



# Robi Axiata Limited

## Q3 2021 Performance

**M. Riyaz Rasheed**  
**CEO (Acting) & CFO**

**31 October 2021**




বাংলাদেশের  
সবচেয়ে বিস্তৃত  
4.5G নেটওয়ার্ক



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-  Only registered participants to access
-  Mute yourself, if you are not talking
-  Raise hand to ask questions in Q&A session

## Agenda

### Key Highlights

### Q3 2021 Financial Results

### Q&A



# Key Highlights

## Q3 2021

**M. Riyaz Rasheed**  
**CEO (Acting) & CFO**

# Growth momentum continues despite strict lockdown for COVID-19



**+7.8%**

Revenue Growth  
(YoY)



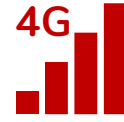
**+8.1%**

Data Revenue  
Growth (YoY)



**+5.8%**

Subscriber Growth  
(YoY)



**+51.1%**

4G User Growth  
(YoY)



53.0 mn active subscribers with 73.8% data users



Overall revenue in growth trajectory despite erosion of data price



97.9% of population covered under 4G network



Continuing employee support despite declining Covid-19 infection rates



Innovative product for consumers' health and financial assurance



**নির্দিষ্ট প্যাক কিনলেই**  
**১লক্ষ**  
**টাকার জীবন বীমা**

**৳৩২৪** রিচার্জে  
**৫২৫** মিনিট  
**+৫১২** এমবি  
মেয়াদ ৩০ দিন  
জীবন বীমার মেয়াদ  
**৬ মাস**

**৳১০৪** রিচার্জে  
**১৭০** মিনিট  
মেয়াদ ৭ দিন  
জীবন বীমার মেয়াদ  
**১ মাস**

## Digital Inclusions

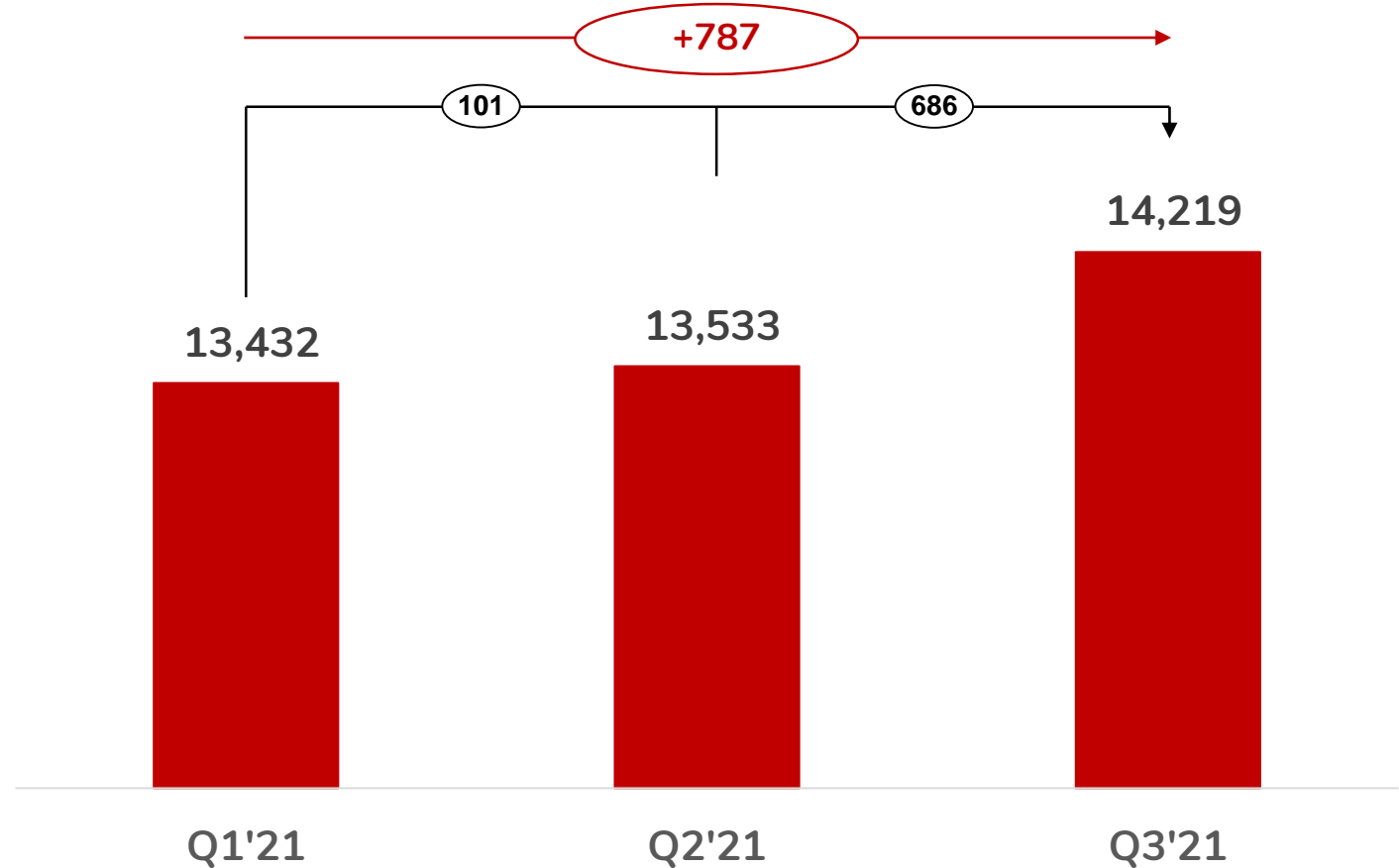
2.53 million new 4G Subscriber in Q3 2021

