



Robi Axiata Limited

Q2 2022 Performance

M. Riyaaz Rasheed
CEO (Acting) & CFO

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ক্যাপ্টেন ও রবি
শুরু হচ্ছে
সেরা এক্সপেরিয়েন্স-এর
নতুন ইনিংস



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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

Q2 2022

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Growth momentum continues despite natural calamities & global economic challenges



+3.7%

Revenue Growth
(YoY)



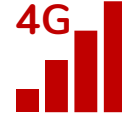
+13.2%

EBITDA Growth
(YoY)



+5.2%

Subscriber Growth
(YoY)



+32.4%

4G User Growth
(YoY)



Revenue growth driven by increased data usage & 4G adoption



Profitability impacted mainly due to adverse FX movement



Strengthening network footprint across the country



Accelerated digitization efforts : Robi for Business, digital census



Extensive support for flood affected areas



Iftar distribution campaign in Ramadan



MoU with Save the Children International :
"Mobile Training Center" in Chattogram



Provided medicine to CMCH for the Fire Victim of Sitakunda



Emergency relief among flood affected people in Sunamganj district



Digital Ecosystem Initiatives

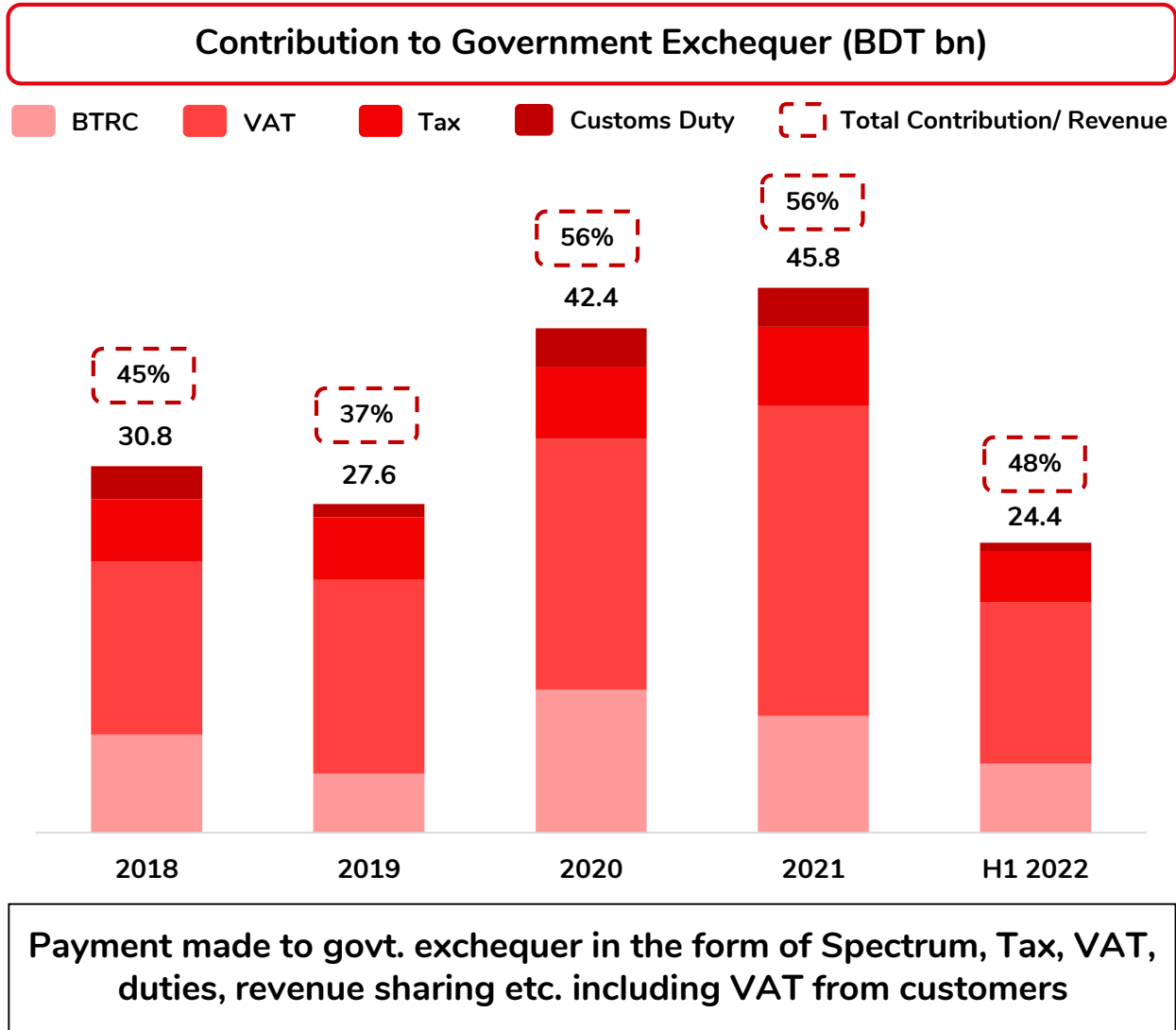
Awareness through #CommonSense Platform



National Call Centre- 333

Total answered calls was **472,364** in Q2'22
 Monthly average answered call was **157,455**

Significant contributions to national exchequer



Budget 2022-2023

- ❑ Proportionate VAT rebate cancellation
- ❑ 2% minimum turnover tax rationalization

Quality of Service

- ❑ Resolution of ecosystem issues like Tower Sharing, DWDM, Fiber etc. can enable better QoS

4G Device

- ❑ Increase in VAT on mobile devices will limit the growth of 4G penetration
- ❑ Device locking needs to be allowed without any further delay

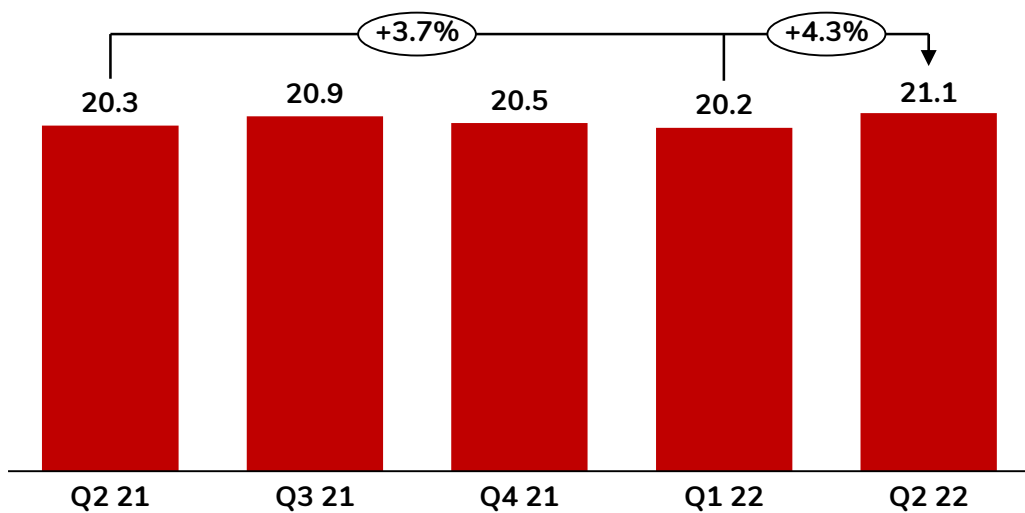
Different Policies: Review and New

- ❑ Different policies like new Broadband Policy, Telecom Network Policy, OTT Content Policy, etc. should be formulated considering the ecosystem readiness, market factors aligning with subscribers' demand and maturity

