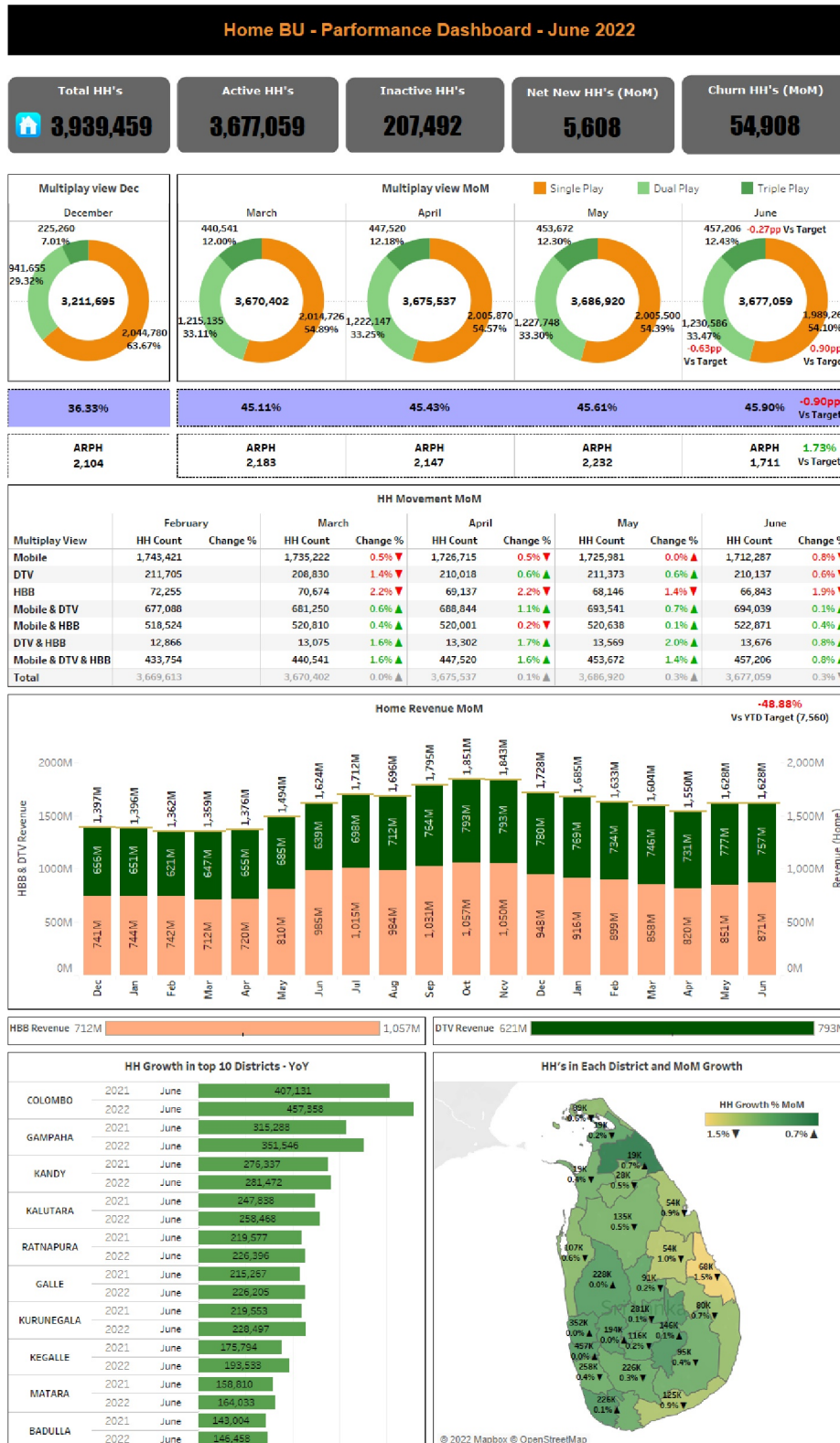
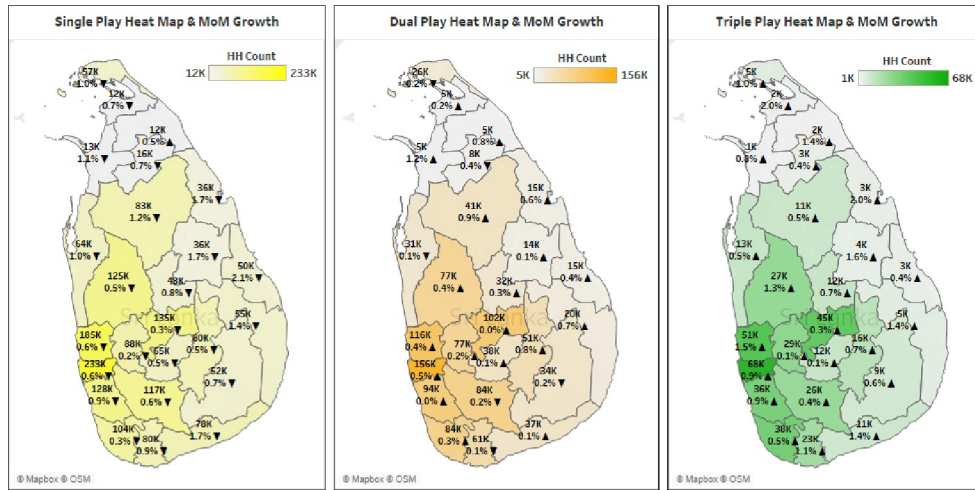


