



中華電信  
Chunghwa Telecom

# 2024年第1季 營運報告

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Non-deal Roadshow

2024年5月13日

日本東京

## 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.

This presentation is not an offer of securities for sale in the United States. Securities may not be offered or sold in the United States absent registration or an exemption from registration. Any public offering of securities to be made in the United States will be made by means of a prospectus that may be obtained from the issuer or selling security holder and that will contain detailed information about the company and management, as well as financial statements.

## 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.

## 市場合併

■ 台灣電信業者合併後，中華電信持續擴大領先差距

■ Sub 6GHz 頻譜領先優勢

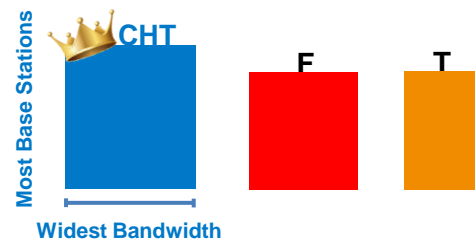
✓ 行動寬頻主流頻段Sub-6GHz，最大可使用頻寬、最大連續頻寬

	CHT	New F	New T
Sub 6GHz	290MHz	280MHz	270MHz

■ 最大容量、最大涵蓋、最高速率

✓ 擁有全台最多行動基地台

✓ 獨家推出5G雙頻段CA (3.5GHz+2.1GHz)，  
唯一5G下載速率理論峰值超過2Gbps



■ 最佳發展潛力之28GHz

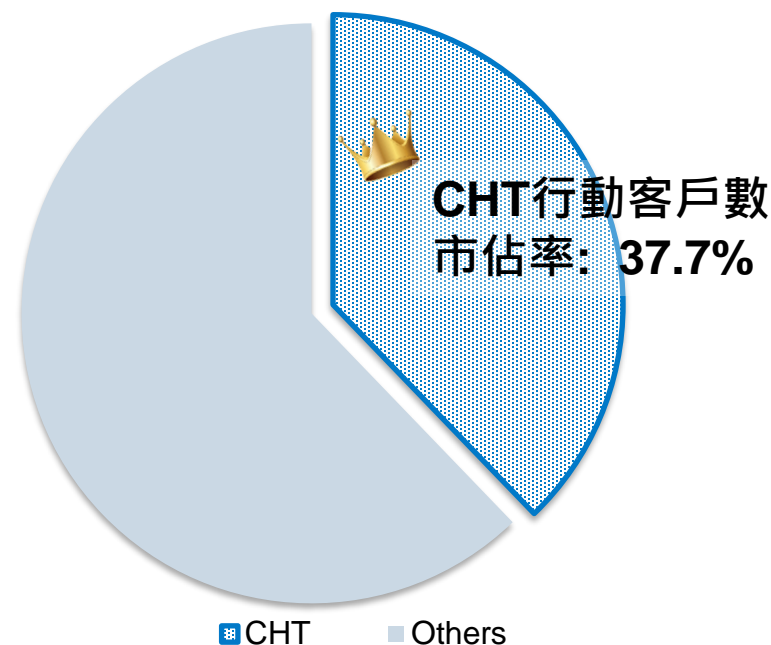
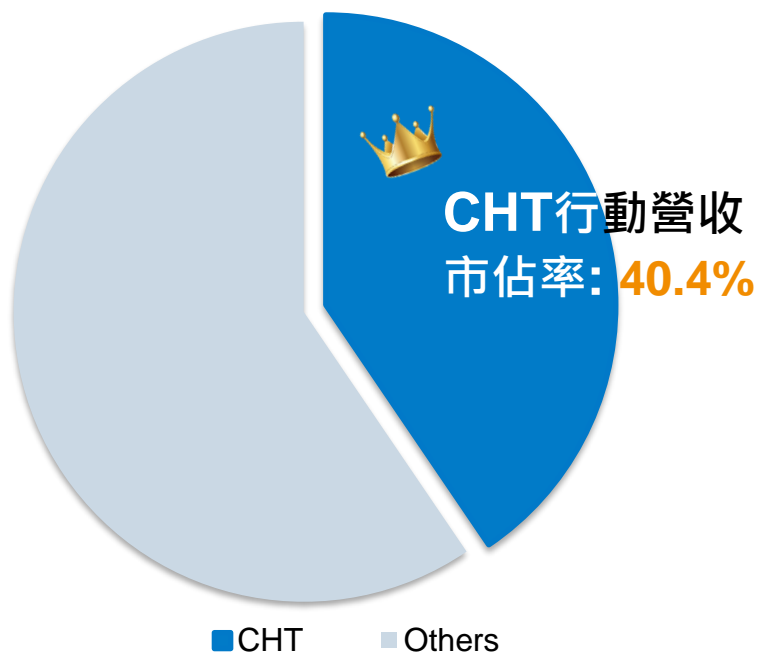
✓ 28GHz頻譜資源相鄰尚未競標、可供衛星使用頻段 (27.5GHz-27.9GHz)

