



台灣大哥大
Taiwan Mobile

Taiwan Mobile Co., Ltd. 4Q22 Results Summary

February 24th 2023



Disclaimer

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Business Overview



2022 Highlights

Solid top-line expansions across all 3 core engines

5G

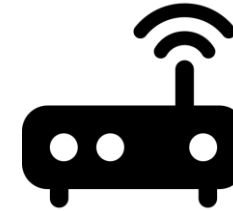
Mobile Service Revenue*

+2.6% YoY



E-commerce

+19% YoY



Home Broadband

+10% YoY

**Consolidated
EBITDA**

+4% YoY

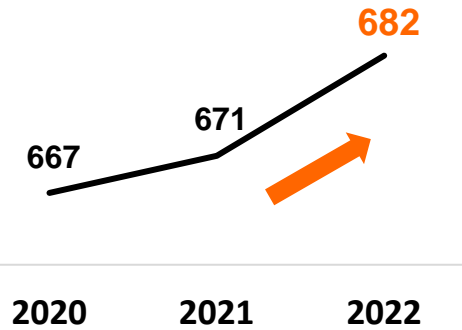
*Mobile service revenue based on post-IFRS 15 numbers



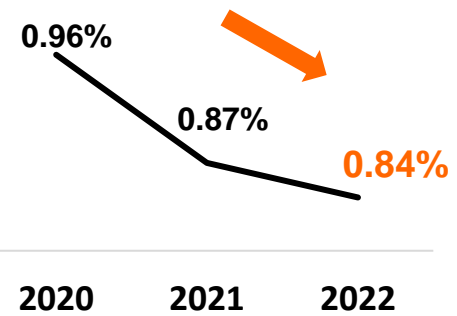
Mobile – Growth Engine #1

2022 results

Smartphone ARPU



Postpaid Churn



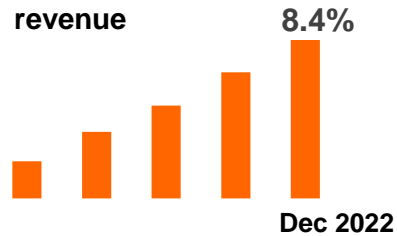
Upselling via Unique Bundles

Disney+



momobile

user contribution to e-commerce revenue



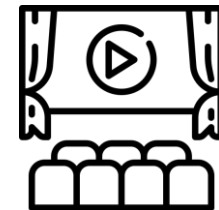
Double Play

Footprint

+18% YoY

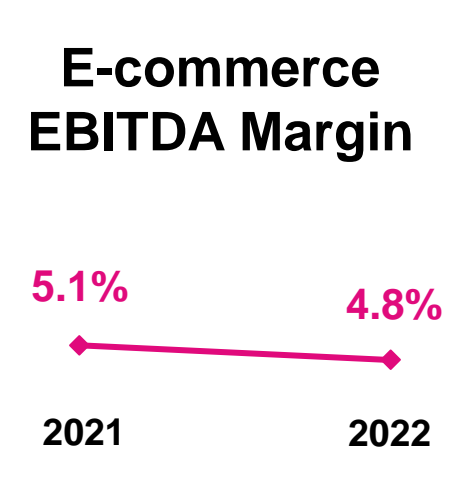
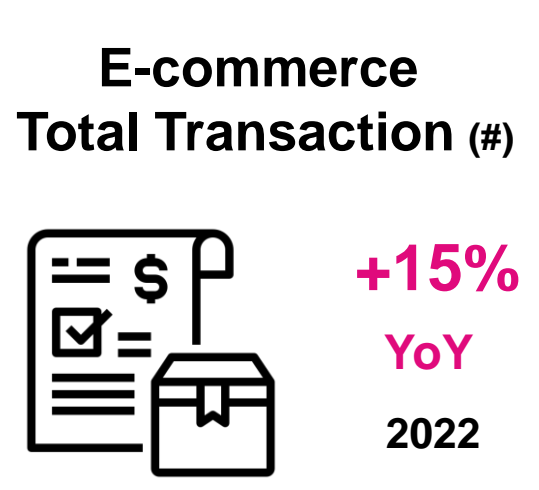
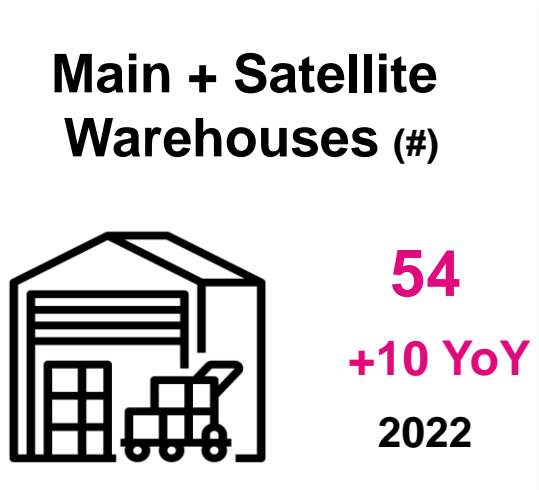
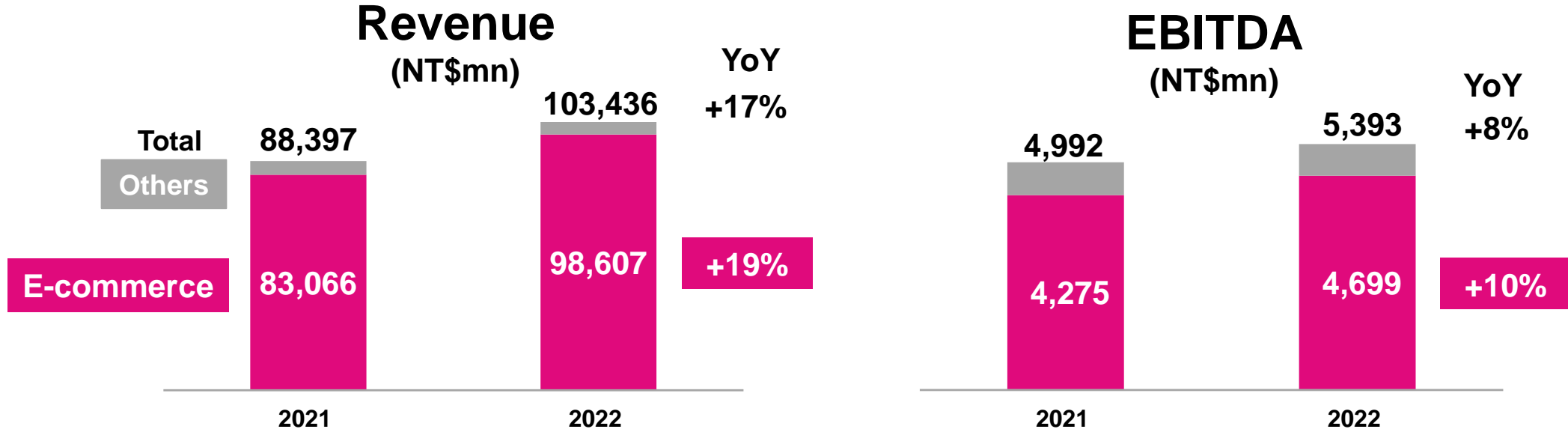


