

31/03/2012

31/03/2022



83.72M

Subscribers

36.34bn

YTD Revenue

14.78bn

YTD Operating Profit

21.10bn

YTD EBITDA

40.67%

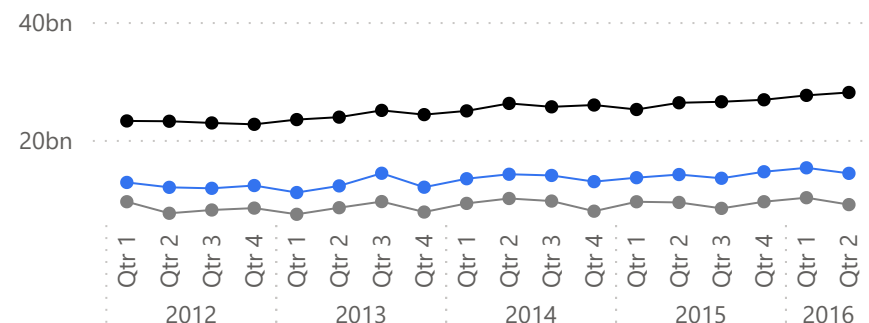
YTM OPM

58.08%

YTM EBITDA Margin

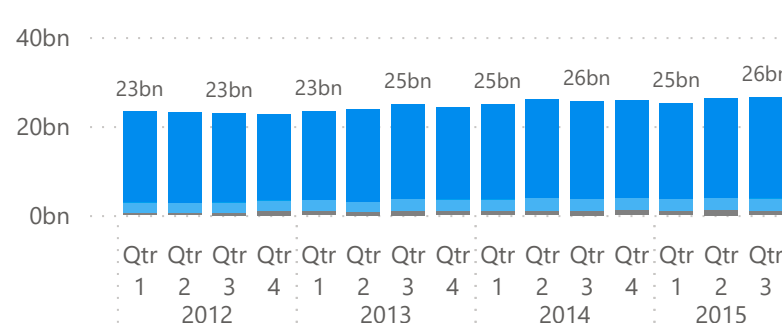
Revenue, Operating Profit, EBITDA

● Total revenues ● Operating profit ● EBITDA



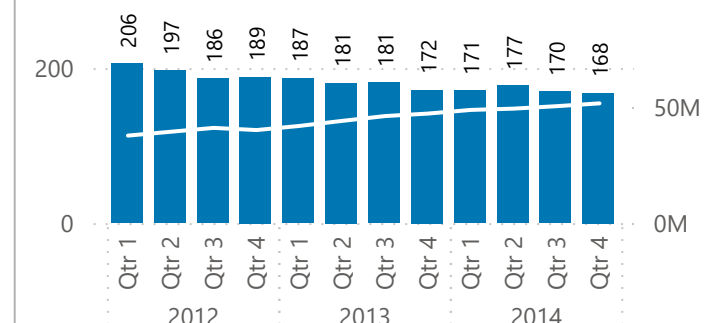
Revenue Breakdown

● Non-mobile r... ● Interconnect r... ● Other mobile r... ● Subscriptio...



Total ARPU

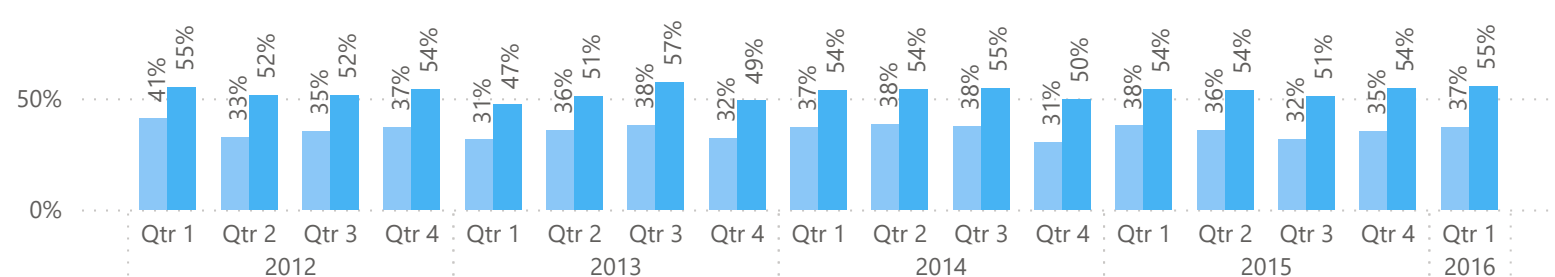
● ARPU ● Subscribers

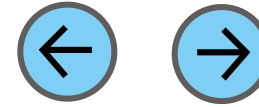


Date	Subscriber Growth	Revenue YoY	Operating Profit YoY	EBITDA YoY
31/03/2022	3.68%	4.37%	-8.77%	-2.54%
31/12/2021	5.35%	4.23%	-0.50%	-2.12%
30/09/2021	7.72%	1.83%	-5.31%	-2.90%
30/06/2021	10.06%	8.15%	12.09%	8.13%
31/03/2021	7.19%	-3.75%	-4.94%	-5.49%
31/12/2020	3.37%	-3.74%	-4.99%	-3.02%
30/09/2020	2.48%	-2.83%	-5.24%	-4.68%

