Managed Service & Operations,
Resource Outsourcing

on a Clear Trajectory to be a **Market Leader**

40+
Years

1,000+
Certified
Resources

4,000+
Projects
Delivered

26+
Countries

250+
Customers

09
Global
Offices

Complete End-To-End Turnkey Solutions

Management & Board



Jahangir Ahmad
Chairman



Muhammad Nadeem
CEO - Executive Director



Khalid Mahmood
COO - Executive Director



Muhammad Shaheer
CFO



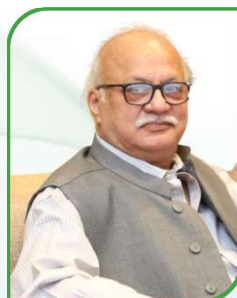
Aleem Paracha
CTO



Fozia Qadir
HR Head - Executive Director



Danial Khushnood
Company Secretary



Zaheer Khan
Non-Executive Director



Sani E Mahmood Khan
Independent Director



Muhammad Iqbal
Independent Director

NETS Role in Pakistan's Transformation

1983 TO 2025 & CONTINUED

IP NETWORK UPGRADATION

- PTCL
- NTC
- Ufone
- Warid
- Wateen

- Packet Core Network
- Internet Gateway Exchange
- USF Rural Projects
- MPLS-TP
- Phone Exchanges

WIRELESS NETWORK

- GOV OF PUNJAB
- PTCL
- PAK RAILWAYS
- TOTAL PARCO
- UCP
- BRITISH PETROLEUM

- Wide Area Network
- Public Wi-Fi Network
- Enterprise Wireless Network
- VHF Radio Links

IP TELEPHONY (ENTERPRISE & CONTACT CENTER)

- Warid
- Wateen
- PTCL
- MCB
- FAYSAL BANK

- Supply, configuration and installation of IP telephony system in enterprise and contact centers.

CYBER SECURITY

- BANK OF PUNJAB
- SNGPL
- NDRMF
- CMPAK
- OGDCL
- STATE LIFE INS
- PTCL

- Firewalls
- SEIM / SOAR
- VAPT
- EDR / XDR
- Red Teaming & MITRE ATT&CK

AUTOMATION

- BANK OF PUNJAB
- SENATE SECRETARIAT
- PTCL
- OGDCL
- NDRMF

- Network monitoring and observability platforms & tools

MANAGED SERVICES

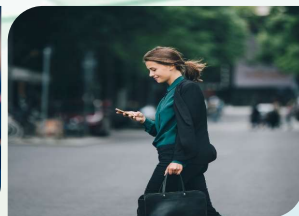
- PTCL
- OGDCL
- CMPAK
- NDRMF
- Ufone
- TPL GROUP

- Operations & Maintenance
- Managed helpdesk
- Network monitoring
- L1/L2 support
- SLA management

ICT

- PTCL/ Ufone
- PIA
- PAK DATACOM
- NBP
- NTC
- PSDF
- PITB

- Switches
- Routers
- Access Points
- Multiplexer
- Video Walls
- IP Cameras



From Infrastructure to Intelligence We Empower What's Next



Infrastructure Solutions

Fixed & Wireless Access Networks |
ELV | EV Solutions



Digital Solutions

Enterprise Data Networks | Cloud |
Cybersecurity | Automation



Managed Solutions

Managed Services | Resource Outsourcing



Connecting the Last Mile with **First-Class Expertise**

- Survey, Planning & Design
- Customer Installation
- Network Build & Rollout
- Optimization & Continuation Planning
- Equipment & Material Supply
- Managed Services & Operations

- ELV Solutions
- EV Solutions
- Operator Broadband Sales
- mi@pX
- Project & Program Management



