



The General Manager,  
Pakistan Stock Exchange Limited,  
Stock Exchange Building,  
Stock Exchange Road,  
Karachi.

November 25, 2022

**Subject: Presentation for Corporate Briefing Session (CBS)**

Dear Sir,

Please find attached presentation for the Corporate Briefing Session of Universal Network Systems Limited held at the Head Office address of the Company through online link facility on November 24, 2022 at 3:00 pm.

We would appreciate your assistance in communicating this information to members of the exchange.

Yours sincerely,

**Ahsan Iqbal**  
Company Secretary

Encl: As above

**Head Office:**

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+92-21-111-258339

**Regional Office – Central**

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**Regional Office – North**

Building # 2A, Airport Link  
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# Corporate Briefing 2022





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# Company Overview



## Journey so far

- UNS was incorporated in **2005** as a Domestic Cargo Consolidator and shifted its focus towards E-Commerce Logistics in **2011** with the first COD shipment conducted in Pakistan under the BlueEX Brand.
- The Company introduced E-Commerce to Pakistan when it launched its **Online Booking System** in 2011 and over the next few years established a reliable Cash on Delivery Network across the country.
- Today, these **standards and practices** have become the industry standard for E-Commerce Logistics in Pakistan.
- UNS is the only **International Air Transport Association (IATA)** certified courier company in Pakistan and also has Certification from International Federation of Freight Forwarders Associations (FIATA).
- UNS is the only **listed company at Pakistan Stock Exchange** in its category.



# Financial Highlights

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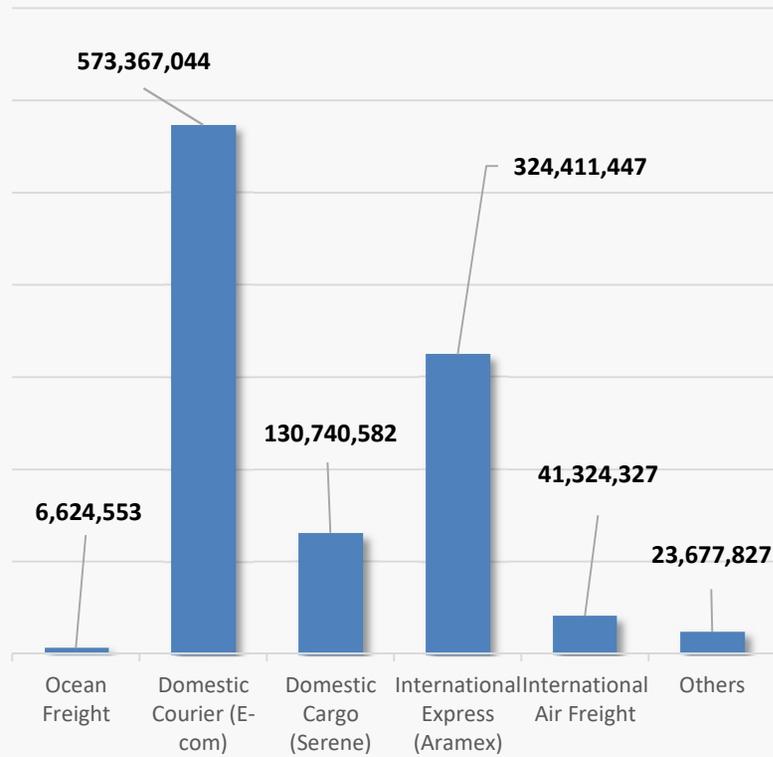


## Statement of Profit & Loss (in 000')

	FY22	FY21	%age Change
Sales	1,100,146	992,448	10.85%
Cost of sales	928,802	833,316	11.46%
<b>Gross profit</b>	<b>171,344</b>	<b>159,133</b>	<b>7.67%</b>
Selling, general and administrative expenses	114,310	77,915	46.71%
Other income	16,894	2,025	734.14%
<b>EBITDA</b>	<b>73,928</b>	<b>83,243</b>	<b>-11.19%</b>
Depreciation & amortization	42,363	32,611	29.90%
<b>EBIT</b>	<b>31,565</b>	<b>50,631</b>	<b>-37.66%</b>
Interest expense	7,822	12,527	-37.56%
<b>EBT</b>	<b>23,743</b>	<b>38,105</b>	<b>-37.69%</b>
Provision for income taxes	7,798	4,884	59.66%
<b>Net income</b>	<b>15,946</b>	<b>33,221</b>	<b>-52.00%</b>

