



# Robi Axiata Limited

## Q3 2022 Performance

29 October 2022

সারাদেশে  
সেরা ইন্টারনেট  
এক্সপেরিয়েন্স

ববি



Life-এ নতুন এক্সপেরিয়েন্স

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# Key Highlights Q3 2022

# Growth momentum led by improved network experience



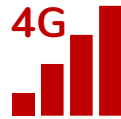
**+5.9%**

Revenue Growth  
(YoY)



**+12.6%**

EBITDA Growth  
(YoY)



**+23.2%**

4G User Growth  
(YoY)



**+34.2%**

Data Usage Growth  
(YoY)



Revenue growth driven by increased data usage & voice stabilization



Data usage propelled by 75.5% internet users, 67.3% of whom use 4G



Accelerated network investment to provide sustained data experience



Successful 5G internet connectivity trial in Dhaka & Rangpur



Macro economic headwind raising concern



# Multiple initiatives continue to enable Digitally Inclusive Society

## Digital Ecosystem Initiatives

bdapps reached the milestone of generating 100+ crores revenue



Robi and a2i signs MoU on Direct Operator Billing



bdapps reached the milestone of generating 100+ crores revenue



## CSR Activities

Robi leans on green power to ease pressure on national grid  
1,611 Sites powered with solar



Robi constructed houses with Sylhet Runners' Community, Mastul, and Nandonik Foundation to rehabilitate flood affected people in Sunamganj district.



Continuing Water treatment plants under 'Nirapod Pani Shushtho Jibon'



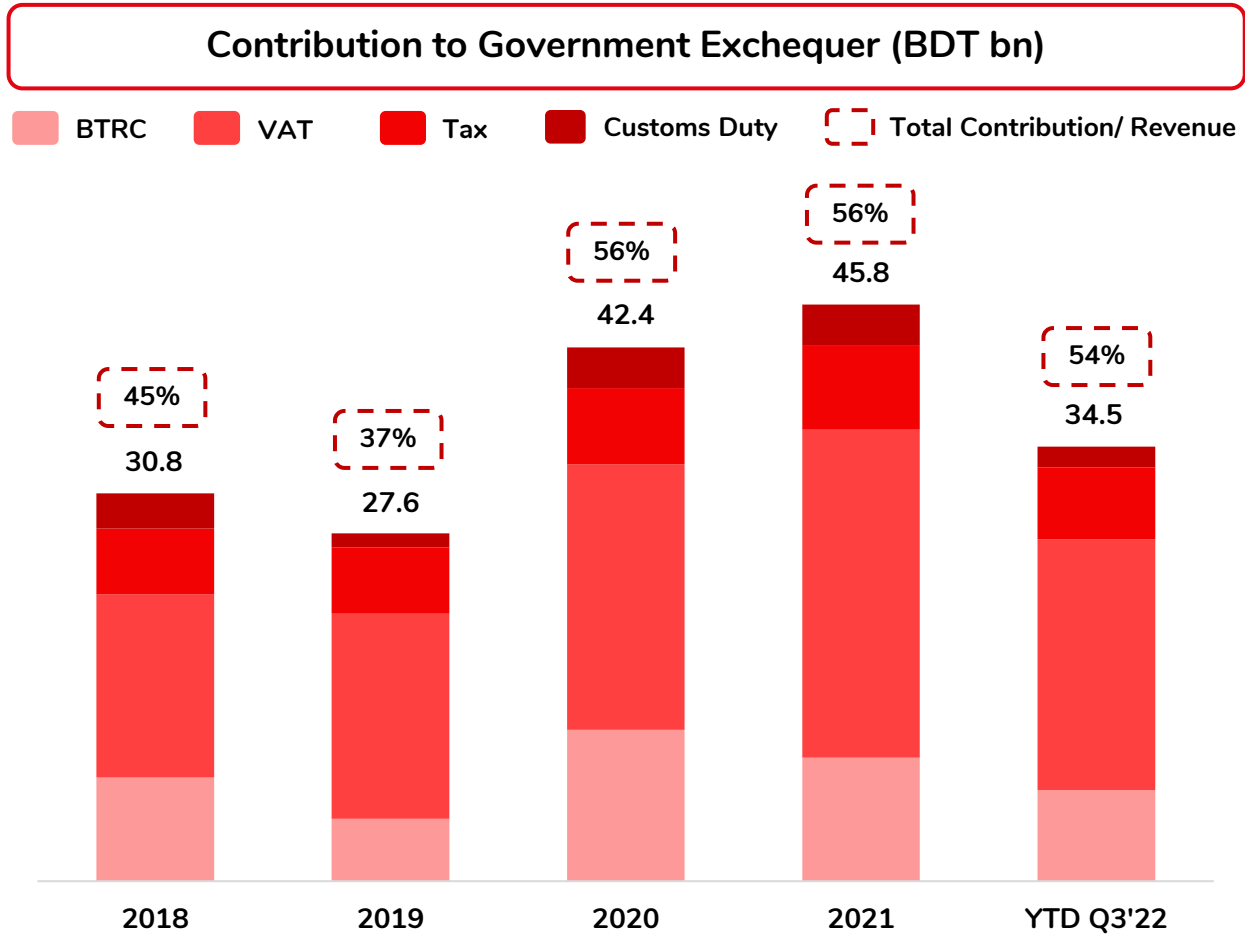
## Robi recognized with Asia's Best Employer Brand Awards 2022