345+ Km
Excavation
Completed

120+
Cabling &
Splicing
Engineers

700K+
RFS
Completed

900K+
Premises
Survey &
Design

21K+ Km
Fibre Cable
Install

1,735+ Km
Ducts Installed

25K+
Home
Installs

2,650+
Mobile Sites
Provisioned

200+
Rollout Sites

950+
Sites
Including OB
& IBS

80+
Microwave
Sites

20K+
Connections
Sold

250+
Microwave
LOS Surveys

150+
DC Power
System
Installations

Securing, Connecting & Accelerating Your Digital World



Enterprise Data Networks & Cloud

- Cabling, Racking, Shelving
- Data Center Commissioning
- Servers, Storage, Networking
- ACI, SD-WAN, MPLS-TP / Core
- Hybrid Cloud, BC, Disaster

Cybersecurity

- Consulting & Posture Assessment
- VAPT, DFIR, GRC, vCISO, SOC
- Red Teaming & MITRE ATT&CK
- DevSecOps & Security Playbooks
- PAM, DLP, XDR, SIEM, SOAR

Automation & AI

- Consulting Use-cases
- Analytics & Dashboarding
- DevOps, DevSecOps, Python
- In-House Products
- 24 / 7 Guaranteed SLAs



Empowering Businesses With Intelligent Management

Managed Solutions

Managed O&M

- OEM, RMA, TAC Support
- Compliance & Patching
- Break-fix Services
- CM / PM Maintenance
- Optimization & Improvement

Resource Outsourcing

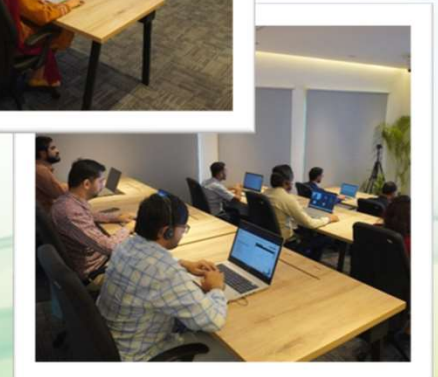
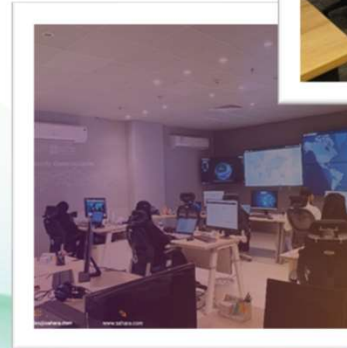
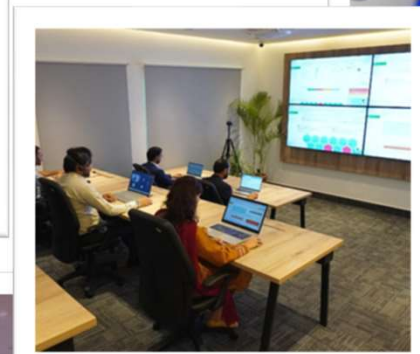
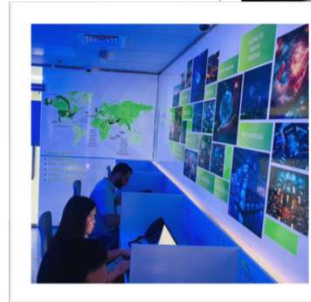
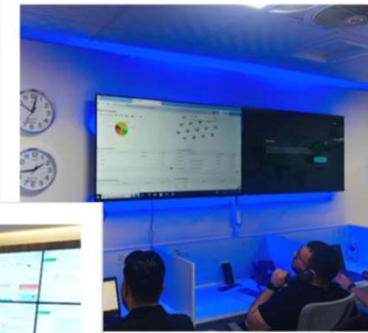
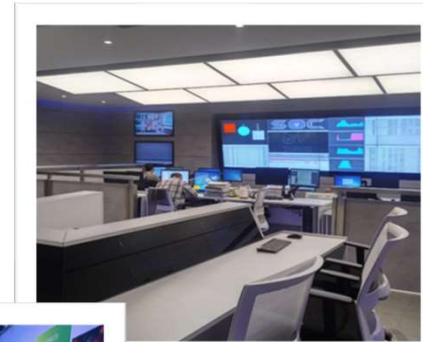
- Turnkey Talent Outsourcing
- 100K+ Pre-Vetted Candidates
- Rapid Onboarding
- Measurable Business Value
- Full-Time, Contract, Remote