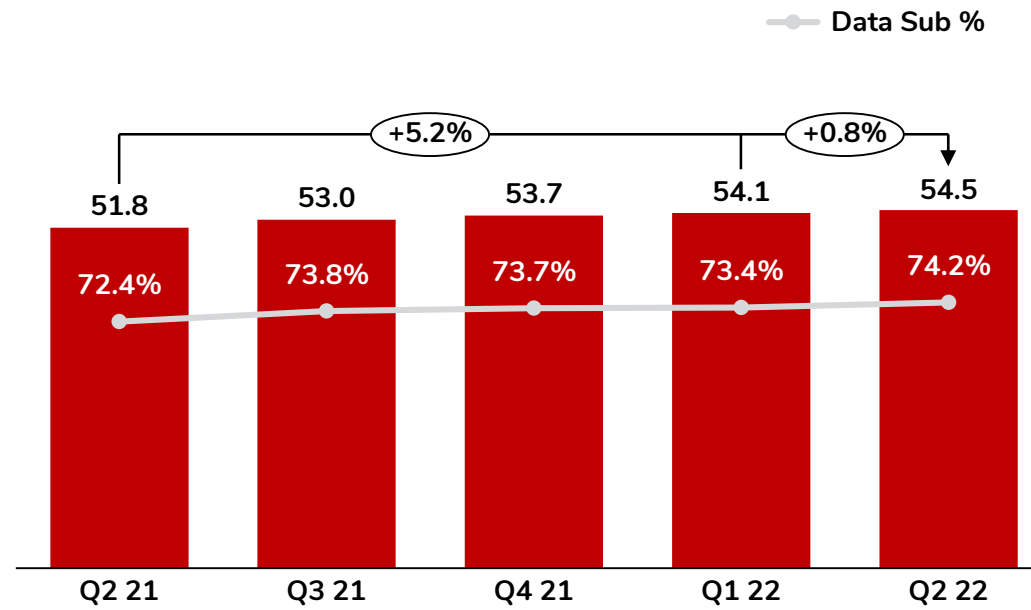
Financial Results Q2 2022

M. Riyaz Rasheed
CEO (Acting) & CFO

Revenue (BDT bn)



Subscribers (mn)

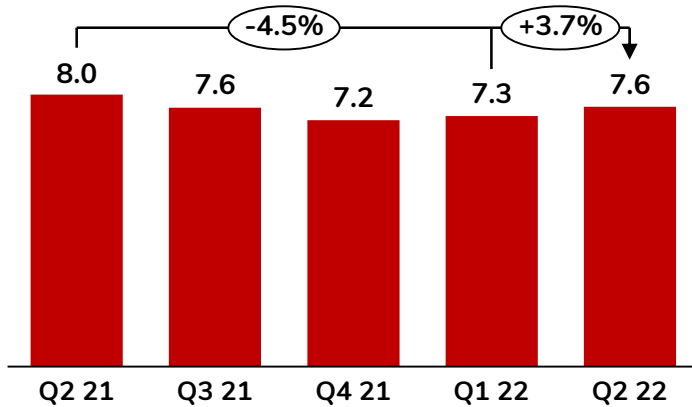


Positive subscriber addition continued with further adoption of Data Subscriber reaching to +74% of Active Sub

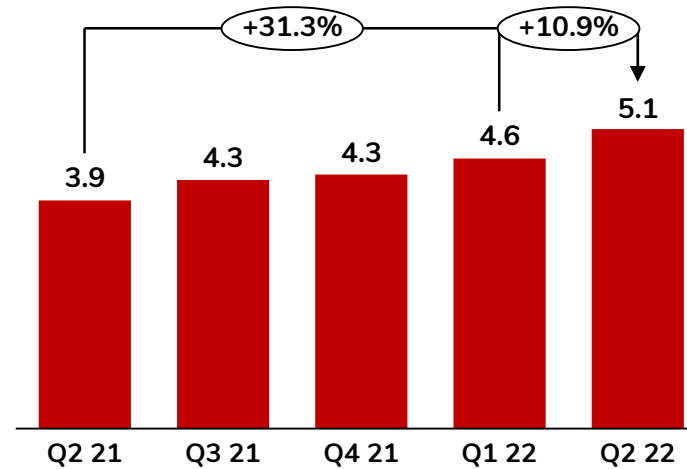
Enhanced 4G network & improved customer experience resulting in data consumption growth



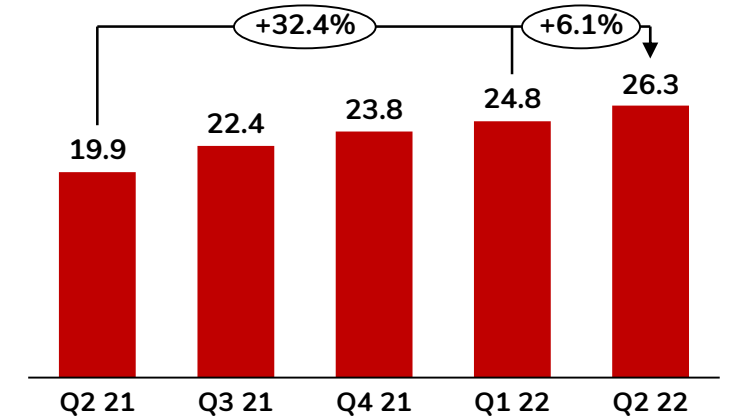
Data Revenue (BDT bn)



