



Robi Axiata PLC

Q4 2024 Performance

17th February 2025

সুপ্রাৰ



ববি

অনেক কিছু হবে,
দাৰুণ কিছু পাবে!

বাৰ

মানেই ববি



*শর্ত প্ৰযোজ্য

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.

Business Highlights

M. Riyaz Rasheed
CEO (Acting) & CFO

Notable acceleration amid increasingly challenging macro environment

2024
Q4'24

+0.1% ▲	-1.9% ▼	+2.2% ▲	+119.0% ▲
-6.2% ▼	-3.3% ▼	-13.9% ▼	+101.8% ▲
Revenue (YoY Change)	Subscriber (YoY Change)	Data Revenue (YoY Change)	Profit (YoY Change)

Growing macroeconomic condition and rising inflation exert pressure on the disposable income of mass-population, impacting consumption and revenue performance.

Enforcement of additional SD and SIM Tax while value-eroding competition impacted sub-base build-up ambition ending the year with 56.7Mn active subscriber from 58.7Mn at exit Dec'23

Successfully delivered enhanced value to the shareholders driven by structured efficiency measures and investment prioritization, despite domestic disruption mostly impacting H2

Ramped-up ESG efforts amidst economic uncertainties and climate adversities, reinforcing commitment to community resilience and sustainability



Major QoS Parameters

Population Coverage

✓ 99.8%

Geographical Coverage

✓ 94.2%

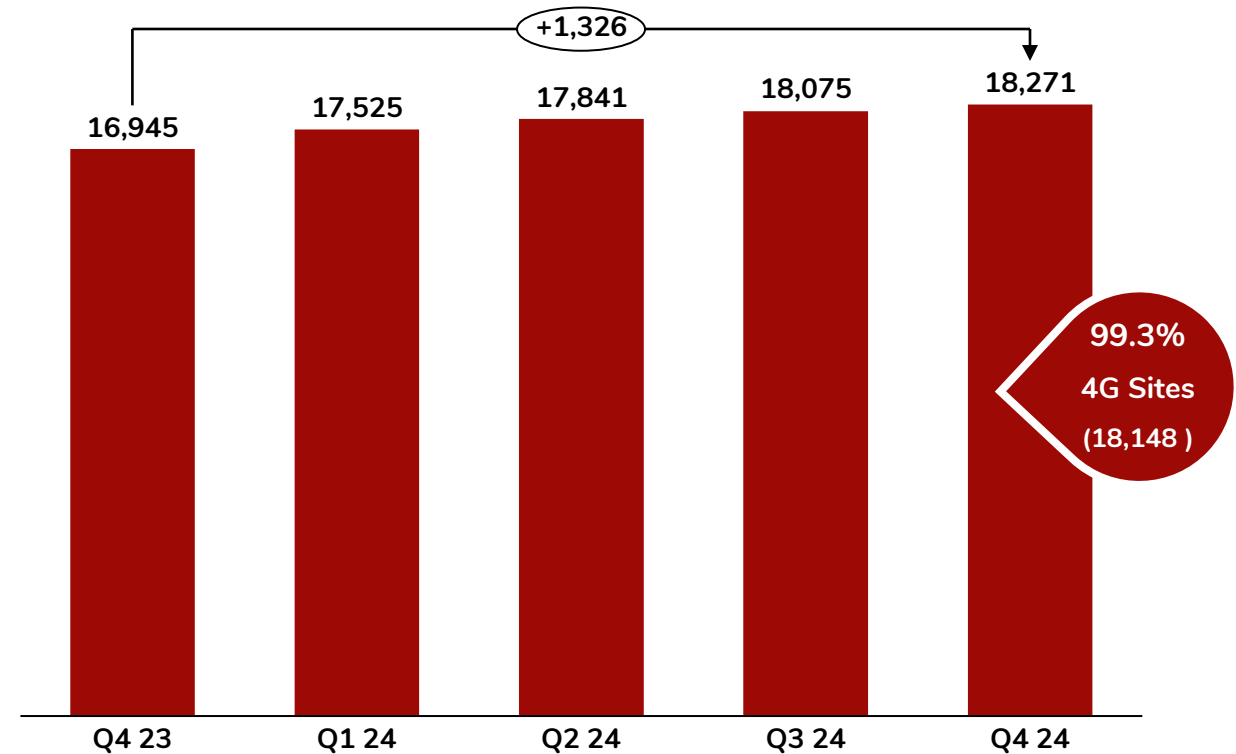
2G call drop rate reduction (YoY)