Managed Helpdesk

- HelpDesk, Incident Management
- 24/7 or 8/5 SLAs support
- Weekly/Monthly reporting
- Incidents summary via email
- In-house ITSM tool: SupportX

NOC & SOC Monitoring

- 24/7 NOC & SOC Monitoring
- Includes HelpDesk ITSM
- L1 / L2 with Troubleshooting
- Real-time dashboards
- Performance Optimization



NETS Global Targeted Countries



Global Reach & Expertise



Infrastructure Solutions

Fixed & Wireless Access Networks |
ELV | EV Solutions



Digital Solutions

Enterprise Data Networks | Cloud | Cybersecurity
| Automation



Managed Solutions

Managed Services | Resource Outsourcing



Talent Development

On-site & online trainings in Access Network,
DevOps, and OEM certifications

T&T

Telecom
& Technology



Banking &
Financial Services



Public Sector



Education
& Healthcare



Enterprise
& Corporate

Year in Review



PSX LISTING

**CUSTOMER
ENGAGEMENTS**

**TECHNOLOGY
EXHIBITIONS**

**STRATEGIC
COLLABORATIONS**

**EMPLOYEE
ENGAGEMENTS**

CSR TRAININGS

NETS Talent

Empowering Global Workforce

200+

Candidates Trained

06

Countries

65%

Job Placement Rate

- Stand-alone, business unit focusing on nurturing Talent and **NETS' Giving Back** program.
- Relevant Training offered, providing direct link to work placements with NETS and its Partners.
- Objective to encourage & provide opportunities and develop versatile & highly skilled individuals.
- Pro-active work experience and job placement activities.

NETS Trainings & CSR

Sponsorships

Empowering Youth Through Sports

Building Skills, Values, and Community Impact



- NETS International has allocated 1% of profits for CSR
- Voluntary activities include but not limited to:
 - Free skills development trainings
 - Fund raisings and support for natural disasters
 - Association with local universities for trainings and career counselling

Key Customers

Telecom & Technology	Enterprise & Corporate	Banking & Finance	Education & Healthcare	Public Sector
40+ Years Serving Telcos 25+ Years Serving FTTX & Mobile Deployments	150+ Organizations Blue chip & Fortune 500	20+ Leading Banks Insurance & Credit Unions	10+ Schools & Colleges Universities Hospitals & Healthcare	20+ Public Sector Entities Ministries Govt. Subsidiaries
         	         	         	         	       

Standards, Awards & Partners

Standards & Compliance



Key Technology Partnerships



STATEMENT OF PROFIT OR LOSS

For the year ended June 30, 2025

	Note	2025 -----Rupees-----	2024
Revenue - net	22	1,662,640,229	168,317,601
Cost of revenue	23	(1,251,235,866)	(63,962,964)
Gross Profit		411,404,364	104,354,637
Selling and distribution expenses	24	(69,015,027)	-
Administrative expenses	25	(191,347,186)	(79,158,015)
Other operating expenses	26	(20,788,312)	(823,253)
		130,253,839	24,373,369
Other income	27	5,860,698	26,799,788
Profit from operations		136,114,537	51,173,157
Finance cost	28	(19,584,349)	(10,833,762)
Profit before levies and income tax		116,530,188	40,339,395
Levies		(30,506,410)	(168,319)
Profit before income tax		86,023,778	40,171,076
Taxation	29	(22,755,395)	(10,406,293)
Profit after taxation		63,268,383	29,764,783
Earnings per share - basic and diluted	34	1.88	3.44

The annexed notes from 1 to 42 form an integral part of these financial statements.

