



Income Statement 損益表		(NT\$ mn. 新台幣百萬元)		12 months 2010	12 months 2011	% Change	Q1 2011	Q1 2012	% Change
Operating Revenue 營業收入				202,430	217,493	7.4%	52,475	55,418	5.6%
	Domestic Fixed Communications Business 國內固定通信			70,688	79,351	12.3%	19,200	18,998	-1.1%
	Local 市內網路			32,252	41,693	29.3%	9,822	10,012	1.9%
	DLD 長途網路			6,645	5,787	-12.9%	1,478	1,002	-32.2%
	Broadband 寬頻接取			20,319	20,421	0.5%	5,227	4,745	-9.2%
	Mobile Communications Business 行動通信			89,044	92,998	4.4%	22,844	25,582	12.0%
	Mobile Service 行動電話服務			73,050	70,889	-3.0%	17,680	17,670	-0.1%
	Sales of Mobile Handsets and Datacards 手機及行動網卡銷售			15,998	22,007	38.4%	5,140	7,902	53.7%
	Internet Business 網際網路			24,483	24,834	1.4%	6,082	6,186	1.7%
	HiNet Services HiNet上網			18,185	17,951	-1.3%	4,589	4,228	-7.9%
	International Fixed Communications Business 國際固定通信			15,534	15,218	-2.0%	3,794	3,644	-4.0%
	ILD 國際網路			12,863	12,422	-3.4%	3,128	2,920	-6.6%
	Others 其他			2,681	5,092	89.9%	555	1,008	81.6%
Operating Costs and Expenses 營業成本及費用				145,063	162,408	12.0%	38,531	44,087	14.4%
Operating Costs 營業成本	Operating Costs 營業成本			115,332	131,531	14.0%	31,243	36,622	17.2%
Operating Expenses 營業費用	Marketing 行銷			22,469	23,172	3.1%	5,466	5,600	2.5%
	General & Administrative 管理			4,012	4,180	4.2%	995	1,007	1.2%
	Research & Development 研究發展			3,250	3,525	8.5%	827	858	3.7%
Income from Operations 營業利益				57,367	55,085	-4.0%	13,944	11,331	-18.7%
	Operating Profit Margin(%) 營業利益率			28.34%	25.33%	-10.6%	26.57%	20.45%	-23.1%
EBITDA 利息、稅項、折舊及攤銷前之利潤 (Note註)				91,413	87,374	-4.4%	22,003	19,396	-11.8%
	EBITDA Margin(%) 攤銷前利潤率			45.16%	40.17%	-11.0%	41.93%	35.00%	-16.5%
Net Non-Operating Income and Gains (Expenses and Losses)				320	1,614	404.4%	492	502	2.0%
Income before Income Tax				57,687	56,699	-1.7%	14,436	11,833	-18.0%
Income Tax Expenses				9,129	8,604	-5.8%	2,319	1,955	-15.7%
Consolidated Net Income				48,558	48,095	-1.0%	12,117	9,878	-18.5%
Attributable to :									
Stockholders of the Parent				47,609	47,068	-1.1%	11,835	9,489	-19.8%
Minority Interests in Subsidiaries				949	1,027	8.2%	282	389	37.9%
	Net Income Margin(%)			23.52%	21.64%	-8.0%	22.55%	17.12%	-24.1%
Basic Earnings Per Share (NT\$)				4.91	6.04	23.0%	1.50	1.22	-18.7%
Diluted Earnings Per Share (NT\$)				4.89	6.03	23.3%	1.50	1.22	-18.7%

Chunghwa adopted formula "EBITDA = operating income + "D&A".

Cash Flow Statement 現金流量表		(NT\$ mn. 新台幣百萬元)		12 months 2010	12 months 2011	% Change	Q1 2011	Q1 2012	% Change
Net cash provided by operating activities 營業活動之現金流量				84,769	75,359	-11.1%	9,726	13,123	34.9%
Net cash provided by (used in) investing activities 投資活動之現金流量				(17,363)	(33,104)	-90.7%	(6,027)	(10,402)	-72.6%
Net cash provided by (used in) financing activities 融資活動之現金流量				(46,963)	(65,738)	-40.0%	(19,588)	(144)	99.3%
Effect of exchange rate changes 匯率影響數				(63)	111	276.2%	16	(28)	-275.0%
Effect of change on consolidated subsidiaries 合併個體變動影響數				(2,764)	(113)	95.9%	0	0	#DIV/0!
Net increase (decrease) in cash and cash equivalents 現金及約當現金淨增加				17,616	(23,485)	-233.3%	(15,873)	2,549	116.1%
Cash and cash equivalents at the beginning of period 期初現金及約當現金餘額				73,259	90,875	24.0%	90,875	67,390	-25.8%
Cash and cash equivalents at the end of period 期末現金及約當現金餘額				90,875	67,390	-25.8%	75,002	69,939	-6.8%

