



Robi Axiata Limited

Q4 2022 Performance

19th February 2023



আগামী জন্য রেডি

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.

Key Highlights

Q4 2022

Rajeev Sethi
CEO

Strong growth in Q4'22 driven by improved customer experience



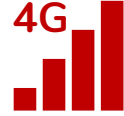
+10.2%

Revenue Growth
(YoY)



+36.5%

EBITDA Growth
(YoY)



+21.2%

4G User Growth
(YoY)



+38.9%

Data Usage Growth
(YoY)



Continuous network quality enhancement for better user experience



Revenue growth driven by predictive offering & price optimization



Landmark Initiatives like National Hackathon driving the digitisation of Bangladesh



Profitability significantly impacted due to disallowance of appeal for VAT rebate on 2G license and network allocation fee



Macroeconomic adversities pose challenge to continued growth



Awards and recognition

First Position

22nd ICAB National Award for Best Presented Annual Reports 2021



Silver Award

ICMAB Best Corporate Award-2021



Bronze Award

South Asian Federation of Accountants (SAFA) Best Presented Annual Reports Award 2021



Winner

BASIS National ICT Awards 2022 - Inclusions and Community Services (HC-ICS)



Initiatives continue to enable the journey towards Smart Bangladesh

Digital Ecosystem Initiatives

National Hackathon organized by bdapps recognizes country's top app developers



Robi Partners with Save the Children to Conduct ICT and employability skills training for youth in Chattogram



PR-Airtel International Recognition Global Carrier Awards putting Bangladeshi social media on the global map



CSR Activities

Robi sponsored a beach cleaning event at Chattogram's Patenga sea beach



Robi sponsored Drishty Debate in Chattogram



Robi supported Cybersecurity Awareness Month by NCCAM (Bangladesh)





Data Usage Progress

Vol/Sub
Growth % (YoY)



Robi Axiata Ltd showed an extraordinary performance in Y2022 **data revenue growth** where vol/sub grew by around **40%**, where data vol/sub increased commendably by both brand.



Network Experience

Speed
Growth % (YoY)

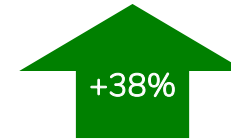


Robi Axiata Ltd continuously striving to ensure superior customer experience which reflected in **4G speed improved with +43% YoY Growth**



SingleApp Evolution

MAU
Growth % (YoY)



Robi Axiata Ltd Leading the industry in app user with **YoY growth of over 38%** with highest app store rating vs competition. This success showed relentless effort of the team to **bring continuous innovation to make SingleApp as life-style app**



25 Years Celebration



To celebrating 25 years of glorious journey! Robi launches **R-Ventures 3.0** with an **investment commitment of up to BDT 25 Million**

Footprints spanning across different arenas of the digital landscape



Noor App –Recognition



Noor-the most popular Islamic Lifestyle App of Robi has achieved the recognition at the **BASIS National ICT Awards 2022** as winner in the category of **Inclusions and Community Services**



National Hackathon Y2022



With **2000+ submissions**, 5 Regional rounds were conducted followed by a National round with 36 Finalist teams.

The **top 10 winners** were declared at the gala event of the **bdapps Hackathon with prize money**