STATEMENT OF FINANCIAL POSITION

As at June 30, 2025

	Note	2025 -----Rupees-----	2024
ASSETS			
Non Current Assets			
Property, plant and equipment	5	79,747,041	33,302,335
Deferred taxation-net	6	23,025,979	-
Long term advances and deposits	7	7,490,851	9,016,552
		110,263,871	42,318,887
Current Assets			
Stock in trade	8	154,195,682	50,382,496
Trade debts	9	462,699,096	306,378,689
Loan and advances	10	255,589,003	435,635,357
Advances, deposits and prepayments	11	49,717,367	50,335,923
Short term investments	12	24,400,000	24,400,000
Cash and bank balances	13	33,319,649	103,493,509
		979,920,797	970,625,975
TOTAL ASSETS		1,090,184,669	1,012,944,862
EQUITY AND LIABILITIES			
Authorized Share Capital: 40,000,000 ordinary shares of Rs.10 each		400,000,000	400,000,000
Issued, subscribed and paid-up share capital	14	367,575,960	330,815,960
Unappropriated profit		94,600,913	30,356,301
Total equity		462,176,873	361,172,261
Non Current Liabilities			
Lease liabilities	15	1,163,413	5,087,779
Deferred liabilities	16	73,447,155	48,314,107
Long term loan - secured	17	15,904,667	-
		90,515,235	53,401,886
Current Liabilities			
Trade and other payables	18	394,883,893	570,839,151
Short term borrowing - secured	19	122,386,504	24,229,377
Accrued markup	20	6,316,728	40,384
Current portion of long term loan		10,000,000	-
Current portion of lease liabilities		3,905,436	3,261,802
		537,492,562	598,370,715
Contingencies and commitments	21	-	-
TOTAL EQUITY AND LIABILITIES		1,090,184,669	1,012,944,862

The annexed notes from 1 to 42 form an integral part of these financial statements.

STATEMENT OF CASH FLOWS

For the year ended June 30, 2025

	Note	2025 -----Rupees-----	2024
Cash generated from/(used) in operations	30	(49,429,348)	120,255,643
Levies and income tax paid	36	(76,240,429)	(9,930,875)
Worker welfare fund paid		(823,253)	-
Gratuity paid		(5,244,459)	-
Finance cost paid		(13,308,006)	(10,833,762)
Net cash generated from/(used in) operating activities		(145,045,494)	99,491,006
Cash flow from investing activities			
Additions to property, plant and equipment		(58,339,427)	(35,236,325)
Investment in term deposit receipts		(24,400,000)	-
Proceeds from disposal of property, plant and equipment		70,000	-
Net cash used in investing activities		(82,669,427)	(35,236,325)
Cash flow from financing activities			
Proceeds from issuance of shares		36,760,000	-
Proceeds from long term loan		30,000,000	-
Repayment of long term loan		(4,095,333)	-
Short term borrowing -net		98,157,127	24,229,377
Lease liabilities-net		(3,280,732)	8,349,581
Net cash generated from financing activities		157,541,062	32,578,958
Net increase/(decrease) in cash and cash equivalents		(70,173,860)	96,833,639
Cash and cash equivalents at the beginning of the year		103,493,509	6,659,871
Cash and cash equivalents at the end of the year	13	<u>33,319,649</u>	<u>103,493,509</u>

The annexed notes from 1 to 42 form an integral part of these financial statements.

