



台灣大哥大  
Taiwan Mobile



# Taiwan Mobile Co., Ltd. 1Q24 Results Summary

May 14, 2024



# Disclaimer

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# Business Overview



# 1Q24 Highlights

**Solid growth across 3 core sectors**

**5G**

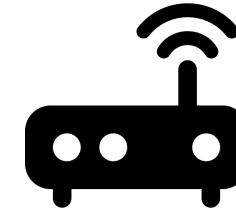
**Mobile Service Revenue**

**+27% YoY\***



**E-commerce**

**+7% YoY**



**Home Broadband Subs**

**+4% YoY**

**Consolidated EBITDA**

**New High**

**Consolidated Operating Income**

**New High since 2Q18**

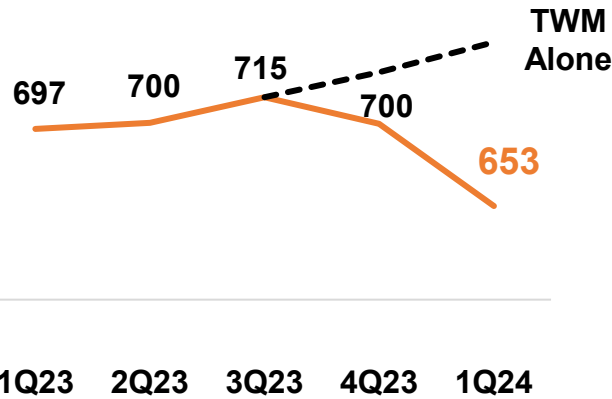
\*Reflects a full quarter of T Star's contribution as the merger took place on Dec 1, 2023.



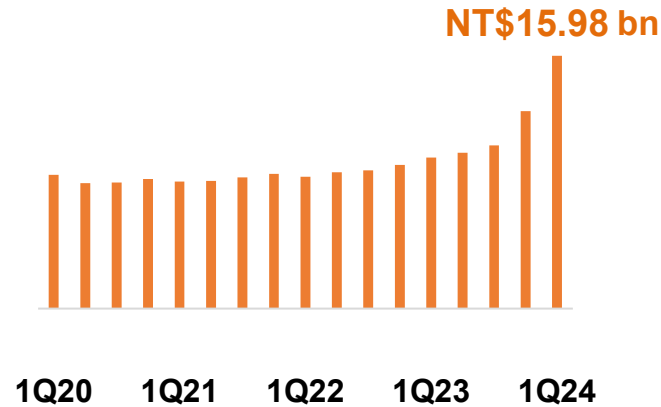
# Mobile – Growth Engine #1

## 1Q24 results

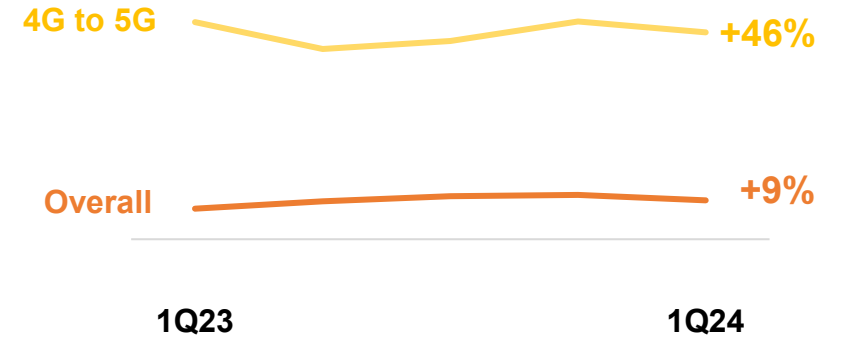
### Smartphone ARPU



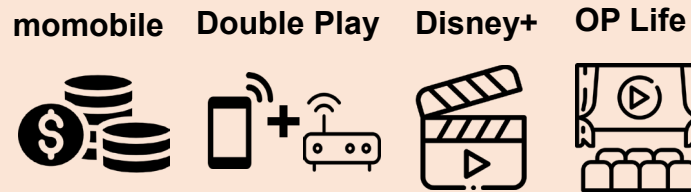
### Mobile Service Revenue (non-bundle)



