SUPERNET TECHNOLOGIES (STL)

FY 26 RESULTS & OUTLOOK

CORPORATE BRIEFING SESSION, NOV 16TH, 2026

A Diversified Digital Infrastructure & Technology Business



Connectivity

Fiber · Wireless · Satellite
Managed connectivity ·
National & international

Digital Infrastructure

Networks · Data centers ·
Cloud · Compute · Storage ·
Power infrastructure

Cybersecurity

Solutions · MSSP ·
Managed security ·
Multi-year contracts

Mission-Critical

Telecom · Government ·
Defence · Secure networks ·
Systems integration

International

UAE regional platform ·
MENA · Africa ·
Connectivity · ICT · Cyber

30 Years of Transformation

1 **1995–08 | Startup**
Dial-up ISP, Metro radio, Satellite links

2 **2008–13 | Satellite → Connectivity**
Branch connectivity, Mobile operators

3 **2013–18 | Digital**
Radio · Fiber · Satellite — one-stop connectivity

4 **2019–25 | Regional**
Cybersecurity · IT infrastructure · Power · Software

5 **2026+ | Platform**
Main Board · Supernet Global · MENA & International

From a connectivity provider to a diversified technology platform

Why Supernet Is Differentiated

30-YEAR EXECUTION RECORD

Long operating history across multiple technology cycles

MULTI-TECHNOLOGY

Fiber · Wireless · Satellite · ICT · CyberSecurity · Power

NATIONAL FIELD PRESENCE

Support capability across 200+ cities and towns

BLUE-CHIP CUSTOMER BASE

Banks · Telcos · Multinationals · Government · Defence

RECURRING REVENUE

Connectivity and managed-service relationships

REGIONAL PLATFORM

Pakistan capability leveraged through **UAE** into international markets

Thirty years of proven multi-technology expertise, nationwide scale, and trusted blue-chip relationships

Mission-Critical & Defense Solutions

Complex execution capability is a strategic differentiator — delivering secure, integrated infrastructure across government, defense, and critical-infrastructure environments.



Secure Communications

Satellite · Fiber · Radio — high availability, full redundancy, and end-to-end encryption for classified and sensitive operations.



Systems Integration

Multi-vendor design spanning equipment, software, and professional services — engineered for interoperability and operational continuity.



Nationwide Execution

Technical resources deployed across 200+ cities and towns, enabling rapid on-site response and localized project delivery.



Customer Environments

Proven across Telecom, Government, and Defense sectors — including hardened critical-infrastructure deployments.

Supernet Global — From Pakistan Capability to Regional Platform

PAKISTAN

Core operating base
30-year capability

→

UAE

Regional team + Dubai PoP
Commercial hub

→

AFRICA

Satellite connectivity
Deployment / market entry

→

MENA & BEYOND

Connectivity · ICT · Cyber
Regional opportunity

Senior regional leadership in Dubai, Dubai data/internet PoP, African satellite links deployment.

Supernet Today

Nationwide & International Connectivity
Fiber, wireless, and satellite networks tailored to each customer need.

SuperSecure
MSSP · Enterprise cybersecurity services

SES
Packaged software · ICT automation · AI

SuperInfra
IT infrastructure · Data centers · Renewable Energy Solutions

Phoenix Global`
UAE-based · International IT & communications

30+
Operating years
Founded 1995

200+
Cities & towns
Nationwide support footprint

484
Employees
Skilled workforce across Pakistan

One Group, five specialized businesses—each built to deliver focused expertise and greater customer value.

FY26 Financial Performance

STL consolidated results for the year ended 30 June 2026

Rs 8.080bn

Revenue

FY25: Rs 9.27bn

Rs 1.940bn

Gross Profit

FY25: Rs 1.83bn

Rs 841.4m

Operating Profit

FY25: Rs 868m

Rs 467.2m

PAT

FY25: Rs 473m

Rs 4.03

EPS

FY25: SNL: Rs 3.79*

Rs 411.0m

Operating Cash Flow

FY25: Rs (162.1)m

1. Gross margin reached 24.0%, compared with 19.8% in the SNL.
2. FY25 are SNL numbers, not STL's restated comparative post-merger. *EPS uses different share bases.
3. EPS calculated on Pre- Right number of shares

