



Robi Axiata Limited

Q1 2021 Results

Mahtab Uddin Ahmed
MD & CEO

11 April 2021



DISCLAIMER

The following presentation is intended to communicate with individuals who can be lawfully communicated with. Information shared in the following presentation cannot be considered as a guide to speculate on the future performance of the company.



Only registered participants to access



Mute yourself, if you are not talking



Raise hand to ask questions during Q&A session

Agenda

Key Highlights

Q1 2021 Financial Results

Q&A

আপনার স্বাধীনতার আওয়াজে
তৈরি হবে
দেশের প্রথম স্বাধীনতার আওয়াজের
ডিজিটাল সাউন্ড লাইব্রেরি



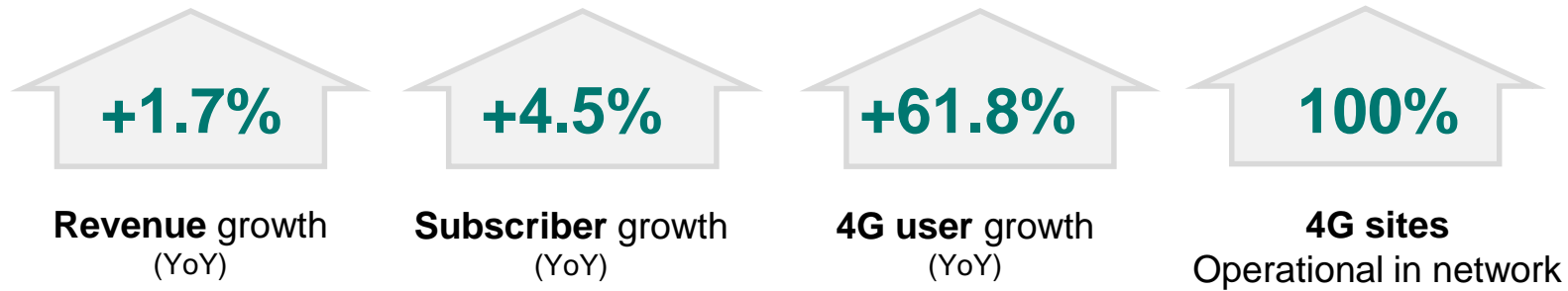
আমার স্বাধীনতার আওয়াজ

Key Highlights

Q1 2021

Mahtab Uddin Ahmed
MD & CEO

YoY growth achieved in all performance indicators amidst continued pandemic effect



- **QoQ both voice and data** revenue resumed in growth trajectory
- **51.9mn** active subscribers with **70.6%** data users
- Acquired **7.6 MHz** spectrum from the latest auction to amplify customer satisfaction in QOS
- 100% 4G network across all sites in the country
- YoY **profitability** improved driven by operational efficiency; declared 3% interim cash dividend in 2021
- **Health and well-being** of the employees remains paramount priority during the COVID-19 crisis

Robi's spectrum per subscriber is 1.45X higher than the market leader, better QOS assured

Spectrum Holdings

Pre-Auction	Acquired in auction	Post-Auction
36.4 MHz	7.6 MHz	44 MHz

Spectrum per Subscriber

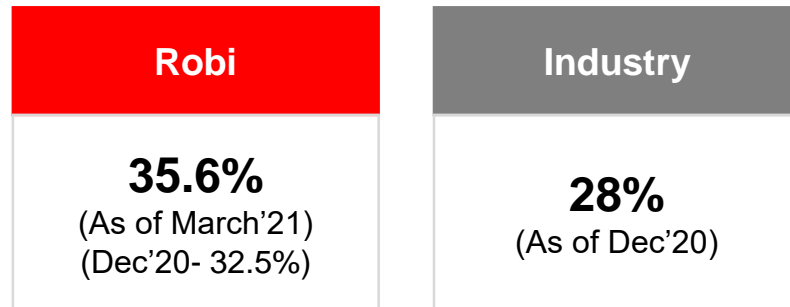
Robi	Market Leader
0.85 Hz per sub (1.45x of market leader)	0.59 Hz per sub