✓ 最具潛力可擴充連續28GHz頻寬空間，供未來5G及衛星需求之用



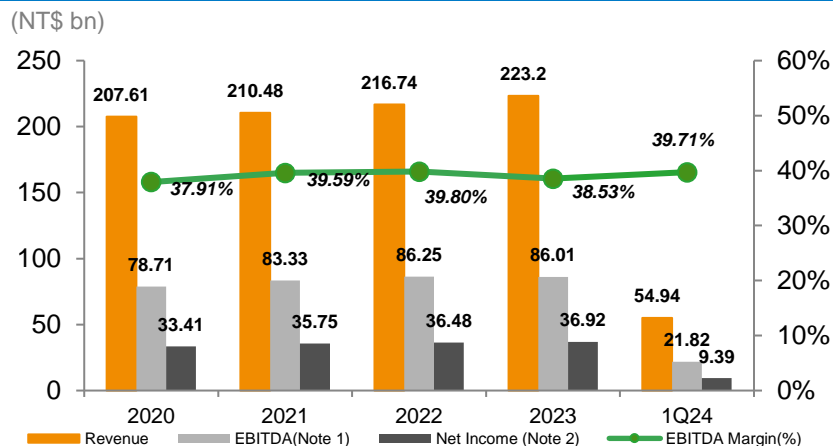
F+A超額頻寬100MHz，需於2024/6前完成處理

## 行動營收及客戶數市占 #1

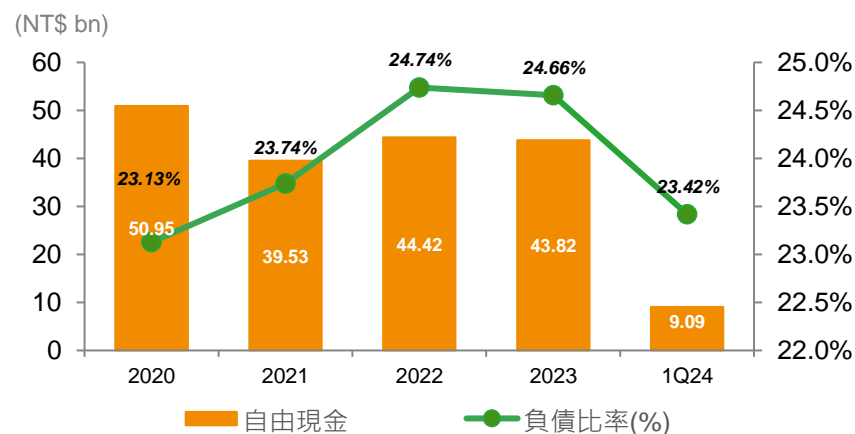


資料來源: 公司網站、NCC數值  
營收-2024年1-3月份  
客戶數-截至2024年3月份  
註: 營收定義係依據 (不包含IoT SIMs)