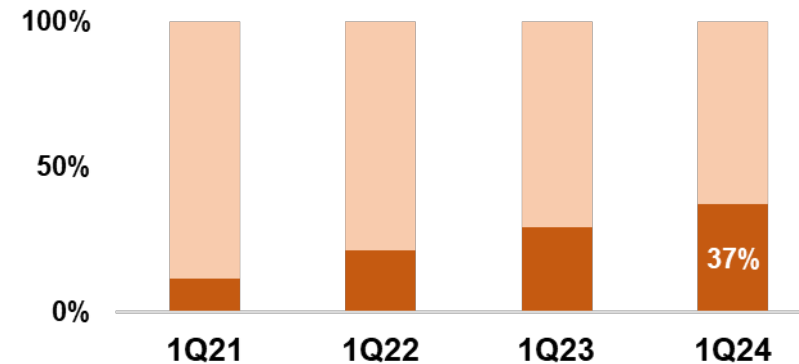
### Monthly fee uplift from renewals



### Unique bundles

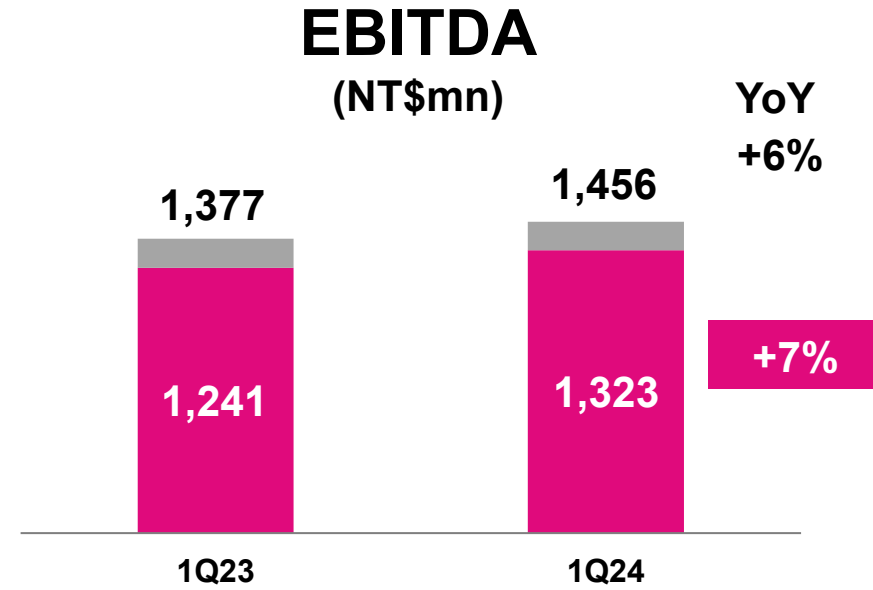
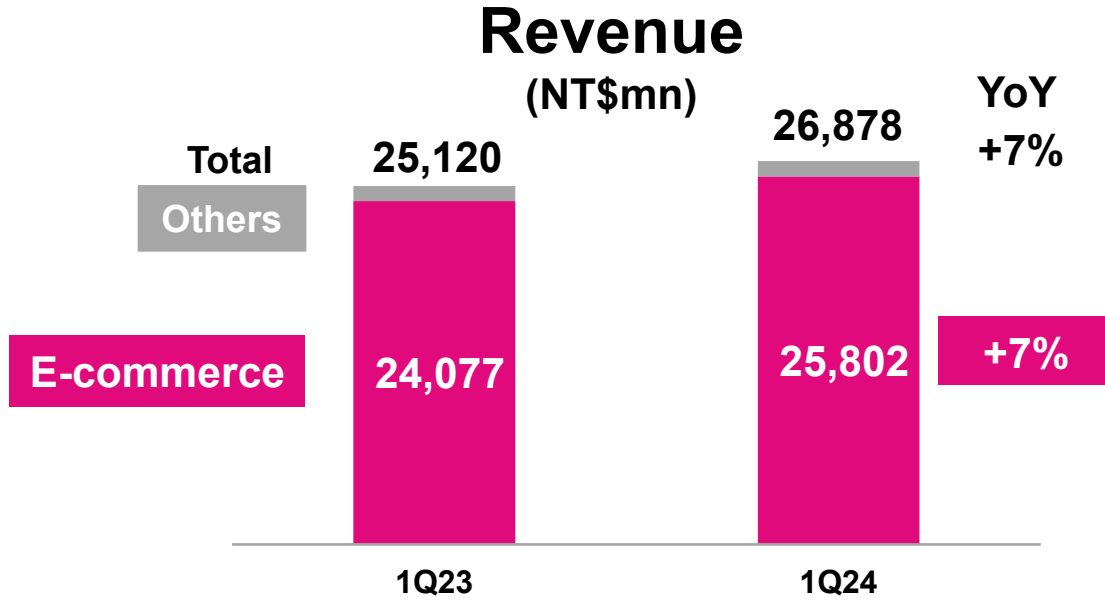