97.9% 4G Population Coverage

12.8% YoY Data Subscriber Growth

686 number of 4G sites added in Q3, 2021

## Number of 4G Sites



# Significant contribution to government exchequer



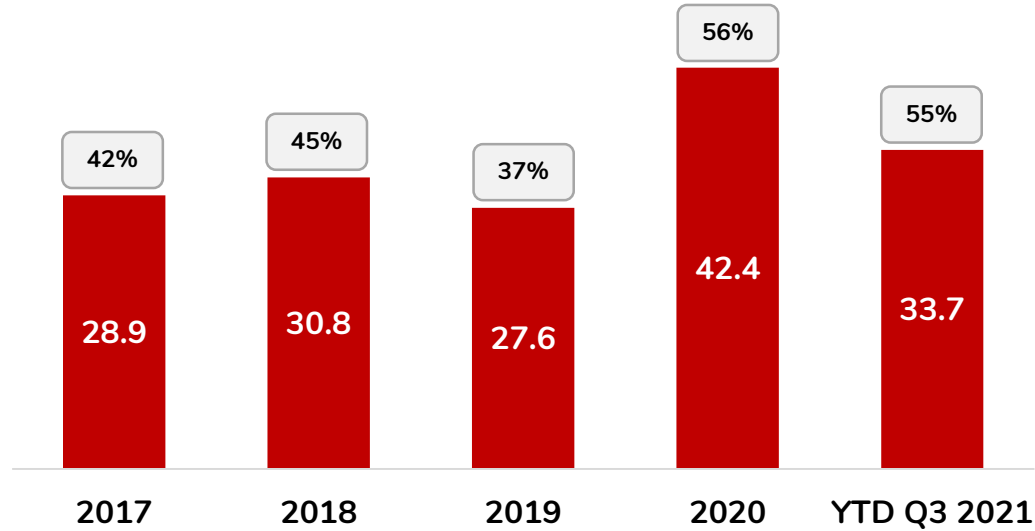
## Economy

**BDT 3,373 Crore**  
To Exchequer (Q1-Q3, 2021)

**BDT 1,386 Crore**  
Investment  
(Q1-Q3, 2021)  
(excluding one-off payment)

## Contribution to Government Exchequer (BDT Bn)

Total Contribution/ Revenue
  Total Contribution



## One-off Spectrum Payment

Technology  
Neutrality  
(2018)

BDT 387 Crore

Spectrum  
Renewal  
(2020)

BDT 533 Crore  
(25% of total fee as  
1<sup>st</sup> Installment)

Spectrum  
Acquisition  
(Q2 2021)

BDT 192 Crore  
(25% of total fee as  
1<sup>st</sup> Installment)