## Robi won the Best Social Media Campaign award for '#airteleidchallenge' campaign



# Significant contributions to national exchequer



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



### Quality of Service

Stringent obligations enforced deviating from the global standard like call drop compensation, specific site level obligations on different technical parameters etc.

### Ecosystem Challenges

Enforcement of mandatory Tower Sharing of MNO-owned sites, resolving DWDM issues, enforcing NTTN QoS regulation, enabling active sharing, etc. can enable a better quality of service

### Market Competition

To ensure the long-term sustainability of the market and healthy market competition, measures need to be taken materializing SMP Regulation 2018 and other tools available

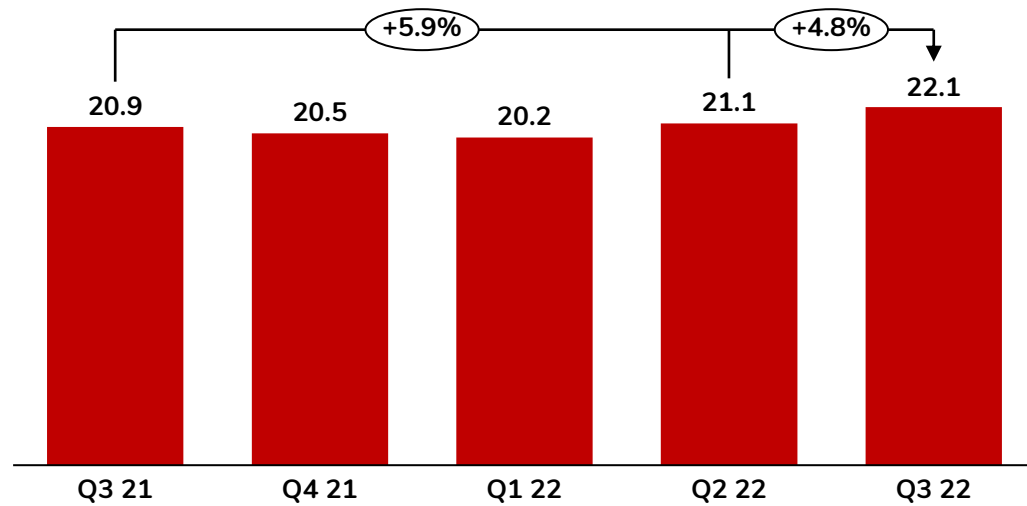
### New Telecom Network Policy 2023

New Telecom Network Policy 2023 which will replace ILDTS policy 2010 will likely enable ecosystem efficiency towards affordable services removing current fragmentation and complexities in the ecosystem

