



Robi Axiata Limited

Q4 2023 Performance

18th February 2024

4.5G
SUPERNET

আপনার এলাকায়
রবি নেটওয়ার্ক
এখন আরও
শক্তিশালী

রবি



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



+ 11.4%

Revenue
(YoY Growth)

Revenue surpassed BDT 25bn for the third consecutive quarter, driven by enhanced network coverage and growing subbase



+ 31.0%

Data Revenue
(YoY Growth)

Surge in data revenue (+BDT 8.8bn annual) fueled by rising consumption and supported by improved customer experience



+ 43.1%

Capex
(YoY Growth)

Greater focus on consumer satisfaction reflected by consistently increasing investment in network quality

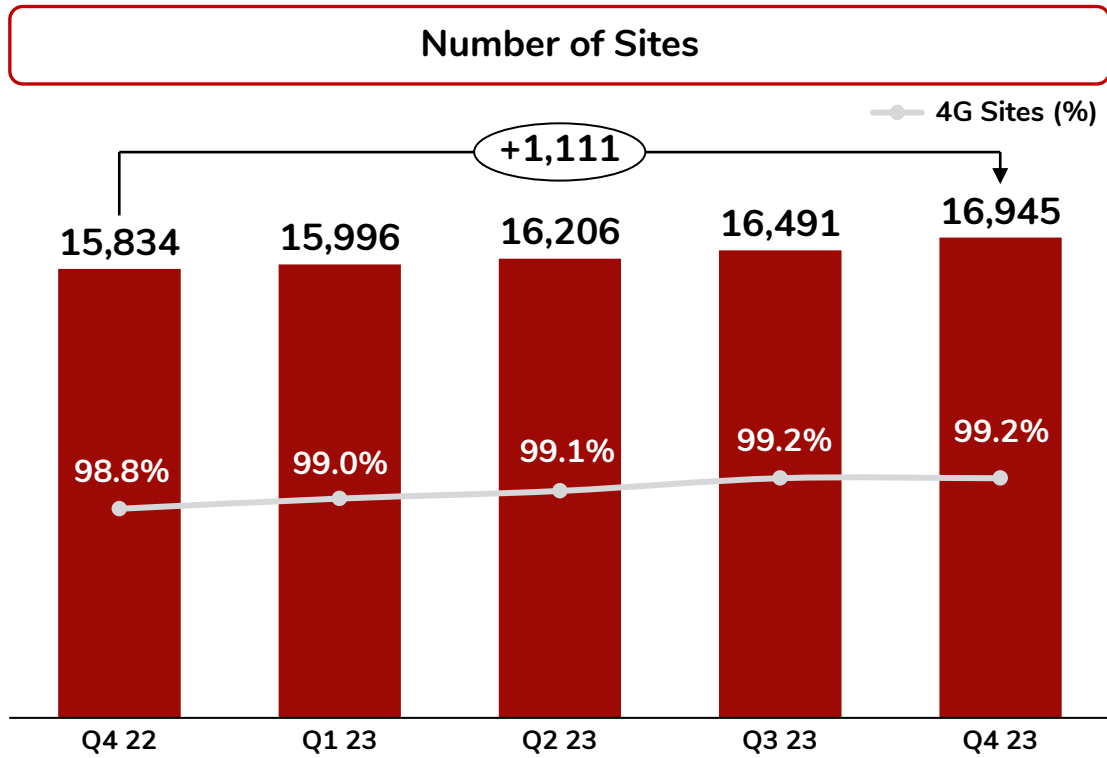


+ 18.1%

Profit
(YoY Growth)

Significant uptick in profit (+75.7% annual) owing to elevated revenue and continuous cost optimization efforts

Consistent focus on network quality improvement



Improvements

53%	105%
Call drop rate reduction (YoY)	Data speed increase (YoY)

Robi continued to expand sustainability initiatives and contributing to the society

Digital Ecosystem Initiatives

Robi unveils structured skill-based e-learning platform 'HaateKolome'