STATEMENT OF CHANGES IN EQUITY

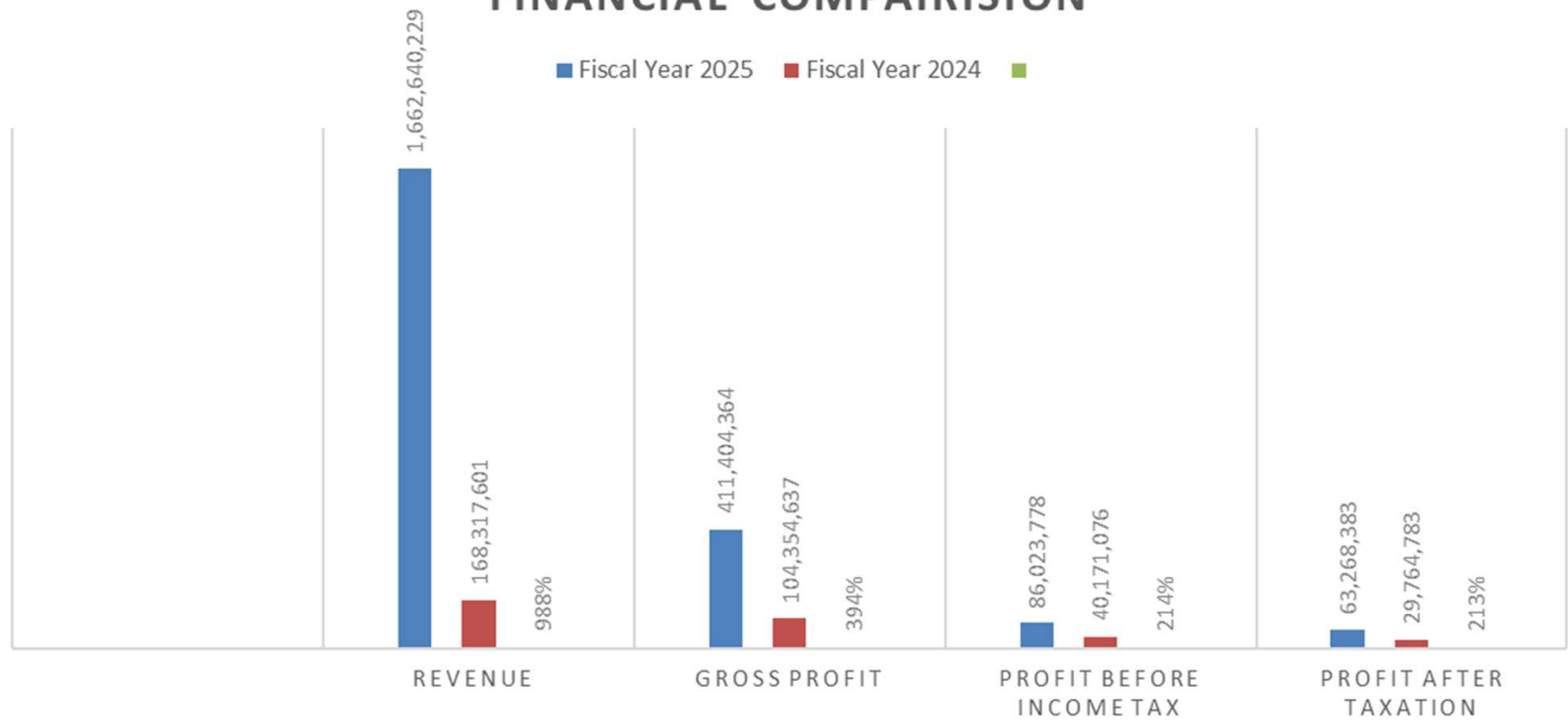
For the year ended June 30, 2025

	Issued, subscribed and paid-up capital	Revenue Reserves Accumulated Profit	Total
Balance as at July 01, 2023	5,000,000	591,518	5,591,518
Issuance of ordinary shares	325,815,960	-	325,815,960
Profit after tax for the year	-	29,764,783	29,764,783
Other comprehensive income for the year	-	-	-
Balance as at June 30, 2024	330,815,960	30,356,301	361,172,261
Balance as at July 01, 2024	330,815,960	30,356,301	361,172,261
Issuance of ordinary shares	36,760,000	-	36,760,000
Profit after tax for the year	-	63,268,383	63,268,383
Other comprehensive income for the year	-	976,229	976,229
Balance as at June 30, 2025	367,575,960	94,600,913	462,176,873

The annexed notes from 1 to 42 form an integral part of these financial statements.

FINANCIAL COMPAIRISION

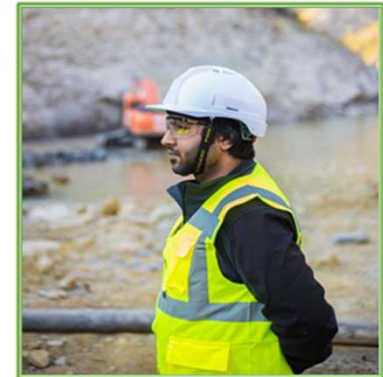
■ Fiscal Year 2025 ■ Fiscal Year 2024 ■



Revenue and Cost Drivers

Revenue Growth Factors:

