



Robi Axiata Limited

Q1 2024 Performance

28th April 2024

জানি বাংলাদেশ
পারবে তুমিও!

আবারও বাংলাদেশ ক্রিকেট টিমের



গার্বিত স্পন্সর



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.

Highlights



+ 7.2%

Revenue
(YoY Growth)



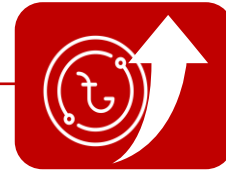
+ 25.7%

Data Revenue
(YoY Growth)



+ 69.6%

Capex
(YoY Growth)



+ 153.8%

Profit
(YoY Growth)

Revenue growth driven by improved QoS and subsequent increase in subbase

Rapid increase in 4G adoption rate supported by continuous network improvement

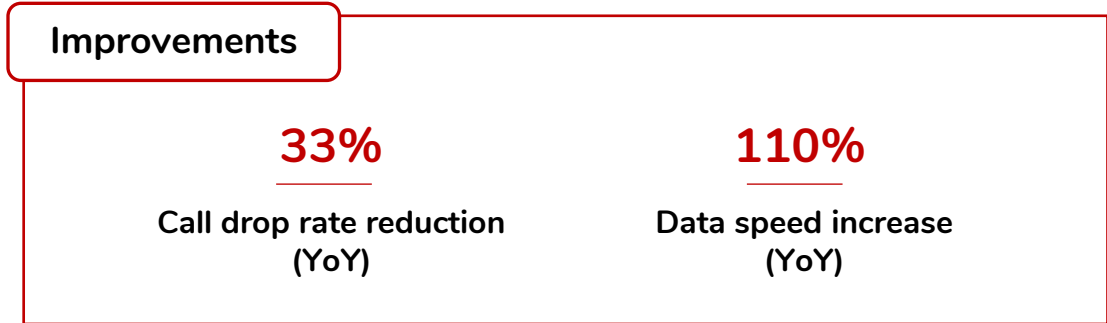
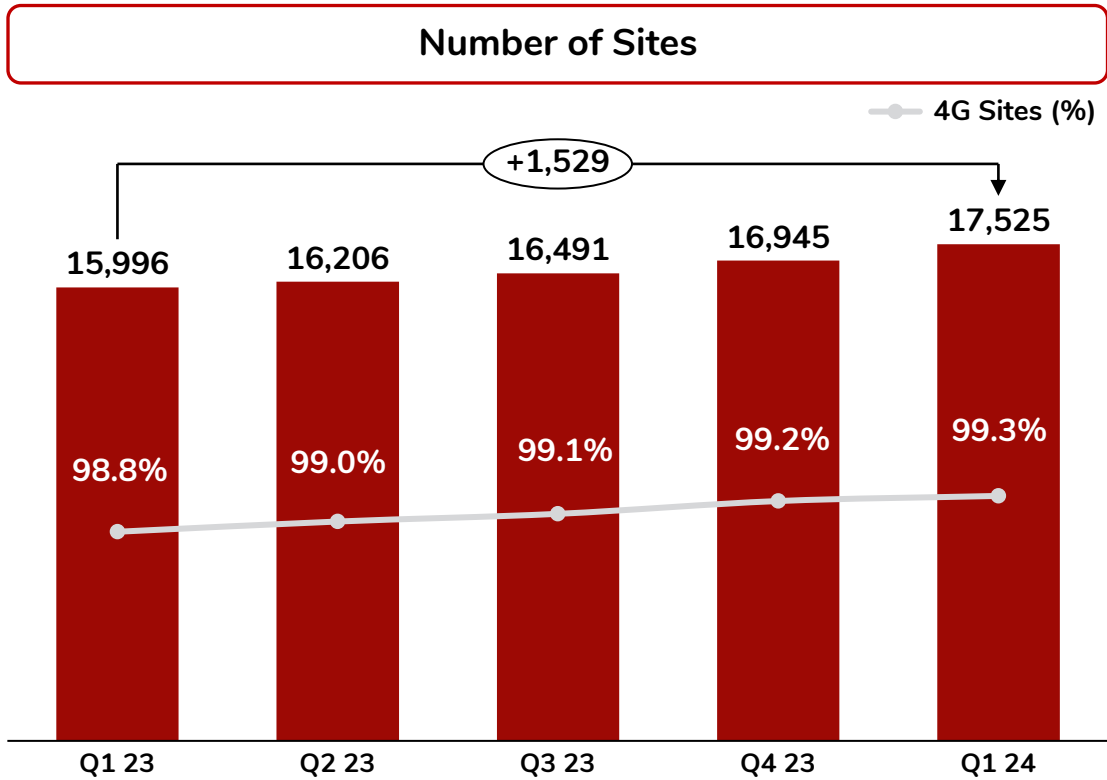
Efficient cost management leading to higher EBITDA and profitability

