



台灣大哥大  
Taiwan Mobile

# Taiwan Mobile Co., Ltd. 2Q25 Results Summary

Aug 8, 2025



# Disclaimer

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# Business Overview



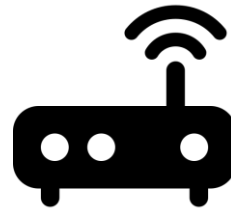
# 2Q25 Highlights

**Solid Growth in Mobile, Broadband and New Telco+Tech Revenues**



**Mobile Service Revenue**  
(non-bundle)

**+2% YoY**



**Broadband**

**+6% YoY**



**New Telco+Tech  
Businesses**

**+13% YoY**

**Telecom EBIT**  
(incl. New Telco+Tech)

**+13% YoY**

**Consolidated  
Operating Income**

**+4% YoY**

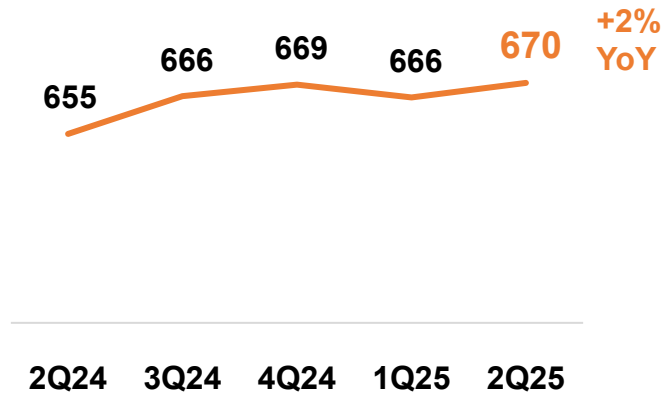
**Net Income**

**+2% YoY**

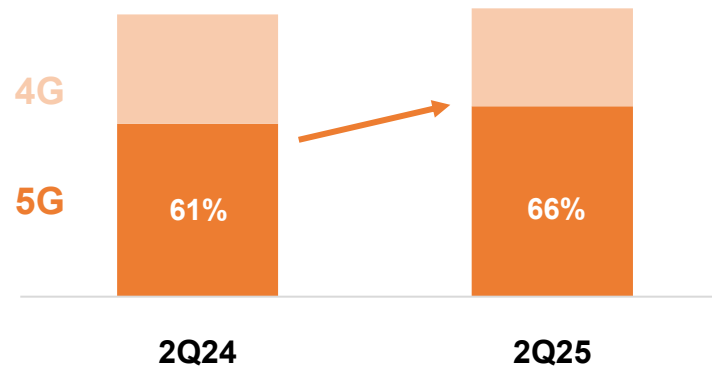


# Mobile – Growth Engine #1

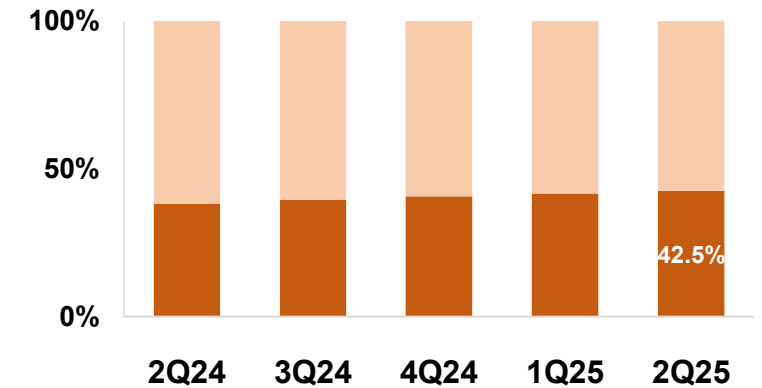
## Smartphone ARPU



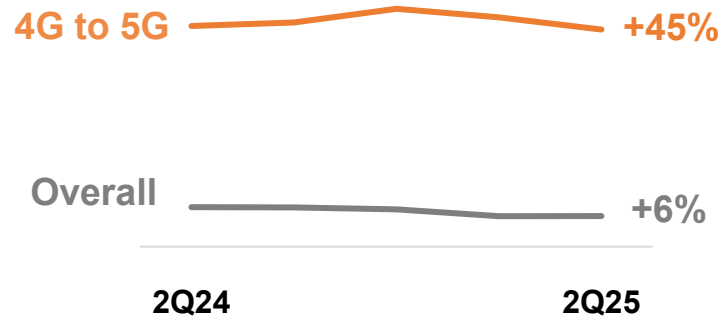
## Mobile Service Revenue (non-bundle)