Operating Profit & EBITDA Margins

● OP Margin ● EBITDA Margin



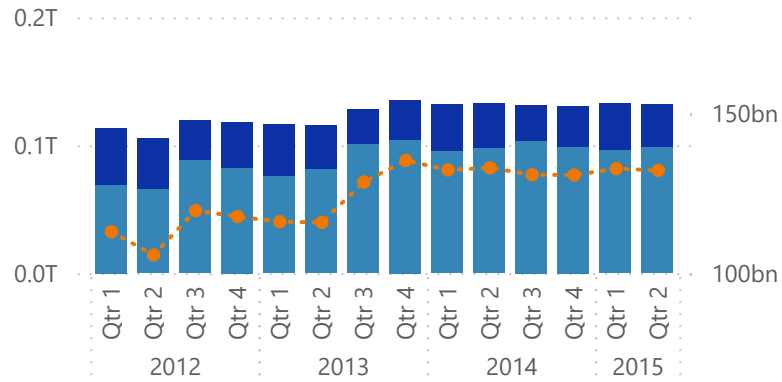


31/03/2012

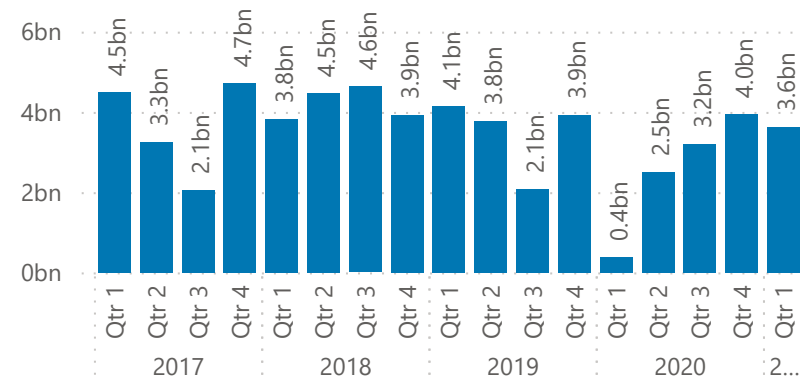
31/03/2022

Total Liabilities, Shareholders' equity and Total Assets by Year and Quarter

● Total Liabilities ● Shareholders' equity ● Total Assets

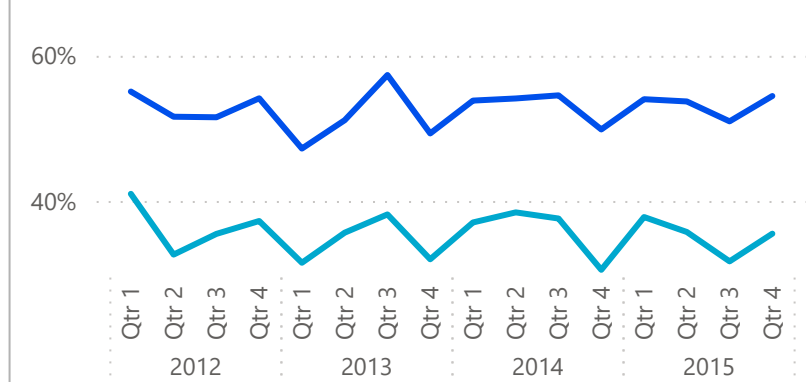


CAPEX excluding(ROU (Excluding license & spectrum fees)

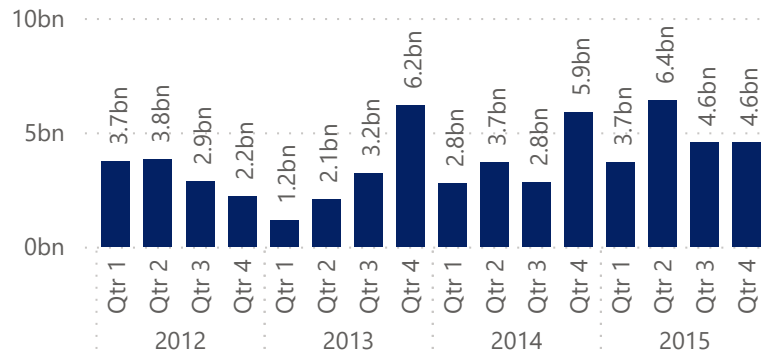


OP vs EBITDA Margin

● OP Margin ● EBITDA Margin

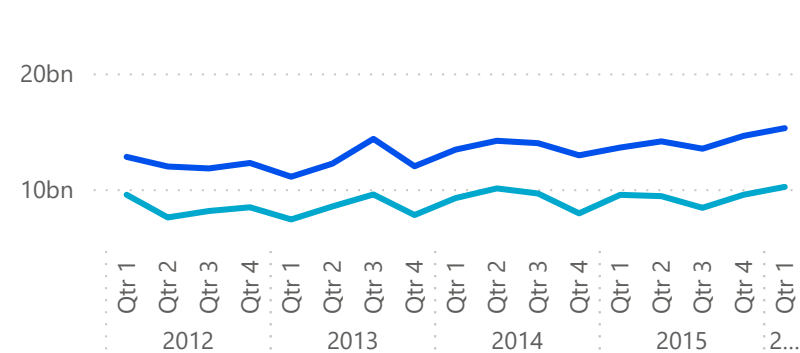


CAPEX including ROU (Excluding license & spectrum fees)