- **New Customer Acquisition:**
 - Enterprise Data Network market is driven by per customer Revenue;
 - Potential gaps and transitional challenges in IT infrastructure, data management, and service delivery will create demand for specialized solutions.
 - IT firms can offer services such as cloud computing, cybersecurity, system integration, and managed IT services to enhance operational efficiency.
 - The focus may shift towards urban markets, offering more opportunities for IT companies.
- **Nationwide IT Infrastructure Development:**
 - Pakistan's focus on expanding broadband and fiber-optic networks is a key growth driver.
 - This development will bridge the digital divide, particularly in underserved areas.
 - Opportunities will arise to introduce advanced services like 5G, IoT, and cloud computing.
 - A robust infrastructure will attract international investments, supporting customer base growth and revenue diversification.
- **Government-Led Digital Transformation Projects:**
 - The government's efforts to automate healthcare, education, and public services present a significant opportunity.
 - Collaborating with the government on these projects positions the company as a key partner in the nation's digital transformation.
 - Opportunities include implementing secure communication systems, providing cloud and data storage solutions, and developing e-governance software.
 - These collaborations will boost revenue and help establish long-term partnerships.
- **Increasing digital Adoption:**
 - Increasing smartphone penetration and growing adoption of digital platforms are driving higher demand for telecom and IT services in Pakistan.



Revenue and Cost Drivers

Revenue Declining factors:

1. Technological Competitiveness:

- a) Delayed adoption, lack of understanding, or inadequate training to leverage these technologies could lead to lost opportunities and reduced market relevance.
- b) Competitors who stay ahead in innovation may capture market segments previously dominated by the company.

2. Customer's budget:

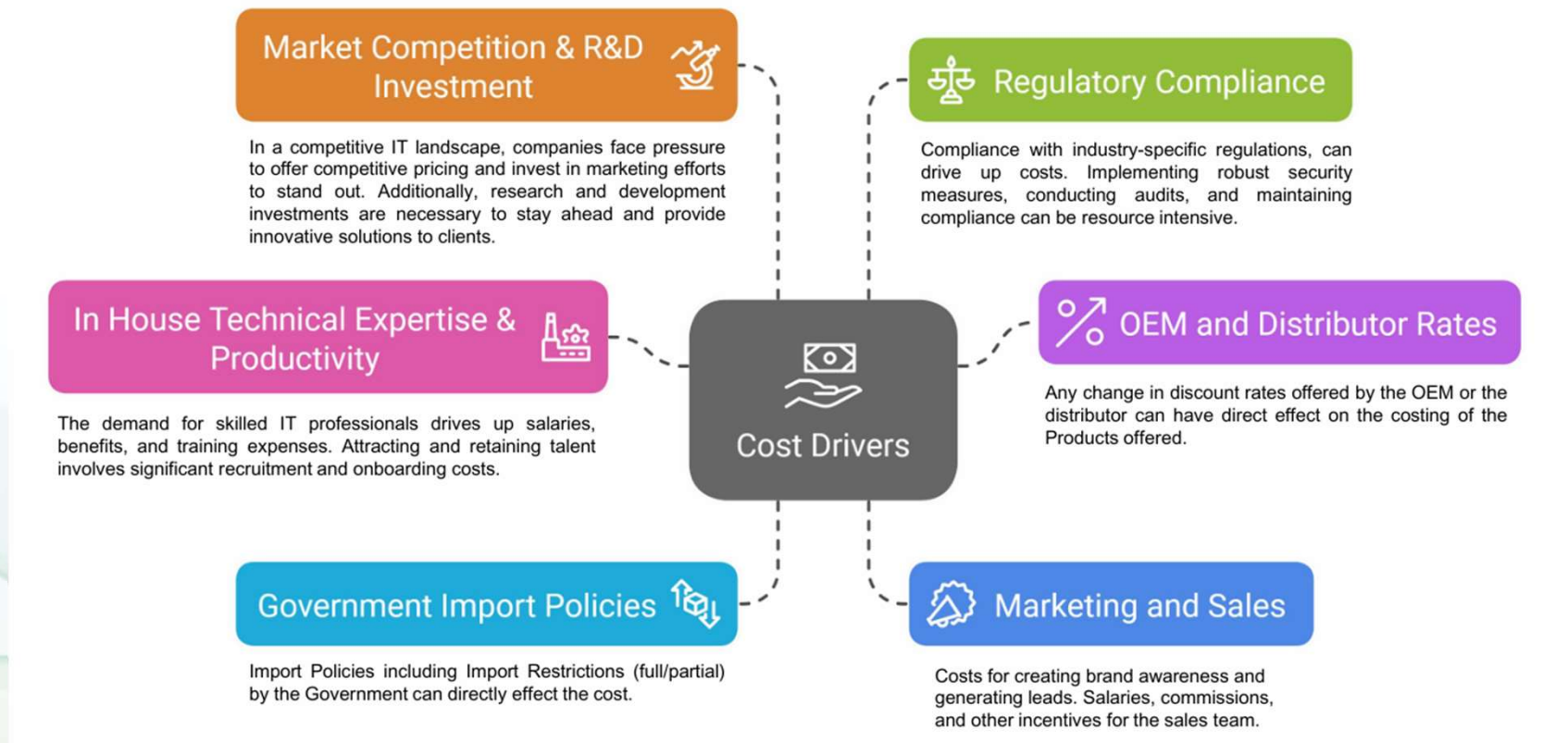
- a) A decrease in customers' budgets for upcoming projects can significantly impact the company's revenue growth.
- b) Economic instability, rising inflation, and currency devaluation may lead to financial constraints, reducing spending on IT and telecommunication services.
- c) This could result in decreased demand for premium services, smaller project volumes, and a shift toward lower-cost alternatives.
- d) Prolonged budget cuts may lead to delayed or cancelled projects, further challenging growth prospects.

