



中華電信  
Chunghwa Telecom

# 2Q 2020 Operating Results

Jul 30, 2020

# 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.

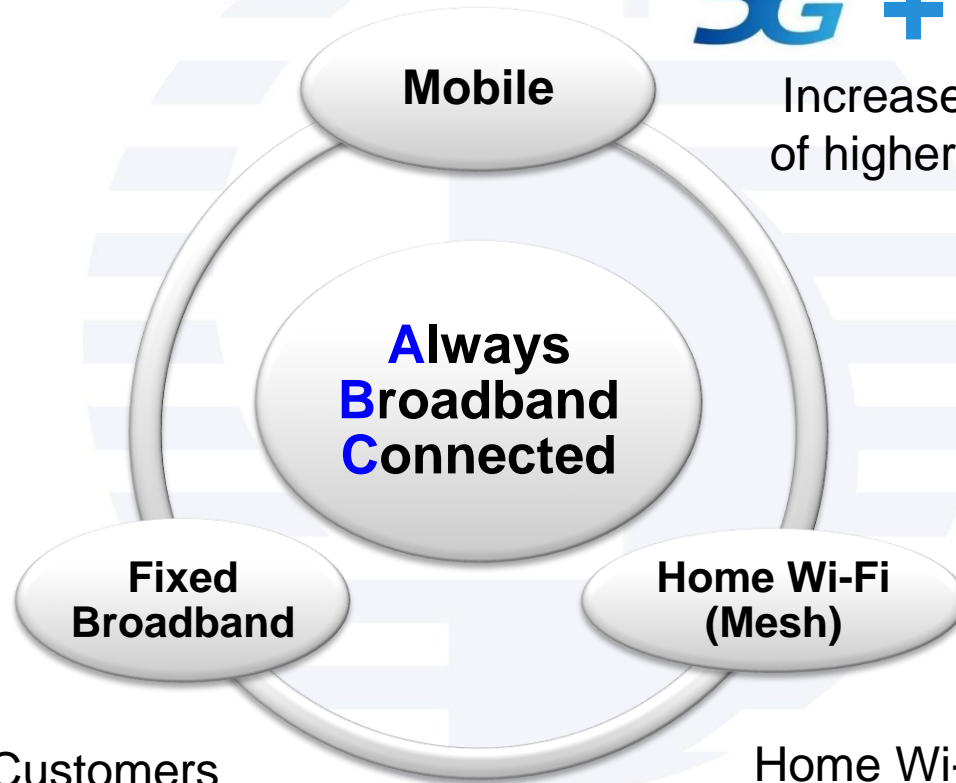
In managing our business we rely on EBITDA as a means of assessing our operating performance. We believe that EBITDA can be useful to facilitate comparisons of operating performance between periods and with other companies because it excludes the effect of (i) depreciation and amortization, which represents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

# Business Overview



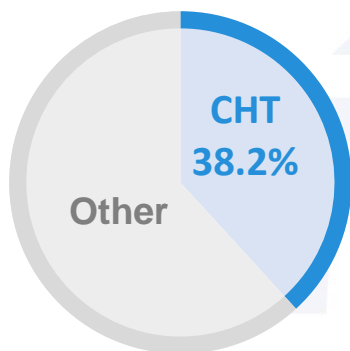
Increased adoption  
of higher price plans

