



中華電信  
Chunghwa Telecom

# 4Q 2018 Operating Results

January 30, 2019

# Disclaimer

## STATEMENT REGARDING UNAUDITED FINANCIAL INFORMATION

The unaudited financial information under T-IFRSs in this presentation is preliminary and subject to adjustments and modifications. Adjustments and modifications to the financial statements may be identified during the course of the audit /review work, which could result in significant differences from this preliminary unaudited financial information.

## NOTE CONCERNING FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements. These statements constitute “forward-looking” statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and as defined in the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by terminology such as “will,” “expects,” “anticipates,” “future,” “intends,” “plans,” “believes,” “estimates” and similar statements. Statements that are not historical facts, including statements about Chunghwa’s beliefs and expectations, are forward-looking statements. Forward-looking statements involve inherent risks and uncertainties that could cause actual results to differ materially from the forward-looking statements. A number of important factors could cause actual results to differ materially from those contained in any forward-looking statement. Investors are cautioned that actual events and results could differ materially from those statements as a result of a number of factors including, but not limited to the risks outlined in Chunghwa’s filings with the U.S. Securities and Exchange Commission on Forms F-1, F-3, 6-K and 20-F, in each case as amended. The forward-looking statements in this presentation reflect the current belief of Chunghwa as of the date of this presentation and Chunghwa undertakes no obligation to update these forward-looking statements for events or circumstances that occur subsequent to such date, except as required under applicable law.

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## SPECIAL NOTE REGARDING NON-GAAP FINANCIAL MEASURES

A body of generally accepted accounting principles is commonly referred to as "GAAP". A non-GAAP financial measure is generally defined by the SEC as one that purports to measure historical or future financial performance, financial position or cash flows but excludes or includes amounts that would not be so adjusted in the most comparable U.S. GAAP measure. We disclose in this report certain non-GAAP financial measures, including EBITDA. EBITDA for any period is defined as consolidated net income (loss) excluding (i) depreciation and amortization, (ii) total net comprehensive financing cost (which is comprised of net interest expense, exchange gain or loss, monetary position gain or loss and other financing costs and derivative transactions), (iii) other expenses, net, (iv) income tax, (v) cumulative effect of change in accounting principle, net of tax and (vi) (income) loss from discontinued operations.

In managing our business we rely on EBITDA as a means of assessing our operating performance. We believe that EBITDA can be useful to facilitate comparisons of operating performance between periods and with other companies because it excludes the effect of (i) depreciation and amortization, which represents a non-cash charge to earnings, (ii) certain financing costs, which are significantly affected by external factors, including interest rates, foreign currency exchange rates and inflation rates, which have little or no bearing on our operating performance, (iii) income tax and tax on assets and statutory employee profit sharing, which is similar to a tax on income and (iv) other expenses or income not related to the operation of the business.

EBITDA is not a measure of financial performance under U.S. GAAP or T-IFRSs. EBITDA should not be considered as an alternate measure of net income or income from operations, as determined on a consolidated basis using amounts derived from statements of operations prepared in accordance with U.S. GAAP or T-IFRSs, as an indicator of operating performance or as cash flows from operating activity or as a measure of liquidity. EBITDA has material limitations that impair its value as a measure of a company's overall profitability since it does not address certain ongoing costs of our business that could significantly affect profitability such as financial expenses and income taxes, depreciation, pension plan reserves or capital expenditures and associated charges. These non-GAAP measures are not in accordance with or an alternative for GAAP financial data, the non-GAAP results should be reviewed together with the GAAP results and are not intended to serve as a substitute for results under GAAP, and may be different from non-GAAP measures used by other companies.