✓ 41.9%

Data speed increase (YoY)

✓ 6.2%

Number of Sites

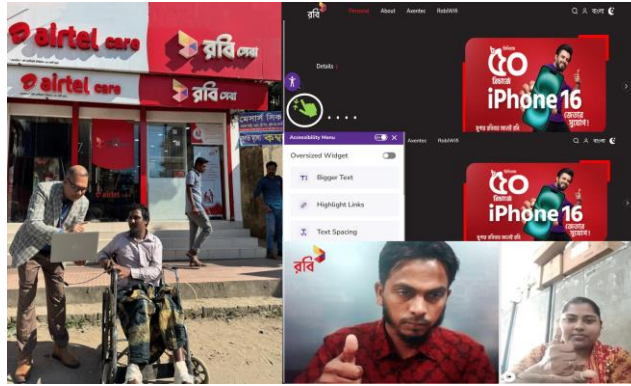


Digital Ecosystem Initiatives

BDApps Launched 'Project Nisa' to Empower Madrasa Girls with Technology Skills



Enhancement of services and optimization digital platforms for customers with disabilities



Social Responsibility Initiatives

Robi distributed educational supplies to 1,500 students in Flood-Affected area in Feni



Social Development Initiatives

Partnering with Cyber Crime Awareness Foundation to ensure safe internet for all



Tree Plantation Drive in BTS and schools



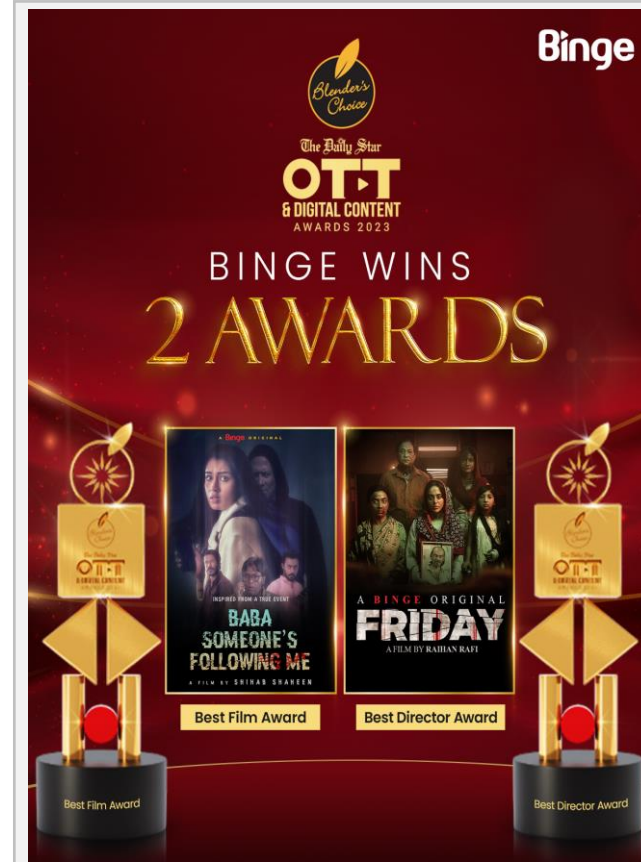
Seed distribution among the flood-affected farmers in Feni



Awards and accolades achieved



Robi won Silver at the 14th ICMAB Best Corporate Award Competition



Binge secured two awards at the Blenders Choice-The Daily Star OTT Awards 2023

Recap

- July'24: Protests over quota reform escalated with country wide internet blackouts
- Aug'24: Parliament dissolved, and Interim Government Formed
- Aug'24: Significant Changes in High Officials with new appointments & reshuffling
- Sep'24: Multiple reform committees formed
- Dec'24-Jan'25: Recommendations report prepared, and different reforms initiated

