



Robi Axiata Limited

Q4 2021 Performance

M. Riyaaz Rasheed
CEO (Acting) & CFO

16th March 2022




রবি
4.5G নেটওয়ার্ক
এখন আরো
শক্তিশালী



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-  Only registered participants to access
-  Mute yourself, if you are not talking
-  Write your questions in comment section

Agenda

Key Highlights of Q4 2021

Financial Results of Q4 2021

Q&A

Key Highlights

Q4 2021

M. Riyaz Rasheed
CEO (Acting) & CFO

Growth momentum continued despite market challenges



+7.6%

Revenue Growth
(YoY)



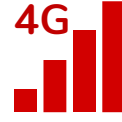
+16.1%

Profit Growth
(YoY)



+5.4%

Subscriber Growth
(YoY)



+43.8%

4G User Growth
(YoY)



53.7 mn active subscribers with 73.7% data users



98.1% of population covered under 4G network



Data revenue growth despite data price erosion



Extended all-round support for employee safety, morale & engagement



ডিজিটাল বাংলাদেশ
রূপকল্পের সফল বাস্তবায়নে
সরকারকে আন্তরিক অভিনন্দন
অন্য এই অর্জনের সহযোগী হতে পেরে রবি গর্বিত

- ৩৩৩
- রিমোট অফিস
- ই-লার্নিং
- এম-অ্যাপ্রো
- বিডিঅ্যাপস
- ই-টিকেটিং
- ই-কমার্স
- টেলিমেডিসিন
- মোবাইল ব্যাংকিং