3. Customer Management Challenges & Competitive pressure:

- a) Poor customer management can lead to dissatisfaction, loss of trust, and reduced revenue.
- b) In a competitive industry, customers expect prompt, reliable, and personalized service; failing to meet these expectations can drive customers to competitors.
- c) Strengthening brand loyalty through excellent service, offering tailored solutions, and maintaining a strong market presence will ensure growth and success amid competitive pressure.
- d) Continuous innovation, unique value propositions, and strong customer relationships are essential to staying ahead of the competition.



Revenue and Cost Drivers



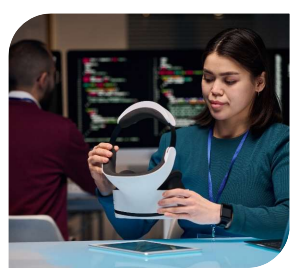
2026 Focus Areas



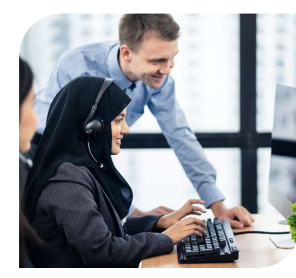
Focus on targeting international customers for NETS NOC/SOC services as an outsourced model.



Advancing automation with MonetX network observability platform and pioneering virtual reality driven innovation in field services.



Cybersecurity remains a key focus for 2026, with recent success in the financial sector expected to drive continued exponential growth.



NOC / SOC

EXPORT

FIBER

AUTOMATION

DIGITAL

CYBERSEC

OUTSOURCE

NETS newly designed state of the art and technologically advanced Network & Security Operations Center in Islamabad.



Fiber to the home projects are expected to grow in 2026 with a target of 50,000 houses to be connected via NETS services.



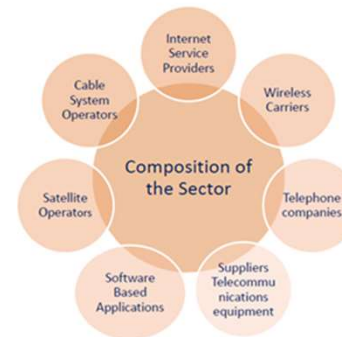
NETS will continue advancing digital solutions with a focused approach toward key industries — banking, education, retail, and enterprise.



