



中華電信  
Chunghwa Telecom

# 3Q 2018 Operating Results

6<sup>th</sup> JPMorgan TMT Conference  
November 14-15, 2018

# 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

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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.

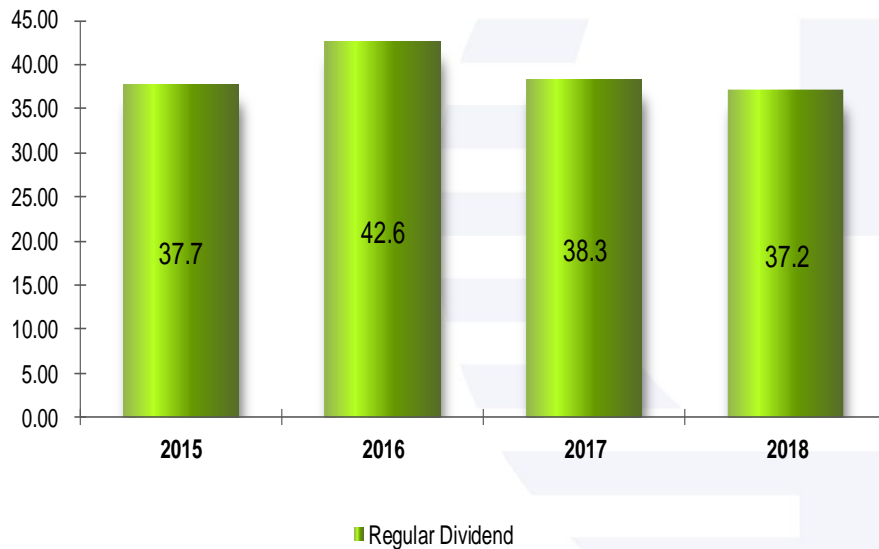
In managing our business we rely on EBITDA as a means of assessing our operating performance. We believe that EBITDA can be useful to facilitate comparisons of operating performance between periods and with other companies because it excludes the effect of (i) depreciation and amortization, which represents 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.

# Committed to Improving Shareholder Value

## Cash Return

NT\$ bn



2018 AGM resolved to distribute NT\$37.2 billion to shareholders

- NT\$4.796 per share
- payout ratio 95.7%

**Note:**

1. 1 ADR = 10 common shares
2. The regular dividend has been calculated based on total share number 7,757,446,545.



# **Business Overview**



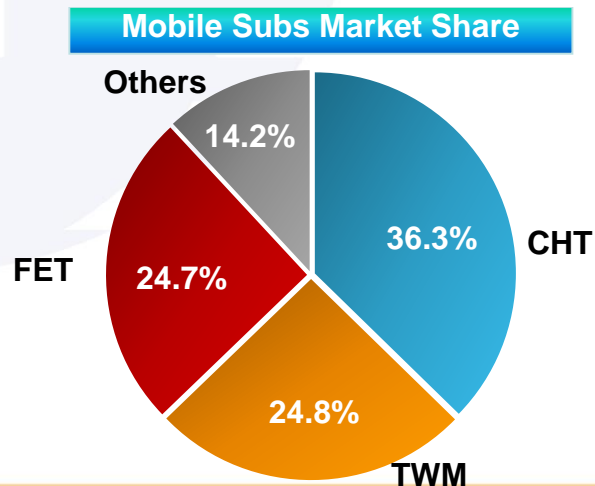
# Chunghwa Telecom Overview

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

- Domestic Fixed
  - #1 Local
    - 93.1% share by subs (10.49mn subs)
    - 84.1% share by minutes
  - #1 DLD
    - 83.1% share by minutes
  - #1 Broadband access
    - 71.5% share by subs <sup>(b)(c)</sup> (4.50 mn subs)
- Mobile
  - #1 Mobile subscribers
    - 36.3% market share <sup>(d)</sup> (10.55mn 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
    - 70.4% 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