Reinforced effort in different markets through Reddot, AxEnTec, and r ventures

Constant emphasis on SDGs through a range of social and digital ecosystem development initiatives

** QoS = Quality of Service, SDGs = Sustainable Development Goals of the United Nations





Robi continued to expand sustainability initiatives and contributing to the society

Digital Ecosystem Initiatives

Robi renewed its commitment to the GSMA's "Connected Women" initiative, to dedicate itself to closing the digital gender gap by boosting female inclusion from 28% to 30% by 2026. Robi has been a part of this initiative since 2016.



'HaateKolome' is a structured skill-based e-learning platform

As at ending of Q1'24

Facebook:
View: 86,103
Reach: 86,103
Followers: 20,751

Youtube:
Views: 828,515
Watch Time(hr): 828,515
Subscribers: 2,904

Social Responsibility Initiatives

Robi joined hands with Apon Ghar for a Winter Clothing Donation Drive



Social Development Initiatives

Robi Sponsored a month-long Ekushey Boi Mela in Khulna Public Library



Awareness creation through our Common Sense platform



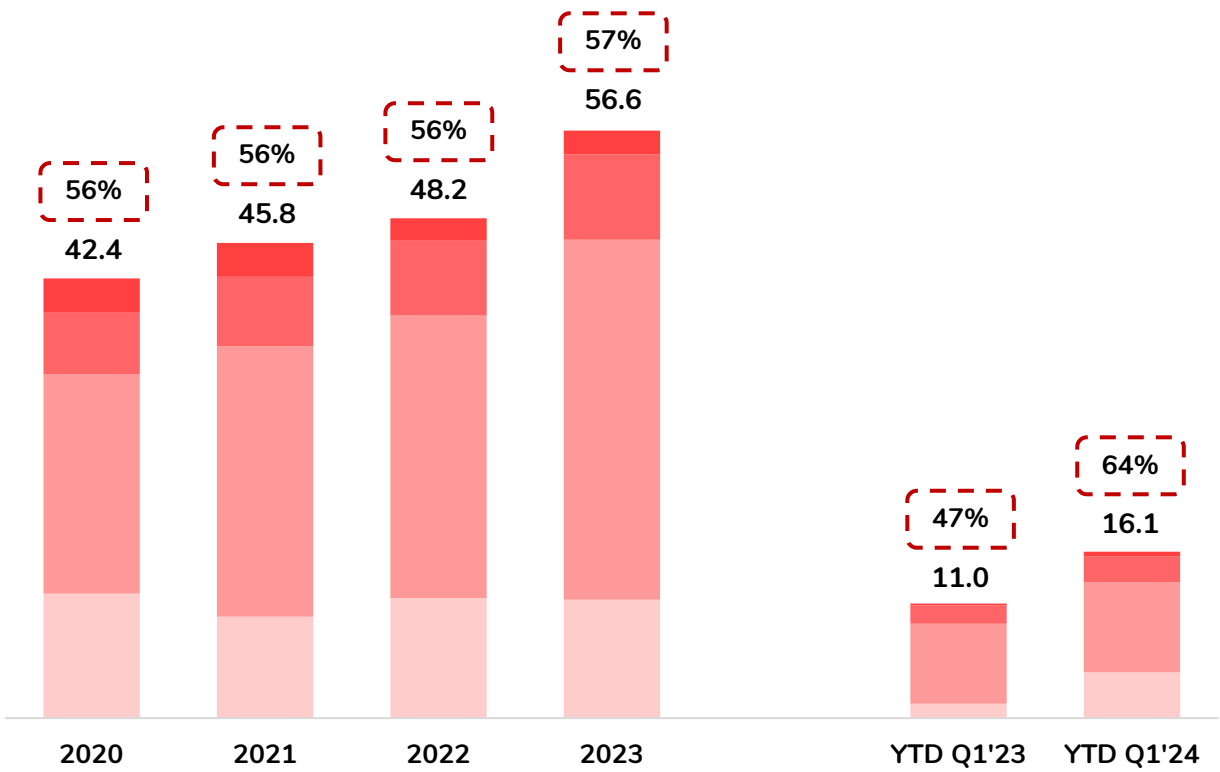
Robi's Sustainability team organized an Iftar and Dinner program for the girls of the Sarkari Shishu Paribar in Rupganj, Narayanganj.