From: **BI.Dashboard@dialog.lk** <BI.Dashboard@dialog.lk>  
To: **Mohomed Naushard** <Mohomed.Naushard@dialog.lk>  
Subject: Home BU - Home Movement Dashboard  
Date: 27.07.2022 09:51:12 (+02:00)

# Home BU - Home Movement Dashboard





Mobile Bill Rev & Sachet/Addon Rev Movement							
	2021 December	January	February	March	April	May	June
Mobile Bill Rev	6,045M	6,180M	5,918M	6,285M	6,220M	6,476M	4,613M
MoM Change %		2.2% ▲	4.2% ▼	6.2% ▲	1.0% ▼	4.1% ▲	28.8% ▼
Mobile Sachet/Addons R..	120M	124M	112M	115M	111M	116M	43M
MoM Change %		3.2% ▲	9.9% ▼	3.1% ▲	3.3% ▼	4.5% ▲	63.1% ▼

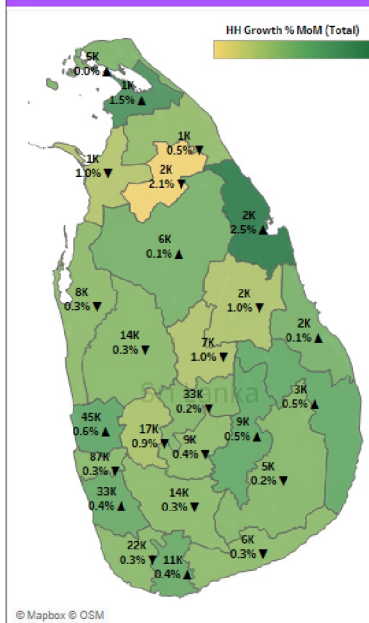
DTV Bill Rev & Sachet/Addon Rev Movement							
	2021 December	January	February	March	April	May	June
DTV Bill Rev	640M	634M	602M	613M	597M	632M	611M
MoM Change %		1.0% ▼	5.0% ▼	1.7% ▲	2.5% ▼	5.8% ▲	3.3% ▼
DTV Sachet/Addons Rev	140M	135M	132M	134M	133M	145M	146M
MoM Change %		3.3% ▼	2.6% ▼	1.3% ▲	0.1% ▼	9.1% ▲	0.2% ▲

HBB Bill Rev & Sachet/Addon Rev Movement							
	2021 December	January	February	March	April	May	June
HBB Bill Rev	714M	695M	688M	664M	638M	651M	665M
MoM Change %		2.6% ▼	1.0% ▼	3.5% ▼	3.8% ▼	2.0% ▲	2.1% ▲
HBB Sachet/Addons Rev	234M	221M	211M	194M	181M	199M	206M
MoM Change %		5.7% ▼	4.6% ▼	8.0% ▼	6.6% ▼	10.1% ▲	3.1% ▲