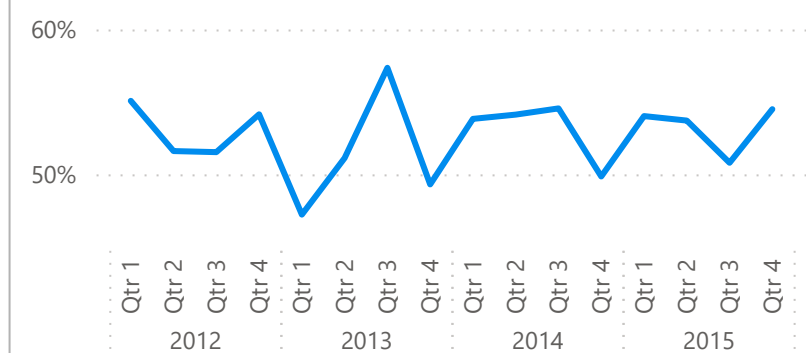


YTD Operating Profit and YTD EBITDA by Year and Quarter

● YTD Operating Profit ● YTD EBITDA



Sum of EBITDA/Total revenues (%) by Year and Quarter



Telecom Industry Insight



Quarter & Year

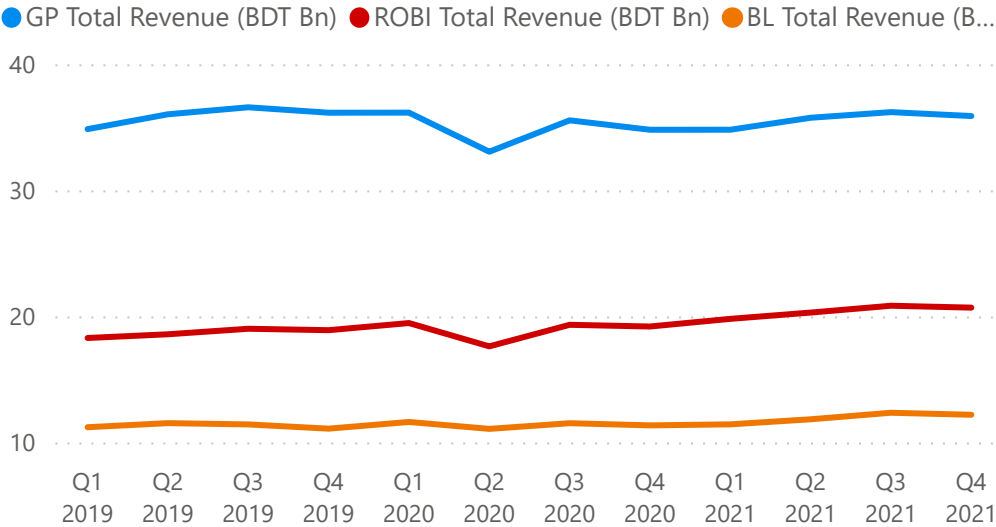
- ☐ Q1 2019
- ☐ Q2 2019
- ☐ Q3 2019
- ☐ Q4 2019
- ☐ Q1 2020
- ☐ Q2 2020
- ☐ Q3 2020
- ☐ Q4 2020
- ☐ Q1 2021
- ☐ Q2 2021
- ☐ Q3 2021
- ☐ Q4 2021