# **Business Overview**



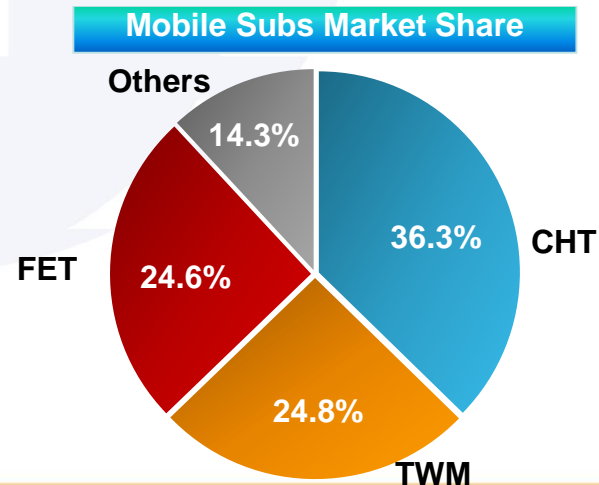
# Chunghwa Telecom Overview

## Strong Market Position <sup>(a)</sup>

- Domestic Fixed
  - #1 Local
    - 93.0% share by subs (10.45mn subs)
    - 83.9% share by minutes
  - #1 DLD
    - 82.9% share by minutes
  - #1 Broadband access
    - 71.4% share by subs <sup>(b)(c)</sup> (4.52 mn subs)
- Mobile
  - #1 Mobile subscribers
    - 36.3% market share <sup>(d)</sup> (10.58mn subs)
  - #1 Mobile revenue
    - 37.8% market share <sup>(d)(e)</sup>
- Internet
  - #1 ISP
    - 67.1% share by subs (4.10mn subs)
- International Fixed
  - #1 ILD
    - 70.2% share by minutes

## Operational Strategies

- Streamline services and strengthen profitability
- Capitalize and remain at the forefront of digital convergence trends
- Leverage governments' new southbound development policy
- Broaden corporate governance initiatives
- Continue to invest in talent and R&D

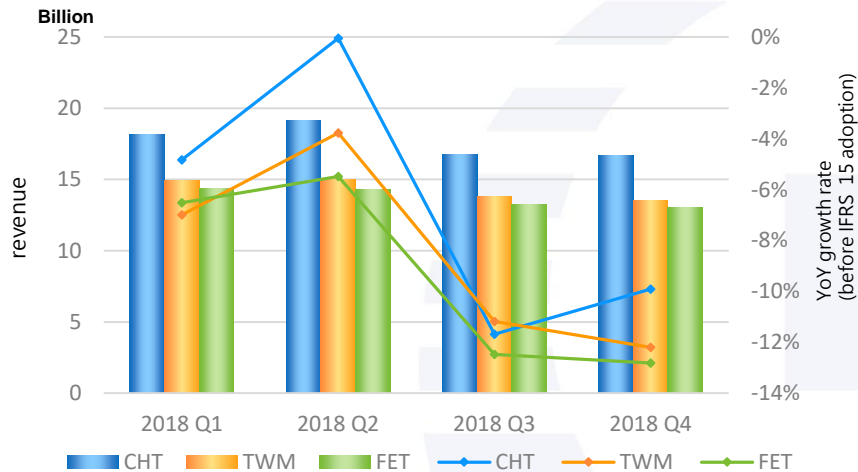


Source: Company data, MOTC, and NCC statistics

- a) Market share as of November 2018
- b) CHT access circuits were not included
- c) Excluding PWLAN subscriber numbers
- d) Includes 3G and 4G
- e) Revenues are based on T-IFRSs .