300Mbps ↑ Customers  
YoY ▲ 81.4%

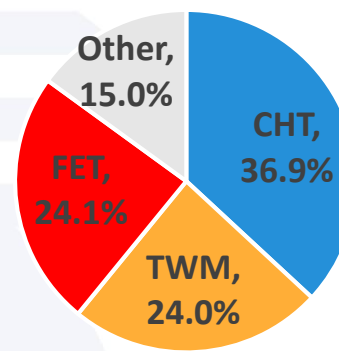
Home Wi-Fi Customers  
YoY ▲ 120%

# #1 Mobile Services Provider

## #1 Mobile Revenue (a)(b)

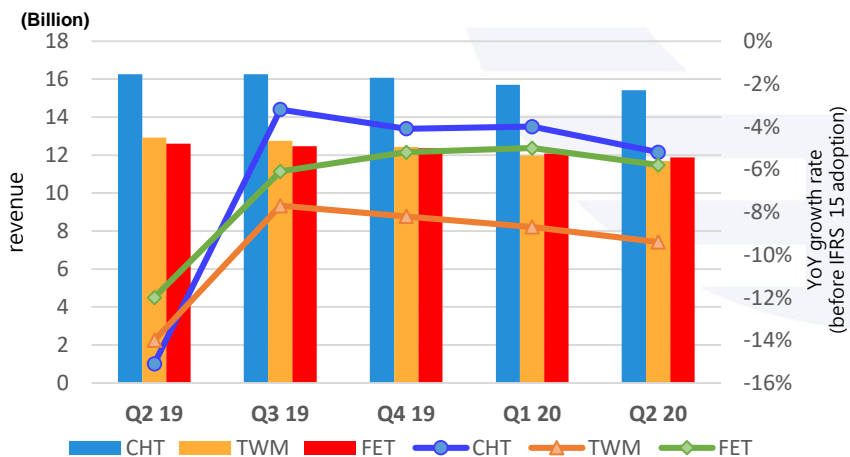


## #1 Mobile Subscribers (c)

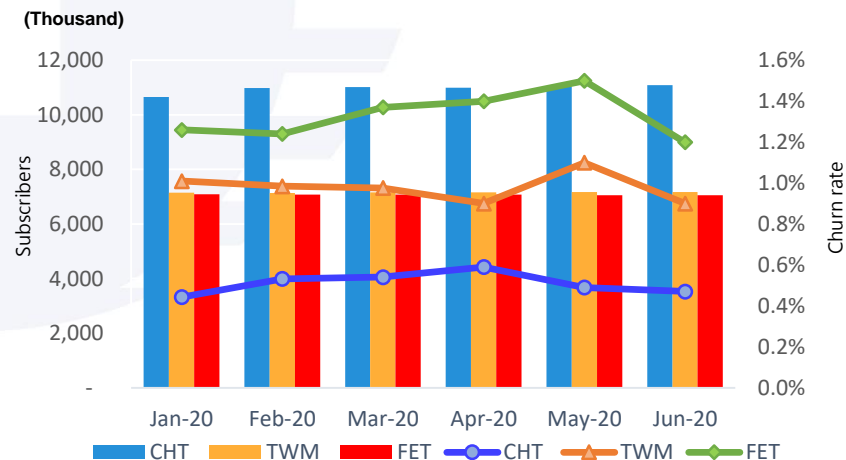


Source: Company data, MOTC and NCC statistics  
 Note :  
 a) Market share as of May 2020  
 b) Revenues are based on T-IFRSs  
 c) 040 subscribers included

## Lowest Decline in Mobile Service Revenue



## Highest Subs & Lowest Churn



Note : For TWM and FET, mobile service revenue is derived from mobile ARPU under Residual Value Method times the average subscriber number.