Govt. Reform Task Force: Telecom Recommendation

- Recognise the internet as a social good
- Withdraw SD, surcharge & Regulatory Fees on internet services
- Review Licensing ecosystem
- Active Sharing, Fiber Regime Openness
- Enabling access to affordable Smartphone

Regulator's Reform Priorities

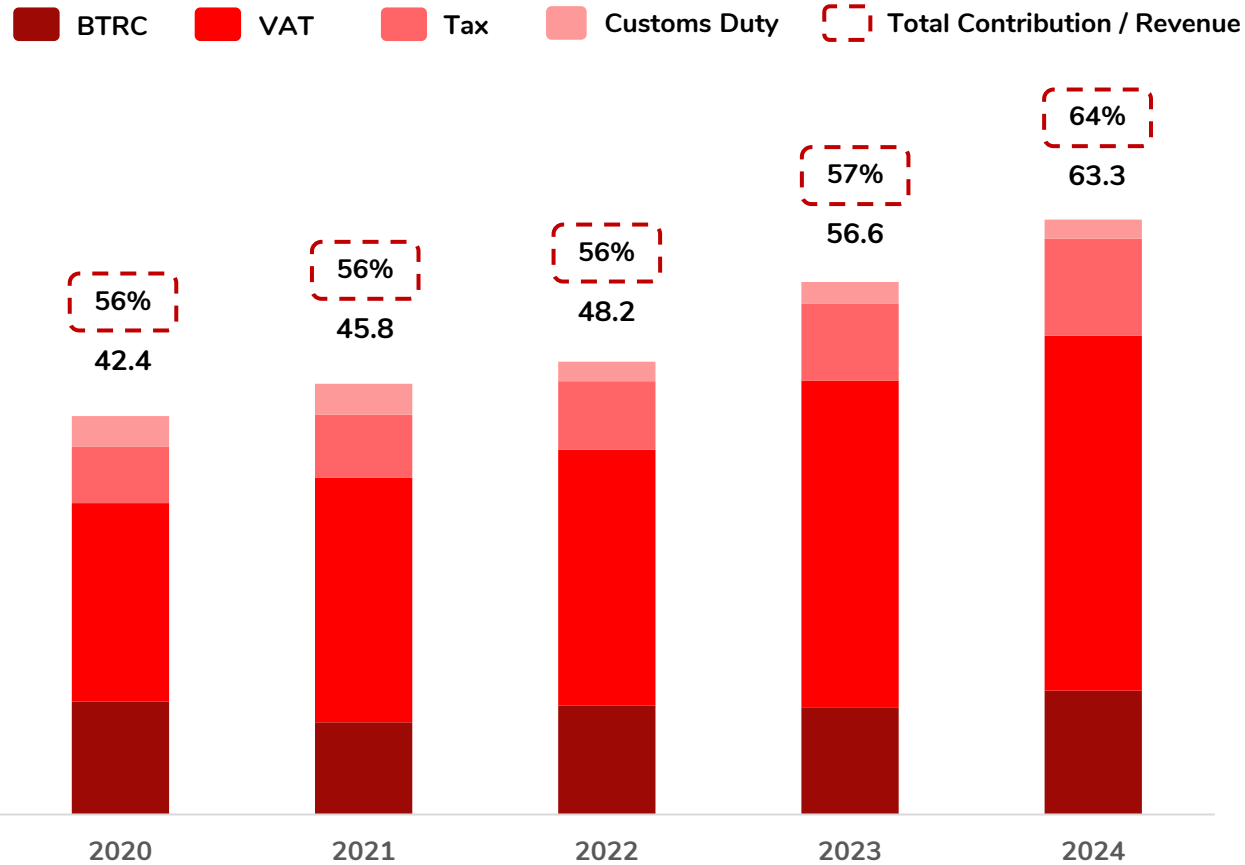
- 1 Restoring the Independence of BTRC
- 2 Improve Subscriber Service Affordability
- 3 Increase Industry Competitiveness
- 4 Enable Ecosystem Efficiency