 **Grameenphone**

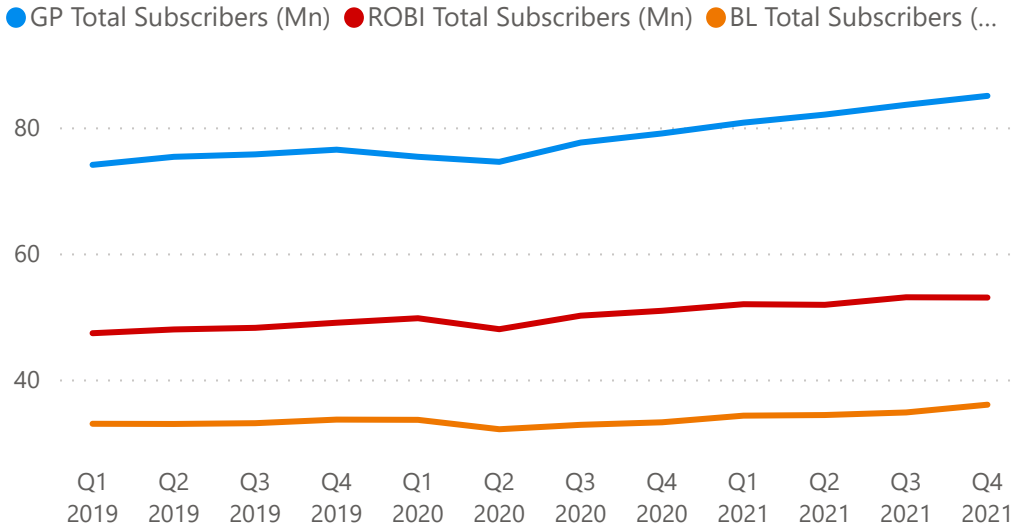
 **Banglalink**

 **Robi Axiata**

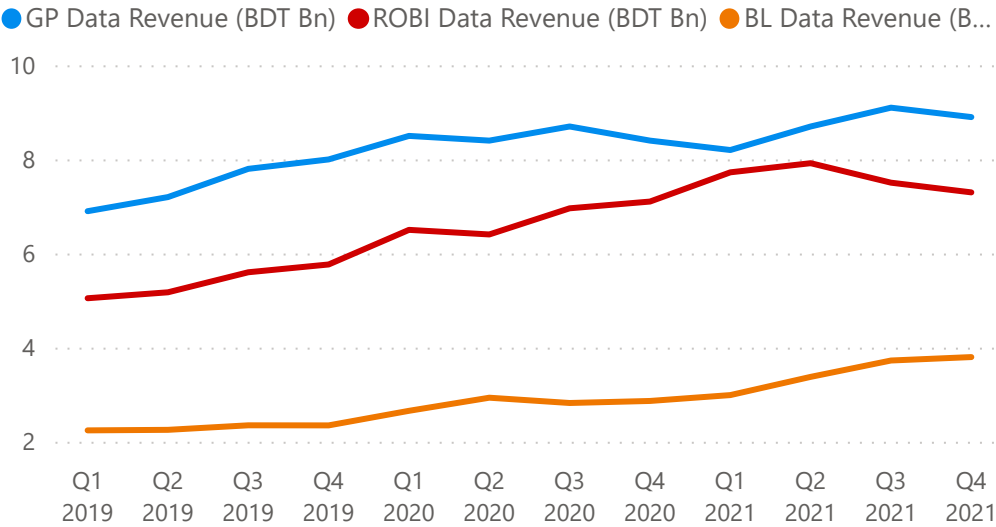
Total Revenue (BDT Bn)



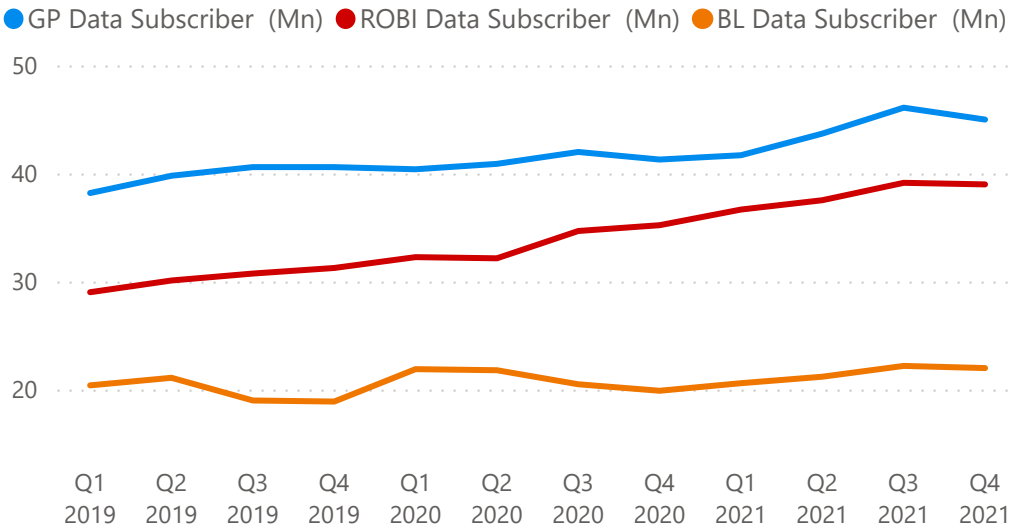
Total Subscribers (Mn)



Data Revenue (BDT Bn)



Data Subscriber (Mn)



Telecom Industry Insight

Quarter & Year

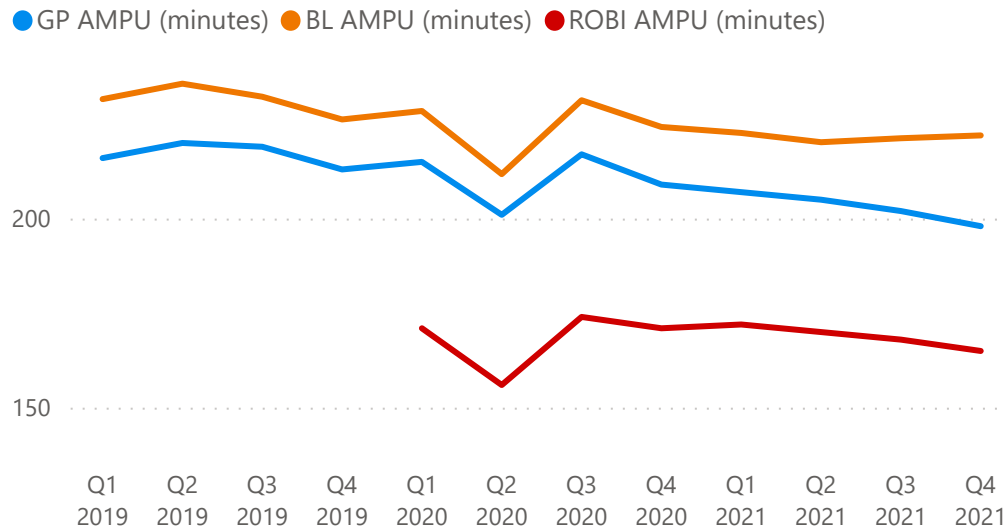
- ☐ Q1 2019
- ☐ Q2 2019
- ☐ Q3 2019
- ☐ Q4 2019
- ☐ Q1 2020
- ☐ Q2 2020
- ☐ Q3 2020
- ☐ Q4 2020
- ☐ Q1 2021
- ☐ Q2 2021
- ☐ Q3 2021
- ☐ Q4 2021