### 5G Penetration of Smartphone User Base





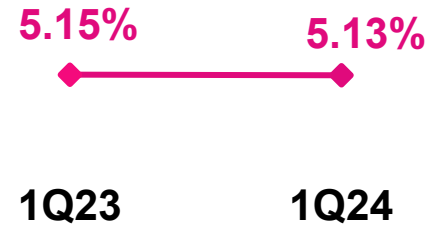
# momo – Growth Engine #2



### Active Users



### E-commerce EBITDA Margin

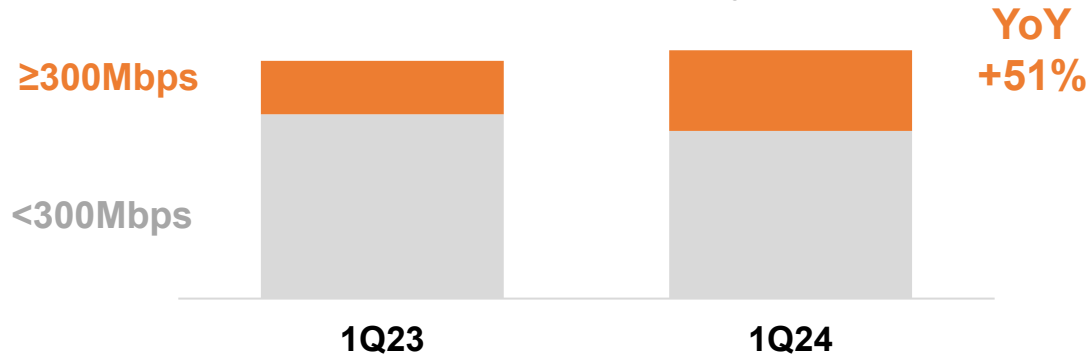


Note: E-commerce includes B2C and B2B2C businesses.