Binge- Gala Night Y22



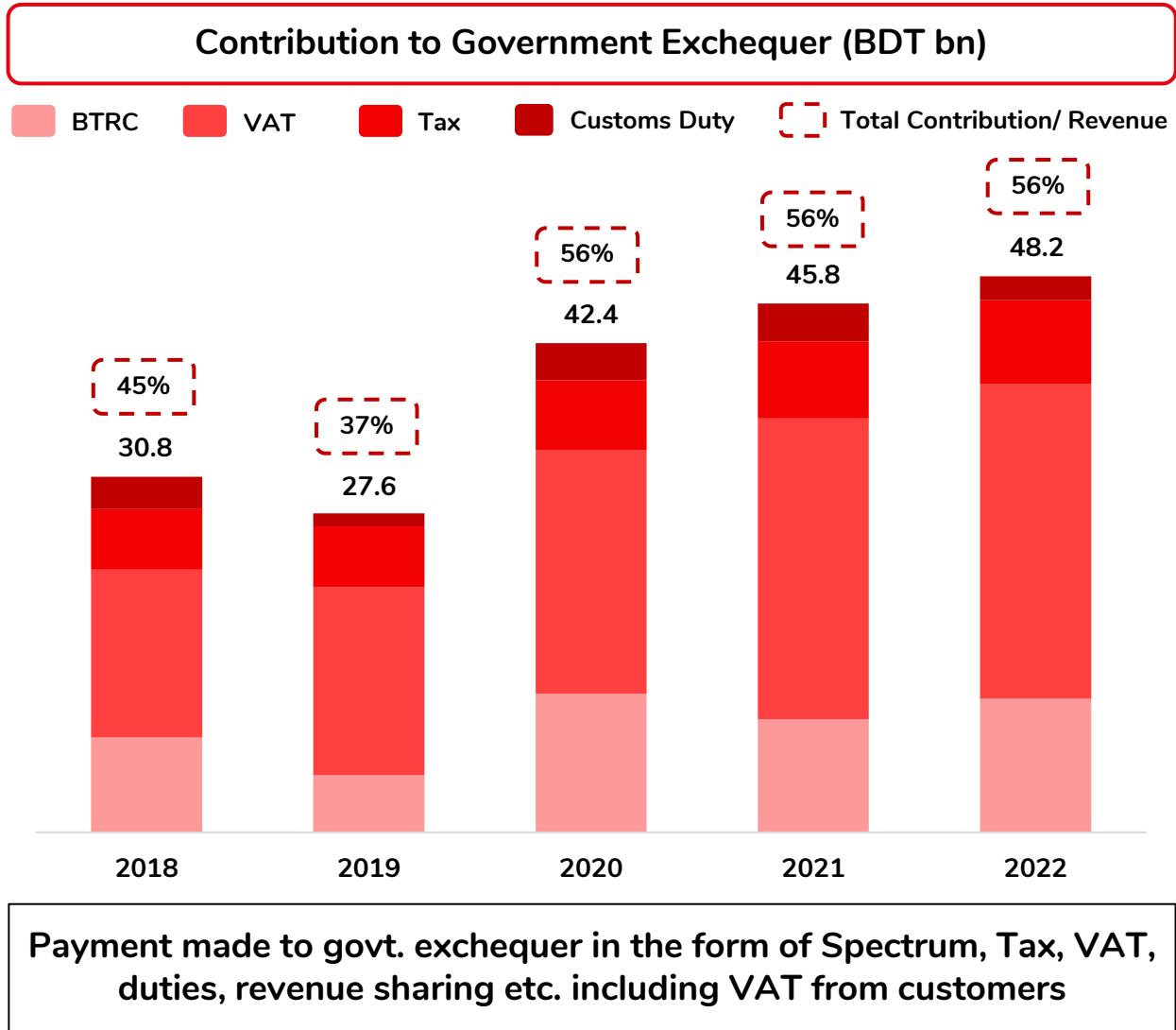
Binge Gala Night 2022; the Biggest OTT Entertainment Event of This Year!. A night of celebration to recognize the undisputable talented content creators. The event was also celebrated the **global launch of Binge**



Axiata Game Hero: Gamers Meet up: 2022



Robi's largest gaming tournament **Axiata Game Hero**



Quality of Service

Ecosystem challenges need to be addressed before revising QoS regulations and the revision needs to be rational and practical considering the market scenario of Bangladesh

VAT on 2G License and Spectrum Fees

The Appellate Division issued a short judgment where they allowed the appeal of NBR and BTRC regarding VAT on 2G license and spectrum fees. We are yet to receive the full judgement. The rebate mechanism should be applicable rationally.