**Contribution to  
national exchequers in  
Q3 2021**

**BDT 1,119 Crore**

**53.7%**  
(Total Contribution /  
Revenue)

**BTRC**

**BDT 130 Crore**

**NBR**

**BDT 989 Crore**

Digital Ecosystem Initiatives


**Enabling Digital Connectivity**

**73.8%**  
of total subscriber are internet users

**333- Repurposed**

Handled **962,887** calls for Food Assistance

Total calls received  
**1,117,689**




**Commonsense Awareness**



**Robi 10 Minute School**

Teaches **3 million+** students every day



**“bdapps She Squad”**

Women Community Leadership Program for women

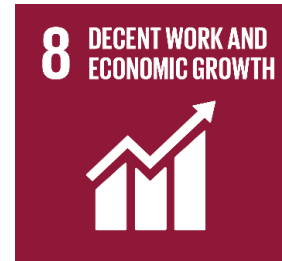


**Offered lakh taka life insurance**



**rob** **SUSTAINABLE DEVELOPMENT GOALS**

## Key Focus Area







**Far-sighted  
Policy**



**Consultative  
Approach**



**Competition  
Regulation**  
(Reduction of MTR\*)



**Initiated National  
Broadband Policy  
Review**



**Spectrum  
Management**  
(Allocation & pricing)



**Industry  
Structure and  
Licensing Regime**  
(Restrictive fiber regime,  
inadequate Tower rollout)



**Device  
Ecosystem**  
(Affordability, supply mix,  
quality, competition)



**Taxation**  
(Sector specific,  
discriminatory)

\*MTR: Mobile Termination Rate

# High sector-specific taxation remains a key barrier towards sustainability

Company Tax Type	General Rate	MNOs
Minimum Turnover Tax	0.25%	2%
Corporate Tax for listed companies	22.5%	40%
Corporate Tax for non-listed companies	30%	45%

No reduction for MNOs for a long time. But general sector Corporate tax rate reduced by 2.5% and minimum turnover tax reduced by 0.25% in the last budget

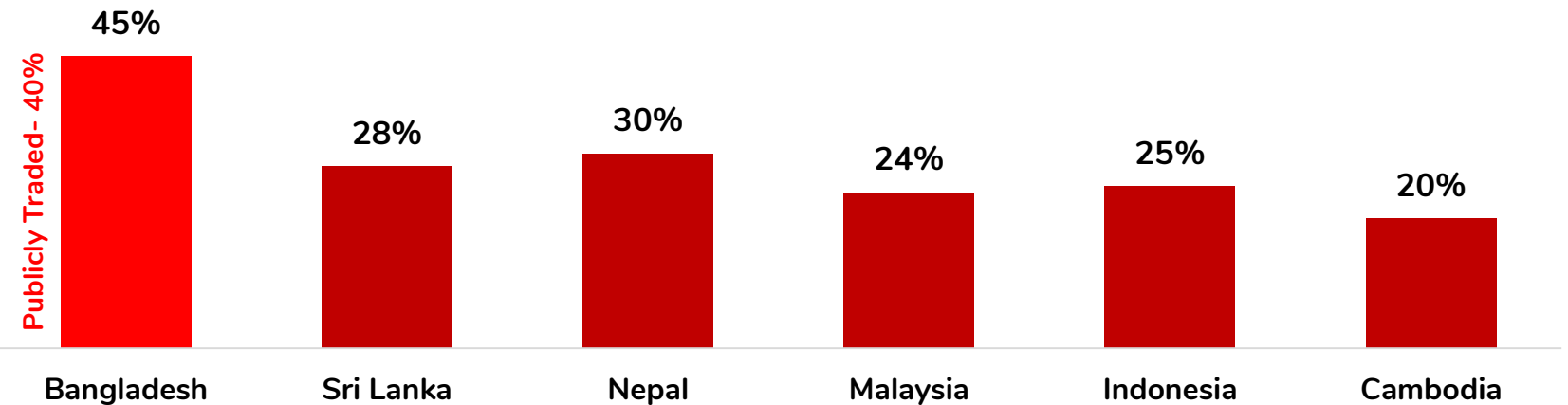
Telecom Taxation in Bangladesh

High Subscriber Tax (Voice and others-33.25%, Data- 21.75%)

Highest Minimum Turnover Tax (Highest rate among all companies)

Highest Corporate Tax (Highest rate among all companies)

Corporate Tax rate is the highest in Bangladesh among all Axiata operating countries

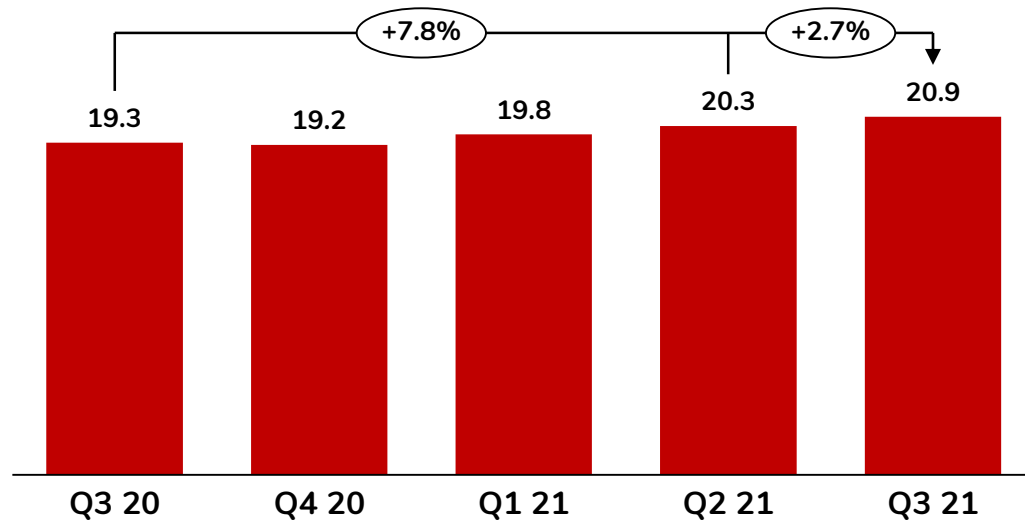


We hope Government will rationalize “Subscriber Tax” and Generalize “Minimum Turnover Tax” and “Corporate Tax” for MNOs