* Considering Feb'21 sub-base



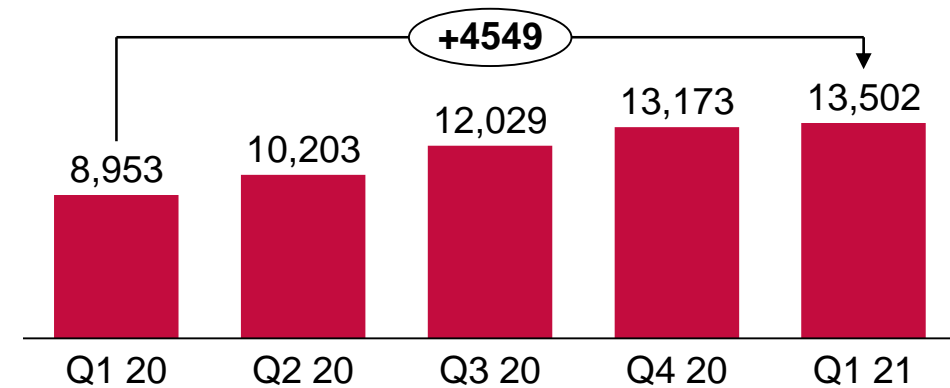
First operator to deploy 4.5G technology in all its network sites around the country

4G Subscriber (%) of total subscriber



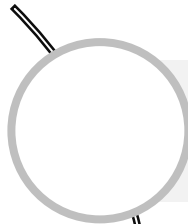
- 4G device penetration is still low
- Affordable VoLTE enabled 4G device is a must for mass 4G adoption
- Policy support required to enable affordable 4G devices- fixed SIM in NEIR regime, MNO branded handsets etc.

4G Sites (No.)

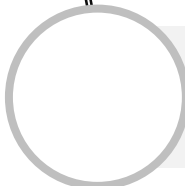


- 4G data user reached to 18.5mn (YoY +61.8%)
- All of Robi's 13,502 network sites are now 4.5G compatible
- Through innovative use of Spectrum, Robi is providing best QOS across the country

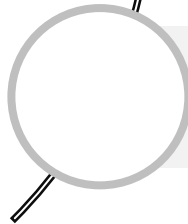
Taxation on telecom sector needs to be rationalized to ensure sustainability and accelerate digital economy



Minimum Turnover Tax should be reduced to general rate



Corporate taxation for MNOs should be generalized i.e. 32.5% and 25.0%



Rationalization of VAT, SD & SC on data service i.e. VAT - 15%, Surcharge - 1%, Supplementary Duty - 0%

Effective enforcement of SMP Regulation and efficient industry structure are the key regulatory levers to promote healthy competition

SMP Regulation and Market Competition

Lack of effective enforcement of SMP obligations leading to market failures

Subsidies carrying the highest risk of distorting market competition

Immediate
Regulatory
Intervention
Required
through SMP

1
Stopping market aggression- cross subsidy, abusive usage of market power

2
Enforce mandatory infrastructure sharing (Tower, Fiber)

Industry Structure

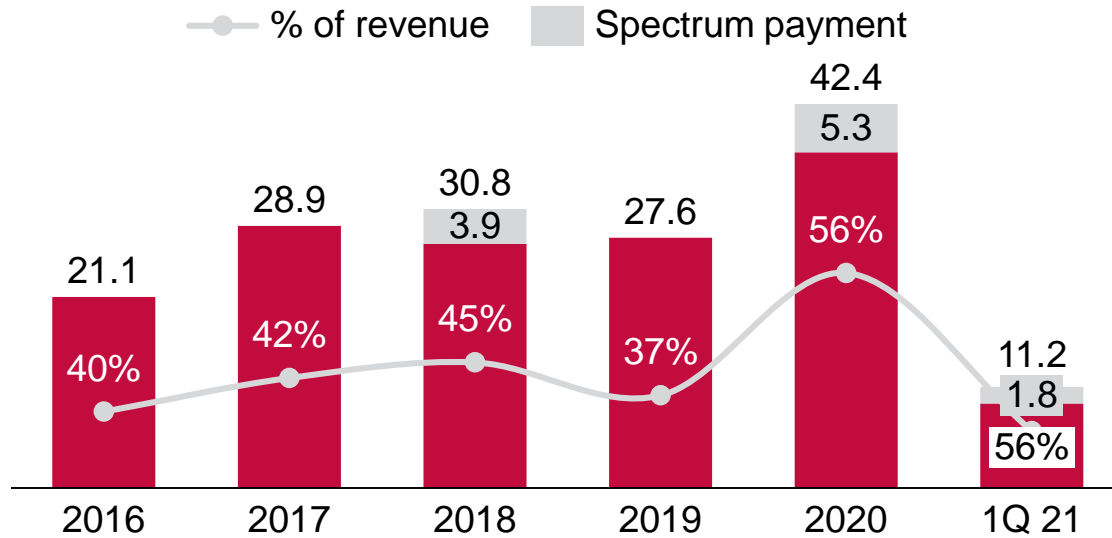
Tower Sharing
Strict enforcement of tower sharing guideline is required to ensure access to towers and improve QoS