Data Usage (GB/Sub/month)



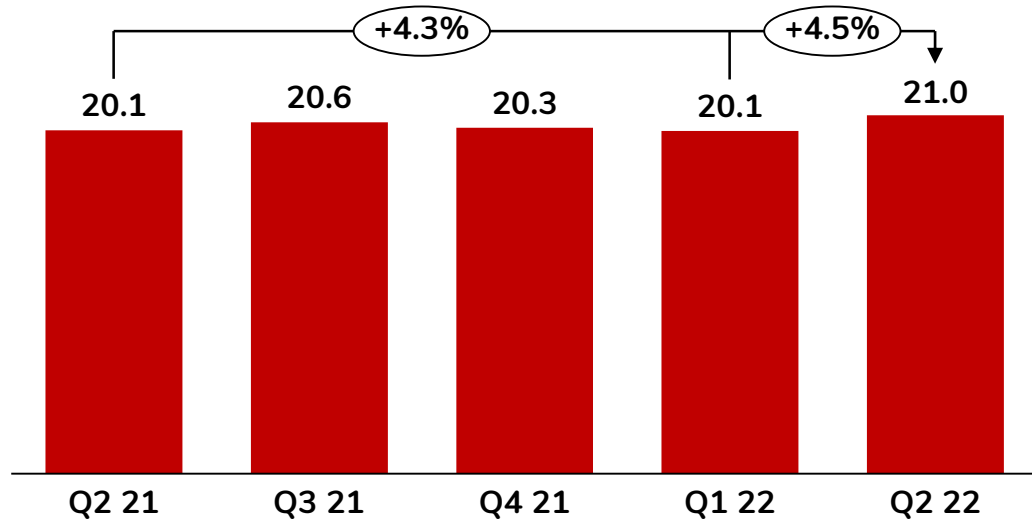
4G Data User (mn)



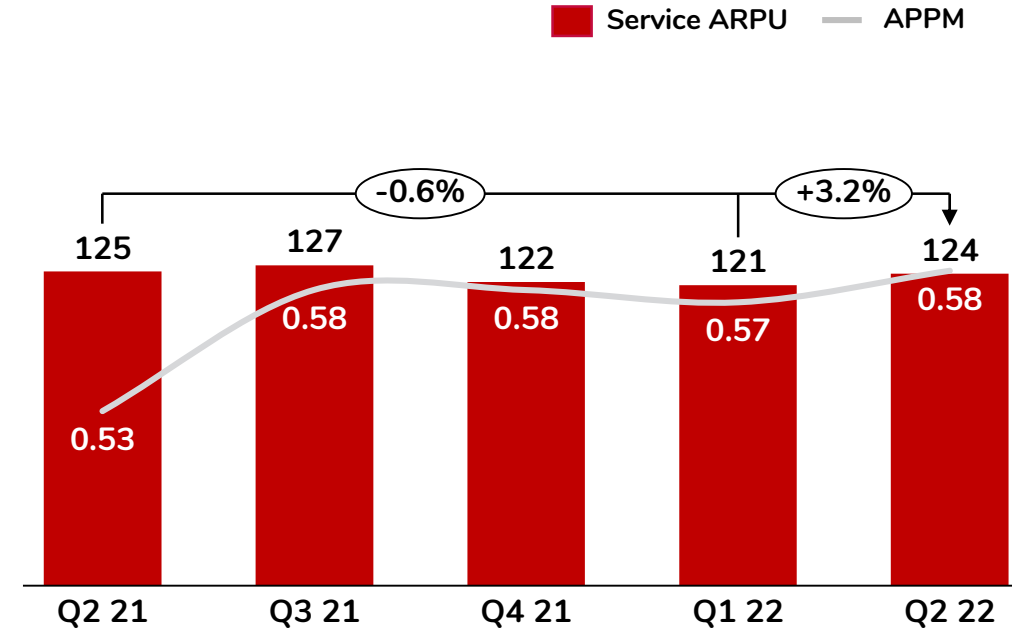
QoQ data revenue growth driven by continued investment building 4G data network paired with spectrum activation