Robi's contribution to the Government Exchequer

Contribution to Government Exchequer (BDT bn)

■ BTRC
 ■ VAT
 ■ Tax
 ■ Customs Duty
 Total Contribution / Revenue



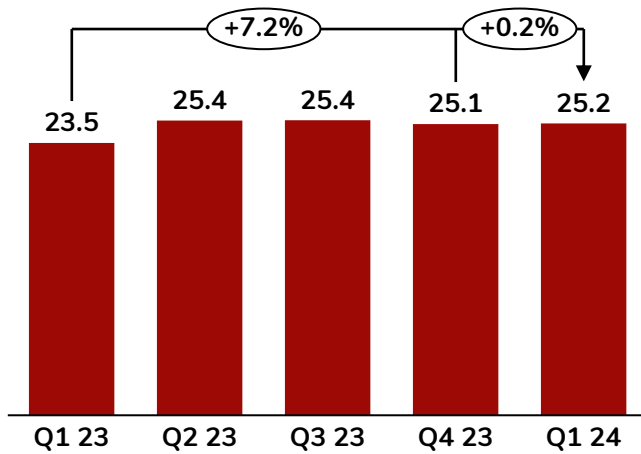
Payment made to govt. exchequer in the form of Spectrum, Tax, VAT, duties, revenue sharing etc. including VAT from customers



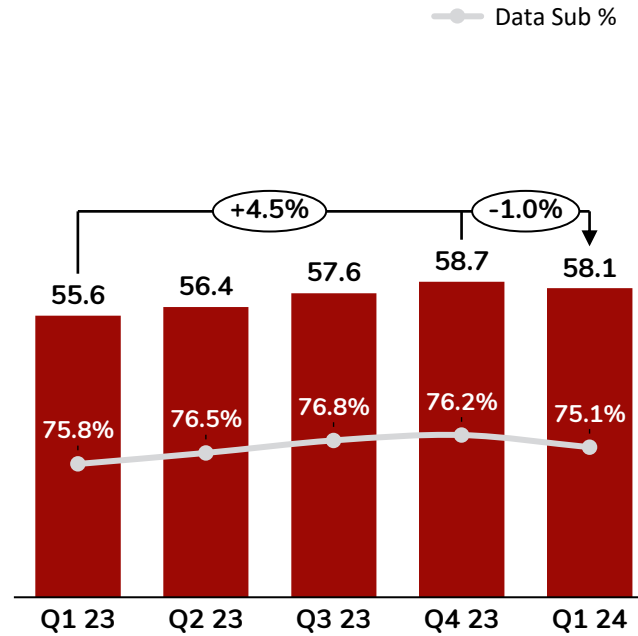
Financial Performance

Revenue stabilization in progress amid challenging operating environment

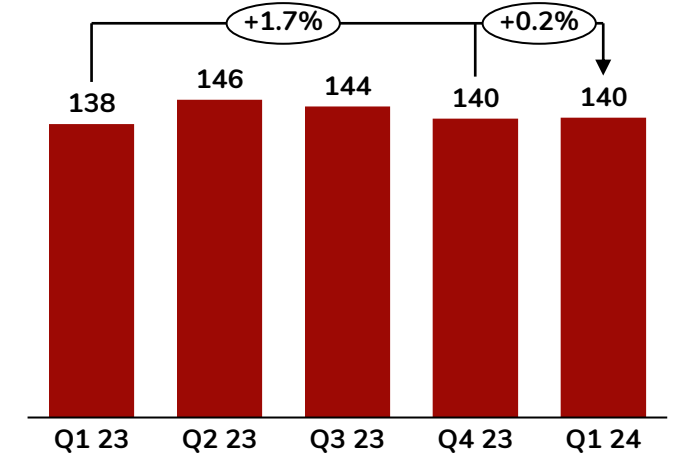
Revenue (BDT bn)