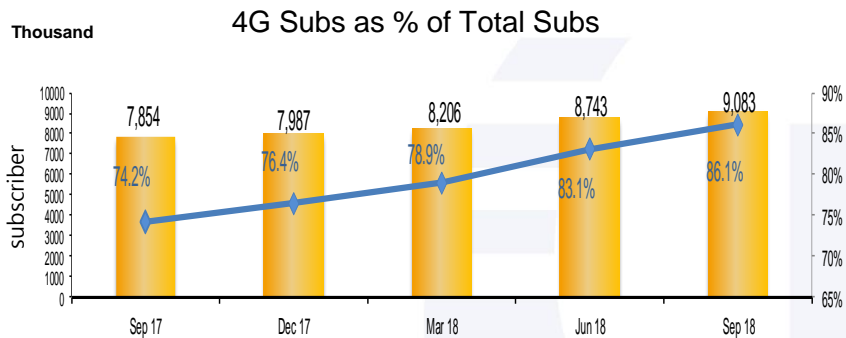


Source: Company data, MOTC, and NCC statistics

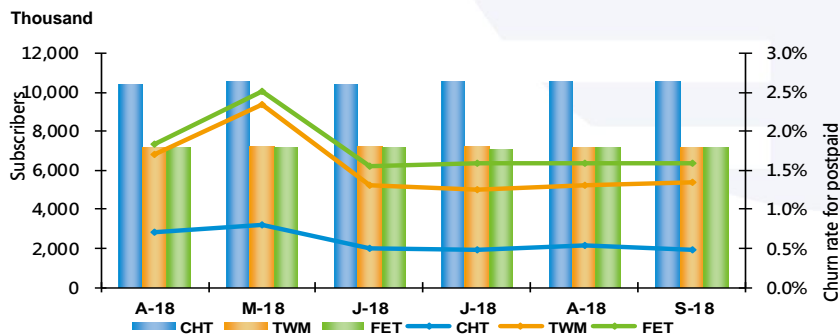
- a) Market share as of September 2018
- b) CHT access circuits were not included
- c) Excluding PWLAN subscriber numbers
- d) Includes 3G and 4G
- e) Revenues are based on T-IFRSs .

# Number One Mobile Services Provider

## 4G Penetration



## Highest Subs & Lowest Churn



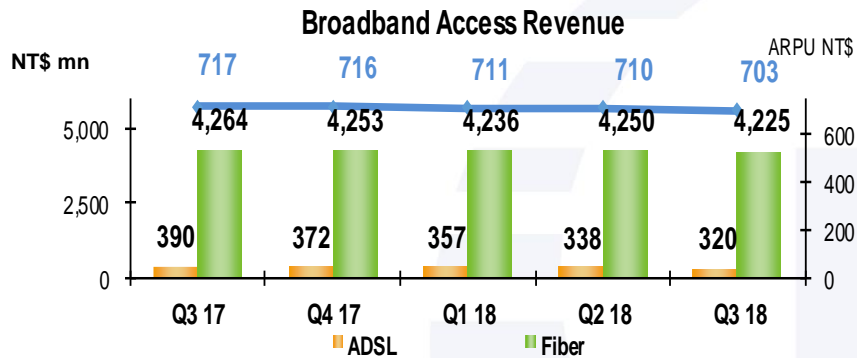
Note : Churn rate for postpaid subscribers

## Strategy

- Continue to enhance mobile network quality to satisfy customers
- 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