Profitable Growth, gross profit expansion and cash conversion

Revenue Quality & Earnings Visibility

Rs 6.2bn

Recurring / Contracted Revenue

FY26 service revenue

>50%

USD-Denominated Revenue

Share of revenue linked to the US dollar

Broad-based

Diversified Customer Base

Telcos · Banks · Enterprise · Government · Defense

Broad based Customer base generating recurring revenue backed by multi year contracts with more than 50% billed in USD

Historical consolidated profit and loss

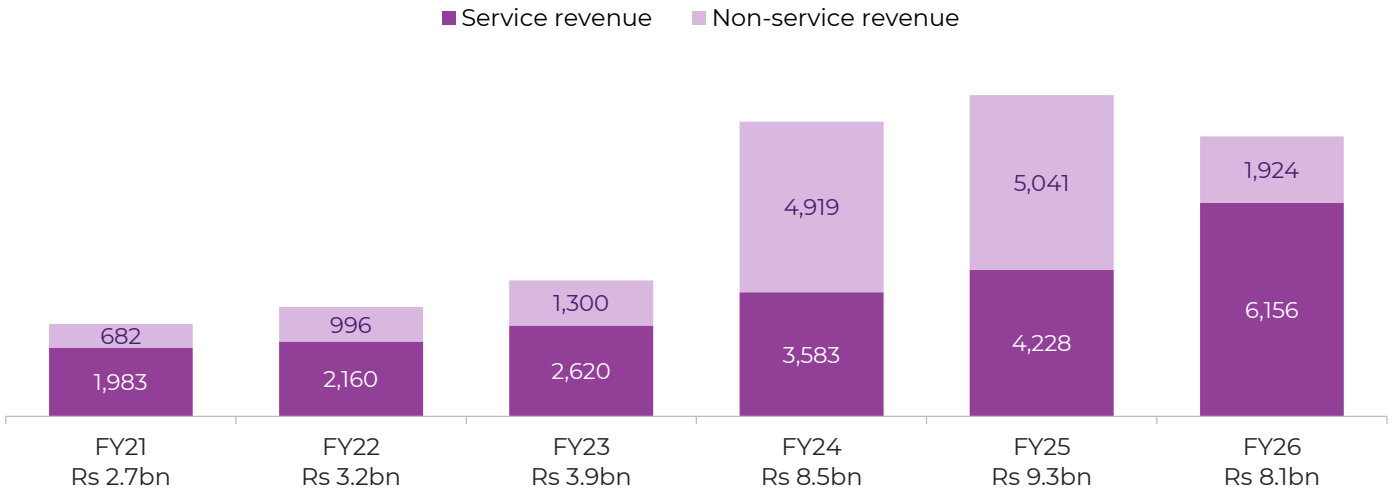
PKR million. FY21–FY25 SNL history and FY26 STL results.

Metric	FY21	FY22	FY23	FY24	FY25	FY26
Service revenue	1,983	2,160	2,620	3,583	4,228	**6,156**
Non-service revenue	682	996	1,300	4,919	5,041	**1,924**
Total revenue	**2,665**	**3,156**	**3,920**	**8,502**	**9,269**	**8,080**
Direct costs	(1,906)	(2,104)	(2,792)	(7,101)	(7,437)	**(6,141)**
Gross profit	**759**	**1,052**	**1,128**	**1,401**	**1,832**	**1,939**
Gross margin	*28.5%*	*33.3%*	*28.8%*	*16.5%*	*19.8%*	***24.0%***
Admin, distribution and ECL[1]	(422)	(655)	(828)	(911)	(987)	**(1,091)**
Other income / (expense)	28	17	25	27	23	**(7)**
Operating profit	**365**	**414**	**325**	**517**	**868**	**841**
Operating margin	*13.7%*	*13.1%*	*8.3%*	*6.1%*	*9.4%*	***10.4%***
Finance costs	(26)	(27)	(44)	(51)	(38)	**(57)**
Levy and income tax	(107)	(100)	(93)	(225)	(357)	**(317)**
Profit after tax	**232**	**287**	**188**	**241**	**473**	**467**
Net margin	*8.7%*	*9.1%*	*4.8%*	*2.8%*	*5.1%*	***5.8%***