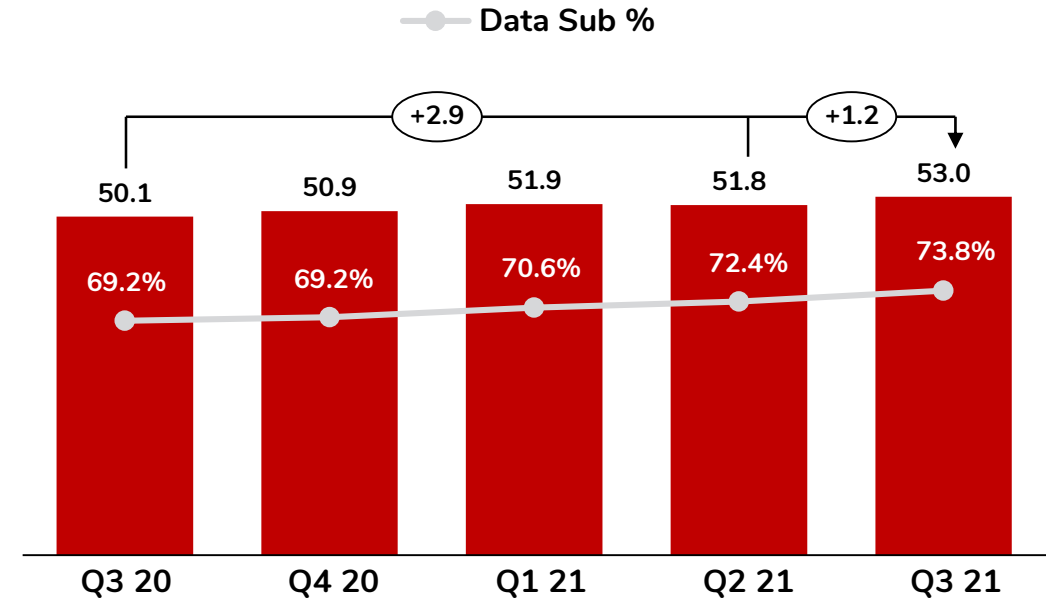
# Financial Results Q3 2021

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### Revenue (BDT bn)



### Subscribers (mn)



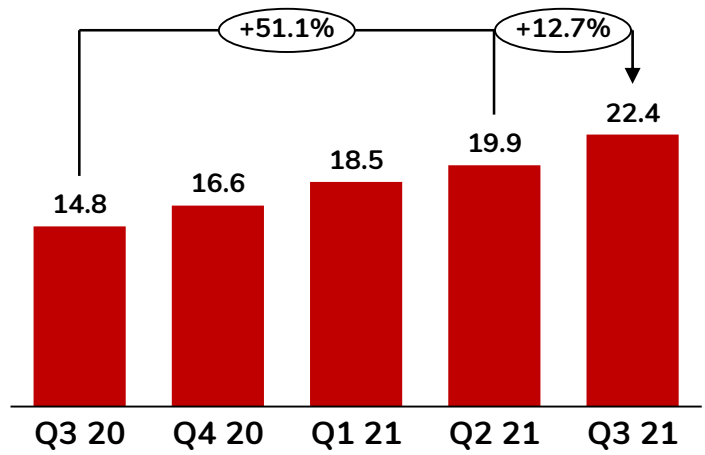
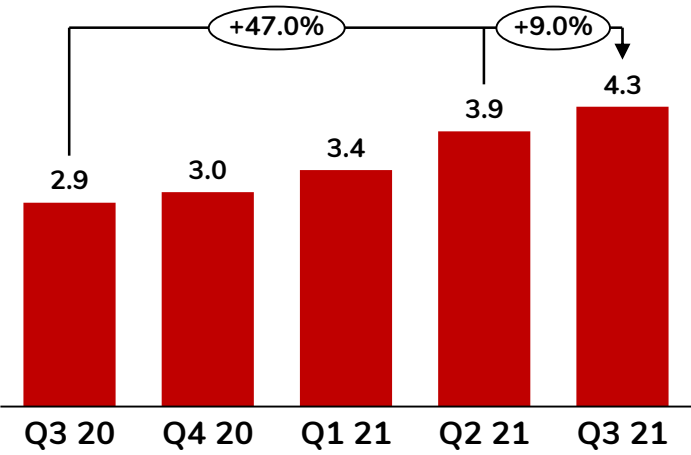
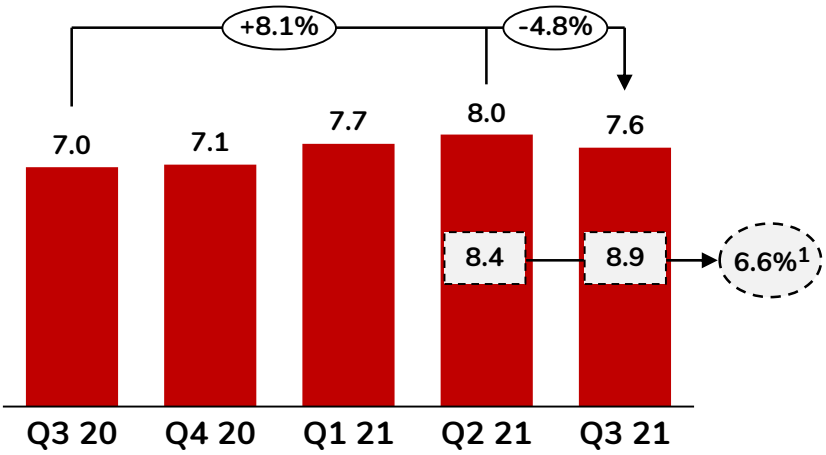
QoQ and YoY revenue growth driven by positive subscriber growth, new spectrum utilisation and continued network expansion across the country despite strict lockdown and mobility restriction during Jul-Aug'21