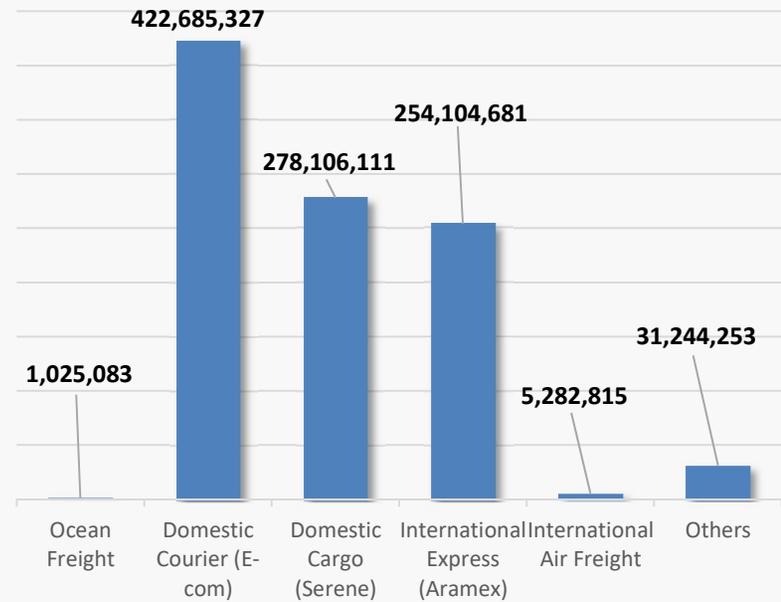


# Verticals YoY Revenue Mix



2021 - 22

	FY22	FY21
Gross Revenue	1,100,145,780	992,448,270

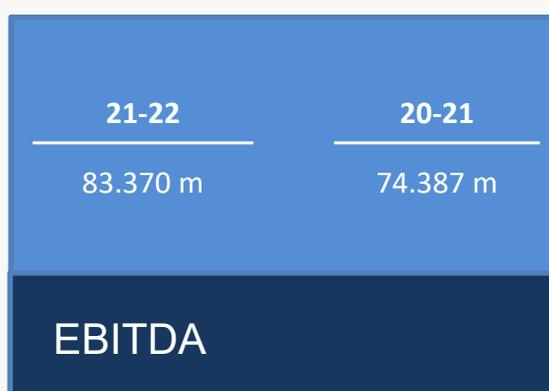
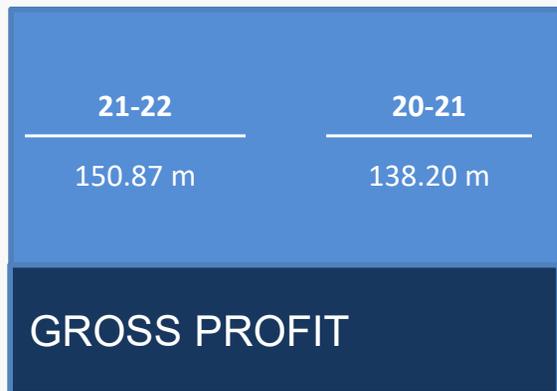
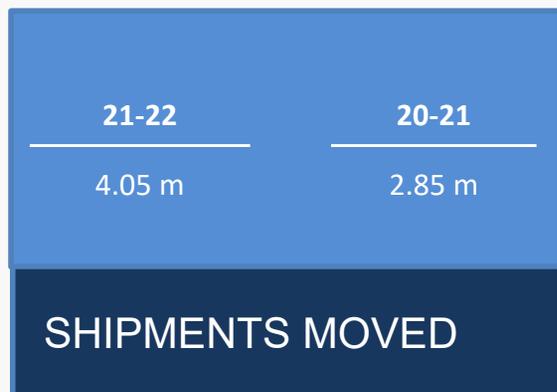


