



台灣大哥大
Taiwan Mobile

Taiwan Mobile Co., Ltd. 3Q21 Results Summary

November 4th 2021



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Business Overview



3Q21 Highlights

Solid revenue increases in all 3 growth engines

5G

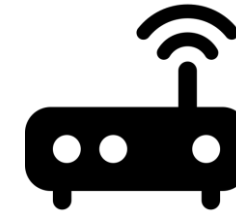
Mobile Service Revenue

+2% YoY



E-commerce

+38% YoY



Home Broadband

+14% YoY

**Consolidated
EBITDA**

+9%
YoY
3Q21



5G Mobile Business – Growth Engine #1

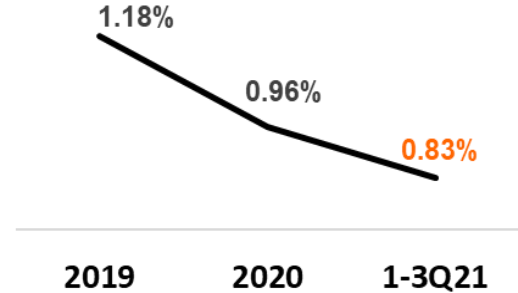
3Q21 results



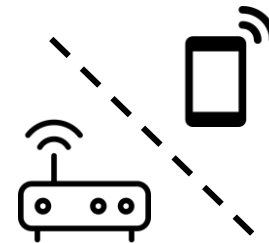
Upselling ↑
48M handset bundle
iPhone 13 launch



Postpaid Churn



momobile
user contribution to
e-commerce revenue

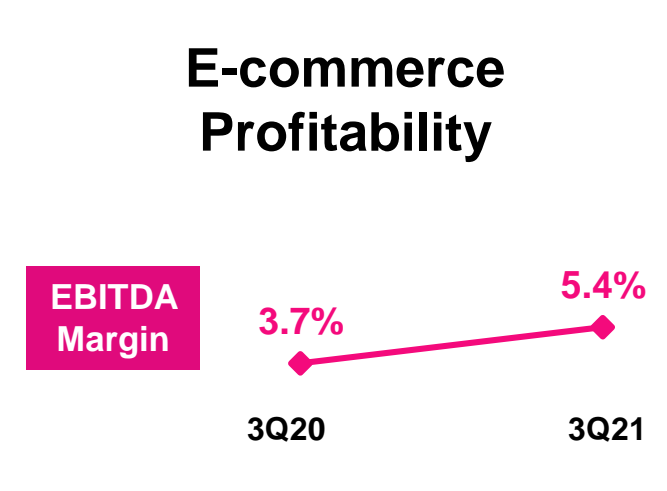
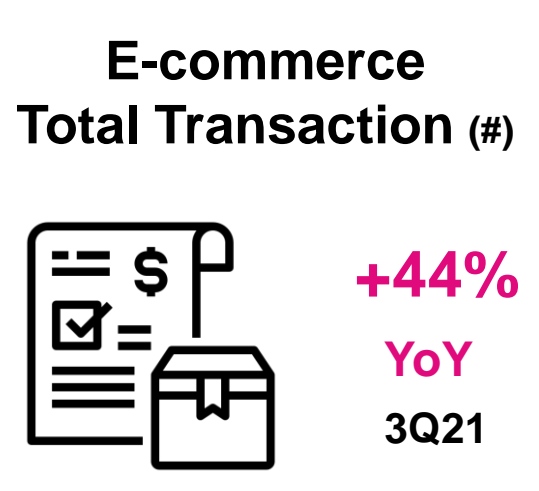
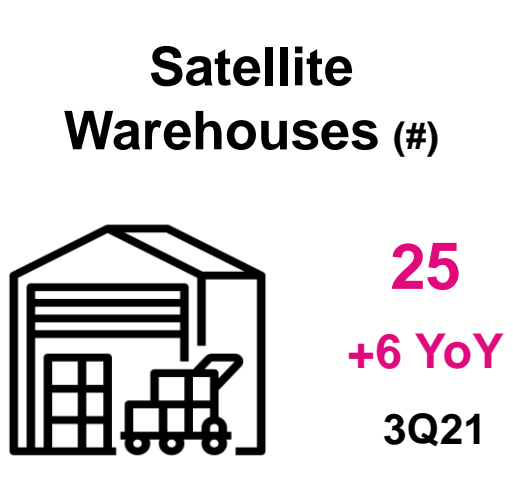
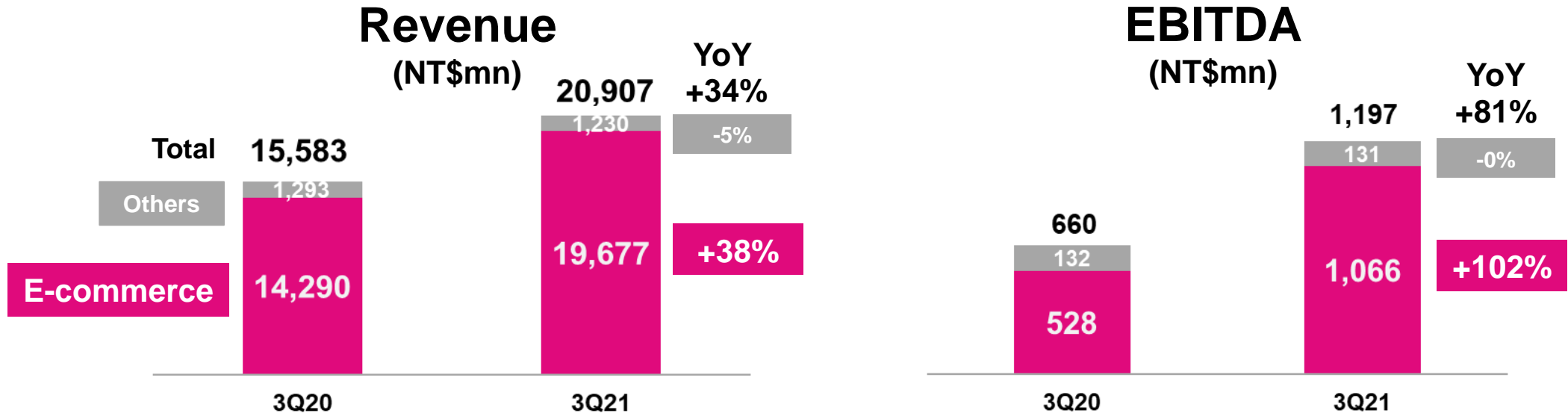