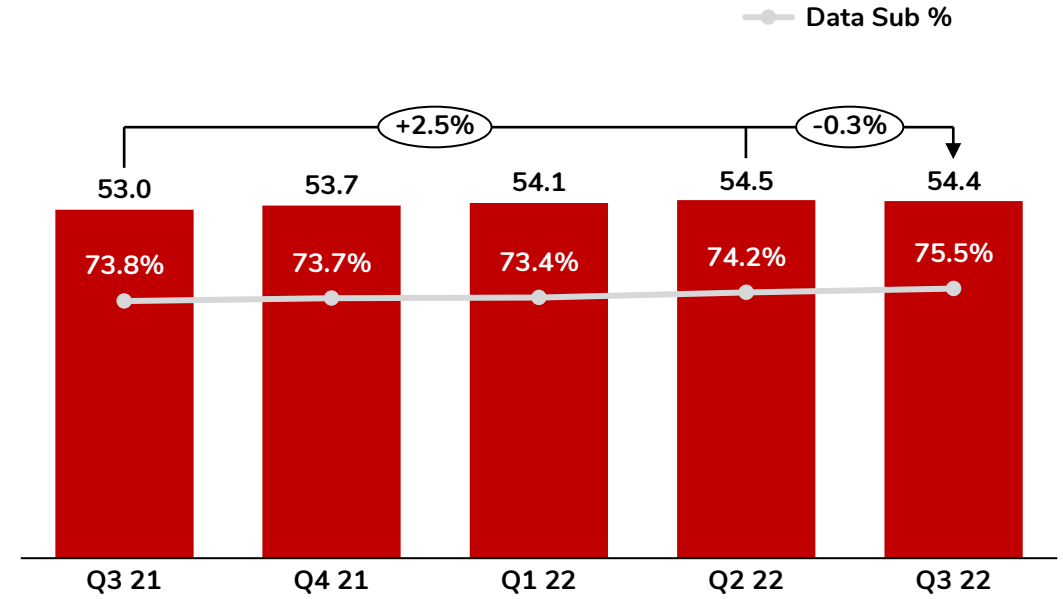


# Financial Results Q3 2022

### Revenue (BDT bn)

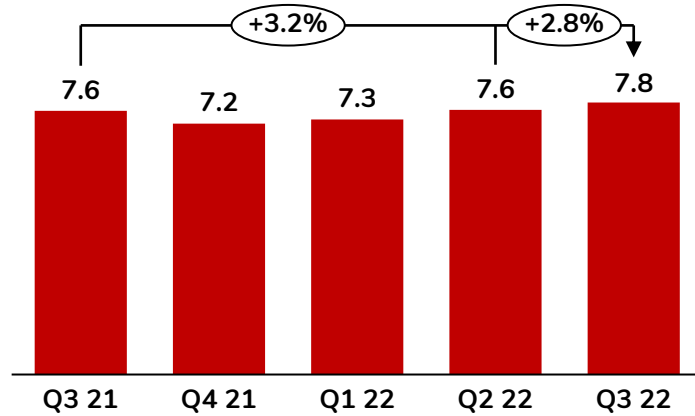


### Subscribers (mn)

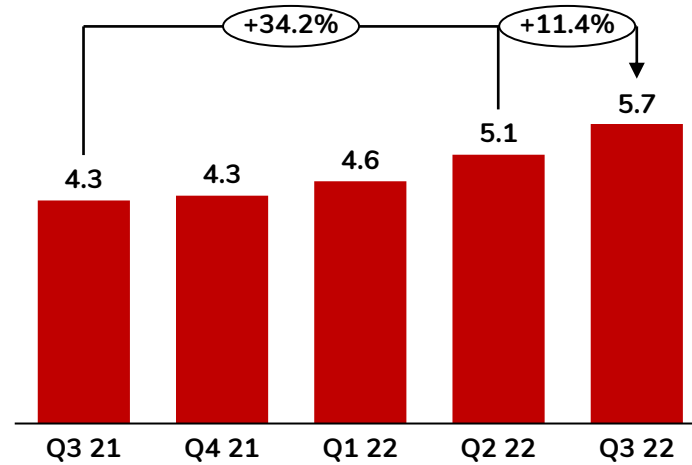


Subscriber base remain fairly stagnant amid declining trend of overall national mobile user base, whereas revenue momentum driven by strong consumption-led growth and consumer facing offering