# Growth in data consumption led by 4G subbase build-up & spectrum utilization

Data Revenue (BDT bn)

Data Usage (GB/sub/month)

4G Data User (mn)

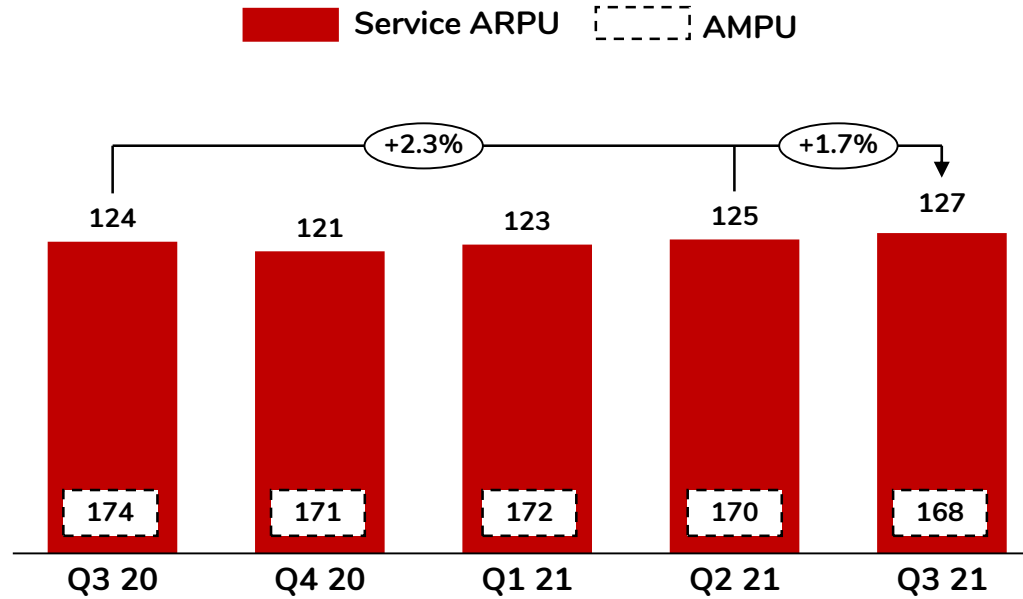


Despite usage and strong 4G subbase addition, on a reported basis Q3 data revenue dropped due to adoption of absolute activity-based allocation of Combo Pack revenue as per IFRS. Excluding this impact, normalized QoQ Data Revenue growth would have been +6.6%.