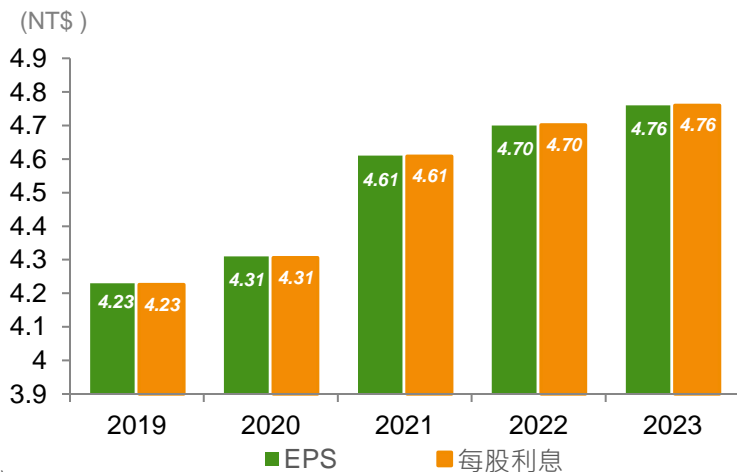
## 營收及利潤走升



## 強勁的資產負債及現金流表現



## 每股盈餘上升及穩定的股息



- 營收及利潤持續攀升
- EBITDA 利潤率穩定成長
- 在三家電信業者的市場中，營運表現持續展現成長動能
- 穩健的資產負債及強勁的自由現金流，奠定未來擴展基礎
- 股息發放穩定且可預測

