



Taiwan Mobile
台湾大哥大

Taiwan Mobile Co., Ltd.

1Q16 Results Summary

April 28, 2016



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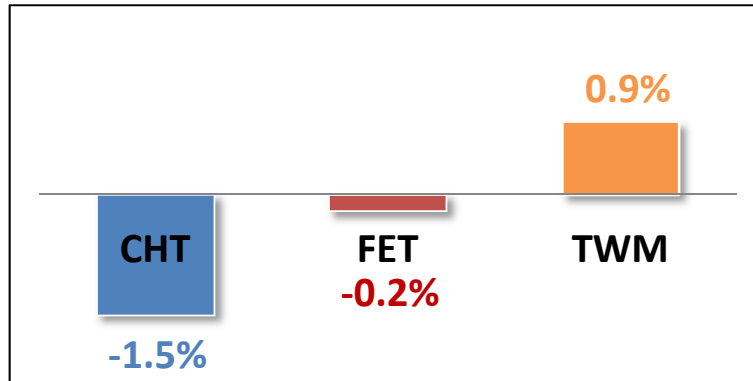
Business Overview



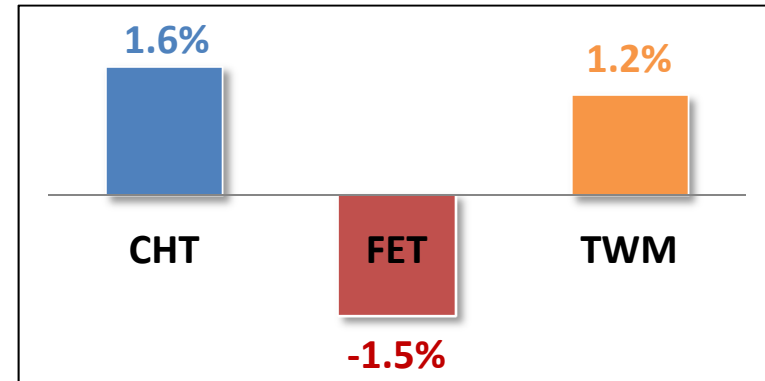
Mobile Growth Leading the Pack

YoY Growth Rates for 1Q16 via Different Metrics

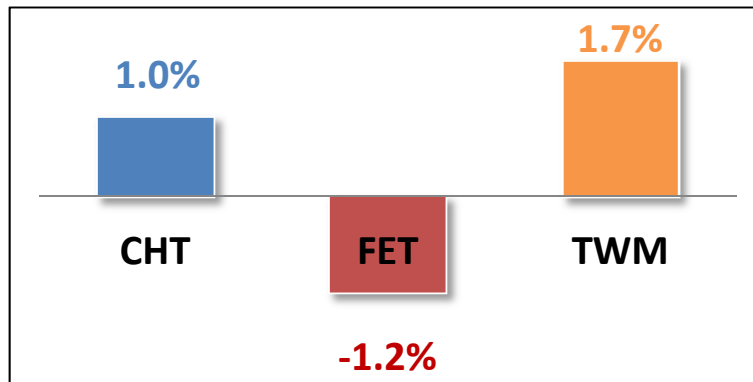
Total Subscribers



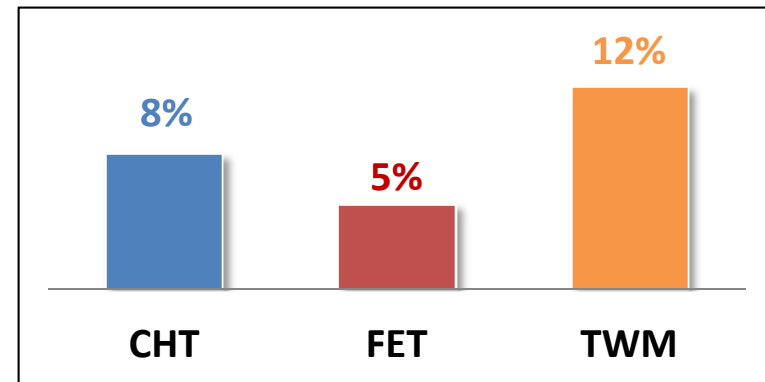
Blended ARPU¹



Mobile Service Revenue¹



Telecom EBITDA



1. Based on IFRS – Residual Value Method, i.e. excluding revenue adjustments under the current bundle sales accounting policy