Reshaping Regulatory Variables for a Conducive Environment

Key Positive changes made	Key Consultation/Review ongoing	Legislative: Changes and Formulation
Amalgamated License for MNOs	Telecom Licensing Structure Review	Review of Telecom Act
Spectrum Roadmap, Price in BDT	Infrastructure Sharing Guideline	Cyber Security Ordinance 2025 (Draft)
Data Product Directive Reviewed	Review of QoS Regulation	Personal Data Protection Ordinance 2025 (Draft)
Border Site Directive Reviewed	Implementation of NEIR	

Significant increase in contributions to the Government Exchequer

Contribution to Government Exchequer (BDT bn)



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

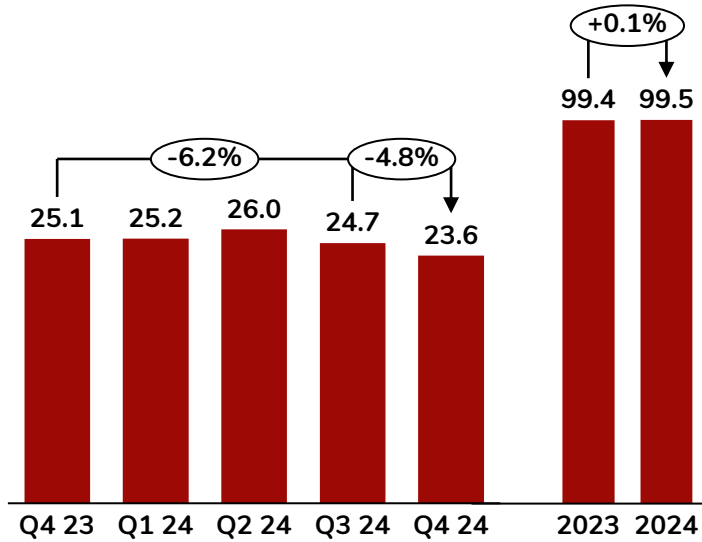


Financial Performance

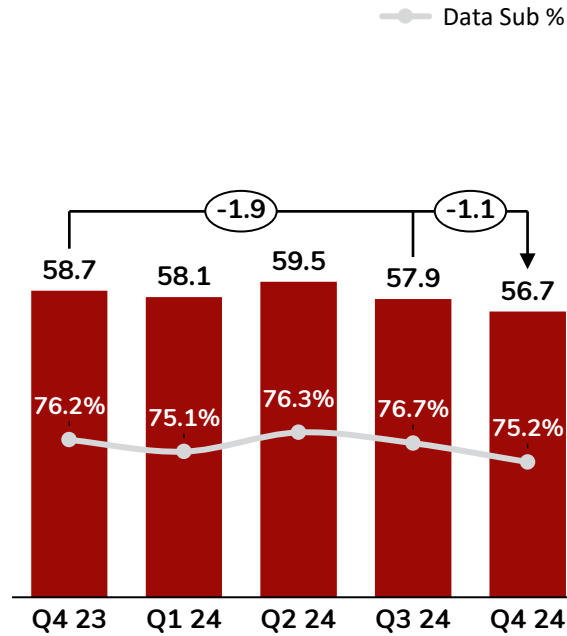
M. Riyaz Rasheed
CEO (Acting) & CFO

Growing macro concerns and domestic disruption softened revenue performance

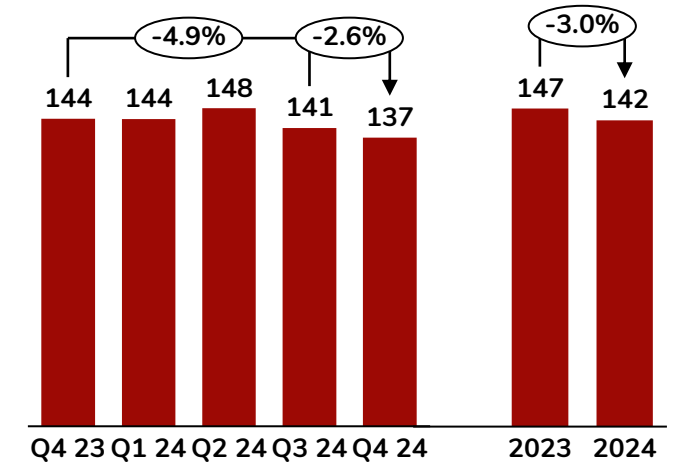
Revenue (BDT bn)



Subscribers (mn)