 Grameenphone

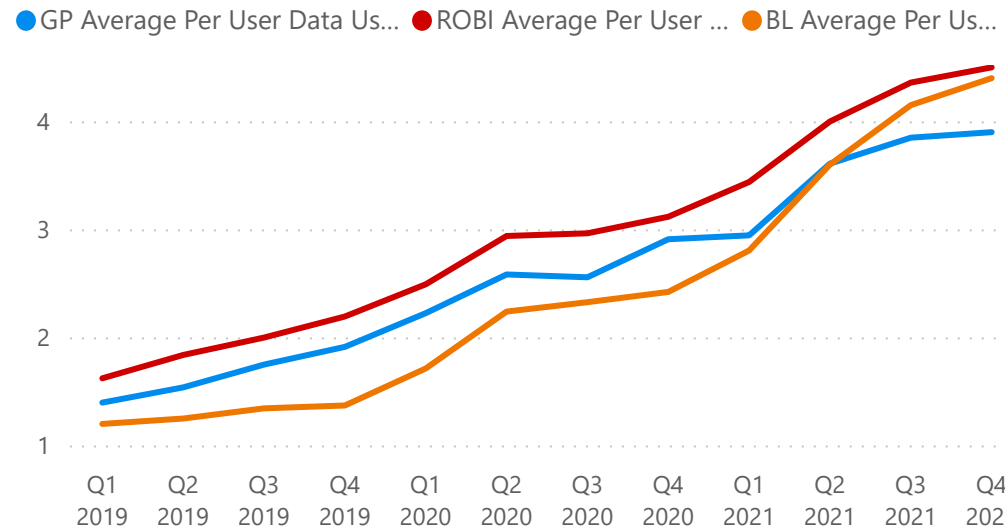
 Banglalink

 Robi Axiata

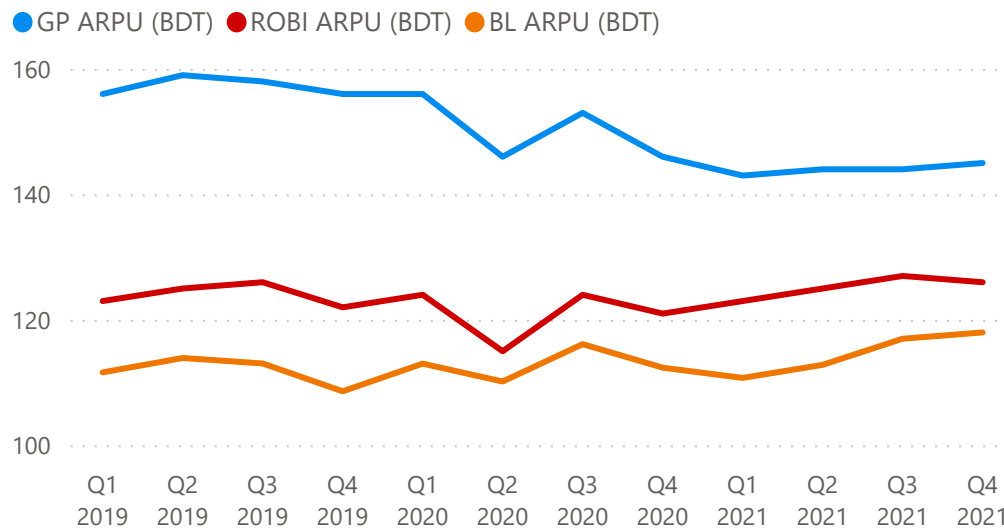
AMPU (minutes)