Double Play

>70% Footprint coverage



momo – Growth Engine #2





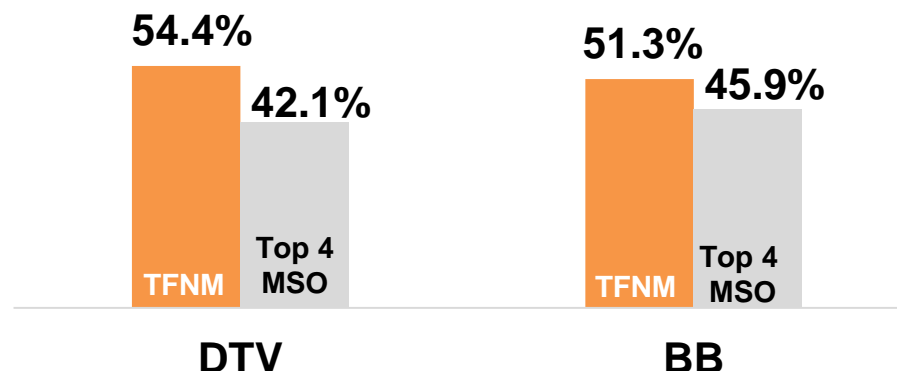
Broadband – Growth Engine #3

3Q21 Basic TV Subscribers

('000)	Subscribers	YoY
TFNM	540	-1.9%
Top 4 MSO	3,389	-2.7%

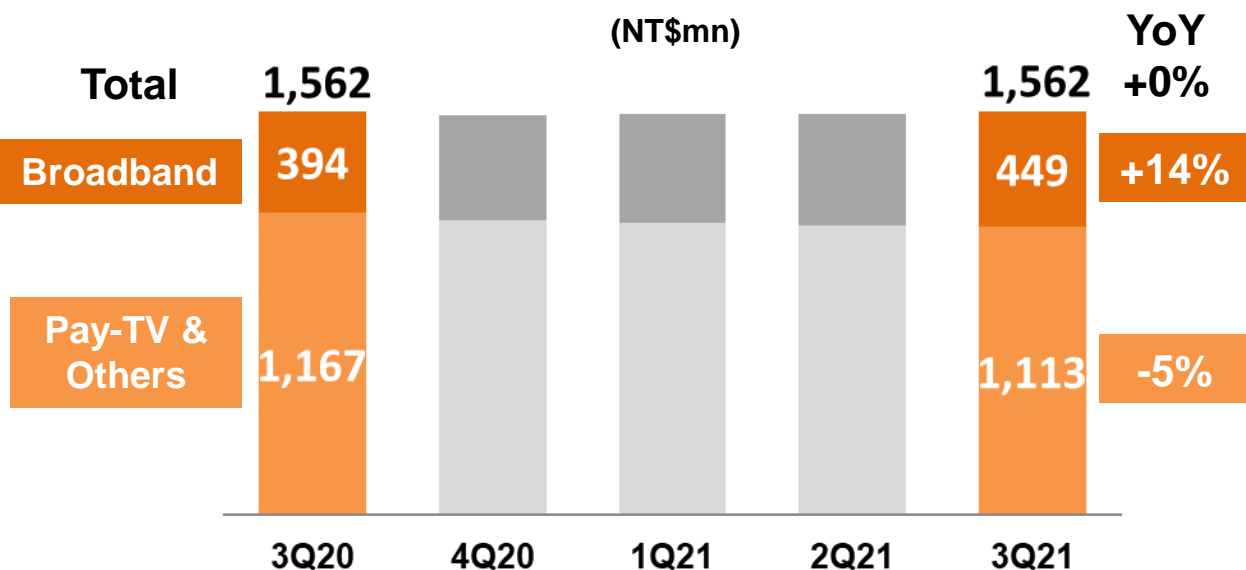
Source: Market intelligence

3Q21 Penetration Rate

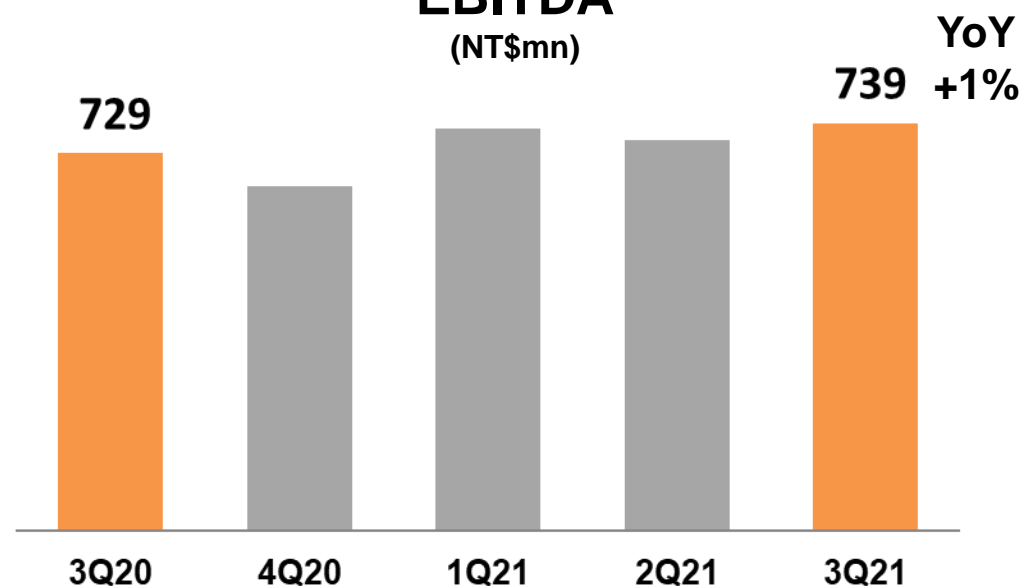


Source: Market intelligence

Revenue (NT\$m)



EBITDA (NT\$m)





