

Leadership Notes



Fahmi

LIVE 2K

- 👤 🍌 🍌 🍌
- 👤 ❤️ ❤️ ❤️
- 👤 😄 😄 😄
- 👤 👍 👍

Internet has turned Fahmi into an overnight sensation for his magical abilities with leg spin!

Comment





MESSAGE FROM THE CHAIRMAN



solemn focus on innovation has started to produce the envisaged results. I particularly take immense pride in noting that we have truly adopted a data centric decision-making culture within the organization that has catapulted Robi to the top position among all the operating companies of Axiata for the third consecutive year.

Robi also continues to be the front runner in upholding the spirit of Uncompromising Integrity and Exceptional Performance- the core values of Axiata Group. Robi's wholehearted adoption of Anti-Bribery Anti-Corruption Policy has tremendously strengthened the company's resolve for good corporate governance. The best part is that employees are actively collaborating to make sure the governance framework helps to unlock the spirit of innovation within the organization.

Banking on this solid foundation, our financial performance has continued to improve in 2021. However, the heavy burden of taxation, especially the 2% minimum tax, continues to cast a long shadow on our profitability scenario. While we are determined to raise the efficiency of our business operation using innovative digital solutions, we can't see us performing to our full potential, unless the taxation regime is rationalized.

Nevertheless, our vision to lead the industry in digital innovation remains unchanged. With 5G in the offing, there is no dearth of optimism for the bright prospect of the digital economy in Bangladesh. All we need is a business environment that accommodates our aspirations.

Thank you.

Thayaparan Sangarapillai, Chairman

Message :  

Dear shareholders,

2021 was always going to be special for Bangladesh. Alongside the celebration of the golden jubilee of independence as a proud nation, the nation under the visionary leadership of the Government, marked this momentous occasion with successful and timely implementation of Digital Bangladesh vision. Robi, as the leading digital service provider, takes pride in being an integral part of this epochal national achievement.

With growing adoption of digital lifestyle, we are rapidly watching the digital economy taking shape. We are very happy to note that this phenomenon is unfolding before us as Robi takes the lead in 4G powered digital services in the country. Our

MESSAGE FROM THE Acting CEO and CFO



Message



Dear shareholders,

Robi's performance in 2021 is testament to how the Company and its employees adapted and responded to the continuing challenges of the Covid-19 pandemic. The Company focused on prudent allocation of capital to enhance operational efficiencies, invest in new infrastructure, and strengthen the balance sheet and create value for shareowners.

Robi's steadfast focus on implementing its 4G expansion strategy resulted in raising population coverage of our 4G network to 98.1%. Robi boasts of a strong 4G user base, with 23.8 million 4G internet users corresponding to 44.4% of the total subscriber base of 53.7 million. Interestingly, 73.7% of

Robi's total subscribers or 39.6 million are active internet users. Our 4G leadership in the industry is therefore well established.

A strong focus on the fundamentals enabled Robi to post robust revenue growth of 7.6% in 2021, with a total turnover of Tk. 81.4 billion (2020: Tk. 75.6 billion). Profit after tax for 2021 stood at BDT 1.80 billion, representing a jump of 16.1% (2020: BDT 1.55 billion). However, we are deeply worried about the severe damage caused by the 2% minimum turnover tax. Had this unjustified tax was to be removed, our profit could have been BDT 343 crore, instead of BDT 180 crore. Further, EPS (earnings per share) also increased by 5.2% to BDT 0.34 during the year.

In terms of total data usage in network, Robi's data traffic rose by 60.8% in 2021, compared to 2020. However, due to tremendous competitive pressures, average price per MB declined drastically by 29.8% in 2021. Hence, despite the 60.8% rise in data traffic, Robi's revenue increased only by 11.8% in 2021. Therefore, heavy tax burden and a free fall in data price is imperilling our business prospect. However, we remain upbeat about sustainable growth fuelled by the growing digital economy.

Thank you for being a part of our journey.



M. Riyaz Rasheed, Acting CEO and CFO