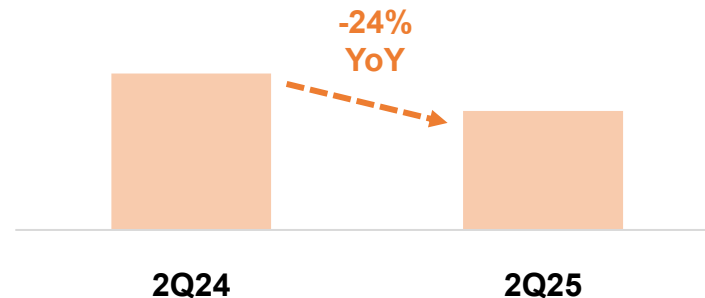
## 5G Penetration of Smartphone User Base



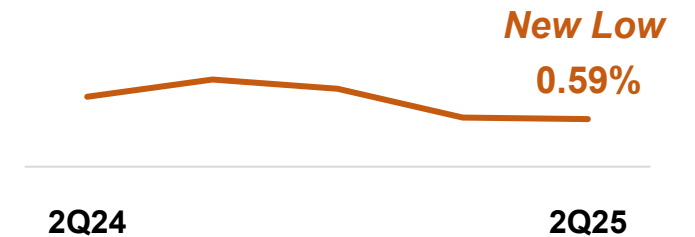
## Monthly Fee Uplift from Renewals



## NP-out for Overall Market (NP = Number Portability)



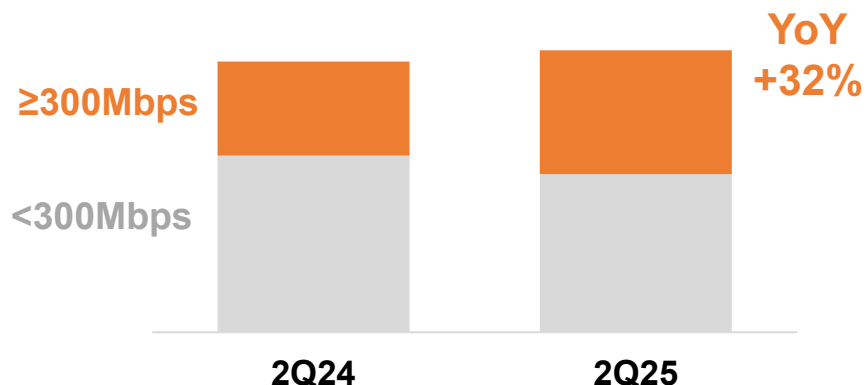
## Postpaid Churn Rate



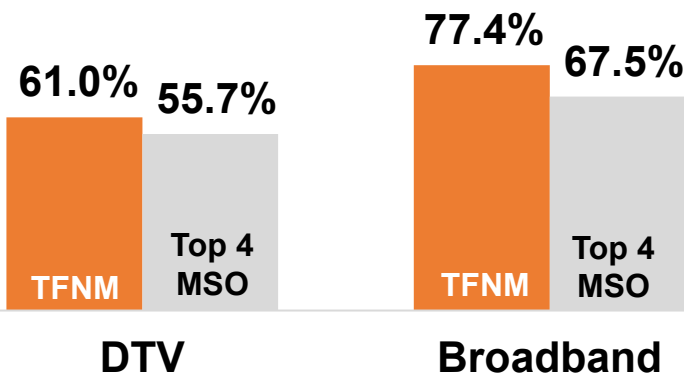