Digital Inclusion

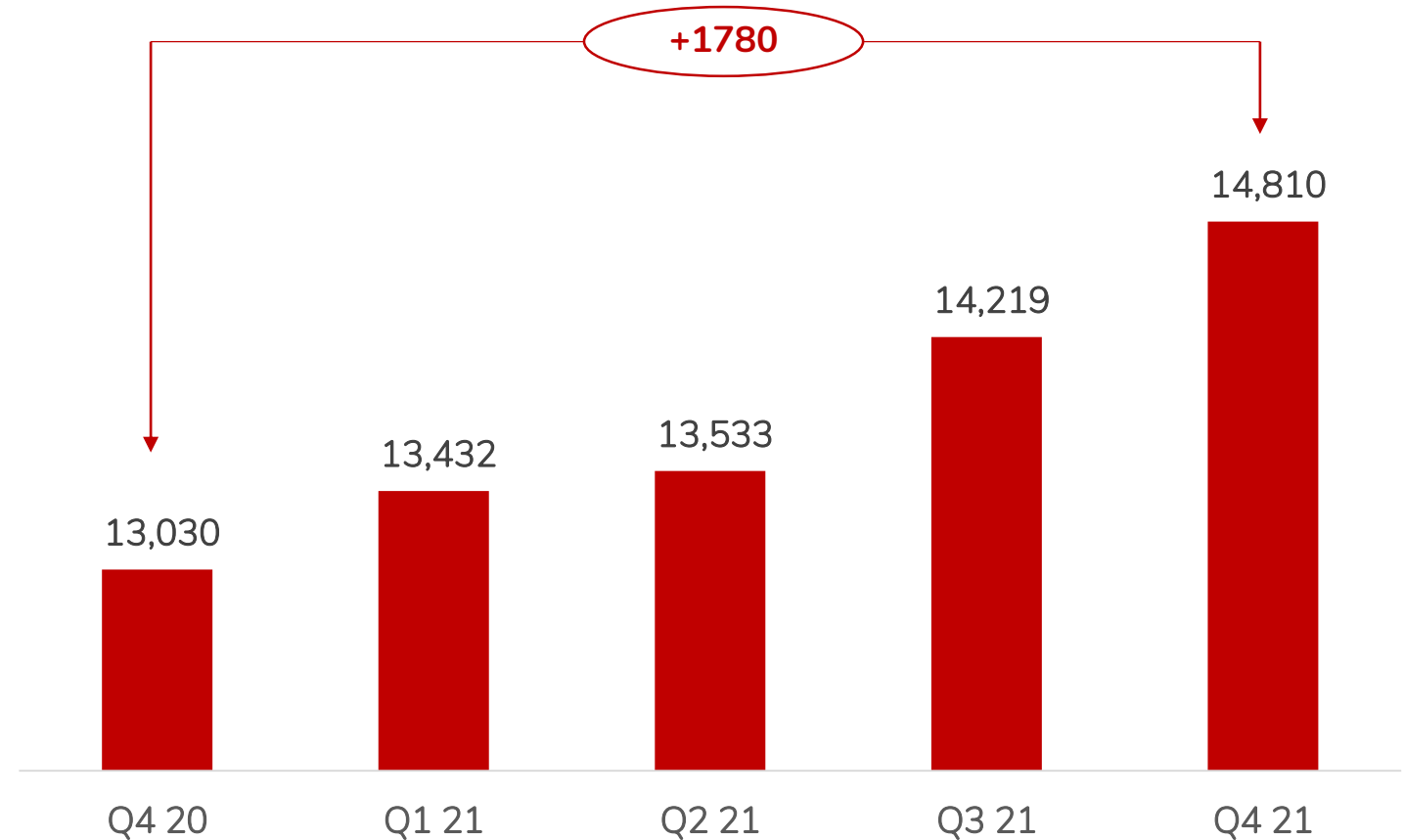
1780 number of 4G sites added in 2021

7.25 million new 4G Subscriber in 2021

98.1% 4G Population Coverage

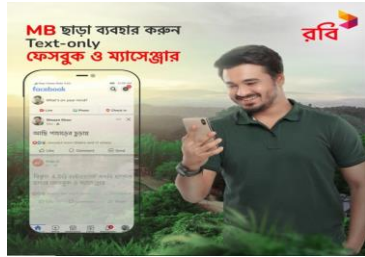
+12.3% YoY Data Subscriber

(Number of 4G Sites – Q4 2020 to Q4 2021)



Digital Ecosystem Initiatives

Robi unveiled text-only Facebook



Robi 10 Minute School

Facebook: 4, 335, 139
 YouTube: 4, 044, 056
 App: 2, 319, 637



Sponsored UCEP Sylhet

Celebration of SSC (VOC) RESULT



333- Repurposed

Handled **274,798** calls for Food Assistance

Total calls received **501,575**



Telehealth app for diabetes patients



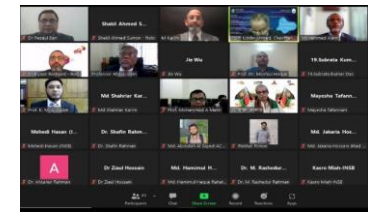
VoLTE service availability across the country



Health insurance package 'Hospicash' through rStore



Sponsored 24th ICCIT 2021



Regulatory Reforms Required

Taxation Rationalization

Sector specific discriminatory taxes should be rationalized (2% minimum turnover tax is yet to be rationalized)

Spectrum

Rationalize spectrum pricing considering the socio-economic circumstances and market realities

Licensing Regime and Quality of Service

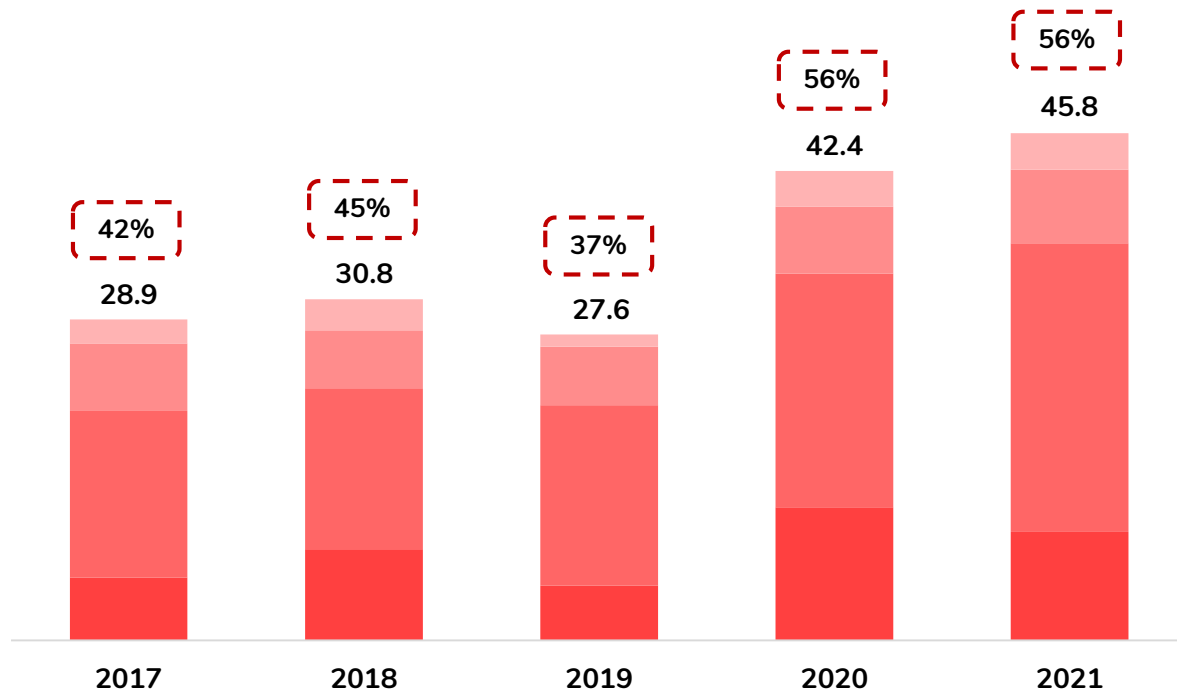
Introduction of converged licensing regime, resolve DWDM issue and allow active infrastructure sharing