Margin Expansion in Retail Business

(Unit: NT\$bn)			
momo	1Q16	QoQ	YoY
Total Revenue	7.01	2%	12%
- Online Shopping	4.99	5%	23%
- TV Home Shopping & Others	2.01	-4%	-8%
EBITDA	0.40	42%	20%
EBITDA Margin	5.6%	+1.6ppts	+0.4ppts



Financial Overview

NT\$m	1Q16			
	Amount	YoY	QoQ	% of 1Q16 Forecast
Revenue	29,199	-2%	-4%	100%
Cost	(19,682)	-6%	-9%	97%
Operating expense	(4,513)	3%	-3%	98%
Operating income	5,005	15%	15%	113%
Net non-oper. items	(235)	21%	19%	64%
Income before tax	4,769	15%	15%	117%
Net income	3,773	-1%	0%	115%
EPS (NT\$)	1.39	-1%	1%	115%
EBITDA	8,417	11%	8%	107%
EBITDA margin	28.83%			



Performance by Business

NT\$bn	Revenue				EBITDA			
	Telecom	CATV	momo	Total	Telecom	CATV	momo	Total
1Q16	20.50	1.64	7.01	29.20	7.06	0.90	0.40	8.42
% of total	70%	6%	24%	100%	84%	11%	5%	100%
1Q16 YoY	-6%	1%	12%	-2%	12%	1%	20%	11%
4Q15 YoY	-1%	4%	8%	1%	10%	4%	-28%	8%

Note: The combined total of telecom, CATV and momo does not equal the consolidated total of each account due to other revenue and minor adjustments / eliminations.



Cash Flow Analysis

NT\$bn	1Q16	4Q15	1Q15
Operating Cash Flow	10.03	7.74	5.38
Investing Cash Flow	(2.91)	(1.76)	(6.68)
Financing Cash Flow	(7.00)	(4.68)	1.62

NT\$bn	1Q16	4Q15	1Q15
Cash CAPEX	(2.75)	(2.80)	(3.29)
Free Cash Flow	7.29	4.94	2.09



Event Updates

2015 Earnings Distribution

TWM's board meeting today (April 28, 2016) approved a proposal to distribute NT\$15.2bn in cash dividends, translating into a 97% payout to shareholders. Dividend per share is NT\$5.6 on 2.72bn shares, excluding treasury shares held by 100%-owned subsidiaries.

Awards and Recognition

According to speed tests conducted by Ookla, the internationally recognized standard for internet connection testing, Taiwan Mobile won the "2015 Taiwan's Fastest Mobile Network" and the "2015 Taiwan's Fastest 4G LTE".



TWM's Latest 4G Rate Plans

Effective May 1, 2016

4G Rate Plans		Monthly Fee									
		\$199	\$399	\$599	\$799	\$999	\$1,199	\$1,399	\$1,599	\$1,899	\$2,599
Data	Monthly Usage Cap	200MB	3GB	6GB	9GB	16GB	26GB	Unlimited Data			
	Months of Unlimited Data Usage / Contract Period	-	3 Months / 30 Months	6 Months / 24 Months		12 Months / 24 Months					
				12 Months / 30 Months		15 Months / 30 Months					
Voice	Free Minutes of On-net Calls	First 1 Minute per Call	First 3 Minutes per Call	First 5 Minutes per Call	First 10 Minutes per Call			Free On-net Calls			
	Free Minutes of Off-net Calls per Month	20	20	30	40	50	70	100	120	200	220
Contract Period		24 Months	24/30 Months								



The mobile industry's rational moves on 4G rate plans set the tone for a healthier growth path for the industry. Taiwan Mobile is expected to benefit from better operating leverage and stronger free cash flow generation going forward.



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Q & A