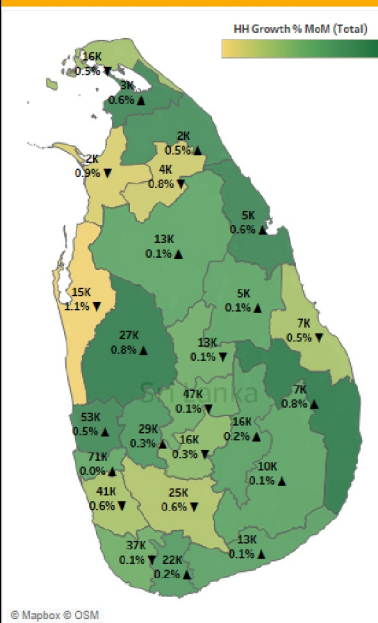
	District Wise ARPH											
	January		February		March		April		May		June	
	ARPH	MoM Change	ARPH	MoM Change	ARPH	MoM Change	ARPH	MoM Change	ARPH	MoM Change	ARPH	MoM Change
COLOMBO	2,936		2,909	0.9% ▼	2,961	1.8% ▲	2,975	0.5% ▲	3,043	2.3% ▲	1,950	35.9% ▼
KANDY	2,737		2,405	12.1% ▼	2,514	4.5% ▲	2,464	2.0% ▼	2,557	3.8% ▲	1,933	24.4% ▼
KALUTARA	2,675		2,428	9.3% ▼	2,505	3.2% ▲	2,478	1.1% ▼	2,575	3.9% ▲	1,884	26.8% ▼
KILINOCHCHI	2,309		2,310	0.0% ▲	2,496	8.0% ▲	2,434	2.5% ▼	2,557	5.0% ▲	2,251	12.0% ▼
VAVUNIYA	2,239		2,300	2.7% ▲	2,475	7.6% ▲	2,420	2.2% ▼	2,534	4.7% ▲	2,184	13.8% ▼
NUWARA ELIYA	2,590		2,249	13.1% ▼	2,371	5.4% ▲	2,289	3.5% ▼	2,408	5.2% ▲	1,904	21.0% ▼
JAFFNA	2,213		2,234	1.0% ▲	2,398	7.3% ▲	2,377	0.9% ▼	2,454	3.2% ▲	2,067	15.8% ▼
GAMPAHA	2,265		2,340	3.3% ▲	2,414	3.2% ▲	2,382	1.3% ▼	2,457	3.2% ▲	1,834	25.4% ▼
GALLE	2,451		2,247	8.3% ▼	2,346	4.4% ▲	2,323	1.0% ▼	2,392	3.0% ▲	1,855	22.5% ▼
PUTTALAM	2,185		2,237	2.4% ▲	2,358	5.4% ▲	2,294	2.7% ▼	2,401	4.7% ▲	2,018	15.9% ▼
MULLAITIVU	1,996		2,174	8.9% ▲	2,340	7.6% ▲	2,282	2.5% ▼	2,401	5.2% ▲	2,096	12.7% ▼
MATALE	2,312		2,061	10.8% ▼	2,166	5.1% ▲	2,095	3.3% ▼	2,213	5.7% ▲	1,784	19.4% ▼
KEGALLE	2,284		2,073	9.2% ▼	2,167	4.5% ▲	2,119	2.2% ▼	2,207	4.1% ▲	1,737	21.3% ▼
MANNAR	1,866		1,904	2.0% ▲	2,071	8.7% ▲	2,010	2.9% ▼	2,114	5.2% ▲	1,874	11.3% ▼
KURUNEGALA	1,790		1,833	2.4% ▲	1,923	4.9% ▲	1,848	3.9% ▼	1,950	5.5% ▲	1,616	17.1% ▼
MATARA	1,961		1,783	9.1% ▼	1,874	5.1% ▲	1,838	1.9% ▼	1,919	4.4% ▲	1,548	19.4% ▼
BADULLA	1,991		1,726	13.3% ▼	1,825	5.7% ▲	1,769	3.0% ▼	1,846	4.3% ▲	1,485	19.6% ▼
RATNAPURA	1,834		1,673	8.8% ▼	1,753	4.8% ▲	1,703	2.8% ▼	1,806	6.0% ▲	1,477	18.2% ▼
MONARAGALA	1,931		1,643	14.9% ▼	1,741	6.0% ▲	1,689	3.0% ▼	1,765	4.5% ▲	1,438	18.5% ▼
HAMBANTOTA	1,793		1,610	10.2% ▼	1,699	5.6% ▲	1,684	0.9% ▼	1,759	4.4% ▲	1,409	19.9% ▼
BATTICALOA	1,525		1,546	1.4% ▲	1,654	7.0% ▲	1,620	2.0% ▼	1,725	6.5% ▲	1,455	15.7% ▼
AMPARA	1,358		1,440	6.0% ▲	1,547	7.4% ▲	1,515	2.1% ▼	1,588	4.8% ▲	1,309	17.6% ▼
ANURADHAPURA	1,396		1,372	1.7% ▼	1,470	7.1% ▲	1,434	2.4% ▼	1,504	4.8% ▲	1,279	14.9% ▼
TRINCOMALEE	1,284		1,290	0.5% ▲	1,382	7.1% ▲	1,360	1.6% ▼	1,433	5.4% ▲	1,214	15.3% ▼
POLONNARUWA	1,215		1,226	0.9% ▲	1,327	8.3% ▲	1,301	2.0% ▼	1,366	5.0% ▲	1,160	15.1% ▼

