



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.

### MARKET FACT

<b>Market Cap</b>	<b>US\$27.5 Billion</b>
<b>NYSE Share Price</b>	<b>CHT US\$35.89</b>
<b>52 Week Low/High</b>	<b>US\$33.2/41.58</b>
<b>TSE Share Price</b>	<b>2412 NT\$115.5</b>
<b>52 Week Low/High</b>	<b>NT\$107/128</b>
<b>Shares Outstanding</b>	<b>7,757 Million</b>

as of Oct. 30, 2023 Source: Bloomberg

### DIFFERENTIATING FACTORS

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

"We had another sound quarter with results exhibiting healthy momentum in various parts of our business," said Mr. Shui-Yi, Kuo, Chairman and Chief Executive Officer of Chunghwa Telecom. "While the higher base during the same period last year resulted in a relative decrease in our performance in the third quarter, we remain confident in our fundamentals and thereby the long-term sustainable growth of Chunghwa. We reported resilient performance across many business segments; for Consumer Business Group, our mobile business revenue increased 6.9% YoY, maintaining its growth for 30 consecutive months, while we observed an average 44% uplift in mobile monthly fees for 4G to 5G migrators. Meanwhile, our mobile market share in Taiwan kept growing QoQ and reached 40% in terms of revenue and 37.1% in the number of subscribers, widening our lead against our peers. Moreover, our promotion packages of fixed broadband business drove steady progress in terms of subscribers and ARPU (Average Revenue Per User). Although our Enterprise Business Group revenue was heavily impacted by the decline in fixed voice business from enterprise clients following the



**Mr. Shui-Yi Kuo**  
Chairman and CEO

pandemic, we are glad to see revenues of cybersecurity and IDC business from emerging enterprise applications continued to grow due to increasing demands, in line with our expectation. The total revenue of International Business Group delivered a double-digit growth year over year. Furthermore, we have expanded our footprint globally as we signed MOUs (memorandum of understanding) with EXATEL, a telco from Poland and Overbrook Hospital in Thailand, respectively, aiming to replicate our success in Taiwan to global markets."

During this quarter, Chunghwa Telecom actively invested in KK Company Technologies to further expand our digital ecosystem for innovative business models, which enable us to serve our customers with better video quality," said Mr. Chau-Young, Lin, President of Chunghwa Telecom. "In addition, we were ahead of our peers and announced to raise funds to enhance content business and expect to build the content ecosystem. At the same time, we aim to collaborate with domestic and international content creators to strengthen our IPTV (Internet Protocol Television) and OTT (Over-the-top) services."

"At Chunghwa, we continue advancing toward being an international benchmark enterprise recognized for sustainable development, leading the way as a digital ecosystem enabler, and empowering stakeholders to drive innovation and create value to meet the evolving needs of our customers and the world, while expanding our international business and operations to drive growth," Mr. Shui-Yi, Kuo concluded.

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

Q3 2023 Consolidated Revenue: NT\$53.66 bn

- Domestic Fixed
  - #1 Local
    - 91.4% share by subs (9.22 mn subs)
    - 82.6% share by minutes
  - #1 DLD
    - 81.6% share by minutes
  - #1 Broadband access and Internet
    - 58.1% share by subs (b)(c) (4.39 mn subs)
- Mobile
  - #1 Mobile revenue
    - 40.0% market share (d)
  - #1 Mobile subscribers
    - 37.1% market share (11.16 mn subs)(e)
- International Fixed
  - #1 ILD
    - 41.3% share by minutes

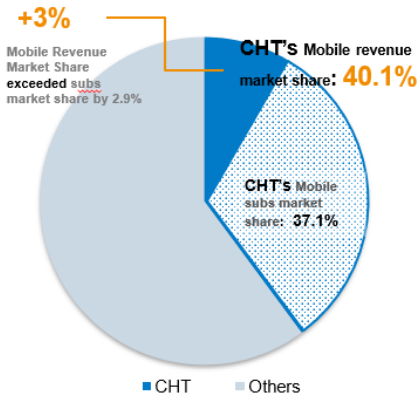
Source: Company data, MOTC, and NCC statistics

a) Market share as of Aug. 2023. b) CHT access circuits were not included c) Excluding PWWAN subscriber numbers

b) Revenues are based on T-IFRSs e) 040 subscribers excluded

### Leading Position in Mobile Market

#### #1 Mobile Revenue and Subs Market Share



Source: Company data, NCC statistics

Rev : Jul. 2023 to Sep. 2023

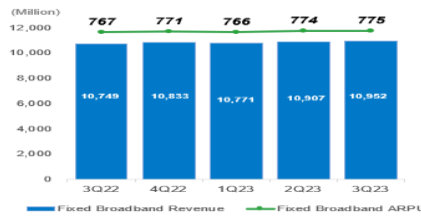
Sub : as of Sep. 2023

Note : Revenues definition from NCC (excluding IoT SIMs)

