



Chunghwa Telecom

INVESTOR FACTSHEET

Q4 2015

Chunghwa Telecom is **the largest integrated telecom service provider in Taiwan**. The goal of the company is to be a value-creating and trustworthy company in providing information & communication services.

We are pleased with our strong financial and operating results for the full year of 2015, owing to our entire team's solid execution of our expansion strategies surrounding the 4G, ICT, and enterprise businesses. The consolidated revenues reached the highest point in our company's history, and EPS saw its best performance since 2012. Additionally, we accumulated 4.4 million 4G subscribers by the end of 2015, bringing our market share to 38.2%, and we expect to add another 2 million 4G subscribers in 2016. Despite numerous headwinds in the broadband business such as intensifying cable competition and 4G substitution, we managed to grow ARPU and increase revenues by upgrading subscribers to higher speed services.



Dr. Rick L. Tsai
Chairman and CEO

Our focus for 2016 will remain on expanding 4G, value-added and ICT services through leveraging our advantages as an integrated telecom services provider. We will continue to fortify our market leading position among Taiwanese mobile service providers through implementing our carrier aggregation ("CA") technology, which is supported by our acquisition of the 30 MHz 2.6G paired spectrum in December 2015. Supported by our comprehensive network infrastructure, marketing resources and R&D capacity, we are confident in our ability to maintain our leading market position in all our major businesses and boost growth momentum in 2016.

MARKET FACT

Market Cap	US\$23.54 Billion
NYSE Share Price	CHT US\$30.34
52 Week Low/High	US\$28.49/32.85
TSE Share Price	2412 NT\$100.5
52 Week Low/High	NT\$93.1/103.0
Shares Outstanding	7,757 Million

as of January 22, 2016

Source: Bloomberg

Taiwan's Telecom Leader / Strong Market Positions (a)

Q4 2015 Consolidated Revenue: NT\$62.22 bn (e)

- Domestic Fixed
 - #1 Local
 - 94.0% share by subs (11.18 mn subs)
 - 85.7% share by minutes
 - #1 DLD
 - 82.3% share by minutes
 - #1 Broadband access
 - 75.9% share by subs ^{(b)(c)} (4.50 mn subs)
- Mobile
 - #1 Mobile subscribers
 - 38.1% market share ^(d) (11.20 mn subs)
 - #1 Mobile revenue
 - 37.2% market share ^(e)
- Internet
 - #1 ISP
 - 68.3% share by subs (4.20 mn subs)
- International Fixed
 - #1 ILD
 - 57.7% share by minutes

Source: Company data, MOTC, and NCC statistics
 a) Market share as of Nov. 2015
 b) CHT access circuits were not included
 c) Excluding PwLAN subscriber numbers
 d) Includes 2G, 3G and 4G
 e) Revenues are based on T-IFRSs.

DIFFERENTIATING FACTORS

- Leading Position in Customer Access
- Extensive Product Portfolio with High Quality Services
- Branding & Scale Advantages
- Advanced Network & Technology Capabilities
- Financial Strengths

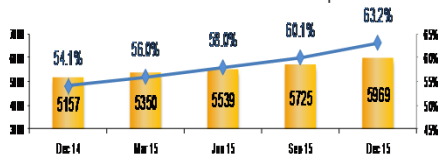
Leading Position in Mobile Market

Mobile Broadband Spectrum Advantage-3CA

- Having the largest 130MHz mobile broadband spectrum
- Being able to offer a faster theoretical peak speed via 3CA : 900MHz/1800MHz/2600MHz
- Enabling load balancing between high/low bands for best QoE
- Providing a solid foundation for developing IoT, video and value-added services

Mobile Internet Adoption

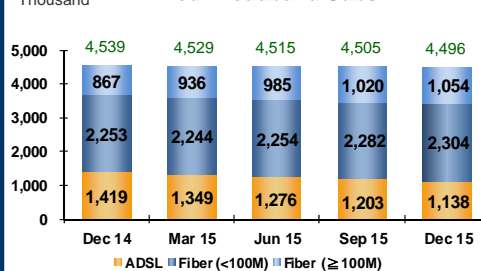
Mobile Internet Subs as % of Postpaid Subs



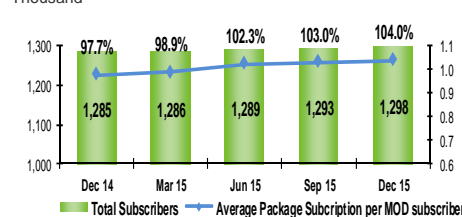
Note : Subscribers with mobile internet plan subscription.