Robi and Winrock International Signs MoU to Raise Awareness on Human Trafficking and Support the Survivors through Entrepreneurship Development



Robi stands beside 1500 families affected by 'Hamun' in Maheshkhali, Cox's Bazar

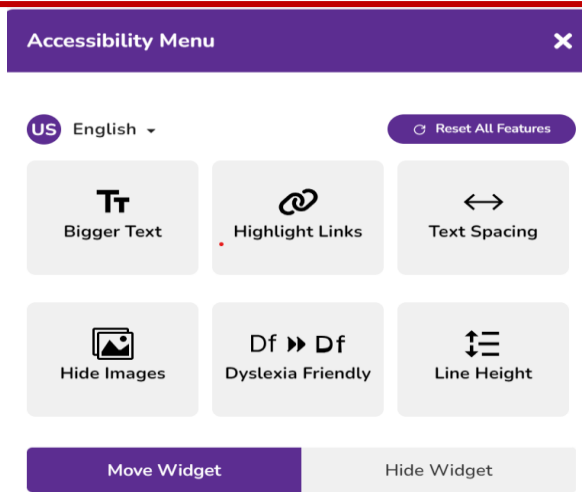


CSR Initiatives

8K Tree Plantation in Bandarban University



Robi optimized its website to enable access and make it user friendly for disabled population



Robi partnered with Child Helpline-1098 on Child Online Safety



Recent Awards & Accolades

GOLD

The Institute of Chartered Accountants of Bangladesh (ICAB)

National Award for Best Presented Annual Report 2022



Dhaka, Bangladesh

GOLD

Chartered Secretaries of Bangladesh (ICSB)

National Award for Corporate Governance Excellence 2022



Dhaka, Bangladesh

BRONZE

South Asian Federation of Accountants (SAFA)

Best Presented Annual Report Award 2022



New Delhi, India

SILVER

The Institute of Cost and Management Accountants of Bangladesh (ICMAB)