### Strong Growth in Fixed Broadband Service

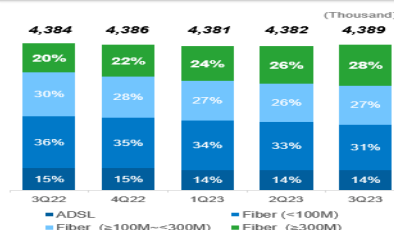
#### Fixed Broadband Revenue & ARPU

Fixed Broadband Revenue<sup>(a)</sup> YoY ▲ 1.9%  
Fixed Broadband ARPU YoY ▲ 1.0%



#### Broadband Subs

300M+ Subs YoY ▲ 42%



中華電信股份有限公司

Chunghwa Telecom Co., Ltd.

For more information visit:

[www.cht.com.tw/ir](http://www.cht.com.tw/ir)

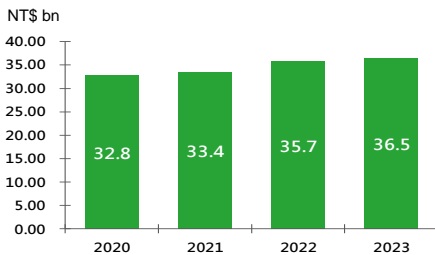


## Solid Financial Performance

Consolidated						
(NT\$b)	Q3 2022	Q3 2023	Growth %	9M 2022	9M 2023	Growth %
Revenues	53.51	53.66	0.3	157.24	161.33	2.6
Operating Costs and Expenses	41.32	42.19	2.1	121.36	125.44	3.4
Income from Operations	12.18	11.46	-5.9	35.87	35.90	0.1
Net Income <sup>2</sup>	9.36	9.09	-2.9	28.08	28.65	2.1
EPS	1.21	1.18	-2.9	3.62	3.69	2.1
EBITDA	22.10	21.38	-3.3	65.41	65.62	0.3
EBITDA Margin (%)	41.30%	39.84%		41.60%	40.68%	

Note: 1. Financials are prepared in accordance with T-IFRSs. Figures for 2023 are unaudited.  
 2. Net income attributable to owners of the parent.  
 3. EBITDA is defined as consolidated net income excluding (i) depreciation and amortization, (ii) financing costs, (iii) other expenses or income not related to the operation of the business, (iv) income tax, (v) (income) loss from discontinued operations, if any.  
 4. The calculation of growth rates is based on NT\$m.

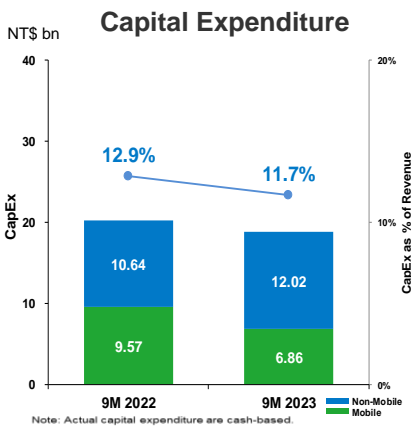
## Committed to Improving Shareholder Value



- 2023 Board of Directors resolved to distribute NT\$36.5 billion to shareholders
  - NT\$4.702 per share
  - payout ratio 100%

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

## Effective and Efficient Capital Expenditure



- Budgeted capex for 2023: NT\$35.11 bn
  - Mobile – NT\$11.97 bn
  - Non-mobile – NT\$23.14 bn
- Continue to focus on core businesses for future investments
  - 5G
  - FTTx
  - IDC/ Cloud
  - Submarine cable

## Commitment to Sustainable Development



## Awards and ESG Recognitions

- Received Jade Award from The Asset ESG Corporate Awards 2023
- Included as Top 10 Constituents by FTSE4Good TIP Taiwan ESG Index
- Honored as Most Outstanding Company in Taiwan in the Communication Services Sector by Asiamoney



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