#1 Broadband Provider

Fixed Broadband Subs



MOD Subs



中華電信股份有限公司
 Chunghwa Telecom Co., Ltd.
 For more information visit:
www.cht.com.tw/ir



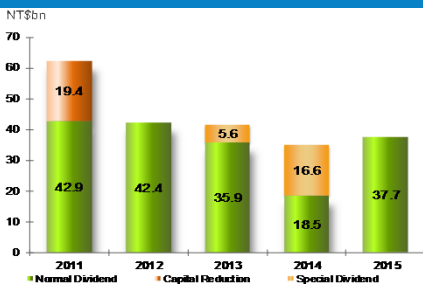
Chunghwa Telecom

Solid Financial Performance

Consolidated						
(NT\$b)	Q4 2015 (T-IFRSs)	Q4 2014 (T-IFRSs)	Growth Rate	2015 (T-IFRSs)	2014 (T-IFRSs)	Growth Rate
Revenues	62.22	59.63	4.3	231.79	226.61	2.3
Income from Operations	11.37	9.41	20.8	50.39	44.80	12.5
Net Income	9.47	8.07	17.3	42.82	38.62	10.9
Net Income Margin (%)	15.72	13.90	-	18.84	17.28	-
EPS	1.22	1.04	17.3	5.52	4.98	10.9
EBITDA	19.60	18.04	8.7	83.84	78.92	6.2
EBITDA Margin (%)	31.50	30.24	-	36.17	34.83	-

Note: Financials are prepared in accordance with T-IFRSs. /Net income attributable to owners of the parent. / Net income margin is based on consolidated net income (including net income attributable to NCI). /The calculation of growth rates is based on NT\$m. / Figures of 2015 are unaudited.

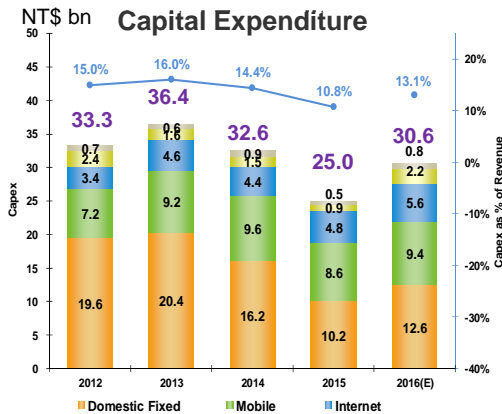
Committed to Improving Shareholder Value



2015 AGM resolved to distribute NT\$37.7 billion or NT\$4.8564 per share to shareholders

- Note:
- The cash return was calculated based on cash dividend and cash return from capital reduction.
 - 1 ADR = 10 common shares
 - The normal dividend has been calculated based on total share number 7,757,446,545 since year 2011.

Effective and Efficient Capital Expenditure



- Budgeted capex for 2016: NT\$30.6 bn
- Continue to focus on core businesses for future investments
 - 4G
 - FTTx
 - Service Platforms
 - IDC/ Cloud

Commitment to Corporate Social Responsibility



Awards

- Included in Dow Jones Sustainability World Index and Emerging Markets Index simultaneously for the successive 3 years
- Trusted Brands Platinum Award– by the Reader's Digest for the successive 11 years
- Excellence in Corporate Social Responsibility Award– by the Commonwealth magazine for the successive 9 years
- 2015 Best Practices Award for Taiwan Mobile Service Providers– by Frost & Sullivan
- Brand of the Year– Taiwan, 2015 World Branding Award– by World Branding Forum



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