Affordable 4G Device

Supportive regulatory initiatives to drive 4G device penetration making it more affordable and available for the mass people

Contribution to Government Exchequer (BDT bn)

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



BDT 175.6bn payment to govt. exchequer over the last 5 years in the form of Spectrum, Tax, VAT, duties, revenue sharing etc. including VAT from customers



Contribution to national exchequers in Q4 2021

BDT 1,204 Crore

58.9%
(Total Contribution / Revenue)

BTRC

BDT 437 Crore

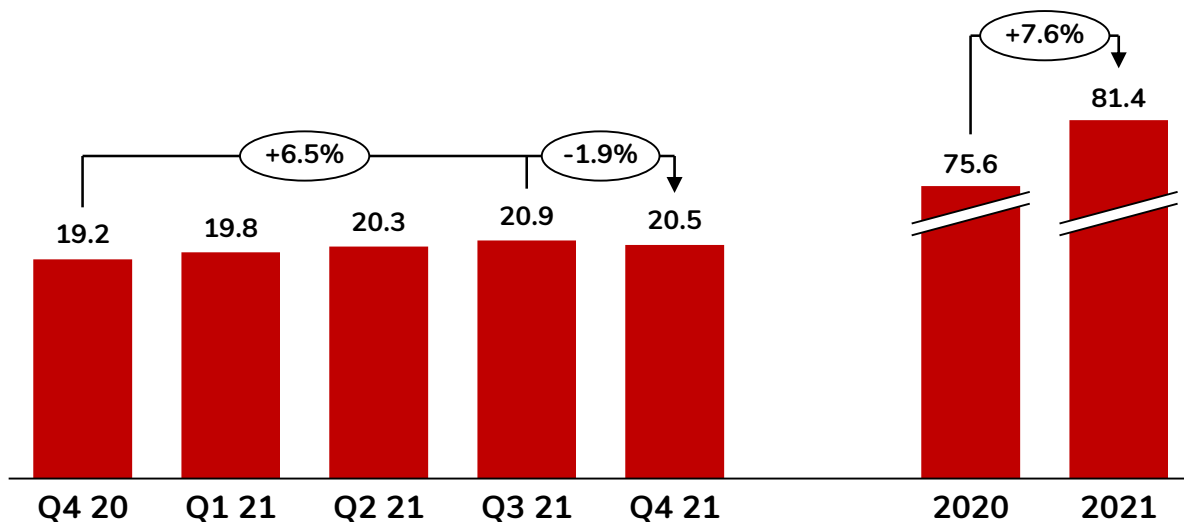
NBR

BDT 767 Crore