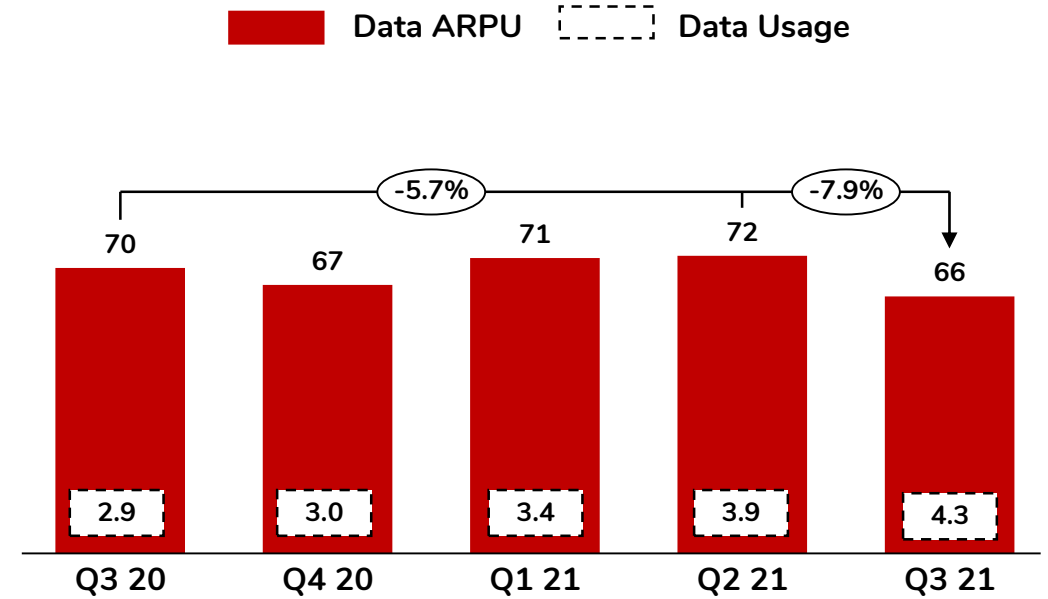
1) Normalized Q2 21 and Q3'21 Data Revenue

# ARPU enhancement driven by faster data growth

Service ARPU (BDT), AMPU (Min)\*



Data ARPU (BDT), Data Usage (GB/sub/month)

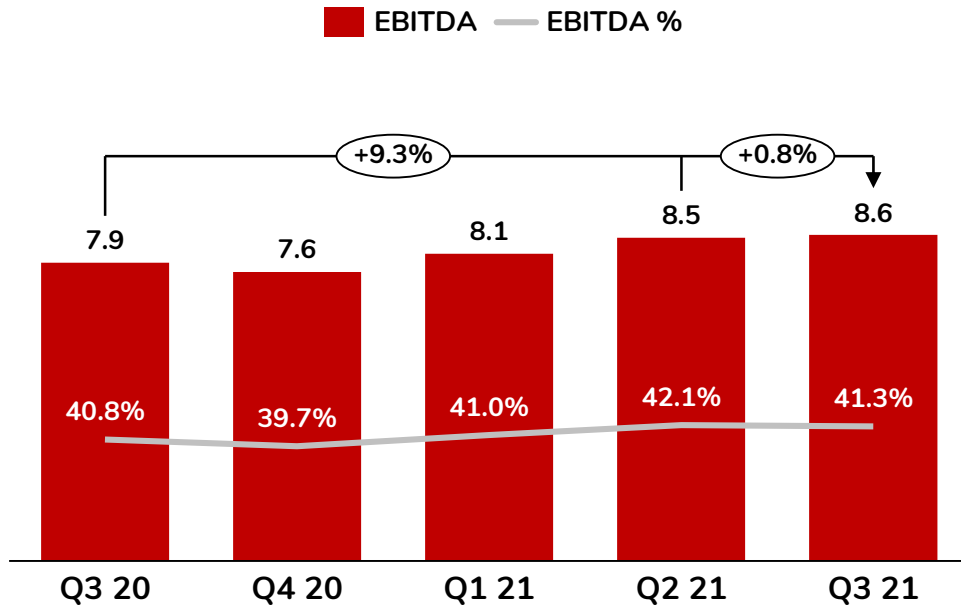


Best data experience delivered with new spectrum activation catering to increased data demand. However, data ARPU build-up impacted due to adoption of absolute activity-based allocation of combo pack revenue as per IFRS. Excluding this, QoQ data ARPU would have grown by ~3%.