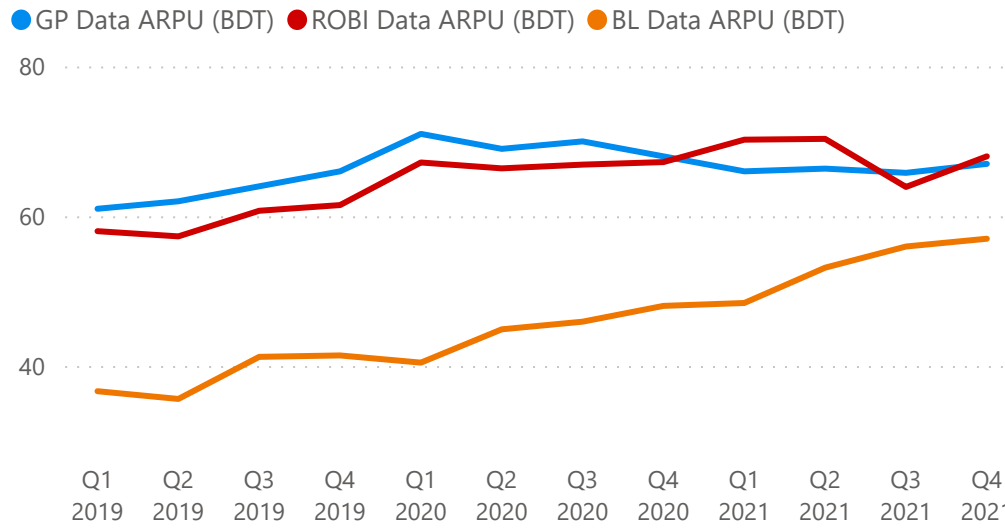
Average Per User Data Usage (GP)

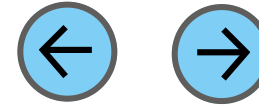


ARPU (BDT)



Data ARPU (BDT)

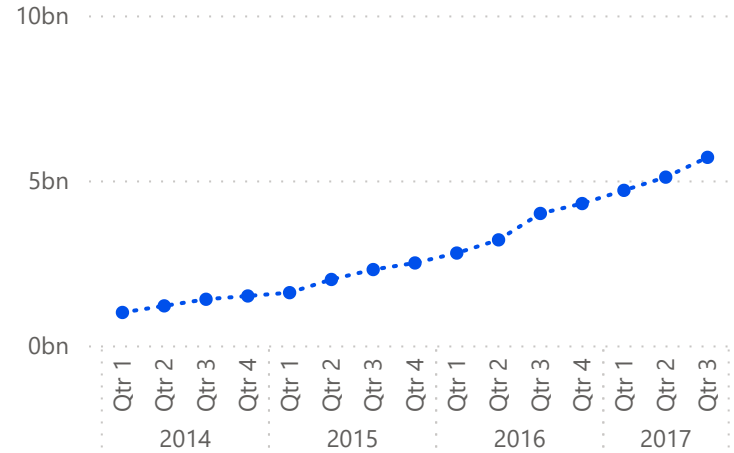




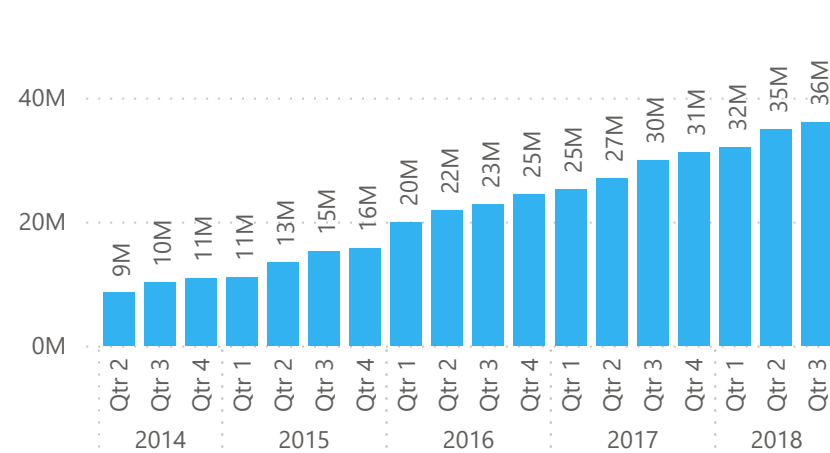
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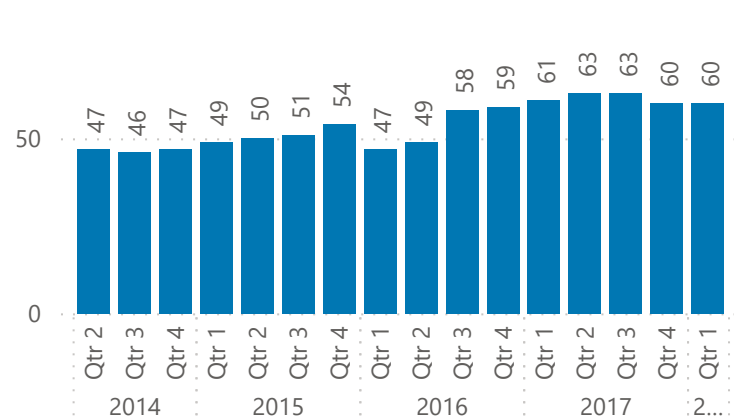
Data Revenue (BDT Mn) by Year and Quarter