Access to Fiber
Unsettled DWDM issue working as a barrier to network expansion

OTT Framework
Regulatory framework is extremely critical to encourage investment and ensure long term sustainability

Contributing substantial amount to Government Exchequer which reflects our responsible contribution to the socio-economic welfare of the nation

Contribution to Government Exchequer (BDT Bn)



BDT 11.2Bn payment to govt. exchequer in Q1-2021 (56% of total revenue) in the form of Spectrum, Tax, VAT, duties, revenue sharing etc. including VAT from customers



Advancing Bangladesh through collaboration and eco-system development



ROBI10MS

Robi10MINUTESCHOOL teaches more than 2.5 million students of all ages every day

333

the short code for accessing public service in Digital Bangladesh

Honorable Mention in Best innovation Public Service- Innovation in Service Delivery in 3rd edition of Bangladesh Innovation Award 2021



bdapps becomes National App store

Agreement signed between Robi and ICT division and Robi's app store bdapps is now national app store

Green Telecom

Use of Solar plants

Robi is constantly focusing on renewable energy. Currently Robi has 7.475 MW solar panel



Robi Internet Corner

seven Divisional public libraries

Robi and Department of Public Library signed off a MoU to continue the project

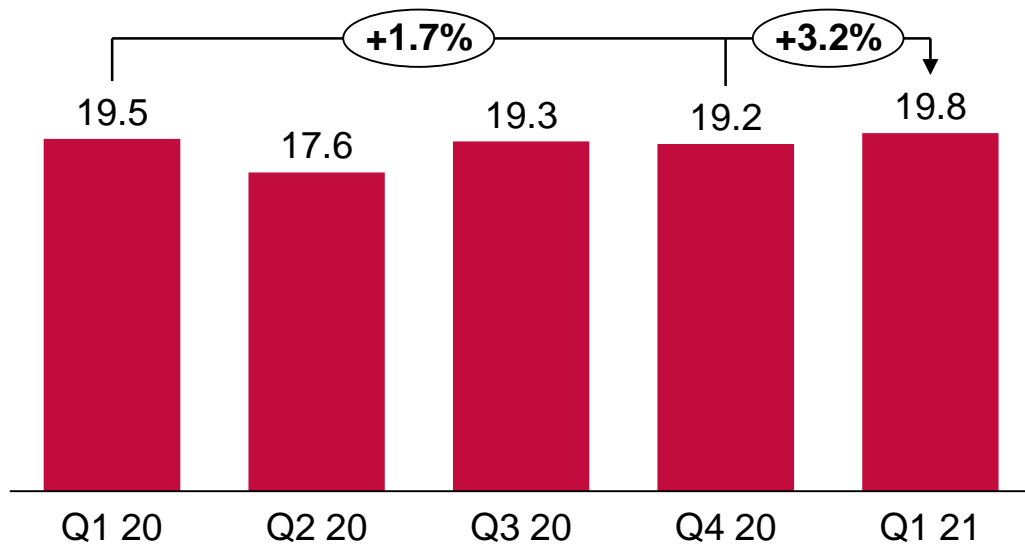


Financial Results Q1 2021

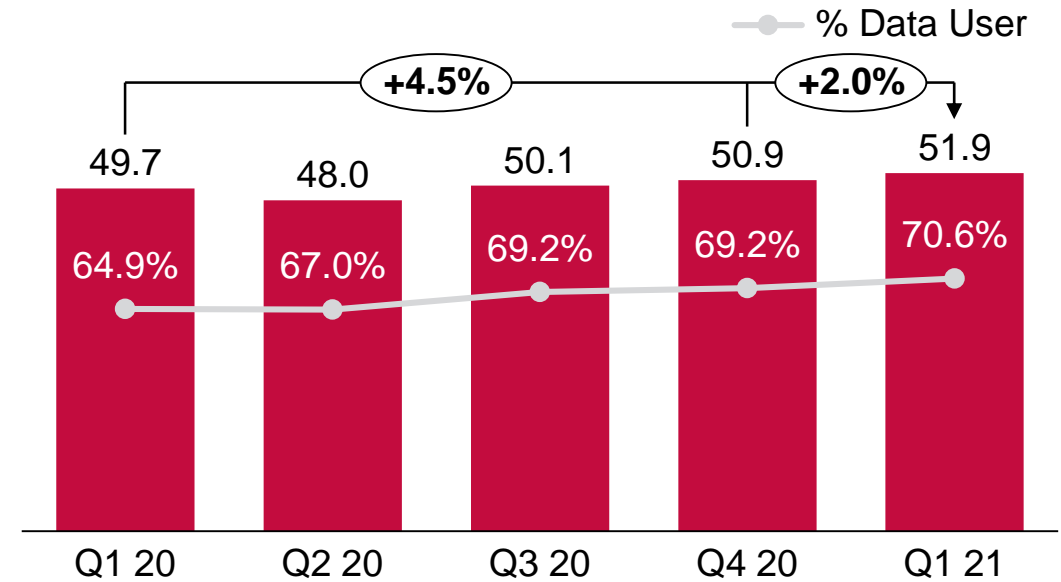
M. Riyaz Rasheed
CFO

Steady progress in revenue driven by subscriber growth

Revenue (BDT Bn)



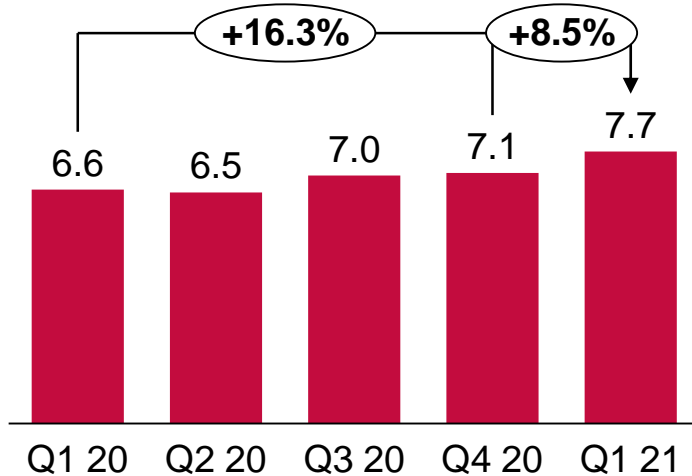
Subscribers (mn)



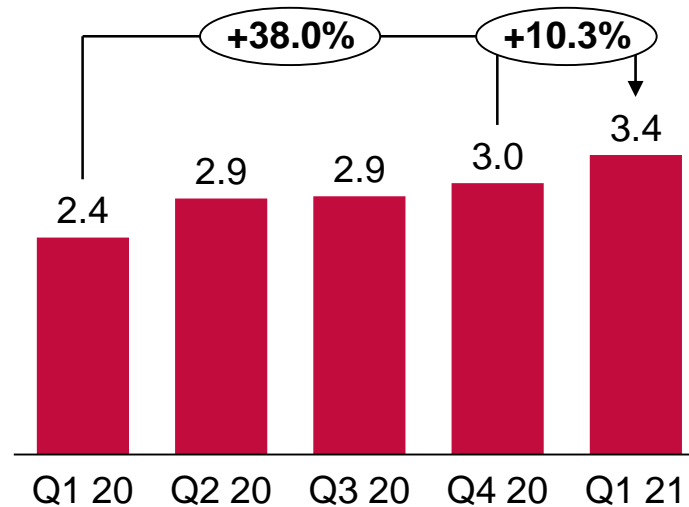
YoY and QoQ revenue growth driven by new subscriber acquisition along with continued data revenue upliftment amidst pandemic and intense competitive environment