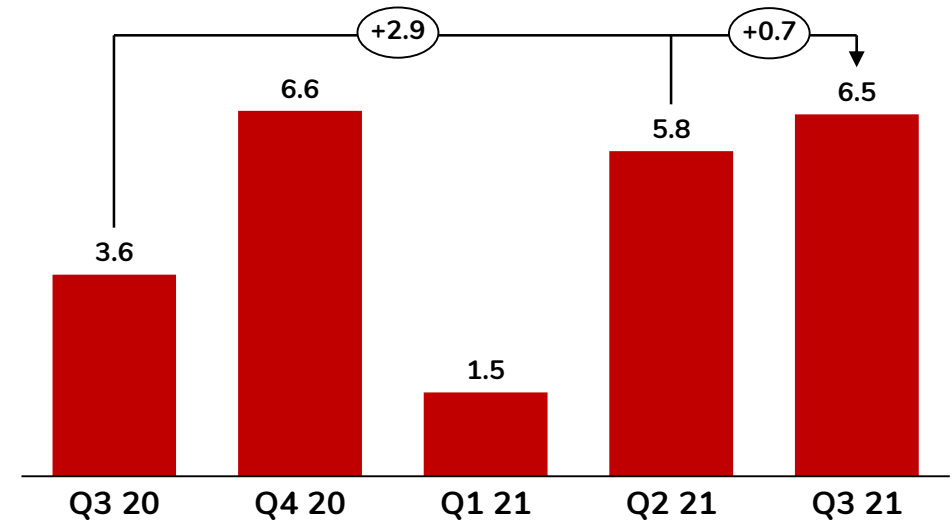
\*AMPU includes outgoing minutes and offnet incoming minutes per user

# Revenue growth & cost discipline resulted improved EBITDA

EBITDA (BDT bn) and EBITDA %



Capex<sup>1</sup> (BDT bn)

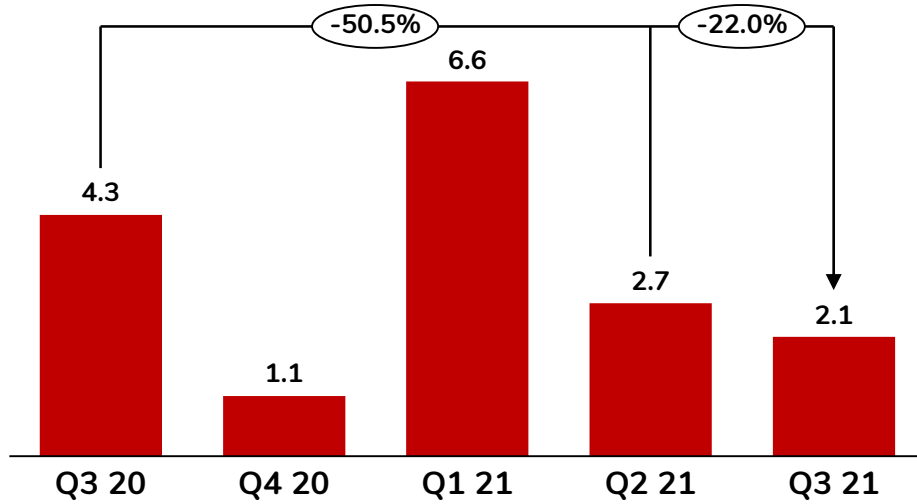


QoQ topline growth, focused cost management resulted EBITDA upliftment despite one-off adjustments. Continued network expansion and new spectrum deployment to support best in class data experience.

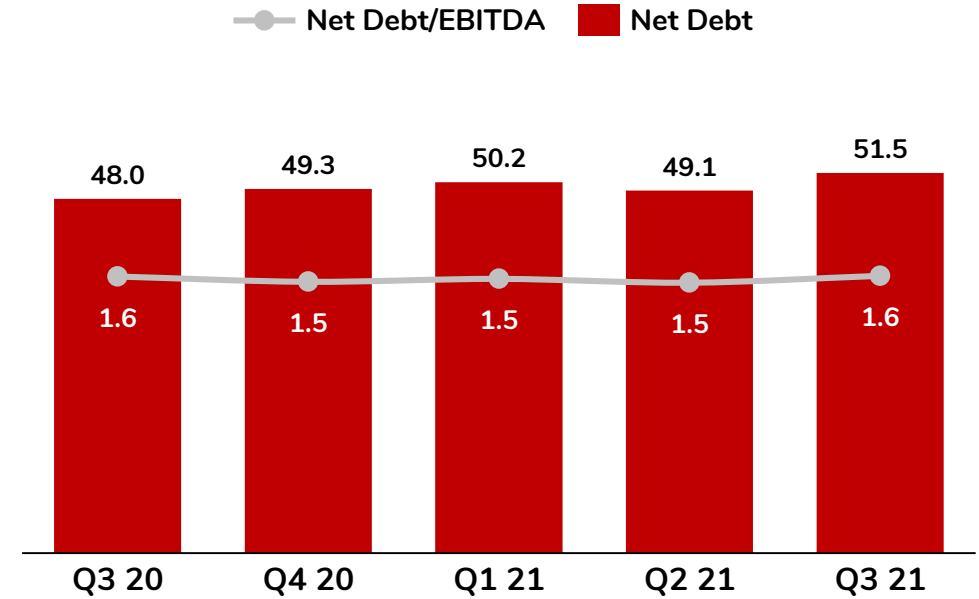
1) Excluding spectrum and RoU Assets

# FCF & debt ratio maintained despite higher investment

FCF<sup>1</sup> (BDT bn)