ICMAB Best Corporate Award

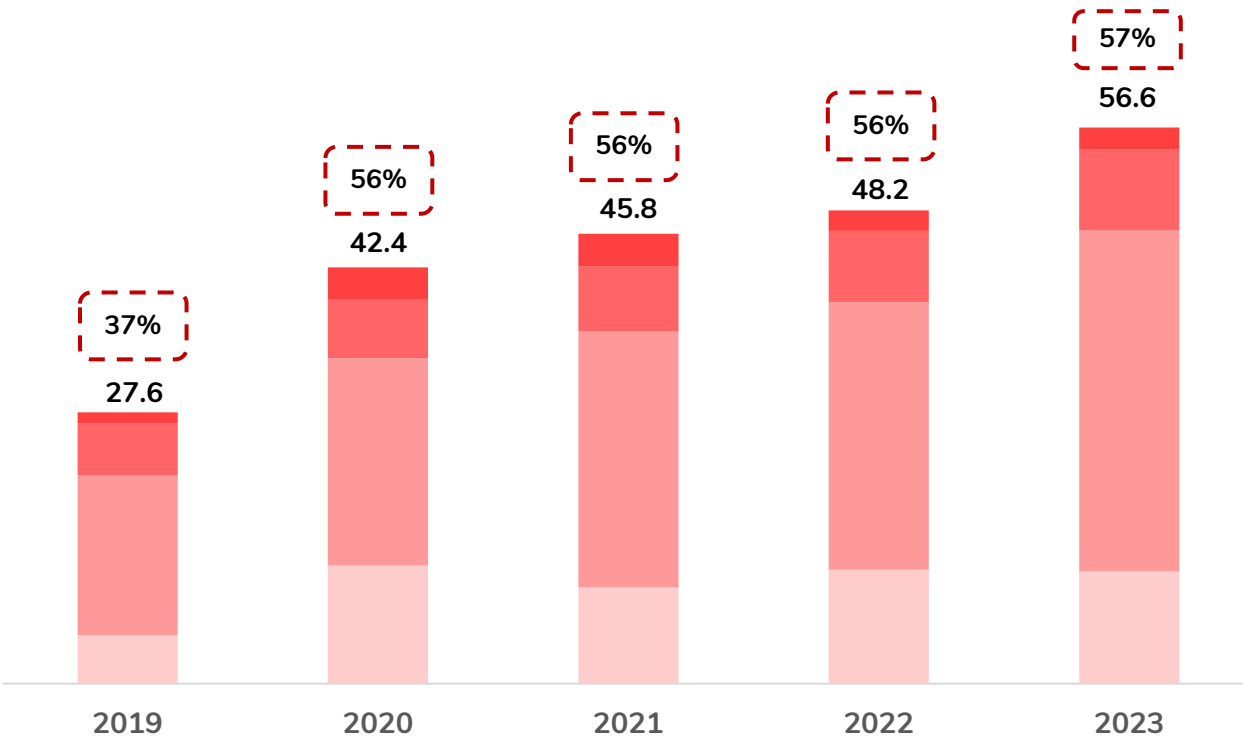


Dhaka, Bangladesh

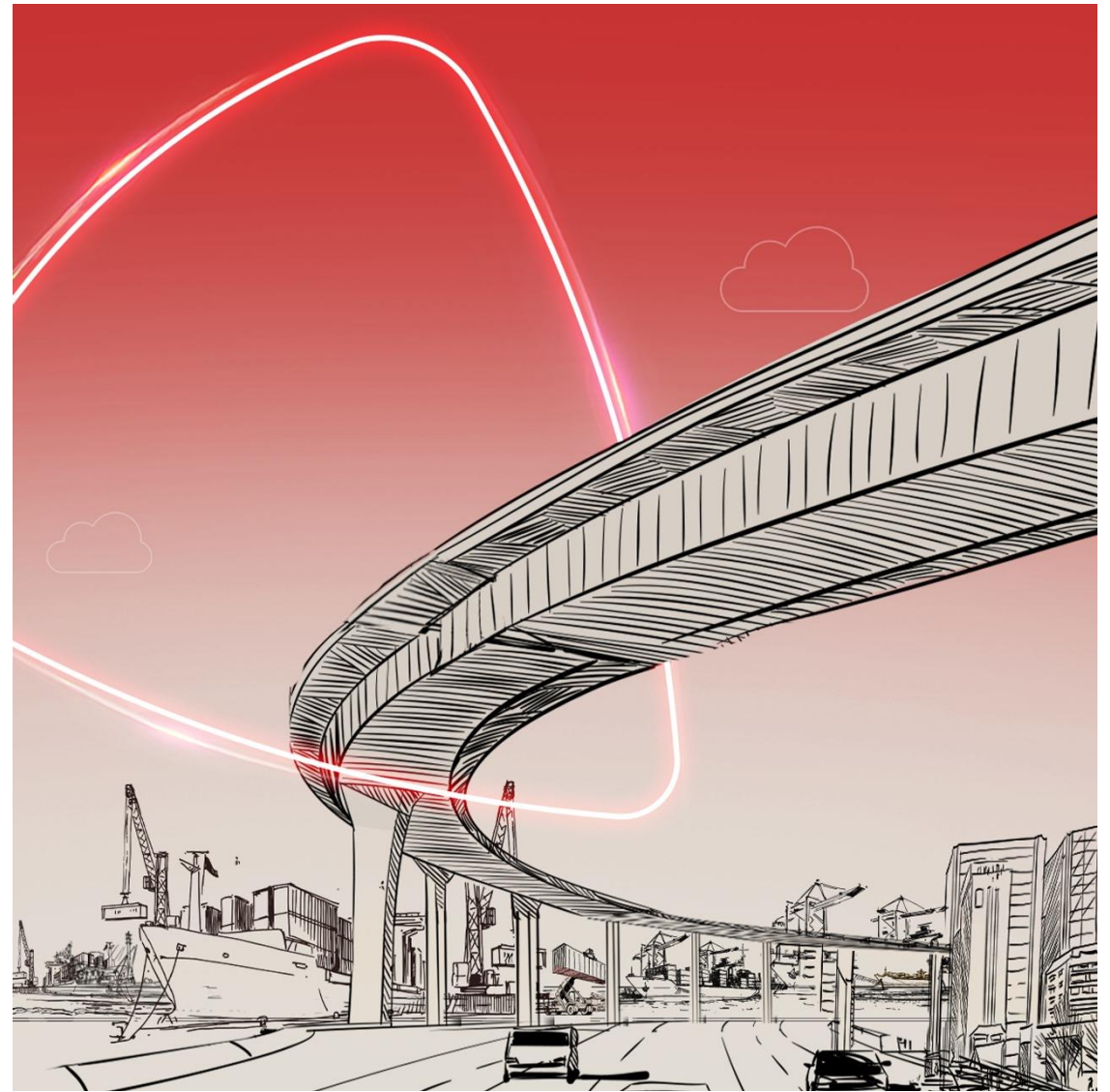
Robi's contribution to the Government Exchequer