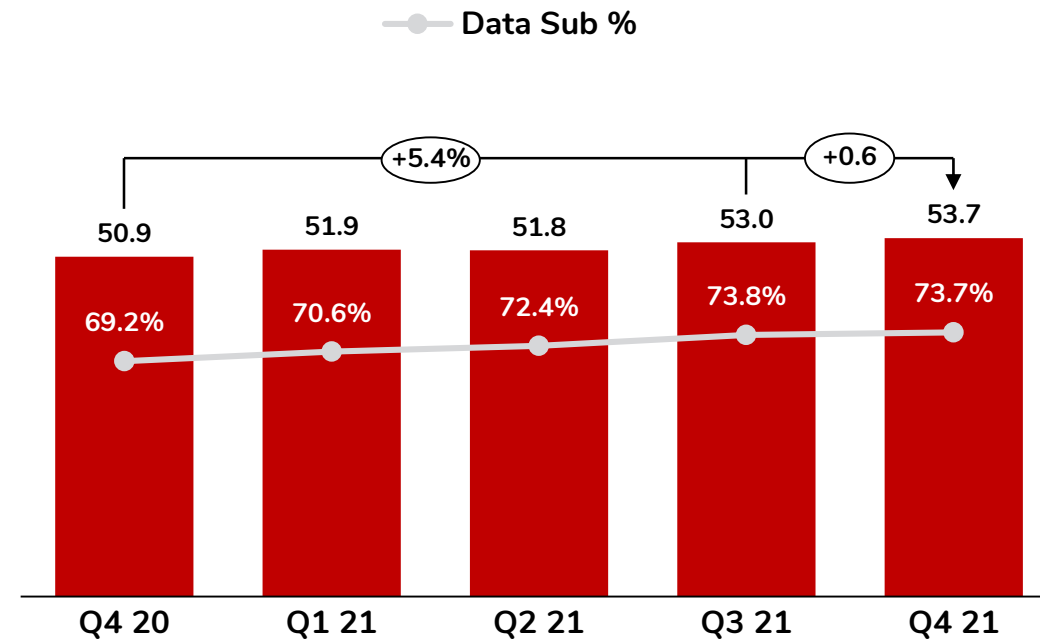
Financial Results Q4 2021

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Revenue (BDT bn)



Subscribers (mn)

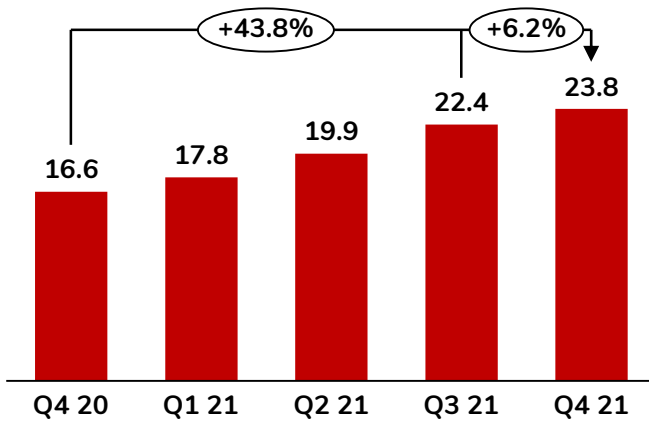


Revenue growth driven by positive subscriber growth, innovative product offering to fit customer need, new spectrum activation and continued network expansion. QoQ revenue de-growth owing to seasonality impact

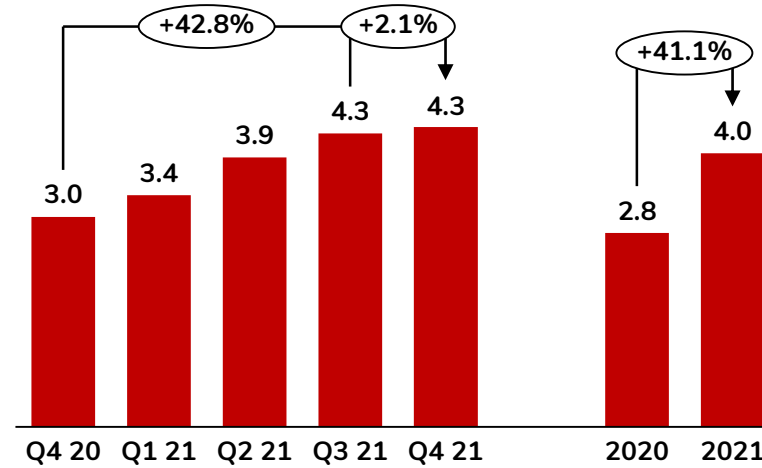
Steady progress in data revenue amid continued data price erosion



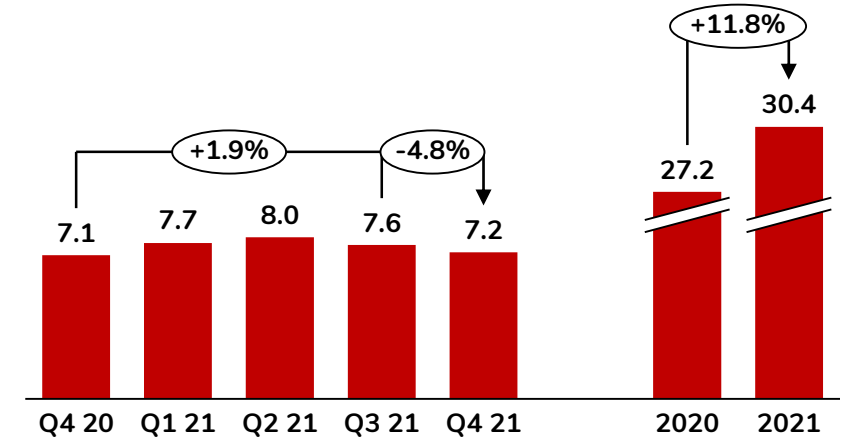
4G Data User (mn)