# Fixed Broadband and Internet Services

## Performance

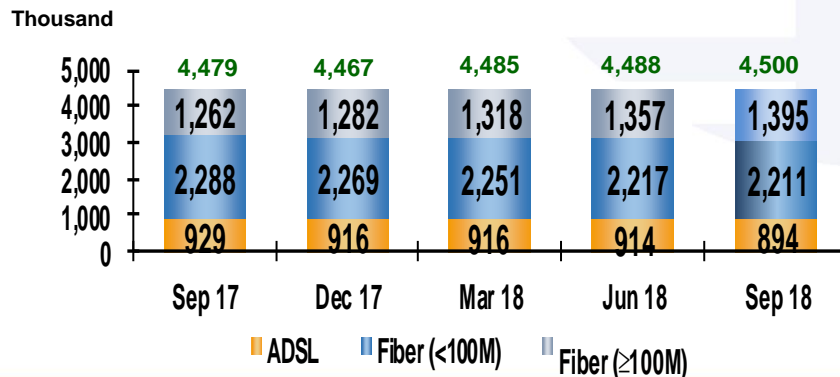


Note 1 : Broadband ARPU is calculated as access plus ISP

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



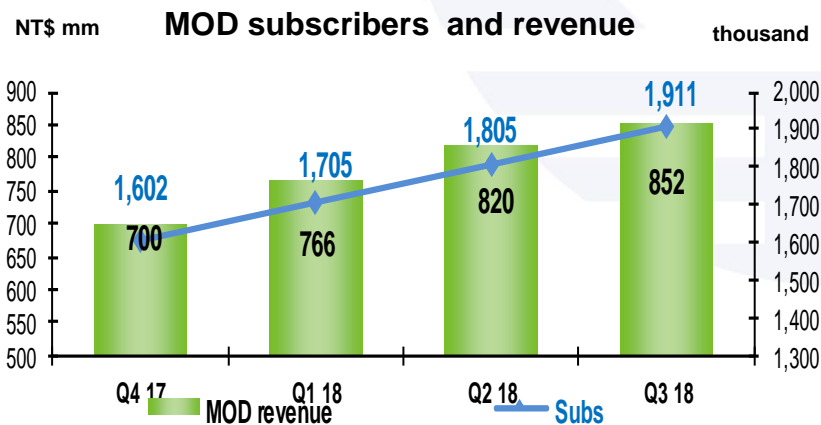
## Strategy

- 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

# MOD/ IPTV Service

## Performance

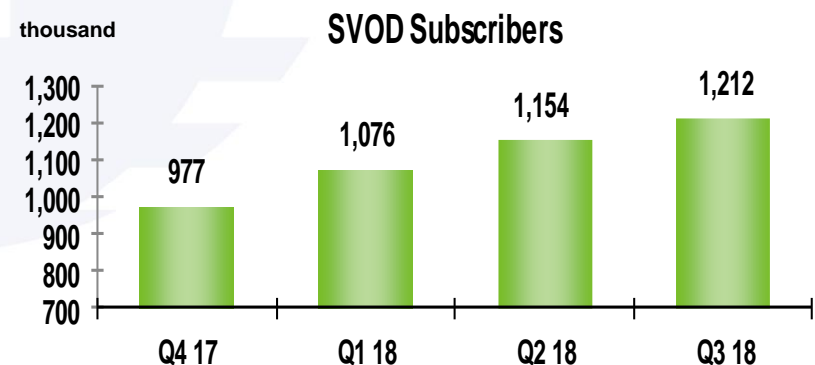
- Subscription for Q3 2018 grew 32.3% YoY
- Revenue for Q3 2018 grew 37.0% YoY
- As of 3Q18, accumulated revenue from advertisement grew 76% YoY
- Subscriber market share (CATV+IPTV) grew to 25.9% in Q2 2018



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

- Own 80% market share in clean pipe network/information security service and 55% market share in PKI-based identity service
- IDC revenue for 3Q18 grew 23.4% YoY
- As of 3Q18, accumulated IDC revenue grew 25.6% YoY

