



# LEADING BELIZE'S DIGITAL FUTURE

— Annual General Meeting 2021-2022 —





# CELEBRATING STRONG BUSINESS PERFORMANCE

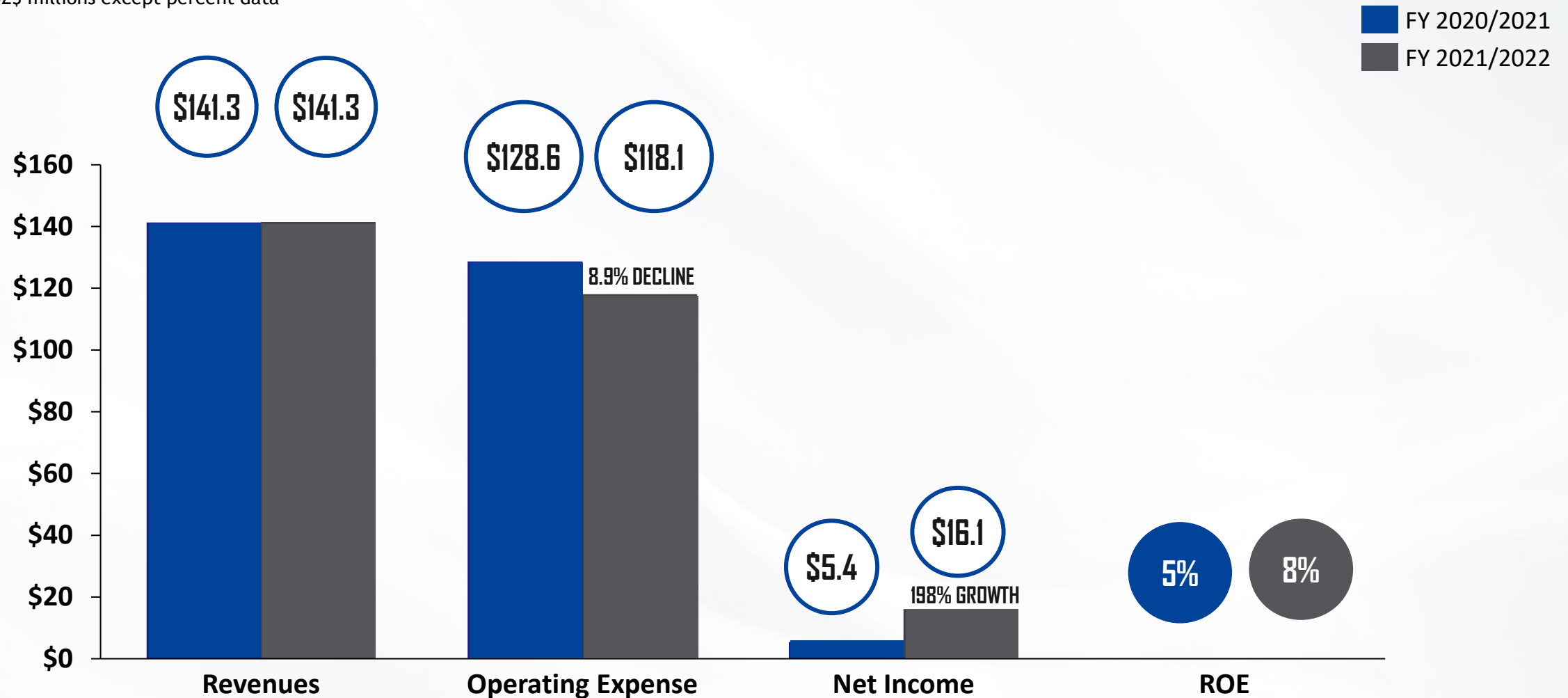
- Launch of the only Mobile Payment Platform - DigiWallet
- Expanded our Fiber to the Home Network and Mobile Network
- Strong demand for Broadband Internet resulting in positive increment in DigiNet customers offsetting the flat mobile revenues
- Prudent fiscal management, increased efficiency and productivity resulted in strong operating cash flow
- Financial results is 197% increase in Net Income to \$16.1 million; Return on Equity increase of 80% to over 8%