Data Usage (GB/sub/month)



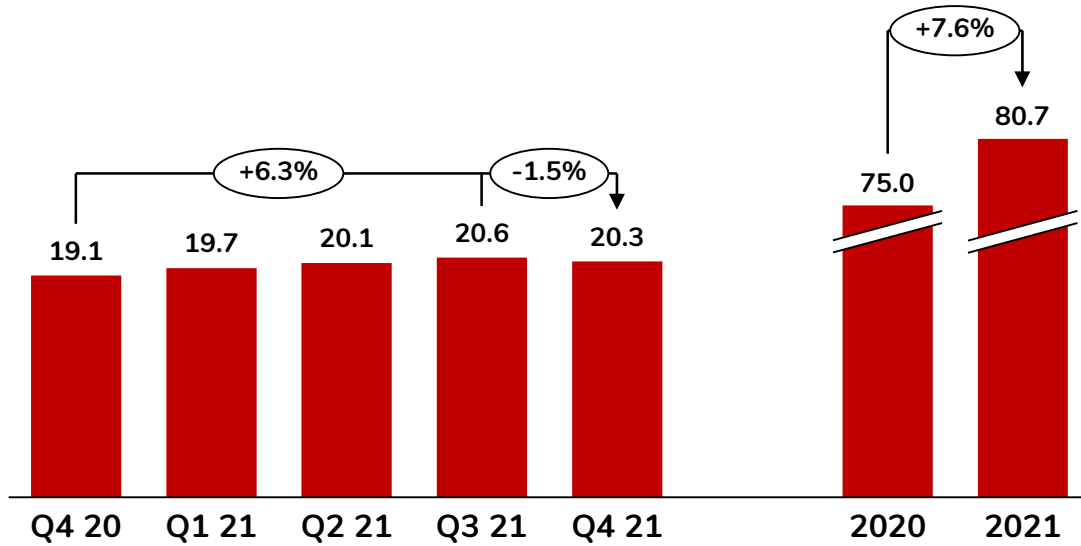
Data Revenue (BDT bn)



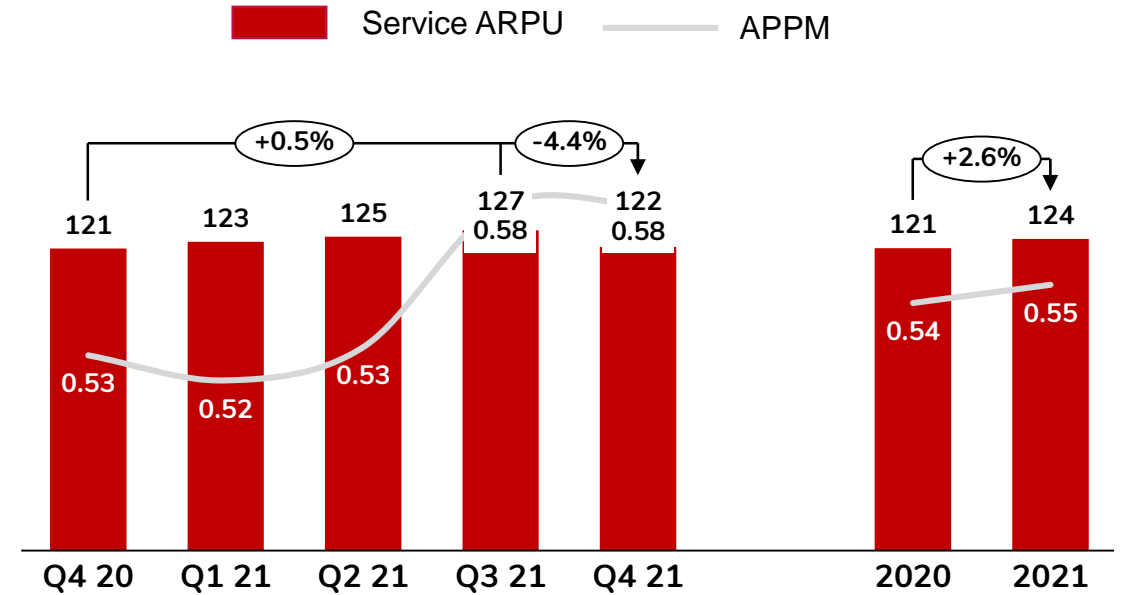
Data revenue growth supported by higher data usage and data user despite price erosion in the face of severe market competition

ARPU stabilization driven by voice price optimization

Service Revenue (BDT bn)



Service ARPU (BDT), APPM (BDT)

