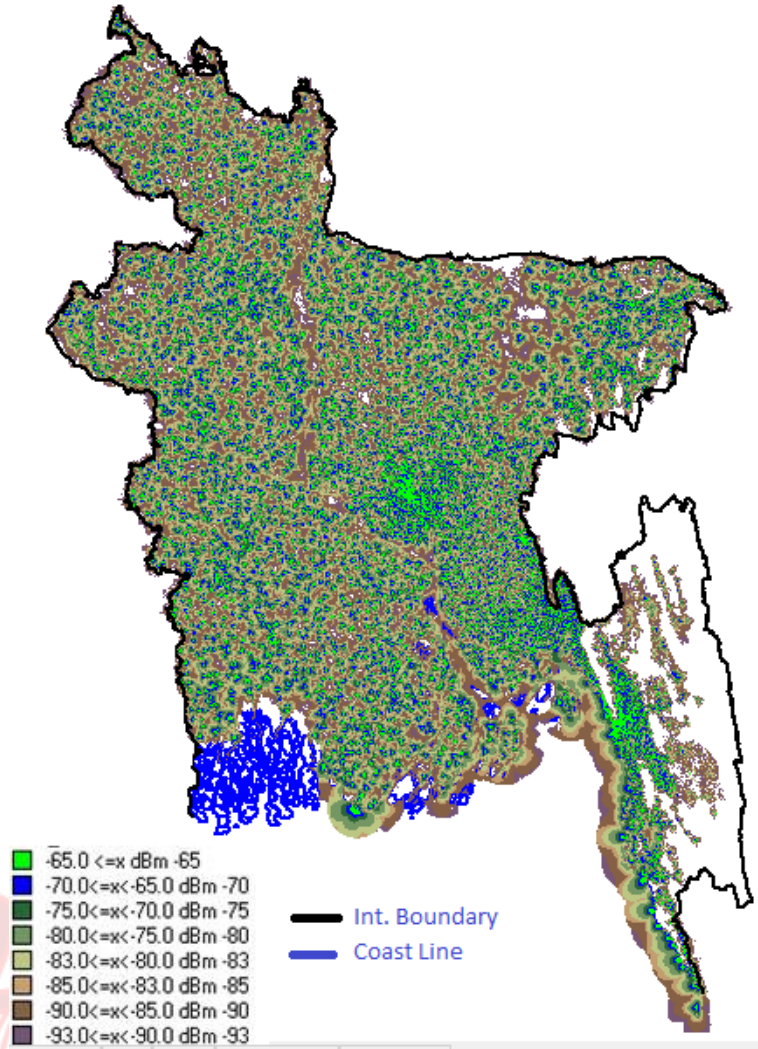
Connecting to energize Bangladesh



September 30, 2013

introduction



Energy scenario

- Total demand **5800 MW**
- Total production **4000 MW**
- Annual growth in demand **500 MW**
- Per capita energy usage **183 kwh**
- People without electricity access **45 %**

Renewable energy

- 450000 homes with solar power
- Wind power NO
- Biogas possibility YES
- 15000 tons year waste
- 400 MW electricity can be produced from waste [mainly rice husk]

Mobile phone sector

- fastest growing
- impacts in changing lives [VAS]
- contributing to national development
- opportunities growing [internet access/ penetration]

Robi at a glance

- a subsidiary of Axiata Group Bhd
- since 1987 [previously AKTEL]
- Axiata – 92 %
- NTT DoCoMo – 8%

- geographic coverage **90%**
- Population coverage **98%**
- No. of subscribers **23.77m**
- No. of BTS **9250**

energy management

power situation will remain challenging

- power deficit is a persistent problem in Bangladesh.
- power and fuel cost will remain a substantial part of network opex
- nation wide grid connectivity will not be feasible in near future
- fuel and electricity cost (network opex) will go up as government eliminates fuel subsidy