## HH Classification Movement

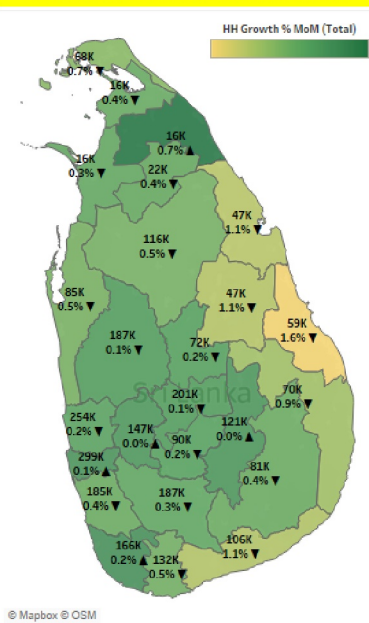
### HVH HH's in Each District and MoM Growth



### MVH HH's in Each District and MoM Growth

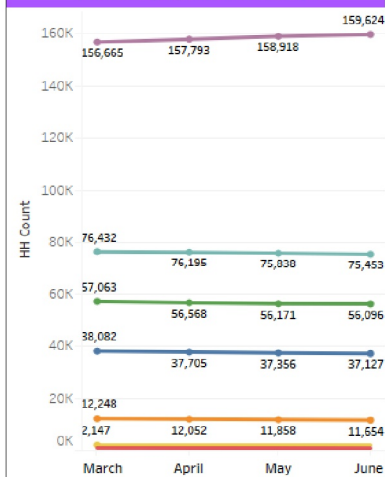


### RVH HH's in Each District and MoM Growth

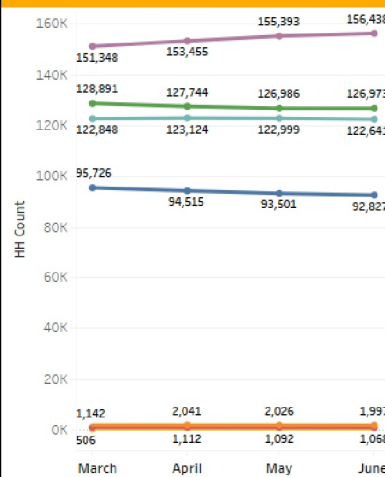


■ Mobile 
 ■ DTV 
 ■ HBB 
 ■ Mobile & DTV 
 ■ Mobile & HBB 
 ■ DTV & HBB 
 ■ Mobile & DTV & HBB