# Broadband – Growth Engine #2

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

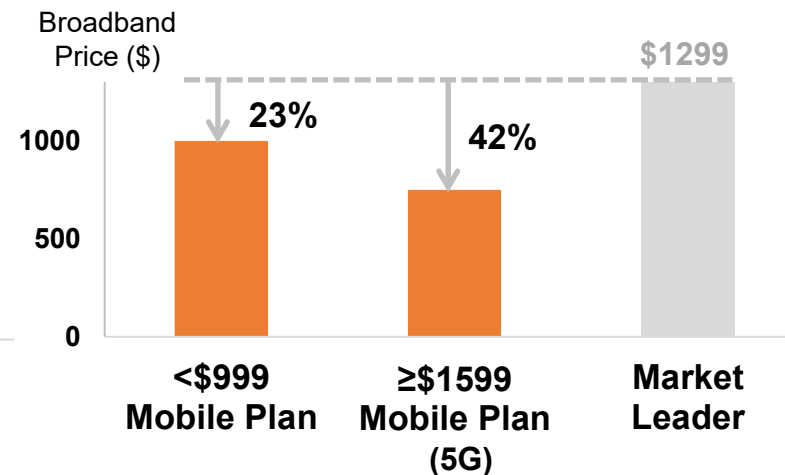


**2Q25 Penetration Rate**

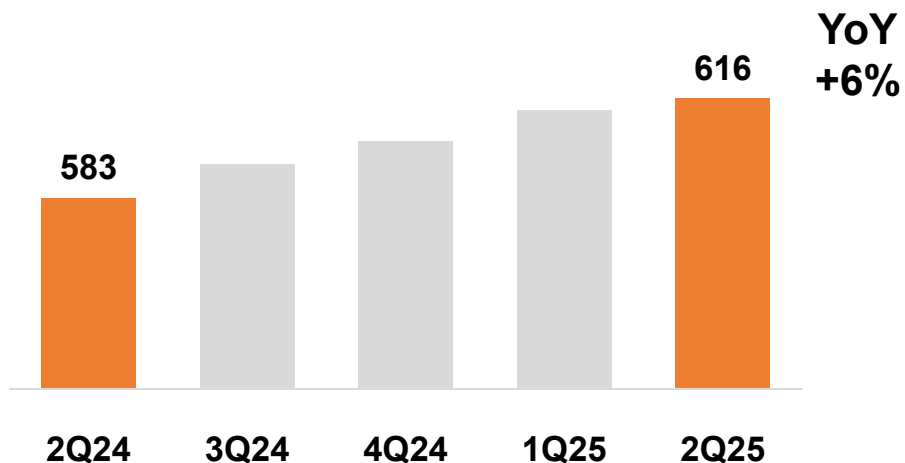


Source: Market intelligence

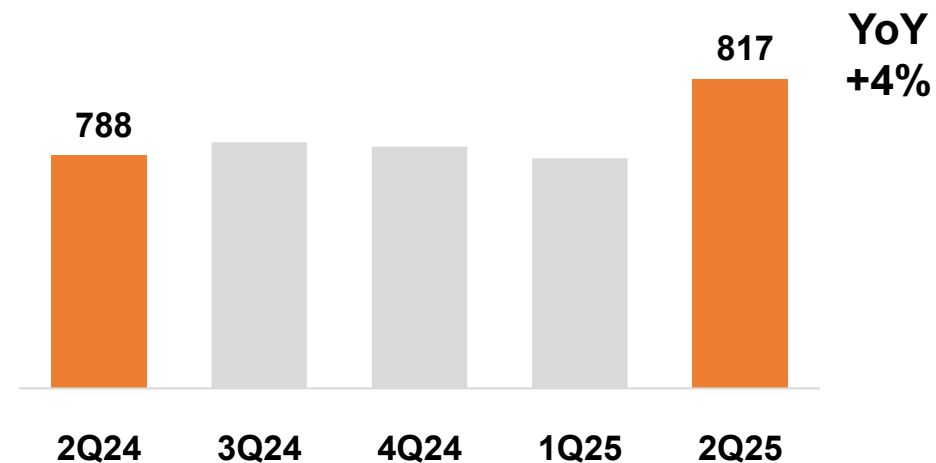
**Competitive Pricing for Broadband Add-ons (1Gbps)**