Balance Sheet 資產負債表		(NT\$ mn. 新台幣百萬元)		12.31.2010	12.31.2011	% Change	3.31.2011	3.31.2012	% Change
Total Assets 資產總計				454,311	442,920	-2.5%	445,573	449,395	0.9%
Current Assets: 流動資產				120,791	106,539	-11.8%	114,042	110,793	-2.8%
	Cash & Cash Equivalents 現金及約當現金			90,875	67,390	-25.8%	75,002	69,939	-6.8%
	Trade Notes & Accounts Receivable 應收票據及帳款(含應收關係人款項)			14,567	22,430	54.0%	19,558	22,076	12.9%
	Inventories 存貨-淨額			4,561	5,214	14.3%	5,735	5,402	-5.8%
	Others 其他			10,788	11,505	6.6%	13,747	13,376	-2.7%
Non-Current Assets: 非流動資產				333,520	336,381	0.9%	331,531	338,602	2.1%
	PP&E 固定資產淨額			305,730	302,612	-1.0%	301,713	300,699	-0.3%
	Long-term Investments 長期投資			13,867	19,876	43.3%	15,498	24,278	56.7%
	Intangible Assets 無形資產			6,856	6,330	-7.7%	6,649	6,128	-7.8%
	Others 其他			7,067	7,563	7.0%	7,671	7,497	-2.3%
Total Liabilities 負債合計				85,708	69,877	-18.5%	64,739	66,364	2.5%
Current Liabilities: 流動負債				72,341	59,280	-18.1%	51,341	55,840	8.8%
	Short-term Loans 短期借款			115	75	-34.8%	115	75	-34.8%
	Short-term Bills Payable 應付短期票券			230	0	-100.0%	30	0	-
	Current Portion of Long-term Loans 一年內到期之長期借款			309	702	127.1%	307	684	122.8%
	Trade Notes & Accounts Payable 應付票據及帳款(含應付關係人款項)			11,695	15,053	28.7%	9,341	12,997	39.1%
	Others 其他			59,992	43,450	-27.6%	41,548	42,084	1.3%
Non-Current Liabilities 非流動負債				13,367	10,597	-20.7%	13,398	10,524	-21.5%
	Long-term Loans 長期借款			3,148	1,058	-66.4%	3,123	1,050	-66.4%
	Others 其他			10,219	9,539	-6.7%	10,275	9,474	-7.8%
Equity attributable to stockholders of the parent 母公司股東權益				364,579	368,731	1.1%	376,388	378,299	0.5%
	Capital Stock 股本			77,575	77,575	0.0%	77,575	77,575	0.0%
	Capital Surplus 資本公積			169,515	169,536	0.0%	169,520	169,538	0.0%
	Retained Earnings 保留盈餘			111,653	115,866	3.8%	123,488	125,356	1.5%
	Others 其他			5,836	5,754	-1.4%	5,805	5,830	0.4%
Minority interests in subsidiaries 少數股權				4,024	4,312	7.2%	4,446	4,732	6.4%
Total Loans 借款合計				3,572	1,835	-48.6%	3,545	1,809	-49.0%
Net Debt 「借款合計」減「現金及約當現金」				(87,303)	(65,555)	24.9%	(71,457)	(68,130)	4.7%

Key Ratios		12 months 2010	12 months 2011	% Change	Q1 2011	Q1 2012	% Change
ROE 股東權益報酬率		12.9%	12.8%	-0.3%	12.8%	10.2%	-20.5%
ROA 總資產報酬率		10.8%	10.7%	-0.3%	10.8%	8.9%	-17.8%
Total Liabilities/Equity 負債權益比		23.3%	18.7%	-19.4%	17.0%	17.3%	1.9%
Net Debt/Equity		-23.7%	-17.6%	25.8%	-18.8%	-17.8%	5.2%



12 months 2010 12 months 2011 Q1 2011 Q1 2012

General Statistics 統計數字

Taiwan Population('000) 全國人口數(千人)	23,162	23,225	23,166	23,234
Total Market Fixed Line Subscribers('000) 固網市場總客戶數(千人)	12,696	12,679	12,854	12,601
Fixed Line Penetration 固網滲透率	54.81%	54.59%	55.49%	54.23%
Total Market Wireless Subscribers('000) 行動市場總客戶數(千人)	27,840	28,862	28,130	28,936
Wireless Penetration 行動滲透率	120.19%	124.27%	121.43%	124.54%