# FINANCIAL SUMMARY

## FY 2020/2021 VS FY 2021/2022 (April - March)



In BZ\$ millions except percent data



# DIGI'S 2023 STRATEGY

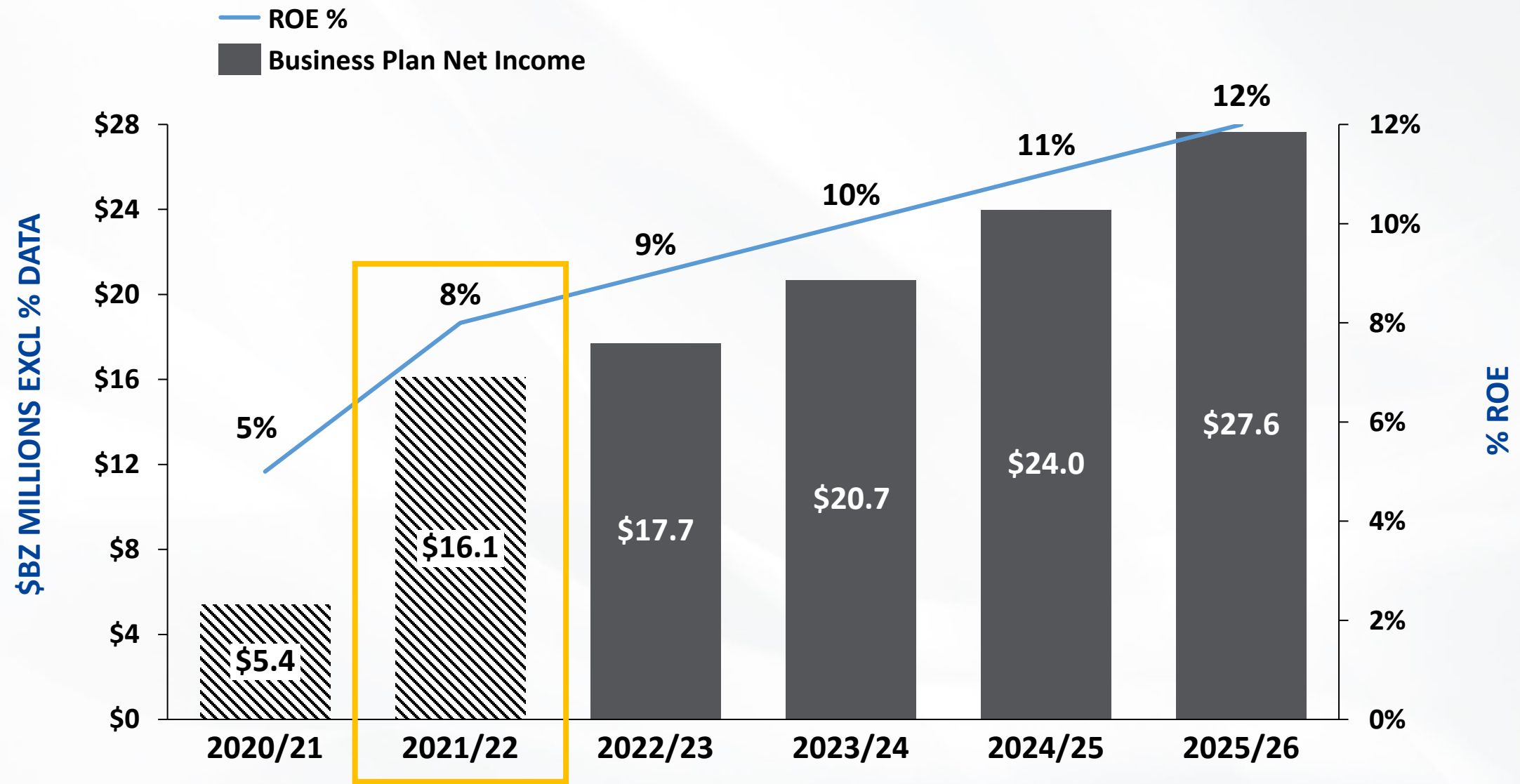
## GOALS

 <p><b>CUSTOMER CENTRIC FOCUS</b></p>	<p>Improve customer experience throughout the customer journeys by redesigned processes, digital transformation, Omnichannel, CVM and excellent CX measurement &amp; analysis</p>
 <p><b>ENGAGED WORKFORCE</b></p>	<p>Develop employees core competencies resulting in highly motivated workforce and inspiring and strong leadership</p>
 <p><b>REVENUE GROWTH</b></p>	<p>Monetize the investments by introducing new services, price/product revamp, bundling on existing networks</p>
 <p><b>INCREASE EBITDA</b></p>	<p>Operational Excellence program, embracing problem solving, cost leadership and execution excellence creating sustainable improvement in the value and delivery to customers</p>