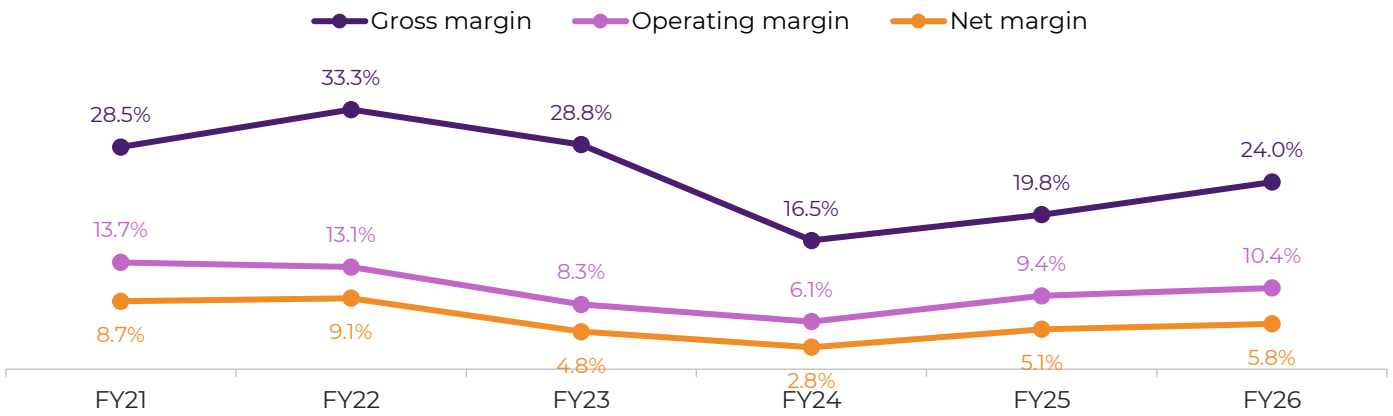
[1] Administrative, selling and distribution expenses and expected credit loss (ECL) allowance. FY21–FY25: Supernet Limited (SNL) consolidated; FY26: STL consolidated (audited). Comparisons are indicative only.

Higher margins with broadly stable profit

Revenue by type, PKR million (total shown under each year)



Gross, operating and net margin



FY21–FY25: SNL consolidated; FY26: STL consolidated. CAGRs over five years (FY21–FY26); different reporting bases, comparisons indicative only.

The story behind the numbers

24.8%
Revenue CAGR, FY21–FY26
Rs 2.7bn → Rs 8.1bn: three-fold growth in five years

25.4%
Service revenue CAGR
Rs 2.0bn → Rs 6.2bn; services now 76% of revenue (FY25: 46%)

23.0%
Non-service revenue CAGR
Rs 0.7bn → Rs 1.9bn; equipment and project sales peaked in FY24–FY25

24.0%
Gross margin, up 4.2 pp
Recovered from 16.5% in FY24 as the mix shifted to services

Rs 467m
Profit after tax, broadly stable
FY25: Rs 473m; operating margin 10.4%, net margin 5.8%

From Merger to Growth Platform — Capital Raised and Deployed

1. **Merger**
   SNL's operating business consolidated into STL
2. **Main Board**
   PSX Main Board listing for credibility and access to capital
3. **Rights issue**
   Rs 915m raised at Rs 10 per share; 98% subscribed
4. **Execution**
   Rs 1bn critical-communications project awarded; delivery in FY27

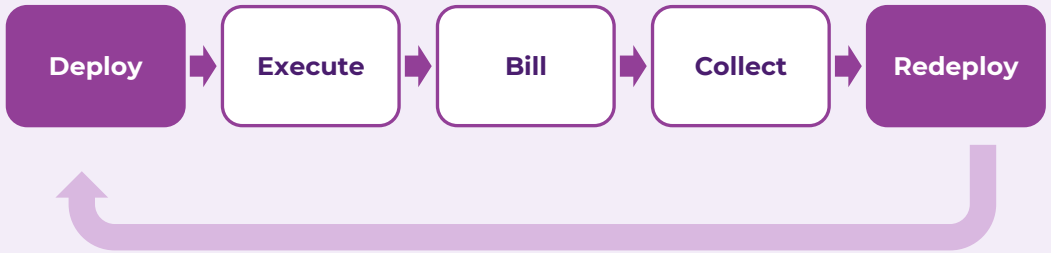
Use of rights issue proceeds

Rs 915m total raised

Rs 465m · 51%	Rs 450m · 49%
Growth working capital Deployed into the awarded Rs 1bn project	**Acquisition consideration** Partial settlement to Telecard