2% Minimum Turnover Tax on MNOs

Despite contributing significantly to the journey of Smart Bangladesh 2041, the minimum turnover tax (highest among all categories) is still working as a barrier to market growth, and it needs to be rationalized in the next budget

OTT Policy by BTRC and MoIB

Draft OTT policy by BTRC considers MNOs as an intermediary, imposing many obligations which should not be enforced considering the OTT service dynamics and role of MNOs

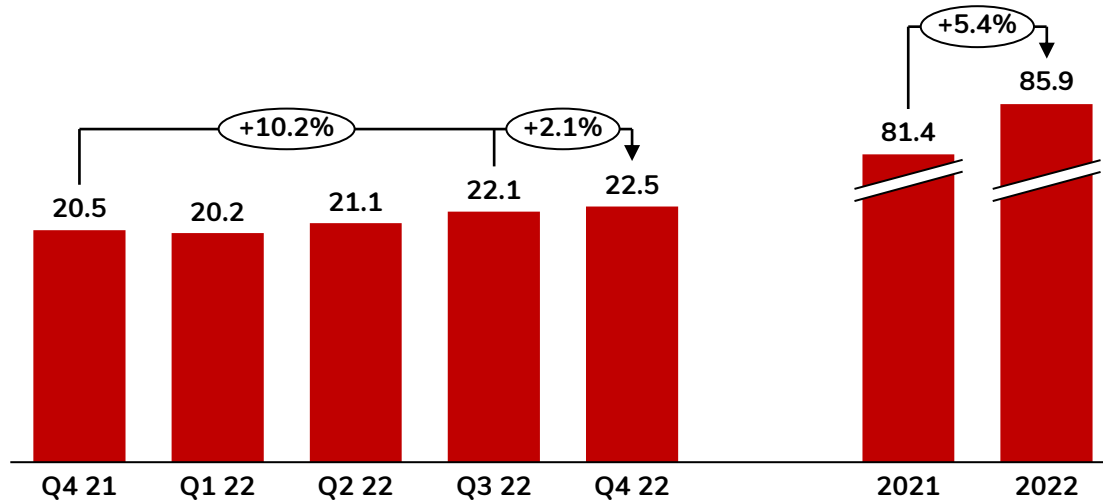
Financial Results

Q4 2022

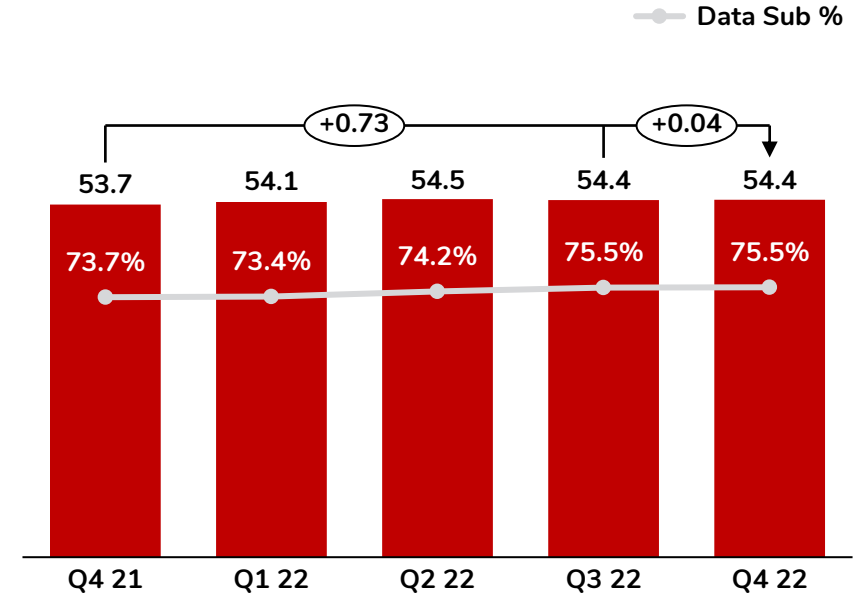
M. Riyaz Rasheed
CFO

Good traction in successive quarters with YoY positive subscriber growth

Revenue (BDT bn)