# Number One Mobile Services Provider

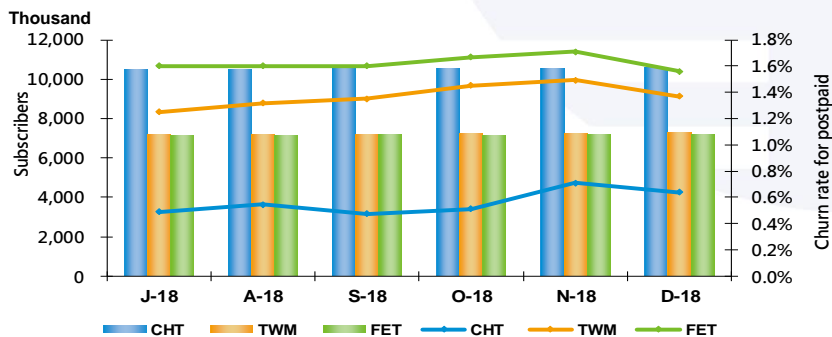
## Mobile Service Revenue



## Strategy

- Expand IoT services over NB-IoT and Cat-M1 network
- Offer diversified rate plans and product portfolio to satisfy customer demands
- Strengthen subscriber acquisition and retention initiatives
- Promote VAS and new applications
- Grow enterprise customers revenues

