

First Quarter 2020: Reduced growth momentum due to an increasingly challenging regulatory environment.**1st Quarter of 2020 for Grameenphone Ltd. at a glance**

- BDT 36.2 billion revenues with 3.7% YoY growth
- 75.3 million total subscribers, of which 40.4 million are data users
- Net Profit After Taxes of BDT 10.7 billion with 29.6% NPAT margin and BDT 7.92 EPS
- BDT 0.4 billion capex for capacity, network rollout and modernization
- BDT 24.6 billion contribution to the national exchequer; equaling 68% of total revenues

Grameenphone Ltd. reported total revenues of BDT 36.2 billion for the first quarter of 2020, registering a 3.7% growth from the same period last year. The operator also ended the quarter with 75.3 Mn total customers, of which 53.6%, or 40.4 Mn, are internet customers. During the first quarter, the operator also registered a 24.6% growth in data revenue YoY.

“We continued to face challenges in the first quarter of 2020. The restrictions placed on us by our regulator by not issuing NOCs lasted until March, which impacted our planned investment in the country. Additionally, we were facing a scarcity of numbers from the beginning of the quarter that has negatively impacted our subscriber base. Despite the challenges, our focus remained on market execution and maintaining our network leadership position. Our reinforced drive on 4G conversion led to 14.2 Mn 4G users at the end of the quarter.” said Yasir Azman, CEO of Grameenphone Ltd. “As a listed essential service in the current situation of COVID-19 outbreak in Bangladesh, we are dedicated to continuing serving our customers with the help of our partners, authorities and local communities. We are also committed to contributing to our society in this time of crisis, and with close collaboration with the government and various NGOs, we are using our technology expertise in spreading awareness messages and mapping the spread of Coronavirus using data analytics. We have committed to providing 50,000 units of medical grade professional PPE and 10,000 PCR test kits to our medical front-liners. As we have started getting clearance on our NOCs recently, it will help us improve our customer experience significantly in the coming days.” he added.

Net profit after taxes (NPAT) for the first quarter was BDT 10.7 billion, with 29.6% margin. Earnings per share (EPS) for the period stood at BDT 7.92.

“Grameenphone Ltd. reported a reduced growth momentum in the first quarter of 2020,” said Jens Becker, CFO of Grameenphone Ltd. “We experienced strong growth in data revenue despite challenges in our planned network rollout. As a connectivity partner to the Digital Bangladesh journey, we will continue investing in the country and building a strong network and distribution ecosystem in order to deliver value to our shareholders and our customers”

In the first quarter, Grameenphone Ltd. invested BDT 0.4 Bn for network coverage, and added 197 new 4G sites to their network. The total number of sites stands at 16,542. The company also paid out BDT 24.6 Bn equaling 68% of its total revenues, to the national exchequer in the form of taxes, VAT, duties, fees, 4G license and spectrum assignment.

Communications, Grameenphone Ltd.

Phone: 9882990

Detailed Financial Statements are available at: <https://www.grameenphone.com/about/investor-relations/ir-financial-report>