Strong data revenue growth led by increased consumption and 4G sub-base

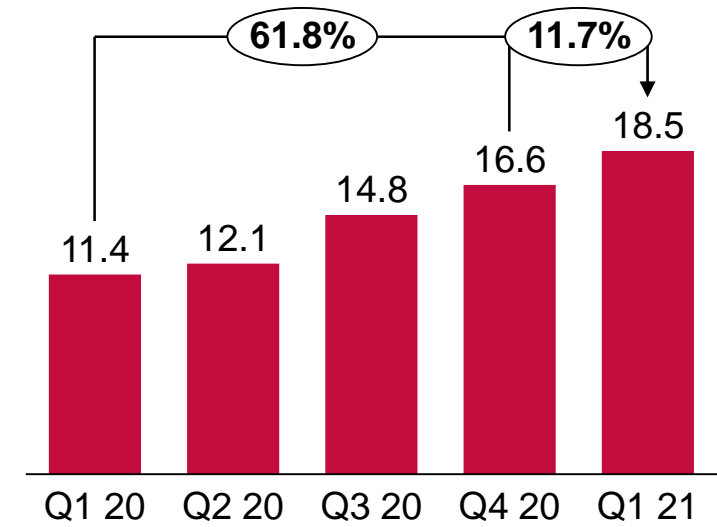
Data Revenue (BDT Bn)



Data Usage (GB/Sub/month)



4G Data User (mn)

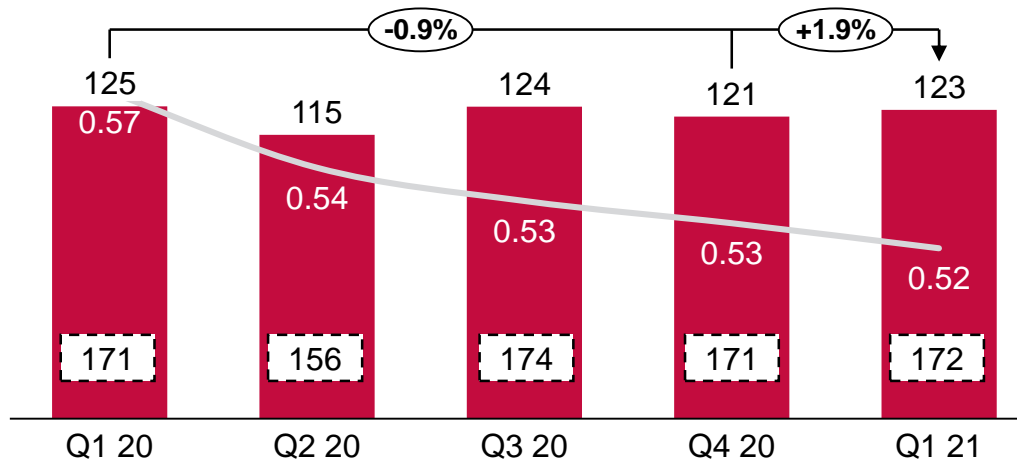


Faster internet adoption and data-heavy activities fueling data consumption powered by best 4G network