P.S. Total Wireless Subscribers include 2G, 3G and PHS. 行動市場總客戶數含2G、3G及PHS

Domestic Fixed Communication Business 國內固定通信

Subscribers 客戶數

CHT Fixed-line Subscribers('000) 本公司固網客戶數(千人)	12,307	12,081	12,288	11,983
CHT Broadband Subscribers ('000) 本公司寬頻客戶數(千人)	4,374	4,498	4,402	4,527

Market Share 市佔率

Local (By Subscribers) 市話(以客戶數計算)	96.9%	95.3%	95.6%	95.3%
DLD (By Minutes) 長途(以分鐘數計算)	76.1%	74.1%	74.6%	76.0%
Broadband 寬頻(以客戶數計算)	80.5%	79.2%	79.9%	79.9%

Total Minutes(mn) 總分鐘數

Local(excluding HiNet dial-up min.) 市話(不含HiNet撥接分鐘數)	13,671	12,557	3,120	2,889
DLD 長途	3,415	3,202	790	785

Broadband ARPU(NT\$) 客戶平均貢獻度(月平均數)

Narrowband 撥接	17	16	16	16
Broadband(ADSL+FTTB) 寬頻(含ADSL及光纖)	783	763	789	702

P.S. Starting from Q1 2011, data of Narrowband will stop to be announced. 自2011年第一季起，將不再公告撥接客戶數

Mobile Communication Business 行動

Total CHT Subscribers('000) 本公司客戶數(千人)	9,679	10,072	9,784	10,091
2G Subscribers('000) 2G客戶數(千人)	4,252	4,025	4,180	3,911
3G Subscribers('000) 3G客戶數(千人)	5,427	6,047	5,604	6,180

Pre/Post Paid 預付及月租型

Prepaid Subs as % of Total Subs 預付型客戶數佔總客戶數比例	9.8%	10.4%	9.8%	10.4%
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Market Share 市佔率

By Subscribers 依客戶數	34.8%	34.9%	34.8%	34.8%
By Revenues 依營業收入	34.2%	32.6%	33.1%	31.7%

P.S. Includes 2G, 3G, and PHS. 包含2G, 3G及PHS

Total Minutes(mn) 總分鐘數(百萬)

Incoming 來話	11,063	11,368	2,755	2,992
Outgoing 去話	10,190	10,898	2,648	2,945

Blended ARPU 全體客戶平均貢獻度

* ARPU加計接續費及過渡期費。	643	641	643	625
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Total VAS Revenues 行動增值營收

As % of Mobile Revenues 佔行動總營收之比例	15.13%	21.47%	19.93%	25.76%
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Churn Rate 離網率

	10.35%	11.52%	2.52%	3.39%
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Internet Business 網際網路

Total Subscribers 總客戶數

HiNet Subscribers ('000) HiNet客戶數(千人)	3,585	3,692	3,608	3,725
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Total HiNet VAS Revenue 寬頻增值營收

As % of HiNet Revenue HiNet增值佔HiNet營收比例	10.59%	12.09%	11.00%	11.99%
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International Fixed Communication Business 國際固定通信

Market Share 市佔率

ILD (By Minutes) 國際(以分鐘數計算)	58.37%	54.86%	59.82%	50.61%
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Total Minutes(mn) 總分鐘數

IDD (outgoing) 國際(去話)	2,715	2,560	701	640
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(NT\$ mn 新台幣百萬)

	12 months 2010	12 months 2011	% Change	Q1 2011	Q1 2012	% Change
	2010年度	2011年度	成長率	2011年第1季	2012年第1季	成長率
Domestic Fixed Communications Business 國內固定通信	14,260	16,569	16.2%	2,499	3,328	33.2%
Mobile Communications Business 行動通信	5,261	4,334	-17.6%	921	1,986	115.7%
Internet Business 網際網路	1,889	3,746	98.3%	628	798	27.1%
International Fixed Communications Business 國際固定通信	1,787	1,529	-14.4%	257	481	87.0%
Others 其他 (note 註)	1,420	698	-50.8%	72	96	33.4%
Total 合計	24,617	26,876	9.2%	4,376	6,689	52.9%
Consolidated Revenue 合併營收	202,430	217,493	7.4%	52,475	55,418	5.6%
Capex/Sales 資本支出佔營收比例	12.2%	12.4%	1.6%	8.3%	12.1%	44.7%

Note : (Others including 113 million Capex from subsidiaries in 12M 2011) 2011年度「其他」資本支出，含子公司之1.13億。
 (Others including 63 million Capex from subsidiaries in 12M 2010) 2010年度「其他」資本支出，含子公司之0.63億。
 (Others including 13 million Capex from subsidiaries in Q1 2012) 2012年第一季「其他」資本支出，含子公司之0.13億。
 (Others including 10 million Capex from subsidiaries in Q1 2011) 2011年第一季「其他」資本支出，含子公司之0.10億。