

# PHAROL, SGPS S.A. Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis

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# **Abstracts**

PHAROL, SGPS S.A. Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between PHAROL, SGPS S.A. and its competitors. This provides our Clients with a clear understanding of PHAROL, SGPS S.A. position in the <u>Communication Services</u> Industry.

The report contains detailed information about PHAROL, SGPS S.A. that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for PHAROL, SGPS S.A.. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The PHAROL, SGPS S.A. financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios pertaining to profitability, margin analysis, asset turnover, credit ratios, and company's long-



term solvency. This sort of company's information will assist and strengthen your company's decision-making processes.

In the part that describes PHAROL, SGPS S.A. competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of PHAROL, SGPS S.A. business.

#### About PHAROL, SGPS S.A.

Portugal Telecom, SGPS, S.A. provides telecommunications and multimedia services in Portugal and Brazil. The company's services include wireline services, which include fixed line telephone services for retail and wholesale customers, leased lines, unbundled local loop access and wholesale line rental, interconnection, Internet access (dial-up and broadband ADSL), data and business solutions, portal and e-commerce services; mobile telecommunications services, such as voice, data, and Internet-related services; Internet Protocol Television (IPTV) services and direct-to-home (DTH) satellite pay-TV services; and sale of telecommunications equipment.

#### WIRELINE BUSINESS

The company's wireline business consists of two operating companies, PT Comunicações, S.A. (PT Comunicações) and PT Prime, which provide the following services on its wireline network: retail, including fixed line telephone services, pay TV (IPTV and DTH satellite TV) services and Internet access services to residential customers, small office home office customers, and corporate clients; wholesale, including leased lines, interconnection services, unbundled access to its local loops, broadband ADSL services, wholesale line rental, access to ducts, transmission of television and radio signals, and international carrier services; data and corporate,



including data, Internet, video and voice communications, services to major clients, fixed mobile convergence solutions, and selected information technology services, network managing and outsourcing; and other wireline services, including its directories business and sales of telecommunications equipment.

PT Comunicações holds and operates its fixed line network, providing fixed line telephone services, wholesale services, directories, and sales of telecommunications equipment. PT Comunicações is the Internet company in Portugal, operating as an Internet Service Provider (ISP) using its fixed line network and the brands SAPO and Telepac, as well as in portal and related activities through sapo.pt, Portugal's Internet portal. PT Comunicações also serves the major economic groups and government related entities in Portugal and offers them solutions for fixed and mobile telecommunications, Internet, technology and information systems, and outsourcing.

PT Prime offers corporate customers in Portugal data and corporate services for various solutions using information technology, telecommunications, Internet, and outsourcing.

#### Fixed Line Network

The company had approximately 4.6 million telephone and asymmetric digital subscriber line (ADSL) access lines in service as of December 31, 2009, excluding external supplementary lines, direct extensions and active multiple numbers. The company breaks its fixed line network down into traditional main lines (PSTN), ISDN lines, and ADSL lines. It offers high-speed Internet access through ADSL lines. As of December 31, 2009, the company had 940 thousand ADSL lines, of which 887 thousand were attributable to its ADSL retail business, and 2,117 thousand PSTN/ISDN lines. The company offers ADSL lines both to retail customers, such as residential customers and small and medium-sized businesses, and to wholesale customers.

#### Retail

Fixed Line Telephone Services: The company provides public fixed line telephone services in Portugal to retail customers, primarily through its subsidiary PT Comunicações.

ADSL Services and ISPs: The company provides Internet access in Portugal. As of December 31, 2009, the company had approximately 887000 ADSL retail customers. It also offers dial-up paid and free Internet access services.



Application Service Provider (ASP): The company also provides ASP services in Portugal, which include remote applications services, Web hosting, and Web design services to small and medium-sized enterprises. The company had approximately 7,000 customers for its ASP business as of December 31, 2009.

ISP Traffic: PT.com offers Internet access through the lines of its fixed line network.

IPTV Services: The company has launched its nationwide DTH satellite TV offer., which complements its existing IPTV offer launched in 2007. The company's televi

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.



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## **ANALYSIS FEATURES**

#### **SWOT Analysis**

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

## **Enhanced SWOT Analysis**

Enhanced SWOT is a 3×3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

#### **PESTEL Analysis**

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.



## Key Factors Examined by PESTEL Analysis:

Political – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

Economic – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

Sociological – What cultural and societal aspects will work upon the demand for the business's products and operations?

Technological – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

Environmental – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

Legal – What laws and legislation will exert influence on the style the business is carried out?

#### IFE, EFE, IE Matrices

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors



integrated into one suggestive model.

## **Porter Five Forces Analysis**

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

## **VRIO Analysis**

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity



# Reputation

# Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?
Rare?
Costly to imitate?
Organized properly?



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