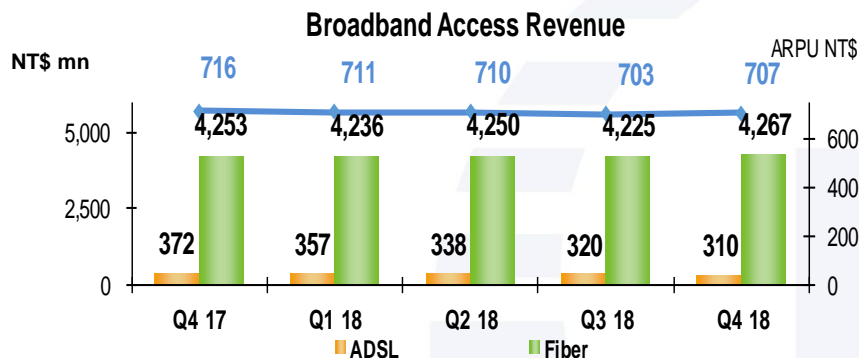
## Highest Subs & Lowest Churn



Note : Churn rate for postpaid subscribers

# Fixed Broadband and Internet Services

## Performance

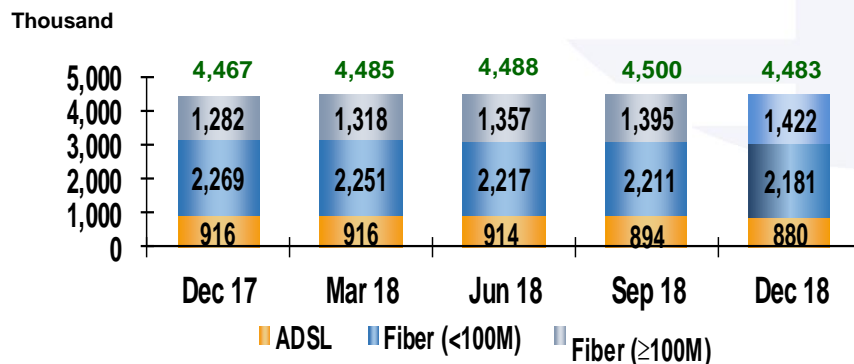


Note 1 : Broadband ARPU is calculated as access plus ISP

Note 2 : Revenue is calculated based on T-IFRSs

Note 3 : Revenue starting from 2018 are calculated in accordance with IFRS 15

## Fixed Broadband Subs



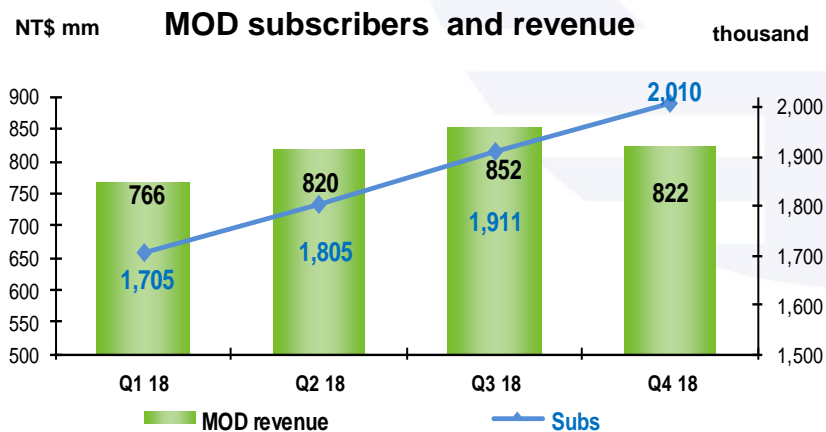
## Strategy

- Leverage network capability to offer high-speed upload service
- Leverage Big Data capability for precision marketing and precision network construction
- Leverage mobile, broadband and Wi-Fi capabilities to offer seamless internet services
- Expedite CDN construction and OTT promotion to enhance digital convergence product competitiveness
- Continue to execute the strategy of encouraging FTTx migration to 300Mbps or higher

# MOD/ IPTV Service

## Performance

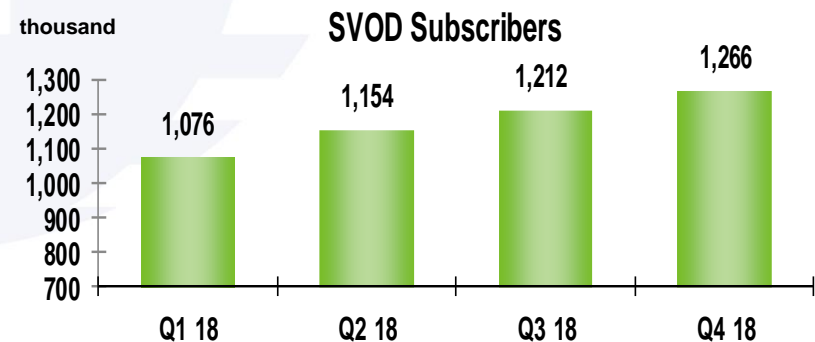
- Accumulated subscription for 2018 grew 25.5% YoY
- Accumulated revenue for 2018 grew 27.7% YoY
- Accumulated revenue from advertisement for 2018 grew 76% YoY
- Subscriber market share (CATV+IPTV) grew to 27.2% in Q3 2018



Note : Revenue starting from 2018 are calculated in accordance with IFRS 15

## Strategy

- Continue to enrich content, including movies, drama, TV series and cartoons for SVOD
- Leverage the existing broadband and 4G mobile subscriber base to grow MOD subscribers
- Carry OTT and 4K service on the platform to make MOD the smart home hub
- Differentiate products by acquiring sports contents including eSports



SVOD : Subscription Video on Demand

# Enterprise ICT Initiatives

## Performance

- IDC revenue for 4Q18 grew 16.7% YoY
- Accumulated IDC revenue for 2018 grew 22.4% YoY
- Continue acquiring Fintech projects with FIDO, information security, cloud computing and big data analysis services as well as Fintech patents

Note: FIDO refers to “Fast ID Online”

## Strategy

- Leverage our advantage on network infrastructure, IDC, CDN, ect. to expand ICT business
- Deploy nationwide NB-IoT/Cat M1 dual network to provide high-efficiency and quality IoT service via our IoT Platform
- Launch highest-rated cloud IDC to further explore business opportunities in finance, ISP and ICP/OTT industries
- Offer ICT total solutions by integrating our capabilities on cloud, information security, big data analysis, IoT, AI, block chain and customization
- Cooperate with partners to develop an ecosystem to provide IoT services across various industries