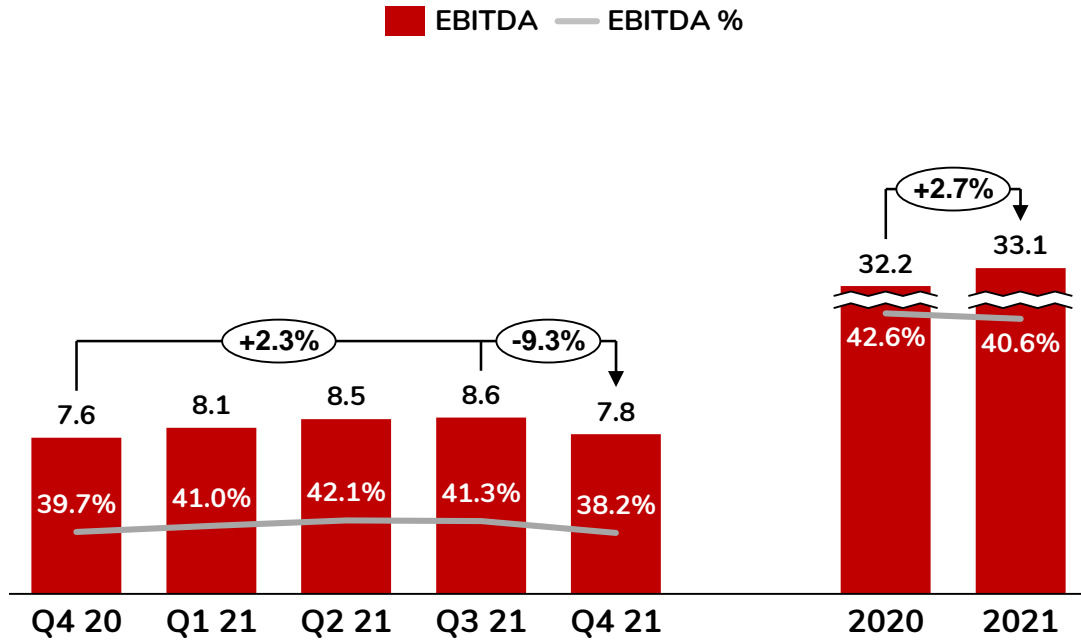


QoQ service revenue de-growth mainly owing to seasonality impact

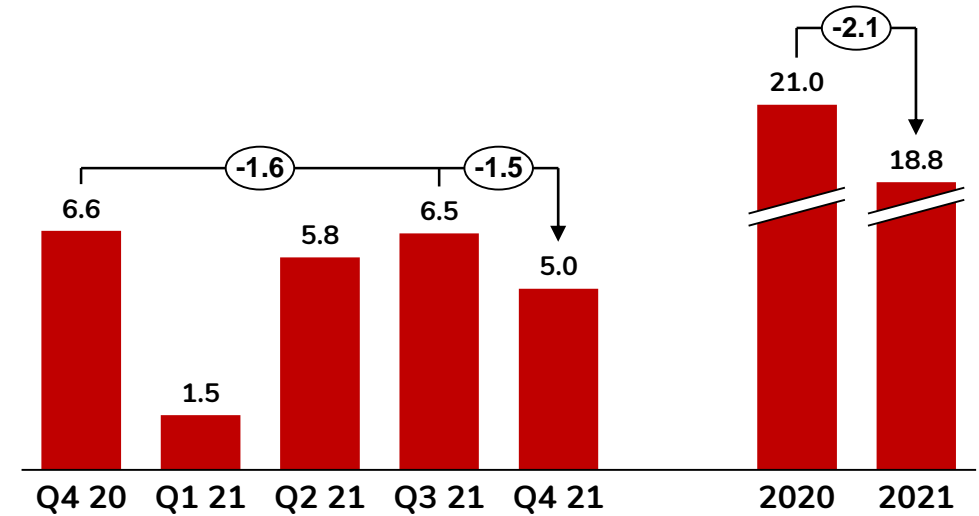
- 1) Service Revenue= Total Revenue excluding device revenue
- 2) Service ARPU based on revenue generated from mobile customers

Constant focus on cost management resulted in YoY EBITDA uplift

EBITDA (BDT bn) and EBITDA %



Capex¹ (BDT bn)