Subscribers (mn)



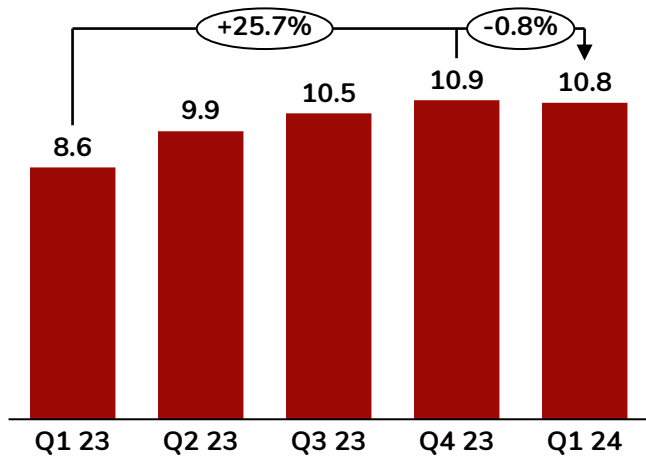
Service ARPU¹ (BDT)



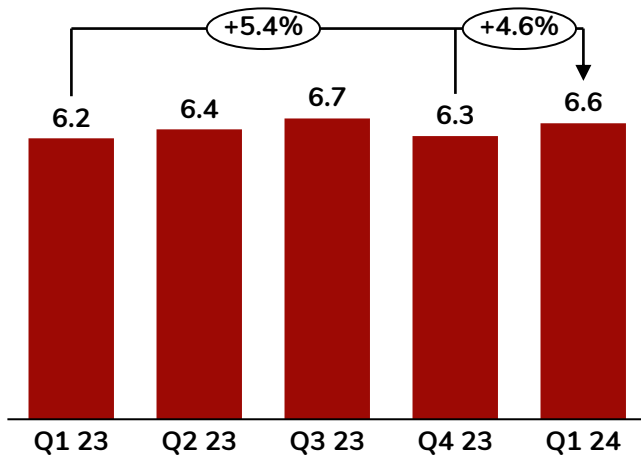
1) ARPU = Average Revenue Per User

Strong data-led growth driven by data subscriber growth and highest 4G adoption rate

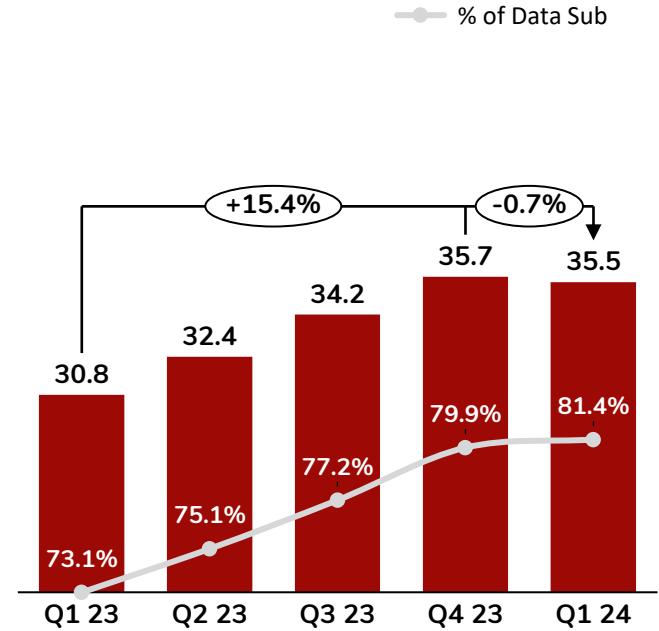
Data Revenue (BDT bn)