Revenue and ARPU increase largely driven by usage growth

Service Revenue (BDT bn)



Service ARPU (BDT), APPM (BDT)



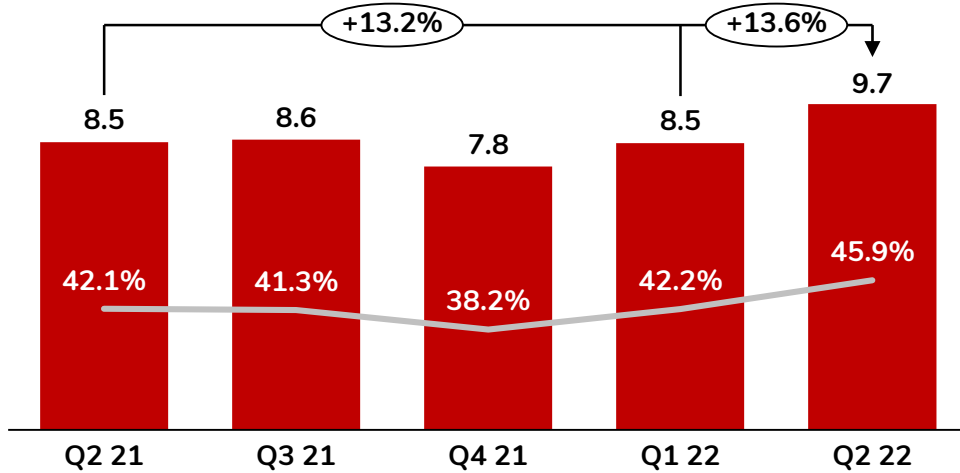
Improved Sub-base along with higher consumptions (both in Data and Voice) aided Revenue and ARPU progression

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

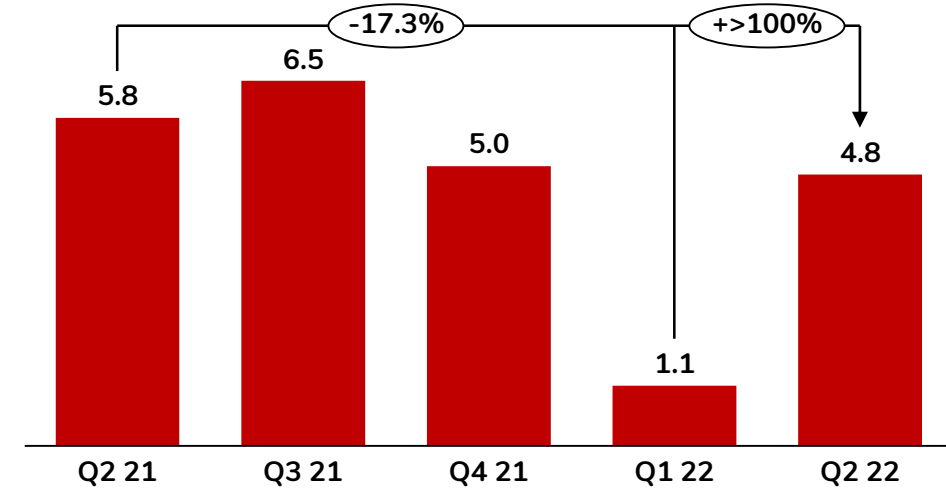
EBITDA growth aided by topline strides

EBITDA (BDT Bn) and EBITDA %

■ EBITDA — EBITDA %



Capex¹ (BDT bn)