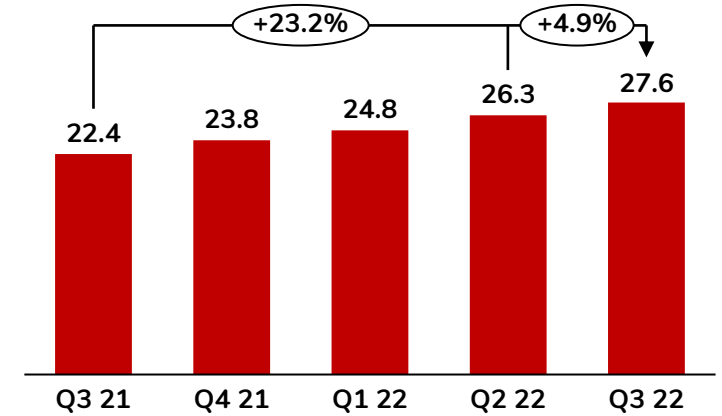
Data Revenue (BDT bn)



Data Usage (GB/Sub/month)



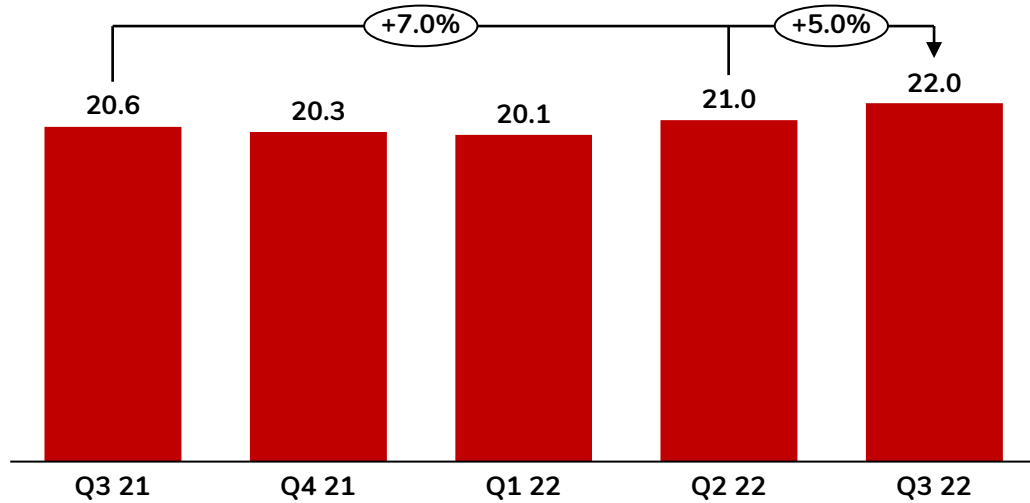
4G Data User (mn)



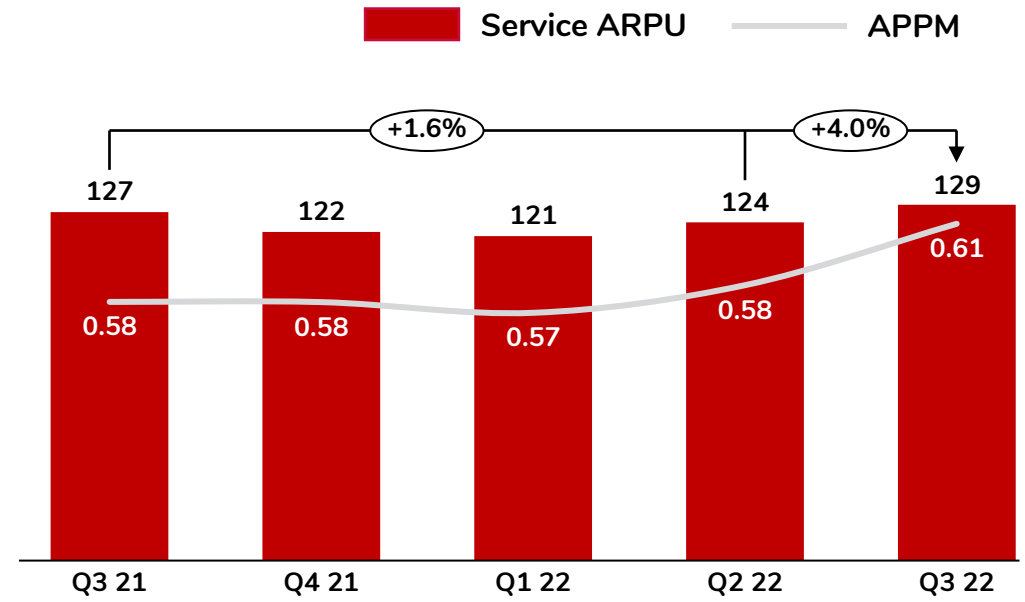
Improved data revenue driven by increased data centric activities and higher 4G adoption/usage