# Financials Overview



# Financials: Income Statement Highlights

(NT\$bn)	Consolidated					
	Q4 2018 (Upon the adoption of IFRS 15)	Q4 2017 (Before the adoption of IFRS 15)	Growth %	2018 (Upon the adoption of IFRS 15)	2017 (Before the adoption of IFRS 15)	Growth %
<b>Revenues</b>	<b>55.46</b>	<b>60.88</b>	<b>(8.9)</b>	<b>215.46</b>	<b>227.51</b>	<b>(5.3)</b>
<b>Operating Costs and Expenses</b>	<b>45.45</b>	<b>50.38</b>	<b>(9.8)</b>	<b>171.94</b>	<b>180.71</b>	<b>(4.9)</b>
<b>Income from Operations</b>	<b>10.21</b>	<b>10.43</b>	<b>(2.1)</b>	<b>43.62</b>	<b>46.70</b>	<b>(6.6)</b>
<b>Net Income<sup>2</sup></b>	<b>8.42</b>	<b>8.68</b>	<b>(3.0)</b>	<b>35.52</b>	<b>38.87</b>	<b>(8.6)</b>
<b>Net Income Margin<sup>3</sup> (%)</b>	<b>15.67</b>	<b>14.65</b>	<b>-</b>	<b>16.93</b>	<b>17.60</b>	<b>-</b>
<b>EPS</b>	<b>1.09</b>	<b>1.12</b>	<b>(3.0)</b>	<b>4.58</b>	<b>5.01</b>	<b>(8.6)</b>
<b>EBITDA</b>	<b>18.19</b>	<b>18.42</b>	<b>(1.3)</b>	<b>75.49</b>	<b>78.60</b>	<b>(4.0)</b>
<b>EBITDA Margin (%)</b>	<b>32.79</b>	<b>30.26</b>	<b>-</b>	<b>35.04</b>	<b>34.55</b>	<b>-</b>

Note:

1. Financials are prepared in accordance with T-IFRSs. Figures for 2018 are unaudited.
2. Net income attributable to owners of the parent.
3. Net income margin is based on consolidated net income (including net income attributable to NCI).
4. EBITDA = operating income + Depreciation & Amortization.
5. The calculation of growth rates is based on NT\$m.

# Financials: Business Segment Revenues

(NT\$bn)	Q4 2018	Q4 2017	Growth %	2018	2017	Growth %
<b>Domestic Fixed</b>	<b>18.02</b>	<b>19.60</b>	<b>(8.1)</b>	<b>66.75</b>	<b>71.14</b>	<b>(6.2)</b>
Local	6.73	7.21	(6.6)	27.57	29.60	(6.9)
DLD	0.59	0.65	(9.9)	2.43	2.65	(8.4)
Broadband Access	4.58	4.63	(1.0)	18.30	18.68	(2.0)
MOD	0.82	0.70	17.4	3.26	2.55	27.7
<b>Mobile</b>	<b>25.03</b>	<b>28.97</b>	<b>(13.6)</b>	<b>100.94</b>	<b>109.38</b>	<b>(7.7)</b>
Mobile Service Revenue	15.04	18.56	(19.0)	63.91	75.82	(15.7)
Sales of Mobile Handsets, and Data Cards	9.61	9.97	(3.5)	35.70	32.20	10.9
<b>Internet</b>	<b>8.50</b>	<b>7.73</b>	<b>9.9</b>	<b>29.81</b>	<b>28.92</b>	<b>3.1</b>
Data Communications	5.32	5.35	(0.6)	21.14	21.37	(1.1)
Application VAS	2.27	1.73	31.3	6.04	5.20	16.3
<b>International Fixed</b>	<b>3.00</b>	<b>3.55</b>	<b>(15.4)</b>	<b>13.41</b>	<b>13.55</b>	<b>(1.0)</b>
ILD	1.09	1.80	(39.5)	6.56	7.38	(11.2)
Leased line	0.58	0.53	10.2	2.16	1.95	10.9
<b>Others</b>	<b>0.91</b>	<b>1.03</b>	<b>(11.8)</b>	<b>4.55</b>	<b>4.53</b>	<b>0.3</b>
<b>Total</b>	<b>55.46</b>	<b>60.88</b>	<b>(8.9)</b>	<b>215.46</b>	<b>227.51</b>	<b>(5.3)</b>

Note:

1. Financials are prepared in accordance with T-IFRSs. Figures for 2018 are unaudited.
2. The calculation of growth rates is based on NT\$ mn.
3. Businesses shown under each segment are highlighted; therefore, sum of the highlighted revenues is not equal to the total.

