



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, said, "We achieved solid results in the third quarter of 2020 as a result of our successful business strategy and the hard work of our employees throughout the company."

"We are pleased to announce we maintained our leading market position in the mobile business. With the launch of the iPhone 12 in October, we are optimistic to exceed our annual target for 5G service adoption by the year end. To prepare for the expected high demand, we managed to finish construction of more than 3,000 base stations by the end of the quarter. As we continued to migrate subscribers to higher-speed service, we also experienced an uplift in the ARPU of broadband business. MOD maintained its outstanding market position, and we will continue to enrich the content to attract more subscribers. Our ICT project experienced robust growth with an 84.9% revenue increase year over year, and with the ongoing trend in work and study from home, we continued to see strong demand of IDC services, which has driven us to work on our next business expansion."

"Backed by our clear, strategic focus, strict cost saving measures and strong balance sheet, we remain confident in our ability to achieve healthy and sustainable long-term growth while delivering sustainable value to our shareholders." Mr. Shieh concluded.



Mr. Chi-Mau Shieh
Chairman and CEO

MARKET FACT

Market Cap	US\$29.0 Billion
NYSE Share Price	CHT US\$37.64
52 Week Low/High	US\$34.46/39.465
TSE Share Price	2412 NT\$108.5
52 Week Low/High	NT\$103.0/117.0
Shares Outstanding	7,757 Million

as of Oct. 26, 2020 Source: Bloomberg

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

Q3 2020 Consolidated Revenue: NT\$52.17 bn

Domestic Fixed

- #1 Local
 - 92.2% share by subs (9.98 mn subs)
 - 82.8% share by minutes
- #1 DLD
 - 81.6% share by minutes
- #1 Broadband access
 - 66.6% share by subs ^{(b)(c)} (4.37 mn subs)

Mobile

- #1 Mobile revenue
 - 38.4% market share ^(d)
- #1 Mobile subscribers
 - 37.2% market share (11.24 mn subs)

Internet

- #1 ISP
 - 63.3% share by subs (3.97 mn subs)

International Fixed

- #1 ILD
 - 53.0% share by minutes

Source: Company data, MOTC, and NCC statistics

- Market share as of Aug 2020
- CHT access circuits were not included
- Excluding PWLAN subscriber numbers
- Revenues are based on T-IFRSs

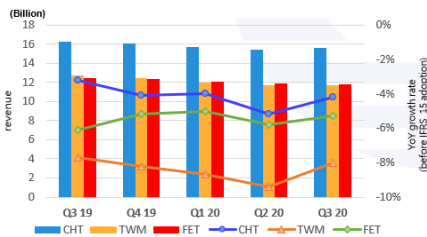
DIFFERENTIATING FACTORS

- Leading Position in Customer Access
- Extensive Product Portfolio with High Quality Services
- Branding & Scale Advantages
- Advanced Network & Technology Capabilities
- Financial Strengths

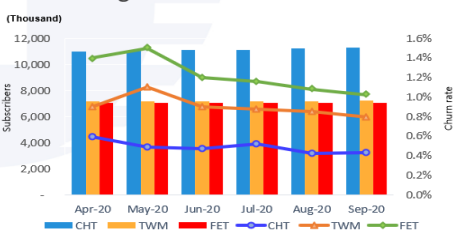
Leading Position in Mobile Market

#1 Broadband Provider

Lowest Decline in Mobile Service Revenue

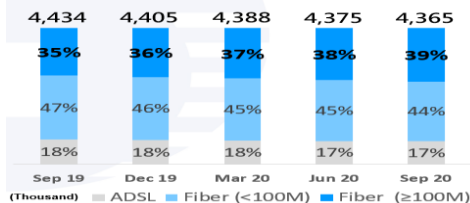


Highest Subs & Lowest Churn

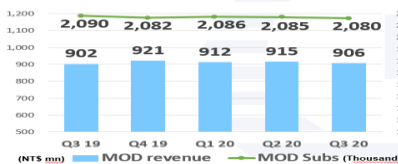


Fixed Broadband Subs

Fiber ≥ 300M
YoY ▲ 79.5%



MOD Revenue and Subs



MOD Ad Revenue
YoY ▲ 13.5%



中華電信股份有限公司
Chunghwa Telecom Co., Ltd.
For more information visit:
www.cht.com.tw/ir



Solid Financial Performance

Consolidated

(NT\$b)	Q3 2020	Q3 2019	Growth %	H2 2020	H2 2019	Growth %
Revenues	52.17	50.85	2.6	148.13	152.29	(2.7)
Income from Operations	10.72	10.01	7.1	31.86	30.72	3.7
Net Income	8.35	8.09	3.2	25.21	25.02	0.8
EPS	1.08	1.04	3.2	3.25	3.22	0.8
EBITDA	20.09	18.81	6.8	58.81	57.08	3.0
EBITDA Margin (%)	38.51	36.99	-	39.70	37.48	-

Note: Financials are prepared in accordance with T-IFRSs. Figures for 2020 are unaudited. / Net income attributable to owners of the parent. / EBITDA = operating income + Depreciation & Amortization. / The calculation of growth rates is based on NT\$m.

Committed to Improving Shareholder Value



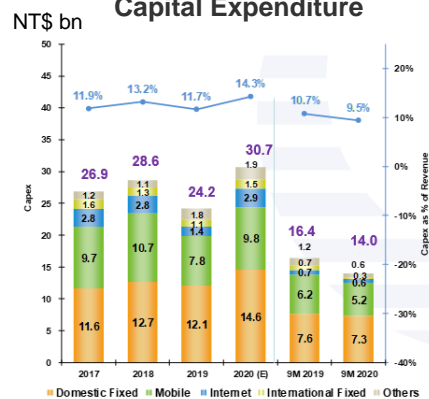
- 2020 AGM resolved to distribute NT\$32.8 billion to shareholders
 - NT\$4.226 per share
 - payout ratio 99.98%

Note:

- 1 ADR = 10 common shares
- 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
 - 4G
 - 5G
 - IDC/ Cloud
 - Service Platforms

Commitment to Corporate Social Responsibility



Awards

- Most Outstanding Company in Taiwan – Telecommunication Services Sector of the year 2020 – by Aisamoney
- 2020 CSR Supply Chain Management Excellence Award by SGS
- Excellence in Corporate Social Responsibility Award 2020 -- by CommonWealth Magazine.
- Winner of 2020 Smart City Innovation Application Award for services of Smart Agriculture.
- Trusted Brands Platinum Award– by the Reader's Digest for the successive 16 years
- Best Mobile Innovation for Building Trust in the Digital Age in GSMA Global Mobile Awards 2020



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