## Strategy

- Leverage our advantage on network infrastructure, IDC, CDN, ect. to expand ICT business
- Leverage 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					
	Q3 2018 (Upon the adoption of IFRS 15)	Q3 2017 (Before the adoption of IFRS 15)	Growth %	Jan-Sep 2018 (Upon the adoption of IFRS 15)	Jan-Sep 2017 (Before the adoption of IFRS 15)	Growth %
<b>Revenues</b>	<b>52.71</b>	<b>56.42</b>	<b>(6.6)</b>	<b>160.00</b>	<b>166.63</b>	<b>(4.0)</b>
<b>Operating Costs and Expenses</b>	<b>42.28</b>	<b>43.99</b>	<b>(3.9)</b>	<b>126.49</b>	<b>130.33</b>	<b>(2.9)</b>
<b>Income from Operations</b>	<b>10.42</b>	<b>12.42</b>	<b>(16.1)</b>	<b>33.41</b>	<b>36.27</b>	<b>(7.9)</b>
<b>Net Income<sup>2</sup></b>	<b>8.50</b>	<b>10.15</b>	<b>(16.2)</b>	<b>27.09</b>	<b>30.19</b>	<b>(10.3)</b>
<b>Net Income Margin<sup>3</sup> (%)</b>	<b>16.55</b>	<b>18.61</b>	<b>-</b>	<b>17.36</b>	<b>18.68</b>	<b>-</b>
<b>EPS</b>	<b>1.10</b>	<b>1.31</b>	<b>(16.2)</b>	<b>3.49</b>	<b>3.89</b>	<b>(10.3)</b>
<b>EBITDA</b>	<b>18.38</b>	<b>20.22</b>	<b>(9.1)</b>	<b>57.31</b>	<b>60.18</b>	<b>(4.8)</b>
<b>EBITDA Margin (%)</b>	<b>34.87</b>	<b>35.84</b>	<b>-</b>	<b>35.82</b>	<b>36.11</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)	Q3 2018	Q3 2017	Growth %	Jan-Sep 2018	Jan-Sep 2017	Growth %
<b>Domestic Fixed</b>	<b>16.50</b>	<b>17.77</b>	<b>(7.2)</b>	<b>48.74</b>	<b>51.54</b>	<b>(5.4)</b>
Local	6.89	7.58	(9.1)	20.84	22.39	(6.9)
DLD	0.61	0.68	(10.0)	1.84	2.00	(7.9)
Broadband Access	4.55	4.65	(2.3)	13.73	14.06	(2.4)
MOD	0.85	0.62	37.0	2.44	1.85	31.6
<b>Mobile</b>	<b>23.45</b>	<b>26.96</b>	<b>(13.0)</b>	<b>75.90</b>	<b>80.41</b>	<b>(5.6)</b>
Mobile Voice	5.31	8.10	(34.4)	18.67	24.94	(25.2)
Mobile VAS	9.71	10.91	(11.0)	30.20	32.32	(6.6)
Sales of Mobile Handsets, and Data Cards	8.09	7.63	6.1	26.09	22.24	17.3
<b>Internet</b>	<b>7.19</b>	<b>7.20</b>	<b>(0.2)</b>	<b>21.32</b>	<b>21.19</b>	<b>0.6</b>
Data Communications	5.28	5.37	(1.7)	15.82	16.02	(1.2)
Application VAS	1.30	1.27	2.0	3.77	3.47	8.8
<b>International Fixed</b>	<b>4.19</b>	<b>3.17</b>	<b>32.4</b>	<b>10.41</b>	<b>10.00</b>	<b>4.0</b>
ILD	2.39	1.65	44.8	5.47	5.59	(2.1)
Leased line	0.56	0.48	16.2	1.58	1.42	11.1
<b>Others</b>	<b>1.38</b>	<b>1.32</b>	<b>4.5</b>	<b>3.63</b>	<b>3.50</b>	<b>3.9</b>
<b>Total</b>	<b>52.71</b>	<b>56.42</b>	<b>(6.6)</b>	<b>160.00</b>	<b>166.63</b>	<b>(4.0)</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					
	Q3 2018 (Upon the adoption of IFRS 15)	Q3 2017 (Before the adoption of IFRS 15)	Growth %	Jan-Sep 2018 (Upon the adoption of IFRS 15)	Jan-Sep 2017 (Before the adoption of IFRS 15)	Growth %
<b>Operating Costs</b>	<b>34.43</b>	<b>35.66</b>	<b>(3.4)</b>	<b>102.07</b>	<b>105.35</b>	<b>(3.1)</b>
<b>Operating Expenses</b>	<b>7.85</b>	<b>8.33</b>	<b>(5.9)</b>	<b>24.42</b>	<b>24.98</b>	<b>(2.2)</b>
<b>Marketing</b>	<b>5.81</b>	<b>6.27</b>	<b>(7.4)</b>	<b>18.17</b>	<b>18.71</b>	<b>(2.8)</b>
<b>General and Administrative</b>	<b>1.09</b>	<b>1.12</b>	<b>(2.7)</b>	<b>3.46</b>	<b>3.44</b>	<b>0.5</b>
<b>R&amp;D Expense</b>	<b>0.95</b>	<b>0.94</b>	<b>0.6</b>	<b>2.79</b>	<b>2.83</b>	<b>(1.4)</b>
<b>Total</b>	<b>42.28</b>	<b>43.99</b>	<b>(3.9)</b>	<b>126.49</b>	<b>130.33</b>	<b>(2.9)</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					
	Q3 2018 (Upon the adoption of IFRS 15)	Q3 2017 (Before the adoption of IFRS 15)	Growth %	Jan-Sep 2018 (Upon the adoption of IFRS 15)	Jan-Sep 2017 (Before the adoption of IFRS 15)	Growth %
Net Cash Flow from Operating Activities	21.76	19.36	12.4	46.21	45.93	0.6
CapEx	8.13	6.90	17.9	19.35	16.59	16.6
Free Cash Flow	13.63	12.46	9.4	26.86	29.34	(8.4)
Cash and Cash Equivalents at the end of period	20.33	25.47	(20.2)	20.33	25.47	(20.2)

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.