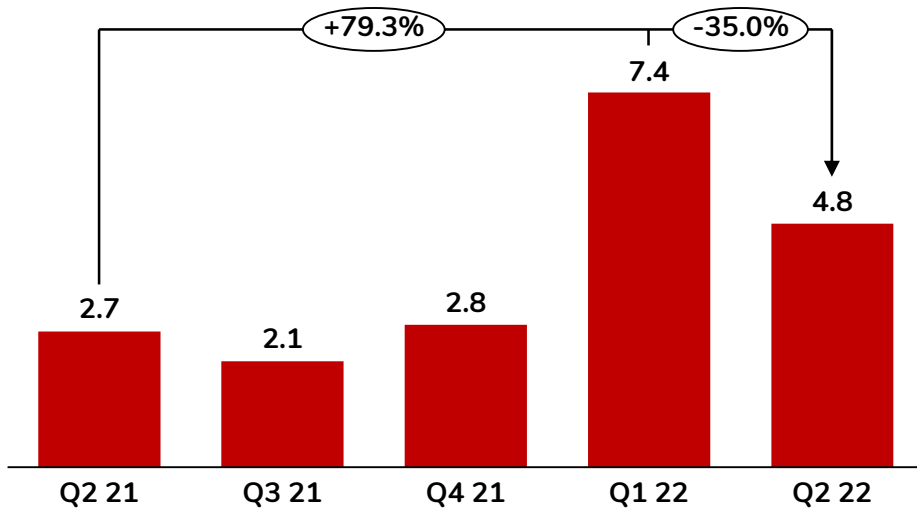


Stabilized topline, stringent cost discipline and one-off gain contributing to improved EBITDA performance.
Investment acceleration in Q2 leading to higher Capex in Q2

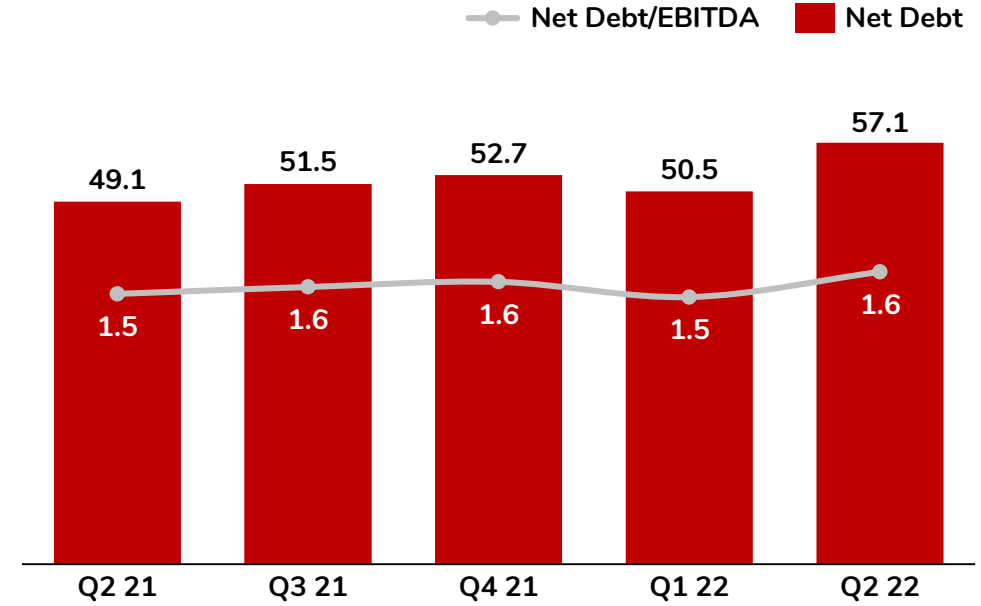
1) Excluding spectrum and RoU Assets

FCF performance influenced by higher capex

FCF¹ (BDT bn)