# ARPU growth supported by improved user experience and engagement

Service Revenue (BDT bn)



Service ARPU (BDT), APPM (BDT)

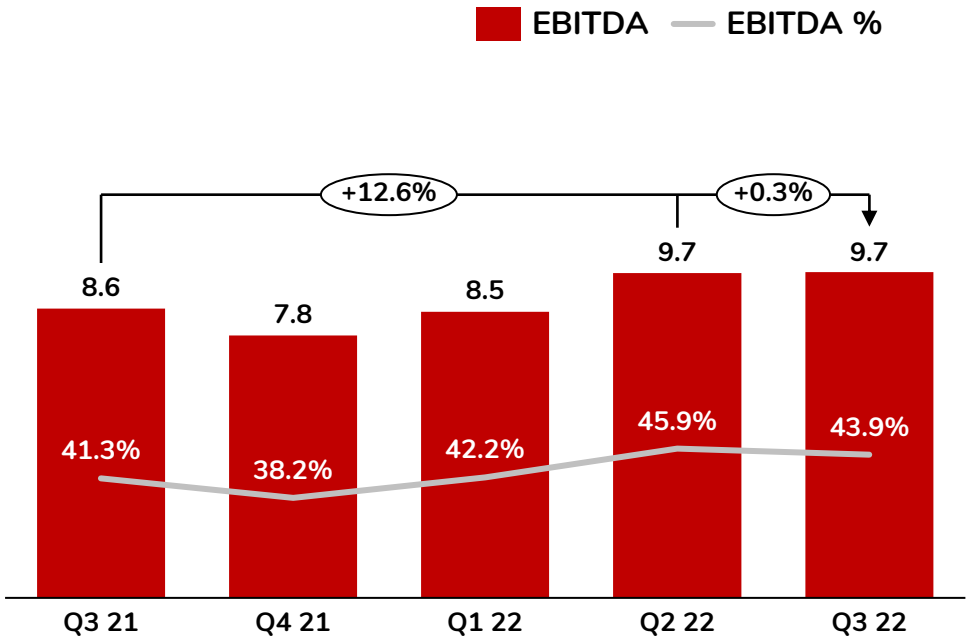


Usage growth in both data and voice front led by differentiated service bundling and customer engagement activities

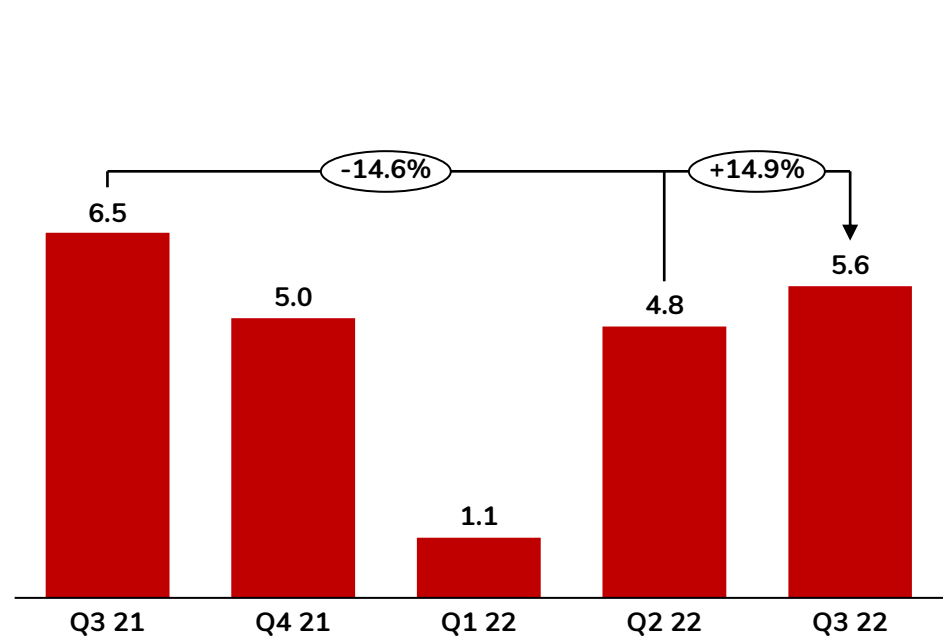
\*Service Revenue= Total Revenue excluding device revenue  
 \*\*Service ARPU based on revenue generated from mobile customers