**Broadband Revenue**  
(NT\$m)

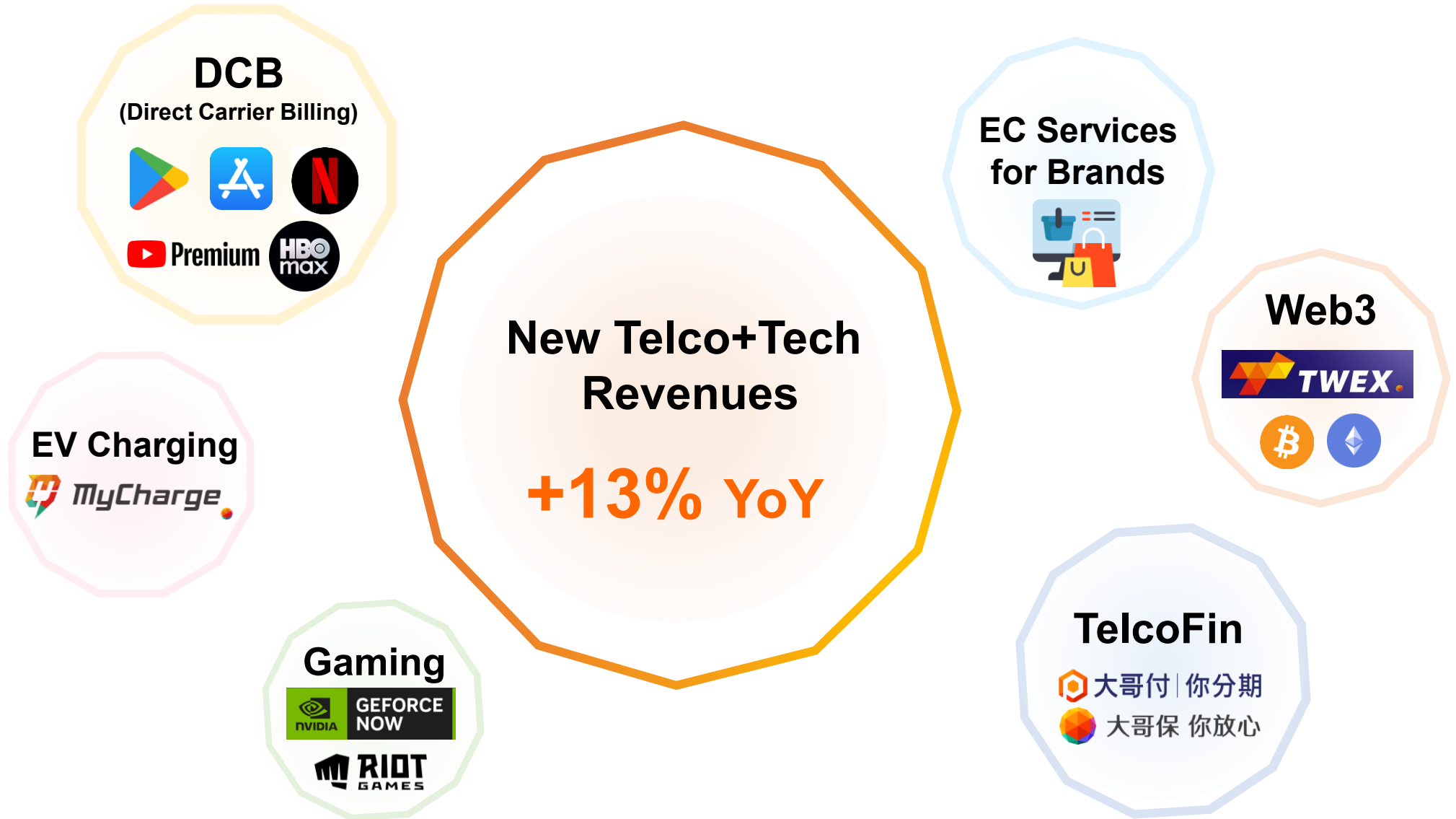


**CATV EBITDA**  
(NT\$m)





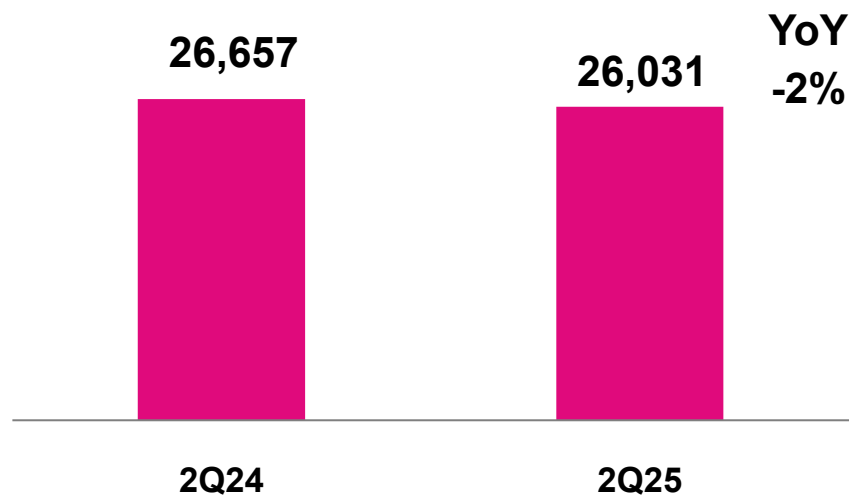
# New Telco+Tech – Growth Engine #3



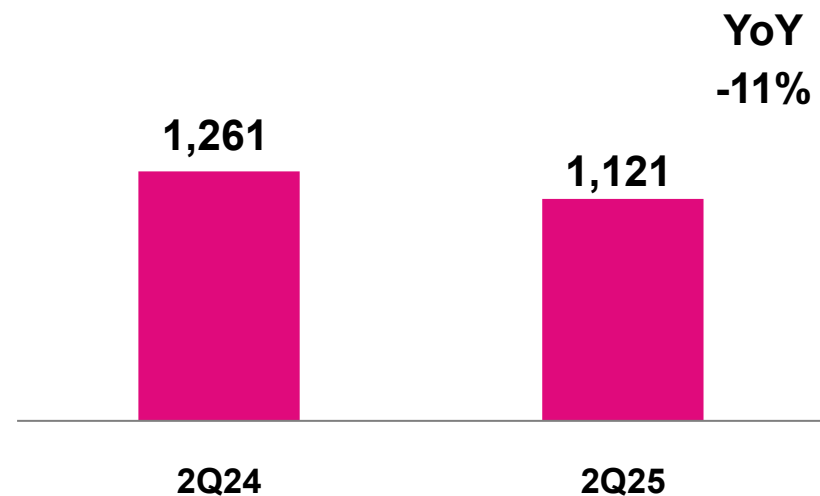


# momo

## Revenue (NT\$mn)



## EBITDA (NT\$mn)

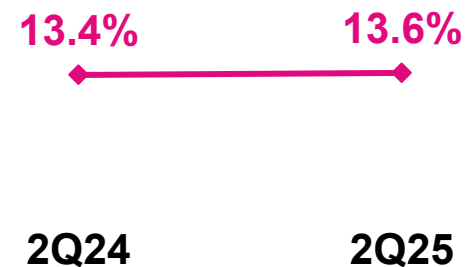


## Active Users



**+5.1%**  
YoY  
2Q25

## Take Rate







# Financial Overview



# Performance by Business

NT\$bn	Revenue				EBITDA			
	Telecom	momo	CATV	Total <sup>1</sup>	Telecom	momo	CATV	Total <sup>1</sup>
2Q25	21.11	26.03	1.50	47.47	8.61	1.12	0.82	10.59
% of total	44%	55%	3%	100%	81%	11%	8%	100%
2Q25 YoY	3%	-2%	2%	-1%	3%	-11%	4%	0%
1Q25 YoY	4%	-2%	0%	0%	5%	-22%	0%	0%

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	2Q25			1H25	
	Amount	QoQ	YoY	Amount	YoY
Revenues	47.47	-1%	-1%	95.64	0%
Cash Cost & Expense	(36.88)	-2%	-1%	(74.50)	0%
Operating Income	5.17	0%	4%	10.32	7%
Non-op. Income (Exp.)	(0.61)	158%	57%	(0.85)	18%
Pre-tax Income	4.55	-7%	0%	9.46	7%
Net Income	3.29	-10%	2%	6.94	12%
EPS (NT\$)	1.09	-10%	2%	2.30	12%
EBITDA	10.59	0%	0%	21.14	0%