Subscribers (mn)



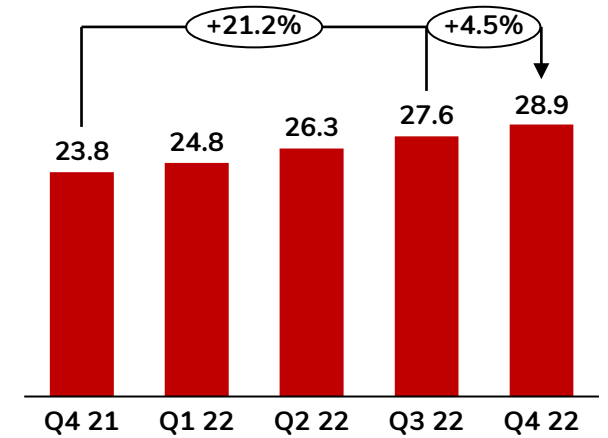
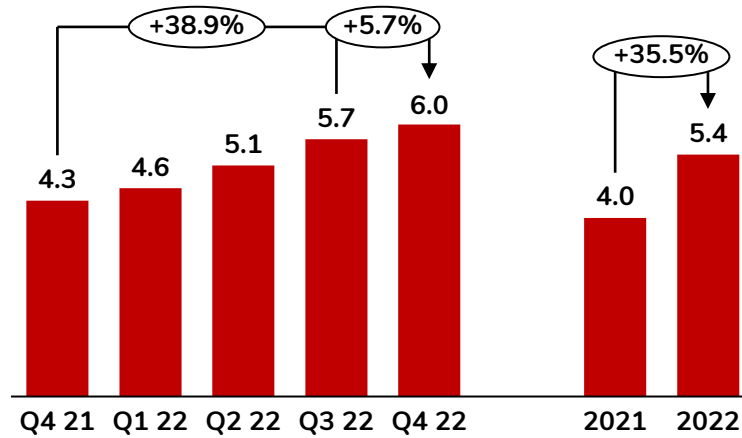
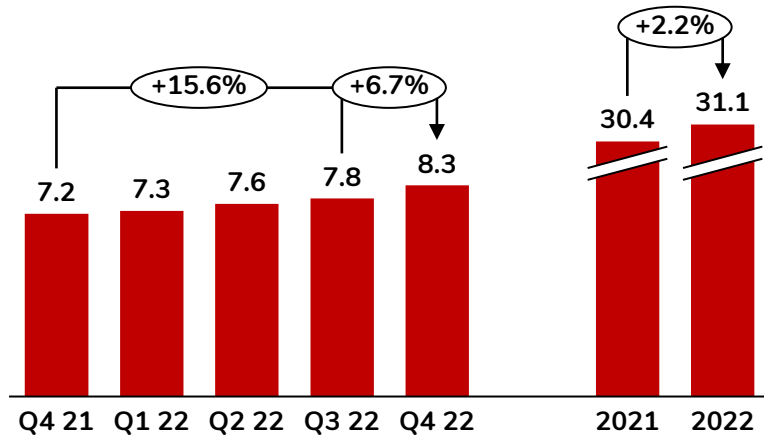
YoY Subscriber base grew by 1.4% (+0.7Mn), however QoQ Subscriber base remains fairly stagnant. Revenue growth momentum driven contextual product offerings

Data usage propelled by enhanced network investment and continued 4G user adoption

Data Revenue (BDT bn)

Data Usage (GB/Sub/month)

4G Data User (mn)