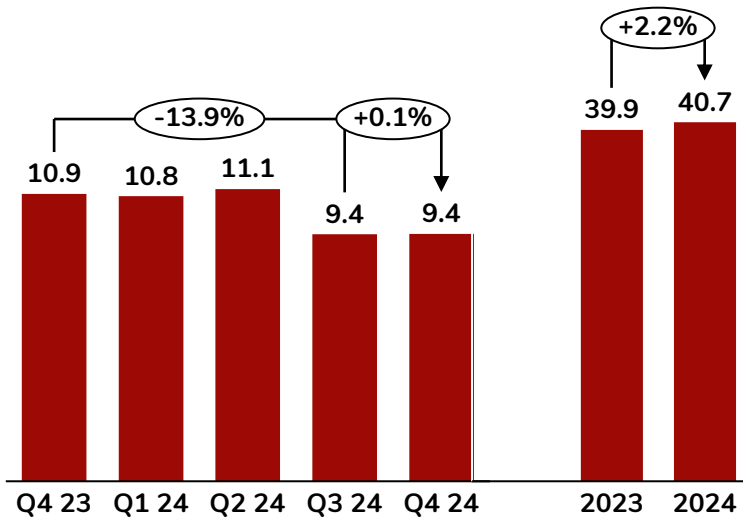
Service ARPU¹ (BDT)



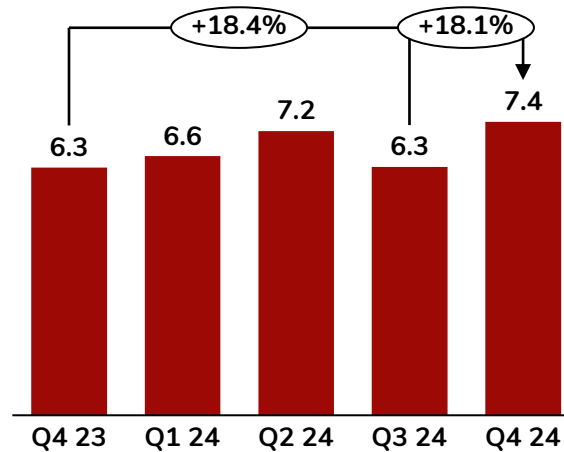
¹ARPU = Average Revenue Per User [Based on Service Revenue and 90 days average active sub-base]

Muted data revenue growth condition owing to added economic stress impacting consumption and consumer base

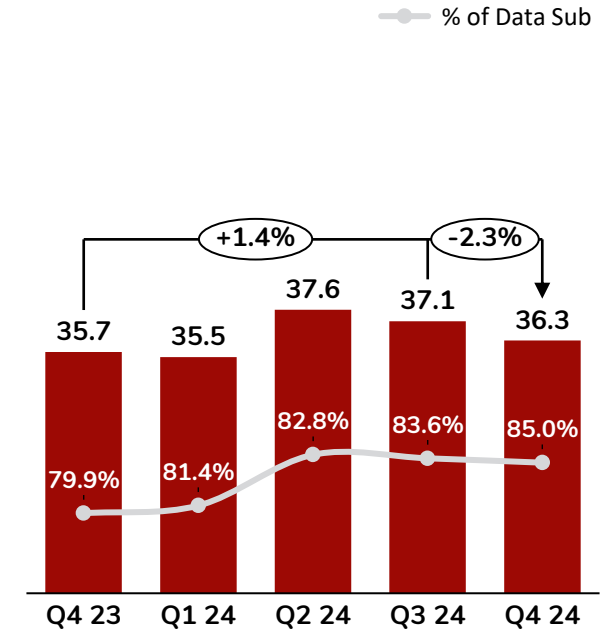
Data Revenue (BDT bn)



Data Usage (GB/Sub/month)



4G Data User (mn)