Contribution to Government Exchequer (BDT bn)

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



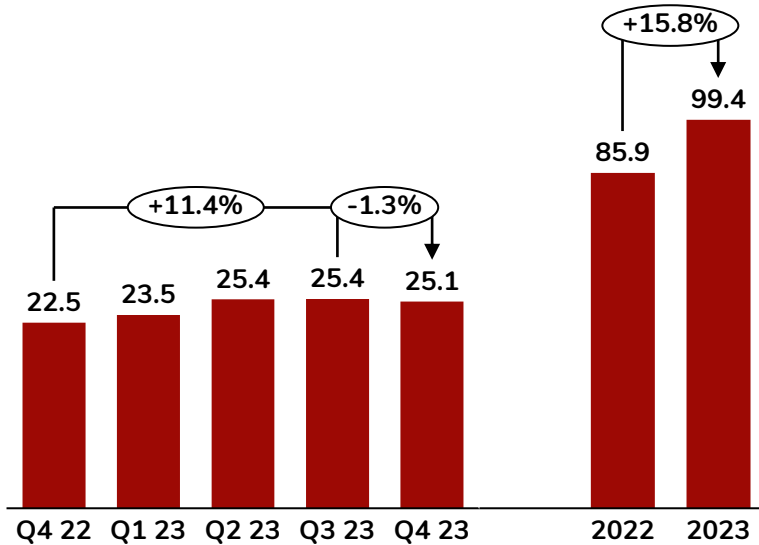
Payment made to govt. exchequer in the form of Spectrum, Tax, VAT, duties, revenue sharing etc. including VAT from customers



