



Chunghwa Telecom

INVESTOR FACTSHEET

Q3 2017

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.

Mr. Yu Cheng, Chairman and CEO of Chunghwa Telecom, stated, "The third quarter of 2017 was another quarter of stable financial and operating performance, during which we experienced revenue in-line with our expectations and better-than-expected net income results. In our mobile business, we maintained our leadership position with 36.9% market share in mobile subscribers and 37.3% market share in mobile revenue. We continue to maintain the lowest churn rate in the market. Additionally, we effectively executed our strategy to enhance our subsidy efficiency by re-allocating resources to guide mobile subscribers toward high-end plans, resulting in an encouraging result this quarter.

"We are also pleased with the progress of our other segments. The number of subscribers in our broadband business experienced another quarter-over-quarter increase, and we will continue to strengthen our high-speed service adoption to continue this growth. To enhance our IPTV platform, we rolled out OTT services, including Fox+ and KKTv, and, in August, we broadcasted the popular Taipei 2017 Summer Universiade in 4K. Our MOD subscriber base grew significantly in the third quarter, and we are pleased to see year-over-year revenue growth in this segment for several consecutive quarters. We continued to leverage our technology and network advantage to develop our ICT service, and we saw promising initial results on our IoT platform, which we showcased in our smart cities projects in Taiwan."

"Going forward, as we continue to sharpen our competitive edges in network infrastructure, IDC, and CDN, we remain committed to offering reliable, customized and complete ICT solutions, develop new opportunities in our innovative business lines, and establish a comprehensive ecosystem in this sector," Mr. Cheng concluded.



Mr. Yu Cheng
Chairman and CEO

MARKET FACT

Market Cap	US\$26.17 Billion
NYSE Share Price	CHT US\$33.73
52 Week Low/High	US\$31.28/36.37
TSE Share Price	2412 NT\$102.5
52 Week Low/High	NT\$99.5/112.5
Shares Outstanding	7,757 Million

as of Oct. 24, 2017 Source: Bloomberg

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

Q3 2017 Consolidated Revenue: NT\$56.42 bn (e)

- Domestic Fixed
 - #1 Local
 - 93.4% share by subs (10.80 mn subs)
 - 84.1% share by minutes
 - #1 DLD
 - 82.6% share by minutes
 - #1 Broadband access
 - 73.8% share by subs (b)(c) (4.47 mn subs)
- Mobile
 - #1 Mobile subscribers
 - 36.9% market share (d) (10.60 mn subs)
 - #1 Mobile revenue
 - 37.3% market share (d)(e)
- Internet
 - #1 ISP
 - 67.9% share by subs (4.15 mn subs)
- International Fixed
 - #1 ILD
 - 60.9% share by minutes

Source: Company data, MOTC, and NCC statistics

- a) Market share as of August 2017
- b) CHT access circuits were not included
- c) Excluding PWLAN subscriber numbers
- d) Includes 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

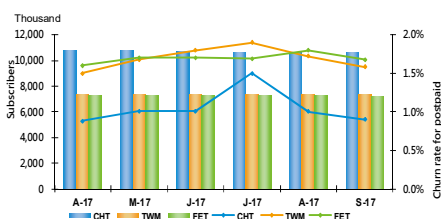
Leading Position in Mobile Market

Mobile Internet Subs as % of Postpaid Subs



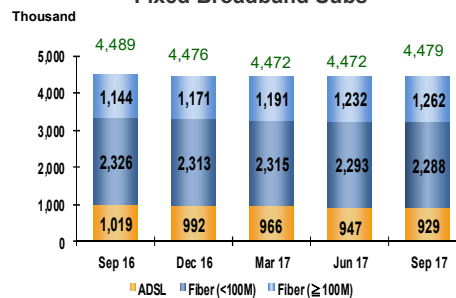
Note: Subscribers with mobile internet plan subscription.

Highest Subs & Lowest Churn

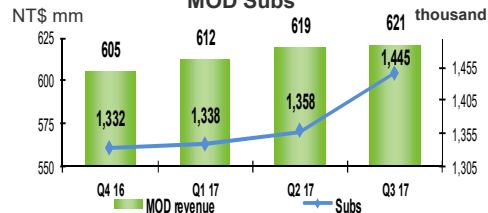


#1 Broadband Provider

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)	Q3 2017 (T-IFRSs)	Q3 2016 (T-IFRSs)	Growth Rate	9M 2017 (T-IFRSs)	9M 2016 (T-IFRSs)	Growth Rate
Revenues	56.42	58.52	(3.6)	166.63	171.66	(2.9)
Income from Operations	12.42	11.49	8.0	36.27	38.15	(4.9)
Net Income	10.15	9.58	6.0	30.19	32.31	(6.5)
Net Income Margin (%)	18.61	16.95	-	18.68	19.33	-
EPS	1.31	1.23	6.0	3.89	4.16	(6.5)
EBITDA	20.22	19.59	3.3	60.18	62.49	(3.7)
EBITDA Margin (%)	35.84	33.47	-	36.11	36.40	-

Note: Financials are prepared in accordance with T-IFRSs. Figures for Q2 2017 are unaudited. /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.

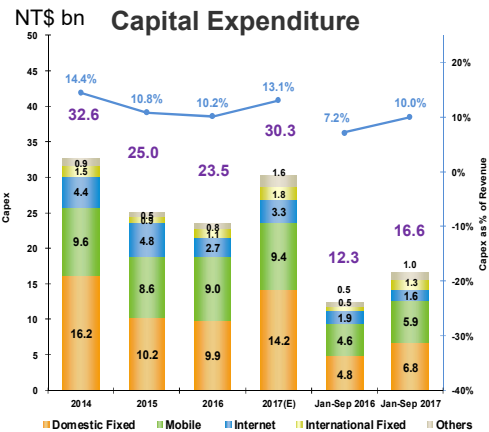
Committed to Improving Shareholder Value



- 2017 AGM resolved to distribute NT\$38.3 billion to shareholders
 - NT\$4.9419 per share
 - payout ratio 95.7%

Note:
 1. 1 ADR = 10 common shares
 2. 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 2017: NT\$30.3 bn
- Continue to focus on core businesses for future investments
 - FTTx
 - 4G
 - IDC/ Cloud
 - Service Platforms

Commitment to Corporate Social Responsibility



Awards

- Included in Dow Jones Sustainability Emerging Markets Index simultaneously for the successive 6 years
- Winner of the National Brand of the Year Award awarded by World Branding Forum for the three years in a row
- Trusted Brands Platinum Award– by the Reader’s Digest for the successive 13 years
- Excellence in Corporate Social Responsibility Award– by the Global Views Monthly magazine for the successive 2 years
- 2016 Best Practices Award for Asia Pacific LTE Service Provider of the Year– by Frost & Sullivan



Contact:

Fu-Fu Shen
 Director of Investor Relations
 Public Affairs Department
 +886-2-2344-5488
 chtir@cht.com.tw

For more information visit:
www.cht.com.tw/ir