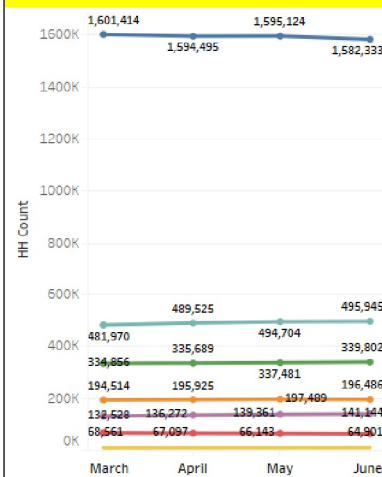
### HVH Multiplay Movement - MoM



### MVH Multiplay Movement - MoM



### RVH Multiplay Movement - MoM



## CV HH Movement

### CV Customer Multiplay

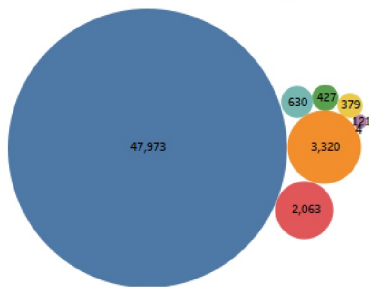
HH CV Status	CV NIC Count	June		
		Single Play	Dual Play	Triple Play
CV PLATINUM	359	4 1%	37 6%	534 93%
CV GOLD	3,226	55 1%	652 12%	4,934 87%
CV SILVER	10,562	264 2%	2,407 15%	13,899 84%
CV BRONZE	14,664	576 3%	4,003 18%	17,772 80%
CV RED	340,809	20,747 7%	86,937 27%	209,882 66%
SNRCITIZEN	76,290	17,999 15%	30,610 26%	68,278 58%
7STAR	527	2,986 7%	11,356 25%	31,257 69%
5STAR	162,572	32,380 10%	85,254 27%	192,624 62%
3STAR	3,768,142	517,297 27%	682,639 36%	718,484 37%

### CV Customer HH Type

HH CV Status	June		
	HH Count (HVH)	HH Count (MVH)	HH Count (RVH)
CV PLATINUM	575	0	0
CV GOLD	5,641	0	0
CV SILVER	16,570	0	0
CV BRONZE	22,351	0	0
CV RED	101,461	216,105	0
SNRCITIZEN	22,263	27,881	66,743
7STAR	15,024	14,454	16,121
5STAR	67,618	103,913	138,727
3STAR	79,220	185,026	1,654,174

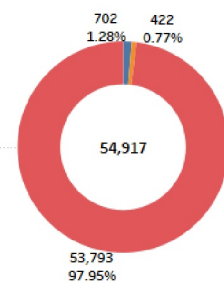
## HH Churn Movement

Last Month Churn HH's - HH Type



■ MOBILE
 ■ MOBILE & HBB
 ■ HBB
 ■ MOBILE & DTV & ...
 ■ MOBILE & DTV
 ■ DTV
 ■ DTV & HBB
 ■ Net New

Last Month Churn HH's - HH Category



■ HVH
 ■ RVH
 ■ MVH

Last 10 Months Churn HH's - HH Type

	2021				2022					
	August	September	November	December	January	February	March	April	May	June
MOBILE	18,670	18,181	20,838	21,137	31,831	37,692	43,664	44,012	37,881	47,973
MOBILE & DTV	1,666	1,914	2,121	1,951	2,611	2,925	3,261	3,155	2,926	3,320
MOBILE & HBB	891	851	1,170	1,217	1,579	1,758	2,008	2,075	1,933	2,063
DTV	750	560	940	492	546	564	633	563	546	630
HBB	310	215	495	358	355	431	530	358	368	427
DTV & HBB	139	161	222	252	286	312	353	383	382	379
MOBILE & DTV & HBB	26	38	47	57	82	104	126	122	114	121
Net New	21	37	27	8	25	28	3	8	19	4

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