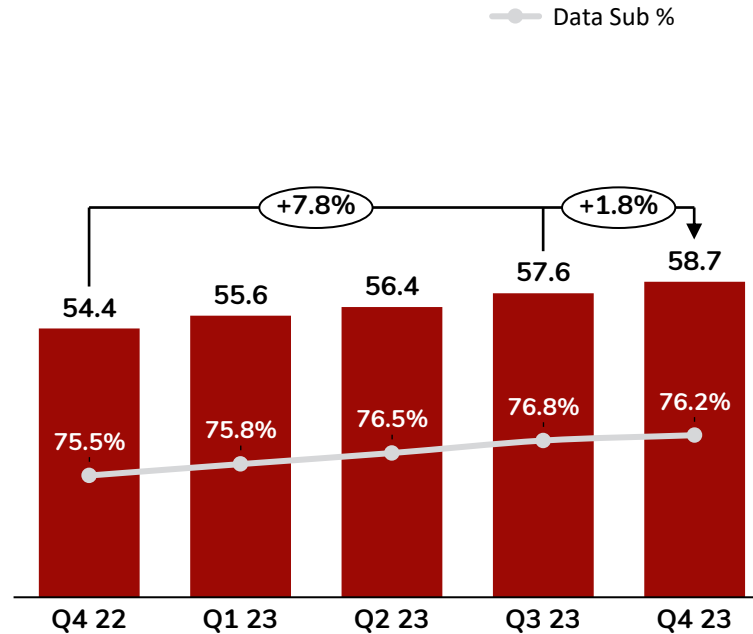
Financial Performance

YoY growth continued driven by base build-up and ARPU stabilization

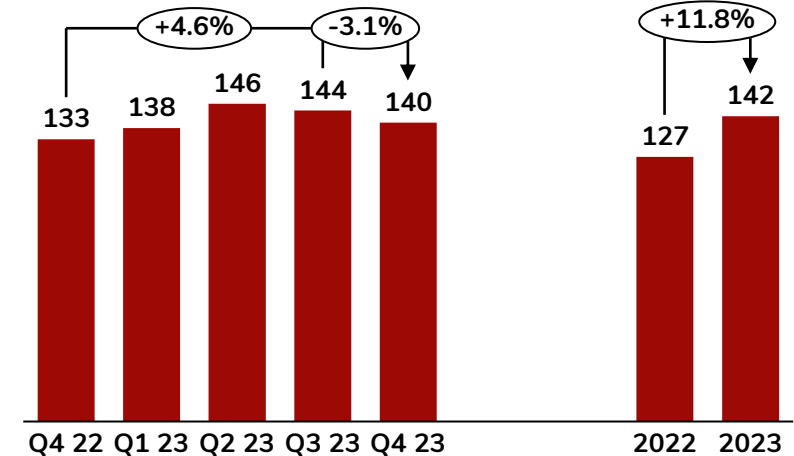
Revenue (BDT bn)



Subscribers (mn)



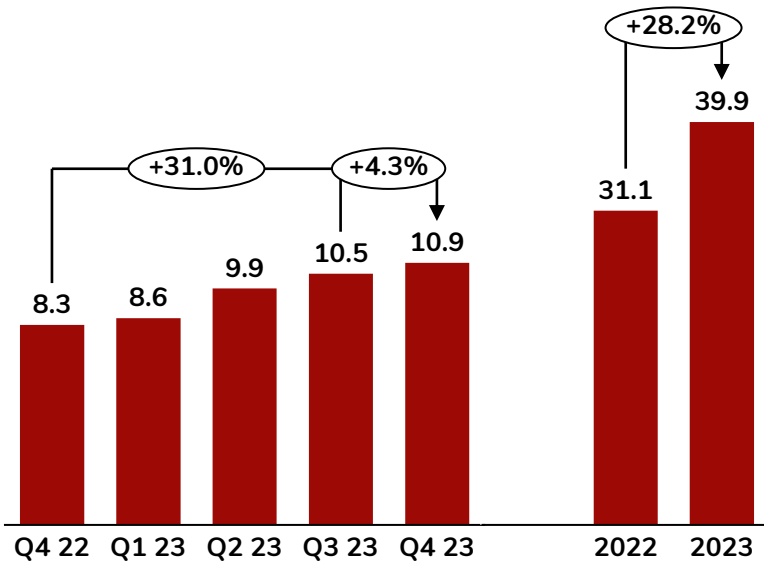
Service ARPU¹ (BDT)