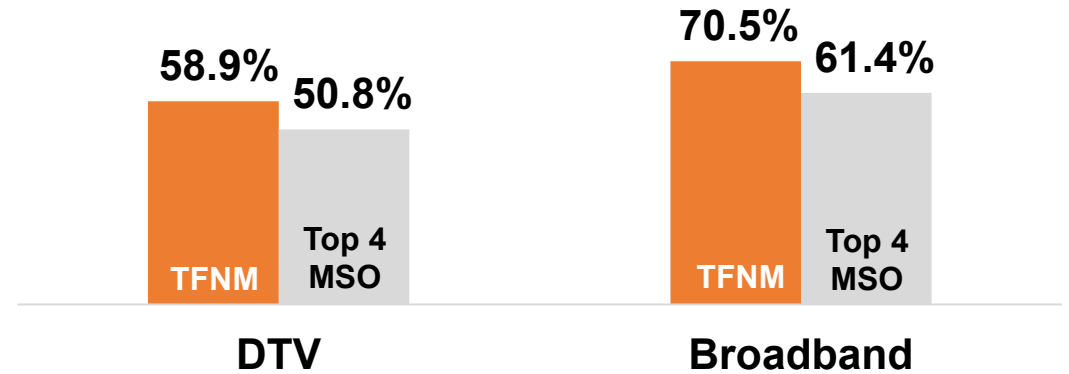
# Broadband – Growth Engine #3

### Cable Broadband Subscriber (TFNM+Double Play)



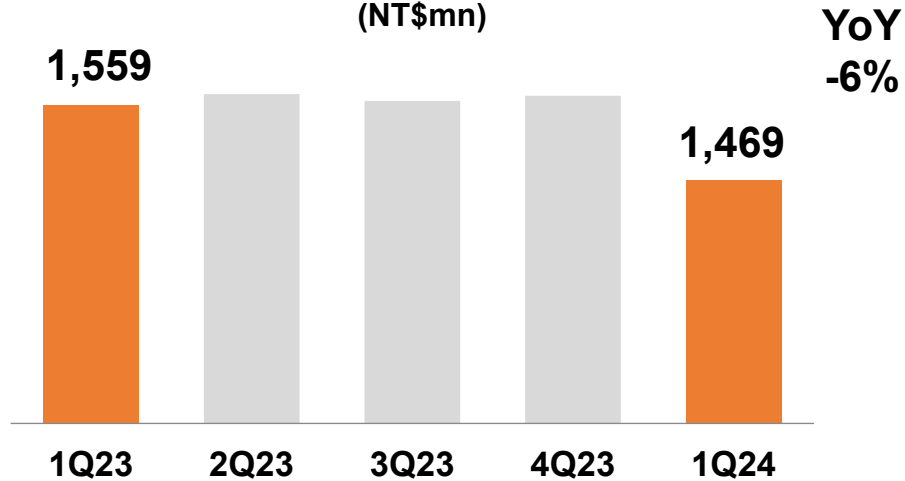
Source: Market intelligence

### 1Q24 Penetration Rate

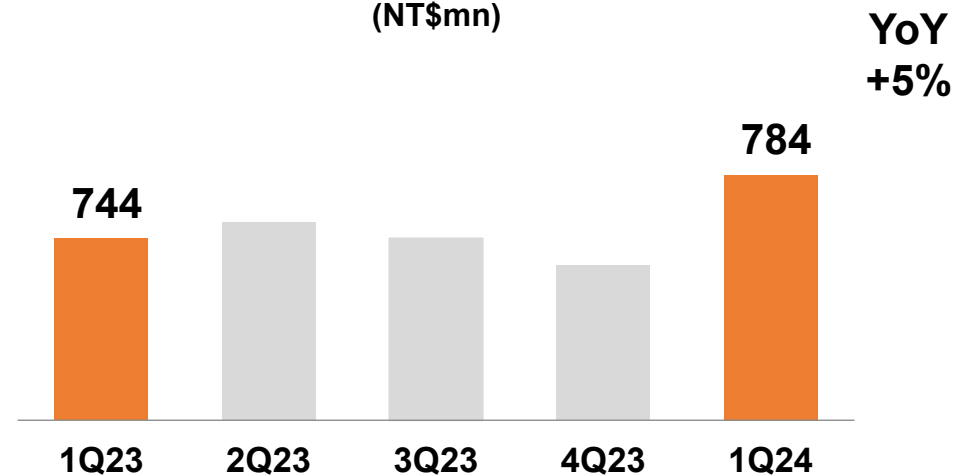


Source: Market intelligence

### CATV Revenue (NT\$m)



### CATV EBITDA (NT\$m)





# Financial Overview





# Performance by Business

NT\$bn	Revenue				EBITDA			
	Telecom	momo	CATV	Total <sup>1</sup>	Telecom	momo	CATV	Total <sup>1</sup>
1Q24	20.72	26.88	1.47	48.28	8.18	1.46	0.78	10.59
% of total	43%	56%	3%	100%	77%	14%	7%	100%
1Q24 YoY	20%	7%	-6%	12%	27%	6%	5%	22%
4Q23 YoY	12%	3%	-6%	6%	11%	5%	-1%	9%

1. The sum of each account of telecom, CATV and momo does not equal to the consolidated total number due to other revenue and inter company eliminations.



# Results Summary

NT\$bn	1Q24		
	Amount	QoQ	YoY
Revenues	48.28	-10%	12%
Cash Cost & Expense	(37.69)	-15%	10%
Operating Income	4.66	4%	9%
Non-op. Income (Exp.)	(0.33)	nm	46%
Pre-tax Income	4.32	-12%	6%
Net Income <sup>1</sup>	2.97	-17%	9%
EPS (NT\$)	0.98	-22%	2%
EBITDA	10.59	12%	22%

1. Excluding one-off divestment gains in 4Q23, 1Q24 net income would have increased QoQ.



# Balance Sheet Analysis

NT\$bn	1Q24	4Q23	1Q23
<b>Total Assets</b>	<b>239.02</b>	<b>242.96</b>	<b>191.46</b>
Current Assets	42.98	44.16	40.43
- Cash & Cash Equivalents	13.96	13.24	14.26
- Receivable & Contract Assets	19.77	20.28	16.37
- Inventories	6.52	8.19	7.89
- Other Current Assets	2.74	2.44	1.91
Non-current Assets	196.04	198.81	151.03
- Long-term Investment	9.54	9.38	7.83
- Property, Plant and Equipment	52.09	52.86	46.76
- Right-of-use Assets	12.82	13.75	9.76
- Concession	70.77	72.24	55.10
- Other Non-current & Contract Assets	50.83	50.58	31.59
	<b>1Q24</b>	<b>4Q23</b>	<b>1Q23</b>
<b>Current Ratio</b>	59%	58%	63%
<b>Net Debt to Equity</b>	77%	86%	73%
<b>Net Debt to EBITDA (x)</b>	1.80	2.23	1.57
<b>ROE<sup>1</sup> (annualized)</b>	12%	15%	15%