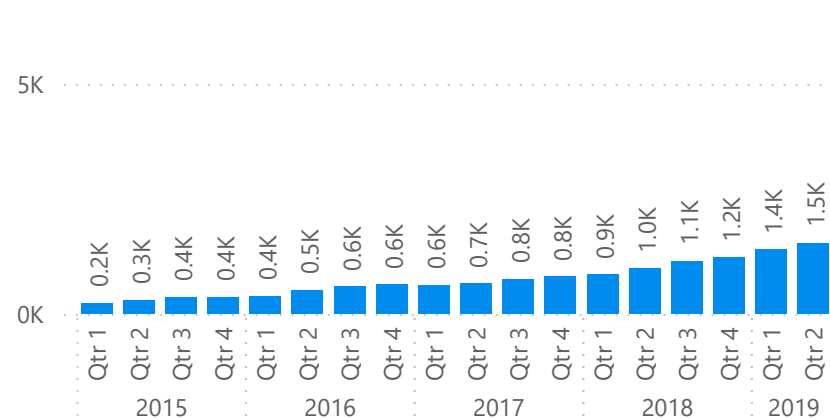
Data Subscriber (Mn) by Year and Quarter



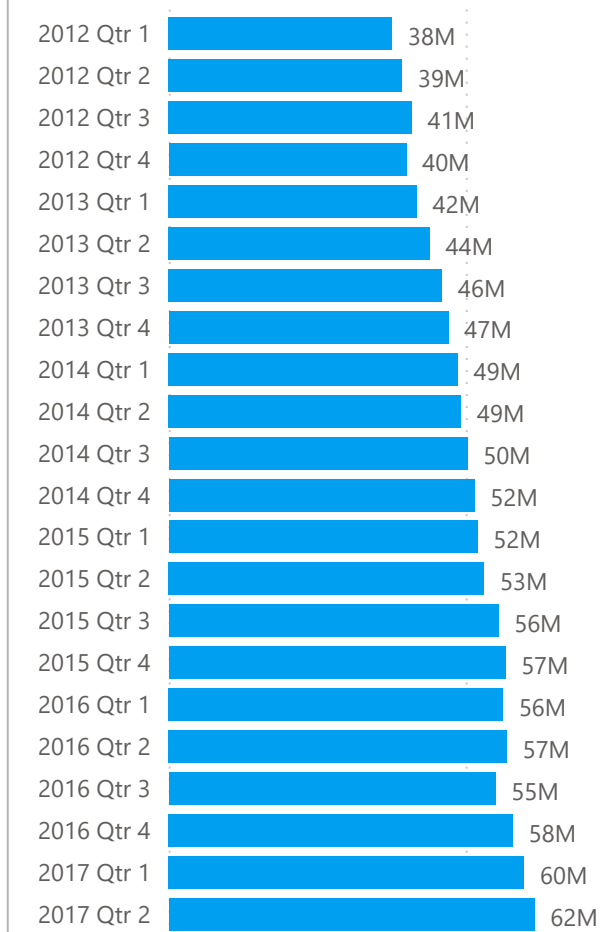
Data ARPU by Year and Quarter

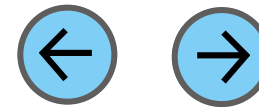


AMBPU by Year and Quarter



No. of mobile subscriptions (100% in thousands) by Year and Quarter



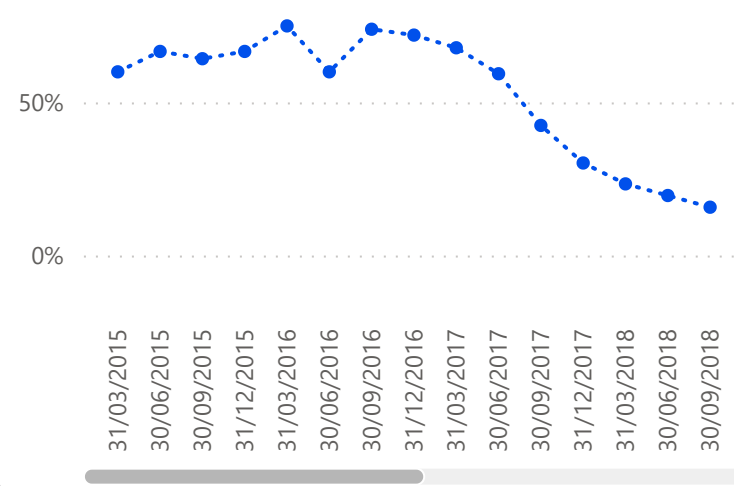


31/03/2012

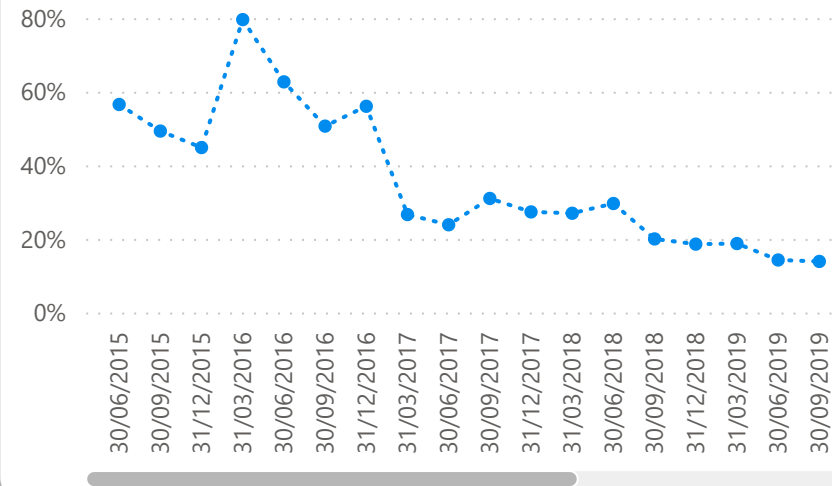
31/03/2022



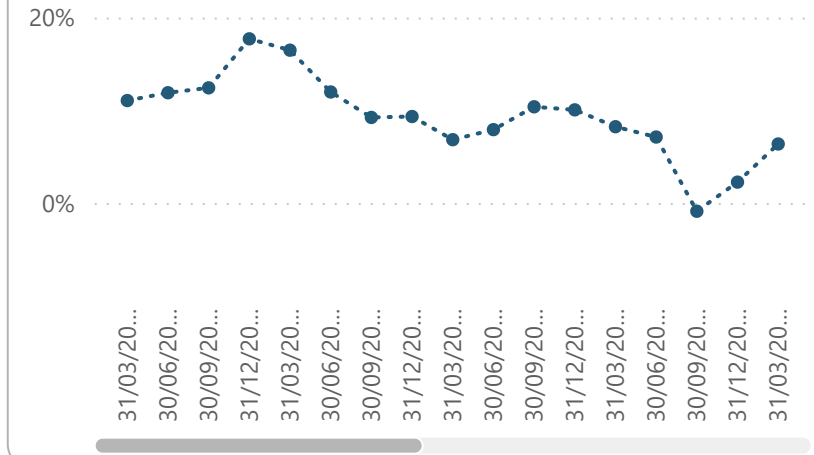
Data Revenue (BDT Mn) YoY% by Date



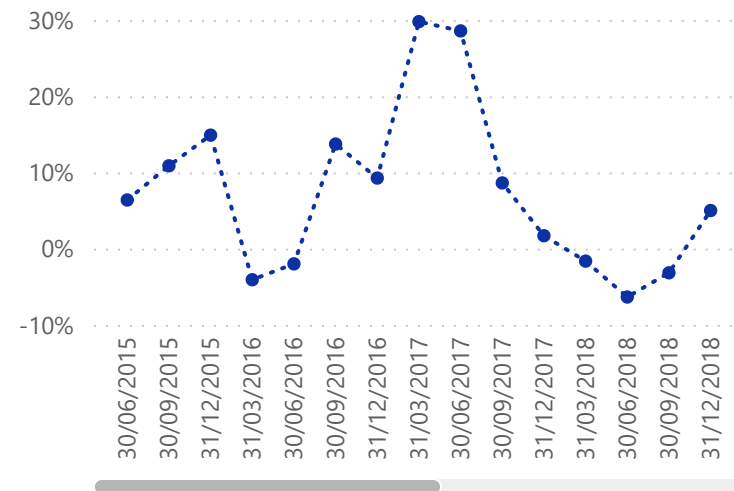
Data Subscriber Growth (Mn) YoY% by Date



