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# CHINA MOBILE LIMITED 中國移動有限公司

(Incorporated in Hong Kong with limited liability under the Companies Ordinance)

(Stock Code: 941)

#### **ANNOUNCEMENT**

### The unaudited financial data of the Group for the first quarter of 2009 reflected:

- Operating revenue reached RMB101.269 billion, up by 9.2% over the same period of last year
- EBITDA of RMB53.379 billion, up by 7.7% over the same period of last year
- Profit attributable to shareholders of RMB25.201 billion, up by 5.2% over the same period of last year

In accordance with the Company's disclosure policy and to further enhance the transparency of the Group and timely provide additional information with which shareholders, investors and the general public may better appraise the business and financial position of the Group, the board of directors (the "Board") of China Mobile Limited (the "Company", together with its subsidiaries, the "Group") announces certain selected unaudited key performance indicators of the Group for the first quarter of 2009.

#### SELECTED UNAUDITED KEY PERFORMANCE INDICATORS

## Financial Data (Note)

	For the period from 1 January 2009 to 31 March 2009	For the period from 1 January 2008 to 31 March 2008	Increase
Operating Revenue (RMB)	101.269 billion	92.712 billion	9.2%
EBITDA (RMB)	<b>53.379</b> billion	49.568 billion	7.7%
EBITDA Margin	52.7%	53.5%	
Profit Attributable to Shareholders (RMB)	<b>25.201</b> billion	23.946 billion	5.2%
Profit Attributable to Shareholders Margin	24.9%	25.8%	

*Note:* The Group has adopted the IFRIC Interpretation 13 — Customer loyalty programmes on 1 January 2009 and the financial data for the first quarter of 2008 as stated above has been restated to reflect the retrospective adjustments made pursuant to IFRIC Interpretation 13.

#### **Operating Data**

As at	As at
31 March 2009/	31 December 2008/
For the period from	For the period from
1 January 2009 to	1 October 2008 to
31 March 2009	31 December 2008
<b>477.16</b> million	457.25 million
19.91 million	21.14 million
73	83
<b>661.38</b> billion	656.43 billion
478	487
0.153	0.170
<b>446.76</b> million	419.76 million
<b>133.99 million</b>	128.19 million
<b>384.28 million</b>	355.46 million
174.2 billion	157.6 billion
138,396	138,368
3,448	3,305
	31 March 2009/ For the period from 1 January 2009 to 31 March 2009  477.16 million  19.91 million  73  661.38 billion  478  0.153  446.76 million 133.99 million 384.28 million  174.2 billion 138,396

In the first quarter of 2009, China's economy is still experiencing the continuous effects of the global financial crisis and the significant changing industry landscape has shown its initial impact on the Group. However, through effective management and the efforts of all its employees, the Group leveraged on its competitive advantages, overcame various challenges and continued to maintain favorable growth in its financial results. The Group's operating revenue reached RMB101.269 billion, representing an increase of 9.2% compared to the same period of last year. EBITDA reached RMB53.379 billion, representing an increase of 7.7% compared to the same period of last year. Profit attributable to shareholders reached RMB25.201 billion, representing an increase of 5.2% compared to the same period of last year. Margin of profit attributable to shareholders maintained at a relatively high level of 24.9%.

The increasing penetration rate of mobile telecommunications, the restructuring of the telecommunications industry and the issue of 3G licences will change the industry structure and competitive landscape of China's telecommunications industry. Despite the challenges and adversities it faced, the Group continued to sustain healthy business development in the first quarter of 2009. The

Group's subscriber growth showed signs of slowing down as a result of the negative impact of the slow down in macro-economic development on the demand for telecommunications services, the increasing penetration rate of mobile telecommunications which lessens potential growth in the number of new subscribers, as well as the restructuring of the industry which intensified competition. Nevertheless, the Group continues its market leadership with the average monthly net additional subscribers for the first quarter reaching 6.638 million. The Group's subscriber base was 477.16 million as at 31 March 2009. However, as the new subscribers are mainly low-end users and new tariffs sales and marketing scheme is gradually rolling out, ARPU and average revenue per minute of usage recorded a decrease, whilst the voice usage volume was stimulated. Total voice usage volume increased by 21.0% compared to the same period of last year. Value-added business also continued its favorable growth and mature businesses sustained growth despite already having reached a sizeable scale. SMS usage volume increased by 15.8% compared to the same period of last year. Meanwhile, the development of other data businesses also maintained favorable growth. The favorable growth in subscriber base and voice usage volume and the development of value-added business resulted in an increase of 9.2% in operating revenue in the first quarter. The Group will continue to increase its investments in sales channels, customer service, network optimization, support system and R&D in order to enhance the Group's core competitiveness under the new competitive landscape. Furthermore, the Group will strive to maintain a stable growth in its profitability through adhering to its refined cost management and by leveraging economies of scale.

To meet new challenges and opportunities, the Group will build on its strong foundation and comprehensive strengths and leverage its existing competitive advantages so as to adapt rapidly to changes in the business environment and the competitive landscape, and to sustain its favorable business development and financial growth in order to continuously create value for its shareholders.

The Board wishes to remind investors that the above key performance indicators are based on the Group's unaudited management accounts. Investors are cautioned not to unduly rely on such data.

In the meantime, investors are advised to exercise caution in dealing in the securities of the Company.

As at the date of this announcement, the Board of Directors of the Company comprises Mr. Wang Jianzhou, Mr. Zhang Chunjiang, Mr. Li Yue, Mr. Lu Xiangdong, Mr. Xue Taohai, Madam Huang Wenlin, Mr. Sha Yuejia, Mr. Liu Aili, Madam Xin Fanfei and Mr. Xu Long as executive directors, Dr. Lo Ka Shui, Mr. Frank Wong Kwong Shing and Dr. Moses Cheng Mo Chi as independent non-executive directors and Mr. Nicholas Jonathan Read as a non-executive director.

By Order of the Board
China Mobile Limited
Wang Jianzhou
Chairman and Chief Executive Officer

Hong Kong, 20 April 2009