



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 and Technology, or ICT, services.

Mr. Chi-Mau Shieh, Chairman and CEO of Chunghwa Telecom, stated, "With the coronavirus outbreak, we have experienced a challenging start to 2020. We entered this crisis in a position of strength, and we were able to remain our leading market position in Taiwan. Although the pandemic had a negative impact on our enterprise business and international roaming revenue during the quarter, it brought growth opportunities for our emerging businesses and IPTV/MOD services."

"In the first quarter, both MOD subscriber numbers and revenue increased year over year. We continued to enrich our IPTV/MOD service by introducing more attractive content, and with more than 2.08 million subscribers as of March 31, 2020, remaining the largest video platform in Taiwan. In our broadband business, we continued to encourage our subscribers to migrate to higher-speed fiber plans, and as of the end of March, the number of subscribers signing up for a connection speed of 300Mbps or higher increased by 82.6% year over year, and we expect to maintain this growth in the future. Moreover, we were glad to see that our in-house developed services further drove the increase in streaming revenue in our ICT business."

"As the COVID-19 pandemic continues worldwide, we are doing our utmost to protect the health and safety of our employees and customers. While continuing to monitor the fluid situation, we remain focused on our long-term growth strategy and leveraging our core strengths to maintain market leadership. We believe that, with our leading 5G spectrum resources, cutting-edge ICT technology, and strong market position, we will maintain our ability to deliver sustainable value for our shareholders."



Mr. Chi-Mau Shieh
Chairman and CEO

MARKET FACT

| | |
|--------------------|------------------|
| Market Cap | US\$28.0 Billion |
| NYSE | CHT |
| Share Price | US\$36.37 |
| 52 Week Low/High | US\$33.61/37.57 |
| TSE | 2412 |
| Share Price | NT\$108.5 |
| 52 Week Low/High | NT\$103.0/114.0 |
| Shares Outstanding | 7,757 Million |

as of Apr. 24, 2020 Source: Bloomberg

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

Q1 2020 Consolidated Revenue: NT\$48.15 bn (e)

- Domestic Fixed
 - #1 Local
 - 92.4% share by subs (10.12 mn subs)
 - 84.2% share by minutes
 - #1 DLD
 - 83.0% share by minutes
 - #1 Broadband access
 - 68.1% share by subs ^{(b)(c)} (4.39 mn subs)
- Mobile
 - #1 Mobile revenue
 - 38.3% market share ^(d)
 - #1 Mobile subscribers
 - 37.2% market share (10.97 mn subs)
- Internet
 - #1 ISP
 - 64.5% share by subs (3.99 mn subs)
- International Fixed
 - #1 ILD
 - 51.5% share by minutes

Source: Company data, MOTC, and NCC statistics

- a) Market share as of Feb. 2020
- b) CHT access circuits were not included
- c) Excluding PWLAN subscriber numbers
- d) 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 Service Revenue

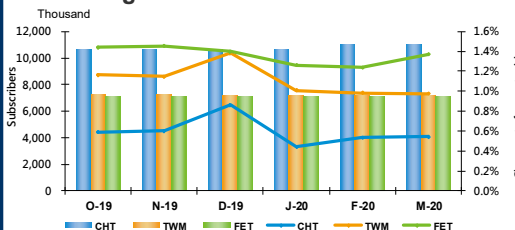


#1 Broadband Provider

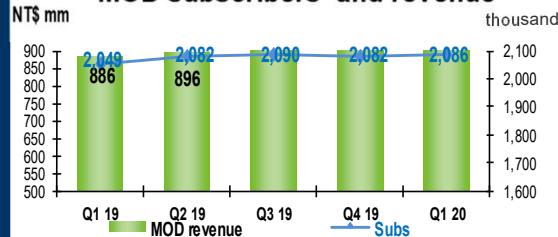
Fixed Broadband Subs



Highest Subs & Lowest Churn



MOD subscribers and revenue



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



中華電信股份有限公司
Chunghwa Telecom Co., Ltd.

For more information visit:
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Chunghwa Telecom

Solid Financial Performance

Consolidated

| (NT\$bn) | Q1 2020 | Q1 2019 | Growth % | 2019 | 2018 | Growth % |
|------------------------|---------|---------|----------|--------|--------|----------|
| Revenues | 48.15 | 51.33 | (6.2) | 207.52 | 215.48 | (3.7) |
| Income from Operations | 10.53 | 10.40 | 1.2 | 40.66 | 43.64 | (6.9) |
| Net Income | 8.32 | 8.36 | (0.4) | 32.79 | 35.50 | (7.6) |
| Net Income Margin (%) | 17.82 | 16.61 | - | 16.27 | 16.92 | - |
| EPS | 1.07 | 1.08 | (0.4) | 4.23 | 4.58 | (7.6) |
| EBITDA | 19.35 | 19.16 | 1.0 | 75.82 | 75.51 | (0.4) |
| EBITDA Margin (%) | 40.19 | 37.33 | - | 36.54 | 35.04 | - |

Note: Financials are prepared in accordance with T-IFRSs. Figures for 2019 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). / EBITDA = operating income + Depreciation & Amortization. / The calculation of growth rates is based on NT\$m.

Committed to Improving Shareholder Value

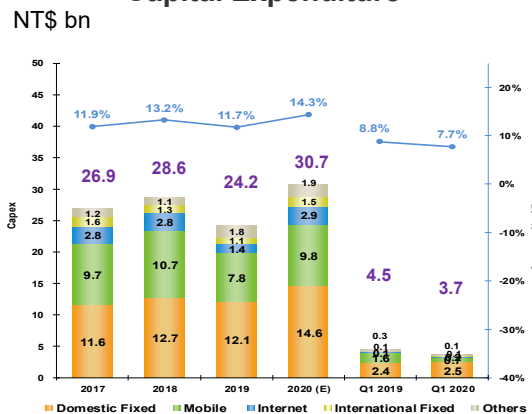


- Board of directors resolved to distribute NT\$32.8 billion to shareholders
 - NT\$4.226 per share
 - payout ratio 99.98%

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

Capital Expenditure



- Budgeted capex for 2020: NT\$30.7 bn
- Continue to focus on core businesses for future investments
 - FTTx
 - 5G
 - IDC/ Cloud
 - Service Platforms

Commitment to Corporate Social Responsibility



Awards

- Best Mobile Innovation for Building Trust in the Digital Age in GSMA Global Mobile Awards 2020
- The Asset Corporate Platinum Award by The Asset Magazine for 7 consecutive years since 2013
- Taiwan Mobile Service Provider, Taiwan Data Center Service Provider & Asia Pacific Emerging Market Telecom Service Provider of the year 2019 in Frost & Sullivan Best Practices Awards
- Winner of 4G Service Provider of the year 2019 by Next Magazine
- Winner of 2019 Best Intelligent Customer Service System Application Award and Best Service Innovation Award By Taiwan Contact Center Development Association



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