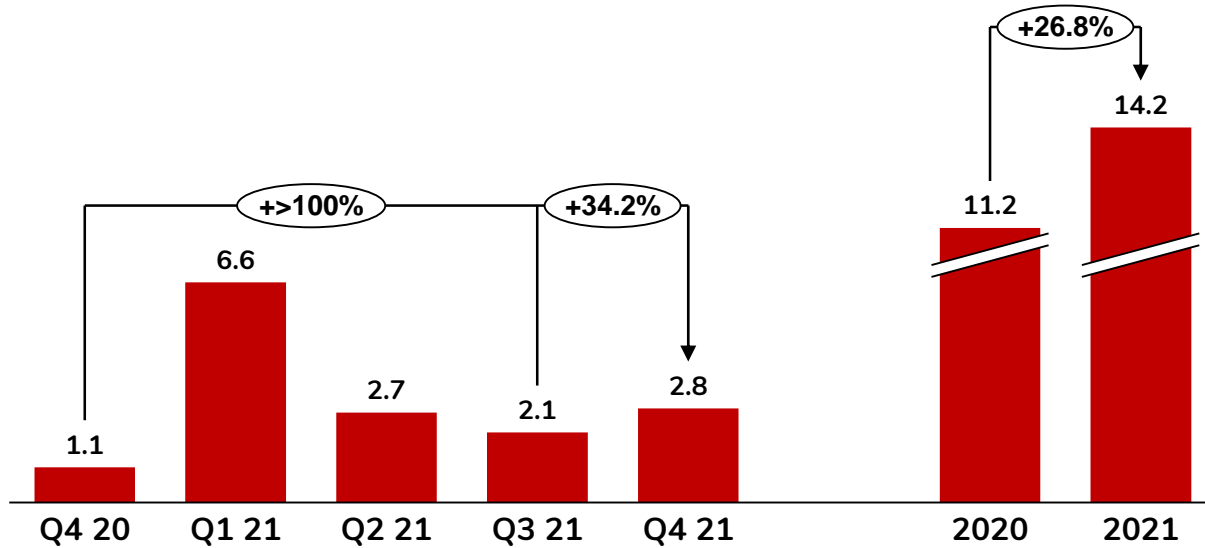


YoY EBITDA growth driven by revenue progression in conjunction with stringent cost management effort. QoQ EBITDA drop mainly owing to one off adjustments.

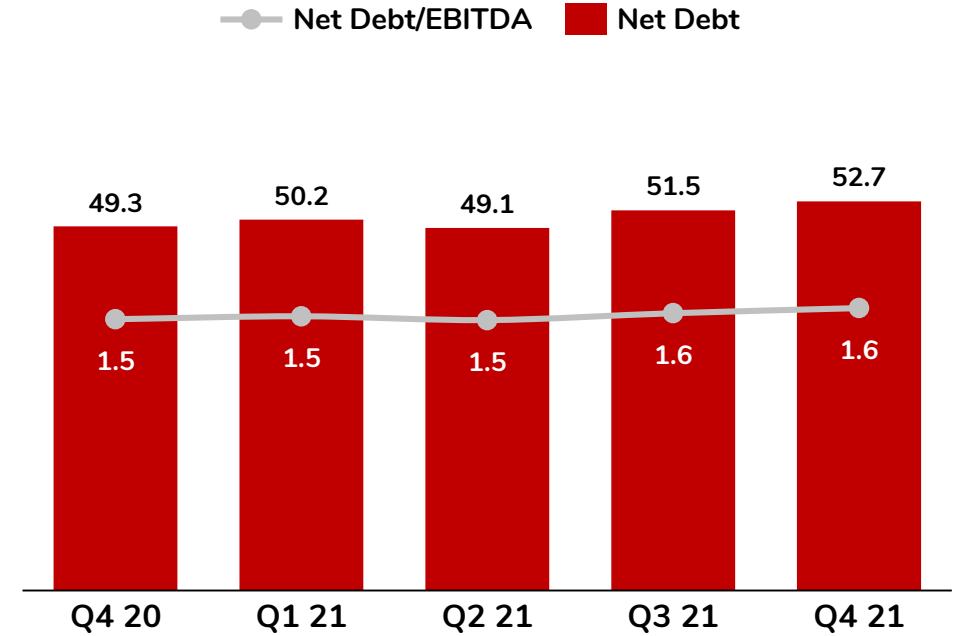
1) Excluding spectrum and RoU Assets

FCF acceleration and stabilization of debt ratio

FCF¹ (BDT bn)