ARPU stabilization in progress driven by increased data consumption

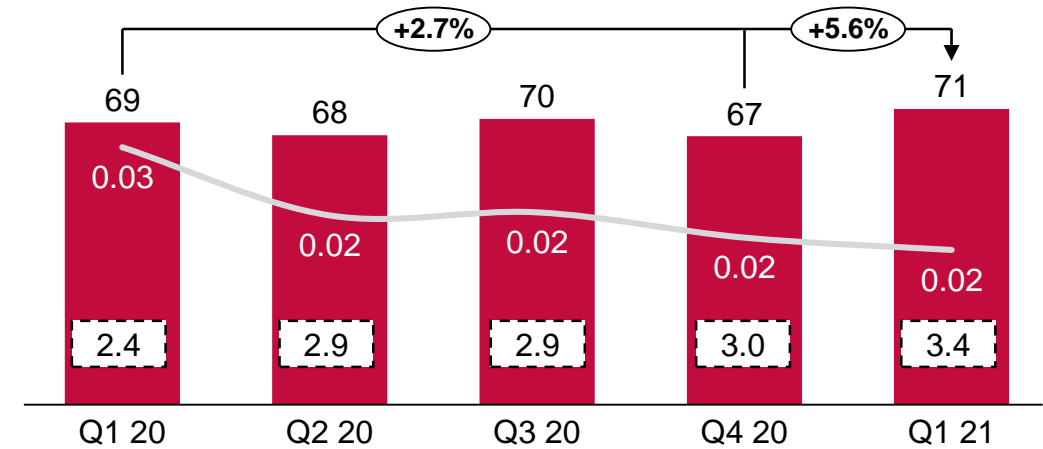
Service ARPU (BDT), APPM (BDT) and AMPU*

Service ARPU (Solid Red Bar) AMPU (Dashed Box) APPM (Grey Line)



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

Data ARPU (Solid Red Bar) Data Usage (Dashed Box) APPMB (Grey Line)

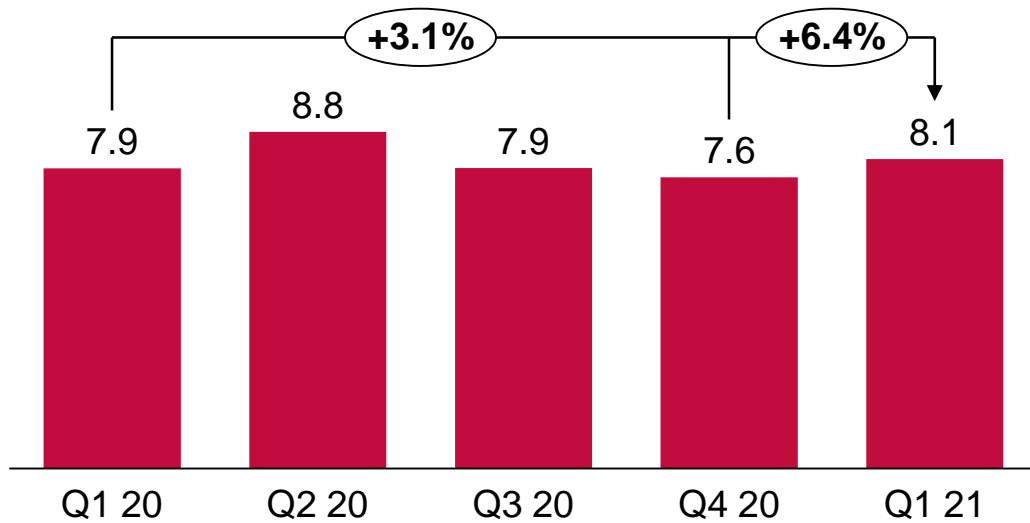


YoY growth in data ARPU mainly driven by 4G user growth supported by best 4G network.
YoY service ARPU decreased slightly for price drop

*AMPU includes outgoing minutes and offnet incoming minutes per user

Topline strides paired with resilient operating model resulted EBITDA growth

EBITDA (BDT Bn)



Capex¹ (BDT Bn)