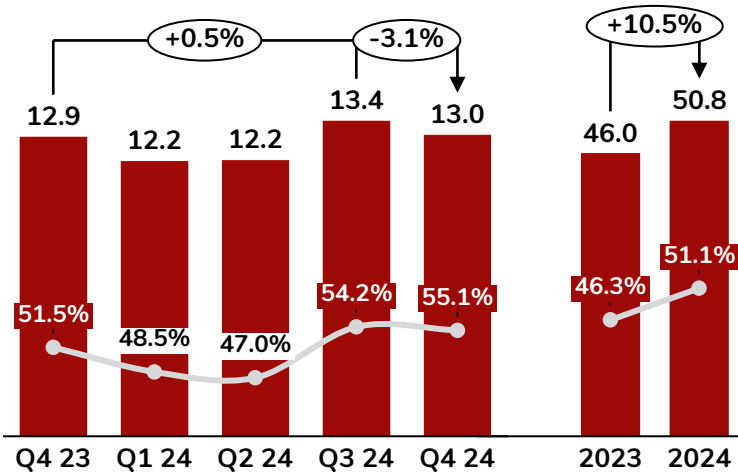


Note: Excluding free data usage and user during Q3'24

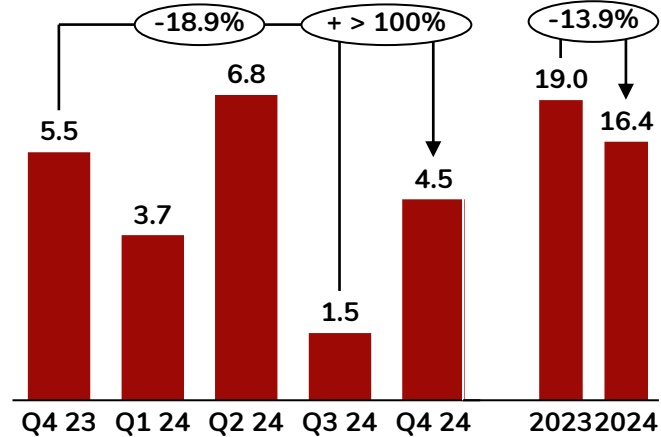
Systematic efficiency optimization scaled-up margin and cash flow performance

EBITDA (BDT bn) and EBITDA %

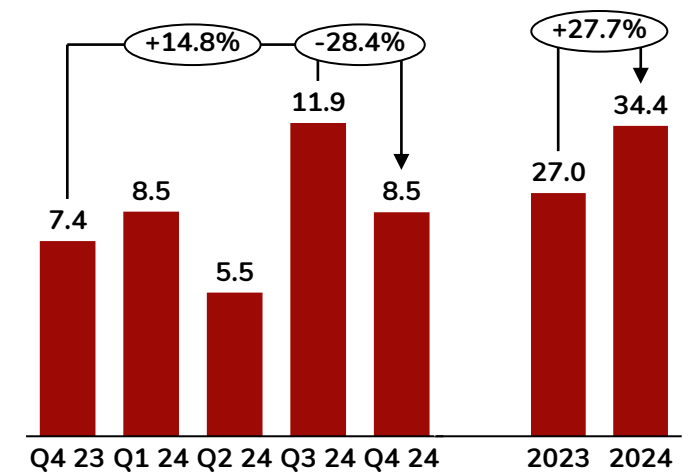
— EBITDA %



Capex¹ (BDT bn)



FCF² (BDT bn)