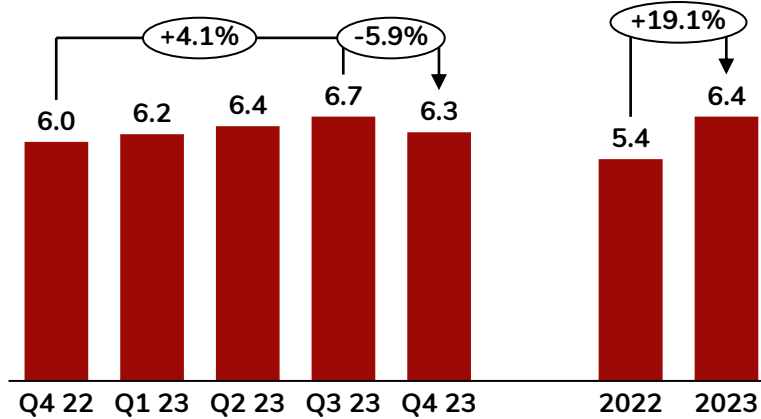
1) ARPU = Average Revenue Per User

*417m additional sim sales recorded in Q2

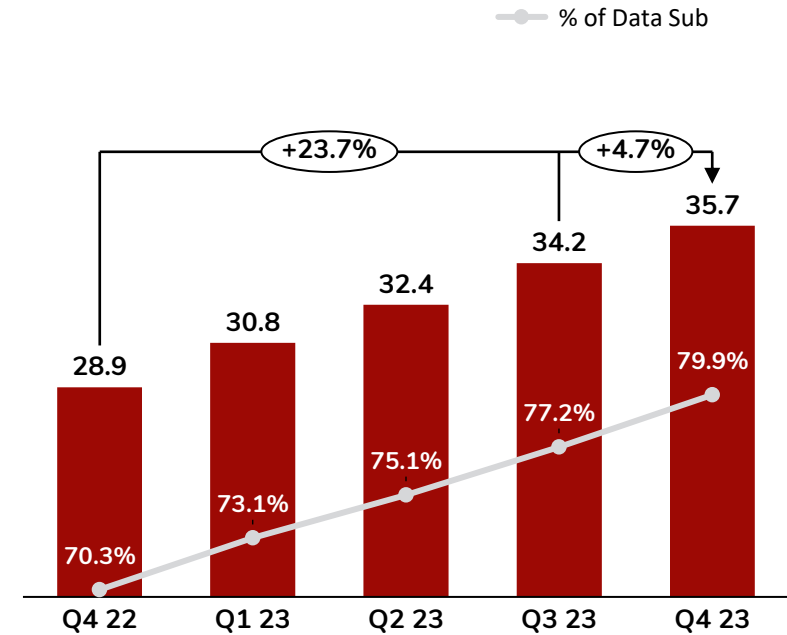
Data Revenue (BDT bn)



Data Usage (GB/Sub/month)



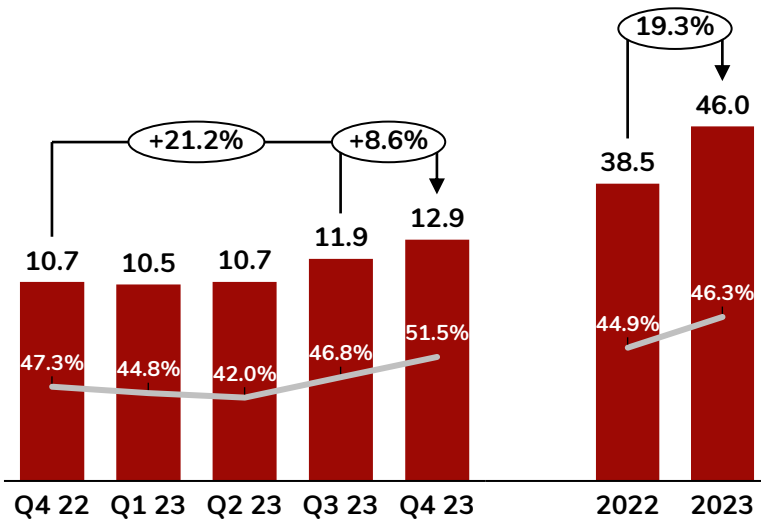
4G Data User (mn)