OP Life





momo – Growth Engine #2





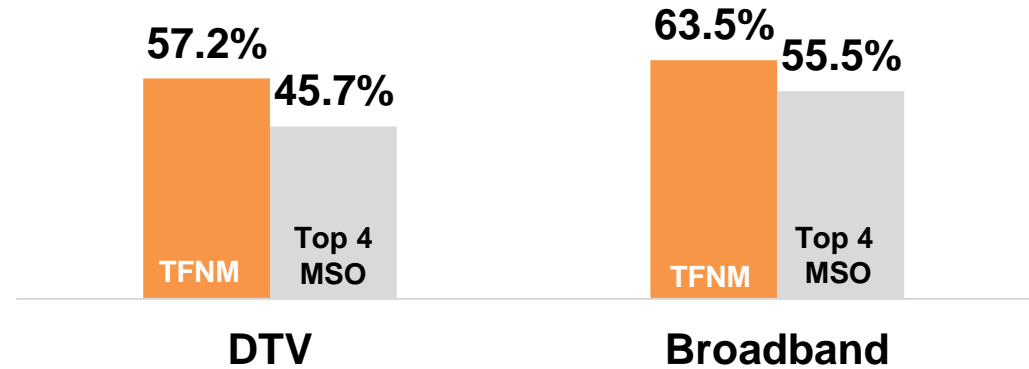
Broadband – Growth Engine #3

4Q22 Basic TV Subscribers

('000)	Subscribers	YoY
TFNM	527	-1.9%
Top 4 MSO	3,300	-2.0%

Source: Market intelligence

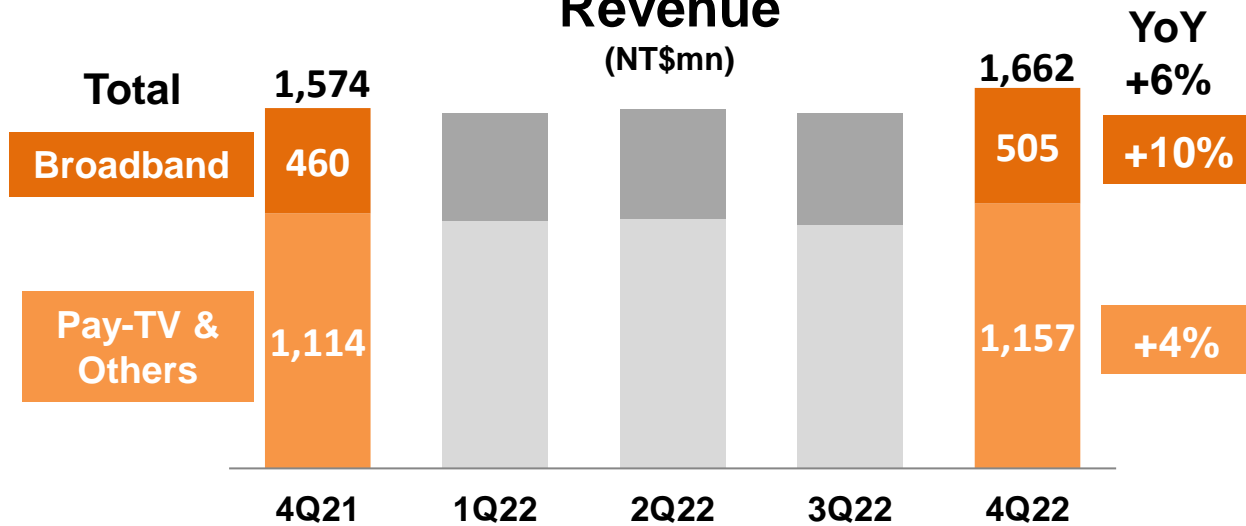
4Q22 Penetration Rate



Source: Market intelligence

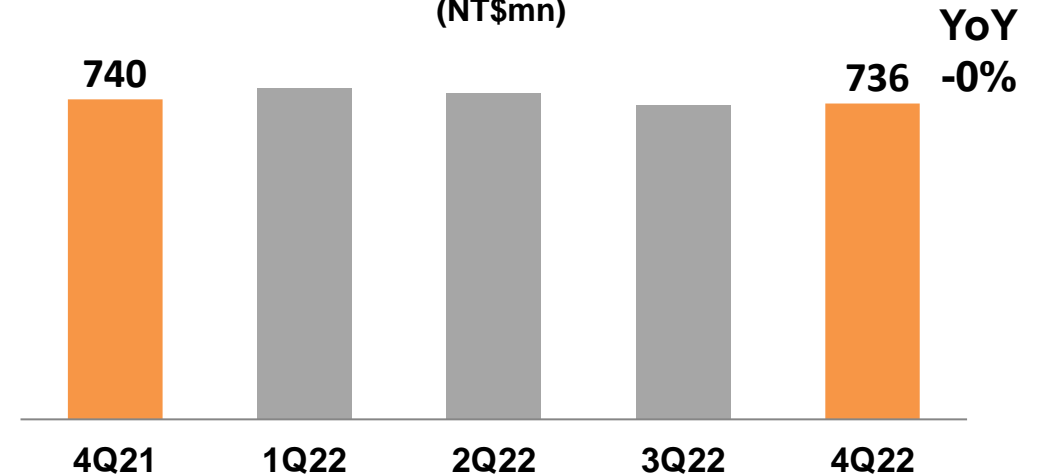
Revenue

(NT\$m)



EBITDA

(NT\$m)





Financial Overview



Performance by Business

NT\$bn	Revenue				EBITDA			
	Telecom	momo	CATV	Total ¹	Telecom	momo	CATV	Total ¹
4Q22	18.50	31.80	1.66	50.60	6.22	1.62	0.74	8.70
% of total	37%	63%	3%	100%	72%	19%	8%	100%
4Q22 YoY	5%	18%	6%	12%	3%	17%	0%	5%
2022	65.69	103.44	6.33	172.21	25.54	5.39	2.96	34.38
% of total	38%	60%	4%	100%	74%	16%	9%	100%
2022 YoY	3%	17%	2%	10%	3%	8%	0%	4%

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	4Q22		2022	
	Amount	YoY	Amount	YoY
Revenues	50.60	12%	172.21	10%
Cash Cost & Expense	(41.91)	14%	(137.83)	12%
Operating Income	4.32	10%	16.89	5%
Non-op. Income (Exp.)	(0.47)	157%	(0.70)	49%
Pre-tax Income	3.85	3%	16.19	4%
Net Income	2.47	0%	11.03	0%
EPS ¹ (NT\$)	0.88	0%	3.91	0%
EBITDA	8.70	5%	34.38	4%