 <p><b>DIVERSIFY REVENUES FROM CORE TELECOM</b></p>	<p>Expanding into non-core telecom business by introducing adjacent services and propositions in similar or new industries</p>

# 5 Year Business Plan Outlook

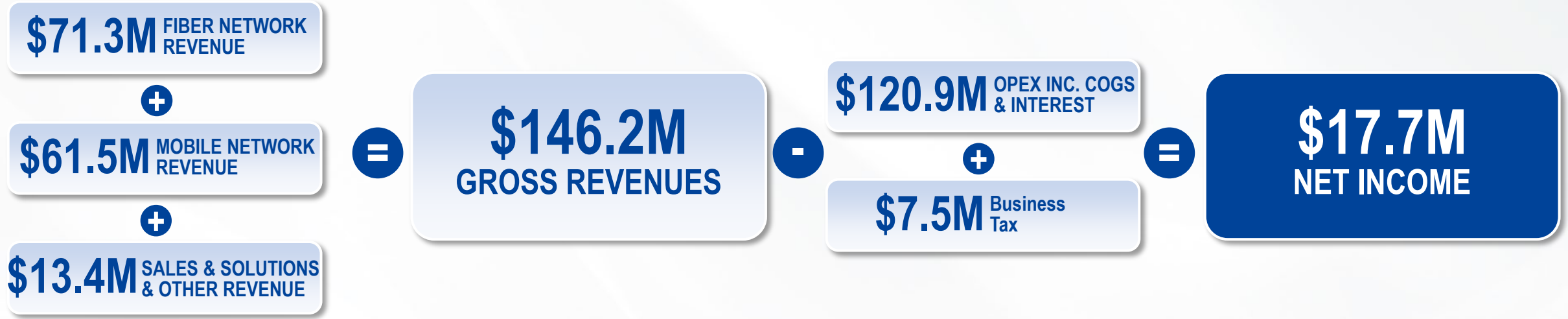
<b>Financial Measure BZ \$'000</b>	<b>Total FY 2021 Ended March 2022</b>	<b>Total FY 2022 Ended March 2023</b>	<b>Total FY 2023 Ended March 2024</b>	<b>Total FY 2024 Ended March 2025</b>	<b>Total FY 2025 Ended March 2026</b>
<b>GROSS REVENUE</b>	<b>\$141,331</b>	<b>\$146,169</b>	<b>\$154,559</b>	<b>\$158,476</b>	<b>\$163,684</b>
<b>Total Operating Expenses</b>	<b>\$125,245</b>	<b>\$128,464</b>	<b>\$133,888</b>	<b>\$134,521</b>	<b>\$136,039</b>
<b>NET INCOME</b>	<b>\$16,086</b>	<b>\$17,705</b>	<b>\$20,671</b>	<b>\$23,955</b>	<b>\$27,645</b>