# Steady EBITDA progression supported by revenue growth

EBITDA (BDT Bn) and EBITDA %



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



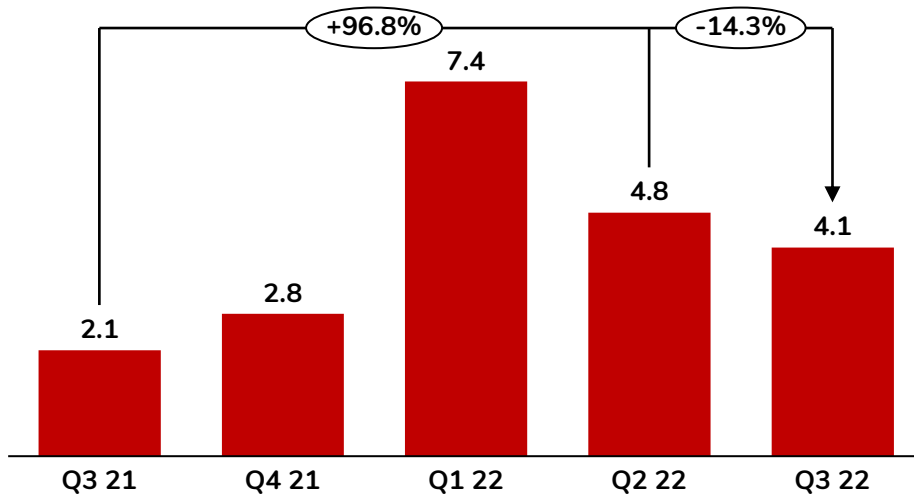
YoY Revenue growth and stringent cost discipline measures contributing to EBITDA upliftment. Accelerated capital investment in Q3 delivering quality 4G Data experience through capacity enhancement

1) Excluding spectrum and RoU Assets

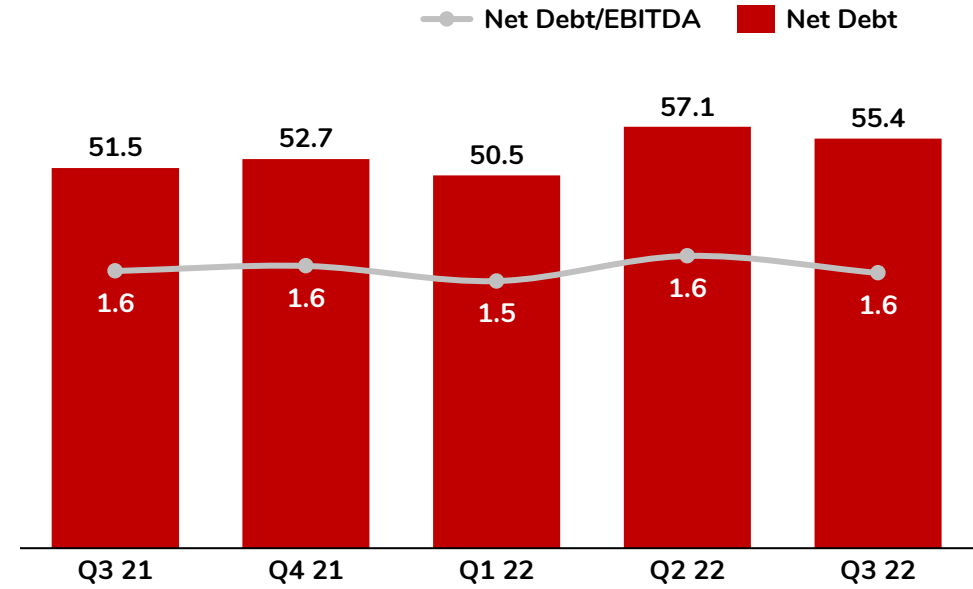
# QoQ FCF movement largely influenced by higher capex; consistent EBITDA performance reflects improving debt positioning