1. EPS is based on share count of 2.820bn in 2022



Balance Sheet Analysis

NT\$bn	4Q22	3Q22	4Q21
Total Assets	193.07	189.03	190.98
Current Assets	41.44	36.43	38.65
- Cash & Cash Equivalents	14.93	11.79	15.40
- Receivable & Contract Assets	16.74	15.23	15.17
- Inventories	8.10	7.45	6.44
- Other Current Assets	1.66	1.96	1.64
Non-current Assets	151.63	152.60	152.33
- Long-term Investment	7.76	7.15	5.86
- Property, Plant and Equipment	46.98	47.00	46.03
- Right-of-use Assets	9.78	10.22	9.06
- Concession	56.18	57.26	60.49
- Other Non-current & Contract Assets	30.93	30.98	30.89
	4Q22	3Q22	4Q21
Current Ratio	60%	56%	65%
Net Debt to Equity	77%	88%	76%
Net Debt to EBITDA (x)	1.64	1.77	1.69
ROE¹ (annualized)	15%	16%	15%

NT\$bn	4Q22	3Q22	4Q21
Liabilities	120.22	119.73	117.71
Current Liabilities	69.57	64.77	59.49
- ST Debts	33.42	31.72	25.38
- Accounts & Notes Payable	13.98	13.97	11.96
- Current Lease Liabilities	3.69	3.74	3.54
- Other Current Liabilities	18.48	15.33	18.61
Non-current Liabilities	50.65	54.96	58.22
- Long-term Borrowings	37.76	41.35	46.03
- Non-current Lease Liabilities	6.16	6.51	5.55
- Other Non-current Liabilities	6.73	7.09	6.63
Shareholders' Equity	72.85	69.31	73.28
Paid-in Capital	35.19	35.19	35.19
Capital Surplus	15.33	15.32	16.90
Legal Reserve	32.60	32.60	31.50
Treasury Shares	(29.72)	(29.72)	(29.72)
Un-appropriated Earnings	0.00	0.00	0.00
Non-controlling Interest	8.38	7.81	7.74
Retained Earnings & Others ²	11.07	8.09	11.66

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

2. Including accumulated profits and other equity items.



Cash Flow Analysis

NT\$bn	4Q22	4Q21	2022	2021
Operating	8.20	7.51	29.58	30.20
Investing	(2.06)	(0.15)	(11.63)	(9.64)
Financing	(3.00)	(4.63)	(18.41)	(15.93)

NT\$bn	4Q22	4Q21	2022	2021
Pre-IFRS 16 Operating¹	7.18	6.49	25.37	26.09
Cash CAPEX	(1.79)	0.28	(9.63)	(9.02)
- momo	(0.29)	(0.29)	(2.69)	(0.64)
Free Cash Flow	5.39	6.77	15.74	17.08

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 Recognitions

- **The first domestic telecom company to make it to the “Climate Change A List” by CDP for the 3rd time.**
- **Selected for the “Dow Jones Sustainability Indices (DJSI) World” for 6 consecutive years. Ranked Top 3 in the telecommunication services industry in the “DJSI World Index” and received full marks on 10 items. Also listed in the “DJSI Emerging Markets Index” for 11 years in a row.**
- **Won “The Most Prestigious Sustainability Awards – Top Ten Domestic Companies” for the 8th time. Honored with 7 awards at the “2022 Taiwan Corporate Sustainability Awards.”**
- **Obtained the SGS Qualicert global service quality certificate for 11 consecutive years.**
- **Included in the “Sports Activist Awards” by the Ministry of Education for 6 consecutive years and won “Sponsorship Award - Gold Class” and “Sponsorship Award - Long-Term Sponsorship Award.”**
- **Won a “National Innovation Award” for our Sensory Integration Smart Cloud for Children service.**



2023 Capex Guidance

- **Consolidated capex: NT\$12.8bn**
 - **Telecom: NT\$5.03bn, with 5G capex decreasing YoY**
 - **Cable TV: NT\$0.92bn**
 - **momo & others: NT\$6.83bn, mainly for momo's distribution center expansions**



Board Resolutions

- **Straight Bond Issuance**
 - **On February 24, 2023, the Board resolved to issue an unsecured corporate straight bond with a total amount no larger than NT\$6.5bn and a tenure of no longer than 10 years.**



Key Message

In 2022, Taiwan Mobile delivered resilient results, with best-in-class top-line performance and 5% operating income growth. Telecom free cash flow expanded, alongside momo's rising profits and strong cash position. Looking into 2023, we expect revenue growth momentum similar to recent levels to trickle down to our consolidated EBITDA amid favorable market dynamics, on a pre-merger basis.



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