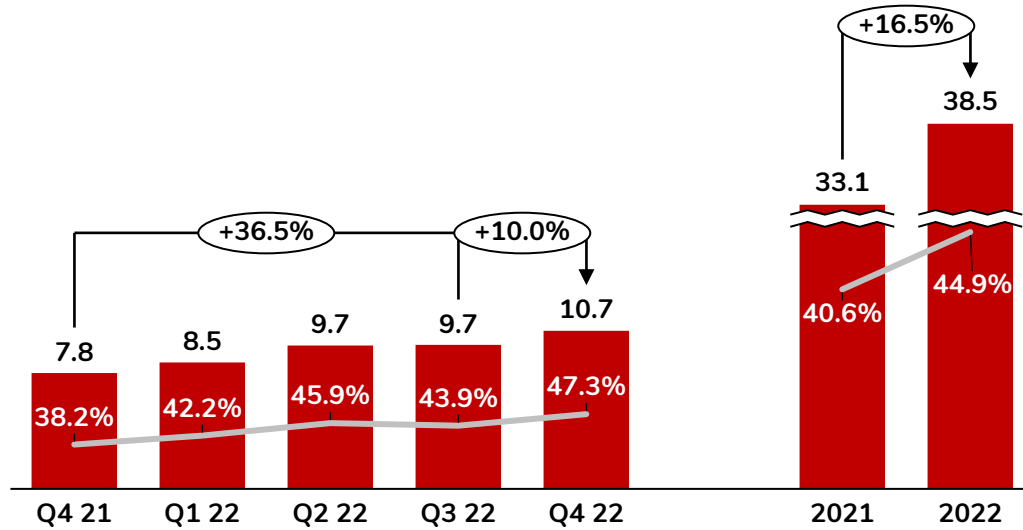
Steady Data Revenue upliftment driven by improved data network experience and revamp of product portfolio fueling usage growth

Steady EBITDA progression resulted from structured efficiency measures paired with favorable one-off adjustments in Q4

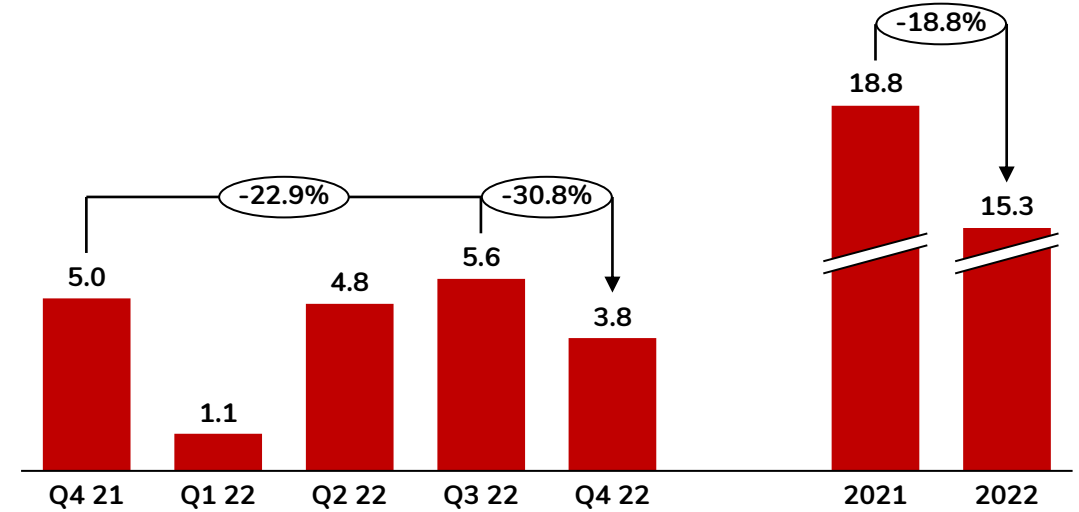


EBITDA (BDT Bn) and EBITDA %

■ EBITDA — EBITDA %



Capex¹ (BDT bn)