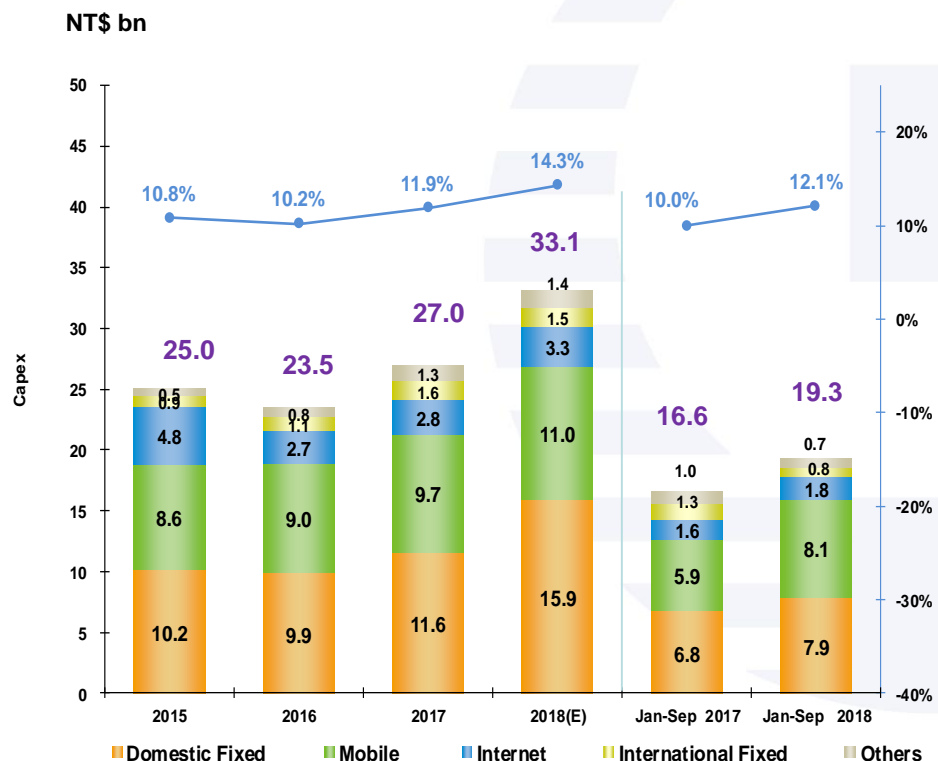
# Operating Results vs. Forecast

(NT\$bn)	Consolidated					
	Q3 2018 (A)	Q3 2018 (E)	Achieving %	Jan-Sep 2018 (A)	2018 (E)	Achieving %
Revenues	52.71	58.13 ~ 58.42	90.2 ~ 90.7	160.00	231.47 ~ 232.97	68.7 ~ 69.1
Operating Costs and Expenses	42.28	45.29 ~ 45.87	92.2 ~ 93.3	126.49	182.07 ~ 184.24	68.7 ~ 69.5
Income from Operations	10.42	12.23 ~ 13.10	79.5 ~ 85.2	33.41	47.17 ~ 50.84	65.7 ~ 70.8
Net Income <sup>2</sup>	8.5	9.63 ~ 10.34	82.3 ~ 88.3	27.09	37.25 ~ 40.31	67.2 ~ 72.7
EPS	1.10	1.24 ~ 1.33	82.3 ~ 88.3	3.49	4.80 ~ 5.20	67.2 ~ 72.7
EBITDA	18.38	20.16 ~ 21.03	87.4 ~ 91.2	57.31	79.11 ~ 82.79	69.2 ~ 72.4
EBITDA Margin (%)	34.87	34.68 ~ 36.00	-	35.82	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.

# Effective and Efficient Capital Expenditure

## Capital Expenditure



- Budgeted capex for 2018: NT\$33.1bn
- Continue to focus on core businesses for future investments
  - FTTx
  - 4G
  - IDC/ Cloud
  - Service Platforms





# Q&A