The Rs 465m growth flywheel

Working capital turns through each project and is recycled into the next



Project proceeds recycled into new opportunities

Cybersecurity — An Emerging Growth Engine for Supernet Technologies

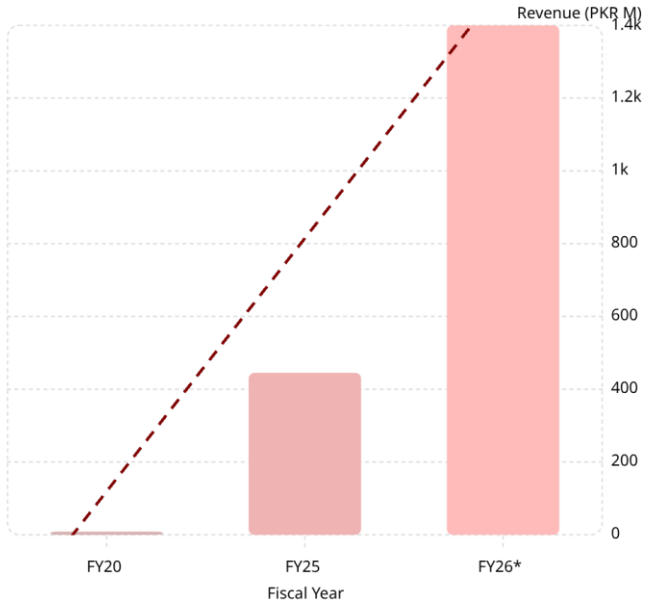
Managed Security
SOC365® 24×7 SOC, AI-enabled cybersecurity, Security Consulting

Multi-Year Revenue
3–5 year contracts improve predictability and deepen relationships

Blue-Chip Verticals
Banking · Telecom · Energy · Enterprise · Government / Defence

Future Value Creation

- Increase recurring revenue
- Scale Managed Security Services
- GRC Services Expansion
- Pakistan market penetration
- Middle East expansion



Revenue Trajectory

> 160X growth in revenue —

From PKR 8.6M in FY20 to

PKR 1.4Bn in FY26.

1. **FY26 Revenue Rs 1.4B**
2. **Gross Profit Rs 313m**
3. **EBITDA Rs 244m**
4. **PAT Rs 170m**
5. **STL Ownership 80%**

FY27 Growth Drivers

Awarded Projects
Execution of publicly announced critical-infrastructure contracts

Recurring Services
Connectivity and multi-year managed-service contracts

Cybersecurity
Enterprise demand and long-term security relationships

Defense / Critical Infra
Complex, mission-critical communication opportunities

International
Commercialization of UAE and regional platform

Digital Infrastructure
Enterprise networks, data infrastructure, and power solutions

FY2027 Business Outlook & Management Priorities

Growing recurring, higher-margin revenue across digital infrastructure and cybersecurity

BUSINESS OUTLOOK

Digitalization and cybersecurity continue to drive demand

- **Digital infrastructure**
  Data growth, cloud adoption and enterprise modernization support connectivity and infrastructure demand.
- **Cybersecurity**
  Managed security, SOC services and AI-assisted operations offer stronger growth potential.
- **Operating environment**
  Pricing pressure, foreign exchange, global economic conditions, collections and execution remain the principal risks.

FY2027 MANAGEMENT PRIORITIES

01 Core connectivity

Protect key accounts, improve network utilization and maintain service quality.

02 Managed services

Increase multi-year contracts and the share of predictable recurring revenue.

03 Cybersecurity growth

Scale SuperSecure, Solutions, GRC and managed services, supported by cross-selling across the customer base.

04 Regional expansion

Pursue MENA customers through selective partnerships and disciplined investment.

Projects Under Execution

- Large-scale critical infrastructure projects
- Combined value exceeding Rs. 1 billion
- Currently under execution

Advanced Stage Project Pipeline

- Multi billion pipeline of advanced-stage projects
- Potential awards expected by December 2026
- Execution targeted `within FY2027
- Subject to formal awards and final contracts

MANAGEMENT FOCUS	Gross margin	Cash conversion	Recurring revenue
	Improve business mix	Tighter collections	Grow contracted income

POSITIONED FOR THE NEXT PHASE OF GROWTH

PROVEN GROWTH

Material expansion in scale over the last five years

IMPROVING MIX

Connectivity complemented by cyber, infrastructure and mission-critical solutions

CAPITAL FOR GROWTH

Post-merger Main Board platform and new equity expand execution capacity

REGIONAL OPPORTUNITY

Pakistan capability increasingly leveraged into international markets

Q&A