# 5 YEAR BUSINESS PLAN NET INCOME AND RETURN ON EQUITY



# INCOME STATEMENT OVERVIEW FY 2022/2023

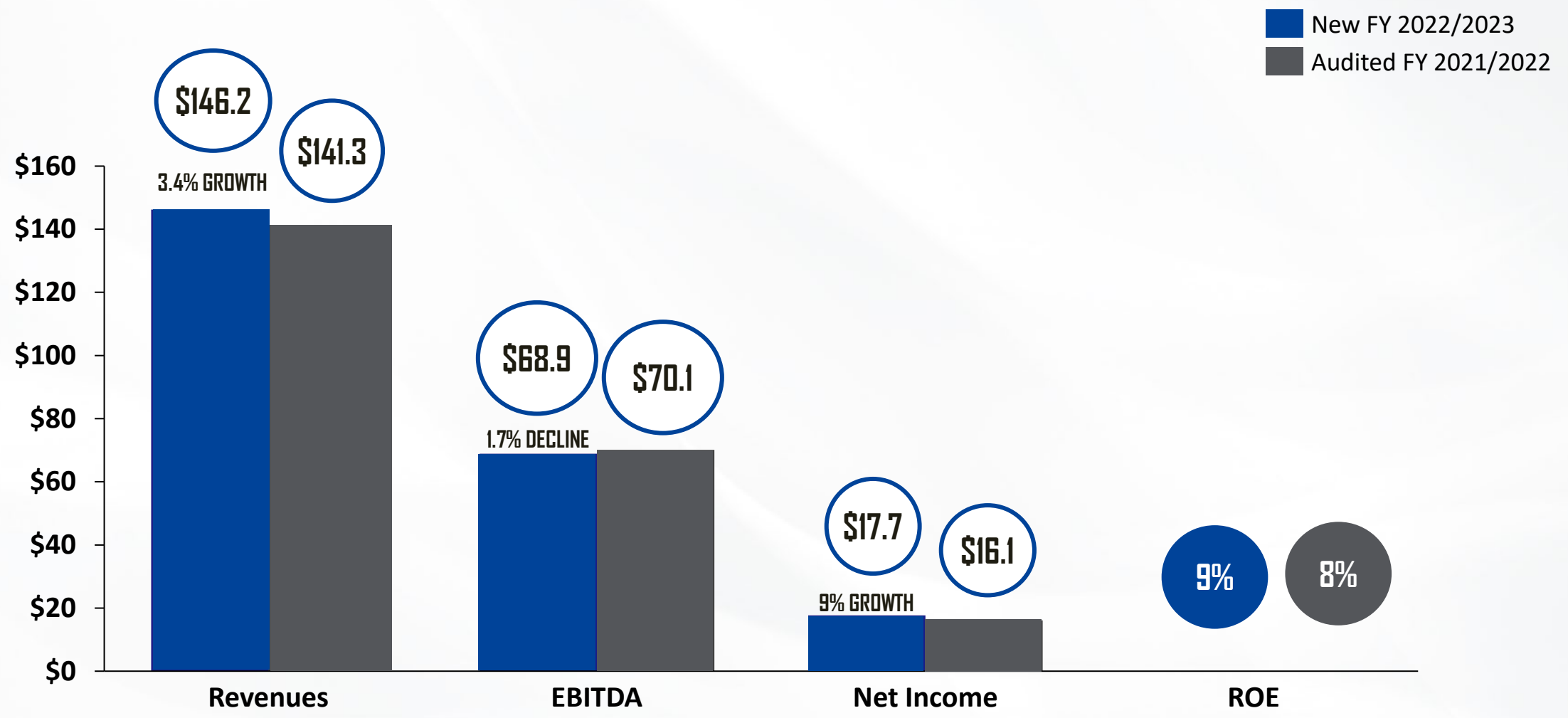
In BZ\$ millions except percent data, and those shown as cents/dollar



# FINANCIAL SUMMARY (APRIL-MARCH)



In BZ\$ millions except percent data, and those shown as cents/dollar





# PERFORMANCE YTD FY 2022/2023

## ACTUAL VS BUDGET

Thousands of Dollars <i>(except percent data)</i>	ACTUAL April 2022- August 2022	BUDGET April 2022- August 2022	\$ VARIANCE	% VARIANCE
<b>GROSS REVENUE</b>	<b>\$65,200</b>	<b>\$60,400</b>	<b>\$4,800</b>	<b>8%</b>
Total Operating Expenses	\$55,903	\$55,520	\$382	-1%
<b>NET INCOME</b>	<b>\$9,298</b>	<b>\$4,880</b>	<b>\$4,418</b>	<b>91%</b>

# CONTINUED GROWTH

- BTL is strong; business is growing; well positioned for Leading Belize's Digital Future
- Focused execution on value strategy and differentiation to support revenues
- Capital Expenditure focused on revenue growth areas
  - Expansion of over 20 new mobiles sites and 14 Fiber to the Home sites
- Continue building on revenue diversification new business models including growth through expansion opportunities
- Current full year revenue and profitability growth and on track



# THANK YOU

■ ——— Annual General Meeting 2021-2022 ——— ■