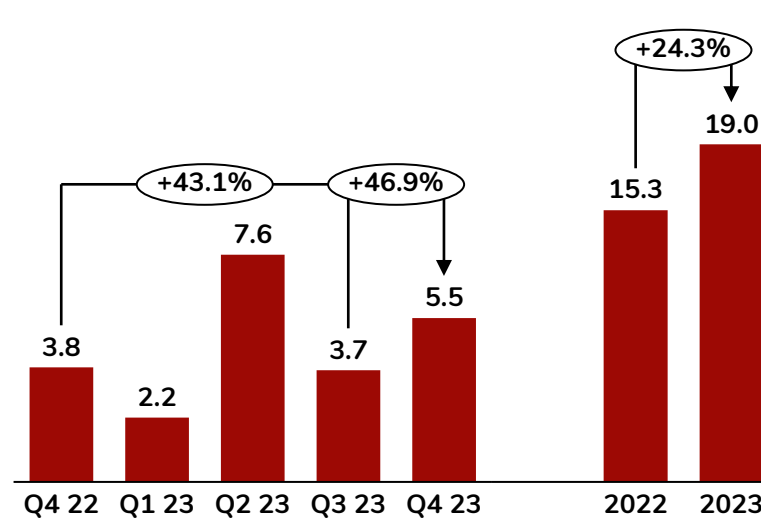
Improved EBITDA performance enabling Cash-Flow development amid continued investment

EBITDA (BDT bn) and EBITDA %

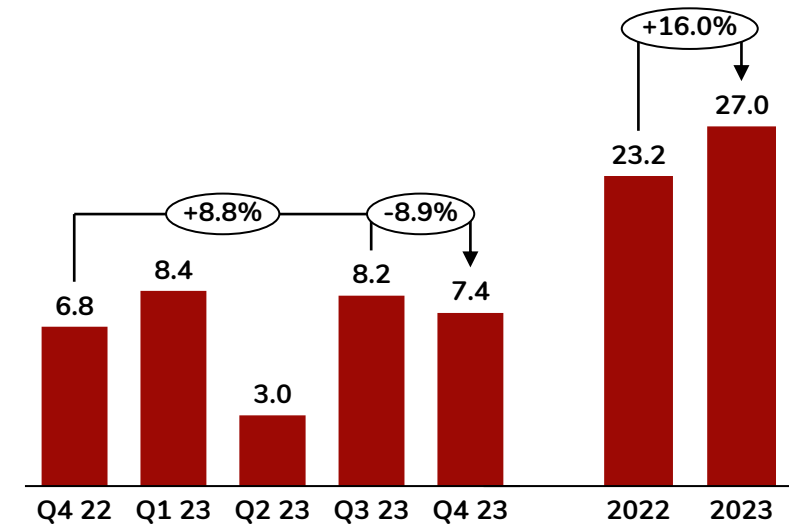
■ EBITDA — EBITDA %



Capex¹ (BDT bn)



FCF² (BDT bn)

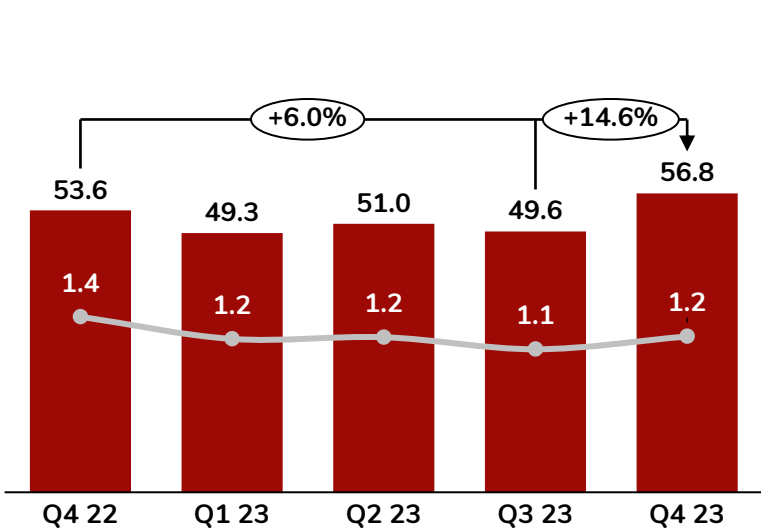


1) Excluding spectrum and RoU Assets; 2) FCF= EBITDA-Capex (excl. spectrum and Right of Use assets) as per IFRS 16,