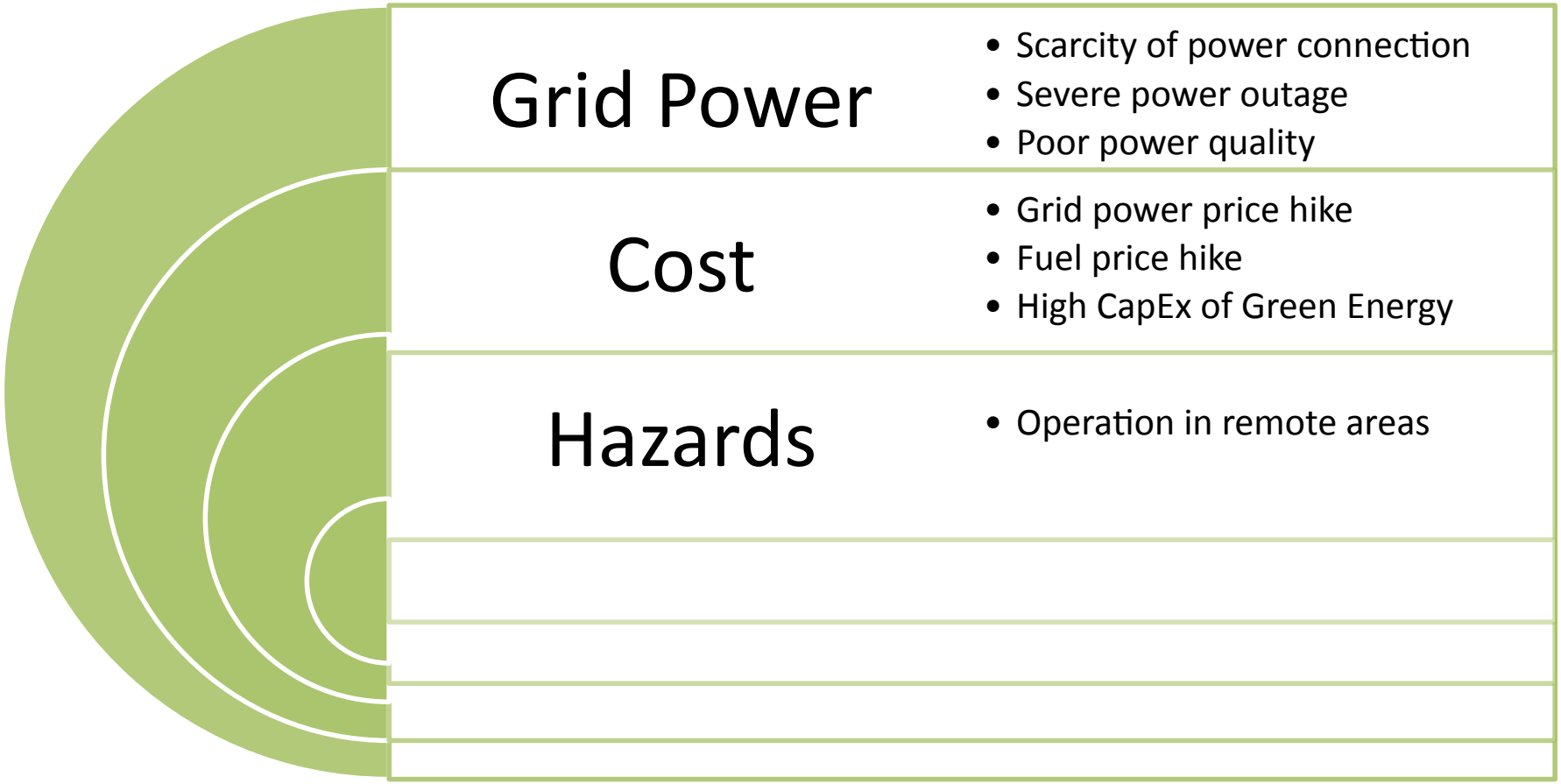
an axiata company

Key measures taken to reduce power requirement

- BTS site power consumption reduced by 34%
- Deployed high efficiency rectifiers

challenges

green power solution

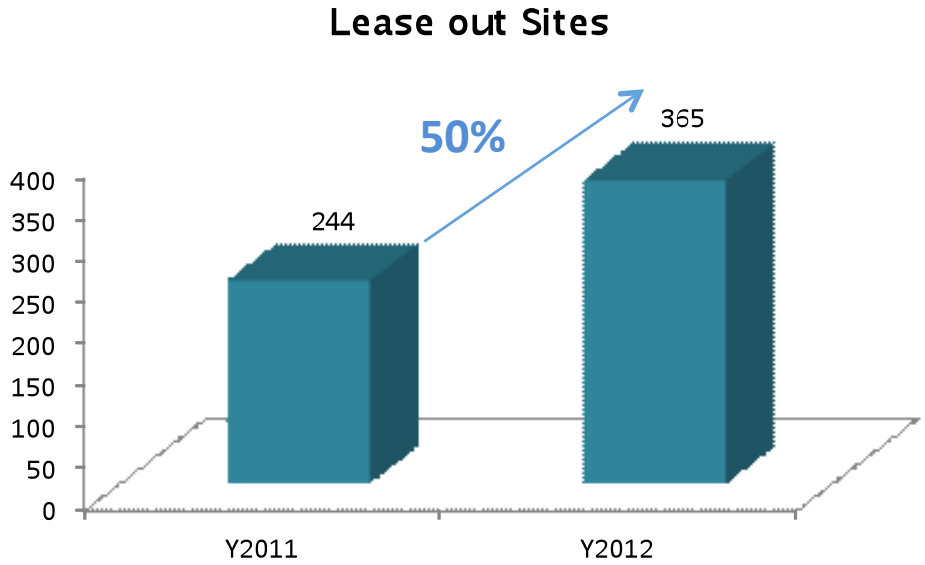


Infrastructure sharing
Robi shares with all major operators



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proven leasing model
track record shows commitment



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Thank You

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