# Financials: Costs & Expenses

(NT\$bn)	Consolidated					
	Q4 2018 (Upon the adoption of IFRS 15)	Q4 2017 (Before the adoption of IFRS 15)	Growth %	2018 (Upon the adoption of IFRS 15)	2017 (Before the adoption of IFRS 15)	Growth %
<b>Operating Costs</b>	<b>37.46</b>	<b>41.48</b>	<b>(9.7)</b>	<b>139.53</b>	<b>146.84</b>	<b>(5.0)</b>
<b>Operating Expenses</b>	<b>7.99</b>	<b>8.90</b>	<b>(10.2)</b>	<b>32.41</b>	<b>33.87</b>	<b>(4.3)</b>
<b>Marketing</b>	<b>5.90</b>	<b>6.65</b>	<b>(11.2)</b>	<b>24.08</b>	<b>25.36</b>	<b>(5.1)</b>
<b>General and Administrative</b>	<b>1.15</b>	<b>1.19</b>	<b>(3.2)</b>	<b>4.61</b>	<b>4.63</b>	<b>(0.5)</b>
<b>R&amp;D Expense</b>	<b>0.94</b>	<b>1.06</b>	<b>(11.5)</b>	<b>3.72</b>	<b>3.88</b>	<b>(4.1)</b>
<b>Total</b>	<b>45.45</b>	<b>50.38</b>	<b>(9.8)</b>	<b>171.94</b>	<b>180.71</b>	<b>(4.9)</b>

Note:

1. Financials are prepared in accordance with T-IFRSs. Figures for 2018 are unaudited.
2. The calculation of growth rates is based on NT\$ mn.

# Financials: Cash Flow

(NT\$bn)	Consolidated					
	Q4 2018 (Upon the adoption of IFRS 15)	Q4 2017 (Before the adoption of IFRS 15)	Growth %	2018 (Upon the adoption of IFRS 15)	2017 (Before the adoption of IFRS 15)	Growth %
Net Cash Flow from Operating Activities	20.11	25.00	(19.6)	66.32	70.93	(6.5)
CapEx	9.21	10.28	(10.5)	28.55	26.88	6.2
Free Cash Flow	10.90	14.72	(25.9)	37.77	44.05	(14.3)
Cash and Cash Equivalents at the end of period	27.66	28.83	(4.1)	27.66	28.83	(4.1)

Note:

1. Financials are prepared in accordance with T-IFRSs. Figures for 2018 are unaudited.
2. The calculation of growth rates is based on NT\$ mn.
3. Free cash flow is calculated by subtracting CapEx from Net Cash Flows from Operating Activities.

# Operating Results vs. Forecast

(NT\$bn)	Consolidated					
	Q4 2018 (A)	Q4 2018 (E)	Achieving %	2018 (A)	2018 (E)	Achieving %
Revenues	55.46	63.61 ~ 64.33	86.2 ~ 87.2	215.46	231.47 ~ 232.97	92.5 ~ 93.1
Operating Costs and Expenses	45.45	51.31 ~ 51.73	87.9 ~ 88.6	171.94	182.07 ~ 184.24	93.3 ~ 94.4
Income from Operations	10.21	11.86 ~ 13.00	78.6 ~ 86.1	43.62	47.17 ~ 50.84	85.8 ~ 92.5
Net Income <sup>2</sup>	8.42	9.31 ~ 10.24	82.3 ~ 90.5	35.52	37.25 ~ 40.31	88.1 ~ 95.3
EPS	1.09	1.20 ~ 1.32	82.3 ~ 90.5	4.58	4.80 ~ 5.20	88.1 ~ 95.3
EBITDA	18.19	19.85 ~ 20.99	86.6 ~ 91.6	75.49	79.11 ~ 82.79	91.2 ~ 95.4
EBITDA Margin (%)	32.79	31.21 ~ 32.63	-	35.04	34.18 ~ 35.51	-

- Note:
1. Financials are prepared in accordance with T-IFRSs. Figures for 2018 are unaudited.
  2. Net income attributable to owners of the parent.
  3. EBITDA = operating income + Depreciation & Amortization.