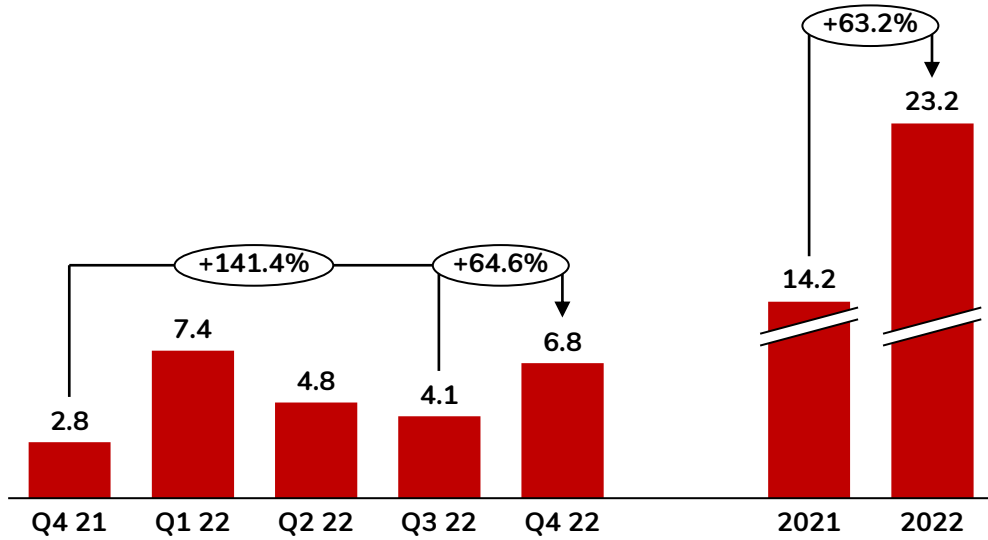


Top line growth, concentrated cost management and favorable one-offs led to a higher EBITDA. Capital investment rationalized to drive profitable growth in line with long-term strategic ambition, improving Capex efficiency

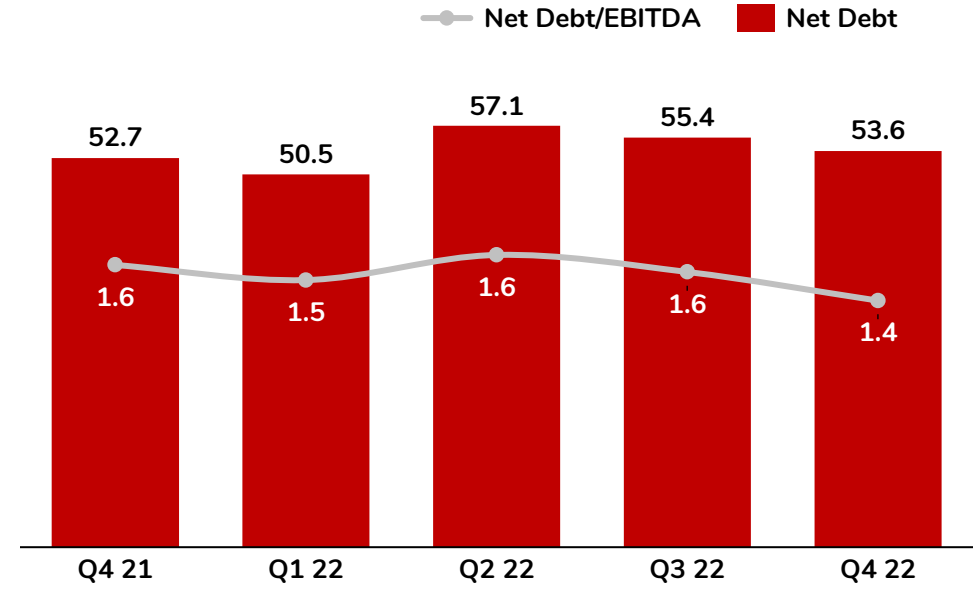
1) Excluding spectrum and RoU Assets

FCF Performance driven by continued EBITDA strides and optimization

FCF¹ (BDT bn)