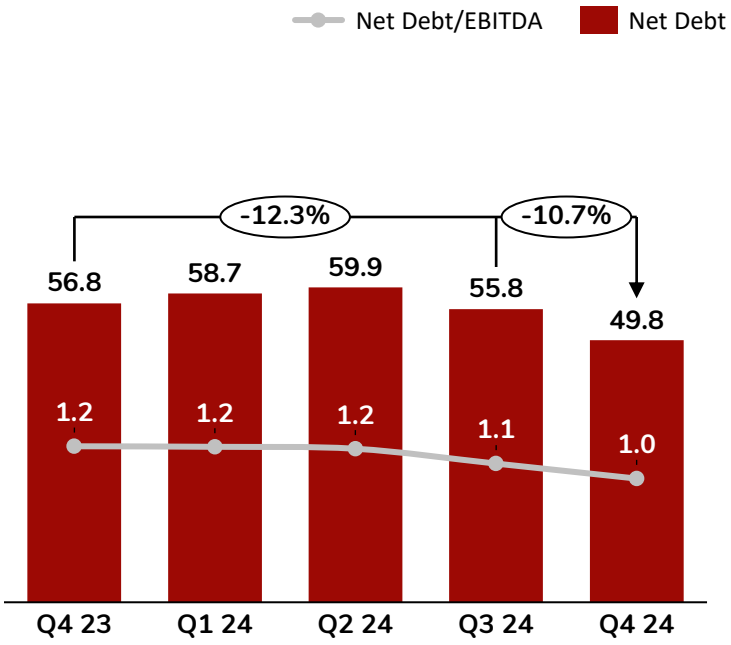


¹Excluding spectrum and Right of Use Assets per IFRS 16

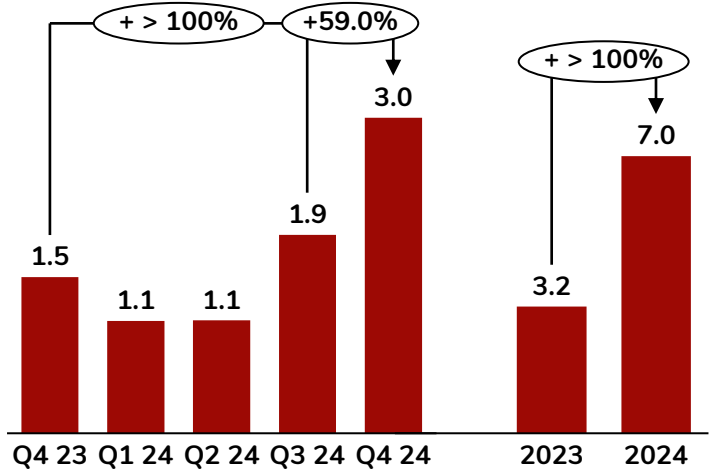
²FCF= EBITDA-Capex; Focused network modernization initiatives to cater to the growing data demand impacted FCF performance

Improved profit paving accelerated return for shareholder and strengthening Balance Sheet

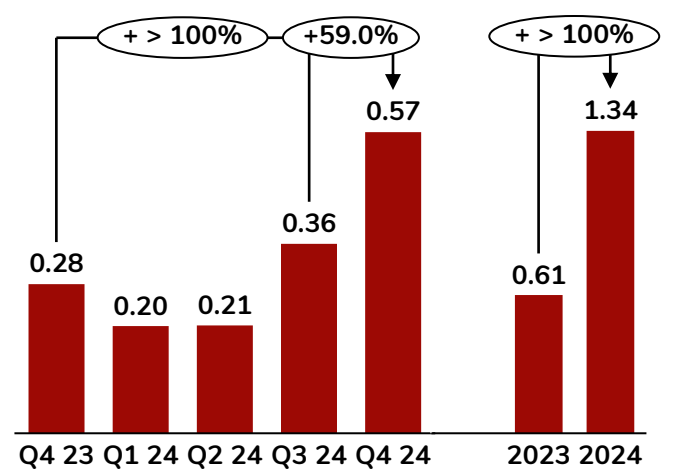
Net Debt¹ (BDT bn) & Net Debt/EBITDA



PAT (BDT bn)



Earnings Per Share (BDT)



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

Progressive dividend declaration of 15% for the year 2024

Earnings Per Share

Dividend on Face Value

Dividend Per Share

Payout Ratio

	Earnings Per Share	Dividend on Face Value	Dividend Per Share	Payout Ratio
2024	BDT 1.34	15%	BDT 1.50	111.8%
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', 16th March 2025, shall be eligible to receive the Final Cash Dividend for 2024

Robi's 2024 at a glance

Delivered **record high profit** despite market contraction largely stemming from socio-economic unrest impacting second-half of the year.

Amid rising inflation as well as increased SD and SIM tax, Robi achieved **topline stabilization** and maintained **capital investment commitment** building best and future-fit data network

Despite flat topline performance, **prudential efficiency programs** yielded substantial EBITDA growth enabling low gearing ratio, further strengthening Balance Sheet position.

In line with its Net Zero vision, Robi maintained **consistent ESG initiatives** throughout the year, amplifying efforts during national crises with relief, community support, and awareness programs.



জানি বাংলাদেশ পারবে তুমিও!



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Thank You