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



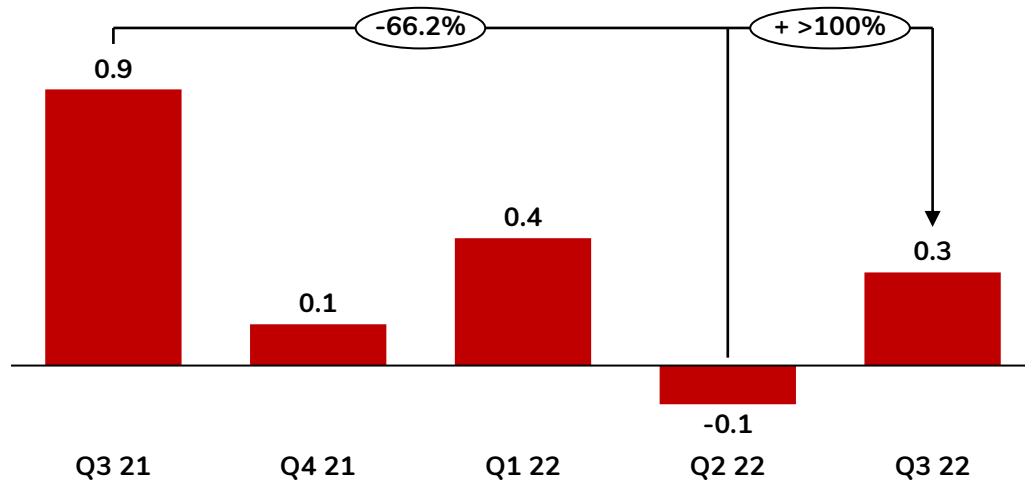
Net Debt<sup>2</sup> (BDT bn) and Net Debt/EBITDA



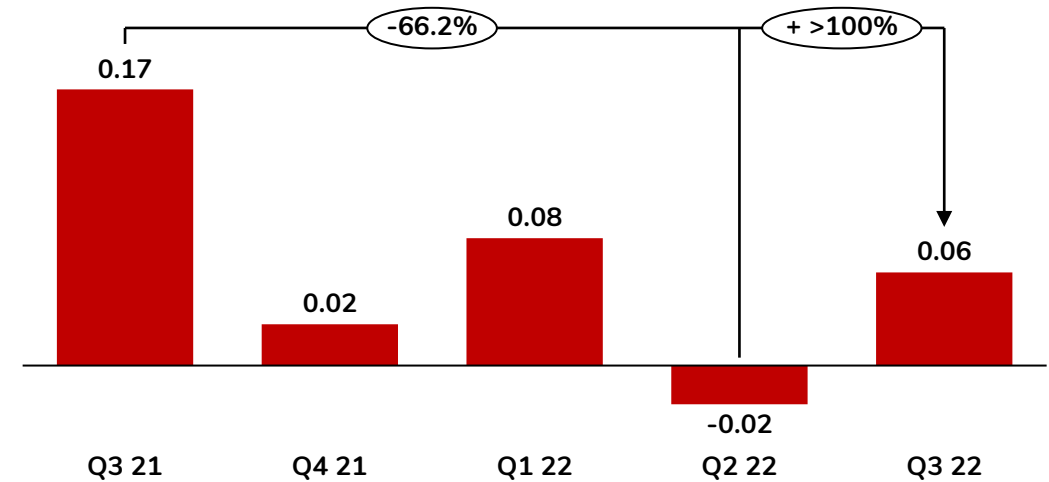
QoQ Higher capex deployment led FCF decrement. EBITDA development supported sneak improvement reducing net debt

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

PAT (BDT bn)



Earnings per Share (BDT)



Positive profit driven by EBITDA development while QoQ forex situation witnessed slight improvement well supported by multiple measures from Central Bank authority paired with internal mitigation effort

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এক নতুন এক্সপেরিয়েন্স

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Thank You