Data Usage (GB/Sub/month)

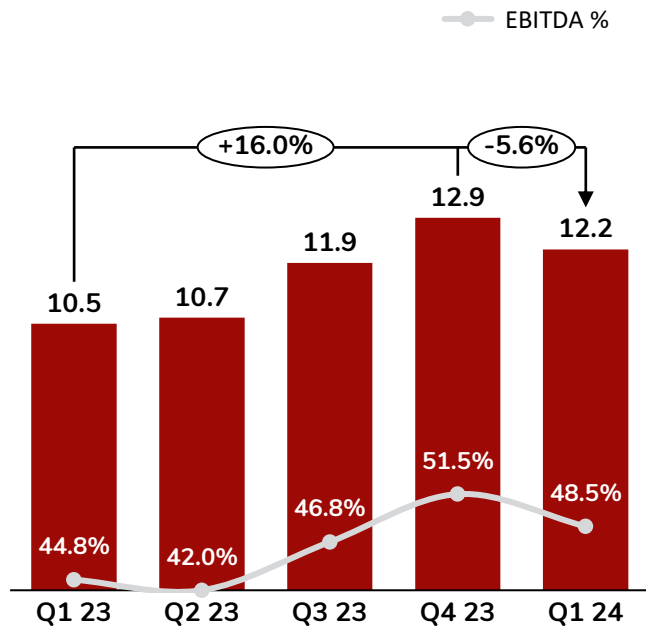


4G Data User (mn)

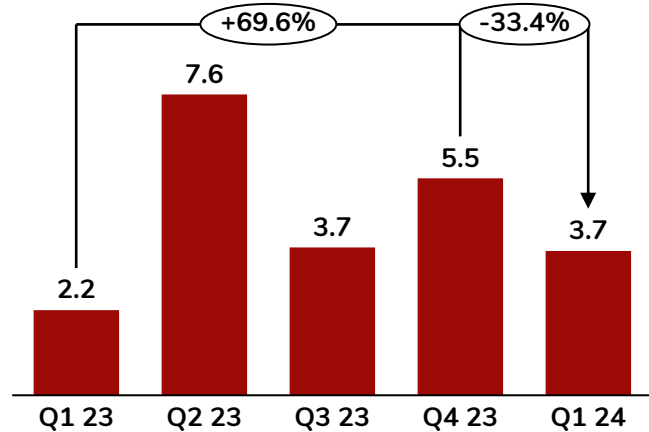


Improved EBITDA performance enabling Cash-Flow development amid continued investment

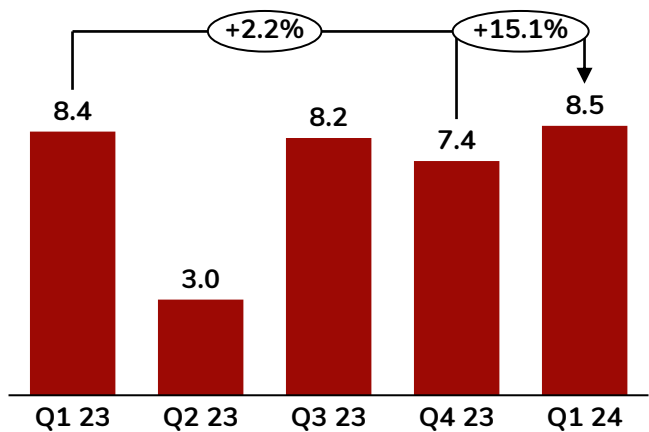
EBITDA (BDT bn) and EBITDA %



Capex¹ (BDT bn)