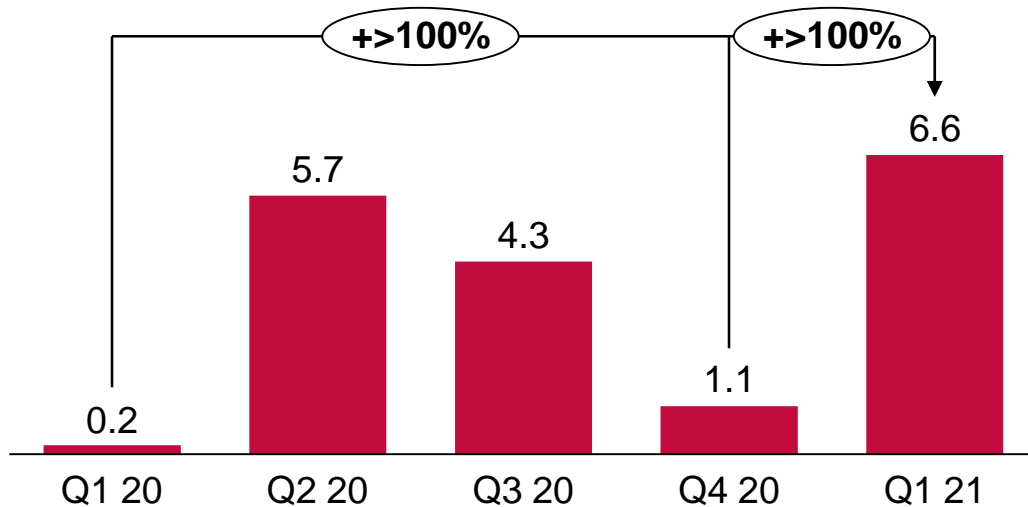


Revenue growth and stringent cost discipline aided EBITDA development.
Capex including spectrum for the quarter is BDT 3.4 Bn.

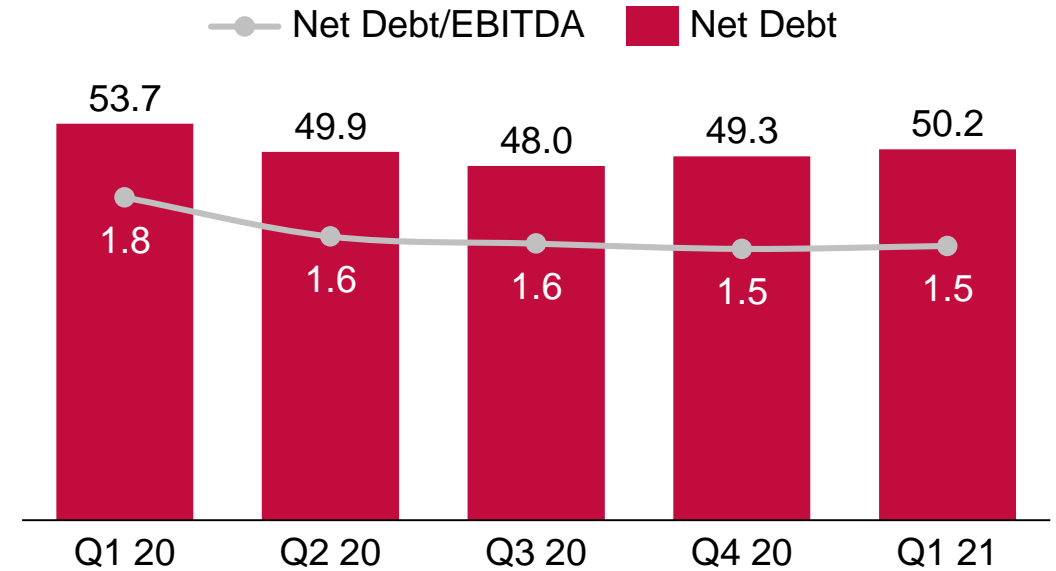
¹Excluding spectrum
an **axiata** company

Debt ratio improvement resulted from better EBITDA performance and debt repayment

FCF¹ (BDT Bn)



Net Debt² (BDT Bn) and Net Debt/EBITDA



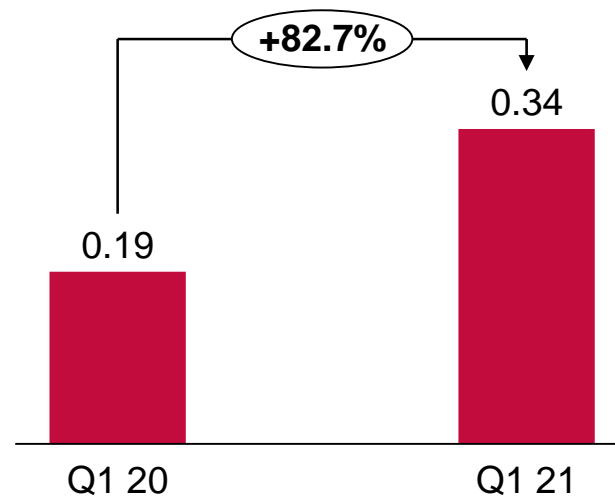
FCF driven by higher EBITDA contribution and lower capex deployment in the first quarter