Net Debt<sup>2</sup> (BDT bn) and Net Debt/EBITDA



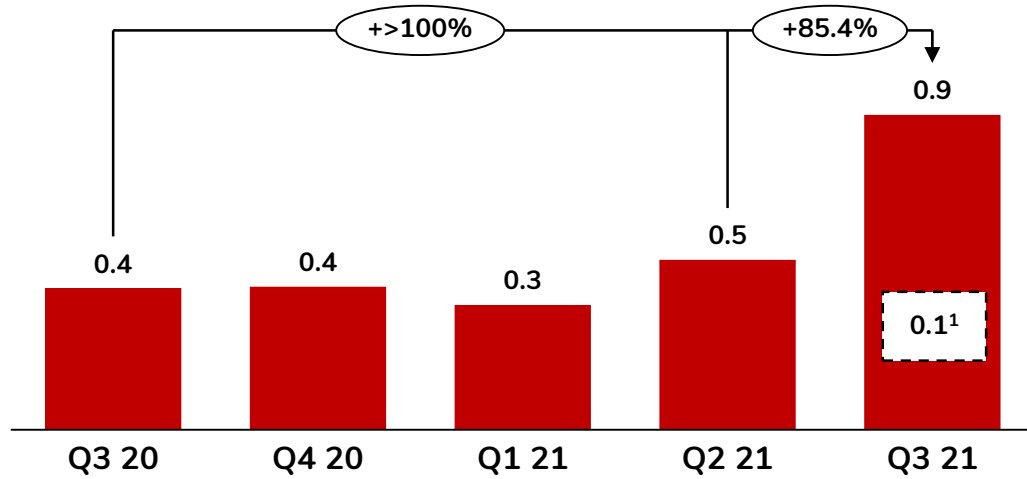
Higher network investment impacted FCF

1) FCF= EBITDA-Capex (excl. spectrum and Right of Use assets) as per IFRS 16, 2) Net Debt= Short term loan+ Long term loan+ Lease Liability- Cash & Cash Equivalents

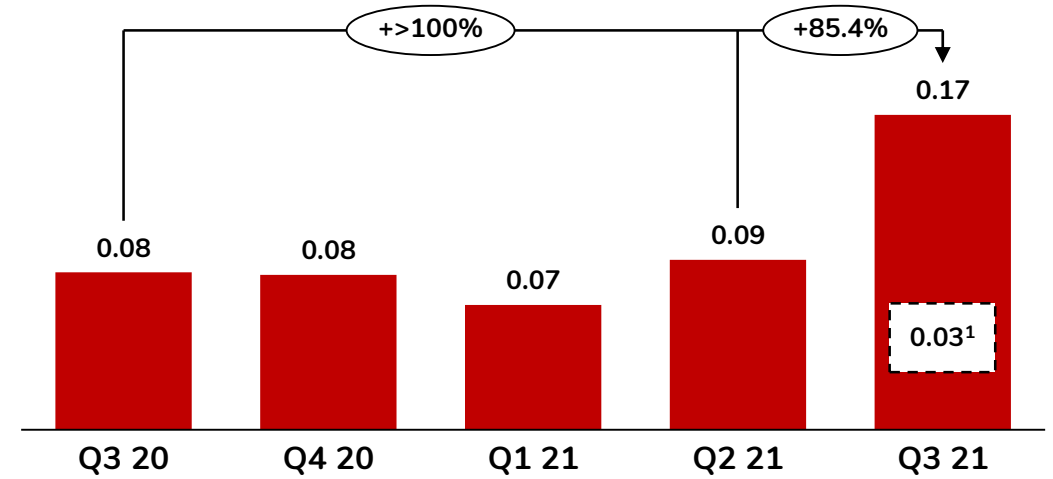


# Improved profit supported by topline growth

PAT (BDT bn)



Earnings per Share (BDT)



Profit spur driven by EBITDA improvement facilitated by revenue progression and outcome of tax accounting review

1) Normalized PAT and EPS



ববি

Life-এ নতুন  
এক্সপেরিয়েন্স

Thank You



অবাধ সম্ভাবনার  
সাথে আজ বাংলাদেশ  
কানেক্টেড

## জরুরি প্রয়োজনে সবসময় পাশে আছে রবি

কোভিড-১৯ এর মাঝেও ভালো থাকুক সবাই  
তাই যারা রিচার্জ করতে পারছেন না  
তাদের জন্য রবি দিচ্ছে

ফ্রি  
১০ মিনিট  
১০০ এমবি

মেয়াদ ৭ দিন



# Q & A