2020 - 21





## Snapshot of the year





# Statement of Financial Position (in 000')

	Q1FY23	FY22	FY21	%age Change
Property, plant and equipment	150,422	155,334	105,159	47.71%
Intangible assets	90,294	83,229	59,133	40.75%
Right of use assets	41,465	48,627	60,043	-19.01%
Long term deposits	12,748	12,747	11,246	13.35%
Trade debts	426,858	455,745	361,856	25.95%
Packaging material	2,347	2,101	2,663	-21.10%
Short term loans and advances	24,474	21,441	8,741	145.29%
Short term deposits, prepayments and advance income tax	62,355	35,044	39,667	-11.66%
Tax refund due from Government	20,484	20,484	21,979	-6.80%
Short term investments	94,328	131,686	0,00	100.00%
Cash and bank balances	59,839	62,779	76,819	-18.28%
<b>Total assets</b>	<b>985,613</b>	<b>1,029,216</b>	<b>747,306</b>	<b>37.72%</b>
Common stock	274,284	274,284	205,714	33.33%
Reserves	518,901	511,518	136,530	274.66%
Sponsors' loan	0,00	0,00	70,000	-100.00%
<b>Total share capital and reserves</b>	<b>793,186</b>	<b>785,802</b>	<b>412,244</b>	<b>90.62%</b>
Lease liabilities	45,391	51,166	61,645	-17.00%
Deferred tax liabilities – net	9,942	12,499	16,405	-23.81%
Trade and other payables	119,915	165,764	241,727	-31.43%
Due to related parties	0,00	0,00	2,435	-100.00%
Accrued mark-up	0,00	0,00	0,058	-100.00%
Provision for taxation	17,179	13,984	12,792	9.32%
<b>Total liabilities</b>	<b>192,427</b>	<b>243,414</b>	<b>335,062</b>	<b>-27.35%</b>
<b>Total liabilities and shareholders' equity</b>	<b>985,613</b>	<b>1,029,216</b>	<b>747,306</b>	<b>37.72%</b>



# Industry Overview



# Industry Overview

- **Transportation Sector:** Contributing 22.3% to the Service Sector GDP and accounts for approximately 6% of the nation's total employment
- **Extensive Road Network:** Inter-urban passenger and freight transport in Pakistan is primarily via road with 94% of all passengers travelling by road and 98% of all freight movement being undertaken via the Road network.
- **eCommerce Taking Off:** The most significant change in the transportation industry has come during the pandemic, when all businesses including grocery purchasing was suspended or slowed due to lockdown and fear of the virus. The e-commerce industry started showing its competitive benefits to address issues of last mile reach for customers and utilization of technology at least in urban and semi-urban territories for effective satisfaction of both suppliers and end users.
- **International Opportunity:** In Pakistan, most businesses are SMEs and recently, Amazon has added Pakistan to its sellers' list which will open vast opportunities, more documented exports and high revenue stream for country's young entrepreneurs through a larger market opportunity in the form of presence of global B2B and B2C portals like Amazon.
- **Ever Increasing Toplines:** Revenues for ecommerce continue to increase. New markets are emerging, and existing markets also have the potential for further development. Global growth is expected to continue over the next few years. This will be propelled by East and Southeast Asia, with their expanding middle class and lagging offline shopping infrastructure.

## Pakistan's E-com market growth – now to 2025

- Revenue in the eCommerce market is projected to reach US\$ 7,666.00m in 2022.
- Revenue is expected to show an annual growth rate (CAGR 2022-2025) of 6.09%, resulting in a projected market volume of US\$ 9,153.00m by 2025.
- With a projected market volume of US\$ 1,412.00bn in 2022, most revenue is generated in China.
- In the eCommerce market, the number of users is expected to amount to 65.1m users by 2025.
- User penetration will be 23.9% in 2022 and is expected to hit 26.9% by 2025.
- The average annual revenue per user (ARPU) is expected to amount to US\$139.90.



# Q & A Session



Thank you