# 2019 Forecast

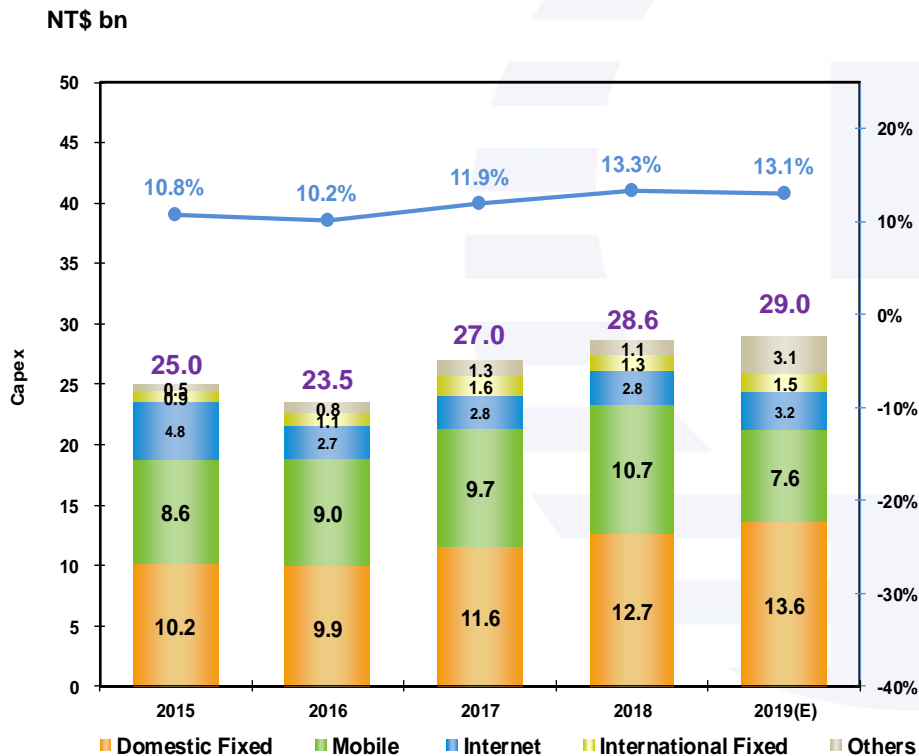
(NT\$bn)	Consolidated		
	2019 (E)	2018	Growth %
Revenues	<b>220.56 ~ 222.91</b>	<b>215.46</b>	<b>2.4 ~ 3.5</b>
Operating Costs and Expenses	<b>177.84 ~ 178.25</b>	<b>171.94</b>	<b>3.4 ~ 3.7</b>
Income from Operations	<b>42.69 ~ 44.63</b>	<b>43.62</b>	<b>(2.1) ~ 2.3</b>
Net Income <sup>2</sup>	<b>34.11 ~ 35.68</b>	<b>35.52</b>	<b>(4.0) ~ 0.5</b>
EPS	<b>4.40 ~ 4.60</b>	<b>4.58</b>	<b>(4.0) ~ 0.5</b>
EBITDA	<b>78.03 ~ 79.95</b>	<b>75.49</b>	<b>3.4 ~ 5.9</b>
EBITDA Margin (%)	<b>35.38 ~ 35.87</b>	<b>35.04</b>	<b>-</b>

Note :

1. Financials are prepared in accordance with T-IFRSs. Figures for 2018 are unaudited.
2. Net income attributable to owners of the parent.
3. The information therein is predictive and will not necessarily be fully realized in the future, and that reference to the company's significant accounting policy and summary of basic assumptions shall be made for further details.

# Effective and Efficient Capital Expenditure

## Capital Expenditure



- Budgeted capex for 2019: NT\$29.0 bn
- Continue to focus on core businesses for future investments
  - FTTx
  - Mobile broadband
  - IDC/ Cloud
  - Service Platforms





# Q&A