Financial Overview



Performance by Business

NT\$bn	Revenue				EBITDA			
	Telecom	CATV	momo	Total ¹	Telecom	CATV	momo	Total ¹
3Q21	15.51	1.56	20.91	37.39	6.44	0.74	1.20	8.49
% of total	41%	4%	56%	100%	76%	9%	14%	100%
3Q21 YoY	7.4%	0.0%	34.2%	19.7%	2.1%	1.4%	81.4%	8.9%
2Q21 YoY	4.9%	0.5%	40.6%	22.6%	1.5%	-1.1%	103.0%	10.1%

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	3Q21		
	Amount	QoQ	YoY
Revenues	37.39	-3%	20%
Cash Cost & Expense	(28.90)	-3%	23%
Operating Income	4.22	-1%	10%
Non-op. Income (Exp.)	(0.16)	17%	357%
Pre-tax Income	4.06	-2%	7%
Net Income	2.84	0%	1%
EPS ¹ (NT\$)	1.00	-1%	-1%
EBITDA	8.49	0%	9%

1. EPS is based on share count of 2.814bn in 3Q21



Balance Sheet Analysis

NT\$bn	3Q21	2Q21	3Q20
Total Assets	187.50	188.93	180.74
Current Assets	34.65	35.79	32.05
- Cash & Cash Equivalents	12.67	15.75	10.46
- Receivable & Contract Assets	13.90	14.28	13.44
- Inventories	6.27	3.92	4.89
- Other Current Assets	1.81	1.83	3.26
Non-current Assets	152.85	153.14	148.69
- Long-term Investment	5.29	4.61	3.80
- Property and Equipment	46.29	46.36	41.36
- Right-of-use Assets	9.15	9.39	9.01
- Concession	61.57	62.65	65.88
- Other Non-current & Contract Assets	30.55	30.13	28.64
	3Q21	2Q21	3Q20
Current Ratio	57%	52%	51%
Net Debt to Equity	90%	78%	89%
Net Debt to EBITDA (x)	1.92	1.62	1.95
ROE¹ (annualized)	16%	16%	17%

NT\$bn	3Q21	2Q21	3Q20
Liabilities	117.94	122.63	111.12
Current Liabilities	61.27	68.35	62.91
- ST Debts	29.49	24.14	34.69
- Accounts & Notes Payable	12.20	11.64	8.53
- Current Lease Liabilities	3.59	3.65	3.47
- Other Current Liabilities	16.00	28.93	16.21
Non-current Liabilities	56.67	54.28	48.21
- Long-term Borrowings	46.10	43.65	37.99
- Non-current Lease Liabilities	5.59	5.77	5.52
- Other Non-current Liabilities	4.98	4.85	4.70
	69.56	66.30	69.62
Shareholders' Equity			
Paid-in Capital	35.14	35.12	35.12
Capital Surplus	16.43	16.34	18.94
Legal Reserve	31.50	31.50	30.17
Treasury Shares	(29.72)	(29.72)	(29.72)
Un-appropriated Earnings	0.00	0.00	0.00
Non-controlling Interest	7.17	6.77	6.27
Retained Earnings & Others ²	9.04	6.28	8.83

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

2. Including accumulated profits and other equity items.



Cash Flow Analysis

NT\$bn	3Q21	2Q21	3Q20
Operating	6.66	10.03	6.31
Investing	(3.76)	(3.40)	(0.59)
Financing	(5.99)	(2.23)	(3.50)

NT\$bn	3Q21	2Q21	3Q20
Pre-IFRS 16 Operating¹	5.63	9.03	5.28
Cash CAPEX²	(2.98)	(3.39)	(1.65)
Free Cash Flow²	2.65	5.65	3.63

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.

2. Excluding 5G License Fees



Event Updates



Awards and Recognitions

- **Fourteen-time winner of Commonwealth Magazine’s “Excellence in Corporate Social Responsibility Award”.**
- **Honored with the 2021 “Smart Innovation Contribution” award from Taiwan Smart City Association.**



Key Message

With our strong market positioning and growing intra-group synergies, we expect our three main growth engines, namely 5G, momo and home broadband, to continue firing on all cylinders. Recent 4G price rationalization will provide additional tailwind to the continued expansion of our EBITDA. With cash flow compression from 5G capex behind us, sequentially lower cash capex and improving consolidated EBITDA should help strengthen our free cash flow. Looking ahead, TWM will accelerate our strategies to plant ourselves in emerging paradigm shifts, such as metaverse, in order to capture more growth opportunities in the 5G era for our shareholders.



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