NETS will expand its resource outsourcing initiatives, targeting leading telcos and technology companies

Future Prospects and Demand Outlook

1. The communication sector is made up of companies that make communication possible on a global scale, whether it is through the phone or the Internet, through airwaves or cables, through wires or wirelessly. These companies created the infrastructure that allows data in words, voice, audio, or video to be sent anywhere in the world.
2. Not long ago, the communications sector consisted of a club of big national and regional operators. Since the early 2000s, the industry has been swept up in rapid deregulation and innovation. In many countries around the world, government monopolies are now privatized and they face a plethora of new competitors.
3. Communication plays an important part in daily lives of people today. It is an essential component of every walk of life ranging from education, business to entertainment. The sector has witnessed many innovations and improvement over the periods and increased competition further fueling the innovation.



Source: management's own estimates based on internal market research	Current			Projected by 2030		
	Total Addressable Market	Serviceable Addressable Market	Serviceable Obtainable Market	Total Addressable Market	Serviceable Addressable Market	Serviceable Obtainable Market
	(TAM)	(SAM)	(SOM)	(TAM)	(SAM)	(SOM)
	US\$ (million)	US\$ (million)	US\$ (million)	US\$ (million)	US\$ (million)	US\$ (million)
	Universe	Competitors	NET's Share	Universe	Competitors	NET's Share
Fixed Access Network						
FAN (Fixed / FTTX / HFC)	1,400	281	0	2,101	422	42
Wireless Access Network						
WAN (Mobile, Enterprise 5 & Next Gen Networks)	1,800	126	-	2,701	189	19
Enterprise Data Network (incl Cloud & Cybersecurity)	1,070	203	7	1,606	305	31
Automation, AI & Big Data (Extravis & 3Cix Platforms)	110	59	0	165	89	9
Resource Outsourcing	210	100	0	315	150	15
Managed Services & Operations	210	62	2	315	94	9

Risk Factors and Mitigants

1 - Regulatory Challenges

Risk: Policy changes and regulatory uncertainty hinder planning and investment.

Mitigation: Stable, clear policies and consistency for long term market development.

2 - Infrastructure Limitations

Risk: Outdated infrastructure, especially in rural areas, limits service reach.

Mitigation: Companies need to invest in modern infrastructure and explore public-private partnerships. However, this development has slowed down significantly due to forex rates and changing tax laws.

3 - Cybersecurity Concerns

Risk: Growing cyber threats could disrupt services and compromise data.

Mitigation: Many companies still are running in conventional infrastructures however invest in advanced cybersecurity, encryption, and employee training would benefit their business with reduced cyber threats and more informed employees.

4 - Investment Constraints

Risk: Economic instability makes it difficult to raise capital.

Mitigation: Seek foreign investment and explore public-private funding models.

5 - Skilled Workforce Shortage

Risk: Lack of skilled talent in emerging technologies limits innovation.

Mitigation: Invest in education and provide incentives for skilled professionals.

6 - Competition from International Players

Risk: International companies may capture market share from local players.

Mitigation: Strengthen local offerings and form partnerships for global expertise.

7 - Economic Instability

Risk: Inflation and currency depreciation reduce purchasing power.

Mitigation: Diversify revenue streams and offer affordable solutions for consumers.

8 - Consumer Trust & Data Privacy

Risk: Concerns over data privacy may reduce adoption of digital services.

Mitigation: Ensure compliance with global privacy standards and educate consumers.

9 - Lack of Innovation

Risk: Low investment in R&D stifles local tech development.

Mitigation: Encourage innovation through incentives and R&D partnerships.

10 - Customer Risk

NETS's major revenue comes from Pakistan Telecommunication Company Limited i.e. 43%(appx.), This single largest buyer is very important for the Company.

11 - Undersubscription Risk

This issue is fully underwritten by Dawood Equities Limited and if the whole or any part of the shares offered under this section is declined or is not subscribed, the directors may allot such shares in such manner as they may deem fit including allotment of shares to the underwriter.

12 - Cancellation of Contracts in Hand

The projections are mainly based on the in-hand / upcoming contracts. This carries a risk as in case of cancellation of any the contracts, the projected growth would be impacted.

Thank You