註：  
 1. EBITDA = 營業淨利+折舊與攤銷  
 2. 淨利為歸屬於母公司業主之淨利  
 3. 成長率係以百萬元為單位之數字計算

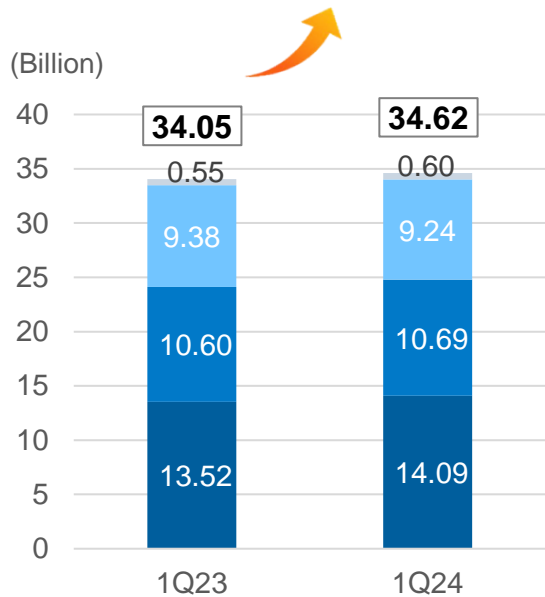
# 事業群

## 1Q24 財務表現

### 個人家庭事業群

- 成長策略：核心業務+內容+建立生態圈
- 稅前淨利+3.7% YoY

Rev +1.7% YoY

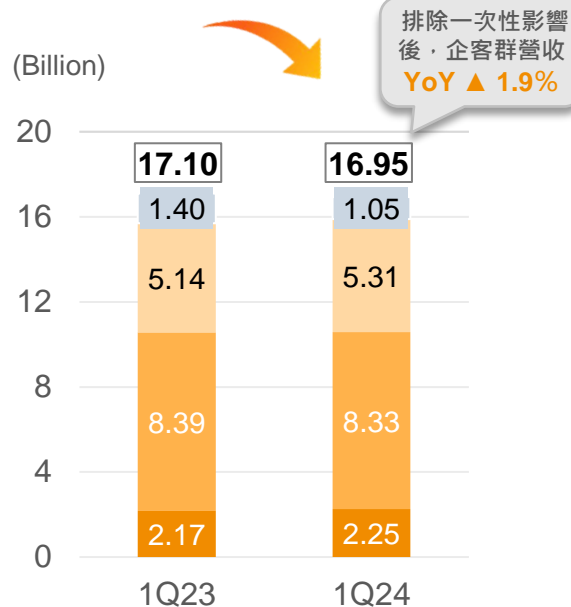


■ 行動服務 ■ 固網服務 ■ 銷貨收入 ■ 其他

### 企業客戶事業群

- ICT業務穩定成長
- 企客新興業務營收年成長+5.2% YoY
- 稅前淨利-13.4% YoY; 排除一次性影響後，稅前淨利 -1.5% YoY

Rev -0.9% YoY

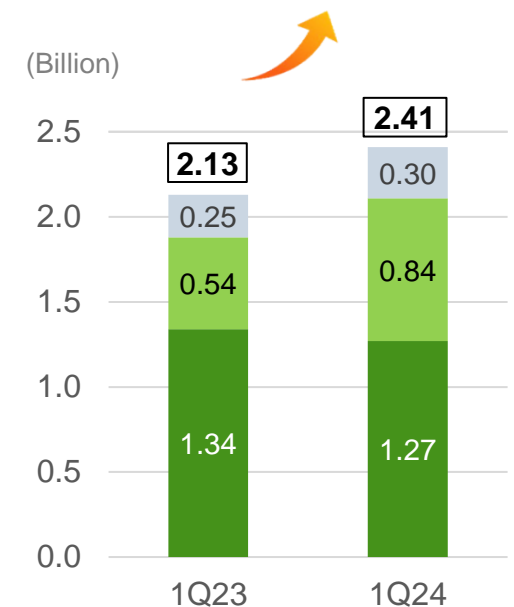


■ 行動服務 ■ 固網服務 ■ ICT 業務 ■ 其他

### 國際客戶事業群

- 受台商全球佈局的需求帶動，國際ICT專案成長動能強勁
- 稅前淨利+23.5% YoY

Rev +13.3% YoY



■ 固網服務 ■ ICT 業務 ■ 其他

### 內容產業

- 維持全台最大影音平台
  - ✓ 獨家取得2024巴黎夏季奧運轉播權，提供更多優質內容
- 擴展內容產業布局
  - ✓ 全新成立全資子公司中華數位文創管理顧問股份有限公司
  - ✓ 投資文化內容產業基金



### 企客新興業務營收

- IDC、雲端及資安服務的經常性營收持續成長
- 以大數據平臺對接蓬勃發展的智慧應用需求
- 建立雲、邊、端算力基礎建設，持續發展GPU服務，爭取AI技術帶來的巨大商機



AIoT  
YoY ↑ 6.5%



Big Data  
YoY ↑ 71.6%



Cloud Service  
YoY ↑ 5.8%



Cyber Security  
YoY ↑ 6.3%

- 維持營收雙位數成長
- 持續向海外擴展並於歐洲成立子公司



13個 海外據點

▲ 歐洲子公司即將成立

31條 全球海纜

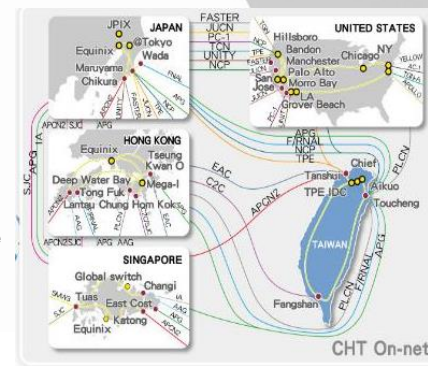
對外頻寬 > 100Tbps

12條 台灣連海外纜

▲ SJC2 and Apricot 即將加入服務

4個 國際海纜站

50個 全球節點





- 身為台灣行動市場領導業者，藉由升級5G，持續推升行動ARPU，並擴大領先地位
- 持續透過升速策略，提升固網寬頻ARPU及績效
- 提高包括IDC、雲端與資安三大業務的經常性營收占比，推動ICT業務穩定成長
- 擴大對內容產業的策略性布局，以豐富且優質的內容組合擴大客戶基礎並提升營收
- 擁抱AI科技，對外掌握AI的巨大商機，對內運用AI提升內部營運效率與節降成本

# Q & A