¹FCF= EBITDA-Capex (excl. spectrum and Right of Use assets) as per IFRS 16
an **axiata** company

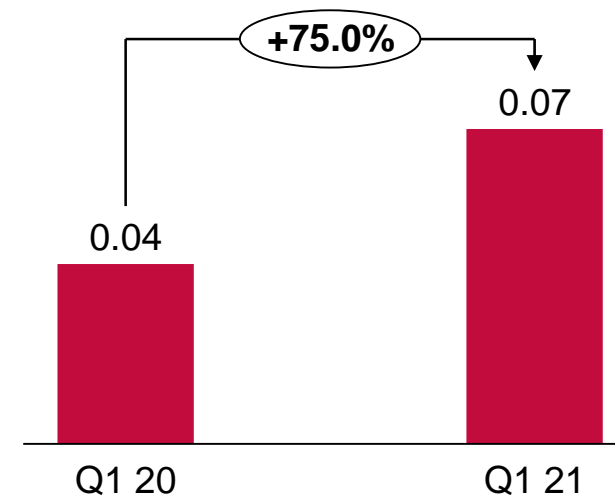
²Net Debt= Short term loan+ Long term loan+ Lease Liability- Cash & Cash Equivalents

YoY profit growth driven by increased EBITDA and lower finance cost

PAT (BDT Bn)



Earnings per Share (BDT)



Revenue upside coupled with stringent cost management aided YoY PAT improvement and debt reduction. QoQ PAT decrement largely influenced by imposition of 7.5% truncated VAT on spectrum fees incl. prior years¹ effect

¹7.5% VAT on Spectrum fees made retrospectively effective from July 2019

Declared 3.0% interim cash dividend in 2021

BDT 0.07

Earnings Per Share
2021 (interim)

BDT 0.30

Dividend Per Share
2021 (interim)

Shareholders as of the 'Record Date' 2 May 2021 shall be eligible to receive the Interim Cash Dividend

Focusing internal wealth to sustain and develop business is key in coming days



- Robi acquired 7.6 Mhz spectrum in 2021 (5 Mhz in 2100 band and 2.6 Mhz in 1800 band) to ensure superior quality of service to the customers



- Rationalization in Taxation regime will increase the shareholder value
 - Minimum Turnover Tax should be reduced to general rate
 - Corporate taxation should be generalized i.e. 32.5% and 25.0%
 - Rationalization of VAT, SD & SC on data service i.e. VAT - 15%, Surcharge - 1%, SD - 0%



- Prolonged COVID-19 impact on the economy could be a challenge to the business
- Contributing to sustainable eco-system will help to enhance social development and digital theme

বোনাস পেতে
নির্দিষ্ট কোড ডায়াল করে
রিচার্জ করুন এখনই



*অফারটি নির্দিষ্ট সময়ের জন্য প্রযোজ্য

Thank You

A banner for a musical event. It features a red treble clef and a red musical note. The text 'বঙ্গায়ের মুরের' is written in a large, stylized red font. Below it, 'নতুন এক্সপেরিয়েন্স' is written in a green font on a green banner. The background of the banner shows silhouettes of musicians playing various instruments like violins, trumpets, and drums.

বঙ্গায়ের মুরের

নতুন
এক্সপেরিয়েন্স

বিভিন্ন প্রজন্মের শিল্পী ও সাধারণ মানুষের
অংশগ্রহণে রবি'র আয়োজন
অর্কেস্ট্রা ও পারফরম্যান্স-এর সমন্বয়ে
মুক্তিযুদ্ধের জনপ্রিয় গান নোঙ্গর তোল তোল

Q&A