Net Debt² (BDT bn) and Net Debt/EBITDA

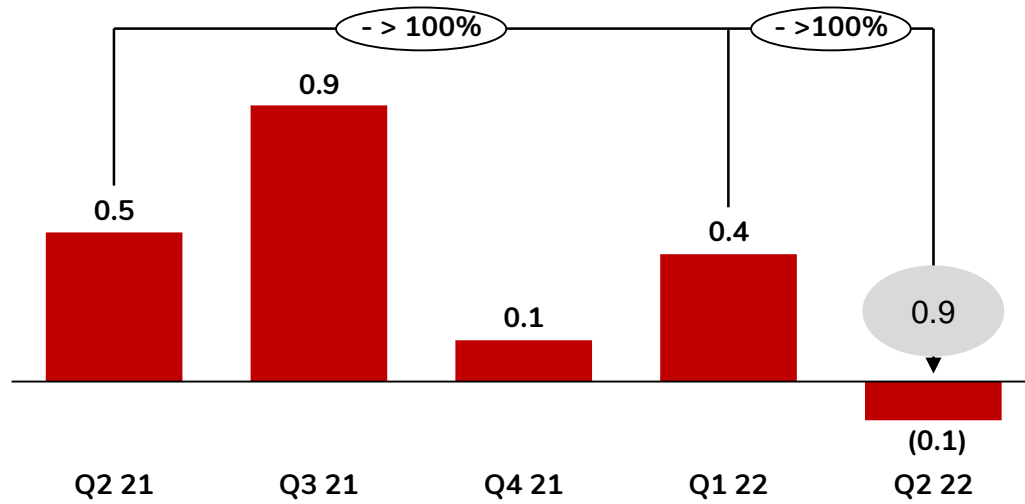


QoQ FCF declined in line with higher capex, partially offset by growth in EBITDA. Gearing ratio increased due to added financing arrangement for network expansion.

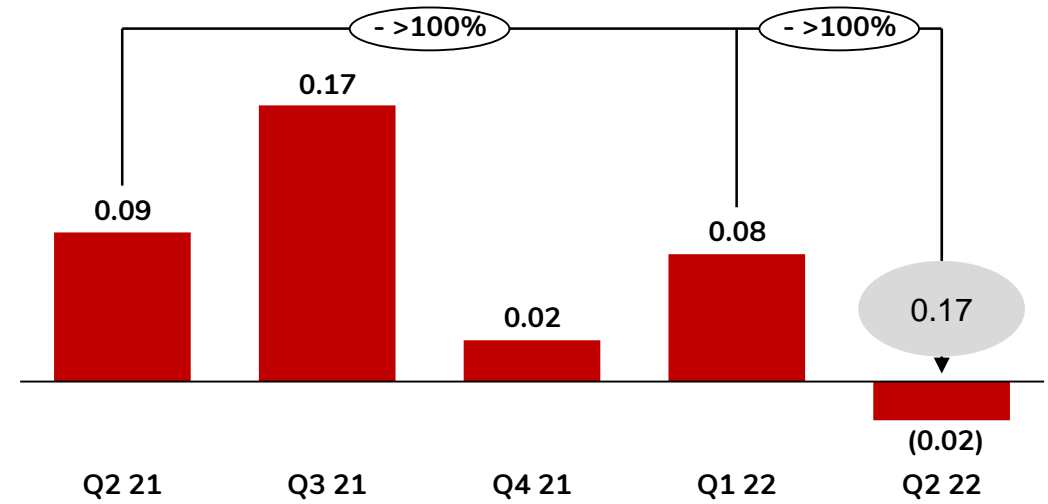
1) FCF= EBITDA-Capex (excl. spectrum and Right of Use assets) as per IFRS 16, 2) Net Debt= Short term loan+ Long term loan+ Lease Liability- Cash & Cash Equivalents

Despite significant growth in EBITDA, decline in PAT & EPS due to Forex depreciation

PAT (BDT bn)



Earnings per Share (BDT)



Net Profit wobbles owing to highly volatile foreign currency situation leading to exorbitant Forex loss in Q2

Normalized PAT/EPS

Robi's vision is to become the country's **Digital Experience Leader**



Launching of a new digital business : Robi for Business



Expansion of Binge's reach to 120 countries



Launching of Datathon 2.0 to promote local analytical talents



Digital Partner of the first Digital Census in Bangladesh

সারাদেশে
সেরা ইন্টারনেট
এক্সপেরিয়েন্স
রবি'তে

রবি



Strengthening network footprint across the country

Thank You

বন্যা কিংবা
প্রাকৃতিক দুর্যোগে
পাশে আছি আমরা



জরুরি প্রয়োজনে
সবসময় পাশে আছে রবি
তাই সিলেট বিভাগের বন্যাকবলিতদের জন্য



Ensured timely and extensive support to communities in flood affected areas in Sylhet

Thank You