Note : Churn rate for postpaid subscribers

## Massive Connectivity (mMTC)



Smart Meter Management System



Smart Inspection



Transportation Solutions



Smart EMS/Telecare



Smart video streaming application



5G Private network



AR Enterprise Application



Hami VR/VR-XRSPACE

## Ultra-High Speed (eMBB)



KKBOX Hi-Fi Lossless Quality



4K UHD Video streaming Entertainment



Hami Cloud Gaming



Multiview Content



Virtual Concert



AR Entertainment Services



Hami Book AR bookcase



# 5G Deployment Plan



>2,000 base stations

>4,000 base stations

>8,500 base stations

5G base stations  
in all 22 cities as  
5G launch

3.5GHz & 2.1GHz

5G+4G 4CA

2020/6/30

Full coverage in  
major cities and  
transportation lines

3.5GHz & 2.1GHz

5G+4G 4CA

2020/12

Nationwide  
coverage  
expansion

3.5GHz & 2.1GHz

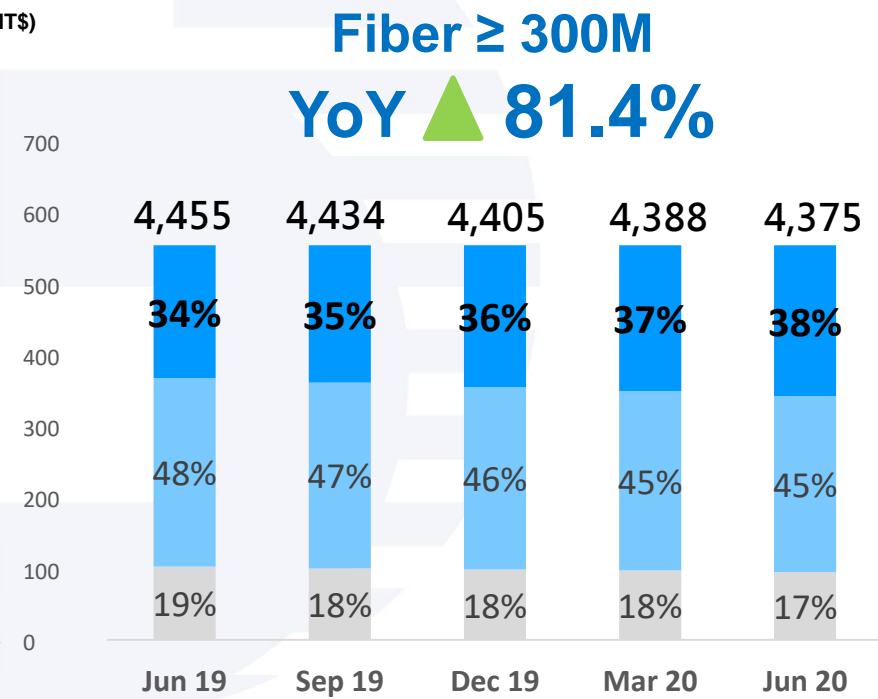
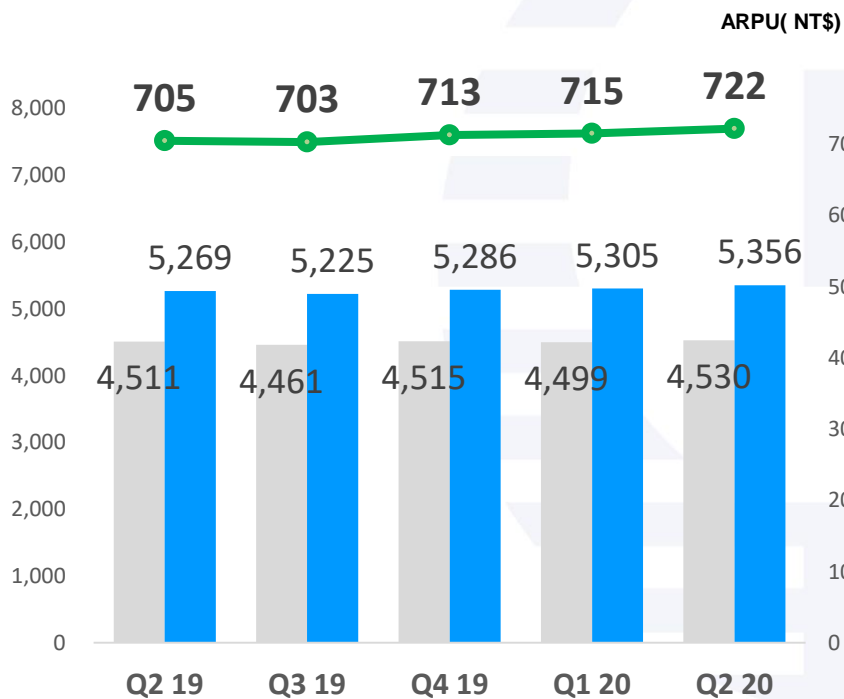
5G+4G 5CA

2021/12

# Fixed Broadband Service

## Broadband Revenue

## Fixed Broadband Subs



(NT\$ mn) — Broadband Access — Data Communications — ARPU

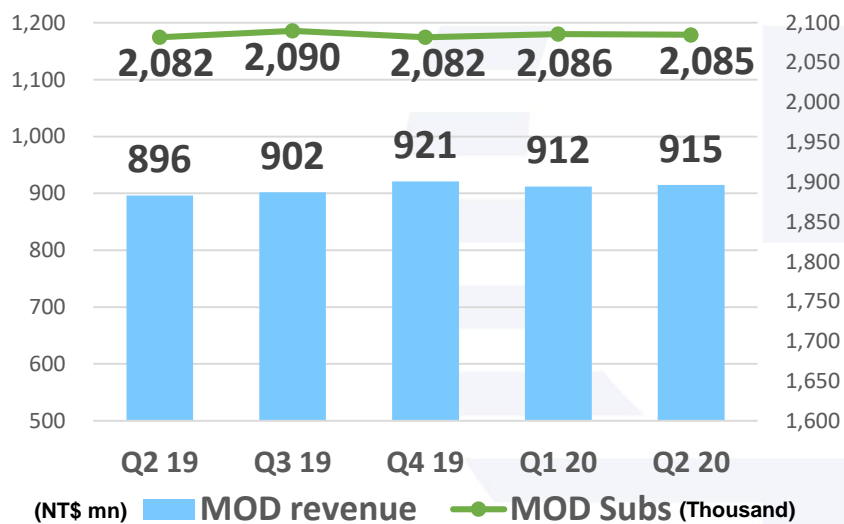
(Thousand) — ADSL — Fiber (<100M) — Fiber (≥100M)