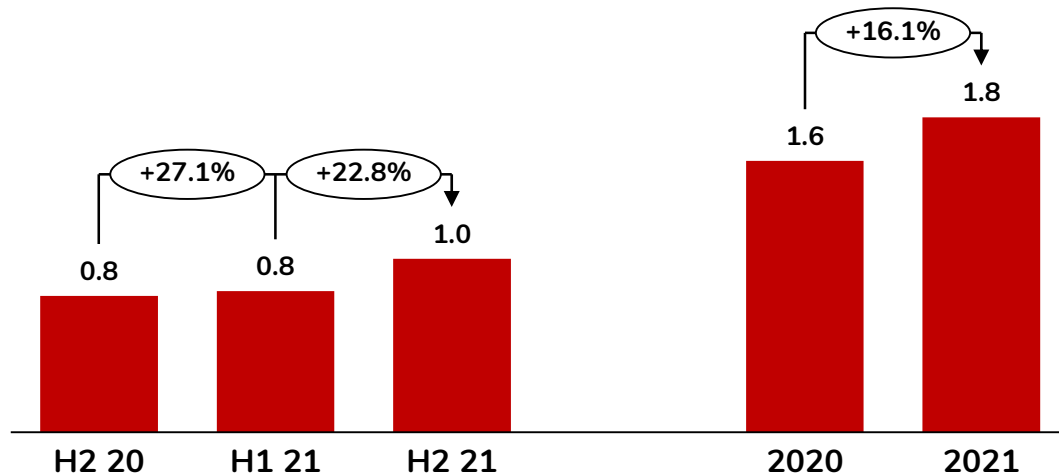
Net Debt² (BDT bn) and Net Debt/EBITDA



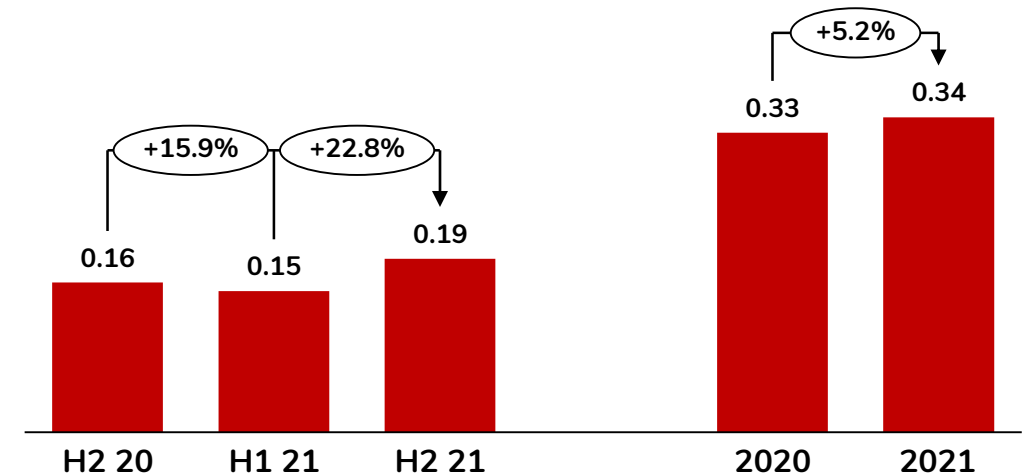
YoY FCF growth supported by higher EBITDA and lower investment.

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

PAT (BDT bn)



Earnings per Share (BDT)



FY21 profit uplift enabled by good top-line growth despite continued investment building best data network

Recommended total 5.0% cash dividend in 2021

BDT 0.34

Earnings per Share
2021 (Full Year)

BDT 0.50

Dividend per Share
2021 (including BDT 0.30
Interim Cash Dividend)

145.3%

Dividend Payout Ratio
2021 (Full Year)

Recommended Final Cash Dividend 2% i.e. BDT 0.20 per share (total 5% i.e. BDT 0.50 per share Cash Dividend which represents 145.3% of the Profit After Tax for the year 2021 inclusive of 3% i.e. BDT 0.30 per share Interim Cash Dividend which has already been paid)

Steady subscriber growth, higher data usage rate, innovative product, new spectrum activation and continued network expansion resulted in overall revenue growth in 2021

Continuous effort in maximizing the 4G coverage with 14,810 4G sites in operation at the end of 2021

In 2021, overall revenue has grown by 7.6% despite data price erosion in the face of severe market competition

Rationalization of minimum turnover tax requires immediate attention

অনলাইনে নিজের তথ্য
নিরাপদ রাখুন
সুরক্ষিত থাকুন



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রবি
4.5G নেটওয়ার্ক
এখন আরো
শক্তিশালী



Thank You



সর্বাধুনিক
প্রযুক্তি



সবচেয়ে বিস্তৃত
4.5G নেটওয়ার্ক



আকর্ষণীয়
অফার

Life-এ নতুন এক্সপেরিয়েন্স

আরো শক্তিশালী নেটওয়ার্কে



নতুন এক



সাথে

Q & A