NT\$bn	1Q24	4Q23	1Q24
<b>Liabilities</b>	<b>142.03</b>	<b>149.58</b>	<b>115.34</b>
Current Liabilities	72.32	75.73	64.24
- ST Debts	33.80	35.05	31.37
- Accounts & Notes Payable	13.68	13.61	12.48
- Current Lease Liabilities	5.08	5.79	3.66
- Other Current Liabilities	19.76	21.28	16.72
Non-current Liabilities	69.71	73.85	51.10
- Long-term Borrowings	54.56	58.10	38.21
- Non-current Lease Liabilities	7.79	7.98	6.08
- Other Non-current Liabilities	7.36	7.77	6.81
<b>Shareholders' Equity</b>	<b>97.00</b>	<b>93.38</b>	<b>76.13</b>
Paid-in Capital	37.23	37.23	35.19
Capital Surplus	31.33	31.30	15.37
Legal Reserve	33.50	33.50	32.60
Treasury Shares	(29.72)	(29.72)	(29.72)
Un-appropriated Earnings	0.00	0.00	0.00
Non-controlling Interest	9.16	8.56	8.85
Retained Earnings & Others <sup>2</sup>	15.49	12.51	13.82

1. ROE = Accumulated Net Income (Annualized) / Average Shareholders' Equity

2. Including accumulated profits and other equity items.



# Cash Flow Analysis

NT\$bn	1Q24	4Q23	1Q23
Operating	10.32	7.69	4.81
Investing	(2.85)	0.51	(2.61)
Financing	(6.75)	(6.14)	(2.88)

NT\$bn	1Q24	4Q23	1Q23
Pre-IFRS 16 Operating <sup>1</sup>	8.73	6.45	3.66
Cash CAPEX	(2.77)	(1.43)	(2.37)
Free Cash Flow	5.96	5.01	1.29

1. "Lease expenses" previously under operating activities was reclassified into financing cash flow and investing cash flow (to a lesser extent) in accordance with IFRS 16 in 2019.



# Event Updates



# Awards and ESG Recognitions



**CDP Climate Change  
Grade A Rating**  
*For the 4<sup>th</sup> time*

Best among Taiwanese telcos

## Received top scores in 6 categories

Targets, Scope 1 & 2 Emissions, Scope 3 Emissions, Opportunity Disclosure, Business Strategy, Financial Planning & Scenario Analysis, and Emission Reduction Initiatives



**CDP Supplier Engagement Rating  
Grade A Rating**  
*For 3 years in a row*

Top 12% of evaluated companies

## Received top scores in 3 categories

Supplier Engagement, Scope 3 Emissions, Overall CDP Climate Change Performance



**ISO 20400 Certification**  
**Sustainable Procurement Guidance**

**Provided guidance to 15 high-carbon-emitting suppliers in establishing SBT carbon reduction pathways**



# Key Message

**In the first quarter of 2024, we delivered commendable financial results, marked by healthy EPS growth and robust free cash flow. Our core mobile business continued its strong growth trajectory, while we out-execute merger integration against already aggressive plans.**

**Looking ahead, we will relentlessly pursue the full potential of these flywheels by 1) further accelerating the realization of merger synergies, and 2) leveraging our expanded scale to seize more growth opportunities.**



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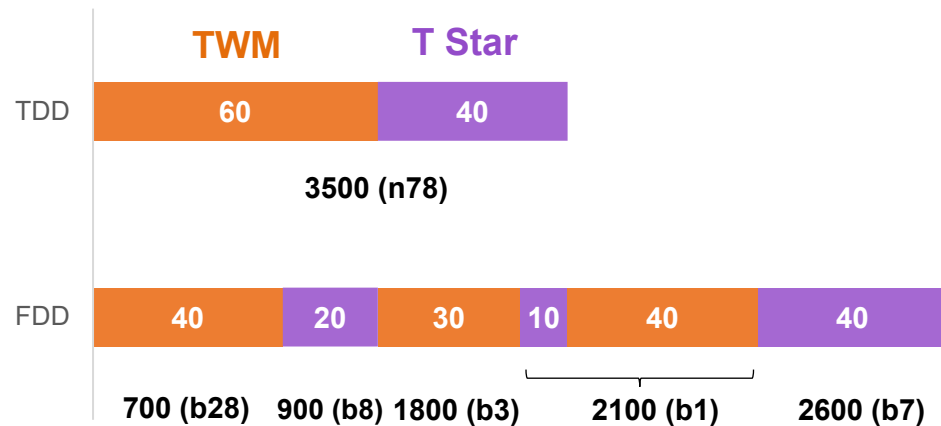




# Appendix: TWM – TST Merger

- The merger with T Star was effective on December 1, 2023.
- Approximately 204mn new shares were issued, bringing total outstanding shares to 3,723mn (including 699mn treasury shares which are excluded from EPS calculation and dividend distribution).

Combined Sub 6GHz Spectrum Holdings (MHz)



Market Share by 09x Subscribers (As of Dec 2023)