Note1 : Broadband ARPU is calculated as access plus ISP  
 Note2 : Revenue is calculated based on T-IFRSs



# MOD/ IPTV Service

## MOD Revenue and Subs



## SVOD Subscribers

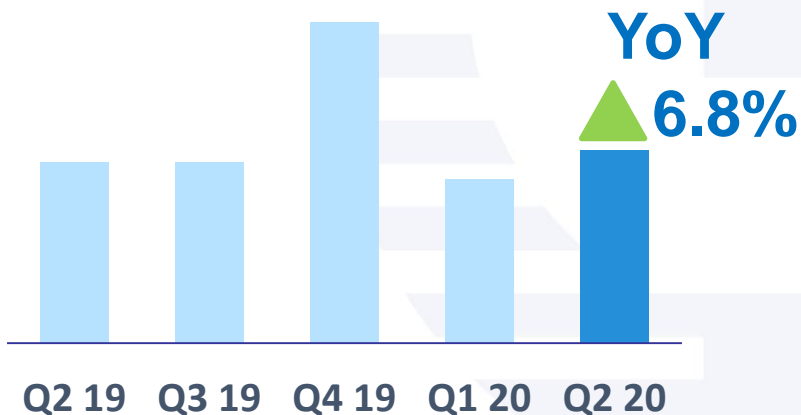


SVOD : Subscription Video on Demand

**MOD Ad Revenue**  
 YoY ▲ 30%

# ICT Business

## ICT Business Revenue



## Emerging Business Revenue



YoY ▲ 4.2%



YoY ▲ 3.7%



YoY ▼ 15.8%



## **Financials Overview**

# Financials: Income Statement Highlights

(NT\$bn)	Consolidated					
	Q2 2020	Q2 2019	Growth %	H1 2020	H1 2019	Growth %
<b>Revenues</b>	<b>47.81</b>	<b>50.11</b>	<b>(4.6)</b>	<b>95.96</b>	<b>101.44</b>	<b>(5.4)</b>
<b>Operating Costs and Expenses</b>	<b>37.19</b>	<b>39.80</b>	<b>(6.6)</b>	<b>74.81</b>	<b>80.72</b>	<b>(7.3)</b>
<b>Income from Operations</b>	<b>10.61</b>	<b>10.30</b>	<b>3.0</b>	<b>21.14</b>	<b>20.71</b>	<b>2.1</b>
<b>Net Income<sup>2</sup></b>	<b>8.57</b>	<b>8.57</b>	<b>-</b>	<b>16.86</b>	<b>16.92</b>	<b>(0.4)</b>
<b>Net Income Margin<sup>3</sup> (%)</b>	<b>18.52</b>	<b>17.47</b>	<b>-</b>	<b>18.13</b>	<b>17.04</b>	<b>-</b>
<b>EPS</b>	<b>1.10</b>	<b>1.10</b>	<b>-</b>	<b>2.17</b>	<b>2.18</b>	<b>(0.4)</b>
<b>EBITDA</b>	<b>19.37</b>	<b>19.11</b>	<b>1.4</b>	<b>38.72</b>	<b>38.27</b>	<b>1.2</b>
<b>EBITDA Margin (%)</b>	<b>40.52</b>	<b>38.13</b>	<b>-</b>	<b>40.35</b>	<b>37.72</b>	

Note:

1. Financials are prepared in accordance with T-IFRSs. Figures for 2020 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)	Q2 2020	Q2 2019	Growth %	H1 2020	H1 2019	Growth %
<b>Domestic Fixed</b>	<b>15.69</b>	<b>15.88</b>	<b>(1.2)</b>	<b>30.38</b>	<b>31.64</b>	<b>(4.0)</b>
Local	6.15	6.46	(4.9)	12.26	12.88	(4.8)
DLD	0.52	0.56	(7.8)	1.02	1.11	(8.0)
Broadband Access	4.53	4.51	0.4	9.03	9.01	0.3
MOD	0.92	0.90	2.2	1.83	1.78	2.6
<b>Mobile</b>	<b>21.10</b>	<b>22.90</b>	<b>(7.8)</b>	<b>43.64</b>	<b>47.38</b>	<b>(7.9)</b>
Mobile Service Revenue	14.01	14.67	(4.5)	28.30	29.39	(3.7)
Sales of Mobile Handsets, and Data Cards	6.84	7.97	(14.2)	14.84	17.45	(15.0)
<b>Internet</b>	<b>7.43</b>	<b>7.36</b>	<b>1.0</b>	<b>14.94</b>	<b>14.87</b>	<b>0.5</b>
Data Communications	5.36	5.27	1.7	10.66	10.52	1.4
Application VAS	1.65	1.47	12.1	3.14	3.10	1.2
<b>International Fixed</b>	<b>2.18</b>	<b>3.05</b>	<b>(28.6)</b>	<b>4.42</b>	<b>5.77</b>	<b>(23.4)</b>
ILD	0.43	1.41	(69.7)	0.97	2.54	(61.7)
Leased line	0.59	0.65	(8.9)	1.13	1.34	(15.7)
<b>Others</b>	<b>1.41</b>	<b>0.92</b>	<b>52.4</b>	<b>2.58</b>	<b>1.80</b>	<b>43.4</b>
<b>Total</b>	<b>47.81</b>	<b>50.11</b>	<b>(4.6)</b>	<b>95.96</b>	<b>101.44</b>	<b>(5.4)</b>

Note:

1. Financials are prepared in accordance with T-IFRSs. Figures for 2020 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					
	Q2 2020	Q2 2019	Growth %	H1 2020	H1 2019	Growth %
<b>Operating Costs</b>	<b>29.80</b>	<b>32.27</b>	<b>(7.6)</b>	<b>60.19</b>	<b>65.75</b>	<b>(8.5)</b>
<b>Operating Expenses</b>	<b>7.39</b>	<b>7.53</b>	<b>(2.0)</b>	<b>14.62</b>	<b>14.97</b>	<b>(2.4)</b>
<b>Marketing</b>	<b>5.28</b>	<b>5.44</b>	<b>(3.0)</b>	<b>10.35</b>	<b>10.78</b>	<b>(4.0)</b>
<b>General and Administrative</b>	<b>1.15</b>	<b>1.14</b>	<b>0.6</b>	<b>2.37</b>	<b>2.31</b>	<b>2.1</b>
<b>R&amp;D Expense</b>	<b>0.96</b>	<b>0.95</b>	<b>0.8</b>	<b>1.90</b>	<b>1.88</b>	<b>1.2</b>
<b>Total</b>	<b>37.19</b>	<b>39.80</b>	<b>(6.6)</b>	<b>74.81</b>	<b>80.72</b>	<b>(7.3)</b>

Note:

1. Financials are prepared in accordance with T-IFRSs. Figures for 2020 are unaudited.
2. The calculation of growth rates is based on NT\$ mn.

# Financials: Cash Flow

(NT\$bn)	Consolidated					
	Q2 2020	Q2 2019	Growth %	H1 2020	H1 2019	Growth %
<b>Net Cash Flow from Operating Activities</b>	<b>13.17</b>	<b>15.95</b>	<b>(17.5)</b>	<b>26.48</b>	<b>29.17</b>	<b>(9.2)</b>
<b>CapEx</b>	<b>5.52</b>	<b>5.82</b>	<b>(5.3)</b>	<b>9.24</b>	<b>10.31</b>	<b>(10.4)</b>
<b>Free Cash Flow</b>	<b>7.65</b>	<b>10.13</b>	<b>(24.5)</b>	<b>17.24</b>	<b>18.86</b>	<b>(8.6)</b>
<b>Cash and Cash Equivalents at the end of period</b>	<b>19.17</b>	<b>36.55</b>	<b>(47.6)</b>	<b>19.17</b>	<b>36.55</b>	<b>(47.6)</b>

Note:

1. Financials are prepared in accordance with T-IFRSs. Figures for 2020 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

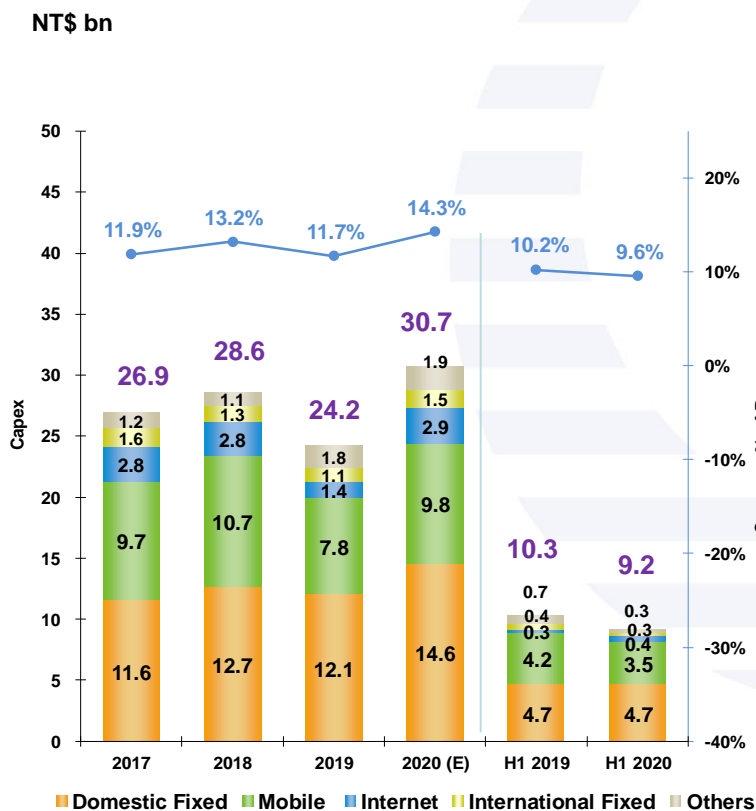
(NT\$bn)	Consolidated					
	Q2 2020 (A)	Q2 2020 (E)	Achieving %	H1 2020 (A)	2020 (E)	Achieving %
<b>Revenues</b>	<b>47.81</b>	<b>50.30 ~ 50.58</b>	<b>94.5 ~ 95.0</b>	<b>95.96</b>	<b>214.10 ~ 215.29</b>	<b>44.6 ~ 44.8</b>
<b>Operating Costs and Expenses</b>	<b>37.19</b>	<b>40.22 ~ 40.30</b>	<b>92.3 ~ 92.5</b>	<b>78.41</b>	<b>175.51 ~ 175.83</b>	<b>42.5 ~ 42.6</b>
<b>Income from Operations</b>	<b>10.61</b>	<b>10.00 ~ 10.36</b>	<b>102.4 ~ 106.1</b>	<b>21.14</b>	<b>38.54 ~ 40.25</b>	<b>52.5 ~ 54.9</b>
<b>Net Income<sup>2</sup></b>	<b>8.57</b>	<b>7.98 ~ 8.27</b>	<b>103.6 ~ 107.4</b>	<b>16.86</b>	<b>30.91 ~ 32.47</b>	<b>51.9 ~ 54.5</b>
<b>EPS</b>	<b>1.10</b>	<b>1.03 ~ 1.07</b>	<b>103.6 ~ 107.4</b>	<b>2.17</b>	<b>3.99 ~ 4.19</b>	<b>51.9 ~ 54.5</b>
<b>EBITDA</b>	<b>19.37</b>	<b>18.76 ~ 19.10</b>	<b>101.4 ~ 103.2</b>	<b>38.72</b>	<b>74.91 ~ 76.53</b>	<b>50.6 ~ 51.7</b>
<b>EBITDA Margin (%)</b>	<b>40.52</b>	<b>37.30 ~ 37.76</b>	<b>-</b>	<b>40.35</b>	<b>34.99 ~ 35.55</b>	<b>-</b>

- Note:
1. Financials are prepared in accordance with T-IFRSs. Figures for 2020 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 2020: NT\$30.7 bn
- Continue to focus on core businesses for future investments
  - FTTx
  - 4G
  - 5G
  - IDC/ Cloud
  - Service Platforms



## Q&A