Net Debt² (BDT bn) and Net Debt/EBITDA

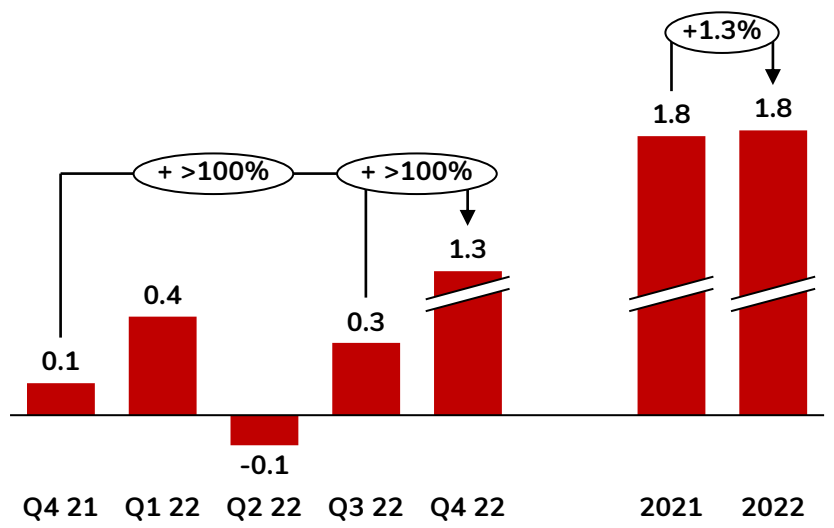


Improved EBITDA and optimization measures provided FCF acceleration.
Improved debt positioning achieved by settling part of high interest-bearing short-term loans

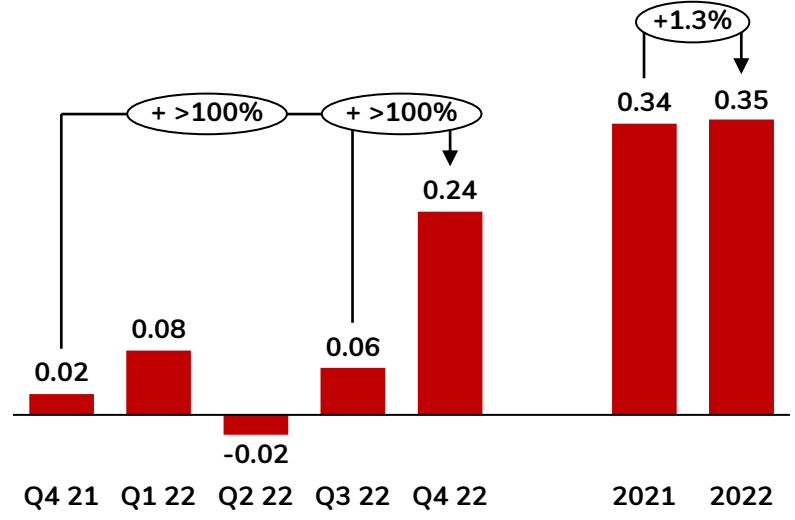
1) FCF= EBITDA-Capex (excl. spectrum and Right of Use assets) as per IFRS 16, 2) Net Debt= Short term loan+ Long term loan+ Lease Liability- Cash & Cash Equivalents

Despite profitable growth, PAT significantly impacted owing to forex loss and the draft verdict on VAT rebate on 2G license renewal fees

PAT (BDT bn)



Earnings per Share (BDT)



Dividend

7%

On Face Value

BDT 0.70

Dividend Per Share
2022

Forex losses and the recent short ruling on legacy litigation provided significant setback in delivering reasonable profit as well as EPS performance;
Shareholders as of the 'Record Date', 13th March 2023, shall be eligible to receive the Final Cash Dividend