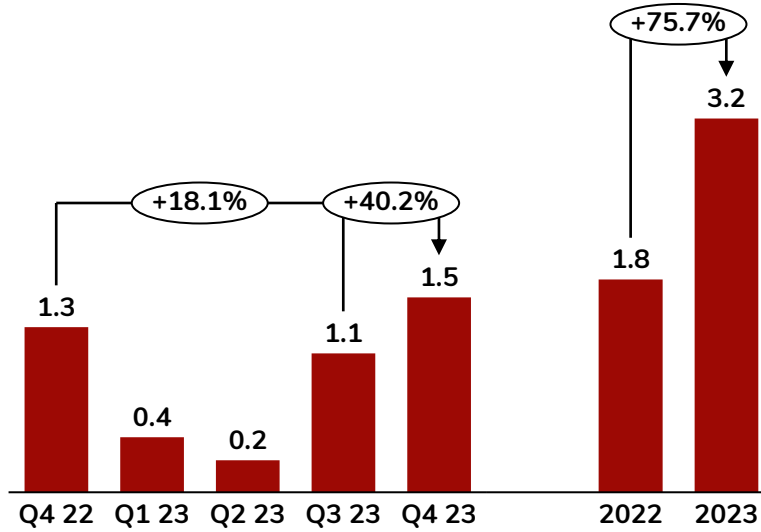
~1.8x Profit growth in challenging macroeconomic and competitive market environment

Net Debt¹ (BDT bn) & Net Debt/EBITDA

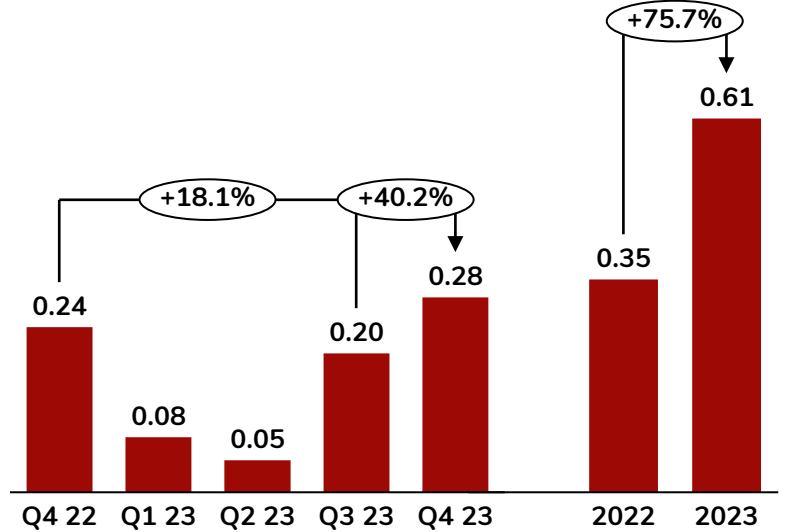
— Net Debt/EBITDA ■ Net Debt



PAT (BDT bn)



Earnings Per Share (BDT)



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

10% final cash dividend declared

Earnings Per Share

Dividend on Face Value

Dividend Per Share

Payout Ratio

2023

BDT 0.61

10%

BDT 1.00

165.6%

2022

BDT 0.35

7%

BDT 0.70

200.7%

2021

BDT 0.34

5%

BDT 0.50

145.2%

Note: Shareholders as of the 'Record Date', 18th March 2024, shall be eligible to receive the Final Cash Dividend for 2023

4.5G
SUPERNET হাতে
পারবে তুমিও!

মোস্তফা আল মমিন
 বাংলাদেশের প্রথম
 ইলেকট্রিক কার নির্মাতা



Overall journey in 2023

Achieved the **highest annual revenue and profit** in Robi's history despite macroeconomic challenges.

Constant **emphasis on network improvement** resulted in enhanced customer satisfaction, and subsequently, the highest subscriber acquisition in the industry during the year.

4G leadership ensured significant contribution to the digitization goals of the nation.

Telco to Techco: Achieving the Smart Bangladesh vision through various ventures, e.g., Bdapps, Reddot, r ventures, and Axentec.

Actively pursuing **sustainability initiatives** to achieve the company's Net Zero vision of reducing and off-setting its carbon emissions.



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পারবে তুমিও!