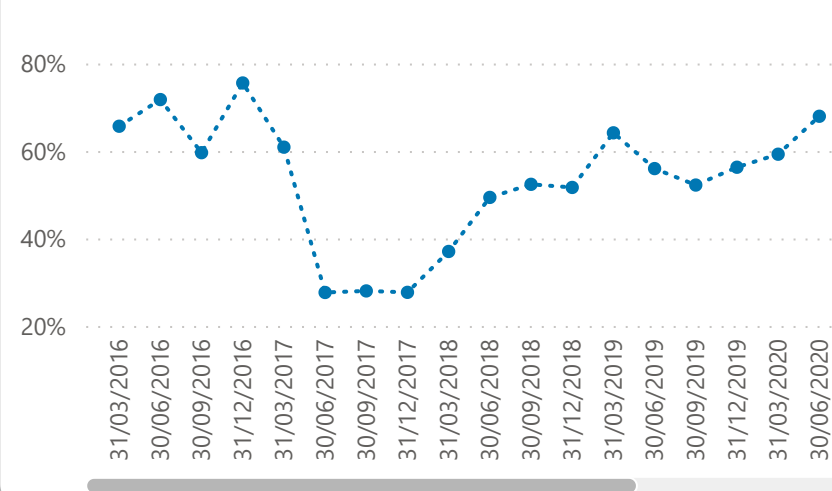
No. of mobile subscriptions (100% in thousands) YoY% by Date



Data ARPU YoY% by Date



AMBPU YoY% by Date



Date	Data Subs YoY	Data Revenue YoY	Data ARPU YoY	AMBPU YoY
31/03/2022	6.19%	7.32%	0.00%	81.67%
31/12/2021	9.76%	5.95%	-1.47%	51.01%
30/09/2021	9.52%	4.60%	-5.71%	50.53%
30/06/2021	7.32%	3.57%	-2.90%	35.53%
31/03/2021	5.00%	-3.53%	-7.04%	31.28%
31/12/2020	0.00%	5.00%	3.03%	52.06%
30/09/2020	2.44%	11.54%	9.38%	46.20%
30/06/2020	2.50%	16.67%	11.29%	67.95%
Total	22.64%	24.23%	16.18%	56.40%