

PRESS RELEASE

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FOR IMMEDIATE RELEASE

Robi's robust network builds customers' trust leading to steady growth
Revenue earning stands at 2,543 crore taka with a profit after tax of 106 crore taka in Q3'23

Dhaka, 26 October 2023: Customer trust in Robi's nationwide robust network continues to grow steadily- helping the company to maintain steady revenue growth and profit margins even amidst various adversities. This trend has remained consistent as indicated in the financial reports published in the third quarter (July-September, Q3'23) of 2023.

In the just-concluded quarter, Robi Axiata Limited recorded a revenue of 2,543 crore with an impressive net profit after tax (PAT) of 106 crore taka. The company has invested 374 crore taka for successfully deploying 2600 MHz band spectrum to further strengthen the 4G network in Q3'23.

Robi's earnings before interest, tax, depreciation, and amortization (EBITDA) in the third quarter of 2023 stood at 1,189 crore taka with a margin of 46.8%. Robi's earnings per share (EPS) held at zero decimal 20 taka or 20 paisha in the same period. An amount of 1,363.6 crore taka has been deposited in the national exchequer, representing 53.6 percent of Robi's earnings in the third quarter of 2023.

Adding 12 lakh new customers in the Q3'23, the total number of subscribers has reached 5 crore 76 lakhs representing 30 percent of the country's total mobile phone users. Robi has added 11 lakh data users in the mentioned quarter taking up the total number of data users 4.42 crore, which is 76.8 of the total customer base.

Having added 18 lakh 4G customers on the network, Robi's 4G users reached 3 crore 42 lakh; constituting 59 percent of total subscribers and 76.8 percent of data users in Q3'23. Each data user in Robi now consuming an average of 6.67 GB of data per month. Robi's digital recharge reached 46 percent of the total recharge in the mentioned quarter.

Reflecting on the overall business performance, Robi's Managing Director (MD) and Chief Executive Officer (CEO), Rajeev Sethi said, "Continuous investment in network development is driving customer confidence in Robi, as evidenced by the addition of 1.2 million new customers this quarter. With a solid financial foundation, significant investments in the 4G network, and innovative services, we are moving forward in the right direction as a company."

Emphasizing on overall policy reforms in the mobile telecom sector, Robi MD & CEO said, "To accelerate the implementation process of Smart Bangladesh and to keep pace with the technological evolution including 5G, we need to reform the overall policy and tax collection process. Fiber is very important in this aspect—we hope the Government and Regulatory authority will consider the situation appropriately."

Comparison of the Q3'23 with the Q2'23:

Compared to the second quarter (April-June 2023), Robi's income in the third quarter (July-September 2023) has grown by zero decimal 1 percent. Data revenue has increased by 6.2 percent in the past quarter. Conversely, EBITDA has grown by 4.8 percentage point during the same quarter.

Comparison of the Q3'23 with the Q2'22:

Compared to the same quarter last year (July-September 2022), Robi's income has grown by 15.2 percent, data revenue has expanded significantly by 33.9 percent, and EBITDA has increased by 2.8 percentage point.

ABOUT ROBI

Robi Axiata Limited (“Robi”) is a public limited company, where Asian telecom giant, Axiata Group Berhad, based in Malaysia, holds the majority shareholding (61.82%). Aside from the public shareholders (10%), the global telecom giant, Bharti Airtel, headquartered in New Delhi, India, holds 28.18% of shares in the company. Robi is the second largest mobile network operator in Bangladesh creating new digital experiences for the people of the country. Through sustained investment Robi has created a robust telecom infrastructure to deliver innovation to all corners of the country. In addition to delivering its innovative digital products and services, the country-wide telecom infrastructure serves as the key enabler for the growing digital eco-system of the country. Be it urban or rural, people find their way to Digital Bangladesh through Robi.

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