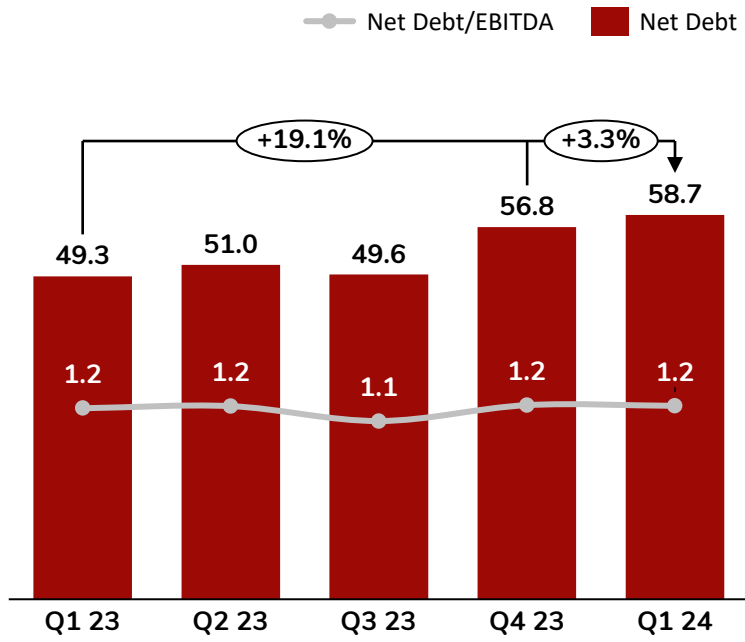
FCF² (BDT bn)



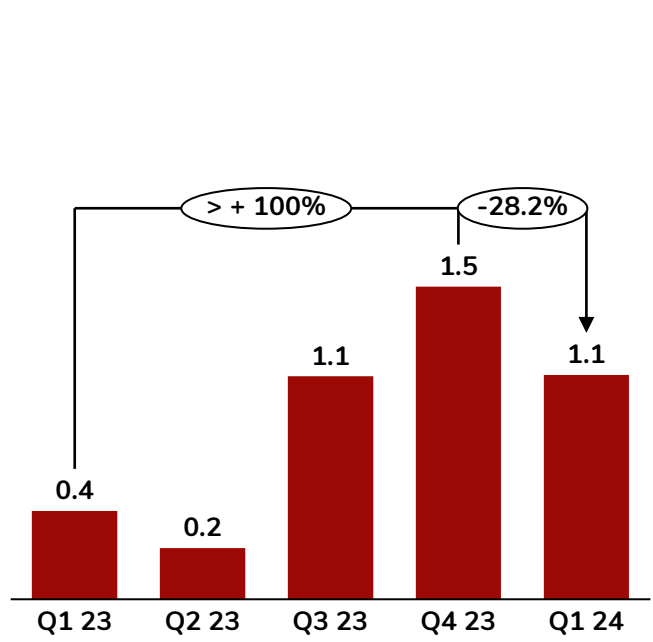
1) Excluding spectrum and RoU Assets; 2) FCF= EBITDA-Capex (excl. spectrum and Right of Use assets) as per IFRS 16,

+2x Profit growth in a challenging macroeconomic and highly competitive market landscape

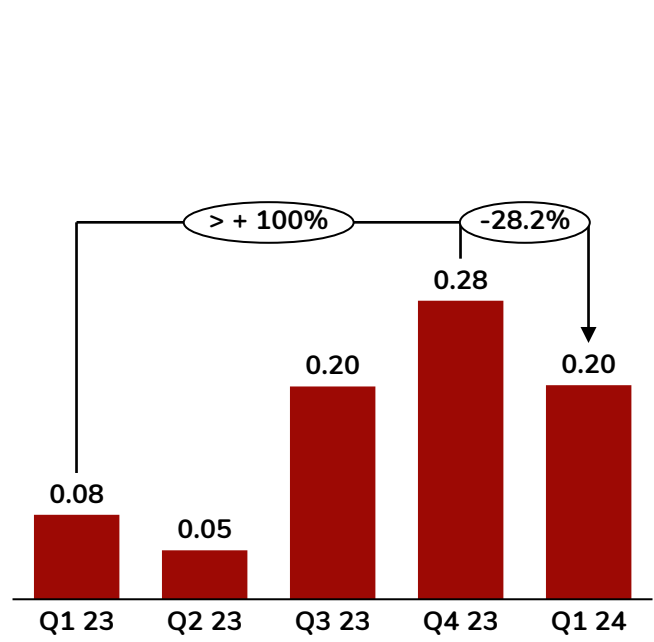
Net Debt¹ (BDT bn) & Net Debt/EBITDA



PAT (BDT bn)



Earnings Per Share (BDT)



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

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