# Balance Sheet Analysis

NT\$bn	2Q25	1Q25	2Q24
<b>Total Assets</b>	<b>236.68</b>	<b>237.90</b>	<b>240.52</b>
Current Assets	43.49	42.68	44.71
- Cash & Cash Equivalents	12.22	11.56	15.24
- Receivable & Contract Assets	20.30	19.82	20.07
- Inventories	7.04	7.39	6.71
- Other Current Assets	3.93	3.91	2.69
Non-current Assets	193.19	195.23	195.81
- Long-term Investment	12.40	12.83	10.25
- Property, Plant and Equipment	53.05	52.84	53.25
- Right-of-use Assets	11.28	11.69	11.69
- Concession	63.50	64.95	69.29
- Other Non-current & Contract Assets	52.95	52.92	51.33

	2Q25	1Q25	2Q24
<b>Current Ratio</b>	61%	68%	46%
<b>Net Debt to Equity</b>	82%	76%	83%
<b>Net Debt to EBITDA (x)</b>	1.63	1.73	1.69
<b>ROE<sup>1</sup> (annualized)</b>	15%	15%	14%

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

2. Including accumulated profits and other equity items.

NT\$bn	2Q25	1Q25	2Q24
<b>Liabilities</b>	<b>150.11</b>	<b>139.23</b>	<b>154.88</b>
Current Liabilities	70.97	62.59	96.84
- ST Debts	18.59	25.78	42.81
- Accounts & Notes Payable	13.03	12.86	14.29
- Current Lease Liabilities	3.99	4.04	4.38
- Other Current Liabilities	35.35	19.91	35.36
Non-current Liabilities	79.14	76.64	58.04
- Long-term Borrowings	64.40	61.29	43.37
- Non-current Lease Liabilities	7.38	7.70	7.49
- Other Non-current Liabilities	7.37	7.65	7.19
<b>Shareholders' Equity</b>	<b>86.57</b>	<b>98.67</b>	<b>85.64</b>
Paid-in Capital	37.23	37.23	37.23
Capital Surplus	29.03	30.19	29.32
Legal Reserve	36.11	34.72	34.72
Treasury Shares	(29.72)	(29.72)	(29.72)
Un-appropriated Earnings	0.00	0.00	0.00
Non-controlling Interest	7.51	9.02	7.57
Retained Earnings & Others <sup>2</sup>	6.40	17.23	6.52



# Cash Flow Analysis

NT\$bn	2Q25	1Q25	2Q24
Operating	8.77	9.07	8.43
Investing	(2.41)	(3.46)	(3.16)
Financing	(5.70)	(6.00)	(3.99)

NT\$bn	2Q25	1Q25	2Q24
Pre-IFRS 16 Operating <sup>1</sup>	7.63	7.89	7.11
Cash CAPEX	(2.37)	(3.48)	(2.63)
Free Cash Flow	5.26	4.41	4.49

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

## 7 Telecom Sector Top Awards in Extel's Asia Executive Team Survey

*Best CEO / Best CFO  
Best IR Program / Best IR Professional  
Best ESG / Best Company Board  
Best IR Team*



## #1 Telecom Company in Asia (Overall Asia & Rest of Asia Rankings)

**"Most Honored Company"**  
The only Taiwan telecom company  
recognized 3 years in a row



**Top 5% in "Corporate  
Governance Evaluation"  
for 11 consecutive years**

Only 7 of the listed companies  
were honored



**Best AI Awards**  
VotexAI  
MyMoji



**3 Awards**  
Availability  
Overall Video Experience  
5G Video Experience



**3 Major Accolades**  
Telco of the Year (Advanced Markets)  
CEO of the Year  
Telco to Ace Gaming



**International Biodiversity  
Sustainability Award**  
"AI Ocean"



# Key Message

**TWM is committed to a clear, three-part strategy designed to drive sustained growth and enhanced free cash flow. We are fortifying our telco core while aggressively expanding our Telco+ services and Telco+Tech businesses. Our recent initiatives are not just isolated projects; they are a direct reflection of this strategy in action. Our exclusive OTT bundles are effectively lifting customer spending and deepening engagement. The launch of TWEX firmly positions us at the forefront of the Web3 space. Our new AIDC is a critical, foundational step in our artificial intelligence roadmap. These efforts are integral to our long-term vision. We have deep confidence in our fundamentals and believe our strategic execution will continue to create significant value for our shareholders.**





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Q&A