

***First Nine months of 2021: Continued topline growth as a result of improving customer experience driven by network rollout and spectrum deployment***

Grameenphone Ltd. reported total revenues of BDT 36.2 billion for the third quarter of 2021, registering a 1.8% growth from the same period last year. Having acquired 1.6 Mn new subscribers, the operator ended the period with 83.6 Mn subscribers, a 7.7% year over year growth. 46.1 Mn subscribers, or 55.1% of total subscribers, are using internet services.

“Grameenphone remains committed to meeting customers’ demand for high-speed internet connectivity and improving customer experience, continuing with network rollout and spectrum deployment in the third quarter. In addition, our drive on market execution and providing tailored offers to our customers resulted in more subscribers choosing Grameenphone as their preferred network. We added 2.4 Mn data users to our network, registering a 9.7% YoY growth in

Key Figures (BDT)	Q3 2021	9M 2021
Revenues (Bn)	36.2	106.8
Revenues Growth YoY	1.8%	1.9%
Net Profit After Taxes (Bn)	8.6	26.0
NPAT Margin	23.6%	24.3%
EBITDA Margin	63.3%	62.7%
Earnings Per Share	6.34	19.23
Capex (excl. license & lease) (Bn)	1.9	10.7

data users. As we also continue to focus on driving bundle packs comprising of voice and data to our customers, we see a higher conversion from voice to data users leading to 55% YoY growth in 4G data users and 52.4% increase in data usage from last year.” said Yasir Azman, CEO of Grameenphone Ltd. “Continuing our efforts towards empowering societies, we are constantly transforming ourselves to meet the rising demand for advanced mobile services and high-quality network experience in the country. As a result, we have undertaken initiatives such as the modernization of our operating models and integration of automation, developing competent skills for the future, and building partnerships for advanced network capabilities. We believe the right mix of competency, capabilities and tools will enable our growth ambition, reinforce our position as a connectivity partner, and help move Bangladesh forward.”

“The beginning of the third quarter was negatively impacted by the stricter lockdown, but as the rates of COVID-19 started to decline, many restrictions were also eased. Despite this, we continued our network operations with our partners, which remains a key factor behind our continued growth momentum.” said Jens Becker, CFO of Grameenphone Ltd. “Total revenues grew by 1.8% YoY to BDT 36.2 Bn for the third quarter, while subscription and traffic revenues grew by 1.9% driven by strong contribution from bundles. We ended the quarter with an EBITDA margin of 63.3%. Net profit after tax for the period stood at BDT 8.6 Bn with 23.6% margin.”

During the third quarter of 2021, Grameenphone Ltd invested BDT 1.9 Bn for network coverage. Grameenphone’s total number of sites stands at 18,023. The company has paid BDT 79.2 Bn equaling 74.2% of its total revenues, to the national exchequer in the form of taxes, VAT, duties, fees, 4G license and spectrum assignment in the first nine months of 2021.