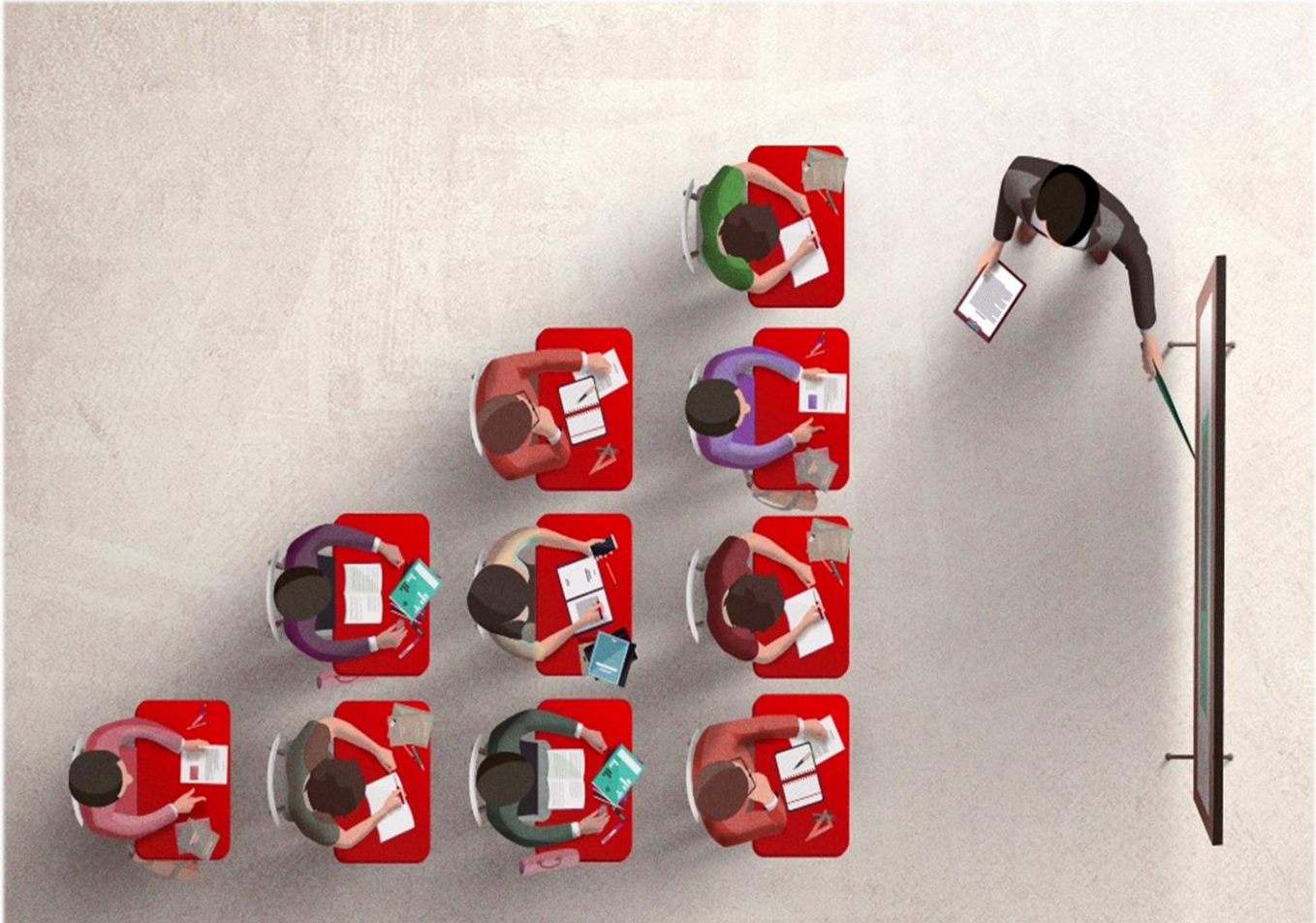
Overall journey in 2022

Robi was forced to weather major challenges, e.g., FX rate hike, slowing imports, LC opening restrictions, rising inflation, growing energy crisis, throughout 2022

Growth in 2022 was achieved primarily through subscriber retention efforts, higher data usage, contextual product offering and continuous focus on network experience enhancement

In 2022, overall revenue has grown by 5.4% despite the adverse macroeconomic conditions and severe market competition

Robi played a significant role in the digitization of Bangladesh through initiatives such as Datathon 2.0, National Hackathon, Digital Census, Robi for Business, etc.



Uncompromising Integrity in Robi DNA



নতুন সব আইডিয়া নিয়ে
আগামীর জন্য রেডি

ববি



Thank You